

6th February, 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 the revised Investors' Presentation for the quarter ended 31st December, 2025.

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

Sonata Software Limited - SSL

Registered Office: 208, T V Industrial Estate, 2nd Floor, S K Ahire Marg, Worli, Mumbai – 400 030
Corporate Office: Tower-A, Sonata Towers, Global Village (Sattva Global City), RVCE Post, Kengeri Hobli, Mysore Road, Bengaluru - 560059, India
CIN: L72200MH1994PLC082110

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T: +91 80 6778 1000

Q3 FY'26

INVESTOR PRESENTATION

www.sonata-software.com

WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**



SONATA SOFTWARE

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

Sonata At A Glance

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

39 Years

IT solutions provider

Public Listed

(SONATSOFTW)

\$1.2B+

Revenue

15.4%

10 years CAGR

6400+

Engineers across US, EU, Asia & ANZ

15+

Different Nationalities

Delivering Outcome-based Modernization Services



Cloud



Data



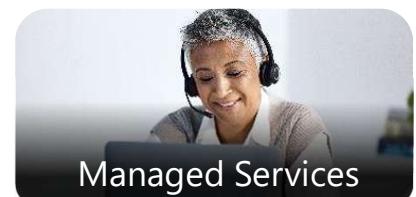
Dynamics



AI Consulting



Automation



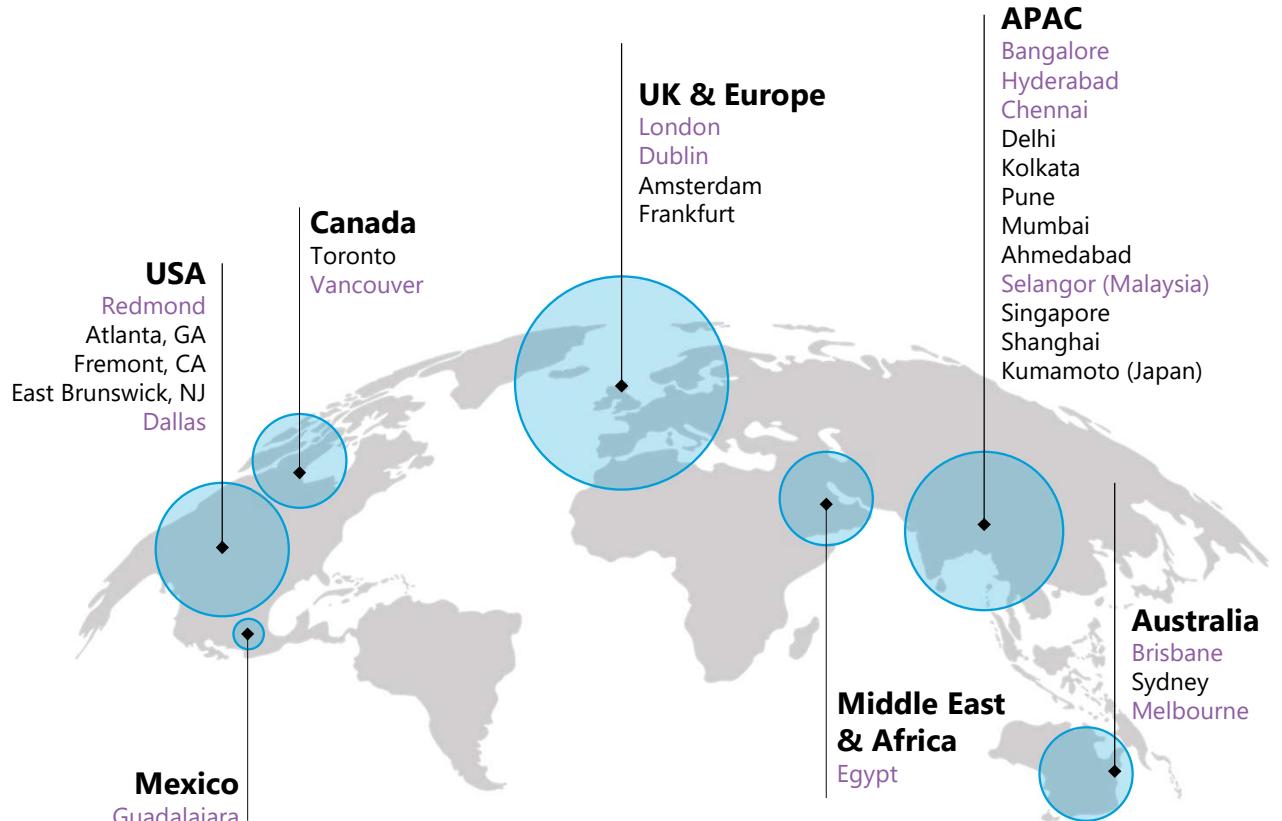
Managed Services

Digital transformation using **Platformation™**

Serving Our Global Clients with Right Talent Mix

(Global & Local Talent)

- Global Delivery Center & Sales Office
- Sales Office



Key Verticals, Partners, IPs

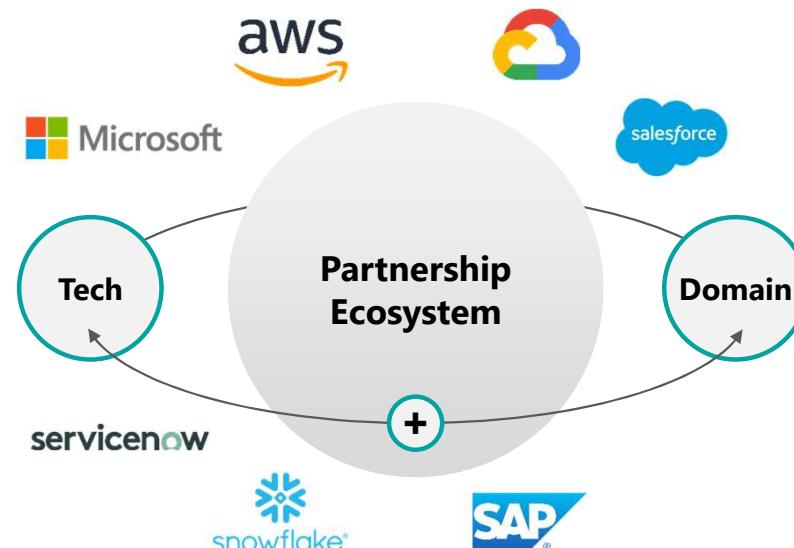
Industries

TMT
Technology, Media and Telecom

RMD
Retail, Manuf., Travel and Distribution

BFSI
Banking, Financial Services and Insurance

HLS
Healthcare and Life Sciences



Single Use Plastic Free certified

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

100% Tier 1 suppliers on ESG compliant and trained

UNGC Signatory

SbTi Commitment by FY26

Innovation: IPs

AgentBridge

Harmoni.AI

Workbox.io

Lightning Build

What's Working Well for Us...

01

AI & Modernization

AI Win -\$13.7M
AI led Pipeline - \$335M
Cloud & Data pipeline is 57%

02

Large Deals

2 Large deals won during Q3FY'26

03

Verticals / Partnerships

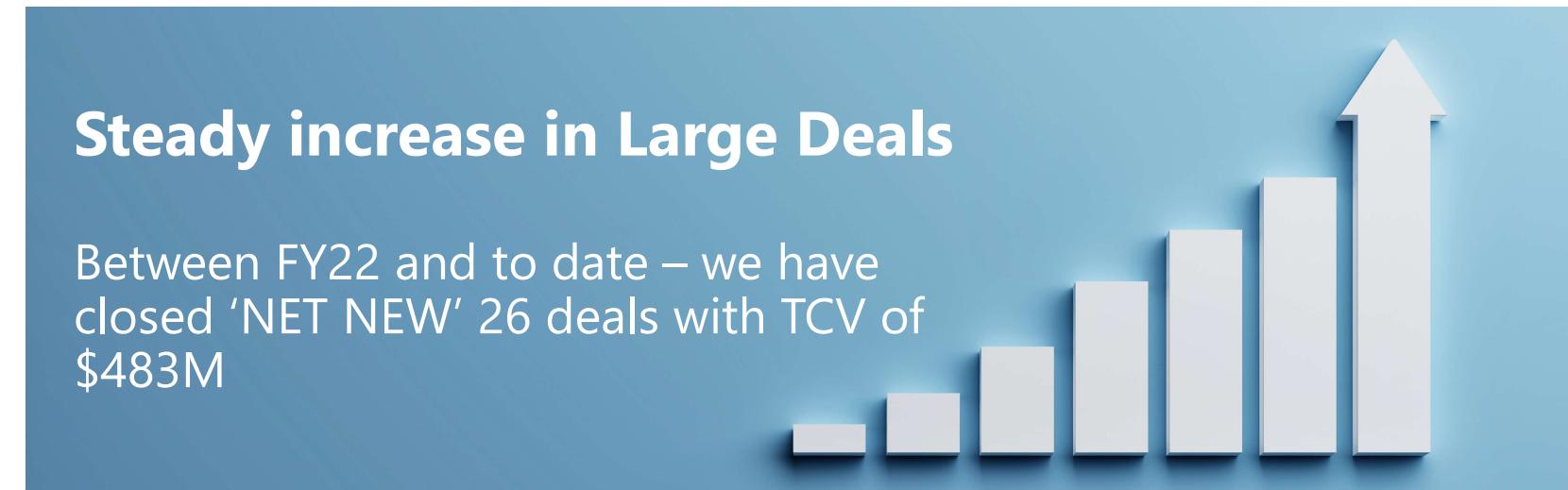
- MS Sell to, HLS, BFSI, TMT
- AWS and MS Sell with
- Talent

04

Domestic Business

Steady GC growth – 18.0% CAGR over 5 yrs

Large Deals and Accounts



Top 3 deals wins in past few qtrs.:



32 large deals in the pipeline – these deals take 4-6 quarters of pursuit (on average)

We Won Two Large Deals in Q3 – Healthy Large Deal Pipeline

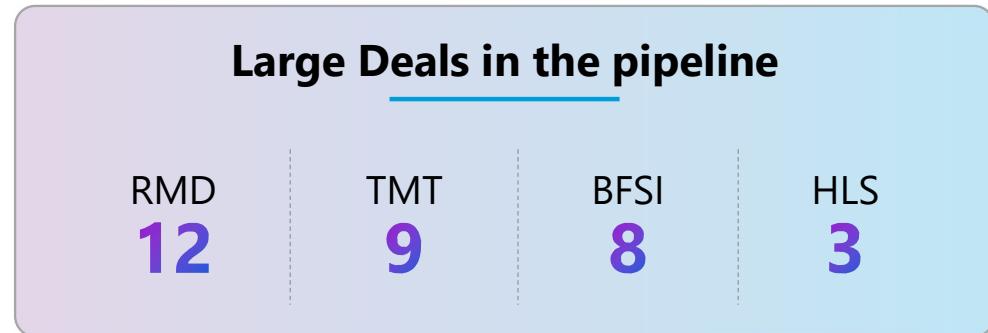
Large Deals

- 1 **Fintech & Payments – US**
Platform & Data Modernization
- 2 **Mortgage Services – US**
Cloud Modernization

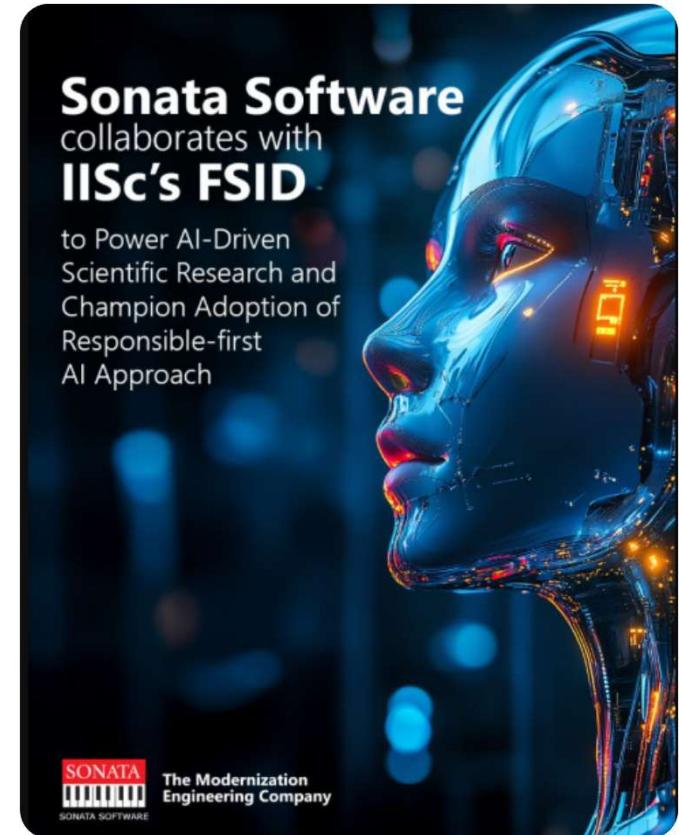


Mid Sized Deals

- 1 **Healthcare & Pharmacy – US**
Cloud Modernization
- 2 **Global Tech Firm – US**
Managed Service



Sonata Launches AgentBridge 5.5



Large Deal Win: AI led Platform & Data Modernization

Client Overview

A major global financial technology (fintech) and payments company headquartered in Milwaukee, Wisconsin. 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.



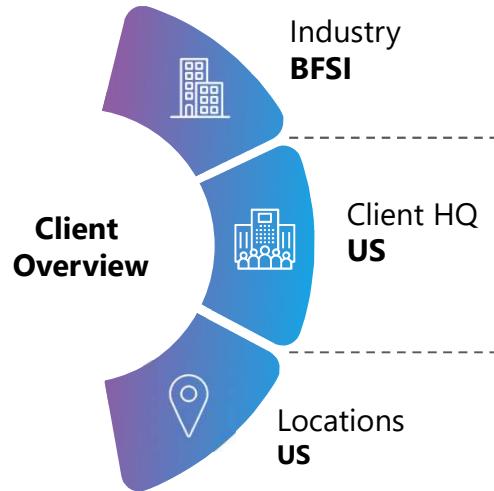
Areas in Scope

- Development and support of digital checkout solution—essentially a bank-backed online payment method
- Maintenance and support of their Legacy platform Premier
- Modernization of the platform as a parallel effort
- DNA platform modernization to unify user experience, eliminate UI-embedded business logic, and accelerate feature delivery across Teller, Front Office, and Back Office.

Large Deal Win: AI led Cloud Modernization

Client Overview

one of the largest U.S. mortgage servicers, managing loans for over 2.6 million customers. As a subsidiary of Bayview Asset Management, it offers, purchases, and services a wide range of products including FHA, VA, USDA, and conventional loans. They provide online tools for payment management, escrow, and refinancing, alongside a digital, streamlined experience.



Areas in Scope

Strategic IT partner for

- Cloud Modernization of Correspondent lender portal
- Transformation – drive innovation through migration to AI-native Loan Origination System (LOS)
- Support existing platform operations (across multiple lines of entities/businesses)

Deal Win: AI-driven automation to manage and transform ERP platform

Client Overview

A leading quick-service restaurant (QSR) operator with one of the largest delivery footprints across the UK and Ireland. It manages a digitally driven, franchise-led network serving millions of customers annually. With more than a thousand stores in the region, it focuses heavily on operational excellence and high-quality, freshly prepared food.

The business continues to invest in innovation, supply chain efficiency, and customer experience to strengthen its market leadership.



Areas in Scope

Multi-year ERP platform support engagement - manages and supports the end-to-end landscape, covering steady-state operations, continuous improvement, and transformation initiatives.

- End-to-end managed support for Microsoft D365 Finance & SCM
- Continuous enhancements and change management to improve stability, performance, and user experience.
- CoE-led innovation and best-practice adoption to drive long-term platform evolution.
- AI-driven automation to accelerate processes, reduce manual effort, and improve operational efficiency.

Deal Win: Agentic AI driven Managed Services

Client Overview

A leading food manufacturer specializing in a wide range of dressings, sauces, mayonnaises, oils, shortenings, and culinary bases for foodservice, retail, and industrial customers globally.



Areas in Scope

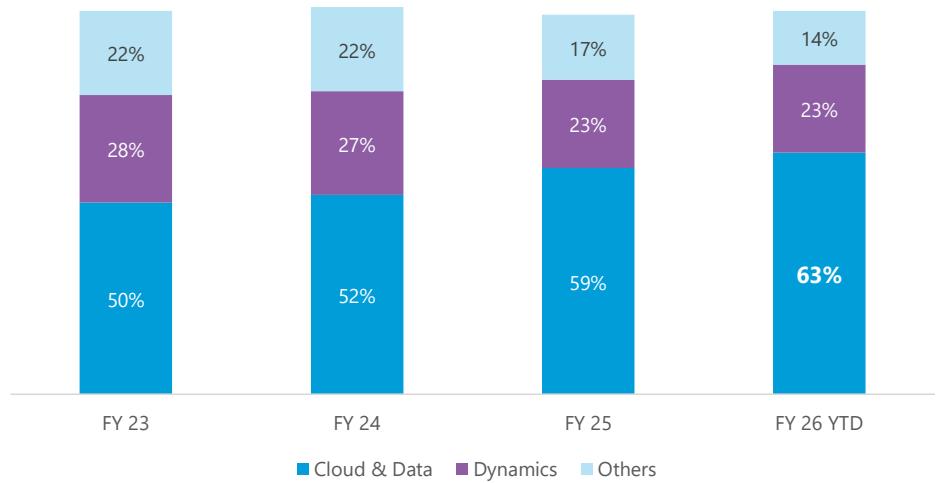
End to end JD Edwards Managed Services service covering Finance, Supply Chain, Distribution, Manufacturing

- Support Existing Platform, Project, Enhancements for different plants and distribution centers, CNC Support
- EDI Support for Integrations - Internal and External applications
- Transformation and Modernization as part of Ventura's Elevate Program.
- AI/Agentic implementation to assist in support and testing

Modernization Success...

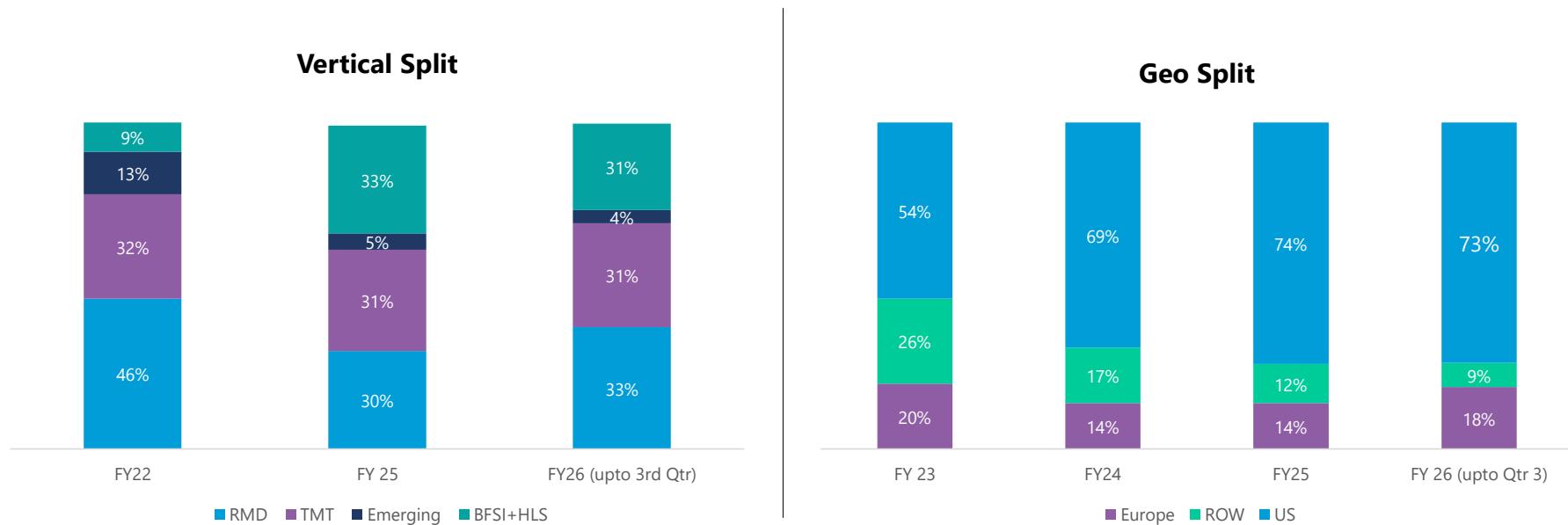
Our big bets on Cloud & Data has scaled...

Between FY22 and now – we increased Cloud & Data as a percentage of revenue from **50% → 63%**.

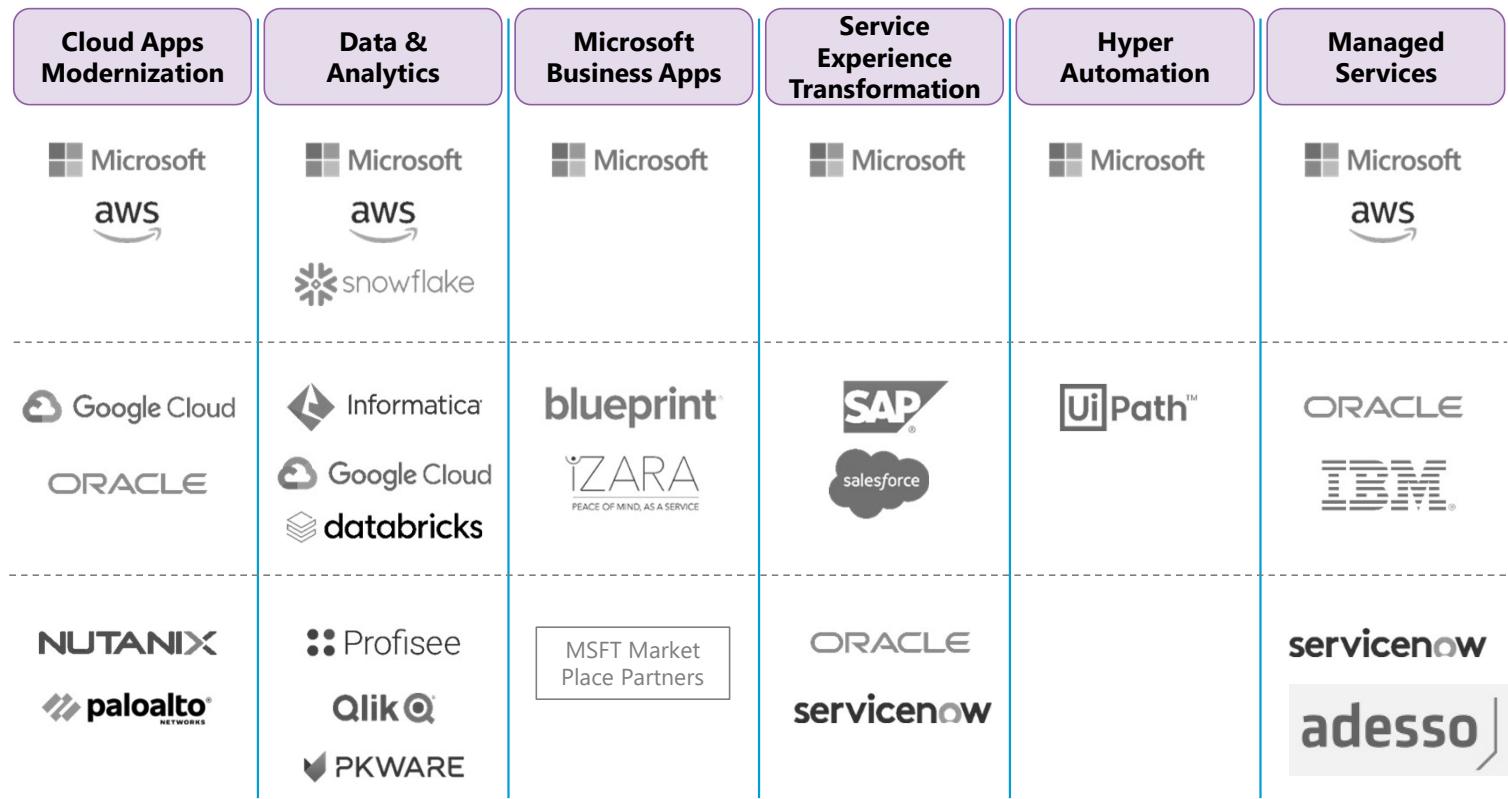


Verticals & Geos Scale up ...

HLS + BFSI continue to scale (9% to 31%).
TMT is witnessing a resurgence; US scales steadily



Our GTM's are Aligned with Our Partners and Our Investment Focus...



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

Sonata named again in Inner Circle for Microsoft Business Application 2024-25

AI/Gen-AI Industry Partnership	400+ Clients Across The Globe USA, Europe, Asia, India, Australia, Middle East	\$650+ Million Per Annum Revenue To Microsoft
3500+ 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



Success Stories (1/4)

Development and deployment of 'Future of Search solution' using orchestrated AI Agents

Client Overview	Industry	Locations	A world's leading integrated tourism company
	Travel	UK, Europe, Nordics, Caribbean & North Africa	
<h3>The Pressure Points</h3> <ul style="list-style-type: none">• Need for improving hit ratio during conversation-based search and queries using GPT based tools• Need for improving user experience and value focus during AI driven conversations• Bandwidth challenges and manual effort to be spent by Customer Content team and not able to focus on their core business activities• Control and oversight when dealing with sensitive data.		<h3>Solutions</h3> <ul style="list-style-type: none">• Developed a multi-agent orchestrated AI solution for FAQ Generator by eliminating manual steps at various stages• Solution is built using AWS Bedrock Agent Core and has following AgentCore blocks: RunTime, Gateway, Browser, Code Interpreter Identity, Memory, Cloudwatch Gen AI Observability• Performs intelligent routing, hosts Culture & Lifestyle, Travel & Packing, Feedback Processing AI agents and executes LLM calls to provide AI-powered, content experiences	
		<h3>Results</h3> <ul style="list-style-type: none">• Improved ranking in search results in response to 'semantic search' queries from GPT based tools• Elimination of manual effort for providing responses to user queries from content team• Dynamic responses aligned to search/query intent• Delivers value through engaging, AI-driven content experiences• Time-saving and cost efficient• Improved consistency and high scalability without the need for Infrastructure management• Enterprise-grade security	

Success Stories (2/4)

Enhancing D365 CE Implementation with “Co-Pilot” and “Live Chat” enabled CRM Solution

Client Overview

Industry
Insurance

Locations:
Serving 1.9 M customers from 9 offices

US based health
insurance company

The Pressure Points

- Delay in finding relevant information about policy and product.
- Longer turn around time for resolving cases.
- Not using the best in-class solution.
- Inconsistency in quality of responses
- Limited Real-Time Access with end user.

Solutions

- Utilize advanced solutions of AI & automation from D365 in
 - Case Creation and User Experience
 - Customizable Alert Tool
 - Member Summary Landing Page for Advisors
 - AI Interpretation of Benefits
 - Chat Integration with MyChart

Results

- Reduced Call Handling Time
- Improve Agent and Member experience
- Speed without affecting cost or quality
- Ease of training
- Change Management
- Ease of support
- Enhanced customer satisfaction

Success Stories (3/4)

Agentforce Innovation: Implementation of unified platform with intelligent insights and support

Client Overview	Industry	Locations	One of the US based largest continuing care retirement communities
	Healthcare	USA	
<h3>The Pressure Points</h3> <ul style="list-style-type: none">• Slow response times to resident and prospect queries• Heavy manual effort across wellness, nutrition, and spiritual services• Data silos leading to fragmented information flow• No round-the-clock support available for residents or prospects• Limited visibility into sales performance and lead conversion• No unified platform to track and manage interaction and heavily dependent on individuals		<h3>Solutions</h3> <ul style="list-style-type: none">• Provides personalized experiences by role across wellness, nutrition, spiritual, sales, and admin teams through unified system with 24/7 assistance for residents and prospects• Generates AI-driven insights & recommendations to boost engagement, wellness decisions, and lead conversion• Streamlines communication flows, admin operations including delegation, reopen actions, centralized monitoring, audit trials, compliance and reporting	
		<h3>Results</h3> <ul style="list-style-type: none">• Faster Engagement & Better Experience• Scalable Transformation & Reduced Staff Dependency• Improved Compliance & Centralized Data• Automated Reminders & Smarter Admin Controls• High Security & Controlled Access• Unified platform available on web, iOS, and Android → support anytime, anywhere	

Success Stories (4/4)

Microsoft Dynamics 365 F&O rollout for Japan entity based on simplified core template

Client Overview	Industry Manufacturing	Locations 40 countries across globe	Global leader in industrial power transmission and conveyor belting solutions
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The Pressure Points

- Operational challenges to keep up with the business growth due to outdated ERP system
- Lack of accurate data on stock and material consumption
- Reliance on manual paperwork for business operations including preparation of business documents, job card etc.
- Manual tracking and consolidation of data to prepare monthly customer invoices
- Challenges in accurate management reporting

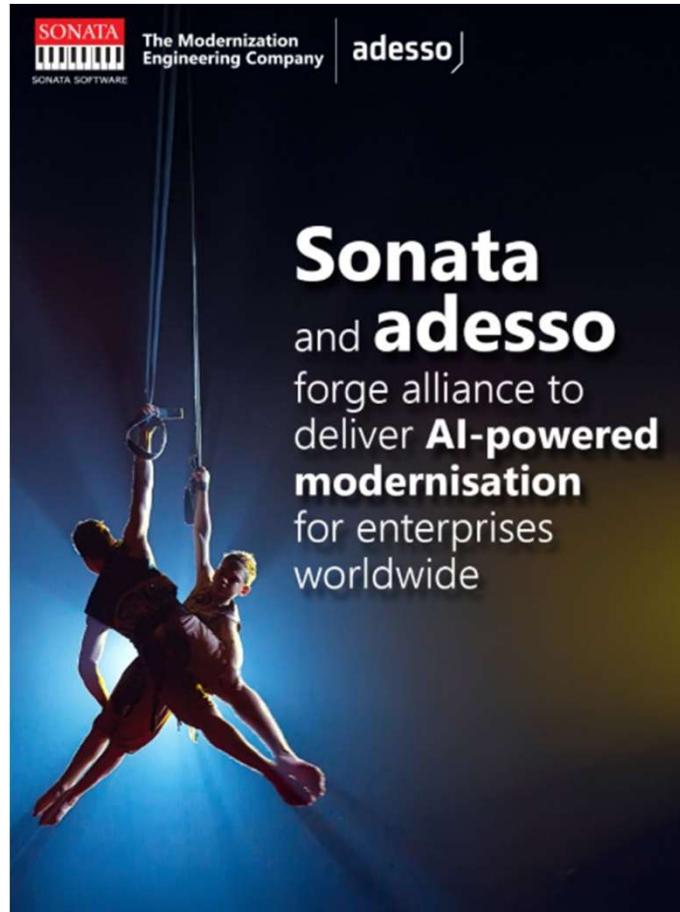
Solutions

- Simplified the Global CSC template to create a "CSC Lite" process to cater to the Japanese operations
- Implemented "Consolidated invoice" localization feature with flexibility to define billing cycle per customer
- Data harmonization strategy to maintain customer & vendor data in Japanese for local operations, while meeting global reporting needs
- "Out of box" alternate solutions proposed & implemented that helped to reduce customizations

Results

- Adoption of standard business processes by leveraging maximum OOB functionalities while
- Data harmonization that helped meeting localization and global standard reporting requirements
- Flexibility to meet invoicing and billing requirements for each customer
- Fast Go live within 3.5 months despite Japanese language constraints and non-familiarity to ERP system from business users

Key Partnership



Key Recognition



Sonata recognized as a
"Star Performer" and
"Aspirant"
in Everest Group's
**Data and Analytics
(D&A) Services**
PEAK Matrix®
Assessment 2025



Sonata recognized as a
"Star Performer" and
"Major Contender"
in Everest Group's
**Enterprise Quality
Engineering (QE)
Services**
PEAK Matrix®
Assessment 2025



Sonata recognized as a
Major Contender
in Everest Group's
Application
Development
Services for
AI Applications
PEAK Matrix®
Assessment 2025



Sonata recognized as a
"Major Contender"
in Everest Group's
**Microsoft Business
Applications Services**
PEAK Matrix® Assessment 2025
- Focus on CRM and ERP Services



People – Our Key Strength





**The Modernization
Engineering Company**

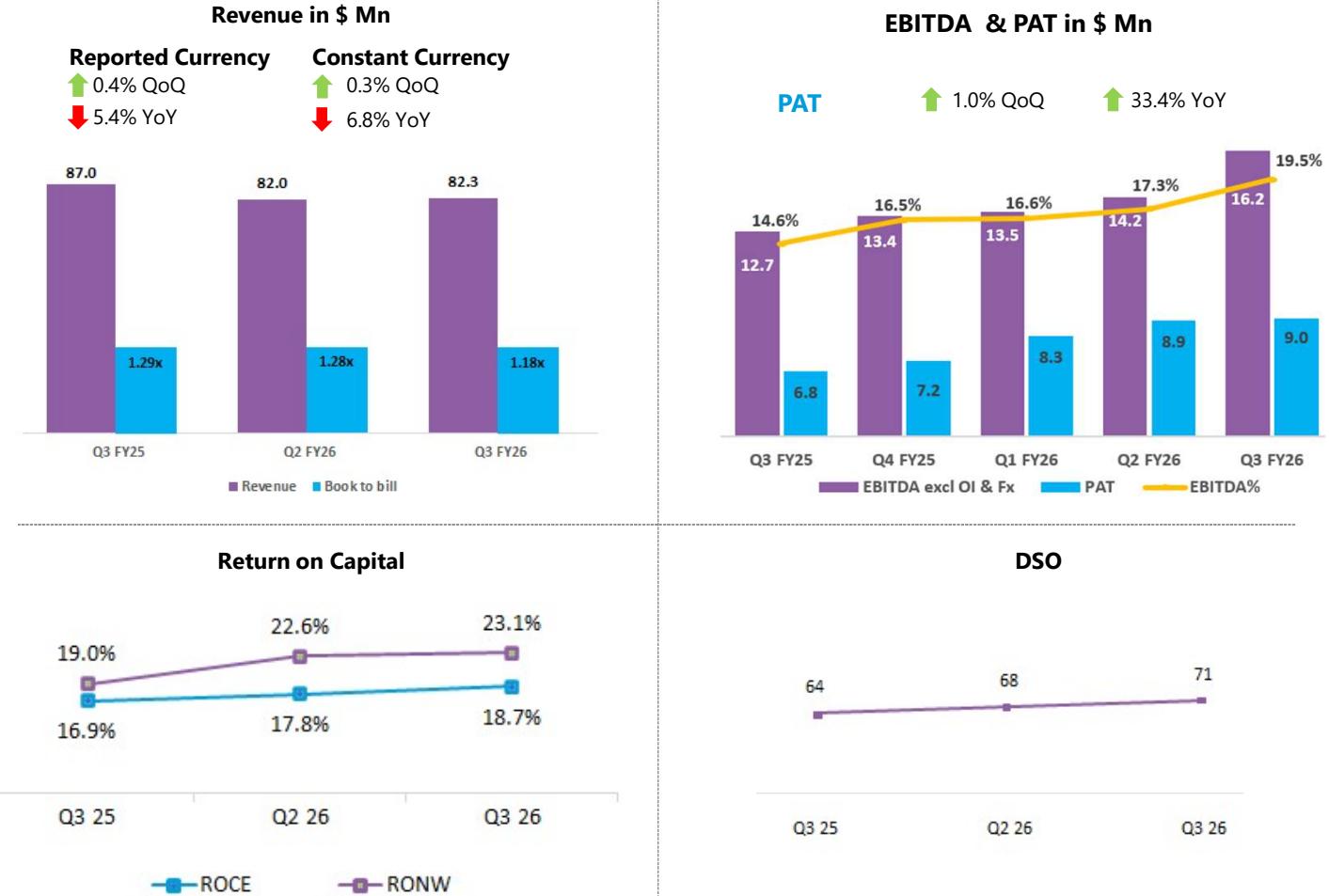
FINANCIAL HIGHLIGHTS

Sonata Software consolidated PAT grew by 6.1% QoQ. International EBITDA accretion of 2.2% QoQ and Domestic GC grew by 10.8% QoQ. Consistent quarterly interim dividend of INR 1.25 per share

INR Crs.

P&L	Consolidated			International Services			Domestic Business		
	Q3'26	Q2'26	QoQ	Q3'26	Q2'26	QoQ	Q3'26	Q2'26	QoQ
Revenue in \$mn.	345.8	242.8	-	82.3	82.0	0.4%	263.3	159.4	65.2%
Revenue in INR crs.	3080.6	2119.3	-	738.6	730.3	1.1%	2345.9	1391.3	68.6%
GC - Products	-	-	-	-	-	-	76.1	68.7	10.8%
EBITDA before fx & OI	200.2	172.7	15.9%	144.0	126.3	14.0%	56.2	46.5	20.9%
EBITDA before fx & OI %	6.5%	8.1%	-1.7%	19.5%	17.3%	2.2%	2.4%	3.3%	-0.9%
EBITDA after fx & OI	211.6	204.1	3.7%	146.8	146.1	0.5%	65.7	58.9	11.4%
EBITDA after fx & OI %	6.9%	9.6%	-2.7%	19.8%	19.9%	-0.1%	2.8%	4.2%	-1.4%
PAT before exceptional item	127.5	120.2	6.1%	80.4	78.0	3.0%	47.1	42.2	11.6%
PAT before exceptional item %	4.1%	5.7%	-1.5%	10.9%	10.6%	0.2%	2.0%	3.0%	-1.0%
PAT post exceptional item	104.4	120.2	-	59.8	78.0	-	44.6	42.2	-
PAT post exceptional item %	3.4%	5.7%	-	8.1%	10.6%	-	1.9%	3.0%	-
Effective Tax Rate	25.9%	26.5%	-	26.0%	27.0%	-	25.8%	25.7%	-
Revenue Mix onsite offshore	-	-	-	37:63	47:53	-	-	-	-
EPS Per Share	3.76	4.33	-13.2%						
Cash and equivalents	563.7	322.7	-						

Financial Performance of International Services – Q3FY26



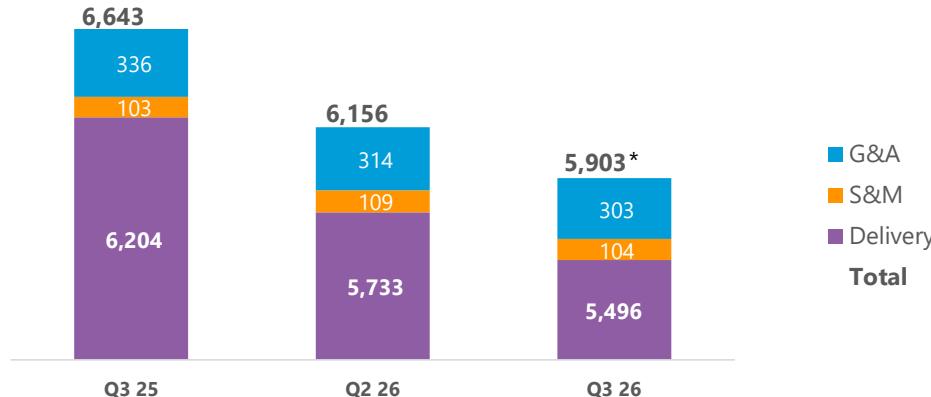
International Services: Revenue Insights



*includes multi year large deals

International Services: Operating Parameters

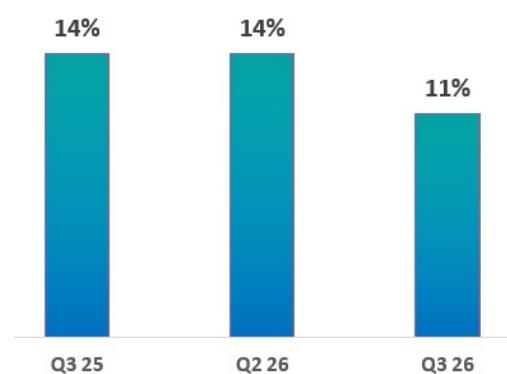
Headcount by Function



Utilization

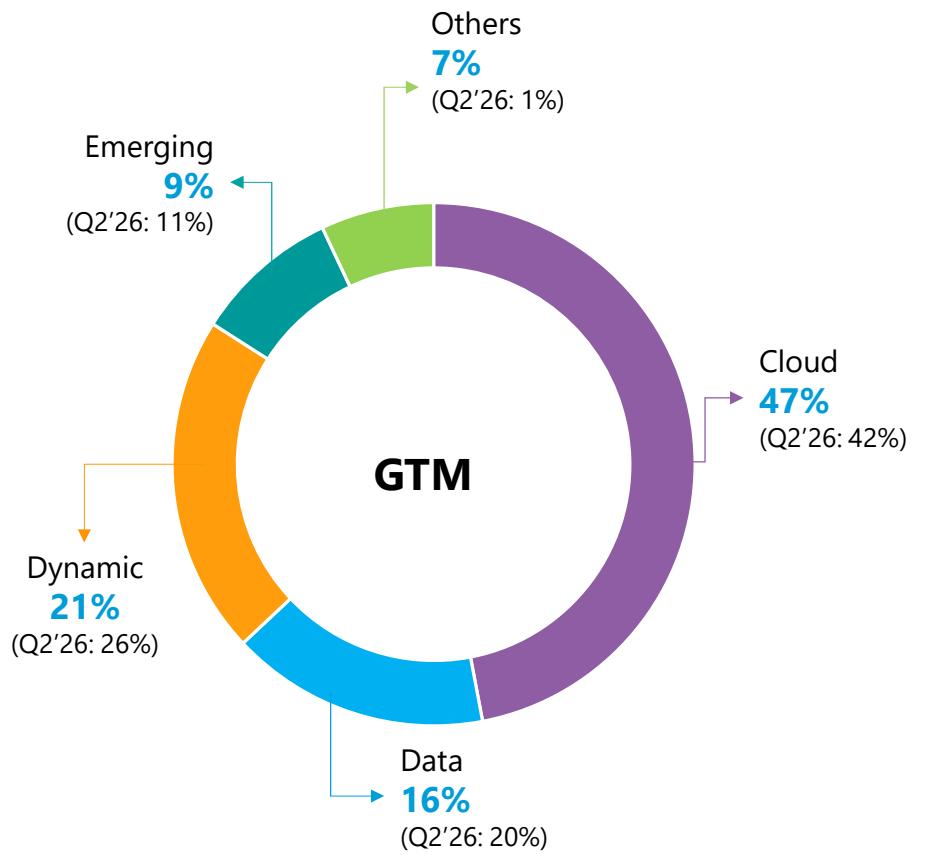
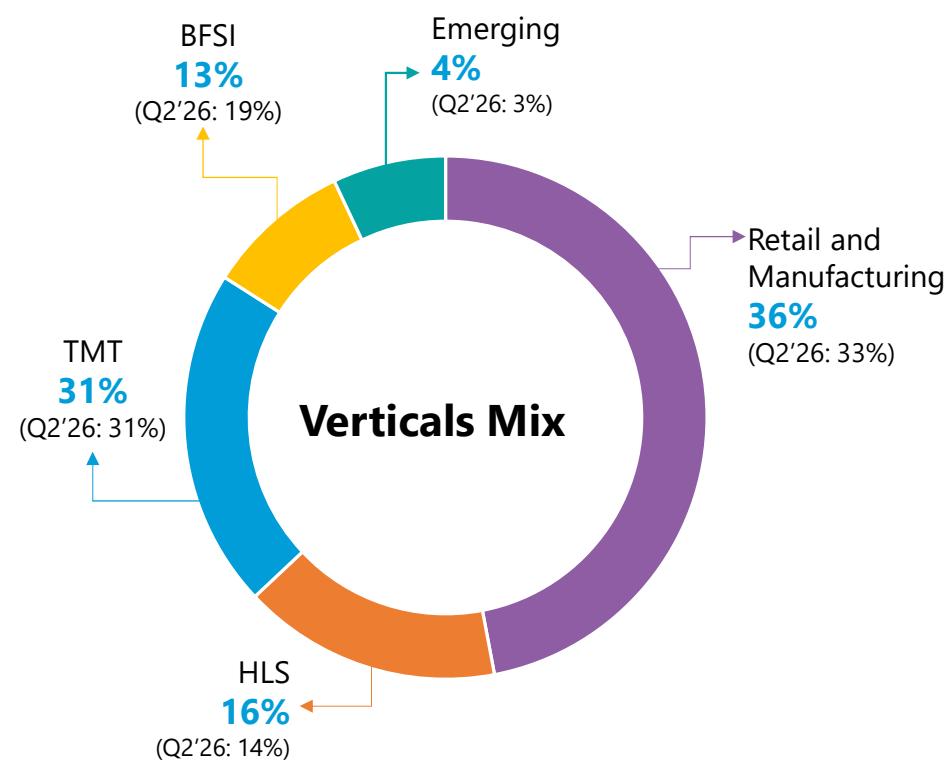


Attrition%

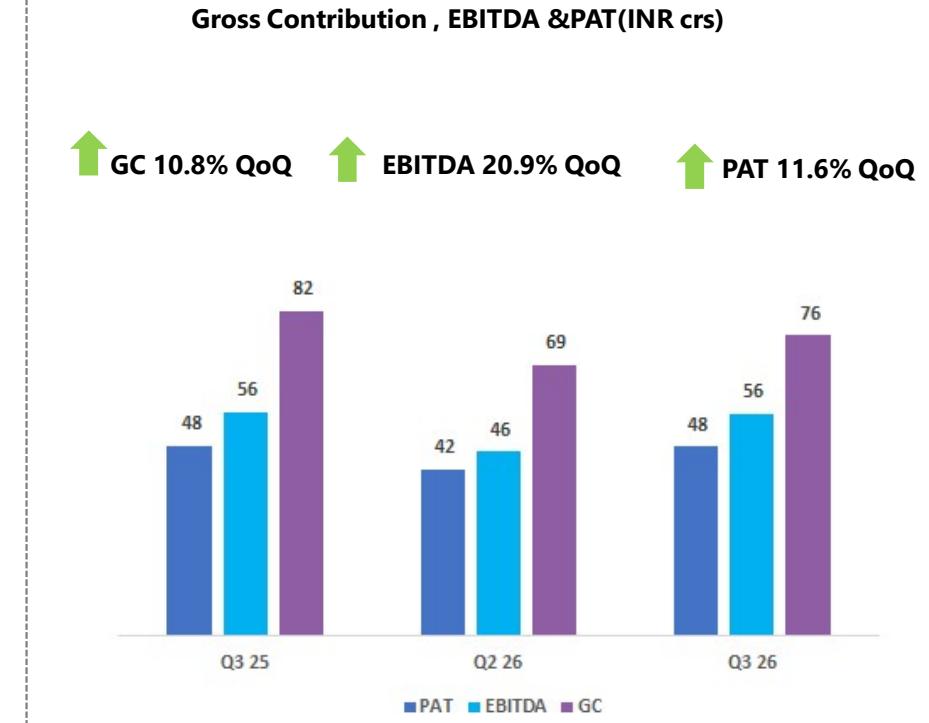
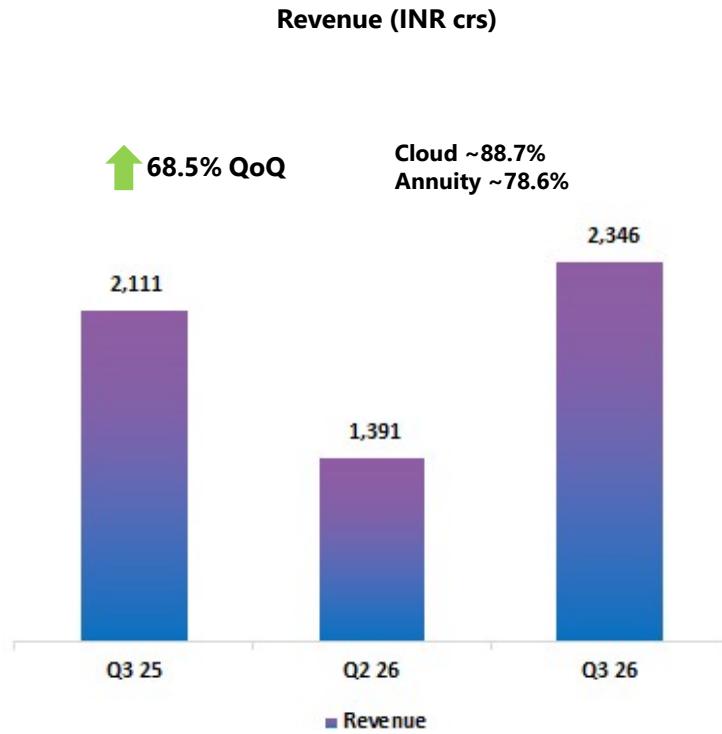


* In Q3'26, total headcount including domestic business stood at 6,404.

International Services: Q3'26 Revenue Composition



Domestic Business: Financial Performance Q3 FY26



Domestic Business: Additional Insight Q3 FY26

Net working Capital ÷ Gross Contribution



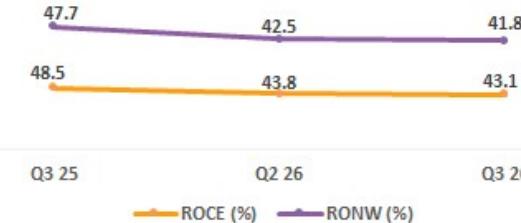
DSO



Head Count



Return on Capital



THANK YOU

www.sonata-software.com



WE ARE A
**MODERNIZATION
ENGINEERING
COMPANY**

