

Q1 FY'27

INVESTOR PRESENTATION

www.sonata-software.com

WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**



Sonata At A Glance

40 Years

Engineering Excellence

Public Listed

(SONATSOFTW)

\$1.2B+

Revenue

15.5%

10 years CAGR

6200+

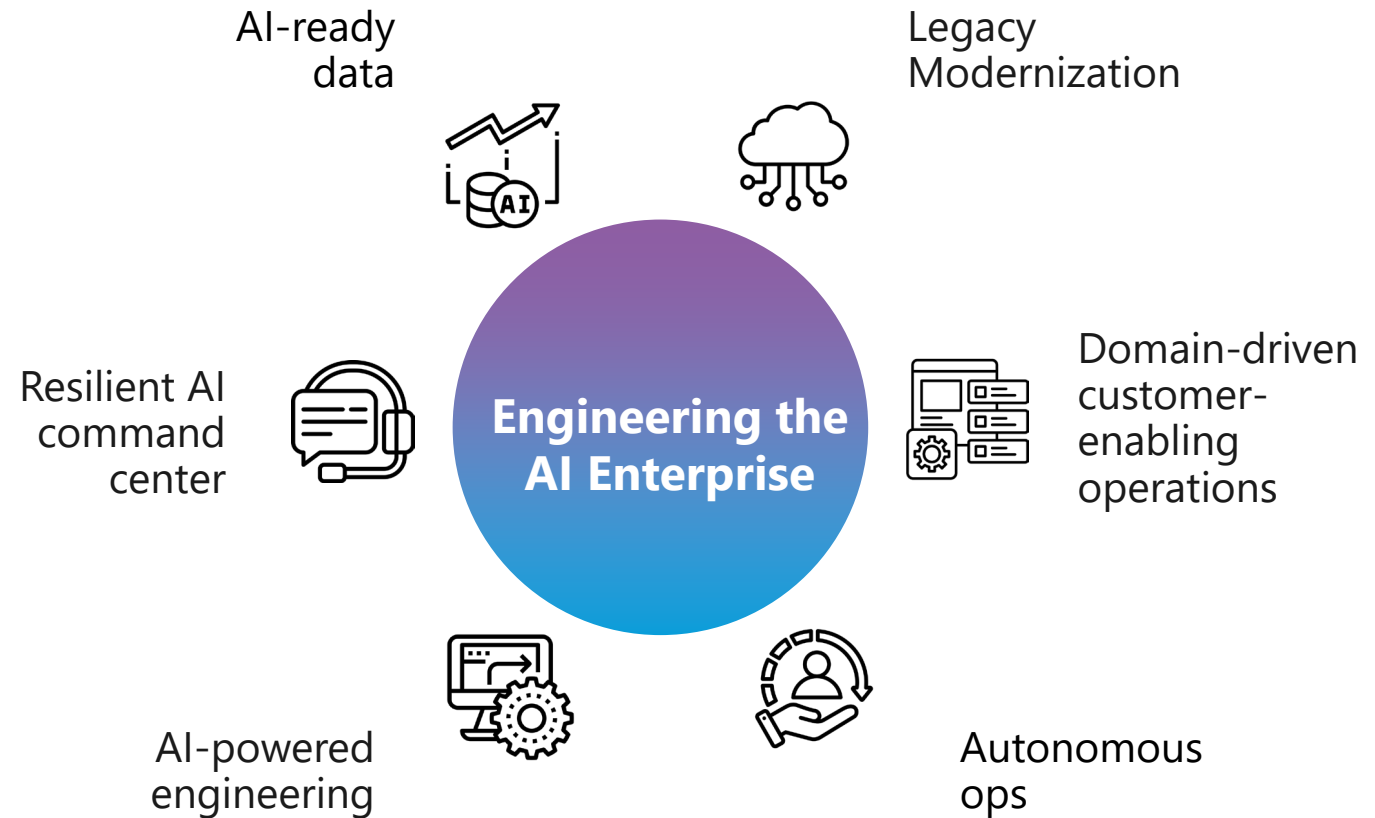
AI Engineers across US,
UK, EU, APAC & ANZ

15+

Nationalities

7+ Languages

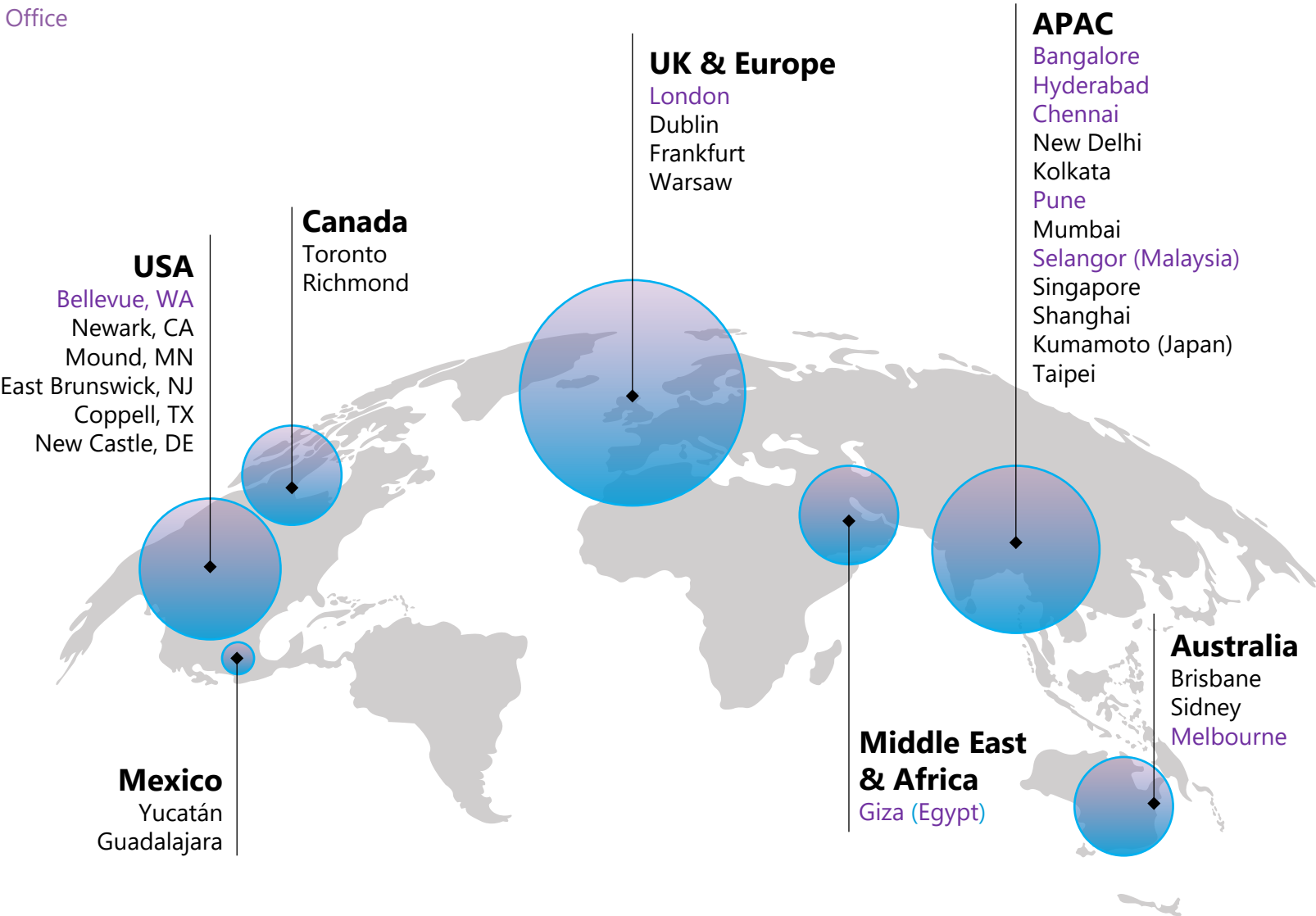
English, Japanese, Spanish,
Portuguese, Quebec French,
French, German



Serving Our Global Clients with Right Talent Mix

(Global & Local Talent)

- Global Delivery Center & Sales Office
- Sales Office



Key Verticals and Partners

Industries



TMT
Technology, Media and
Telecom



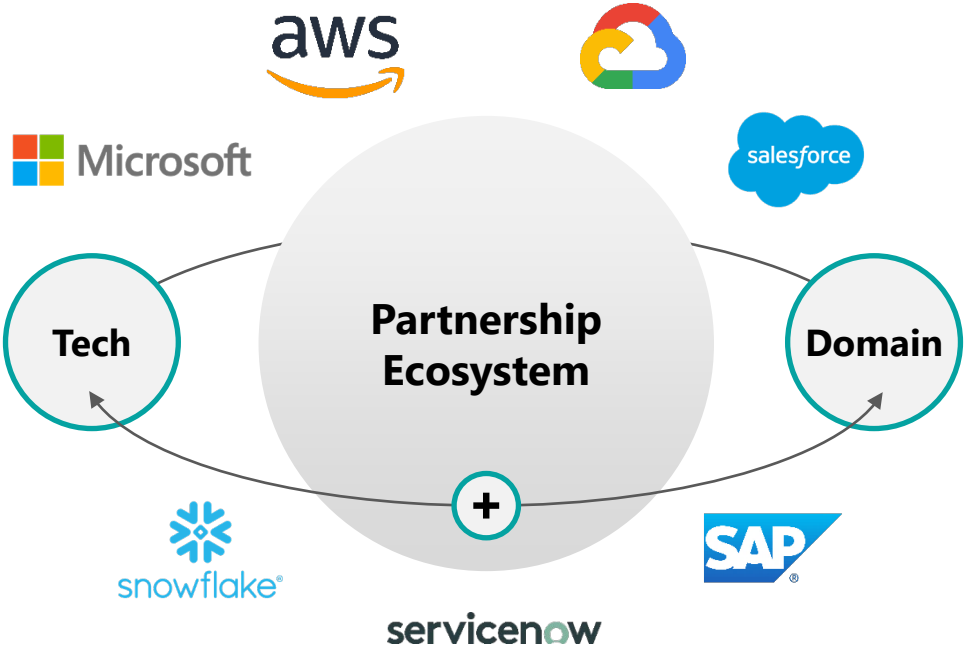
RMD
Retail, Manuf., Travel and
Distribution



BFSI
Banking, Financial Services
and Insurance



HLS
Healthcare and
Life Sciences



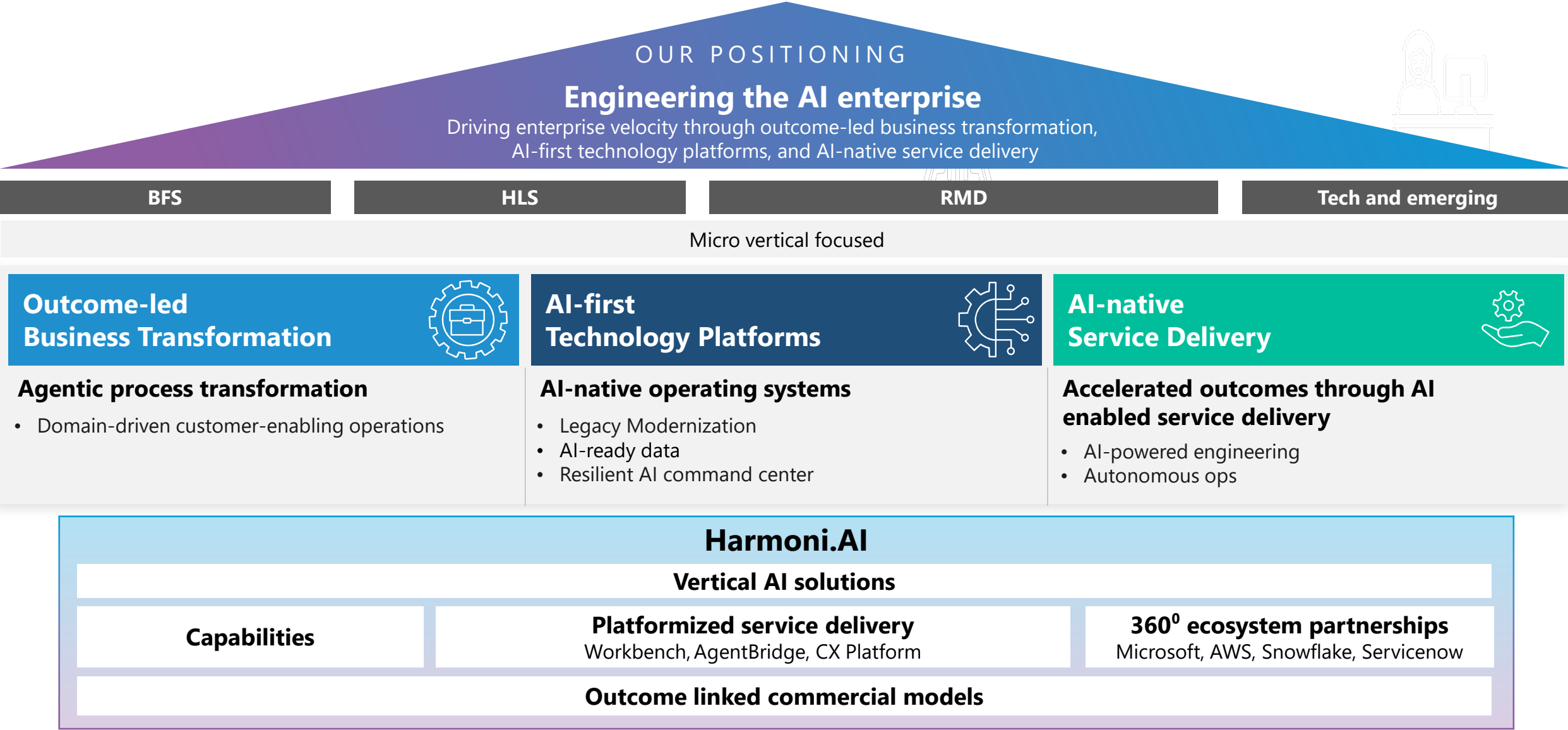
Sustainability Target: **Net Zero Emission by 2050**

Single Use Plastic Free
certified

100% Tier 1 suppliers are ESG
compliant and trained

UNGC Signatory

Positioning of our AI portfolio – Engineering the AI Enterprise



Alliances with Globally Renowned Innovation & Knowledge Ecosystem

Wharton

AI & Analytics Initiative

The collaboration aims to foster innovation and research in the emerging field of agentic AI, which will bring together academic and industry perspectives on enterprise-grade AI orchestration.

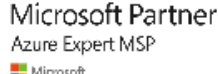
IISc

Foundation of Science Innovation and Development

The collaboration focuses on advancing AI-driven scientific research, promoting educational outreach, upgrading infrastructure, and incubating AI startups.

Microsoft-Sonata 360 Degree Partnership: 30+ Years

We don't just partner with technology companies — we help partner ecosystems grow, adopt, sell and create customer value.

3500+ Team On Microsoft Technologies	Annual \$650M+ MSFT Annual Revenue Tied to the Microsoft Stack	Frontier Partner	Partner for RPA Migration 100	
400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East	Microsoft Cloud Solution Partner - Azure Expert MSP Competencies. 10 Advanced Specialization in Dynamics 365, Data Analytics, Teams, CAF, M365, Azure	Copilot Depth Partner	  	
Industry Digital Transformation FSI, Retail, CPG, Manufacturing, Telecom, Healthcare, & Hi-tech	Joint Execution Microsoft Fasttrack, Global Delivery, Microsoft Consulting Services (ISD)	Partner for Accelerate ERP	 Cybersecurity Investment Partner (CSI) Co-Pilot Jumpstart Partner	
Industry Clouds Go To Market Healthcare, Retail, Banking, Manufacturing	Catalyst Led Sales Process Industry Point Of View, Business Value Assessment, Envisioning Workshops, Design Thinking	Partner for Salesforce Migration		
AI/Gen-AI Microsoft AI Council Partner Member		Launch Partner Fabric		

What's Working Well for Us...

AI & Modernization

AI/Al-led OB Q1FY'27

\$21.73 M

(Growth of 27% QoQ)

AI led Pipeline

\$340 M

(Growth of 21% QoQ)

Cloud & Data pipeline

51%

Large Deals Momentum

1 key deal

won during Q1 FY'27

01

Deep Client relationships

02

Scalable new clients

03

Early wins on AI

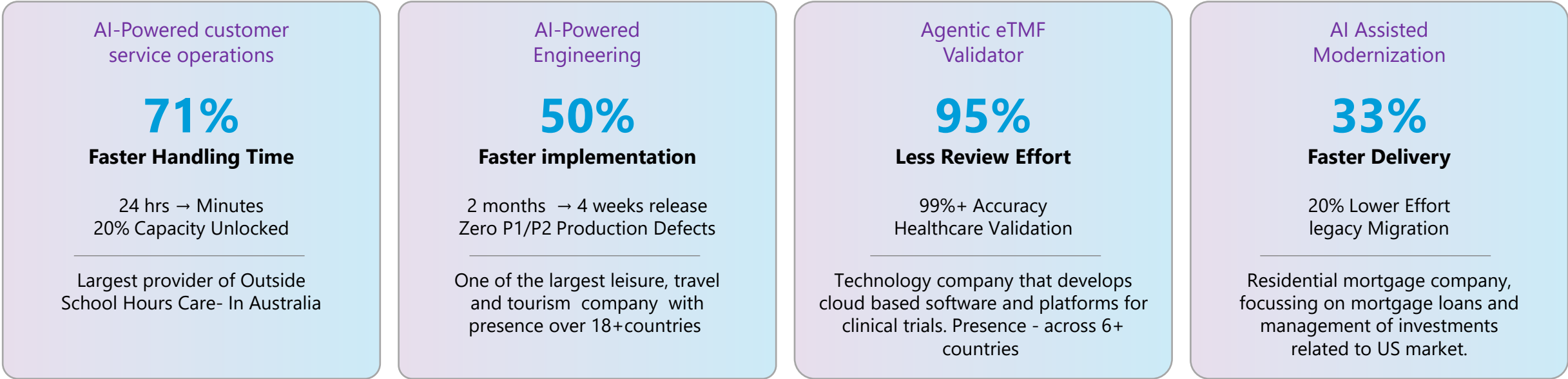
04

AI led IPs

AI Delivering enterprise velocity and outcome

Client success stories

Customer Operations • Enterprise Workflows • Regulated Processes • Technology Modernization



71% Faster Service Operations | 50% faster implementation| 99%+ AI Accuracy | 33% Faster Modernization

Demonstrated ability to convert AI into measurable business value across customer engagement, enterprise operations, regulated workflows and engineering transformation.

We Won One Key Deal in Q1 – Healthy Large Deal Pipeline

1 Key Deal

Retailer Commercial – US
AI-led Legacy Modernization



Key Deal Win:

AI led Legacy Platform Modernization

Client Overview

A major global beverage player based out of US West Coast. They specialize in coffee and coffeehouse chain.



Industry
RMD



Client HQ
US



Locations
> 800 across 11 countries

Areas in Scope

01

Legacy Platform modernization and digital applications modernization

02

AI led Fabric modernization and data warehousing

03

Enable better institutional customer experience and faster outcomes for client through improved customer insights

SITL – Three pillar strategy



Key Recognition



People – Our Key Strength





**The Modernization
Engineering Company**

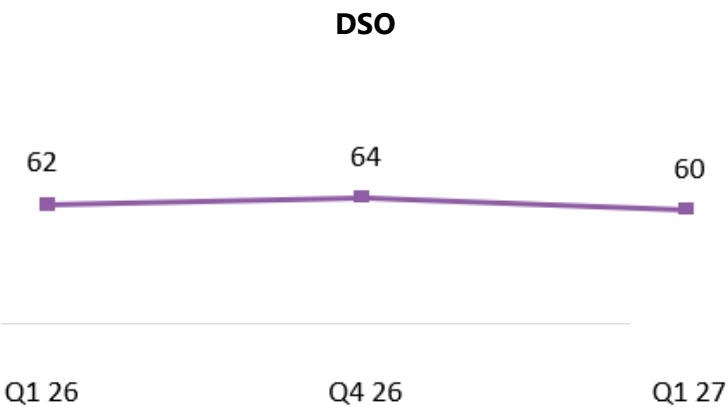
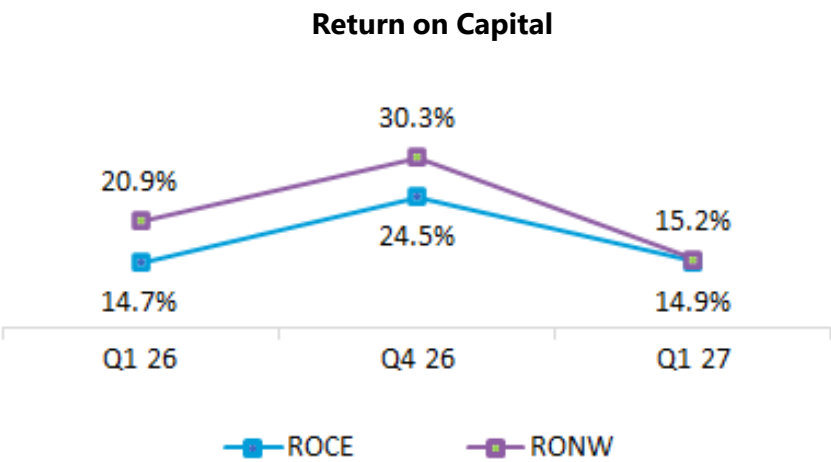
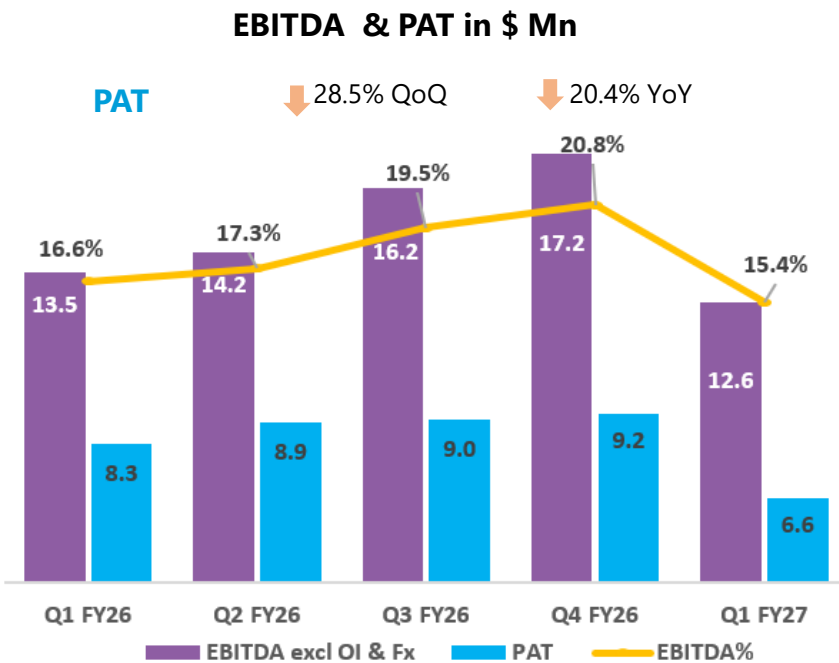
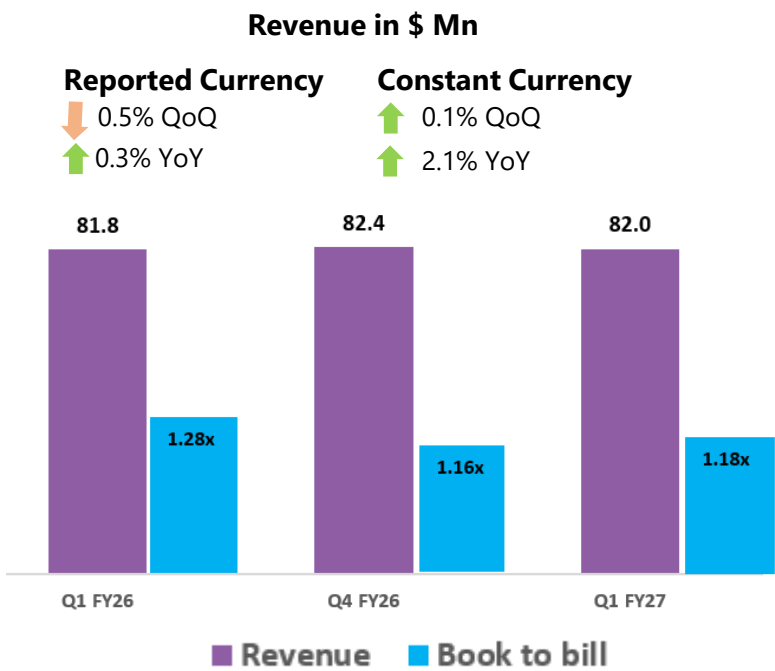
FINANCIAL HIGHLIGHTS

International services revenue grew by 11% YoY. Domestic Business GC grew by 10.2% YoY. Declared interim dividend of 125% per share.

INR Crs.

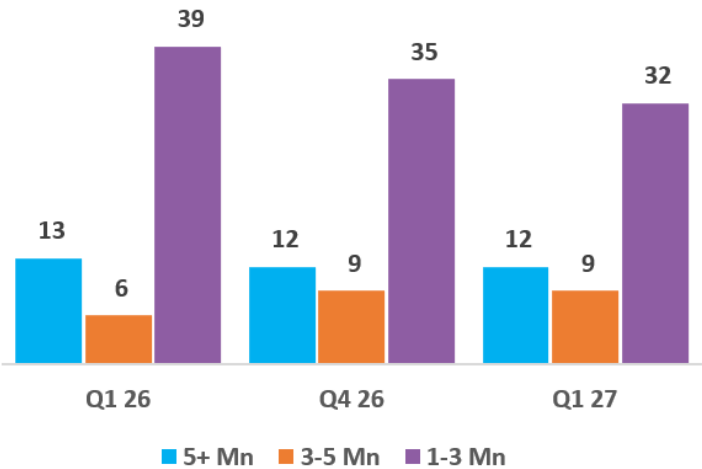
P&L	Consolidated			International Services			Domestic Business		
	Q1'27	Q4'26	QoQ	Q1'27	Q4'26	QoQ	Q1'27	Q4'26	QoQ
Revenue in \$mn.	346.6	277.2	-	82.0	82.4	-0.5%	264.9	192.3	37.7%
Revenue in INR crs.	3279.1	2536.2	-	777.2	779.2	-0.3%	2505.6	1759.2	42.4%
GC - Products	-	-	-	-	-	-	78.5	75.3	4.2%
EBITDA before fx & OI	179.0	208.7	-14.2%	119.6	157.4	-24.0%	59.3	51.2	15.8%
EBITDA before fx & OI %	5.5%	8.2%	-2.8%	15.4%	20.2%	-4.8%	2.4%	2.9%	-0.5%
EBITDA after fx & OI	177.5	246.2	-27.9%	114.4	183.8	-37.7%	65.7	64.8	1.4%
EBITDA after fx & OI %	5.4%	9.7%	-4.3%	14.7%	23.6%	-9.0%	2.6%	3.7%	-1.1%
PAT	108.1	130.5	-17.1%	62.2	84.2	-26.1%	45.9	46.3	-0.9%
PAT %	3.3%	5.1%	-1.9%	8.0%	10.8%	-2.9%	1.8%	2.6%	-0.8%
Effective Tax Rate	21.1%	23.3%	-	17.0%	22.0%	-	26.1%	26.1%	-
Revenue Mix onsite offshore			-	30:70	32:68	-			-
EPS Per Share	3.90	4.71	-17.1%						
Cash and equivalents	567.0	605.5	-						

Financial Performance of International Services – Q1FY27

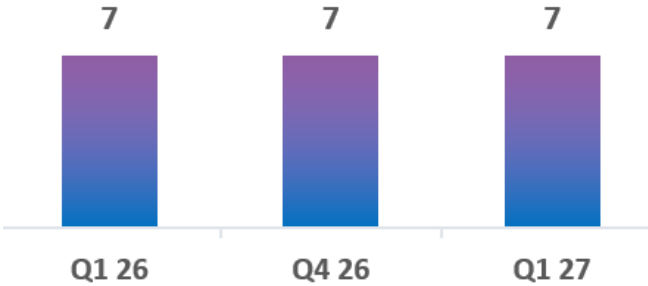


International Services: Revenue Insights

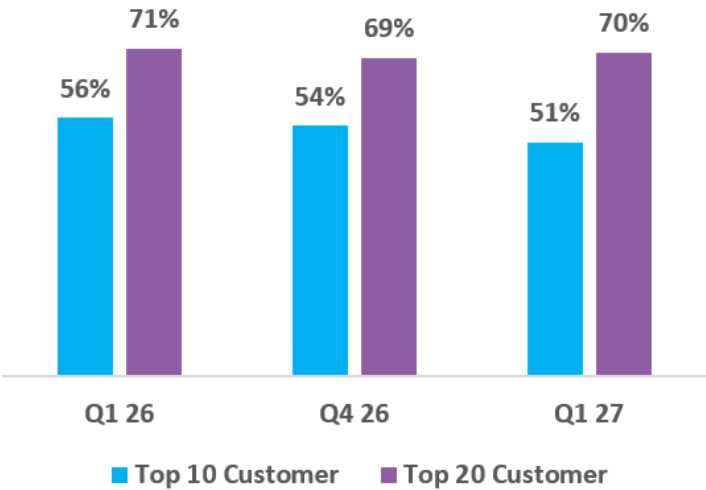
Client Metrics



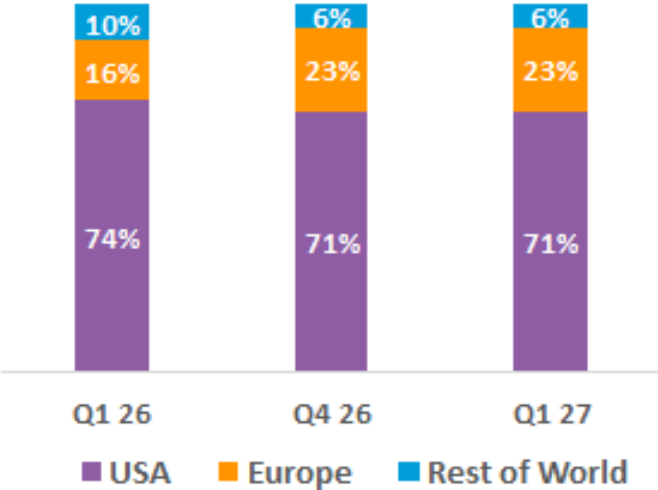
New Customers added



Client Contribution to Revenue

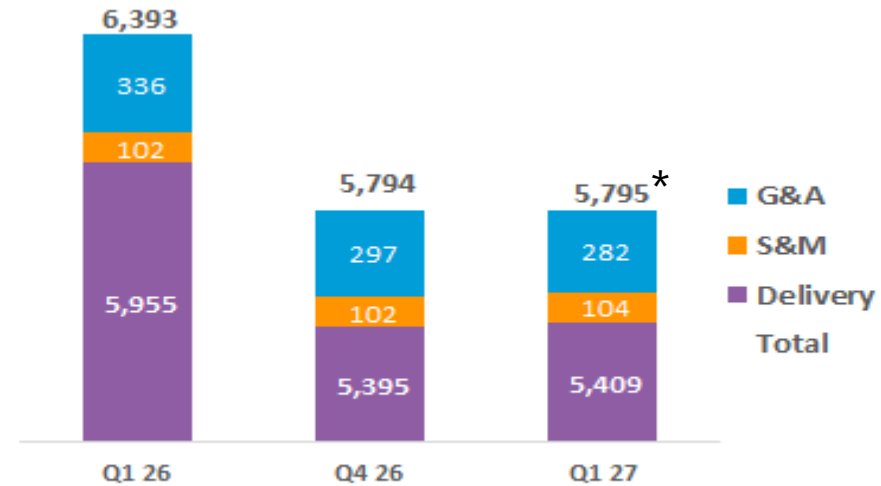


Revenue by Geography

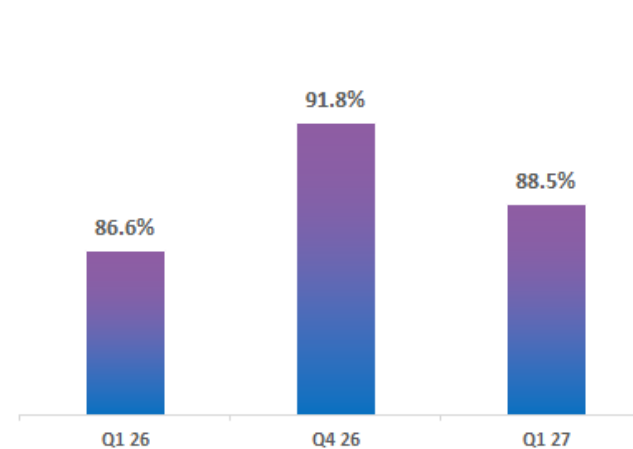


International Services: Operating Parameters

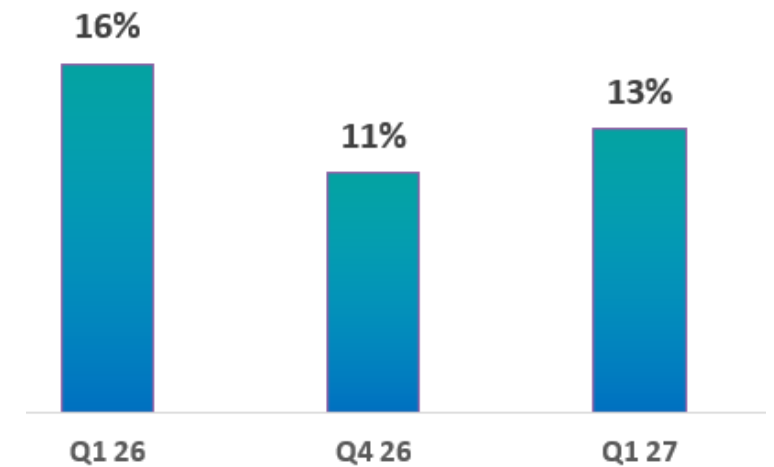
Headcount by Function



Utilization

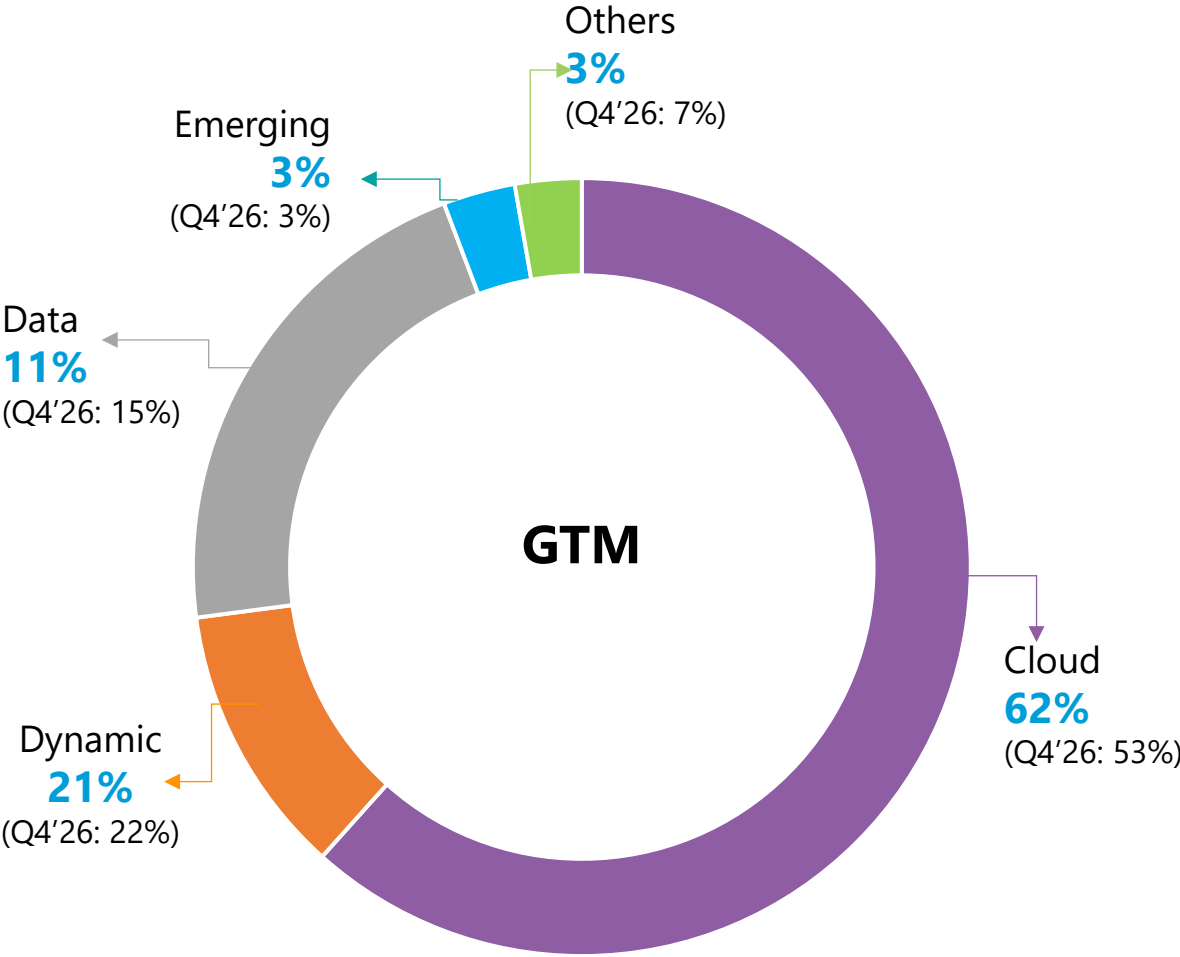
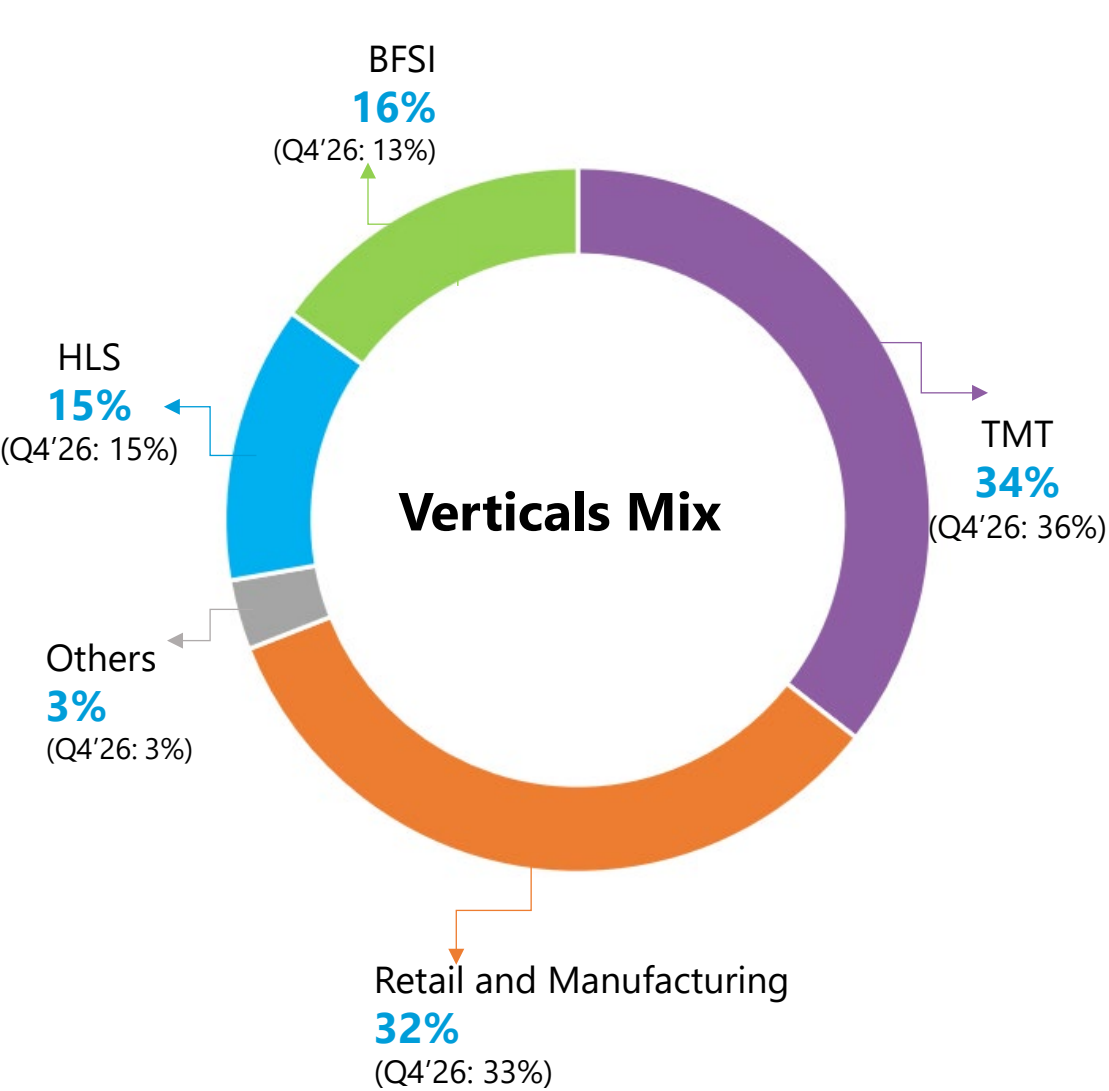


Attrition%



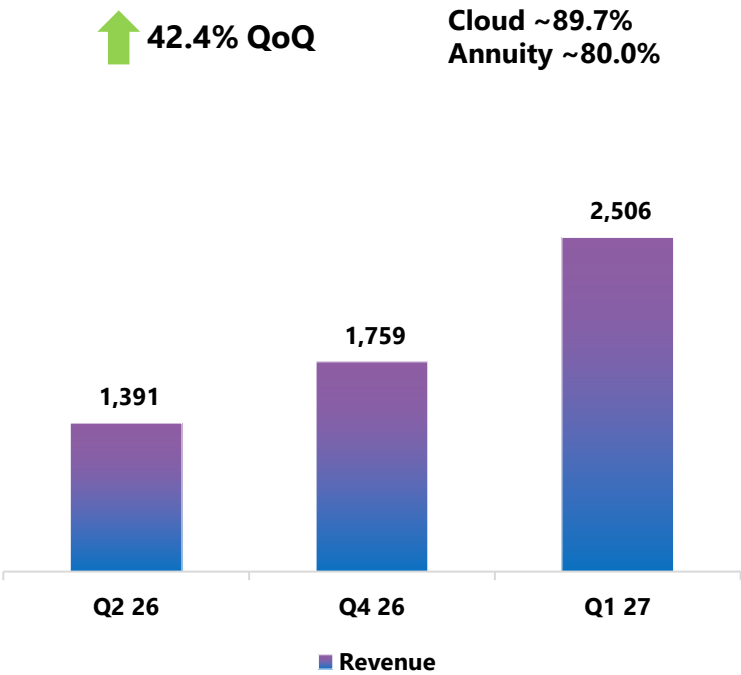
* In Q1'27, total headcount including domestic business stood at 6,293.

International Services: Q1'27 Revenue Composition

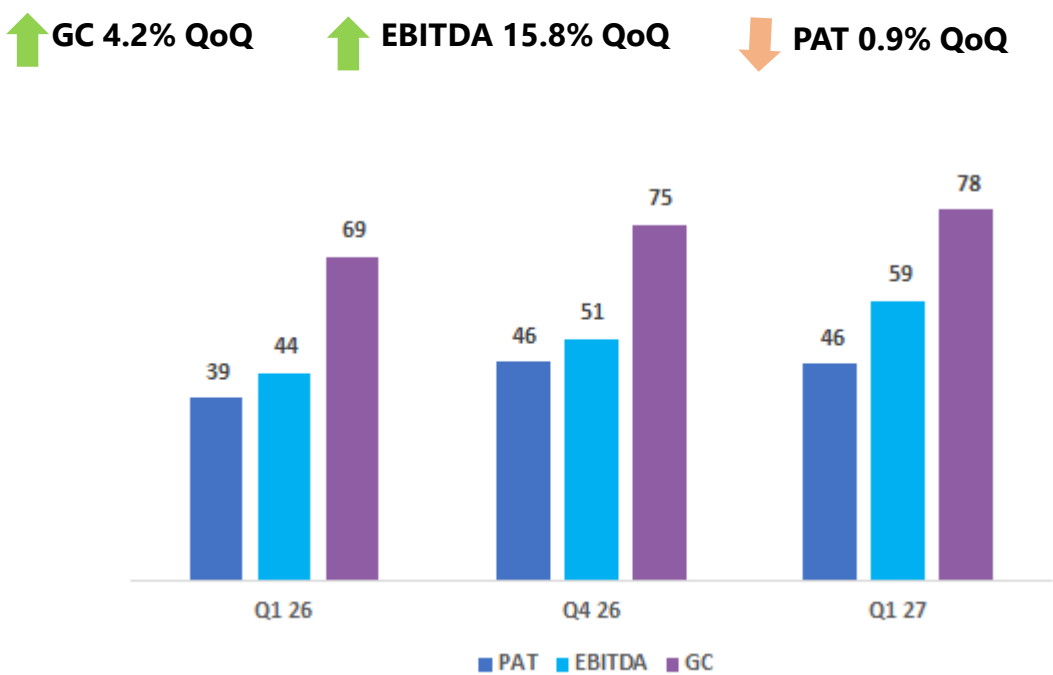


Domestic Business: Financial Performance Q1FY27

Revenue (INR crs)

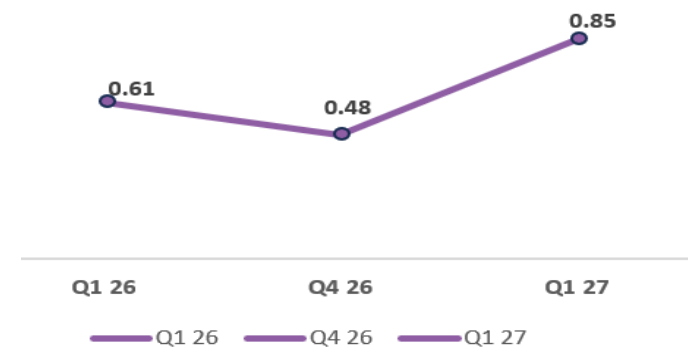


Gross Contribution , EBITDA &PAT(INR crs)

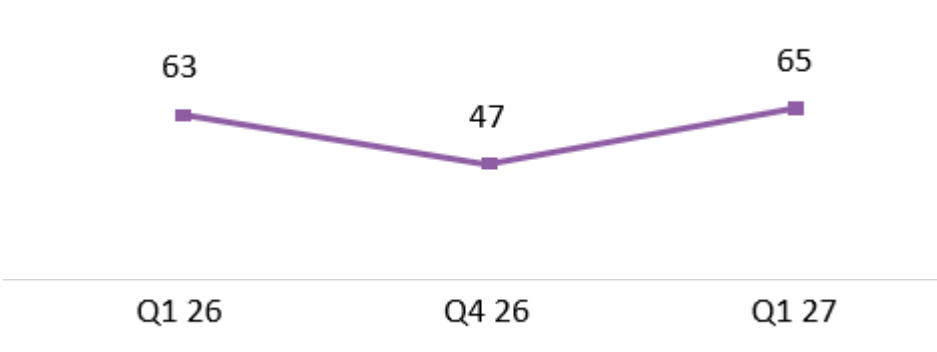


Domestic Business: Additional Insight Q1 FY27

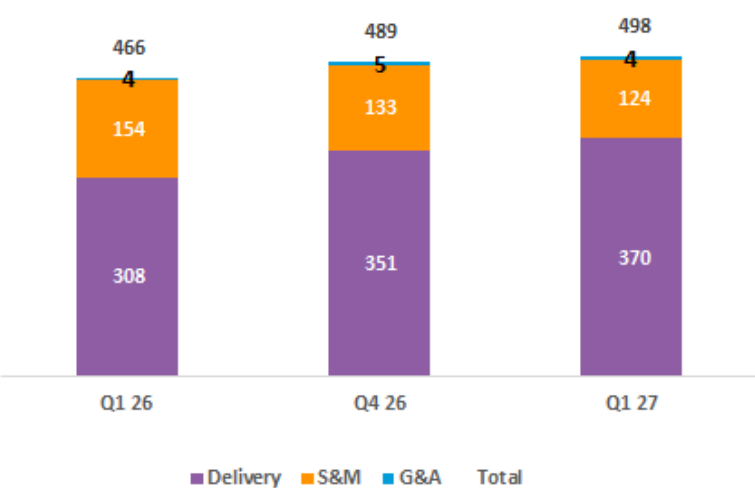
Net working Capital ÷ Gross Contribution



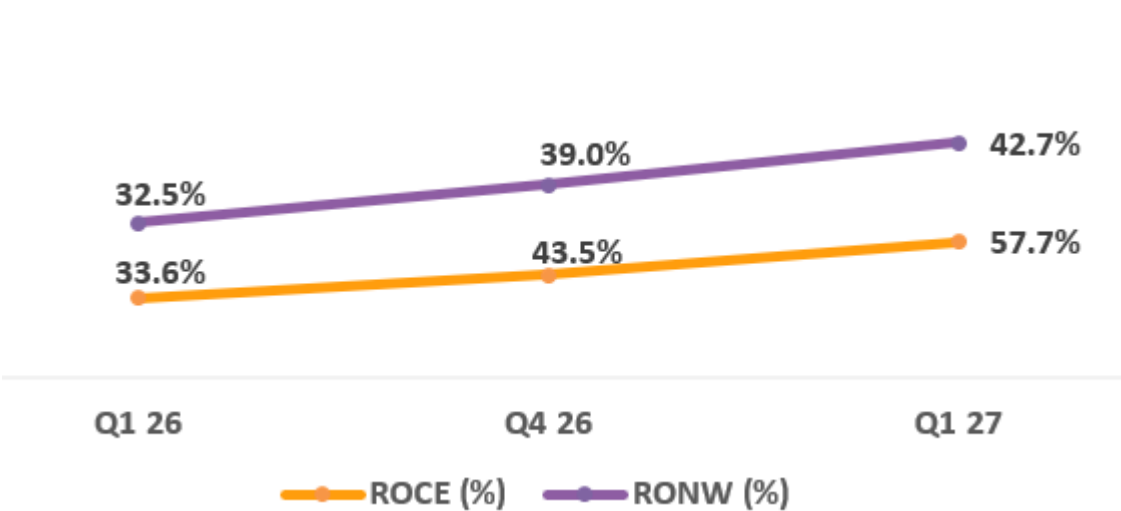
DSO



Head Count



Return on Capital



THANK YOU

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STAY AHEAD



SONATA SOFTWARE

