

29th July, 2023

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 Sir/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 30th June, 2023.

The above said presentation is also made available on the Company's website www.sonata-software.com.

Please take the same on record.

Thanking you,

Yours faithfully,
For **Sonata Software Limited**

Mangal Kulkarni
Company Secretary, Compliance Officer and Head Legal

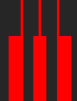
Encl.: As above

**PLAY
BIG**



**Investor
Presentation**

Q1 FY'24



Sonata at a glance



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

The Company

35 YEARS

IT Solutions Provider

\$950+M

Revenue

15.3% CAGR

across 10 years

Listed (SONATSOFTW)

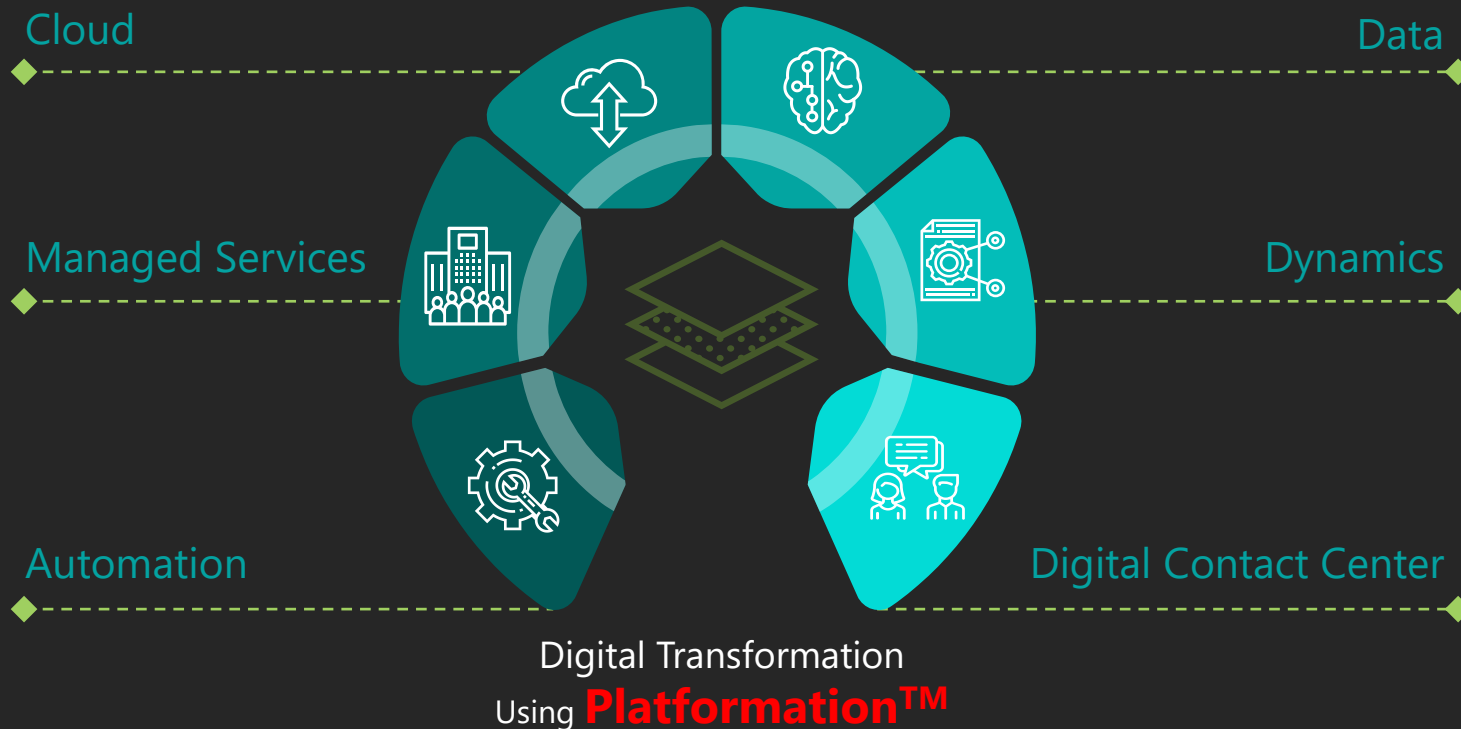
Market Cap \$ 1.7B

6500+ Employees

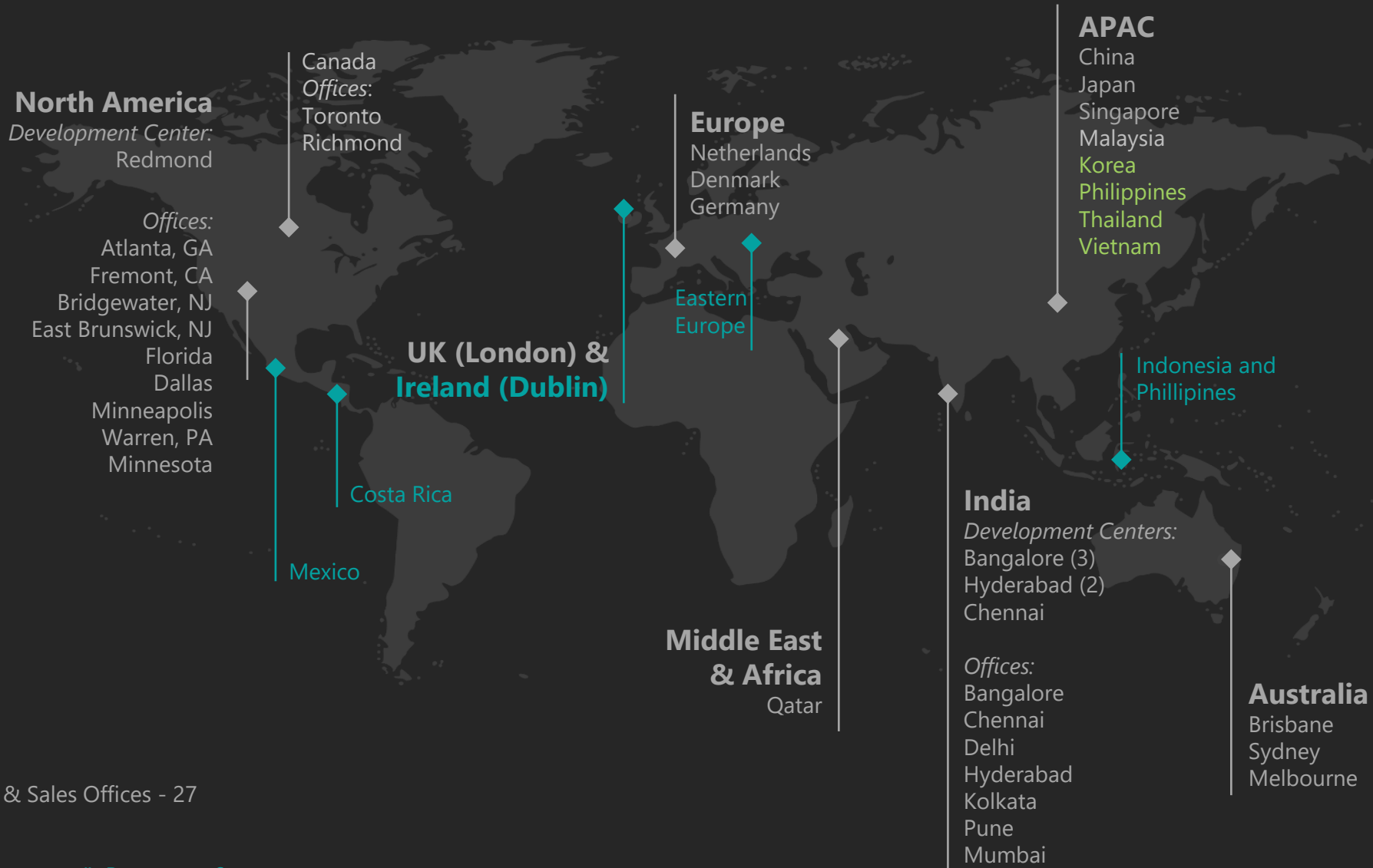
Across US, EU, Asia & ANZ

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 - 27
- Partners - 4
- 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



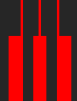
Sustainability Target:
**Carbon Neutrality
by 2030**

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 FY4



PLAY BIG





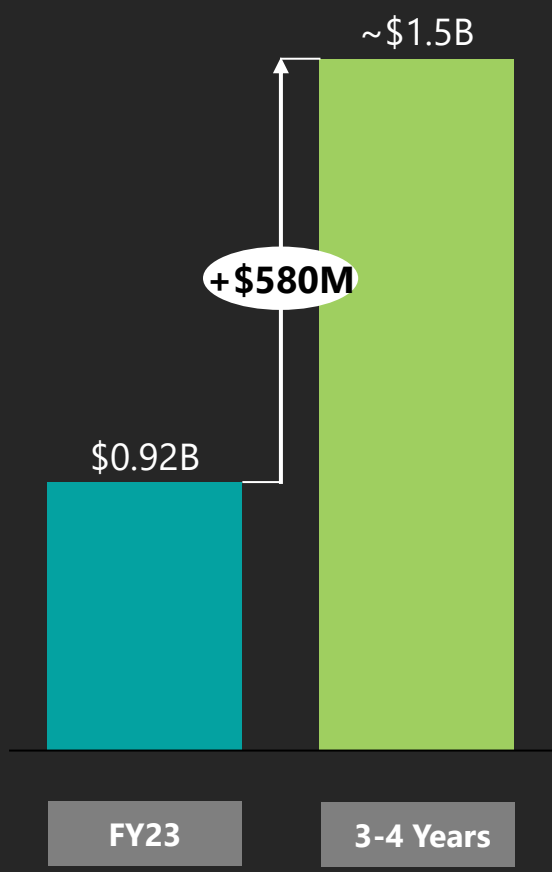
Objective:

Be the fastest-growing Modernization Engineering company, powered by its unique **Platformation™** framework

Goal:

Revenue of \$ 1.5B by FY 26 end @ EBITDA of early 20's

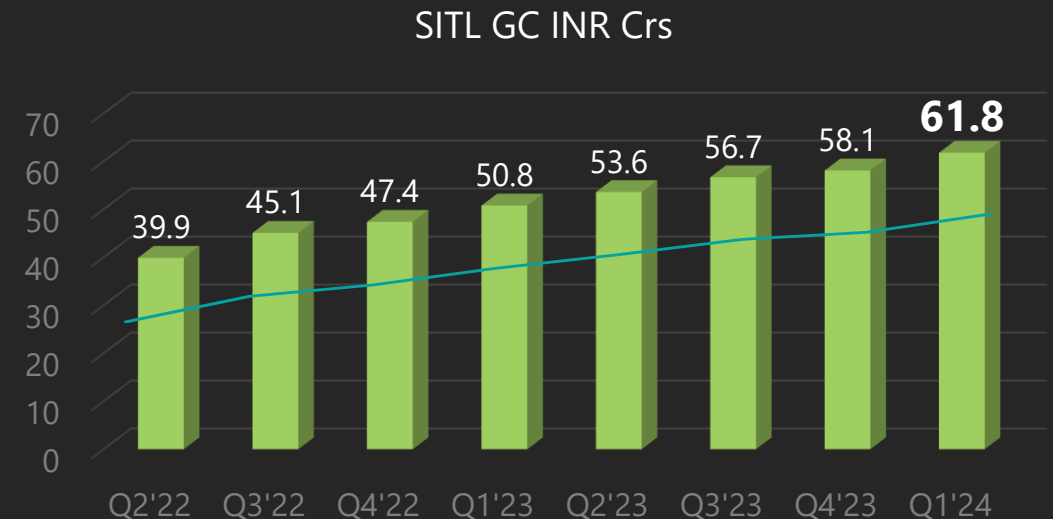
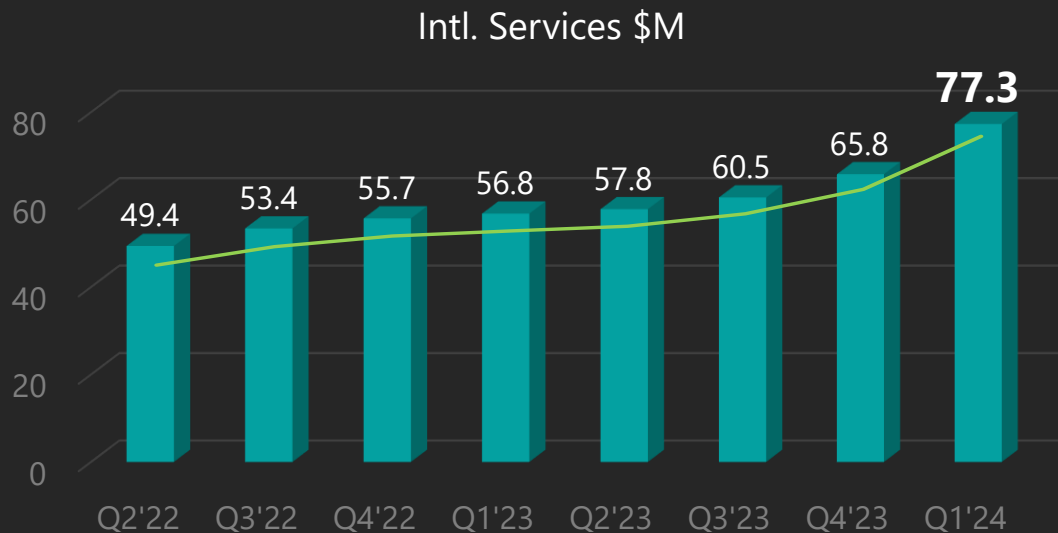
Revenue Growth (In \$M)



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

In Q1 we crossed **\$300M annual run rate** for the International Business



Stock Return of 99% for our Shareholders over the past 1 year



Total Return to Share Holders

	1 Yr	5 Yrs
Stock Price Return %**	99%	339%
Dividend Yield# %	2%	6%

* Till June 30, 2023

Market Data

NSE Symbol	SONATSOFTW
Market Cap**	\$ 1.7B

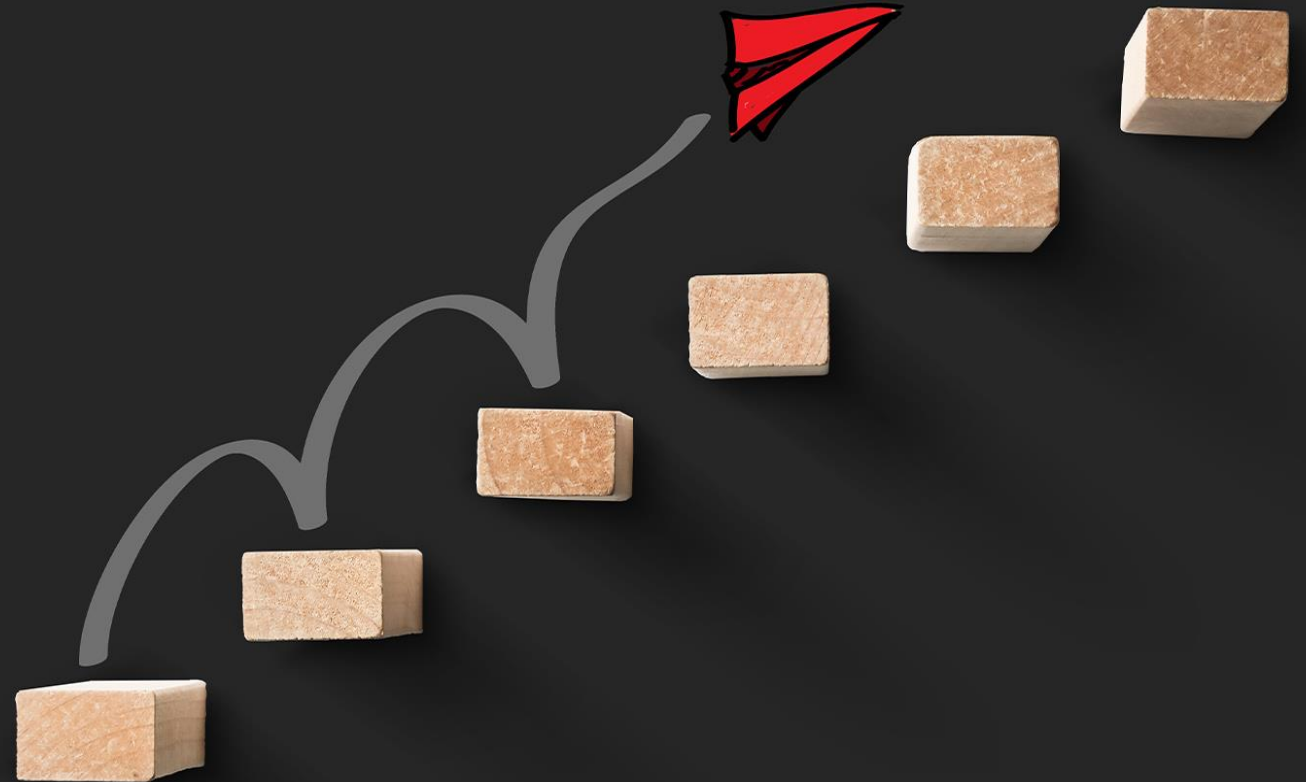
* 1 USD = INR 82.04

Annualized

** as on 30th June 23

Big moves are being enabled by firm incremental steps

Large Deals	M&A - Quant
BFSI & HLS launched	5 Geo NA, UK, Nordics, India, Australia
Modernization Focused GTMs	Partners ecosystem
RMD/TMT Radiation	10 Mega Accounts



RMD – Retail, Manufacturing & Distribution
TMT – Tech, Media & Telecom
BFSI – Banking, Financial Services & Insurance
HLS – Healthcare and Life Sciences

What's working well for us...



Large deals Wins
7 large deals in flight

Quant accelerated
synergy growth.

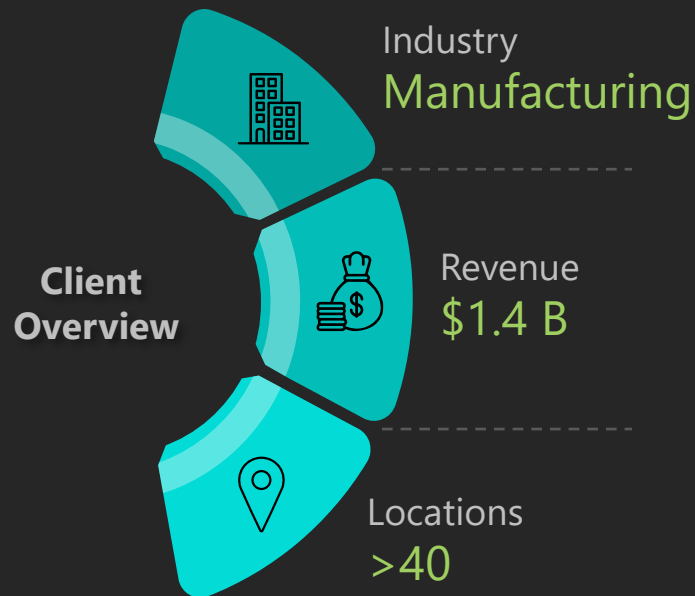
Modernization –
Cloud & Data
pipeline is 40%

New invest verticals
growing (HLS, BFSI).
Partnerships (MS,
AWS)

SITL – steady
GC growth

Client Overview

The Client provides advanced and high-quality belting solutions for 20 different industries including global logistics, food production, fitness equipment, household appliances and energy production.



Areas in Scope

This cover ERP transformation by implementing MS Dynamics 365 across all the lines of business in 49 legal entities

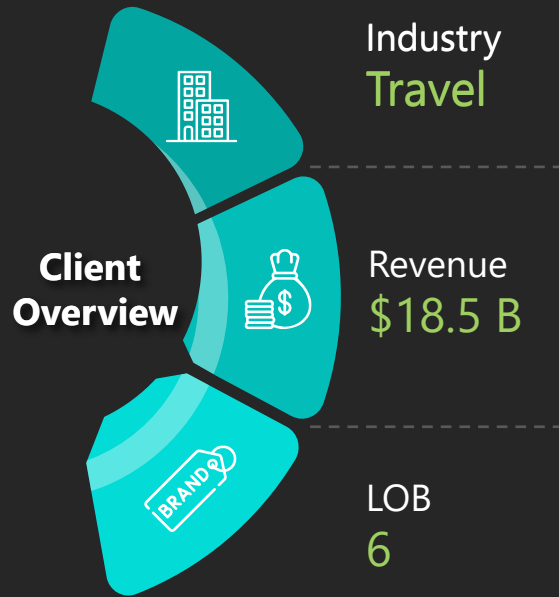
- ◆ Finance
- ◆ Supply Chain Management
- ◆ Production
- ◆ Integration with 30+ distinct systems
- ◆ Application Support

Large Deals Win #2 - Build and Maintain Digital Hub to enhance customer experience and improve operational efficiency



Client Overview

The client, Europe's largest multinational leisure, travel, and tourism company, operates over 150 aircraft, 16 cruise ships, and 381 hotels.



Areas in Scope

Build and Maintain digital hub for client to enhance customer experience and improve operational efficiency.

- ◆ Cloud and Data Modernisation
- ◆ Application Modernisation
- ◆ Strategy definition and implementation of transformation programs
- ◆ E2E Delivery of business as usual
- ◆ Innovation through Sonata's Solution and Innovation hubs

...Aligned with our Partners to drive our Joint GTM Strategy

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
	Tamr PKWARE	IZARA <small>PEACE OF MIND, AS A SERVICE</small>	SAP salesforce	UiPath™	servicenow
Google Cloud CORESTACK®	Google Cloud next PATHWAY BigID Qlik Q	<div style="border: 1px solid gray; padding: 5px; text-align: center;">MSFT Market Place Partners</div>	servicenow		

Microsoft Relationship – Jointly driving Customer Success

Sonata is now a Microsoft Cloud Solutions Partner

30+ Years
Microsoft Partnership

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

\$650+ Million
Per Annum Revenue To Microsoft

Partner for RPA
Migration 100

Partner for
Microsoft Fabric

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

Launch Partner for
Microsoft Fabric

Winner
**“Technology Partner
of the Year - BizApps”**
- 2021

Winner
**“Microsoft US Eagle
Award”**
For new D365 customers

GTM with MS for D365
Modernization, SFDC Migration,
RPA Migration, Fabric, Gen AI &
Contact Center Migrations

What are the key bets we are making for the future?

1



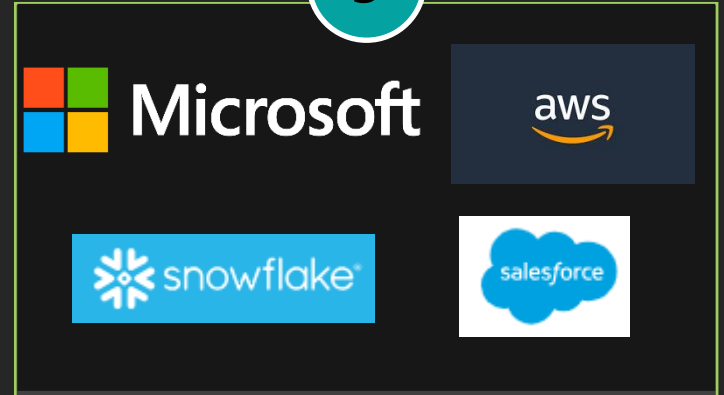
Microsoft Fabric:
Overcoming Data Silos
and Dark Data

2



AI & Gen AI

3



Modernization



Continued focus

Verticalization

Focused GTM

Large Deals

10 Mega accounts

Sonata Advantage

- 1) Early Mover with Microsoft.
- 2) Implemented the solution within Sonata for trial/testing.
- 3) Strong relationships with CVP, Data @ Microsoft

Prelaunch product right now. Formal launch in Nov' 2023



40+ customers in 6-7 weeks

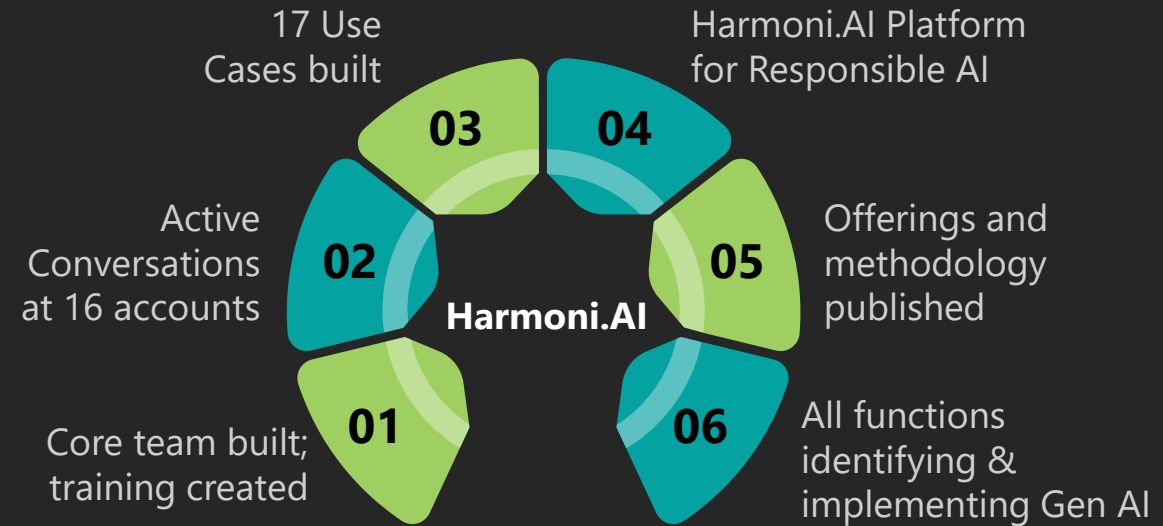
300 Engineers

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



SONATA
SONATA SOFTWARE

Launching Harmoni.AI
The 'Responsible-first' AI Offering for Enterprise scale



'Responsible by design' approach. Initial use cases:

- Process (regulatory, clinical trials)
- Contact Center – cross-sell and upsell
- Productivity of engineer, support teams

Reaching ~ \$ 60B TAM

Gen AI is expected to achieve ~ 30% share of overall AI market by 2025

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

- **EPICS** (Engineering Pipeline Infrastructure and Cloud Services) BOT helps Client Dataverse Engineering teams to get info on several technical topics like how to access or provision VMs.

Results

- Integrate BOT with Azure OpenAI.
- A centralized index of around 14000 wiki articles is being created using Azure Cognitive Search

Client Overview

Industry
Fintech

Revenue
\$5.5 B

Fortune 500

Presence
+180

The Pressure Points

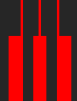
- Limited ability to recognise customers – fragmented data across channels
- Risk and Compliance decisioning not optimized due to lack of single customer view
- Increasing cost of verification due to volume of transaction and duplication

Solutions

- Developed modern using AI/ML - to create One consistent customer profile and customer identification process f
- Developed master platform - stores and manages all customer records, profile data, and IDs across the enterprise
- Integrating business and transactional systems with Master Party to create a customer 360 view across the enterprise

Results

- **50%** reduction in customer complaints
- **75%** decrease in transaction time that required KYC and AML checks
- **100%** Infrastructure availability and on AWS cloud platform
- Identified and merged close to 15% (around **200** million) of customer profiles



Key Partnerships unlocked !



Sonata is excited to be a **Launch Partner of Microsoft Fabric**

[Let's Connect](#)



Sonata achieves Amazon Service Delivery designations for **Amazon EKS** and **Amazon DynamoDB**.



Sonata announces strategic partnership with SAP Commerce to drive digital innovation



Another Achievement Unlocked

Sonata is now a Microsoft Cloud Solution Partner.



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



SONATA SPARK

Recognizing Innopreneurship

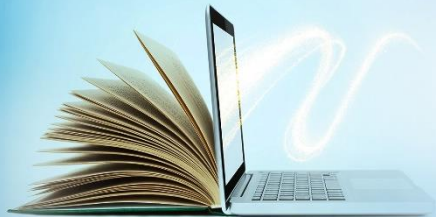
Recognizing innovators, creators, and game-changers

GRAND FINALE



INTRODUCING

DIVERSITY & INCLUSION INITIATIVE

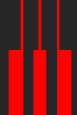


SCALE

SONATA CAREER ACADEMY FOR LEARNING EXCELLENCE

Back to office, 😊 Back to the Buzz!





1

High Revenue growth with Industry Leading margins

Focus on high revenue rate realization and high margins business

EPS : ₹33*# / Share

2

Strong Cash Position & Balance Sheet

Very strong positive cash generation and cash position

Liquidity of ~ ₹800+ Crs

3

Superlative returns for Shareholders

Industry leading ROCE and ROE & Bonus share issue

ROCE > ~35%#

4

Sound Capital Allocation

Sound capital allocation

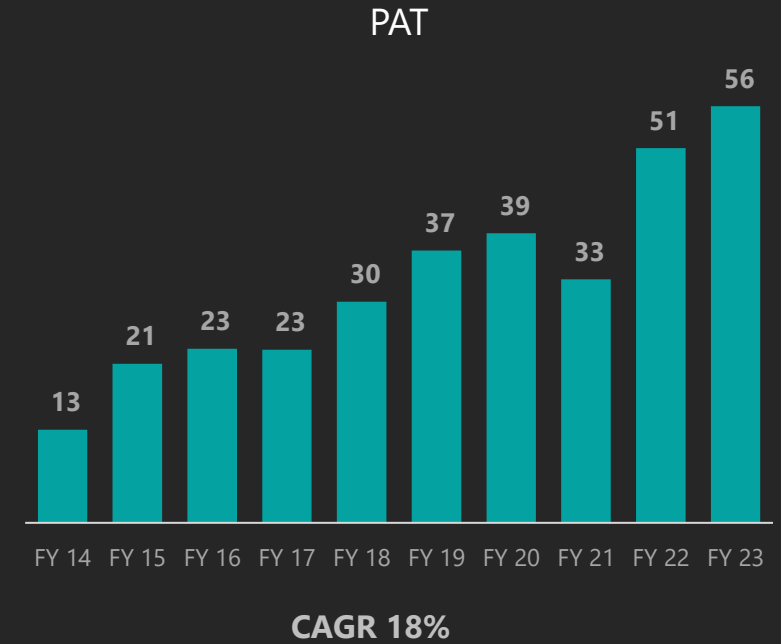
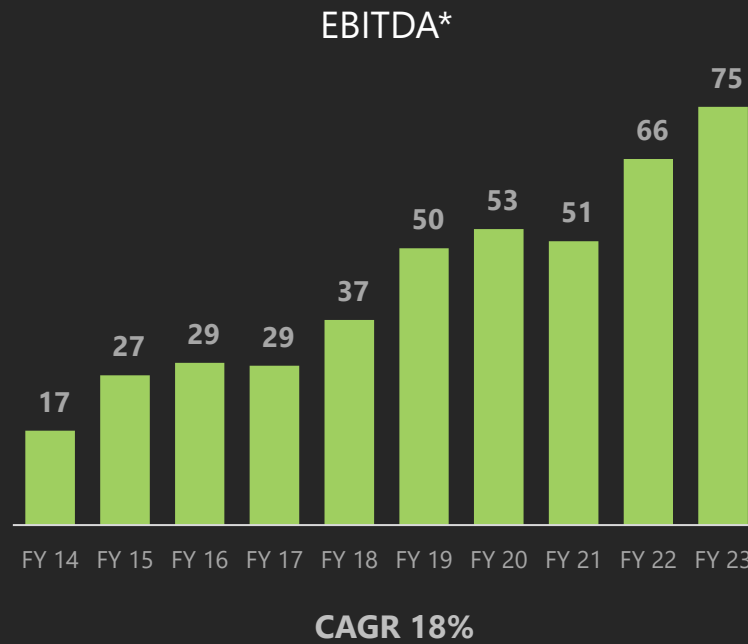
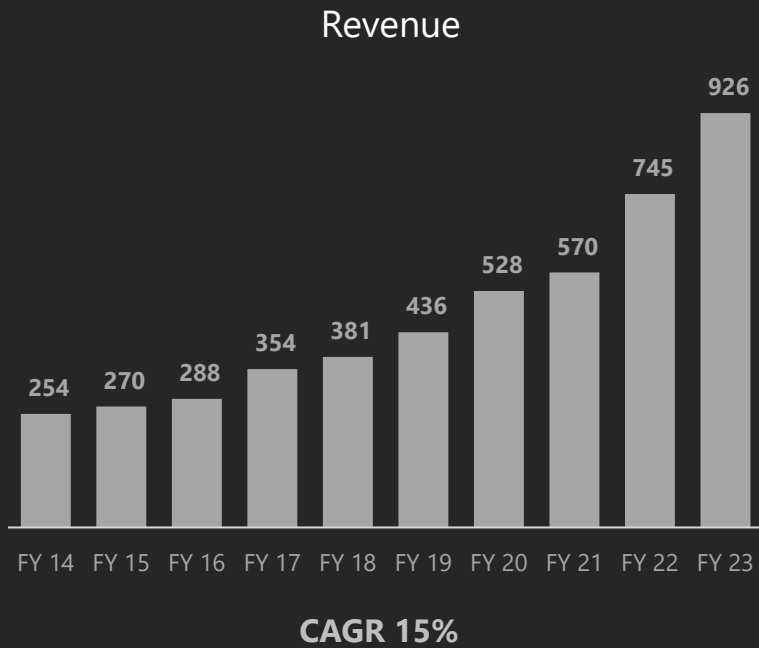
Dividend : ₹15.75* / share

#Trailing 12 months

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

Consistent Growth over last 10 years

Consolidated Revenue & profitability (\$Mn)

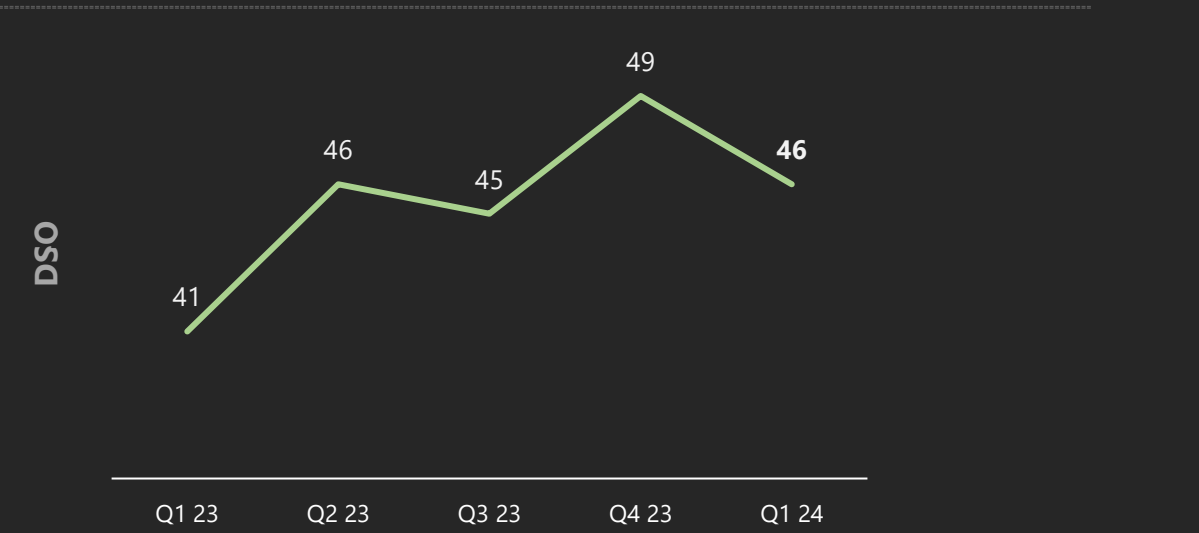
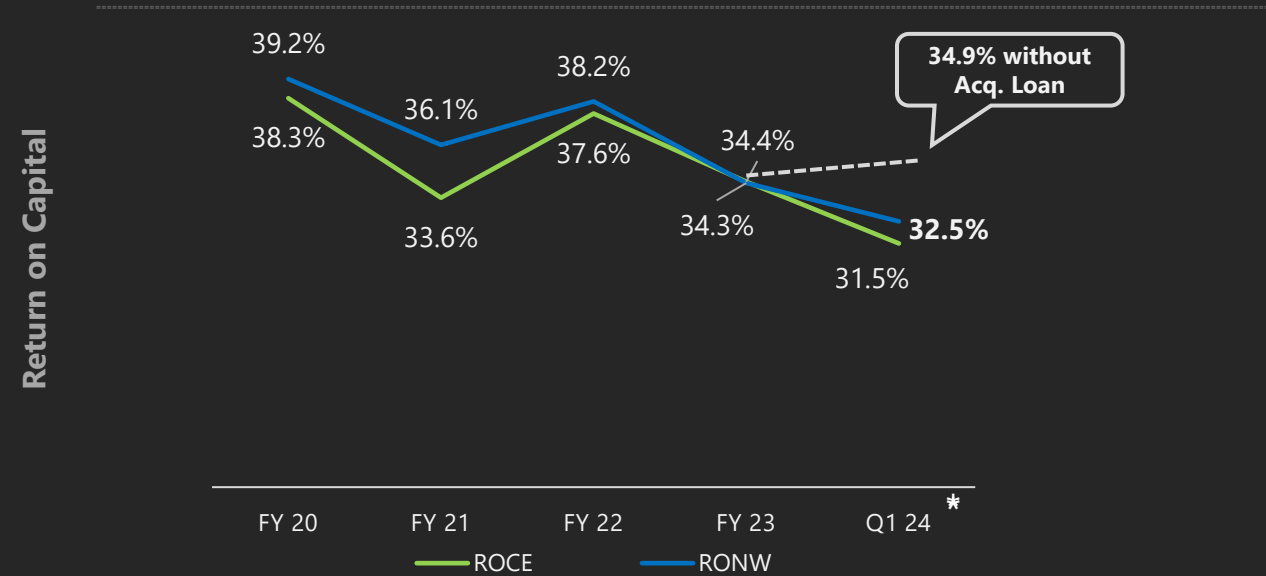
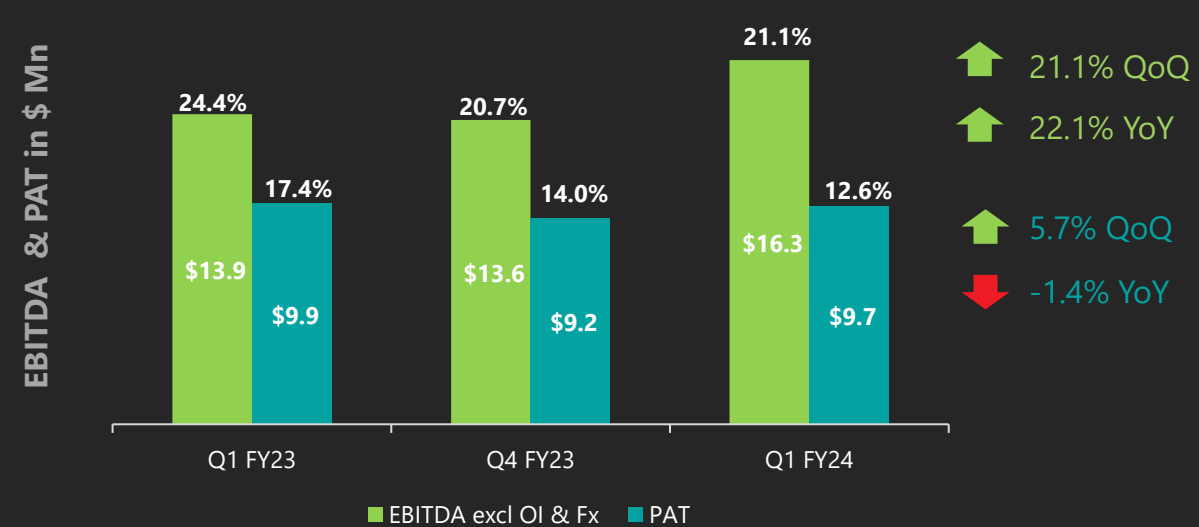
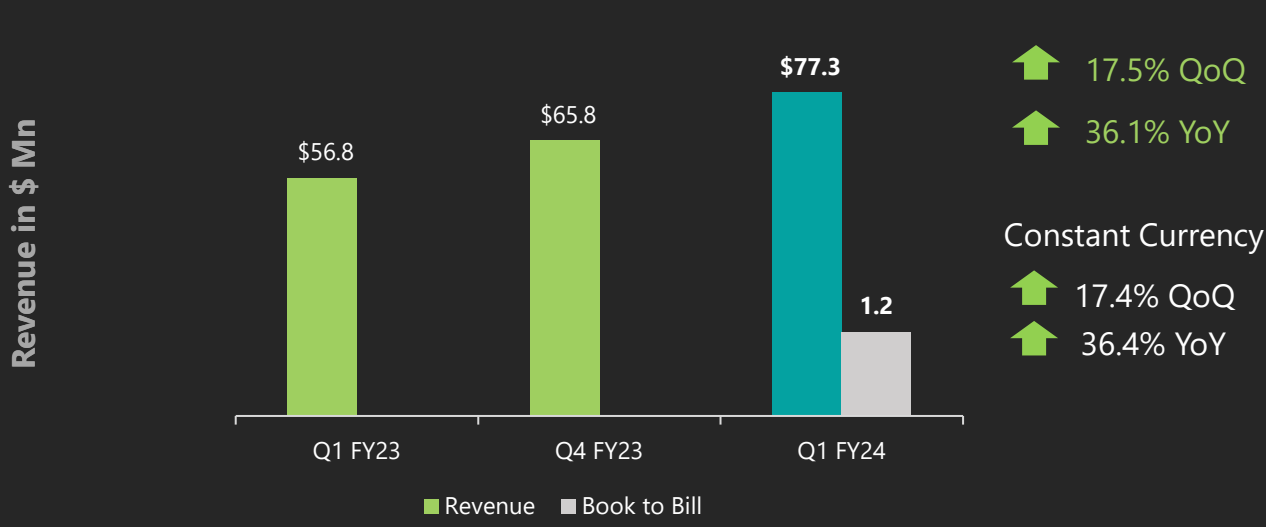


Predictable and resilient growth trajectory

*Before OI and FX

Financial Performance of International Services – Q1 FY24

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

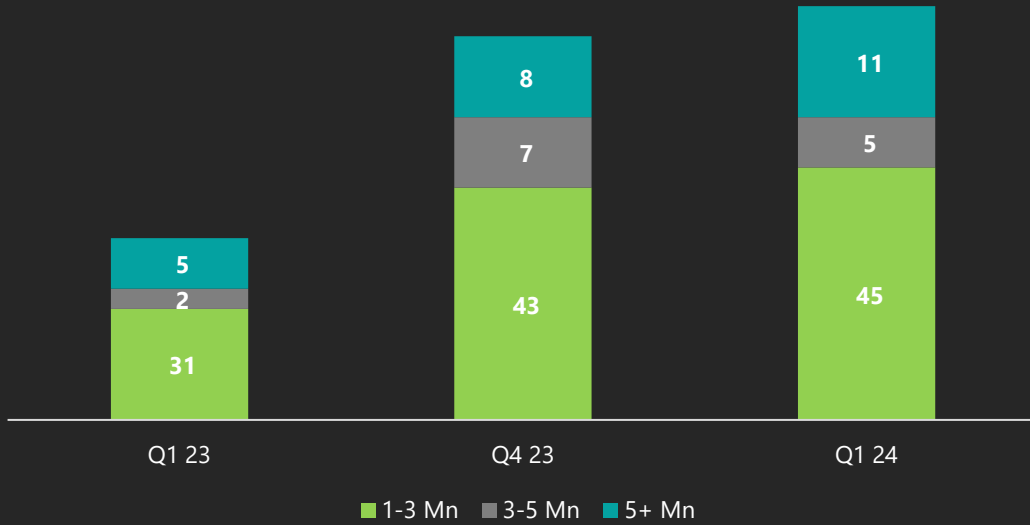


* Trailing 12 months

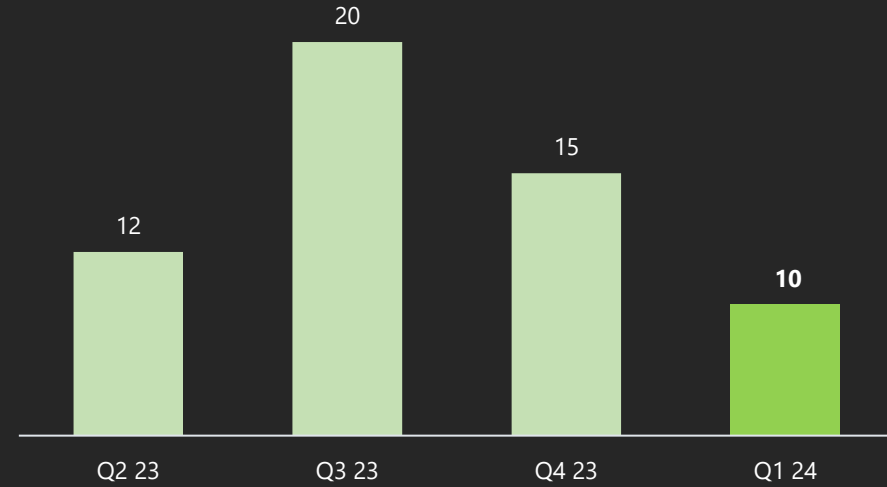
International Business: Revenue Drivers

Profile of Customer improving, with higher share from our focussed market -US

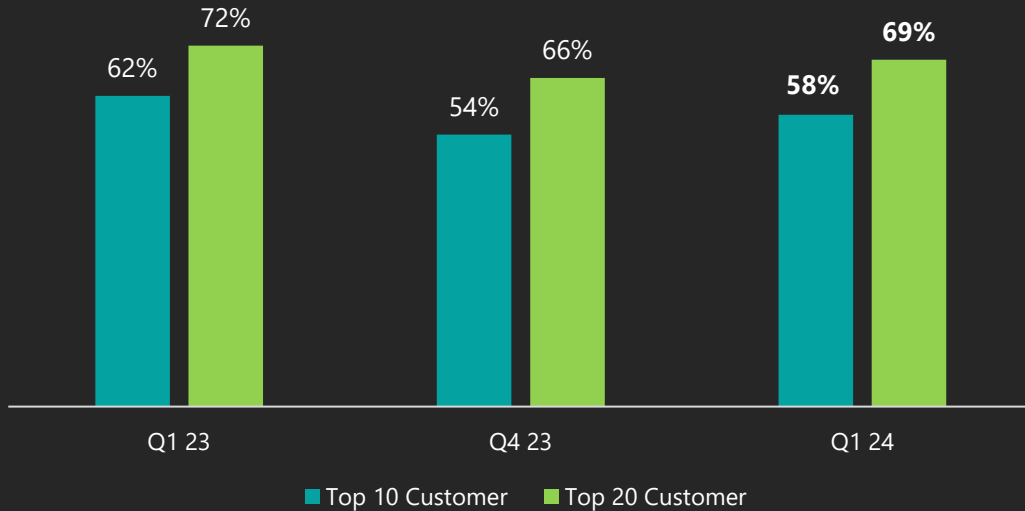
No. of \$ Million Customers



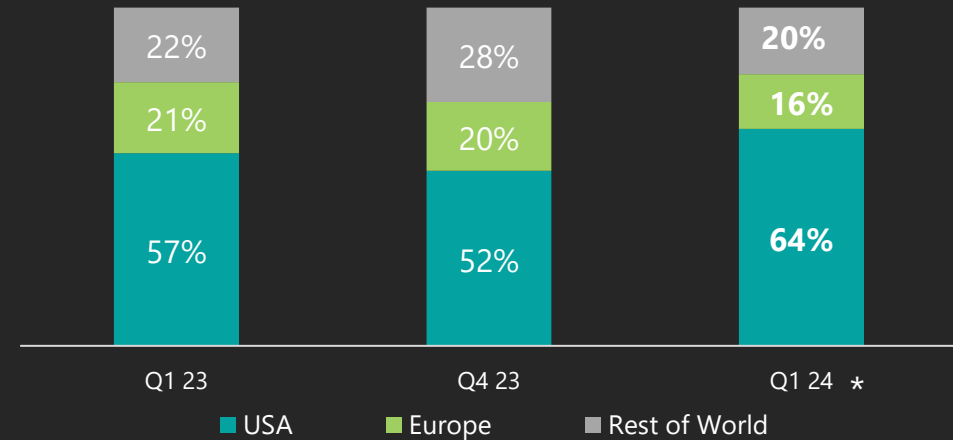
New Customers added



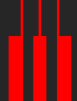
Client Concentration



Revenue by Geography

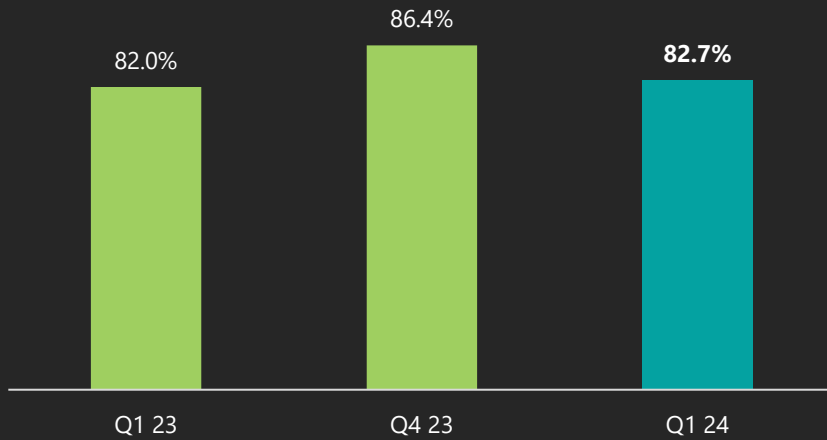


Q4 23 is for 21 days while Q1 24 is for full quarter of Quant Revenue

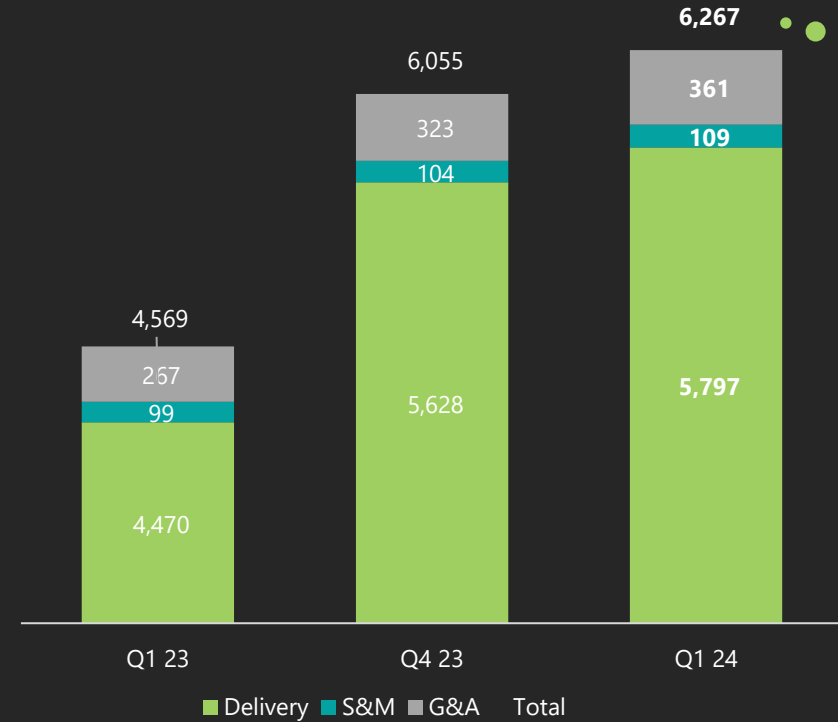


International Business: Operational Performance

Performance has been based on significant scale up of Team Sonata

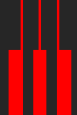


Utilization



4% QoQ
37% YoY

Headcount by Function

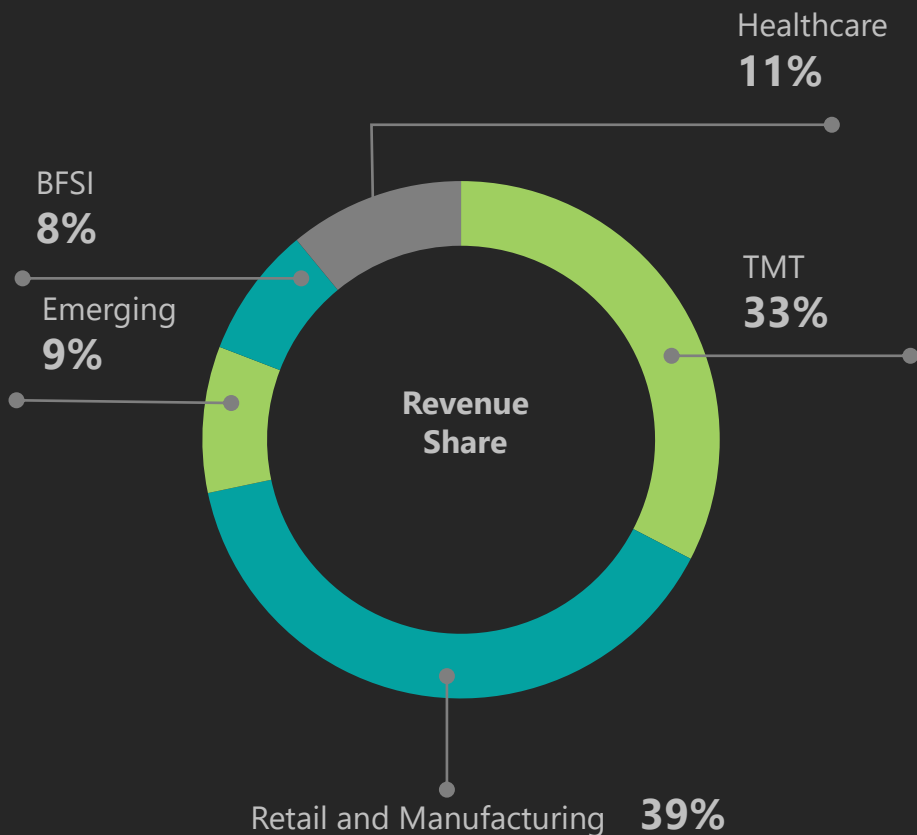


International Business: Revenue by Verticals Mix

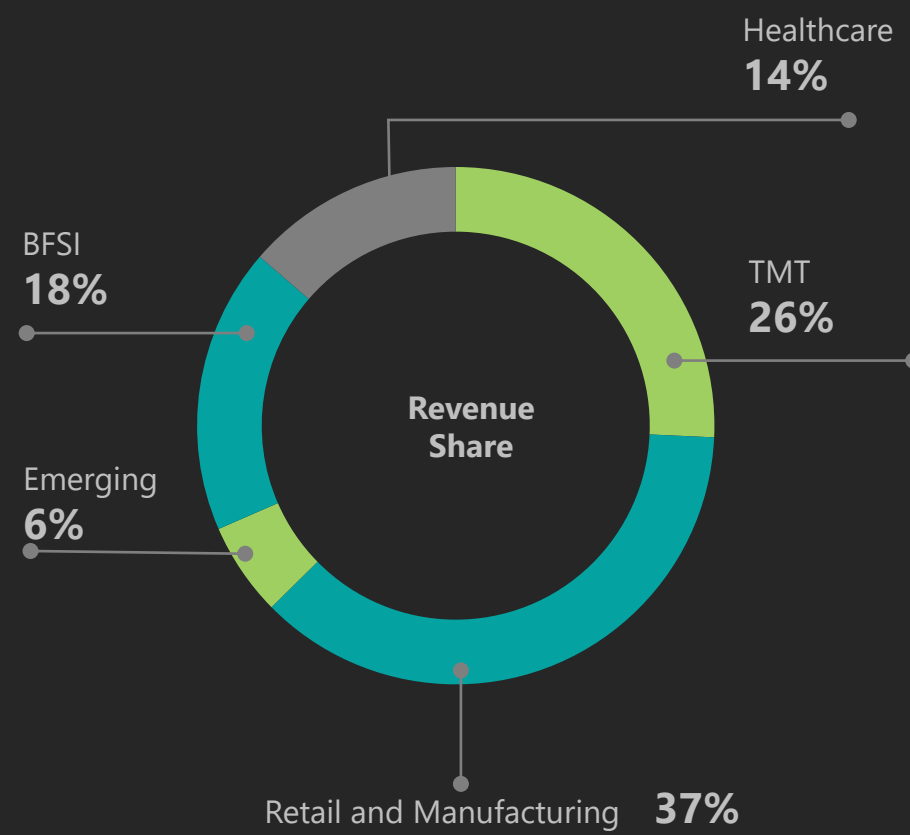


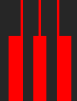
Invest verticals: Healthcare & BFSI have grown according to our strategy

FY 23



Q1 FY 24

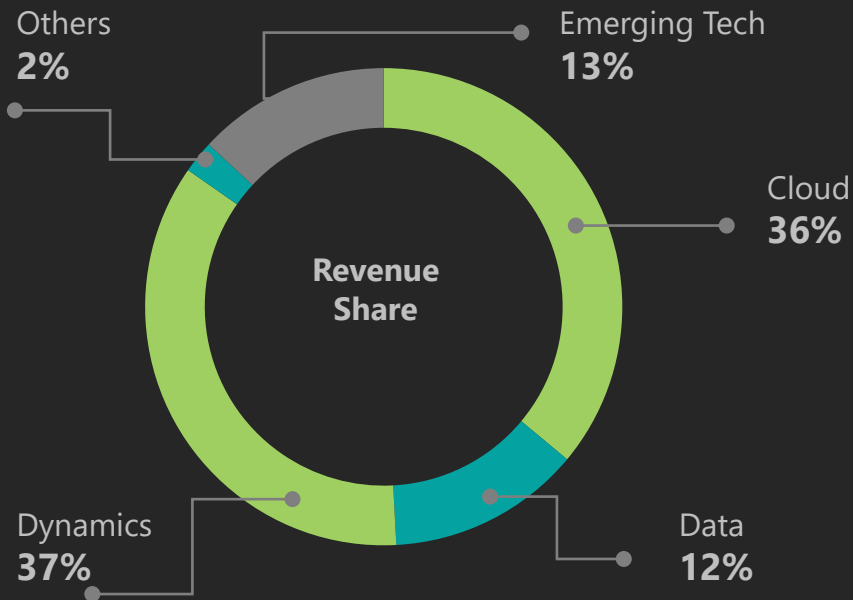




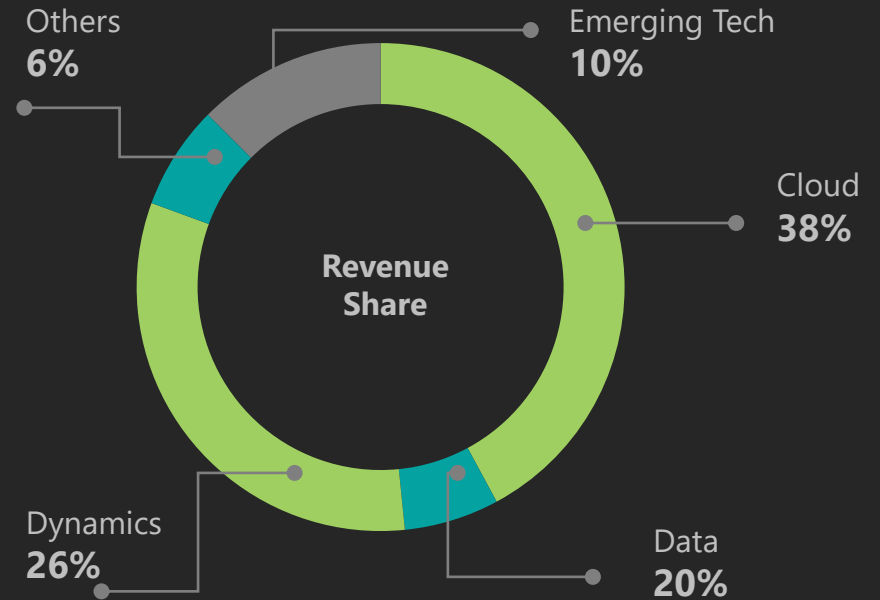
International Business: Revenue by Top GTMs

Significant growth in Cloud and Data as revenue increase by more than 50%

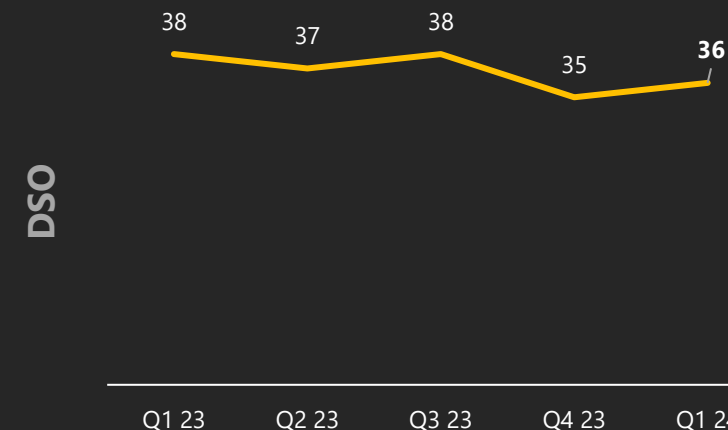
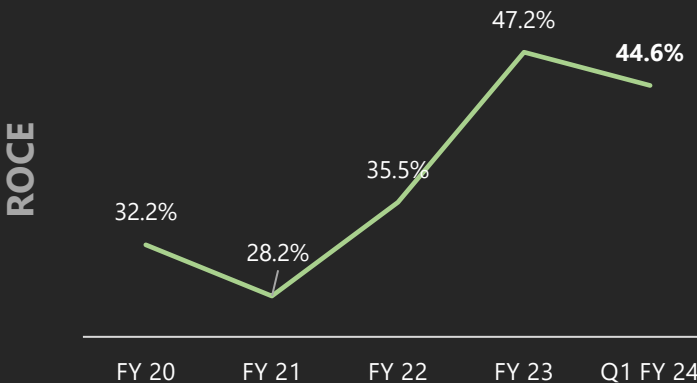
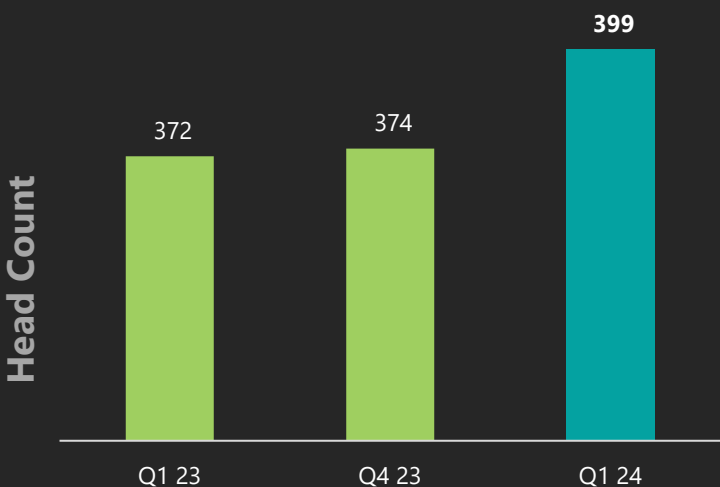
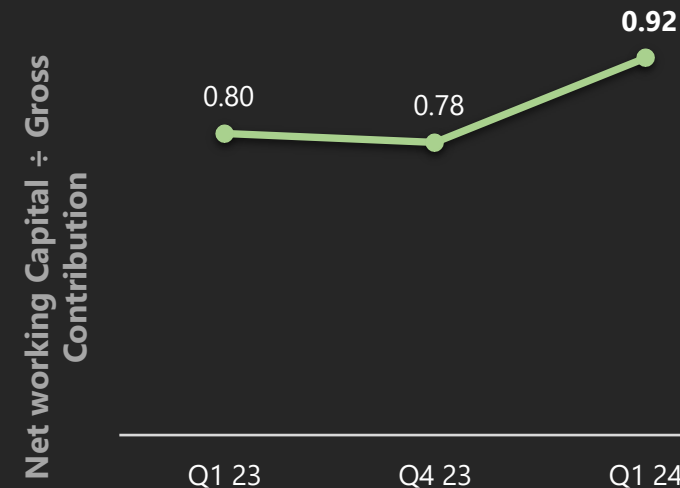
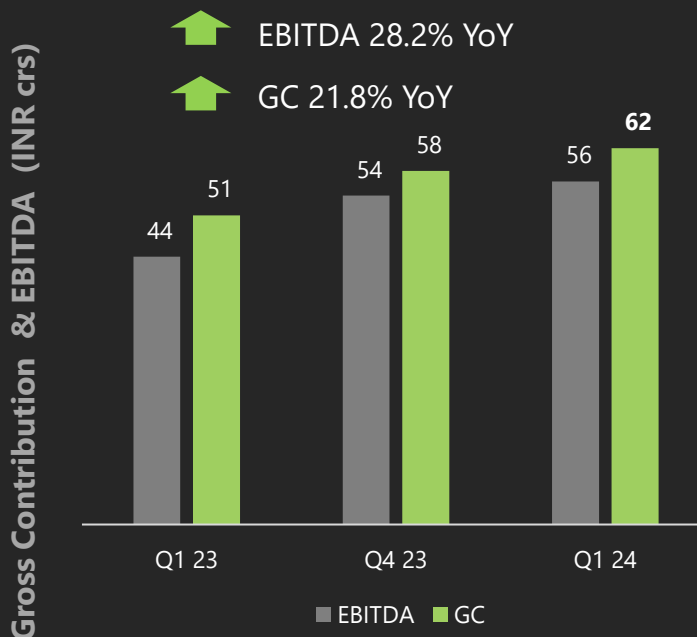
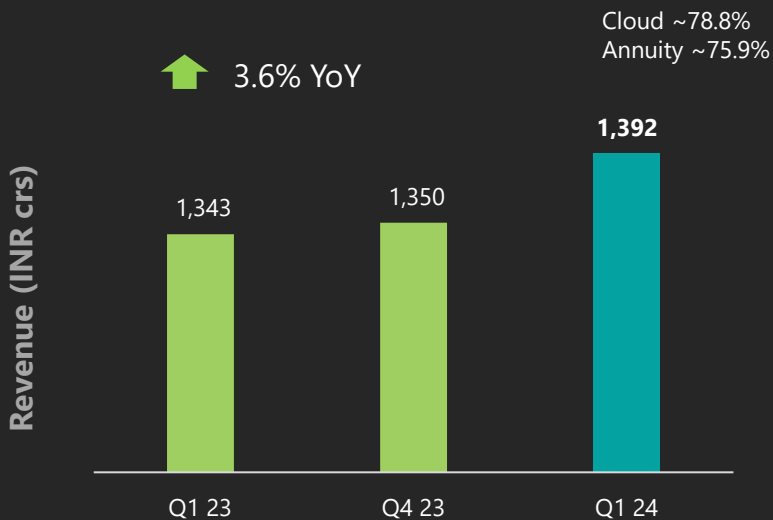
FY 23

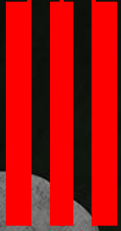


Q1 FY 24



Domestic Business: Delivering consistently strong Growth with Industry leading ROCE





SONATA SOFTWARE

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



Thank You

PLAY BIG



SONATA SOFTWARE