CKA Birla Group

birlasoft

Results Release

Q2 FY 2025-26

Birlasoft Q2FY'26 Revenue up 3.4% QoQ to ₹13,289 Mn
EBITDA up 34.3% QoQ at ₹2,133 Mn, EBITDA margin expands to 16.0%

DSO improves to 55 days, Cash & cash equivalents up 26% YoY at ₹23,434 Mn
Board recommends interim dividend of ₹2.50 per share

New York and Pune, November 6, 2025: Birlasoft Ltd [BSE: 532400, NSE: BSOFT], part of the multibillion-dollar CKA Birla Group, today reported its unaudited consolidated financial results for the second quarter ended September 30, 2025 (Q2 FY26).

Mr. Angan Guha, Chief Executive Officer and Managing Director, Birlasoft, said, *"We have delivered a healthy operating quarter in the face of a macro-environment that remains challenging. Our performance during the quarter under review also reflects our ability to drive operational efficiencies and generate strong cash flows. We continue to make investments aimed at enhancing our capabilities and are leveraging advanced AI-led capabilities, including Agentic AI, across multiple engagements. Our pipeline remains robust and we expect an upswing in deal wins as customer decision-making picks up."*

"Our revenue grew 3.4% quarter-on-quarter to Rs 13,289 million. This was enabled by growth in our BFSI and Lifesciences & Services verticals, that offset some weakness in our Manufacturing vertical. EBITDA margin expanded from 12.4% in the preceding quarter to 16.0% in Q2 FY26. This was a result of improved operational efficiencies, exchange rate tailwinds, and some one-offs. We also maintained our robust track record of collections and cashflow generation, with cash and cash equivalents rising to ₹23,434 million by the end of the quarter, up about 3% QoQ and 26% YoY. Our focus continues to be on prioritising operational efficiency, cashflow generation, and prudent capital allocation," said **Mr. Chandrasekar Thyagarajan, Chief Financial Officer,** Birlasoft.

Key Financial highlights for Q2 FY26

In INR ₹

- Revenue at ₹ 13,289 M, up 3.4% QoQ
- EBITDA ₹ 2,133 M, EBITDA Margin at 16.0%
- PAT at ₹ 1,161 M translating to basic EPS (not annualized) of ₹4.16
- Adjusted PAT at ₹ 1,477 M translating to basic EPS (not annualized) of ₹5.28
- Cash and cash equivalents rise 2.5% QoQ and 26.1% YoY to ₹ 23,434 M

In USD $

- Revenue at $ 150.7 M, up 0.1% QoQ
- EBITDA $ 24.2 M, EBITDA Margin at 16.0%
- PAT $ 13.2 M, PAT Margin 8.7%
- Adjusted PAT $ 16.7 M, Adjusted PAT Margin 11.1%

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

Other operating highlights

- Revenue performance during Q2FY26 was led by LSS and BFSI among verticals and by Infra among service lines.
  - **Lifesciences & Services (LSS) up 6.4% and BFSI up 1.8% QoQ** in dollar terms, while Manufacturing registered a sequential decline among verticals.
  - **Infra up 11.2% QoQ**.
  - Revenue contribution from Top 5, Top 10 and Top 20 customers increased QoQ.
- Signed deals of **TCV $ 107 M** during the quarter with new deal wins TCV of $ 40 M and renewals of $ 67 M.
- Active Client Count at **239** in Q2FY26 (compared to 247 in Q1FY26 and 261 in Q2FY25), reflecting some tail account rationalisation during Q2FY26.
- **Cash & Cash equivalents stood at $ 263.9 M** by the end of Q2FY26 versus $ 266.6 M at the end of Q1FY26, reflecting final dividend payout during the quarter under review. In rupee terms, cash and cash equivalents increased to **₹ 23,434 M** at the end of Q2FY26 from ₹ 22,864 M at the end of the Q1FY26.
- Q2FY26 **DSO improved to 55 days** from 58 days in Q1FY26.
- Workforce strength stood at **11,892** as on 30th September 2025 and attrition was **13.3%** during Q2FY26.
- During Q2FY26, the company achieved **AWS DevOps Competency** status which differentiates Birlasoft as an AWS Partner with deep expertise and a proven track record in delivering DevOps solutions that help enterprises accelerate application delivery, automate operations, and enhance agility with built-in security and scalability.
- Birlasoft has **inducted Mr. Komal Jain**, a seasoned IT services industry professional, **as CEO—Americas**. In this role, he will lead the company's business across the United States, Canada, and Latin America, with a focus on accelerating growth and strengthening client partnerships. He will also shape the company's innovation agenda and drive strategic investments to further enhance its market leadership.

Key deal wins for the quarter

- Signed a deal with one of the largest agricultural and construction equipment manufacturing companies for their AI-driven supply chain transformation initiative focusing on optimizing warehouse picking operation by integrating AI software with SAP Extended Warehouse Management.
- Won a strategic deal on configuration management of a large Payments, Cards & Banking client's core banking platform, replacing a global Tier-1 firm as the incumbent partner.
- Won a legacy ERP transformation project for a new multi-billion dollar global manufacturing client based in North America, demonstrating Birlasoft's strong credentials in the Global ERP Transformation space.
- Signed a 5-year strategic partnership deal with a global player in the Communication/Tech sector to deliver a cutting-edge AI-enabled hyper automation solution to enhance their global application and infrastructure services.
- In the Insurance sector, acquired a new P&C commercial and speciality global client for modernizing and streamlining their finance operations across their global entities.
- Secured a multi-million-dollar engagement with a Fortune 500 industrial manufacturing company to develop Agentic AI-powered solutions that automate ERP conversions.

Awards & Recognitions

- Birlasoft recognized as 'Leader' in Generative AI Services 2025 ISG Provider Lens® Study - Global
- Birlasoft recognized as 'Leader' in AI-driven ADM Services 2025 ISG Provider Lens™ Study
- Birlasoft recognized as 'Product Challenger' in Agentic AI Services 2025 ISG Provider Lens® Study – Global
- Birlasoft's talent transformation platform, SkillFolio, honored as the Winner in the 'Technology at Workplace' Category at the FICCI National HR Innovation Awards 2025
- Birlasoft recognized as 'Major Contender' in Everest Group's Cloud Services for Mid-Market Enterprises PEAK Matrix® Assessment 2025

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.
Connect with Birlasoft: Read our News and Blogs
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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.

For further information please contact:

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