SONATA SOFTWARE LIMITED

May 23, 2016

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th Floor
Bandra Kurla Complex
Bandra (E) Mumbai – 400 051
Stock Code - SONATSOFTW

BSE Limited
Listing Department
P.J. Towers, Dalal Street
Mumbai 400 001
Stock Code - 532221

Dear Sir/Madam,

SUB: Investors' Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Investors' Presentation for the quarter and year ended March 31, 2016.

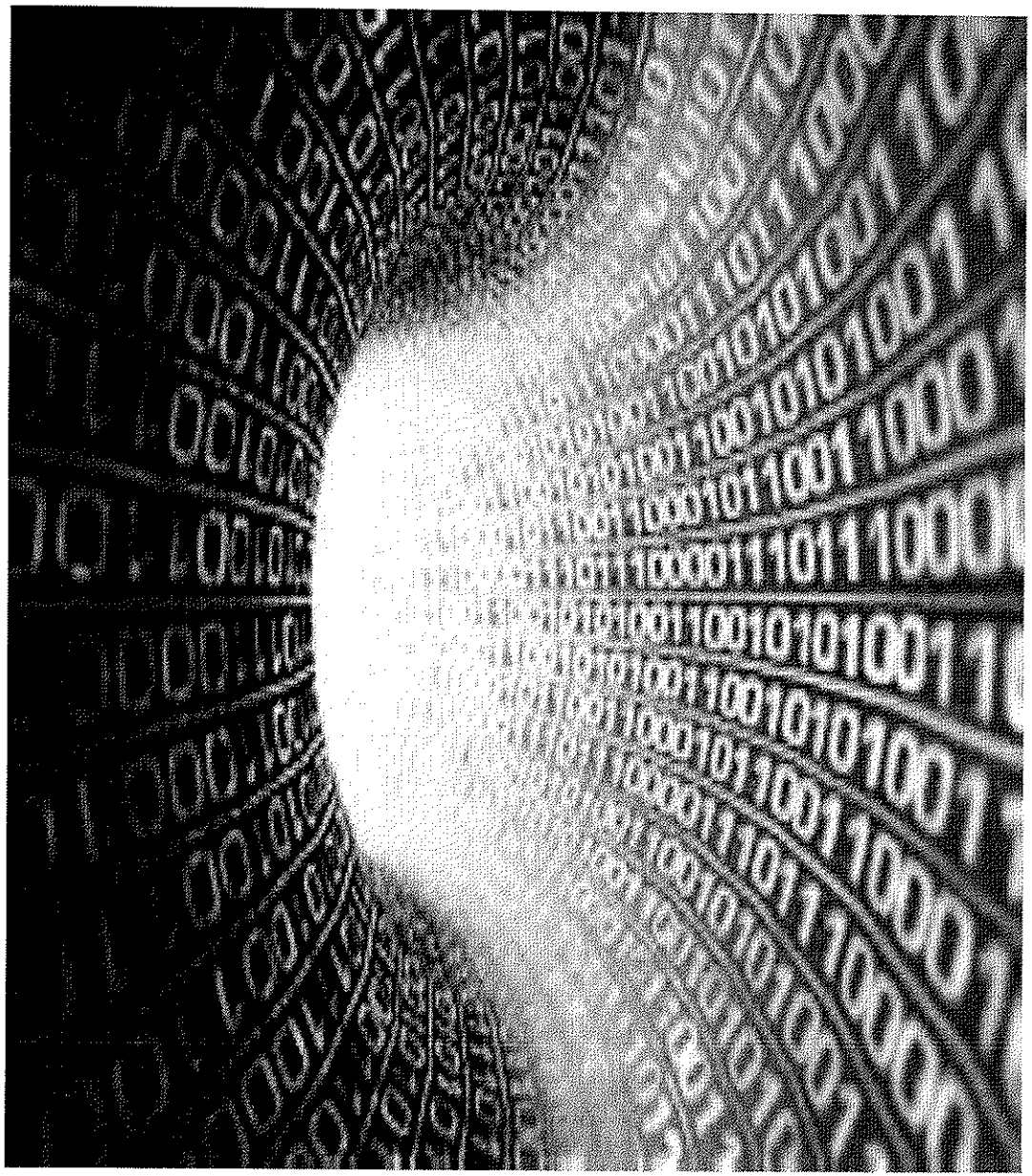
The details of above said are also made available at the Company's website www.sonata-software.com.

Kindly take the same on record.

Thanking you,

Very truly yours,
For **SONATA SOFTWARE LIMITED**

PRIYA MANOJ JASWANI
COMPANY SECRETARY



GO DEEPER

Transform business with IT

Investor Presentation
Q4 FY 16

Product Engineering
Enterprise IT Services
Technology Infrastructure

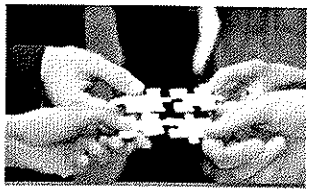
SONATA SOFTWARE

DEPTH MAKES A DIFFERENCE

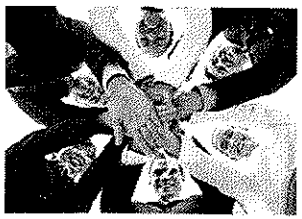
Sonata Vision

A world class firm
that is a benchmark for
Catalyzing Business
Transformation for our Clients,
Fulfilling Employee Aspirations &
Caring for our wider Community

through Depth of:
Thought Leadership
Customer Centricity
Execution Excellence



For the Customers
IT Partner of choice for transformation thru deeper industry, technology & customer focus



For the Employee
A fun & fearless environment where the potential & passion for work flourishes



For the Community
CSR initiatives to support IT needs of projects with Social impact

Sonata Software – Corporate Structure

Sonata Software Limited				
Reporting Segment	**Legal Entities**	**Geography**	**Nature of Business**	
International IT Services	Sonata Software Ltd	India	• Digital IT solutions & services • Product Engineering Services	• IT Consulting & Outsourcing • Managed IT Services
	Sonata Europe Ltd	UK	• Software Service & Development	
	Sonata Software GmbH	Germany	• IT Program Mgmt. for Travel customers	
	Sonata FZ LLC	Dubai	• Sales & Marketing • Account Management	• IT Program Management
	Sonata Software North America	USA	• Onsite IT Services • Account Management	• IT Program Management • Sales & Marketing
	Sonata Software Qatar	Qatar	• Onsite IT Services • Account Management	• IT Program Management • Sales & Marketing
	Rezopia Inc	USA	• Cloud based PaaS travel IT solutions platforms	
	Halosys	USA	• Unified Enterprise Mobile Enablement platform	
	IBIS Inc	USA	• Supply Chain solutions for Distributors, Manufacturers & Retailers	
Domestic Products & Services	Sonata Information Technology Ltd	India	• Distribution of packaged, Saas & PaaS based software products • Domestic IT Services	• Onsite IT Services • Account Management • IT Program Management

Operating Business Lines



International Services

- Product Engineering & Enterprise IT solutions
- International footprint
- 35% of Co Revenues
- 79% of Co PAT



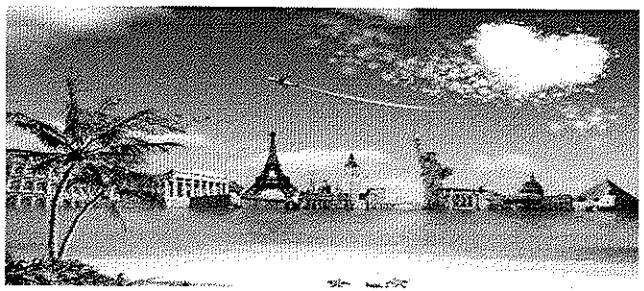
Technology Infrastructure

- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 65% of Co Revenues
- 21% of Co PAT



International IT Services

Industry Footprint



Travel

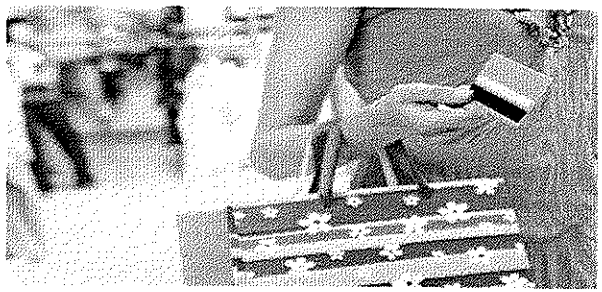
hybris software AN SAP COMPANY
Most Innovative Partner 2012

rezopia FROM SONATA SOFTWARE

TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co



Retail & Distribution

Advanced Supply Chain Software

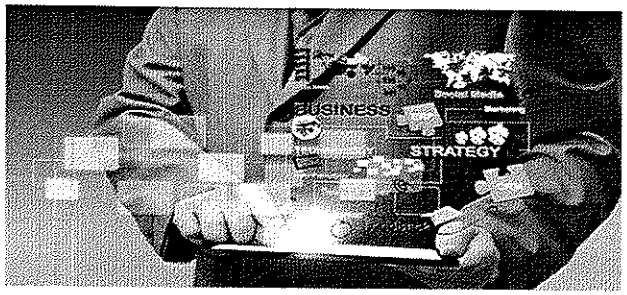
Microsoft Dynamics

hybris software AN SAP COMPANY
Most Innovative Partner 2012

Hyper | Grocer | Apparel | CPG | Industrial

Strategic Customers

- World leading Retailer
- Global F&B CPG Leader



ISV

Windows Azure

Java

ERP | SCM | Travel | Retail

Strategic Customers

- Global Software Leader
- Top SMB ERP Co

Business Solutions Footprint

SONATA SOFTWARE

DIGITAL ENGAGEMENT

- Omni-channel Commerce
- Analytics & Personalization
- CRM, Loyalty
- Mobile & Social Business

Winning the Shift to Digital Commerce
Top travel company

ENTERPRISE EFFICIENCY

- ERP
- SCM, HR & Finance
- BI & Analytics
- Mobile & Social Work

Direct Store Distribution Solutions
Global CPG leader

IT COST MANAGEMENT

- Managed Services & Infrastructure
- Cloud & Virtualization
- Licensing

Remote Infrastructure Management
Top European Retailer

Microsoft SAP ORACLE

hybris software AN SAP COMPANY | Microsoft Dynamics | appcelerator | hadoop | Windows Azure

Engineering Solutions Footprint

SONATA SOFTWARE

PRODUCT INNOVATION

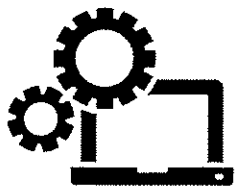
- Cloud engineering
- Mobile engineering
- Analytics integration



Cloud & Mobile Enabled SaaS Migration
Global SMB ERP ISV

PRODUCT ENGINEERING

- Consult, Architect
- Develop, QA
- Performance Engineering
- Globalize and Localization



End-to-end engineering services for an ERP
World leading ISV

PROFESSIONAL SERVICES

- Professional Services
- Integration, Customization
- Sustenance Engineering
- Product support



Premium managed product support
Leading cloud platform

Transformational Partner to Customers

SONATA SOFTWARE

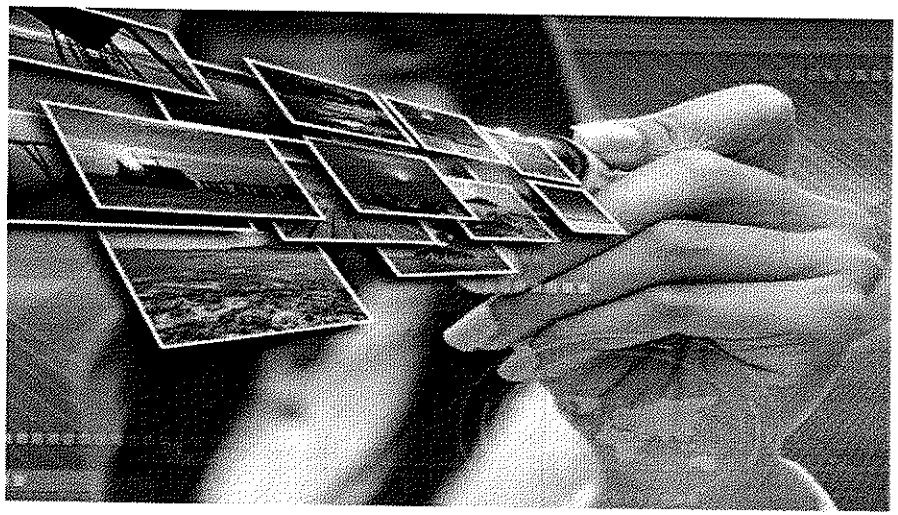
Enabling a World Leader in Travel Retail stay ahead of the digital business shift

Evolution from brick and click to Omni-Channel business

- 20%+ YoY digital sales growth, 50%+ digital revenue

Front Office to Back Office IT systems services

- 300+ team of On-site and Off-shore mix; 30% saving in IT costs, est > 50Mn E p.a.; 50+ core applications transitioned, modernized; >80% Managed Services



10 Year Partnership Milestone

"Sonata is a very important extension of the team and over the years has made a ***significant contribution to our success in serving our customers better than anyone else*** *in our business sector." Director IT*

Transformational Partner to Customers

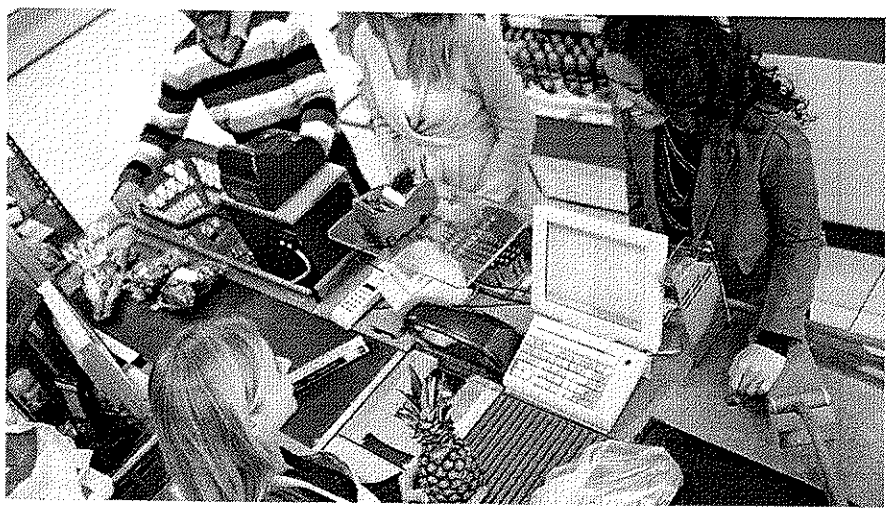
Partnering launch of a new ERP by a Global Software leader

Engineering Excellence

- Beta One thru to global roll-out stages with ERP & engineering skills
- Vertical solutions partner – industry specific offering of core ERP

Value Added Services

- Engineering and integration services to partner eco-system globally
- Managed support with SLA adherence improved by over 30% to > 90%
- Go-to-Market partner with marquee Fortune 500 clients wins and project implementations



10 Year Partnership Milestone

*"Sonata has been an **important partner** in our … journey for over a decade. The expertise they bring to the table makes **them a valuable part of the ecosystem..**, its partners and customers who seek to get more out of our enterprise class business solution. This 10 year anniversary is a significant milestone in our relationship with Sonata and we look to newer horizons ahead." VP Engineering*

Way Forward : Platforms + Services for digital business



Turnkey partner for mid size (USD 500M+) customers in Travel, Retail & Distribution, ISV vertical

The Future – Industry specific Platform solutions

Next Gen Travel Experience



Rezopia Travel Experience Platform

- Search & Book across Web, Mobile, Shop & Call Centre channels
- On the fly packaging across Air, Rail, Hotel & ancillary service inventory
- Pre-Built Mobile & Analytics features
- Integration to leading GDS and ERP applications

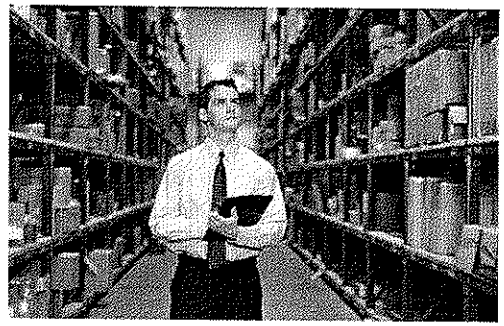
Omni Channel Retailer



Brick & Click Retailing Platform

- Seamless Personalized Shopping Experience – In Store, Mobile, Online
- Pre-built Customer and Store mobile service Apps
- Pre-built big data Analytics platform
- Integrated to core Retail ERP

Digital Distribution



Modern Distribution Platform

- Advanced Supply Chain Software – built-in functionalities like sales & operations planning, demand planning, revenue management.
- B2B Ecommerce
- Mobile Ordering & Fulfilment Apps
- Core ERP enabled on Microsoft Dynamics

Strategic acquisitions & builds to enable 'the Future'

rezopia FROM SONATA SOFTWARE
TRAVEL SAAS

Reservation, Distribution, Contracts & Operations on one single Cloud Platform

Unified Enterprise Mobility Platform
halosys

Core features of MADP, MAM, MBaaS & APIs on a single, unified mobile platform

I.B.I.S. inc.
A Sonata Software Company

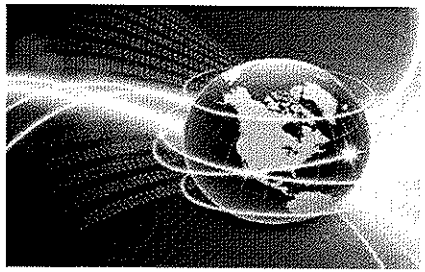
Advanced Supply chain Software for Distributors, Manufacturers & Retailers

RETINA
discerning insights

Big Data ready Retail Analytics Platform

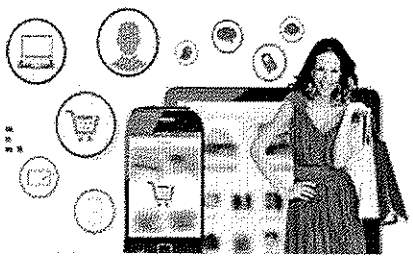
Continuing to build, integrate and acquire platforms across Ecommerce, Analytics & DevOps to complete portfolio for 'Future Ready' IP led solutions.

Increasing impact on customer's digital solution needs



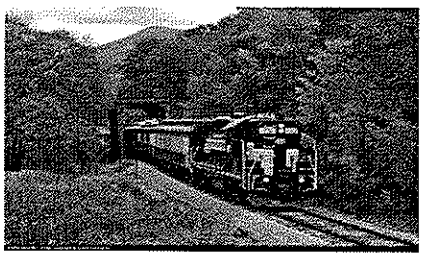
Top SMB ERP Company

Cloud & Mobile engineering ERP for SaaS enablement



World Leading Retailer

Engineering Omni Channel retail systems on a new technology stack



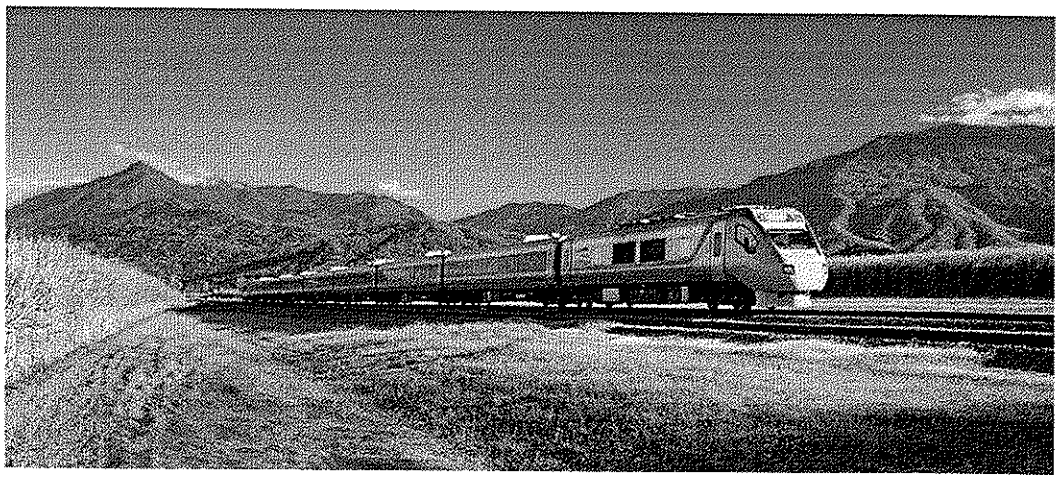
Top ANZ Rail Company

Enabling next-gen Rail reservation & ancillary services

Digital Travel Platform in Action

Drives customer service and ancillary revenue of a leading ANZ Rail Operator

SONATA SOFTWARE





Business Need: Upgrade reservations systems across core Rail and ancillary package sales

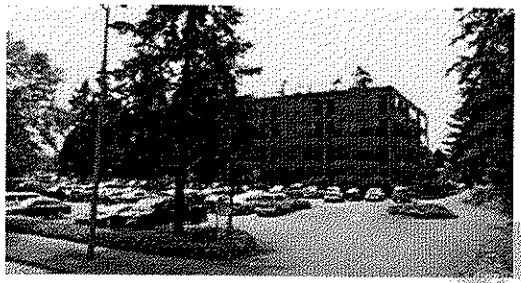
Solution: Rezopia Travel SAAS customized to next gen reservation systems

- Manage Services, Schedules, Inventory, Fares and Rules
- Multi-channel booking engine – web, call center, stations and agents
- Dynamic shopping cart with ancillaries like hotels, transfers and activities
- Integration to back end SAP ERP for Financial data integration

Business Benefits: Cost effective, quick transition from legacy systems & continuous feature upgrades with releases

Global Service & Delivery Footprint

SONATA SOFTWARE



US
Development Centers – Redmond & Atlanta

UK

Netherlands

Germany



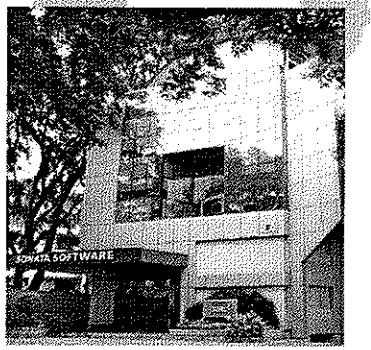
Singapore

Australia

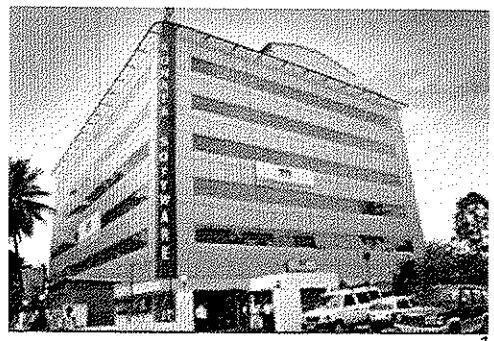
North America

Qatar, UAE





India
Bangalore, Hyderabad





Technology Infrastructure

TIS : Strategic fit to overall Sonata business

SONATA
SONATA SOFTWARE

- Strategic partnerships with leading technology providers – Microsoft, SAP, Oracle, Appcelerator
- Relationships act an advantage in accessing emerging technology solutions
- High RoNW at >35% levels
- 360 degree footprint across Engineering, Implementation, Go to Market in IT value chain in key technologies – e.g. Dynamics AX

Wide portfolio of technology solutions

with leading and emerging partners

SONATA SOFTWARE

PORTFOLIO OF WORLD-CLASS ALLIANCES

Microsoft · SAP · ORACLE · hp · IBM · Adobe · Symantec · redhat · vmware · intel · INFORMATICA · paloalto NETWORKS · appcelerator

360 DEGREE CORPORATE FOOTPRINT

PE | PDS Implement | GTM

End to End Capability on Technology Needs

IN-HOUSE SOLUTION CENTRE OF EXCELLENCE

Expert Deployment Team | Customer POC | Best Practices Templates

NEW TECHNOLOGY ADOPTION

SMAC| Platforms| Appliances

Cloud, MoovWeb, Exadata

EXPERTISE | RELIABILITY | SPEED

in accessing technology solutions

Keeping business prepared to compete...

with up to date technology infrastructure

SONATA SOFTWARE



CORE IT INFRASTRUCTURE

- OS, Servers, Cloud & Virtualization
- Security, Identity & Access
- Infrastructure Management, Optimization & Support

Core Enterprise Infrastructure migration to Cloud for cost optimization

Leading Brewery Company

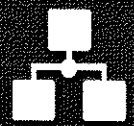


EMPLOYEE PRODUCTIVITY

- Communication & Collaboration
- Work Tools & Applications
- Onboarding & Support

Patient care enhancement thru collaborative work tools for doctors

Leading Hospital Chain

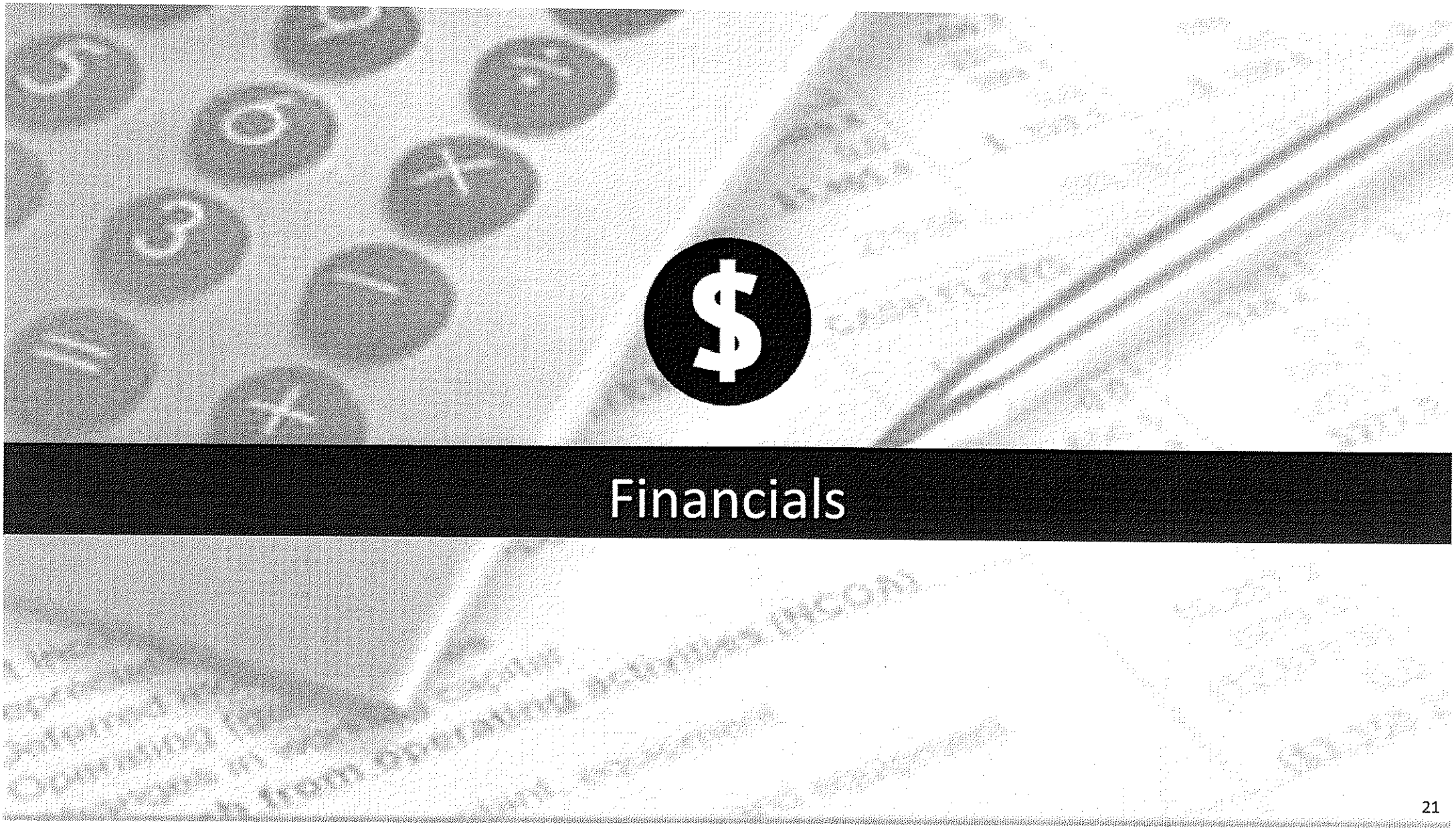


BUSINESS APPLICATIONS

- E. Comm, Digital Marketing, CRM, BI, Mobility, ERP, SCM
- IT Appliances
- Consulting & Support

Enhanced business responsiveness thru next gen IT Appliances

Leading Bank



Financials

Result Snapshot – Q4 FY 16

INR Crores

Description	For the Quarter ended					For the Year ended		
	31/Mar/16	31/Dec/15	QoQ	31/Mar/15	YoY	31/Mar/16	31/Mar/15	YoY
Revenues								
International IT Services	189.0	181.5	4%	162.2	17%	706.8	606.7	17%
Domestic- Products & Services	355.6	343.8	3%	234.3	52%	1,250.1	1,092.9	14%
Consolidated	540.9	522.0	4%	392.7	38%	1,940.5	1,682.1	15%
EBITDA								
International IT Services	46.2	49.3	-6%	39.2	18%	184.3	151.3	22%
Domestic- Products & Services	14.9	15.0	0%	11.6	28%	58.4 *	41.3 *	42%
Consolidated	60.4	63.2	-4%	50.3	20%	239.4 *	190.7 *	25%
PAT								
International IT Services	32.3	31.6	2%	27.8	16%	124.7	108.4	15%
Domestic- Products & Services	8.6	8.6	-1%	7.1	21%	33.9	25.3	34%
Consolidated	40.8	40.2	1%	34.8	17%	158.6	133.7	19%

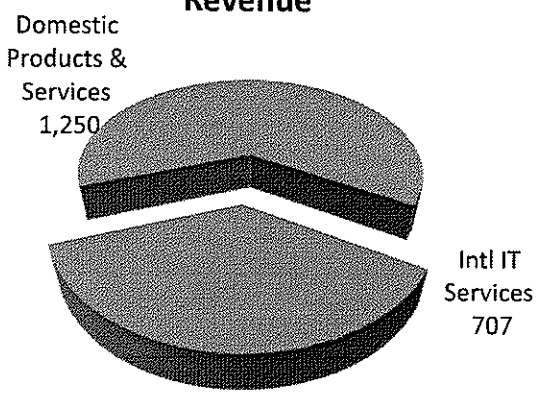
** Includes "exceptional Item" Interest income received of ` 3.7 crores during FY2015-16 as against ` 3.2 crores in FY2014-15 on Income-Tax refunds.*

Consolidated Revenue & PAT – FY 16

INR Crores

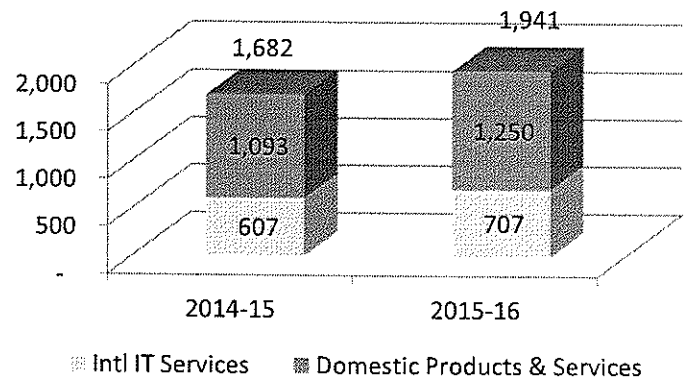
SONATA SOFTWARE

Revenue

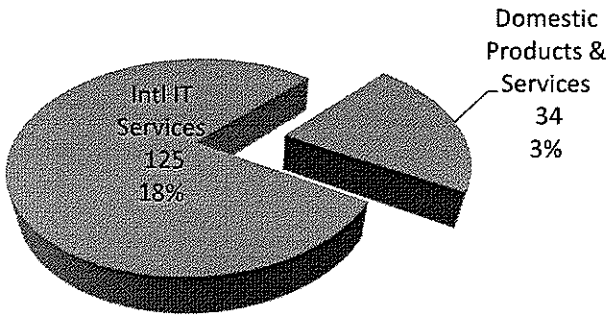




Revenue

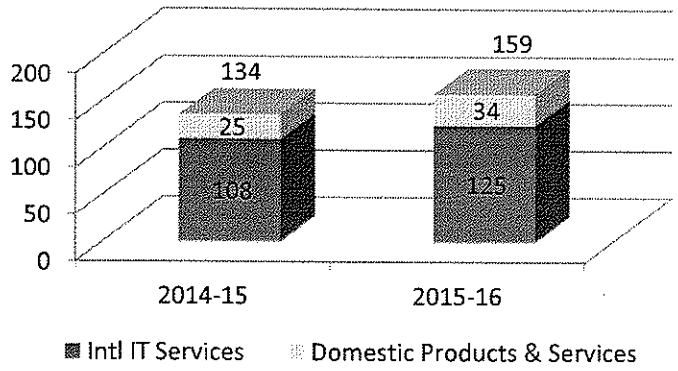


PAT



	Growth		
	Cons	Intl Ser	Dom
Rev	15%	17%	14%
PAT	19%	15%	34%

PAT

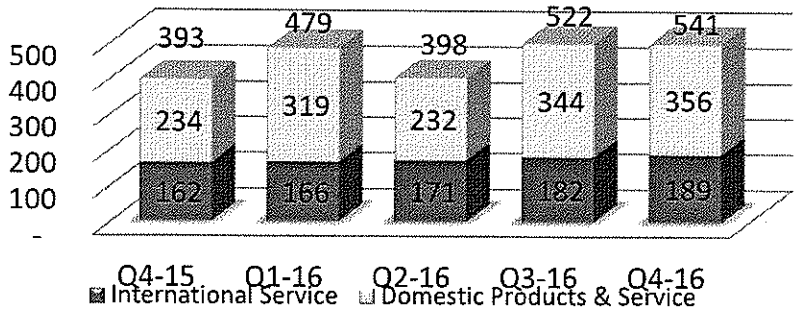


Consolidated - by Quarter

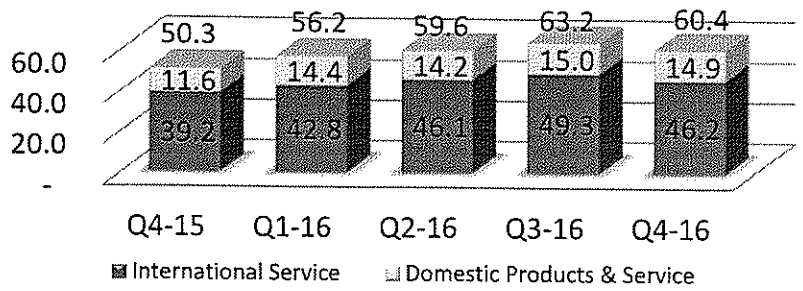
INR Crores

SONATA SOFTWARE

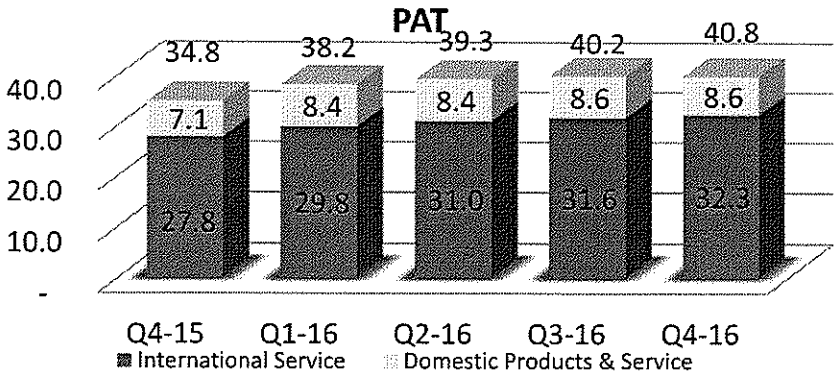
Revenue



EBIDTA



PAT



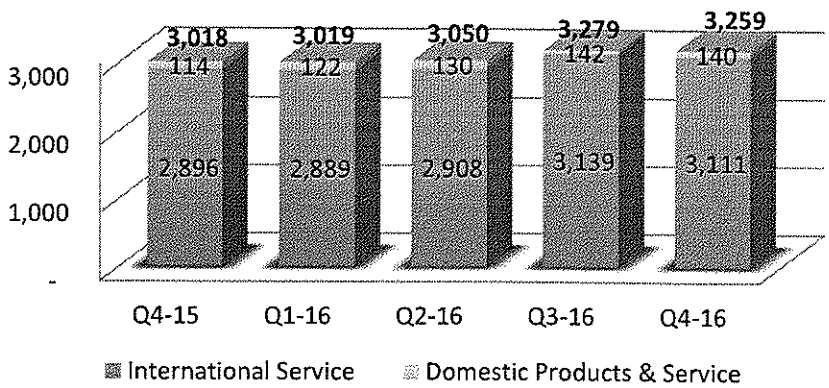
	QoQ	YoY
Revenue	4%	38%
EBIDTA	-4%	20%
PAT	1%	17%

Note : Q1-16 & Q2-16 EBITDA and PAT includes exceptional income of Interest on IT Refund

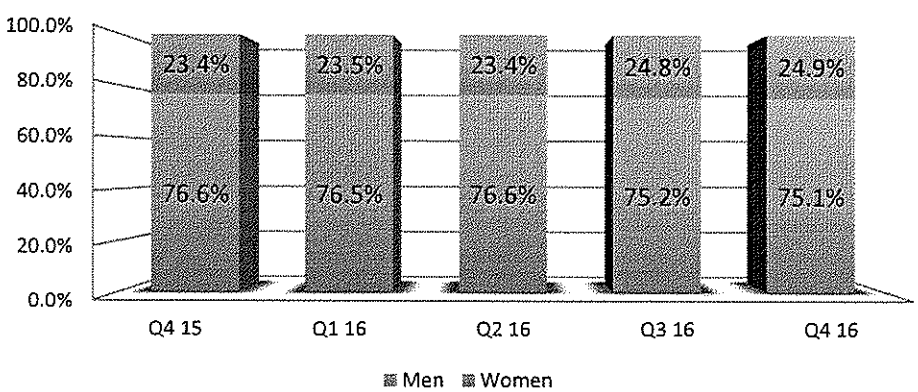
Headcount

SONATA SOFTWARE

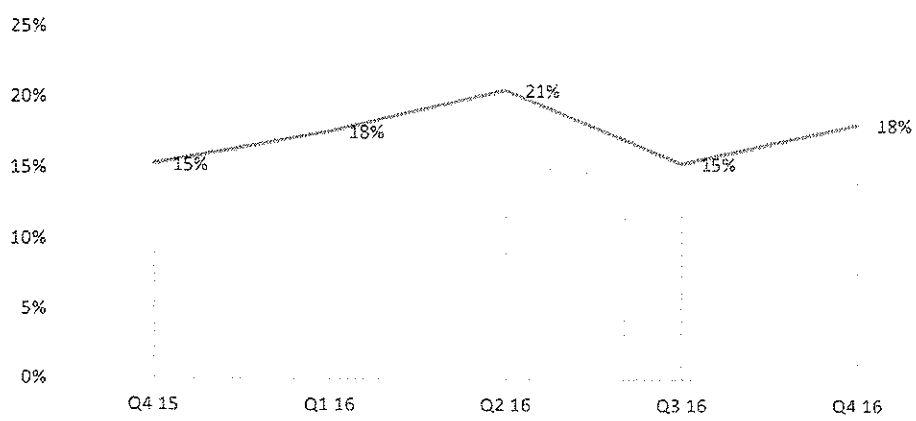
Head Count



Diversity



Attrition %

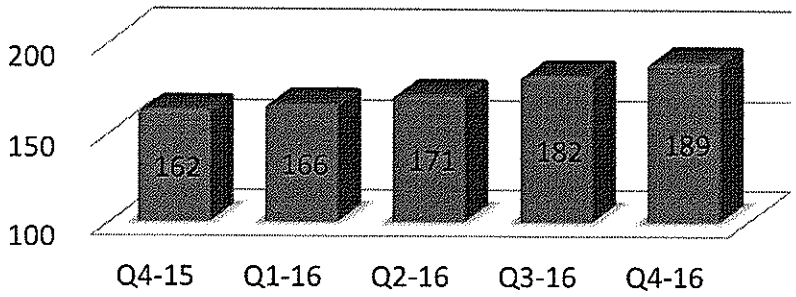


International IT services – by Quarter

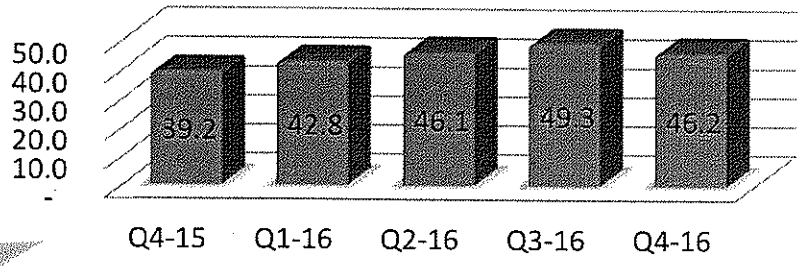
INR Crores

SONATA SOFTWARE

Revenue

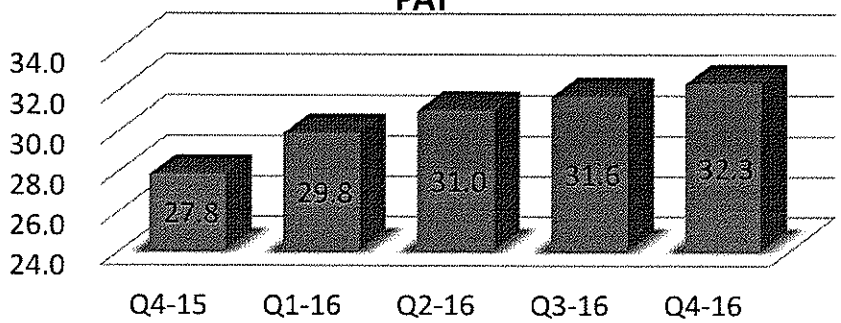


EBIDTA



Record Revenue & PAT

PAT

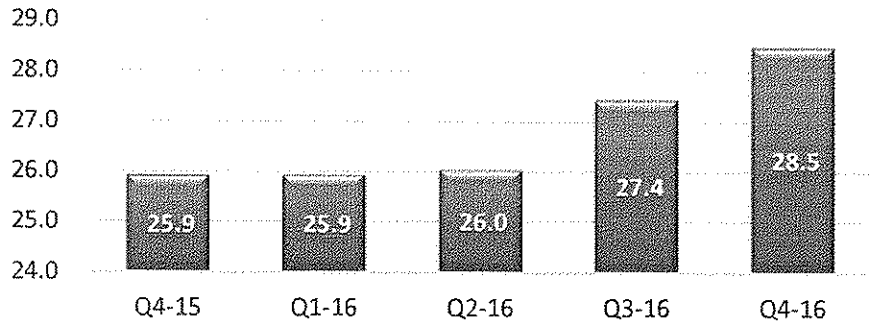


	QoQ	YoY
Revenue	4%	17%
EBIDTA	-6%	18%
PAT	2%	16%

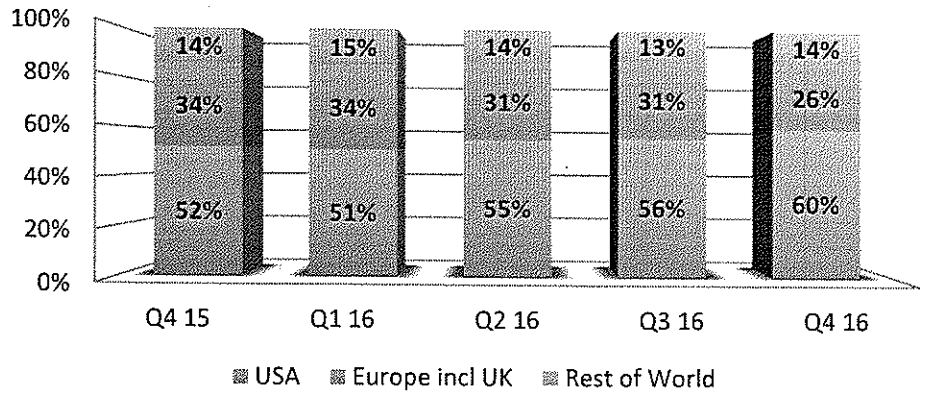
Revenue Mix

SONATA SOFTWARE

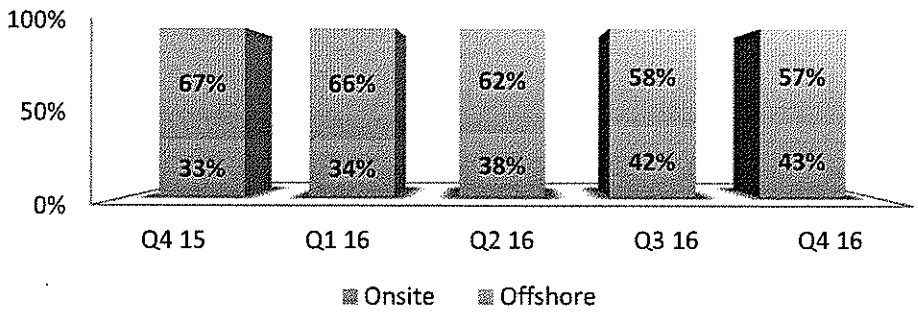
Revenue $ mn



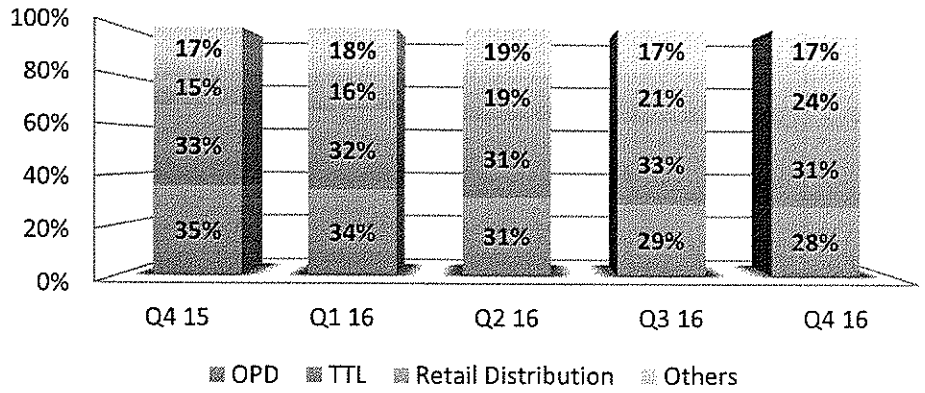
Geography



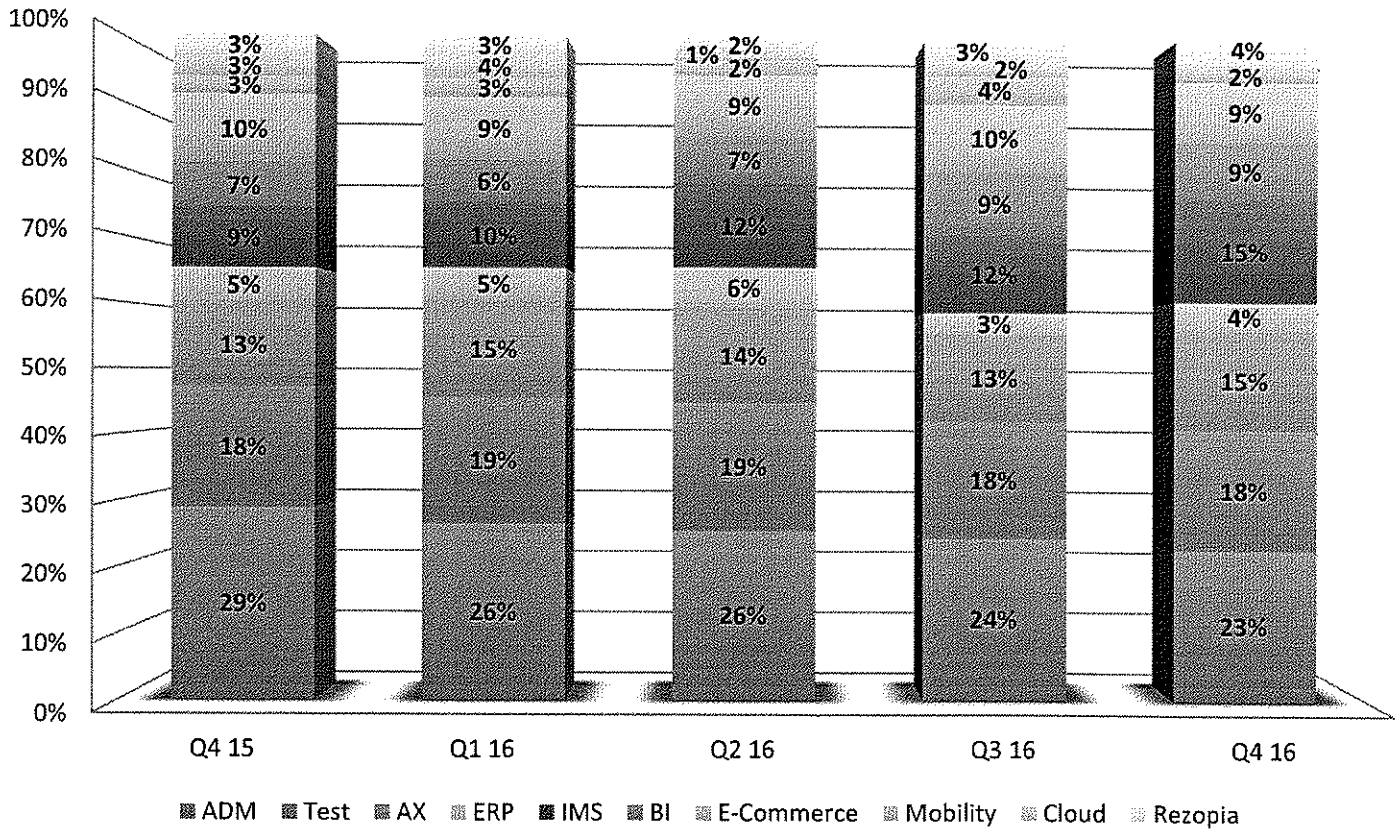
Onsite / Offshore

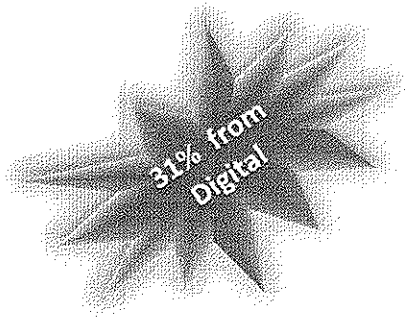


Vertical



Revenues by Competency

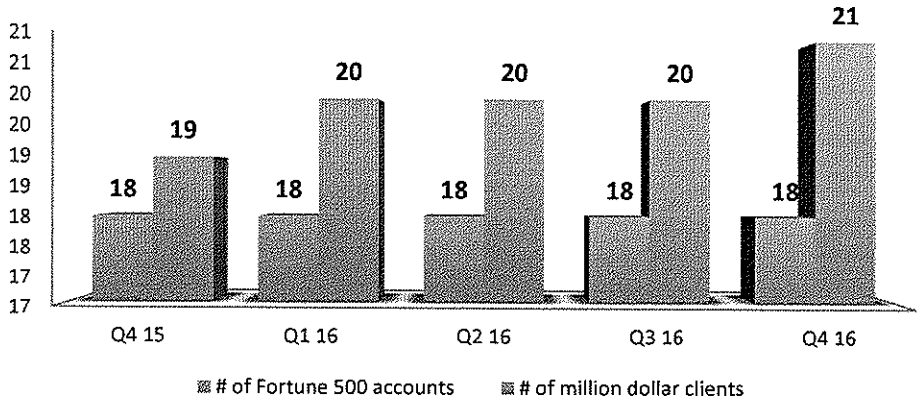




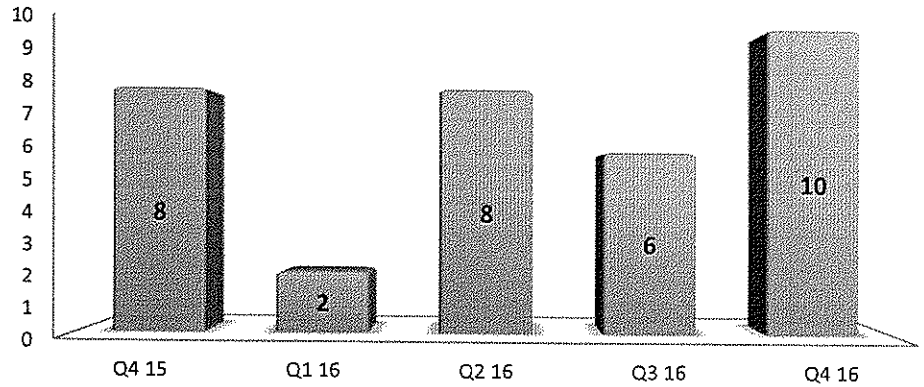
Note: Digital components includes revenue from BI, E-commerce, Mobility, Cloud, Rezopia

Revenue by Customers

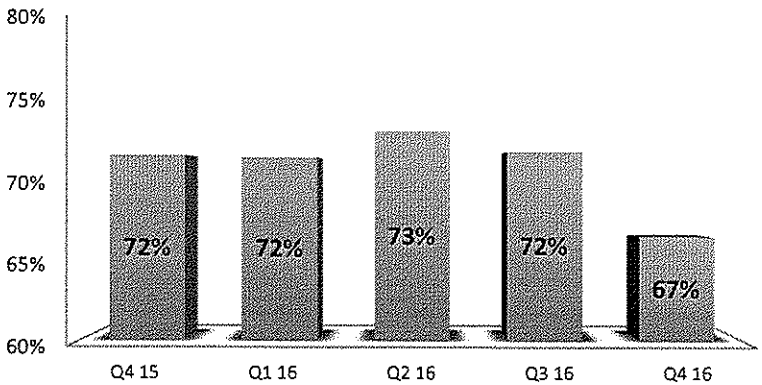
Customer Category



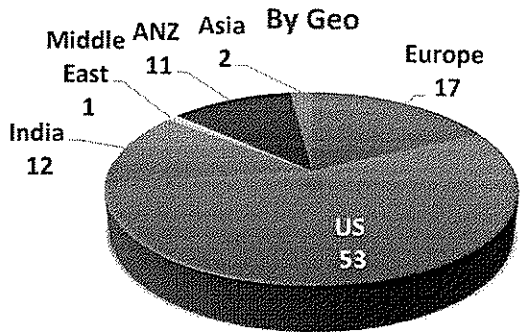
New Customers



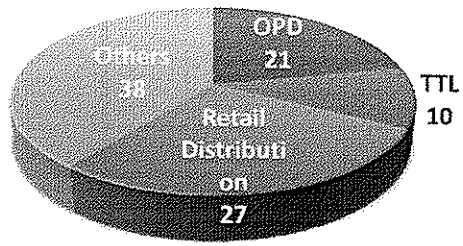
Revenue from Top 10 customers



By Geo



By Vertical

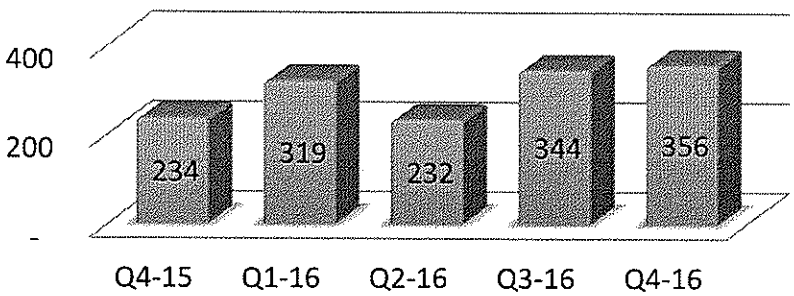


Domestic Product & Services – by Quarter

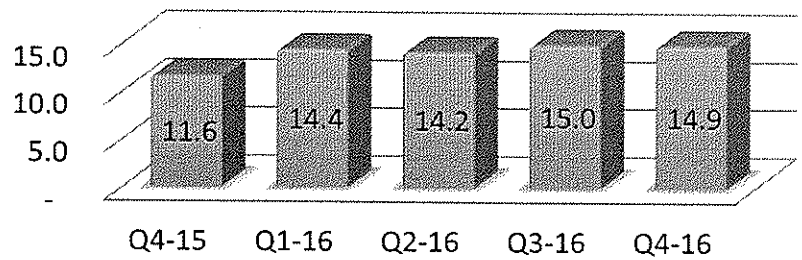
INR Crores

SONATA SOFTWARE

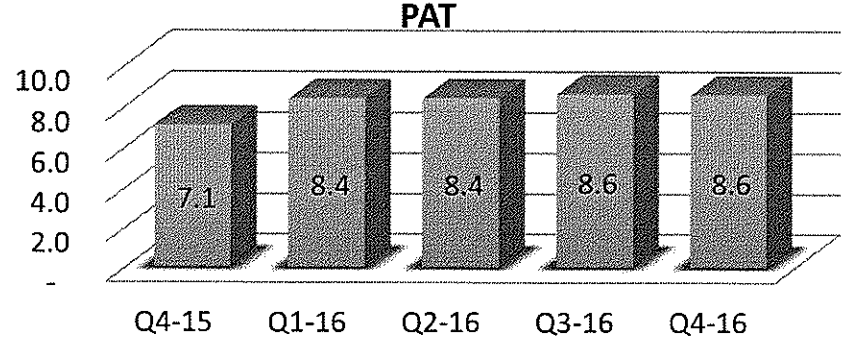
Revenue



EBIDTA



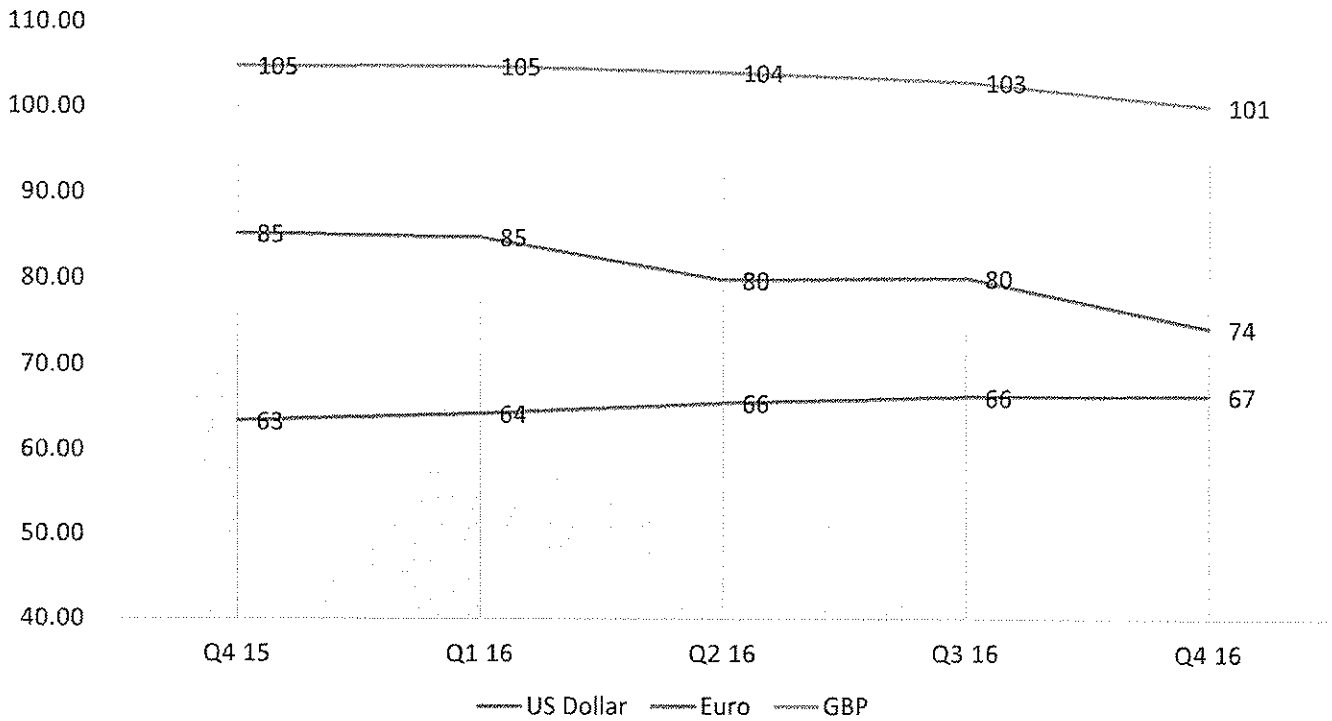
PAT



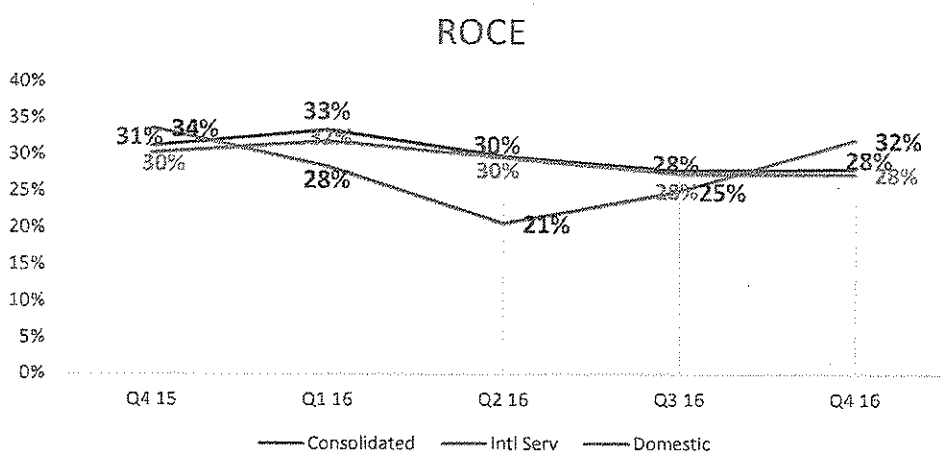
	QoQ	YoY
Revenue	3%	52%
EBIDTA	0%	28%
PAT	-1%	21%

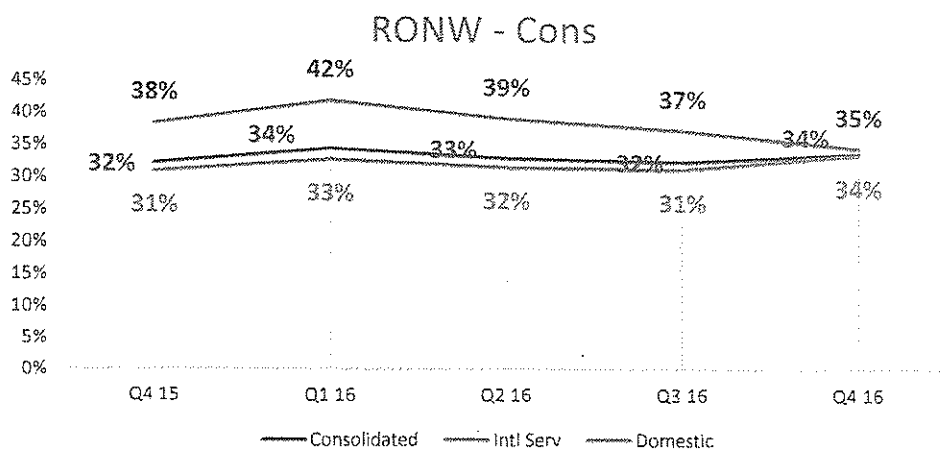
Note : Q1 FY 14-15 & Q1 FY 15-16 EBITDA and PAT includes exceptional income of Interest on IT Refund

Rupee Realization

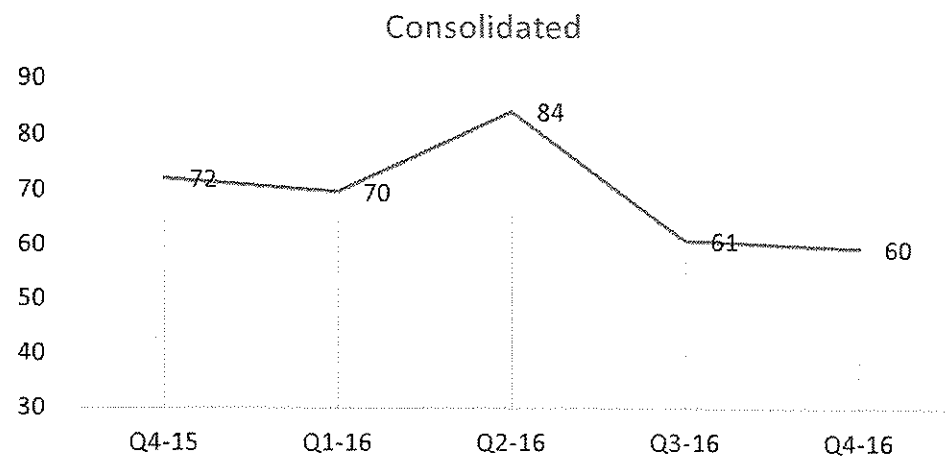


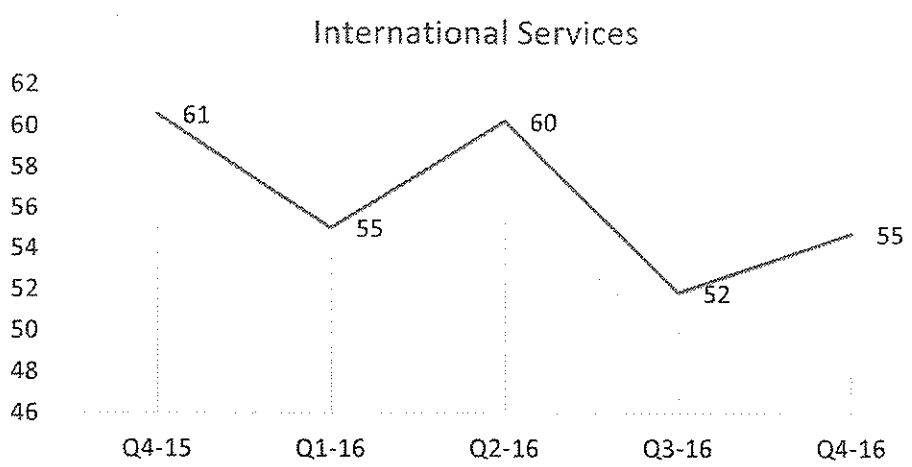
ROCE & RONW

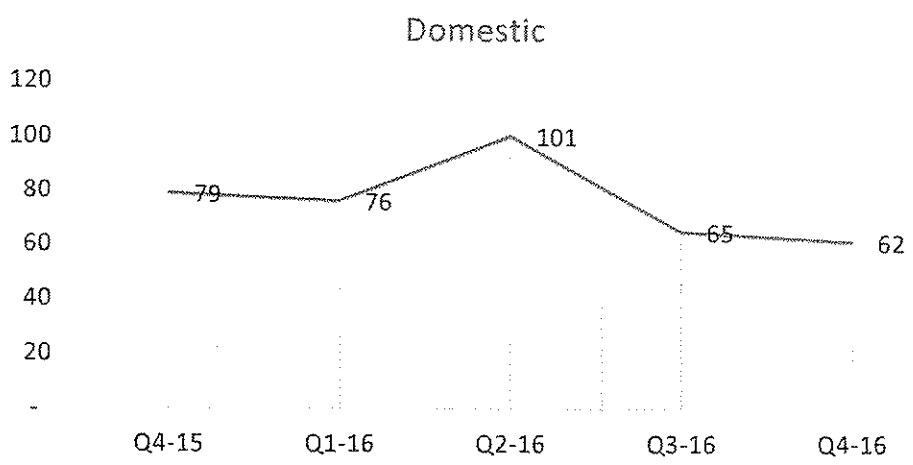

ROCE
40%
35%
30%
25%
20%
15%
10%
5%
0%
31%
34%
33%
30%
28%
32%
30%
30%
28%
28%
28%
25%
21%
Q4 15
Q1 16
Q2 16
Q3 16
Q4 16
Consolidated
Intl Serv
Domestic


RONW - Cons
45%
40%
35%
30%
25%
20%
15%
10%
5%
0%
38%
42%
39%
37%
35%
34%
32%
33%
32%
34%
31%
33%
32%
31%
34%
Q4 15
Q1 16
Q2 16
Q3 16
Q4 16
Consolidated
Intl Serv
Domestic

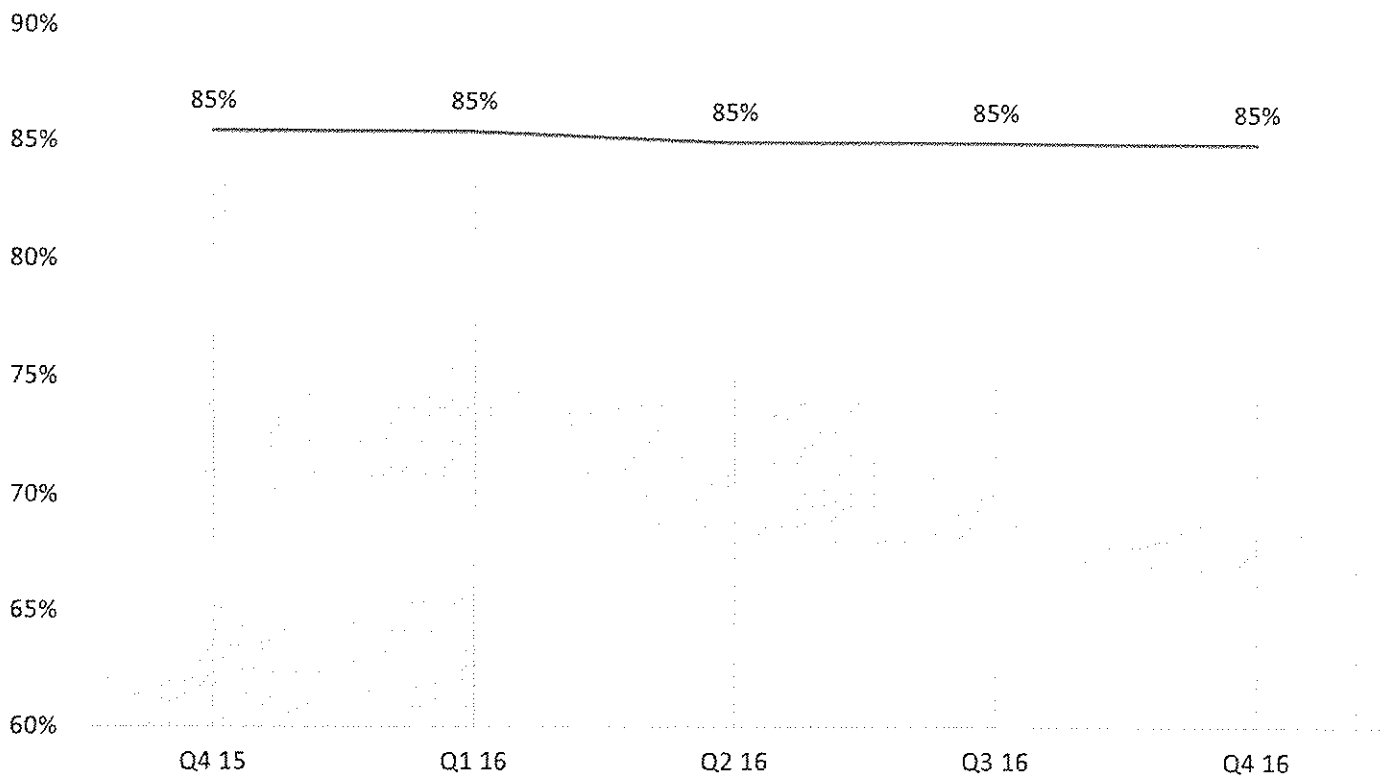
Day Sales Outstanding







Utilization



GO DEEPER

Transform business with IT

SONATA SOFTWARE

Thank You!

www.linkedin.com/company/sonata-software

www.facebook.com/sonatasoftware

www.twitter.com/sonata_software

www.sonata-software.com

Sonata Software Ltd., © Aug 2015