



# AGM Presentation FY20

August 11<sup>th</sup>, 2020





# Disclaimer

*This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events and involves known and unknown risks, uncertainties and other factors. Sonata Software Limited (The "Company") cannot guarantee that these assumptions and expectations are accurate or exhaustive or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. No obligation is assumed by the Company to update the forward-looking statements contained herein.*

## Existing Customers

- Grow by becoming a larger & more strategic partner to focus customers

## Alliances

- Grow by synergistically leveraging technology alliance partners

## Vertical Transformation Deals

- Win new strategic customers through industry specific digital transformation expertise

## IP & Platform

- Grow IP & proprietary platform revenues

## Digital Tech Infra

- Gain value and profit by extending leadership to new digital tech infra



## Significant events fy 20.

- Acquisition of gbw .
- Maturation of Platformation .
- Quality of new clients added.
- Competency development in new technologies.
- Investments in ip, and talent.
- Covid 19 impact end of fy 20.

# Performance Snapshot of FY 20

## Consolidated

**26.4%**

Revenue Growth (YoY)

**17.9%**

EBITDA Growth (YoY)

**38.1%**

ROCE %

**11.1%**

EPS Growth (YoY)

**58.8%**

DPS Growth (YoY)

**37.3%**

Digital Revenue as % of our services business

## International

**13.6%**

Revenue Growth (YoY)

**15.7%**

EBITDA Growth (YoY)

**39.2%**

ROCE %

## Domestic

**33.8%**

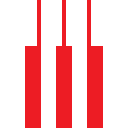
Revenue Growth (YoY)

**26.6%**

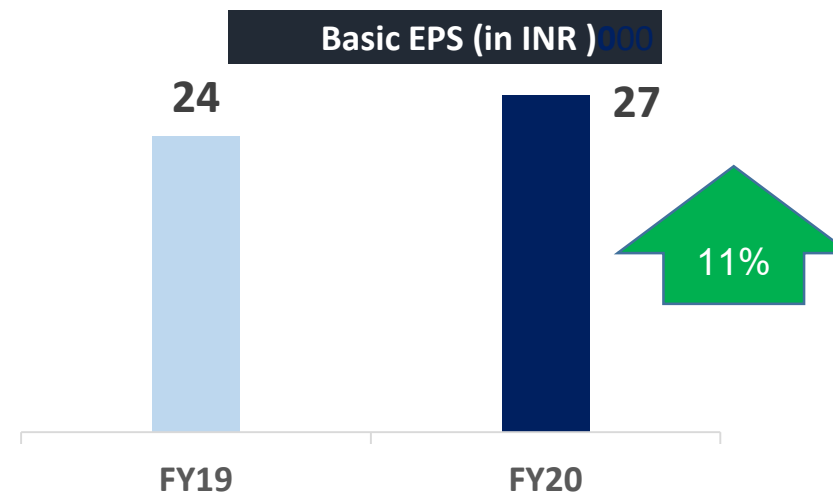
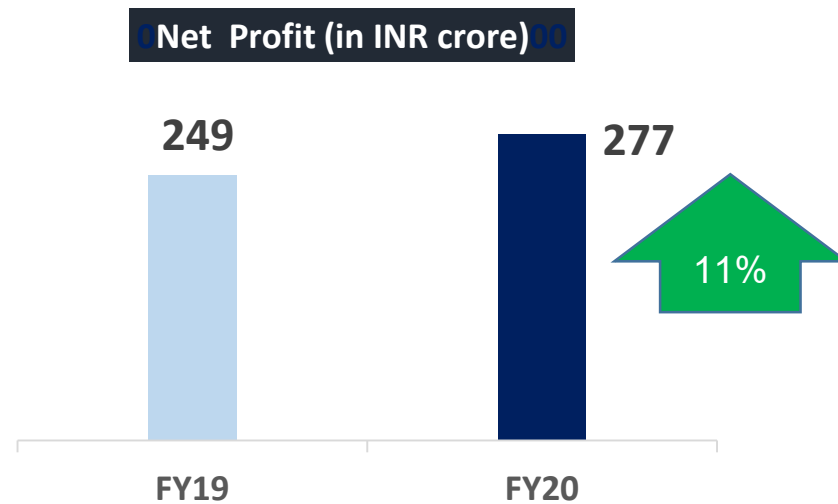
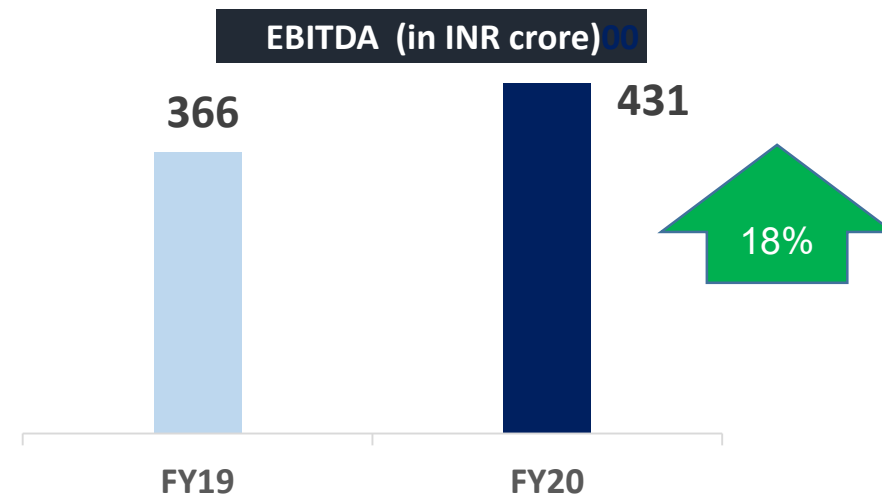
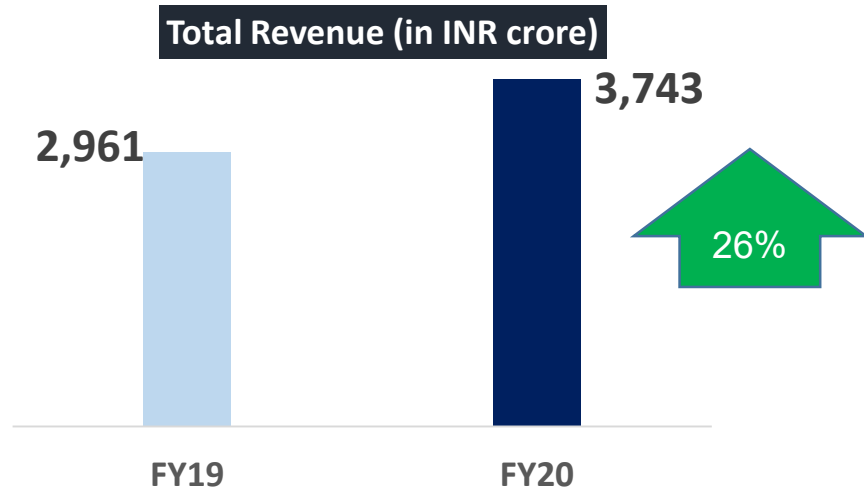
EBITDA Growth (YoY)

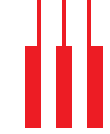
**35.7%**

ROCE %



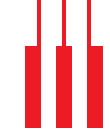
# Summary of strong financial performance - Consolidated





# Current Situation – Market

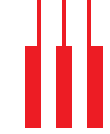
- Travel and non essential retail continue to be affected..
- Trends – customers starting to start Delayed projects .
- Industries like technology, Utilities, Agri businesses, life insurance, mortgage processing doing ok and continue to invest.
- Everyone is still evaluating long term impact .
- More focus on short term quick ROI investments



# Actions

- Safety of people continues to be prime..
- BCP / work from home.- working well
- Actions/ decisions on cost reduction –
- Identified new opportunities in existing customers.
- New pipeline mainly through the upgrade motion of dynamics
- Focus on cash conservation.





- Protect existing business.-
- Get back reduced business.-
- Close deferred business.-
- New strategic initiatives with existing clients-
- Creative cost based commercial models for existing clients.-
- New business vertically led Platformation- new pipeline esp in agri business and utilities
- Stay focused on cost management.
- Create new IP / themes.- new ip for commodity, service industry and investment in gbw platform



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# Thank You

