

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 Q4'25.

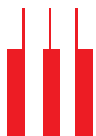
Speaking on the quarterly results, Mr. Samir Dhir, MD & CEO of the Company said, "In Q4, we delivered a QoQ 1.9% improvement in EBITDA. Over FY'25, we secured 11 large deals, including two in the fourth quarter. Our Healthcare and BFSI verticals have grown significantly, scaling from 13% to 35% of our business over the past three years—reflecting the success of our diversification strategy. We remain confident in Sonata's long-term vision and growth trajectory, as clients increasingly embrace modernization to gain competitive advantage."

Speaking on the results, Mr. Sujit Mohanty, MD & CEO of Sonata Information Technology Limited said, "This quarter, we made steady progress by renewing several key client contracts—many at enhanced values—despite sectoral headwinds. Our continued focus on cloud-led transformation drove improved year-on-year gross contribution and helped us onboard new customers."

With Best Wishes,

Samir Dhir
Managing Director & CEO
DIN- 03021413

Jagannathan C N
Chief Financial Officer



Quarterly and Annual Report to Shareholders.

Performance Highlights for FY'25 & Q4'25:

- **International IT Services:**

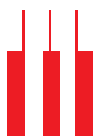
- Revenue for FY'25 was ₹2,829.7 crores, reflecting a YoY growth of 5.6%, Q4'25 stood at ₹702.3 crores, showing a decline of 4.0% QoQ.
- In USD terms, revenue for FY'25 was \$335.5 million, up 3.7% YoY, Q4'25 stood at \$81.3 million, showing a QoQ decline of 6.6%.
- EBITDA (before other income and forex) for FY'25 was ₹480.5 crores, a decline of 14.7% compared to the previous year, Q4'25 stood at ₹115.7 crores, increase by 8% QoQ.
- PAT after exceptional items for FY'25 was ₹246.6 crores, increase by 69.9% YoY (FY'24 ₹145.1 crores).
- Q4'25 PAT stood at ₹62.3 crores, increase by 9.5% QoQ
- DSO improved to 61 days in Q4'25, compared to 64 days in Q3'25. (DSO revised based on the industry practices, using TTM revenue and the current debtor balances.)
- 14 new customers were added during the quarter.

- **Domestic Products & Services:**

- Revenue for FY'25 stood at ₹7,340.6 crores, reflecting a YoY growth of 23.4%. Q4'25 revenue stood at ₹1,918.2 crores, showing a decline of 9.1% QoQ.
- Gross contribution for FY'25 was ₹299.1 crores, increase by 14.8% YoY. For Q4'25, gross contribution stood at ₹78.4 crores, a decline of 4.3% QoQ.
- EBITDA (before other income and forex) for FY'25 was ₹208.6 crores, QoQ a YoY growth of 26.8%. Q4'25 EBITDA stood at ₹56.5 crores, showing increase by 0.1% QoQ.
- PAT for FY'25 stood at ₹178.1 crores, increased by 9.0% YoY, for Q4'25 stood at ₹45.2 crores, a decline of 6.0% QoQ.
- DSO improved to 46 days in Q4'25, compared to 51 days in Q3'25.
- ROCE stood at 43.2% in Q4'25, compared to 48.5% in Q3'25.
- RONW stood at 41.8% in Q4'25, compared to 47.7% in Q3'25.

- **Consolidated:**

- Revenue for FY'25 stood at ₹10,157.2 crores, reflecting a YoY growth of 17.9%, Q4'25 revenue stood at ₹2,617.2 crores, showing a QoQ decline of 7.9%.
- EBITDA for FY'25 was ₹689.3 crores, YoY decline of 5.2%, Q4'25 EBITDA stood at ₹172.5 crores, showing increase of 5.8% QoQ.
- PAT after exceptional items for FY'25 stood at ₹424.7 crores (FY'24 ₹308.5 crores), showing a YoY growth of 37.6%.
- Q4'25 PAT stood at ₹107.5 crores, increase by 2.4% QoQ.
- Cash and cash equivalents (net) stood at ₹ 262 Crores in Q4'25(Q3'25 ₹ 176 Crores) against Q4'24 ₹ 441.3 Crores.
- ~ 6800+ Sonatians as of March 31, 2025.



Key Financial Metrics & Ratios

International IT Services

(₹ Crore)	Q4 FY2025	Q3 FY2025	Q4 FY2024	Q-o-Q	Y-o-Y
Revenue	702.3	731.7	679.0	(4.0%)	3.4%
EBITDA*	115.7	107.1	117.6	8.0%	(1.7%)
Net Profit	62.3	56.9	70.3	9.5%	(11.3%)

Key Ratios	Q4 FY2025	Q3 FY2025	Q4 FY2024
Effective Tax Rate (%)	30.9%	21.1%	21.8%
Net Profit Margin^ (%)	8.8%	7.7%	10.0%
DSO (Days)	61	64	57

Domestic- Products & Services

(₹ Crore)	Q4 FY2025	Q3 FY2025	Q4 FY2024	Q-o-Q	Y-o-Y
Revenue	1918.2	2111.1	1514.7	(9.1%)	26.6%
EBITDA	56.5	56.4	26.5	0.1%	113.2%
Net Profit	45.2	48.1	40.1	(6.0%)	12.7%

Key Ratios	Q4 FY2025	Q3 FY2025	Q3 FY2024
Effective Tax Rate (%)	25.4%	25.8%	25.3%
Net Profit Margin (%)	2.3%	2.3%	2.6%
DSO (Days)	46	51	52

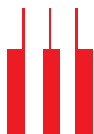
Consolidated

(₹ Crore)	Q4 FY2025	Q3 FY2025	Q4 FY2024	Q-o-Q	Y-o-Y
Revenue	2617.2	2842.8	2191.6	(7.9%)	19.4%
EBITDA	172.7	163.6	144.1	5.6%	19.9%
Net Profit	107.5	105.0	110.4	2.4%	(2.6%)
Diluted EPS* (Rs.)	3.87	3.78	3.97	-	-

*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 audited consolidated financial results for the quarter and year ended March 31, 2025					₹ in lakhs, except per share data
Sl No.	Particulars	Quarter ended			Year ended		
		March 31, 2025 (Refer Note 5)	December 31, 2024 (Unaudited)	March 31, 2024 (Refer Note 5)	March 31, 2025 (Audited)	March 31, 2024 (Audited)	
1	Revenue from operations	261,720	284,279	219,161	1,015,725	861,306	
2	Other income	1,121	2,149	5,470	7,115	12,555	
3	Total income (1 + 2)	262,841	286,428	224,631	1,022,840	873,861	
4	Expenses						
(a)	Purchase of stock-in-trade (traded goods)	188,958	201,522	147,846	703,106	588,887	
(b)	Changes in inventories of stock-in-trade	(2,636)	3,710	846	5,076	(6,518)	
(c)	Employee benefits expense	41,937	40,428	33,116	159,767	133,456	
(d)	Finance costs	1,009	3,597	2,157	6,525	8,501	
(e)	Depreciation and amortization expense	2,303	3,327	3,367	12,149	19,193	
(f)	Other expenses	16,195	24,262	22,941	78,851	79,138	
	Total expenses	249,766	272,746	210,273	965,474	810,257	
5	Profit before exceptional item and tax (3 - 4)	15,075	13,682	14,358	57,366	63,604	
6	Exceptional item						
	Changes in fair value of contingent consideration payable (Refer Note 9)	-	-	-	-	17,466	
7	Profit before tax (5 - 6)	15,075	13,682	14,358	57,366	46,138	
8	Tax expense						
(1)	Current tax	3,727	4,253	3,899	17,285	19,234	
(2)	Deferred tax	595	(1,072)	(577)	(2,386)	(3,945)	
	Total tax expense	4,322	3,181	3,322	14,899	15,289	
9	Profit for the period (7 - 8)	10,753	10,501	11,036	42,467	30,850	
10	Other comprehensive Income						
1	Items that will not be reclassified to profit/(loss)						
(a)	Remeasurement of the defined benefit plans	(174)	(474)	(14)	(56)	256	
(b)	Equity instruments through other comprehensive income	(649)	(15)	-	(988)	-	
(c)	Income tax relating to items that will not be reclassified to profit/(loss)	44	119	3	14	(65)	
2	Items that will be reclassified to profit or (loss)						
(a)	Exchange differences in translating the financial statements of foreign operations	77	(202)	(308)	488	171	
(b)	The effective portion of gains/(losses) on hedging instruments in a cash flow hedge	527	(152)	322	(389)	609	
(c)	Income tax relating to items that will be reclassified to profit/(loss)	(152)	89	(25)	(25)	(211)	
	Total	(327)	(635)	(3)	(906)	820	
11	Total comprehensive income for the period (9 + 10)	10,426	9,866	11,036	41,561	31,670	
	Of the total comprehensive income above, profit for the period attributable to:						
	Owners of the Company	10,753	10,501	11,036	42,467	30,850	
	Non - controlling interest	-	-	-	-	-	
	Of the total comprehensive income above, other comprehensive income for the period attributable to:						
	Owners of the Company	(327)	(635)	-	(906)	820	
	Non - controlling interest	-	-	-	-	-	
	Of the total comprehensive income above, total comprehensive income attributable to:						
	Owners of the Company	10,426	9,866	11,036	41,561	31,670	
	Non - controlling interest	-	-	-	-	-	
12	Paid-up equity share capital (Face Value ₹ 1/-)	2,776	2,776	2,775	2,776	2,775	
13	Other equity (Refer Note 6)	167,818	137,854	137,854	167,818	137,854	
14	Earnings / (loss) per equity share (of ₹ 1/- each) (Refer Note 4)						
(a)	Basic (in ₹)	3.87	3.78	3.97	15.30	11.12	
(b)	Diluted (in ₹)	3.87	3.78	3.97	15.28	11.10	
	See accompanying notes to the consolidated financial results						

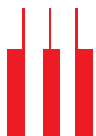
Note: This report is for information purposes. Green Initiative is an effort of the Government of India which aims at reducing paper consumption thereby contributing to a greener environment. In harmony with that we are circulating this over email to shareholders who have updated their e-mail addresses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

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