

7<sup>th</sup> May, 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 and year ended 31<sup>st</sup> March, 2026.

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

Q4 FY'26

# INVESTOR PRESENTATION

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

WE ARE A  
**MODERNIZATION  
ENGINEERING  
COMPANY**



# 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**

# Key Verticals, Partners, IPs

## Industries



### TMT

Technology, Media and Telecom



### RMD

Retail, Manuf., Travel and Distribution



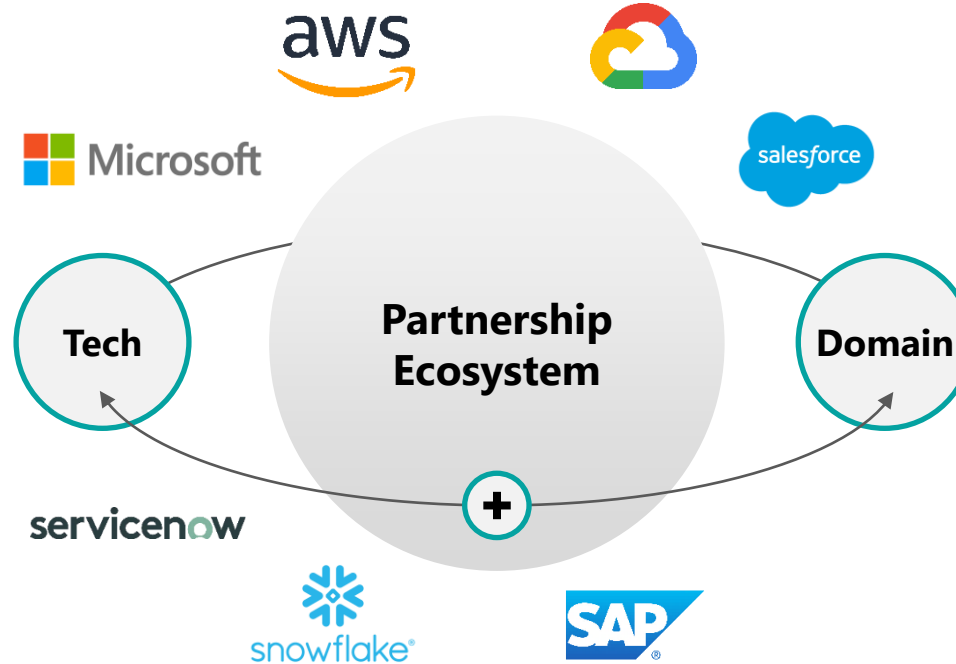
### BFSI

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 are ESG compliant and trained

UNGC Signatory

# Our four strategic pillars

01

## AI & Modernization

AI Win - \$16.9M  
AI led Pipeline - \$280M  
Cloud & Data pipeline is 43%

02

## Large Deals

2 Large deals won during Q4FY'26

03

## Verticals / Partnerships

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

04

## Domestic Business

Steady GC growth – 11.0% CAGR over 5 yrs

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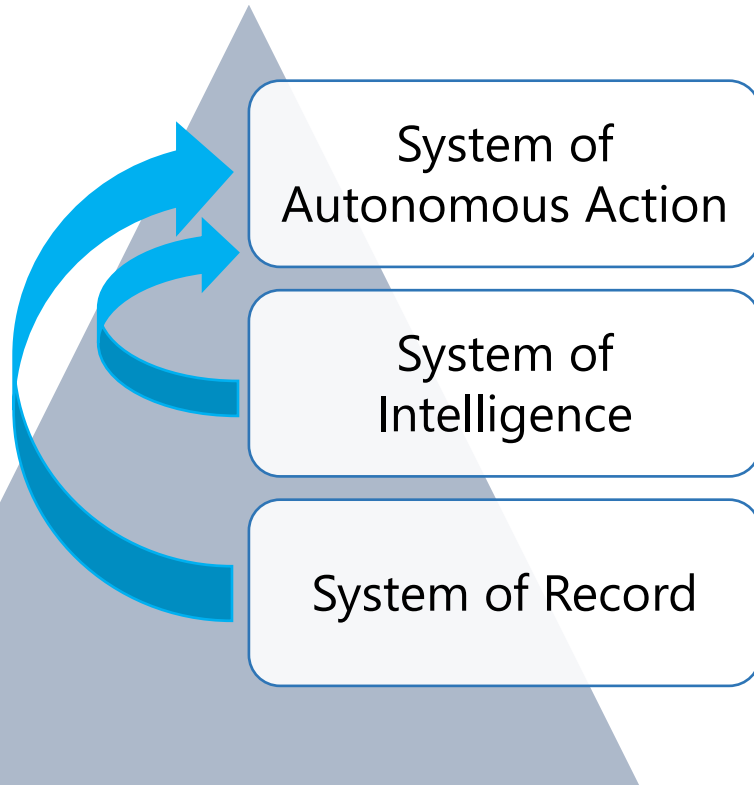
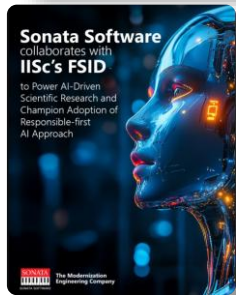
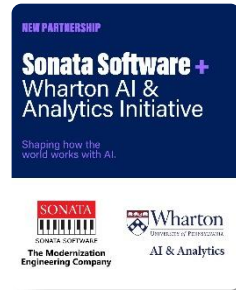
Steady GC growth – 18.0% CAGR over 5 yrs

# AI context : POV

## POV:

The need to adapt and evolve, will get faster than ever before; and the enterprise agility will be key need, hence demand outweighs efficiency in the mid-term. Human + AI will enable organizations agility to be the Frontier Organization.

## Sonata will drive enterprise velocity for our clients



- 1 Legacy Modernization opportunity - knowledge democratization
- 2 Dev being rapid custom engineering becomes more attractive - SaaS disintermediation
- 3 Business Process Transformation
- 4 Change in search prompting front-end transformation

# Sonata Modernization - Transformation

Frontier Front Office enabled by Brick and Agent frame work

## Go To Market – approach

### Biz Led Modernization

- AI Led Business Process Transformation
- AI Led Industry Solutions (Claims, Inventory AI, Fraud)

### Tech Led Modernization

- Legacy Modernization
- Platform Creation
- SAAS surround

### Continuous Modernization

- AI Enabled End to End Software Service Delivery
- Platformized Delivery

For AI Services

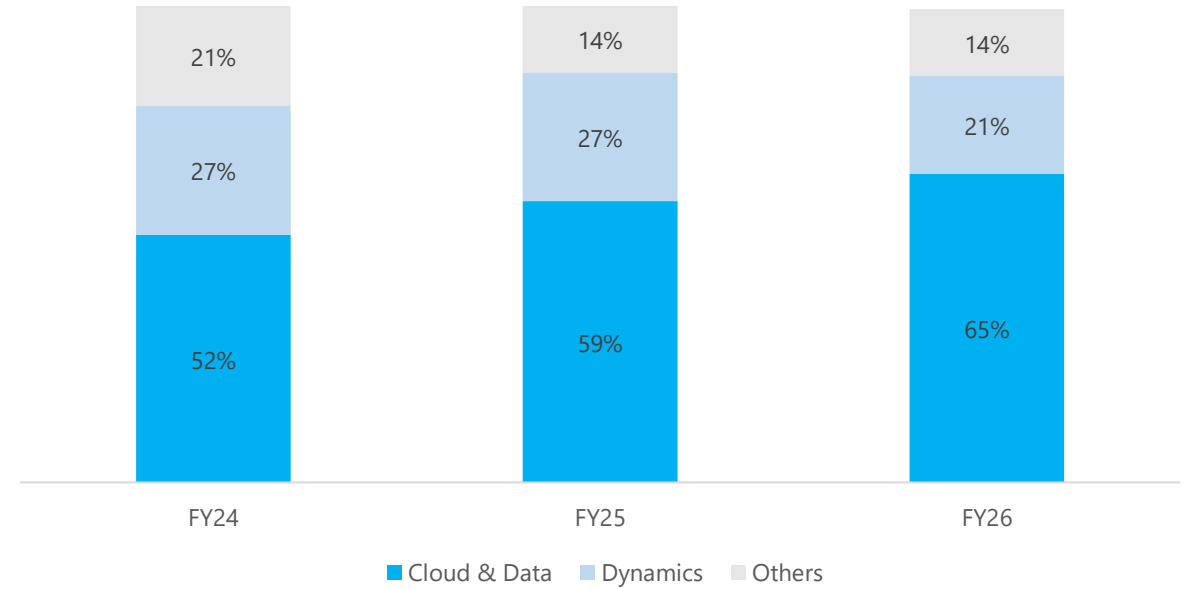
RAI, Agentic Platform

Ecosystem

# Modernization Success...

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

We increased Cloud & Data as a percentage of revenue from **52%→65%** in FY 26



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# We Won Two Large Deals in Q4 – Healthy Large Deal Pipeline

## Large Deals

- 1 **Fintech & Payments – US**  
Platform & Data Modernization
- 2 **PE Company– US**  
Modern Engineering

### Large Deals Pipeline

43% of Active Pipeline consists of Large Deals

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

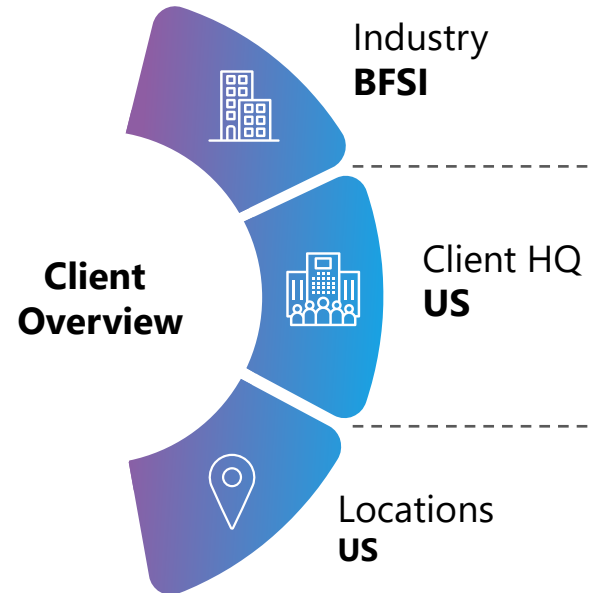
### Large Deals in the pipeline

RMD	TMT	BFSI	HLS
6	2	1	2

# Large Deal Win: AI led Platform Modernization

## Client Overview

A major global financial technology (fintech) and payments company. 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.



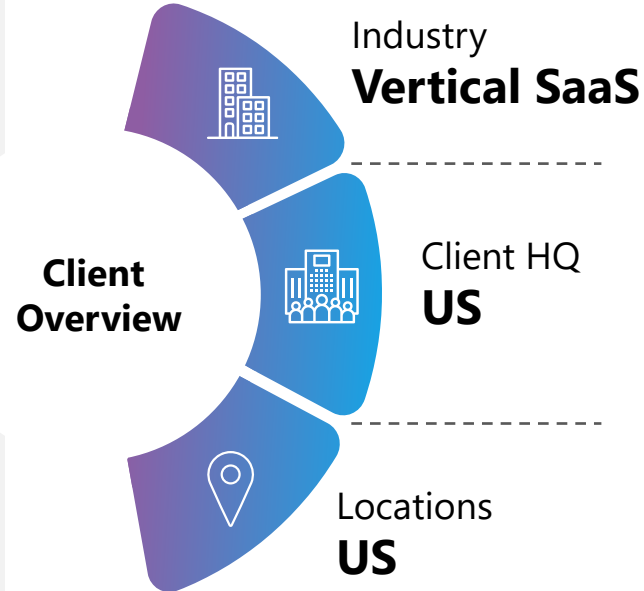
## Areas in Scope

- Modernization of the core banking platform
- AI led Platform modernization to unify user experience, eliminate UI-embedded business logic, and accelerate feature delivery across Teller, Front Office, and Back Office.
- Enable better institutional customer experience and faster outcomes for client

# Large Deal Win: Modern Engineering & Cloud Modernization

## Client Overview

The Client is a software holding company backed by a PE Firm, focused on acquiring and scaling founder-owned vertical B2B SaaS companies. It provides long-term operational, go-to-market, financial, and strategic support to help acquired software businesses grow without losing product focus or company culture.



## Areas in Scope

- Extended engineering team with a new capability center in India.
- Multi-year managed services and cloud support contracts across geographies.
- Strategic licensing and infrastructure engagements alongside network operations initiatives.
- New office launch reinforcing growth and delivery capacity.

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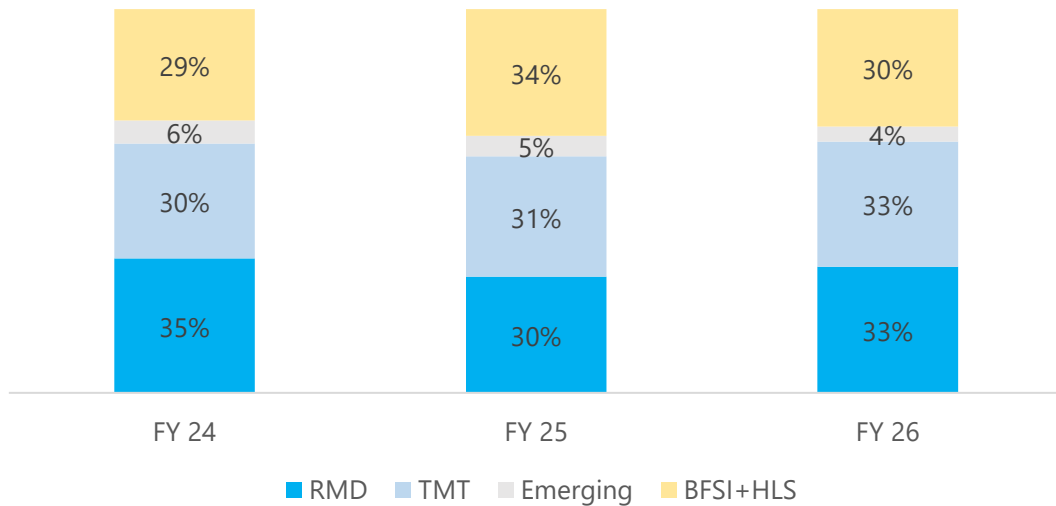
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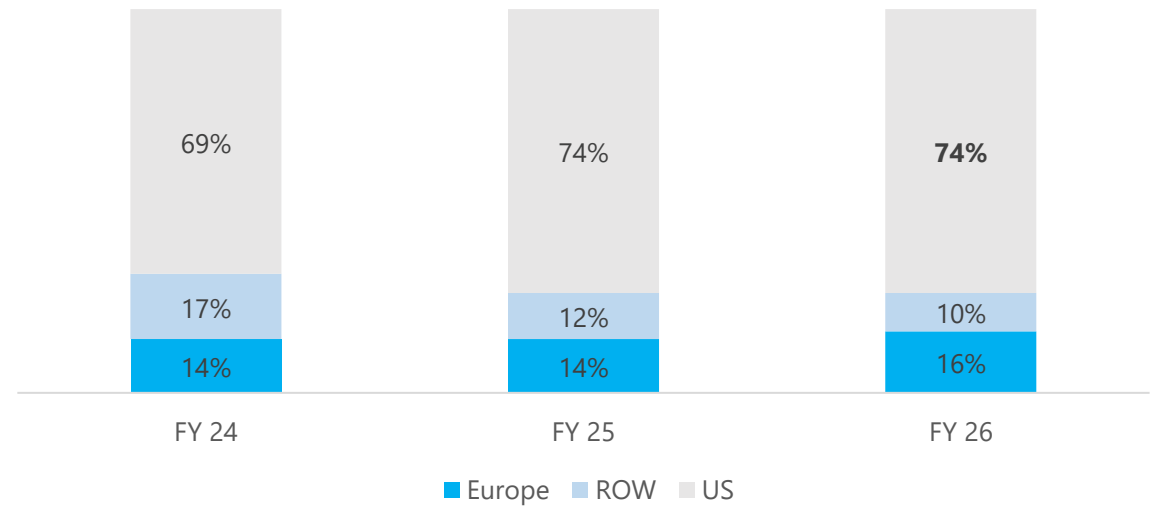
# Verticals & Geos Scale up ...

BFSI and HLS continue to be stable; US scales steadily

### Vertical Split



### Geo Split



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

Sonata named again in Inner Circle for Microsoft Business Application 2025-26

<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 Competencies.</b> <b>10 Advanced Specialization in</b> Dynamics 365, Data Analytics, Teams, CAF, M365, Azure, Copilot</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

	<p>Cybersecurity Investment Partner (CSI)</p>
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INNER CIRCLE  
FOR MICROSOFT AI BUSINESS SOLUTIONS

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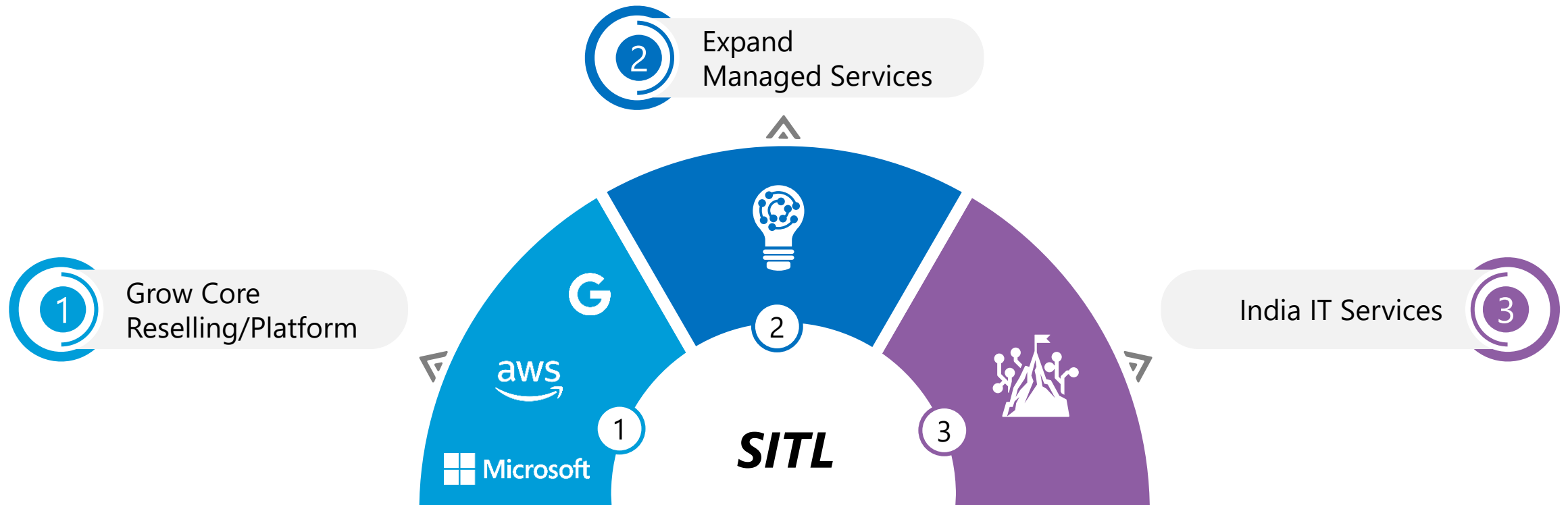
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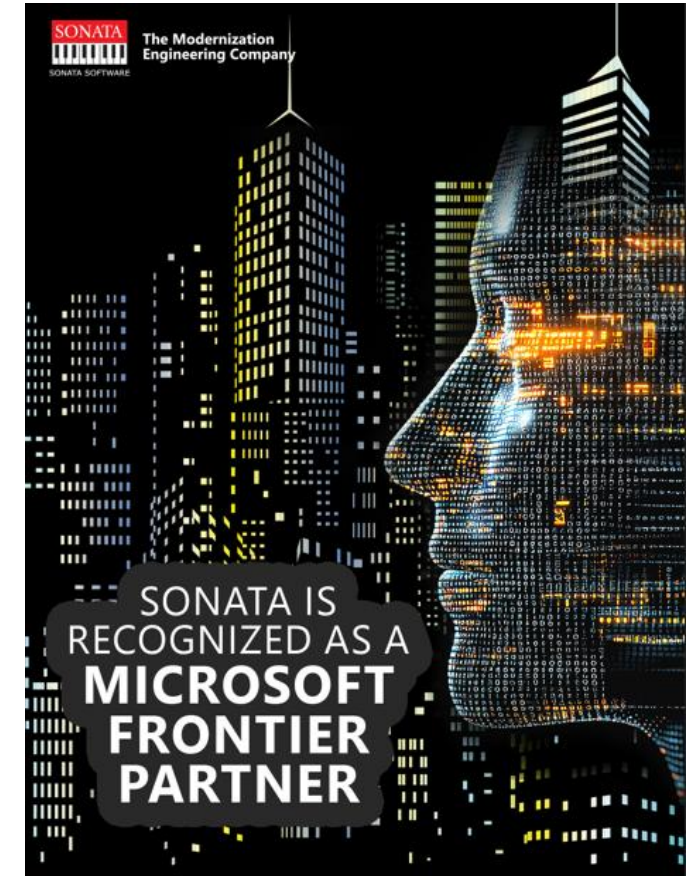
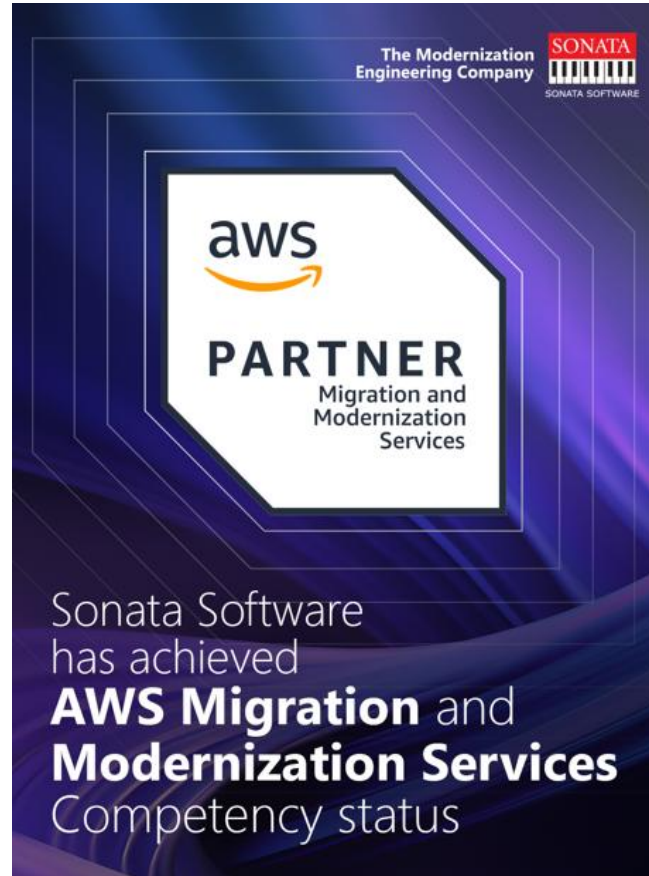
## Domestic Business

Steady GC growth – 11.0% CAGR over 5 yrs

# SITL – Three pillar strategy



# Key Recognition



# People – Our Key Strength





**The Modernization  
Engineering Company**

# FINANCIAL HIGHLIGHTS

# Sonata Software consolidated PAT grew by 25.0% QoQ. International EBITDA accretion of 0.7% QoQ.

INR Crs.

P&L	Consolidated			International Services			Domestic Business		
	Q4'26	Q3'26	QoQ	Q4'26	Q3'26	QoQ	Q4'26	Q3'26	QoQ
Revenue in \$mn.	277.2	345.8	-	82.4	82.3	0.0%	192.3	263.3	-27.0%
Revenue in INR crs.	2536.2	3080.6	-	779.2	738.6	5.5%	1759.2	2345.9	-25.0%
GC - Products	-	-	-	-	-	-	75.3	76.1	-1.0%
EBITDA before fx & OI	208.7	200.2	4.2%	157.4	144.0	9.3%	51.2	56.2	-8.8%
EBITDA before fx & OI %	8.2%	6.5%	1.7%	20.2%	19.5%	0.7%	2.9%	2.4%	0.5%
EBITDA after fx & OI	246.2	211.6	16.4%	183.8	146.8	25.2%	64.8	65.7	-1.3%
EBITDA after fx & OI %	9.7%	6.9%	2.9%	23.6%	19.8%	3.8%	3.7%	2.8%	0.9%
PAT	130.5	104.4	25.0%	84.2	59.8	40.6%	46.3	44.6	3.9%
PAT %	5.1%	3.4%	1.8%	10.8%	8.1%	3.8%	2.6%	1.9%	0.7%
Effective Tax Rate	23.3%	25.9%	-	22.0%	26.0%	-	26.1%	25.8%	-
Revenue Mix onsite offshore		-	-	32:68	37:63	-		-	-
EPS Per Share	4.71	3.76	25.2%						
Cash and equivalents	605.5	563.7	-						

**Sonata Software consolidated PAT grew by 9.3% YoY. International EBITDA accretion of 1.5% YoY. Sonata Software recommends final dividend of 415% for FY'26.**

INR Crs.

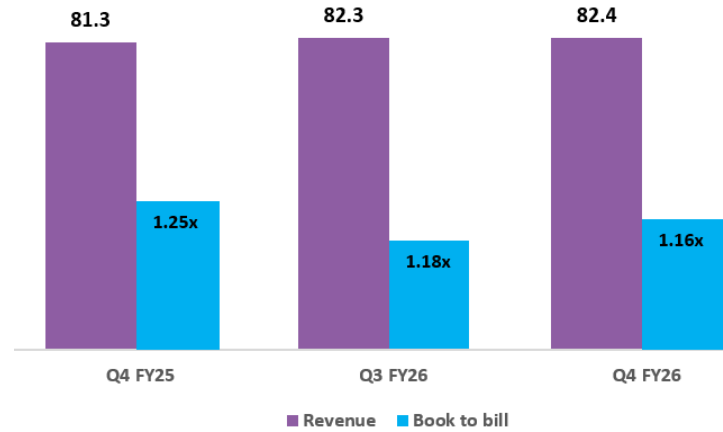
P&L	Consolidated			International Services			Domestic Business		
	FY'26	FY'25	YoY	FY'26	FY'25	YoY	FY'26	FY'25	YoY
Revenue in \$mn.	1211.2	1201.4	0.8%	328.4	335.5	-2.1%	879.7	868.8	1.2%
Revenue in INR crs.	10701.2	10157.2	5.4%	2948.0	2829.7	4.2%	7772.1	7340.6	5.9%
GC - Products	-	-	-	-	-	-	288.7	299.1	-3.5%
EBITDA before fx & OI	741.3	689.3	7.5%	543.7	480.5	13.1%	197.9	208.6	-5.2%
EBITDA before fx & OI %	6.9%	6.7%	0.2%	18.4%	17.0%	1.5%	2.5%	2.8%	-0.3%
EBITDA after fx & OI	845.8	760.4	11.2%	607.7	515.0	18.0%	243.4	248.7	-2.1%
EBITDA after fx & OI %	7.9%	7.4%	0.5%	20.5%	18.0%	2.5%	3.1%	3.4%	-0.2%
PAT	464.4	424.7	9.3%	292.7	246.6	18.7%	171.7	178.1	-3.6%
PAT %	4.3%	4.2%	0.2%	9.9%	8.6%	1.3%	2.2%	2.4%	-0.2%
Effective Tax Rate	23.6%	26.0%	-	22.7%	26.3%	-	25.5%	25.6%	-
EPS Per Share	16.74	15.30	9.4%						

# Financial Performance of International Services – Q4FY26

## Revenue in \$ Mn

**Reported Currency**  
Flattish QoQ  
↑ 1.3% YoY

**Constant Currency**  
↑ 0.6% QoQ  
↑ 1.1% YoY

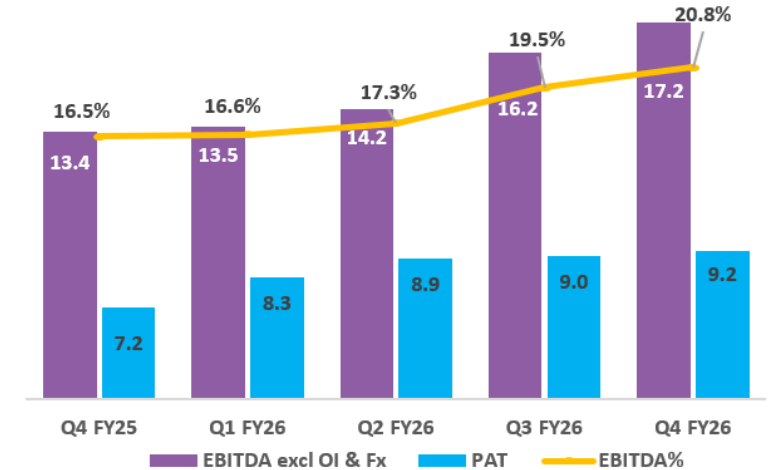


## EBITDA & PAT in \$ Mn

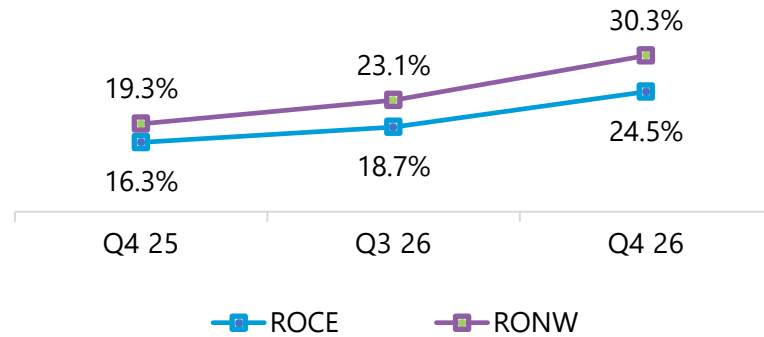
**PAT**

↑ 2.0% QoQ

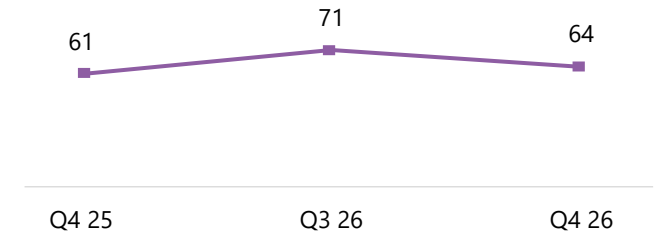
↑ 27.6% YoY



## Return on Capital

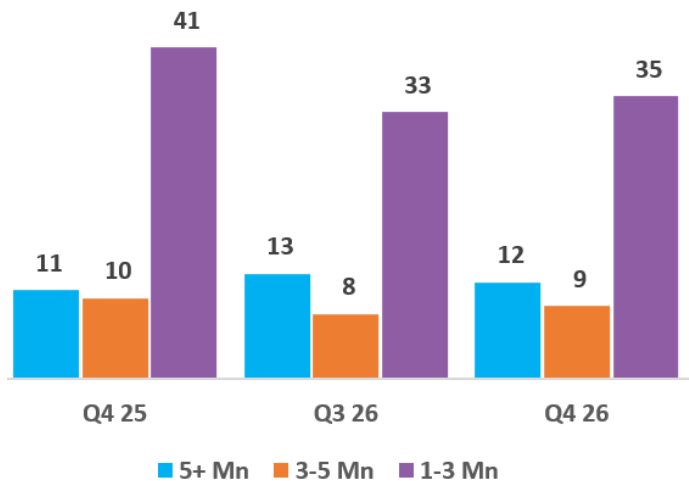


## DSO

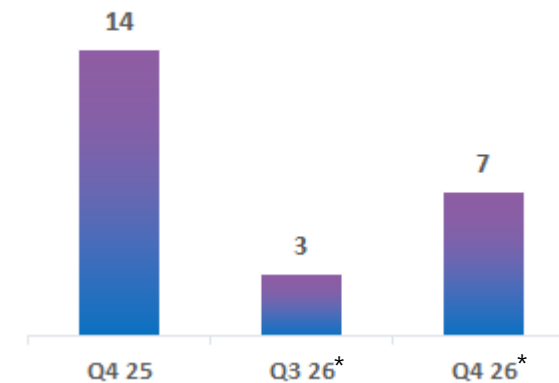


# International Services: Revenue Insights

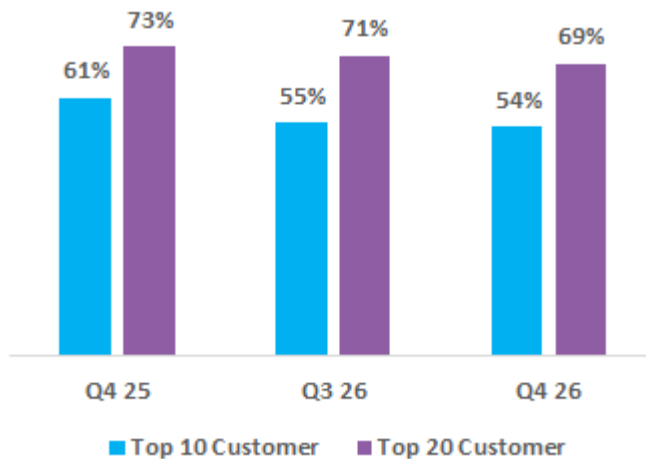
Client Metrics



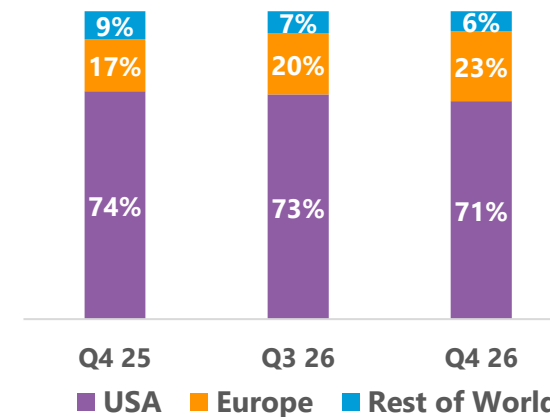
New Customers added



Client Contribution to Revenue



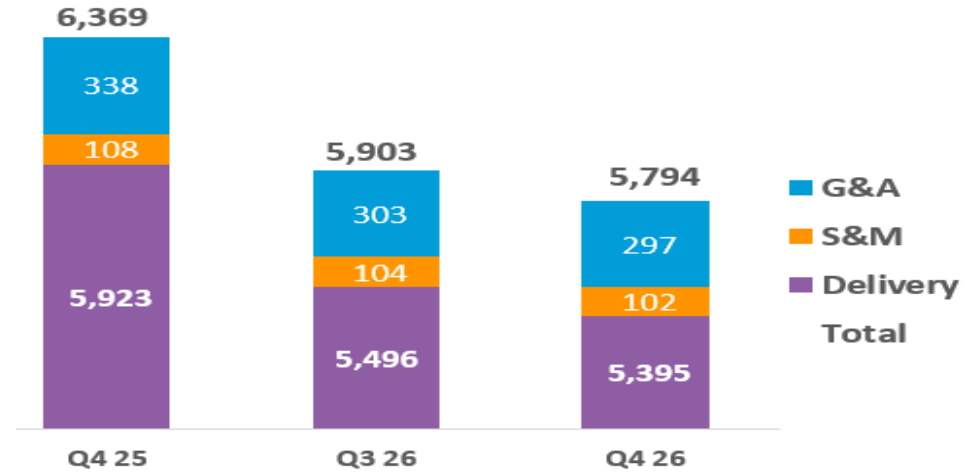
Revenue by Geography



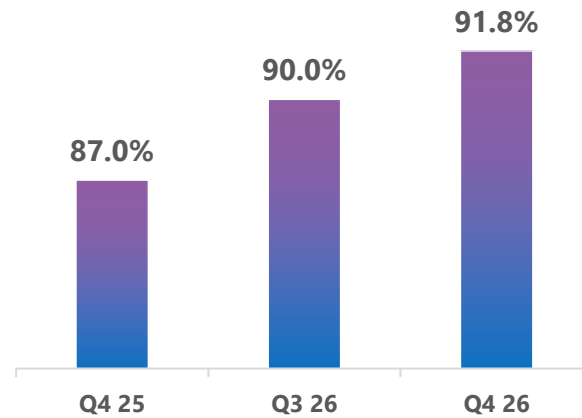
\*includes multi year large deals

# International Services: Operating Parameters

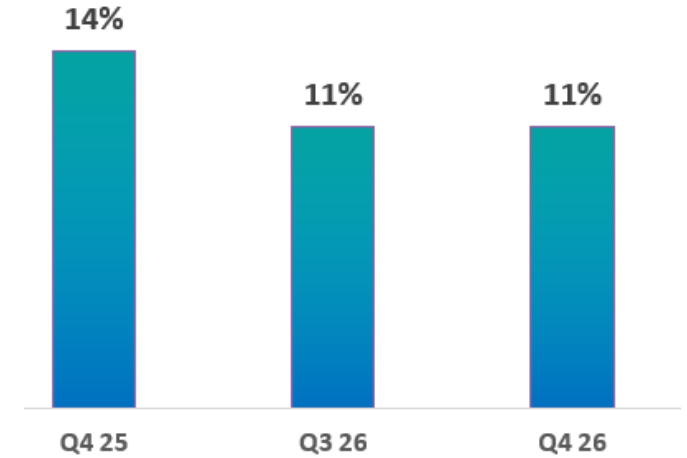
### Headcount by Function



### Utilization

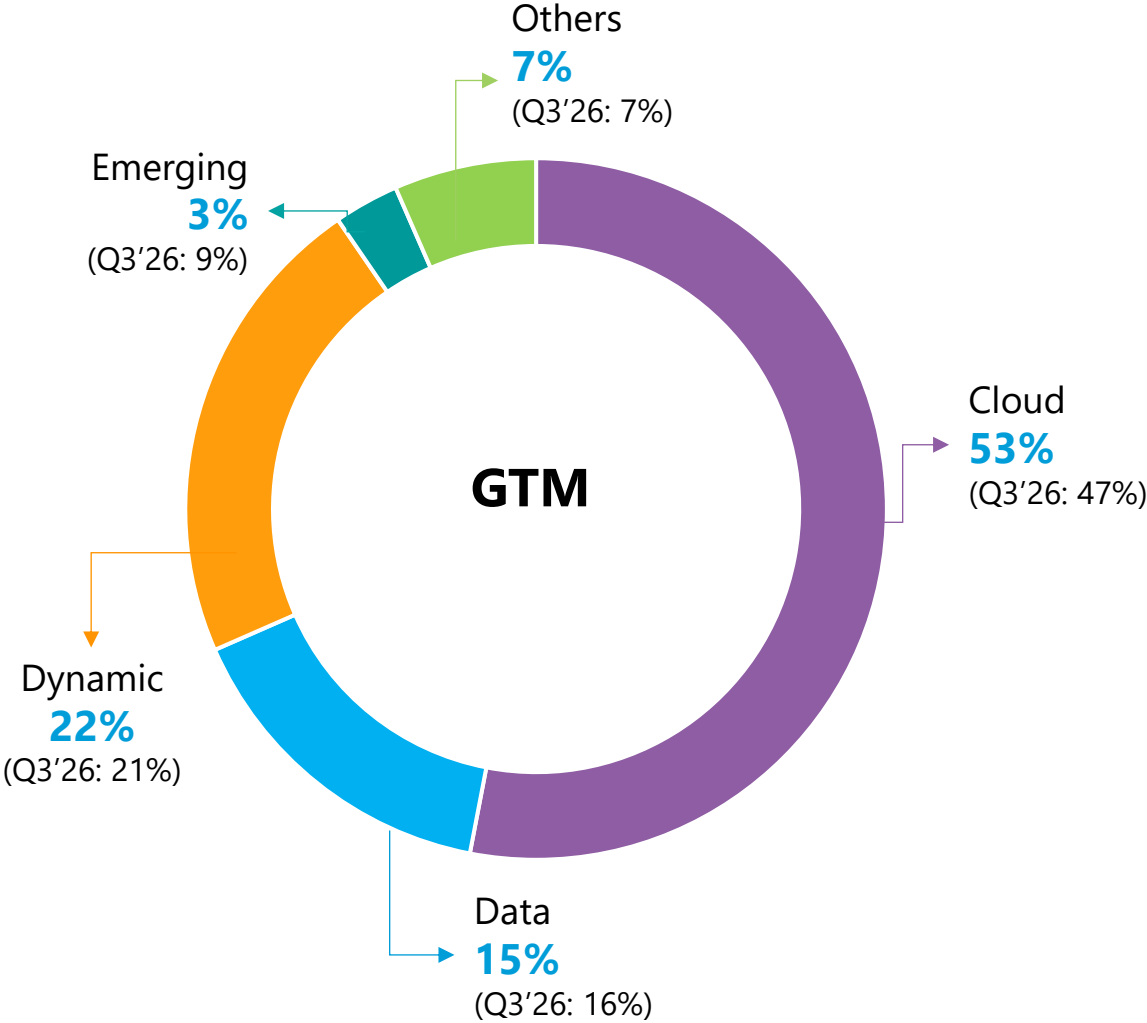
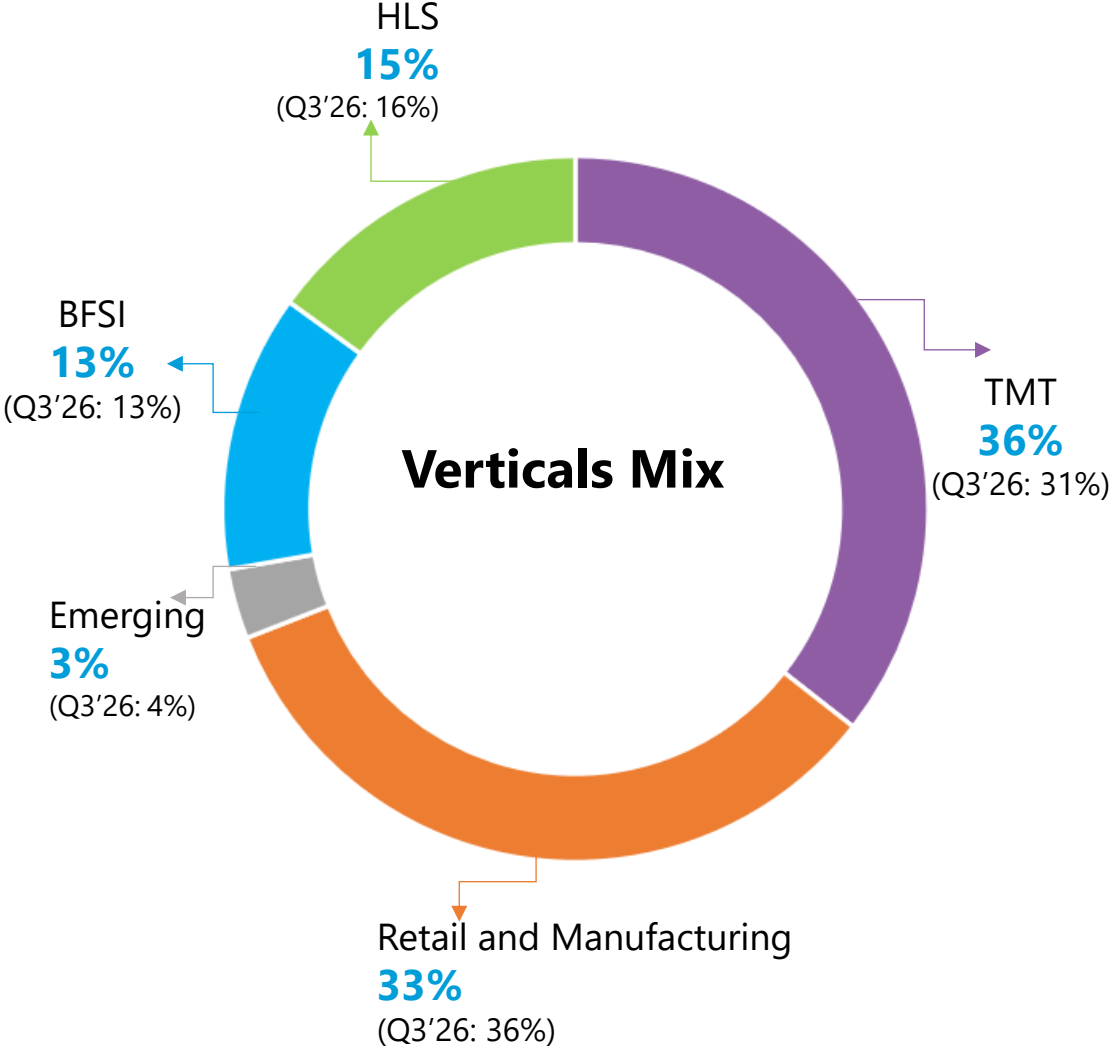


### Attrition%

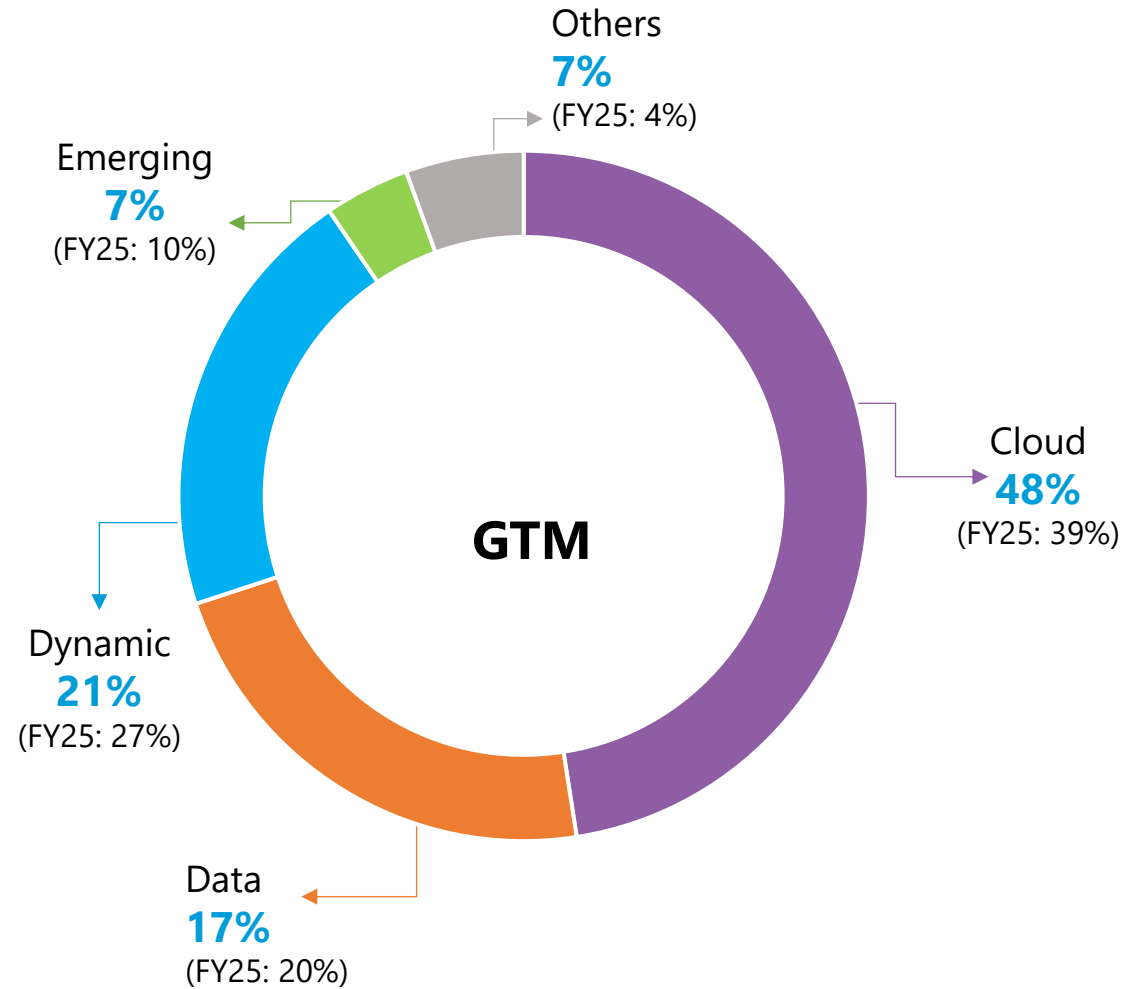
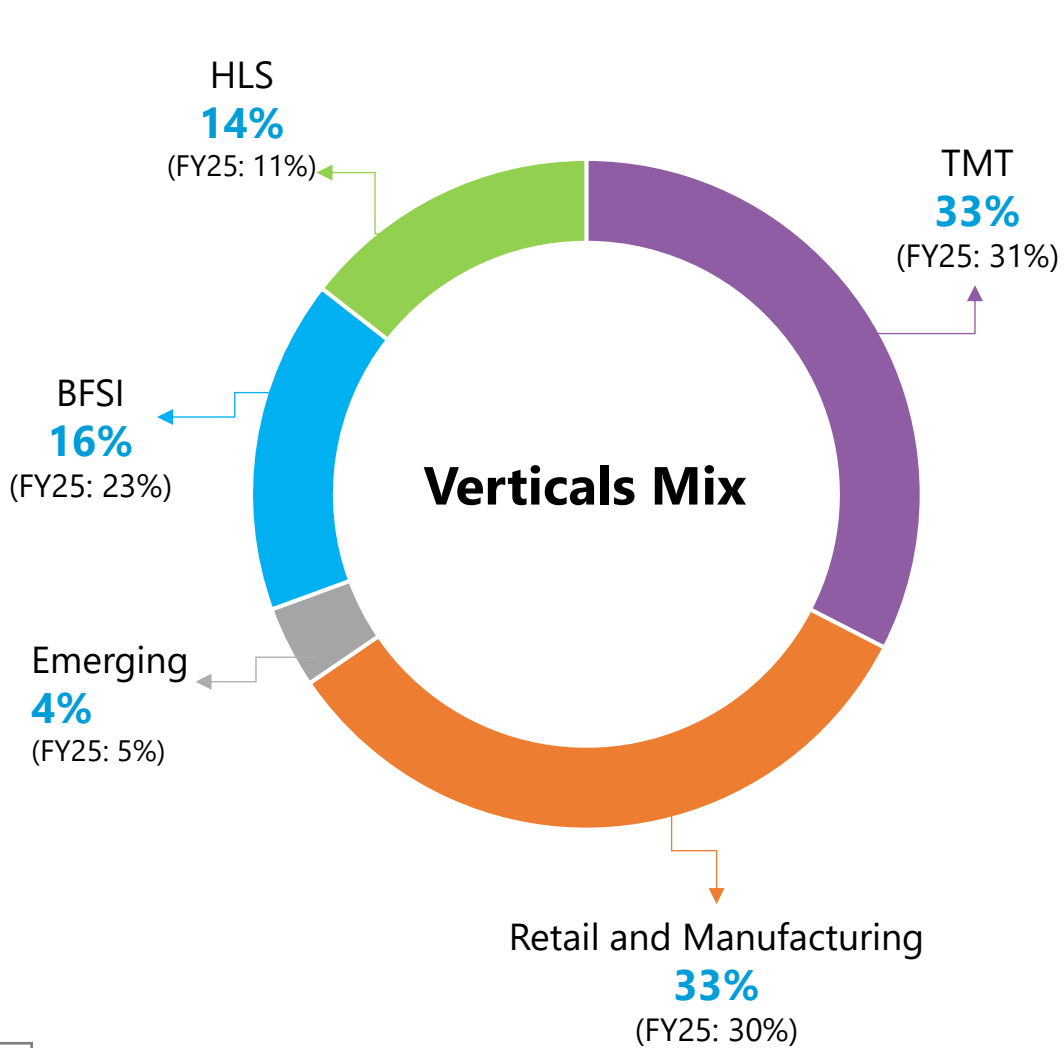


\* In Q4'26, total headcount including domestic business stood at 6,283.

# International Services: Q4'26 Revenue Composition

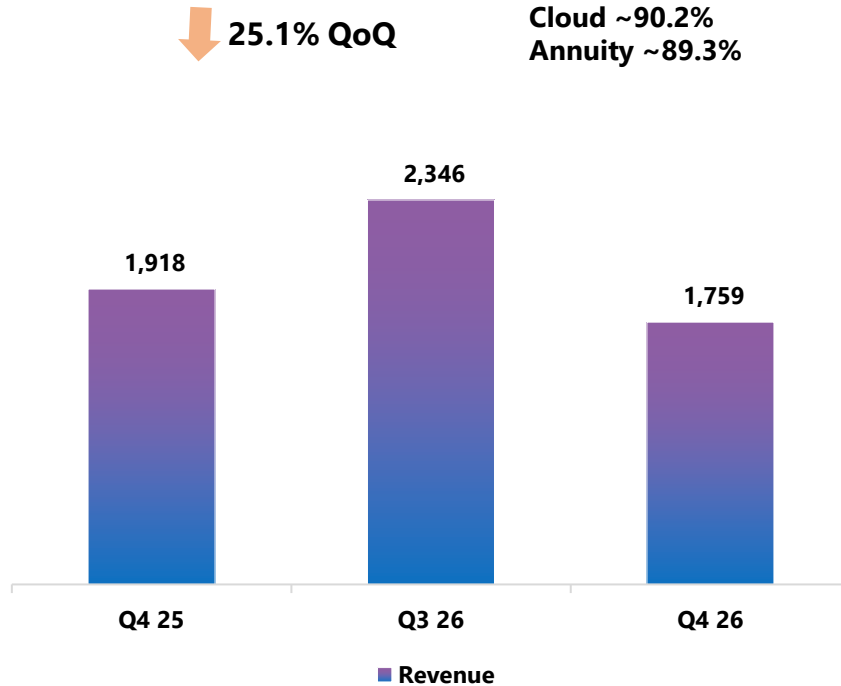


# International Services: FY26 Revenue Composition

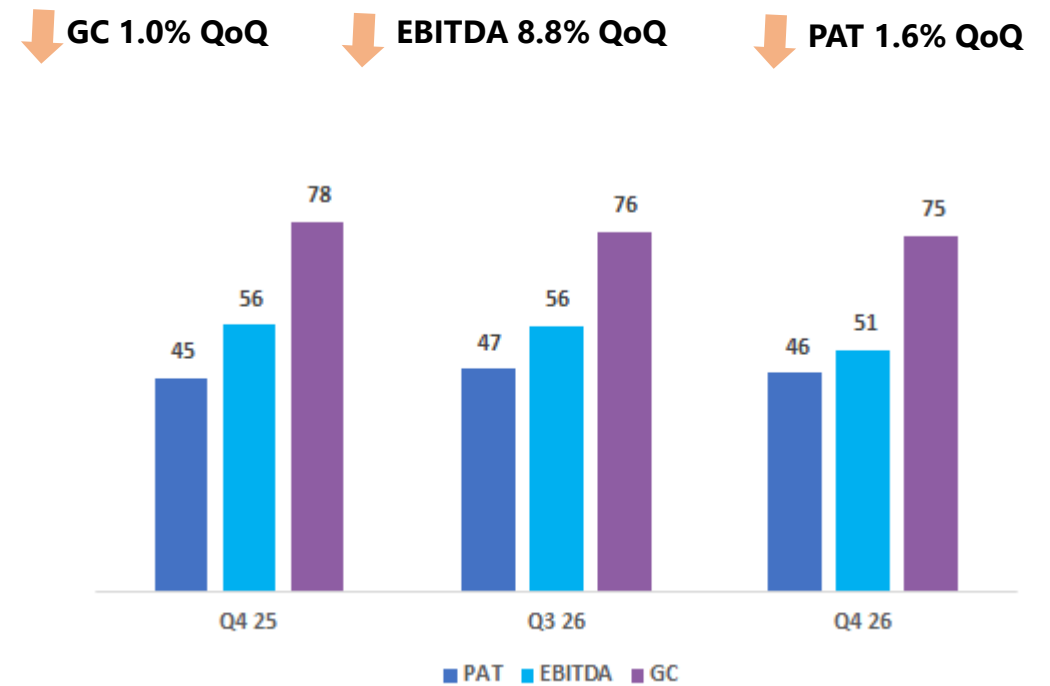


# Domestic Business: Financial Performance Q4 FY26

Revenue (INR crs)

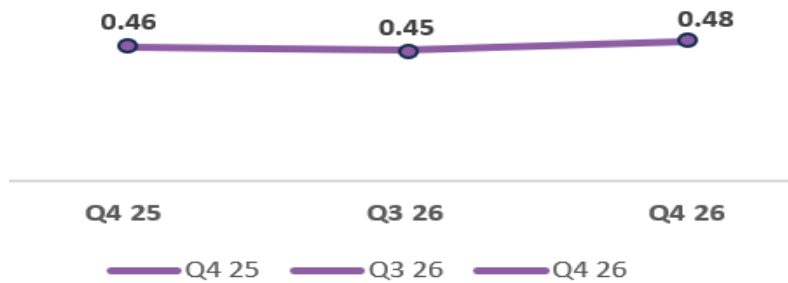


Gross Contribution , EBITDA & PAT (INR crs)

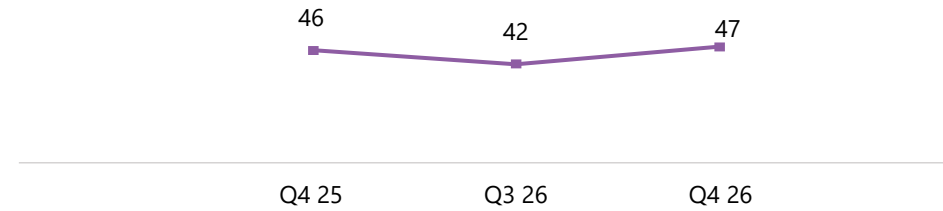


# Domestic Business: Additional Insight Q4 FY26

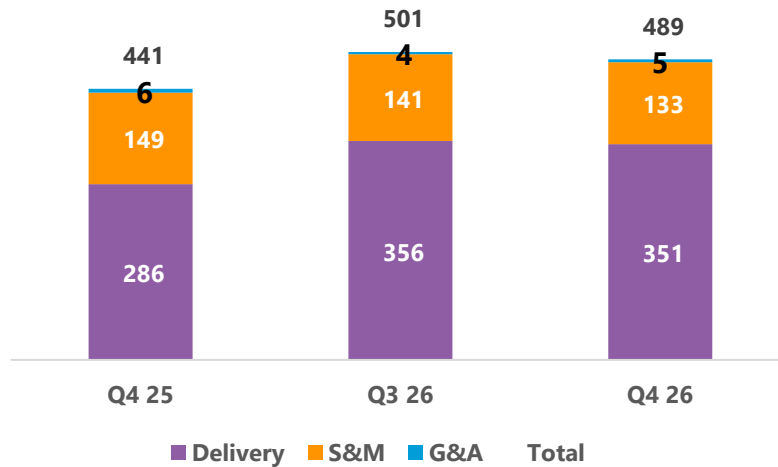
Net working Capital ÷ Gross Contribution



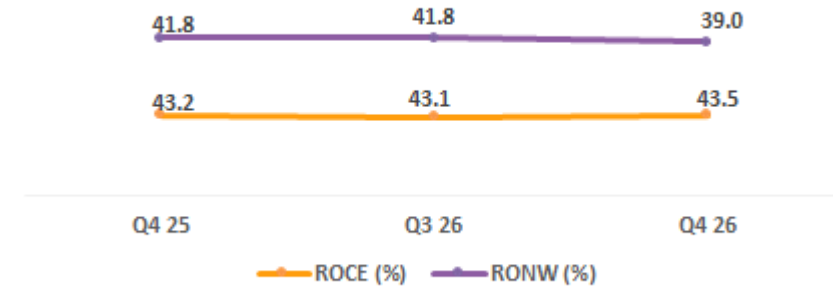
DSO



Head Count



Return on Capital



# THANK YOU

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



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