



# Results Release

Q4 & FY 2024-25



# Birlasoft FY'25 Revenue up 2% YoY to ₹ 53,752 Mn



**Q4FY'25 Revenue at ₹ 13,169 Mn, EBITDA margin expands QoQ to 13.2%, PAT Up 4.4% QoQ**

**Deals TCV up 4% QoQ at \$236 Mn, new deal signings in Q4FY'25 up 75% QoQ**

**Cash & cash equivalents up 27.1% YoY at ₹ 22,177 Mn led by sustained strong collections**

**Board recommends final dividend of ₹ 4 per share**

**New Delhi (India), May 28, 2025:** Birlasoft, a leading IT services and solutions provider, today reported its audited consolidated financial results for the fourth quarter and year ended March 31, 2025. Birlasoft is part of the multibillion-dollar CKA Birla Group.

**Mr. Angan Guha, Chief Executive Officer and Managing Director**, Birlasoft, said, *"We are pleased to report a steady year in the face of a soft demand environment owing to sustained macro-economic challenges, with revenue during FY2025 growing 1.8% over the preceding year. We continue to generate consistently strong cashflows. We also saw a noticeable uptick in our deal wins during the second-half of the year under review, with a sequential increase in TCV of deals won during the quarter under review to \$236 million led by higher new deals, demonstrating the strength of our pipeline and our ability to pursue deal closures. While our near-term outlook is likely to reflect the impact of shifts in customer priorities, we continue to*

*invest in our capabilities such as Generative AI where we have been early adopters."*

*"Our consolidated revenue during FY'25 have grown 1.8% over the preceding year to Rs 53,752 million. Our EBITDA margin performance for the year reflects the investments we have been making in our business as well as higher furloughs, consolidation deals, and growth in the Infra business. For the quarter under review, revenue stood at \$152.2 million and EBITDA margin expanded 119 basis points sequentially to 13.2%. Cash flow from operations during the year and the quarter were 88.3% and 88.1%, respectively, of EBITDA led by sustained focus on collections. We have ended the year with a robust balance sheet and believe that we are well-positioned to successfully navigate through the prevalent macroeconomic environment," said **Ms. Kamini Shah, Chief Financial Officer**, Birlasoft.*

## Key Financial highlights for Q4 & FY25

### Q4 FY25

- Revenue:
  - ₹ 13,169 M, down 3.4% QoQ and YoY respectively
  - \$152.2 M, down 5.4% QoQ and down 7.2% YoY
  - In constant currency terms, revenue down 5.3% QoQ
- EBITDA margin at 13.2%, PAT up 4.4% QoQ at ₹ 1,221 M
- Cash and cash equivalents increase 27.1% YoY to ₹22,177 M

### Full year FY25

- Revenue:
  - ₹ 53,752 M, up 1.8% YoY
  - \$635.4 M, down 0.3% YoY
  - In constant currency terms, revenue down 0.1% YoY
- EBITDA margin at 13.0%, PAT at ₹ 5,168 M translating to basic EPS of ₹18.64



## Other operating highlights

- Revenue performance during Q4FY25 was led by E&U among verticals and by Infrastructure among service lines.
  - **E&U up 1.8% QoQ** while the others registered a sequential decline among verticals.
  - **Infrastructure up 4.1% QoQ.**
  - Revenue contribution from Top 5 and Top 20 customers remained stable QoQ.
- Signed deals of TCV \$ 236 M during the quarter, **up 4% QoQ**, with new deal wins TCV of \$ 112 M and renewals of \$ 124 M.
- Active Client Count at 254 in Q4FY25 (compared to 265 in Q3FY25 and 259 in Q4FY24), reflecting some rationalisation of the 'tail'.
- **Cash & Cash equivalents rise to \$259.5 M** by end of Q4FY25 versus \$240.1 M at end of Q3FY25. In rupee terms, cash and cash equivalents increased to ₹22,177 M at the end of Q4FY25 from ₹20,552 M at the end of the preceding quarter.
- Q4FY25 **DSO at 54 days** versus 53 days in Q3FY25.
- Workforce strength stood at 11,930 as on 31<sup>st</sup> March 2025 and attrition was 12.8% during Q4FY25.

## Key deal wins for the quarter...

- Secured a large multi-year deal in Europe with a new customer, a global communications major, where Birlasoft will deploy advanced AI-powered capabilities, including Agentic AI and Intelligent Diagnostics AI, to deliver a next-gen IT service model designed to transform the customer's global technology operations through the integration of AI-driven innovation across the Americas, EMEA, and APAC regions.
- Partnered with a large global agricultural machinery company to support their North America operations SAP environment over a multi-year contract.
- Engaged with a new leading upstream services company in the E&U vertical to perform end to end IT Infrastructure and Systems separation and enable IT operations.

## ...Key deal wins for the quarter

- Strengthening our wealth management portfolio within the BFSI vertical, became an exclusive vendor partner for a leading asset management group to provide services across Application, Infrastructure, and Data.
- Partnered with a US based industrial services company that provides a wide range of services to industries like chemical, refining, power generation, and agriculture for their green field Oracle Cloud ERP implementation.
- Won a multi-year ERP and Cloud Infrastructure maintenance and support contract for a global petrochemical trading company.

## Awards & Recognitions

- Birlasoft recognized as 'Star Performer' and a 'Major Contender' in the Everest Group Capital Markets IT Services PEAK Matrix® Assessment
- Birlasoft recognized as 'Leader' in the 'SAP Ecosystem Partners 2025 ISG Provider Lens™ Study' - APAC, Germany, U.S.
- Birlasoft identified as 'Innovator' in the Avasant High-Tech Industry Digital Services 2024-2025 RadarView™
- Birlasoft identified as 'Disruptor' in the Avasant Life Sciences Digital Services 2025 RadarView™
- Birlasoft recognized as 'Market Challenger' and 'Product Challenger' in the 'Digital Engineering Services 2025 ISG Provider Lens™ Study' - Europe, U.S.
- Birlasoft identified as 'Challenger' in the Avasant's Oracle Cloud ERP Services 2024-2025 RadarView™
- Birlasoft identified as 'Rising Star' and 'Major Contender' in the Everest group's SAP Business Application Services PEAK Matrix® Assessment 2025.
- Birlasoft positioned in 'Horizon 2' as an 'Enterprise Innovator' in the HFS Generative Enterprise Services 2025 Horizons Report
- Birlasoft achieved the Advanced Specialization in Microsoft Low Code Application Development
- Birlasoft has achieved Oracle Cloud Solutions Provider Expertise
- Birlasoft recognized as one of India's Top 50 Best Workplaces in IT & IT-BPM 2024 by Great Place to Work®
- Birlasoft recognized as a Great Place to Work for the fourth consecutive year.



### **About Birlasoft**

Birlasoft, a global leader at the forefront of Cloud, AI, and Digital technologies, seamlessly blends domain expertise with enterprise solutions. The company's consultative and design-thinking approach empowers societies worldwide, enhancing the efficiency and productivity of businesses. Under the visionary leadership of Chairman Mrs. Amita Birla, Birlasoft, comprising about 12,000 professionals, is committed to driving digital transformation. With superior experience in chosen verticals, the company delivers cutting-edge technology solutions, shaping sustainable communities. Explore the innovation at [www.birlasoft.com](http://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:

	<b>Abhinandan Singh</b>
<b>Investors / Analysts</b>	+91 9820293450 abhinandan.singh@birlasoft.com

	<b>Tanushree Mahanty</b>
<b>Media</b>	+91 9899195348 tanushreem1@birlasoft.com