

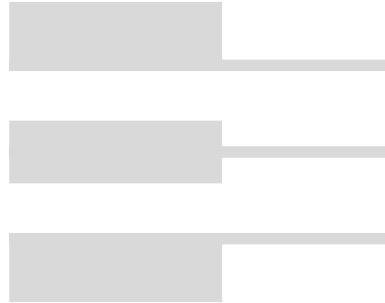


**A Modernization  
Engineering Company**

Q3 FY'24

# Investor Presentation

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

## The Company

**38 YEARS**

IT Solutions Provider

**\$1B+**

Revenue

**15.3% CAGR**

across 10 years

**Listed (SONATSOFTW)**

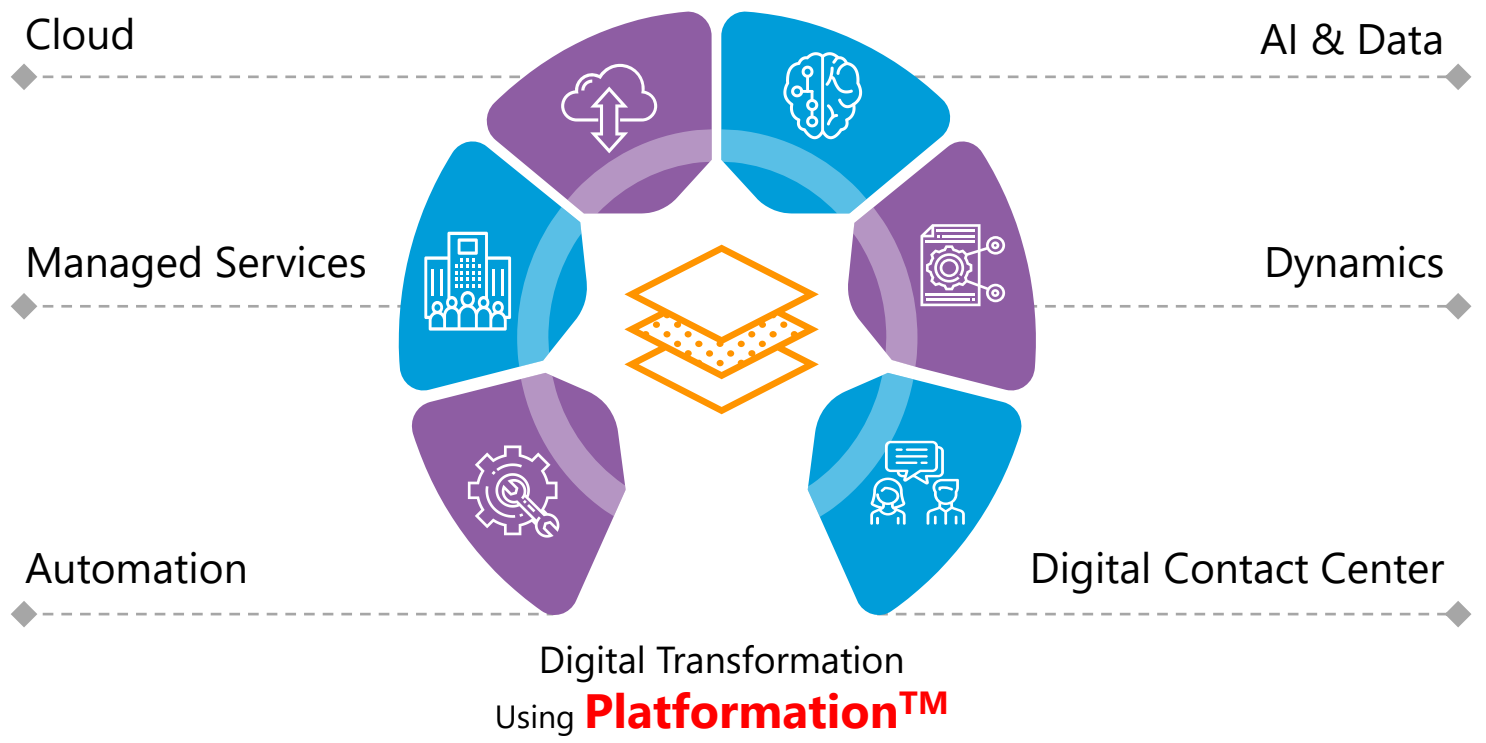
Market Cap **\$ 2.5B +**

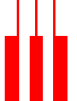
**6500+ Employees**

Across US, EU, Asia & ANZ.

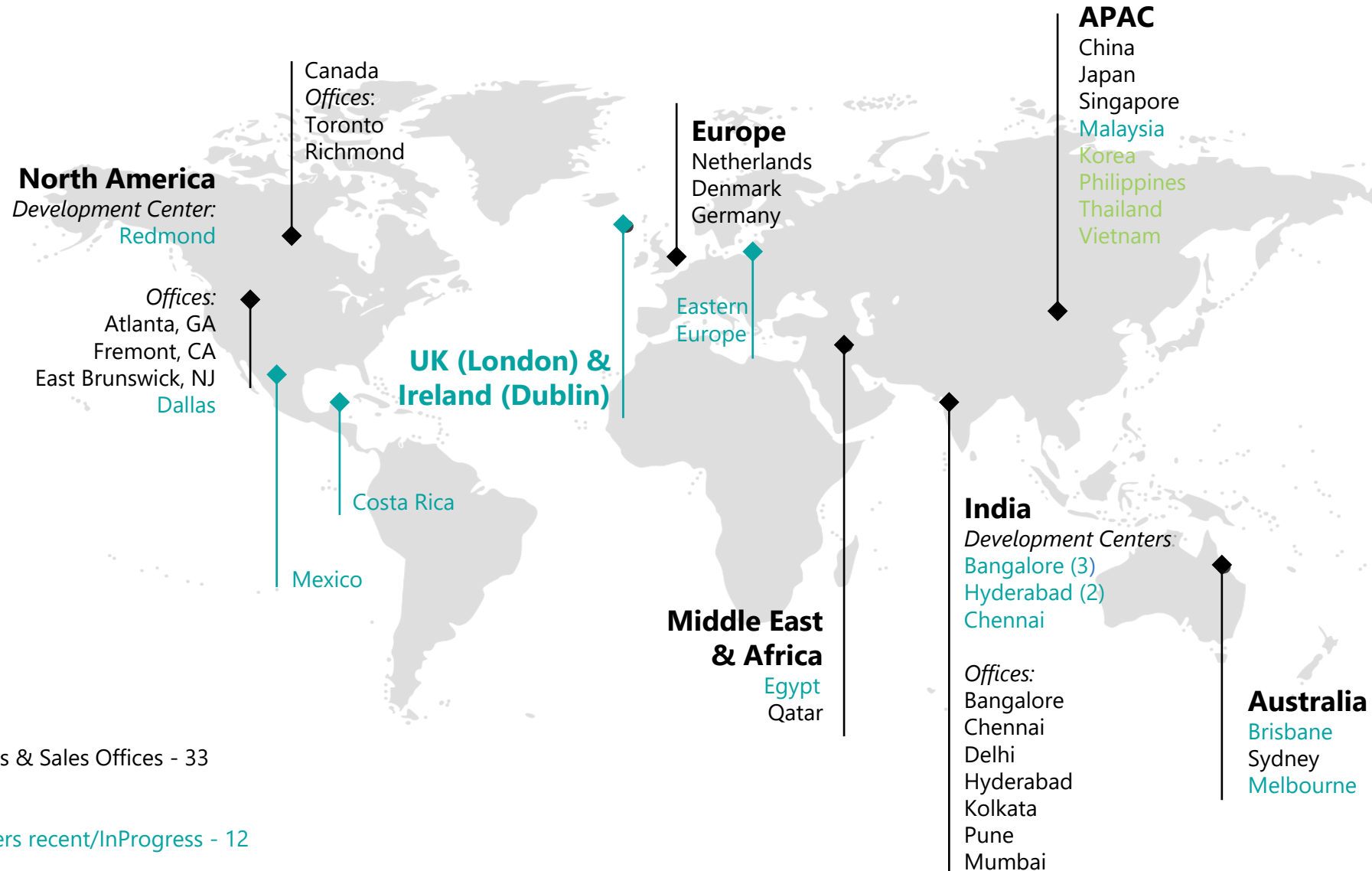
18 different nationalities

## Delivering Outcome-based Modernization Services





# Serving our Global clients with right Talent mix (Global & Local Talent)



- Development Centers & Sales Offices - 33
- Partners - 4
- Global Delivery centers recent/InProgress - 12

## Industries



**BFSI:** Banking, Financial Services and Insurance



**HLS:** Healthcare and Life Sciences



**RMD:** Retail, Manuf., Travel and Distribution



**TMT:** Technology, Media and Telecom

## Ecosystem: Partnerships Tech + Domain



Google Cloud



salesforce



snowflake

servicenow



metricstream



SAP



Innovative IPs

**LISA Chatbot**  
(Conversational AI)

**Workbox.io**  
(Archival)

**Lightning Build**



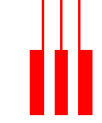
Sustainability Target:  
**Carbon Neutrality**  
**by 2030**

Single Use Plastic Free certified  
by FY 24

Aim for 100% Tier 1 suppliers  
on ESG compliance and training  
by FY 24

UNGC Signatory by FY2024

SbTi Commitment by FY24



# PLAY BIG



# Our Objective and Goal



## Objective:

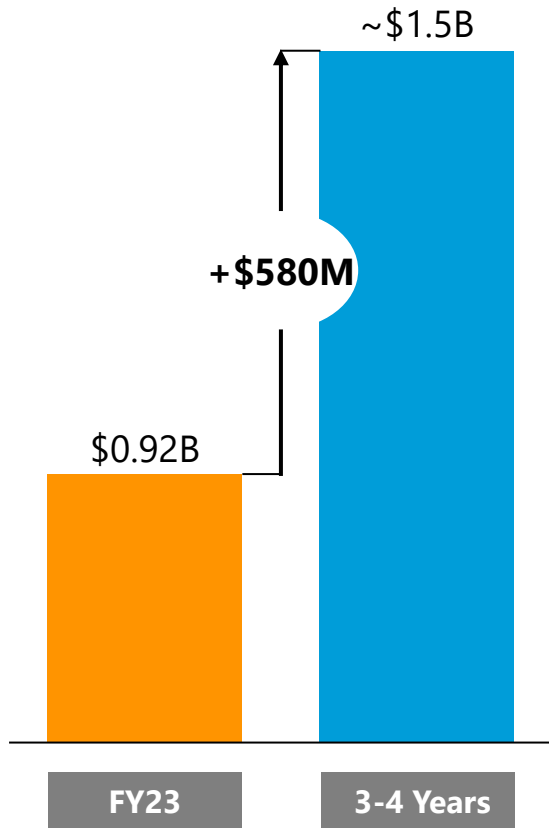
Be one of the fastest-growing  
Modernization Engineering company

## Goal:

Revenue of \$ 1.5B by FY 26 end.  
Intl EBITDA @ low-20's



## Revenue Growth (In \$M)



## 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)

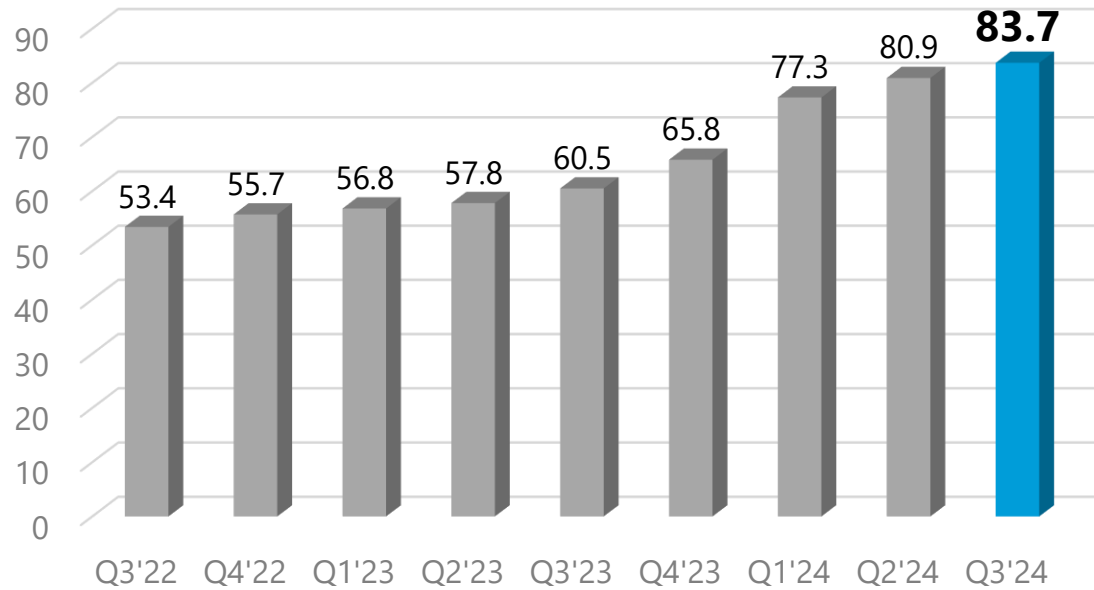


### Diversify

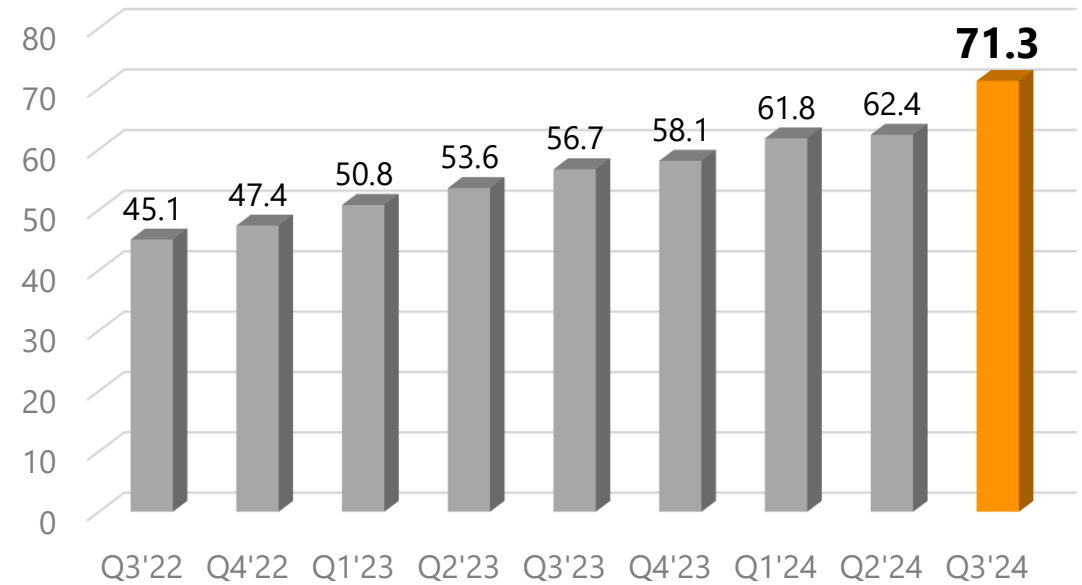
**Clients:** Build multiple large accounts.  
**Brand:** Global brand in Modernization

# In Q3 we crossed **\$330M** in Revenue Run-rate & **\$2.5B** In Market Cap

Intl. Services Rev. \$M



SITL GC INR Cr



**International Business Industry leading growth due to Large deal wins and acquisition performing well..  
We are proud of our consistently top quartile EBIDTA performance too**



# Stock Return of **160%+** For Our Shareholders over the past one year



Total Return to Share Holders		
	1 Yr	5 Yrs
Stock Price Return %**	165%	554%
Div Yield	1%	6%

\* Till Dec 29, 2023

Market Data	
NSE Symbol	SONATSOFTW
Market Cap**	\$ 2.5B

\* 1 USD = INR 83.21

# Annualized

\*\* as on 29<sup>th</sup> Dec 23





### Large Deals

13 Large deals won YTD

### Quant M&A

Integrated with Sonata systems

### Modernization

Cloud & Data pipeline is 37%

### Verticals/Partnerships

Retail/Mfg., BFSI, HLS, TMT and MS, AWS

### SITL

Strong GC growth

Large Deals: 49 large deals under pursuit. **45%** of Large deals pipeline are with Fortune 500 clients

## Key Large Deal Wins

### Client - Premier 3<sup>rd</sup> party logistics

\$8.7M over 1 Years

Logistics application and Infra Support

### Client – Multinational Retail Major

\$6.5M over 5 years

D365 Implementation

### Client – Multinational Tech Corp

\$4.8M over 3 years

Data Support and SQL

## Large Deals in the pipeline

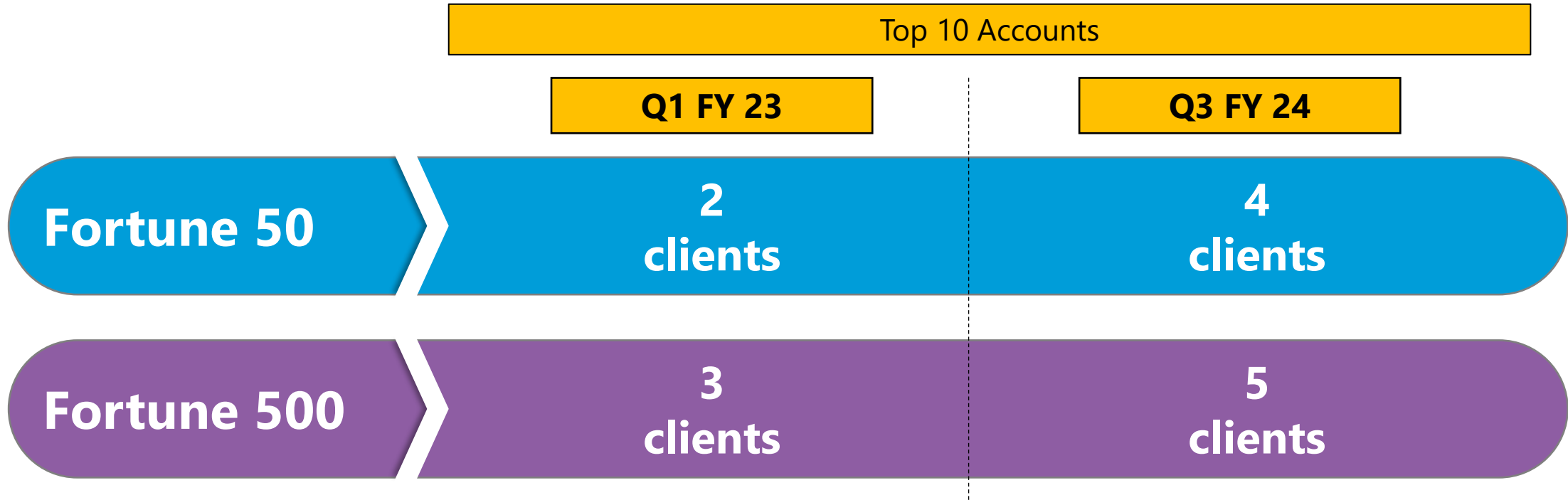
RMD = 18 deals

TMT = 11 deals

HLS = 8 deals

BFSI = 7 deals

Emerging = 5 deals



**50% of Top 10 Accounts are Fortune 500 Companies vis-à-vis 30% in previous year**

**Outside of Top 10, We added 11 New Fortune 500 Logos during the calendar year**

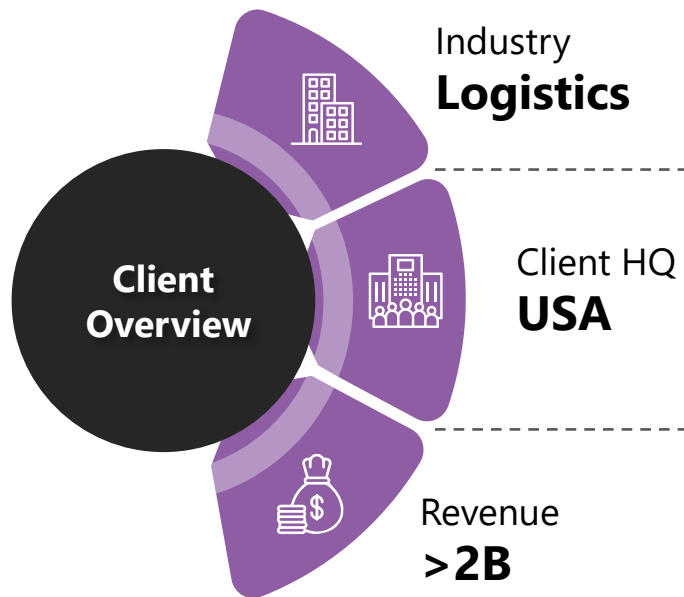


# Large Deal Win - Logistics application and Infrastructure support (\$8.7M)



## Client Overview

American transportation services company specialized in shipping



## Areas in Scope

Digital Transformation partner – maintain application and infrastructure footprint

- ◆ Architecture support, re-engineering
- ◆ Data Management
- ◆ Infrastructure Management and Information Security

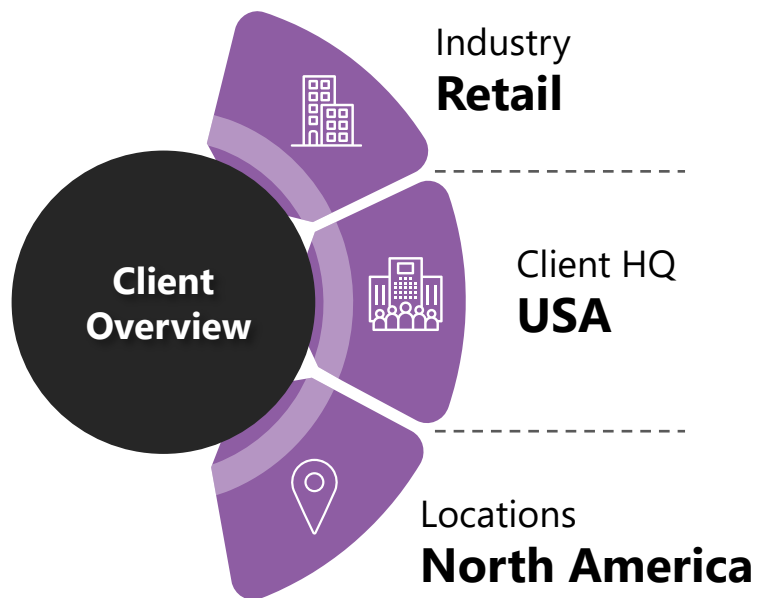


# Large Deal Win – Implementation of Dynamics D365 (\$6.4 M)



## Client Overview

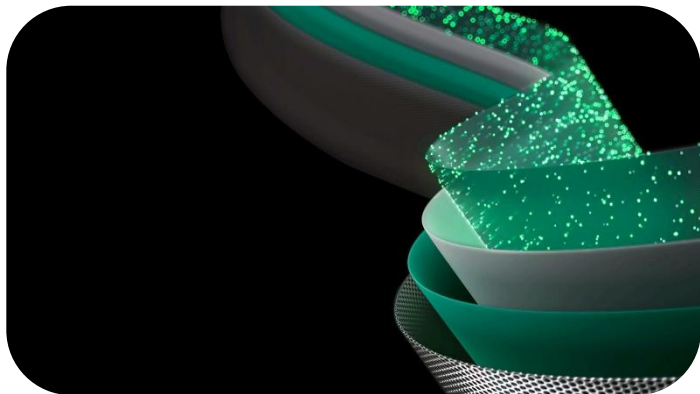
Customer is a large home improvement retail corporation in the United States. American multinational, home improvements retail corporation that sells tools, construction products, appliances, and services, including fuel and transportation rentals.



## Areas in Scope

Strategic partner to migrate legacy systems to the latest Microsoft Dynamics 365 platform for standardization and modernization

- ◆ ERP Modernisation
- ◆ Cloud based Platform
- ◆ Supply chain efficiencies
- ◆ Digital Transformation



## Microsoft Fabric

Pipeline created across 70+ customers;  
We believe Fabric as infra for all AI deals



## AI & Gen AI

Harmony.AI launched; Pipeline created  
across 50+ customers



## Joint GTM

MS GTM funding  
AWS – Rescale Program

### Continued focus

Verticalization

Focused GTM

Large Deals

Mega accounts

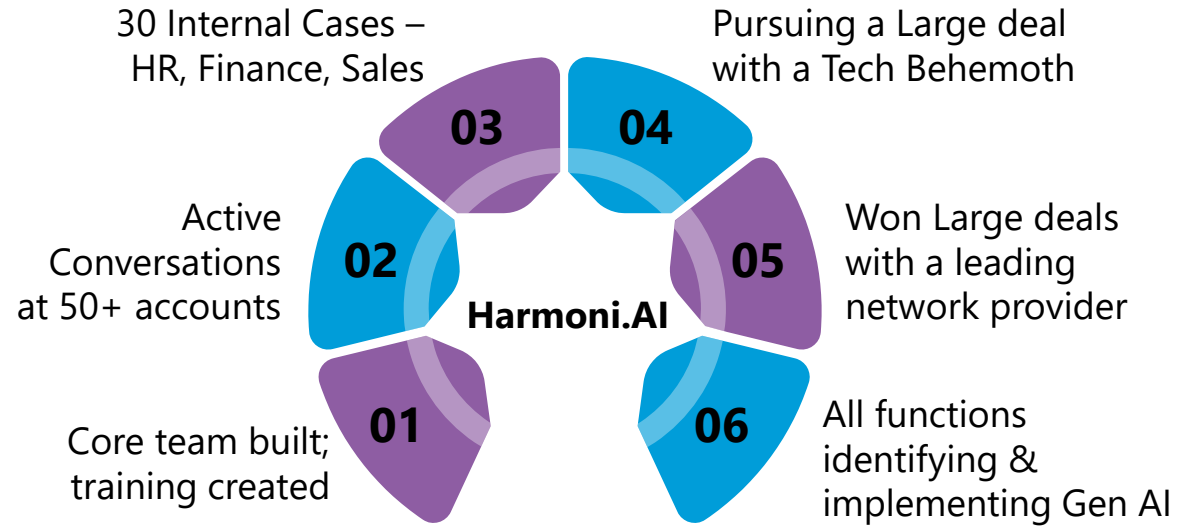
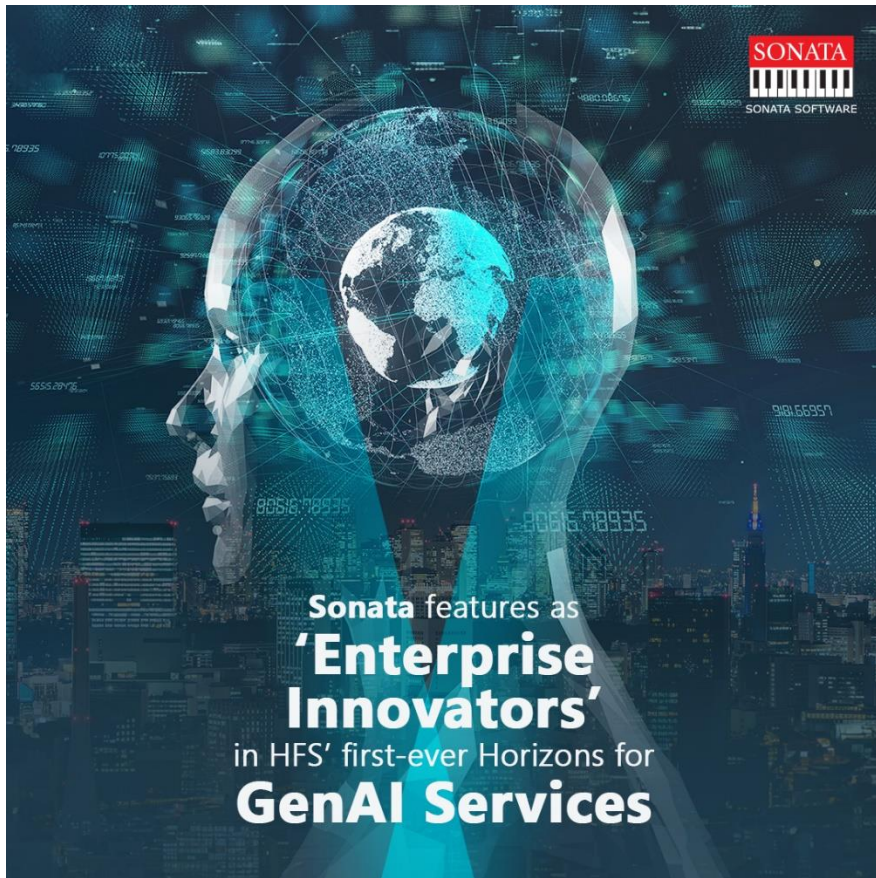
# Sonata's Responsible-first AI offering for Enterprise scale – Harmoni.AI

Geared towards building an AI first culture; We are helping Clients in 3 ways

**1** Leveraging AI to drive efficiencies

**2** Leveraging AI to drive higher consumer experience/modern sales

**3** Driving innovative business model



**Microsoft**  
Partner council member

Listed in  
**AWS NASSCOM**  
Responsible AI Council





# 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
	 	 <small>PEACE OF MIND, AS A SERVICE</small>	 		
 Google Cloud 	 Google Cloud   	<div style="border: 1px solid black; padding: 5px; text-align: center;"> 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 2023-24

**AI/Gen-AI**  
Industry Partnership

**400+ Clients**  
Across The Globe  
USA, Europe, Asia, India, Australia, Middle East

**\$650+ Million**  
Per Annum Revenue To Microsoft

**2500+ 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

Partner for  
Microsoft Fabric

A grid of six Microsoft Solutions Partner logos, each with a specific domain specialization:

- Microsoft Solutions Partner - Security
- Microsoft Solutions Partner - Infrastructure Azure
- Microsoft Solutions Partner - Modern Work
- Microsoft Solutions Partner - Digital & App Innovation Azure
- Microsoft Solutions Partner - Data & AI Azure
- Microsoft Solutions Partner - Business Applications

2023/2024  
**INNERCIRCLE**  
for Microsoft Business Applications



## Client Overview

**Industry**  
Manufacturing

**Presence**  
18 locations serving > 100 countries

Leading Global fragrance house

## The Pressure Points

- Need for seamless Intercompany workflow for Sales and Purchase
- Need for region specific localization
- Digital reporting

## Solutions

- Integrated systems with implementation of D365 F&O, Dynamics CE
- Product vision for Spain, France and Germany
- Multi language reports using Label concept

## Results

- Improvement Resulted in Cost Optimization, Efficiency gains in business processes and performance improvement in the system.

## Client Overview

**Industry**  
Retail

**Locations**  
> 850

Leading food services distribution cooperative in US

## The Pressure Points

- Client was on a 30-year old AS400 that was becoming very expensive to operate
- Limited expansion capabilities
- Need for custom codes

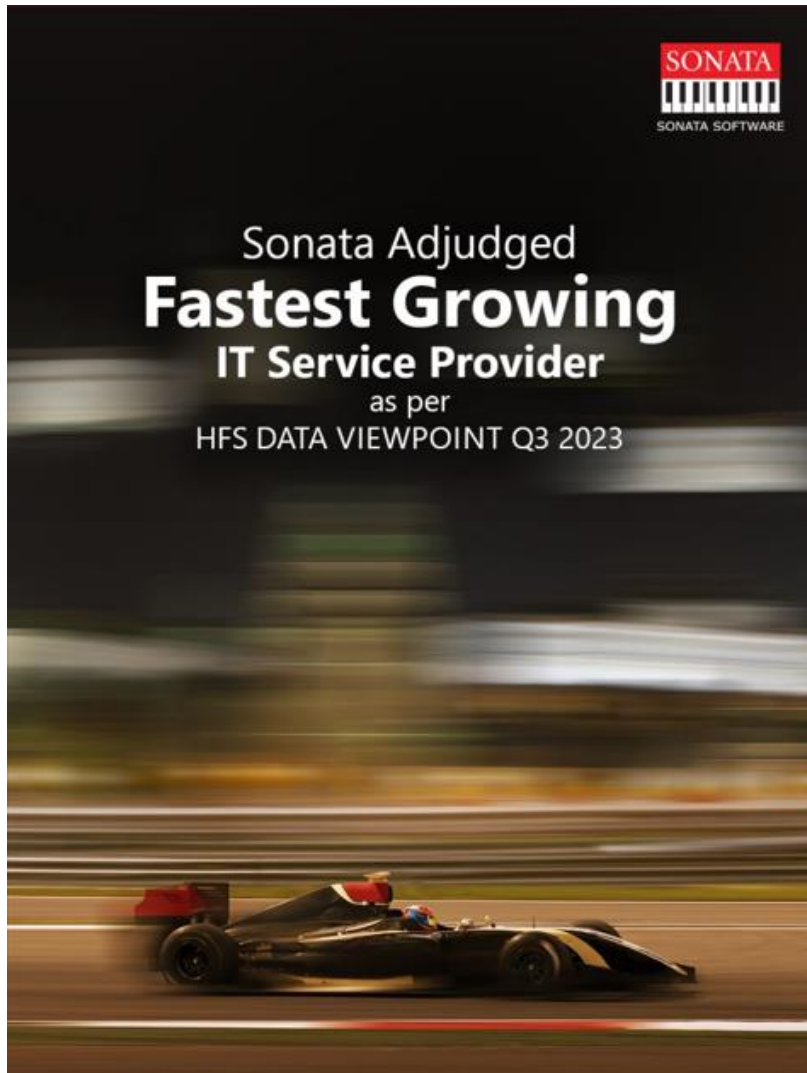
## Solutions


- Designed, developed and deployed D365 F&O
- Flat file integrations for trading partners
- AI-Builder for OCR and SK's e-Treasury Automation Suite

## Results

- Modernized platform with enhanced user experience
- Interactive real time data reports
- Seamless integration with banking systems





  
SONATA SOFTWARE

Sonata Adjudged  
**Fastest Growing**  
IT Service Provider  
as per  
HFS DATA VIEWPOINT Q3 2023



  
SONATA SOFTWARE

Sonata in its first attempt  
makes debut as a  
**Disruptor**  
in HFS Horizons:  
Life Sciences Service Providers 2023



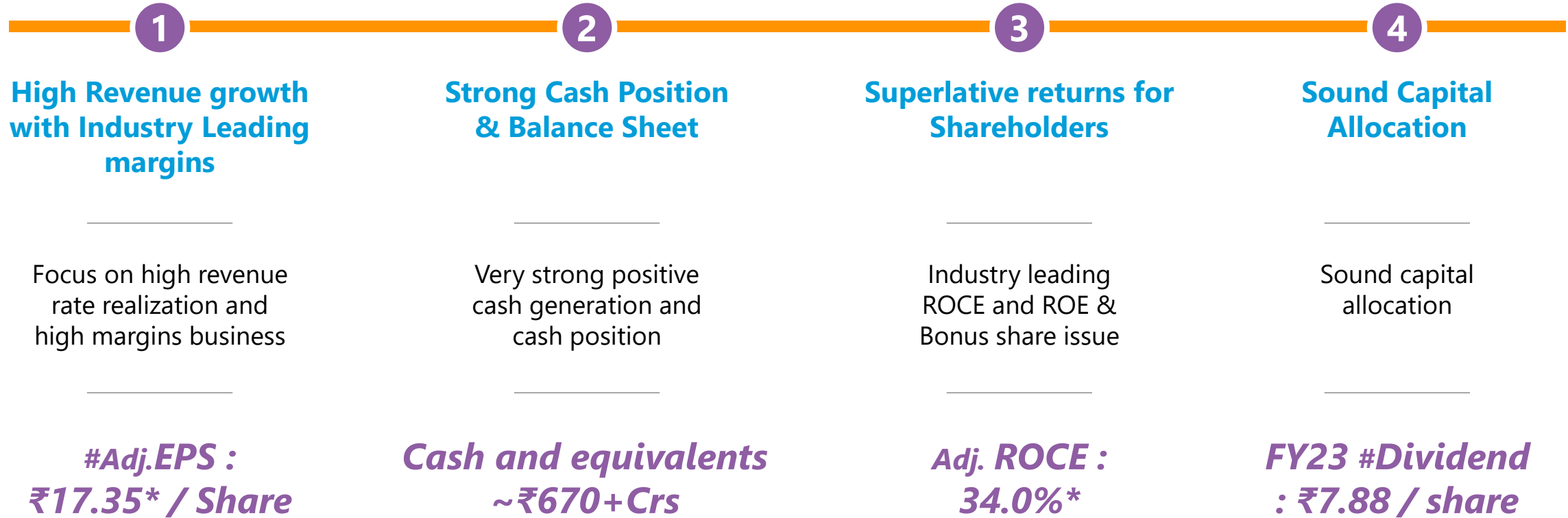
**BANK**

Sonata Software  
recognized as a  
**“Major Contender”**  
in Everest Group’s  
**Lending IT Services**  
PEAK Matrix®

  
SONATA SOFTWARE

# People – Strength of Sonata





*\*Trailing 12 months adjusted for one off write-off for \$ 21M*

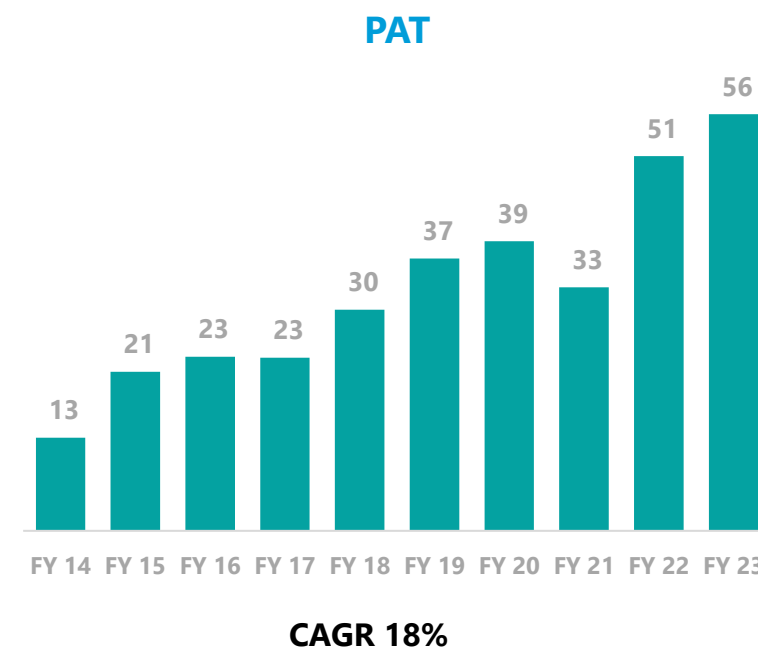
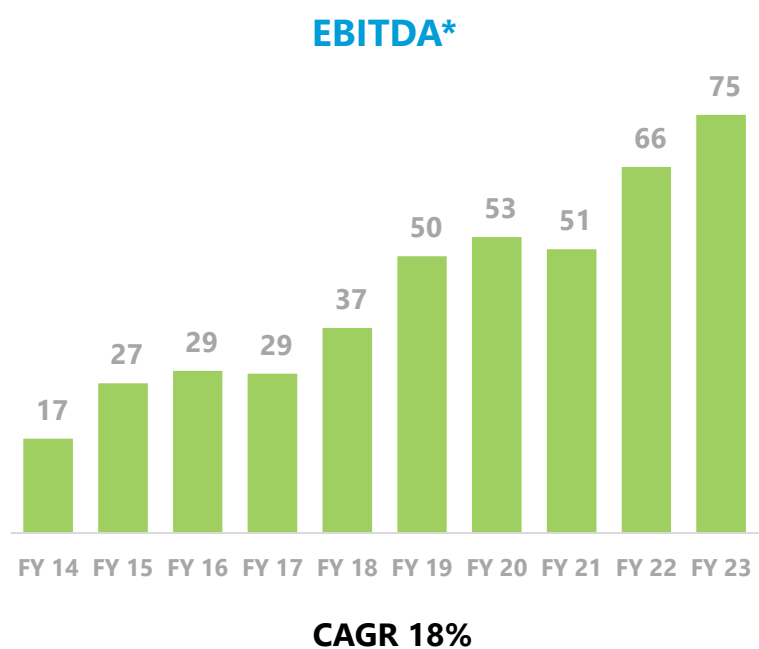
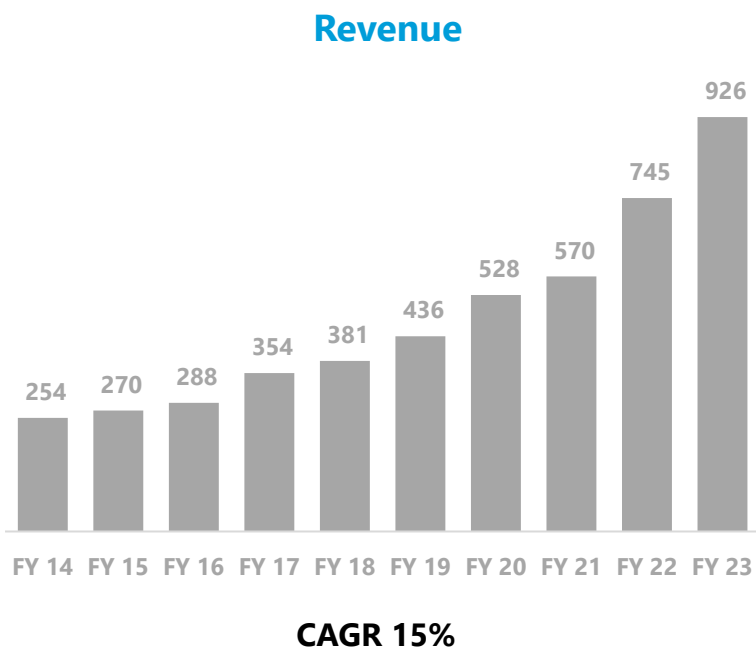
# post bonus



# Consistent Growth over last 10 years



## Consolidated Revenue & profitability (\$Mn)

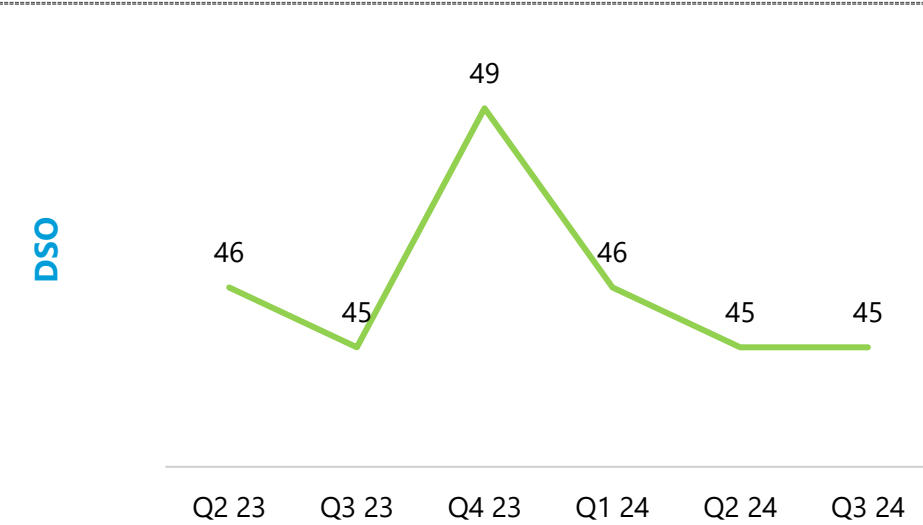
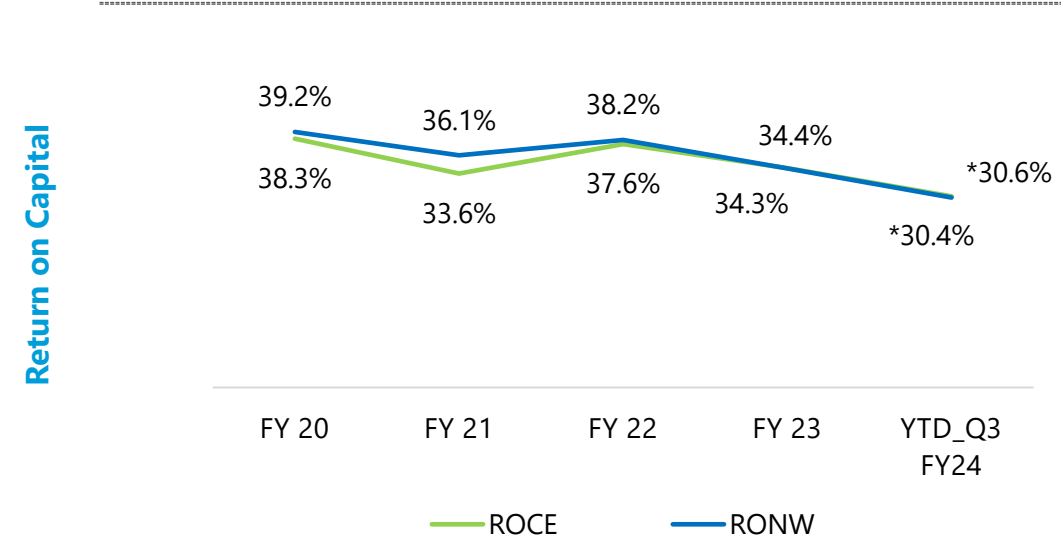
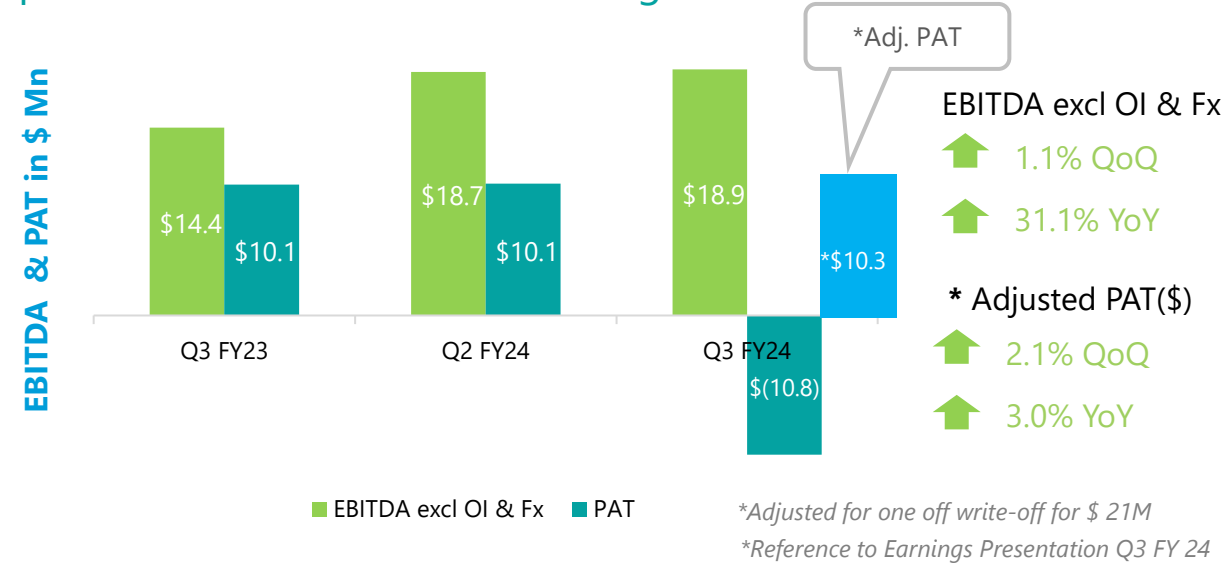
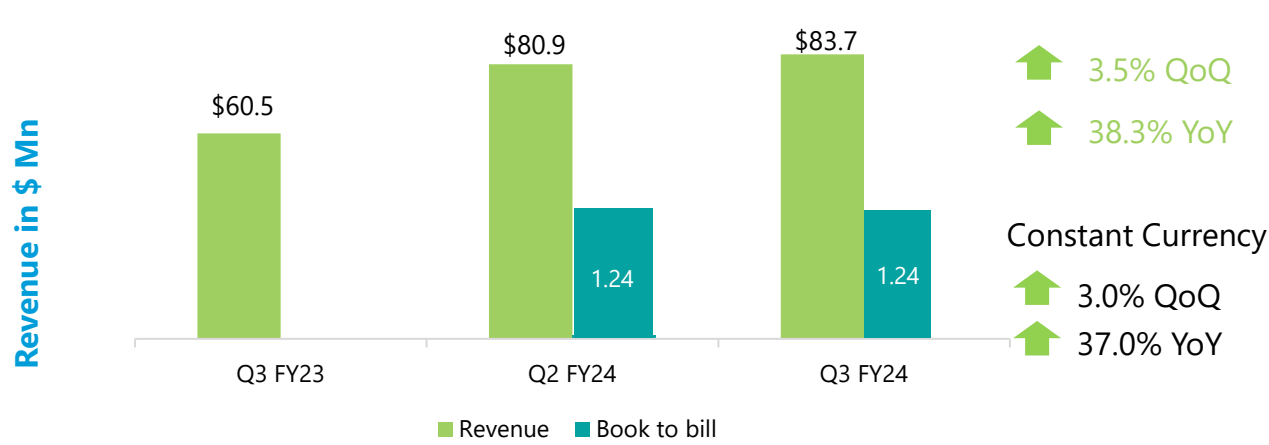


**Predictable and resilient growth trajectory**

\*Before OI and FX

# Financial Performance of International Services – Q3 FY24

Industry leading QoQ growth in Revenue and EBIDTA; Process improvements result in Collection rigour

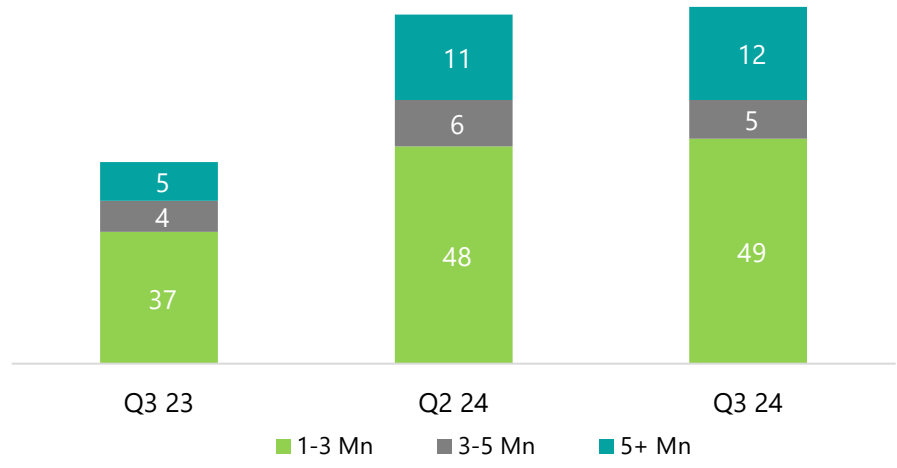


\*Trailing 12 months adjusted for one off write-off for \$ 21M

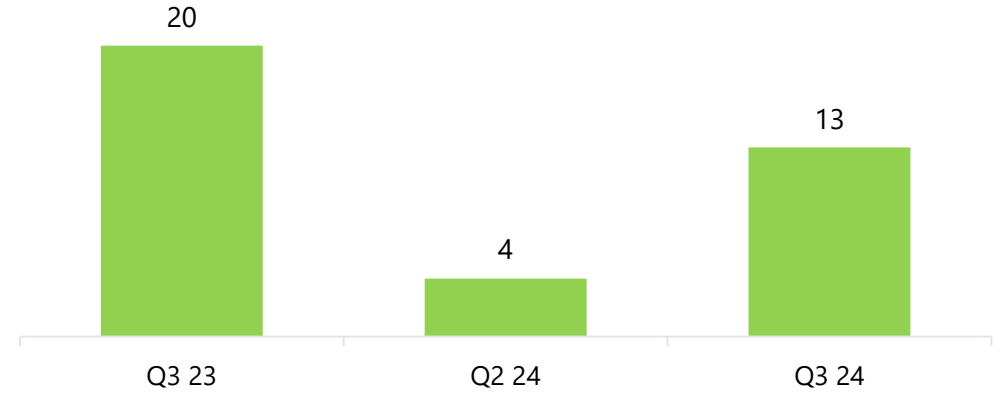
# International Business: Revenue Drivers



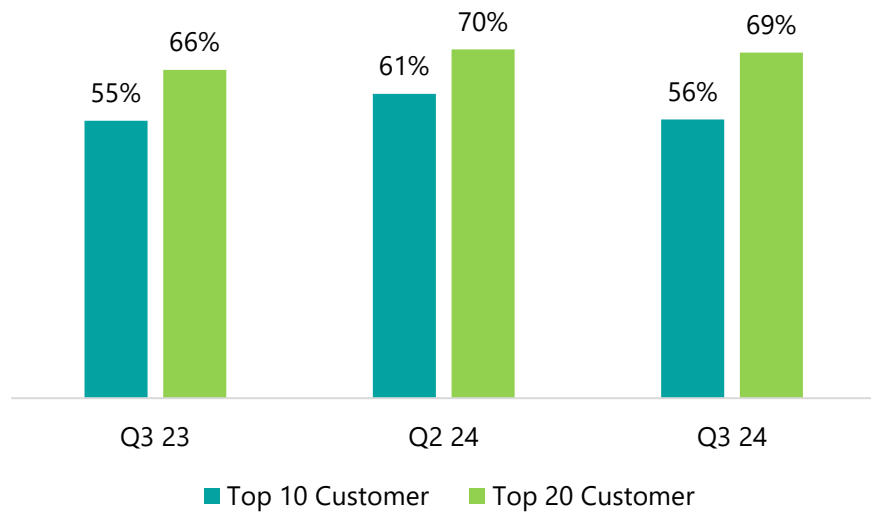
No. of \$ Million Customers



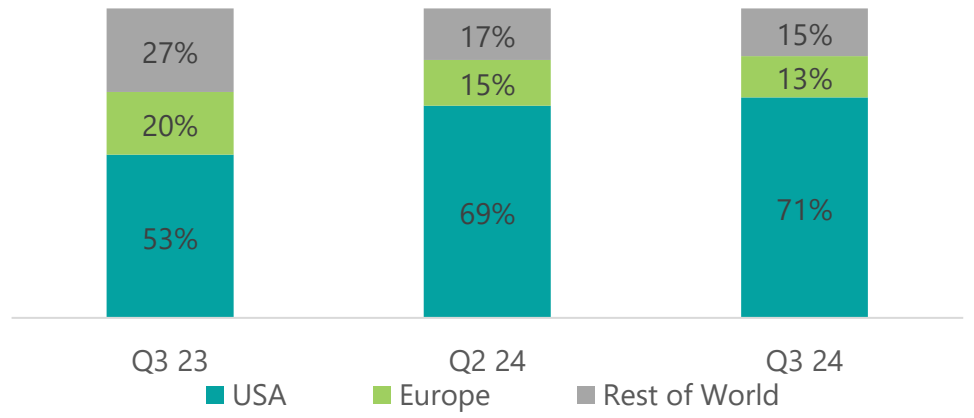
New Customers added

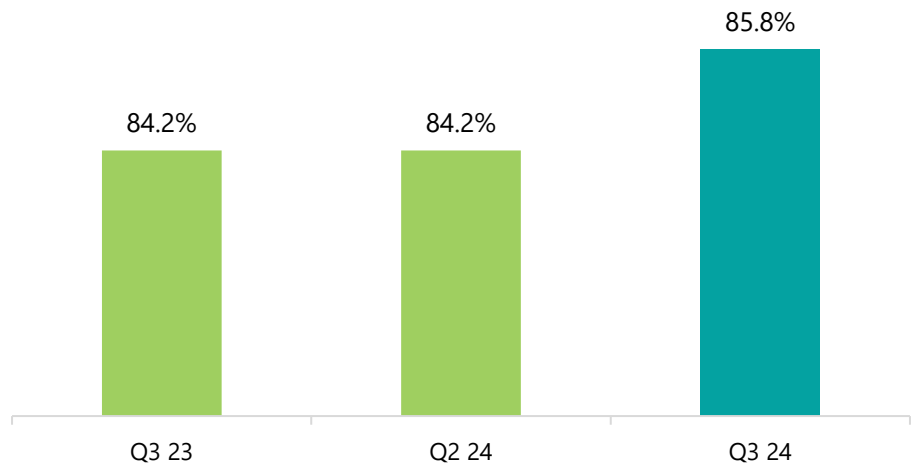


Client Concentration

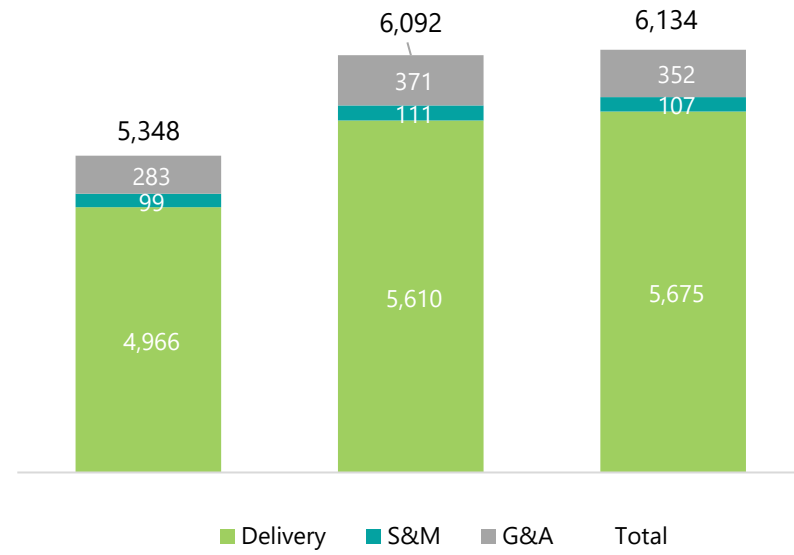


Revenue by Geography





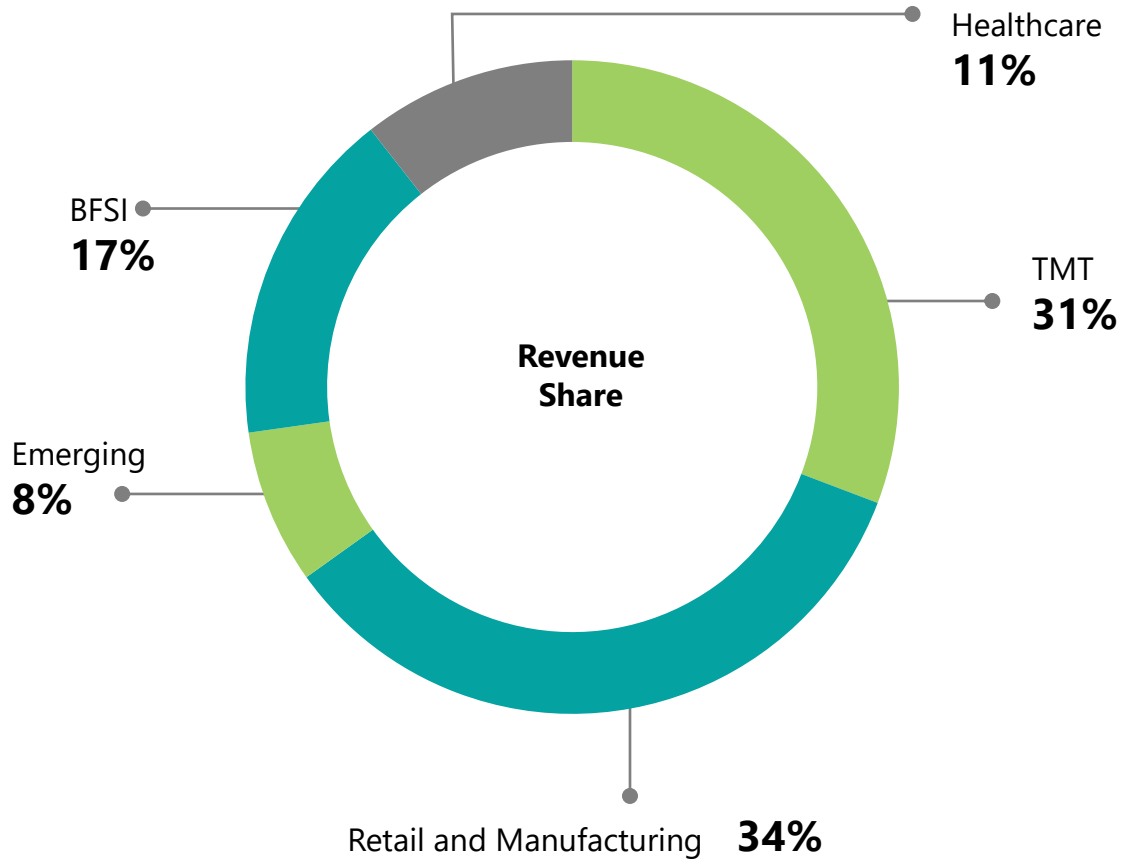
**Utilization**



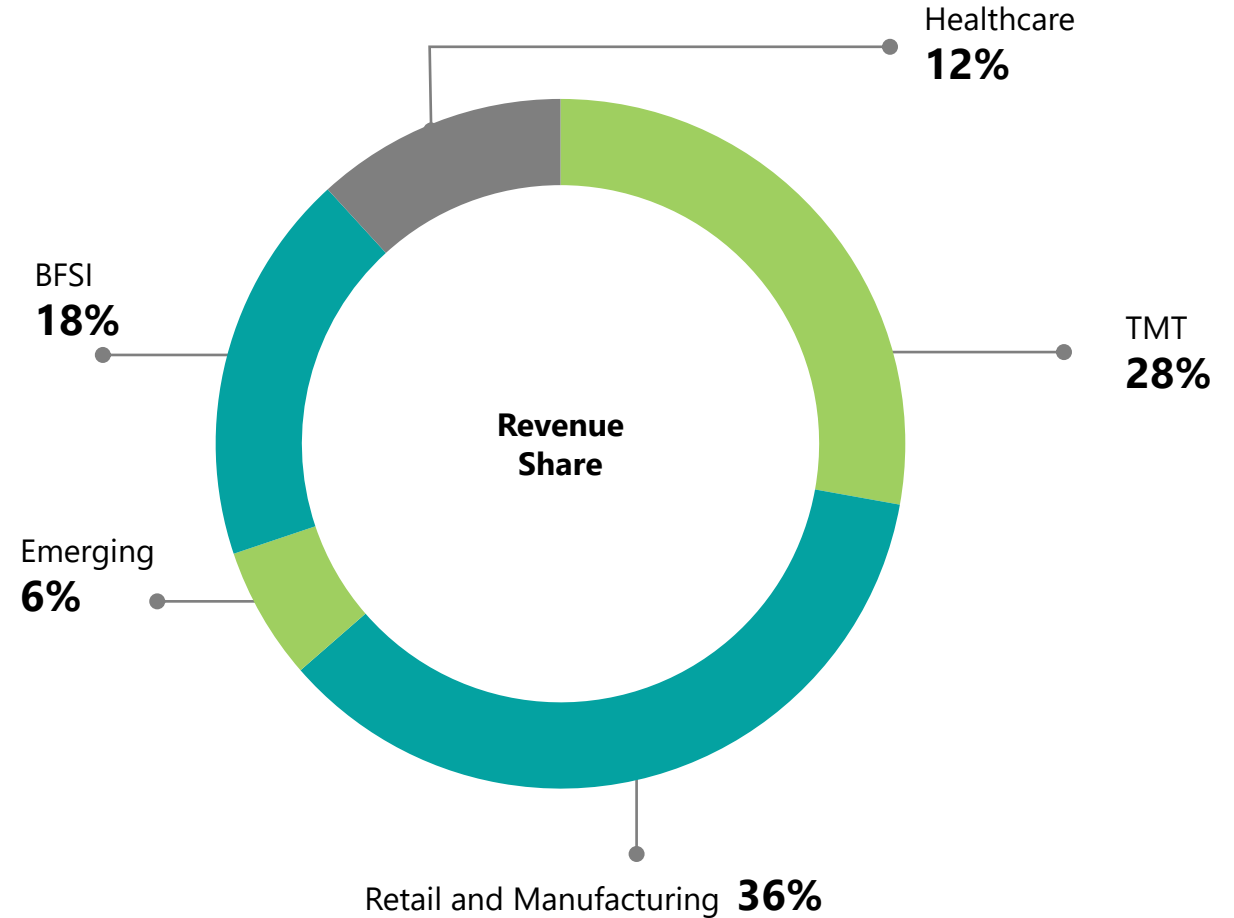
**Headcount by Function**

**Continued strong utilization**

### Q3 FY24



### YTD Q3 FY 24



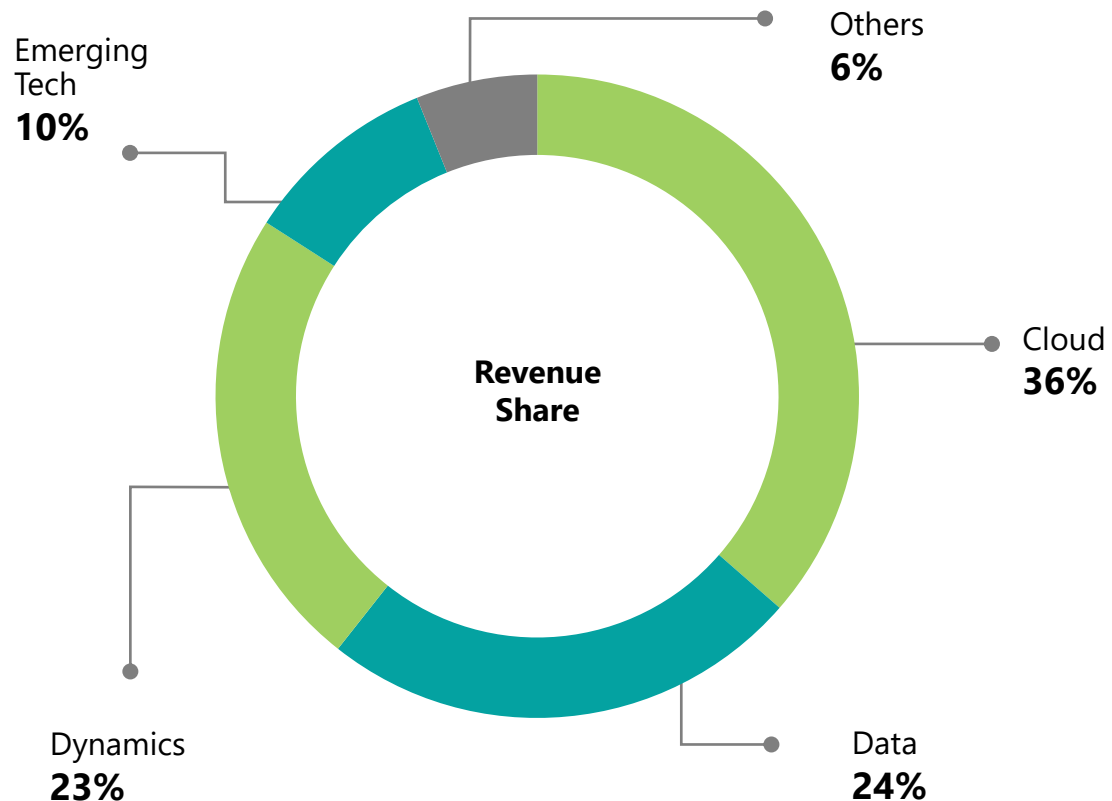


# International Business: Revenue by Top GTMs

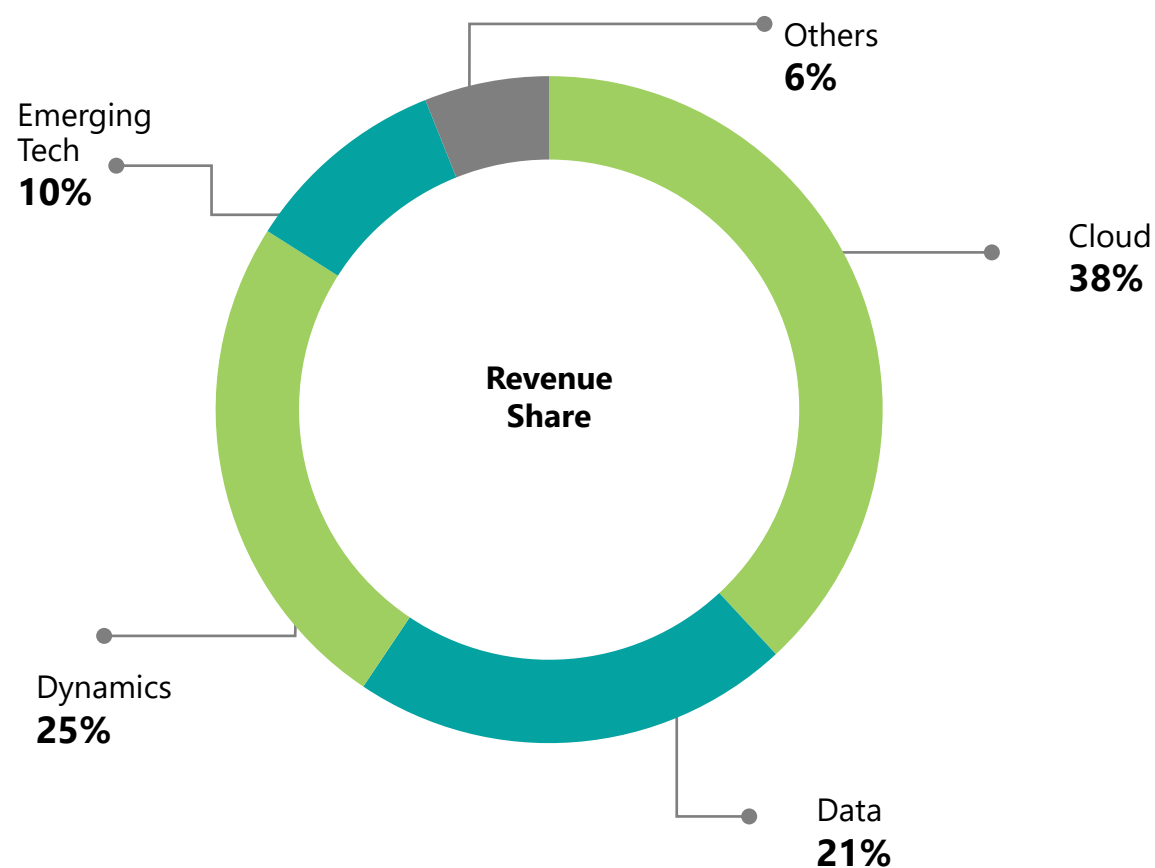


Cloud & Data continue to contribute over 50%

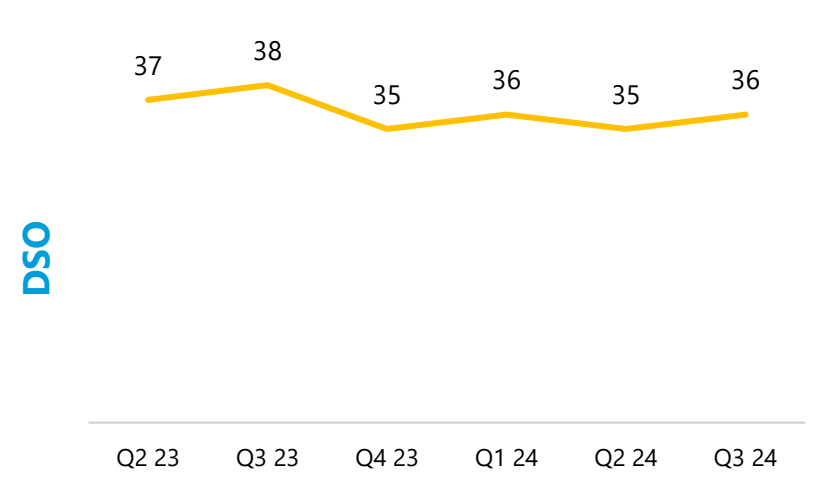
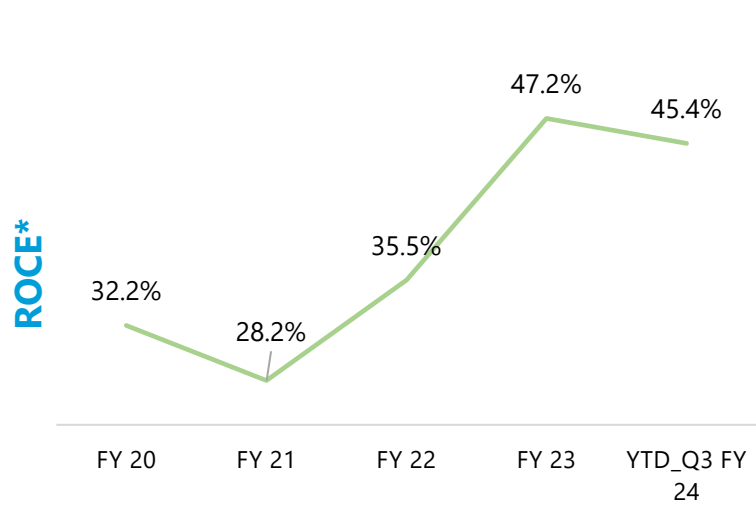
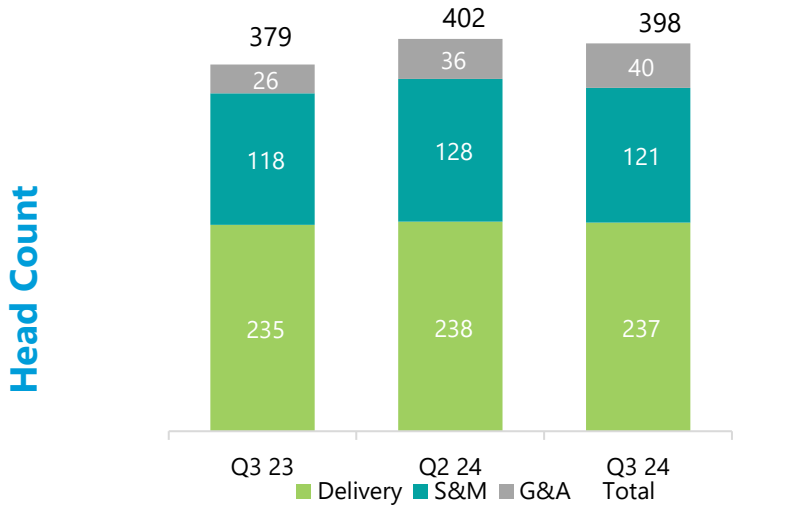
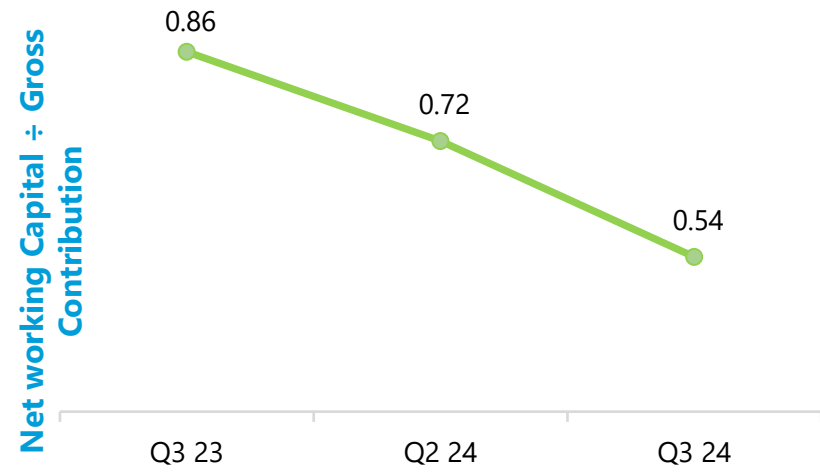
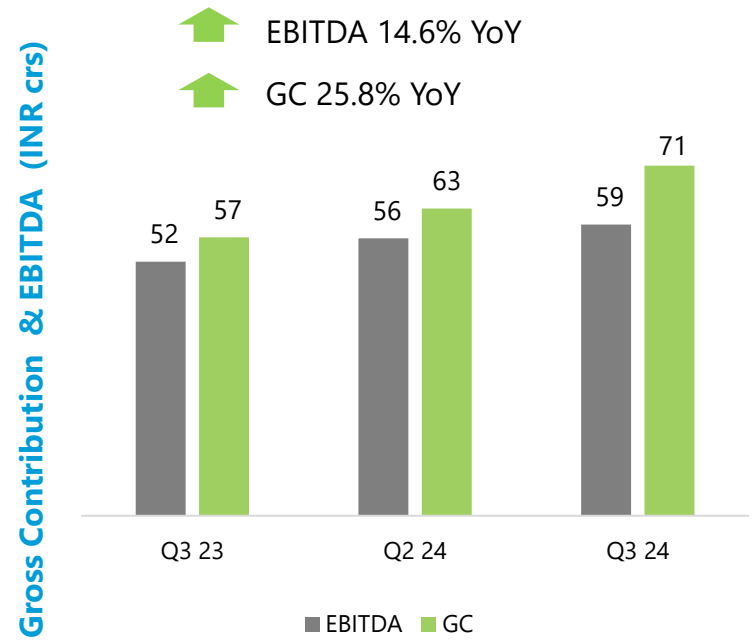
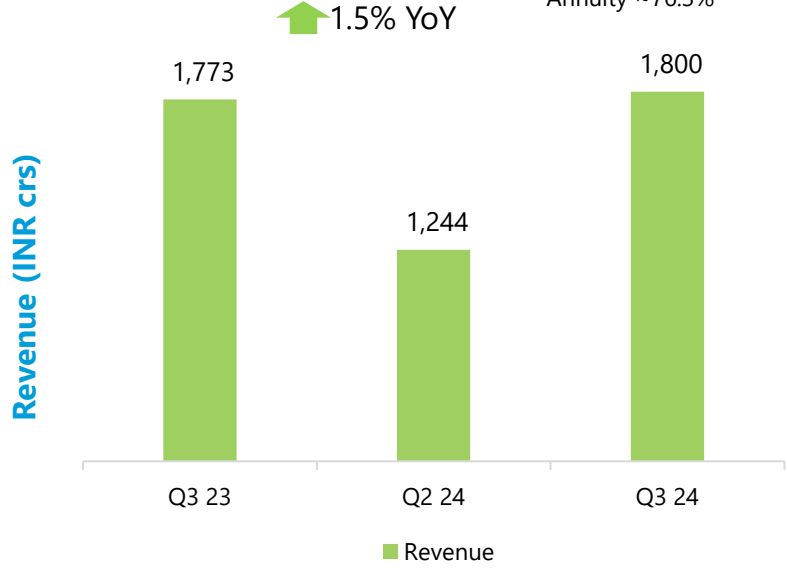
### Q3 FY 24



### YTD Q3 FY 24



# Domestic Business: Delivering consistently strong growth with Industry leading ROCE





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

**PLAY  
BIG**

**Thank You**