

6th August, 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 ended 30th June, 2026.

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

Q1 FY'27

INVESTOR PRESENTATION

www.sonata-software.com

WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**



Sonata At A Glance

40 Years

Engineering Excellence

Public Listed

(SONATSOFTW)

\$1.2B+

Revenue

15.5%

10 years CAGR

6200+

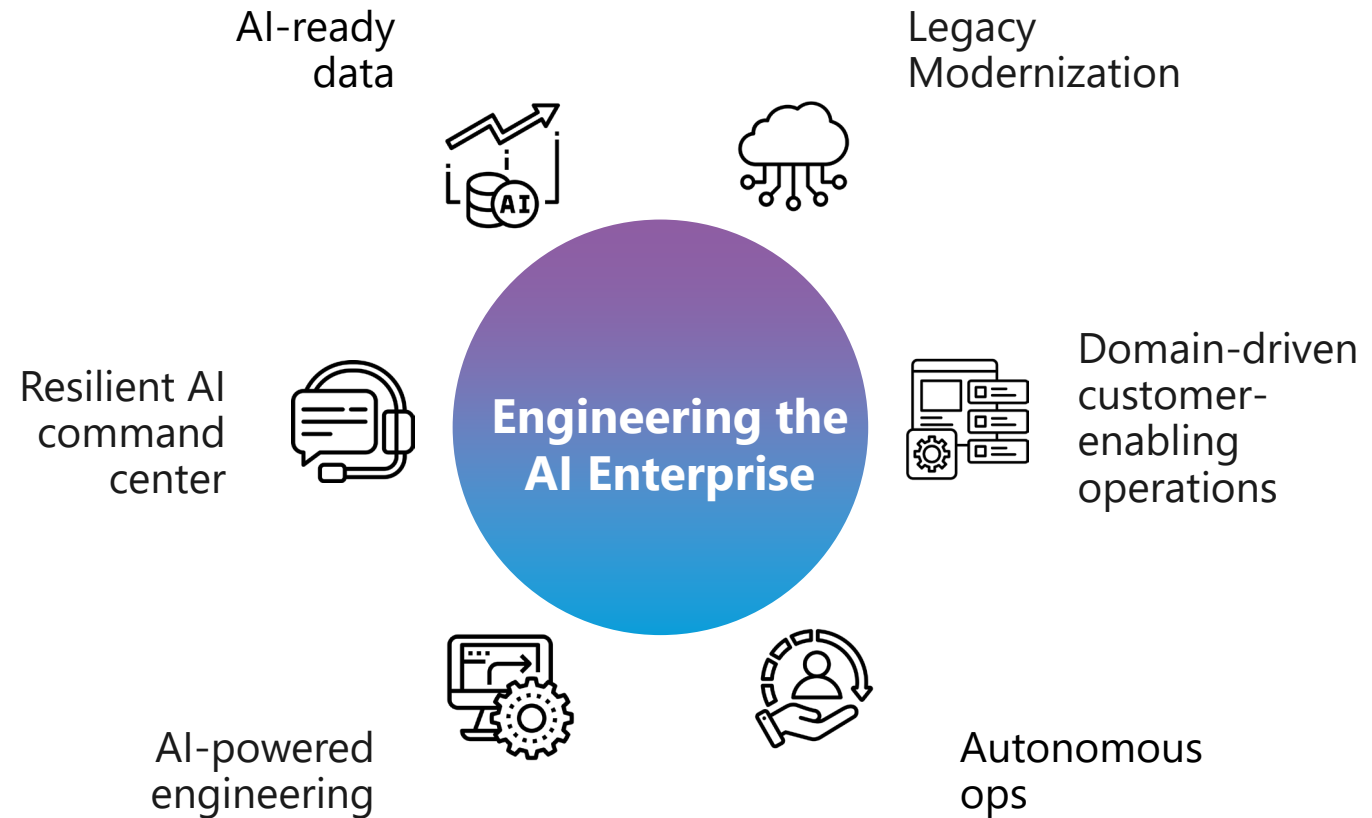
AI Engineers across US,
UK, EU, APAC & ANZ

15+

Nationalities

7+ Languages

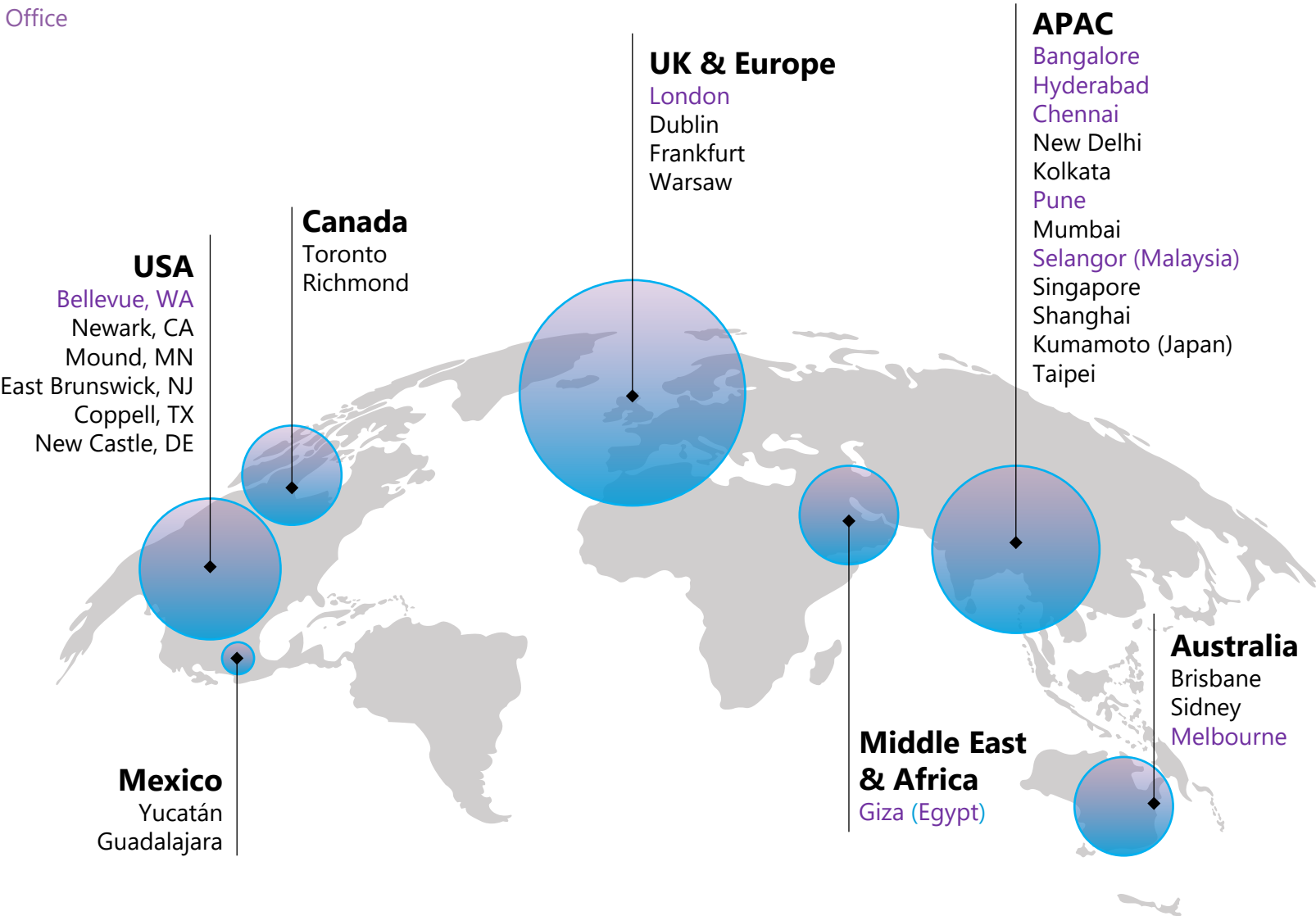
English, Japanese, Spanish,
Portuguese, Quebec French,
French, German



Serving Our Global Clients with Right Talent Mix

(Global & Local Talent)

- Global Delivery Center & Sales Office
- Sales Office



Key Verticals and Partners

Industries



TMT
Technology, Media and
Telecom



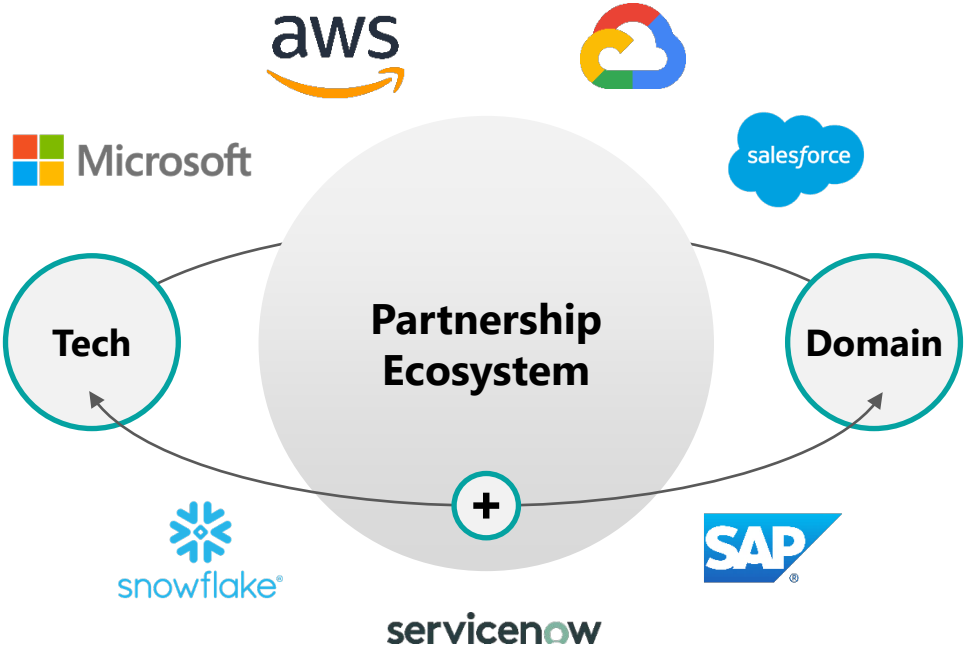
RMD
Retail, Manuf., Travel and
Distribution



BFSI
Banking, Financial Services
and Insurance



HLS
Healthcare and
Life Sciences



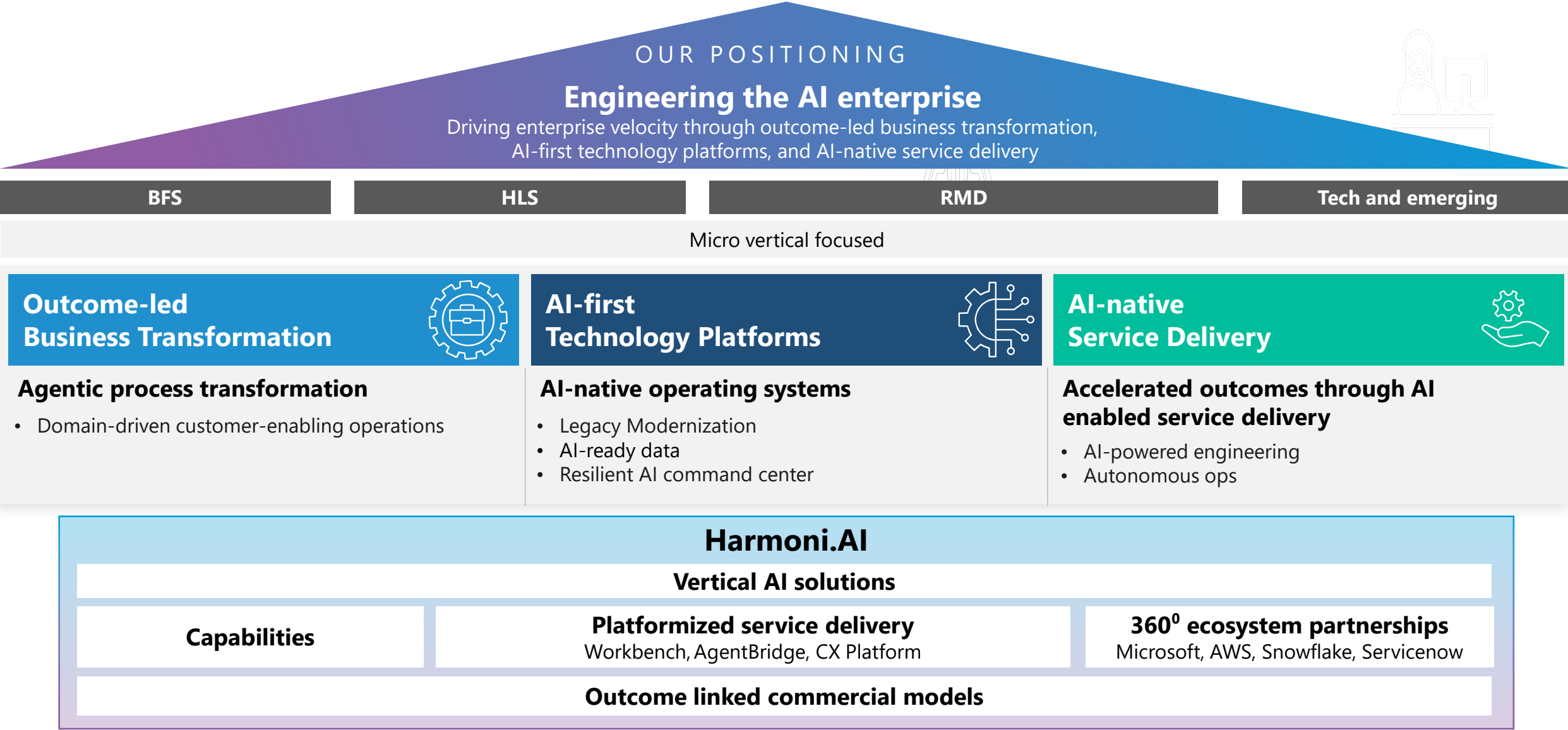
Sustainability Target: **Net Zero Emission by 2050**

Single Use Plastic Free
certified

100% Tier 1 suppliers are ESG
compliant and trained

UNGC Signatory

Positioning of our AI portfolio – Engineering the AI Enterprise



Alliances with Globally Renowned Innovation & Knowledge Ecosystem

Wharton

AI & Analytics Initiative

The collaboration aims to foster innovation and research in the emerging field of agentic AI, which will bring together academic and industry perspectives on enterprise-grade AI orchestration.

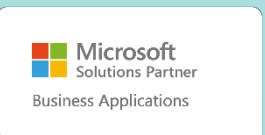
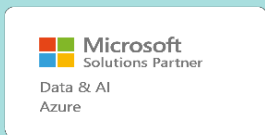
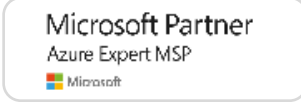
IISc

Foundation of Science Innovation and Development

The collaboration focuses on advancing AI-driven scientific research, promoting educational outreach, upgrading infrastructure, and incubating AI startups.

Microsoft-Sonata 360 Degree Partnership: 30+ Years

We don't just partner with technology companies — we help partner ecosystems grow, adopt, sell and create customer value.

3500+ Team On Microsoft Technologies	Annual \$650M+ MSFT Annual Revenue Tied to the Microsoft Stack	Frontier Partner	Partner for RPA Migration 100	
400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East	Microsoft Cloud Solution Partner - Azure Expert MSP Competencies. 10 Advanced Specialization in Dynamics 365, Data Analytics, Teams, CAF, M365, Azure	Copilot Depth Partner	  	
Industry Digital Transformation FSI, Retail, CPG, Manufacturing, Telecom, Healthcare, & Hi-tech	Joint Execution Microsoft Fasttrack, Global Delivery, Microsoft Consulting Services (ISD)	Partner for Accelerate ERP	 Cybersecurity Investment Partner (CSI) Co-Pilot Jumpstart Partner	
Industry Clouds Go To Market Healthcare, Retail, Banking, Manufacturing	Catalyst Led Sales Process Industry Point Of View, Business Value Assessment, Envisioning Workshops, Design Thinking	Partner for Salesforce Migration		
AI/Gen-AI Microsoft AI Council Partner Member		Launch Partner Fabric		

What's Working Well for Us...

AI & Modernization

AI/Al-led OB Q1FY'27
\$21.73 M
(Growth of 27% QoQ)

AI led Pipeline
\$340 M
(Growth of 21% QoQ)

Cloud & Data pipeline
51%

Large Deals Momentum

1 key deal
won during Q1 FY'27

01

Deep Client relationships

02

Scalable new clients

03

Early wins on AI

04

AI led IPs

AI Delivering enterprise velocity and outcome

Client success stories

Customer Operations • Enterprise Workflows • Regulated Processes • Technology Modernization

AI-Powered customer service operations

71%

Faster Handling Time

24 hrs → Minutes
20% Capacity Unlocked

Largest provider of Outside School Hours Care- In Australia

AI-Powered Engineering

50%

Faster implementation

2 months → 4 weeks release
Zero P1/P2 Production Defects

One of the largest leisure, travel and tourism company with presence over 18+countries

Agentic eTMF Validator

95%

Less Review Effort

99%+ Accuracy
Healthcare Validation

Technology company that develops cloud based software and platforms for clinical trials. Presence - across 6+ countries

AI Assisted Modernization

33%

Faster Delivery

20% Lower Effort
legacy Migration

Residential mortgage company, focussing on mortgage loans and management of investments related to US market.

71% Faster Service Operations | 50% faster implementation| 99%+ AI Accuracy | 33% Faster Modernization

Demonstrated ability to convert AI into measurable business value across customer engagement, enterprise operations, regulated workflows and engineering transformation.

We Won One Key Deal in Q1 – Healthy Large Deal Pipeline

1 Key Deal

Retailer Commercial – US
AI-led Legacy Modernization



Key Deal Win:

AI led Legacy Platform Modernization

Client Overview

A major global beverage player based out of US West Coast. They specialize in coffee and coffeehouse chain.



Industry
RMD



Client HQ
US



Locations
> 800 across 11 countries

Areas in Scope

01

Legacy Platform modernization and digital applications modernization

02

AI led Fabric modernization and data warehousing

03

Enable better institutional customer experience and faster outcomes for client through improved customer insights

SITL – Three pillar strategy



Key Recognition



People – Our Key Strength





**The Modernization
Engineering Company**

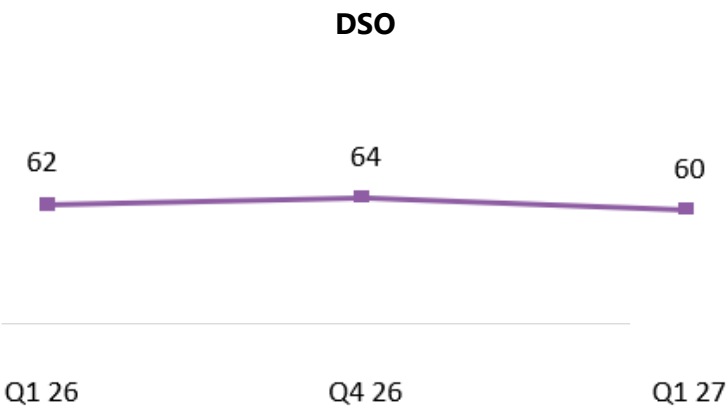
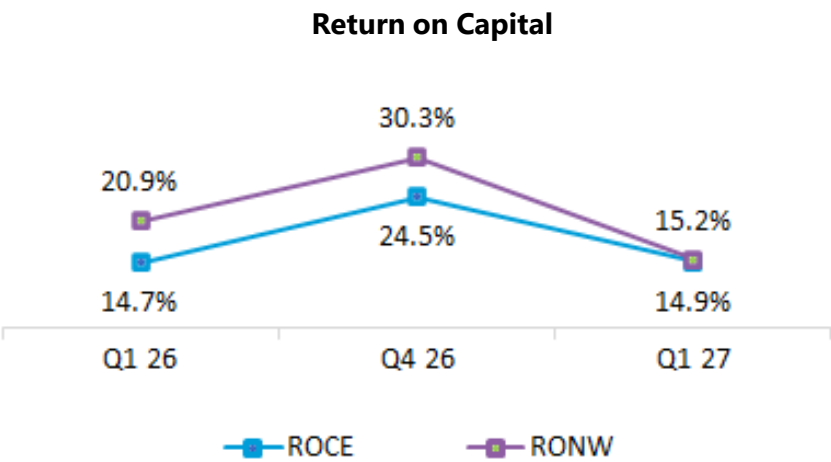
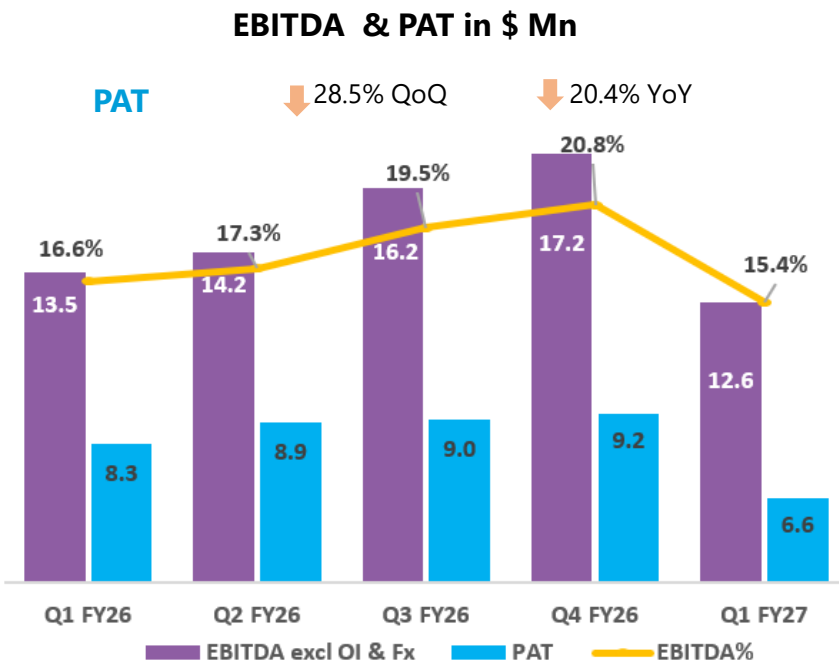
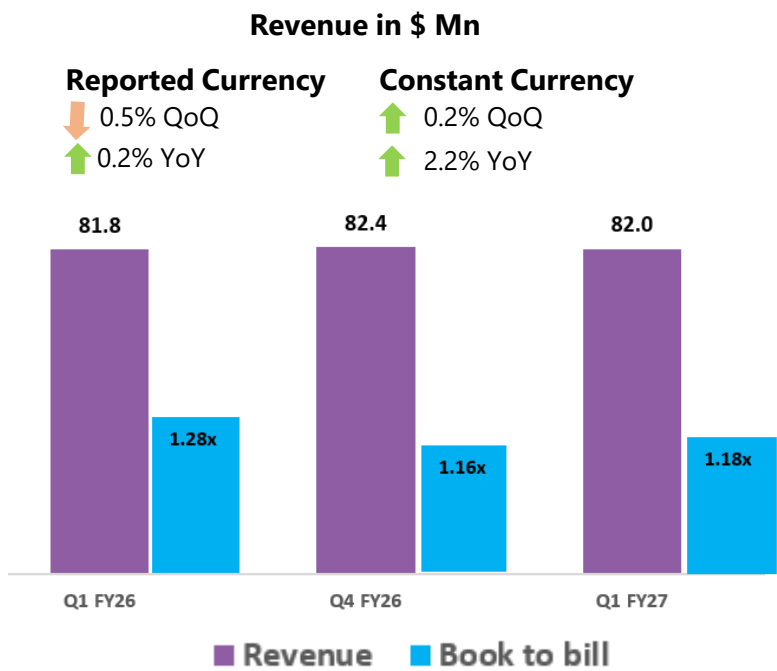
FINANCIAL HIGHLIGHTS

International services revenue grew by 11% YoY. Domestic Business GC grew by 10.2% YoY. Declared interim dividend of 125% per share.

INR Crs.

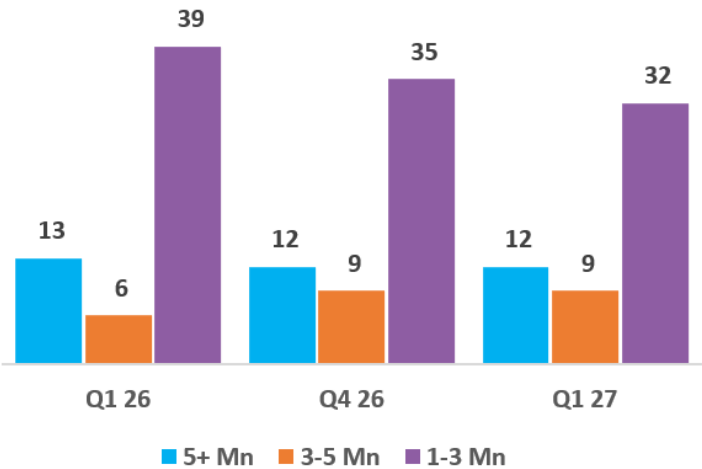
P&L	Consolidated			International Services			Domestic Business		
	Q1'27	Q4'26	QoQ	Q1'27	Q4'26	QoQ	Q1'27	Q4'26	QoQ
Revenue in \$mn.	346.6	277.2	-	82.0	82.4	-0.5%	264.9	192.3	37.7%
Revenue in INR crs.	3279.1	2536.2	-	777.2	779.2	-0.3%	2505.6	1759.2	42.4%
GC - Products	-	-	-	-	-	-	78.5	75.3	4.2%
EBITDA before fx & OI	179.0	208.7	-14.2%	119.6	157.4	-24.0%	59.3	51.2	15.8%
EBITDA before fx & OI %	5.5%	8.2%	-2.8%	15.4%	20.2%	-4.8%	2.4%	2.9%	-0.5%
EBITDA after fx & OI	177.5	246.2	-27.9%	114.4	183.8	-37.7%	65.7	64.8	1.4%
EBITDA after fx & OI %	5.4%	9.7%	-4.3%	14.7%	23.6%	-9.0%	2.6%	3.7%	-1.1%
PAT	108.1	130.5	-17.1%	62.2	84.2	-26.1%	45.9	46.3	-0.9%
PAT %	3.3%	5.1%	-1.9%	8.0%	10.8%	-2.9%	1.8%	2.6%	-0.8%
Effective Tax Rate	21.1%	23.3%	-	17.0%	22.0%	-	26.1%	26.1%	-
Revenue Mix onsite offshore			-	30:70	32:68	-			-
EPS Per Share	3.90	4.71	-17.1%						
Cash and equivalents	567.0	605.5	-						

Financial Performance of International Services – Q1FY27

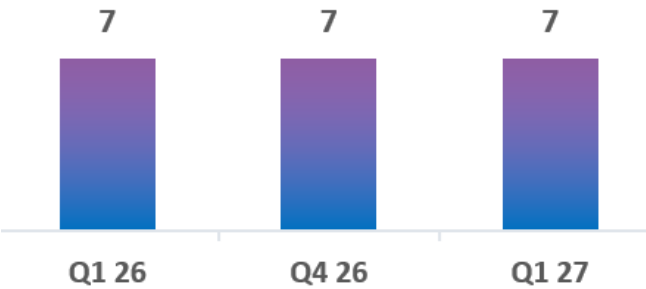


International Services: Revenue Insights

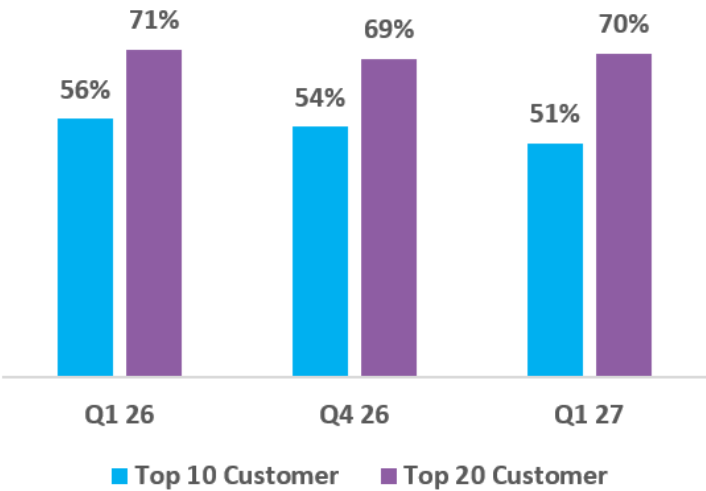
Client Metrics



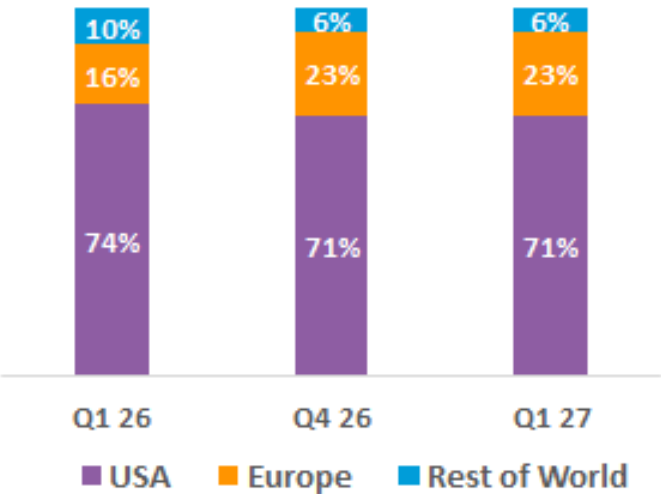
New Customers added



Client Contribution to Revenue

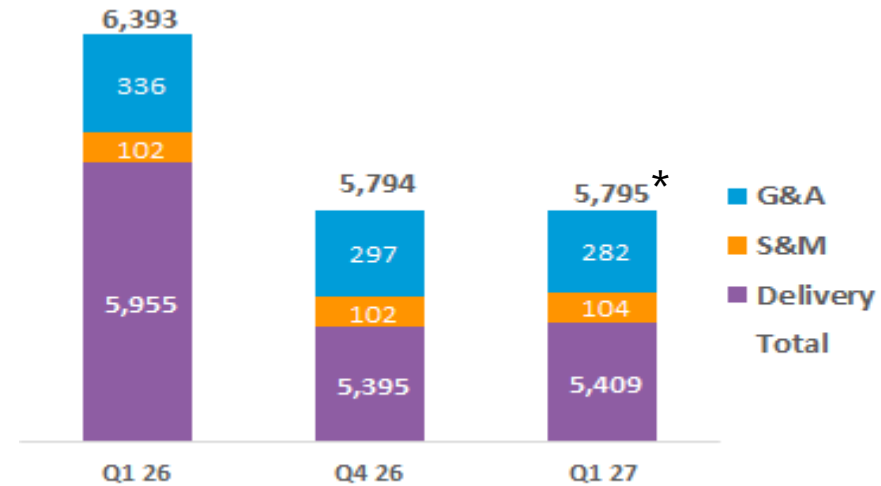


Revenue by Geography

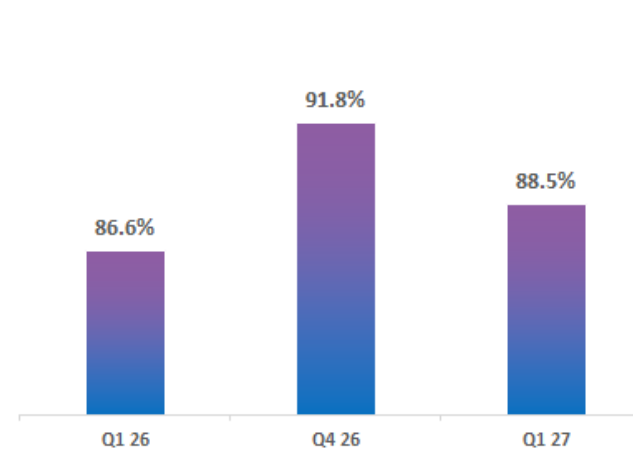


International Services: Operating Parameters

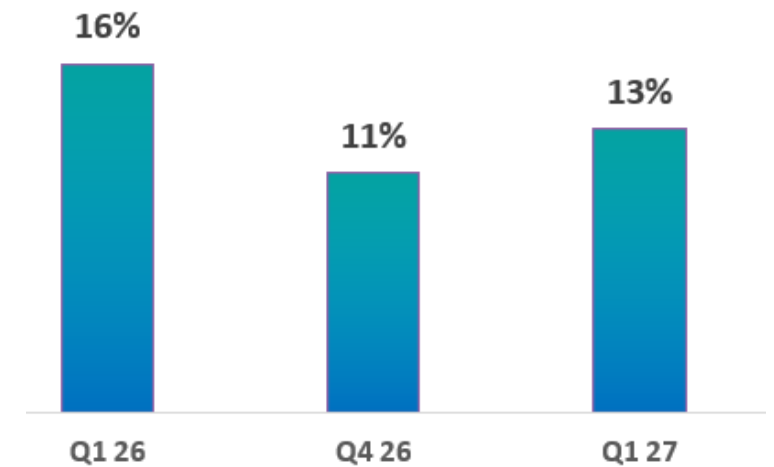
Headcount by Function



Utilization

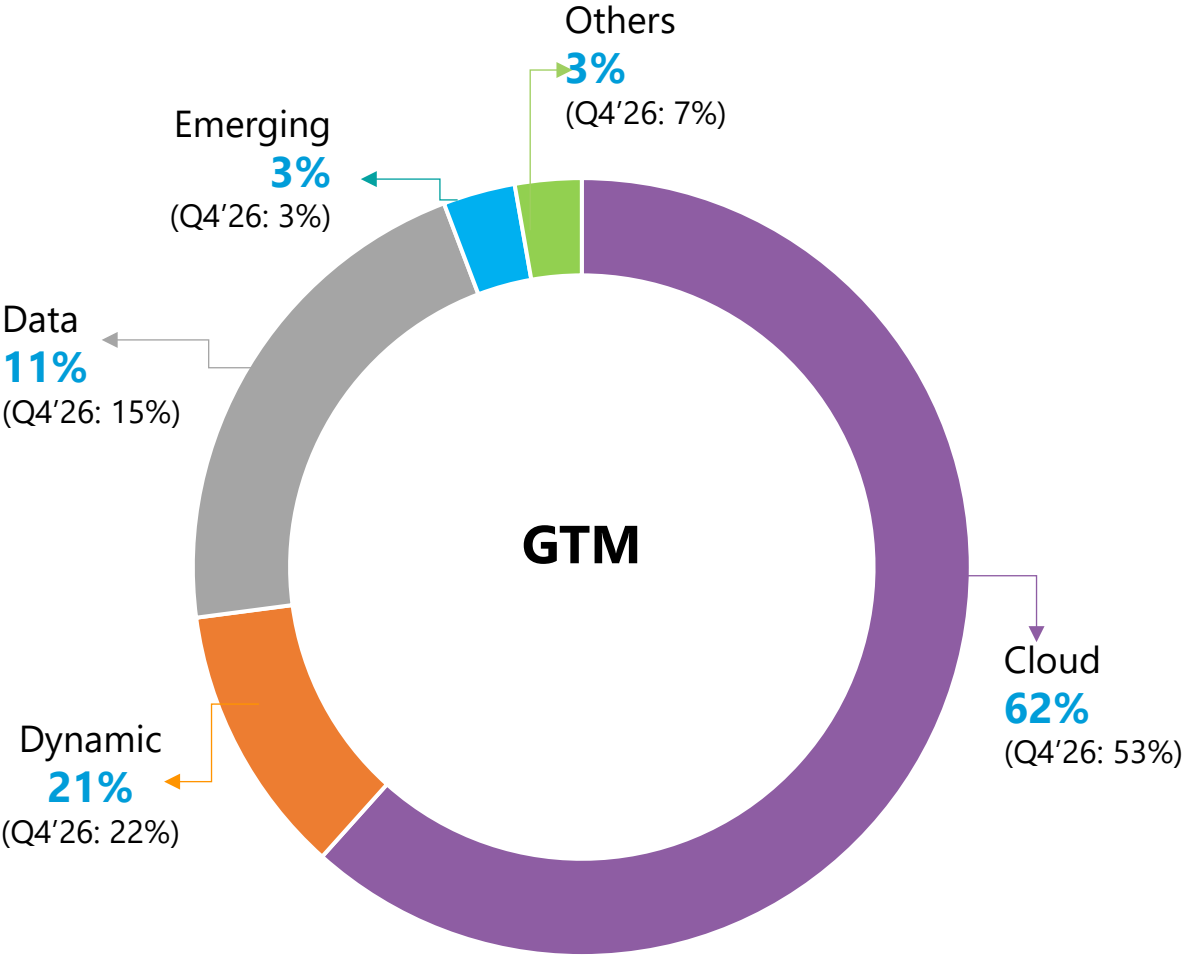
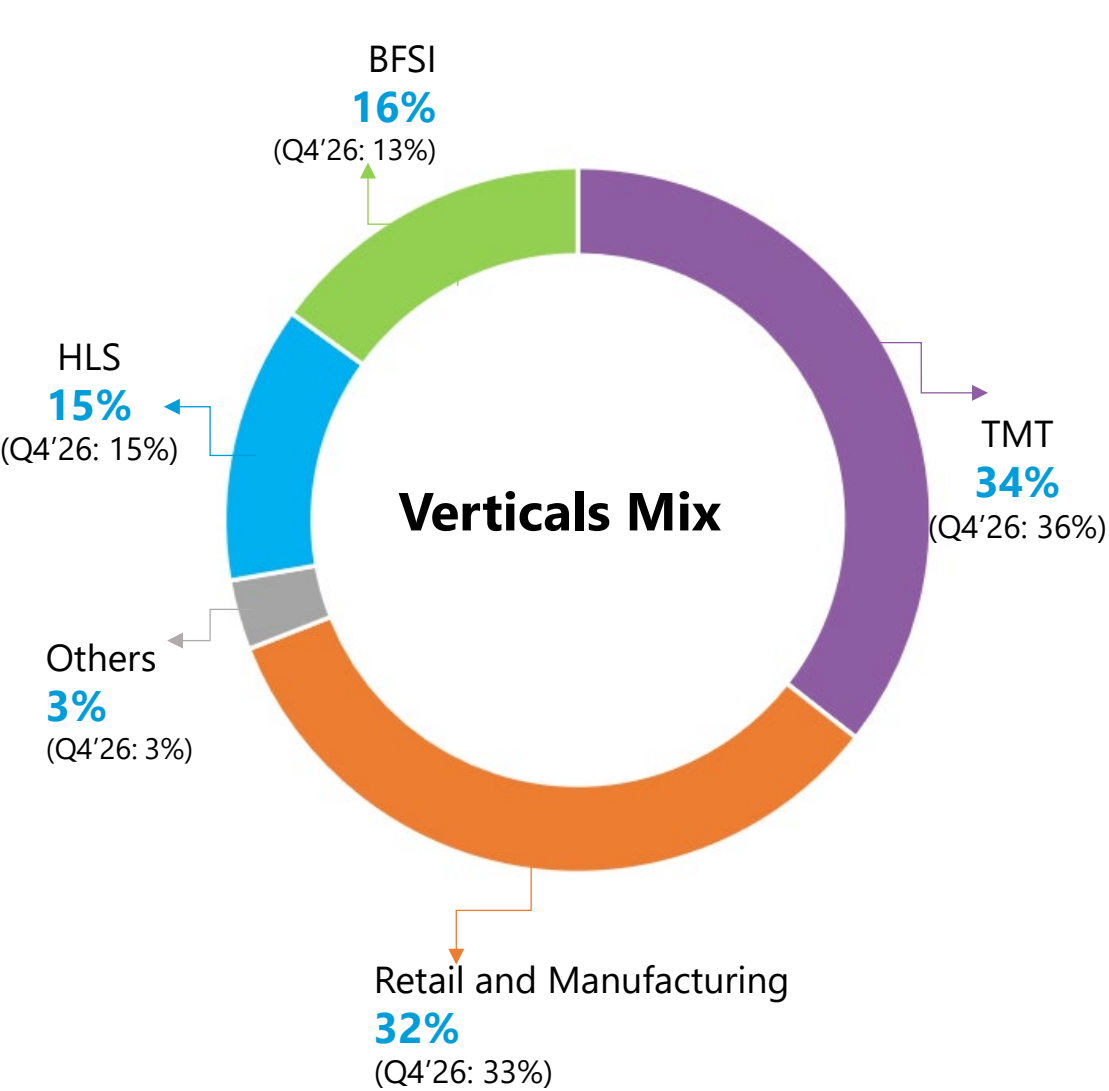


Attrition%



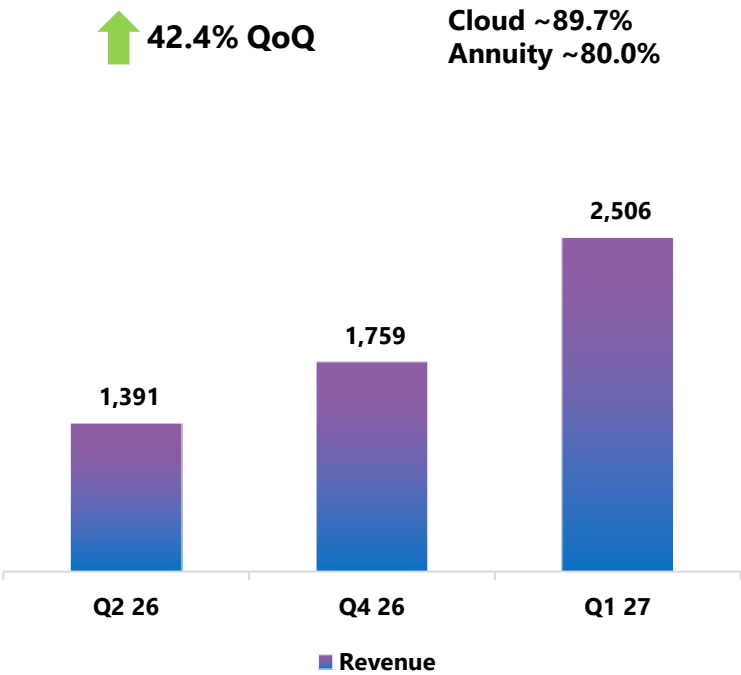
* In Q1'27, total headcount including domestic business stood at 6,293.

International Services: Q1'27 Revenue Composition

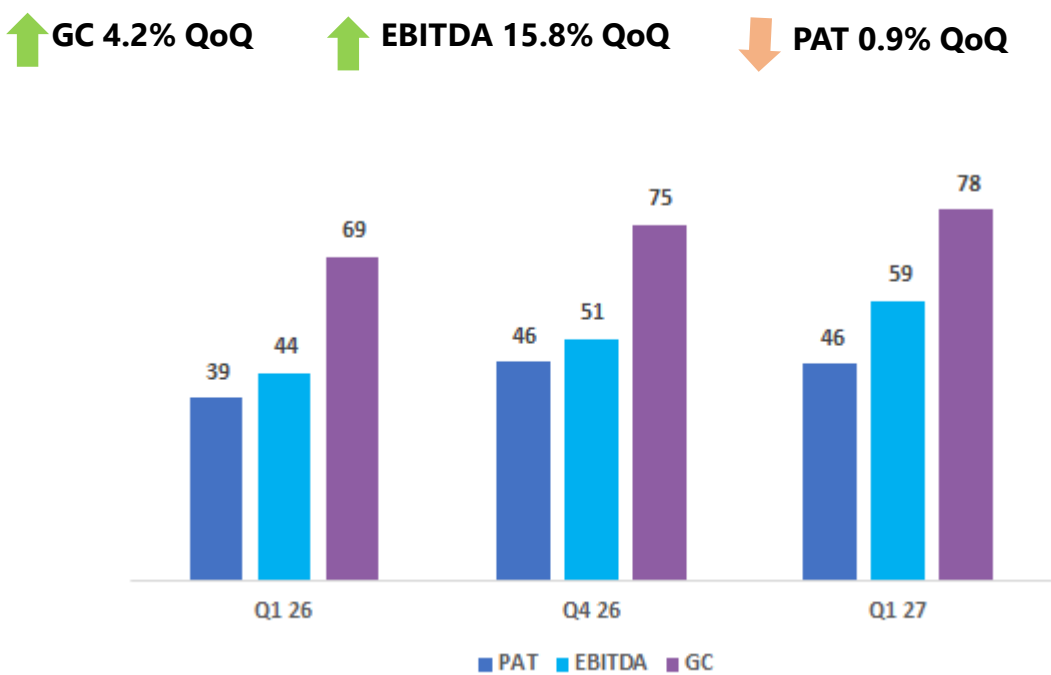


Domestic Business: Financial Performance Q1FY27

Revenue (INR crs)

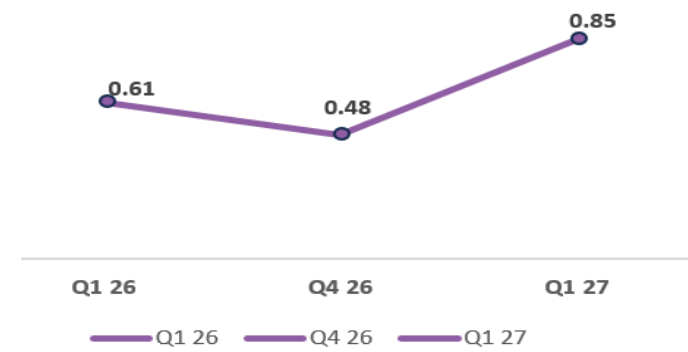


Gross Contribution , EBITDA &PAT(INR crs)

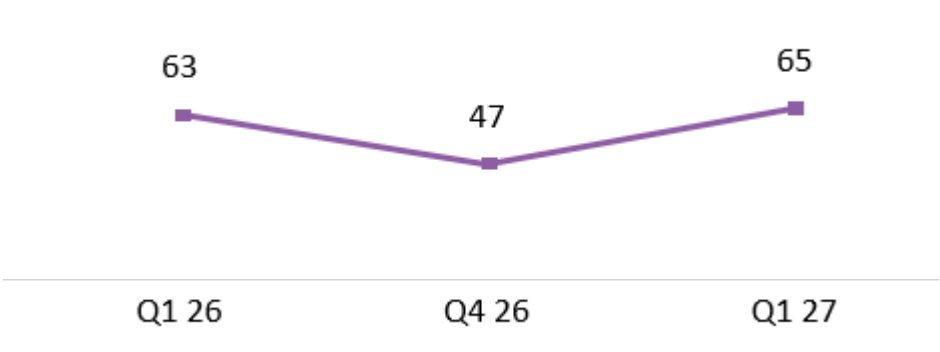


Domestic Business: Additional Insight Q1 FY27

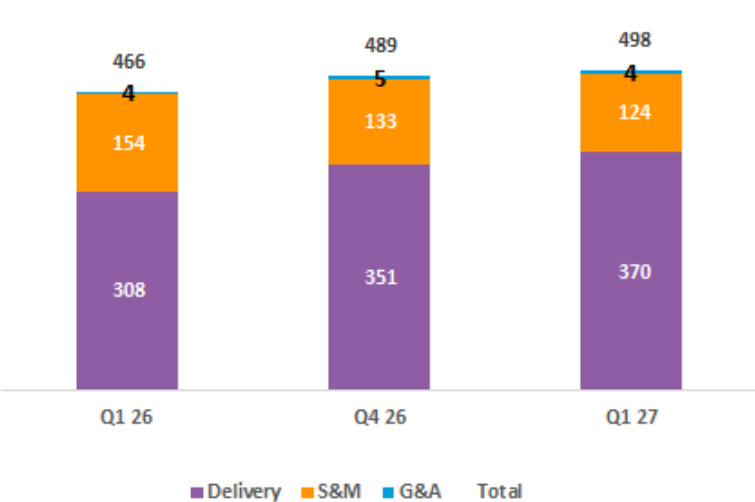
Net working Capital ÷ Gross Contribution



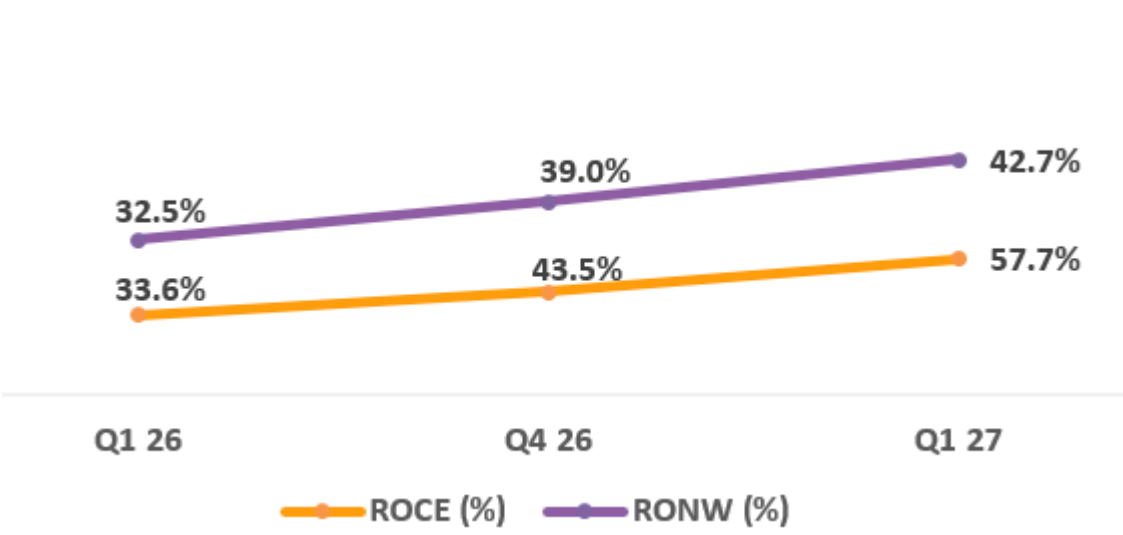
DSO



Head Count



Return on Capital



THANK YOU

www.sonata-software.com



STAY AHEAD



SONATA SOFTWARE



Section	Particulars	Q1'26	Q2'26	Q3'26	Q4'26	Q1'27
International Services						
Financial Snapshot	Revenue (in \$M)	81.8	82.0	82.3	82.4	82.0
	QoQ Growth	0.6%	0.2%	0.4%	0.0%	-0.5%
	YoY Growth	-1.1%	-3.1%	-5.4%	1.3%	0.3%
	QoQ Growth (CC)	-0.9%	1.0%	0.3%	0.6%	0.1%
	YoY Growth (CC)	-2.4%	-2.9%	6.8%	1.1%	2.1%
	In INR Crs					
	Revenue	699.9	730.3	738.6	779.2	777.2
	QoQ Growth	-0.3%	4.3%	1.1%	5.5%	-0.3%
	YoY Growth	1.8%	3.2%	0.9%	10.9%	11.0%
	EBITDA (Before Forex & OI)	115.9	126.3	144.0	157.4	119.6
	EBITDA Margin (Before Forex & OI) %	16.6%	17.3%	19.5%	20.2%	15.4%
	EBITDA (After Forex & OI)	131.0	146.1	146.8	183.8	146.8
	EBITDA Margin (After Forex & OI) %	18.4%	19.9%	19.8%	23.6%	14.7%
	Effective tax rate %	30.1%	27.0%	26.0%	22.0%	17.0%
	PAT	70.7	78.0	59.8	84.2	62.2
	PAT %	9.9%	10.6%	8.1%	10.8%	8.0%
	ROCE %	14.7%	17.8%	18.7%	24.5%	14.9%
	RONW %	20.9%	22.6%	23.1%	30.3%	15.2%
	DSO (Days)	62	68	71	64	60
Revenue Mix	Revenue by geography					
	USA	74%	69%	73%	71%	71%
	Europe	16.0%	18.0%	20.0%	23.0%	23%
	ROW	10.0%	13.0%	7.0%	6.0%	6%
	Revenue by vertical					
	TMT	32%	31%	31%	36%	34%
	Retail & Mfg	30.0%	33.0%	36.0%	33.0%	32%
	Healthcare	14.0%	14.0%	16.0%	15.0%	15%
	BFSI	20.0%	19.0%	13.0%	13.0%	16%
	Others	4.0%	3.0%	4.0%	3.0%	3%
	Revenue by service line / GTM					
	Dynamics	23.0%	26.0%	21.0%	22.0%	21%
	Cloud	39.0%	42.0%	47.0%	53.0%	62%
	Data	24.0%	20.0%	16.0%	15.0%	11%
	Others	4.0%	1.0%	7.0%	7.0%	3%
	Emerging	10.0%	11.0%	9.0%	3.0%	3%
Customer Metrics	Revenue Concentration					
	Rev from Top 10 %	56%	53%	55%	54.0%	51.0%
	Rev from Top 20 %	71%	70%	71%	69.0%	70.0%
	New customers added	7	6	3	7	7
	Customer Size in terms of Revenue					
	\$5+ Mn	13	13	13	12	12
	\$3-5Mn	6	8	8	9	9
	\$1-3Mn	39	34	33	35	32
Deal Metrics	Order book / TCV					
	Book-to-bill	1.28x	1.28x	1.18x	1.16x	1.18x
Operational Metrics	Utilization %	86.6%	87.3%	90.0%	91.8%	88.5%
	LTM attrition %	16%	14%	11%	11%	13%
	Headcount matrix					
	Delivery	5955	5683	5496	5395	5409
	S&M	102	108	104	102	104
	G&A	336	345	303	297	282
	Total employees	6393	6136	5903	5794	5795
	Onsite/offshore revenue mix	47:53	43:57	37:63	32:68	30:70

Section	Particulars	Q1'26	Q2'26	Q3'26	Q4'26	Q1'27
Domestic Business (in INR crs)						
Financial Snapshot	Revenue	2274.7	1391.3	2345.9	1759.2	2505.6
	QoQ Growth	18.6%	-38.8%	68.6%	-25.0%	42.4%
	YoY Growth	23.0%	-4.8%	11.1%	-8.3%	10.1%
	Gross Contribution	68.5	68.7	76.1	75.3	78.5
	QoQ Growth	-12.6%	0.3%	10.8%	-1.1%	4.2%
	YoY Growth	0.0%	-2.1%	-7.1%	-3.9%	14.5%
	EBITDA (Before Forex & OI)	44.0	46.5	56.2	51.2	59.3
	EBITDA Margin (Before Forex & OI) %	1.9%	3.3%	2.4%	2.9%	2.4%
	EBITDA (After Forex & OI)	54.0	58.9	65.7	64.8	65.7
	EBITDA Margin (After Forex & OI) %	2.4%	4.2%	2.8%	3.7%	2.6%
	Effective tax rate %	25.6%	25.7%	25.8%	26.1%	26.1%
	PAT	38.6	42.2	44.6	46.3	45.9
	PAT %	1.7%	3.0%	1.9%	2.6%	1.8%
	ROCE %	33.6%	43.8%	43.1%	43.5%	57.7%
	RONW %	32.5%	42.5%	41.8%	39.0%	42.7%
Revenue Mix	Net working capital/GC	0.61	0.45	0.45	0.48	0.87
	DSO (Days)	63	42	42	47	65
	Domestic Revenue (Cloud/Non Cloud)					
	Cloud Revenue %	89.7%	88.7%	88.7%	90.2%	89.7%
	Non Cloud Revenue %	10.3%	11.3%	11.3%	9.8%	10.3%
Operational Metrics	Domestic Revenue (Annuity/others)					
	% of Revenue - Annuity	80.1%	78.6%	78.6%	89.3%	80.0%
	% of Revenue - others	19.9%	21.4%	21.4%	10.7%	20.0%
	Headcount matrix					
	Delivery	308	338	356	351	370
	S&M	154	151	141	133	124
	G&A	4	4	4	5	4
	Total employees	466	493	501	489	498

Section	Particulars	Q1'26	Q2'26	Q3'26	Q4'26	Q1'27
Consolidated (in INR crs)						
Financial Snapshot	Revenue	2965.2	2119.3	3080.6	2536.2	3279.1
	QoQ Growth	13.3%	-28.5%	45.4%	-17.7%	29.3%
	YoY Growth	17.3%	-2.3%	8.4%	-3.1%	10.6%
	EBITDA (Before Forex & OI)	159.6	172.7	200.2	208.7	179.0
	EBITDA Margin (Before Forex & OI) %	5.4%	8.1%	6.5%	8.2%	5.5%
	EBITDA (After Forex & OI)	183.8	204.1	211.6	246.2	177.5
	EBITDA Margin (After Forex & OI) %	6.2%	9.6%	6.9%	9.7%	5.4%
	Effective tax rate %	28.4%	26.5%	25.9%	23.3%	21.1%
	PAT	109.3	120.2	104.4	130.5	108.1
	PAT %	3.7%	5.7%	3.4%	5.1%	3.3%
	ROCE %	18.5%	22.7%	23.3%	28.0%	21.9%
	RONW %	24.0%	27.1%	27.7%	32.3%	20.9%
	Gross Cash and Cash Equivalent	600.1	322.7	563.7	606.0	567.0
	Cash & net cash position	-62.5	-280.0	-12.0	30.7	67.0
	EPS Per Share (in INR)	3.9	4.3	3.8	4.7	3.9
Operational Metrics	Headcount matrix					
	Delivery	6263	6021	5852	5746	5779
	S&M	256	259	245	235	228
	G&A	340	349	307	302	286
	Total employees	6859	6629	6404	6283	6293