

6<sup>th</sup> February, 2026

National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex, Mumbai  
Kind Attn: Manager, Listing Department  
Stock Code – SONATSOFTW

BSE Limited  
P.J. Towers, Dalal Street, Mumbai  
Kind Attn: Manager, Listing Department  
Stock Code - 532221

Dear Sirs/Madam,

**SUB: INVESTORS' PRESENTATION**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Investors' Presentation for the quarter ended 31<sup>st</sup> December, 2025.

The above said presentation is also made available on the Company's website [www.sonata-software.com](http://www.sonata-software.com).

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For **Sonata Software Limited**

**Mangal Kulkarni**  
**Company Secretary, Compliance Officer and Head Legal**

Encl.: As above

Q3 FY'26

# INVESTOR PRESENTATION

[www.sonata-software.com](http://www.sonata-software.com)



WE ARE A  
**MODERNIZATION  
ENGINEERING  
COMPANY**



SONATA SOFTWARE

# 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**

# Sonata At A Glance

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

**39 Years**

IT solutions provider

**Public Listed**

(SONATSOFTW)

**\$1.2B+**

Revenue

**15.4%**

10 years CAGR

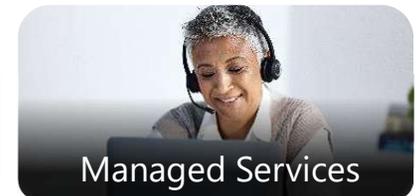
**6400+**

Engineers across US, EU,  
Asia & ANZ

**15+**

Different  
Nationalities

## Delivering Outcome-based Modernization Services

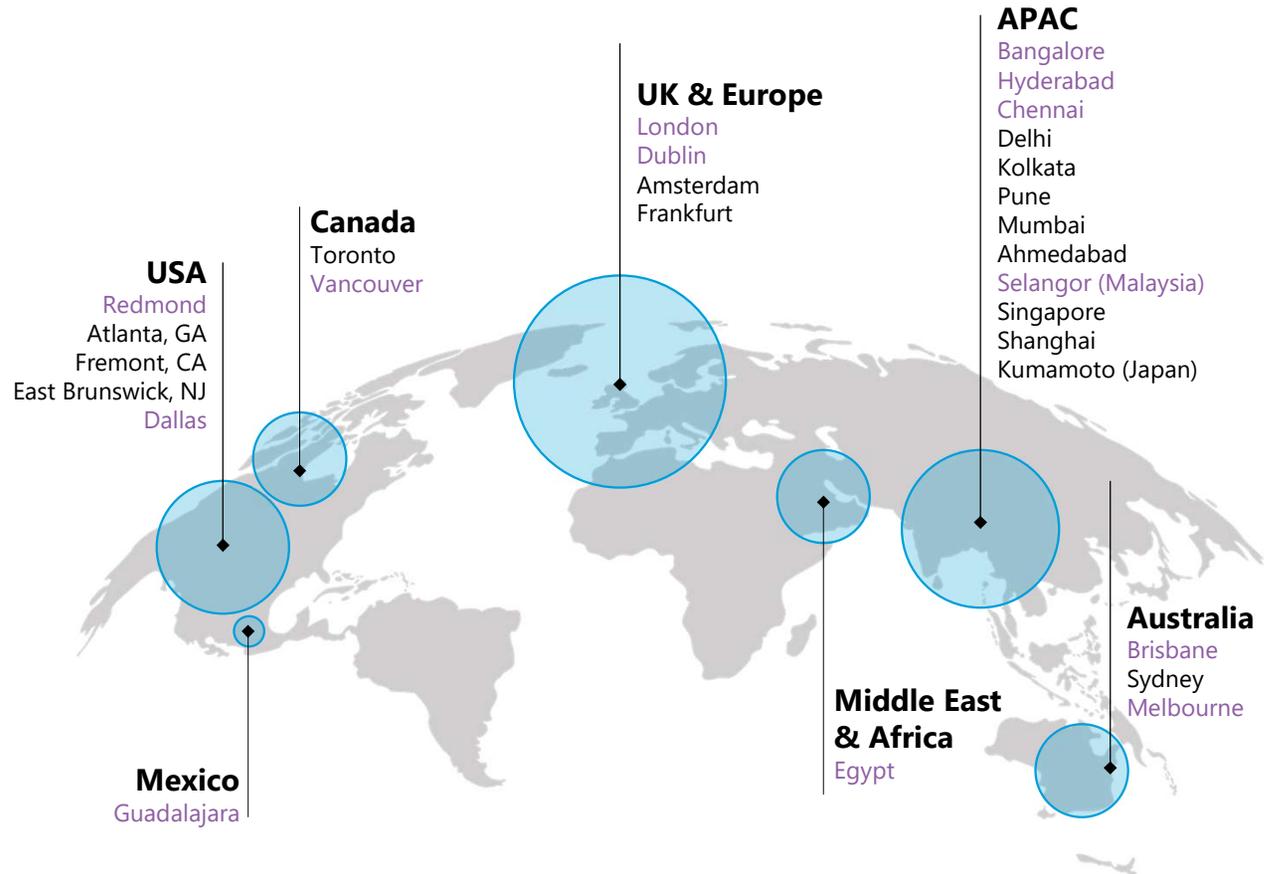


Digital transformation using **Platformation™**

# Serving Our Global Clients with Right Talent Mix

(Global & Local Talent)

- Global Delivery Center & Sales Office
- Sales Office



# Key Verticals, Partners, IPs

## Industries



### TMT

Technology, Media and Telecom



### RMD

Retail, Manuf., Travel and Distribution



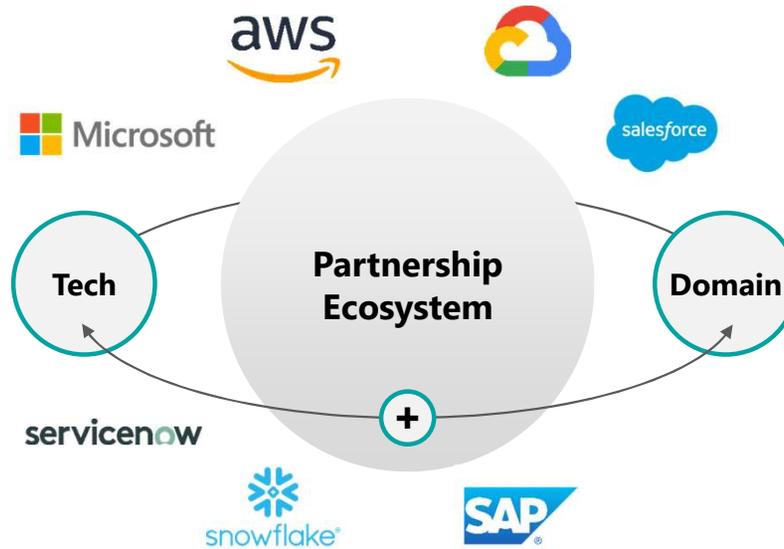
### BFSI

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 on ESG compliant and trained

UNGC Signatory

SbTi Commitment by FY26

# What's Working Well for Us...

01

## AI & Modernization

AI Win - \$13.7M  
AI led Pipeline - \$335M  
Cloud & Data pipeline is 57%

02

## Large Deals

2 Large deals won during Q3FY'26

03

## Verticals / Partnerships

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

04

## Domestic Business

Steady GC growth – 18.0% CAGR over 5 yrs

# Large Deals and Accounts

## Steady increase in Large Deals

Between FY22 and to date – we have closed 'NET NEW' 26 deals with TCV of \$483M



### Top 3 deals wins in past few qtrs.:

**\$73M – TMT client**  
Cloud Modernization

**\$56M – Healthcare client**  
Cloud & Infra Operations

**\$11M – Healthcare client**  
Platform Engineering

**32 large deals in the pipeline – these deals take 4-6 quarters of pursuit (on average)**

# We Won Two Large Deals in Q3 – Healthy Large Deal Pipeline

## Large Deals

- 1 Fintech & Payments – US**  
Platform & Data Modernization
- 2 Mortgage Services – US**  
Cloud Modernization

## Large Deals Pipeline

**40%**  
of Active Pipeline  
consists of Large Deals

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

## Mid Sized Deals

- 1 Healthcare & Pharmacy – US**  
Cloud Modernization
- 2 Global Tech Firm – US**  
Managed Service

## Large Deals in the pipeline

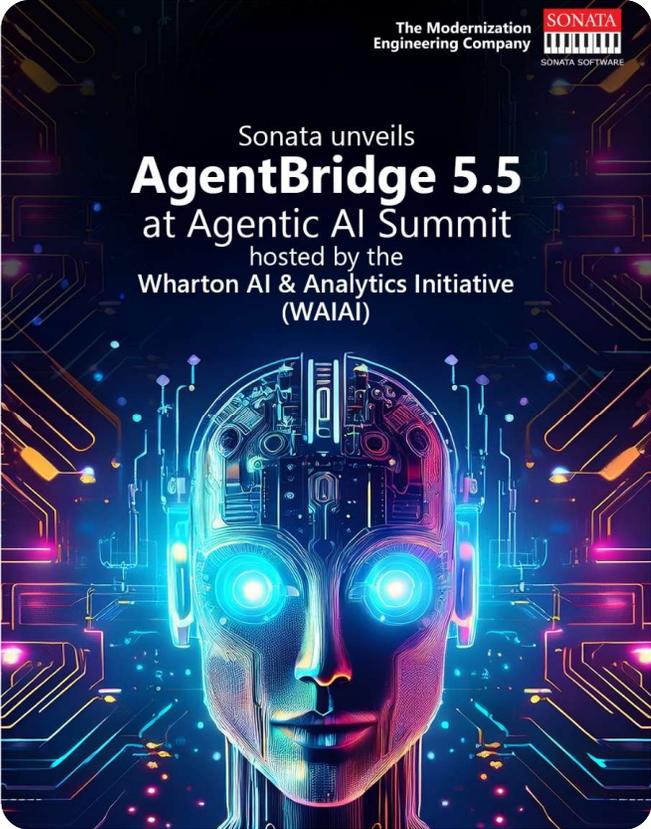
RMD  
**12**

TMT  
**9**

BFSI  
**8**

HLS  
**3**

# Sonata Launches AgentBridge 5.5



The Modernization Engineering Company **SONATA**  
SONATA SOFTWARE

Sonata unveils  
**AgentBridge 5.5**  
at Agentic AI Summit  
hosted by the  
Wharton AI & Analytics Initiative  
(WAIAI)

A futuristic graphic of a robot head with glowing blue eyes and circuit patterns in the background.

**NEW PARTNERSHIP**

## Sonata Software + Wharton AI & Analytics Initiative

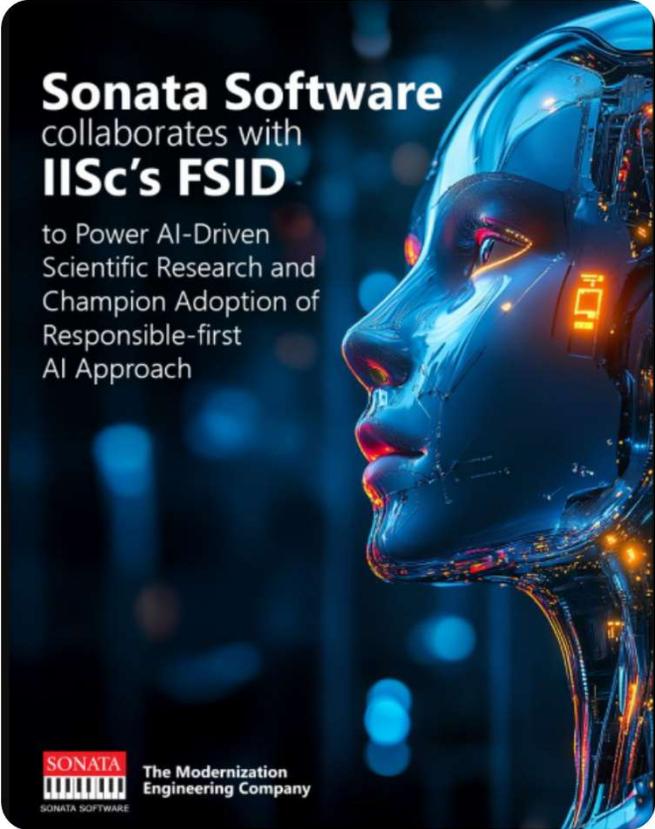
Shaping how the world works with AI.



**SONATA**  
SONATA SOFTWARE  
The Modernization Engineering Company



**Wharton**  
UNIVERSITY of PENNSYLVANIA  
AI & Analytics



**Sonata Software**  
collaborates with  
**IISc's FSID**  
to Power AI-Driven Scientific Research and Champion Adoption of Responsible-first AI Approach

A futuristic graphic of a robot head in profile, glowing with blue light.

**SONATA** The Modernization Engineering Company  
SONATA SOFTWARE

# Large Deal Win: AI led Platform & Data Modernization

## Client Overview

A major global financial technology (fintech) and payments company headquartered in Milwaukee, Wisconsin. 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.



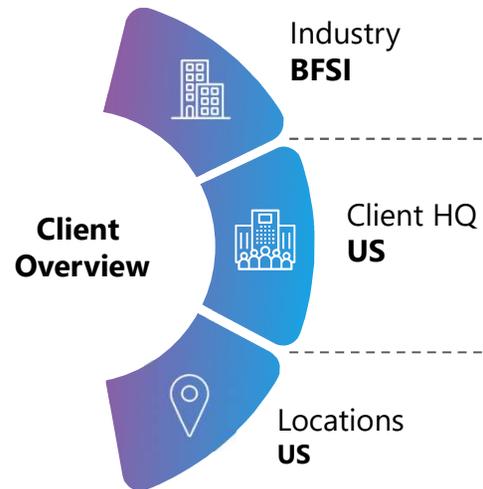
## Areas in Scope

- Development and support of digital checkout solution—essentially a bank-backed online payment method
- Maintenance and support of their Legacy platform Premier
- Modernization of the platform as a parallel effort
- DNA platform modernization to unify user experience, eliminate UI-embedded business logic, and accelerate feature delivery across Teller, Front Office, and Back Office.

# Large Deal Win: AI led Cloud Modernization

## Client Overview

one of the largest U.S. mortgage servicers, managing loans for over 2.6 million customers. As a subsidiary of Bayview Asset Management, it offers, purchases, and services a wide range of products including FHA, VA, USDA, and conventional loans. They provide online tools for payment management, escrow, and refinancing, alongside a digital, streamlined experience known as "Lakeview Powered by Fastlane".



## Areas in Scope

### Strategic IT partner for

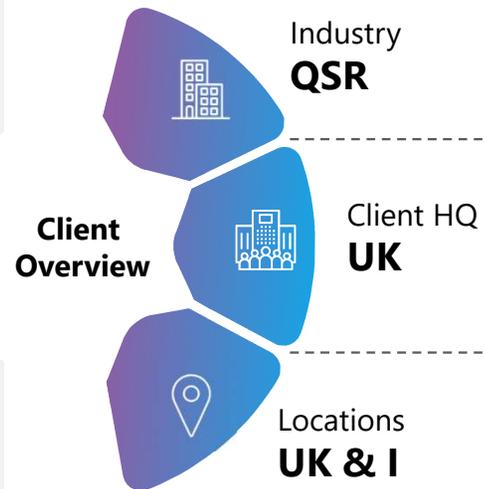
- Cloud Modernization of Correspondent lender portal
- Transformation – drive innovation through migration to AI-native Loan Origination System (LOS)
- Support existing platform operations (across multiple lines of entities/businesses)

# Deal Win: AI-driven automation to manage and transform ERP platform

## Client Overview

A leading quick-service restaurant (QSR) operator with one of the largest delivery footprints across the UK and Ireland. It manages a digitally driven, franchise-led network serving millions of customers annually. With more than a thousand stores in the region, it focuses heavily on operational excellence and high-quality, freshly prepared food.

The business continues to invest in innovation, supply chain efficiency, and customer experience to strengthen its market leadership.



## Areas in Scope

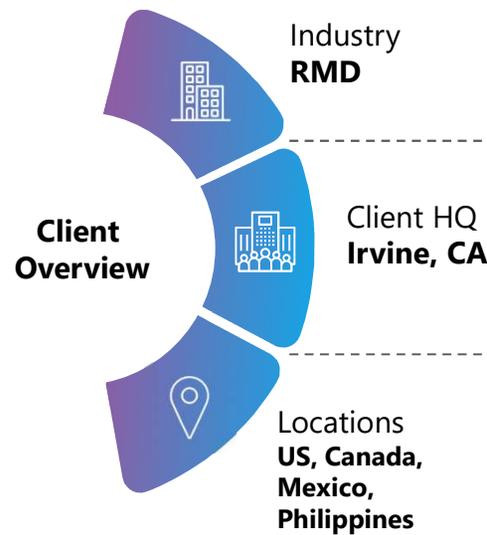
Multi-year ERP platform support engagement - manages and supports the end-to-end landscape, covering steady-state operations, continuous improvement, and transformation initiatives.

- End-to-end managed support for Microsoft D365 Finance & SCM
- Continuous enhancements and change management to improve stability, performance, and user experience.
- CoE-led innovation and best-practice adoption to drive long-term platform evolution.
- AI-driven automation to accelerate processes, reduce manual effort, and improve operational efficiency.

# Deal Win: Agentic AI driven Managed Services

## Client Overview

A leading food manufacturer specializing in a wide range of dressings, sauces, mayonnaises, oils, shortenings, and culinary bases for foodservice, retail, and industrial customers globally.



## Areas in Scope

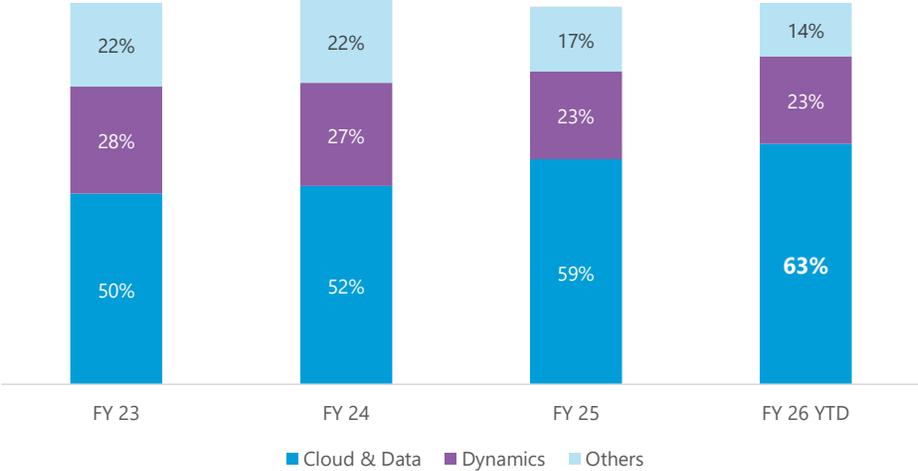
End to end JD Edwards Managed Services service covering Finance, Supply Chain, Distribution, Manufacturing

- Support Existing Platform, Project, Enforcements for different plants and distribution centers, CNC Support
- EDI Support for Integrations - Internal and External applications
- Transformation and Modernization as part of Ventura's Elevate Program.
- AI/Agentic implementation to assist in support and testing

# Modernization Success...

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

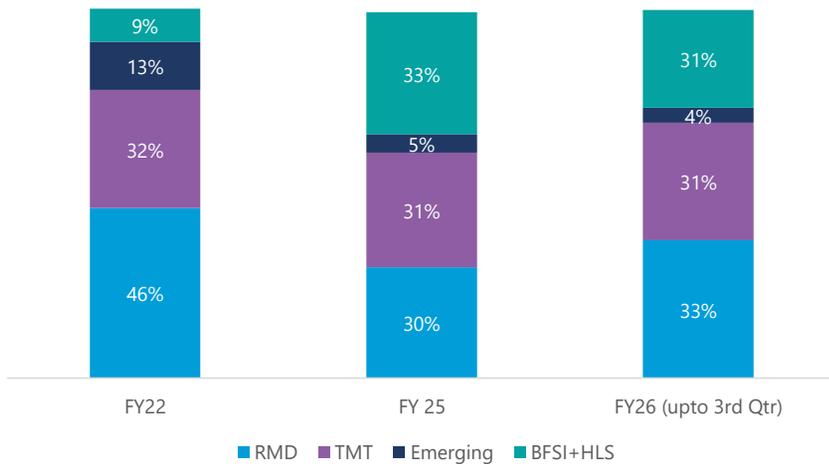
Between FY22 and now – we increased Cloud & Data as a percentage of revenue from **50%→63%**.



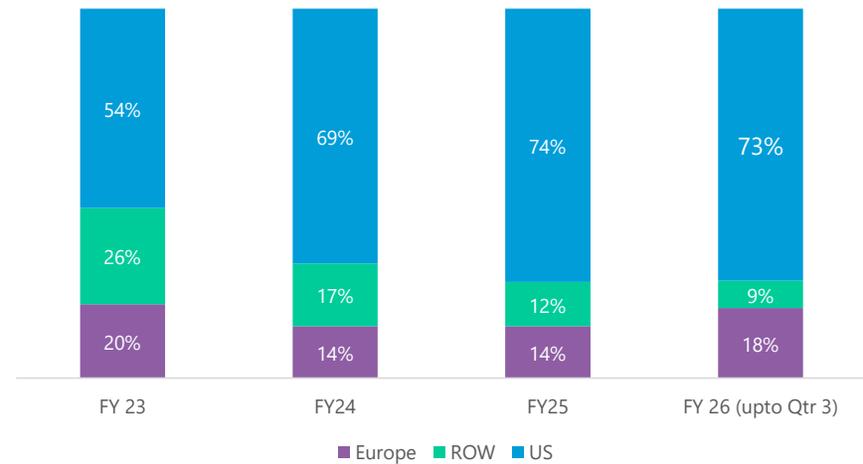
# Verticals & Geos Scale up ...

HLS + BFSI continue to scale (9% to 31%).  
TMT is witnessing a resurgence; US scales steadily

Vertical Split



Geo Split



# 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	Managed Services
 Microsoft  aws	 Microsoft  aws  snowflake	 Microsoft	 Microsoft	 Microsoft	 Microsoft  aws
 Google Cloud  ORACLE	 Informatica  Google Cloud  databricks	 blueprint  iZARA <small>PEACE OF MIND. AS A SERVICE</small>	 SAP  salesforce	 UiPath™	 ORACLE  IBM
 NUTANIX  paloalto NETWORK	 Profisee  Qlik  PKWARE	<div style="border: 1px solid black; padding: 5px; display: inline-block;">MSFT Market Place Partners</div>	 ORACLE  servicenow	 servicenow  adesso	

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

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

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

Partner for RPA Migration 100

Partner for Microsoft Fabric


Cybersecurity Investment Partner (CSI)



Microsoft Fabric  
Featured Partner



25 | 26  
INNER CIRCLE  
FOR MICROSOFT AI BUSINESS SOLUTIONS

# Development and deployment of 'Future of Search solution' using orchestrated AI Agents

**Client Overview**

**Industry**  
Travel

**Locations**  
UK, Europe, Nordics,  
Caribbean & North Africa

**A world's leading integrated tourism company**

## The Pressure Points

- Need for improving hit ratio during conversation-based search and queries using GPT based tools
- Need for improving user experience and value focus during AI driven conversations
- Bandwidth challenges and manual effort to be spent by Customer Content team and not able to focus on their core business activities
- Control and oversight when dealing with sensitive data.

## Solutions

- Developed a multi-agent orchestrated AI solution for FAQ Generator by eliminating manual steps at various stages
- Solution is built using AWS Bedrock Agent Core and has following AgentCore blocks: RunTime, Gateway, Browser, Code Interpreter Identity, Memory, Cloudwatch Gen AI Observability
- Performs intelligent routing, hosts Culture & Lifestyle, Travel & Packing, Feedback Processing AI agents and executes LLM calls to provide AI-powered, content experiences

## Results

- Improved ranking in search results in response to 'semantic search' queries from GPT based tools
- Elimination of manual effort for providing responses to user queries from content team
- Dynamic responses aligned to search/query intent
- Delivers value through engaging, AI-driven content experiences
- Time-saving and cost efficient
- Improved consistency and high scalability without the need for Infrastructure management
- Enterprise-grade security

# Enhancing D365 CE Implementation with “Co-Pilot” and “Live Chat” enabled CRM Solution

**Client Overview**

**Industry**  
Insurance

**Locations:**  
Serving 1.9 M customers from 9 offices

**US based health insurance company**

## The Pressure Points

- Delay in finding relevant information about policy and product.
- Longer turn around time for resolving cases.
- Not using the best in-class solution.
- Inconsistency in quality of responses
- Limited Real-Time Access with end user.

## Solutions

- Utilize advanced solutions of AI & automation from D365 in
  - Case Creation and User Experience
  - Customizable Alert Tool
  - Member Summary Landing Page for Advisors
  - AI Interpretation of Benefits
  - Chat Integration with MyChart

## Results

- Reduced Call Handling Time
- Improve Agent and Member experience
- Speed without affecting cost or quality
- Ease of training
- Change Management
- Ease of support
- Enhanced customer satisfaction

# Agentforce Innovation: Implementation of unified platform with intelligent insights and support

**Client  
Overview**

**Industry**  
Healthcare

**Locations**  
USA

**One of the US based largest continuing  
care retirement communities**

## The Pressure Points

- Slow response times to resident and prospect queries
- Heavy manual effort across wellness, nutrition, and spiritual services
- Data silos leading to fragmented information flow
- No round-the-clock support available for residents or prospects
- Limited visibility into sales performance and lead conversion
- No unified platform to track and manage interaction and heavily dependent on individuals

## Solutions

- Provides personalized experiences by role across wellness, nutrition, spiritual, sales, and admin teams through unified system with 24/7 assistance for residents and prospects
- Generates AI-driven insights & recommendations to boost engagement, wellness decisions, and lead conversion
- Streamlines communication flows, admin operations including delegation, reopen actions, centralized monitoring, audit trails, compliance and reporting

## Results

- Faster Engagement & Better Experience
- Scalable Transformation & Reduced Staff Dependency
- Improved Compliance & Centralized Data
- Automated Reminders & Smarter Admin Controls
- High Security & Controlled Access
- Unified platform available on web, iOS, and Android → support anytime, anywhere

# Microsoft Dynamics 365 F&O rollout for Japan entity based on simplified core template

**Client Overview**

**Industry**  
Manufacturing

**Locations**  
40 countries across globe

**Global leader in industrial power transmission and conveyor belting solutions**

## The Pressure Points

- Operational challenges to keep up with the business growth due to outdated ERP system
- Lack of accurate data on stock and material consumption
- Reliance on manual paperwork for business operations including preparation of business documents, job card etc.
- Manual tracking and consolidation of data to prepare monthly customer invoices
- Challenges in accurate management reporting

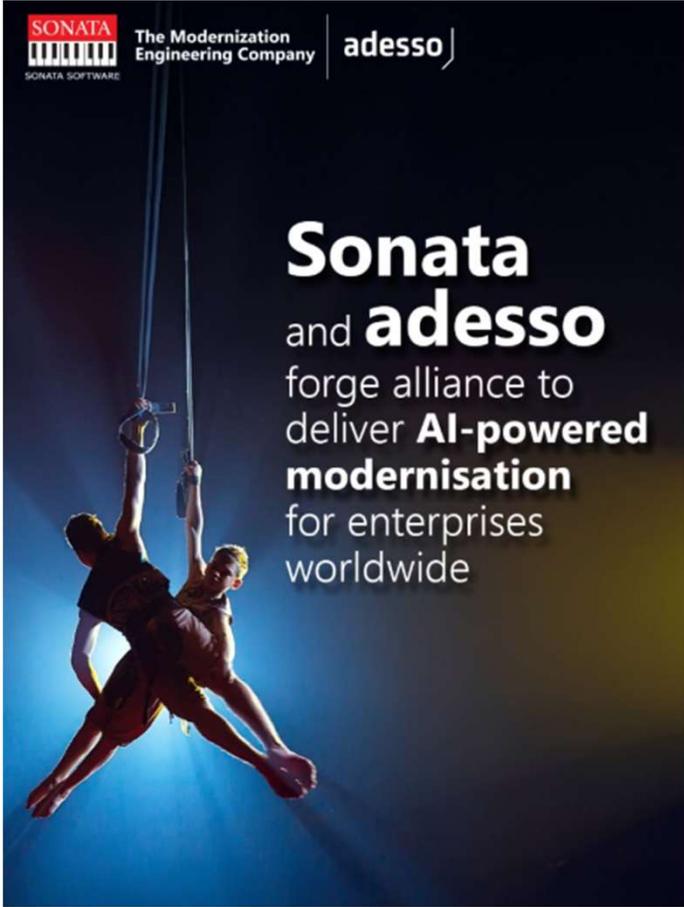
## Solutions

- Simplified the Global CSC template to create a "CSC Lite" process to cater to the Japanese operations
- Implemented "Consolidated invoice" localization feature with flexibility to define billing cycle per customer
- Data harmonization strategy to maintain customer & vendor data in Japanese for local operations, while meeting global reporting needs
- "Out of box" alternate solutions proposed & implemented that helped to reduce customizations

## Results

- Adoption of standard business processes by leveraging maximum OOB functionalities while
- Data harmonization that helped meeting localization and global standard reporting requirements
- Flexibility to meet invoicing and billing requirements for each customer
- Fast Go live within 3.5 months despite Japanese language constraints and non-familiarity to ERP system from business users

# Key Partnership



# Key Recognition



Sonata recognized as a **“Star Performer”** and **“Aspirant”** in Everest Group’s **Data and Analytics (D&A) Services** PEAK Matrix® Assessment 2025



Sonata recognized as a **“Star Performer”** and **“Major Contender”** in Everest Group’s **Enterprise Quality Engineering (QE) Services** PEAK Matrix® Assessment 2025



Sonata recognized as a **Major Contender** in Everest Group’s **Application Development Services for AI Applications** PEAK Matrix® Assessment 2025



Sonata recognized as a **“Major Contender”** in Everest Group’s **Microsoft Business Applications Services** PEAK Matrix® Assessment 2025 - Focus on CRM and ERP Services



# People – Our Key Strength





**The Modernization  
Engineering Company**

# **FINANCIAL HIGHLIGHTS**

**Sonata Software consolidated PAT grew by 6.1% QoQ. International EBITDA accretion of 2.2% QoQ and Domestic GC grew by 10.8% QoQ. Consistent quarterly interim dividend of INR 1.25 per share**

INR Crs.

P&L	Consolidated			International Services			Domestic Business		
	Q3'26	Q2'26	QoQ	Q3'26	Q2'26	QoQ	Q3'26	Q2'26	QoQ
Revenue in \$mn.	345.8	242.8	-	82.3	82.0	0.4%	263.3	159.4	65.2%
Revenue in INR crs.	3080.6	2119.3	-	738.6	730.3	1.1%	2345.9	1391.3	68.6%
GC - Products	-	-	-	-	-	-	76.1	68.7	10.8%
EBITDA before fx & OI	200.2	172.7	15.9%	144.0	126.3	14.0%	56.2	46.5	20.9%
EBITDA before fx & OI %	6.5%	8.1%	-1.7%	19.5%	17.3%	2.2%	2.4%	3.3%	-0.9%
EBITDA after fx & OI	211.6	204.1	3.7%	146.8	146.1	0.5%	65.7	58.9	11.4%
EBITDA after fx & OI %	6.9%	9.6%	-2.7%	19.8%	19.9%	-0.1%	2.8%	4.2%	-1.4%
PAT before exceptional item	127.5	120.2	6.1%	80.4	78.0	3.0%	47.1	42.2	11.6%
PAT before exceptional item %	4.1%	5.7%	-1.5%	10.9%	10.6%	0.2%	2.0%	3.0%	-1.0%
PAT post exceptional item	104.4	120.2	-	59.8	78.0	-	44.6	42.2	-
PAT post exceptional item %	3.4%	5.7%	-	8.1%	10.6%	-	1.9%	3.0%	-
Effective Tax Rate	25.9%	26.5%	-	26.0%	27.0%	-	25.8%	25.7%	-
Revenue Mix onsite offshore	-	-	-	37:63	47:53	-	-	-	-
EPS Per Share	3.76	4.33	-13.2%						
Cash and equivalents	563.7	322.7	-						

# Financial Performance of International Services – Q3FY26

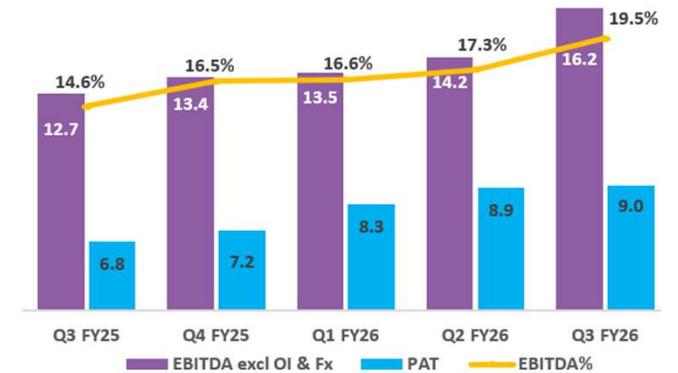
Revenue in \$ Mn

Reported Currency    Constant Currency  
 ↑ 0.4% QoQ            ↑ 0.3% QoQ  
 ↓ 5.4% YoY            ↓ 6.8% YoY

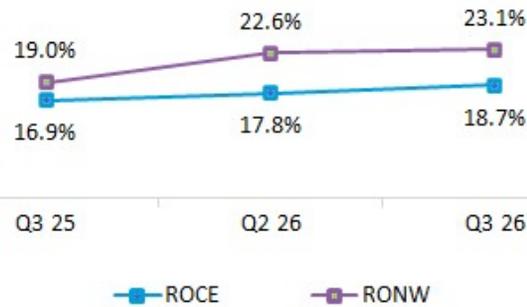


EBITDA & PAT in \$ Mn

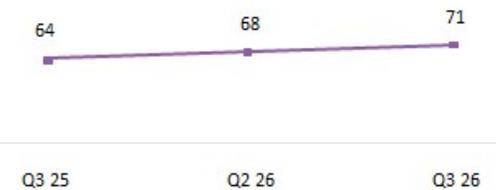
PAT            ↑ 1.0% QoQ            ↑ 33.4% YoY



Return on Capital

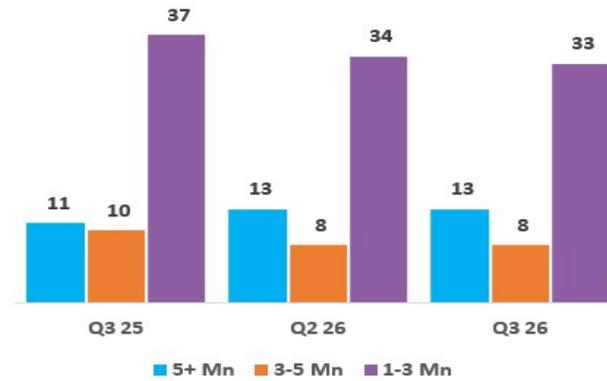


DSO

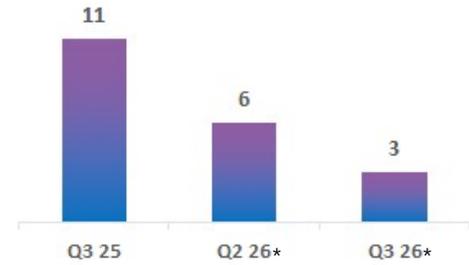


# International Services: Revenue Insights

Client Metrics



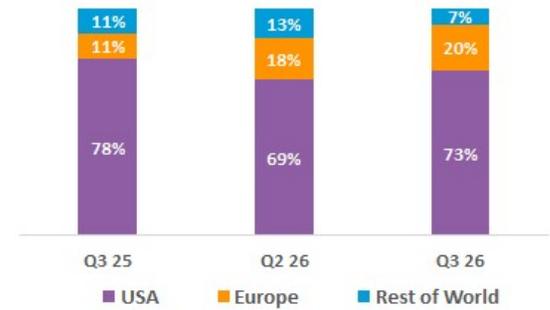
New Customers added



Client Contribution to Revenue



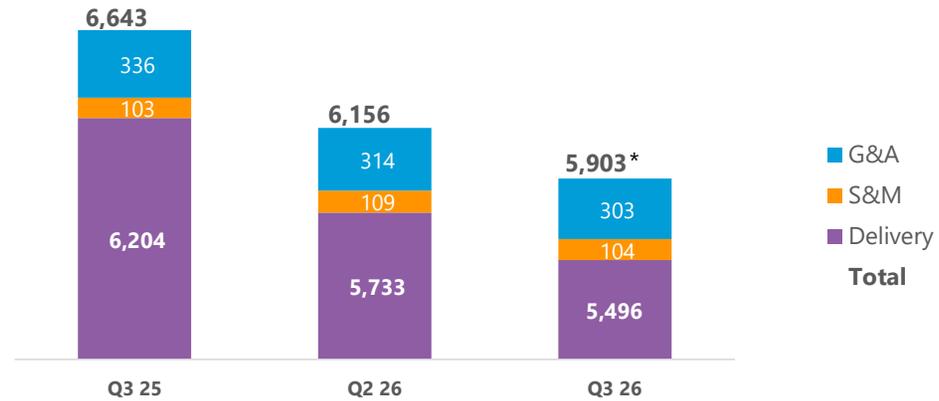
Revenue by Geography



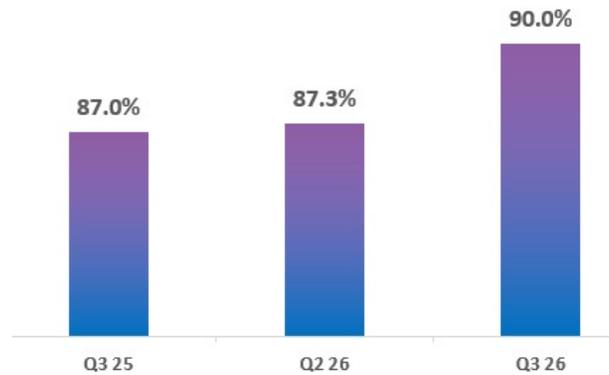
\*includes multi year large deals

# International Services: Operating Parameters

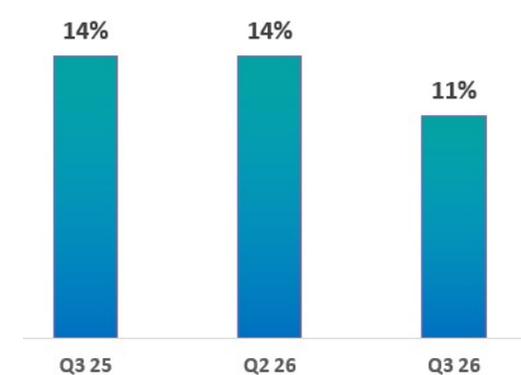
### Headcount by Function



### Utilization

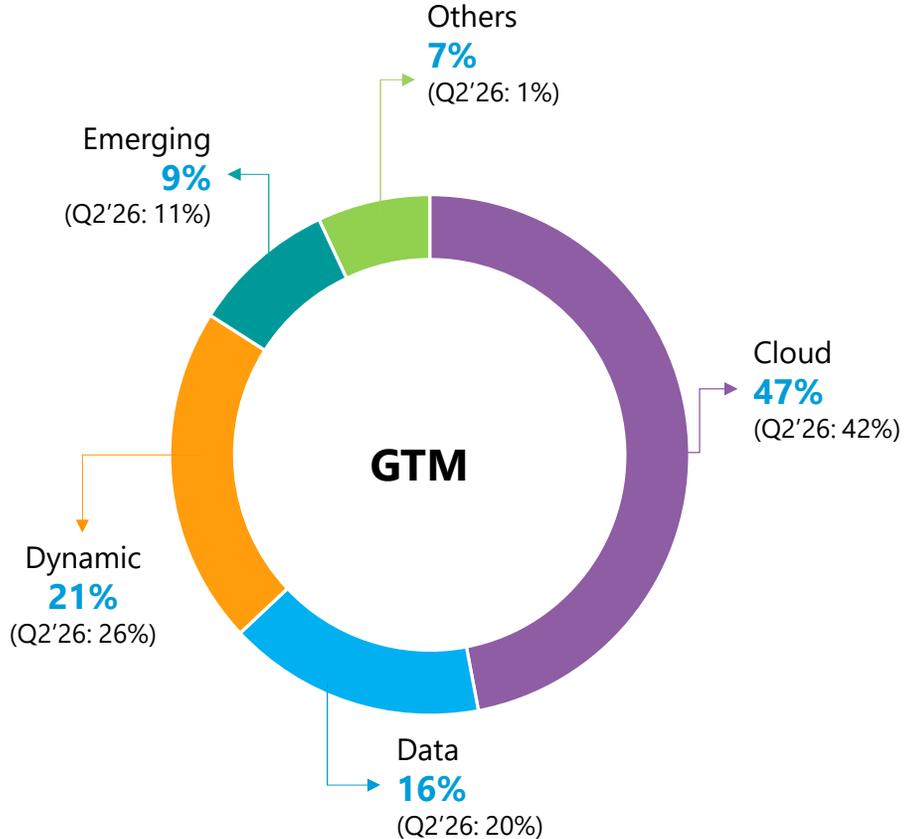
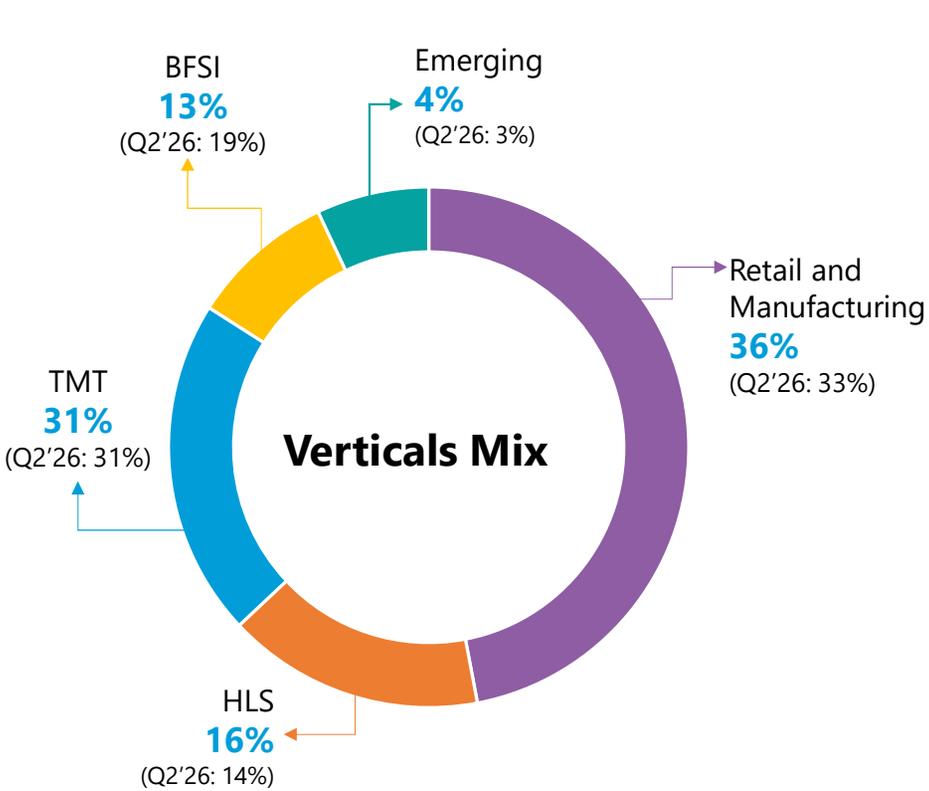


### Attrition%



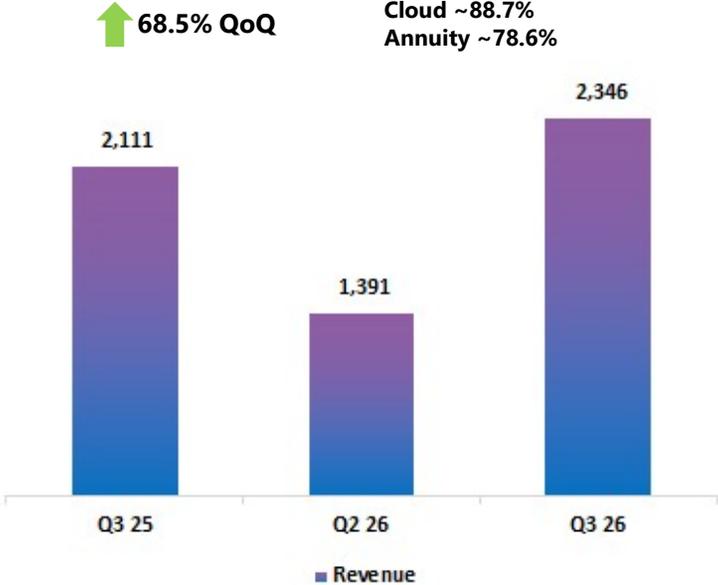
\* In Q3'26, total headcount including domestic business stood at 6,404.

# International Services: Q3'26 Revenue Composition

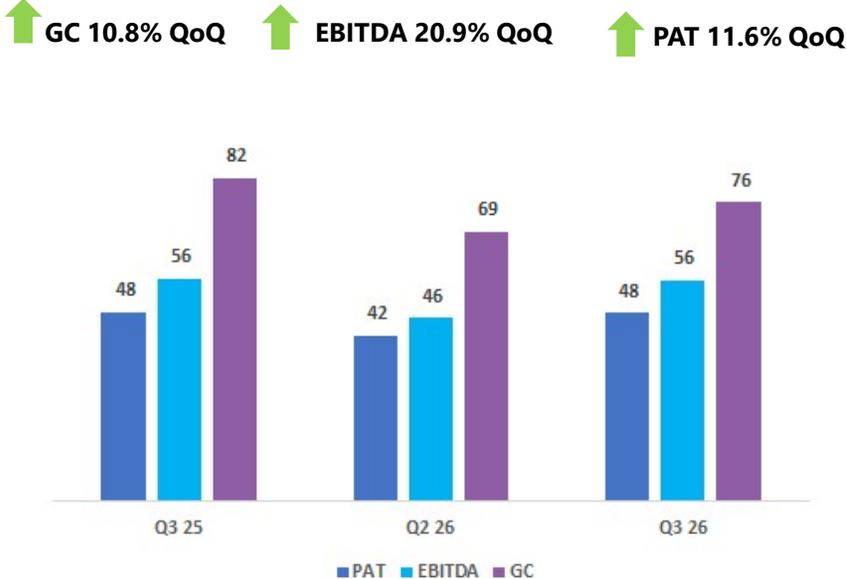


# Domestic Business: Financial Performance Q3 FY26

Revenue (INR crs)



Gross Contribution , EBITDA & PAT (INR crs)

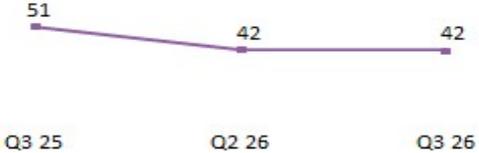


# Domestic Business: Additional Insight Q3 FY26

Net working Capital ÷ Gross Contribution



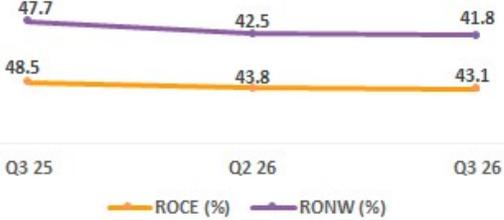
DSO



Head Count



Return on Capital



# THANK YOU

[www.sonata-software.com](http://www.sonata-software.com)



WE ARE A  
**MODERNIZATION  
ENGINEERING  
COMPANY**

