



Results Release

Q3 FY 2025-26





Birlasoft Q3FY'26 Revenue up 1.4% QoQ to ₹13,475 Mn

EBITDA margin expands to 18.2%

On a constant currency basis, Q3FY'26 Revenue up 0.3% QoQ

Deals TCV up 89% QoQ to \$202 Mn led by strong order-booking

Sustained robust collections drive cash & cash equivalents up 6% QoQ and 21% YoY to ₹24,914 Mn

New Delhi, January 28, 2026: [Birlasoft Ltd](#) [BSE: 532400, [NSE: BSOFT](#)], part of the multibillion-dollar CKA Birla Group, today reported its unaudited consolidated financial results for the third quarter ended December 31, 2025 (Q3 FY26).

Mr. Angan Guha, Chief Executive Officer and Managing Director, Birlasoft, said, *"Our performance reflects our ability to secure orders, drive operating efficiencies, and generate strong cash flows in a seasonally weak quarter. Deal signings of \$202 million TCV during the quarter have been the best so far in the current financial year, with new engagements constituting 46% of the total wins. Many of these deals were won on the back of our domain expertise and AI-led capabilities. We continue to make the investments necessary to build a differentiated value proposition."*

"Our revenue during the quarter grew 1.4% quarter-on-quarter to ₹13,475 million, demonstrating resilience in the face of furloughs and continued macro-economic uncertainty. Our concerted efforts over the past few months to enhance our quality of revenues and optimize our cost structure continue to deliver results, with EBITDA margin expanding from 16.0% in Q2FY26 to 18.2% in Q3 FY26. This is the second consecutive quarter of strong margin expansion, led by operating efficiencies, and aided by exchange rate tailwinds and some one-offs. Our cashflow generation continues to be robust, with the highest quarterly collection during the current fiscal, resulting in cash and cash equivalents increasing by 6% QoQ and 21% YoY to ₹24,914 million," said **Mr. Chandrasekar Thyagarajan, Chief Financial Officer**, Birlasoft.

Key Financial highlights for Q3 FY26

In INR ₹

- Revenue at ₹ 13,475 M, up 1.4% QoQ
- EBITDA ₹ 2,448 M, EBITDA Margin at 18.2%
- PAT at ₹ 1,199 M translating to basic EPS (not annualized) of ₹4.28
- Adjusted PAT at ₹ 1,802 M translating to basic EPS (not annualized) of ₹6.44
- Cash and cash equivalents rise 6.3% QoQ and 21.2% YoY to ₹ 24,914 M

In USD \$

- Revenue at \$ 150.8 M, up 0.1% QoQ
- In constant currency terms, revenue up 0.3% QoQ
- EBITDA \$ 27.4 M, EBITDA Margin at 18.2%
- PAT \$ 13.4 M, PAT Margin at 8.9%
- Adjusted PAT \$ 20.2 M, Adjusted PAT Margin at 13.4%

Note: Adjusted PAT is after excluding impact of labour code changes and one-time incremental tax for FY26



Other operating highlights

- Revenue performance during Q3FY26 was led by Manufacturing among verticals and by Infra and ERP among service lines.
 - **Manufacturing up 3.4% QoQ** in dollar terms, while the other verticals registered a sequential decline.
 - **Infra up 9.9% QoQ** and **ERP up 1.9% QoQ**.
 - Revenue contribution from Top 5, Top 10 and Top 20 customers increased QoQ.
- Signed deals of **TCV \$ 202 M** during the quarter with new deal wins TCV of \$ 94 M and renewals of \$ 108 M.
- Active Client Count at **232** in Q3FY26 (compared to 239 in Q2FY26 and 265 in Q3FY25), reflecting some tail account rationalisation.
- **Cash & Cash equivalents stood at \$ 277.2 M** by the end of Q3FY26 versus \$ 263.9 M at the end of Q2FY26. In rupee terms, cash and cash equivalents increased from ₹ 23,434 M at the end of the Q2FY26 to **₹ 24,914 M** at the end of Q3FY26.
- Q3FY26 **DSO improved to 54 days** from 55 days in Q2FY26.
- Workforce strength stood at **11,645** as on 31st December 2025 and attrition was **13.1%** during Q3FY26.

Key deal wins for the quarter...

- Won a strategic engagement with a leading Payments & Cards client in the BFSI vertical to build Conversational AI and agentic capabilities for its eGRC platform, including an executive conversation layer enabling senior leadership to seamlessly track, monitor, and manage complex enterprise GRC functions.
- Secured a multi-million-dollar deal with one of the largest US P&C insurers for Data Transformations and Data Integration Services.
- Signed a large extension win of business with a global commercial & specialty insurance carrier.

...Key deal wins for the quarter

- Secured a multi-year engagement to design, build, and deploy AI agents across a customer's business ecosystem in the Manufacturing vertical, encompassing end-to-end business analysis and the development of scalable, packaged AI solutions.
- Signed a large scale multi-million-dollar renewal for infrastructure managed services engagement with a leading Oilfield Services provider in the ENU vertical, integrating automation and AI-driven operations to enhance service efficiency and resilience.

Awards & Recognitions

- Birlasoft recognized as "Star Performer" and "Major Contender" in "Everest Group's Banking IT Services PEAK Matrix® Assessment 2025"
- Birlasoft recognized as "Major Contender" in "Everest Group's Payments IT Services PEAK Matrix® Assessment 2025"
- Birlasoft recognized as "Leader" in "Manufacturing Industry Services and Solutions 2025 – Mid-Tier and Specialist IT Firms ISG Provider Lens® Study - Global"
- Birlasoft recognized as "Leader" in "Oil and Gas Industry 2025 ISG Provider Lens® Study - Americas"
- Birlasoft recognized as "Product Challenger" and "Market Challenger" in "Medical Device Digital Services 2025 ISG Provider Lens™ Study"
- Birlasoft positioned in "Horizon 2" in "HFS Horizons: Legacy Application Modernization Services, 2025"
- Birlasoft positioned in "Horizon 2" in "HFS Horizons: Life Sciences Services Providers, 2025"
- Birlasoft recognized as "Disruptor" in "Digital Workplace Services 2025-26 RadarView™" by Avasant
- Birlasoft ranked 40th in the DEI 100 - India's first Diversity, Equity and Inclusion Index, reflecting its progress in advancing inclusion.
- Birlasoft is one of India's Top 50 Best Workplaces™ in IT & IT-BPM 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

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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:

Media	Tanushree Mahanty +91 9899195348 tanushreem1@birlasoft.com
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Media	Swati Verma +91 99996 90904 swati.verma@genesis-bcw.com
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