

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 Q2'25.

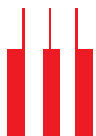
We remain optimistic about our long-term vision and growth prospects. "In Q2'25, our International business delivered 2.3% QoQ growth. During the quarter, we won three large deals, our first multi-million-dollar deal on Microsoft Fabric, and a Gen AI modernization with a Top 50 global Pharma client leveraging our "responsible first" differentiated Harmoni.AI offering. We remain optimistic about our long-term vision and growth prospects of Sonata ".

Speaking on the results, Mr. Sujit Mohanty, MD & CEO of Sonata Information Technology Limited said, "We acquired new clients across all hyperscalers and platform businesses during the quarter, driving diversified growth for our business. Our newly formed IT Security business offerings enabled wins during the quarter".

With Best Wishes,

Samir Dhir
Managing Director & CEO
DIN- 03021413

Jagannathan C N
Chief Financial Officer



Quarterly Report to Shareholders – Q2'25

Key Financial Highlights:

Quarter Ended September 30, 2024

International Services:

- Revenue for Q2'25 in USD at 84.6 Mn, QoQ growth of 2.3% and YoY growth of 4.6%.
- Revenues for Q2'25 at ₹ 707.9 crores; QoQ growth of 2.9%.
- Net Profit for Q2'25 stood at ₹ 62.2 crores; QoQ de-growth of 4.5% and YOY 25.7%.

Domestic Business:

- Revenues for Q2'25 at ₹ 1,461.9 crores; QoQ de-growth of 21.0% and YoY growth of 17.5%
- Net Profit for Q2'25 at ₹ 44.3 crores; QoQ growth of 9.5% and YOY 9.5%.

Consolidated:

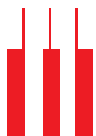
- Revenues for Q2'25 at ₹ 2,169.8 crores; QoQ de-growth of 14.1% and YoY growth of 13.4%.
- Net Profit for Q2'25 stood at ₹ 106.5 crores; QoQ growth of 0.8% and YOY de-growth 14.3%.

Other Highlights:

- 400+ active clients as of September 30,2024
- 8 new clients added during the quarter

People:

- ~ 6,908+ Sonatians as of September 30,2024



Key Financial Metrics & Ratios

International IT Services

(₹ Crore)	Q2 FY2025	Q1 FY2025	Q2 FY2024	Q-o-Q	Y-o-Y
Revenue	707.9	687.8	670.0	2.9%	5.7%
EBITDA*	128.9	128.8	154.9	0.1%	(16.8%)
Net Profit^	62.2	65.1	83.7	(4.5%)	(25.7%)

Key Ratios	Q2 FY2025	Q1 FY2025	Q2 FY2024
Effective Tax Rate (%)	26.7%	25.4%	25.4%
Net Profit Margin^ (%)	8.7%	9.3%	12.3%
DSO (Days)	45	45	45

Domestic- Products & Services

(₹ Crore)	Q2 FY2025	Q1 FY2025	Q2 FY2024	Q-o-Q	Y-o-Y
Revenue	1461.9	1849.4	1244.1	(21.0%)	17.5%
EBITDA	48.4	47.3	42.5	2.2%	14.0%
Net Profit	44.3	40.5	40.5	9.5%	9.5%

Key Ratios	Q2 FY2025	Q1 FY2025	Q2 FY2024
Effective Tax Rate (%)	25.5%	25.7%	25.4%
Net Profit Margin (%)	3.0%	2.2%	3.2%
DSO (Days)	35	35	35

Consolidated

(₹ Crore)	Q2 FY2025	Q1 FY2025	Q2 FY2024	Q-o-Q	Y-o-Y
Revenue	2169.8	2527.4	1912.6	(14.1%)	13.4%
EBITDA	177.3	176.2	197.3	0.7%	(10.1%)
Net Profit^	106.5	105.6	124.2	0.8%	(14.3%)
Diluted EPS* (Rs.)	3.84	3.81	4.48	-	-

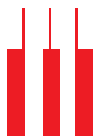
*EBITDA (Before Other income)

Note:

*EPS is not annualized



SONATA SOFTWARE LIMITED						
Registered Office: 208, T.V. Industrial Estate, S.K. Ahire Marg, Worli, Mumbai - 400 030						
Corporate Office: Sonata Towers, Global Village, RVCE Post, Mysore Road, Bengaluru - 560 059						
CIN - L72200MH1994PLC082110						
www.sonata-software.com, Tel : +91-080-67781000, investor@sonata-software.com						
Part I						
Statement of unaudited consolidated financial results for the quarter and six months period ended September 30, 2024						
Sl No.	Particulars	Quarter ended			Six months ended	
		September 30, 2024	June 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
1	Revenue from operations	2,16,983	2,52,743	1,91,257	4,69,726	3,92,810
2	Other income	1,918	1,887	2,320	3,806	5,133
3	Total income (1 + 2)	2,18,901	2,54,630	1,93,577	4,73,532	3,97,943
4	Expenses					
(a)	Purchase of stock-in-trade (traded goods)	1,32,060	1,80,566	1,37,894	3,12,626	2,72,353
(b)	Changes in inventories of stock-in-trade	7,843	(1,841)	(16,893)	6,002	(15,282)
(c)	Employee benefits expense	40,478	38,924	33,982	77,402	66,596
(d)	Finance costs	1,917	2,002	2,067	3,919	4,150
(e)	Depreciation and amortization expense	3,292	3,327	3,334	6,619	6,454
(f)	Other expenses	18,877	19,478	16,542	38,355	31,584
	Total expenses	2,04,467	2,40,456	1,76,926	4,44,923	3,65,855
5	Profit before exceptional item and tax (3 - 4)	14,434	14,174	16,651	28,609	32,088
6	Exceptional item (Refer Note 8)					
	Changes in fair value of contingent consideration payable	-	-	-	-	17,466
7	Profit before tax (5 - 6)	14,434	14,174	16,651	28,609	49,554
8	Tax expense					
(1)	Current tax	4,185	5,120	5,849	9,305	9,803
(2)	Deferred tax	(400)	(1,509)	(1,615)	(1,909)	(2,144)
	Total tax expense	3,785	3,611	4,234	7,396	7,659
9	Profit for the period (7 - 8)	10,649	10,563	12,417	21,213	41,900
10	Other comprehensive income					
1	Items that will not be reclassified to profit/(loss)					
(a)	Remeasurement of the defined benefit plans	63	525	10	592	221
(b)	Equity instruments through other comprehensive income	(25)	(249)	-	(274)	-
(c)	Income tax relating to items that will not be reclassified to profit/(loss)	(17)	(132)	(4)	(149)	(65)
2	Items that will be reclassified to profit or (loss)					
(a)	Exchange differences in translating the financial statements of foreign operations	441	172	288	613	107
(b)	Fair value changes on derivatives designated as cash flow hedge, net	(1,423)	650	158	(764)	1,280
(c)	Income tax relating to items that will be reclassified to profit/(loss)	247	(209)	(111)	38	(331)
	Total	(710)	766	341	56	820
11	Total comprehensive income for the period (9 + 10)	9,939	11,329	12,758	21,269	42,720
	Of the total comprehensive income above, profit for the period attributable to:					
	Owners of the Company	10,649	10,563	12,417	21,213	41,900
	Non - controlling interest	-	-	-	-	-
	Of the total comprehensive income above, other comprehensive income for the period attributable to:					
	Owners of the Company	(710)	766	341	56	820
	Non - controlling interest	-	-	-	-	-
	Of the total comprehensive income above, total comprehensive income attributable to:					
	Owners of the Company	9,939	11,329	12,758	21,269	42,720
	Non - controlling interest	-	-	-	-	-
12	Paid-up equity share capital (Face Value ₹ 1/-)	2,776	2,776	1,387	2,776	1,387
13	Other equity (Refer Note 5)	1,37,854	1,37,854	1,28,678	1,37,854	1,28,678
14	Earnings / (loss) per equity share (of ₹ 1/- each) (Refer Note 3 & 4)					
(a)	Basic (in ₹)	3.84	3.81	4.48	7.64	8.81
(b)	Diluted (in ₹)	3.83	3.80	4.47	7.63	8.79
	See accompanying notes to the consolidated financial results					



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.

SONATA SOFTWARE LIMITED
(CIN No. L72200MH1994PLC082110)

Registered Office:

*208, T V Industrial Estate, 2nd Floor, S K
Ahire Marg,
Worli, Mumbai – 400 030*

Corporate Office

*Tower-A, Sonata Towers, Global Village (Sattva Global City),
RVCE Post, Kengeri Hobli, Mysore Road,
Bengaluru 560059, India
Tel: 91-80-6778 1000
E-mail: investor@sonata-software.com
Website: www.sonata-software.com*