CKA Birla Group

birlasoft

July 28, 2026

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.

Scrip ID: BSOFT
Scrip Code: 532400

Kind Attn: The Manager,
Department of Corporate Services

National Stock Exchange of India Ltd.,
Exchange Plaza, C/1, G Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai – 400051.

Symbol: BSOFT
Series: EQ

Kind Attn: The Manager,
Listing Department

Subject: - Investor update for Q1 FY 2026-27

Dear Sir / Madam,

Please find enclosed the investor update for Q1 FY 2026-27.

Kindly take this on your record.

Thanking you.

Yours faithfully,

For **Birlasoft Limited**

Sneha Prashant Padve

Digitally signed by Sneha Prashant Padve
Date: 2026.07.28 15:47:39 +05'30'

BIRLASOFT LIMITED

Sneha Padve
Company Secretary & Compliance Officer
Membership No.: A9678

Encl.: - As mentioned above.

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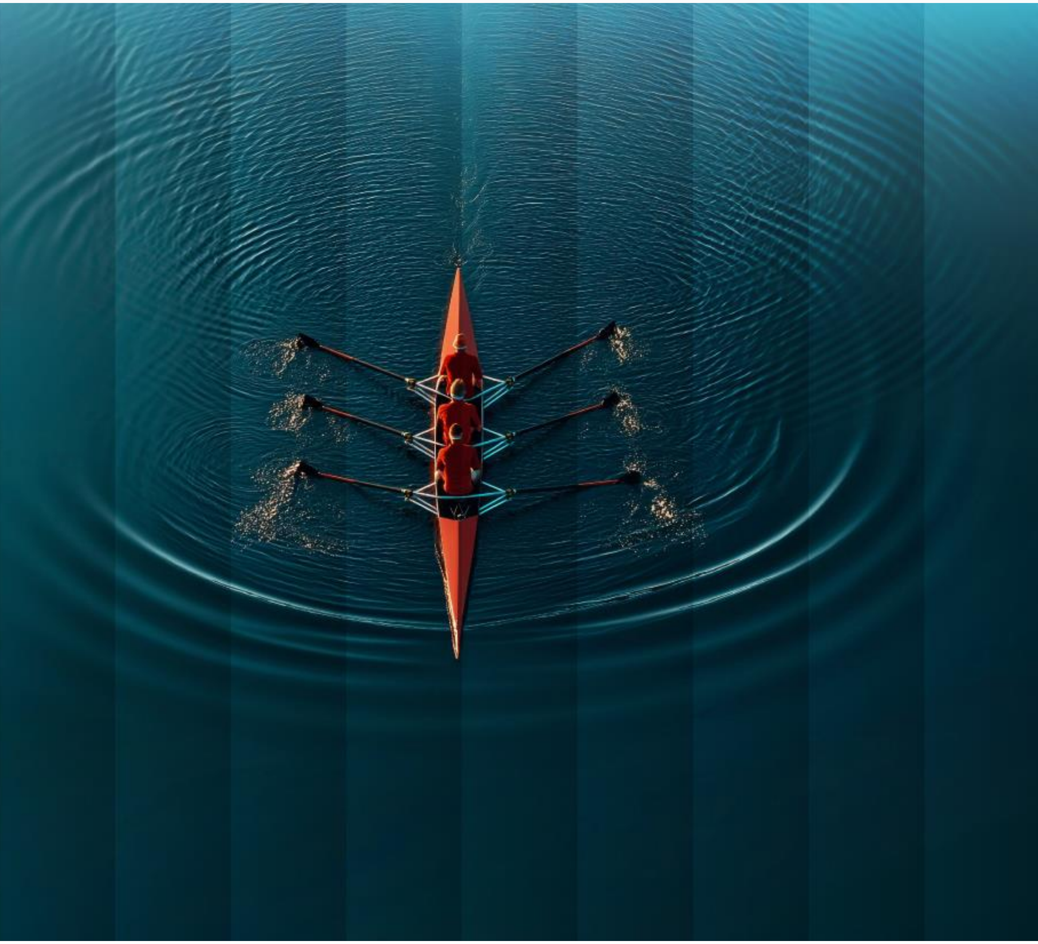

ACCELERATING

Intent | Innovation | Impact

Investor Update

Q1 FY 2026-27

Birlasoft Q1FY'27 Revenue up 7.4% YoY and 2.3% QoQ to ₹13,794 Mn

EBITDA margin expands YoY to 16.1%

PAT for the quarter up 51.3% YoY to ₹1,610 Mn

DSO days improve to 55 on the back of strong collections

Cash & cash equivalents up 9% QoQ and 26% YoY to ₹28,786 Mn

New Delhi, July 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 first quarter ended June 30, 2026 (Q1 FY27).

Mr. Angan Guha, Chief Executive Officer and Managing Director, Birlasoft, said, "*We have delivered a sequential revenue growth of 2.3% quarter on quarter, reflecting stable performance in the face of a macro-environment that remains challenging. Deal signings during the quarter, at $169 million TCV, are up 20% year-on-year and include several AI-led engagements. The fundamentals of our business remain solid, and we continue to invest in our tech capabilities as well as in our sales force that should further strengthen our deals pipeline over the course of the year.* "

"Our revenue at Rs 13,794 million was enabled by growth in our BFSI and Lifesciences & Services verticals offsetting some weakness in the other verticals. Margin performance has been healthy, with EBITDA margin at 16.1% reflecting our continued focus on operational efficiency.

We also recorded strong collections that enabled us to improve our DSO to 55 days and to deliver yet another quarter of robust cashflow, with cash and cash equivalents rising to ₹28,786 million by the end of June 2026, up about 9% QoQ and 26% YoY. As a result, we have started the current financial year on a strong note." said **Mr. Chandrasekar Thyagarajan, Chief Financial Officer,** Birlasoft.

Key Financial highlights for Q1 FY27

In INR ₹

- Revenue at ₹ 13,794 M, up 2.3% QoQ and 7.4% YoY
- EBITDA ₹ 2,228 M, EBITDA Margin at 16.1%
- PAT at ₹ 1,610 M translating to basic EPS (not annualized) of ₹ 5.72
- Cash and cash equivalents rise 9% QoQ and 26% YoY to ₹ 28,786 M

In USD $

- Revenue at $ 145.2 M, down 0.1% QoQ
- In constant currency terms, revenue up 0.3% QoQ
- EBITDA $ 23.4 M, PAT $ 16.9 M, PAT Margin at 11.7%
- Cash and cash equivalents at $ 304.1 M, up 9% QoQ

Other operating highlights

- Revenue performance during Q1FY27 was led by BFSI and LSS among verticals and by ERP and Infra among service lines.
  - **BFSI up 5.1%,** and **Lifesciences & Services (LSS) up 2.3% QoQ** in dollar terms, while Manufacturing and E&U registered sequential decline among verticals.
  - **ERP up 0.7% QoQ**, **Infra up 0.5% QoQ**.
  - Revenue contribution from Top 5, Top 10 and Top 20 customers increased QoQ.
- **Deals worth $169 M TCV were signed** during the quarter, up 20% YoY from $ 141 M in the corresponding quarter last year.
- **Cash & cash equivalents increased to $ 304.1 M** at the end of Q1FY27 from $ 278.1 M at the end of Q4FY26. In rupee terms, cash and cash equivalents increased to **₹ 28,768 M** at the end of Q1FY27 from ₹ 26,373 M at the end of Q4FY26.
- Q1FY27 **DSO days improved to 55 days** from 62 days in Q4FY26.
- Workforce strength stood at **11,057** as on 30th June 2026 and attrition reduced to **11.7%** during Q1FY27 from 13.0% during Q4FY26.

Key deal wins for the quarter…

- Selected as a strategic AI partner for a leading US-based financial services player. Birlasoft will help accelerate the client's AI innovation by designing, piloting, and scaling high-impact AI use cases, enabling faster experimentation and enterprise-wide adoption of AI solutions.
- Won a Gen AI contract from a large P&C Insurer to deliver insurance specific use cases to expedite insurance Claims Process, automate downloads from broker portal, and provide intelligent information from broker submissions to underwriters.

…Key deal wins for the quarter

- Won a multi-year, AI-led transformation program to modernize core applications, migrate to the cloud, and replace legacy platforms for a leading banking group in Europe. The initiative will leverage Birlasoft's AI framework, delivering faster software development, optimising operating costs, enhancing customer experience, improving agility and strengthening compliance within a highly regulated environment.
- Signed a strategic engagement with one of the world's leading Pharma and MedTech companies to deploy GenAI-powered solutions across Pharmacovigilance (PV) operations. The engagement will enhance safety monitoring, streamline regulatory reporting, and improve decision-making through an intelligent platform for end-to-end PV management, reinforcing the growing adoption of AI in life sciences.

Recognitions & Awards

- Birlasoft recognised as a 'Leader' in Digital Engineering Services 2026 ISG Provider Lens Study."
- Birlasoft recognised as 'Product Challenger' in Semiconductor Industry - Services and Solutions 2026 ISG Provider Lens Study.
- Birlasoft recognised in 'Horizon 1' in HFS Horizons: Data Modernization and AI, 2026 Study by HFS Research
- Birlasoft recognised as 'Product Challenger' in Microsoft AI and Cloud Ecosystem 2026 ISG Provider Lens Study
- Birlasoft recognised as an 'Innovator' in Avasant's High-Tech Industry Digital Services 2026 RadarView Study
- Birlasoft recognised as 'Challenger' in Avasant's Cybersecurity Services 2026 RadarView Study
- Birlasoft recognised as 'Major Contender' in Everest's Oracle Cloud Applications Services and Oracle NetSuite Services PEAK Matrix Assessment 2025 Study
- Birlasoft recognised as 'Major Player' in NelsonHall's Salesforce Services NEAT Project 2026 Study

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.
Connect with Birlasoft: Read our News and Blogs
Follow us on Twitter, LinkedIn and YouTube.

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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Fact Sheet

Q1 FY 2026-27

$ 169 M TCV Deal Wins	$ 304 M of Cash & Cash Equivalents	DSO 55 days

Key Financial Metrics

Key Financial Metrics - Q1 FY27	Growth (%) QoQ	Growth (%) YoY
Constant Currency (CC) Revenue growth during Q1 FY27	0.3%	-3.0%

Financials $ M	Q1 FY26	Q4 FY26	Q1 FY27	Growth (%) QoQ	Growth (%) YoY
Revenue $ M	150.7	145.3	145.2	-0.1%	-3.6%
EBITDA Margin %	12.4%	18.5%	16.1%		
EBIT Margin %	10.7%	17.0%	14.7%		
Effective Tax Rate %	35.9%	20.9%	29.4%		
PAT $ M	12.5	19.0	16.9		
PAT - Net Profit Margin %	8.3%	13.0%	11.7%		
EPS - Earnings Per Share (In ₹)					
Basic ₹	3.81	6.27	5.72		
Diluted ₹	3.78	6.24	5.70		
Days Sales Outstanding - Billed	58	62	55		

Key Operating Metrics

Revenue by Customer Geography	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Americas	86.3%	84.0%	82.9%
Rest of the World	13.7%	16.0%	17.1%
Total	100.0%	100.0%	100.0%

Revenue by Industry Verticals	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Manufacturing	38.2%	39.0%	37.6%
BFSI	24.4%	24.1%	25.3%
Energy & Utilities	17.4%	17.7%	17.5%
Lifesciences & Services	20.0%	19.2%	19.6%
Total	100.0%	100.0%	100.0%

Revenue by Service Offerings	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Digital and Data	58.7%	57.1%	56.7%
ERP	31.8%	31.4%	31.7%
Infra	9.5%	11.5%	11.6%
Total	100.0%	100.0%	100.0%

Key Operating Metrics

Revenue by Contract Type	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Time & Material	38.9%	49.2%	49.5%
Fixed Price, Fixed Monthly	61.1%	50.8%	50.5%
Total	100.0%	100.0%	100.0%

Revenue Mix	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Onsite	48.8%	42.5%	40.0%
Offshore	51.2%	57.5%	60.0%
Total	100.0%	100.0%	100.0%

Deal Wins ($ M)	Q1 FY26	Q4 FY26	Q1 FY27
Total Contract Value (TCV)	141	208	169
Total Contract Value (TCV) – New	76	41	57

Key Operating Metrics

Exchange Rate (₹/US $)	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Period Average	85.29	92.82	95.01
Period End	85.76	94.83	94.66

Client Data	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
No of Active Clients	247	221	213
Clients added - QoQ	(7)	(11)	(19)
No of million $ clients (LTM)			
US$ 1mn+ Clients	77	78	72
US$ 5mn+ Clients	26	22	23
US$ 10mn+ Clients	12	11	10
Client Contribution to Revenue (LTM)			
Top 5	37.8%	42.2%	43.4%
Top 10	52.5%	55.2%	56.2%
Top 20	65.4%	67.0%	68.6%

LTM - last twelve months

Key Operating Metrics

Headcount Metrics	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
Total Headcount	11,834	11,363	11,057
Technical	10,741	10,338	10,043
Sales & Support	1,093	1,025	1,014
Women Employees	2,936	2,883	2,863
Attrition* (LTM)	13.3%	13.0%	11.7%
Utilization	81.2%	81.5%	81.7%

** adjusted for < 6 months exits*

Past headcount data regrouped to make them comparable with current period

Hedge Book	Quarter Ended		
	Q1 FY26	Q4 FY26	Q1 FY27
USD Mn	73.0	72.0	43.0
Average rate in ₹	86.4	90.2	90.9
GBP Mn	7.7	4.8	3.3
Average rate in ₹	112.3	120.0	123.5
Euro Mn	6.7	5.5	3.5
Average rate in ₹	96.1	106.3	107.8

Consolidated Income Statement for the quarter ended June 30, 2026

Particulars	In $ M			QoQ	YoY
Quarter ended	30-Jun-25	31-Mar-26	30-Jun-26		
	Unaudited	Audited	Unaudited		
Revenue from operations	**150.7**	**145.3**	**145.2**	**-0.1%**	**-3.6%**
Expenses					
Employee benefits expense	91.3	84.7	88.2		
Other expenses	40.7	33.7	33.6		
EBITDA	**18.6**	**26.8**	**23.4**	**-12.7%**	**25.9%**
EBITDA Margin %	*12.4%*	*18.5%*	*16.1%*	*-233 bps*	*379 bps*
Depreciation & amortization	2.4	2.1	2.0		
EBIT	**16.2**	**24.8**	**21.4**	**-13.5%**	**32.3%**
EBIT Margin %	*10.7%*	*17.0%*	*14.7%*	*-230 bps*	*401 bps*
Other income (net)	3.9	(0.4)	3.1		
Finance costs	0.6	0.4	0.5		
Profit before tax (PBT)	**19.5**	**23.9**	**24.0**	**0.3%**	**23.3%**
Total tax expense	7.0	5.0	7.1		
Profit for the period (PAT)	**12.5**	**19.0**	**16.9**	**-10.6%**	**35.8%**
PAT Margin %	*8.3%*	*13.0%*	*11.7%*	*-137 bps*	*339 bps*

Headcount	11,834	11,363	11,057	(306)	(777)

Average $/₹ rate of ₹85.3 for Q1 FY26, ₹92.8 for Q4 FY26 and ₹95.0 for Q1 FY27

Consolidated Income Statement for the quarter ended June 30, 2026

Particulars	In ₹ M			QoQ	YoY
Quarter ended	30-Jun-25 Unaudited	31-Mar-26 Audited	30-Jun-26 Unaudited		
Revenue from operations	**12,849**	**13,486**	**13,794**	**2.3%**	**7.4%**
Expenses					
Employee benefits expense	7,787	7,863	8,379		
Other expenses	3,474	3,131	3,188		
EBITDA	**1,588**	**2,492**	**2,228**	**-10.6%**	**40.3%**
EBITDA Margin %	*12.4%*	*18.5%*	*16.1%*	*-233 bps*	*379 bps*
Depreciation & amortization	208	193	193		
EBIT	**1,380**	**2,299**	**2,034**	**-11.5%**	**47.4%**
EBIT Margin %	*10.7%*	*17.0%*	*14.7%*	*-230 bps*	*401 bps*
Other income (net)	331	(37)	290		
Finance costs	50	39	43		
Profit before tax (PBT)	**1,662**	**2,223**	**2,282**	**2.6%**	**37.3%**
Total tax expense	597	464	672		
Profit for the period (PAT)	**1,064**	**1,759**	**1,610**	**-8.5%**	**51.3%**
PAT Margin %	*8.3%*	*13.0%*	*11.7%*	*-137 bps*	*339 bps*

Average $/₹ rate of ₹85.3 for Q1 FY26, ₹92.8 for Q4 FY26 and ₹95.0 for Q1 FY27

Consolidated Balance Sheet

Particulars as at	$ M			₹ M		
	30-Jun-25	31-Mar-26	30-Jun-26	30-Jun-25	31-Mar-26	30-Jun-26
	Unaudited	Audited	Unaudited	Unaudited	Audited	Unaudited
ASSETS						
Non-current assets						
Property, plant and equipment	10.5	11.5	12.5	898	1,089	1,180
Right-of-use assets	16.6	13.1	12.3	1,423	1,245	1,167
Capital work-in-progress	0.4	0.2	0.5	34	18	48
Goodwill	60.4	59.6	59.5	5,179	5,648	5,635
Other intangible assets	0.6	3.8	3.5	52	364	336
Intangible assets under development	2.5	-	0.2	217	-	19
Financial assets						
Investments	34.4	19.1	18.8	2,950	1,810	1,779
Finance Lease Receivable	4.4	4.6	3.9	377	433	367
Other financial assets	1.2	1.4	1.4	101	134	136
Income tax assets (net)	3.3	6.7	8.9	282	636	840
Deferred tax assets (net)	11.8	12.0	10.8	1,014	1,138	1,022
Other non-current assets	3.9	10.3	4.5	339	979	422
Current assets						
Inventories	0.8	0.5	0.4	65	46	36
Financial assets						
Investments	168.0	209.9	234.6	14,410	19,905	22,204
Trade receivables						
Billed	97.7	95.0	94.0	8,381	9,008	8,903
Unbilled	26.5	32.9	24.5	2,274	3,117	2,318
Cash and cash equivalents	49.3	44.9	47.5	4,224	4,260	4,494
Other balances with banks & deposits	14.9	4.2	3.3	1,279	399	310
Finance Lease Receivable	3.8	2.6	2.6	323	245	250
Other financial assets	0.5	0.3	0.3	45	30	32
Other current assets	30.0	22.8	34.4	2,570	2,161	3,261
TOTAL ASSETS	**541.5**	**555.3**	**578.4**	**46,439**	**52,663**	**54,756**

$/₹ rate of ₹85.8 for Jun 25, ₹94.8 for Mar 26 and ₹94.7 for Jun 26

Consolidated Balance Sheet

Particulars as at	$ M			₹ M		
	30-Jun-25	31-Mar-26	30-Jun-26	30-Jun-25	31-Mar-26	30-Jun-26
	Unaudited	Audited	Unaudited	Unaudited	Audited	Unaudited
EQUITY AND LIABILITIES						
Equity share capital	6.5	5.9	5.9	556	559	559
Other equity	415.9	427.8	446.0	35,665	40,572	42,219
Liabilities - Non-current						
Financial liabilities						
Borrowings	0.8	0.5	0.4	72	51	40
Lease liabilities	13.2	11.1	10.5	1,135	1,054	990
Trade payables	0.5	0.1	-	44	14	-
Other financial liabilities	0.4	0.1	0.1	38	12	10
Provisions	9.3	13.5	14.2	800	1,279	1,346
Current liabilities						
Financials Liabilities						
Borrowings	0.4	0.3	0.3	31	32	32
Trade payables	33.3	26.9	30.5	2,853	2,551	2,892
Lease liabilities	4.1	2.9	2.7	348	270	258
Other financial liabilities	14.4	20.9	15.5	1,231	1,980	1,471
Other current liabilities	26.6	33.5	35.1	2,277	3,173	3,322
Provisions	8.2	7.9	9.3	706	754	877
Income tax liabilities (net)	7.9	3.8	7.8	681	362	740
TOTAL EQUITY AND LIABILITIES	**541.5**	**555.3**	**578.4**	**46,439**	**52,663**	**54,756**

$/₹ rate of ₹85.8 for Jun 25, ₹94.8 for Mar 26 and ₹94.7 for Jun 26

Consolidated Cash Flow Statement for Q1FY27

Particulars	30-Jun-26	
	₹ M	$ M
Profit before tax	**2,282**	**24.0**
Items to reconcile profit before tax to net cash flows		
Add: non cash items		
Depreciation of property, plant and equipment & amortization of intangible assets	193	2.0
Allowance for doubtful debts-trade receivables (net of recoveries)	12	0.1
Creditors written back	-	-
Share based compensation expenses	72	0.8
Unrealized foreign exchange loss/ (gain)	(58)	(0.6)
Interest on lease liabilities	25	0.3
Less: interest & other items		
Interest income	(163)	(1.7)
Others	(144)	(1.5)
Operational cash profit	**2,218**	**23.3**
Movements in working capital	587	6.2
Cash generated from operations	**2,805**	**29.5**
Income tax (paid) / received	(392)	(4.1)
Net cash generated from operating activities	**2,413**	**25.4**
Net cash flow (used in)/from investing activities	**(2,267)**	**(23.9)**
Net cash flow (used in) financing activities	**(11)**	**(0.1)**
Balance cash Flow	135	1.4
Total increase/(decrease) in cash balance	**135**	**1.4**
Opening cash balance	**4,659**	**49.1**
Foreign exchange fluctuation	9	0.2
Total cash balance	**4,803**	**50.7**
Cash & cash equivalents	**28,786**	**304.1**

Average $/₹ rate of ₹95.0 for Q1 FY27

Q1FY27 Earnings Conference Call on 28th July 2026 at 5.30 pm IST

Dial in Information

India 17:30 hours IST; Hong Kong / Singapore 20:00 hours; London 13:00 hours; New York 08:00 hours

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Playback Start Date: 28th July 2026 **Playback End Date: 30th July 2026**	Playback Code: 29386# Dial-in Number: India (+91 22 7194 5757)