



Results Release

Q1 FY 2025-26





Birlasoft Q1FY'26 Revenue at \$150.7 Mn, down 1% QoQ EBITDA margin at 12.4%

Cash & cash equivalents up 16% YoY to \$266.6 Mn

New Delhi (India), August 7, 2025: [Birlasoft Ltd](#) [BSE: 532400, [NSE: BSOFT](#)], part of the multibillion-dollar CKA Birla Group, today reported its unaudited consolidated financial results for the first quarter ended June 30, 2025 (Q1 FY26).

Mr. Angan Guha, Chief Executive Officer and Managing Director, Birlasoft, said, "Three of our four verticals — BFSI, Life Sciences & Services, and Energy & Utilities — delivered sequential growth in dollar terms during the quarter. The Manufacturing vertical, which is also our largest, remained sluggish on account of some project closures and ramp downs. While the demand environment remains challenging due to the prevailing macroeconomic conditions, our deal pipeline is robust and we expect an uptick in deal wins as customer decision-making picks up. We have been deploying advanced AI-powered capabilities, including Agentic AI, across multiple existing customer

engagements. Many of the deals that we have been winning in the recent past are also centered on Gen AI. Our focus in the current environment is on execution with an eye on operational efficiency, cashflow generation, and prudent capital allocation."

"Our consolidated revenue during the quarter stood at \$150.7 million. This represents a sequential decline of 1%, due to degrowth in our Manufacturing vertical that outweighed the growth seen across all other verticals. We continue to generate healthy cashflows with cash and cash equivalents rising to \$266.6 million by the end of the quarter, up about 3% QoQ and 16% YoY. We have begun the new financial year with a robust balance sheet. We are also making judicious investments in the business, prioritising initiatives where we anticipate returns in the medium term," said **Ms. Kamini Shah, Chief Financial Officer**, Birlasoft.

Key Financial highlights for Q1 FY26

In INR ₹

- Revenue at ₹ 12,849 M, down 2.4% QoQ
- EBITDA ₹ 1,588 M, EBITDA Margin at 12.4%
- PAT at ₹ 1,064 M translating to basic EPS (not annualized) of ₹3.81
- Adjusted PAT at ₹ 1,226 M translating to basic EPS (not annualized) of ₹4.39
- Cash and cash equivalents rise 3.1% QoQ and 19.4% YoY to ₹ 22,864 M

In USD \$

- Revenue at \$ 150.7 M, down 1.0% QoQ
- EBITDA \$ 18.6 M, EBITDA Margin at 12.4%
- PAT \$ 12.5 M, PAT Margin 8.3%
- Adjusted PAT \$ 14.4 M, Adjusted PAT Margin 9.5%

Note: Adjusted PAT is after excluding one-time incremental tax for FY26



Other operating highlights

- Revenue performance during Q1FY26 was led by E&U, LSS and BFSI among verticals and by Digital & Data among service lines.
 - **E&U up 1.9%, Lifesciences & Services (LSS) up 1.4% and BFSI up 0.3% QoQ** in dollar terms, while Manufacturing registered a sequential decline among verticals.
 - **Digital & Data up 2.6% QoQ.**
 - Revenue contribution from Top 5, Top 10 and Top 20 customers increased QoQ.
- Signed deals of **TCV \$ 141 M** during the quarter with new deal wins TCV of \$ 76 M and renewals of \$ 65 M.
- Active Client Count at **247** in Q1FY26 (compared to 254 in Q4FY25 and 258 in Q1FY25).
- **Cash & Cash equivalents rise to \$ 266.6 M** by end of Q1FY26 versus \$ 259.5 M at end of Q4FY25. In rupee terms, cash and cash equivalents increased to **₹ 22,864 M** at the end of Q1FY26 from ₹ 22,177 M at the end of the preceding quarter.
- Q1FY26 **DSO at 58 days** versus 54 days in Q4FY25.
- Workforce strength stood at **11,834** as on 30th June 2025 and attrition was **13.3%** during Q1FY26.

Key deal wins for the quarter...

- Secured a landmark enterprise-wide Quality Engineering transformation program with a global technology leader, integrating Agentic AI-driven automation to replace fragmented vendor operations with a unified, SLA-driven testing model spanning 80+ applications across all business domains.
- Partnered with a leading Energy industry player in the US to deliver cutting-edge agentic AI use cases within the manufacturing supply chain, accelerating intelligent automation and operational resilience.
- Secured a strategic engagement with a Fortune 500 manufacturing leader to drive ERP standardization across global operations, reinforcing our commitment to digital transformation at scale.

...Key deal wins for the quarter

- Selected as the cloud and infrastructure managed services partner for a recently spun-off entity from a global building materials and solutions company, specifically for their North America operations.
- Won a deal with a P&C Specialty Insurance major to deliver Integration work for their new Rating systems and Underwriting Workbench.
- In the Insurance segment, initiated a new project on modernizing the reinsurance platform for a Reinsurance S&P 500 customer.
- Signed a PLM engagement with one of the largest global technology companies that specializes in developing graphics processing units (GPUs) and system-on-a-chip units (SoCs) for gaming, professional visualization, data centers, and automotive markets.

Awards & Recognitions

- Birlasoft recognized as an 'Innovator' in Avasant's SAP SuccessFactors Services 2025 RadarView™
- Birlasoft recognized as an 'Innovator' in Avasant's Manufacturing Digital Services 2025 RadarView™
- Birlasoft recognized as 'Product Challenger' in ISG's 'Automotive and Mobility Services and Solutions 2025' ISG Provider Lens™ Study
- Birlasoft recognized as 'Product Challenger' in ISG's 'Private/Hybrid Cloud – Data Center Services 2025' ISG Provider Lens™ Study
- Birlasoft recognized as 'Product Challenger' in ISG's 'Snowflake Ecosystem Partners – 2025' ISG Provider Lens™ Study
- Birlasoft honored with the Sustainable Initiative of the Year award at the 5th Sustainability Summit, recognizing its continued commitment to environmental and social responsibility.
- Birlasoft ranked among the Top 10 Investor Relations Professionals in the Technology – IT Services & Software category in the Extel (formerly Institutional Investor Research) 2025 Asia Executive Team Rankings. Additionally, Birlasoft was recognized among the Top 3 in the Rest of Asia (ex-Mainland China) segment.



About Birlasoft

Birlasoft is a global technology company enabling “next-generation” digital transformation through expertise in Cloud, AI, Data, and enterprise solutions. Combining industry proficiency with advanced digital capabilities, it helps businesses accelerate change with speed, scale, and purpose, delivering “future-ready” solutions that enhance agility, resilience, and customer experience.

Part of the CKA Birla Group and led by Chairman Mrs. Amita Birla, Birlasoft’s nearly 12,000 professionals drive innovation while building a diverse, inclusive, and learning-oriented culture. With a strong focus on sustainability and long-term value creation, Birlasoft transforms enterprises and communities, earning its reputation as a trusted partner and one of the best places to work.

Explore the innovation at www.birlasoft.com.

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About The CKA Birla Group

The CKA Birla Group, is an Indian multinational conglomerate with a multibillion-dollar revenue. With over 35,000 employees, the group operates more than 50 manufacturing facilities across India and the world, with a presence in diverse sectors including technology, automotive, home and building and healthcare.

The CKA Birla Group continuously adapts to stay ahead in a changing world. By harnessing technology and investing in people and digital transformation, the Group consistently remains agile and delivers profitable growth. Viewing value creation through a global lens, our companies operate without borders.

The CKA Birla Group companies include Birlasoft, GMMCO, National Engineering Industries (manufacturer of NBC Bearings), BirlaNu (formerly HIL), Orient Electric, CK Birla Healthcare (CK Birla Hospitals and Birla Fertility & IVF), Orient Paper, AVTEC and Neosym.

Our companies share a common purpose of serving customers, partners and communities to create long term value through trust-based relationships.

Our commitment to our community

The CKA Birla Group is also known for its deep-rooted commitment to community with institutions like BIT Mesra, Modern High Schools, BM Birla Science Centre, and The CMRI Trust Hospitals, serving millions and nurturing generations of talent.



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