

## **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 Q3'25.

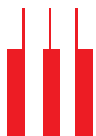
Speaking on the quarterly results, Mr. Samir Dhir, MD & CEO of the Company said, "In Q3'25, our International business delivered 4.4%(CC) QoQ growth and EBIDTA drop due to onetime cost items. During the quarter, we won two large deals, our first multi-million-dollar deal on Microsoft Fabric, and for Gen AI modernization. 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 had one of our best quarter's performances delivered in our Domestic Business during the year. We had good wins from New corporate customers and the defense sector during this quarter and we also have renewed all the large contracts with our customers for Software and Hyperscaler business. We also increased our Security Business with our existing clients during this quarter".

With Best Wishes,

**Samir Dhir**  
Managing Director & CEO  
DIN- 03021413

**Jagannathan C N**  
Chief Financial Officer



## Quarterly Report to Shareholders – Q3'25

### Performance Highlights for the Q3'25:

#### • International IT Services:

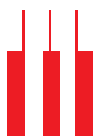
- Revenues for Q3'25 at ₹ 731.7 Crores; QoQ growth of 3.4%.
- Revenue for Q3'25 in USD at 87 Mn, QoQ growth of 2.8% and YoY growth of 3.9%.
- EBITDA (Before Other Income & Fx ) for Q3'25 at ₹ 107.1 crores; QoQ de-growth of 16.9%.
- PAT for Q3'25 stood at ₹ 56.9 Crores; QoQ de-growth of 8.4%.
- DSO at 47 days (Q2'25 45 days)
- 11 New Customers were added during the quarter.

#### • Domestic Products & Services:

- Gross contribution for Q3'25 at ₹ 81.9 Crores; QoQ growth of 16.7%.
- EBITDA (Before Other Income and Fx) for Q3'25 at ₹ 56.4 crores; QoQ growth of 16.6%.
- PAT for Q3'25 at ₹ 48.1 Crores; QoQ growth of 8.5%.
- DSO at 41 days (Q2'25 35 days)
- ROCE of 48.5% in Q3'25 (Q2'25 45.2%)
- RONW of 47.7% in Q3'25 (Q2'25 44.6%)

#### • Consolidated:

- EBITDA for Q3'25 is ₹ 163.6 Crores; QoQ de-growth of 7.8%.
- PAT for Q3'25 stood at ₹ 105 Crores; QoQ de-growth of 1.4%.
- Cash and cash equivalents (net) of approximately ₹ 176 Crores.
- ~ 7000+ Sonatians as of December 31,2024.



## Key Financial Metrics & Ratios

### International IT Services

(₹ Crore)	Q3 FY2025	Q2 FY2025	Q3 FY2024	Q-o-Q	Y-o-Y
Revenue	731.7	707.9	696.8	3.4%	5.0%
EBITDA*	107.1	128.9	157.3	(16.9%)	(31.9%)
Net Profit	56.9	62.2	85.9	(8.4%)	(33.7%)

Key Ratios	Q3 FY2025	Q2 FY2025	Q3 FY2024
Effective Tax Rate (%)	21.1%	26.7%	24.9%
Net Profit Margin^ (%)	7.7%	8.7%	12.2%
DSO (Days)	47	45	45

### Domestic- Products & Services

(₹ Crore)	Q3 FY2025	Q2 FY2025	Q3 FY2024	Q-o-Q	Y-o-Y
Revenue	2111.1	1461.9	1800.3	44.4%	17.3%
EBITDA	56.4	48.4	50.3	16.6%	12.1%
Net Profit	48.1	44.3	42.6	8.5%	12.8%

Key Ratios	Q3 FY2025	Q2 FY2025	Q3 FY2024
Effective Tax Rate (%)	25.8%	25.5%	25.4%
Net Profit Margin (%)	2.4%	3.0%	2.4%
DSO (Days)	41	35	36

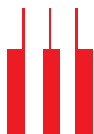
### Consolidated

(₹ Crore)	Q3 FY2025	Q2 FY2025	Q3 FY2024	Q-o-Q	Y-o-Y
Revenue	2842.8	2169.8	2493.3	31.0%	14.0%
EBITDA	163.6	177.3	207.7	(7.8%)	(21.3%)
Net Profit	105.0	106.5	128.5	(1.4%)	(18.3%)
Diluted EPS* (Rs.)	3.78	3.84	4.63	-	-

\*EBITDA (Before Other income)

Note:

\*EPS is not annualized



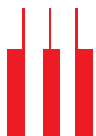
SONATA SOFTWARE LIMITED  
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Part I		www.sonata-software.com, Tel : +91-080-67181000, investor@sonata-software.com						₹ in lakhs, except per share data	
Statement of unaudited consolidated financial results for the quarter and nine months period ended December 31, 2024									
Sl No.	Particulars	Quarter ended			Nine months ended		Year ended		
		December 31, 2024 (Unaudited)	September 30, 2024 (Unaudited)	December 31, 2023 (Unaudited)	December 31, 2024 (Unaudited)	December 31, 2023 (Unaudited)	March 31, 2024 (Audited)		
1	Revenue from operations	284,279	216,983	249,335	754,005	642,145	861,306		
2	Other income	2,149	1,918	1,951	5,955	7,084	12,555		
3	Total income (1 + 2)	286,428	218,901	251,286	759,960	649,229	873,861		
4	Expenses								
	(a) Purchase of stock-in-trade (traded goods)	201,522	132,060	168,688	514,148	441,041	588,887		
	(b) Changes in inventories of stock-in-trade	1,710	7,843	7,518	7,712	(7,764)	(6,918)		
	(c) Employee benefits expense	40,428	40,478	33,744	117,830	100,340	133,456		
	(d) Finance costs	1,597	1,917	2,194	5,516	6,344	8,501		
	(e) Depreciation and amortization expense	3,227	3,292	3,772	9,846	9,826	13,193		
	(f) Other expenses	24,262	18,877	18,614	62,617	50,197	73,138		
	Total expenses	272,746	204,467	234,130	717,669	599,984	810,257		
5	Profit before exceptional item and tax (3 - 4)	13,682	14,434	17,156	42,291	49,245	63,604		
6	Exceptional item								
	Changes in fair value of contingent consideration payable	-	-	17,466	-	17,466	17,466		
7	Profit before tax (5 - 6)	13,682	14,434	(310)	42,291	31,779	46,138		
8	Tax expense								
	(1) Current tax	4,253	4,185	5,531	13,558	15,334	19,234		
	(2) Deferred tax	(1,072)	(400)	(1,225)	(2,981)	(3,369)	(3,946)		
	Total tax expense	3,181	3,785	4,306	10,577	11,965	15,288		
9	Profit for the period (7 - 8)	10,501	10,649	(4,616)	31,714	19,814	30,850		
10	Other comprehensive income								
	1 Items that will not be reclassified to profit/(loss)								
	(a) Remeasurement of the defined benefit plans	(474)	67	49	118	270	256		
	(b) Equity instruments through other comprehensive income	(15)	(25)	-	(289)	-	-		
	(c) Income tax relating to items that will not be reclassified to profit/(loss)	119	(17)	(15)	(30)	(68)	(65)		
	2 Items that will be reclassified to profit or (loss)								
	(a) Exchange differences in translating the financial statements of foreign operations	(202)	441	372	411	479	171		
	(b) Fair value changes on derivatives designated as cash flow hedge, net	(152)	(1,423)	(933)	(916)	347	669		
	(c) Income tax relating to items that will be reclassified to profit/(loss)	89	247	123	127	(208)	(211)		
	Total	(635)	(710)	(404)	(579)	820	820		
11	Total comprehensive income for the period (9 + 10)	9,866	9,939	(5,020)	31,135	20,634	31,670		
	Of the total comprehensive income above, profit for the period attributable to:								
	Owners of the Company	10,501	10,649	(4,616)	31,714	19,814	30,850		
	Non - controlling interest	-	-	-	-	-	-		
	Of the total comprehensive income above, other comprehensive income for the period attributable to:								
	Owners of the Company	(635)	(710)	(404)	(579)	820	820		
	Non - controlling interest	-	-	-	-	-	-		
	Of the total comprehensive income above, total comprehensive income attributable to:								
	Owners of the Company	9,866	9,939	(5,020)	31,135	20,634	31,670		
	Non - controlling interest	-	-	-	-	-	-		
		9,866	9,939	(5,020)	31,135	20,634	31,670		
12	Paid-up equity share capital (Face Value ₹ 1/-)	2,776	2,776	2,775	2,776	2,775	2,775		
13	Other equity (Refer Note 5)	137,854	137,854	128,678	137,854	128,678	137,854		
14	Earnings / (loss) per equity share (of ₹ 1/- each) (Refer Note 3 & 4)								
	(a) Basic (in ₹)	3.78	3.84	(1.66)	11.42	7.14	11.12		
	(b) Diluted (in ₹)	3.78	3.83	(1.66)	11.41	7.13	11.10		
	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.

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