

7th May, 2025

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 and year ended 31st March, 2025.

The above said presentation is also made available on the Company's website 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

Q4 FY'25

INVESTOR PRESENTATION

www.sonata-software.com

WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**



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

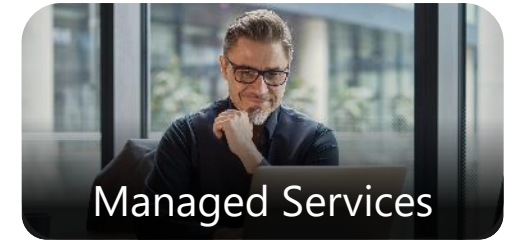
6800+

Engineers across US, EU,
Asia & ANZ

15+

Different
Nationalities

Delivering Outcome-based Modernization Services

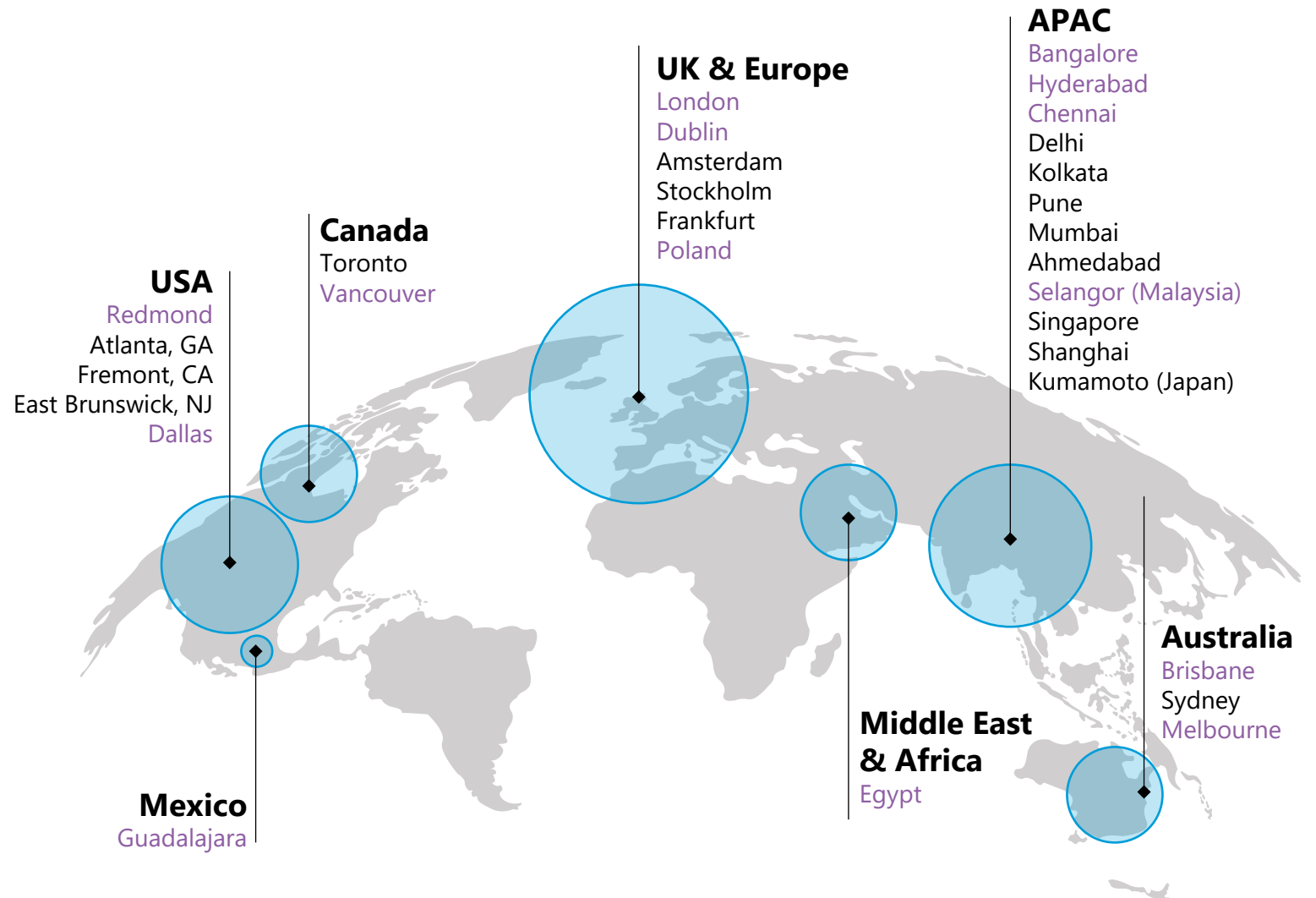


Digital transformation using **Platformation™**

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



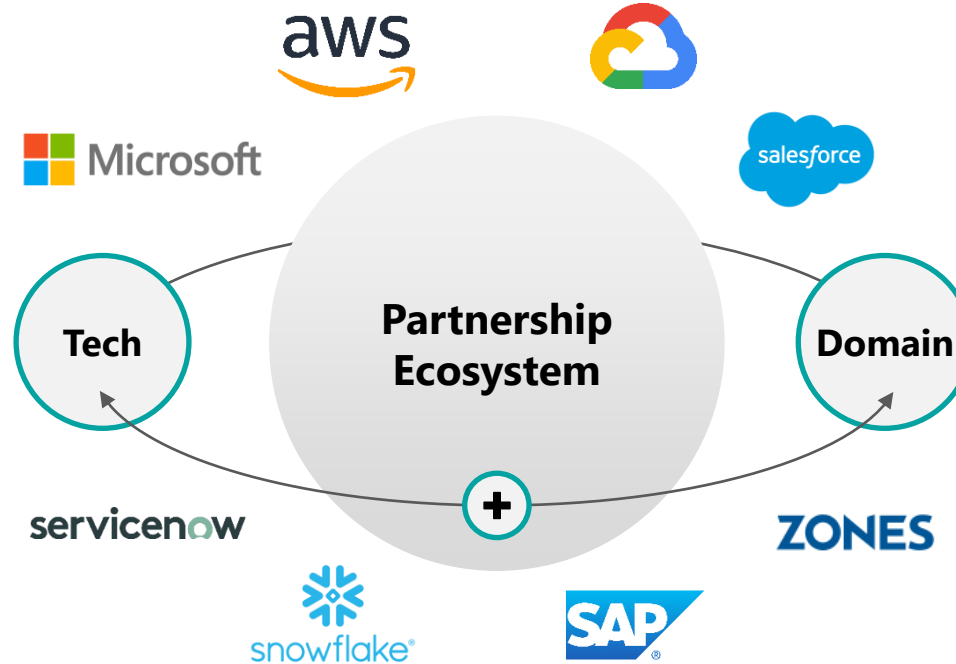
BFSI

Banking, Financial Services and Insurance



HLS

Healthcare and Life Sciences



Innovation: IPs

LISA Chatbot

(Conversational AI)

Workbox.io

(Archival)

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

Our Performance Vision and aspiration for Sonata

Vision

**A
top-quartile
growth firm**

**Enabling client's
modernization
outcomes
and
empowering
Sonatians to succeed.**

SCALE – Key Drivers



Harvest

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



Invest

Sales, Large deals,
BFSI, Healthcare Life
Sciences and technical
capabilities (AI)



Diversify

Clients:

**Build multiple
large accounts**

Brand:

**Global brand in
Modernization**

...evolving from Sonata Software to Sonata.AI

What's Working Well for Us...

01

Large Deals

2 Large deals won during Q4FY'25

02

AI & Fabric

Key deals win

03

Modernization

Cloud & Data pipeline is 61%

04

Verticals / Partnerships

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

05

Domestic Business

Steady GC growth

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

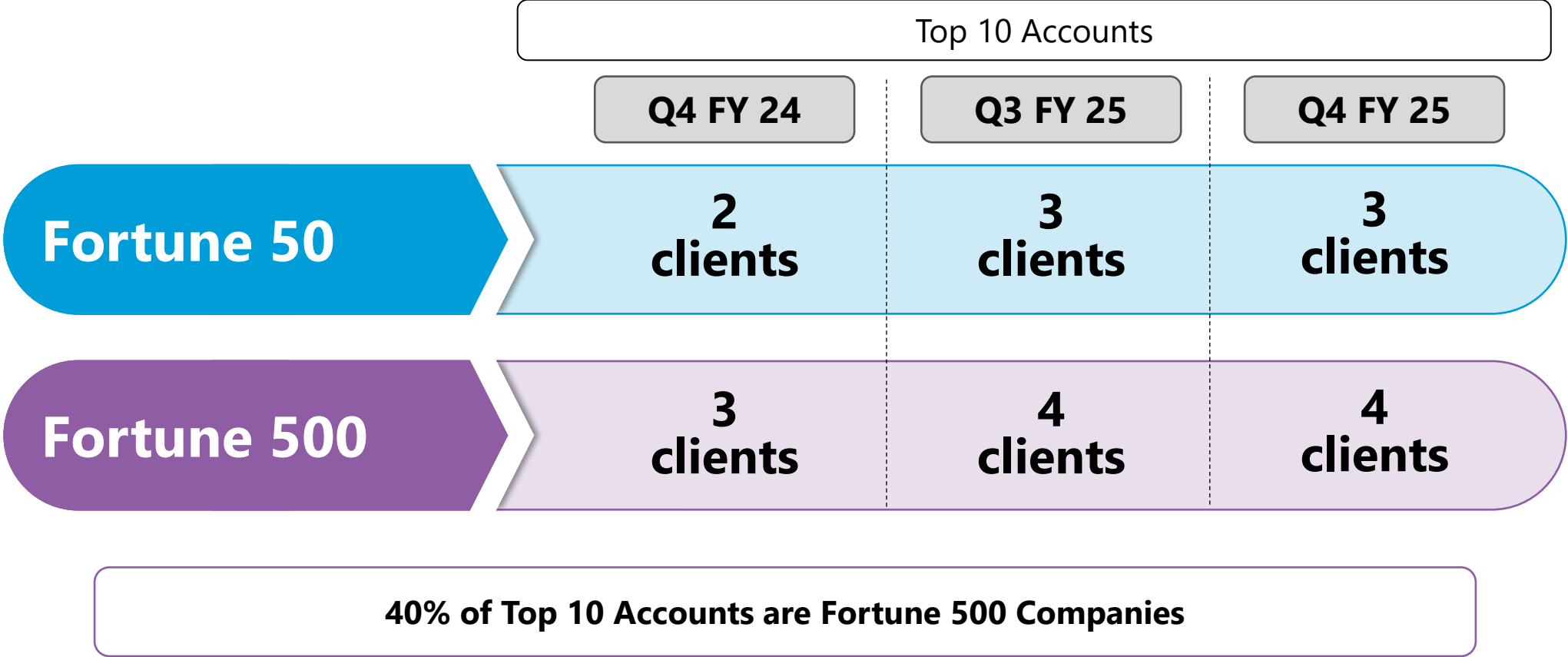
45%

of Active Pipeline
consists of Large
Deals

33%

of Large deals
pipeline are with
Fortune 500 clients

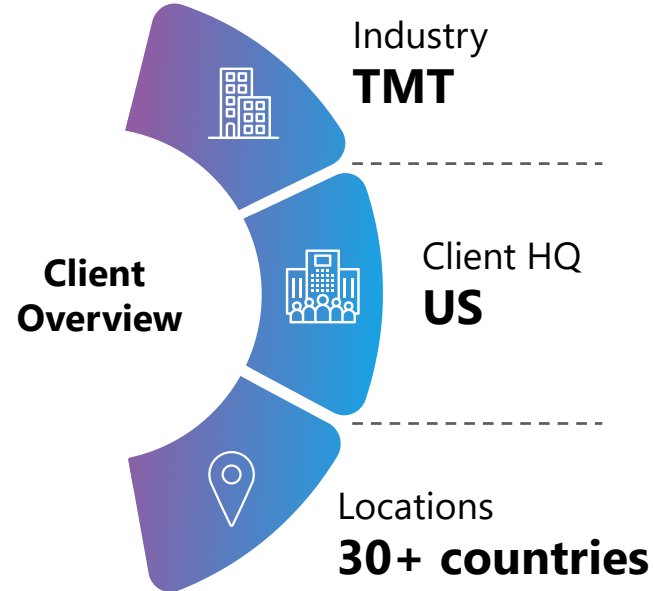
Quality of Growth – Top Client's Movement



Large Deal Win: AI Led Platform Modernization

Client Overview

Client is an American Technology, Media and Telecom sector company.



Areas in Scope

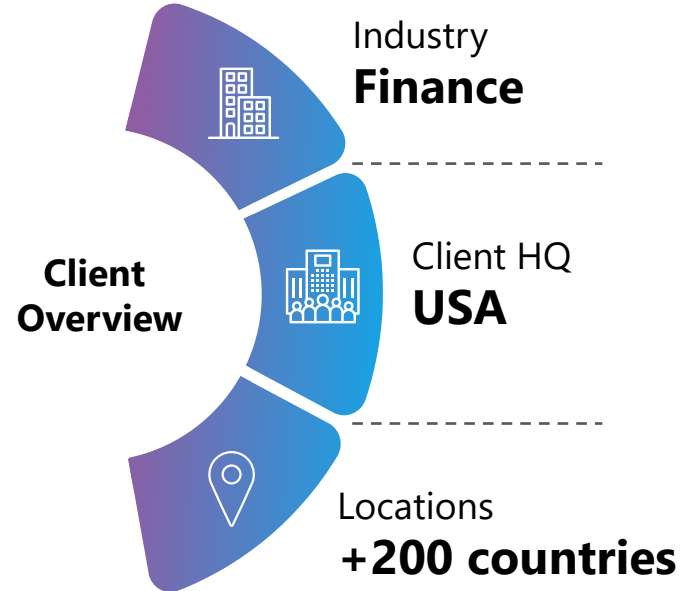
Sonata is the preferred technology outsourcing provider

- 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 vast network of agents, retail locations, and digital platforms.

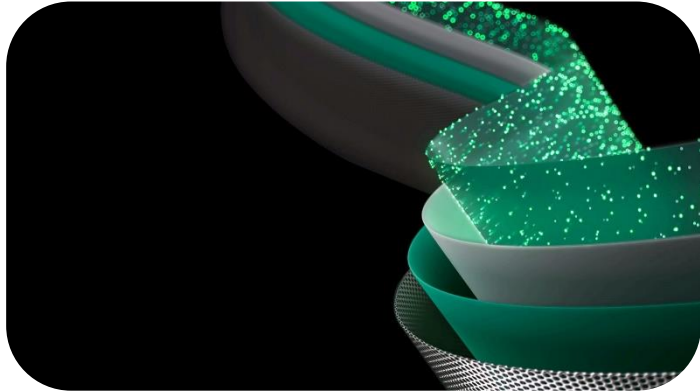


Areas in Scope

Consolidated Data Platforms Support and Core Applications Development & QA Testing

- Data Platform(s) Support
- Data Platform(s) Optimization
- Core Applications Development and QA Testing
- 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 funding
AWS – Rescale Program
VMWare->Cloud Migration
Compete deals

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.



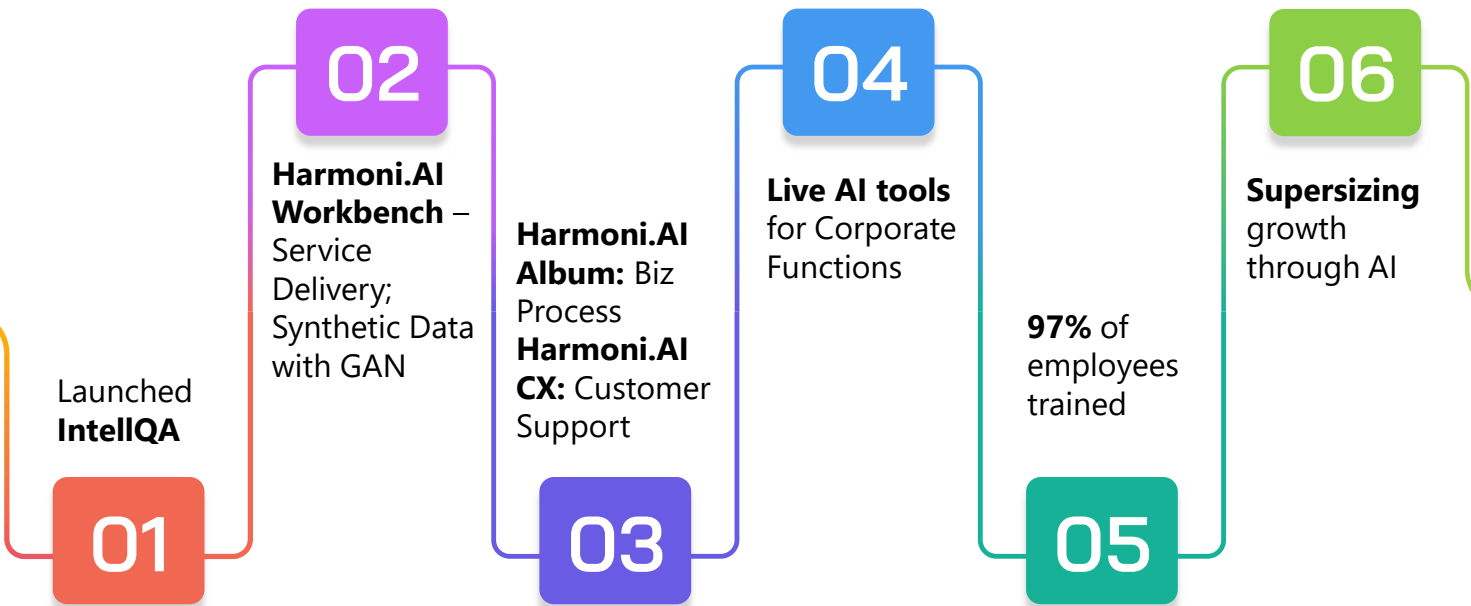
US based Technology company
Transform AI-driven insights, sustainability, and unified operational intelligence to shorten the time taken for new customer onboarding from 2 weeks to less than a day.

































The Modernization Engineering Company **SONATA**
SONATA SOFTWARE

Sonata achieves the **AWS Generative AI Competency**

Microsoft Partner council member | **AWS as Partner**



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
 	  				 
 	  	 	 		 
 	  	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> MSFT Market Place Partners </div>	 		

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

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

<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</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















INNER CIRCLE

FOR MICROSOFT BUSINESS APPLICATIONS

24 | 25







Microsoft Fabric

Success Stories (1/3)...

Development of Transformative AI Platform

Client Overview

Industry
Life Science

Locations

Offices in 8 countries and clinical trials in 140 countries

A Global Leader in Clinical Trial Technology

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 AI innovations
- Build once reuse many times
- Accelerated time for Concept to production by 50-60%
- Responsible adoption for AI helped in risk mitigation
- Infrastructure cost savings by 30-40%
- Competitive advantage in regulated markets

Success Stories (2/3)...

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

**Client
Overview**

Industry
Retail

Locations
36 countries globally

**An India based retail
global conglomerate**

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 Sales pipeline and enhances store team's productivity by 40%
- Help in improving conversion up to 75%
- Overall sales is estimated to go up by 30% y-o-y
- Automated several business processes with the Co-pilot enabled solution resulting in reduction of agents by 30%
- Enhanced customer satisfaction
- Sonata is entrusted as partner of choice for new IT initiatives and programs

Success Stories (3/3)

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 services company providing banking, lending, and wealth management services

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.

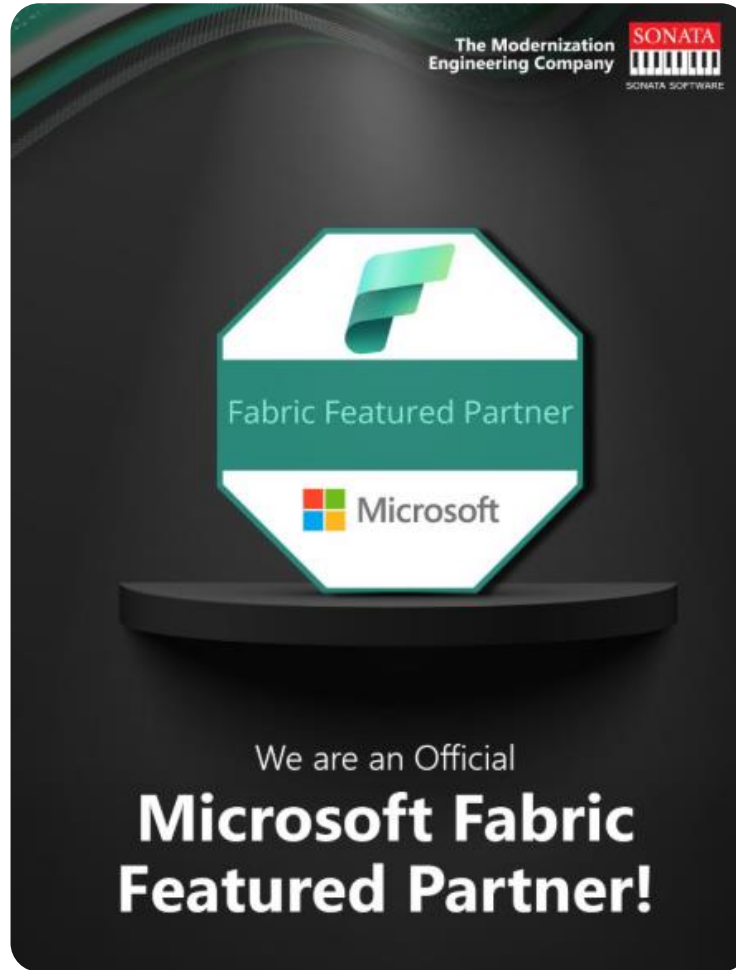
Solutions

- **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 industry regulations (GDPR, CCPA, etc.). Integrated automated data lineage and cataloging tools (e.g., Alation, Manta) for enhanced data visibility and traceability.
- Developed **Scalable ETL/ELT pipelines** using Talend and Apache Spark for efficient data transformation and movement.
- Migrated from legacy on-premise systems to a **Cloud-native Data Platform** (Snowflake, AWS) for enhanced scalability and performance. Adopted **Medallion Architecture (Bronze, Silver, Gold)** to streamline data ingestion, transformation, and analytics.
- Enabled **Real-time and Batch data processing** to support **AI/ML-driven insights and decision-making**.

Key Recognition



People – Strength of Sonata





**The Modernization
Engineering Company**

FINANCIAL HIGHLIGHTS

Financial Snapshot: International Services Revenue in USD terms grew 3.7%(3.9% CC)YoY; Domestic GC grew 14.8% YoY

INR Crs.

P&L	Consolidated			International Services			Domestic Business		
	FY'25	FY'24	YoY	FY'25	FY'24	YoY	FY'25	FY'24	YoY
Revenue in \$mn.	1201.4	1040.5	15.5%	335.5	323.6	3.7%	868.7	704.2	23.4%
Revenue in INR crs.	10157.2	8613.1	17.9%	2829.7	2679.6	5.6%	7340.6	5950.5	23.4%
GC - Products	-	-	-	-	-	-	299.1	260.4	14.8%
EBITDA before fx & OI	689.3	727.5	-5.2%	480.5	563.3	-14.7%	208.6	164.6	26.8%
EBITDA before fx & OI %	6.7%	8.3%	-1.6%	17.0%	21.0%	-4.0%	2.8%	2.8%	0.1%
PAT before exceptional items	424.7	483.2	-12.1%	246.6	319.8	-22.9%	178.1	163.4	9.0%
PAT % before exceptional items	4.2%	5.5%	-1.3%	8.6%	11.7%	-2.7%	2.4%	2.7%	-0.3%
PAT post exceptional items	424.7	308.5	37.6%	246.6	145.1	69.9%	178.1	163.4	9.0%
PAT % post exceptional items	4.2%	3.5%	0.6%	8.6%	5.3%	3.3%	2.4%	2.7%	-0.3%
Effective Tax Rate	26.0%	26.1%	-	26.3%	23.3%	-	25.6%	25.5%	-
EPS Per Share	15.30	11.12	37.6%						
OCF to EBITDA	93.3%	33.0%	-						

Financial Snapshot: International Services Revenue in USD terms de-grew 6.6% QoQ; Domestic GC de-grew 4.3% QoQ

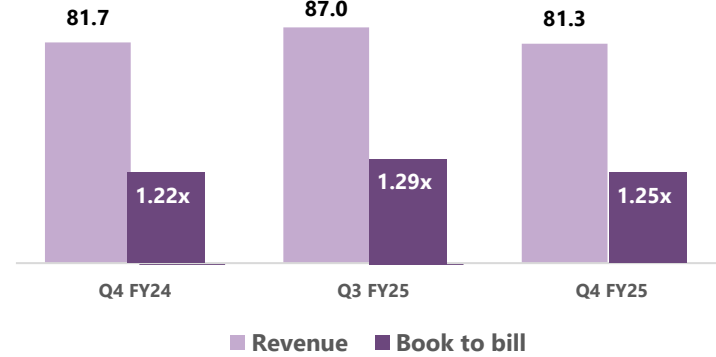
INR Crs.

P&L	Consolidated			International Services			Domestic Business		
	Q4'25	Q3'25	QoQ	Q4'25	Q3'25	QoQ	Q4'25	Q3'25	QoQ
Revenue in \$mn.	302.2	336.8	-10.3%	81.3	87.0	-6.6%	221.5	251.0	-11.8%
Revenue in INR crs.	2617.2	2842.8	-7.9%	702.3	731.7	-4.0%	1918.2	2111.1	-9.1%
GC - Products	-	-	-	-	-	-	78.4	81.9	-4.3%
EBITDA before fx & OI	172.7	163.6	5.8%	115.7	107.1	8.0%	56.5	56.4	0.1%
EBITDA before fx & OI %	6.6%	5.8%	0.8%	16.5%	14.6%	1.9%	2.9%	2.7%	0.3%
PAT before exceptional items	107.5	105.0	2.4%	62.3	56.9	9.5%	45.2	48.1	-6.0%
PAT % before exceptional items	4.1%	3.7%	0.4%	8.8%	7.7%	1.1%	2.3%	2.3%	0.1%
PAT post exceptional items	107.5	105.0	2.4%	62.3	56.9	9.5%	45.2	48.1	-6.0%
PAT % post exceptional items	4.1%	3.7%	0.4%	8.8%	7.7%	1.1%	2.3%	2.3%	0.1%
Effective Tax Rate	28.7%	23.3%	-	30.9%	21.1%	-	25.4%	25.8%	-
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

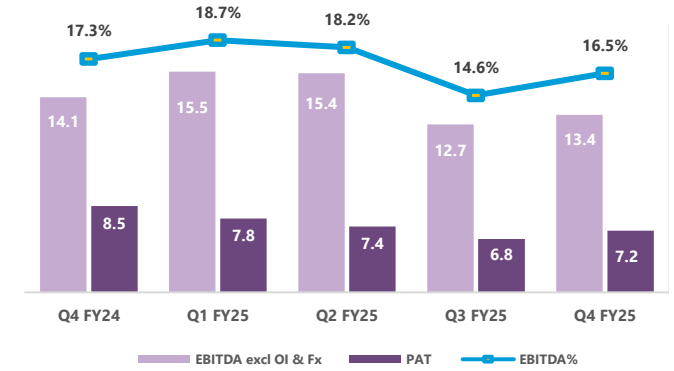
Revenue in \$ Mn

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

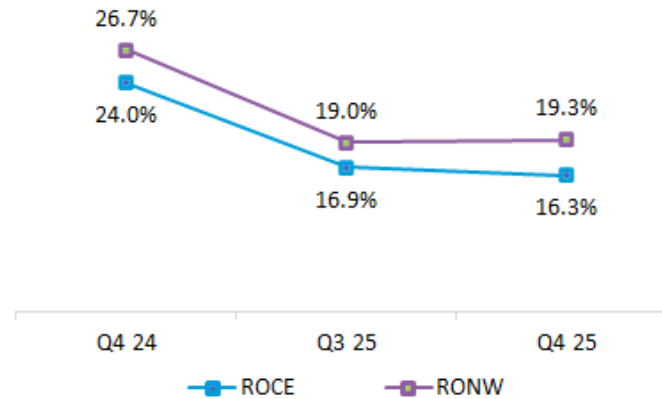


EBITDA & PAT in \$ Mn

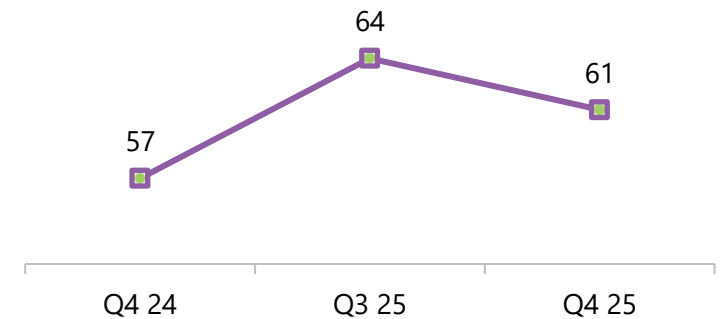
PAT ↑ 9.5% QoQ ↓ 11.3% YoY



Return on Capital



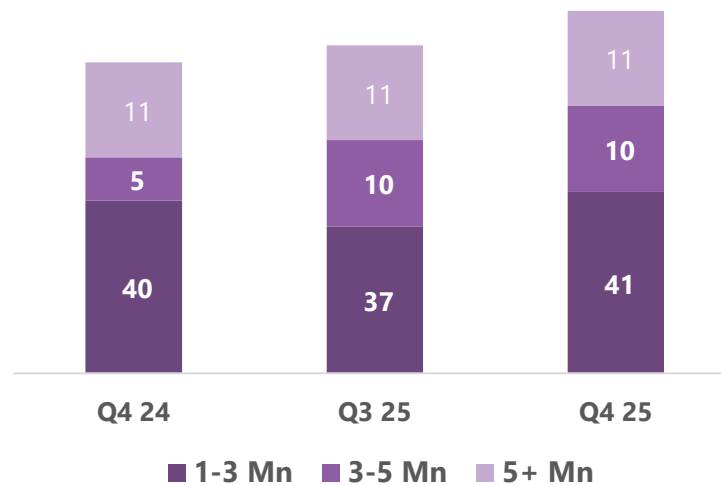
DSO*



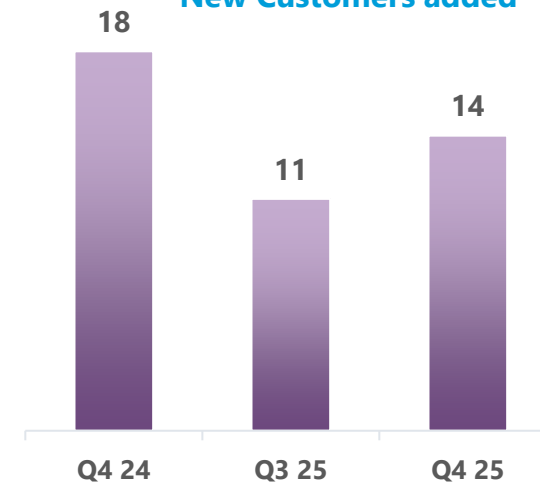
DSO calculation in line with industry practice.

International Services: Revenue Insights

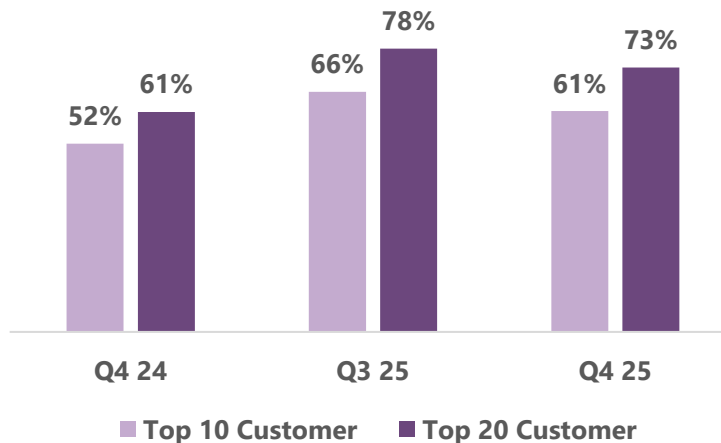
Client Metrics



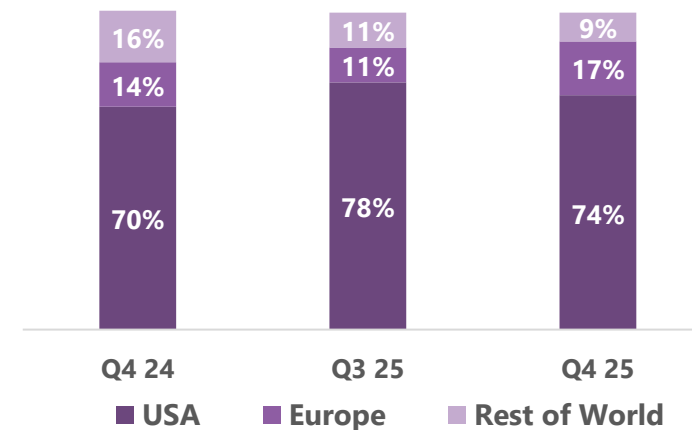
New Customers added



Client Contribution to Revenue

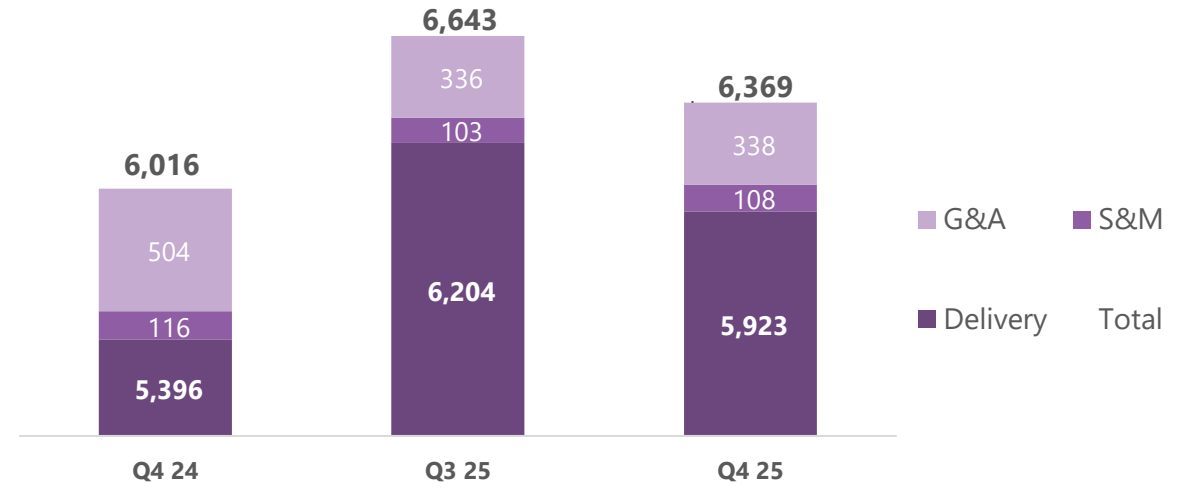


Revenue by Geography

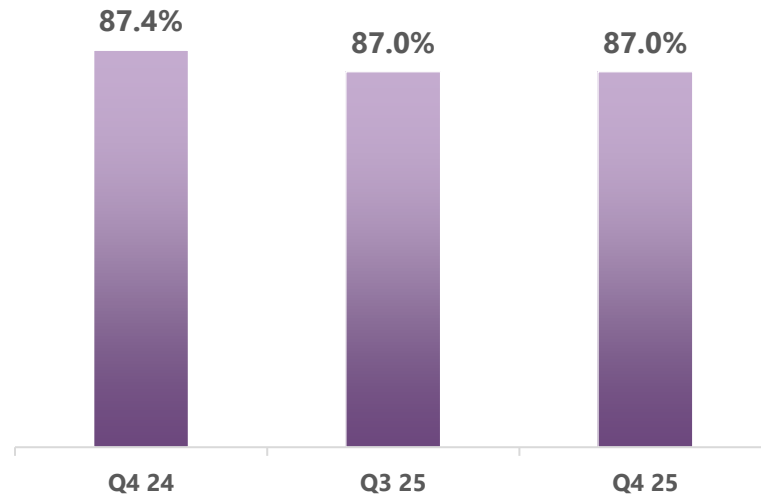


International Services: Operating Parameters

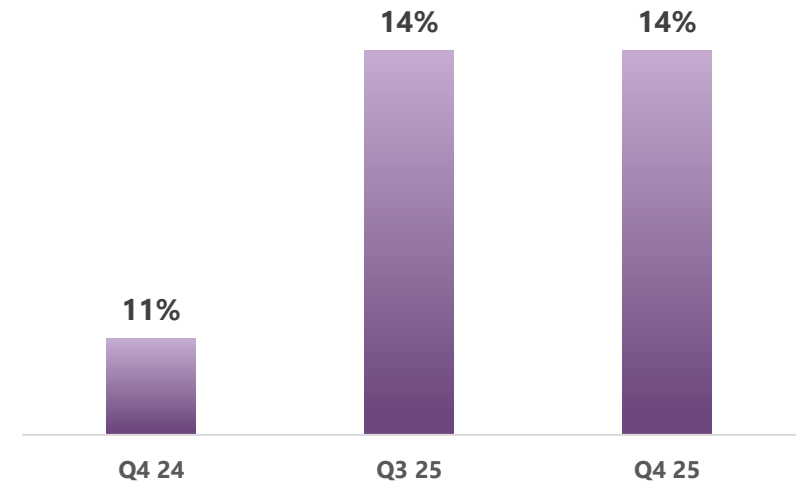
Headcount by Function



Utilization

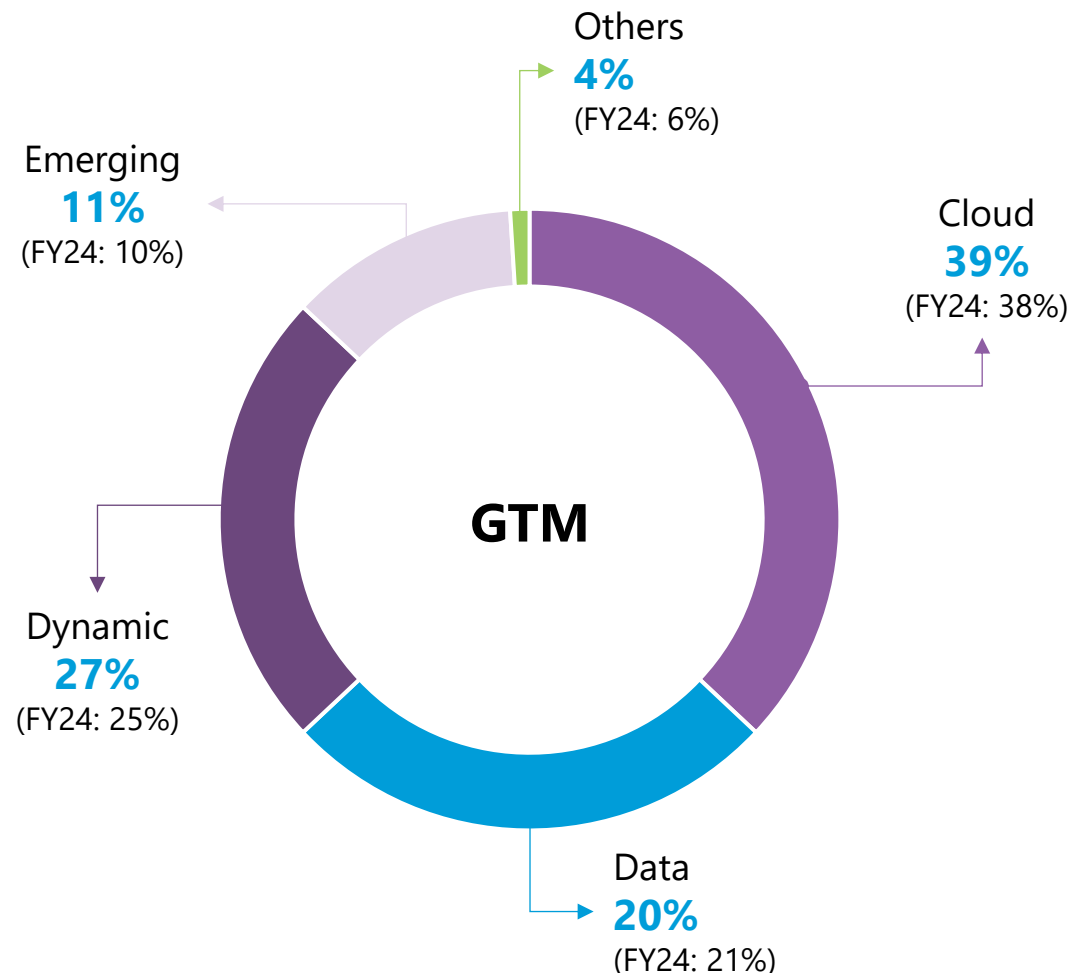
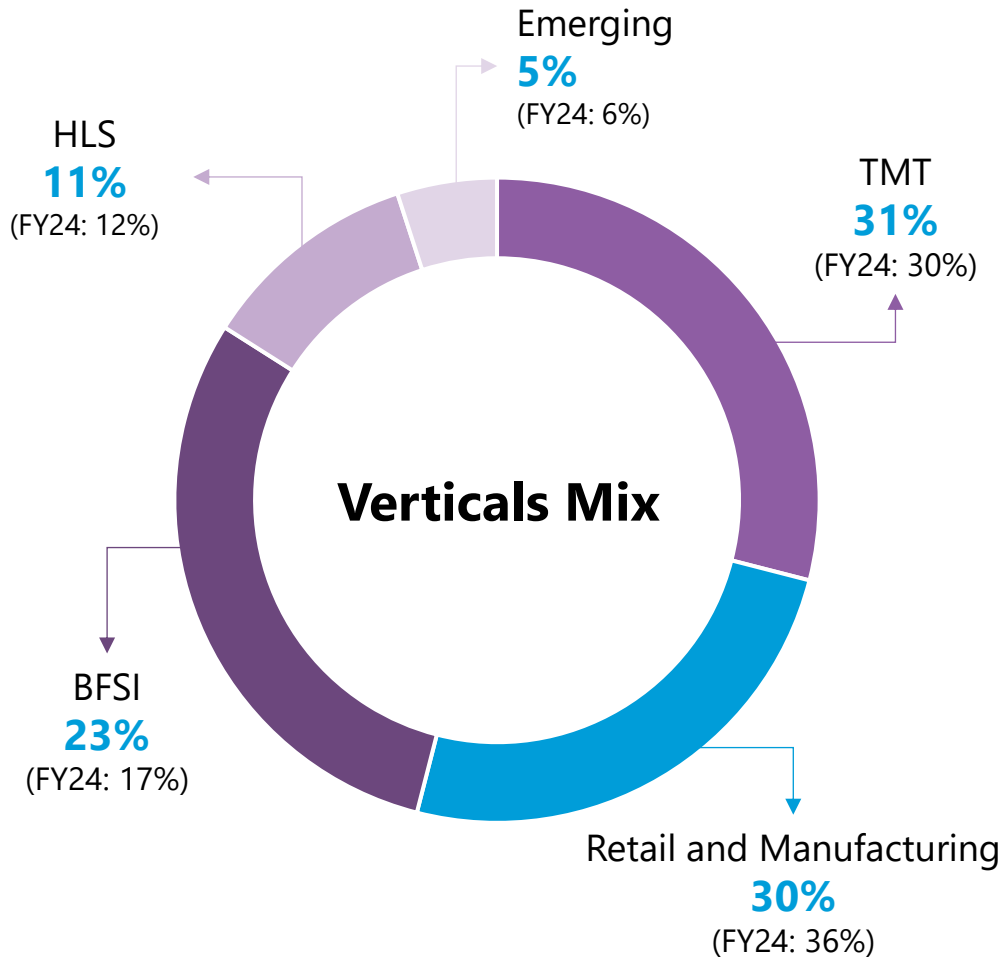


Attrition% (LTM)



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

International Services: FY25 Revenue Composition

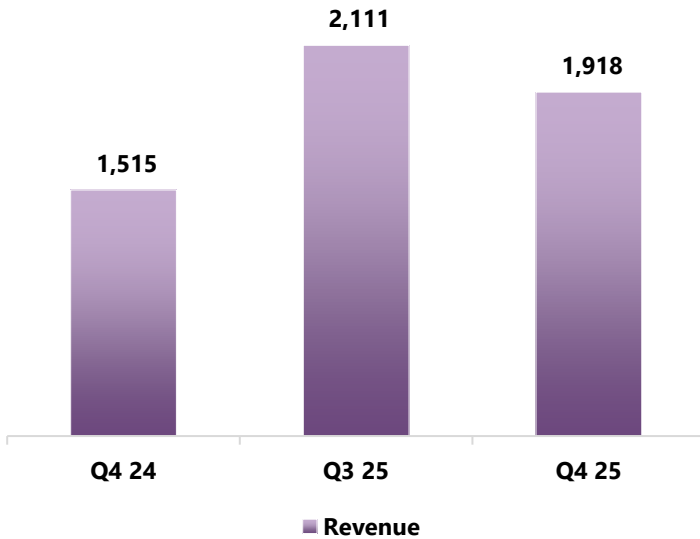


Financial Performance of Domestic Business – Q4 FY25

Revenue (INR crs)

↓ 9.1% QoQ

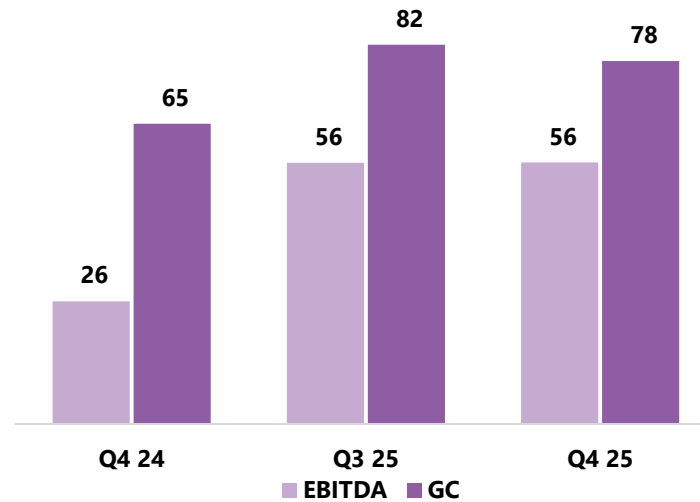
Cloud ~88.0%
Annuity ~12.0%



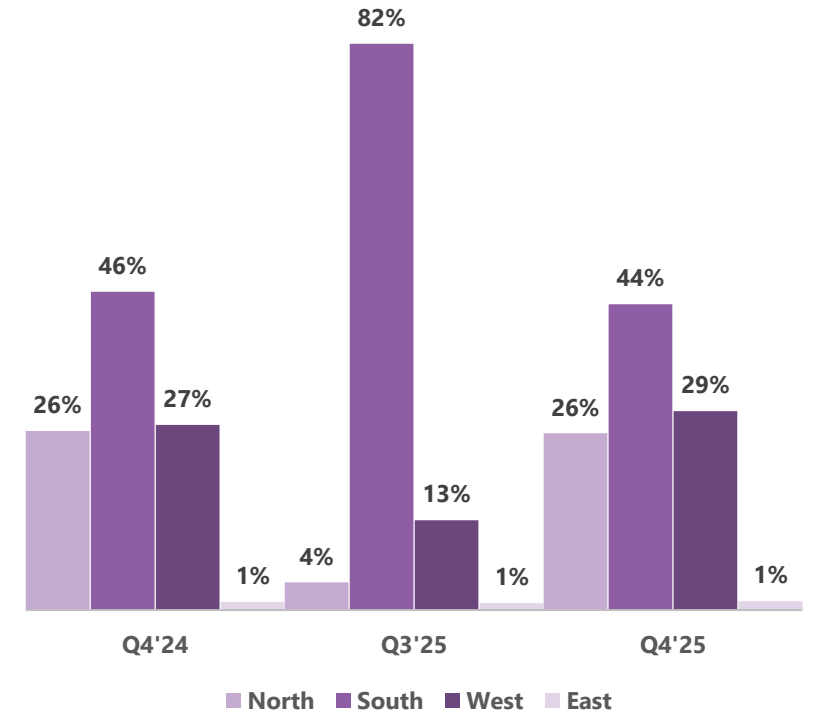
Gross Contribution & EBITDA (INR crs)

↓ GC 4.3% QoQ

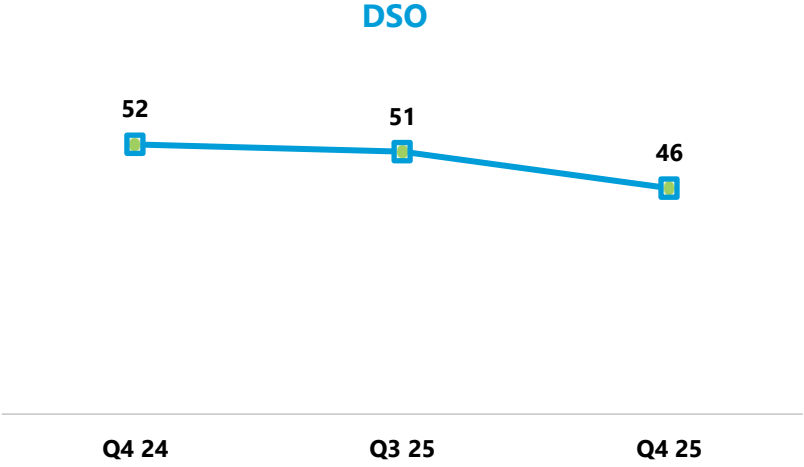
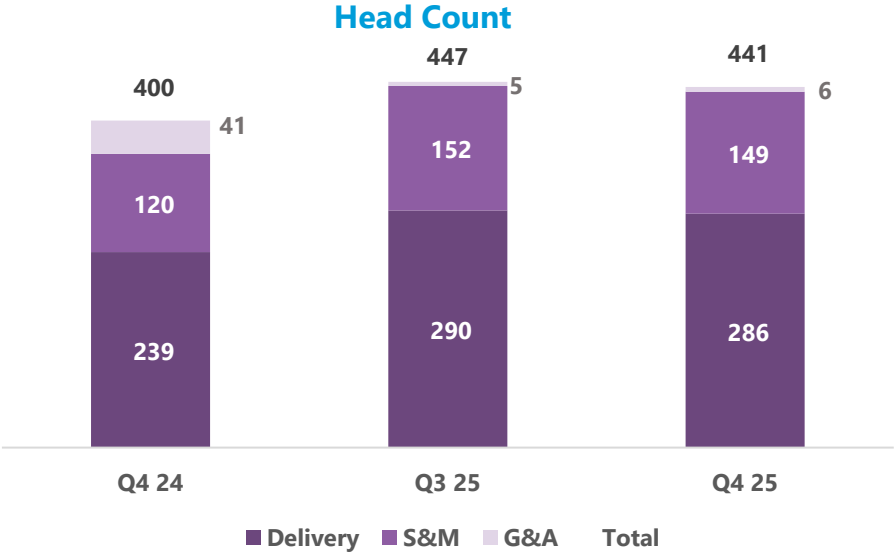
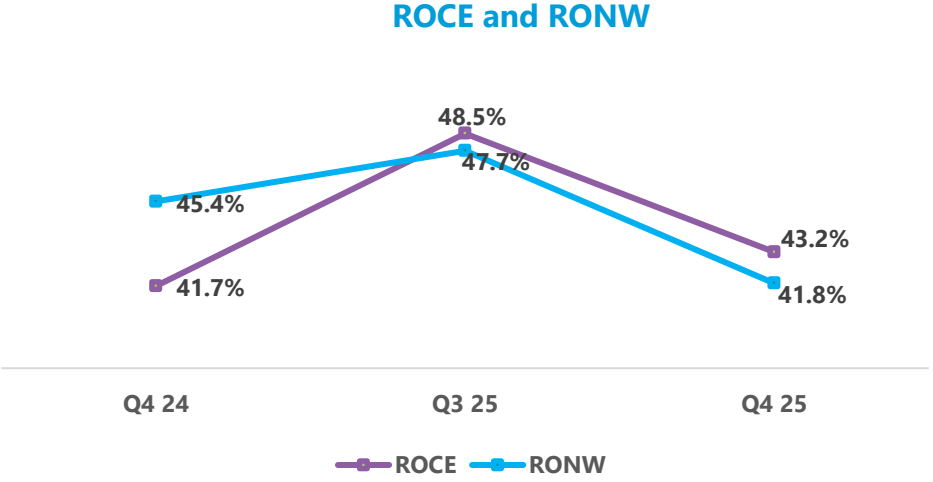
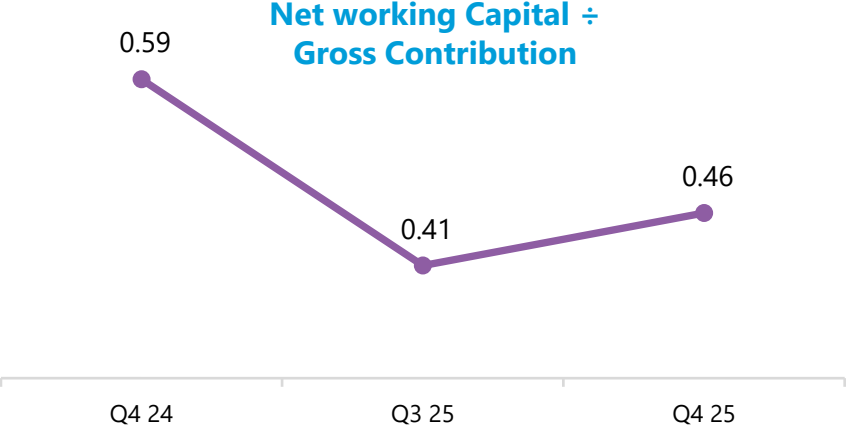
↑ EBITDA Flattish QoQ



Revenue % by Region



Domestic Business: Delivering consistently strong growth with Industry leading ROCE



DSO calculation in line with industry practice.



**The Modernization
Engineering Company**

SONATA SOFTWARE

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

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

- **Amortisation of Intangibles:** Decline reflects the completion of amortisation for one of the Quant acquisition-related intangible assets.

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**

