



Investor Presentation

January 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

\$422.5M

FY26 Q3 Revenue
+17.3% YoY

14.4%

EBIT Margin*
+19.1% YoY

11.6%

PAT Margin*
+17.8% YoY

\$1,593.6M

TTM Revenue
+18.5% YoY

\$1,685.3M

TTM ACV Bookings

\$11.0B

Market Capitalization as of
December 31, 2025

1 USD = INR 89.87

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

Our journey over 35+ 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 26,500+ employees spread across the globe...



North America

3,049
Employees

Europe

303
Employees

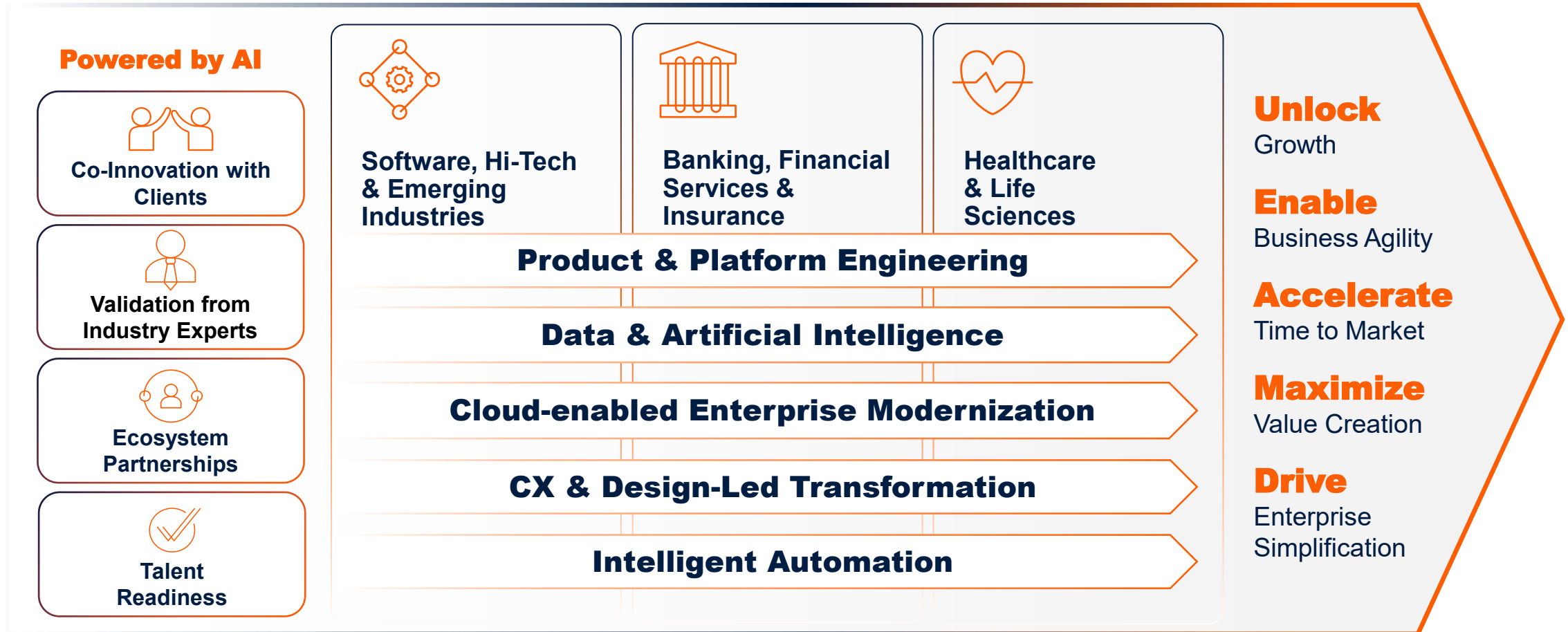
India

23,200
Employees

Rest of the World

159
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

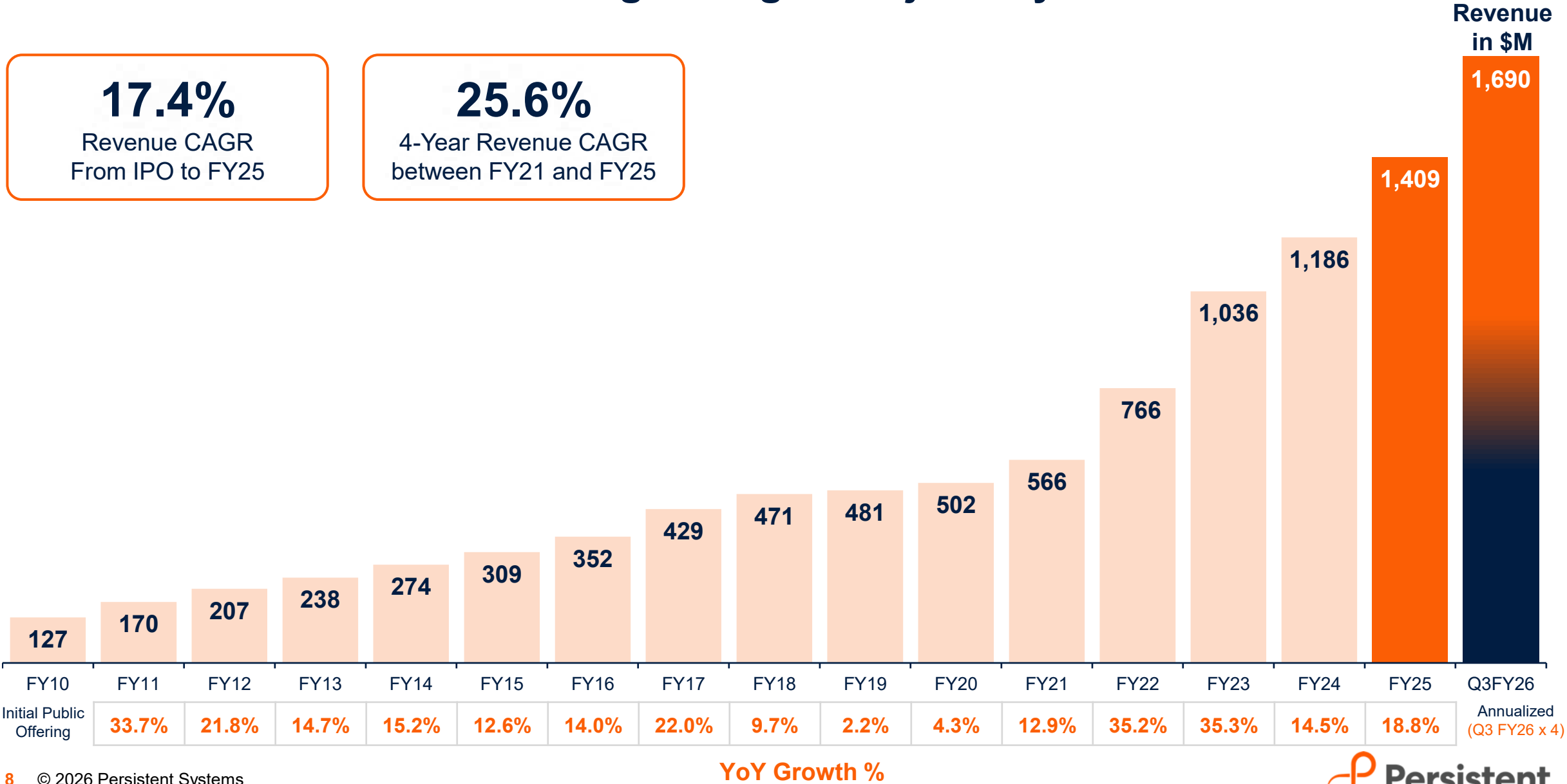
Top Clinical Research
Organizations

20 of Fortune 50 companies

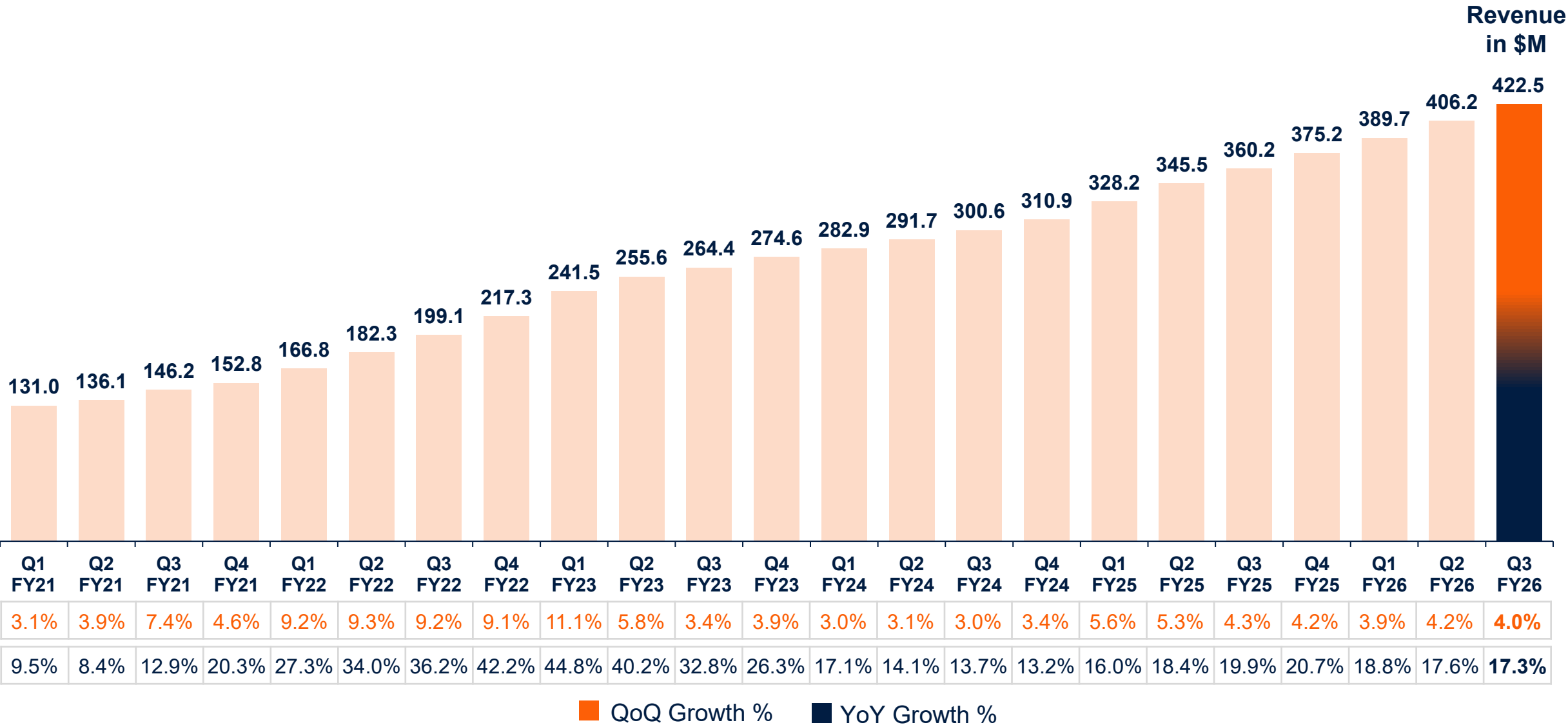
We continue to build on our long-term growth journey...

17.4%
Revenue CAGR
From IPO to FY25

25.6%
4-Year Revenue CAGR
between FY21 and FY25

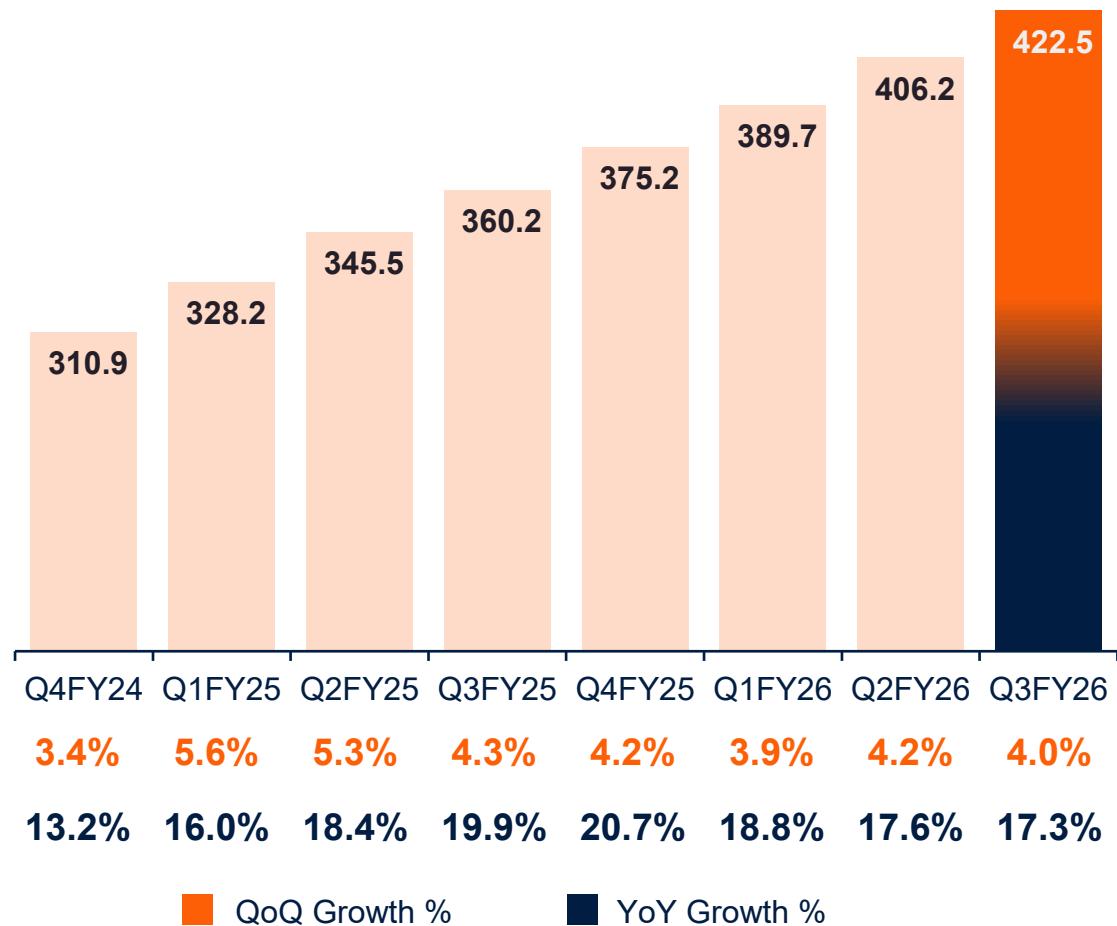


...with sequential revenue growth over the last 23 quarters...

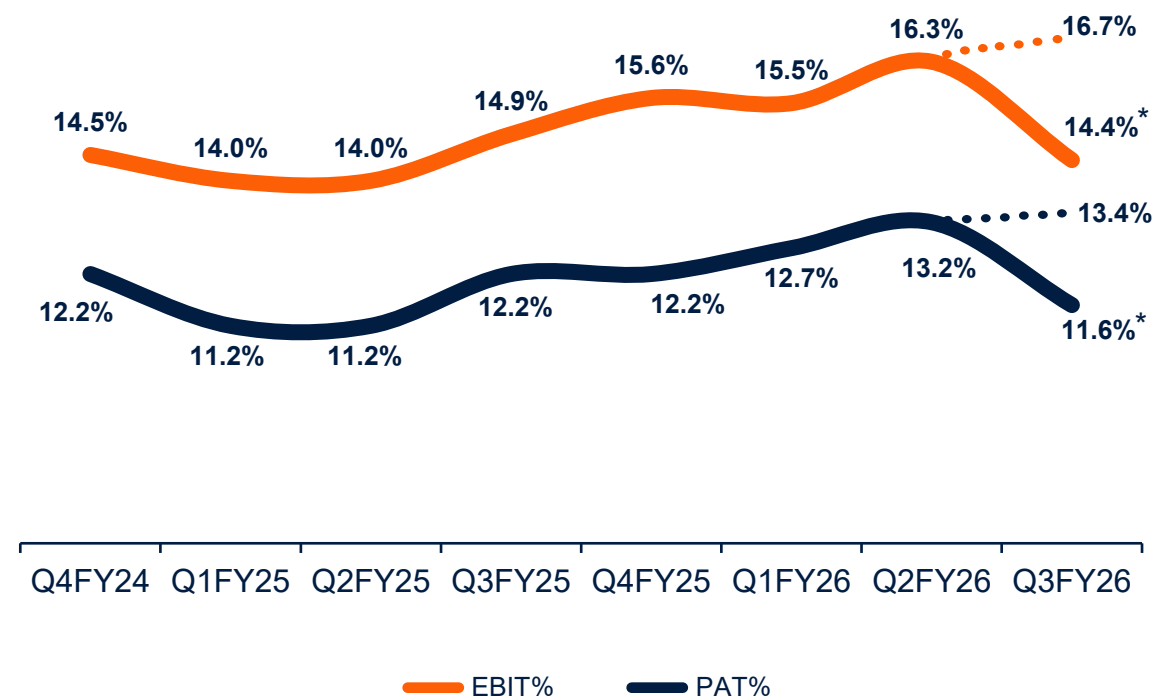


...while delivering sustained, profitable growth

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



EBIT and PAT Margin %



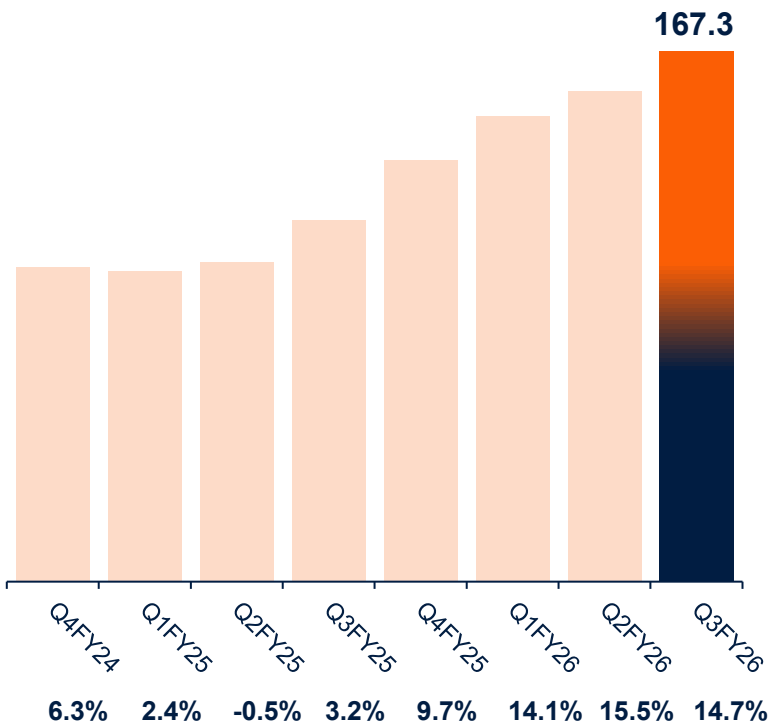
* Including one-time impact of ~2.3% on EBIT and ~1.8% on PAT in Q3FY26 due to New Labour Codes

We are witnessing steady performance across all industry segments...

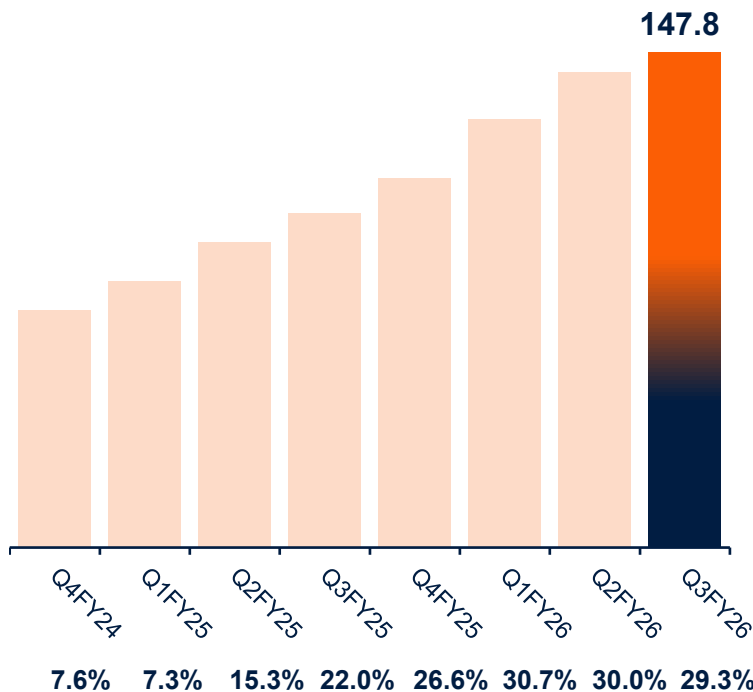
Quarterly Revenue (\$M)



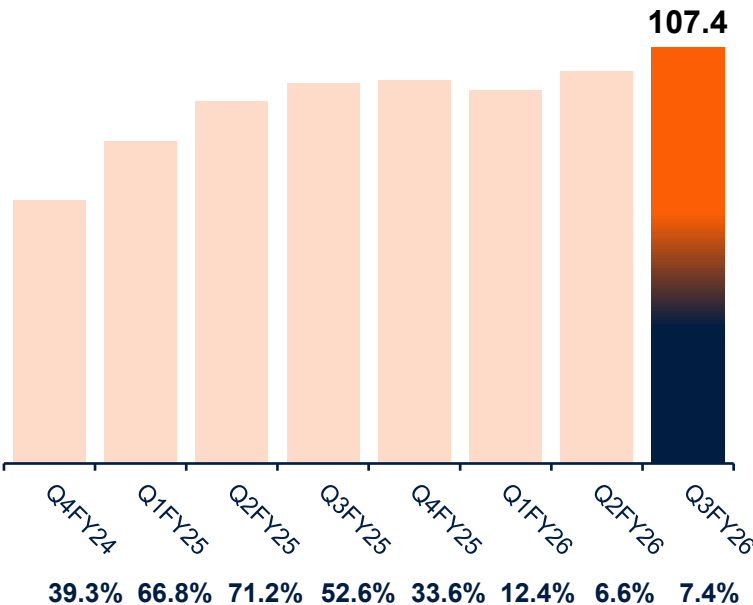
Software, Hi-Tech & Emerging Industries



Banking, Financial Services & Insurance



Healthcare & Life Sciences

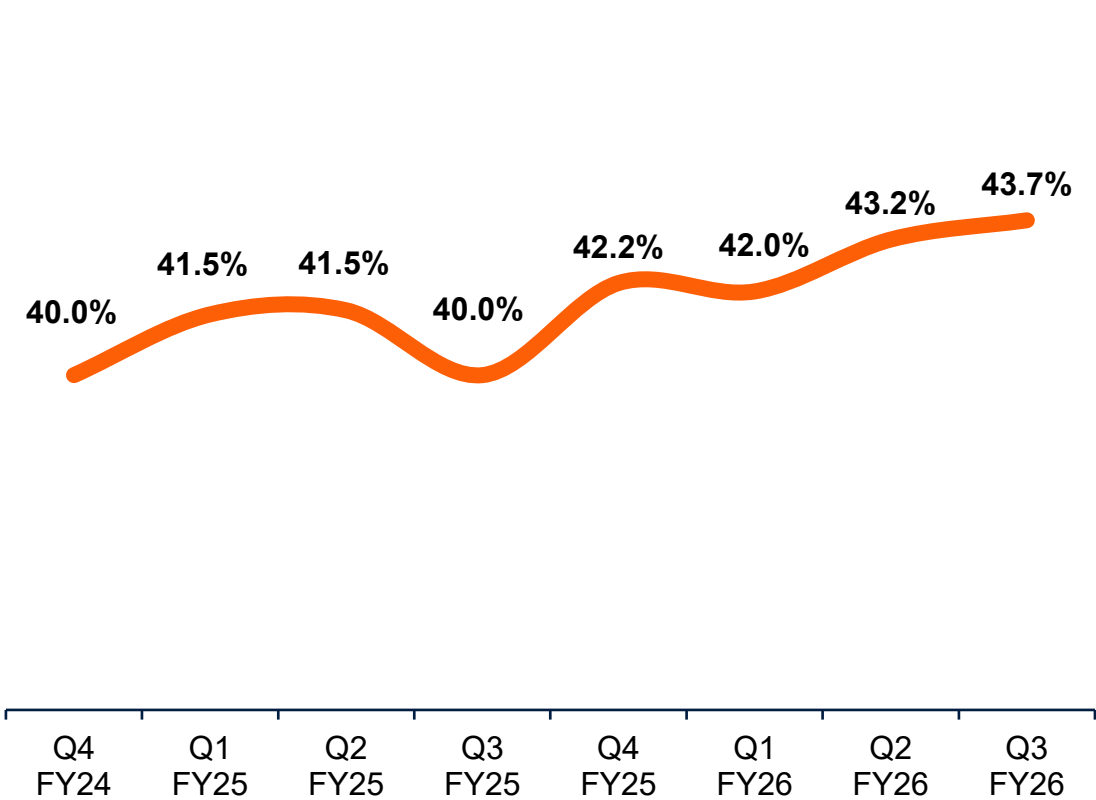


YoY Growth %

...by expanding our offerings and deepening our client relationships...

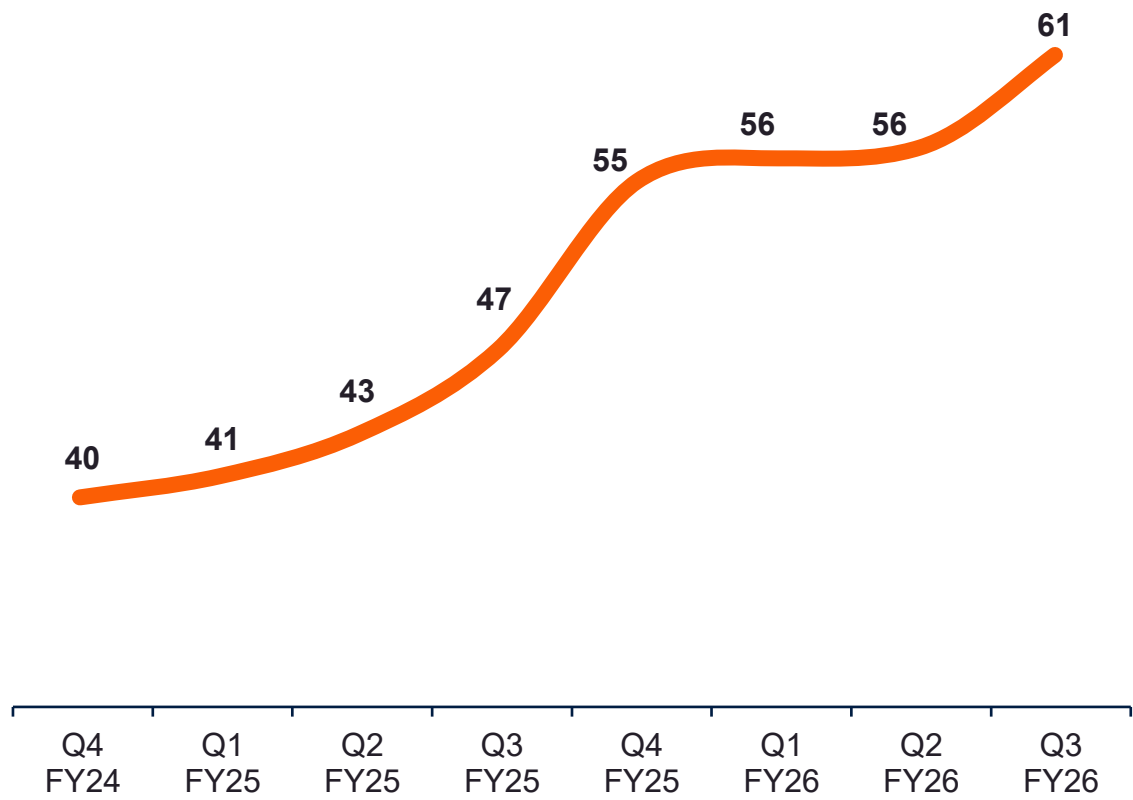
Client Concentration

Top 10 clients as % of total revenue



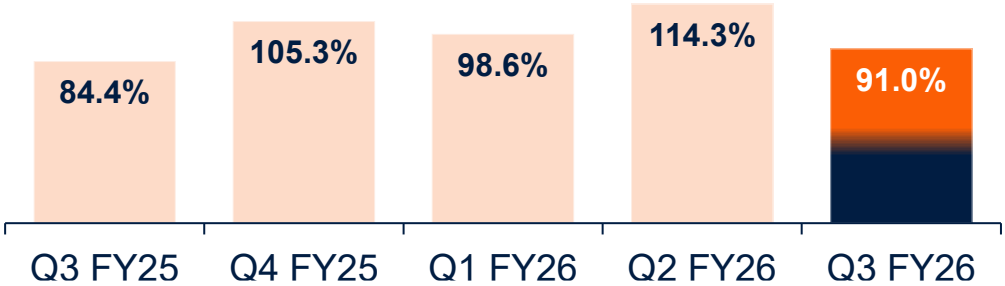
Large Client Count

>\$5M Annual Revenue

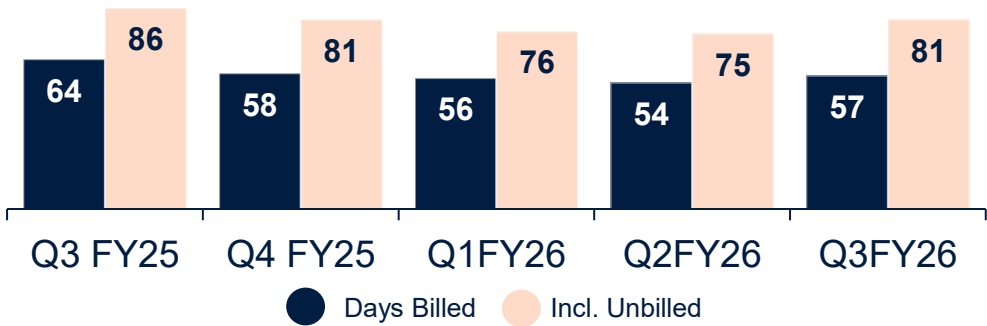


...backed by disciplined execution and efficient capital utilization...

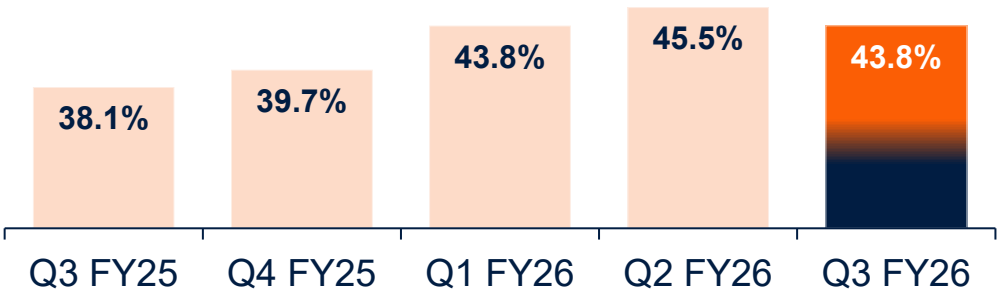
Operating Cash Flow (OCF) to PAT%



Days Sales Outstanding (DSO)

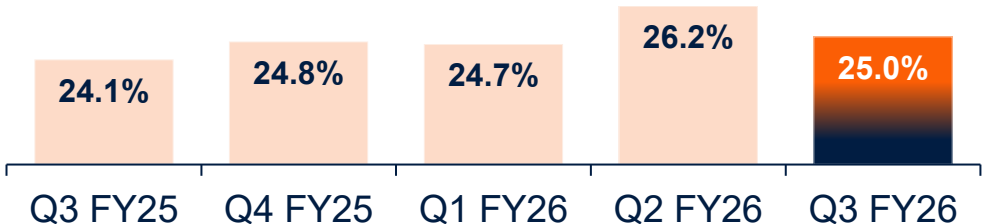


Return On Capital Employed (ROCE)%



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

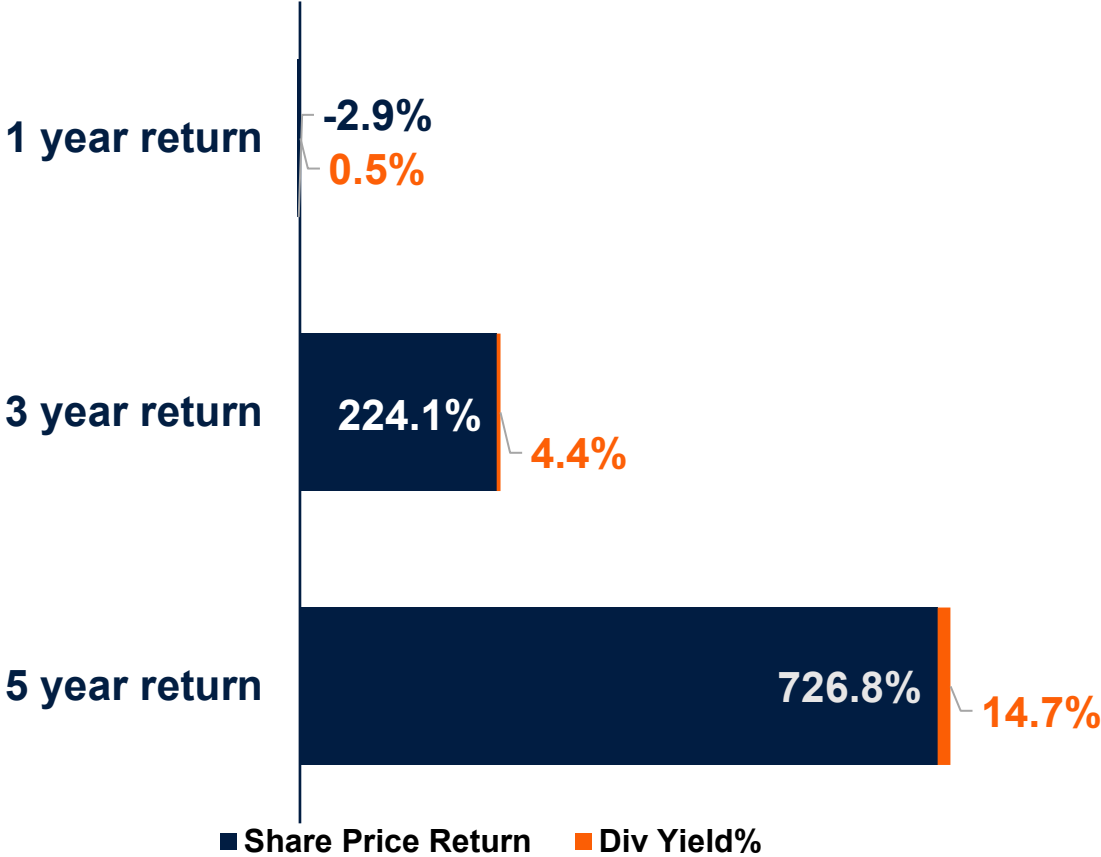
Return On Equity (ROE)%



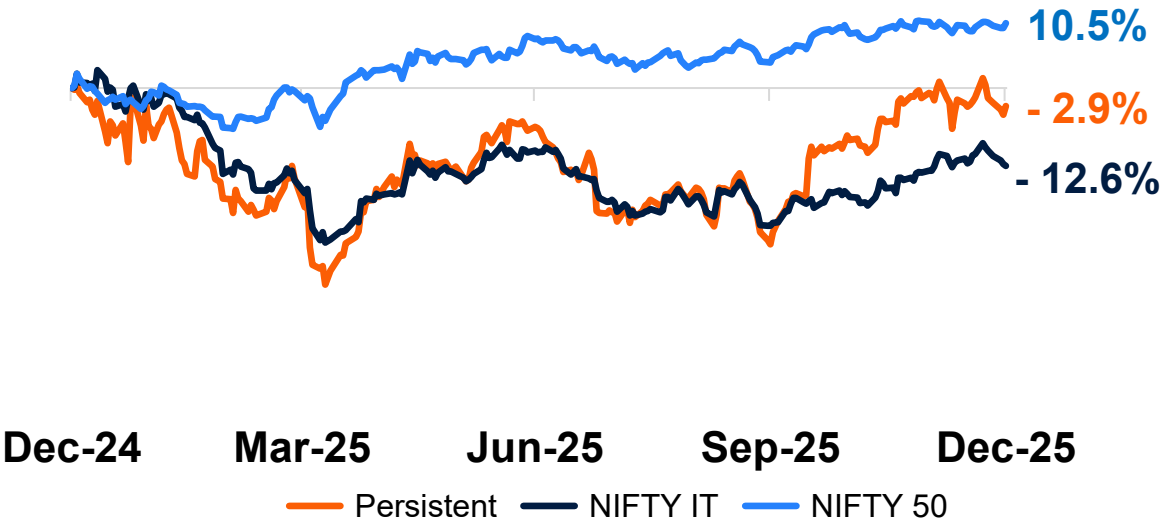
ROE = TTM PAT/Average of Net Worth at the beginning and end of TTM period

...resulting in industry-leading, long-term shareholder value

Persistent Total Shareholder Return



Persistent 1-Year Stock Performance



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



Solutions Partner in 5 areas*
8,150+ Certifications



Premier Partner
2,160+ Certifications



Google Cloud
Premier Partner
1,610+ Certifications



Global Summit Partner
10,660+ Certifications



Platinum Partner
1,310+ Certifications**



Premier Partner
170+ Certifications



databricks
Select Partner
340+ Certifications

5,400+ AI/ML/GenAI External Certifications

24,400+ 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...

AI for Technology

Platform-based Services

- SASVA™: AI-based software development and data lifecycle platform
- iAURA: Agents across industries in process and document intelligence



AI for Business

Strategic Big Bets

- Expanding and strengthening existing AI capabilities
- Domain-driven capabilities for industry-specific, Agentic AI-led transformation

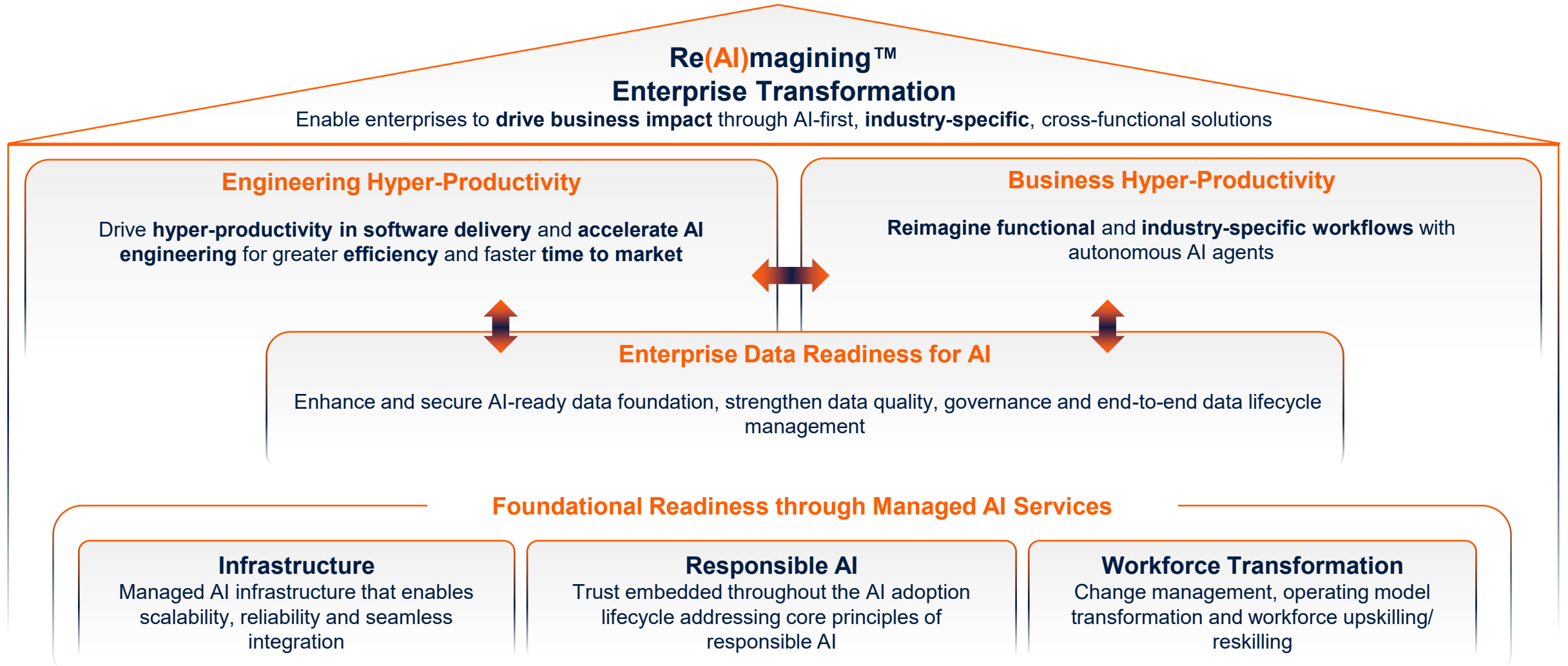
Scaling with Ecosystem Partners

- Strengthening collaboration and co-creating technology-specific agents
- Driving value through integrated platforms and shared expertise

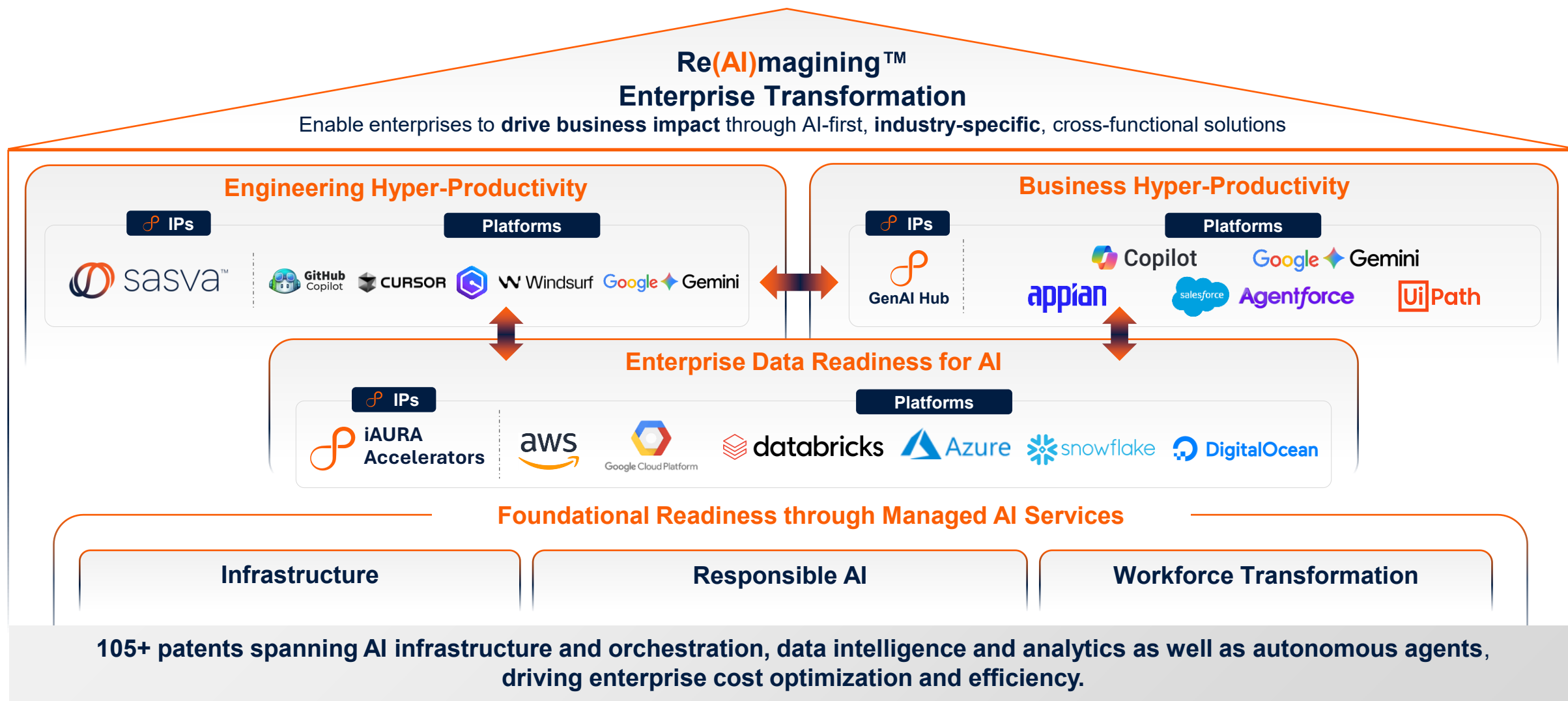


Built on the foundation of responsible AI, security, privacy and compliance

...and are accelerating enterprise-wide transformation at scale...



...powered by our strategic partnerships, IPs, accelerators and solutions



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
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Social Responsibility

52,451 Lives impacted through CSR programs	9,577 Volunteers participated in ISR activities	11,507 Hours volunteered in ISR activities
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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
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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



Performance Highlights



“We delivered sustained performance, achieving our 23rd sequential quarter of revenue growth with 4.0% quarter-on-quarter and 17.3% year-on-year growth. This was accompanied by an EBIT margin of 16.7%, excluding a one-time impact of ~2.3% arising from the New Labour Codes. In line with this performance, we are declaring an interim dividend of ₹22 per share.

Our performance reflects a deeper role in strategic client programs and sustained demand for data, cloud, and digital engineering across our core industries. This momentum is reinforced by our inclusion among India’s Most Valuable Brands by Kantar BrandZ.

We are also applying Agentic AI within our own operations, as a ‘customer zero’ to improve productivity and speed adoption at scale, an approach further validated by our recognition as a Microsoft Frontier Firm.

As we move ahead, our priority remains sustaining growth through consistent execution as demand continues to shift toward larger, more complex engagements.”

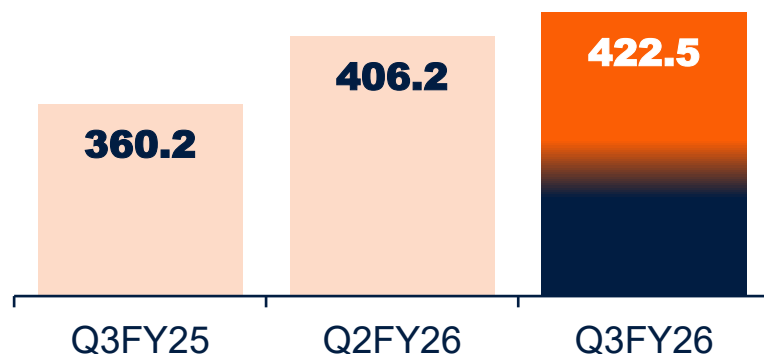
Sandeep Kalra

Chief Executive Officer and Executive Director

Q3 FY26: Financial Highlights

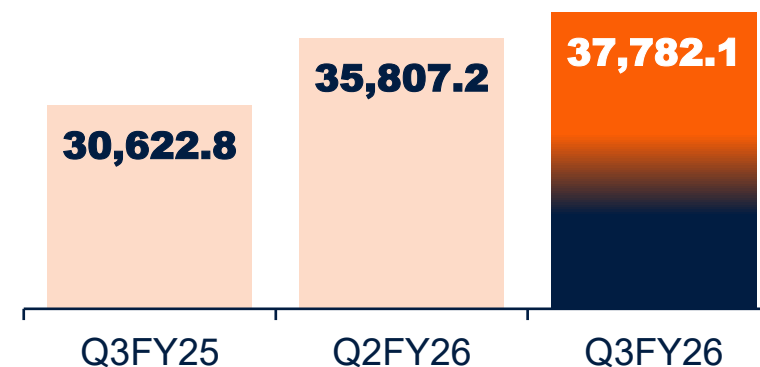
Revenue (\$ million)

↑ 4.0% QoQ ↑ 17.3% YoY



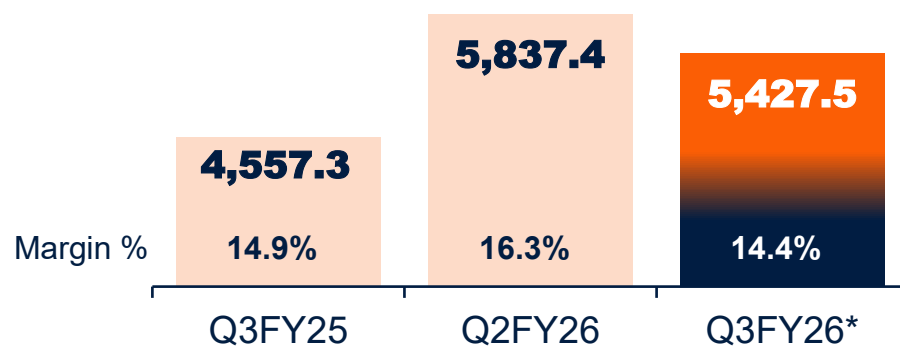
Revenue (₹ million)

↑ 5.5% QoQ ↑ 23.4% YoY



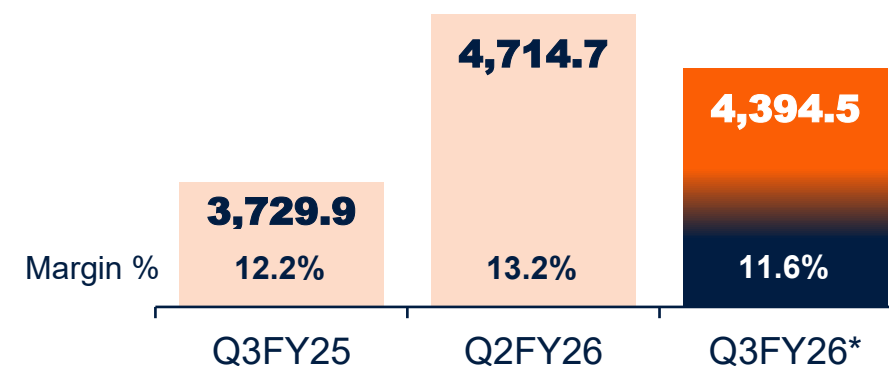
EBIT (₹ million)

↓ 7.0% QoQ ↑ 19.1% YoY



PAT (₹ million)

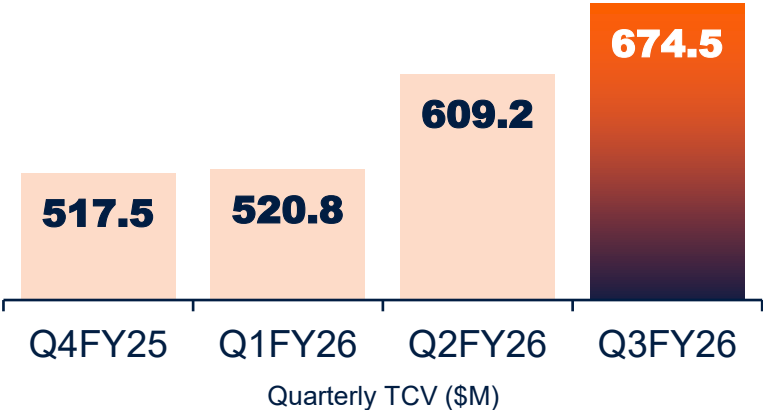
↓ 6.8% QoQ ↑ 17.8% YoY



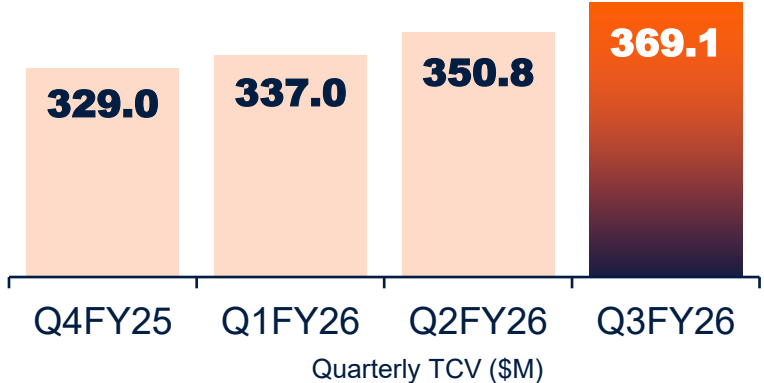
* Including one-time impact of ~2.3% on EBIT and ~1.8% on PAT in Q3FY26 due to New Labour Codes

Q3 FY26: TCV and ACV Bookings

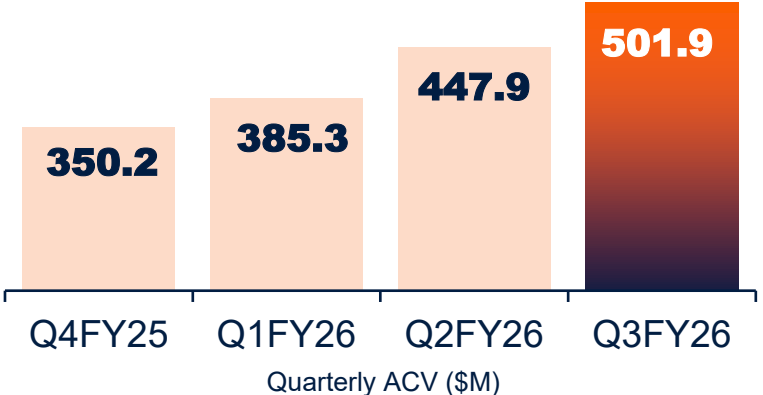
Trailing Twelve Month TCV* **\$2,322.0M**



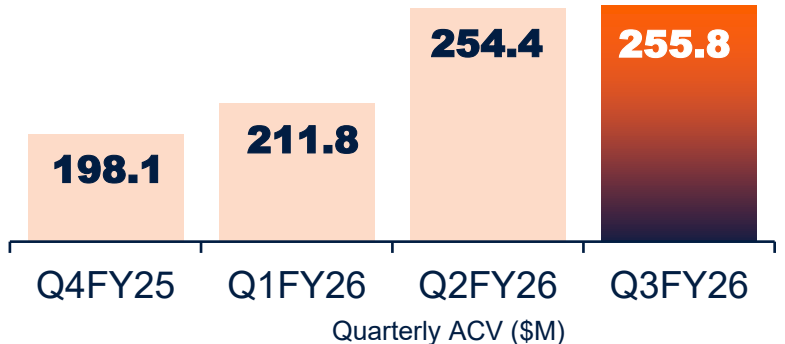
Trailing Twelve Month TCV (New) **\$1,385.9M**



Trailing Twelve Month ACV* **\$1,685.3M**



Trailing Twelve Month ACV (New) **\$920.1M**

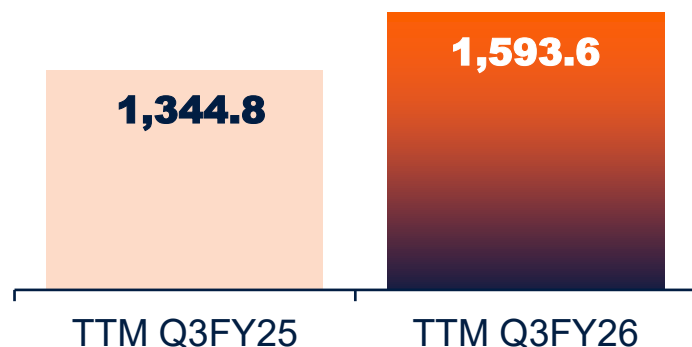


*Includes renewals & new bookings

Q3 FY26: TTM Performance

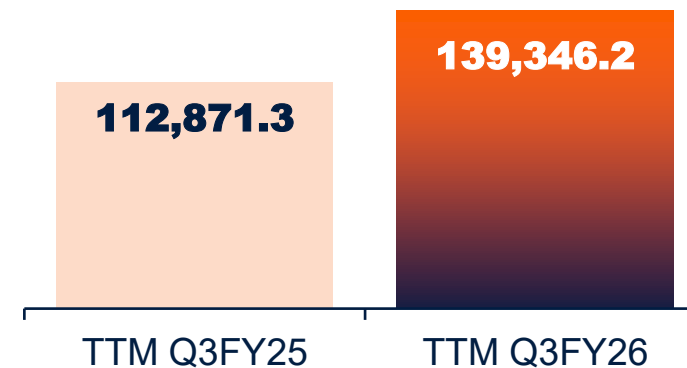
Revenue (\$ million)

↑ 18.5%



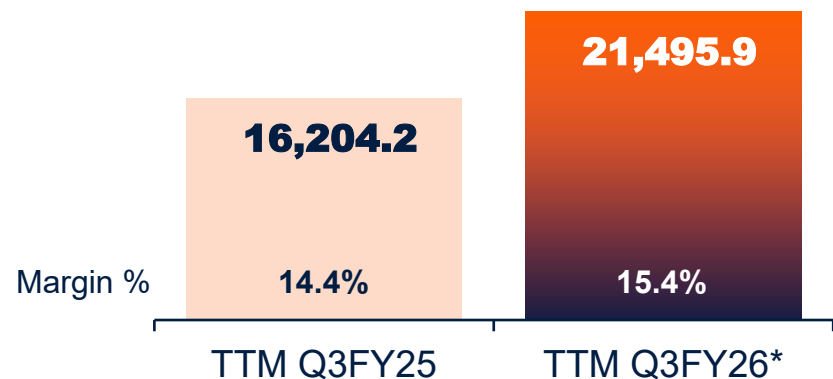
Revenue (₹ million)

↑ 23.5%



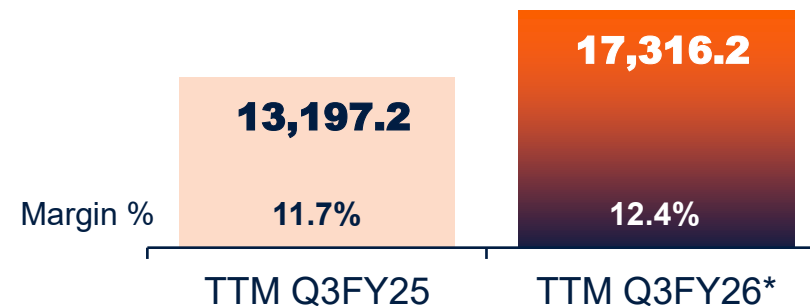
EBIT (₹ million)

↑ 32.7%



PAT (₹ million)

↑ 31.2%



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

Q3 FY26: Key Wins

Software, Hi-Tech & Emerging Industries



Scaling an AI-led digital commerce product with SASVA™ and partnering to migrate end customers to cloud-native ERP for a next-generation manufacturing and supply chain solutions leader

Delivering data-driven customer experience, improving productivity and reducing costs with streamlined renewals and AI-driven case management for a global edtech leader

Modernizing R&D and accelerating product innovation through an integrated, data-driven research platform connecting instruments, data and researchers for a global leader in semiconductor materials and process control

Banking, Financial Services & Insurance



Re-architecting payroll and HCM platforms using SASVA™ and iAURA to accelerate post-acquisition integration, reduce technical debt and enable scalable innovation for a global fintech and insurance leader

Driving compliant data transformation, cost efficiency and operational scale through a global data factory and iAURA-led data operations for a leading French multinational bank

Strengthening enterprise cybersecurity and regulatory readiness through improved data visibility, identity controls and automated compliance monitoring for a tier-1 U.S. bank

Healthcare & Life Sciences



Accelerating automation and cloud-native transformation across applications, data, infrastructure and security for a leading U.S. pathology and laboratory sciences organization

Establishing a modern, resilient IT infrastructure while delivering 24/7 multilingual support through automation, predictive analytics and self-healing systems for a global leader in vital organ therapy

Unifying CRM and data platforms to streamline operations and reduce technology and operating costs for a leading life sciences patient support services provider

Notable News and Achievements

Shareholder Update: Dividend Declaration

₹22

The Board of Directors declared an Interim Dividend of ₹22 per share* on the face value of ₹5 each for the Financial Year 2025-26.

*Compared to interim dividend of ₹20 in FY25

We were named one of the Most Valuable Indian Brands by Kantar BrandZ

KANTAR BRANDZ

2025 MOST VALUABLE
INDIAN BRANDS

Strong Debut as **6th in the Business Technology and Services** Category, with a **\$2.9B Brand Valuation**

This recognition reflects:

- Strong brand equity, sustained performance and the ability to translate brand strength into business value
- Positive client sentiment on relevance and differentiation
- Ability to operate at scale and deliver complex transformation programs consistently with evolving client needs

[Read more](#)

“Persistent has emerged as a standout mid-tier rising star in a highly competitive Indian IT services landscape, demonstrating strong brand momentum supported by sustained business performance and engineering depth. Our analysis shows that brands in the technology services sector that combine clear relevance with sustained delivery tend to build stronger brand value over time. Persistent’s ranking reflects its ability to maintain relevance with enterprise clients while scaling its presence in a highly competitive market.”

Kantar BrandZ “2025 Most Valuable Indian Brands” report

Our leaders were recognized for disciplined stewardship and enduring business impact...



Dr. Anand Deshpande and **Sandeep Kalra** were jointly recognized by **Fortune India** as **India's Best CEOs in the IT Services (mid-cap) category for 2025**. The award was presented by **Mr. Piyush Goyal**, Hon'ble Minister of Commerce and Industry, Government of India.

[Read more](#)



Sandeep Kalra was recognized as a winner at **ET Edge India's Impactful CEO Awards 2025** in the category of **Impactful Large Enterprise CEO**.

[Read more](#)

...and received top honors from preeminent academic and scientific institutions



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

[Read more](#)



Sandeep Kalra received the **Distinguished Alumnus Award**, from **Indian Institute of Management, Calcutta** as a part of its 65th Foundation Day celebrations.

[Read more](#)

We were endorsed as a Frontier Firm by Microsoft for leading the innovation curve

In January 2025, Microsoft CEO **Satya Nadella** spotlighted Persistent's **ContractAIAssist** agent

Microsoft AI Tour | January 2025

In December 2025, he referenced **Persistent** while talking about **scaling AI across the enterprise**

Microsoft AI Tour |
December 2025



Persistent recognized as a **Frontier Firm**, featured on stage and in the official look-book.

[Read more](#)



"Building on our enduring partnership with Microsoft, Persistent is honored to be named a **Frontier Firm**. Together, we're accelerating enterprise AI adoption. Powered by Microsoft's ecosystem, our AssistX Framework follows a 'customer-zero' philosophy: we experiment, refine and scale AI solutions internally at Persistent before deploying them to clients.

This guarantees every joint innovation is battle-tested, reliable and genuinely transformative."

Sandeep Kalra

CEO and Executive Director,
Persistent Systems

We were positioned by ISG at the forefront of AI- and data-led client outcomes

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



“Persistent exemplifies AI and data excellence through its fusion of strategic advisory, strong data engineering, and end-to-end delivery. Its expertise across data, cloud, automation, and integration combined with a strong partner ecosystem and IP-led accelerators, enables organizations to achieve measurable impact with speed and precision.”

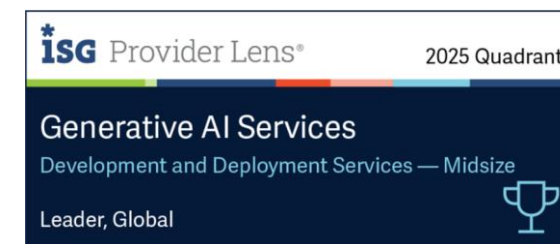
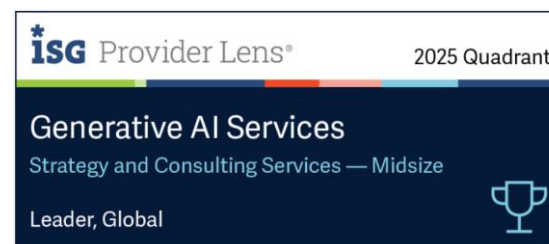
[Read more](#)



Namratha Dharshan

Chief Business Leader, ISG Provider Lens
ISG

Leader in 2025 ISG Provider Lens®
Generative AI Services



“Persistent has strengthened its strategic posture by expanding co-creation studios globally and aligning with hyperscalers...Its GenAI platforms integrate agentic orchestration, private model stacks, and observability, positioning the Company as a platform-native partner for secure SDLC and enterprise transformation.”

[Read more](#)



Gowtham Kumar Sampath

Assistant Director and Principal Analyst
ISG

We were commended for a future-ready talent ecosystem enabling execution consistency and long-term growth



Cited as a **Leader** in the Everest Group **Talent Readiness for Next-generation Data, Analytics and AI Services** PEAK Matrix® Assessment 2025

[Read more](#)



Ranked first in APAC for candidate experience in the CandE Candidate Experience Benchmark & Research Program

[Read more](#)



Won awards in “**Excellence in Managing the Distributed Workforce**” and “**Excellence in Talent Acquisition**” categories at the SHRM* HR Excellence Awards 2025

[Read more](#)



Won **six awards at the TISS LeapVault CLO Awards 2025** for excellence in Learning and Development

[Read more](#)

Financial Details

Sequential Q3 FY26 vs Q2 FY26

Particulars (₹ M, unless otherwise stated)	Q3FY26	Q2FY26	Change QoQ	% of Sales Q3FY26	% of Sales Q2FY26
Revenue (\$ M)	422.5	406.2	4.0%		
Avg. Exchange Rate ₹ / US\$	89.4	88.2	1.4%		
Revenue (₹ M)	37,782.1	35,807.2	5.5%		
Total Direct costs	25,017.8	22,923.8	9.1%	66.2%	64.0%
Gross Profit	12,764.3	12,883.4	-0.9%	33.8%	36.0%
Sales & Marketing Expenses	2,992.5	2,868.7	4.3%	7.9%	8.0%
Admin & Other Expenses	3,338.4	3,176.8	5.1%	8.8%	8.9%
Total SG&A	6,331.0	6,045.5	4.7%	16.8%	16.9%
EBITDA	6,433.3	6,837.9	-5.9%	17.0%	19.1%
Depreciation	246.8	254.2	-2.9%	0.7%	0.7%
Amortization	759.1	746.3	1.7%	2.0%	2.1%
EBIT*	5,427.5	5,837.4	-7.0%	14.4%	16.3%
Other Income/(Loss)	300.6	58.9	410.3%	0.8%	0.2%
Exchange Gain/(Loss)	(78.2)	272.0	-128.7%	-0.2%	0.8%
PBT	5,649.9	6,168.3	-8.4%	15.0%	17.2%
Tax	1,255.4	1,453.6	-13.6%	3.3%	4.1%
PAT*	4,394.5	4,714.7	-6.8%	11.6%	13.2%
EPS (₹)	28.2	30.3	-7.1%		

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

YoY Comparison: Q3 FY26 vs Q3 FY25

Particulars (₹ M, unless otherwise stated)	Q3FY26	Q3FY25	Change YoY	% of Sales Q3FY26	% of Sales Q3FY25
Revenue (\$ M)	422.5	360.22	17.3%		
Avg. Exchange Rate ₹ / US\$	89.4	85.0	5.2%		
Revenue (₹ M)	37,782.1	30,622.8	23.4%		
Total Direct costs	25,017.8	20,000.4	25.1%	66.2%	65.3%
Gross Profit	12,764.3	10,622.5	20.2%	33.8%	34.7%
Sales & Marketing Expenses	2,992.5	2,492.4	20.1%	7.9%	8.1%
Admin & Other Expenses	3,338.4	2,751.7	21.3%	8.8%	9.0%
Total SG&A	6,331.0	5,244.1	20.7%	16.8%	17.1%
EBITDA	6,433.3	5,378.4	19.6%	17.0%	17.6%
Depreciation	246.8	242.4	1.8%	0.7%	0.8%
Amortization	759.1	578.8	31.1%	2.0%	1.9%
EBIT*	5,427.5	4,557.3	19.1%	14.4%	14.9%
Other Income/(Loss)	300.6	118.4	153.9%	0.8%	0.4%
Exchange Gain/(Loss)	(78.2)	144.7	-154.0%	-0.2%	0.5%
PBT	5,649.9	4,820.4	17.2%	15.0%	15.7%
Tax	1,255.4	1,090.5	15.1%	3.3%	3.6%
PAT*	4,394.5	3,729.9	17.8%	11.6%	12.2%
EPS (₹)	28.2	24.3	16.0%		

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

YoY Comparison: 9M FY26 vs 9M FY25

Particulars (₹ M, unless otherwise stated)	9M FY26	9M FY25	Change YoY	% of Sales 9M FY26	% of Sales 9M FY25
Revenue (\$ M)	1,218.4	1,033.91	17.8%		
Avg. Exchange Rate ₹ / US\$	87.8	84.1	4.3%		
Revenue (₹ M)	106,925.1	86,966.1	23.0%		
Total Direct costs	69,517.8	57,623.0	20.6%	65.0%	66.3%
Gross Profit	37,407.3	29,343.1	27.5%	35.0%	33.7%
Sales & Marketing Expenses	8,501.6	7,211.4	17.9%	8.0%	8.3%
Admin & Other Expenses	9,518.5	7,393.8	28.7%	8.9%	8.5%
Total SG&A	18,020.2	14,605.2	23.4%	16.9%	16.8%
EBITDA	19,387.2	14,737.8	31.5%	18.1%	16.9%
Depreciation	753.7	680.8	10.7%	0.7%	0.8%
Amortization	2,190.4	1,597.3	37.1%	2.0%	1.8%
EBIT*	16,443.1	12,459.8	32.0%	15.4%	14.3%
Other Income/(Loss)	546.8	467.8	16.9%	0.5%	0.5%
Exchange Gain/(Loss)	382.5	243.4	57.1%	0.4%	0.3%
PBT	17,372.3	13,171.0	31.9%	16.2%	15.1%
Tax	4,013.7	3,127.0	28.4%	3.8%	3.6%
PAT*	13,358.6	10,044.0	33.0%	12.5%	11.5%
EPS (₹)	85.9	65.6	31.0%		

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

Balance Sheet

Particulars (₹ M)	As on December 31, 2025	As on March 31, 2025	As on December 31, 2024
Assets			
PPE and Intangible Assets	27,618.3	26,184.4	24,968.6
Non-Current Assets	7,196.2	5,053.5	5,745.5
Cash and Investments	29,046.5	19,511.4	19,056.7
Other Current Assets	45,206.5	36,616.7	36,451.5
Total	109,067.5	87,366.0	86,222.2
Equity and Liabilities			
Net Worth	77,675.6	63,190.7	61,037.8
Non-Current Liabilities	5,250.7	2,847.6	2,702.2
Current Liabilities	26,141.2	21,327.7	22,482.2
Total	109,067.5	87,366.0	86,222.2

Fact Sheet

Fact Sheet

Revenue		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Revenue from Operations, \$M	422.5	406.2	389.7	375.2	360.2	1,409.1	1,186.0
	% QoQ growth	4.0%	4.2%	3.9%	4.2%	4.3%		
	% QoQ growth (constant currency)	4.1%	4.4%	3.3%	4.5%	4.6%		
	% YoY growth	17.3%	17.6%	18.8%	20.7%	19.9%	18.8%	14.5%
	Revenue from Operations, ₹M	37,782	35,807	33,336	32,421	30,623	119,387	98,216
	% QoQ growth	5.5%	7.4%	2.8%	5.9%	5.7%		
	% YoY growth	23.4%	23.6%	21.8%	25.2%	22.6%	21.6%	17.6%

DSO		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Days (Billed)	57	54	56	58	64	58	63
	Days (Unbilled)	24	21	20	23	22	23	21

Fact Sheet

Segment Revenue Mix

	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
BFSI	35.0%	34.8%	33.9%	32.3%	31.7%	31.6%	31.9%
Healthcare & Life Sciences	25.4%	25.2%	25.3%	26.8%	27.8%	27.3%	21.0%
Software, Hi-Tech & Emerging Industries	39.6%	40.0%	40.8%	40.9%	40.5%	41.1%	47.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Geography Revenue Mix

	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
North America	81.5%	79.8%	79.8%	80.5%	80.5%	80.8%	79.6%
Europe	8.5%	9.3%	9.0%	8.4%	8.2%	8.1%	9.0%
India	7.8%	9.2%	9.8%	9.3%	9.4%	9.4%	9.9%
ROW	2.2%	1.7%	1.4%	1.8%	1.9%	1.7%	1.5%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Fact Sheet

Hedges		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Outstanding Hedges (\$M)	490	475	440	300	300	300	260
	Rates (₹/\$)	89.1	87.8	86.9	86.3	85.3	86.3	84.2
Revenue Concentration		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Top 5	32.9%	32.9%	31.8%	32.7%	30.8%	31.3%	27.7%
	Top 10	43.7%	43.2%	42.0%	42.2%	40.0%	40.9%	39.0%
	Top 20	54.8%	54.4%	53.8%	53.0%	50.9%	51.7%	50.1%
	Top 50	70.5%	70.1%	70.0%	68.7%	67.4%	66.8%	64.9%
	Top 100	82.5%	82.8%	82.8%	82.1%	80.6%	79.8%	77.7%
Client Engagement Size		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	\$75M+	4	4	4	4	3	4	2
	\$50M – \$75M	-	-	-	-	1	-	1
	\$20M – \$50M	8	8	8	6	6	6	7
	\$10M – \$20M	16	13	10	11	12	11	7
	\$5M – \$10M	33	31	34	34	25	34	23
	\$1M – \$5M	134	135	135	136	142	136	138
	Total \$1M+	195	191	191	191	189	191	178

Fact Sheet

People Numbers		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Technical	25,077	24,608	23,787	23,072	22,407	23,072	22,224
	Sales and Business Development	520	510	496	485	489	485	484
	Others	1,114	1,106	1,057	1,037	1,046	1,037	1,142
	Total	26,711	26,224	25,340	24,594	23,941	24,594	23,850
Effort Mix		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Global Delivery Centers	14.2%	14.1%	14.5%	14.8%	15.1%	15.2%	13.6%
	India	85.8%	85.9%	85.5%	85.2%	84.9%	84.8%	86.4%
Utilization		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	Including Trainees	88.4%	88.2%	88.7%	88.1%	87.4%	85.6%	80.1%
Attrition Rate		Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	FY25	FY24
	TTM Basis	13.5%	13.8%	13.9%	12.9%	12.6%	12.9%	11.5%



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