



Results Release

Q4 FY 2025-26





Birlasoft Q4FY'26 Revenue up 2.4% YoY to ₹13,486 Mn

EBITDA margin expands to 18.5%

PAT for the quarter up 44.1% YoY to ₹1,759 Mn

Cash & cash equivalents up 6% QoQ and 19% YoY to ₹26,373 Mn

Board recommends final dividend of ₹ 4 per share

New Delhi, May 6, 2026: [Birlasoft Ltd](#) [BSE: 532400, [NSE: BSOFT](#)], part of the multibillion-dollar CKA Birla Group, today reported its audited consolidated financial results for the fourth quarter and year ended March 31, 2026 (Q4 & FY26).

Mr. Angan Guha, Chief Executive Officer and Managing Director, Birlasoft, said, "Our performance during the quarter and year under review reflects a soft demand environment due to sustained macro-economic headwinds as well as shifts in customer priorities. In that backdrop, we have remained focused on strengthening our AI-led capabilities and domain expertise, while also driving operational efficiencies. There has been an uptick in our deal wins during the second-half of the year, with several marquee AI-led engagements, and a noticeable expansion in our operating margin. We continue to invest in our business and our people, and are in the process of substantially augmenting

our sales team as we look to building our order book in the new financial year."

"We recorded a growth of 2.4% year-on-year and 0.1% quarter-on-quarter in our consolidated revenue during Q4 FY26 to ₹13,486 million. Our EBITDA margin expanded to 18.5% during the quarter, making it the third consecutive quarter of margin expansion, on the back of better operating efficiencies and exchange rate tailwinds. As a result, we have reported a 44.1% increase YoY and 46.7% increase QoQ in our post-tax profits during Q4 FY26 to ₹1,759 million. We continue to generate healthy cashflows with cash and cash equivalents rising to ₹26,373 million by the end of the quarter, up about 6% QoQ and 19% YoY, enabling us to enter the new financial year with a robust balance sheet," said **Mr. Chandrasekar Thyagarajan, Chief Financial Officer**, Birlasoft.

Key Financial highlights for Q4 FY26

In INR ₹

- Revenue at ₹ 13,486 M, up 0.1% QoQ
- EBITDA ₹ 2,492 M, EBITDA Margin at 18.5%
- PAT at ₹ 1,759 M translating to basic EPS (not annualized) of ₹6.27
- Adjusted PAT at ₹ 2,019 M translating to basic EPS (not annualized) of ₹7.45
- Cash and cash equivalents rise 5.9% QoQ and 18.9% YoY to ₹ 26,373 M

In USD \$

- Revenue at \$ 145.3 M, down 3.7% QoQ
- In constant currency terms, revenue down 3.7% QoQ
- EBITDA \$ 26.8 M, EBITDA Margin at 18.5%
- PAT \$ 19.0 M, PAT Margin at 13.0%
- Adjusted PAT \$ 22.5 M, Adjusted PAT Margin at 15.5%

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



Other operating highlights

- During Q4FY26, the Energy & Utilities vertical (up 1.8% QoQ in dollar terms) delivered a sequential growth while the other verticals registered a decline.
- Revenue contribution from Top 5, Top 10 and Top 20 customers increased QoQ to 42.1%, 55.1%, and 67.0%, respectively.
- **Deals worth \$208 M TCV were signed** during the quarter, up 3% QoQ from \$ 202 M in the sequentially preceding quarter.
- Active client count at **221** at the end of Q4FY26 (compared to 232 at the end of Q3FY26 and 254 at the end of Q4FY25), reflects continued tail account rationalisation.
- **Cash & cash equivalents stood at \$ 278.1 M** by the end of Q4FY26 versus \$ 277.2 M at the end of Q2FY26. In rupee terms, cash and cash equivalents increased to **₹ 26,373 M** at the end of Q4FY26 from ₹ 24,914 M at the end of Q3FY26.
- Q4FY26 **DSO days stood at 62 days**. Adjusting for additional collections that spilled over to April 3rd 2026, DSO would have been 55 days.
- Workforce strength stood at **11,363** as on 31st March 2026 and attrition was **13.0%** during Q4FY26.
- Birlasoft has inducted Vikram Puranik, a seasoned and customer-centric technology leader with over 25 years of experience in building and scaling AI-first engineering organizations, as its Chief Operating Officer (COO). He will focus on strengthening Birlasoft's global delivery and innovation agenda and driving operational excellence.

Key deal wins for the quarter...

- Secured a strategic transformation engagement with a leading Payments & Cards client to modernize and rebuild its payments ecosystem, enabling scalable, real-time processing, enhanced resilience, and a future-ready architecture to support evolving digital and regulatory demands.
- Built strategic capability readiness around an Intelligent Risk platform for catastrophic risk in the P&C and Specialty Insurance domain, leveraging certified domain and technology experts to define and operationalize a robust delivery framework.

...Key deal wins for the quarter

- Won a strategic engagement with a leading Payments & Cards client in the BFSI vertical to provide AWS Cloud Databases maintenance and support services. The deal will strengthen Birlasoft's offering in Cloud DB space and will enable it to provide end-to-end services to this client.
- Signed a multi-year engagement to maintain and support the core ERP and Infrastructure as well as customer engagement platforms for a national FDA-registered Healthcare major in North America specializing in injectable medications for hospitals and healthcare systems.
- Initiated new engagement with S&P 500 Insurer, moving current integration platform to open source for scalability and flexibility.

Awards & Recognitions

- Birlasoft recognized as "Leader" in "SAP Ecosystem 2026 ISG Provider Lens® Study - U.S."
- Birlasoft positioned in "Horizon 1" in "HFS Horizons: Agentic Services, 2026"
- Birlasoft positioned in "Horizon 2" in "HFS Horizons: Next-Gen IT Infrastructure Services, 2026"
- Birlasoft recognized as "Product Challenger" in "Global Capability Center (GCC) Services 2026 ISG Provider Lens® Study - Global"
- Birlasoft recognized as "Product Challenger" in "ServiceNow Ecosystem 2026 ISG Provider Lens® Study"
- Birlasoft recognized as "Product Challenger" in "Salesforce Ecosystem Partners 2026 ISG Provider Lens® Study - Brazil, Germany, U.K., U.S."
- Birlasoft recognized as "Product Challenger" in "Databricks Ecosystem Partners 2026 ISG Provider Lens® Study - Global"
- Birlasoft recognized as "Product Challenger" in "Procurement Services 2026 ISG Provider Lens® Study - Global"
- Birlasoft recognized as "Disruptor" in "Hybrid Enterprise Cloud Services 2025-26 RadarView™ study by Avasant"
- Birlasoft recognized as "Disruptor" in "End-user Computing Services 2025-26 RadarView™ study by Avasant"
- Birlasoft recognized as "Disruptor" in "Life Sciences Digital Services 2026 RadarView™ study by Avasant".



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 over 11,000 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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