

Q4 FY'25

INVESTOR PRESENTATION

www.sonata-software.com



Sonata At A Glance

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

38 Years

IT solutions provider

Public Listed

(SONATSOFTW)

\$1B+

Revenue

15.20%

10 years CAGR

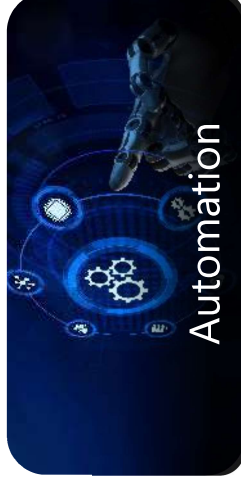
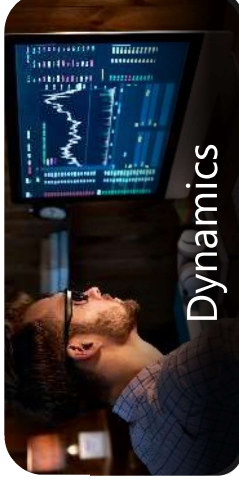
6800+

Engineers across US, EU, Asia & ANZ

15+

Different Nationalities

Delivering Outcome-Modernization Services



Digital transformation using **Platf**

Serving Our Global Clients with Right Talent Mix

(Global & Local Talent)

- Global Delivery Center & Sales Office
- Sales Office

UK & Europe

London
Dublin
Amsterdam
Stockholm
Frankfurt
Poland

Canada

Toronto
Vancouver

USA

Redmond
Atlanta, GA
Fremont, CA
East Brunswick, NJ
Dallas

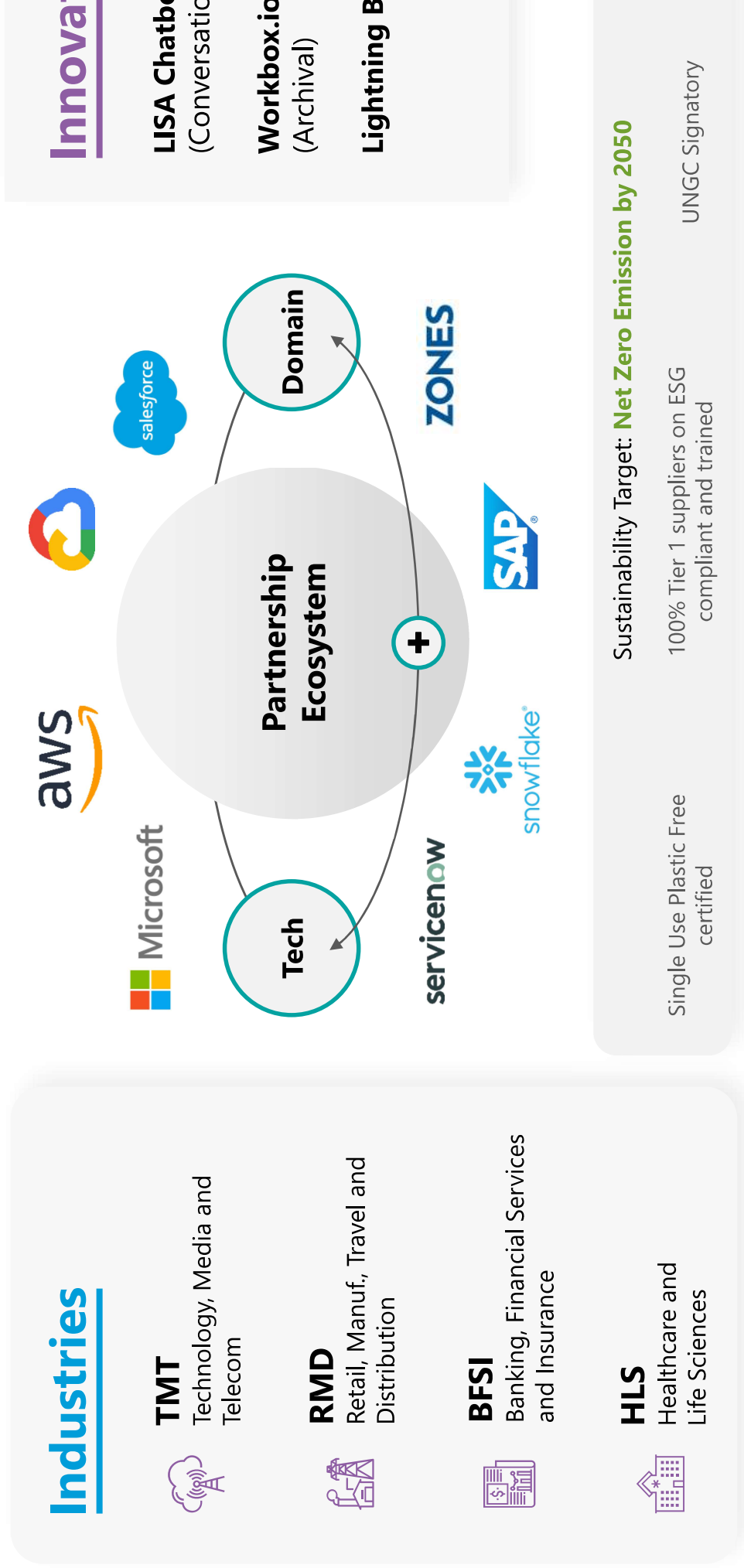
Mexico

Guadalajara

Middle East & Africa

Egypt

Key Verticals, Partners, IPs



Our Performance Vision and aspiration for Sonata

Vision

SCALE – Key Drivers



A

top-quartile growth firm

Enabling client's
modernization
outcomes
and

empowering
Sonatians to succeed.



Harvest

Microsoft sell-to; Dynamics
Sustain SITL momentum
Retail, Manufacturing,
Travel and TMT



Diversification

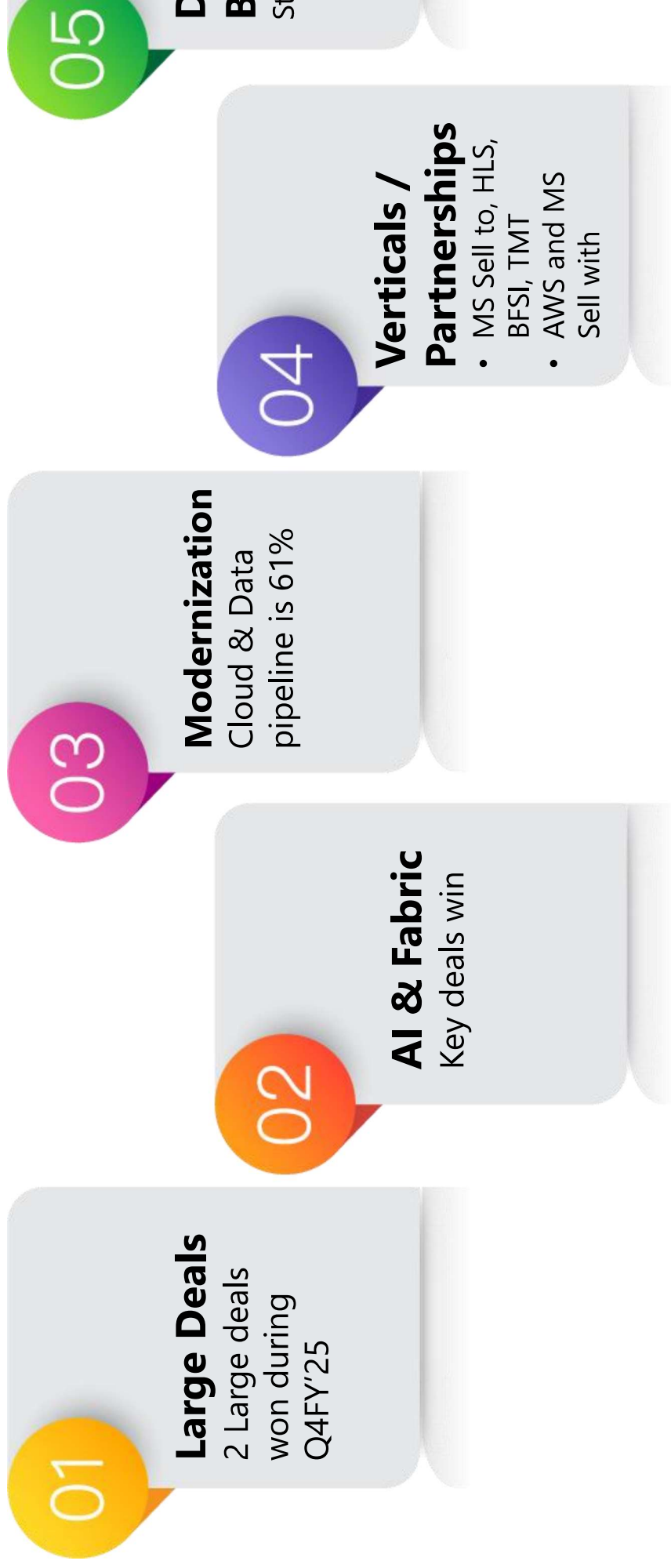
Clients:

**Build multiple
large accounts**

Brand
Global
Multiple

...evolving from Sonata Software to Sonata.AI

What's Working Well for Us...



We Won Two Large Deals in Q4

Large Deals

1 Technology Corporation – US

Technology Outsourcing

2 Multinational Financial Corporation - US

Cloud and Data Transformation

Healthy Large Deals Pipeline

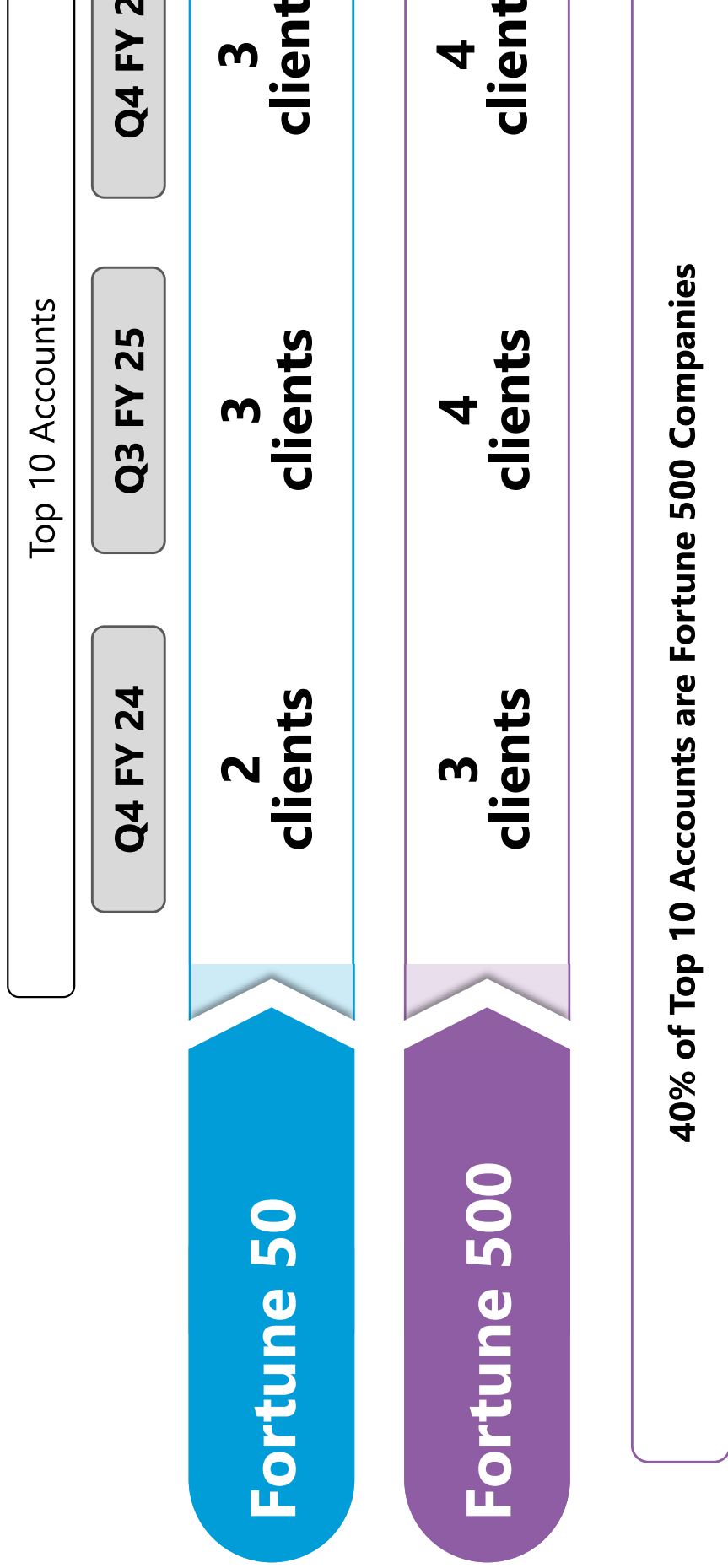
Large Deals Pipeline

45% of Active Pipeline consists of Large Deals

33%

of Large deals in pipeline are Fortune 500

Quality of Growth – Top Client's Movement



Large Deal Win: AI Led Platform Modernization

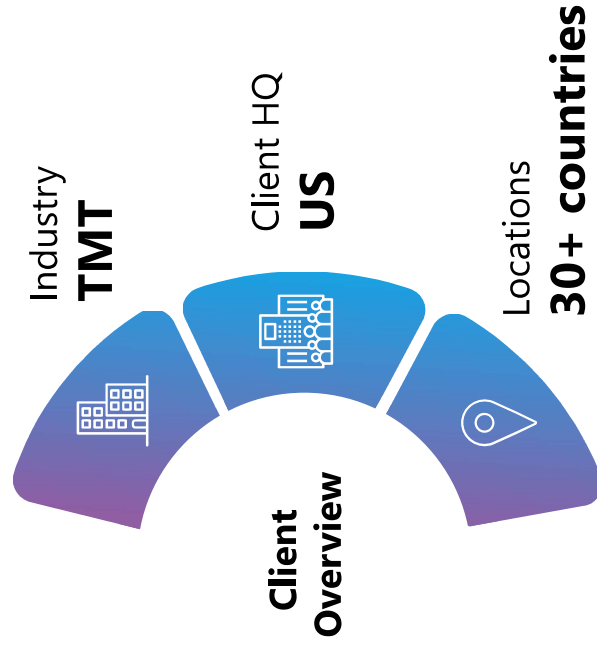
Client Overview

Client is an American Technology, Media and Telecom sector

Areas in Scope

Sonata is the preferred technology provider

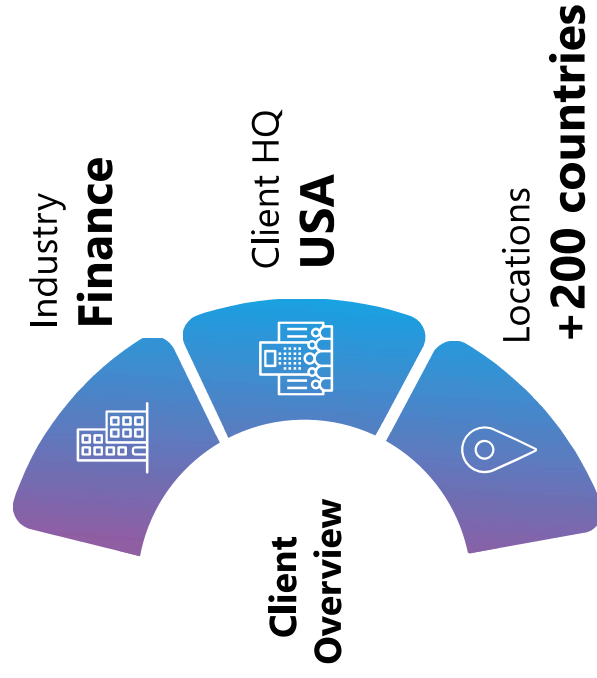
- Platform Engineering
- Data Services & IT Support
- LMS Platform
- Workday HR & Finance
- Salesforce(CRM)
- Cyber Security



Large Deal Win: Data Platform(s) Support and Core Application Development

Client Overview

A Global leader in cross-border money transfers and payments, enabling individuals and businesses to send and receive money worldwide. Client offers services through a network of agents, retail locations, and digital platform.



Areas in Scope

Consolidated Data Platform
Core Applications Development

- Data Platform(s) Support
- Data Platform(s) Optimization
- Core Applications Development
- Data Modernization

Key Bets for The Future....



Microsoft Fabric

\$31 M pipeline created across 70+ customers;

Won key deals

Official Microsoft Fabric Featured Partner



AI & Gen AI

\$34 M Pipeline created across 100+ customers;

Won Key deals



Joint GTM

MS GTM fund

AWS – Rescale Pro

VMWare->Cloud M

Compete dea



Continued focus

Verticalization

Focused GTM

Large Deals

Large accounts

Harmoni.AI

Sonata's Responsible-first AI offering for Enterprise scale

Supersizing growth through AI – Key Executions in progress

UK based Travel company
Modernize travel operations and deliver a unified, AI-powered experience across global customer.

US based Technology company
Transform AI-driven insights, sustainability, and unified operational intelligence to shorten the time taken for new customer onboarding from 2 weeks to less than a day.

02

Harmoni.AI Workbench –
Service Delivery;
Synthetic Data with GAN

Harmoni.AI Album: Biz Process
Harmoni.AI CX: Customer Support

04

Live AI tools
for Corporate Functions

97% of employees trained

01

Launched **IntellQA**

05

06

Supersizing
growth through AI

Sonata achieves t
AWS Generative AI Competency



Microsoft Partner
council member

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
 	  			
 	  	 	 	
 	  		 	

Microsoft-Sonata Partnership: 30+ Years of Jointly Driving Customer Success

Sonata named again in Inner Circle for Microsoft Business Application 2024-25

AI/Gen-AI Industry Partnership	400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East	\$650+ Million Per Annum Revenue To Microsoft
3500+ 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



Microsoft
Solutions Partner
Security



Microsoft
Solutions Partner
Modern Work



Microsoft
Solutions Partner
Data & AI
Azure



INNER CIR
FOR MICROSOFT BUSINESS APPLICATIONS



Microsoft
Solutions Partner
Security



Microsoft

Development of Transformative AI Platform

Client Overview

Industry
Life Science

Locations
Offices in 8 countries and clinical trials in 140 countries

A Global Clinical

The Pressure Points

- Need for developing 100s of AI use cases across 11 product lines
- Siloed and isolated AI/ML initiatives across products
- Duplicated effort and leading sub-optimal cost for product development
- Lack of governance and security threats with usage of LLMs
- Regulatory Compliance Risks

Solutions

- Enterprise AI "Platform-as-a-Service":
 - Unified AI governance across products
 - Secure, compliant AI controls
 - Pre-built, reusable AI components
 - Standardized development workflows

Results

- Faster time to market for innovative products
- Build on existing AI capabilities
- Accelerated product development
- Responsiveness helped in regulatory approvals
- Infrastructure cost savings of 40%
- Competitive advantage in regulated markets

End to End D365 CE Implementation with Co-pilot enabled CRM Solution

Client Overview		Industry Retail	Locations 36 countries globally	An Inc global
The Pressure Points		• Sub-optimal performance in sales conversions • Lot of manual processes with operational inefficiencies • Higher cost of customer support operations • Longer turn around time for resolving cases. • Inconsistency in quality of responses, support and ability for multi-lingual support with existing team		
Solutions		• End-to-end implementation of D365 Customer Engagement for the leading ultra luxury retail brand • Real-time integration of PoS – FnO – CRM leveraging Dual Write solution • Imported 40K customers, 70K sales orders, 120K products data into CRM • Leveraged D365 Gen AI Co-pilot in CRM for customer service for three major brands.		
Results		• Improved enhanced productivity • Help in increase to 75% • Overall savings by 30% y • Automated processes enabled reduction • Enhanced • Sonata is choice for program		

Modernizing and transforming the Bank's Data Ecosystem for Faster, Smarter, and more Secure Decision-Making across the Enterprise

Client
Overview

Industry
Banking and
Financial Services

Location(HQ)
15+ States in United States
of America

A leading U.S. financial company providing wealth management solutions

The Pressure Points

- **Legacy System Integration:** Complex, fragmented data systems, requiring harmonization across multiple core platforms.
- **Data Silos:** Business units operate with isolated data sources, limiting enterprise-wide visibility and consistency in reporting and analytics.
- **Inconsistent Data Quality:** Variations in data standards and governance across platforms - duplication, inaccuracies, and lack of trust in insights.
- **Limited Real-Time Access:** Traditional batch-processing systems delay access to real-time data, hindering rapid decision-making and dynamic customer engagement.

Solutions

- **Enterprise Data Platform Modernization:** Migrate legacy systems to a unified, cloud-based data platform (e.g., Snowflake) to consolidate data silos, enable scalability, and support real-time access.
- **Robust Data Governance Framework:** Establish centralized data governance with clearly defined ownership, standardized data definitions.
- **Advanced DataOps and Real-Time Pipelines:** Adopt DataOps practices and real-time data integration tools to automate pipelines, accelerate delivery, and support compliance with evolving regulations.

Results

- Ensuring compliance with new regulations (e.g., GDPR, CCPA). Integrated a comprehensive cataloging tool to enhance data governance.
- Developed a new data platform using Talend to streamline efficient data movement.
- Migrated from legacy systems to a modern **Platform** (Snowflake), enhancing scalability and security.
- Adopted **Medallion Architecture** (Bronze, Silver, Gold) to enhance data ingestion and analytics.
- Enabled **Real-time processing** of data for faster insights and decision-making.

Key Recognition



People – Strength of Sonata





**The Modernization
Engineering Company**

FINANCIAL HIGHLIGHTS

Financial Snapshot: International Services Revenue in USD

grew 3.7%(3.9% CC)YoY; Domestic GC grew 14.8% YoY

P&L	Consolidated			International Services			Domestic	
	FY'25	FY'24	YoY	FY'25	FY'24	YoY	FY'25	
Revenue in \$mn.	1201.4	1040.5	15.5%	335.5	323.6	3.7%	868.7	
Revenue in INR crs.	10157.2	8613.1	17.9%	2829.7	2679.6	5.6%	7340.6	
GC - Products	-	-	-	-	-	-	299.1	
EBITDA before fx & OI	689.3	727.5	-5.2%	480.5	563.3	-14.7%	208.6	
EBITDA before fx & OI %	6.7%	8.3%	-1.6%	17.0%	21.0%	-4.0%	2.8%	
PAT before exceptional items	424.7	483.2	-12.1%	246.6	319.8	-22.9%	178.1	
PAT % before exceptional items	4.2%	5.5%	-1.3%	8.6%	11.7%	-2.7%	2.4%	
PAT post exceptional items	424.7	308.5	37.6%	246.6	145.1	69.9%	178.1	
PAT % post exceptional items	4.2%	3.5%	0.6%	8.6%	5.3%	3.3%	2.4%	
Effective Tax Rate	26.0%	26.1%	-	26.3%	23.3%	-	25.6%	
EPS Per Share	15.30	11.12	37.6%					
OCF to EBITDA	93.3%	33.0%	-					

Financial Snapshot: International Services Revenue in USD

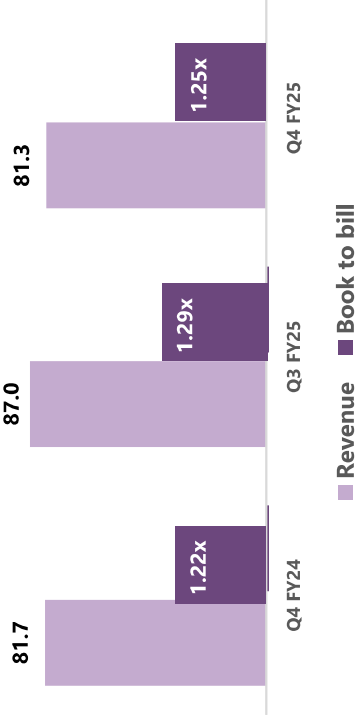
de-grew 6.6% QoQ; Domestic GC de-grew 4.3% QoQ

P&L	Consolidated				International Services				Domestic	
	Q4'25	Q3'25	QoQ		Q4'25	Q3'25	QoQ		Q4'25	QoQ
Revenue in \$mn.	302.2	336.8	-10.3%		81.3	87.0	-6.6%		221.5	2
Revenue in INR crs.	2617.2	2842.8	-7.9%		702.3	731.7	-4.0%		1918.2	2
GC - Products	-	-	-		-	-	-		78.4	
EBITDA before fx & OI	172.7	163.6	5.8%		115.7	107.1	8.0%		56.5	
EBITDA before fx & OI %	6.6%	5.8%	0.8%		16.5%	14.6%	1.9%		2.9%	
PAT before exceptional items	107.5	105.0	2.4%		62.3	56.9	9.5%		45.2	
PAT % before exceptional items	4.1%	3.7%	0.4%		8.8%	7.7%	1.1%		2.3%	
PAT post exceptional items	107.5	105.0	2.4%		62.3	56.9	9.5%		45.2	
PAT % post exceptional items	4.1%	3.7%	0.4%		8.8%	7.7%	1.1%		2.3%	
Effective Tax Rate	28.7%	23.3%	-		30.9%	21.1%	-		25.4%	
Revenue Mix onsite offshore	-	-	-		51:49	56:44	-			
EPS Per Share	3.87	3.78	2.4%							
Cash and equivalents	707.0	672.0	-							

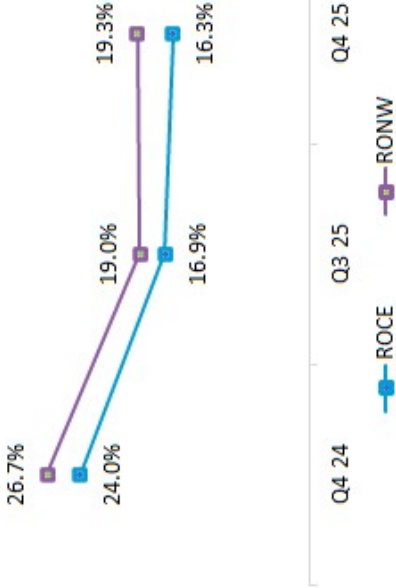
Financial Performance of International Services – Q4FY25

Revenue in \$ Mn

Reported Currency ↓ 6.6% QoQ ↓ 0.5% YoY
 Constant Currency ↓ 7.2% QoQ ↓ 0.3% YoY



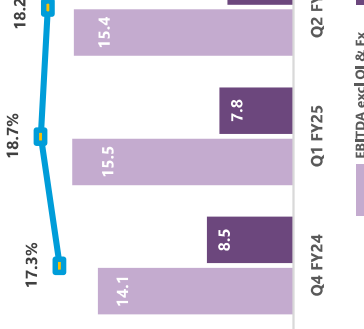
Return on Capital



PAT

↑ 9.5% Q

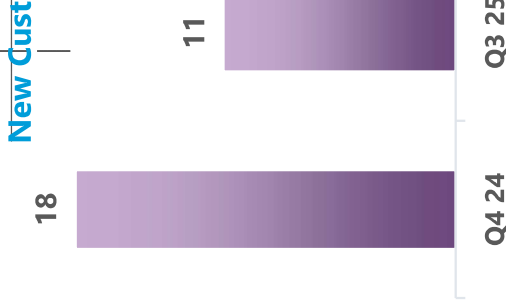
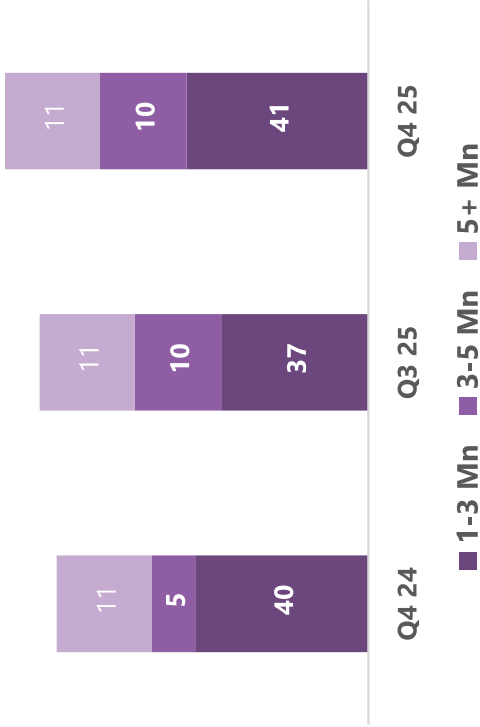
EBITDA & T



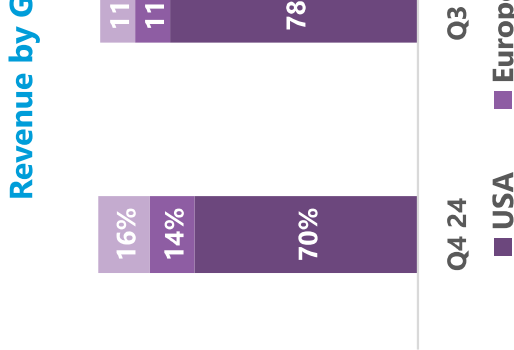
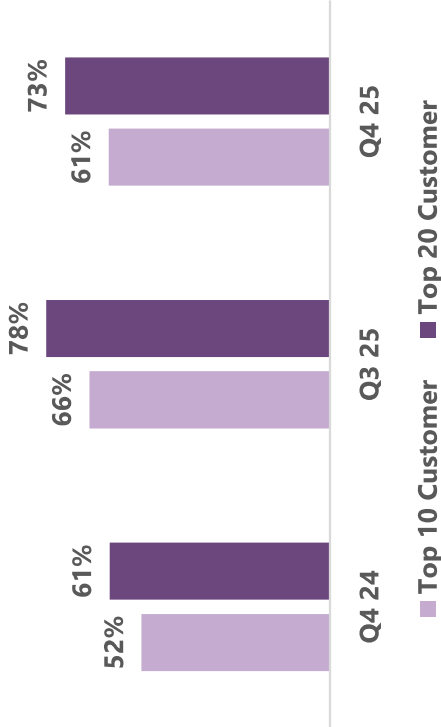
DSO calculation in line with indus

International Services: Revenue Insights

Client Metrics

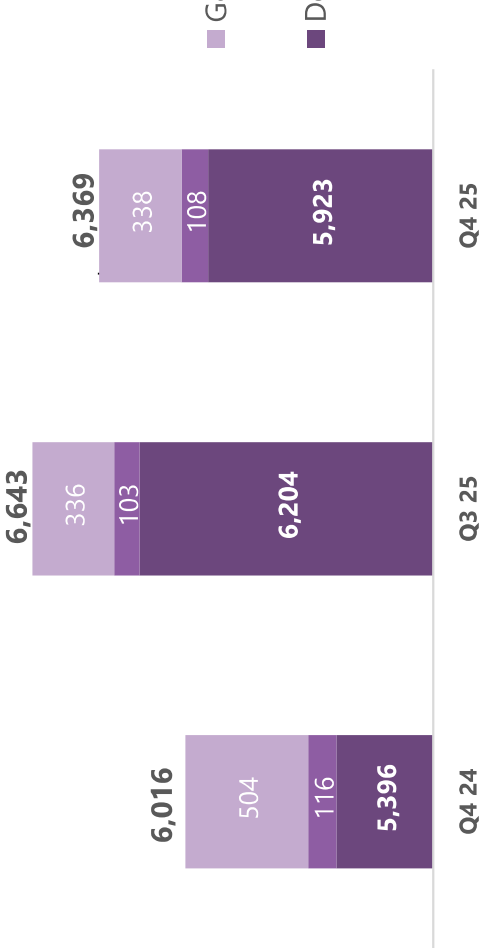


Client Contribution to Revenue

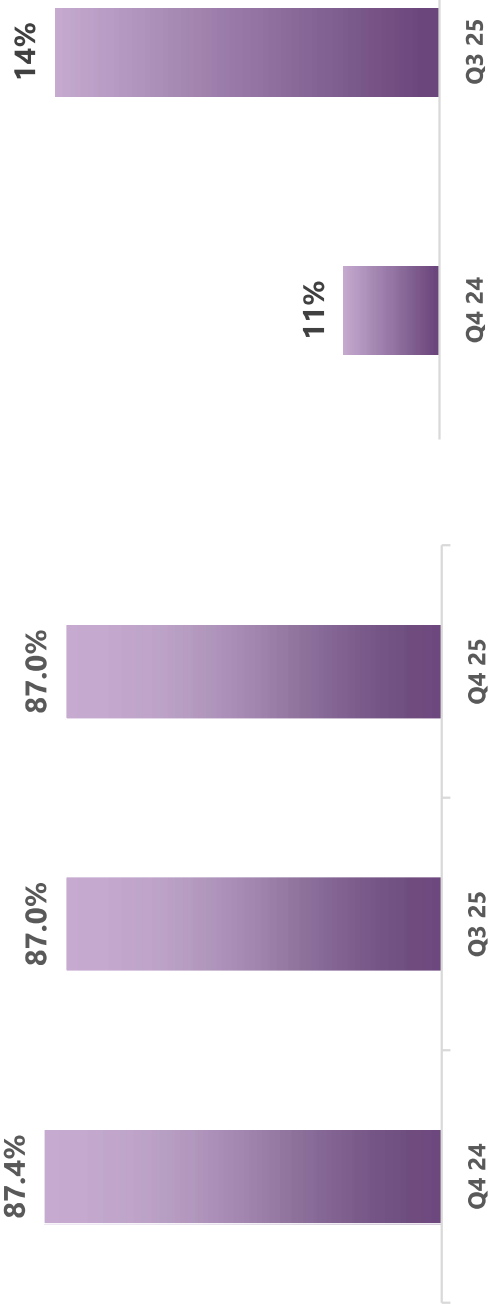


International Services: Operating Parameters

Headcount by Function



Utilization

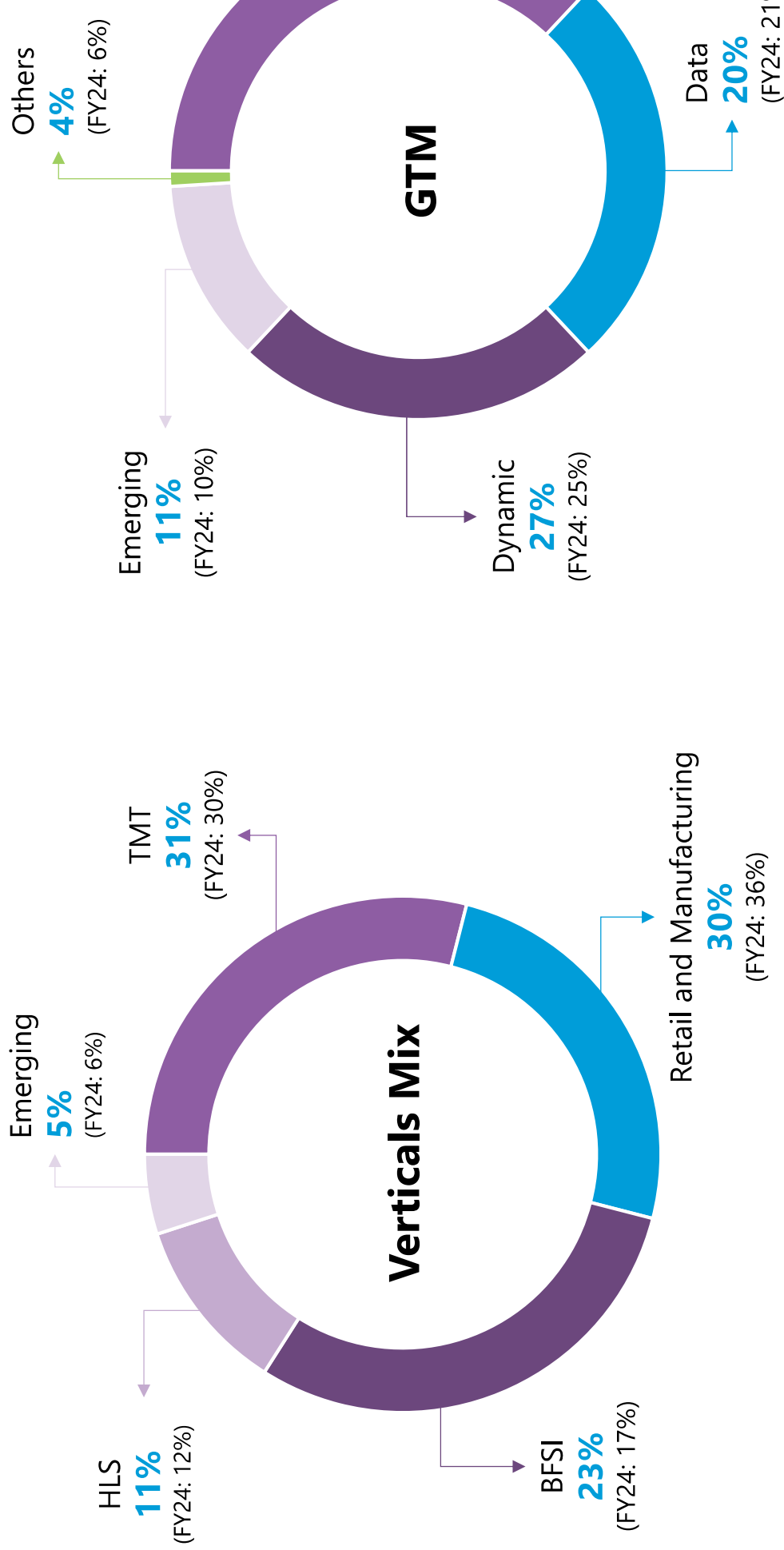


Attrition%

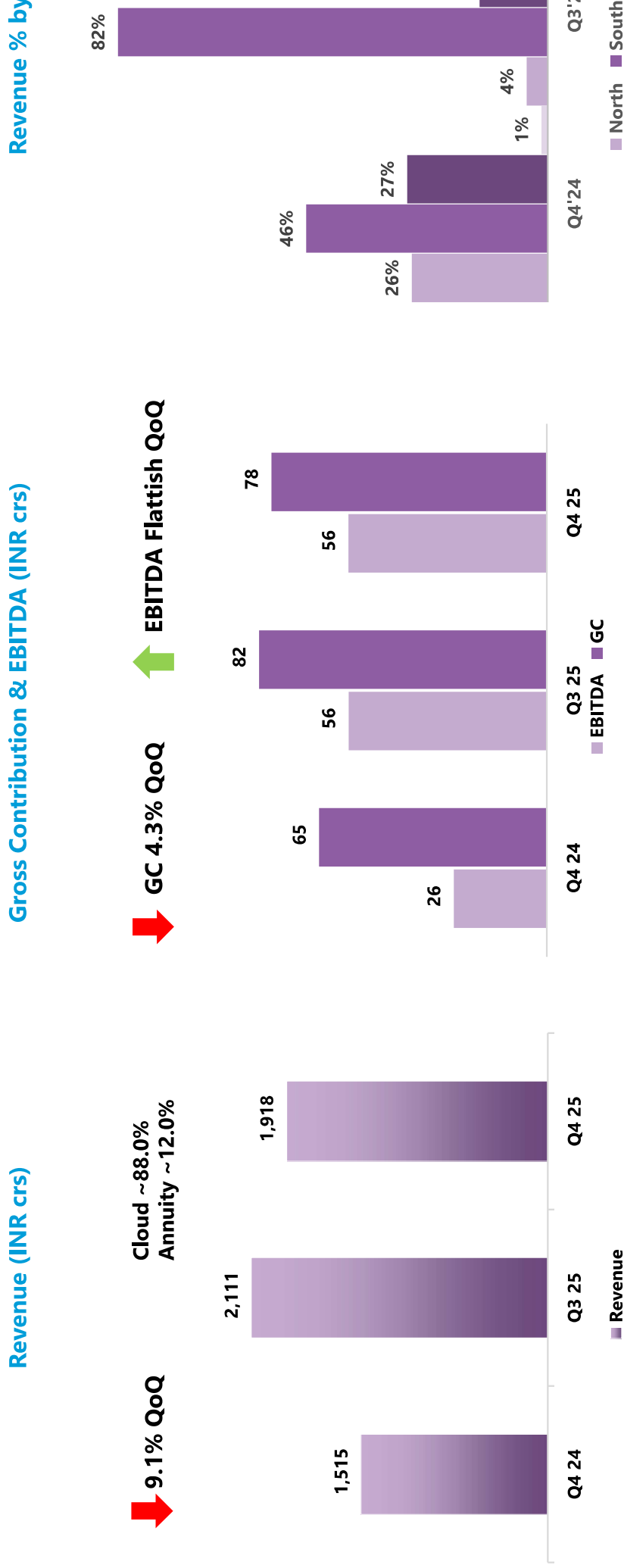


*As of Q4 2025, total consolidated headcount stands at 6,810.

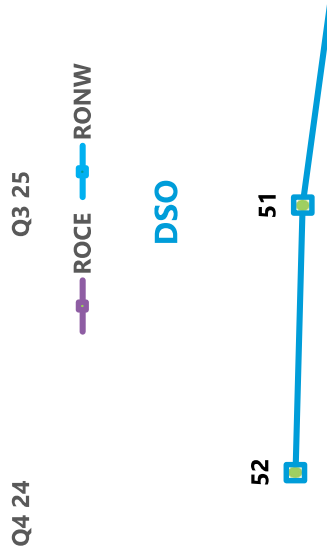
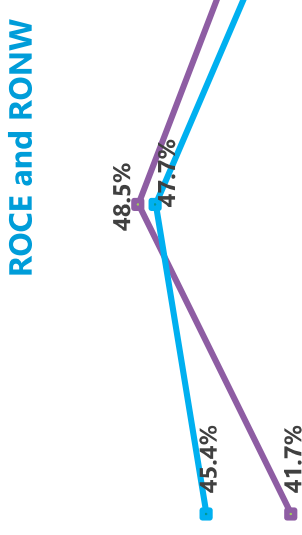
International Services: FY25 Revenue Composition



Financial Performance of Domestic Business – Q4 FY25



Domestic Business: Delivering consistently strong growth with Industry leading ROCE



DSO calculation in line with industry practice.



**The Modernization
Engineering Company**

Annexure

Details of Finance Cost, Depreciation and Other Income

Break up - Finance Cost				INR Crs.	
Particulars	Q4'25	Q3'25	Q4'24		
Interest on Acquisition loan	7.3	8.8	8.4		
Unwinding Interest on deferred consideration	-	3.9	10.1		
Other Finance Cost	1.2	1.5	1.3		
International Services-Total	8.5	14.2	19.8		
Domestic Business-Total	1.6	1.8	1.8		
Total	10.1	16.0	21.6		

- **Amortisation of Intangible Assets** reflects the completion of amortisation for one of the Quant acquired intangible assets.

Break up of Depreciation in P&L			
Particulars	Q4'25	Q3'25	Q4'24
Depreciation of Fixed Assets and right of use assets	10.4	11.4	11.7
Amortisation of Intangibles	11.8	20.1	21.2
Amortisation of Intangibles - Quant	9.7	17.5	17.0
Earlier acquisitions (Encore, GBW, Sopris & Scalable)	2.1	2.6	4.2
International Services -Total	22.2	31.5	32.9
Domestic Business-Total	0.8	0.8	0.8
Total	23.0	32.3	33.7

Other Income & Fx			
Particulars	Q4'25	Q3'25	Q4'24
International services	6.1	11.7	25.5
Domestic Business	6.5	10.9	29.7
Total	12.6	22.6	55.2

THANK YOU

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



www.sonata-software.com



WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**