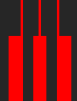




**PLAY
BIG**

Investor Presentation

Q4 FY'23



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

The Company

35 YEARS

IT Solutions Provider

\$925+M

Revenue

14.3% CAGR

across 10 years

Listed (SONATSOFTW)

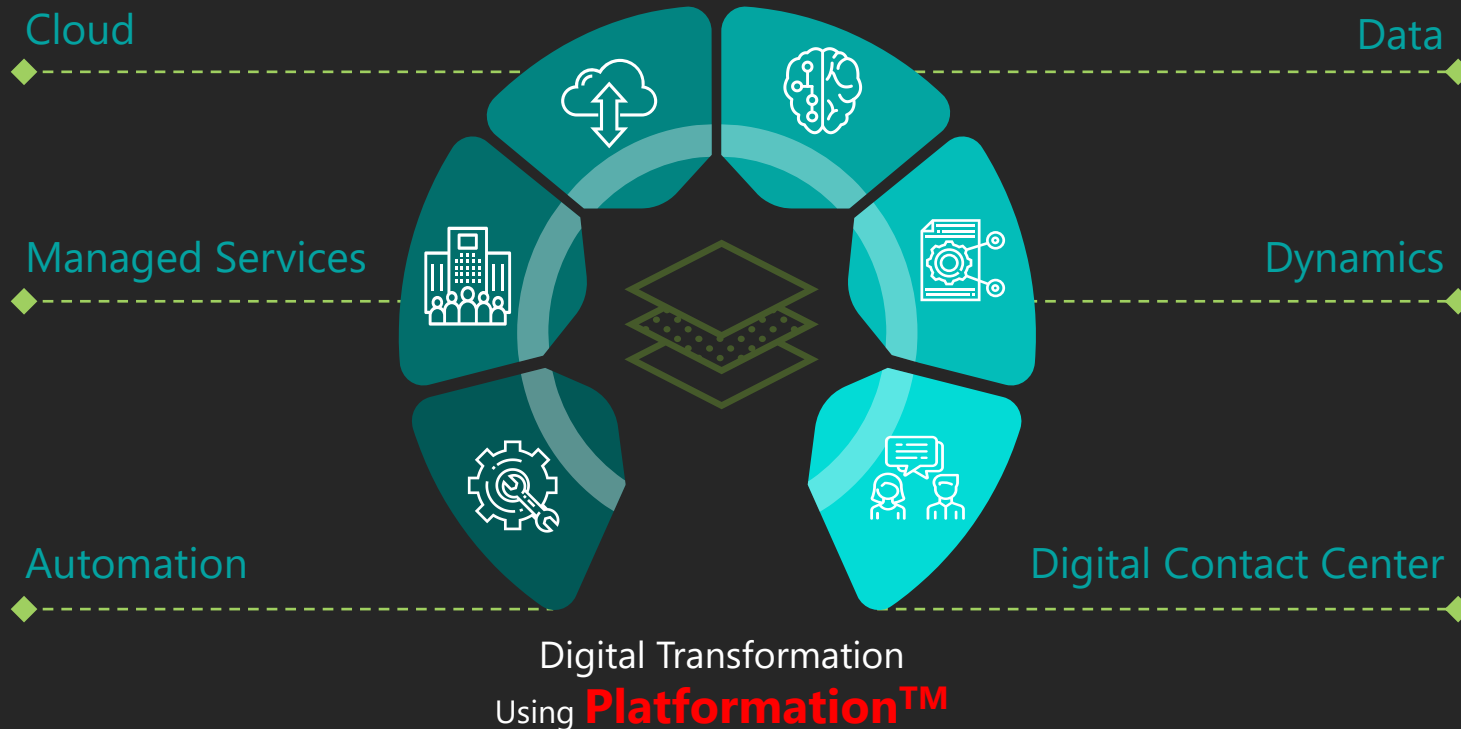
Robust Balance sheet

6400+ Employees

Across US, EU, Asia & ANZ

Powered by *Unified Engineer Program (UEP)*

Delivering Outcome-based Modernization Services



Serving Our Global Clients With Right Talent Mix (Global & Local Talent)



- Development Centers & Sales Offices - 21
- Partners - 5
- Global Delivery centers recent/InProgress - 6



Industries



TMT



Retail, Travel & Mfg.



BFSI



Healthcare and Life Sciences



Emerging

Ecosystem: Partnerships Tech + Domain



Microsoft



Google Cloud



snowflake

servicenow



metricstream



Innovative IPs

LISA Chatbot (Conversational AI)

Workbox.io (Archival)

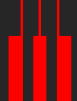
Lightning Build



Sustainability Target:
Carbon Neutrality
by 2030

10% Reduce Energy consumption
in FY 22-23

10% Increase Renewable energy/
REC mix in FY 22-23



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Creating Value For Our Shareholders



Total Return to Share Holders

	1 Yr	5 Yrs
Stock Price Return %**	36%	318%
Dividend Yield# %	2%	6%

* Till March 31, 2023

Market Data

NSE Symbol	SONATSOFTW
Market Cap**	\$ 1.4B

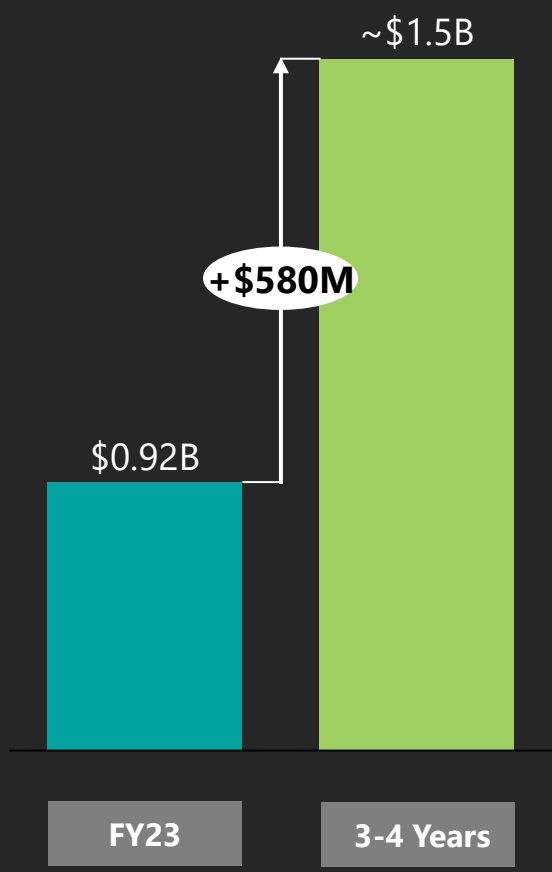
* 1 USD = INR 82.2

Annualized

** Market cap as on 31st Mar'23



Revenue Growth (In \$M)



SCALE – Key Drivers

- Harvest**
Microsoft sell-to; Dynamics
Sustain SITL momentum
Retail, Manufacturing, Travel and TMT
- Invest**
Invest: Sales, Large deals, BFSI, Healthcare Life Sciences and technical capabilities
- Diversify**
Clients: Build multiple large accounts.
Brand: Global brand in Modernization

Our Objective and Goal



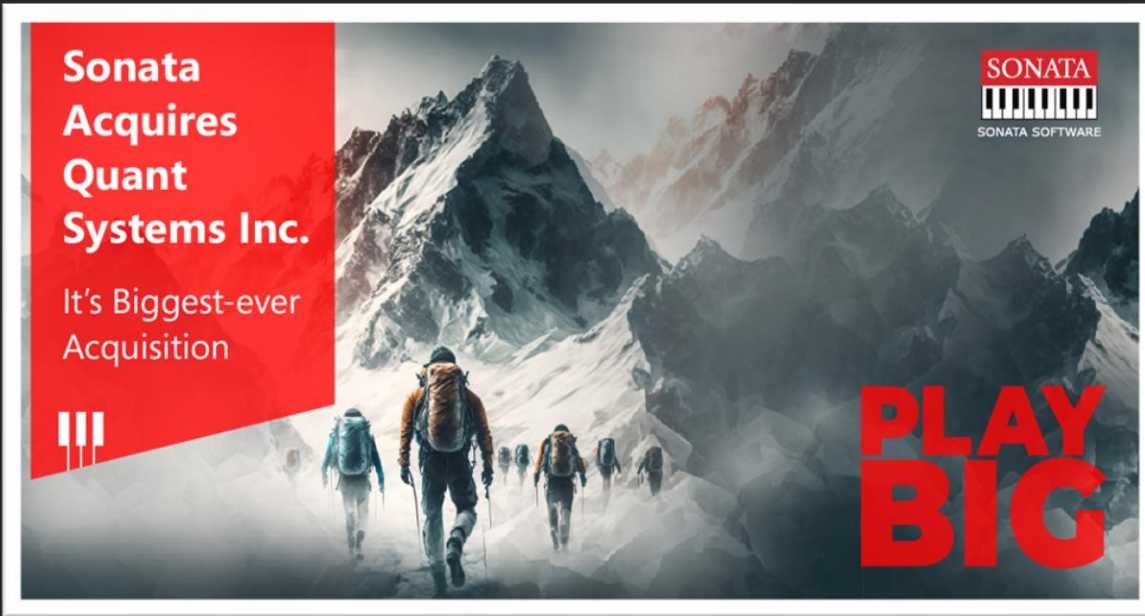
Objective:

Be the fastest-growing Next-gen Digital Engineering firm delivering Modernization outcomes for enterprises

Goal:

International business Revenue of \$ 0.5B by FY 26 end @ EBITDA of early 20's

We Have Made Some Big Moves....



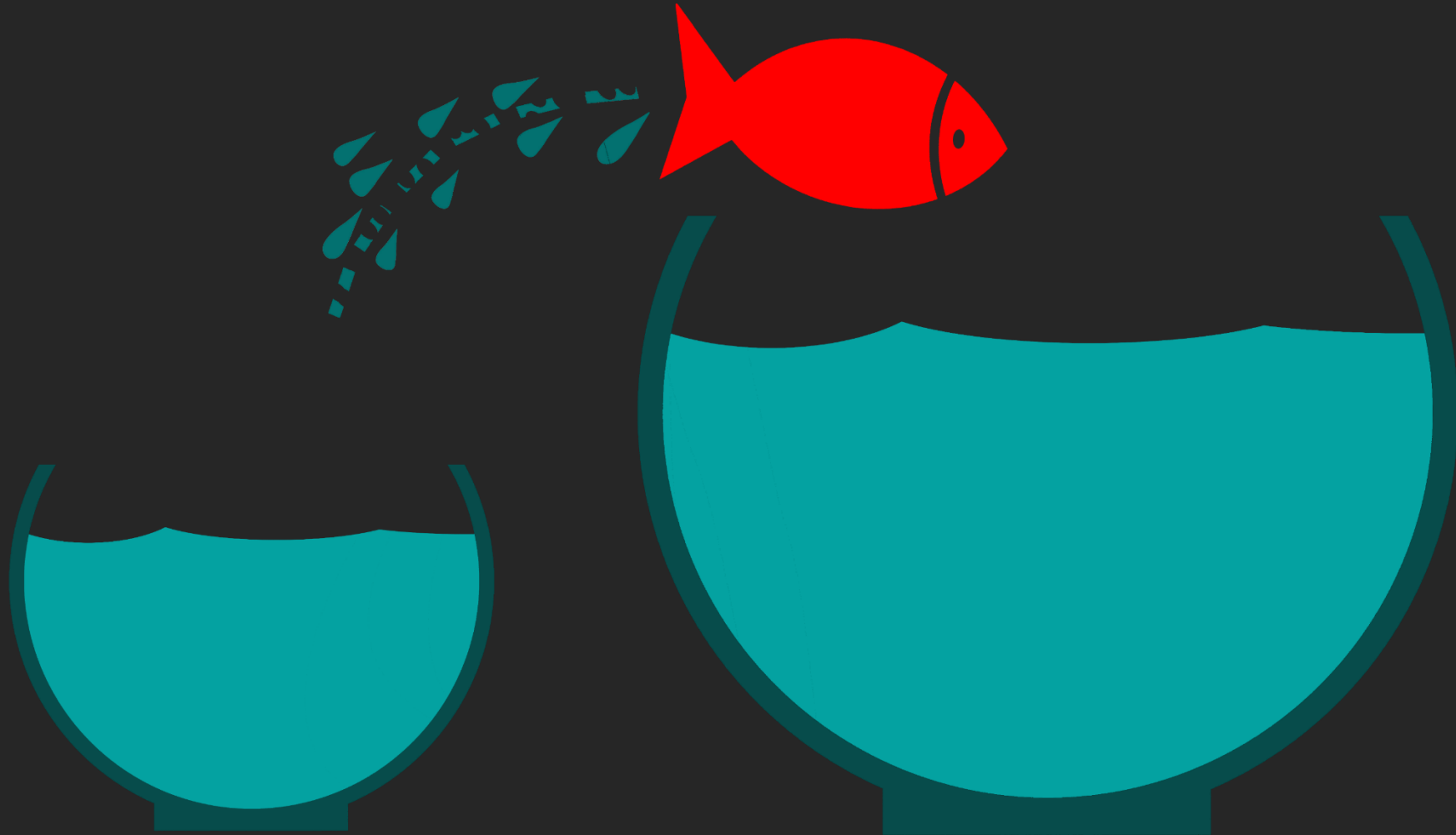
Acquisition
Quant Systems Inc



Winning
Large Deals



D&I: Building Diverse
Global Firm



Quant Systems Inc.

BFSI & Healthcare

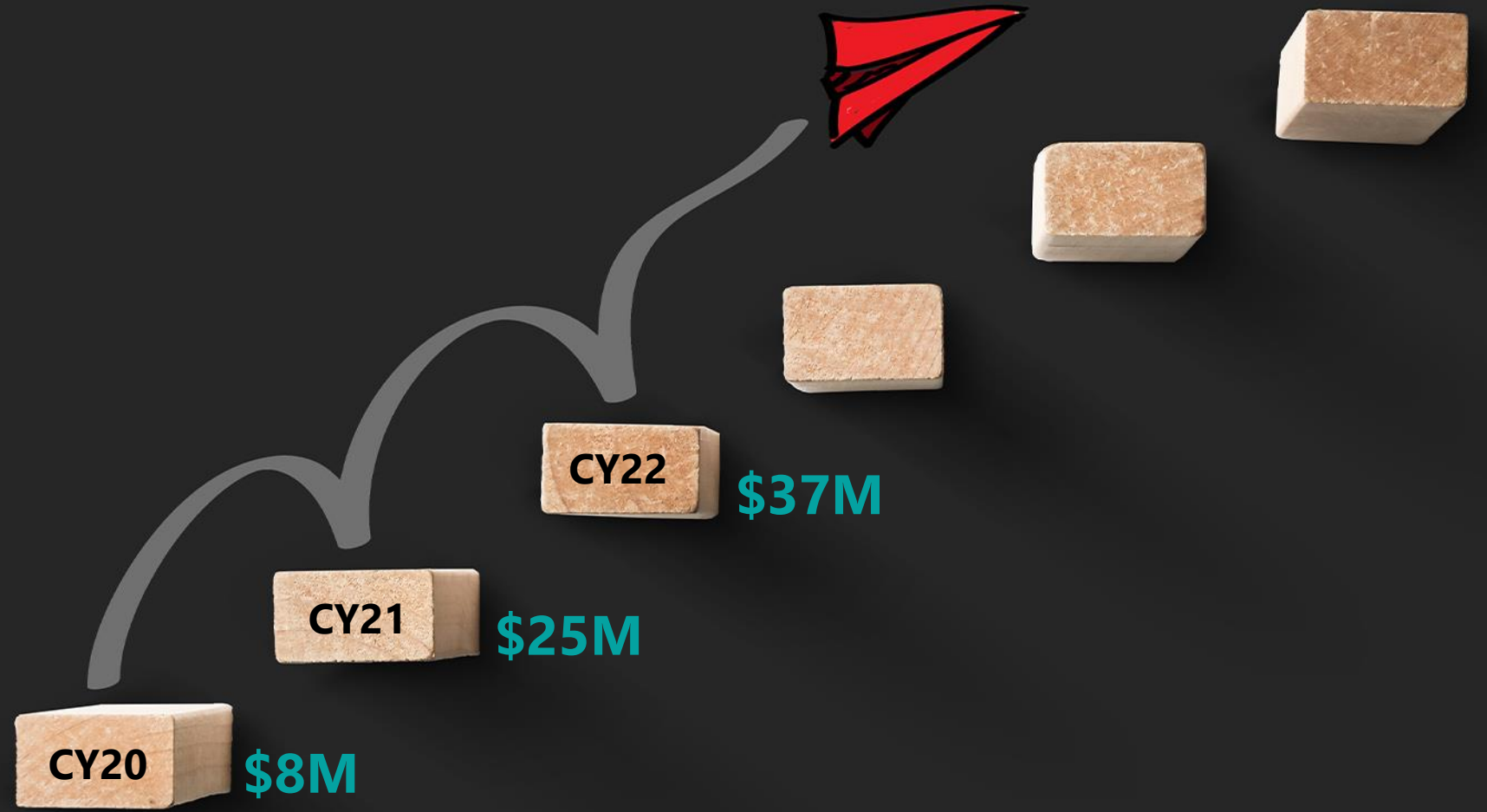
Enterprise Data & Cloud

\$37M

Revenue
35%+ EBITDA

300+ Engineers

Across US, India, Mexico, Costa Rica



\$160M – Over 10 Years - Modernization Deal

Client Overview

Industry
Retail and Finance

Revenue
\$1.5 B

Employees
2600+

Business Overview
Catalog, eCommerce, Credit, Apparel, and fashion

The Pressure Points



Legacy Tech Stack



Lack of standardization



Customer Experience



High cost of IT operations

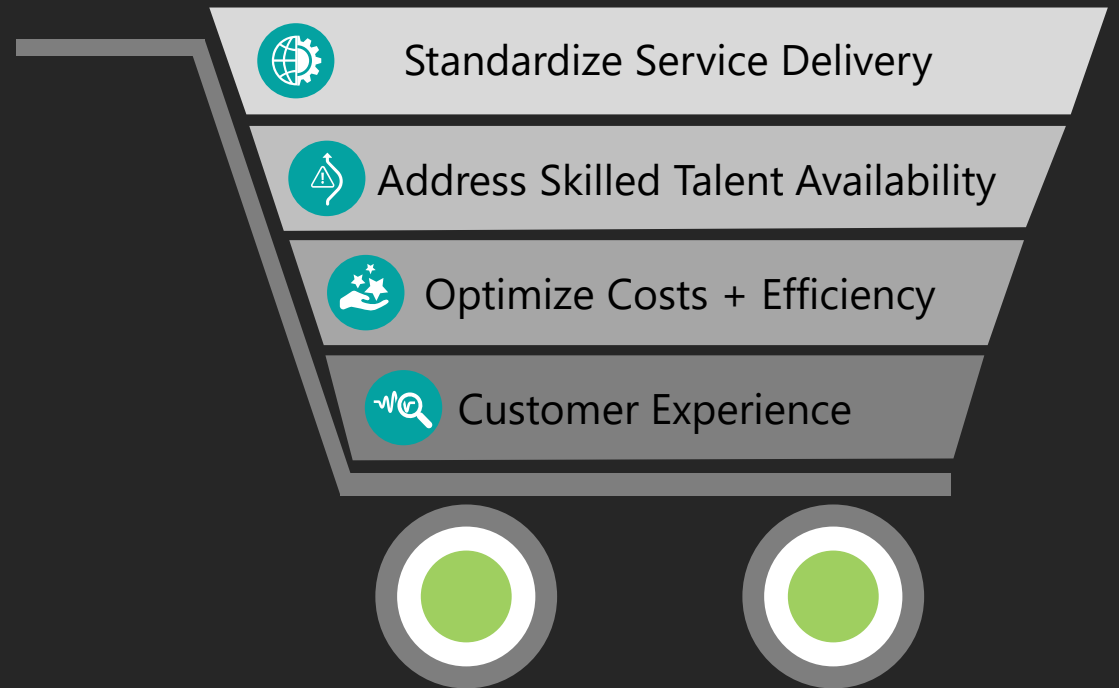


Skilled Talent Availability

Solutions

- IT enabled Modernization resulting in better Customer Experience
- Automation and Innovation led optimized IT operations
- Seamless people transfer and process transition solution
- Reduction in HW & SW spent on Y-o-Y basis

The End Goal





Proud Associate Partners Of Mumbai Indians In WPL!

A Diverse Global Leadership Team Aligned For GROWTH

D&I Council



Xinwen Liang
China



Radha Krishnan
North America



Anthony Lange
North America



Sundaralata A
India



Sathish K Nuggu
India



Santos Jha
North America



Naseebunnisa Abdul
North America



PLAY BIG



Digital Engineering Led Platform Modernization



Sonata's Modernization Services helps in creating digital businesses with connected ecosystems to improve Business agility, Experience and Productivity

Modernization			Adoption	Optimization	
Cloud Apps Modernization	Data & Analytics	Microsoft Business Apps	Service Experience Transformation	Hyper Automation	Managed Services
<ul style="list-style-type: none"> Application Modernization and Cloud Native Digital Engineering Cloud Infrastructure Modernization Application Migration to Cloud 	<ul style="list-style-type: none"> Data Platform Modernization Database migration to Cloud Data Strategy and Consulting Data Privacy, Governance and Compliance MDM – Customer, Supplier and Product Advanced Analytics and Adaptive AI 	<ul style="list-style-type: none"> Business Apps Modernization- AX, GP, NAV, CRM, Legacy Industry Transformation – Consulting, IP led Engineering Services App innovation and automation on Power Platform Managed Services and Support 	<ul style="list-style-type: none"> Digital Contact Center Intelligent IOT Driven Field Service Customer Experience Assessment and Measurement Omnichannel Customer Experience Human Centered Design and UX services 	<ul style="list-style-type: none"> Business Process Automation – AI & RPA Multi-Cloud Devops Implementation IT Process Optimization Digital Assurance and Testing Automation 	<ul style="list-style-type: none"> Infrastructure and Operations Application Managed Services Microsoft Cloud Support (Expert MSP Partner)

Microsoft Relationship – Jointly Driving Customer Success



<p>30 Years Microsoft Partnership</p>	<p>400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East</p>	<p>\$350+ Million Per Annum Revenue To Microsoft 21.9% YoY Growth , Cloud Mix 73.4%</p>
<p>2500+ Team On Microsoft Technologies</p>	<p>18 Gold Certified Competencies. 10 Advanced Specialization Dynamics 365, Microsoft Azure Expert MSP, 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 Retail, Sustainability, Manufacturing</p>	<p>Industry Digital Transformation Retail, CPG, Manufacturing, Telecom, Healthcare, Hi-tech, BFSI</p>

Competency Name	Status
Application Development	Gold
Application Integration	Gold
Cloud Business Applications	Gold
Cloud Platform	Gold
Cloud Productivity	Gold
Collaboration and Content	Gold
Communications	Gold
Data Analytics	Gold
Data Platform	Gold
Datacenter	Gold
DevOps	Gold
Enterprise Mobility Management	Gold
Enterprise Resource Planning	Gold
Messaging	Gold
Project & Portfolio Management	Gold
Security	Gold
Small & Midmarket Cloud Solutions	Gold
Windows and Devices	Gold

Winner
“Technology Partner of the Year - BizApps”

Winner
“Microsoft US Eagle Award 2019-2020”
For winning new D365 customers

Member
2022/2023
INNERCIRCLE
for Microsoft Business Applications



Our "People-First" focus

88%*

say Sonata is a great place to work



What it means for our people:

1. Career growth: 70% leaders from within
2. Average tenure: Middle managers 9+ years and Senior managers 13+ years
3. Learn new technologies – leading and bleeding edge
4. Diversity and Inclusion
5. Stability and security

*Internal Survey

Client Overview

Industry
Technology

Revenue
> \$190 B

Fortune 25

Employees
> 220,000

The Pressure Points

- Accelerate the ability to bring new products and features to the market
- High quality - Right first time in a complex engineering ecosystem

Solutions

Applying the Large Language Model through OpenAI GPT3 services

- Utilizing a natural language processing (NLP) model to process user inquiries and retrieve answers
- Generating unit test cases and increasing test coverage; hyper automation
- Real-time system monitoring and remediation

Results

- Reduced response time for inquiries by 50%
- Reduced average resolution time by 75%.

Client Overview

Industry
Travel & Tourism

Revenue
\$18.53 B

Fortune 500

Line of business
6

Destination
160

The Pressure Points

- Disparate monolithic systems across multiple markets
- Lack of real time pricing and configurable dynamic packaging
- Volatile sales volumes
- Expensive infrastructure and operations cost

Solutions

- Creation of modernized BI with a cloud-based on-demand warehousing solution
- Development of a data mesh and innovative ML models on AWS for domain-centric services
- Implementation of serverless adapters and intelligent caching for dynamic flight combinations – MACH architecture
- Implementation of a modernized “selling platform” on AWS
- Execution of end-to-end automation with DevSecOps and DataOps

Results

- Seamless expansion to 3 geo-markets
- Data-driven dynamic package configurations
- Improved business opportunities and ~70M GBP op-ex saving/annum

Key Recognitions !



Another Achievement Unlocked

Sonata is now a Microsoft Cloud Solution Partner.

SONATA
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Infrastructure Azure

Digital & App Innovation Azure

Business Applications Azure

Data & AI Azure

Modern Work

Security

Bayer chooses Sonata as a **TOP SI partner** for its new Agri-food Cloud solution.

SONATA
SONATA SOFTWARE

SONATA WINS THE PRESTIGIOUS Golden Peacock Awards 2022

For Excellence in Corporate Governance
Second time in a row

SONATA
SONATA SOFTWARE

GOLDEN PEACOCK AWARD WINNER

1

High Revenue growth with Industry Leading margins

Focus on high revenue rate realization and high margins business

EPS : ₹32.6* / Share

2

Strong Cash Position & Balance Sheet

Very strong positive cash generation and cash position

Liquidity of ~ ₹900+ Crs

3

Superlative returns for Shareholders

Industry leading ROCE and ROE & Bonus share issue

ROCE > 35%

5

Sound Capital Allocation

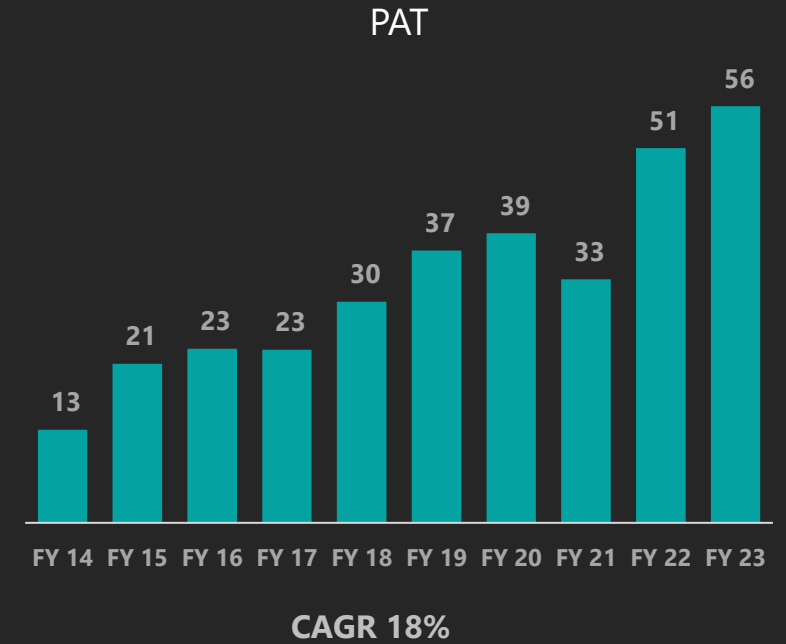
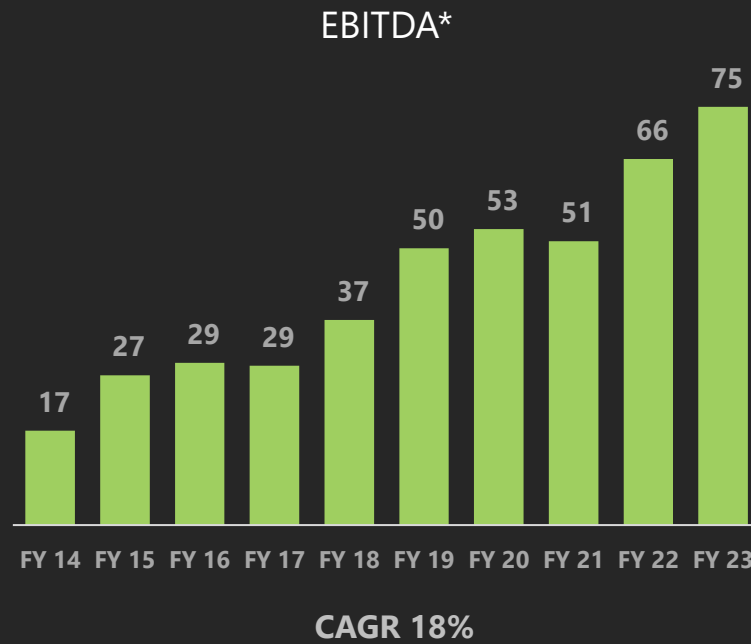
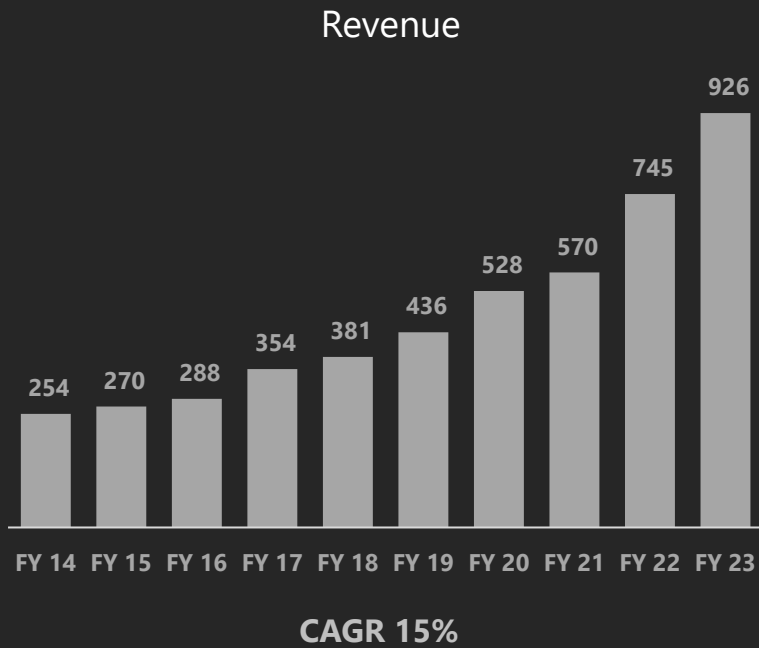
Sound capital allocation

Dividend : ₹15.75* / share

*Bonus issue 1:3, record date - Sep 10, 2022

Consistent Growth Over Last 10 years

Consolidated Revenue & profitability (\$Mn)



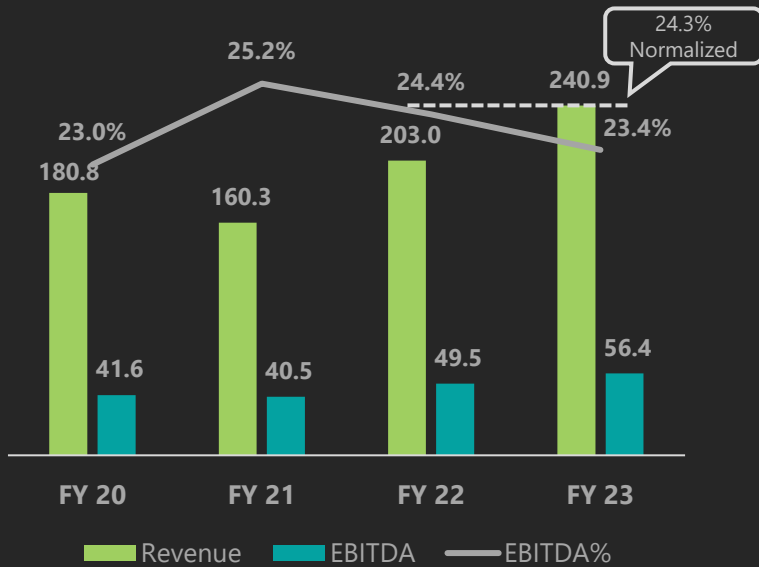
Predictable and resilient growth trajectory

*Before OI and FX

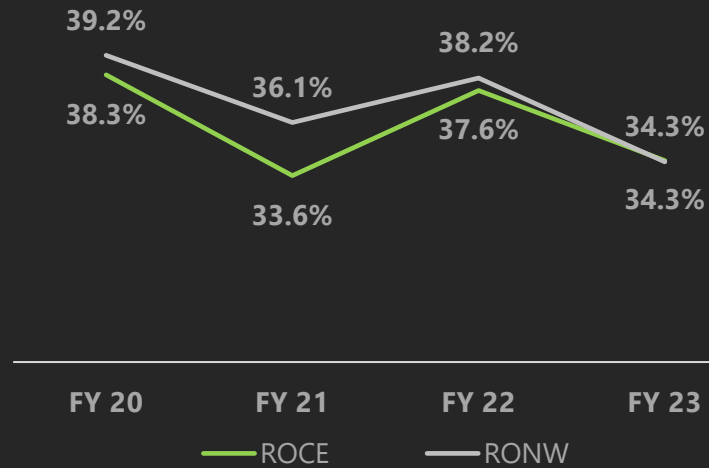
International Services - A Sustainable, Resilient Recovery After COVID-19



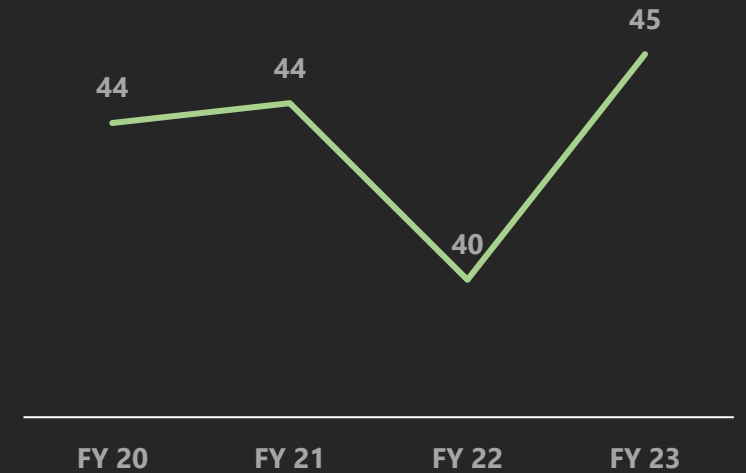
FY 23: YoY Revenue Growth 18.7%



Industry Leading Returns

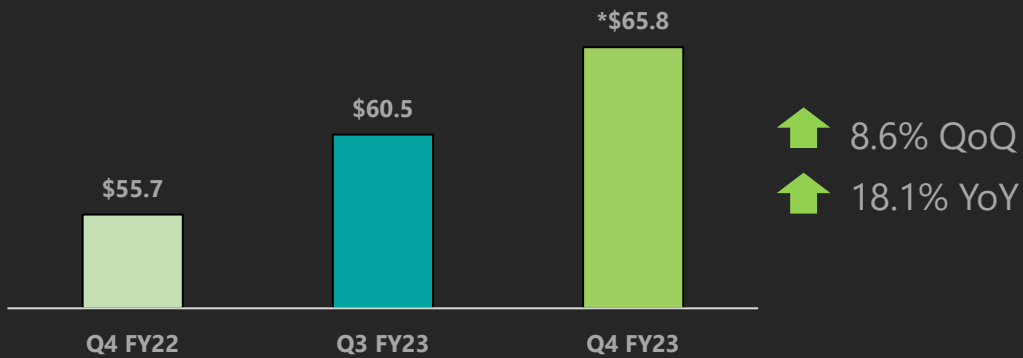


Stable DSO performance < 50



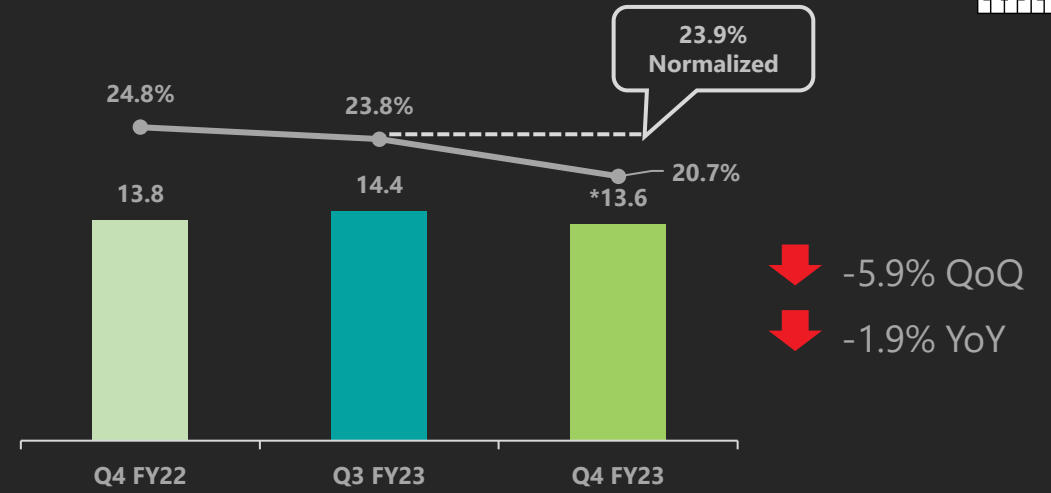
Accelerated growth and higher quality returns through diversified offerings

Financial Performance Of International Services – Q4 FY23



Revenue in \$ Mn

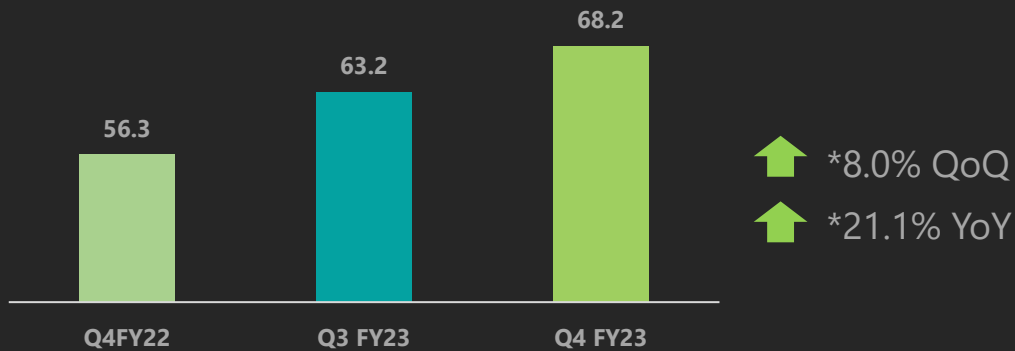
*Including Quant:



EBITDA in \$ Mn**

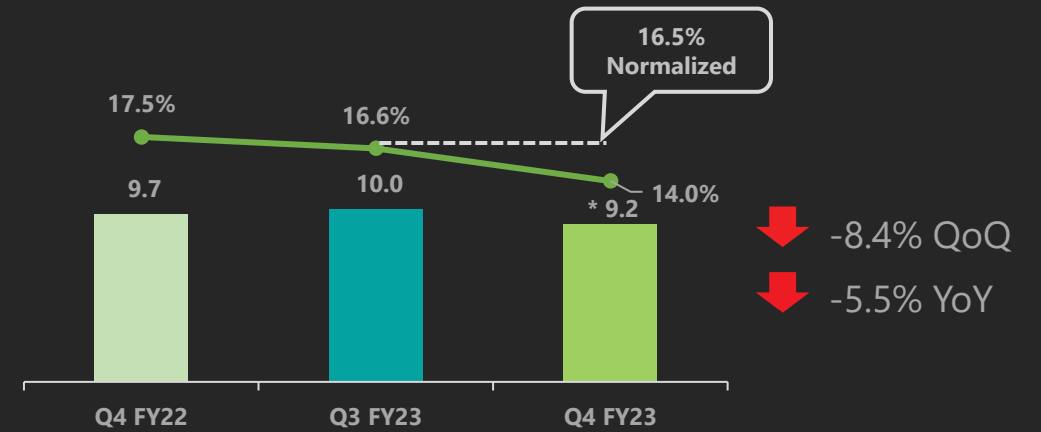
*Including Quant:

**Before OI and FX



Constant Currency in \$ Mn

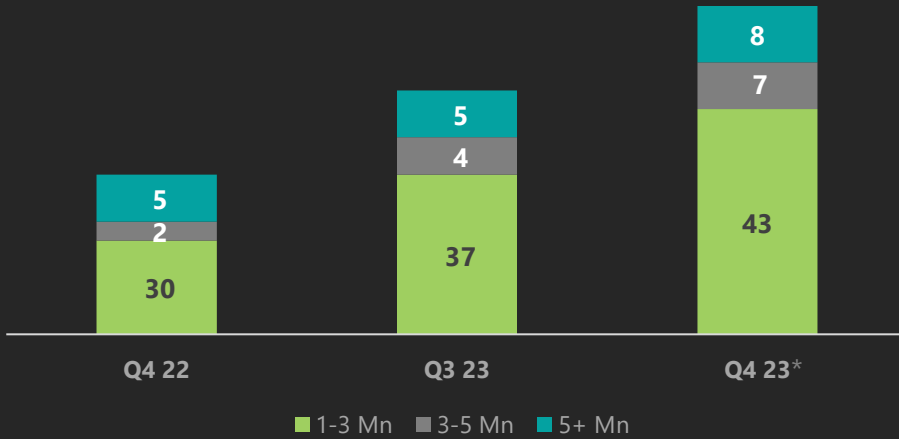
*Quant: contributes: QoQ – 3.9%, YoY – 4.4%



PAT in \$ Mn

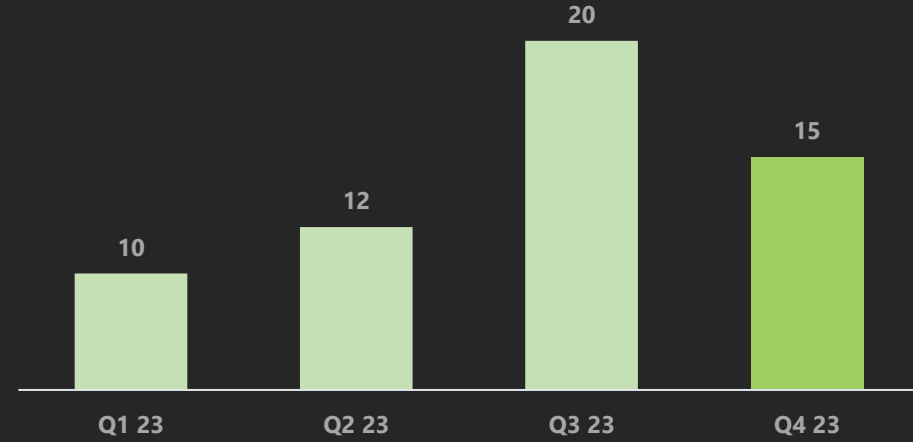
*Including Quant:

International Business: Revenue Growth

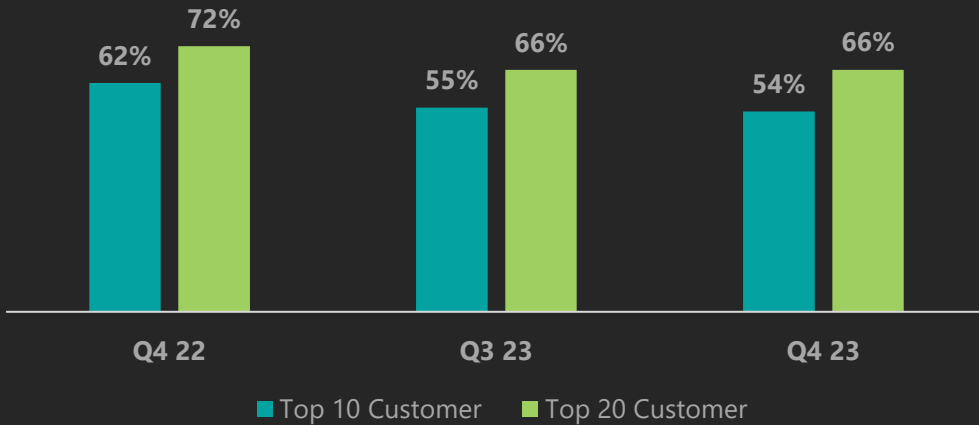


No. of \$ Million Customers

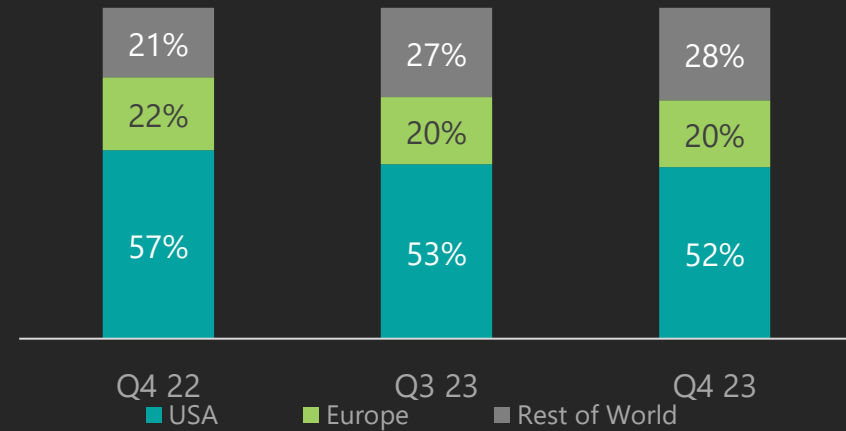
*Quant:- 4; 3; 2 in each category



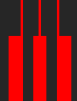
New Customers added



Client Concentration



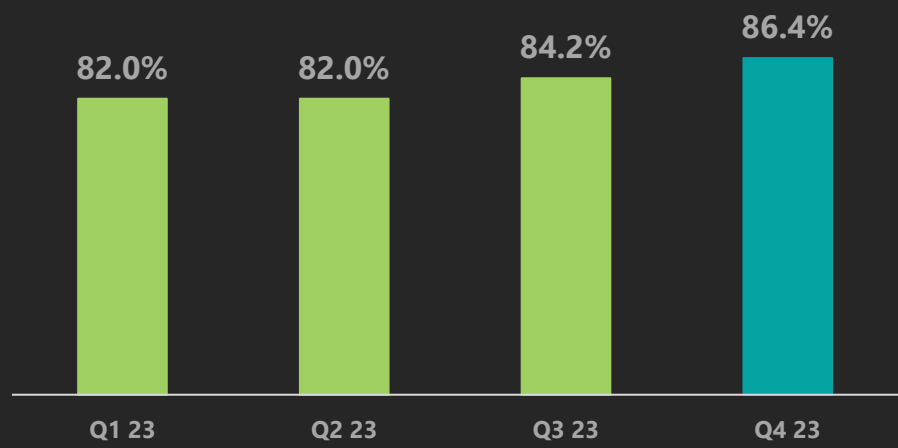
Revenue by Geography



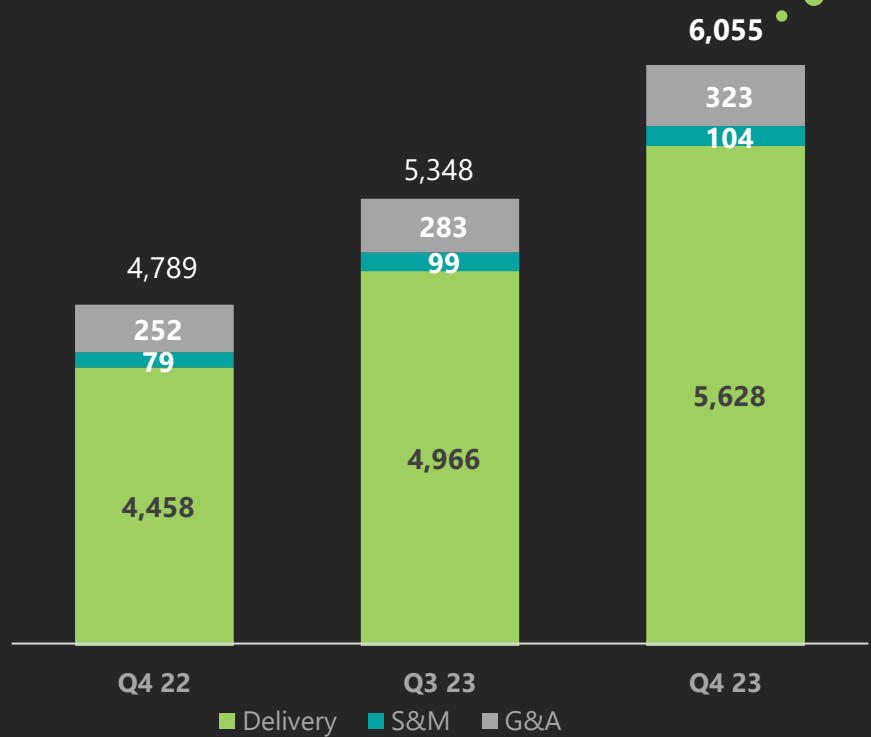
International Business: Operational Performance



13% QoQ
26% YoY



Utilization



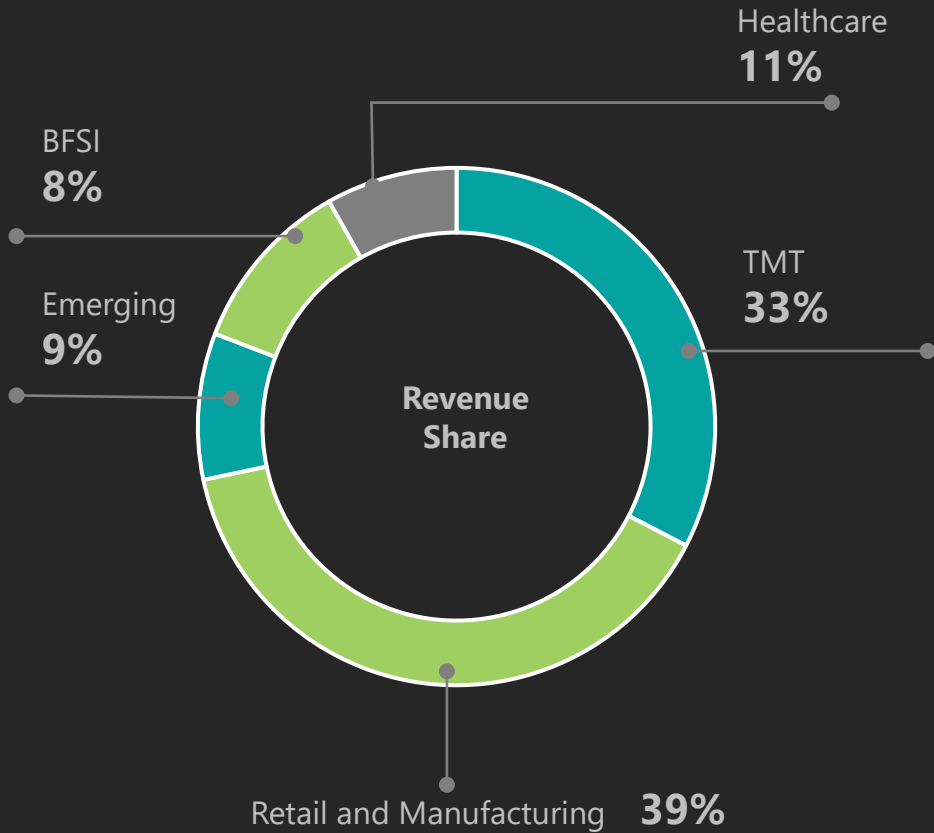
Headcount by Function

Including Quant

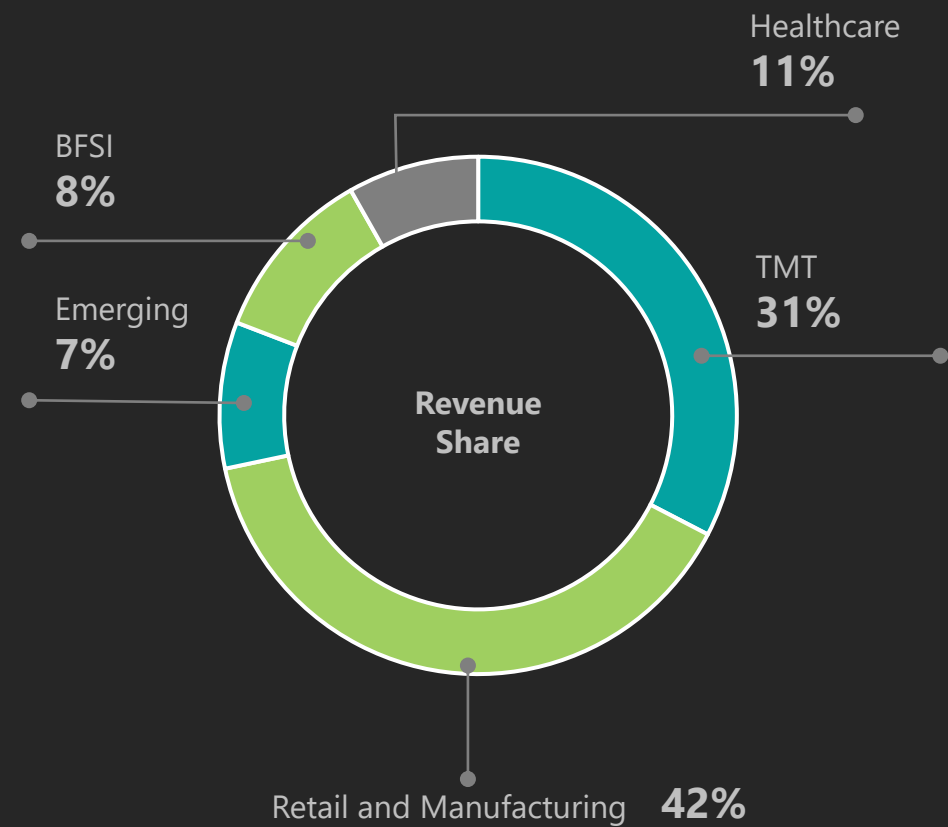


Revenue by Verticals

FY 23

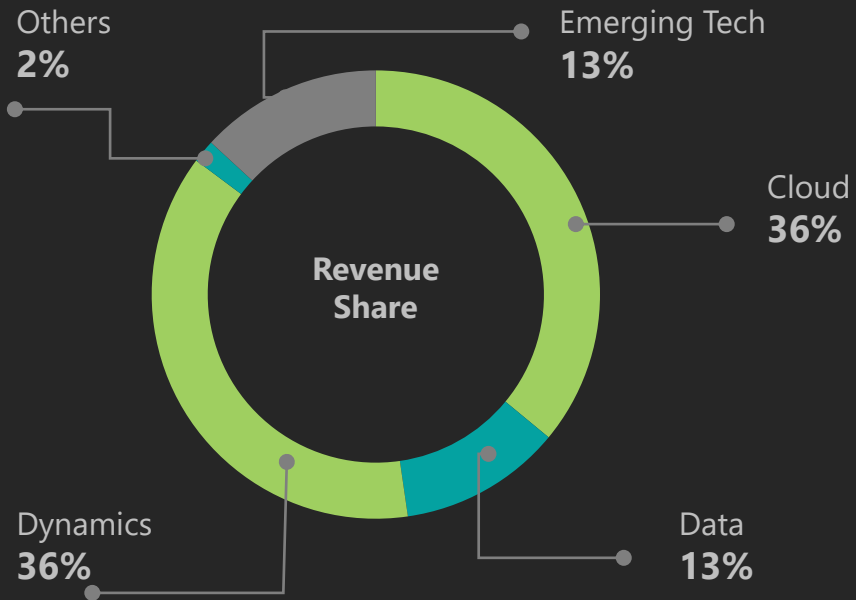


Q4 FY 23

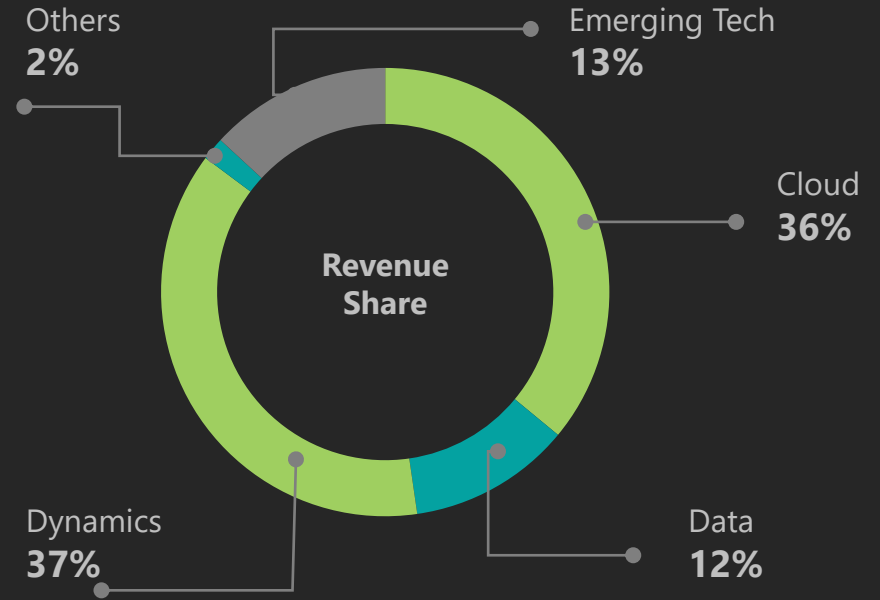


Revenue by Top GTMs

FY 23



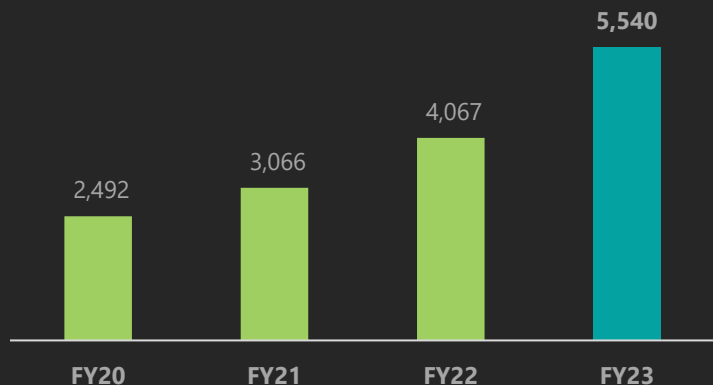
Q4 FY 23



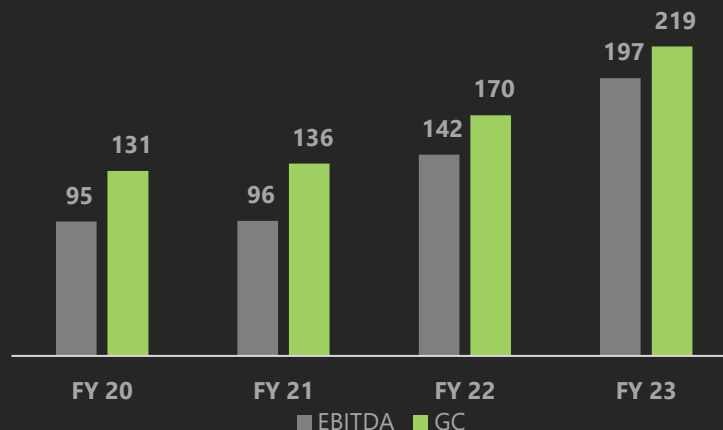
Domestic Business:- Delivering Consistently Strong Growth With Industry Leading ROCE



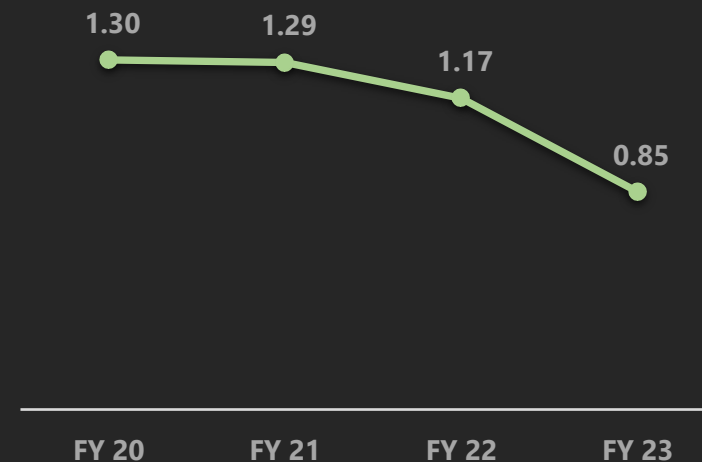
Cloud ~77.5%
Annuity ~75.8%



Revenue (INR crs) CAGR - 22%

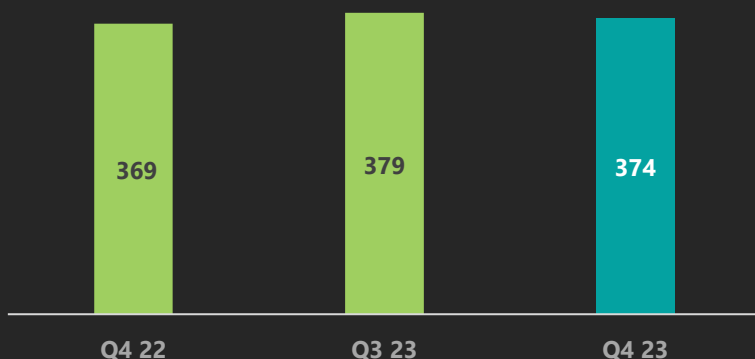


Gross Contribution (INR crs) CAGR- 14%
EBITDA (INR crs) CAGR- 20%

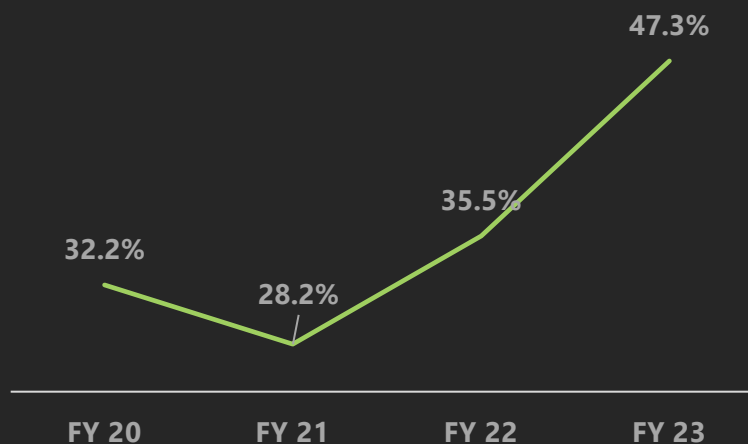


Net working Capital ÷ Gross Contribution

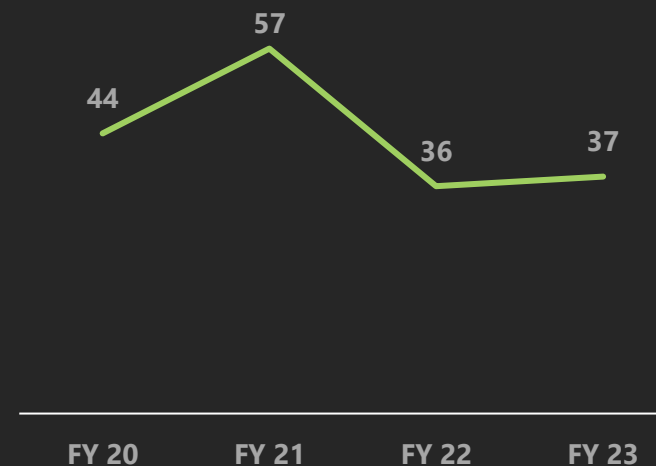
Head Count

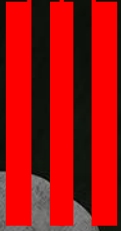


ROCE



DSO





SONATA SOFTWARE

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



Thank You

PLAY BIG

