



**ACCELERATING ENTERPRISE DIGITAL TRANSFORMATION THROUGH PLATFORMATION™**

Certain statements in this annual report concerning our future growth prospects are forward-looking, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such statements. We have tried wherever possible to identify such statements by using words such as anticipate, estimate, expect, project, intend, plan, believe and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, our actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



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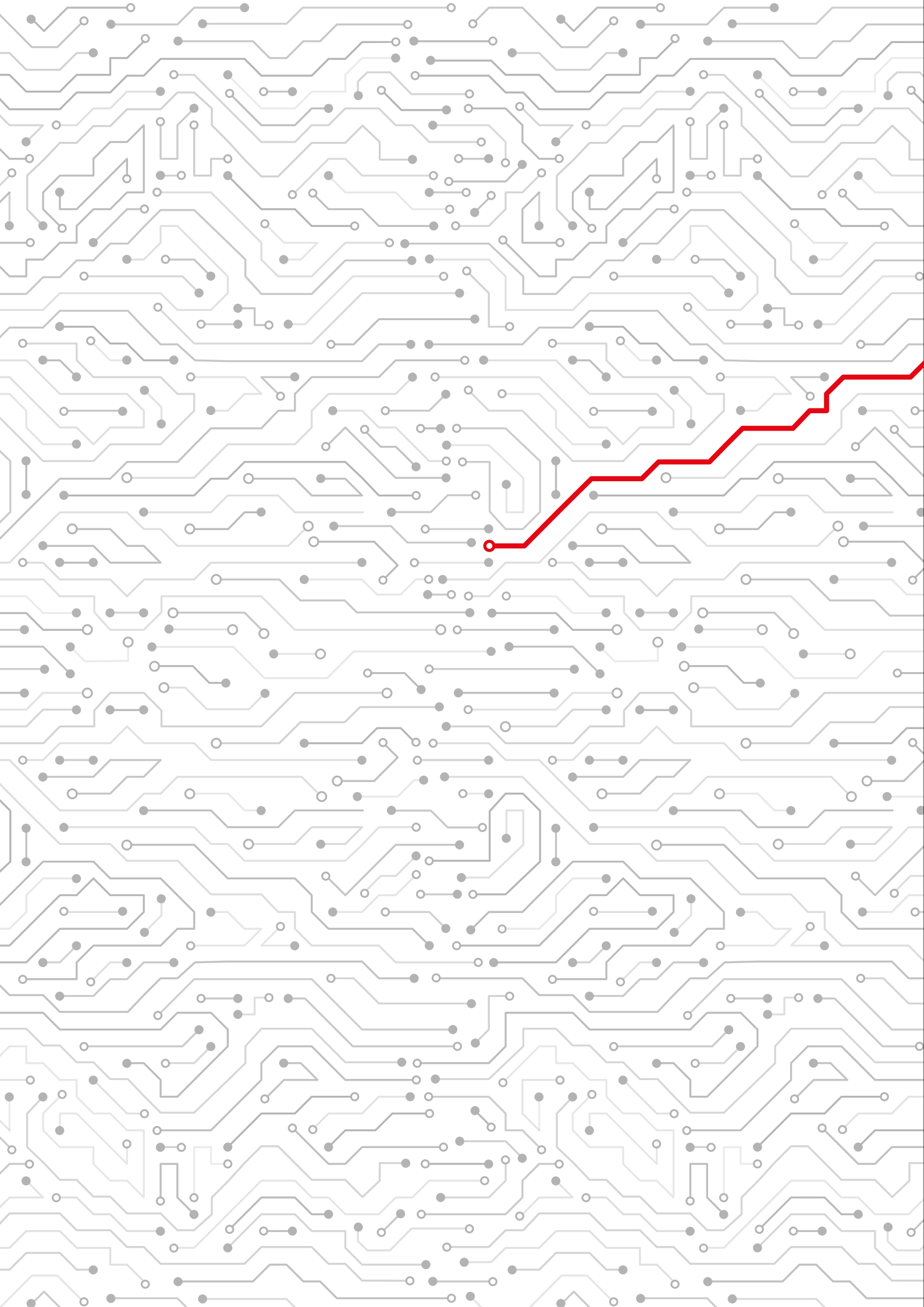
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# Moving enterprises, digitally

The path to innovation in the digital era will be driven by automation, integration, and optimization. At Sonata, we constantly look at digital ways of improving businesses and we have been proactively working towards transforming enterprise solutions.

Our value creation model delivers efficiency through platform based business models – enabling corporations to take the digital leap swiftly.

We have created an ecosystem that will help co-innovate with clients, partners and thought leaders – thanks to our industry ready IPs, deep domain experience, investments and expertise in nextgen technologies.

Today, as we are advancing in the times of Industry 4.0, we are excited to lead the digital transformation journey that will make businesses and lives smarter and more connected than ever before.


# Accelerating Enterprise Digital Transformation through

## Platformation™

We had conceptualized two years ago, Sonata's unique proprietary model of digital transformation of enterprises – Platformation™.

This was based on understanding and applying how successful born digital companies have been able to create extremely scalable and rapidly growing digital businesses.

The ideas which we have adopted for Platformation™ is that firstly one needs to conceptualize a business model that is platform based, then identify how to create open, scalable, connected and intelligent platforms to support these business models. The key is to identify platforms that need to be created to support these business models and conceptualize the digital transformation journey around the creation of these platforms.



# Robust technology framework for designing platform based solutions

What we have also evolved is a 16 point technology framework that needs to be adopted to create these platforms and how technologies like Microservices, Cloud, AI, ML, Platform Engineering can be applied to the creation of these platforms.

Over the period, we have developed unique Platformation™ service realization models, frameworks that ensure that true Platformation™ is realized. Concepts like "MARCHITECTURE" that define market architectures to support platform based business models and achieve Platformation™ end goals have been further enhanced.





SONATA'S INVESTMENT IN  
CREATING AND ACQUIRING  
END TO END DIGITAL PLATFORMS  
ALIGNED TO THE PLATFORMATION  
METHOD AND CREATING CUSTOM  
PLATFORMS HAVE SEEN  
MARKET RESONANCE.

THIS YEAR WE HAVE SEEN  
SIGNIFICANT TRACTION IN  
THE IMPLEMENTATION OF THE  
PLATFORMATION™ AGENDA  
ACROSS BOTH OUR EXISTING  
CLIENTS AND STARTING TO ENGAGE  
WITH NEW CLIENTS.



# Executing Enterprise Digital Mandates

New Platformation™ consulting concepts and models have been evolved like how to create a structured digital agenda to meaningfully execute enterprise digital mandates. We institutionalized a customer digital agenda driven engagement and operating model as part of our customer engagements. Our consulting approach aligns with the customer digital agenda to create platform based business models and packaged digital business processes to create digital platforms. Platformation™ is now anchored around Platformation™ led business consulting, Platformation™ led, technology consulting and Platformation™ aligned services around RPA, Platform Engineering, Data and Analytics, Cloud transformation, depending upon the context and digital platform maturity of the organization. Each of these tracks is supported today with a structured approach, methods, assets, tools, and metrics to measure outcomes.

Our Platformation strategy has been well complemented through our strategic investment and inorganic initiatives. We invested in platform technology companies that bring in unique IP like commodity trading platform and R10x a retail and distribution collaboration platform between consumers, retailers and manufacturers. This has enhanced differentiation, helped create unique value propositions and accelerate enterprise transformation.

Sonata continues to invest in thought leadership through co-funded research with premier academic institutions like Indian Institute of Science (IISc) and IITB, in alignment to our Platformation™ strategy to fostering next-gen business and technology themes.

Overall it's been a significant year in accelerating Sonata's vision of being a leading digital transformation partner through the Platformation™ methodology.

We believe going forward with continued focus on Platformation™ and aligning all our strategies and actions around achieving this goal, will continue to sustain our unique leadership position in helping customers accelerate their enterprise digital transformation through Platformation™. We believe we are well positioned as a strategic partner of choice for our customers to help accelerate their digital agenda and transformation mandates.

# Sonata Footprint Across the Globe

