

Q4 FY'26

INVESTOR PRESENTATION

www.sonata-software.com

WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**



Sonata: A modernization engineering firm...

Transform Enterprises

From:
80-20
Run-Change

To:
80-20
Change-Run



Delivering Value
Speed, Efficiency, and Growth

Decision Makers

Mid-caps:
Business Heads /
CXO's to transform
their firm

Large caps:
CIO looking for
AGILE partners

Key Verticals, Partners, IPs

Industries



TMT

Technology, Media and Telecom



RMD

Retail, Manuf., Travel and Distribution



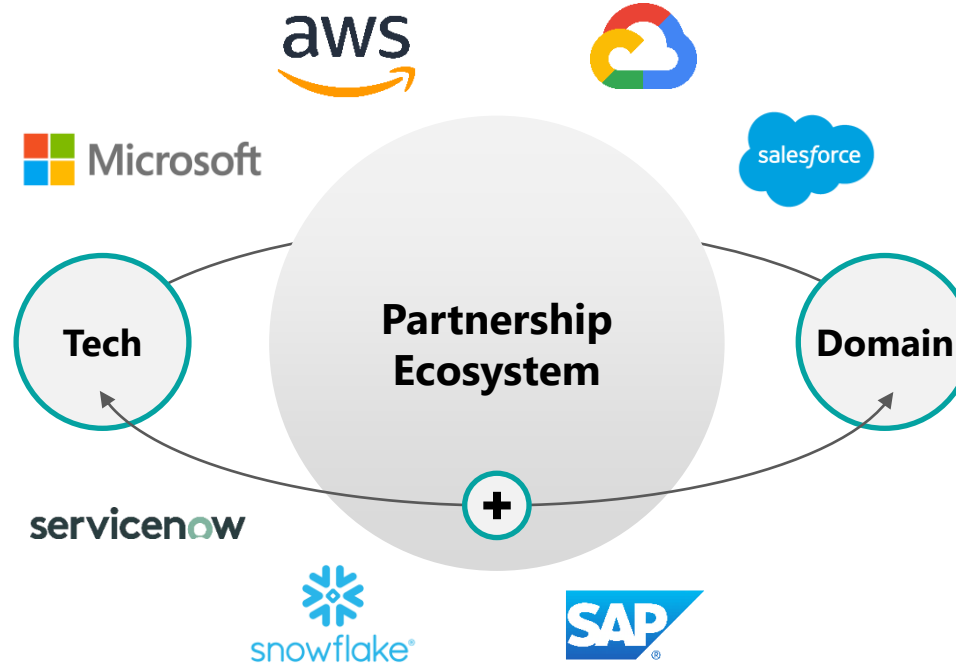
BFSI

Banking, Financial Services and Insurance



HLS

Healthcare and Life Sciences



Innovation: IPs

AgentBridge

Harmoni.AI

Workbox.io

Lightning Build

Sustainability Target: **Net Zero Emission by 2050**

Single Use Plastic Free certified

100% Tier 1 suppliers are ESG compliant and trained

UNGC Signatory

Our four strategic pillars

01

AI & Modernization

AI Win - \$16.9M
AI led Pipeline - \$280M
Cloud & Data pipeline is 43%

02

Large Deals

2 Large deals won during Q4FY'26

03

Verticals / Partnerships

- MS Sell to, HLS, BFSI, TMT
- AWS and MS Sell with
- Talent

04

Domestic Business

Steady GC growth – 11.0% CAGR over 5 yrs

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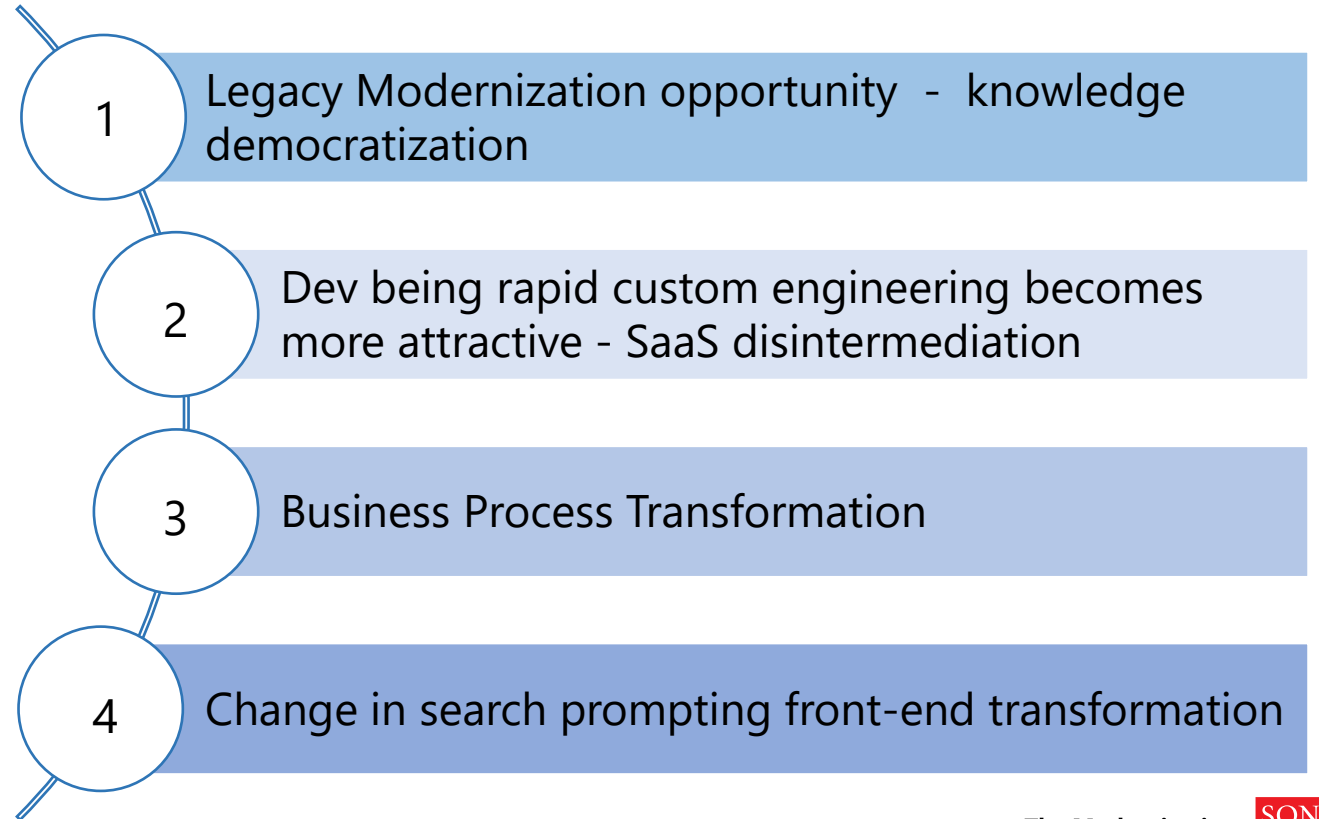
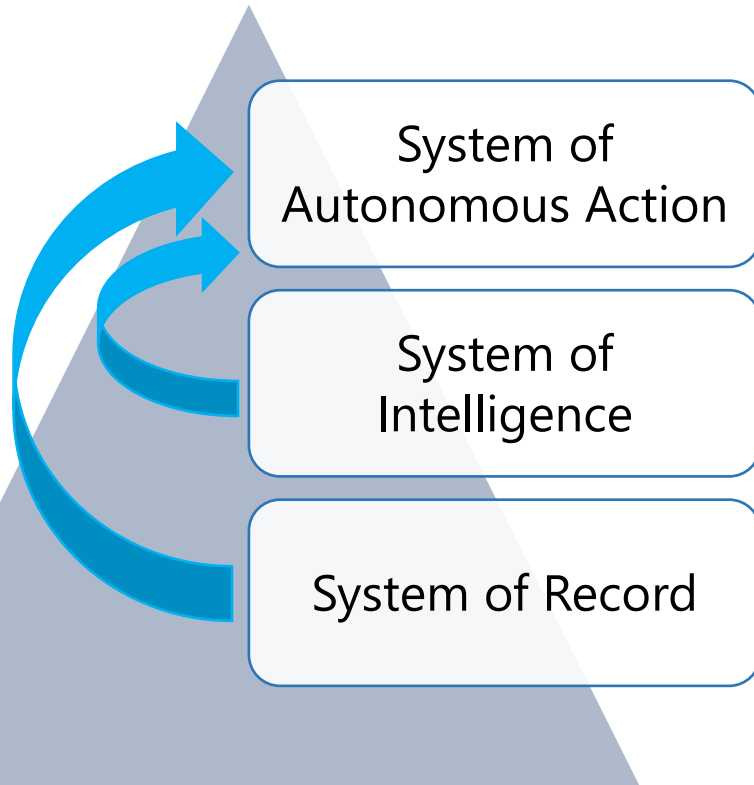
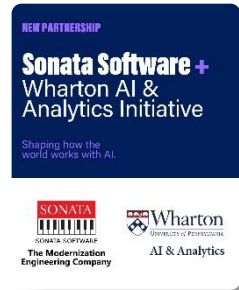
Steady GC growth – 18.0% CAGR over 5 yrs

AI context : POV

POV:

The need to adapt and evolve, will get faster than ever before; and the enterprise agility will be key need, hence demand outweighs efficiency in the mid-term. Human + AI will enable organizations agility to be the Frontier Organization.

Sonata will drive enterprise velocity for our clients



Sonata Modernization - Transformation

Frontier Front Office enabled by Brick and Agent frame work

Go To Market – approach

Biz Led Modernization

- AI Led Business Process Transformation
- AI Led Industry Solutions (Claims, Inventory AI, Fraud)

Tech Led Modernization

- Legacy Modernization
- Platform Creation
- SAAS surround

Continuous Modernization

- AI Enabled End to End Software Service Delivery
- Platformized Delivery

For AI Services

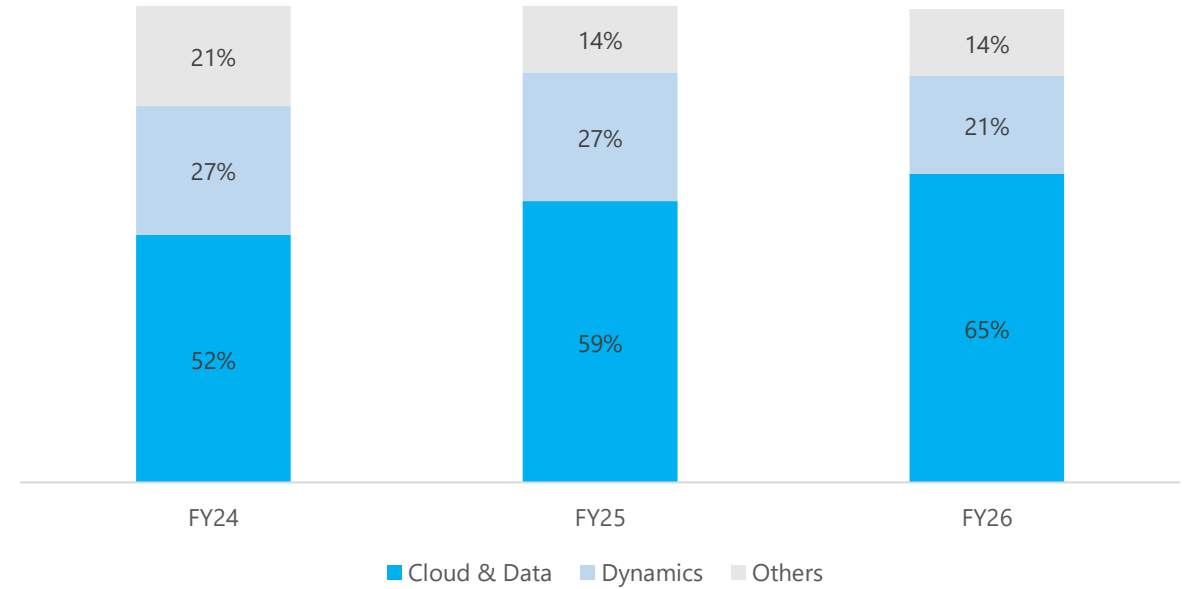
RAI, Agentic Platform

Ecosystem

Modernization Success...

Our big bets on Cloud & Data has scaled...

We increased Cloud & Data as a percentage of revenue from **52%→65%** in FY 26



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We Won Two Large Deals in Q4 – Healthy Large Deal Pipeline

Large Deals

- 1 **Fintech & Payments – US**
Platform & Data Modernization
- 2 **PE Company– US**
Modern Engineering

Large Deals Pipeline

43% of Active Pipeline consists of Large Deals

37% of Large deals pipeline are with **Fortune 500 clients**

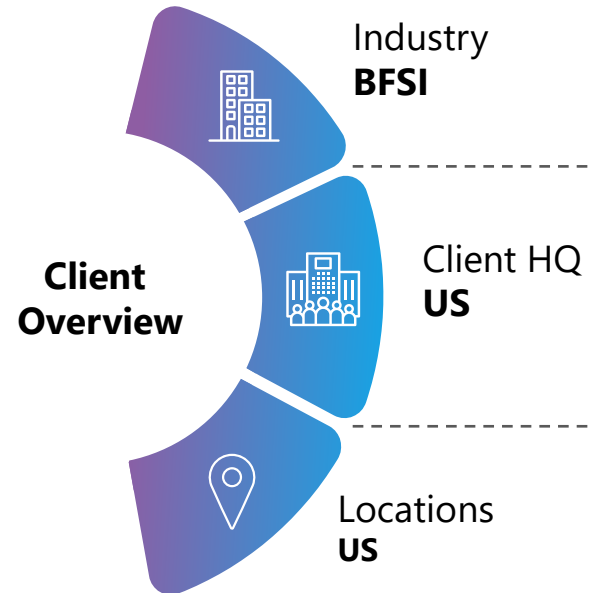
Large Deals in the pipeline

RMD	TMT	BFSI	HLS
6	2	1	2

Large Deal Win: AI led Platform Modernization

Client Overview

A major global financial technology (fintech) and payments company. It is one of the most influential firms powering banking, payments, and commerce infrastructure worldwide. The company provides technology solutions that support banks, credit unions, merchants, and large enterprises across critical areas of financial services.



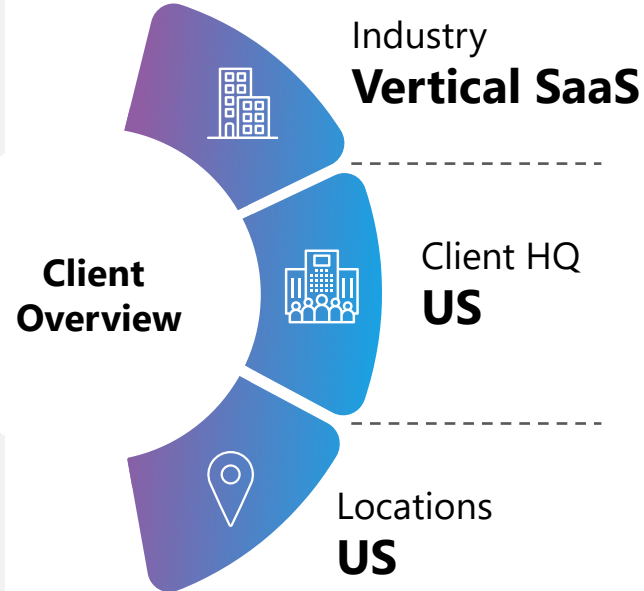
Areas in Scope

- Modernization of the core banking platform
- AI led Platform modernization to unify user experience, eliminate UI-embedded business logic, and accelerate feature delivery across Teller, Front Office, and Back Office.
- Enable better institutional customer experience and faster outcomes for client

Large Deal Win: Modern Engineering & Cloud Modernization

Client Overview

The Client is a software holding company backed by a PE Firm, focused on acquiring and scaling founder-owned vertical B2B SaaS companies. It provides long-term operational, go-to-market, financial, and strategic support to help acquired software businesses grow without losing product focus or company culture.



Areas in Scope

- Extended engineering team with a new capability center in India.
- Multi-year managed services and cloud support contracts across geographies.
- Strategic licensing and infrastructure engagements alongside network operations initiatives.
- New office launch reinforcing growth and delivery capacity.

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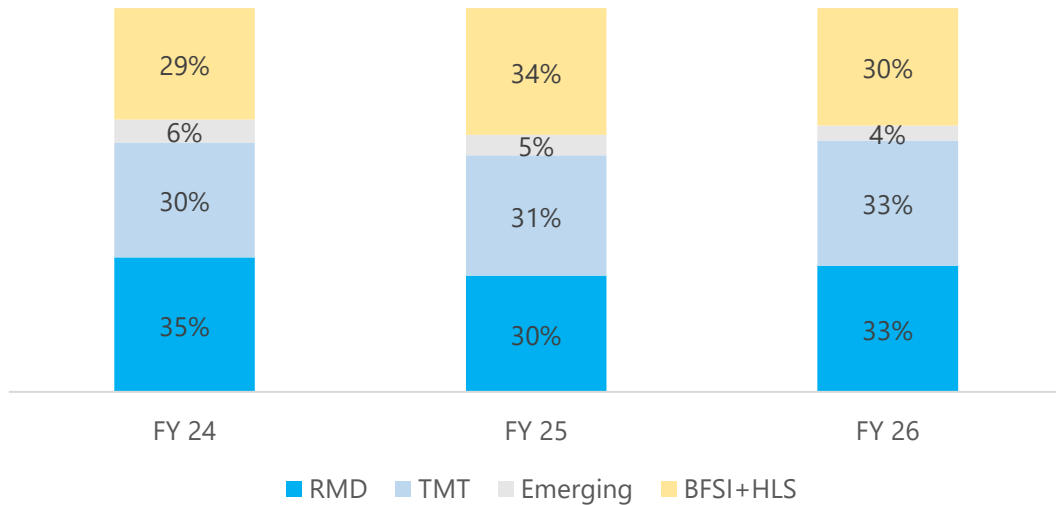
Domestic Business

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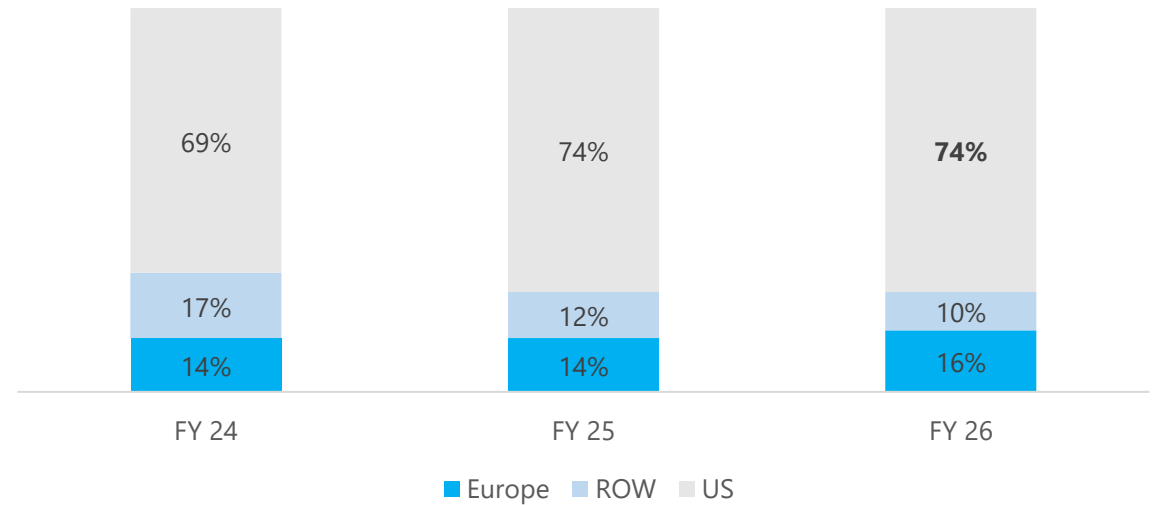
Verticals & Geos Scale up ...

BFSI and HLS continue to be stable; US scales steadily

Vertical Split



Geo Split



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

Sonata named again in Inner Circle for Microsoft Business Application 2025-26

<p>AI/Gen-AI Industry Partnership</p>	<p>400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East</p>	<p>\$650+ Million Per Annum Revenue To Microsoft</p>
<p>3500+ Team On Microsoft Technologies</p>	<p>Microsoft Cloud Solution Partner - Azure Expert MSP Competencies. 10 Advanced Specialization in Dynamics 365, Data Analytics, Teams, CAF, M365, Azure, Copilot</p>	<p>Joint Execution Microsoft Fasttrack, Global Delivery, Microsoft Consulting Services</p>
<p>Catalyst Led Sales Process Industry Point Of View, Business Value Assessment, Envisioning Workshops, Design Thinking</p>	<p>Industry Clouds Go To Market Healthcare, Retail, Sustainability, Manufacturing</p>	<p>Industry Digital Transformation Retail, CPG, Manufacturing, Telecom, Healthcare, Hi-tech, BFSI</p>

Partner for RPA Migration 100

Partner for Microsoft Fabric

	<p>Cybersecurity Investment Partner (CSI)</p>
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Microsoft Fabric
Featured Partner



25 | 26
INNER CIRCLE
FOR MICROSOFT AI BUSINESS SOLUTIONS

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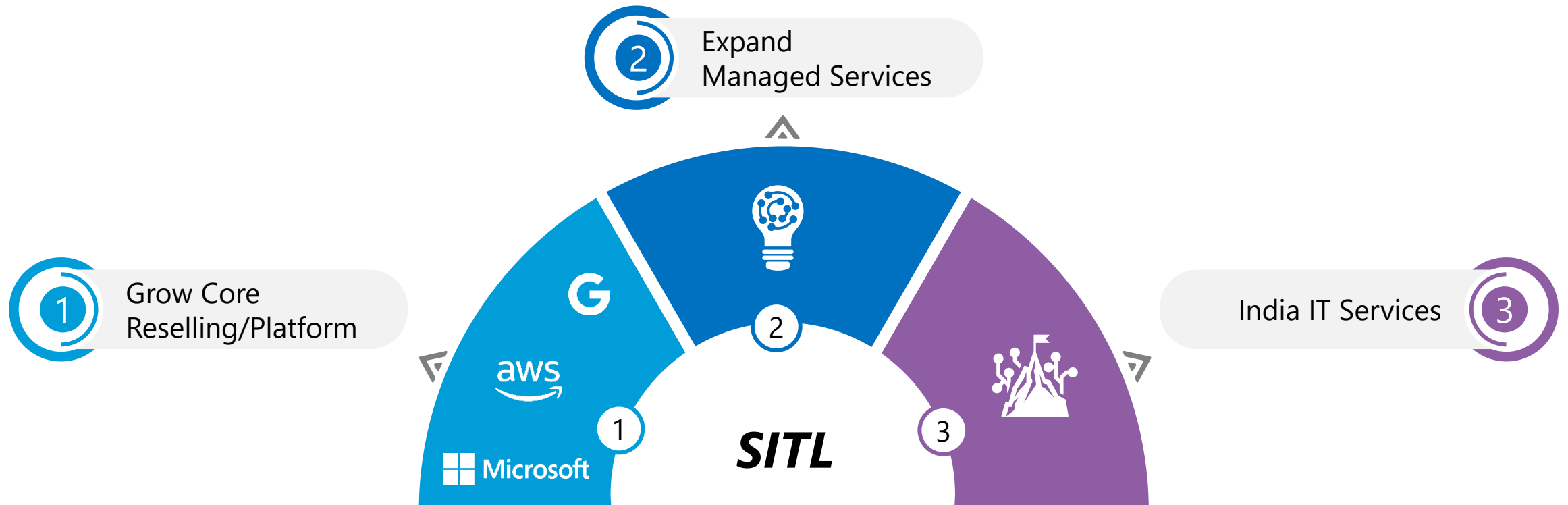
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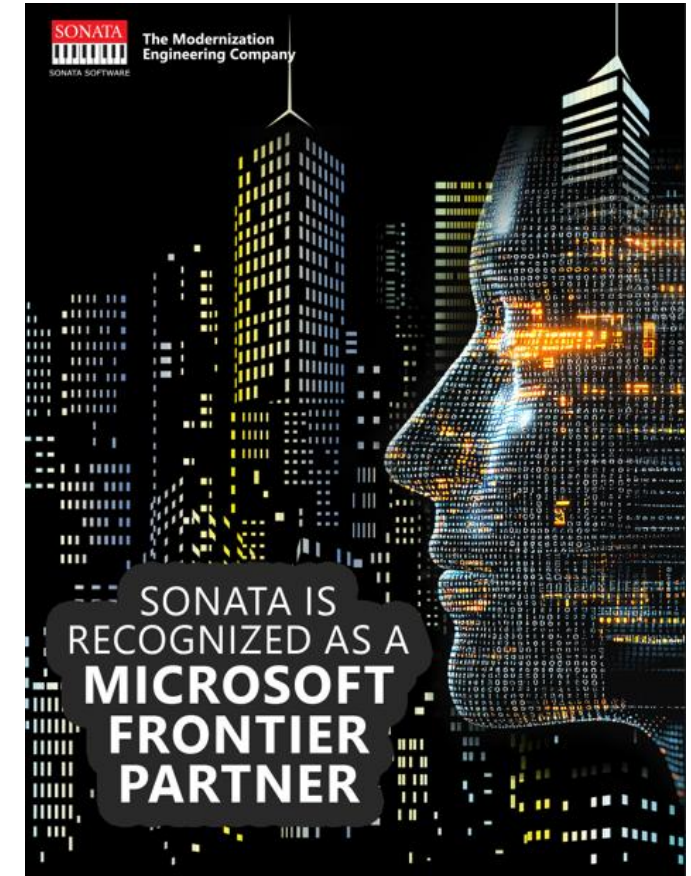
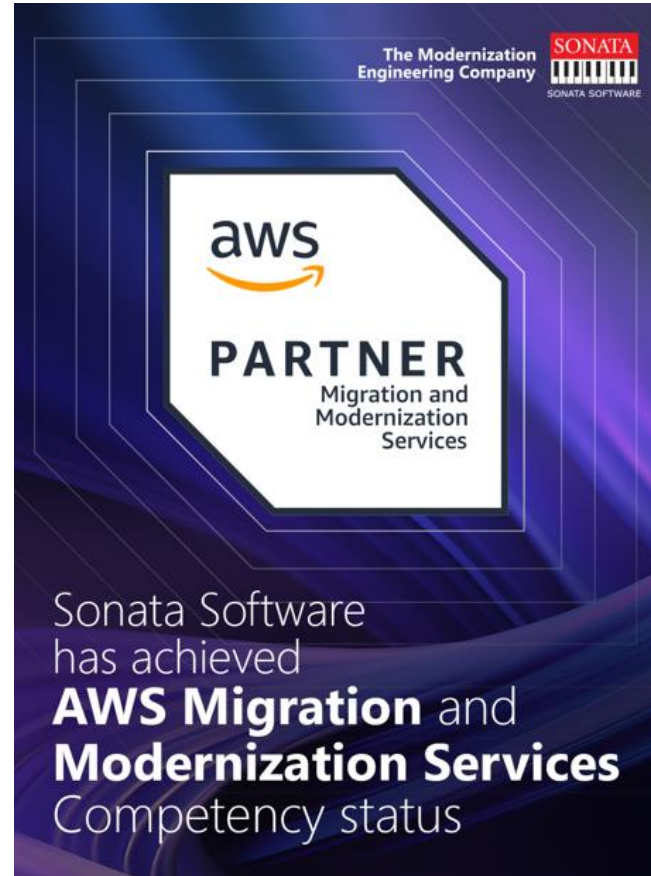
Domestic Business

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SITL – Three pillar strategy



Key Recognition



People – Our Key Strength





**The Modernization
Engineering Company**

FINANCIAL HIGHLIGHTS

Sonata Software consolidated PAT grew by 25.0% QoQ. International EBITDA accretion of 0.7% QoQ.

INR Crs.

P&L	Consolidated			International Services			Domestic Business		
	Q4'26	Q3'26	QoQ	Q4'26	Q3'26	QoQ	Q4'26	Q3'26	QoQ
Revenue in \$mn.	277.2	345.8	-	82.4	82.3	0.0%	192.3	263.3	-27.0%
Revenue in INR crs.	2536.2	3080.6	-	779.2	738.6	5.5%	1759.2	2345.9	-25.0%
GC - Products	-	-	-	-	-	-	75.3	76.1	-1.0%
EBITDA before fx & OI	208.7	200.2	4.2%	157.4	144.0	9.3%	51.2	56.2	-8.8%
EBITDA before fx & OI %	8.2%	6.5%	1.7%	20.2%	19.5%	0.7%	2.9%	2.4%	0.5%
EBITDA after fx & OI	246.2	211.6	16.4%	183.8	146.8	25.2%	64.8	65.7	-1.3%
EBITDA after fx & OI %	9.7%	6.9%	2.9%	23.6%	19.8%	3.8%	3.7%	2.8%	0.9%
PAT	130.5	104.4	25.0%	84.2	59.8	40.6%	46.3	44.6	3.9%
PAT %	5.1%	3.4%	1.8%	10.8%	8.1%	3.8%	2.6%	1.9%	0.7%
Effective Tax Rate	23.3%	25.9%	-	22.0%	26.0%	-	26.1%	25.8%	-
Revenue Mix onsite offshore		-	-	32:68	37:63	-		-	-
EPS Per Share	4.71	3.76	25.2%						
Cash and equivalents	605.5	563.7	-						

Sonata Software consolidated PAT grew by 9.3% YoY. International EBITDA accretion of 1.5% YoY. Sonata Software recommends final dividend of 415% for FY'26.

INR Crs.

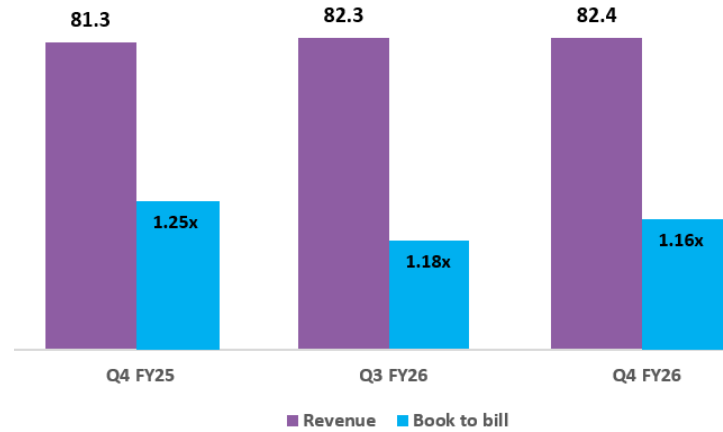
P&L	Consolidated			International Services			Domestic Business		
	FY'26	FY'25	YoY	FY'26	FY'25	YoY	FY'26	FY'25	YoY
Revenue in \$mn.	1211.2	1201.4	0.8%	328.4	335.5	-2.1%	879.7	868.8	1.2%
Revenue in INR crs.	10701.2	10157.2	5.4%	2948.0	2829.7	4.2%	7772.1	7340.6	5.9%
GC - Products	-	-	-	-	-	-	288.7	299.1	-3.5%
EBITDA before fx & OI	741.3	689.3	7.5%	543.7	480.5	13.1%	197.9	208.6	-5.2%
EBITDA before fx & OI %	6.9%	6.7%	0.2%	18.4%	17.0%	1.5%	2.5%	2.8%	-0.3%
EBITDA after fx & OI	845.8	760.4	11.2%	607.7	515.0	18.0%	243.4	248.7	-2.1%
EBITDA after fx & OI %	7.9%	7.4%	0.5%	20.5%	18.0%	2.5%	3.1%	3.4%	-0.2%
PAT	464.4	424.7	9.3%	292.7	246.6	18.7%	171.7	178.1	-3.6%
PAT %	4.3%	4.2%	0.2%	9.9%	8.6%	1.3%	2.2%	2.4%	-0.2%
Effective Tax Rate	23.6%	26.0%	-	22.7%	26.3%	-	25.5%	25.6%	-
EPS Per Share	16.74	15.30	9.4%						

Financial Performance of International Services – Q4FY26

Revenue in \$ Mn

Reported Currency
Flattish QoQ
↑ 1.3% YoY

Constant Currency
↑ 0.6% QoQ
↑ 1.1% YoY

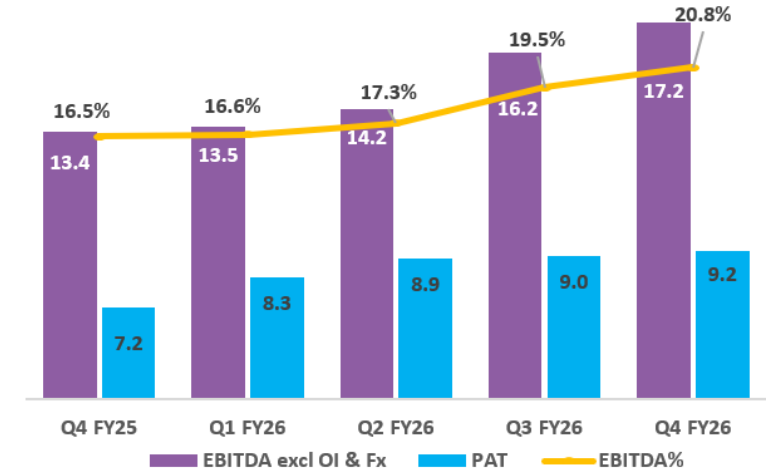


EBITDA & PAT in \$ Mn

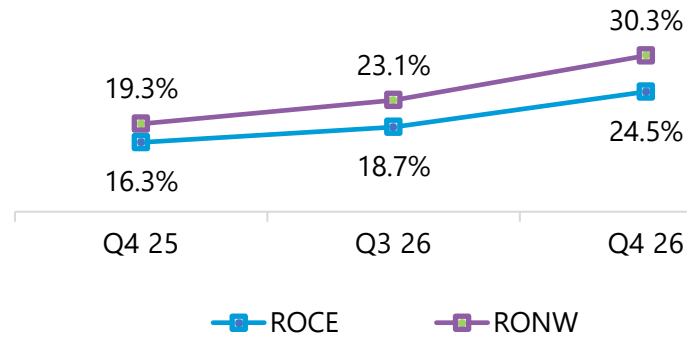
PAT

↑ 2.0% QoQ

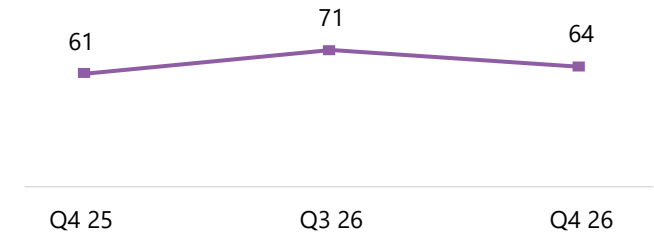
↑ 27.6% YoY



Return on Capital

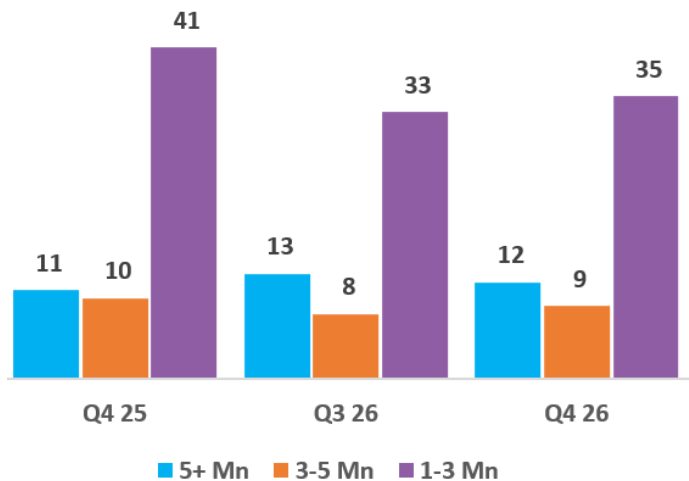


DSO

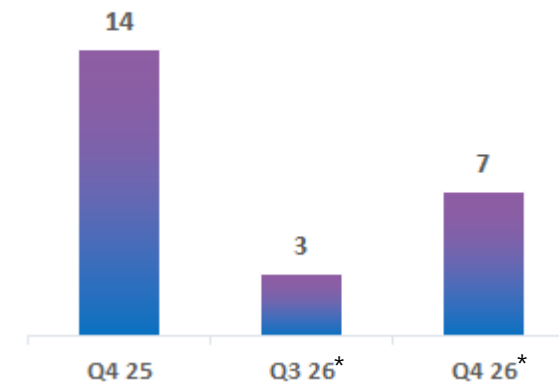


International Services: Revenue Insights

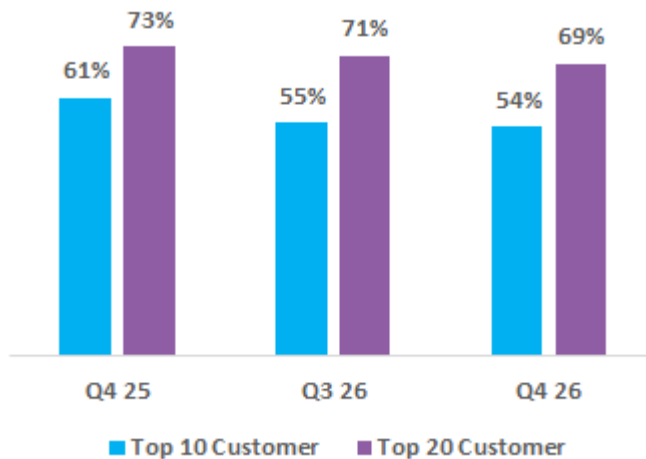
Client Metrics



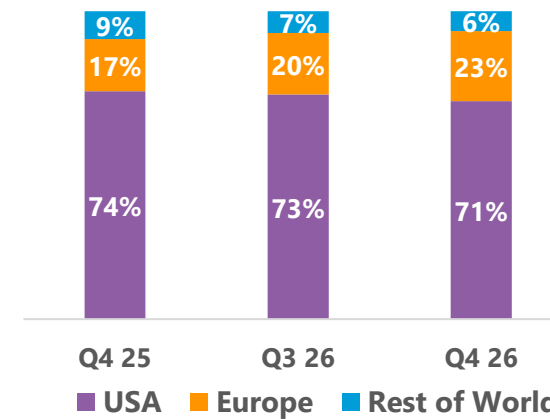
New Customers added



Client Contribution to Revenue



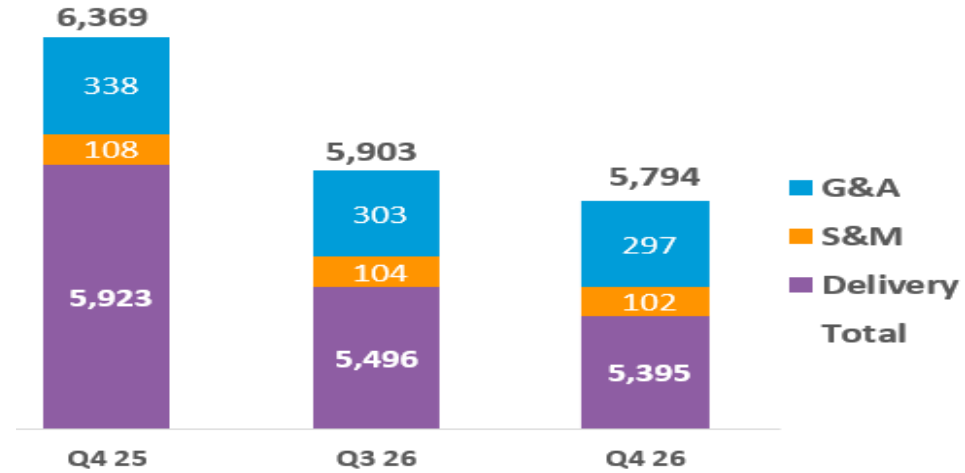
Revenue by Geography



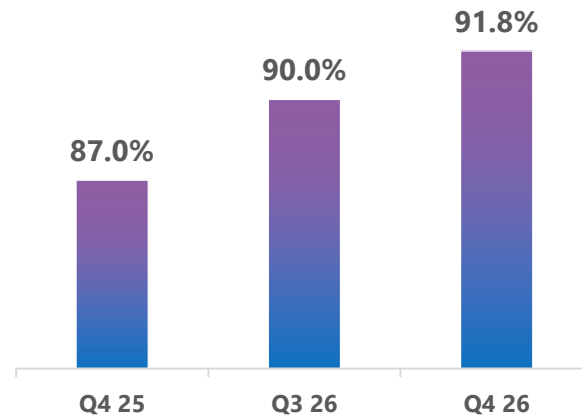
*includes multi year large deals

International Services: Operating Parameters

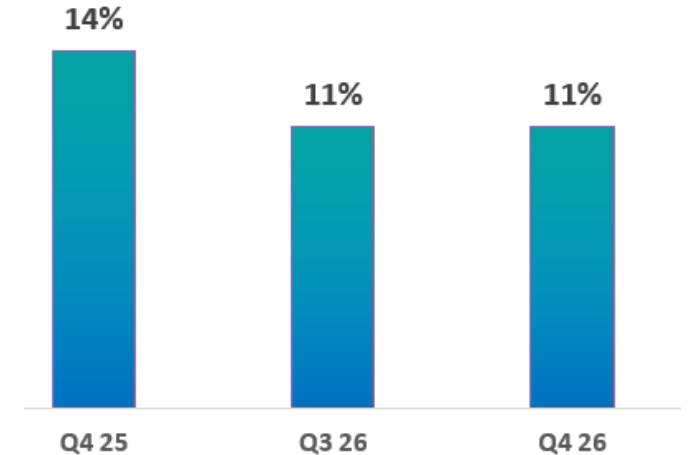
Headcount by Function



Utilization

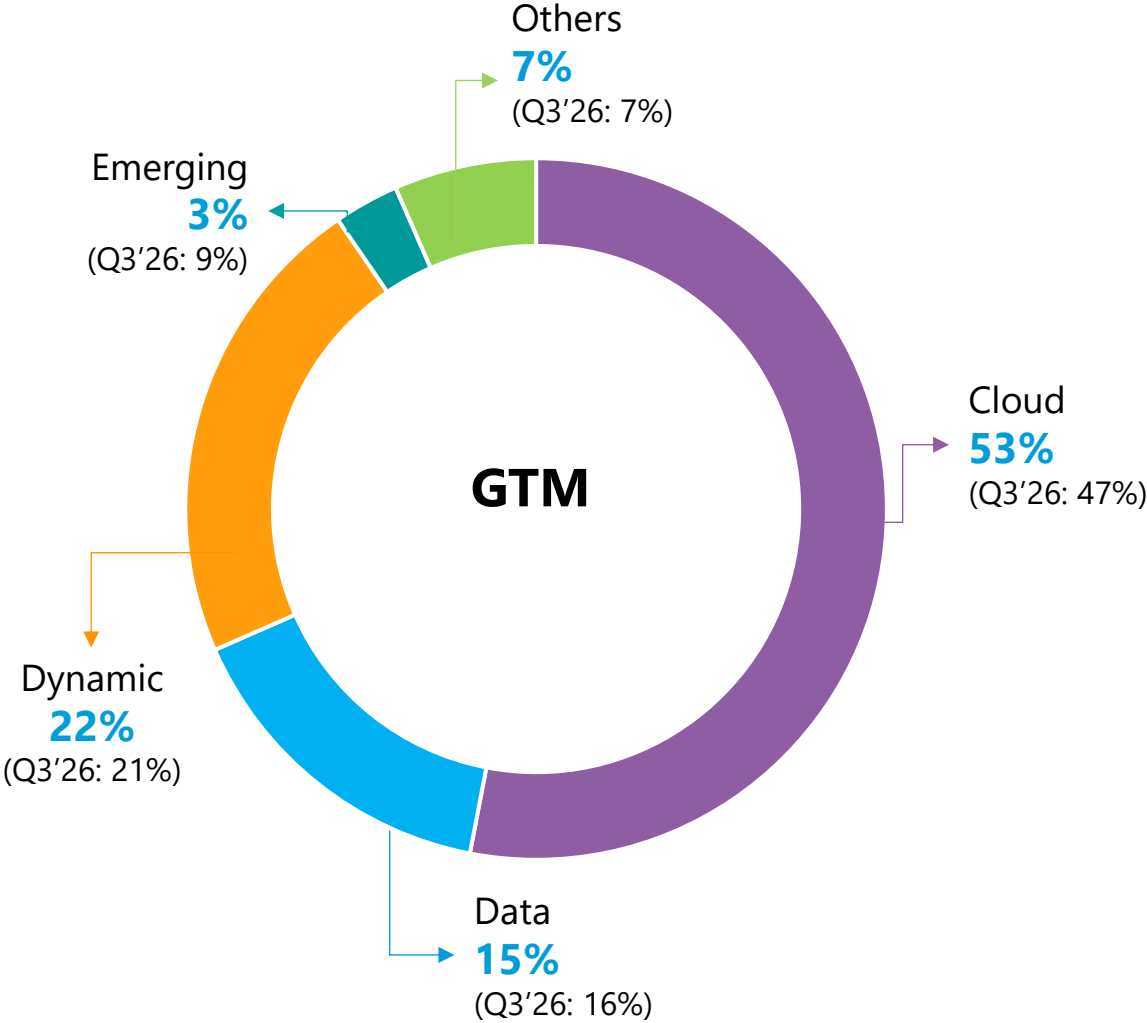
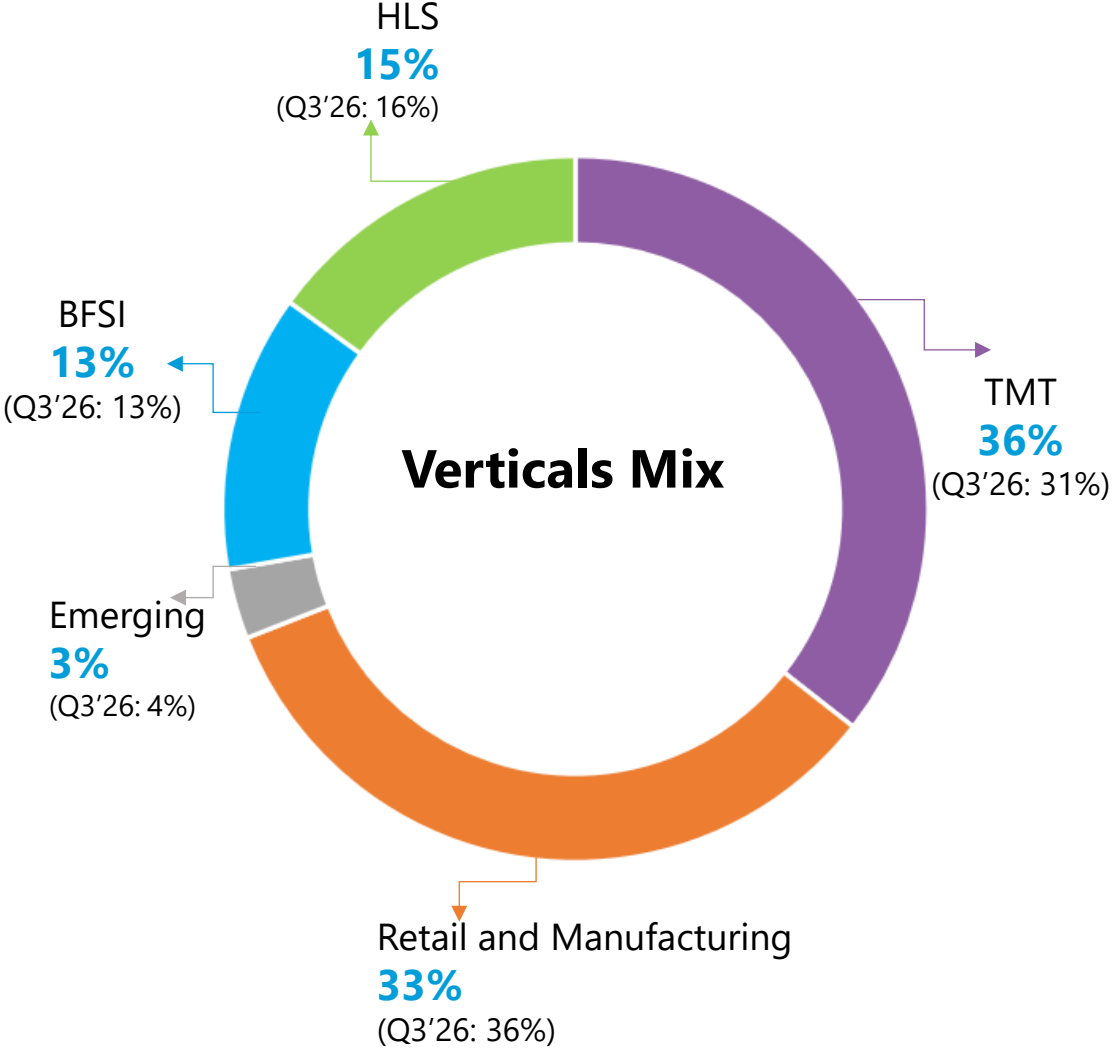


Attrition%

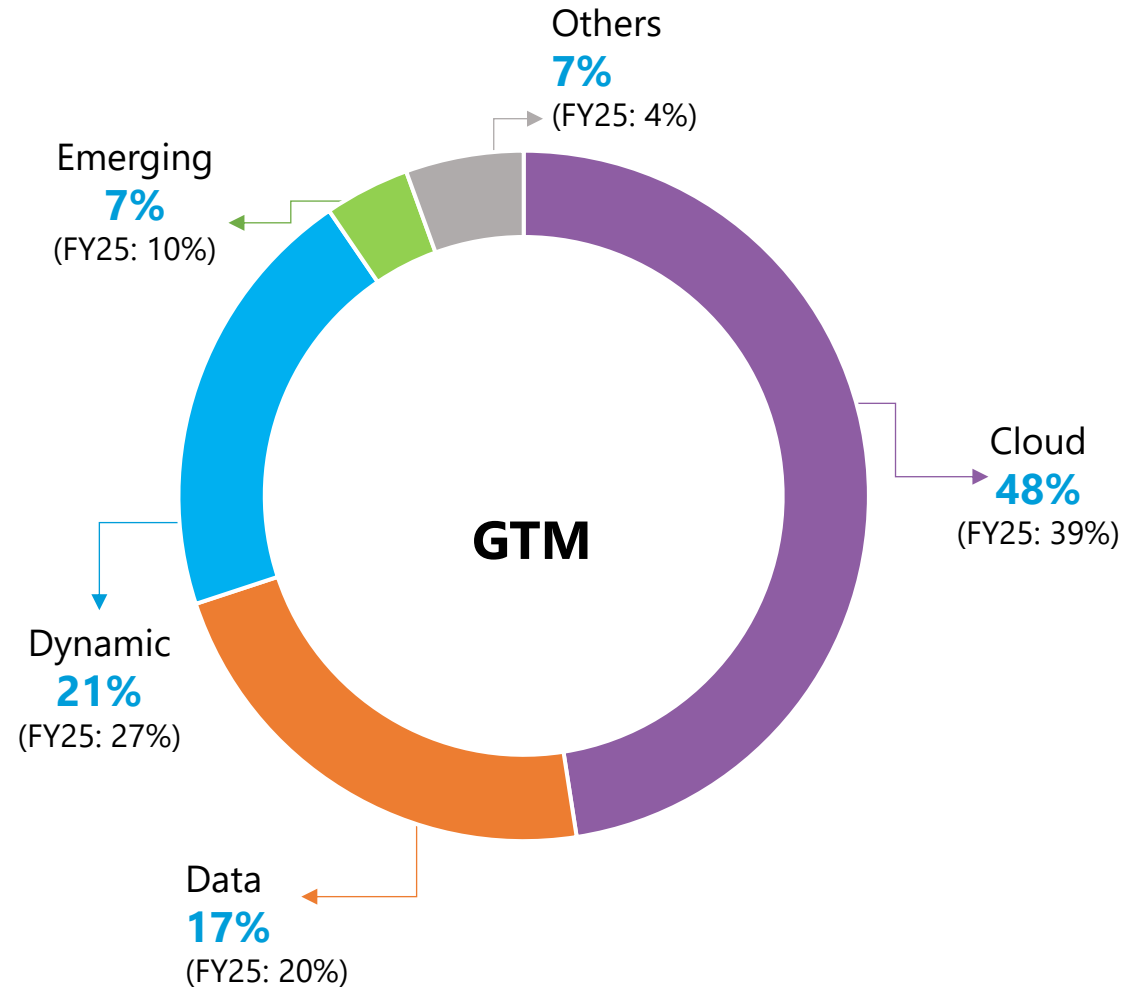
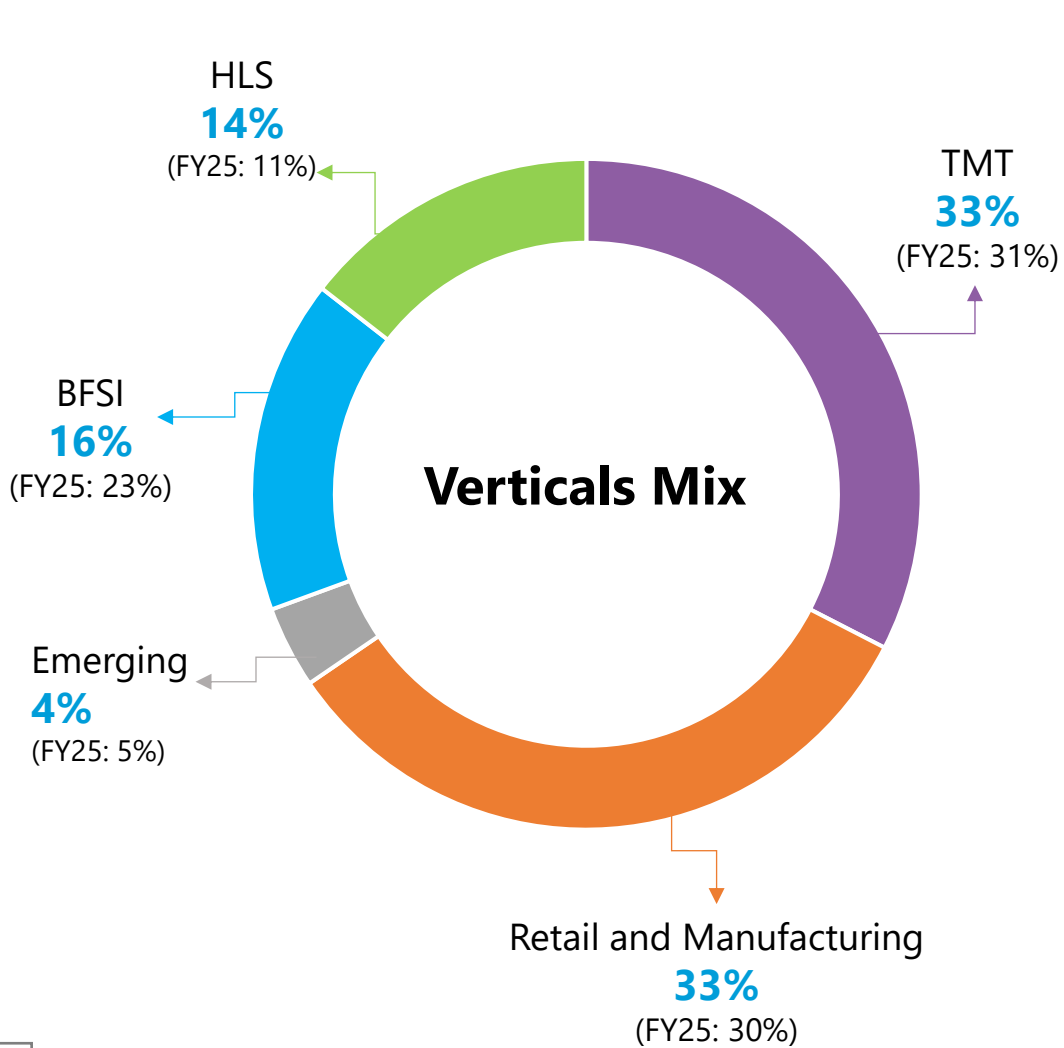


* In Q4'26, total headcount including domestic business stood at 6,283.

International Services: Q4'26 Revenue Composition

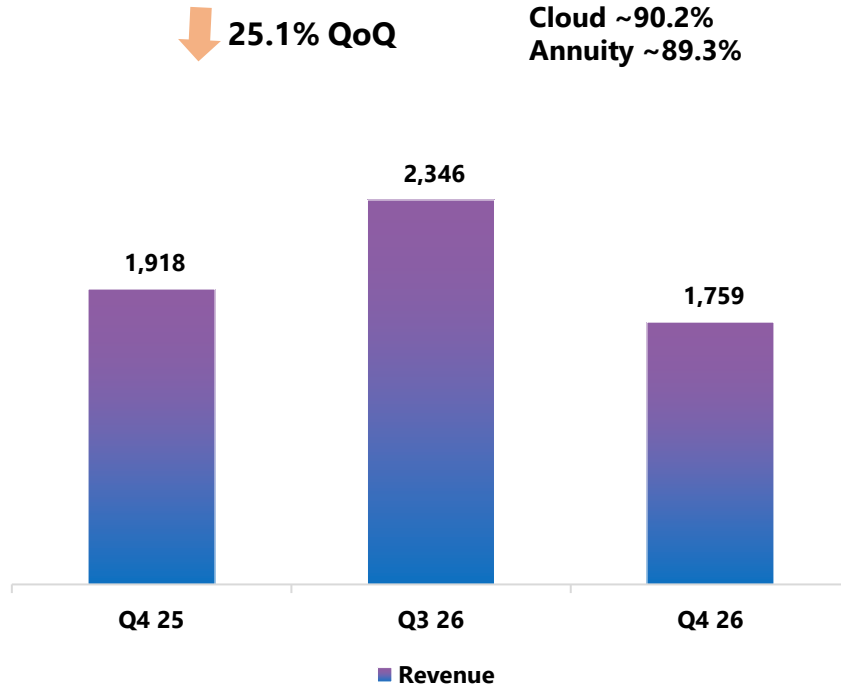


International Services: FY26 Revenue Composition

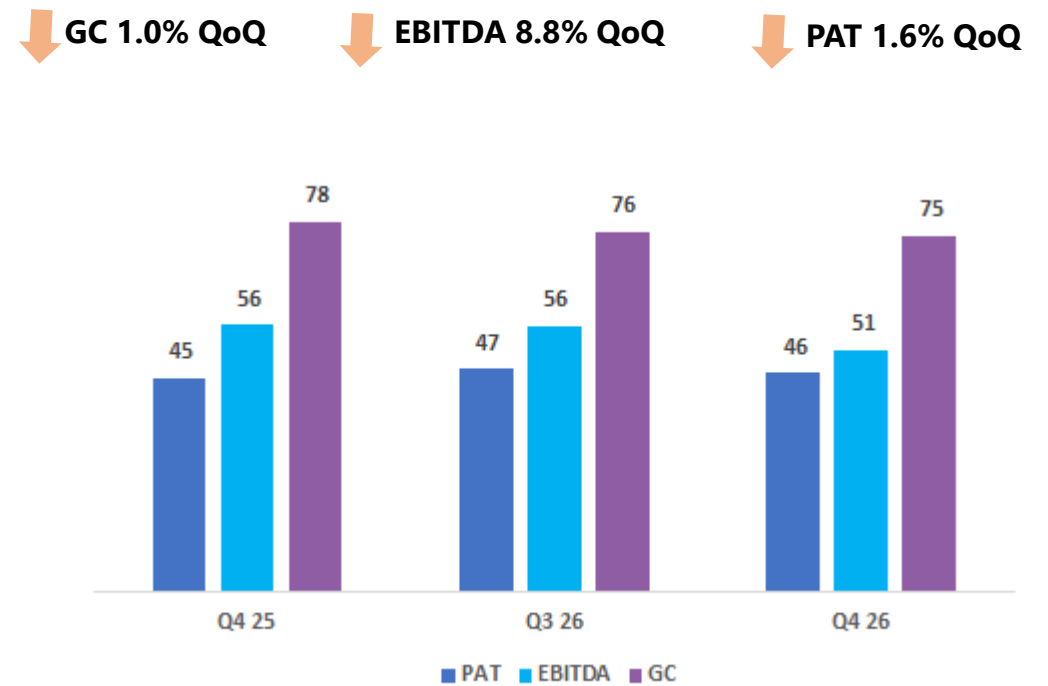


Domestic Business: Financial Performance Q4 FY26

Revenue (INR crs)

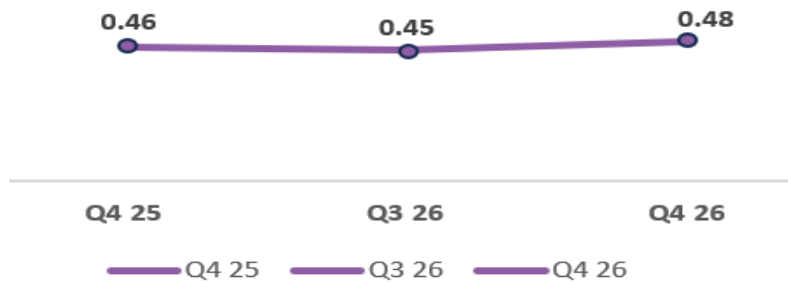


Gross Contribution , EBITDA & PAT (INR crs)

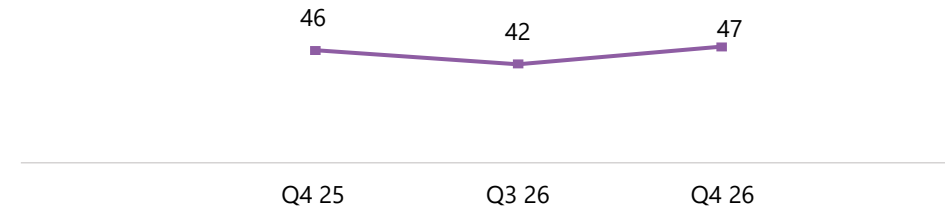


Domestic Business: Additional Insight Q4 FY26

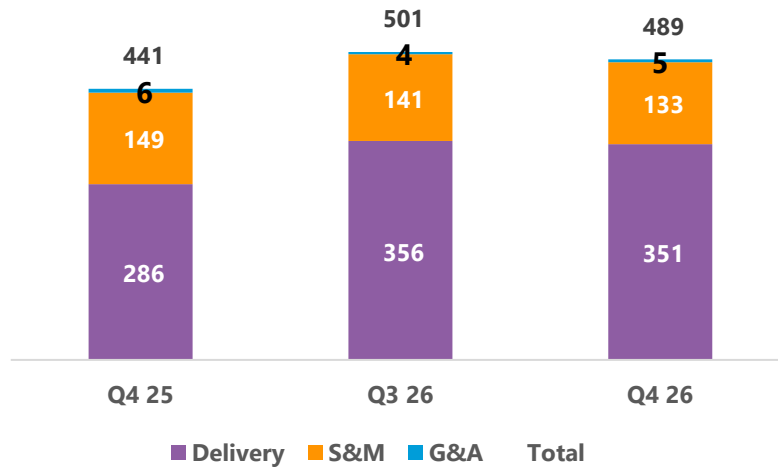
Net working Capital ÷ Gross Contribution



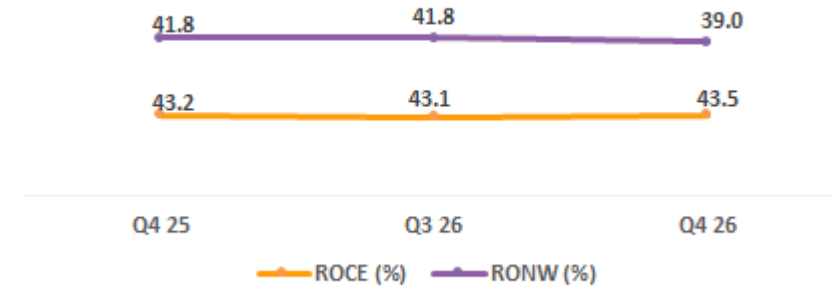
DSO



Head Count



Return on Capital



THANK YOU

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