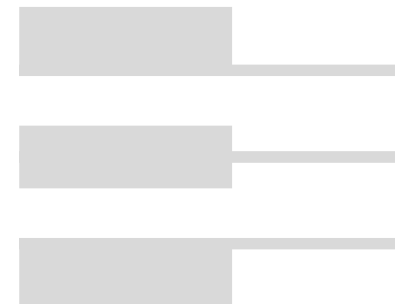




**A Modernization
Engineering Company**

Q3 FY'24

Investor Presentation



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

The Company

38 YEARS

IT Solutions Provider

\$1B+

Revenue

15.3% CAGR

across 10 years

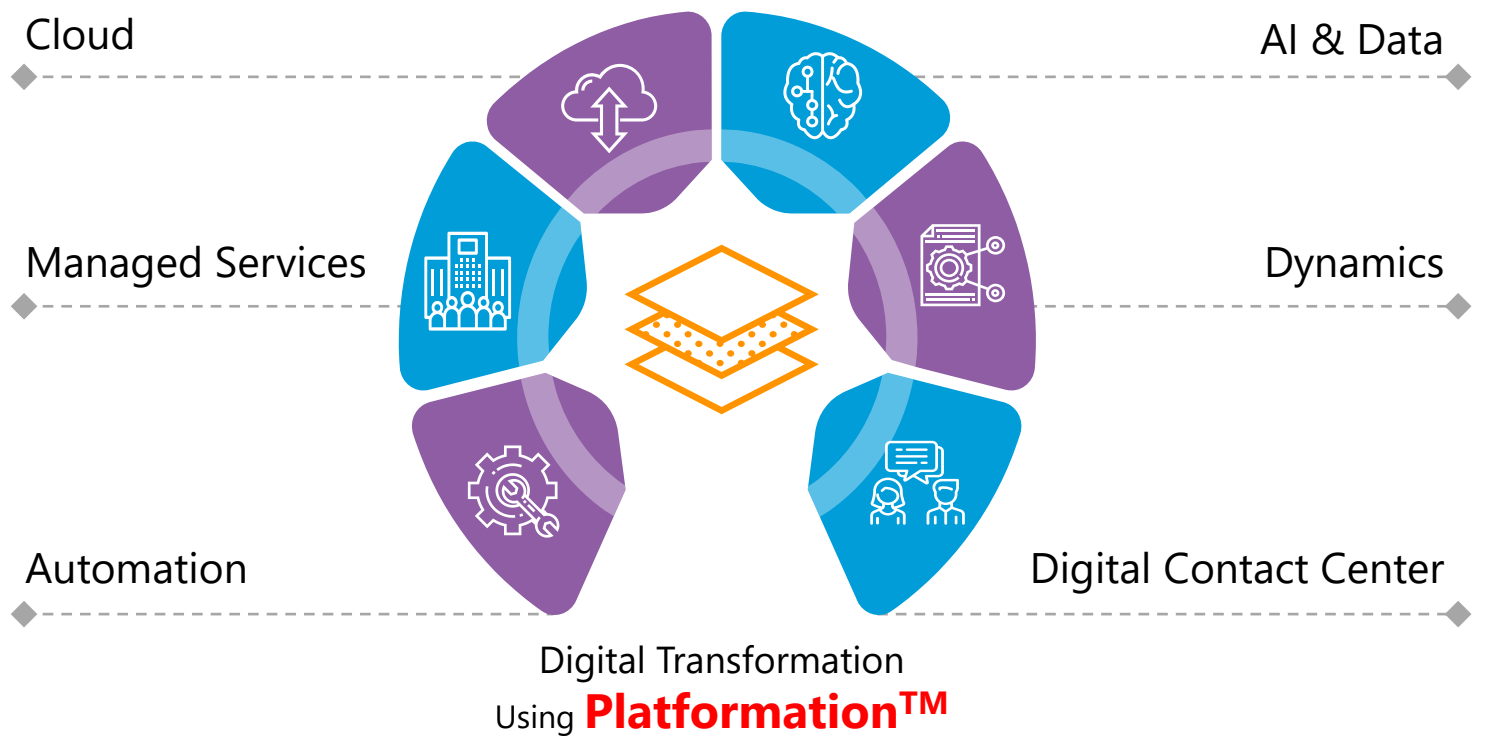
Listed (SONATSOFTW)

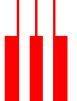
Market Cap **\$ 2.5B +**

6500+ Employees

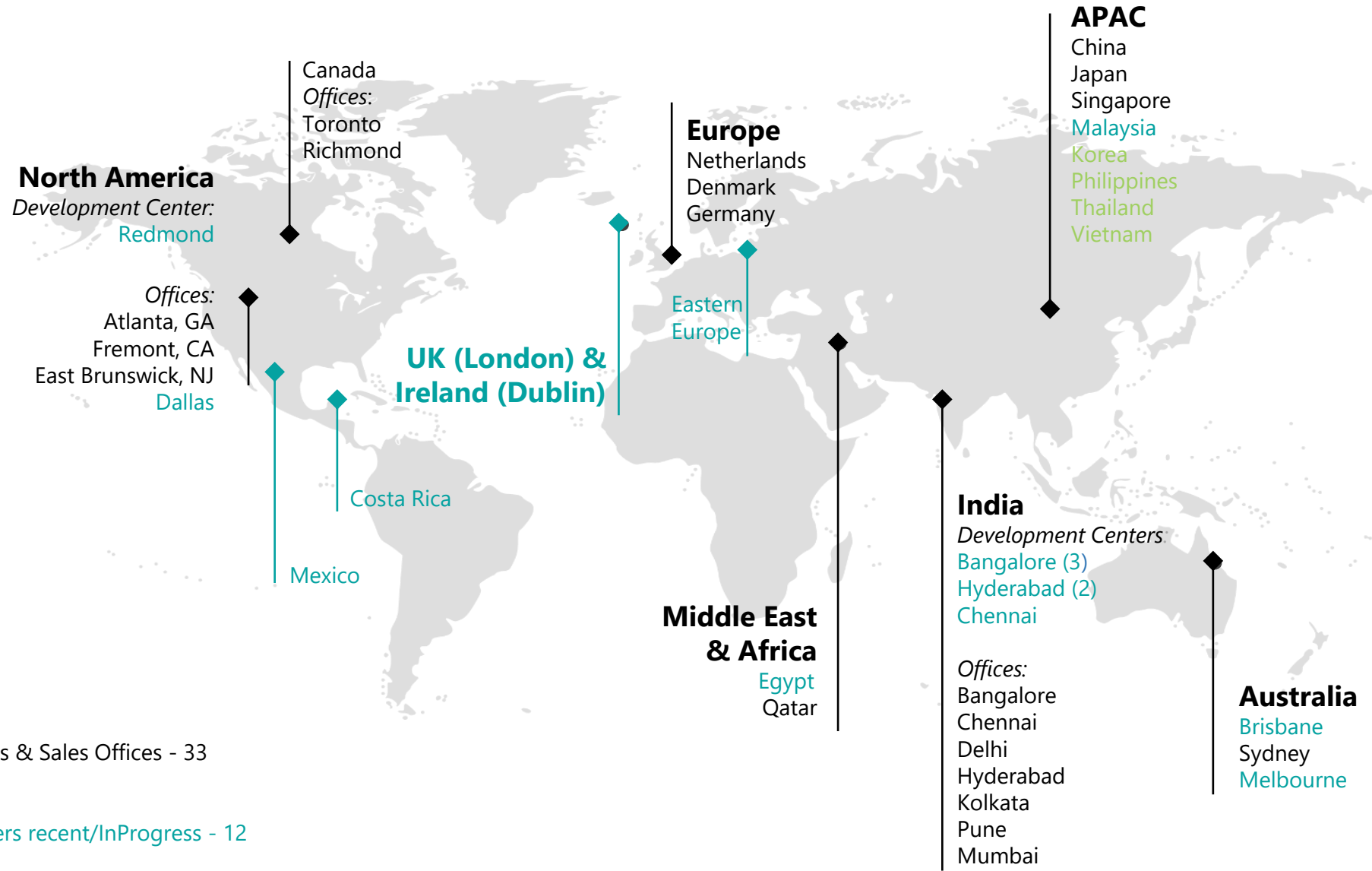
Across US, EU, Asia & ANZ.
18 different nationalities

Delivering Outcome-based Modernization Services





Serving our Global clients with right Talent mix (Global & Local Talent)



- Development Centers & Sales Offices - 33
- Partners - 4
- Global Delivery centers recent/InProgress - 12

Industries



BFSI: Banking, Financial Services and Insurance



HLS: Healthcare and Life Sciences



RMD: Retail, Manuf., Travel and Distribution



TMT: Technology, Media and Telecom

Ecosystem: Partnerships Tech + Domain



Microsoft



Google Cloud



salesforce



snowflake

servicenow



metricstream



SAP

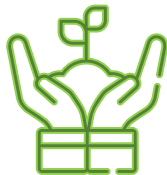


Innovative IPs

LISA Chatbot
(Conversational AI)

Workbox.io
(Archival)

Lightning Build



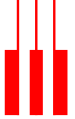
Sustainability Target:
Carbon Neutrality
by 2030

Single Use Plastic Free certified
by FY 24

Aim for 100% Tier 1 suppliers
on ESG compliance and training
by FY 24

UNGC Signatory by FY2024

SbTi Commitment by FY24



PLAY BIG



Our Objective and Goal



Objective:

Be one of the fastest-growing
Modernization Engineering company

Goal:

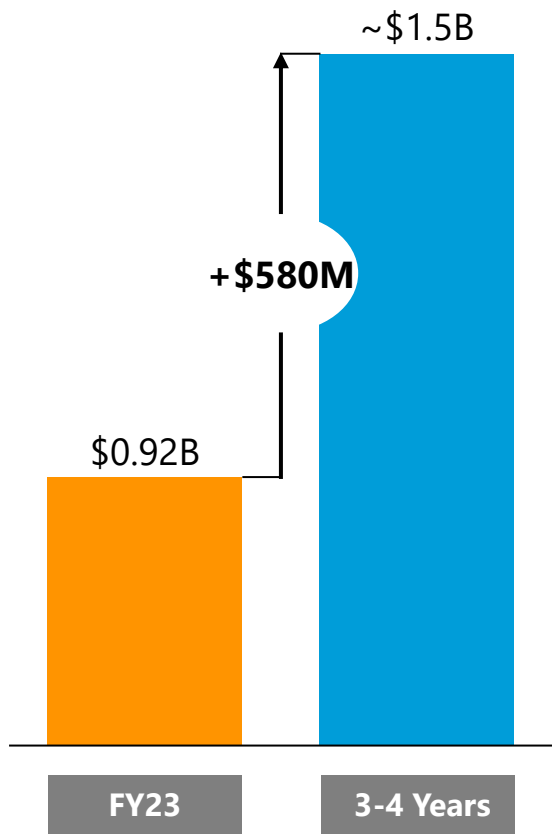
Revenue of \$ 1.5B by FY 26 end.
Intl EBITDA @ low-20's



Our Performance Vision: Making progress and adapting to changing times...



Revenue Growth (In \$M)



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)

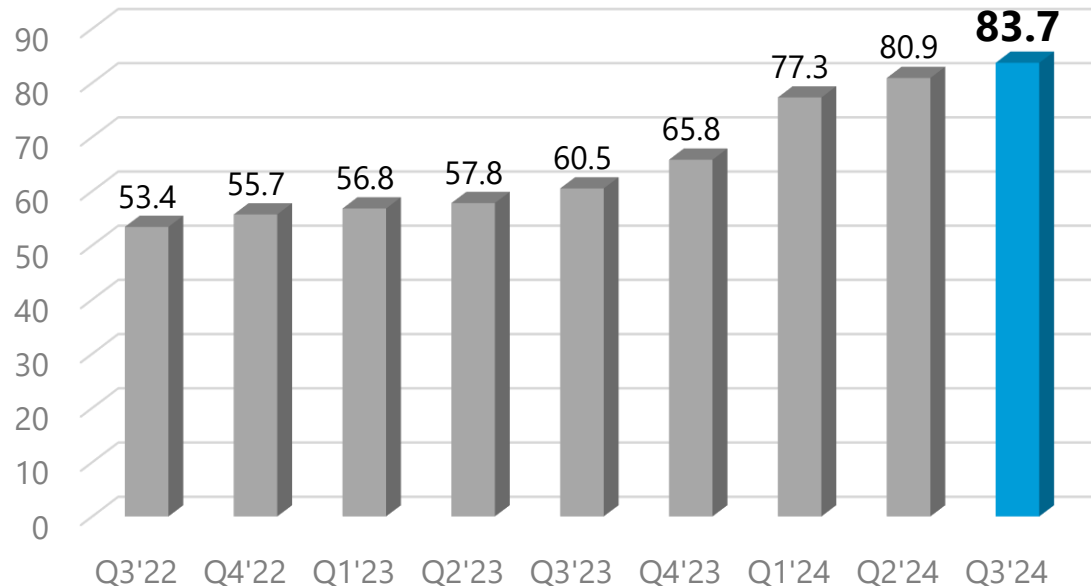


Diversify

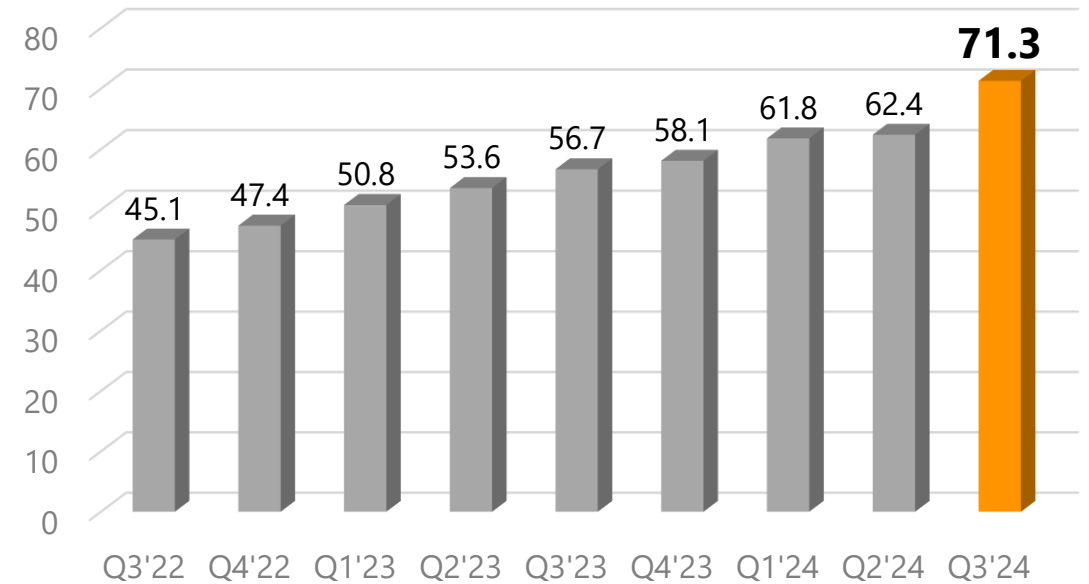
Clients: Build multiple large accounts.
Brand: Global brand in Modernization

In Q3 we crossed \$330M in Revenue Run-rate & \$2.5B In Market Cap

Intl. Services Rev. \$M



SITL GC INR Cr



**International Business Industry leading growth due to Large deal wins and acquisition performing well..
We are proud of our consistently top quartile EBIDTA performance too**

Stock Return of 160%+ For Our Shareholders over the past one year



Total Return to Share Holders

	1 Yr	5 Yrs
Stock Price Return %**	165%	554%
Div Yield	1%	6%

* Till Dec 29, 2023

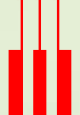
Market Data

NSE Symbol	SONATSOFTW
Market Cap**	\$ 2.5B

* 1 USD = INR 83.21

Annualized

** as on 29th Dec 23



What's working well for us...



Large Deals

13 Large deals won
YTD

Quant M&A

Integrated with Sonata
systems

Modernization

Cloud & Data pipeline
is 37%

Verticals/Partnerships

Retail/Mfg., BFSI, HLS, TMT and
MS, AWS

SITL

Strong GC
growth



Key Large Deal Wins

Client - Premier 3rd party logistics

\$8.7M over 1 Years

Logistics application and Infra Support

Client – Multinational Retail Major

\$6.5M over 5 years

D365 Implementation

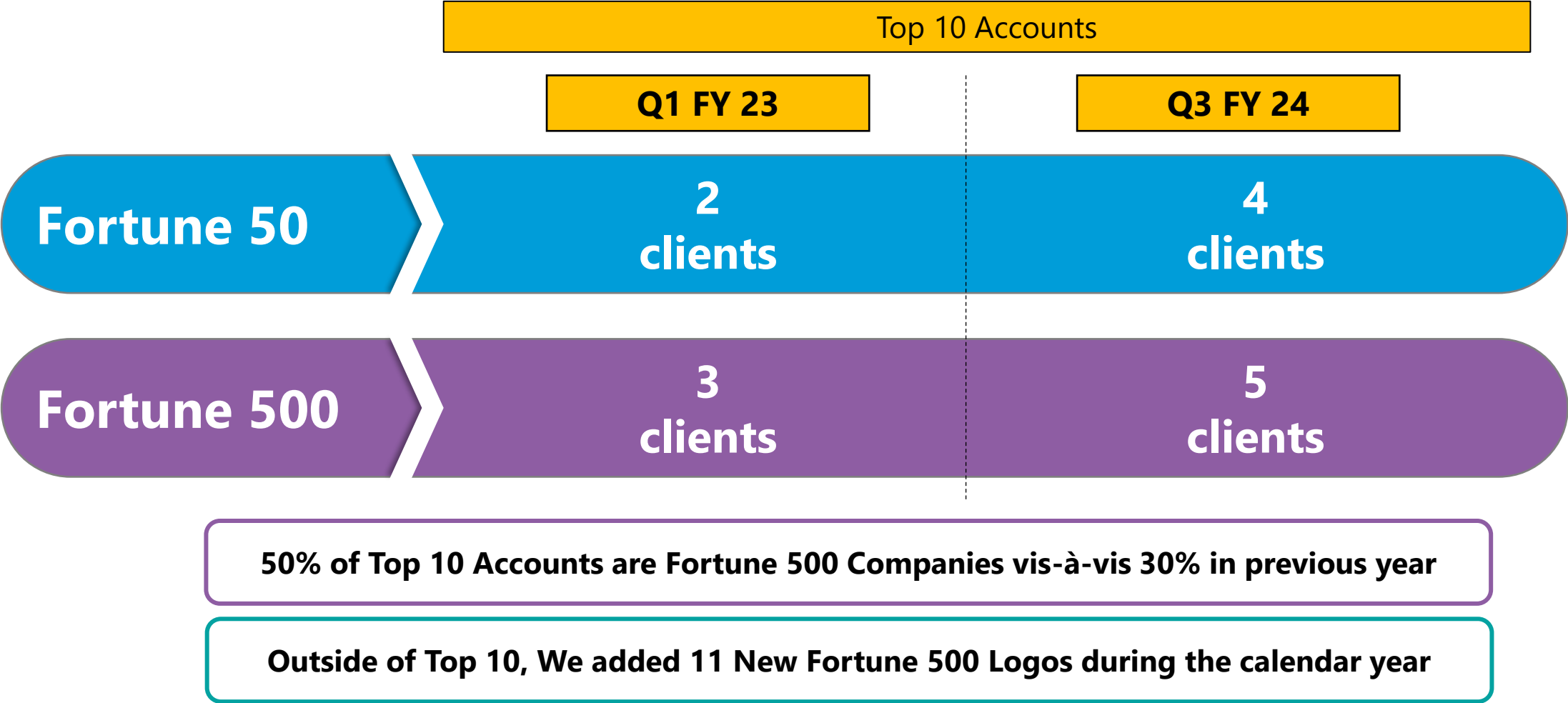
Client – Multinational Tech Corp

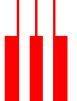
\$4.8M over 3 years

Data Support and SQL

Large Deals in the pipeline





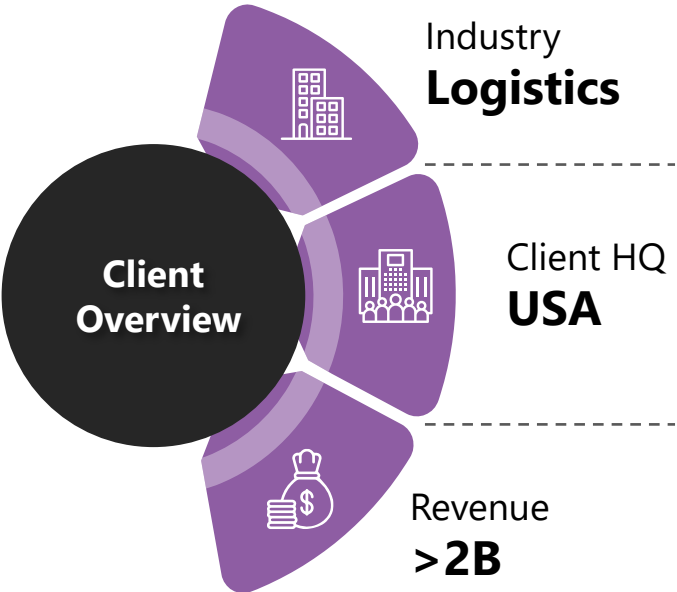


Large Deal Win - Logistics application and Infrastructure support (\$8.7M)



Client Overview

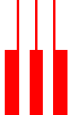
American transportation services company specialized in shipping



Areas in Scope

Digital Transformation partner – maintain application and infrastructure footprint

- ◆ Architecture support, re-engineering
- ◆ Data Management
- ◆ Infrastructure Management and Information Security

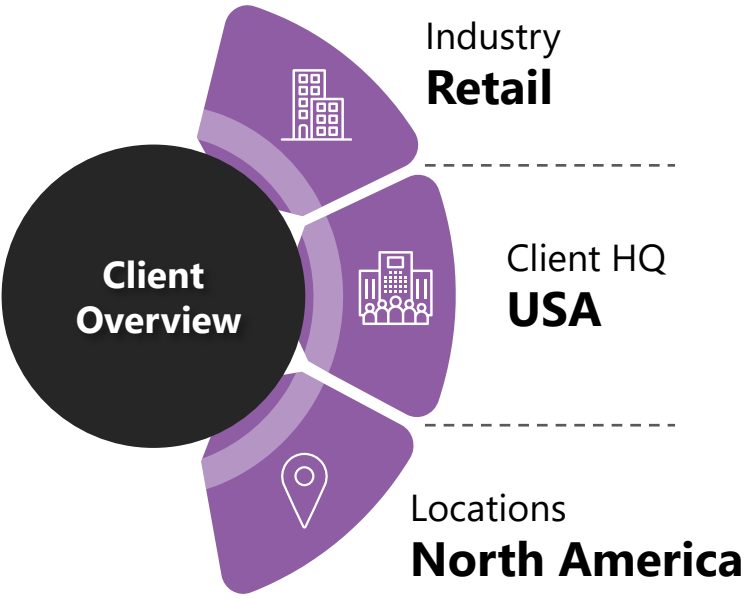


Large Deal Win – Implementation of Dynamics D365 (\$6.4 M)



Client Overview

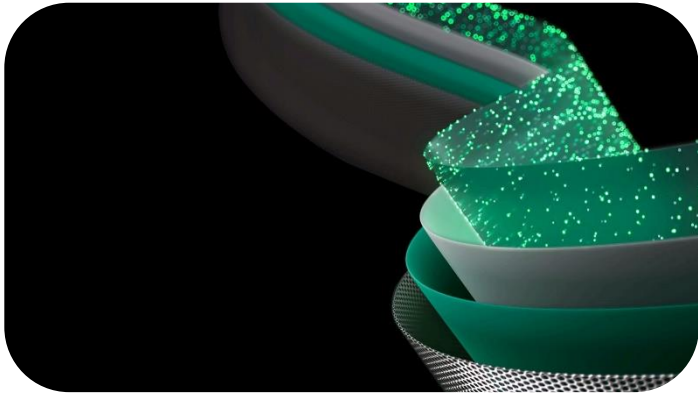
Customer is a large home improvement retail corporation in the United States. American multinational, home improvements retail corporation that sells tools, construction products, appliances, and services, including fuel and transportation rentals.



Areas in Scope

Strategic partner to migrate legacy systems to the latest Microsoft Dynamics 365 platform for standardization and modernization

- ◆ ERP Modernisation
- ◆ Cloud based Platform
- ◆ Supply chain efficiencies
- ◆ Digital Transformation



Microsoft Fabric

Pipeline created across 70+ customers;
We believe Fabric as infra for all AI deals



AI & Gen AI

Harmony.AI launched; Pipeline created
across 50+ customers



Joint GTM

MS GTM funding
AWS – Rescale Program

Continued focus

Verticalization

Focused GTM

Large Deals

Mega accounts



Sonata's Responsible-first AI offering for Enterprise scale – Harmoni.AI



Geared towards building an AI first culture; We are helping Clients in 3 ways

1

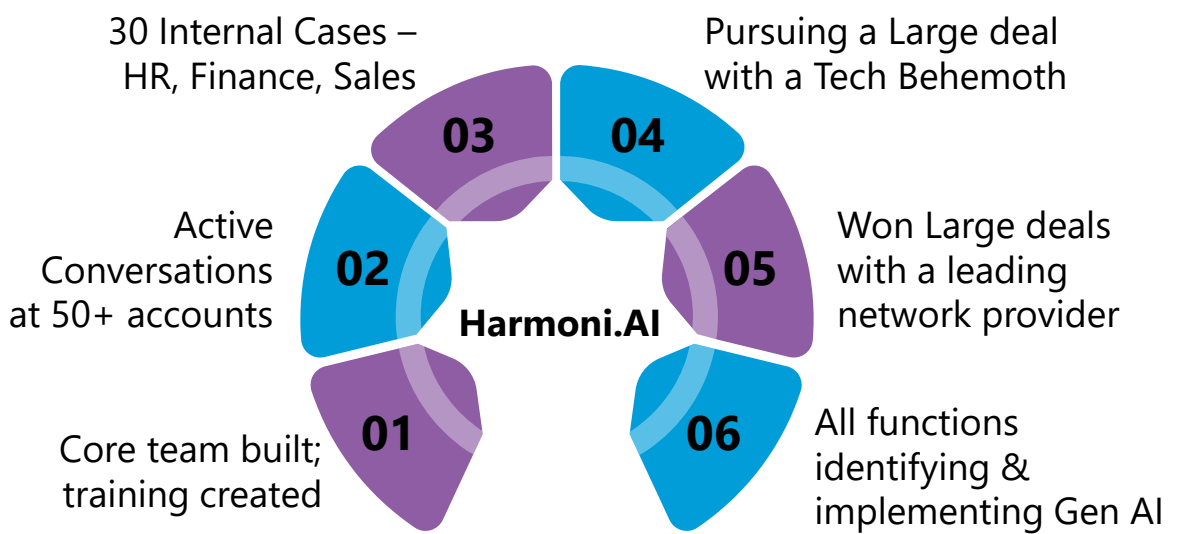
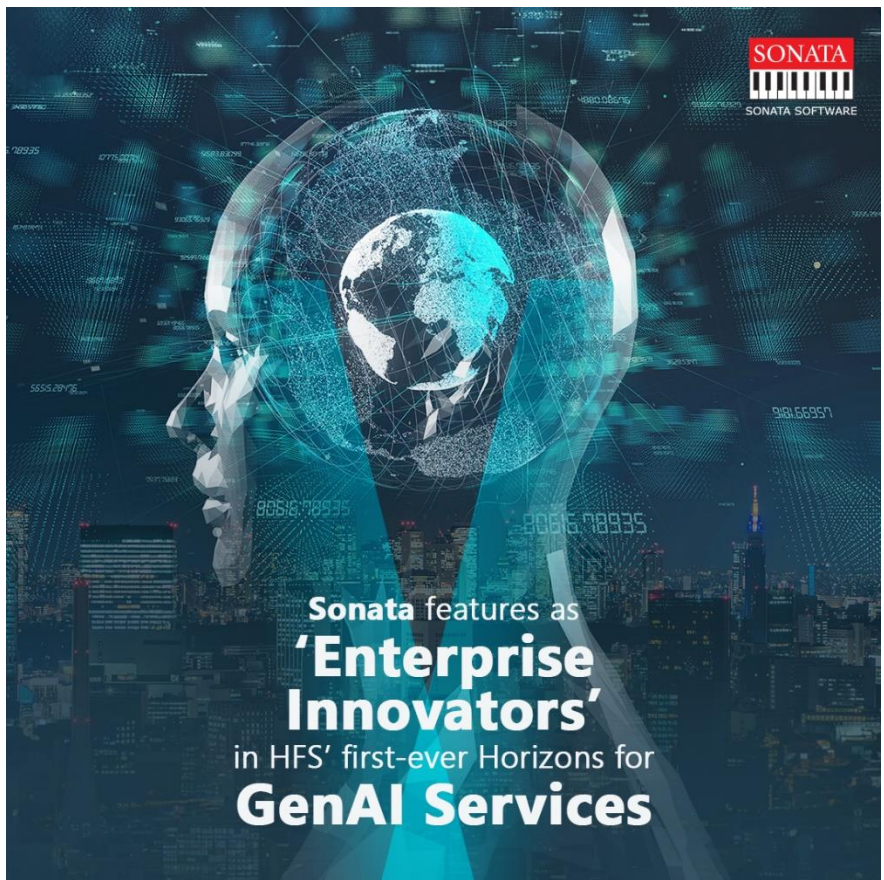
Leveraging AI to drive efficiencies

2

Leveraging AI to drive higher consumer experience/modern sales

3

Driving innovative business model



























Microsoft
Partner council member

Listed in
AWS NASSCOM
Responsible AI Council



Our GTM's are aligned with our Partners and our investment focus...



Cloud Apps Modernization	Data & Analytics	Microsoft Business Apps	Service Experience Transformation	Hyper Automation	Managed Services
 Microsoft 	 Microsoft   snowflake	 Microsoft	 Microsoft	 Microsoft	 Microsoft 
	 Tamr  PKWARE	 iZARA PEACE OF MIND, AS A SERVICE	 SAP  salesforce	 UiPath™	 servicenow
 Google Cloud  CORESTACK®	 Google Cloud  next PATHWAY  BigID  Qlik Q	<div>MSFT Market Place Partners</div>	 servicenow		



Microsoft-Sonata Partnership: 30+ Years of jointly driving Customer Success



Sonata named again in Inner Circle for Microsoft Business Application 2023-24

AI/Gen-AI Industry Partnership	400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East	\$650+ Million Per Annum Revenue To Microsoft
2500+ Team On Microsoft Technologies	Microsoft Cloud Solution Partner - Azure Expert MSP Competencies. 10 Advanced Specialization in Dynamics 365,= Data Analytics, Teams, CAF, M365, Azure	Joint Execution Microsoft Fasttrack, Global Delivery, Microsoft Consulting Services
Catalyst Led Sales Process Industry Point Of View, Business Value Assessment, Envisioning Workshops, Design Thinking	Industry Clouds Go To Market Healthcare, Retail, Sustainability, Manufacturing	Industry Digital Transformation Retail, CPG, Manufacturing, Telecom, Healthcare, Hi-tech, BFSI

Partner for RPA Migration 100

Partner for Microsoft Fabric

Microsoft Solutions Partner

Security

Microsoft Solutions Partner

Infrastructure Azure

Microsoft Solutions Partner

Modern Work

Microsoft Solutions Partner

Digital & App Innovation Azure

Microsoft Solutions Partner

Data & AI Azure

Microsoft Solutions Partner

Business Applications

2023/2024
INNERCIRCLE
for Microsoft Business Applications



Client Overview

Industry
Manufacturing

Presence
18 locations serving > 100 countries

Leading Global fragrance house

The Pressure Points

- Need for seamless Intercompany workflow for Sales and Purchase
- Need for region specific localization
- Digital reporting

Solutions

- Integrated systems with implementation of D365 F&O, Dynamics CE
- Product vision for Spain, France and Germany
- Multi language reports using Label concept

Results

- Improvement Resulted in Cost Optimization, Efficiency gains in business processes and performance improvement in the system.

Client Overview

Industry
Retail

Locations
> 850

Leading food services distribution cooperative in US

The Pressure Points

- Client was on a 30-year old AS400 that was becoming very expensive to operate
- Limited expansion capabilities
- Need for custom codes

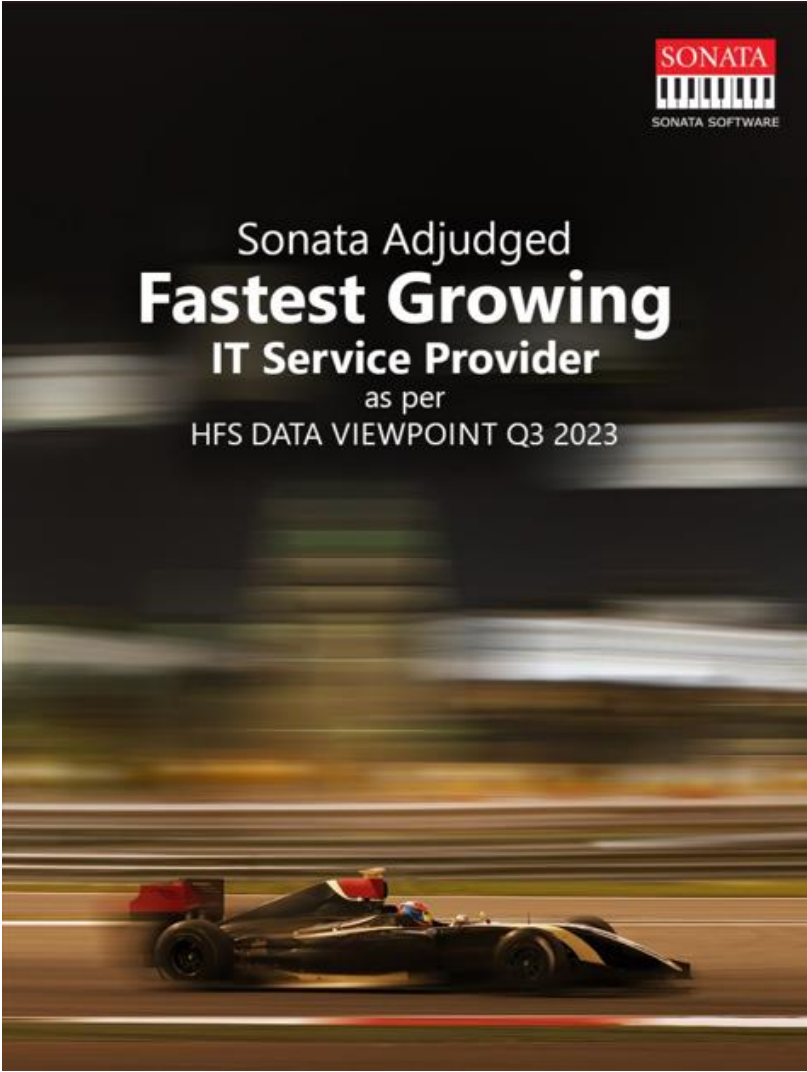
Solutions

- Designed, developed and deployed D365 F&O
- Flat file integrations for trading partners
- AI-Builder for OCR and SK's e-Treasury Automation Suite

Results

- Modernized platform with enhanced user experience
- Interactive real time data reports
- Seamless integration with banking systems







1

High Revenue growth with Industry Leading margins

Focus on high revenue
rate realization and
high margins business

#Adj.EPS :
₹17.35* / Share

2

Strong Cash Position & Balance Sheet

Very strong positive
cash generation and
cash position

Cash and equivalents
~₹670+ Crs

3

Superlative returns for Shareholders

Industry leading
ROCE and ROE &
Bonus share issue

Adj. ROCE :
34.0%*

4

Sound Capital Allocation

Sound capital
allocation

FY23 #Dividend
: ₹7.88 / share

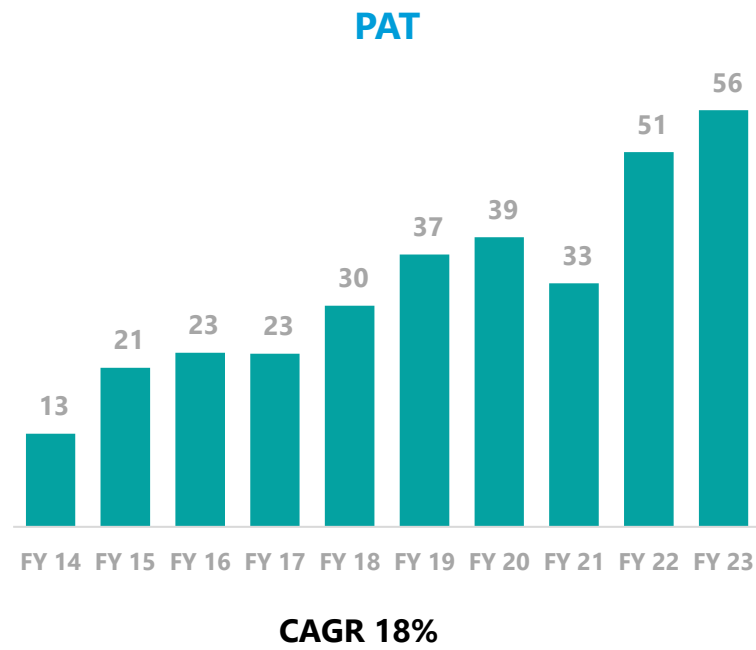
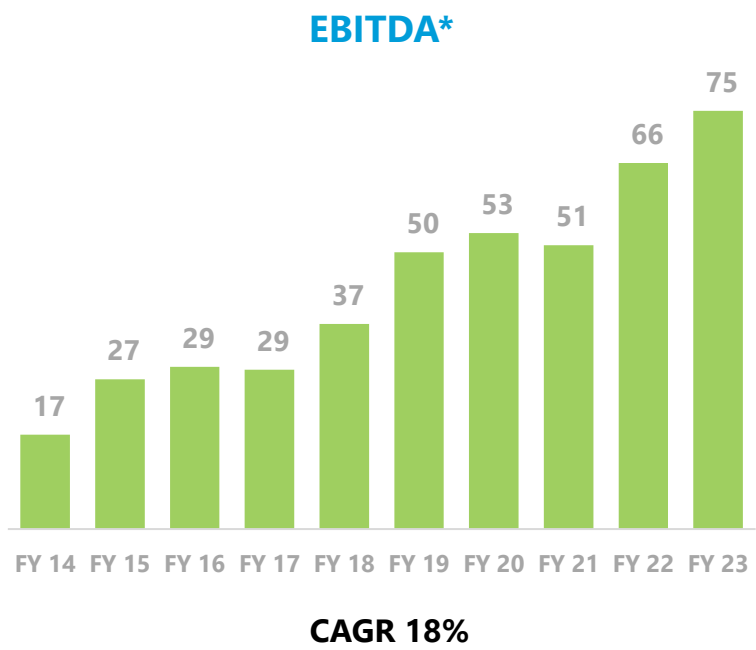
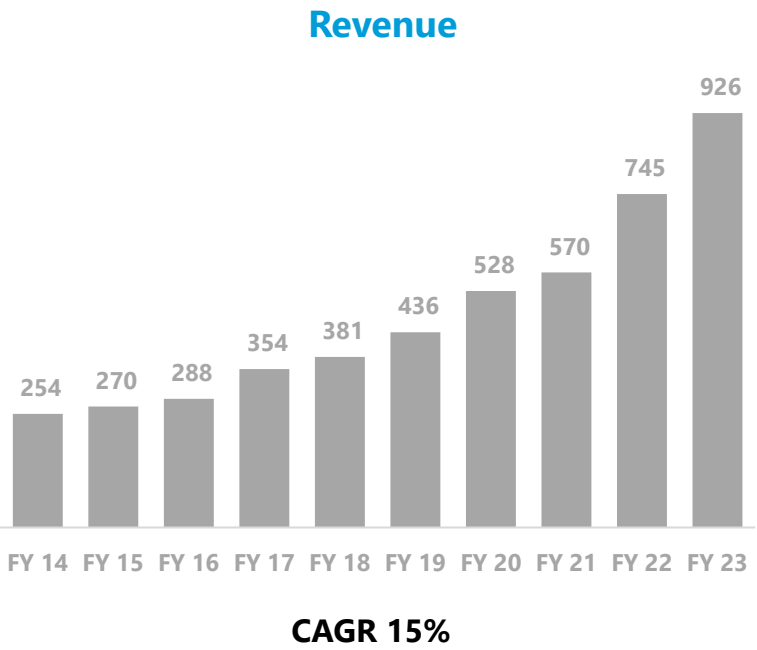
**Trailing 12 months adjusted for
one off write-off for \$ 21M*

post bonus

Consistent Growth over last 10 years



Consolidated Revenue & profitability (\$Mn)



Predictable and resilient growth trajectory

*Before OI and FX

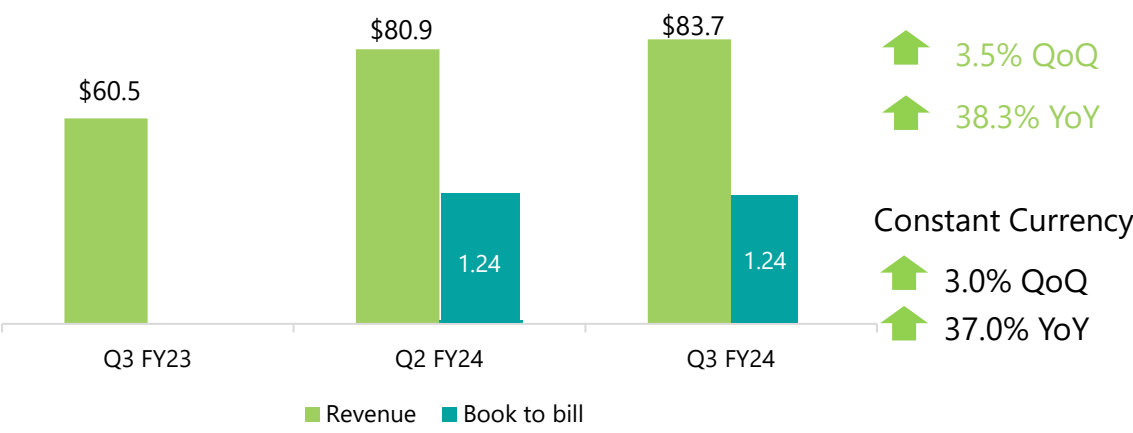


Financial Performance of International Services – Q3 FY24

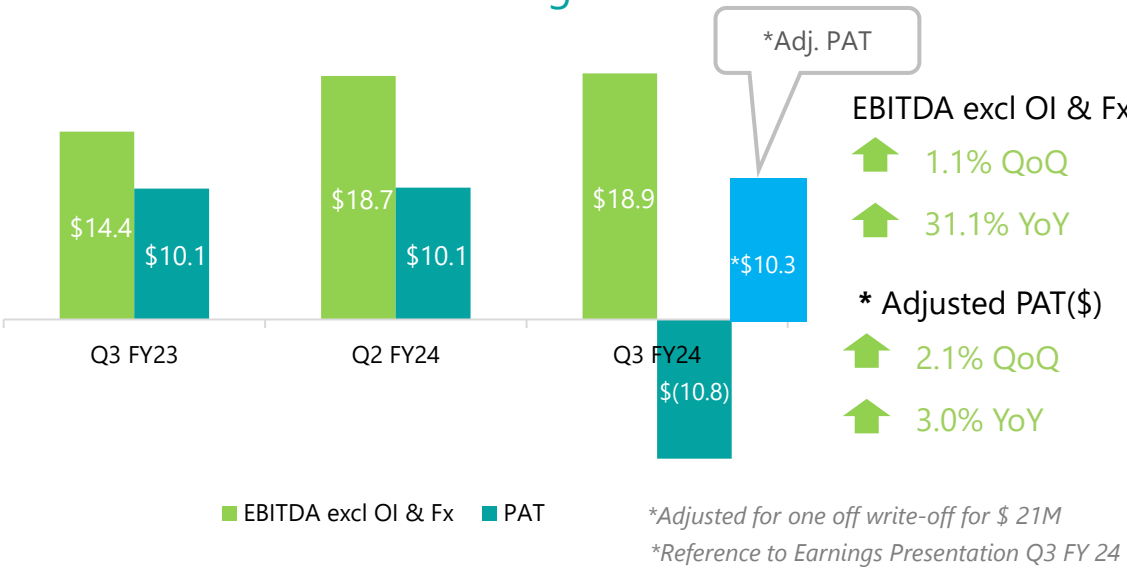


Industry leading QoQ growth in Revenue and EBIDTA; Process improvements result in Collection rigour

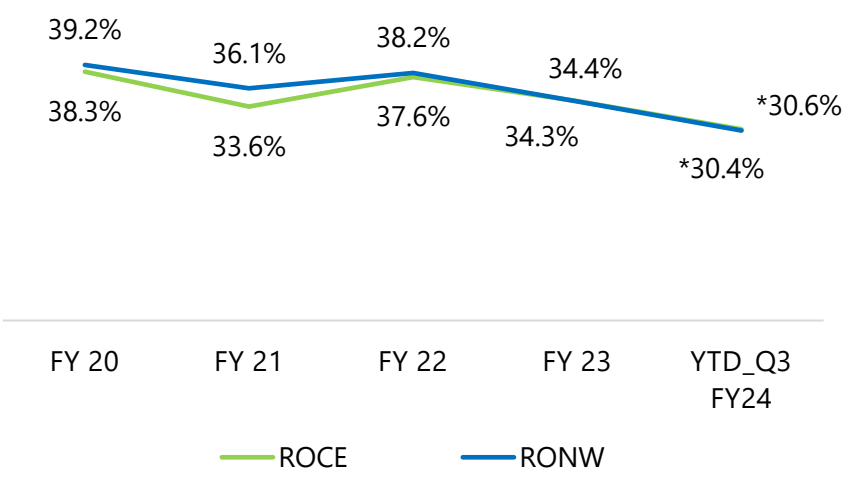
Revenue in \$ Mn



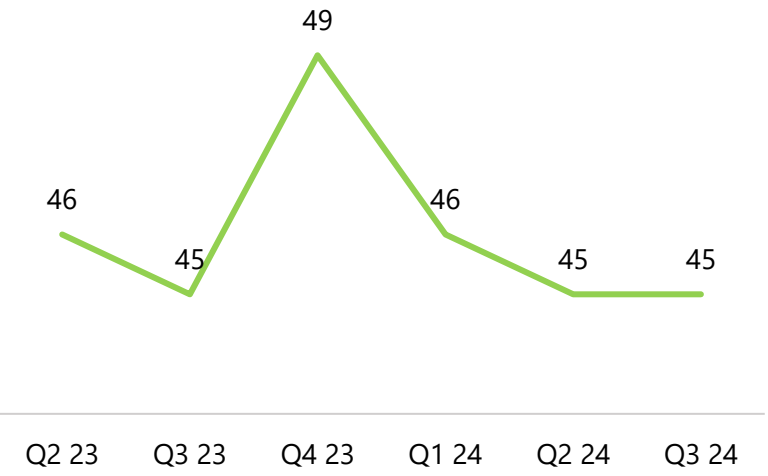
EBITDA & PAT in \$ Mn



Return on Capital

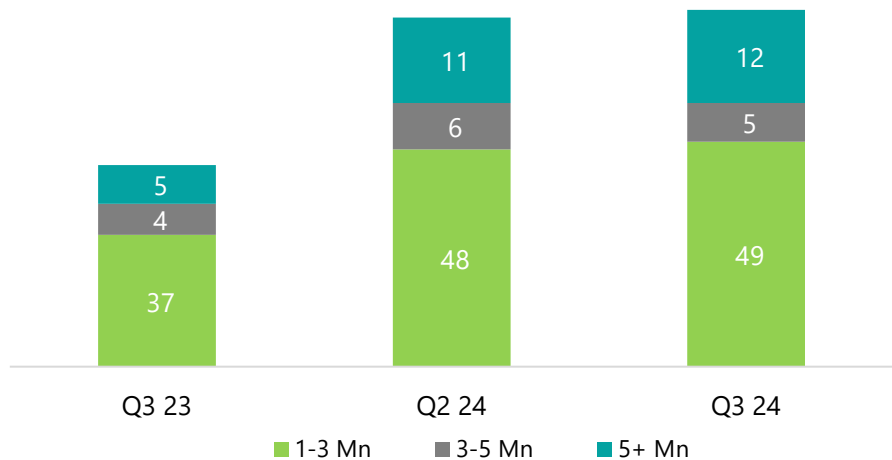


DSO

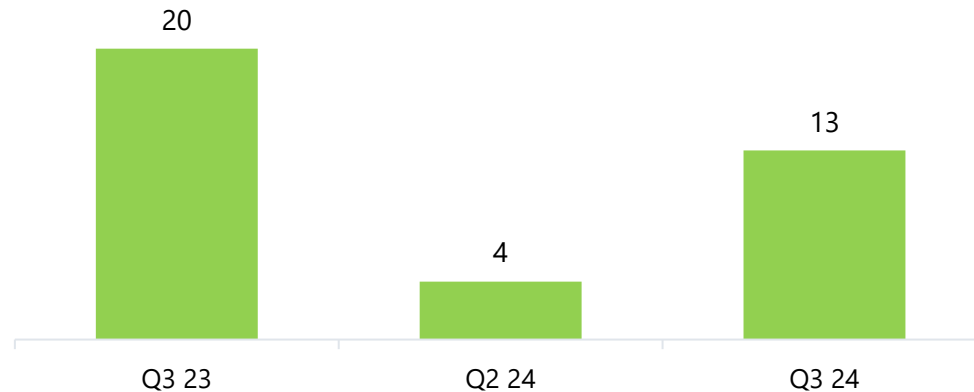


*Trailing 12 months adjusted for one off write-off for \$ 21M

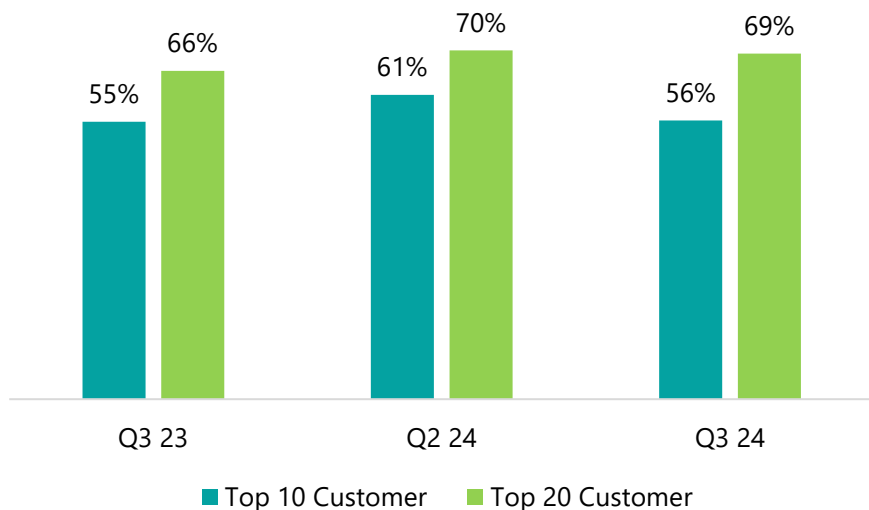
No. of \$ Million Customers



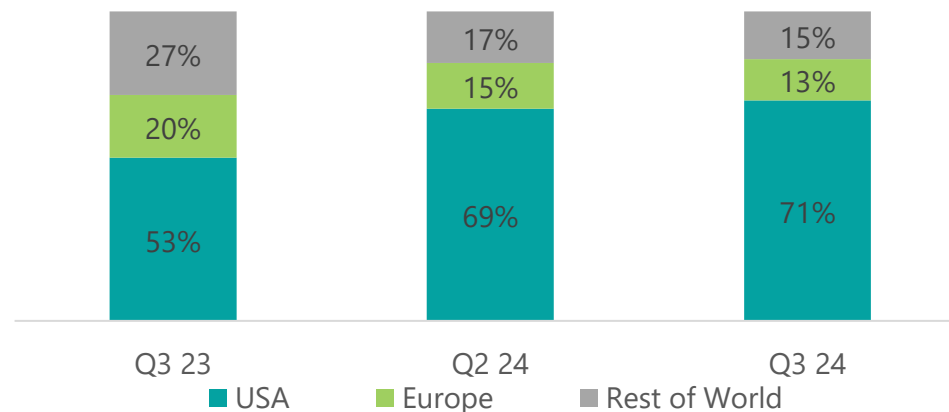
New Customers added

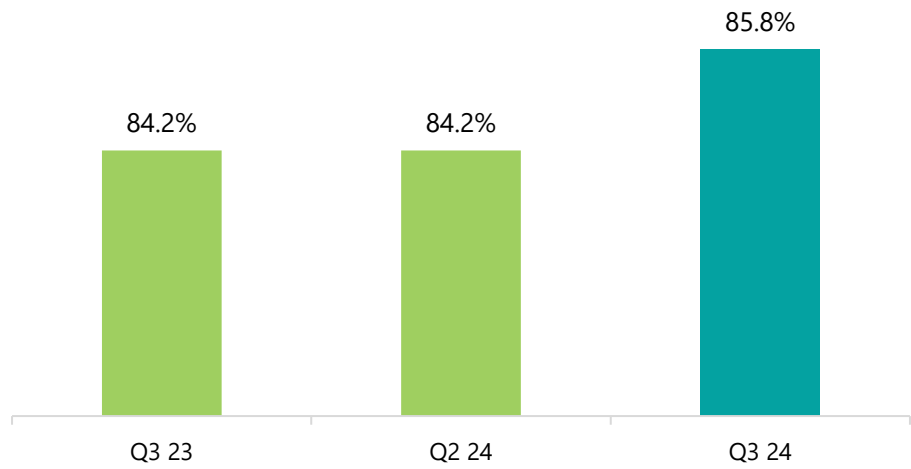


Client Concentration

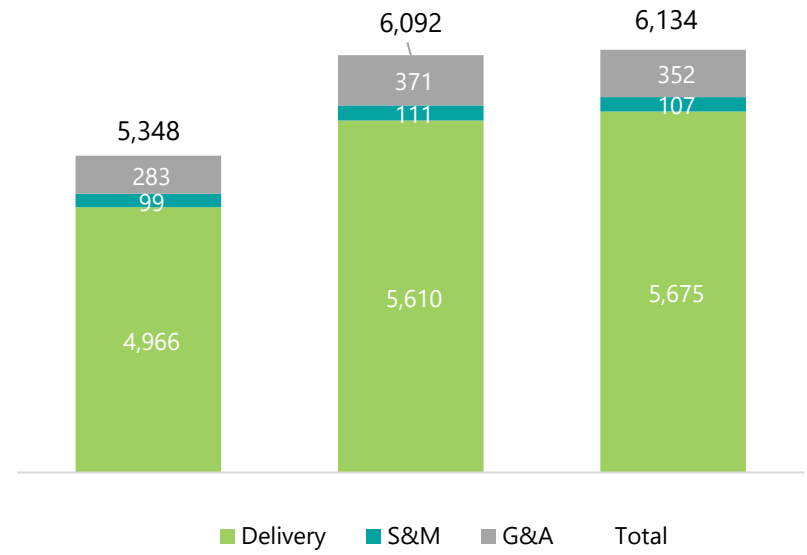


Revenue by Geography





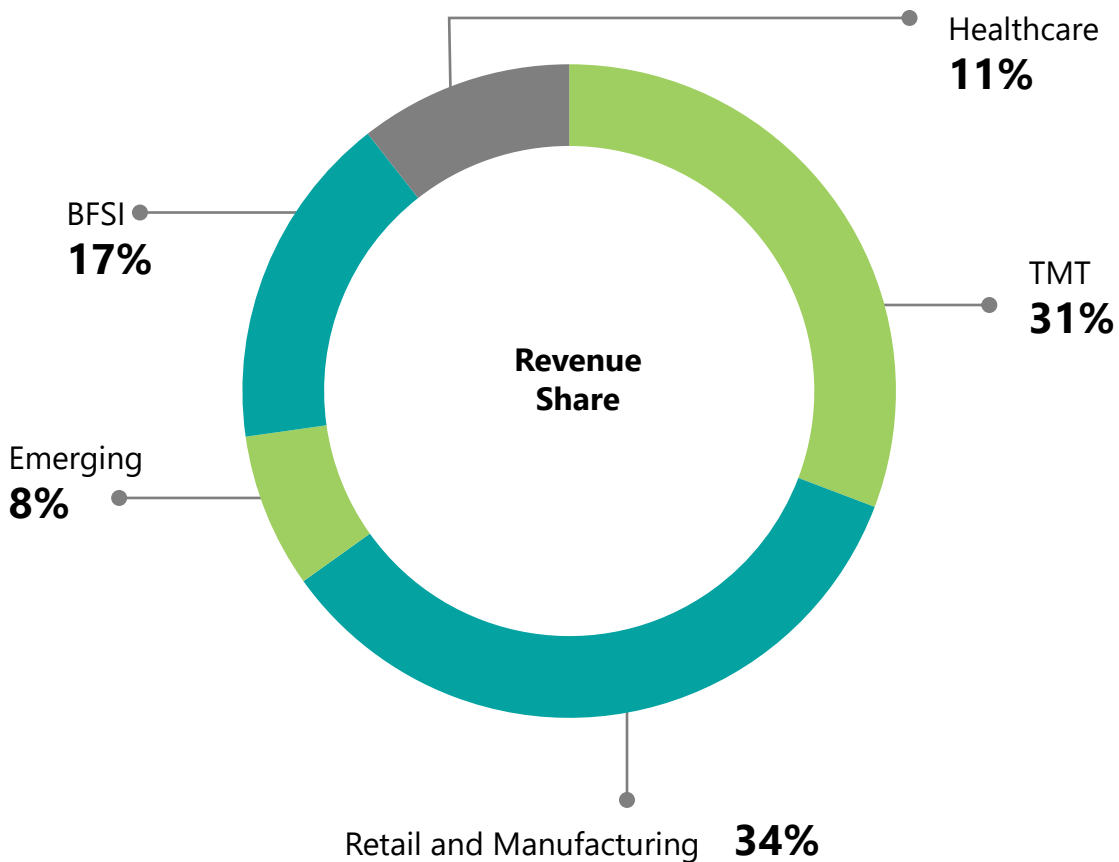
Utilization



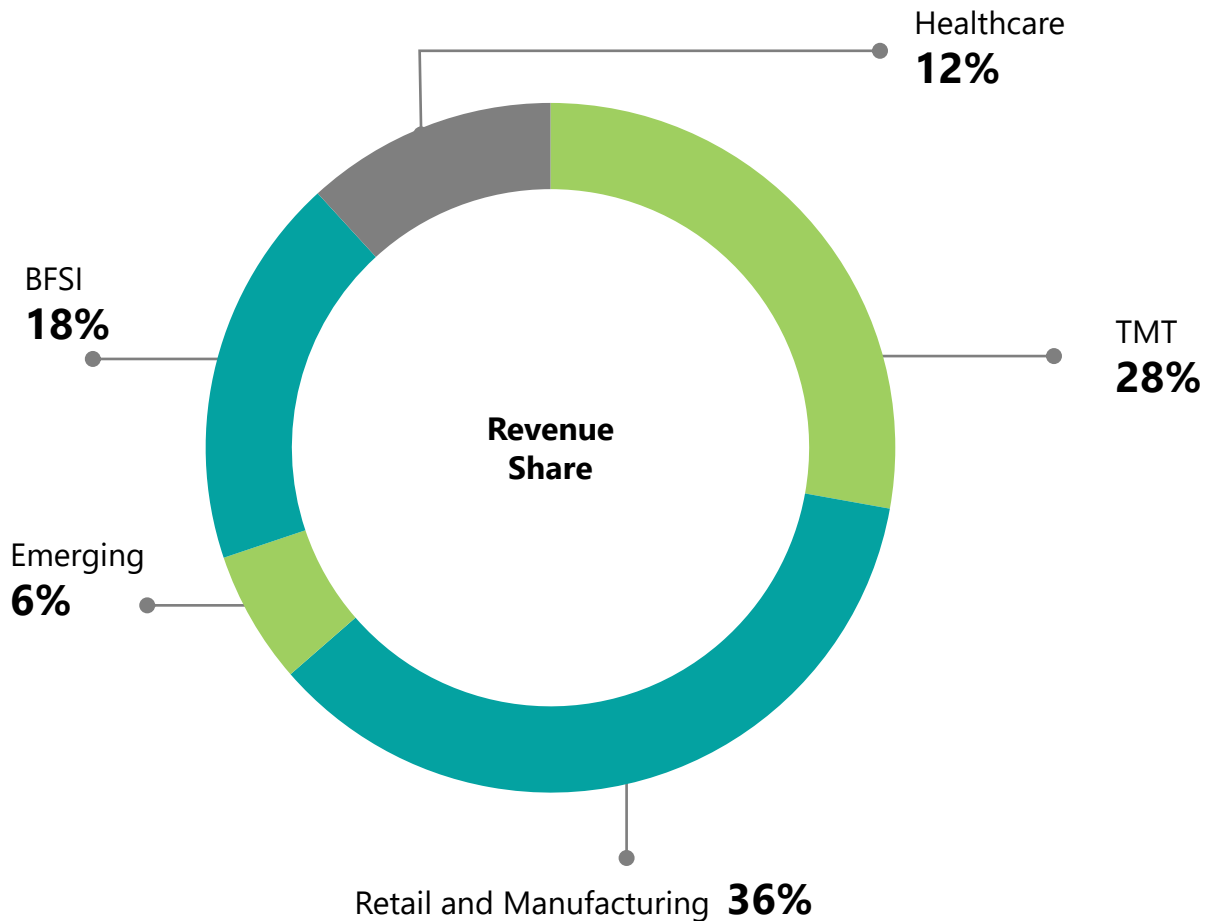
Headcount by Function

Continued strong utilization

Q3 FY24



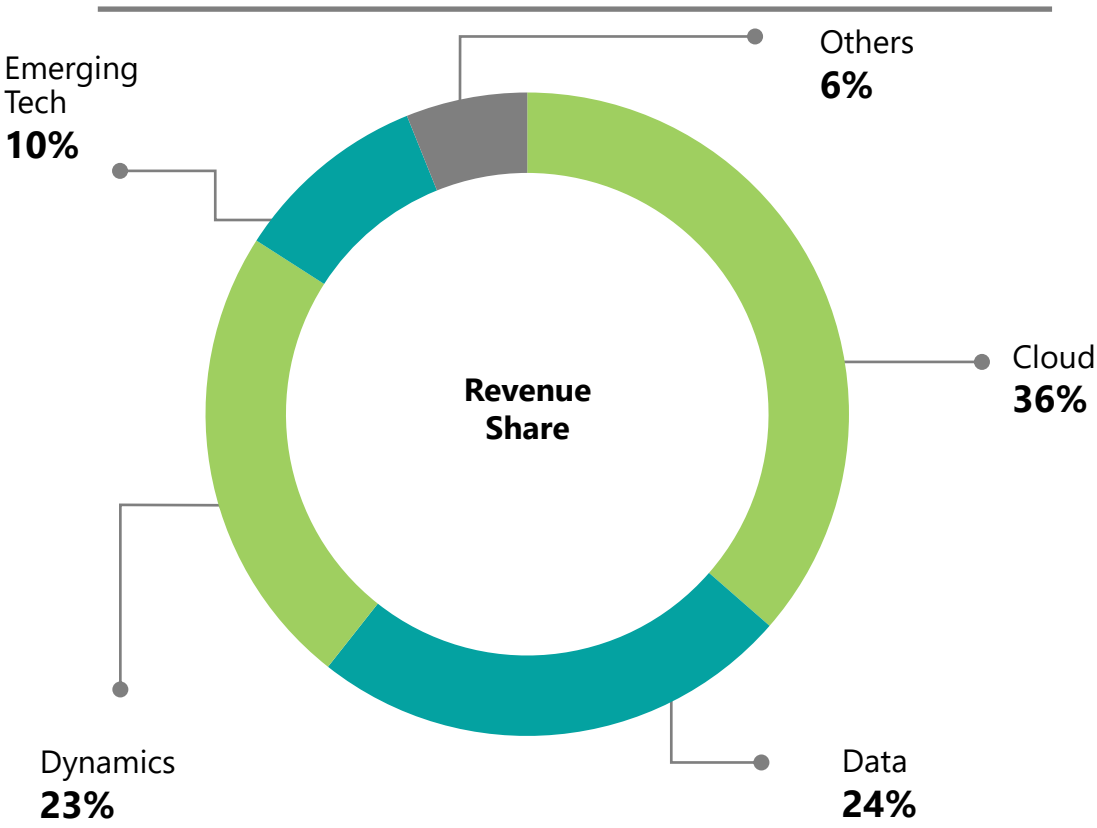
YTD Q3 FY 24



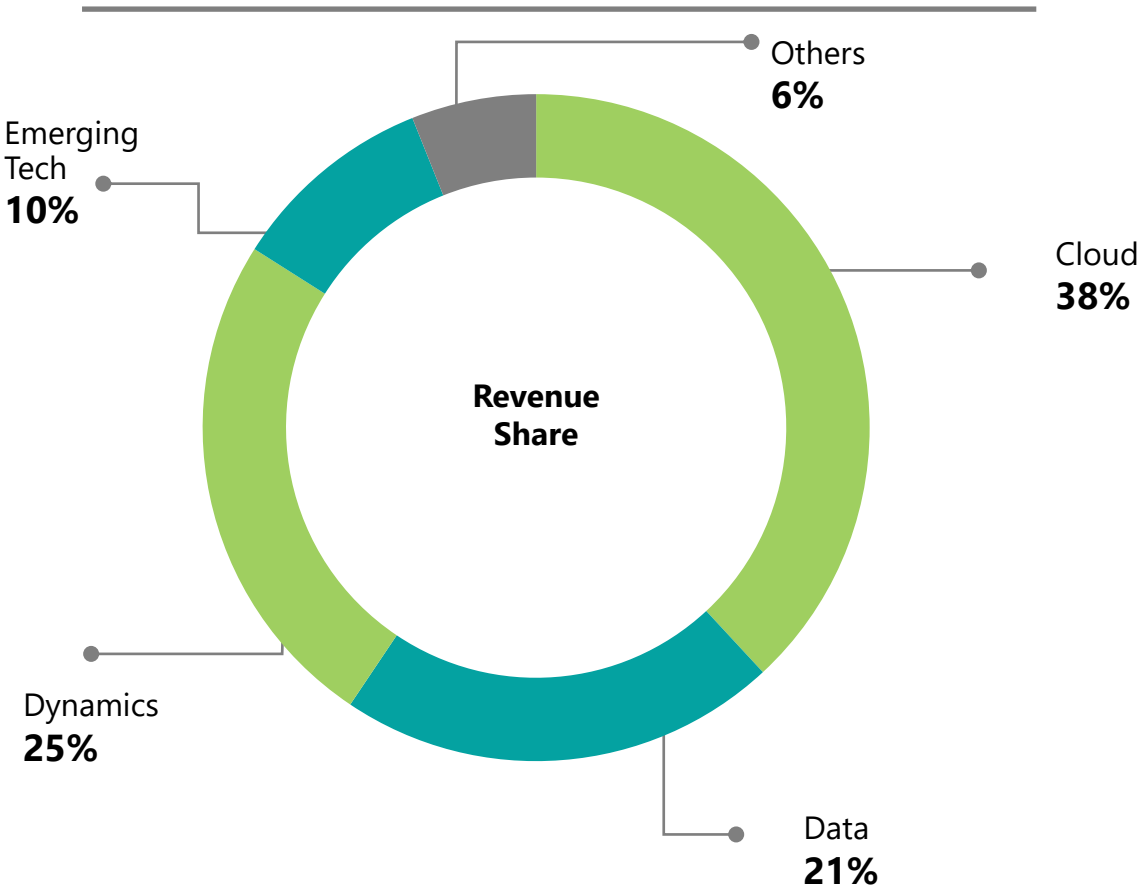


Cloud & Data continue to contribute over 50%

Q3 FY 24



YTD Q3 FY 24

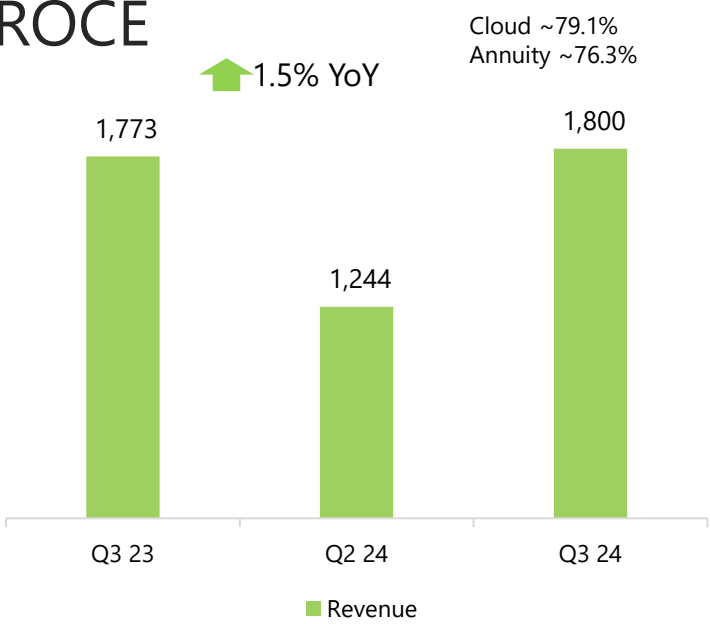




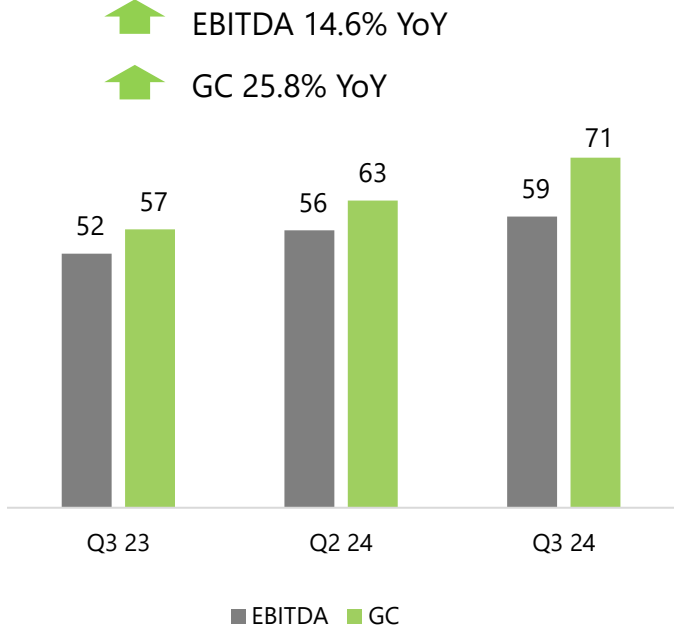
Domestic Business: Delivering consistently strong growth with Industry leading ROCE



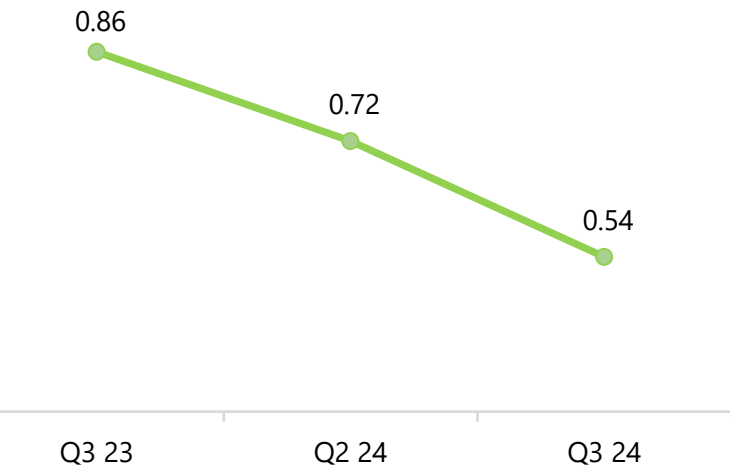
Revenue (INR crs)



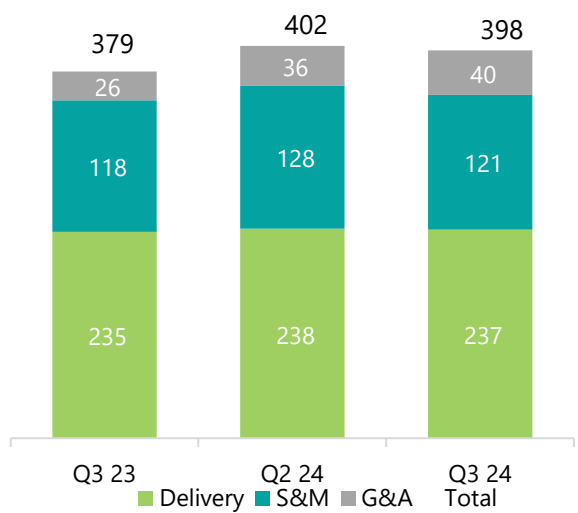
Gross Contribution & EBITDA (INR crs)



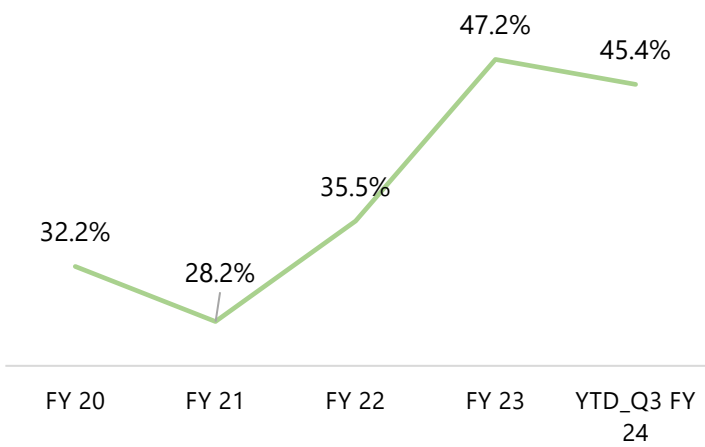
Net working Capital ÷ Gross Contribution



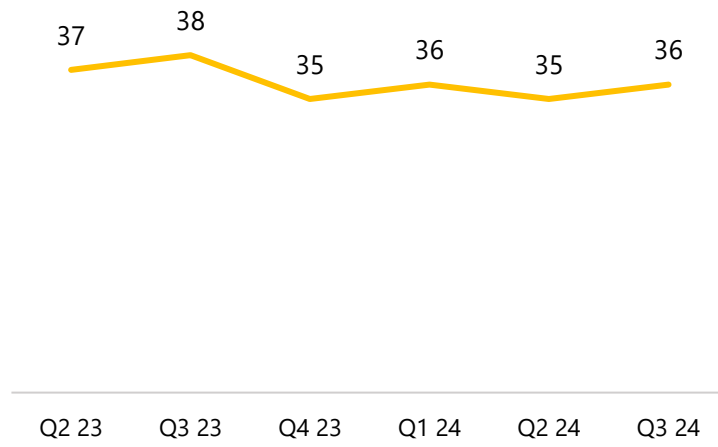
Head Count



ROCE*



DSO



The fastest growing
firm in IT Services in
the next 3-4 years

**PLAY
BIG**

Thank You