



SONATA

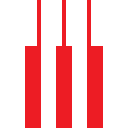


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Annual general meeting  
Srikar Reddy  
24<sup>th</sup> June 2022





# year in review

Platformation is established as differentiated concept for digital transformation

Alliance is strong, Pipeline both existing and new

A set of accounts that are much better in quality

strengthened the Senior Leadership

Acquired Encore

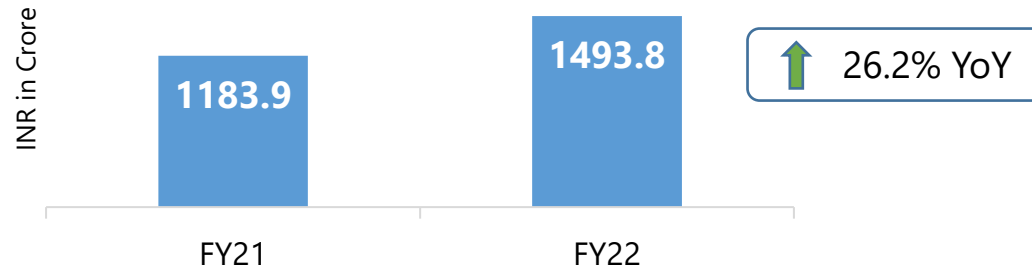
A solid India business

Competencies that are world Class

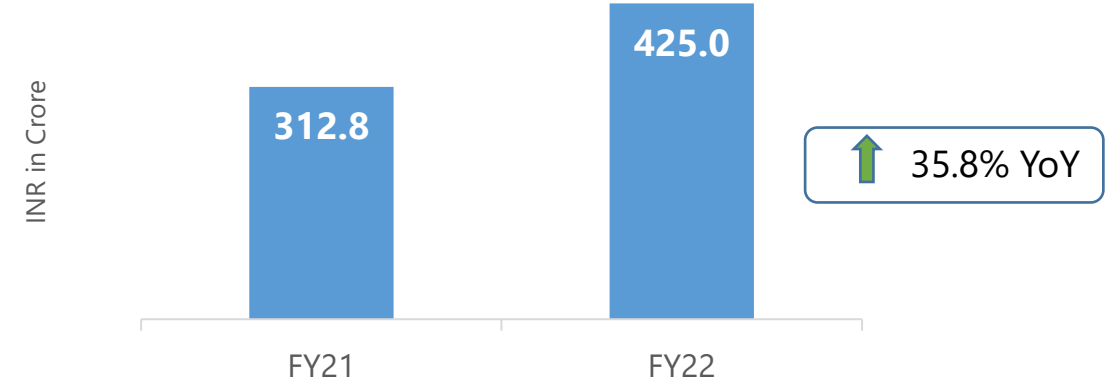
Significant yoy growth in revenues and pat across business segments

# Financial Performance of International Services – FY22

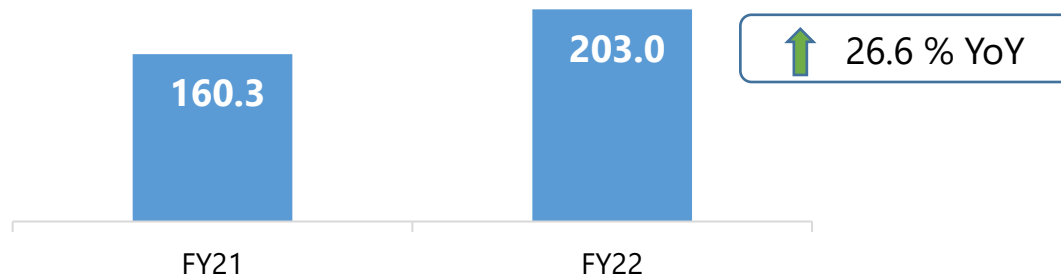
## Revenue in INR. Cr



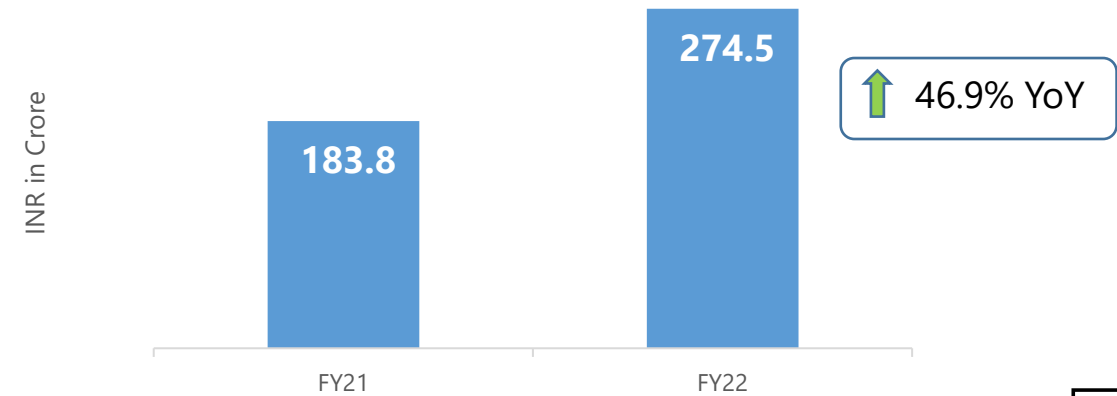
## EBITDA

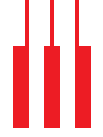


## Revenue in \$ Mn



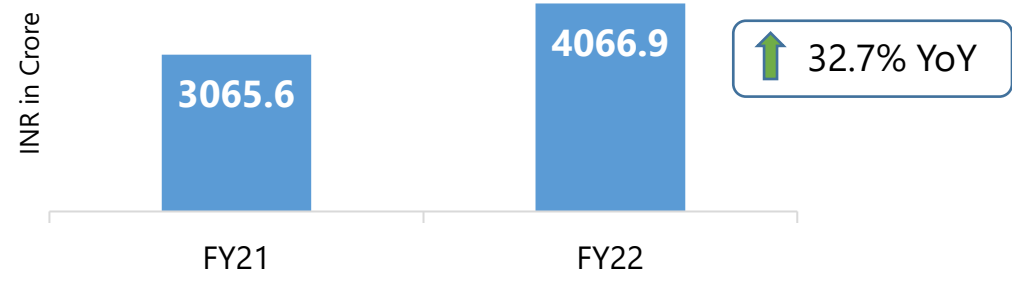
## PAT



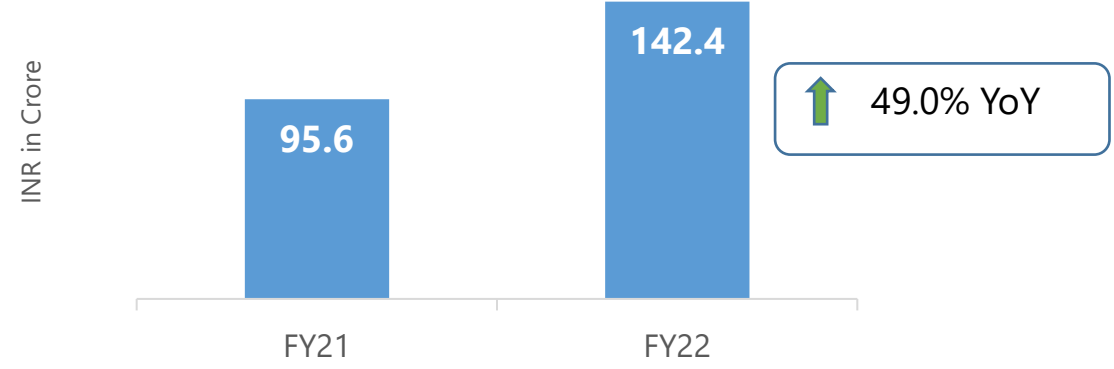


# Financial Performance of India Business – FY22

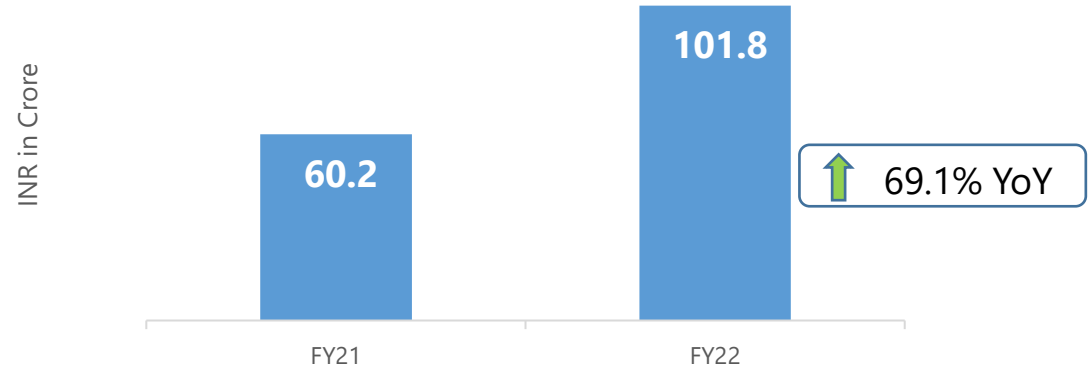
## Revenue



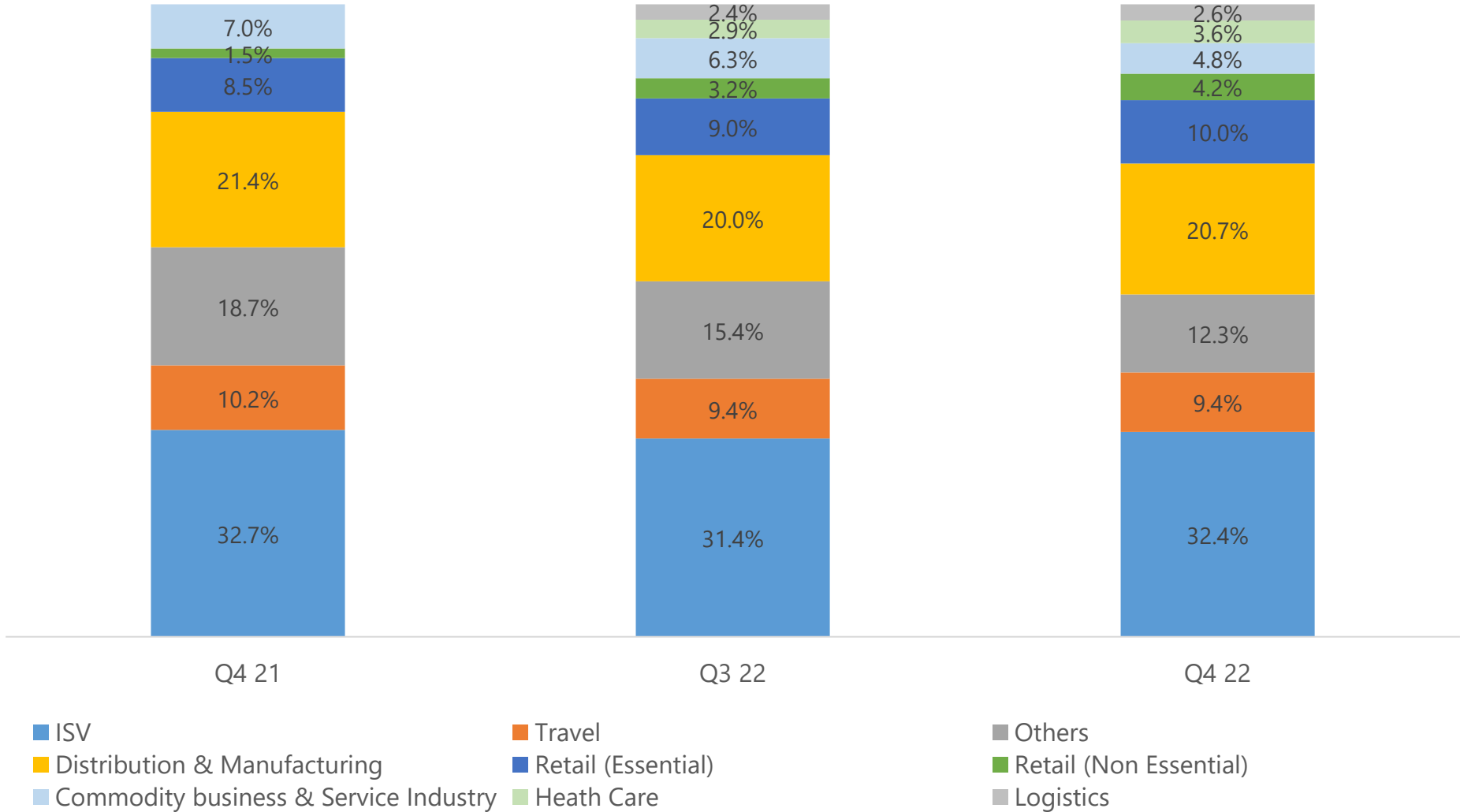
## EBITDA



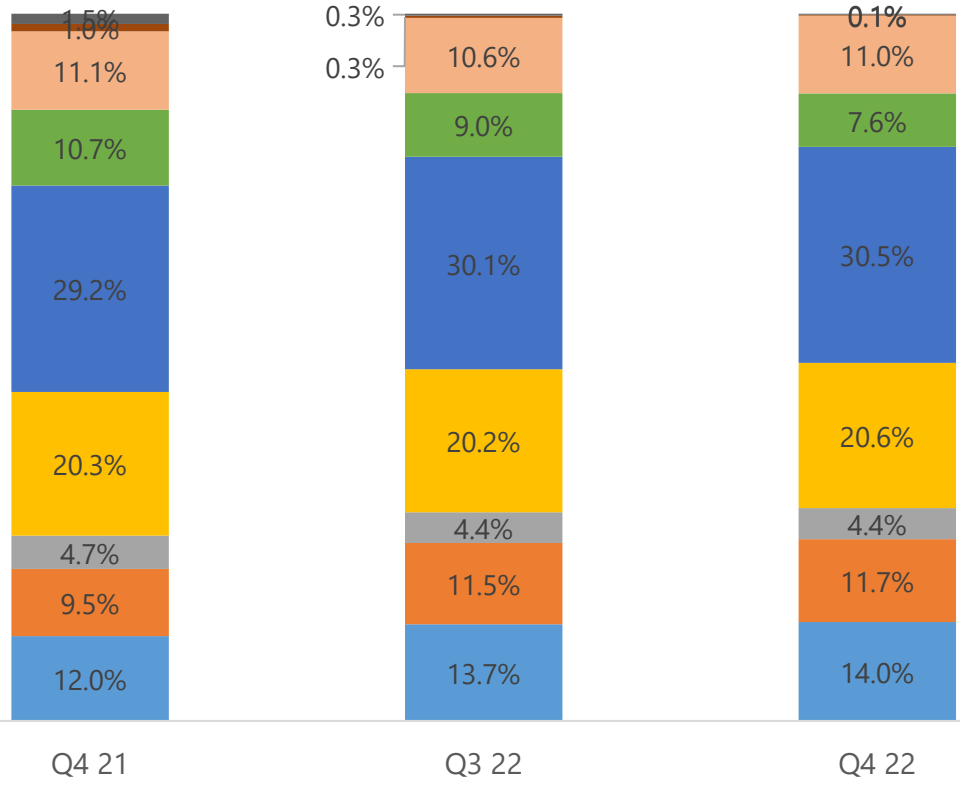
## PAT



# Revenue by Vertical Mix



# Revenue by high end Service Mix



- Data & Analytics
- IMS
- Microsoft Dynamic Services
- Open Source Digital Platform Services
- Other Services
- Managed Cloud Services
- Microsoft Digital Platformation Services
- Modern Validation and Dev Eng Mgmt Ser
- Other ERP Services

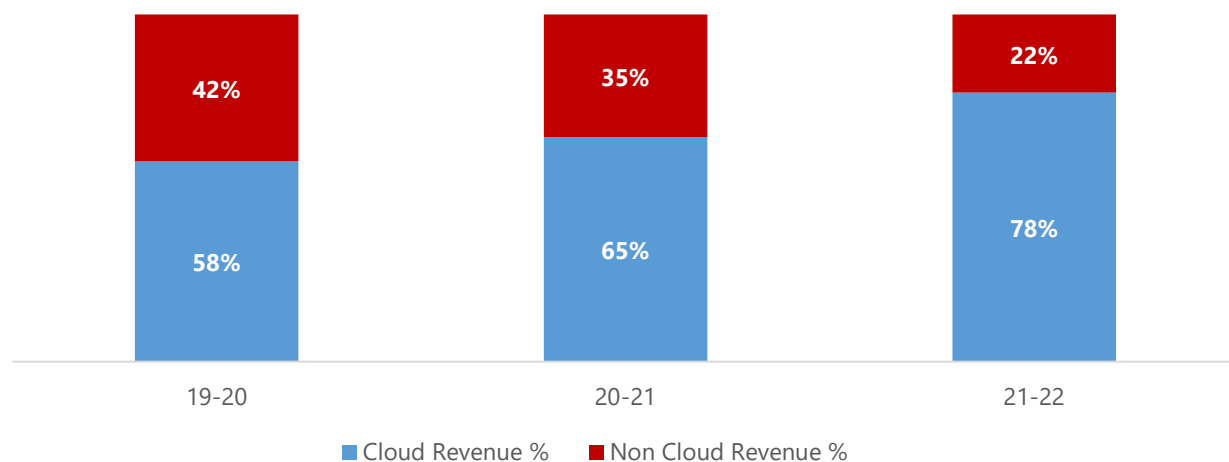
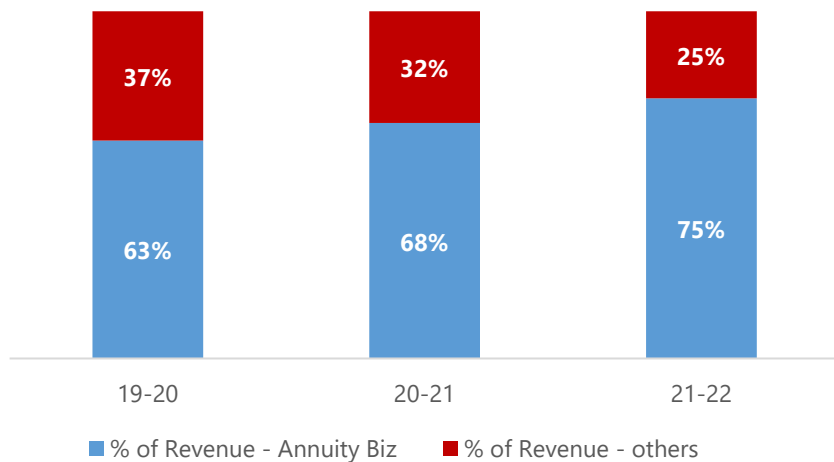
Service Mix	QoQ Trend				
	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
Data & Analytics	7.1%	10.9%	12.0%	12.0%	6.7%
Managed Cloud Services	12.3%	3.4%	22.9%	16.1%	6.0%
IMS	1.8%	-2.8%	11.1%	4.5%	5.5%
Microsoft Digital Platformation Services	9.1%	2.5%	9.5%	7.9%	6.3%
Microsoft Dynamic Services	11.1%	1.9%	11.5%	10.4%	5.8%
Modern Validation and Dev Eng Mgmt Ser	-2.3%	-6.8%	11.8%	-1.8%	-12.3%
Open Source Digital Platform Services	12.2%	6.1%	4.4%	5.5%	7.8%
Other ERP Services	-37.9%	-18.8%	-16.7%	-46.0%	-57.1%
Other Services	-19.1%	-52.0%	-5.0%	-46.0%	-48.5%



# India Business - Revenue

## India Business Revenue (Annuity/Others)

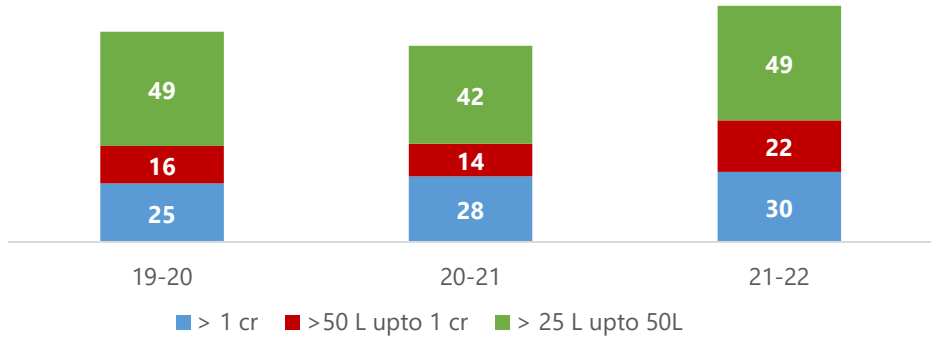
## India Business Revenue (Cloud/Non Cloud)



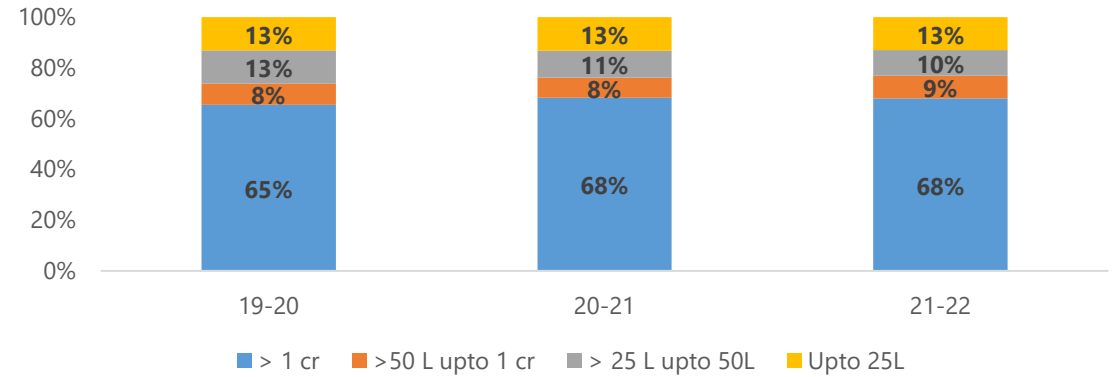
India business major revenue contribution from multi year annuity enterprise sales

# India Business - Gross margin Analysis by customers

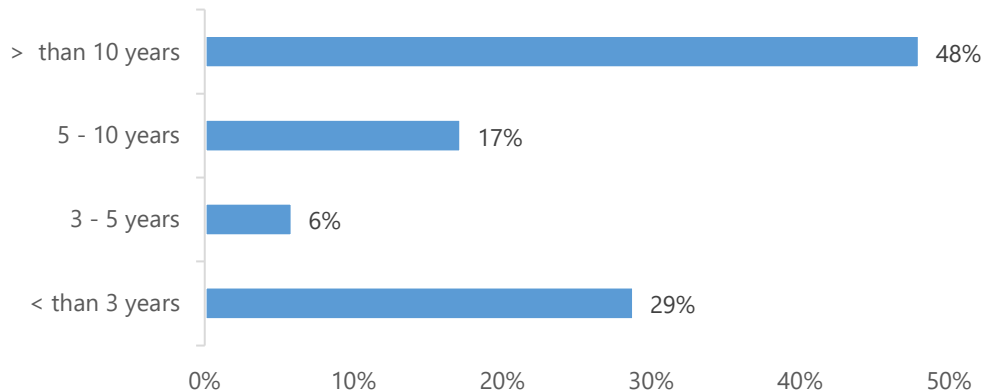
## India Business Customer Count



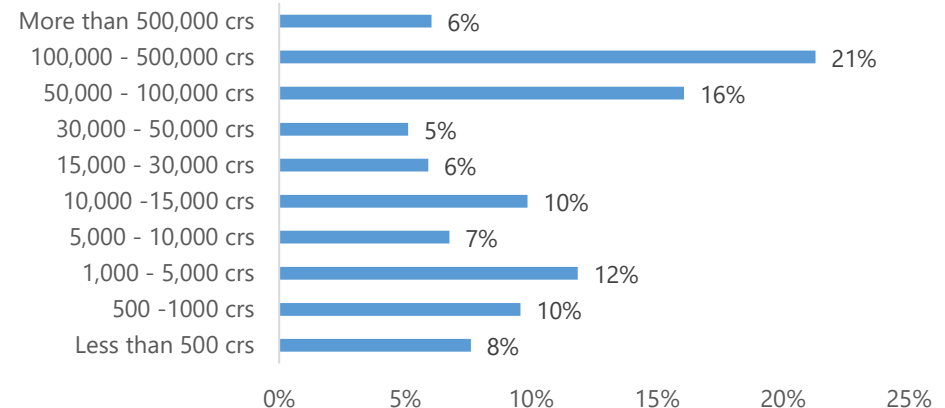
## India Business Customer by GC %



### Gross Margin Analysis in terms of number of years of Association

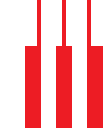


### Gross Margin Analysis in terms of Customer's revenue



Top 52 customers contribute to about 77% of Gross Margin  
 Strong customer retention - 65% of Gross Margin contributed from customers associated for more than 5 years  
 Established customer base - 82% Gross Margin from customers with revenue greater than 1,000 crs





# Focus

Better traction and recognition within alliance

Platformation is mainstream and alliance is mainstream

Investment in sales and pre sales

IP

Better brand as digital partner

M&A

Investment and expansion in India product business

Development Centres in Europe, US, Canada, Ireland and Mexico.

Internal IT and delivery Automation



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# Thank You

