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NSE & BSE / 2026-27 / 008

April 21, 2026

The Manager  
Corporate Services,  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai 400 051

The Manager  
Corporate Services,  
BSE Limited  
P J Towers, Dalal Street,  
Mumbai 400 001

**Ref: Symbol: PERSISTENT**

**Ref: Scrip Code: 533179**

Dear Sir/Madam,

**Sub: Fact Sheet – Consolidated Financial Data – for the quarter and year ended March 31, 2026**

**Ref.: Our earlier intimation under reference no. NSE & BSE / 2026-27 / 004 dated April 16, 2026**

In terms of Regulation 30 read with Schedule III (Part A) (15) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the fact sheet of the Consolidated Financial Data for the quarter and year ended March 31, 2026, is enclosed to this letter.

The Company has scheduled an investor/analyst call on April 21, 2026, at 6.00 P.M. IST. During this call, the Management will comment on the financial results for the quarter and year ended March 31, 2026, as well as on the business outlook. The details of the said investor call are available on the website of the Company.

Please acknowledge the receipt.

Thanking you,

Yours Sincerely,  
For **Persistent Systems Limited**

Amit Atre  
Company Secretary  
ICSI Membership No.: A20507

Encl: As above



# Investor Presentation

April 2026



# Forward-looking and Cautionary Statements

Certain statements in this Presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, our revenues highly dependent on customers located in the United States, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, concentration of major operations of the Company in one city, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

# We are Persistent

AI-led, Platform-driven Digital Engineering & Enterprise Modernization partner

	Q4 FY26	FY26	
Revenue	<b>\$436.0M</b> +16.2% YoY	<b>\$1,654.4M</b> +17.4% YoY	<b>₹147.5B</b> +23.5% YoY
EBIT Margin	<b>16.3%</b>	<b>15.6%*</b>	
PAT Margin	<b>13.1%</b>	<b>12.6%*</b>	
<b>\$8.1B</b> Market Capitalization As of March 31, 2026		<b>27,502</b> Employees	

\* Including one-time impact of ~0.6% on EBIT and ~0.5% on PAT in FY26 due to New Labour Codes

# Shareholder Update: FY26 Final Dividend Declaration

₹18

The Board of Directors recommended a Final Dividend of ₹18 per share. **This translates to ₹40 per share for FY26** compared to ₹35 per share for FY25.

The Final Dividend recommended by the Board is subject to approval at the ensuing Annual General Meeting.

# Our journey over 36+ years has been shaped with Cloud, Data and AI...

## First Orbit

1990 – 2001

- Company inception
- Built database indexes and other structures

## Second Orbit

2001 – 2008

- Category leadership for outsourced product development
- 2005: Investment by Norwest & Gabriel Ventures

## Third Orbit

2008 – 2016

- Offering expansion to full product lifecycle
- 2010: Persistent IPO; 93x oversubscribed
- Early venture into big data

## Fourth Orbit

2016 – 2019

- Caught the early wave of Digital Transformation
- Enterprise customer segment expansion
- Domain-specific micro-vertical solutions with advanced analytics

## Fifth Orbit

2019 – 2023

- Strong positioning as a global Digital Engineering leader
- Industry-leading growth and shareholder value creation
- Comprehensive data platforms with ecosystem orchestration

## Sixth Orbit

2024 onwards

- Pivot to AI-led, platform-driven services strategy
- New growth vectors at the intersection of industries, tech and geographies
- Enhanced focus on outcome-based models
- Agentic AI-driven solutions for enterprises
- Driving enterprise-wide transformation through scaled AI adoption

...powered by our 27,500+ employees spread across the globe...



### North America

**3,114**  
Employees

### Europe

**304**  
Employees

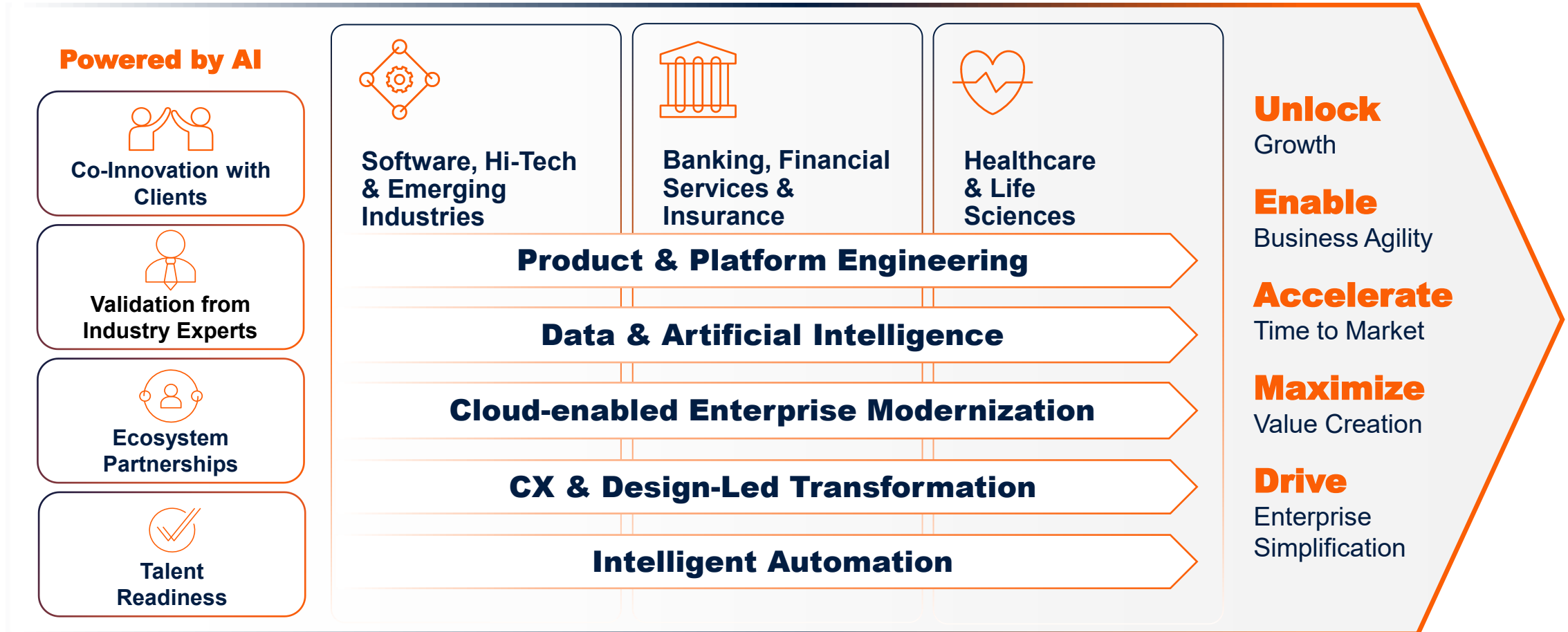
### India

**23,869**  
Employees

### Rest of the World

**215**  
Employees

# ...and built on our Digital Engineering heritage



# We are helping market leaders transform their industries



## Software & Hi-Tech

**7 of 10**  
Top Technology  
Companies



## Banking, Financial Services & Insurance

**4 of 5**  
Top Banks  
(in both US & India)

**3 of 5**  
Top  
FinTech Companies



## Healthcare & Life Sciences

**3 of 5**  
Top SIMD\*  
Companies

**3 of 5**  
Top Pharmaceutical  
Companies

**2 of 5**  
Top Health Providers  
& Payors

**4 of 5**  
Top Clinical Research  
Organizations

**20 of Fortune 50 companies**

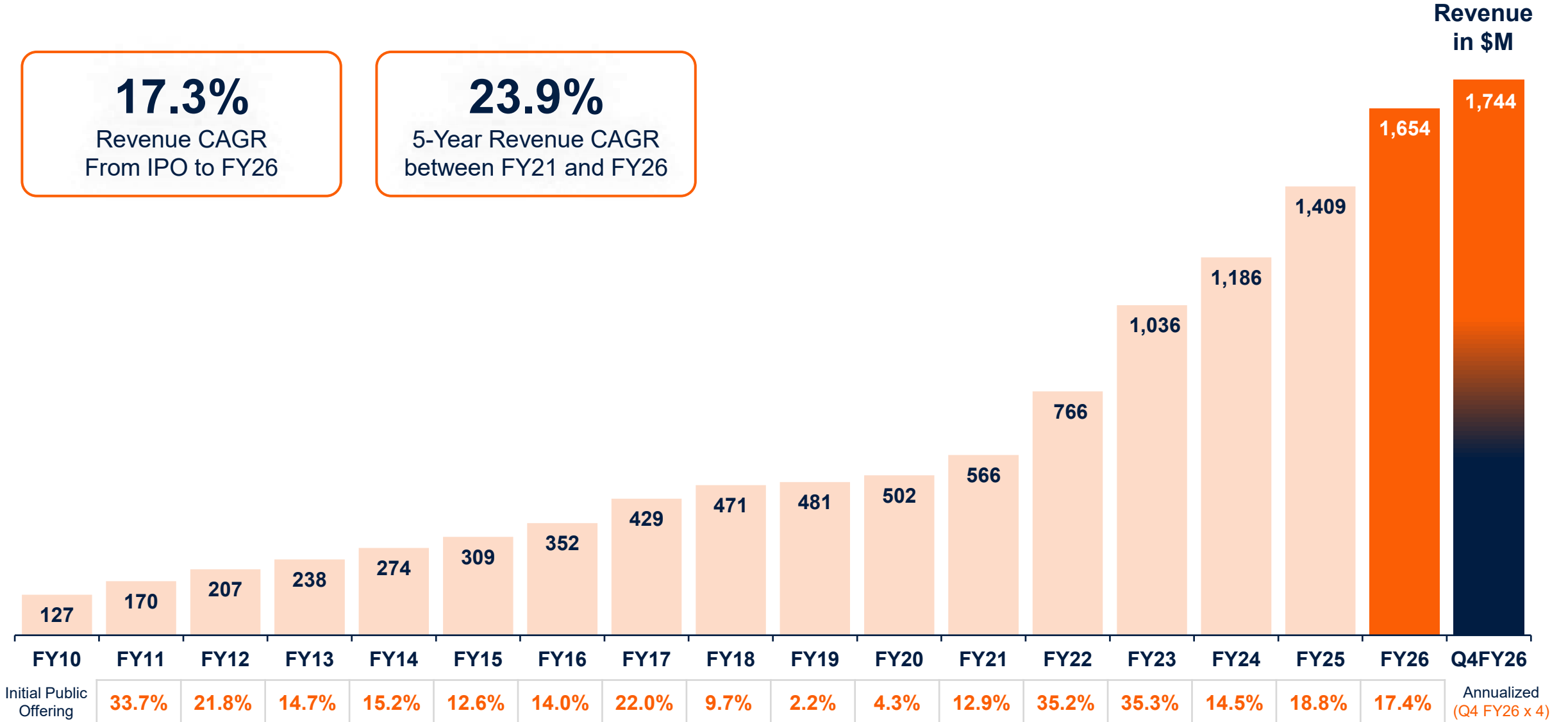
# We continue to scale our long-term growth trajectory...

**17.3%**

Revenue CAGR  
From IPO to FY26

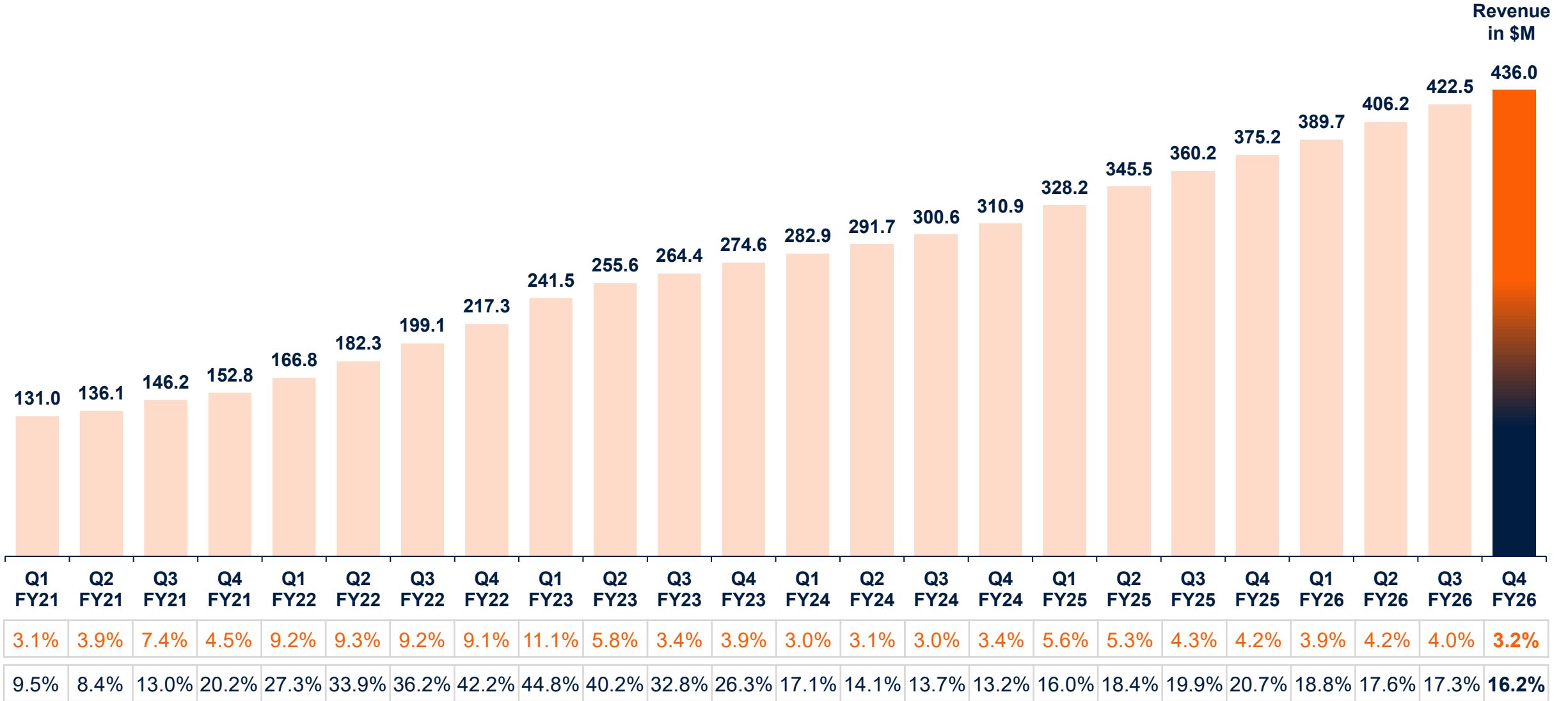
**23.9%**

5-Year Revenue CAGR  
between FY21 and FY26



YoY Growth %

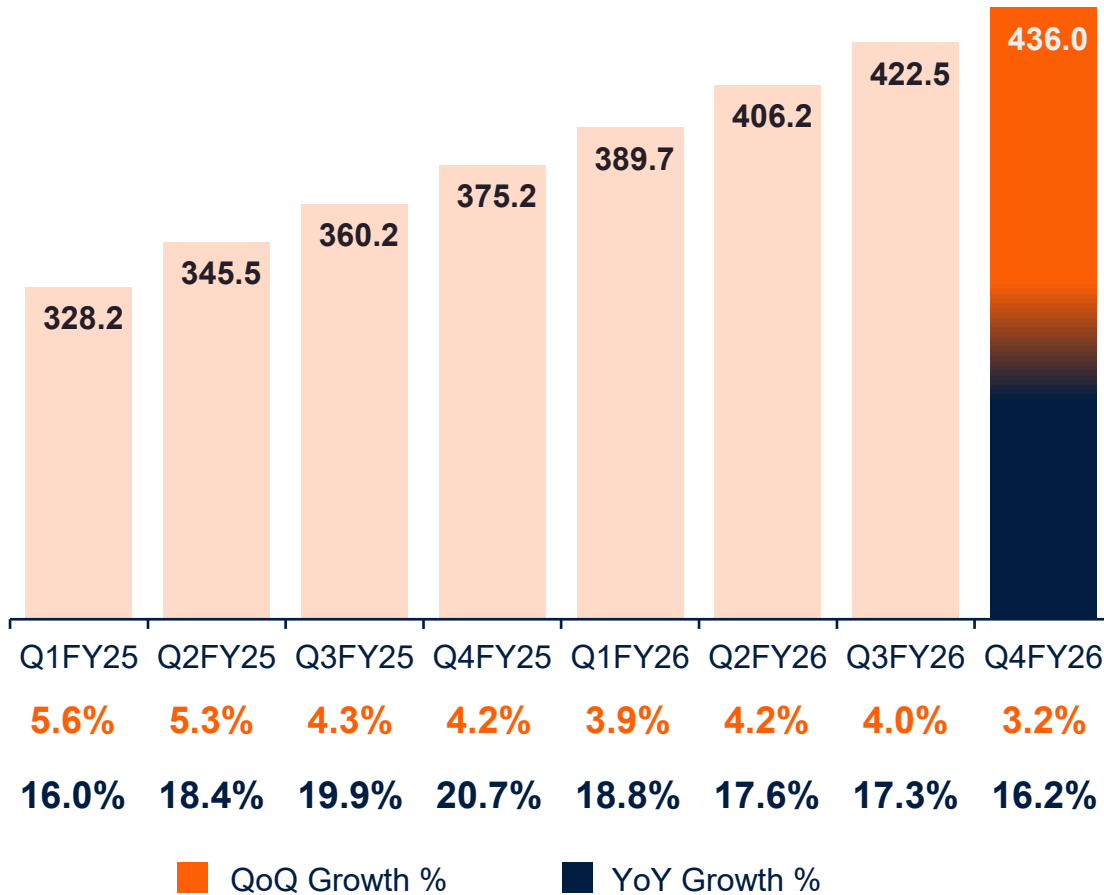
# ...with 24 sequential quarters of revenue growth...



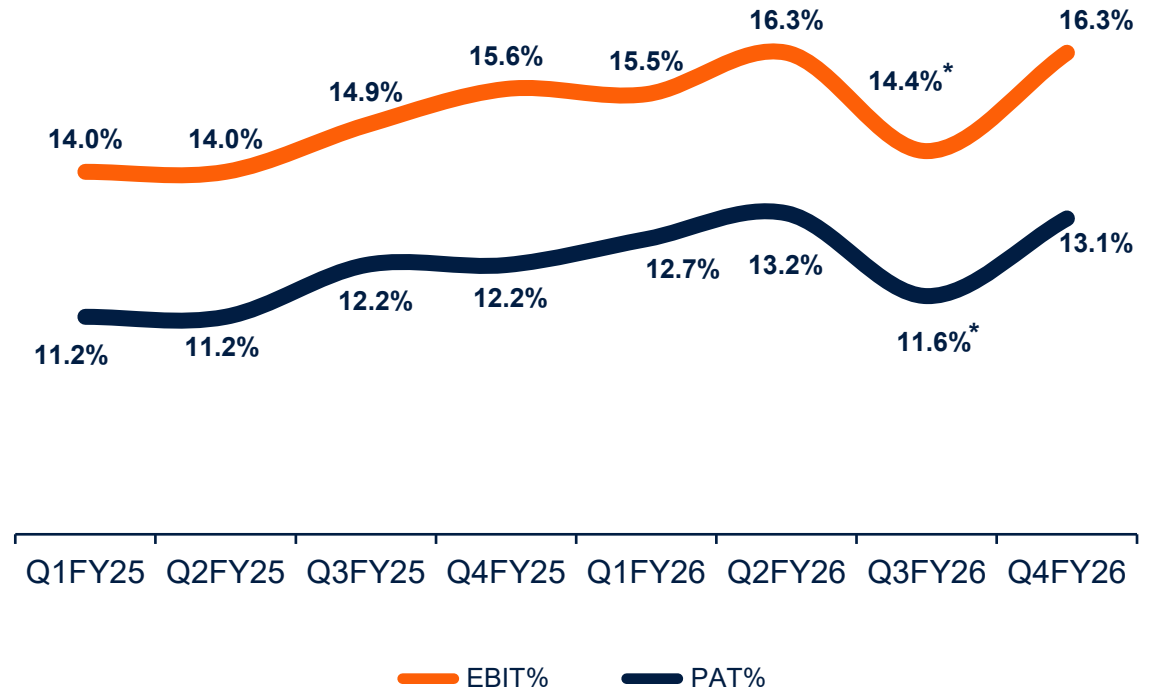
■ QoQ Growth %   ■ YoY Growth %

# ...while delivering sustained growth and profitability

## Quarterly Revenue (\$M), % QoQ and % YoY Growth



## EBIT and PAT Margin %



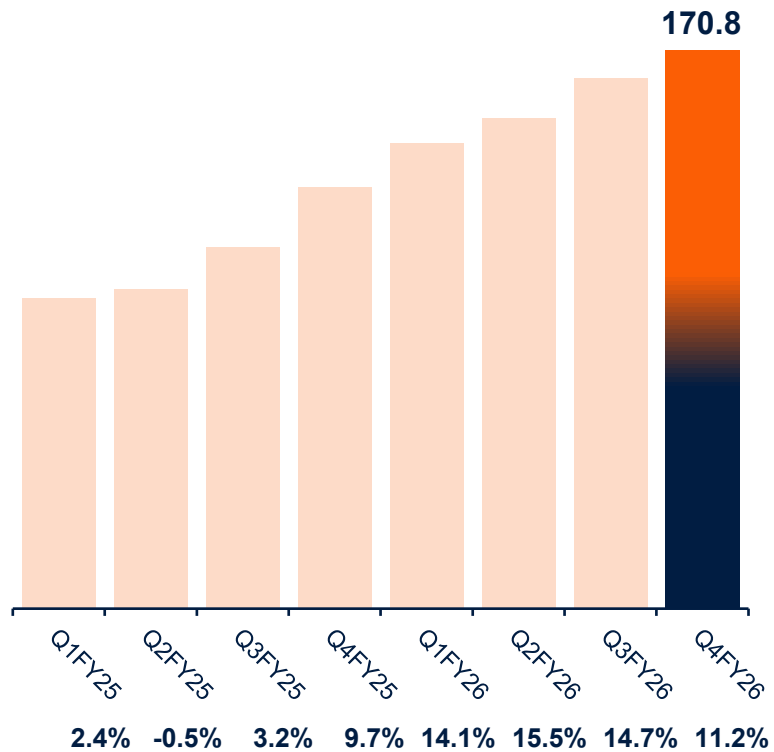
\* Including one-time impact of ~2.3% on EBIT and ~1.8% on PAT in Q3FY26 due to New Labour Codes

# We are seeing broad-based momentum across all our industry segments...

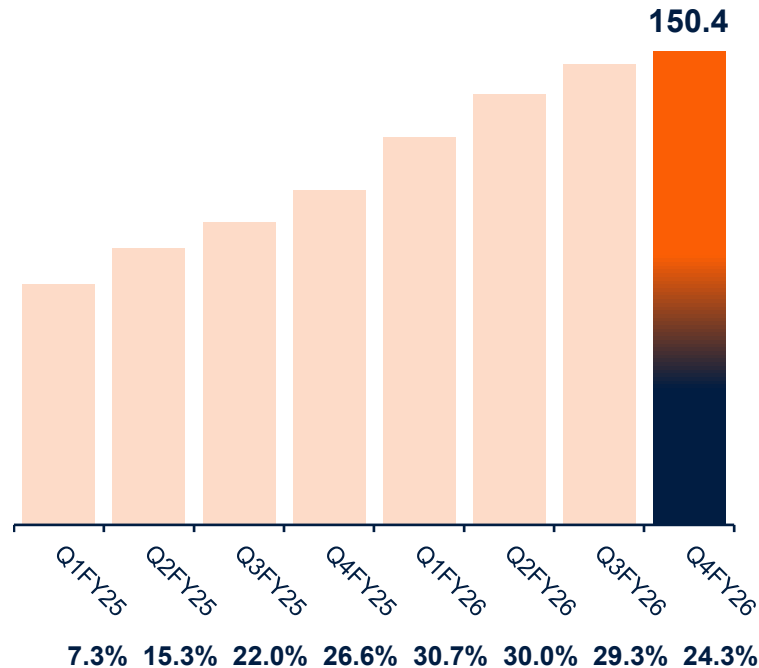
## Quarterly Revenue (\$M)



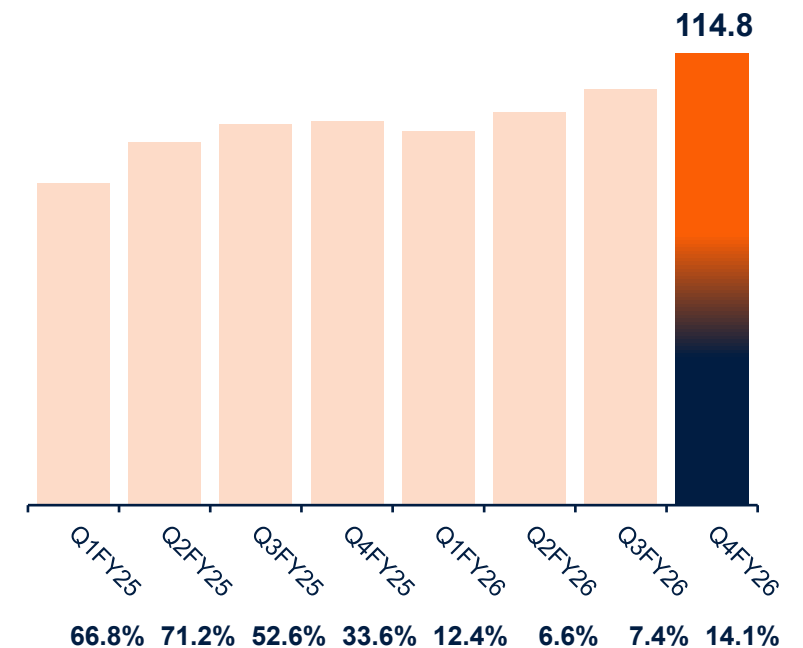
### Software, Hi-Tech & Emerging Industries



### Banking, Financial Services & Insurance



### Healthcare & Life Sciences

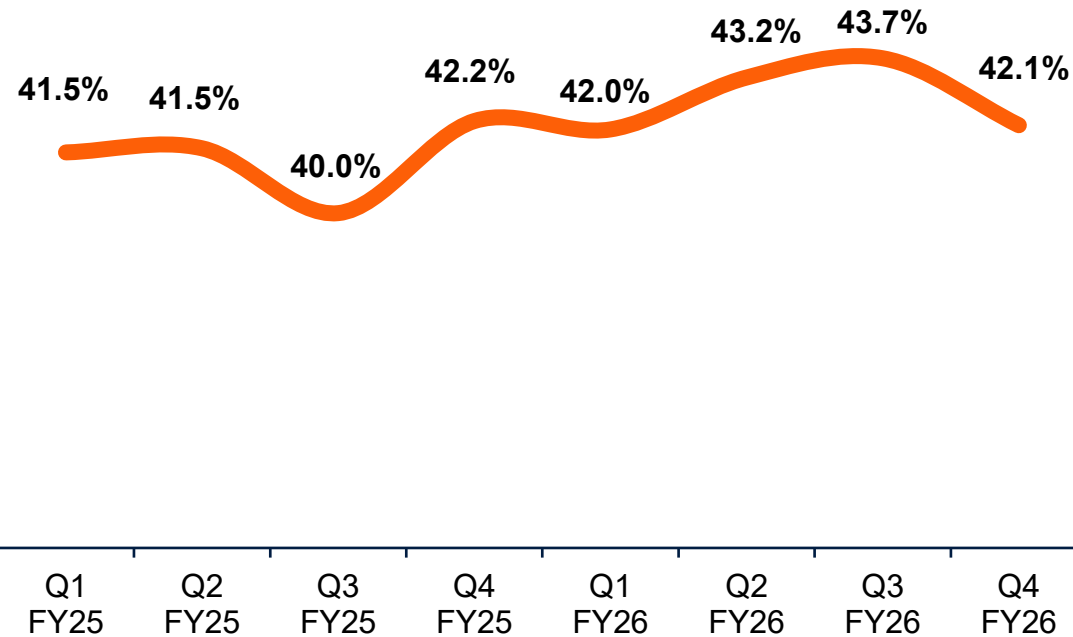


YoY Growth %

# ...by advancing our AI-led offerings and deepening our client relationships...

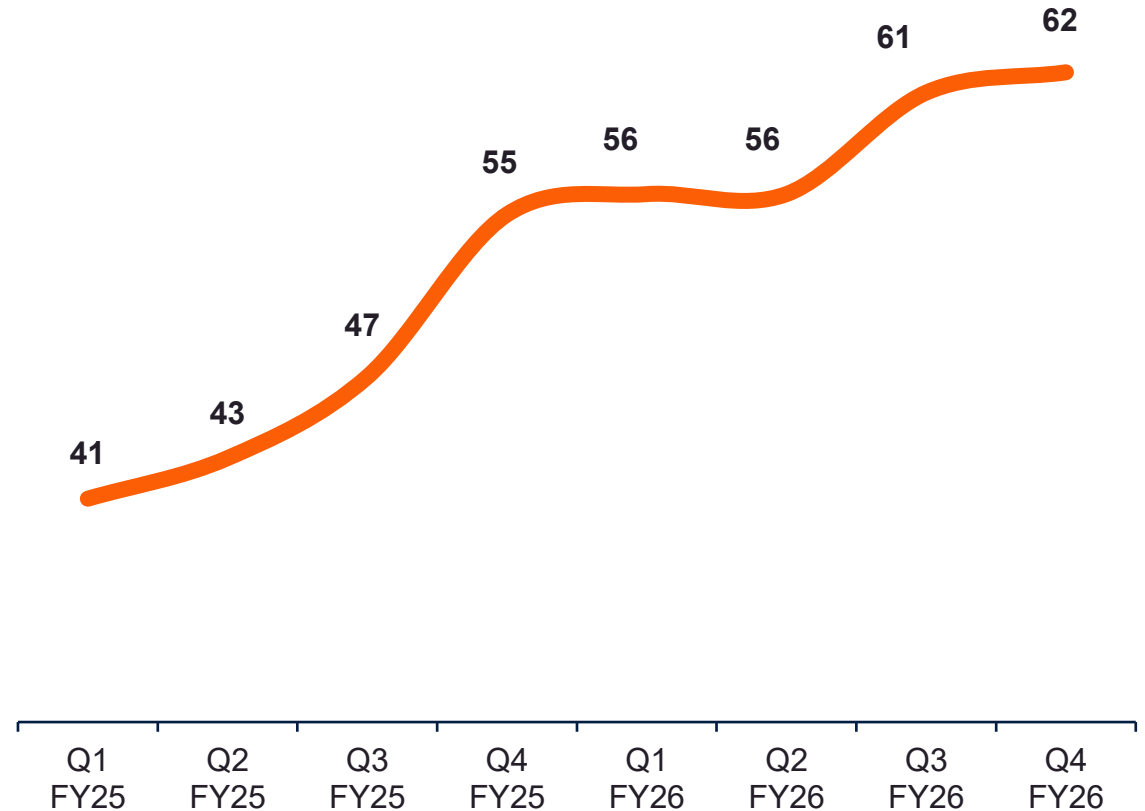
## Client Concentration

Top 10 clients as % of total revenue



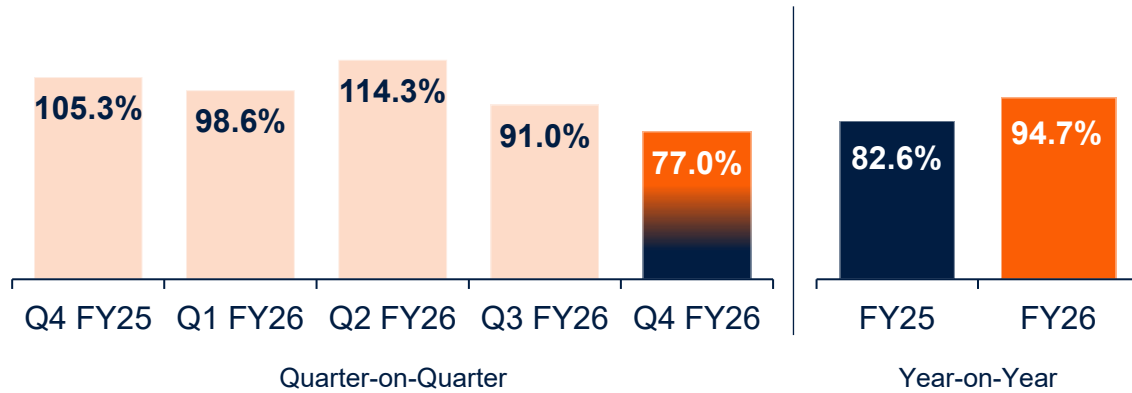
## Large Client Count

>\$5M Annual Revenue

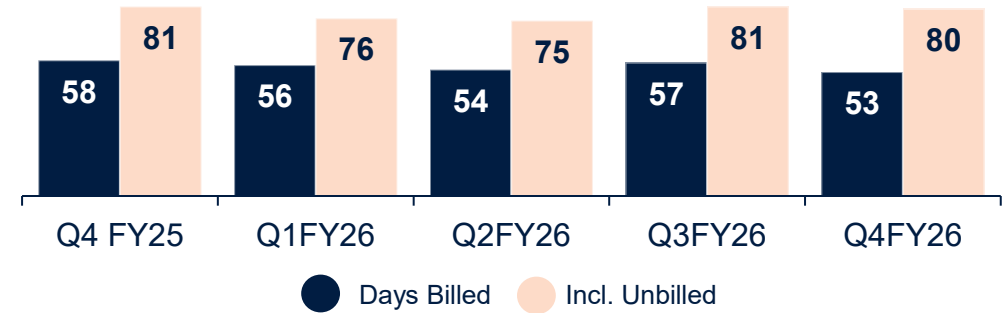


# ...backed by disciplined execution and efficient capital utilization...

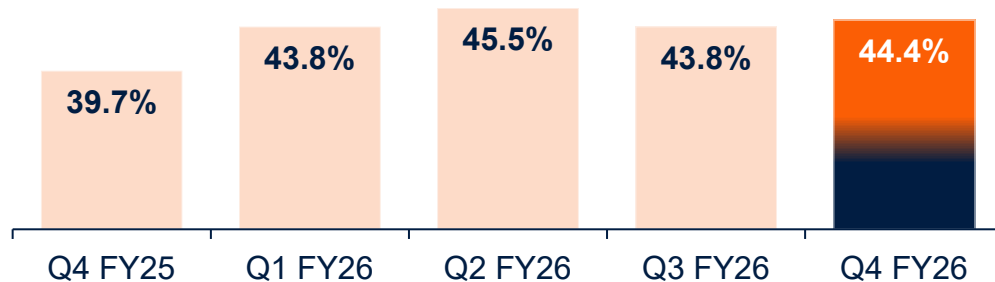
## Operating Cash Flow (OCF) to PAT%



## Days Sales Outstanding (DSO)

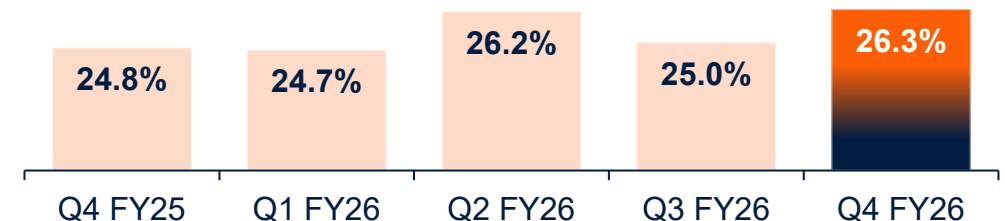


## Return On Capital Employed (ROCE)%



ROCE = TTM EBIT/Average of Net Assets excluding cash and cash equivalent at the beginning and end of TTM period

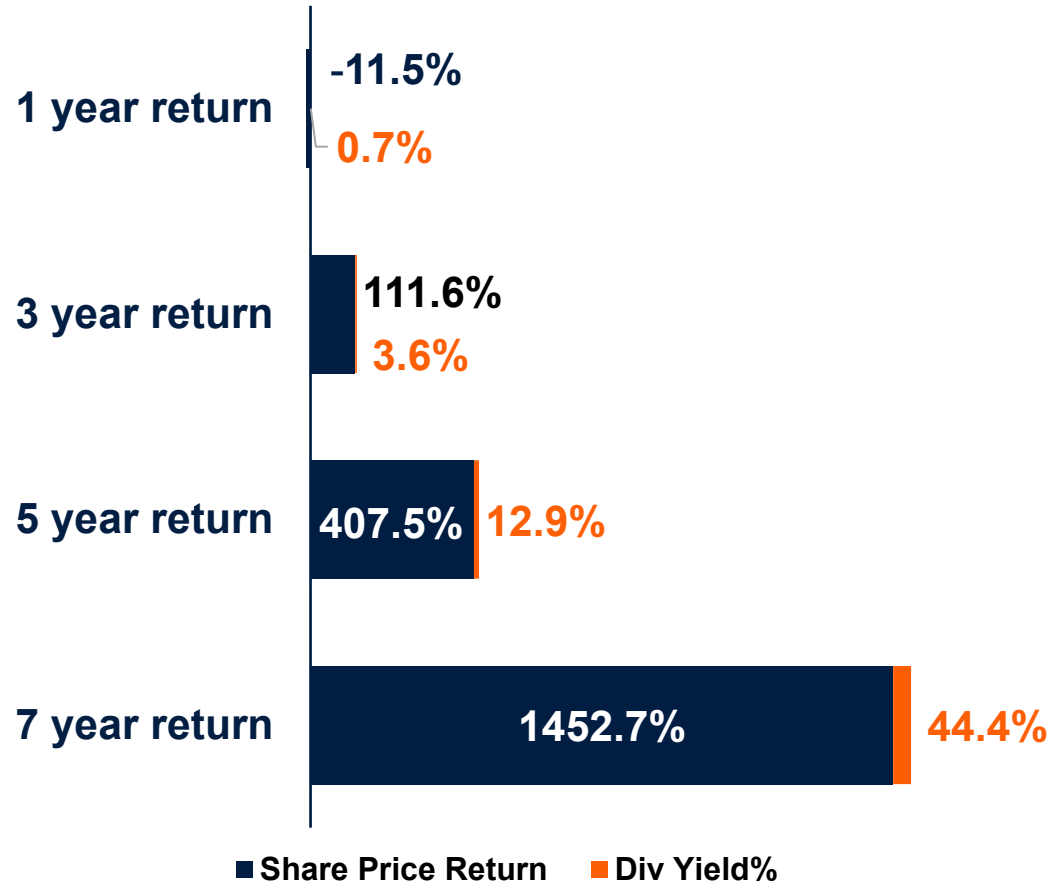
## Return On Equity (ROE)%



ROE = TTM PAT/Average of Net Worth at the beginning and end of TTM period

# ...translating into long-term, industry-leading value for our shareholders

## Persistent Total Shareholder Return



## Persistent 1-Year Stock Performance



# We are the “Ecosystem Orchestrator of Choice” for our customers



Solutions Partner in 5 areas\*  
**7,520+ Certifications**



Premier Partner  
**2,660+ Certifications**



Premier Partner  
**2,390+ Certifications**



Global Summit Partner  
**9,300+ Certifications**



Platinum Partner  
**1,540+ Certifications\*\***



Premier Partner  
**180+ Certifications**



Silver Partner  
**910+ Certifications**

**7,000+ AI/ML/GenAI External Certifications**

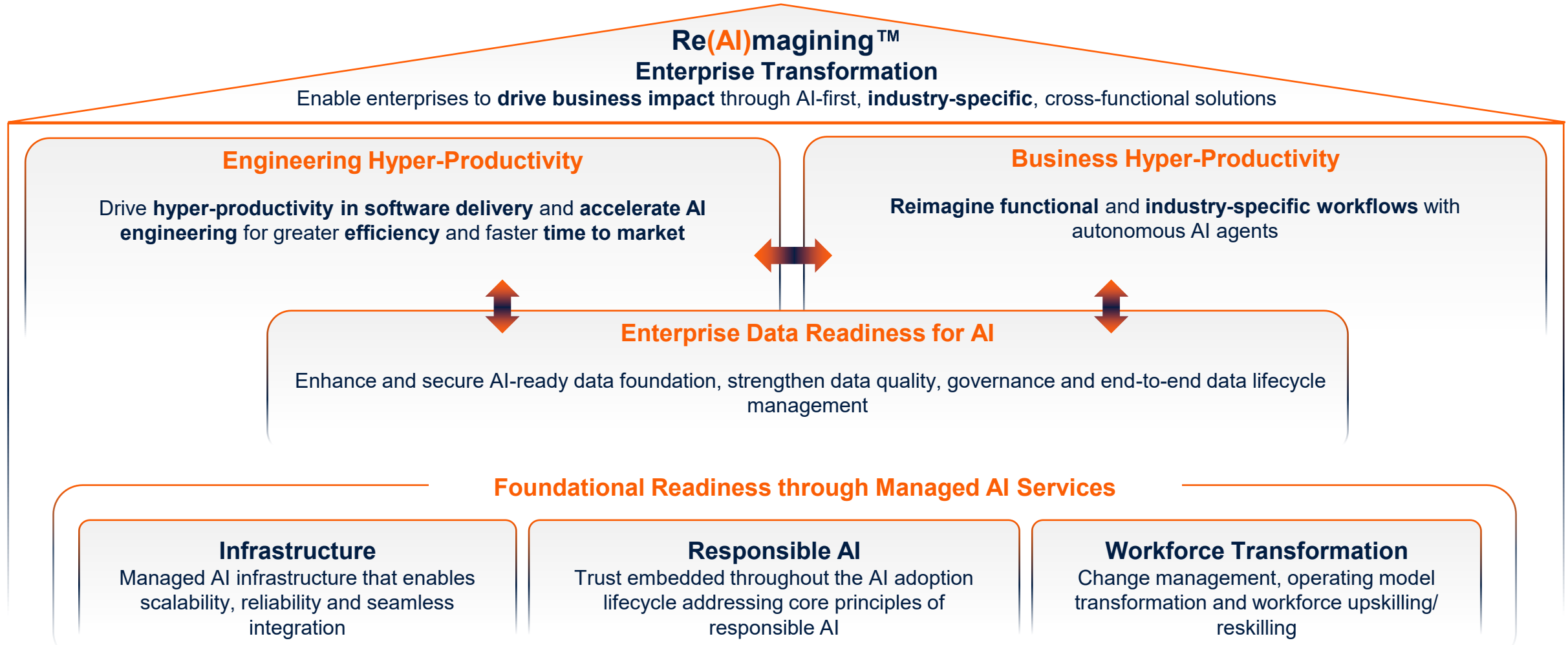
**24,500+ Partner Certifications**

All certification numbers are as per partner portals

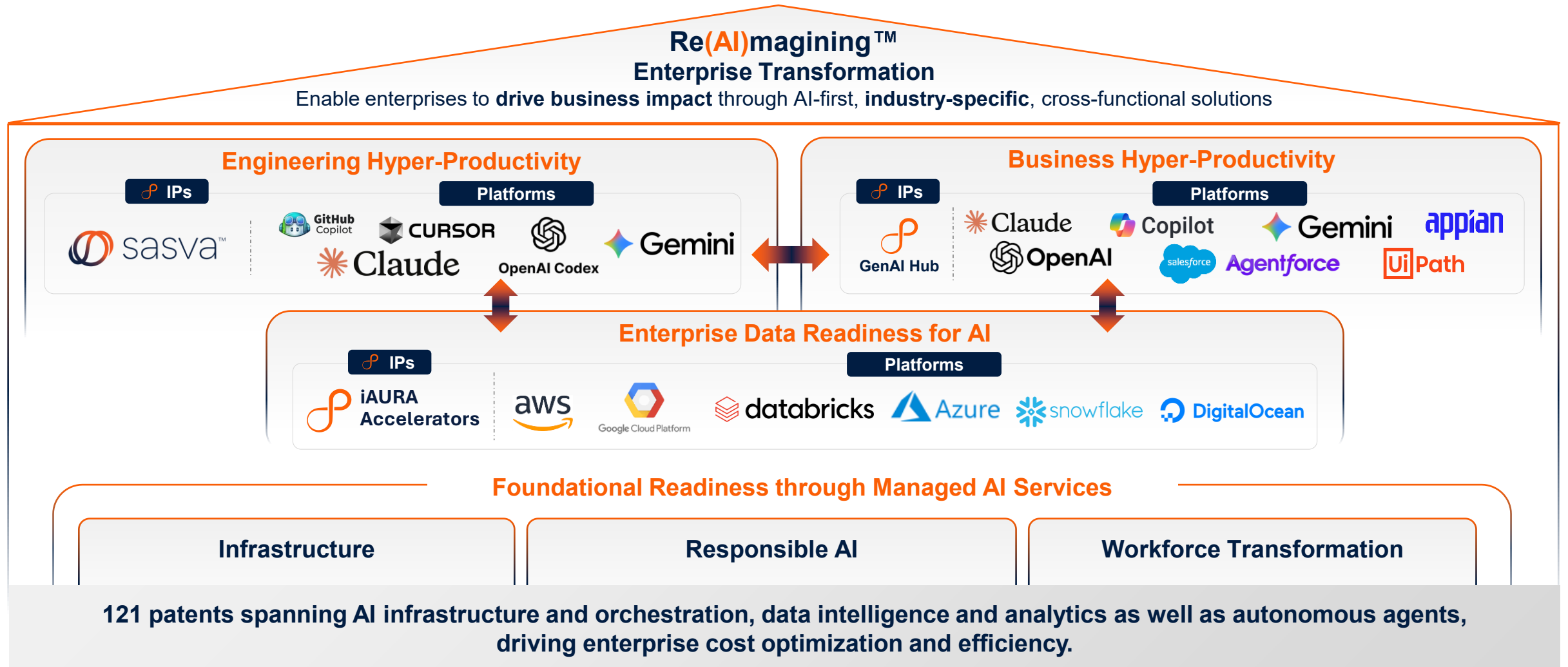
\*Infrastructure, Data & AI, Digital & App Innovation, Security, Modern Work

\*\*IBM badges

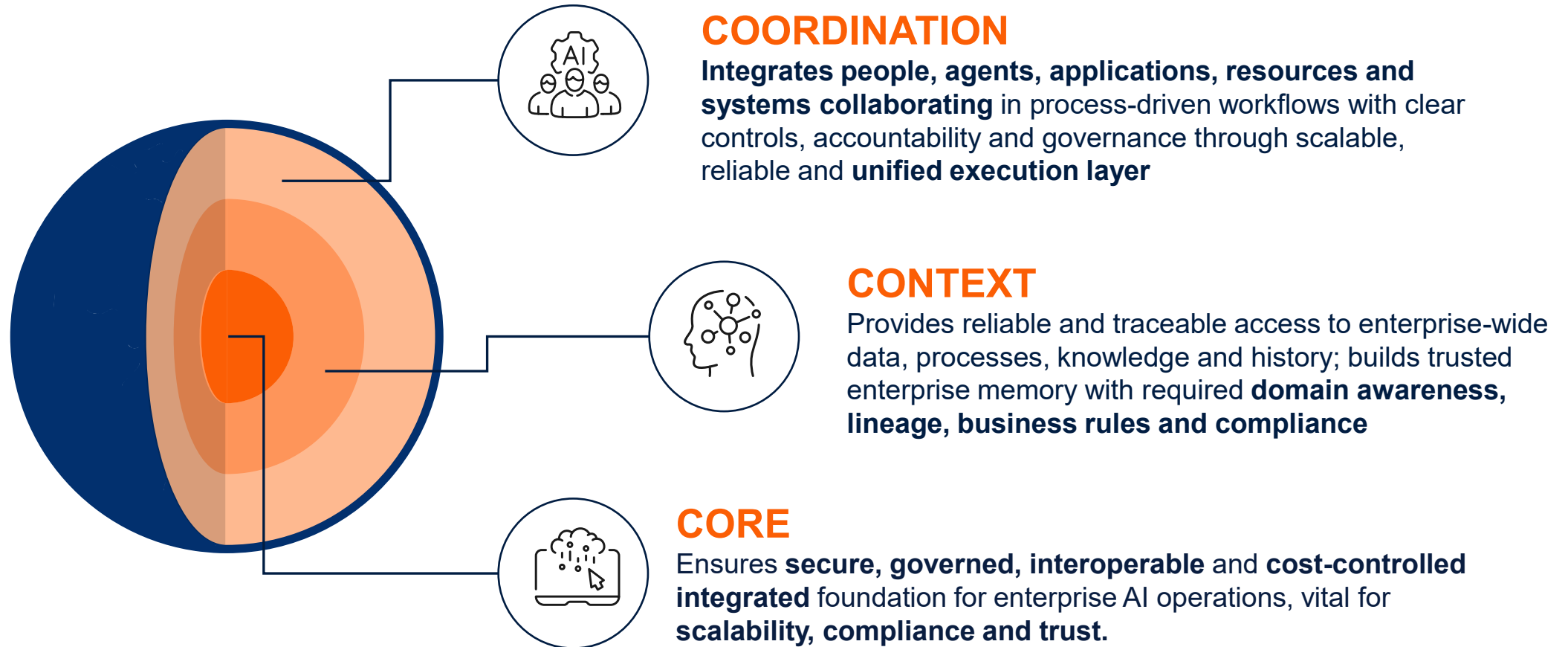
# Over the past few quarters, we established and operationalized our AI-led, platform-driven strategy...



# ...and accelerated enterprise-wide transformation powered by our strategic partnerships, IPs, accelerators and solutions...

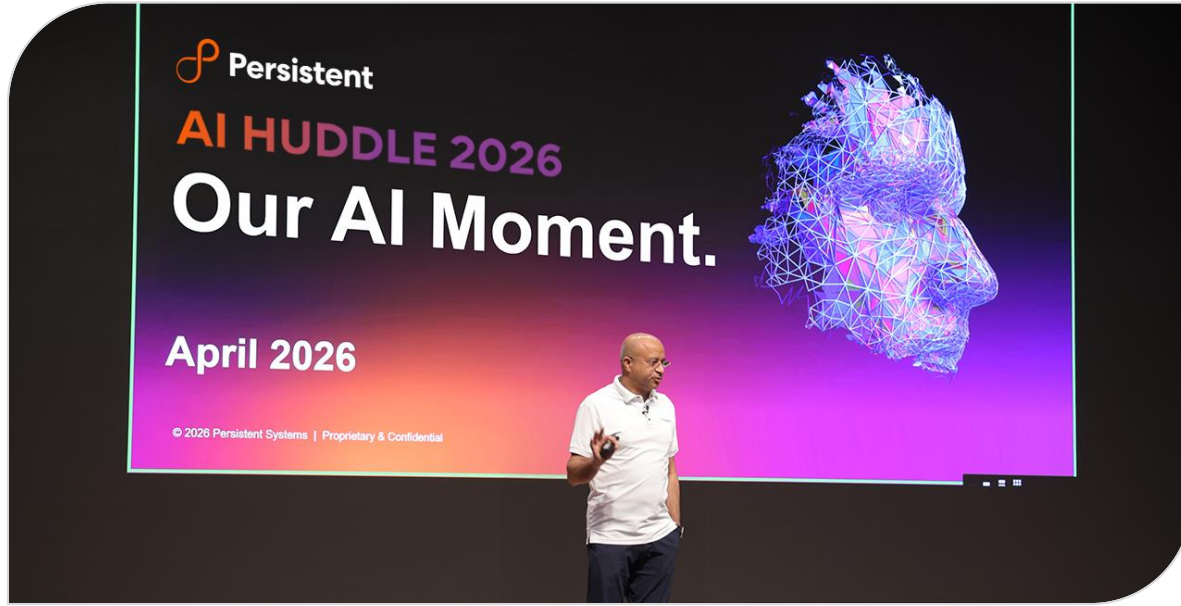


# ...underpinned by our 3C Framework for successful AI execution



# We hosted Persistent AI Huddle with 1,700+ participants

Aligned leadership, enabled teams and prepared the organization for AI-led delivery at scale



Brought together **business leaders, engineering leaders and architects**, amplifying and building on our existing AI capabilities.

Charted a **clear roadmap for each of our vertical and service line offerings to scale AI adoption** across near- and long-term horizons

Enabled **GTM teams** to drive engineering and business productivity through AI-led workflows

**AI Hackathon** executing end-to-end real-world use cases across various AI stacks such as OpenAI, Anthropic, Copilot and SASVA™

# Sustainability and inclusivity are embedded in our long-term ESG goals...

## Environment

- **Maintain carbon neutrality** for scope 1 and 2 emissions and achieve SBTi-approved **net-zero** emission reduction targets **by 2050**
- **Source 100% of electricity** from renewable energy at all owned facilities by the end of FY26



## Social Responsibility

- **Uplift society** through education, health, community development and conservation of heritage and wildlife programs
- **Develop opportunities for employees** to contribute time and resources toward building a better society



## Governance

- **Maintain best-in-class** information governance to manage data privacy and security risks
- **100% compliance** for code of conduct training



## Diversity

- **Aim for 35% gender diversity** by FY30
- Include **all genders, ethnicities, sexual preferences, religions and specially-abled persons** in our diverse workplaces



# ...enabling us to make a meaningful impact on our people and communities

## Environment

For the second year in a row, we achieved carbon neutrality for Scope 1 and Scope 2 emissions

**62.7%**

Electricity sourced from renewable energy in India offices

**35,795**

Trees planted, taking the overall count to 156,830 trees

**35%**

Of treated wastewater in owned campuses is used within our facilities

**99%**

Waste recycled

## Social Responsibility

**52,451**

Lives impacted through CSR programs

**9,577**

Volunteers participated in ISR activities

**11,507**

Hours volunteered in ISR activities

## Governance

**97%**

Completion of Code of Conduct training. Enhanced security controls by investing in advance security platforms like CNAAP, Cloud SIEM, etc. No data breaches reported

## Diversity

**29.8%**

Women in the workforce

**12.7%**

Women in leadership roles

**98,116**

Participants in wellbeing initiatives

**8.1/10**

Employee Satisfaction Score (ESAT) eNPS

**51**

Specially-abled people

**59**

Nationalities

**94.2%**

Employees participating in learning with 94 average learning hours per person

Note: The achievement figures above have been audited based on FY25 data

[Read our FY25 ESG report](#)

Included in the **Dow Jones World Sustainability Index**

Persistent Systems Software  
**S&P Global CSA Score 2025**  
A key component of the S&P Global ESG Score

**86** / 100

As of November 26, 2025

The S&P Global Corporate Sustainability Assessment (CSA) Score is the S&P Global ESG Score without the inclusion of any modeling approaches. S&P Global ESG Scores cannot be compared across industries. They measure a company's sustainability performance relative to industry counterparts. Learn more at [spglobal.com/esg/scores](http://spglobal.com/esg/scores)

S&P Global 

Climate

**CDP**

**A List 2025** (Formerly Carbon Disclosure Project)

 **NSE 79/100**  
NSE Sustainability Ratings & Analytics Ltd

 **SES** | **81.7**  
Stakeholders Empowerment Services | ESG Score  
Analyze » Educate » Empower

**dun & bradstreet**

Featured in the Dun and Bradstreet India's Leading ESG Entities Report

# Performance Highlights



“Our approach has consistently been to build capabilities ahead of demand. Over the past 36 years, we have invested in strengthening our engineering depth and data foundations, which are now finding greater application as AI adoption scales across enterprises. These investments are leading to deeper client relationships and a more meaningful role in how our clients are reshaping their businesses in the context of AI. We will continue to build and adapt our capabilities as the market evolves, with the same long-term discipline.”

**Dr. Anand Deshpande**

Founder, Chairman and Managing Director



“We delivered 17.4% year-on-year revenue growth in FY26, with an EBIT margin of 15.6%. I am pleased to share that we have declared a full-year dividend of ₹40 per share. Q4 FY26 marked our 24<sup>th</sup> sequential quarter of growth, reflecting the consistency of our execution and alignment to client demand in a market being shaped by AI. As AI adoption accelerates, our AI-first strategy is strengthening our operating model and improving the quality and scale of delivery across the business.

Our growth momentum continues to be recognized in the market, with Brand Finance naming Persistent the fastest-growing IT services brand globally in 2026.

We are deeply grateful to our employees for their unwavering commitment, and to our clients, partners and shareholders for their continued trust and belief, enabling our progress.”

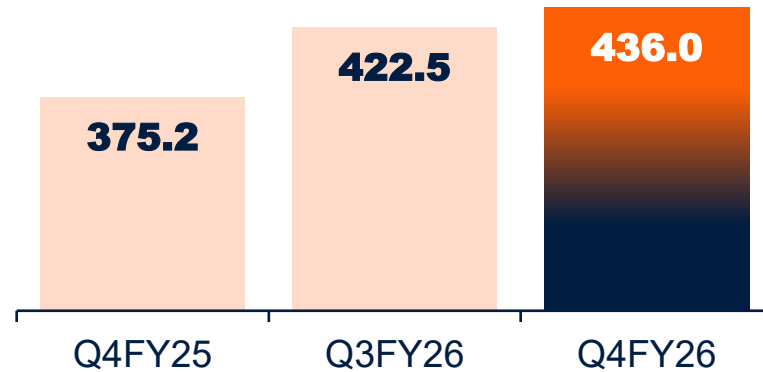
**Sandeep Kalra**

Chief Executive Officer and Executive Director

# Q4 FY26: Financial Highlights

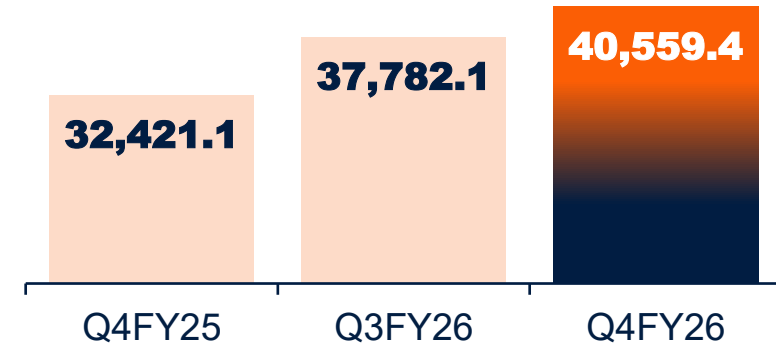
Revenue (\$ million)

↑ 3.2% QoQ    ↑ 16.2% YoY



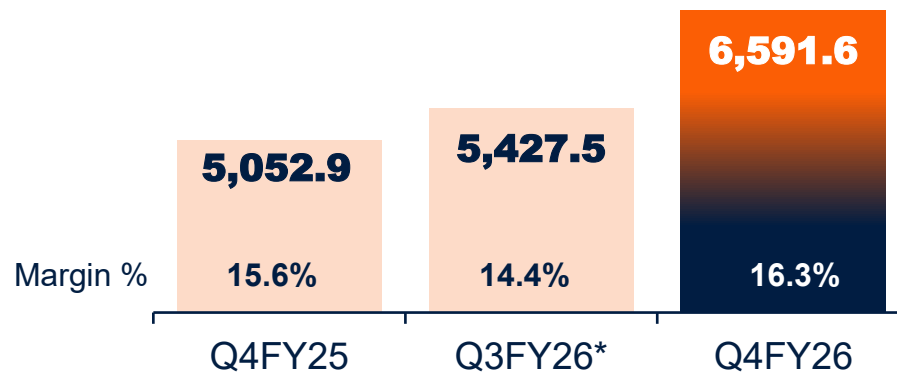
Revenue (₹ million)

↑ 7.4% QoQ    ↑ 25.1% YoY



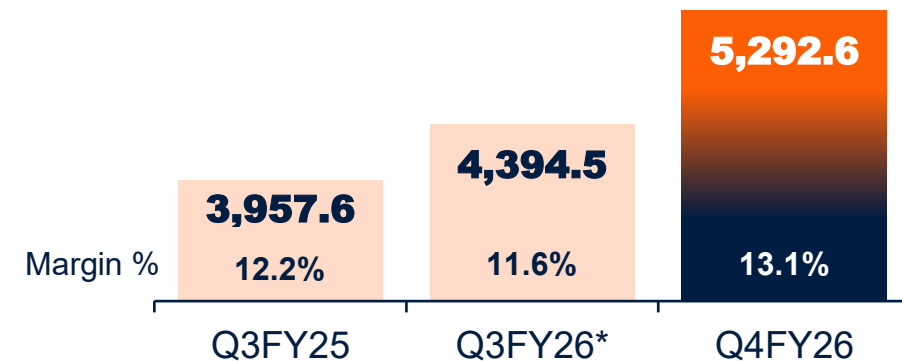
EBIT (₹ million)

↑ 21.4% QoQ    ↑ 30.5% YoY



PAT (₹ million)

↑ 20.4% QoQ    ↑ 33.7% YoY

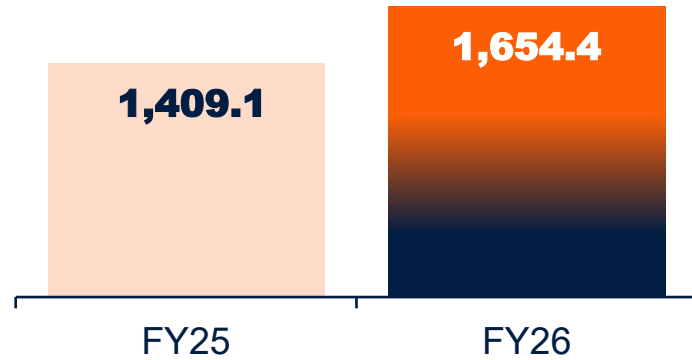


\* Including one-time impact of ~2.3% on EBIT and ~1.8% on PAT in Q3FY26 due to New Labour Codes

# FY26: Year on Year Performance

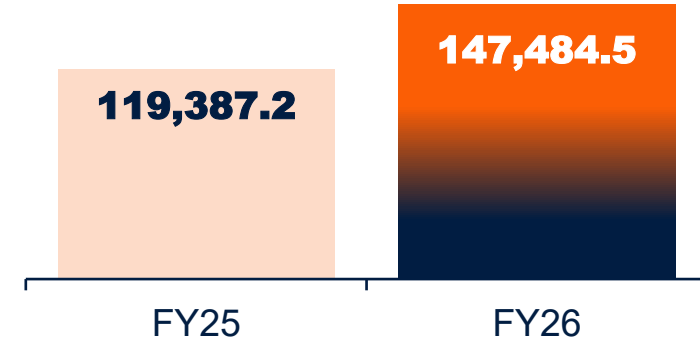
Revenue (\$ million)

↑ 17.4%



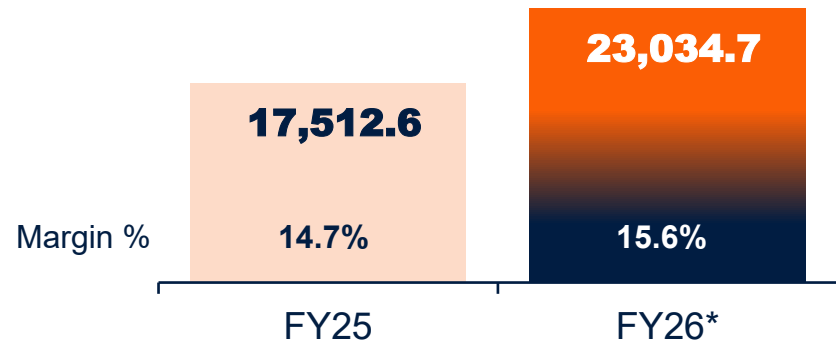
Revenue (₹ million)

↑ 23.5%



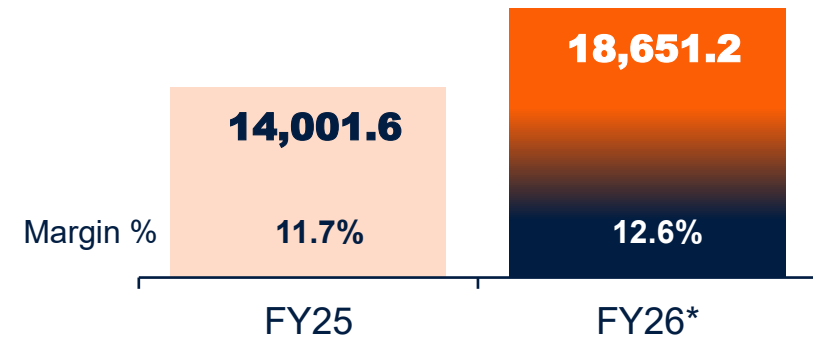
EBIT (₹ million)

↑ 31.5%



PAT (₹ million)

↑ 33.2%

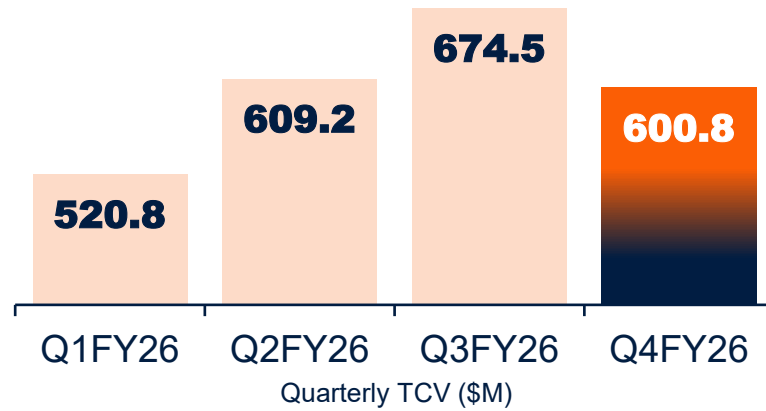


\* Including one-time impact of ~0.6% on EBIT and 0.5% on PAT due to New Labour Codes

# FY26: TCV and ACV Bookings

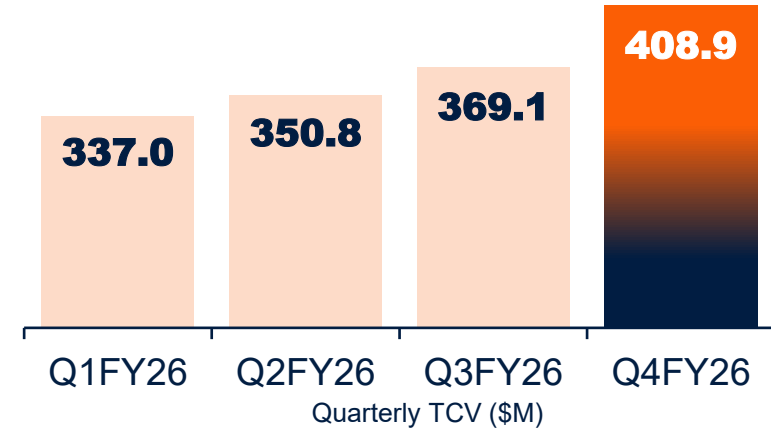
## Trailing Twelve Months TCV\*

**\$2,405.3M**



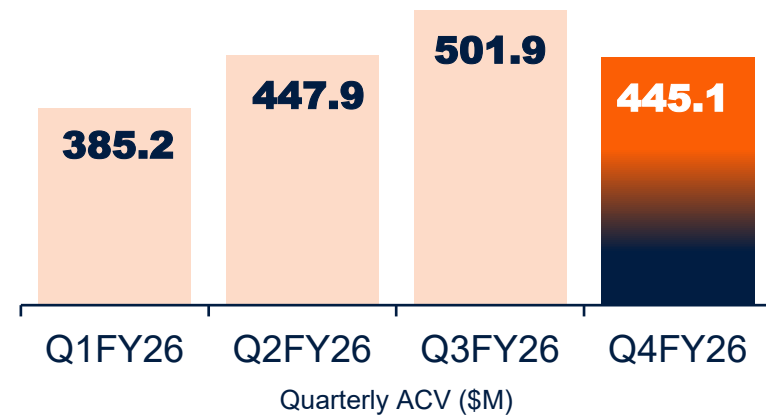
## Trailing Twelve Months TCV (New)

**\$1,465.8M**



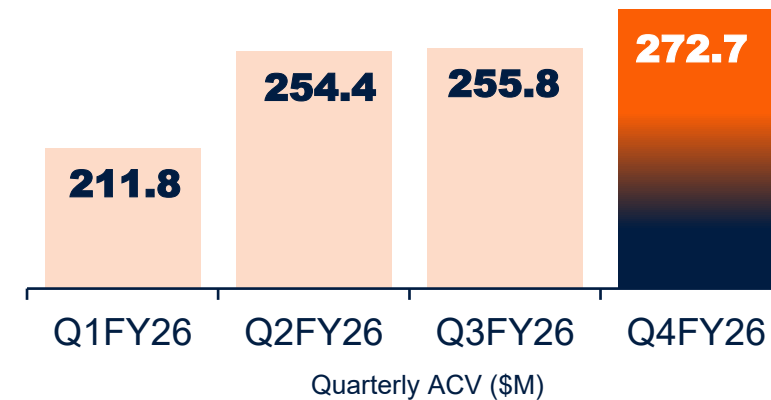
## Trailing Twelve Months ACV\*

**\$1,780.1M**



## Trailing Twelve Months ACV (New)

**\$994.7M**



# Q4 FY26: Key Wins

## Software, Hi-Tech & Emerging Industries



**Driving large-scale shift from hardware-centric products to software-led platforms** through an end-to-end engineering carveout and offshore operations across SAP, IT and data for a global industrial technology leader

**Enabling hyperscaler-led cloud modernization** of connectivity-centric infrastructure through secure workload migration, DevOps, database compliance and hardware lifecycle across seven data centers for a leading U.S. telecom provider

**Advancing AI-enabled social intelligence platform** with core engineering, GenAI innovation and UI modernization for a global leader in mission-grade risk intelligence

## Banking, Financial Services & Insurance



**Scaling flagship enterprise platform** by development of industry-specific capabilities across field services and healthcare for a global leader in tax and accounting software

**Modernizing payments platform** through regulatory transformation and augmentation of core transaction capabilities for one of the largest banks in the Nordics

**Co-building digital underwriting platform** with a fully digital, workflow-driven system, enhancing efficiency, compliance and risk management for one of the largest life insurance providers in Australia

## Healthcare & Life Sciences



**Orchestrating multi-phase program** spanning managed IT, platform operations, revenue-platform engineering and R&D capacity expansion for a leading U.S. based molecular diagnostics company

**Reimagining global CRO platform** by unifying digital, data and AI systems into a scalable, cloud-first architecture, improving margins and trial throughput for a global life sciences leader

**Enhancing care management platform** across data, workflows and analytics, automating operations for a leading U.S. based kidney care management provider

# Awards and Recognitions

# In FY26, we earned notable recognitions, signaling strong brand equity and enduring market preference...



Conferred '**Most Honored Company**' status in Extel's 2025 Asia (ex-Mainland China) Executive Team survey



**Brand Finance®**  
FASTEST GROWING  
IT SERVICES BRAND  
BY BRAND VALUE

Recognized as the **Fastest Growing IT Services Brand Globally** in the 2026 Brand Finance IT Services 25 Report



**Brand Finance®**  
FASTEST GROWING  
INDIAN IT SERVICES  
BRAND

Acknowledged as the **Fastest Growing Indian IT Services brand** by Brand Finance

KANTAR BRANDZ

**2025** MOST VALUABLE  
INDIAN BRANDS

Named among **India's Most Valuable Brands** in Kantar BrandZ 2025 with \$2.9 Billion Brand Valuation



Ranked among **Asia-Pacific's Top 10 Professional Services Companies** in the TIME 2026 List

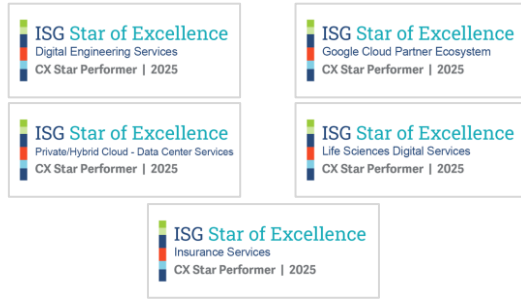


Spotlighted as one of **America's Greatest Workplaces for Inclusion & Diversity 2025** by Newsweek and Plant-A Insights Group



Featured among **America's Greatest Workplaces in Tech 2025** by Newsweek and Plant-A Insights Group

# ... and were acknowledged by leading analysts and advisors for our expertise



Won multiple **ISG Customer Experience (CX) Star Performer Awards** based on the **voice of the customer**



Awarded **'Growth Honor of the Year'** at 2025 Everest Group Elevate Honors



**Leader** in ISG Provider Lens™ 2025 for **Digital Engineering Services**



Won the 2025 ISG Star of Excellence™ Award for **AI and Data Excellence**



**Leader** in 2025 ISG Provider Lens® **Generative AI Services**



**Leader** in 3 Everest Group **Talent Readiness for Next-generation Services** PEAK Matrix® Assessments 2025



**Leader** in Everest Group **Private Equity (PE) Services** PEAK Matrix® Assessment 2026



**Leader** in Everest Group **Software Product Engineering** PEAK Matrix® Assessment 2026

# Our leaders were honored for consistent execution and business impact



Dr. Anand Deshpande received the **Lifetime Achievement Award** at the **CNBC-TV18 IBLA 2025**



**Dr. Anand Deshpande** was honored with the **Lifetime Achievement Award** at the **SEAP Star Awards 2026**



Dr. Anand Deshpande and Sandeep Kalra jointly recognized by **Fortune India** as **India's Best CEOs in the IT Services** (mid-cap) category for 2025



Sandeep Kalra was named **Impactful Large Enterprise CEO** at the **ET Edge India's Impactful CEO Awards 2025**



Dr. Anand Deshpande was elected a **Fellow of the Indian National Science Academy**



Dr. Anand Deshpande was recognized with the **Eminent Engineers' Award 2024** in the **Industry Category** by the **Engineering Council of India (ECI)**



Sandeep Kalra was conferred the **Distinguished Alumnus Award** from **Indian Institute of Management, Calcutta**

# We garnered recognitions across ESG, talent excellence and AI-led innovation



Recognized among BW Businessworld's **India's Most Sustainable Companies**, ranking **2<sup>nd</sup>** in the **IT and Digital Services** sector



Ranked **13<sup>th</sup>** in the **Perpetual Capital–Hurun India Impact 50 (2026)**



Named one of the **Best Organizations for Women** by **ET Edge**



Multiple category wins at **The Economic Times Human Capital Awards**



Acknowledged for **technology-led talent excellence** at the **People Matters APAC Infini-T Awards SEA 2026**



Received **14 awards** at the 16<sup>th</sup> edition of **CII Inter-Industry Kaizen Competition**

# Notable News

# We expanded our global footprint to ensure client proximity and scale AI adoption...



## Opened **Melbourne Innovation Center** to Support **Enterprise Modernization and AI Adoption**

- Strategic hub for AI-driven enterprise reinvention across Australia and New Zealand (ANZ) region
- Enables co-creation with clients to advance strategic priorities and deliver measurable business outcomes
- Builds localized engineering capabilities to accelerate AI-led modernization, digital product innovation and platform transformation
- Strengthens long-term capability through targeted hiring, ecosystem partnerships and advanced skilling initiatives

[Read more](#)

# ...as we continue to co-innovate with AI ecosystem partners to develop domain-specific solutions...

Launched **AI-Powered Generative Molecules and Virtual Screening Solution** Powered by **NVIDIA**



**Advanced Technology Partner**

“To meet the urgent global demand for new therapies, the healthcare and life sciences industry is rapidly moving toward AI-driven computational research and discovery. By leveraging the full-stack NVIDIA AI platform, Persistent is empowering biopharma companies with production-grade agentic systems for molecular simulation and virtual screening.”

[Read more](#)



**John Fanelli**

Vice President – Enterprise Software  
**NVIDIA**

Unveiled **Merchant Risk Management Solution** Powered by **Databricks AI**



**Global Systems Integrator and Professional Services Partner**

“Databricks, together with Persistent, helps financial institutions, payment providers, and digital platforms unify data at scale to gain real-time visibility across the merchant lifecycle. This approach enables earlier risk detection, sharper decision-making, and stronger, more resilient compliance in a rapidly evolving payments landscape.”

[Read more](#)



**Josh Meyer**

Global Head of Partner Solutions and Industry GTM  
**Databricks**

# ...while building industry-academia partnerships to drive long-term AI impact

Partnered with **IIT, Kharagpur** to Establish the **Persistent Innovation Lab for AI**



Launched the AI Innovation Lab with the Indian Institute of Technology Kharagpur, within the Department of Computer Science and Engineering, to advance cutting-edge AI research and real-world impact through industry-academia collaboration.

[Read more](#)

Developed **“AI Value Compass”** with Krishnamurthy Tandon School of Artificial Intelligence at **IIM Ahmedabad**



The “AI Value Compass”, developed with the Indian Institute of Management Ahmedabad, draws on insights from ~100 enterprises. It offers a strategic decision framework to evaluate, prioritize and scale AI investments across the enterprise.

[Read more](#)

# We expanded our leadership team to support our growth aspirations

## Ruchi Kulhari, Executive Vice President – Enterprise Strategy and Execution

Ruchi brings over two decades of global leadership experience across enterprise transformation, organizational strategy and human resources. She partners closely with the CEO and Executive Leadership Team to drive the Company's most critical priorities, working across business units and functions to translate strategic priorities into clearly defined initiatives with measurable outcomes.

[Read more](#)



## Hari S. Abhyankar, Executive Vice President and Global Head of Private Equity and Professional Services

Hari has over 25 years of experience at the intersection of strategy, technology and business transformation. He leads global strategy and growth across private equity investors, their portfolio companies and professional services organizations. Hari works closely with clients to accelerate revenue growth, enable platform modernization and drive faster realization of transformation priorities, while also expanding EBITDA through improved efficiency and value creation.

[Read more](#)



# Financial Details

# Sequential Q4 FY26 vs Q3 FY26

Particulars (₹ M, unless otherwise stated)	Q4FY26	Q3FY26	Change QoQ	% of Sales Q4FY26	% of Sales Q3FY26
<b>Revenue (\$ M)</b>	<b>436.0</b>	<b>422.5</b>	<b>3.2%</b>		
Avg. Exchange Rate ₹ / US\$	93.0	89.4	4.0%		
<b>Revenue (₹ M)</b>	<b>40,559.4</b>	<b>37,782.1</b>	<b>7.4%</b>		
Total Direct costs	26,246.9	25,017.8	4.9%	64.7%	66.2%
<b>Gross Profit</b>	<b>14,312.4</b>	<b>12,764.3</b>	<b>12.1%</b>	<b>35.3%</b>	<b>33.8%</b>
Sales & Marketing Expenses	3,175.5	2,992.5	6.1%	7.8%	7.9%
Admin & Other Expenses	3,459.9	3,338.4	3.6%	8.5%	8.8%
Total SG&A	6,635.4	6,331.0	4.8%	16.4%	16.8%
<b>EBITDA</b>	<b>7,677.0</b>	<b>6,433.3</b>	<b>19.3%</b>	<b>18.9%</b>	<b>17.0%</b>
Depreciation	257.9	246.8	4.5%	0.6%	0.7%
Amortization	827.5	759.1	9.0%	2.0%	2.0%
<b>EBIT</b>	<b>6,591.6</b>	<b>5,427.5*</b>	<b>21.4%</b>	<b>16.3%</b>	<b>14.4%</b>
Other Income/(Loss)	136.3	300.6	-54.7%	0.3%	0.8%
Exchange Gain/(Loss)	11.9	(78.2)	-115.2%	0.0%	-0.2%
<b>PBT</b>	<b>6,739.8</b>	<b>5,649.9</b>	<b>19.3%</b>	<b>16.6%</b>	<b>15.0%</b>
Tax	1,447.2	1,255.4	15.3%	3.6%	3.3%
<b>PAT</b>	<b>5,292.6</b>	<b>4,394.5*</b>	<b>20.4%</b>	<b>13.1%</b>	<b>11.6%</b>
<b>EPS (₹)</b>	<b>33.8</b>	<b>28.2</b>	<b>20.2%</b>		

\* Including one-time impact of ~2.3% on EBIT and ~1.8% on PAT in Q3FY26 due to New Labour Codes

# YoY Comparison: Q4 FY26 vs Q4 FY25

Particulars (₹ M, unless otherwise stated)	Q4FY26	Q4FY25	Change YoY	% of Sales Q4FY26	% of Sales Q4FY25
<b>Revenue (\$ M)</b>	<b>436.0</b>	<b>375.2</b>	<b>16.2%</b>		
Avg. Exchange Rate ₹ / US\$	93.0	86.4			
<b>Revenue (₹ M)</b>	<b>40,559.4</b>	<b>32,421.1</b>	<b>7.7%</b>		
Total Direct costs	26,246.9	21,117.0	24.3%	64.7%	65.1%
<b>Gross Profit</b>	<b>14,312.4</b>	<b>11,304.1</b>	<b>26.6%</b>	<b>35.3%</b>	<b>34.9%</b>
Sales & Marketing Expenses	3,175.5	2,623.7	21.0%	7.8%	8.1%
Admin & Other Expenses	3,459.9	2,836.5	22.0%	8.5%	8.7%
Total SG&A	6,635.4	5,460.2	21.5%	16.4%	16.8%
<b>EBITDA</b>	<b>7,677.0</b>	<b>5,843.9</b>	<b>31.4%</b>	<b>18.9%</b>	<b>18.0%</b>
Depreciation	257.9	239.9	7.5%	0.6%	0.7%
Amortization	827.5	551.2	50.1%	2.0%	1.7%
<b>EBIT</b>	<b>6,591.6</b>	<b>5,052.9</b>	<b>30.5%</b>	<b>16.3%</b>	<b>15.6%</b>
Other Income/(Loss)	136.3	153.5	-11.2%	0.3%	0.5%
Exchange Gain/(Loss)	11.9	(154.3)	-107.7%	0.0%	-0.5%
<b>PBT</b>	<b>6,739.8</b>	<b>5,052.1</b>	<b>33.4%</b>	<b>16.6%</b>	<b>15.6%</b>
Tax	1,447.2	1,094.5	32.2%	3.6%	3.4%
<b>PAT</b>	<b>5,292.6</b>	<b>3,957.6</b>	<b>33.7%</b>	<b>13.1%</b>	<b>12.2%</b>
<b>EPS (₹)</b>	<b>33.8</b>	<b>25.6</b>	<b>31.9%</b>		

# FY26 vs FY25

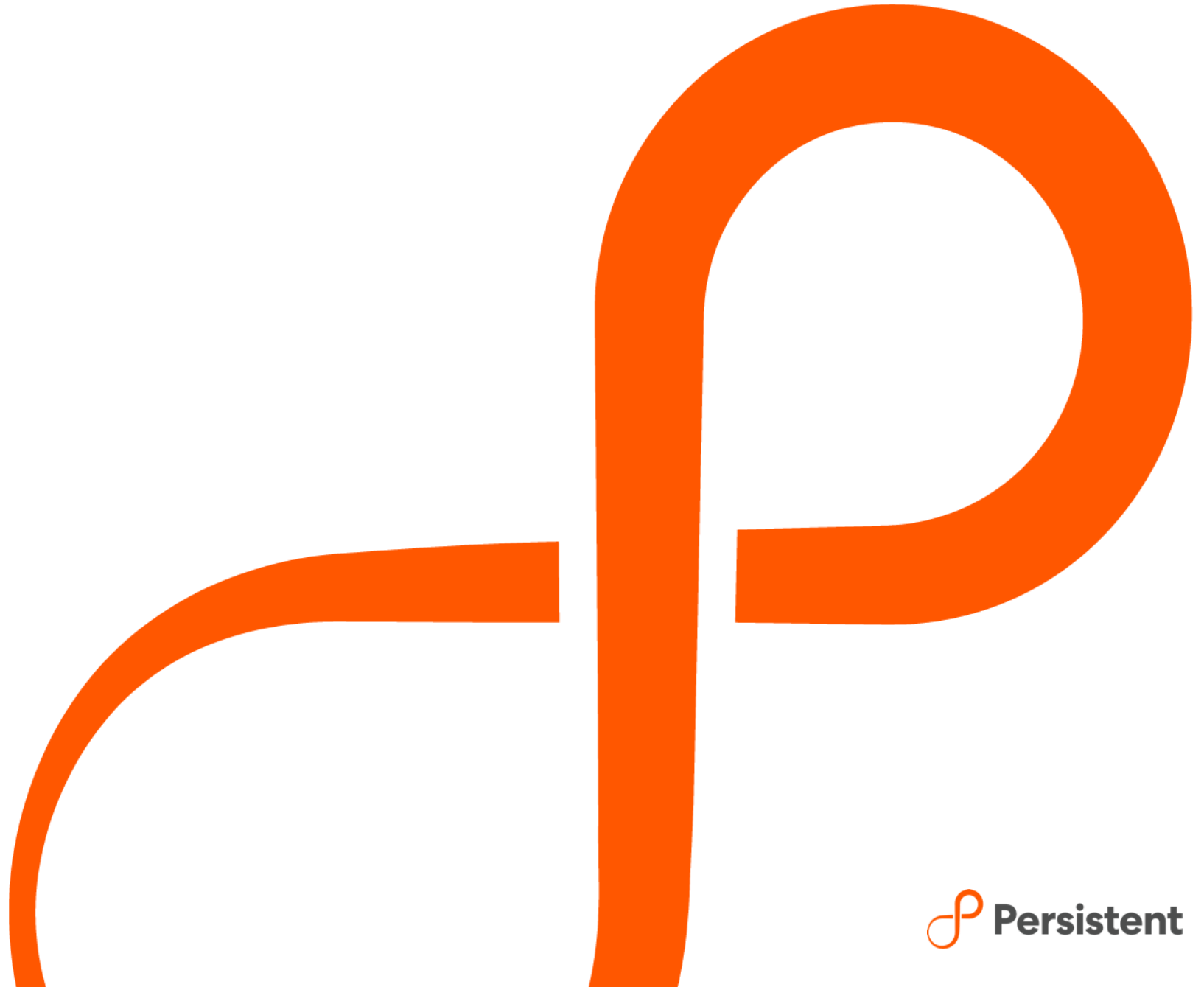
Particulars (₹ M, unless otherwise stated)	FY26	FY25	Change YoY	% of Sales FY26	% of Sales FY25
<b>Revenue (\$ M)</b>	<b>1,654.4</b>	<b>1,409.1</b>	<b>17.4%</b>		
Avg. Exchange Rate ₹ / US\$	89.1	84.7	5.2%		
<b>Revenue (₹ M)</b>	<b>147,484.49</b>	<b>119,387.17</b>	<b>23.5%</b>		
Total Direct costs	95,764.7	78,740.0	21.6%	64.9%	66.0%
<b>Gross Profit</b>	<b>51,719.8</b>	<b>40,647.1</b>	<b>27.2%</b>	<b>35.1%</b>	<b>34.0%</b>
Sales & Marketing Expenses	11,677.2	9,835.1	18.7%	7.9%	8.2%
Admin & Other Expenses	12,978.4	10,230.3	26.9%	8.8%	8.6%
Total SG&A	24,655.6	20,065.4	22.9%	16.7%	16.8%
<b>EBITDA</b>	<b>27,064.2</b>	<b>20,581.7</b>	<b>31.5%</b>	<b>18.4%</b>	<b>17.2%</b>
Depreciation	1,011.6	920.7	9.9%	0.7%	0.8%
Amortization	3,017.9	2,148.5	40.5%	2.0%	1.8%
<b>EBIT</b>	<b>23,034.7*</b>	<b>17,512.6</b>	<b>31.5%</b>	<b>15.6%</b>	<b>14.7%</b>
Other Income/(Loss)	683.1	621.3	9.9%	0.5%	0.5%
Exchange Gain/(Loss)	394.4	89.2	342.2%	0.3%	0.1%
<b>PBT</b>	<b>24,112.1</b>	<b>18,223.1</b>	<b>32.3%</b>	<b>16.3%</b>	<b>15.3%</b>
Tax	5,460.9	4,221.5	29.4%	3.7%	3.5%
<b>PAT</b>	<b>18,651.20*</b>	<b>14,001.62</b>	<b>33.2%</b>	<b>12.6%</b>	<b>11.7%</b>
<b>EPS (₹)</b>	<b>119.7</b>	<b>91.2</b>	<b>31.3%</b>		

\* Including one-time impact of ~0.6% on EBIT and ~0.5% on PAT in FY26 due to New Labour Codes

# Balance Sheet

Particulars (₹ M)	As on March 31, 2026	As on March 31, 2025
<b>Assets</b>		
PPE and Intangible Assets	28,935.6	26,184.4
Non-Current Assets	7,563.7	5,053.5
Cash and Investments	27,622.1	19,511.4
Other Current Assets	49,644.0	36,616.7
<b>Total</b>	<b>113,765.4</b>	<b>87,366.0</b>
<b>Equity and Liabilities</b>		
Net Worth	78,378.6	63,190.7
Non-Current Liabilities	6,144.3	2,847.6
Current Liabilities	29,242.5	21,327.7
<b>Total</b>	<b>113,765.4</b>	<b>87,366.0</b>

# Fact Sheet



# Fact Sheet

Revenue		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	Revenue from Operations, \$M	436.0	422.5	406.2	389.7	375.2	1,654.4	1,409.1
	% QoQ growth	3.2%	4.0%	4.2%	3.9%	4.2%		
	% QoQ growth (constant currency)	3.4%	4.1%	4.4%	3.3%	4.5%		
	% YoY growth	16.2%	17.3%	17.6%	18.8%	20.7%	17.4%	18.8%
	Revenue from Operations, ₹M	40,559	37,782	35,807	33,336	32,421	147,484	119,387
	% QoQ growth	7.4%	5.5%	7.4%	2.8%	5.9%		
	% YoY growth	25.1%	23.4%	23.6%	21.8%	25.2%	23.5%	21.6%

DSO		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	Days (Billed)	53	57	54	56	58	53	58
	Days (Unbilled)	27	24	21	20	23	27	23

# Fact Sheet

Segment Revenue Mix		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	BFSI	34.5%	35.0%	34.8%	33.9%	32.3%	34.6%	31.6%
	Healthcare & Life Sciences	26.3%	25.4%	25.2%	25.3%	26.8%	25.6%	27.3%
	Software, Hi-Tech & Emerging Industries	39.2%	39.6%	40.0%	40.8%	40.9%	39.8%	41.1%
	<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Geography Revenue Mix		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	North America	81.4%	81.5%	79.8%	79.8%	80.5%	80.6%	80.8%
	Europe	8.1%	8.5%	9.3%	9.0%	8.4%	8.7%	8.1%
	India	8.3%	7.8%	9.2%	9.8%	9.3%	8.8%	9.4%
	ROW	2.2%	2.2%	1.7%	1.4%	1.8%	1.9%	1.7%
	<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

# Fact Sheet

<b>Hedges</b>		<b>Q4FY26</b>	<b>Q3FY26</b>	<b>Q2FY26</b>	<b>Q1FY26</b>	<b>Q4FY25</b>	<b>FY26</b>	<b>FY25</b>
	Outstanding Hedges (\$M)	<b>500</b>	490	475	440	300	500	300
	Rates (₹/\$)	<b>90.7</b>	89.1	87.8	86.9	86.3	90.7	86.3
<b>Revenue Concentration</b>		<b>Q4FY26</b>	<b>Q3FY26</b>	<b>Q2FY26</b>	<b>Q1FY25</b>	<b>Q4FY25</b>	<b>FY26</b>	<b>FY25</b>
	Top 5	<b>31.5%</b>	32.9%	32.9%	31.8%	32.7%	32.2%	31.3%
	Top 10	<b>42.1%</b>	43.7%	43.2%	42.0%	42.2%	41.6%	40.9%
	Top 20	<b>53.6%</b>	54.8%	54.4%	53.8%	53.0%	52.9%	51.7%
	Top 50	<b>69.7%</b>	70.5%	70.1%	70.0%	68.7%	68.8%	66.8%
	Top 100	<b>82.5%</b>	82.5%	82.8%	82.8%	82.1%	81.2%	79.8%
<b>Client Engagement Size</b>		<b>Q4FY26</b>	<b>Q3FY26</b>	<b>Q2FY26</b>	<b>Q1FY25</b>	<b>Q4FY25</b>	<b>FY26</b>	<b>FY25</b>
	\$75M+	<b>4</b>	4	4	4	4	4	4
	\$50M – \$75M	-	-	-	-	-	-	-
	\$20M – \$50M	<b>8</b>	8	8	8	6	8	6
	\$10M – \$20M	<b>17</b>	16	13	10	11	17	11
	\$5M – \$10M	<b>33</b>	33	31	34	34	33	34
	\$1M – \$5M	<b>139</b>	134	135	135	136	139	136
	Total \$1M+	<b>201</b>	195	191	191	191	201	191

# Fact Sheet

People Numbers		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	Technical	25,849	25,077	24,608	23,787	23,072	25,849	23,072
	Sales and Business Development	543	520	510	496	485	543	485
	Others	1,110	1,114	1,106	1,057	1,037	1,110	1,037
	<b>Total</b>	<b>27,502</b>	<b>26,711</b>	<b>26,224</b>	<b>25,340</b>	<b>24,594</b>	<b>27,502</b>	<b>24,594</b>

Effort Mix		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	Global Delivery Centers	14.6%	14.2%	14.1%	14.5%	14.8%	14.3%	15.2%
	India	85.4%	85.8%	85.9%	85.5%	85.2%	85.7%	84.8%

Utilization		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	Including Trainees	88.0%	88.4%	88.2%	88.7%	88.1%	88.3%	85.6%

Attrition Rate		Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	FY26	FY25
	TTM Basis	13.0%	13.5%	13.8%	13.9%	12.9%	13.0%	12.9%



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