

Annual General Meeting

# Orchestrating Harmony with AI

31st Jul'25

[www.sonata-software.com](http://www.sonata-software.com)



# Thank you!

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To our shareholders, global Sonatians, partners, and our clients  
for enabling our journey towards building  
a  
Leading Modernization Engineering firm!

# Our Performance Vision and aspiration for Sonata

## Vision

**A  
top-quartile  
growth firm**

**Enabling client's  
modernization  
outcomes  
and  
empowering  
Sonatians to succeed.**

## SCALE – Key Drivers



### Harvest

Microsoft sell-to; Dynamics  
Sustain SITL momentum  
Retail, Manufacturing,  
Travel and TMT



### Invest

Sales, Large deals,  
BFSI, Healthcare Life  
Sciences and technical  
capabilities (AI)



### Diversify

Clients:  
**Build multiple  
large accounts**

Brand:  
**Global brand in  
Modernization**

**...evolving from Sonata Software to Sonata.AI**

# Sonata At A Glance

We are a Modernization and a Digital Engineering company powered by our unique **PLATFORMATION™** framework.

## 39 Years

IT solutions provider

## Public Listed

(SONATSOFTW)

## \$1.2B+

Revenue

## 15.4%

10 years CAGR

## 6800+

Engineers across US, EU,  
Asia & ANZ

## 15+

Different  
Nationalities

## Delivering Outcome-based Modernization Services



Cloud



AI & Data



Dynamics



Managed Services



Automation



Digital Contact Center

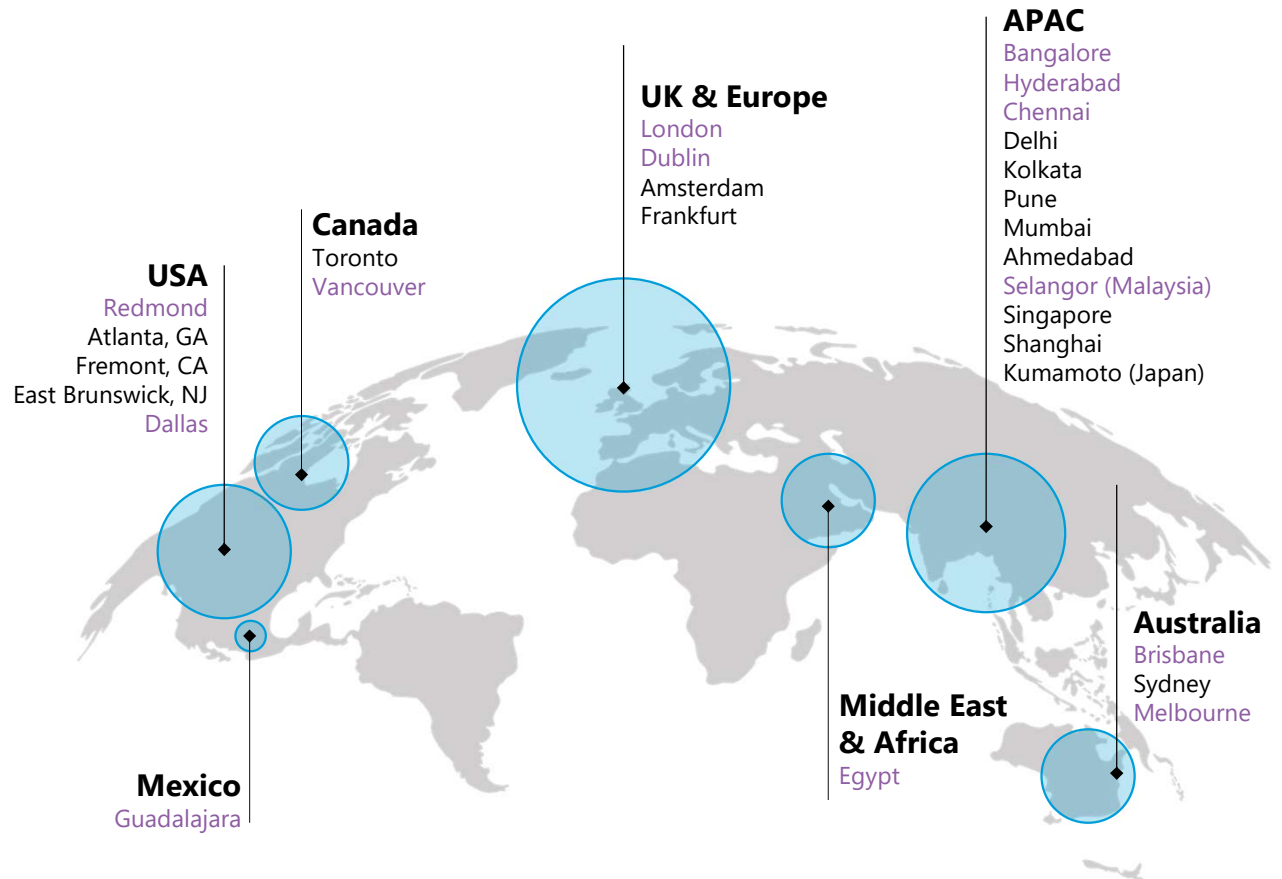
Digital transformation using **Platformation™**

# Serving Our Global Clients with Right Talent Mix

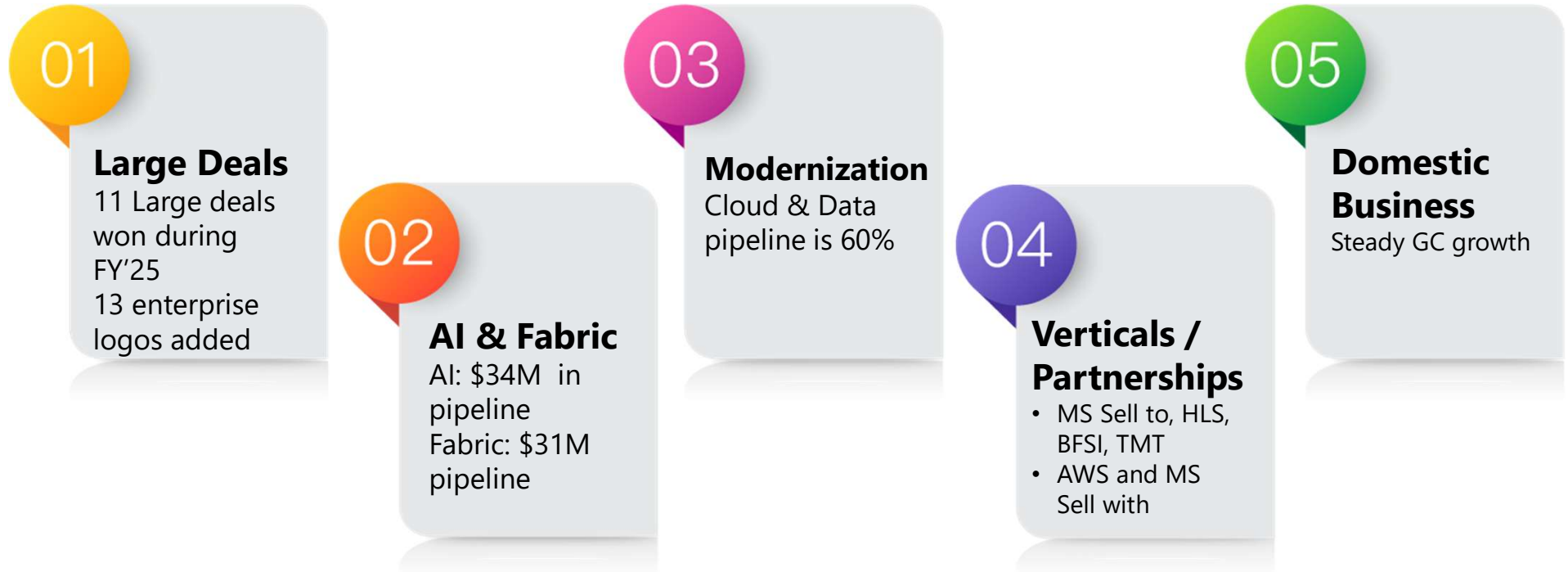
(Global & Local Talent)

● Global Delivery Center & Sales Office

● Sales Office



# What's Working Well for Us...

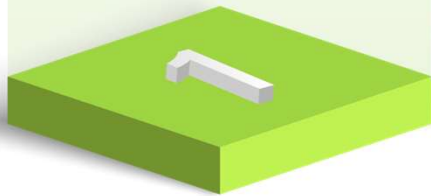


# AI Wins

Deal wins to modernize clients' Business Operations/Digital platforms leveraging our AI capabilities

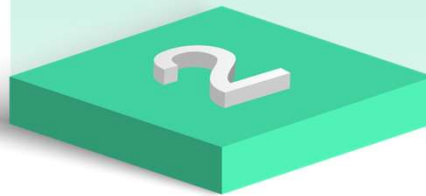
## AI-Powered Multilingual Support Bot for Healthcare Organization

Virtual assistant deployed - automated customer support for payment, appointment inquiries, reducing load from 1000+ calls/day, resulting in 30-35% drop in inquiries and 3X improvement in call center productivity.



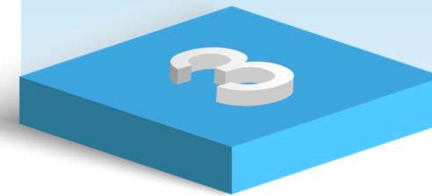
## AI-Driven Invoice Standardization for European Telecom Provider

10x faster, accurate generation of 500+ monthly invoices, cutting 70-80% manual effort and reducing FTEs.



## Customer Assist Bot for UK Travel & Enterprise

Reduced handling time of market-specific queries from 10-12 minutes by providing accurate, contextual responses, resulting 50-60% drop in AHT and enabled handling of 20-25% of queries without human intervention.





# Key CSR Projects



## Arvind Eye hospital (D&I Healthcare)

**Project:** Vikas, Development of Android-based Assistive Technology application software to support children with cerebral visual impairment (CVI)



## MAP (Traditional Art and Handicrafts)

**Project:** Support Women diversity through Art and culture- Visible/Invisible Program for Women



## IISc ( D&I Technical Digital Skilling)

**Project:** To promote Scientific Research in Software Engineering & Responsible A.I, Education Outreach programs.



## Centum Foundation (D&I Digital skilling)

**Project:** Digital skilling to underprivileged students from rural and semi-urban area



## Second Chance Sanctuary (Environment)

**Project:** Infrastructure support for the dog rescue center



## DHF (Preservation of heritage)

**Project:** To preserve heritage by restoration of Rang Mahal Hyderabad



## OGQ (D&I Sports)

**Project:** To support the training of athletes for the Olympics and Paralympics



## Agastya International Foundation (Education)

**Project:** Student Teacher Collaboration Online platform. Extension project



## Industree Foundation (Traditional Art and Handicrafts)

**Project:** Developing an Online Repository for Artisans to store Designs and Products for Artisans. Extension project.



## FVTRS ( D&I Technical Digital Skilling)

**Project:** Digital skill training & placement support for underprivileged youth



## Bangalore Little Theatre (D&I Edu.)

**Project:** Development of a web portal for experiential training on life skill training using theatre techniques



# Key Recognition for Sonata



# Our people – Strength of Sonata

## Innovation



## Diversity & Inclusion



## Wellness



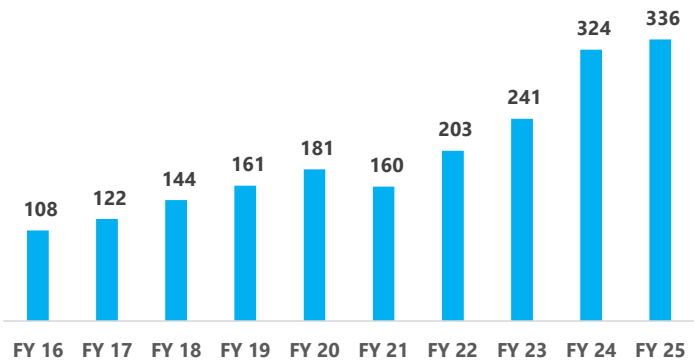


## Key Milestone – Unveiled new facility



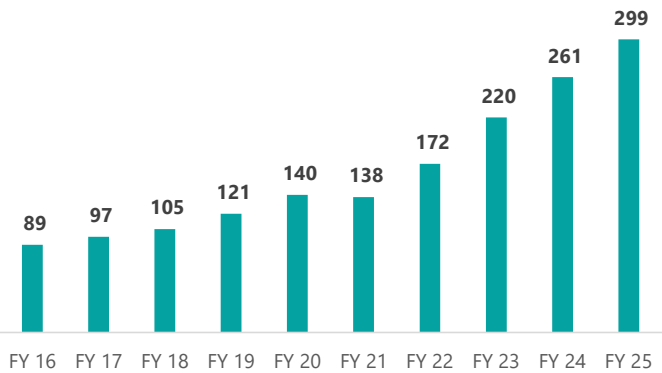
# Consistent Growth over last 10 years

Intl Rev (USD M)



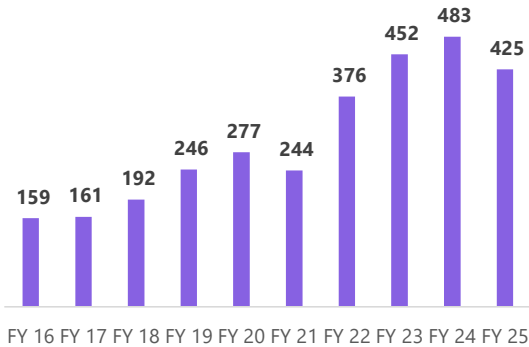
CAGR : 12.0%

GC (INR Cr)



CAGR : 10.4%

PAT (INR Cr)



CAGR : 12.8%

# Shareholders Return – FY 25

1

Top quartile growth  
performance

**EPS :**  
**₹15.3 / Share**

2

Superlative returns for  
Shareholders

**ROCE :**  
**23.3%**

3

Dividend

**FY25 Dividend:**  
**Final ₹4.40 / share**

# THANK YOU

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## STAY AHEAD

