

# Investor Update

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 30<sup>th</sup> 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](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.



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# Fact Sheet

Q1 FY 2025-26

DSO at 58 days

\$ 267 M of Cash & Cash Equivalents

\$ 141 M TCV Deal wins

## Key Financial Metrics

Key Financial Metrics - Q1 FY26					Growth (%)	
					QoQ	YoY
Constant Currency (CC) Revenue growth during Q1 FY26					-1.8%	-6.0%
Financials \$ M	Q1 FY25	Q4 FY25	Q1 FY26	Q1 FY26 Adjusted*	Growth (%)	
					QoQ	YoY
Revenue \$ M	159.1	152.2	150.7		-1.0%	-5.3%
EBITDA Margin %	14.7%	13.2%	12.4%			
EBIT Margin %	13.1%	11.5%	10.7%			
Effective Tax Rate %	26.7%	26.6%	35.9%	26.2%		
PAT \$ M	18.0	14.1	12.5	14.4		
PAT - Net Profit Margin %	11.3%	9.3%	8.3%	9.5%		
EPS - Earnings Per Share (In ₹)						
Basic ₹	5.41	4.38	3.81	4.39		
Diluted ₹	5.32	4.34	3.78	4.36		
Days Sales Outstanding - Billed	52	54	58			

\*After excluding one-time incremental tax for FY26

## Key Operating Metrics



Revenue by Customer Geography	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Americas	84.0%	86.9%	86.3%
Rest of the World	16.0%	13.1%	13.7%
Total	100.0%	100.0%	100.0%

Revenue by Industry Verticals	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Manufacturing	39.2%	39.5%	38.2%
BFSI	23.6%	24.0%	24.4%
Energy & Utilities	15.8%	16.9%	17.4%
Lifesciences & Services	21.4%	19.6%	20.0%
Total	100.0%	100.0%	100.0%

Revenue by Service Offerings	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Digital and Data	52.7%	56.6%	58.7%
ERP	34.9%	33.3%	31.8%
Infra	12.4%	10.1%	9.5%
Total	100.0%	100.0%	100.0%

## Key Operating Metrics



Revenue by Contract Type	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Time & Material	37.3%	38.1%	38.9%
Fixed Price, Fixed Monthly	62.7%	61.9%	61.1%
Total	100.0%	100.0%	100.0%

Revenue Mix	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Onsite	43.5%	49.7%	48.8%
Offshore	56.5%	50.3%	51.2%
Total	100.0%	100.0%	100.0%

Deal Wins (\$ M)	Q1 FY25	Q4 FY25	Q1 FY26
Total Contract Value (TCV)	160	236	141
Total Contract Value (TCV) – New	94	112	76



## Key Operating Metrics



Exchange Rate (₹/US \$)	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Period Average	83.42	86.54	85.29
Period End	83.34	85.47	85.76

  

Client Data	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
No of Active Clients	258	254	247
Clients added - QoQ	(1)	(11)	(7)
No of million \$ clients (LTM)			
US\$ 1mn+ Clients	88	80	77
US\$ 5mn+ Clients	23	27	26
US\$ 10mn+ Clients	12	12	12
Client Contribution to Revenue (LTM)			
Top 5	36.2%	37.1%	37.8%
Top 10	52.6%	52.0%	52.5%
Top 20	65.1%	65.2%	65.4%

*LTM - last twelve months*

## Key Operating Metrics



Headcount Metrics	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
Total Headcount	12,865	11,930	11,834
Technical	11,597	10,842	10,781
Sales & Support	1,268	1,088	1,053
Women Employees	3,048	2,846	2,936
Attrition* (LTM)	11.6%	12.8%	13.3%
Utilization	81.7%	81.0%	81.2%

*\* adjusted for < 6 months exits*

Hedge Book	Quarter Ended		
	Q1 FY25	Q4 FY25	Q1 FY26
USD Mn	140.0	86.5	73.0
Average rate in ₹	84.3	85.5	86.4
GBP Mn	6.4	6.4	7.7
Average rate in ₹	106.4	109.1	112.3
Euro Mn	5.9	6.4	6.7
Average rate in ₹	92.4	93.5	96.1

# Consolidated Income Statement for the quarter ended June 30, 2025



Particulars	In \$ M			QoQ	YoY
Quarter ended	30-Jun-24	31-Mar-25	30-Jun-25		
	Unaudited	Audited	Unaudited		
Revenue from operations	159.1	152.2	150.7	-1.0%	-5.3%
Expenses					
Employee benefits expense	91.1	89.9	91.3		
Other expenses	44.6	42.2	40.7		
EBITDA	23.4	20.1	18.6	-7.2%	-20.4%
EBITDA Margin %	14.7%	13.2%	12.4%	-82 bps	-234 bps
Depreciation & amortization	2.5	2.5	2.4		
EBIT	20.9	17.6	16.2	-7.8%	-22.6%
EBIT Margin %	13.1%	11.5%	10.7%	-80 bps	-240 bps
Other income (net)	4.1	2.3	3.9		
Finance costs	0.5	0.6	0.6		
Profit before tax (PBT)	24.6	19.2	19.5	1.4%	-20.7%
Tax expense	6.6	5.1	7.0		
Profit for the period (PAT)	18.0	14.1	12.5	-11.6%	-30.7%
PAT Margin %	11.3%	9.3%	8.3%	-99 bps	-303 bps
Adjusted PAT *	18.0	14.1	14.4	1.9%	-20.2%
Adj. PAT Margin *	11.3%	9.3%	9.5%	27 bps	-178 bps

\*After excluding one-time incremental tax for FY26

Average \$/₹ rate of ₹83.4 for Q1 FY25, ₹86.5 for Q4 FY25 and ₹85.3 for Q1 FY26

# Consolidated Income Statement for the quarter ended June 30, 2025



Particulars	In ₹ M			QoQ	YoY
Quarter ended	30-Jun-24	31-Mar-25	30-Jun-25		
	Unaudited	Audited	Unaudited		
Revenue from operations	13,274	13,169	12,849	-2.4%	-3.2%
Expenses					
Employee benefits expense	7,602	7,781	7,787		
Other expenses	3,722	3,652	3,474		
<b>EBITDA</b>	<b>1,951</b>	<b>1,736</b>	<b>1,588</b>	<b>-8.5%</b>	<b>-18.6%</b>
<i>EBITDA Margin %</i>	<i>14.7%</i>	<i>13.2%</i>	<i>12.4%</i>	<i>-82 bps</i>	<i>-234 bps</i>
Depreciation & amortization	206	216	208		
<b>EBIT</b>	<b>1,745</b>	<b>1,519</b>	<b>1,380</b>	<b>-9.2%</b>	<b>-20.9%</b>
<i>EBIT Margin %</i>	<i>13.1%</i>	<i>11.5%</i>	<i>10.7%</i>	<i>-80 bps</i>	<i>-240 bps</i>
Other income (net)	345	199	331		
Finance costs	42	55	50		
<b>Profit before tax (PBT)</b>	<b>2,049</b>	<b>1,663</b>	<b>1,662</b>	<b>-0.1%</b>	<b>-18.9%</b>
Tax expense	547	442	597		
<b>Profit for the period (PAT)</b>	<b>1,502</b>	<b>1,221</b>	<b>1,064</b>	<b>-12.8%</b>	<b>-29.1%</b>
<i>PAT Margin %</i>	<i>11.3%</i>	<i>9.3%</i>	<i>8.3%</i>	<i>-99 bps</i>	<i>-303 bps</i>
<b>Adjusted PAT *</b>	<b>1,502</b>	<b>1,221</b>	<b>1,226</b>	<b>0.4%</b>	<b>-18.4%</b>
<i>Adj. PAT Margin *</i>	<i>11.3%</i>	<i>9.3%</i>	<i>9.5%</i>	<i>27 bps</i>	<i>-178 bps</i>

\*After excluding one-time incremental tax for FY26

Average \$/₹ rate of ₹83.4 for Q1 FY25, ₹86.5 for Q4 FY25 and ₹85.3 for Q1 FY26

# Consolidated Balance Sheet



Particulars as at	\$ M			₹ M		
	30-Jun-24	31-Mar-25	30-Jun-25	30-Jun-24	31-Mar-25	30-Jun-25
	Unaudited	Audited	Unaudited	Unaudited	Audited	Unaudited
<b>ASSETS</b>						
<b>Non-current assets</b>						
Property, plant and equipment	12.0	11.3	10.5	999	970	898
Right-of-use assets	9.9	15.6	16.6	822	1,336	1,423
Capital work-in-progress	1.2	0.6	0.4	99	49	34
Goodwill	59.4	59.3	60.4	4,947	5,072	5,179
Other intangible assets	1.0	0.7	0.6	86	61	52
Intangible assets under development	0.4	2.1	2.5	33	176	217
Financial assets						
Investments	38.4	34.8	34.4	3,199	2,972	2,950
Finance Lease Receivable	4.0	6.2	4.4	329	529	377
Other financial assets	2.1	3.4	1.2	173	293	101
Income tax assets (net)	4.1	3.9	3.3	343	335	282
Deferred tax assets (net)	12.9	11.7	11.8	1,079	1,002	1,014
Other non-current assets	3.7	2.3	3.9	310	197	339
<b>Current assets</b>						
Inventories	-	1.2	0.8	-	104	65
Financial assets						
Investments	134.8	170.5	168.0	11,237	14,571	14,410
Trade receivables						
Billed	100.3	92.5	97.7	8,360	7,907	8,381
Unbilled	27.3	22.2	26.5	2,275	1,894	2,274
Cash and cash equivalents	53.5	38.3	49.3	4,457	3,271	4,224
Other balances with banks & deposits	3.0	13.8	14.9	249	1,178	1,279
Finance Lease Receivable	0.2	2.1	3.8	21	182	323
Other financial assets	0.9	0.8	0.5	76	67	45
Other current assets	28.0	28.8	30.0	2,330	2,458	2,570
<b>TOTAL ASSETS</b>	<b>497.0</b>	<b>522.1</b>	<b>541.5</b>	<b>41,422</b>	<b>44,624</b>	<b>46,439</b>

\$/₹ rate of ₹83.3 for Jun 24, ₹85.5 for Mar 25 and ₹85.8 for Jun 25

# Consolidated Balance Sheet



Particulars as at	\$ M		
	30-Jun-24	31-Mar-25	30-Jun-25
	Unaudited	Audited	Unaudited
<b>EQUITY AND LIABILITIES</b>			
Equity share capital	6.6	6.5	6.5
Other equity	378.2	400.5	415.9
<b>Liabilities - Non-current</b>			
Financial liabilities			
Borrowings	0.9	1.0	0.8
Lease liabilities	6.2	12.1	13.2
Trade Payable		0.7	0.5
Other financial liabilities	0.9	0.6	0.4
Provisions	8.8	8.9	9.3
<b>Current liabilities</b>			
Financials Liabilities			
Borrowings	0.3	0.4	0.4
Trade payables	45.6	27.5	33.3
Lease liabilities	4.3	4.2	4.1
Other financial liabilities	13.8	19.6	14.4
Other current liabilities	17.5	30.0	26.6
Provisions	8.0	7.9	8.2
Income tax liabilities (net)	5.7	2.3	7.9
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>497.0</b>	<b>522.1</b>	<b>541.5</b>

₹ M		
30-Jun-24	31-Mar-25	30-Jun-25
Unaudited	Audited	Unaudited
552	556	556
31,520	34,227	35,665
74	82	72
520	1,038	1,135
	60	44
75	50	38
736	757	800
24	32	31
3,804	2,353	2,853
361	358	348
1,152	1,678	1,231
1,460	2,566	2,277
668	672	706
476	195	681
<b>41,422</b>	<b>44,624</b>	<b>46,439</b>

\$/₹ rate of ₹83.3 for Jun 24, ₹85.5 for Mar 25 and ₹85.8 for Jun 25

## Consolidated Cash Flow Statement for Q1 FY26



Particulars	30-Jun-25	
	₹ M	\$ M
<b>Profit before tax</b>	<b>1,662</b>	<b>19.5</b>
<b>Items to reconcile profit before tax to net cash flows</b>		
<b>Add: non cash items</b>		
Depreciation of property, plant and equipment & amortization of intangible assets	208	2.4
Allowance for doubtful debts-trade receivables (net of recoveries)	113	1.3
Creditors written back	-	-
Share based compensation expenses	64	0.7
Unrealized foreign exchange loss/ (gain)	262	3.1
Interest on lease liabilities	28	0.3
<b>Less: interest &amp; other items</b>		
Interest income	(215)	(2.5)
Others	(119)	(1.4)
<b>Operational cash profit</b>	<b>2,003</b>	<b>23.5</b>
Movements in working capital	(1,299)	(15.2)
<b>Cash generated from operations</b>	<b>704</b>	<b>8.3</b>
Income tax (paid) / received	(77)	(0.9)
Net cash flow (used in)/from investing activities	520	6.1
Net cash flow (used in) financing activities	(3)	(0.0)
<b>Balance cash Flow</b>	<b>1,144</b>	<b>13.4</b>
<b>Total increase/(decrease) in cash balance</b>	<b>1,144</b>	<b>13.4</b>
<b>Opening cash balance</b>	<b>4,449</b>	<b>52.1</b>
Foreign exchange fluctuation	(89)	(1.3)
<b>Total cash balance</b>	<b>5,504</b>	<b>64.2</b>
<b>Cash &amp; cash equivalents</b>	<b>22,864</b>	<b>266.6</b>

Average \$/₹ rate of ₹85.3 for Q1 FY26

# Q1FY26 Earnings Conference Call on 7th August 2025 at 5.00 pm IST



## Dial in Information

India 17:00 hours IST; Hong Kong / Singapore 19:30 hours; London 12:30 hours; New York 7:30 hours

Universal Dial In	India	+91 22 6280 1179
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India National Toll Free	India	1 800 120 1221
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	Netherlands	08000229808
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	Sweden	0080014243444
	Thailand	00180014243444
Playback Start Date: 7 <sup>th</sup> August 2025 Playback End Date: 9 <sup>th</sup> August 2025	UK	08081011573
	USA	18667462133
Playback Code: 39308#		
Dial-in Number: India (+91 22 7194 5757)		

### Disclaimer.

Some of the statements in this update that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections and statements concerning our plans, strategies, intentions, and beliefs relating to our business and the markets in which we operate. These statements are based on available information, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to the industry.