



SONATA SOFTWARE LIMITED

Dear Shareholders,

Trust you and your loved ones are safe and keeping well.

We are pleased to share with you the report for Q4'24 / FY 2023-24.

We remain optimistic about our long-term vision and growth prospects. In FY24, our international business delivered industry leading 34.3% growth YoY. During the Q4, large deals decisioning delays & associated costs resulted in sequential degrowth both in our international revenue USD terms by 2.4% QoQ, and consolidated PAT of 14.1% QoQ. Despite Q4 and short-term headwinds, as we reflect on the year, we have taken significant steps towards our long-term goals.

Our Domestic Business PAT de-grew by 6% QoQ due to seasonality; however, Annual PAT grew 16% over the previous year. We had fruitful engagements with our existing customers through targeted GTMs which helped us expand our business from our existing customer base.

With Best Wishes,

Samir Dhir
Managing Director & CEO
DIN- 03021413

Jagannathan C N
Chief Financial Officer



Quarterly Report to Shareholders – Q4'24 / FY 2023-24

Key Financial Highlights:

Quarter / Financial Year Ended March 31, 2024

International Services:

- Revenue for Q4'24 in USD at 81.7 Mn, QoQ de-growth of 2.4%. Revenue for FY'24 in USD at 323.6 Mn YoY growth of 34.3%.
- Revenues for Q4'24 at ₹ 679.0 crores; QoQ de-growth of 2.6%. Revenues for FY'24 at ₹ 2,679.6 crores; YoY growth of 39.5%.
- Net Profit for Q4'24 stood at ₹ 70.3 Crores; QoQ de-growth of 18.2%. Net Profit (before exceptional items) for FY'24 stood at ₹ 319.8 Crores; YoY growth of 2.9%.

Domestic Business:

- Revenues for Q4'24 at ₹ 1,514.5 crores; QoQ de-growth of 15.9%. Revenues for FY'24 at ₹ 5950.5 crores; YoY growth of 7.4%
- Net Profit for Q4'24 at ₹ 40.1 crores; QoQ de-growth of 5.9%. Net Profit for FY'24 at ₹ 163.3 crores; YoY growth of 15.7%.

Consolidated:

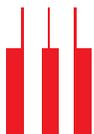
- Revenues for Q4'24 at ₹ 2,191.6 crores; QoQ de-growth of 11.8%. Revenues for FY'24 at ₹ 8,613.1 crores; YoY growth of 15.6%.
- Net Profit for Q4'24 stood at ₹ 110.4 Crores; QoQ de-growth of 14.1%. Net Profit (before exceptional items) for FY'24 stood at ₹ 483.2 Crores; YoY growth of 6.9%.

Other Highlights:

- 400+ active clients as of March 31,2024
- 18 new clients added during the quarter

People:

- ~ 6,400+ Sonatians as of March 31,2024



Key Financial Metrics & Ratios

International Business								
(₹ Crore)	Q4 FY2024	Q3 FY2024	Q-o-Q	Q4 FY2023	Y-o-Y	FY2024	FY2023	Y-o-Y
Revenue	679.0	696.8	-2.6%	533.5	27.3%	2679.6	1920.4	39.5%
EBITDA	143.2	168.5	-15.0%	123.5	15.9%	627.7	482.0	30.2%
Net Profit [^]	70.3	85.9	-18.2%	74.8	-6.0%	319.8	310.7	2.9%

Key Ratios	Q4 FY2024	Q3 FY2024	Q4 FY2023	FY2024	FY2023
Effective Tax Rate (%)	21.9%	24.9%	24.0%	23.3%	23.9%
Net Profit Margin [^] (%)	10.0%	12.2%	13.6%	11.7%	15.9%
DSO (Days)	45	45	49	-	-

Domestic Business								
(₹ Crore)	Q4 FY2024	Q3 FY2024	Q-o-Q	Q4 FY2023	Y-o-Y	FY2024	FY2023	Y-o-Y
Revenue	1514.5	1800.3	-15.9%	1383.4	9.5%	5950.5	5540.4	7.4%
EBITDA	56.2	59.2	-5.1%	54.0	4.0%	228.3	196.8	16.0%
Net Profit	40.1	42.6	-5.9%	39.0	2.7%	163.3	141.2	15.7%

Key Ratios	Q4 FY2024	Q3 FY2024	Q4 FY2023	FY2024	FY2023
Effective Tax Rate (%)	25.3%	25.4%	25.1%	25.5%	25.2%
Net Profit Margin (%)	2.6%	2.4%	2.8%	2.7%	2.5%
DSO (Days)	36	36	35	-	-

Consolidated Business								
(₹ Crore)	Q4 FY2024	Q3 FY2024	Q-o-Q	Q4 FY2023	Y-o-Y	FY2024	FY2023	Y-o-Y
Revenue	2191.6	2493.4	-12.1%	1913.5	14.5%	8613.1	7449.1	15.6%
EBITDA	198.8	227.2	-12.5%	176.6	12.6%	853.0	675.0	26.4%
Net Profit [^]	110.4	128.5	-14.1%	113.8	-3.0%	483.2	451.9	6.9%
Diluted EPS* (Rs.)	3.97	-1.66	-	4.10	-	11.10	16.29	-

Note:

*EPS is not annualized

[^] PAT before exceptional items



₹ in lakhs, except per share data						
Statement of audited consolidated financial results for the quarter and year ended March 31, 2024						
Sl No.	Particulars	Quarter ended			Year ended	
		March 31, 2024 (Unaudited)	December 31, 2023 (Unaudited)	March 31, 2023 (Unaudited)	March 31, 2024 (Audited)	March 31, 2023 (Audited)
1	Revenue from operations	219,161	249,335	191,350	861,306	744,912
2	Other income	5,470	1,951	2,497	12,555	7,082
3	Total income (1 + 2)	224,631	251,286	193,847	873,861	751,994
4	Expenses					
	(a) Purchase of stock-in-trade (traded goods)	147,846	168,688	134,900	588,887	548,163
	(b) Changes in inventories of stock-in-trade	846	7,518	1,173	(6,918)	(2,589)
	(c) Employee benefits expense	33,116	33,744	25,679	133,456	93,311
	(d) Finance costs	2,157	2,194	717	8,501	1,854
	(e) Depreciation and amortization expense	3,367	3,372	1,892	13,193	5,913
	(f) Other expenses	22,941	18,614	14,438	73,138	45,614
	Total expenses	210,273	234,130	178,799	810,257	692,266
5	Profit before exceptional item and tax (3 - 4)	14,358	17,156	15,048	63,604	59,728
6	Exceptional item (Refer Note 9)					
	Changes in fair value of contingent consideration payable	-	17,466	-	17,466	-
7	Profit before tax (5 - 6)	14,358	(310)	15,048	46,138	59,728
8	Tax expense					
	(1) Current tax	3,899	5,531	4,435	19,234	16,709
	(2) Deferred tax	(577)	(1,225)	(764)	(3,946)	(2,171)
	Total tax expense	3,322	4,306	3,671	15,288	14,538
9	Profit for the period (7 - 8)	11,036	(4,616)	11,377	30,850	45,190
10	Other comprehensive income					
	1 Items that will not be reclassified to profit/(loss)					
	(a) Remeasurement of the defined benefit plans	(14)	49	(547)	256	(662)
	(b) Income tax relating to Items that will not be reclassified to profit/(loss)	3	(15)	134	(65)	162
	2 Items that will be reclassified to profit or (loss)					
	(a) Exchange differences in translating the financial statements of foreign operations	(308)	372	(149)	171	873
	(b) Fair value changes on derivatives designated as cash flow hedge, net	322	(933)	(51)	669	(3,539)
	(c) Income tax relating to Items that will be reclassified to profit/(loss)	(3)	123	43	(211)	652
	Total	-	(404)	(570)	820	(2,514)
11	Total comprehensive income for the period (9 + 10)	11,036	(5,020)	10,807	31,670	42,676
	Of the total comprehensive income above, profit for the period attributable to:					
	Owners of the Company	11,036	(4,616)	11,377	30,850	45,190
	Non - controlling interest	-	-	-	-	-
		11,036	(4,616)	11,377	30,850	45,190
	Of the total comprehensive income above, other comprehensive income for the period attributable to:					
	Owners of the Company	-	(404)	(570)	820	(2,514)
	Non - controlling interest	-	-	-	-	-
		-	(404)	(570)	820	(2,514)
	Of the total comprehensive income above, total comprehensive income attributable to:					
	Owners of the Company	11,036	(5,020)	10,807	31,670	42,676
	Non - controlling interest	-	-	-	-	-
		11,036	(5,020)	10,807	31,670	42,676
12	Paid-up equity share capital (Face Value ₹ 1/-)	2,775	2,775	1,387	2,775	1,387
13	Other equity (Refer Note 7)	137,854	128,678	128,678	137,854	128,678
14	Earnings / (loss) per equity share (of ₹ 1/- each) (Refer Note 4 & 5)					
	(a) Basic (in ₹)	3.97	(1.66)	4.10	11.12	16.29
	(b) Diluted (in ₹)	3.97	(1.66)	4.10	11.10	16.29



Note: This report is for information purposes. Green Initiative is an effort of the Government of India which aims at reducing paper consumption thereby contributing to a greener environment. In harmony with that we are circulating this over email to shareholders who have updated their e-mail addresses with the Depository Participant.

You are requested to update/intimate the email address (E-mail ID) and any change in the email address with the Depository Participant.

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