



Investor Presentation

August 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

\$452.4M

FY27 Q1 Revenue

+16.1% YoY

16.0%

EBIT Margin

+32.7% YoY

11.2%

PAT Margin

+13.7% YoY

\$1,717.1M

TTM Revenue

+16.8% YoY

\$1,931.7M

TTM ACV Bookings

\$7.2B*

Market Capitalization

1 USD = INR 94.66 | * Market cap as on June 30, 2026

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
- Driving enterprise-wide transformation through AI and Agentic AI solutions
- Expanded AI strategy to implement 3C framework: Core, Context, Coordination
- Signed a Business Combination Agreement with Nagarro, a leading European digital engineering firm

...powered by 28,500+ employees spread across the globe...



GenAI Studio

North America

3,241
Employees

Europe

318
Employees

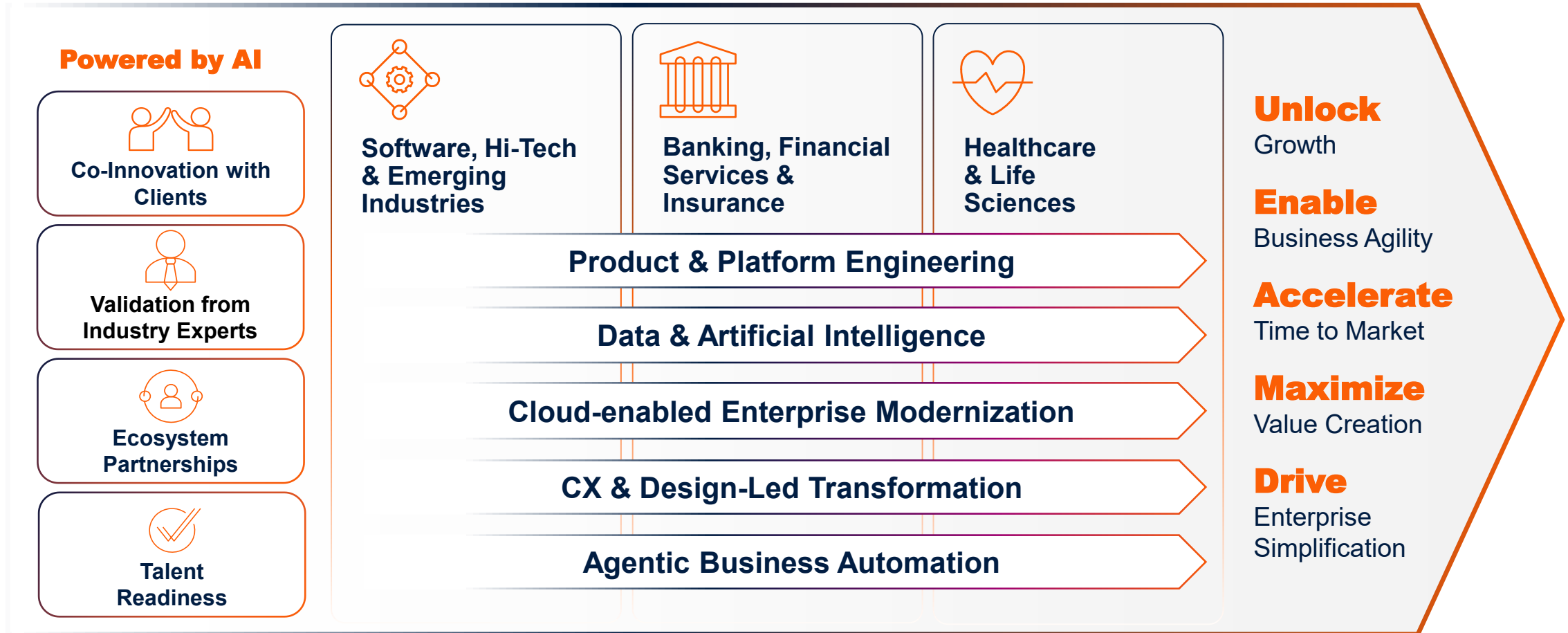
India

24,856
Employees

Rest of the World

225
Employees

...and built on our Digital Engineering heritage



We are helping market leaders transform their industries



Software & Hi-Tech

9 of 10
Top Technology
Companies



Banking, Financial Services & Insurance

7 of 10
Top US Banks

5 of 10
Top Indian Banks

5 of 10
Top
FinTech Companies



Healthcare & Life Sciences

6 of 10
Top SIMD*
Companies

*Scientific Instruments &
Medical Devices

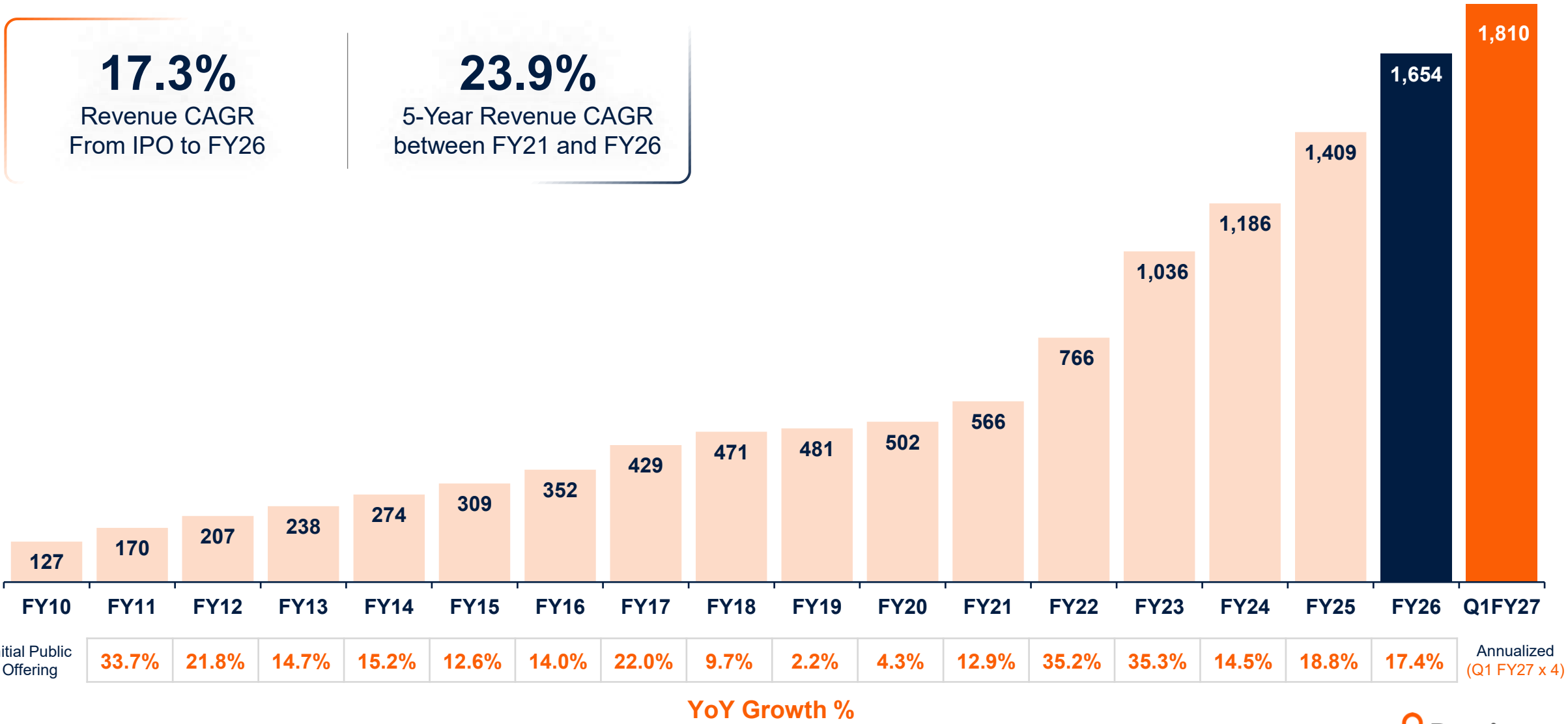
4 of 10
Top Pharmaceutical
Companies

3 of 10
Top Health Providers
& Payers

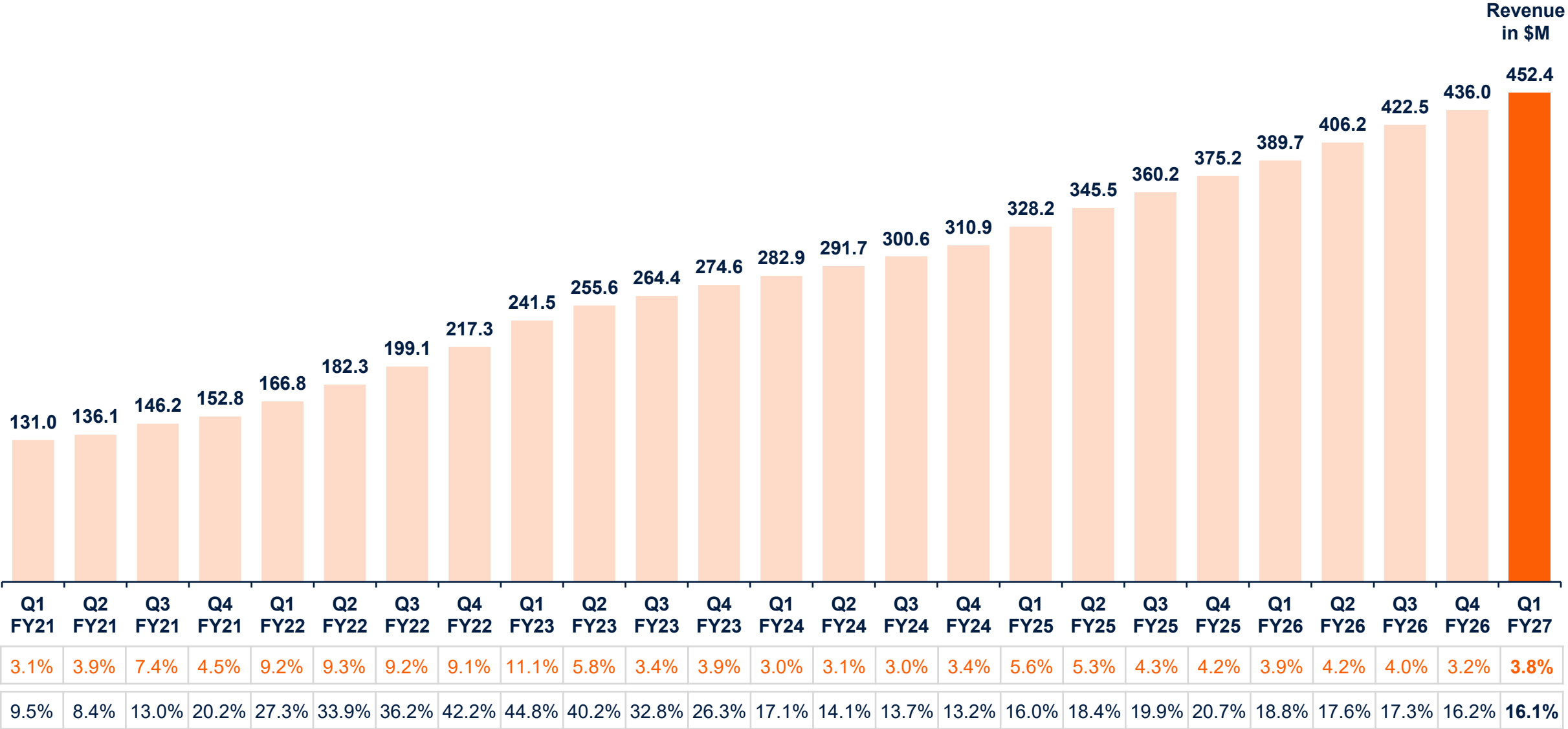
5 of 10
Top Clinical Research
Organizations

18 of Fortune 50 companies

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

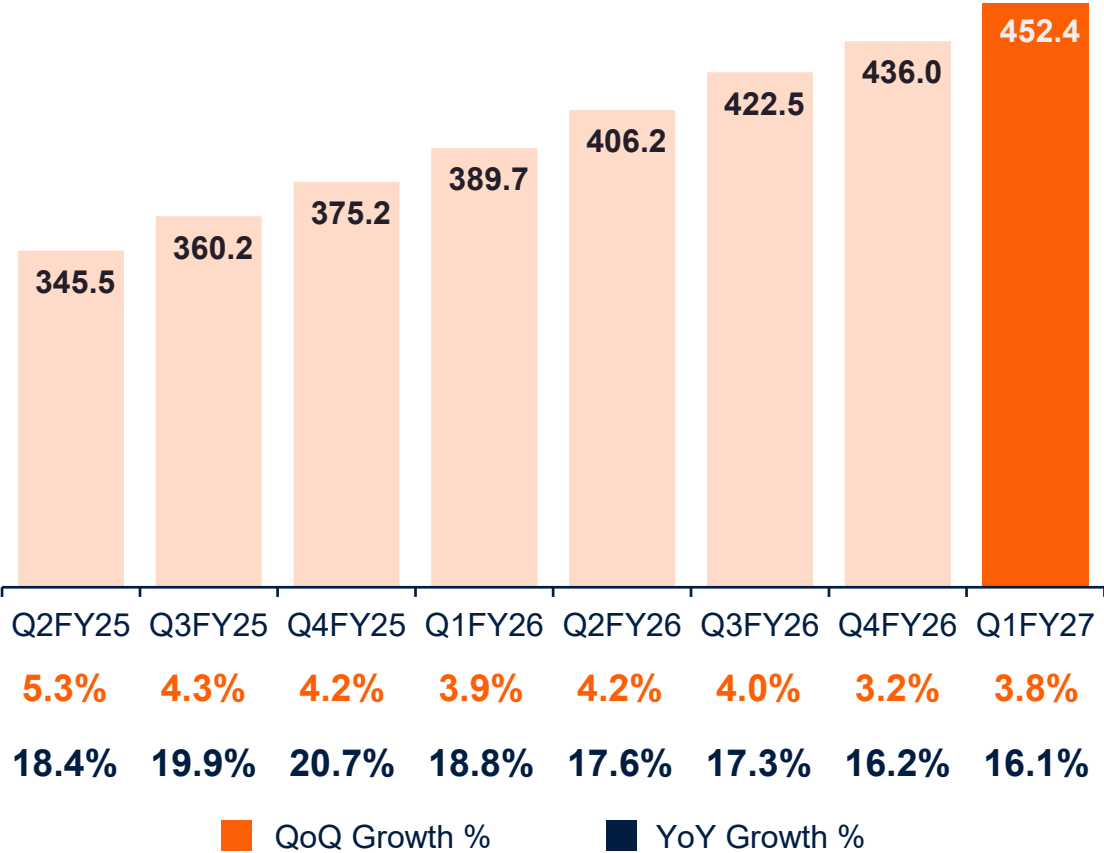


...with 25 sequential quarters of revenue growth...

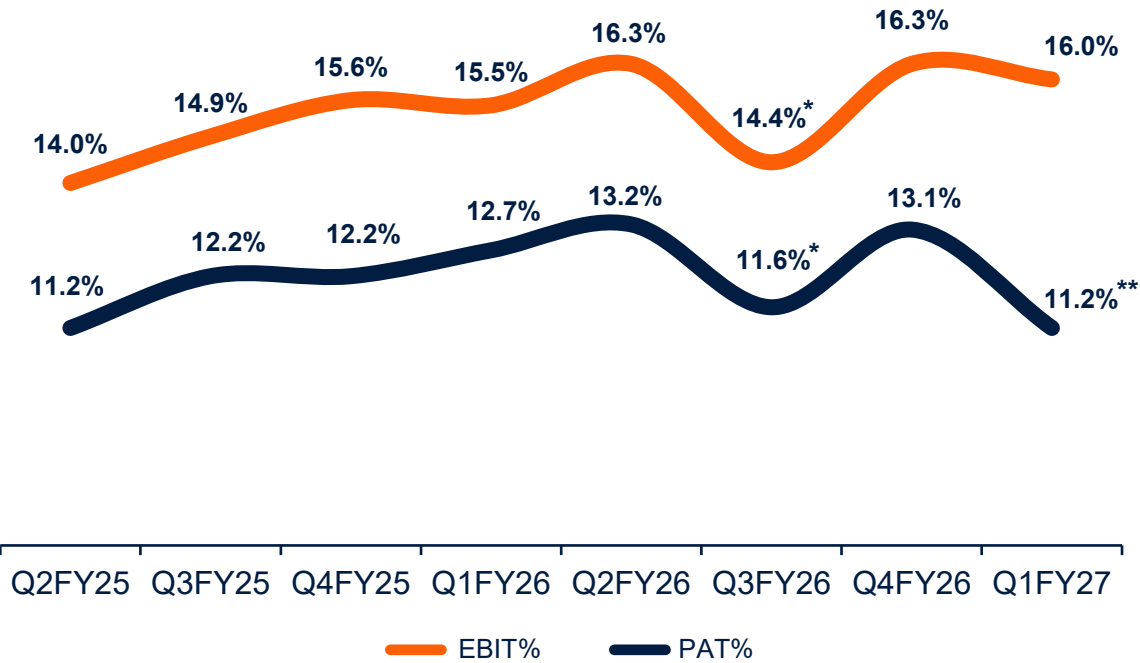


...while delivering sustained growth and profitability

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



EBIT and PAT Margin %

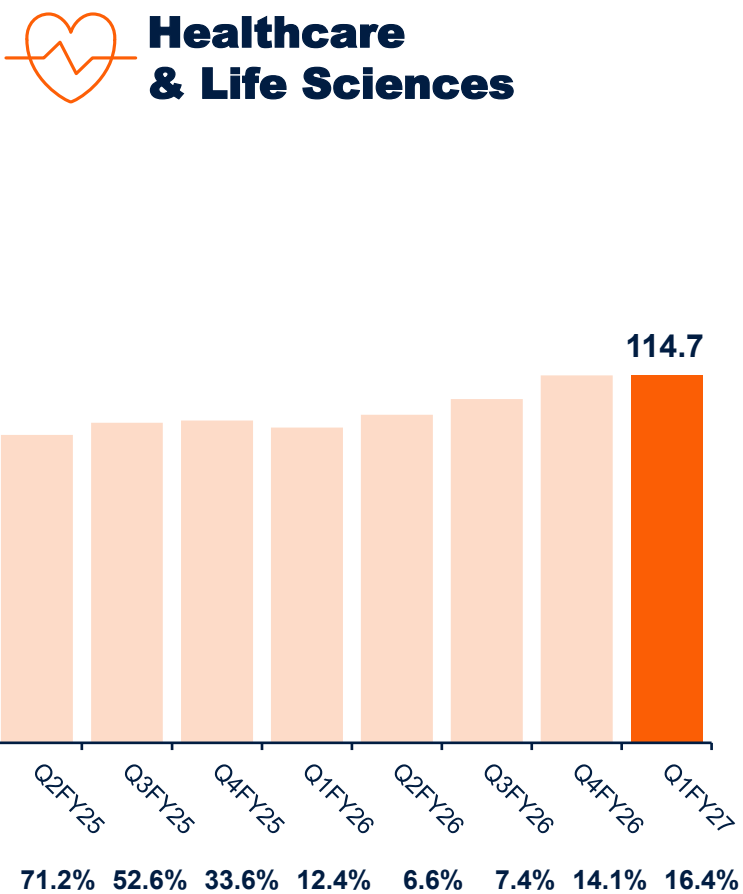
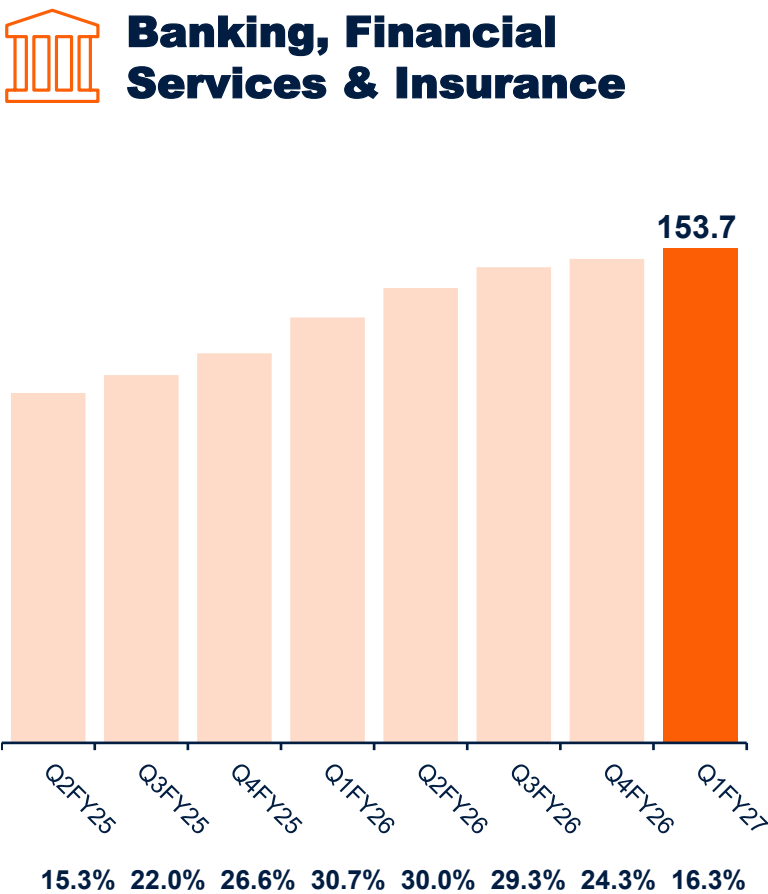
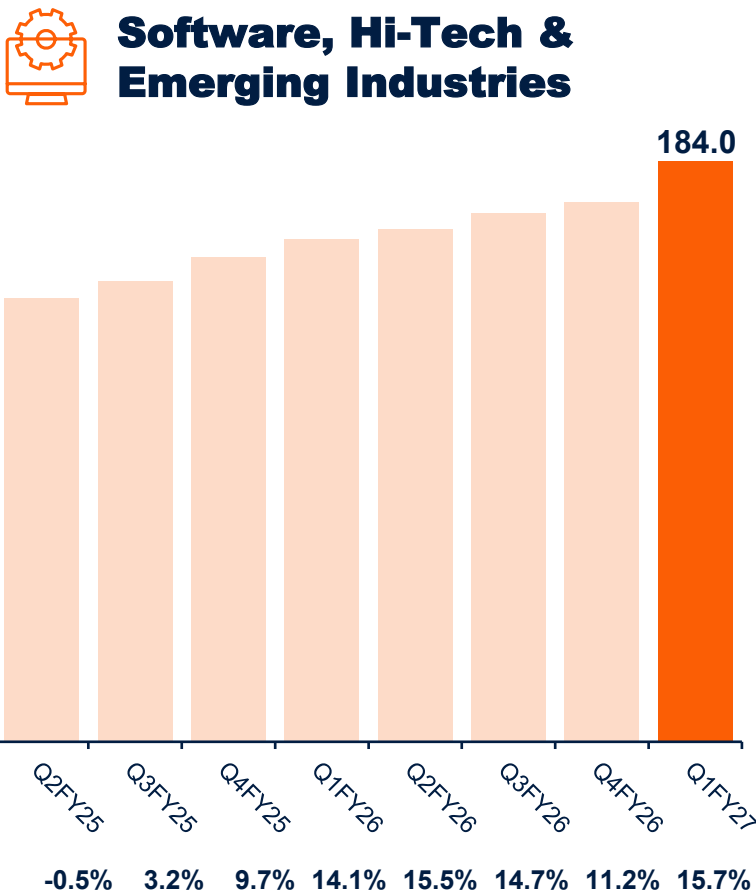


* Including one-time impact of ~2.3% on EBIT and ~1.8% on PAT in Q3 FY26 due to New Labour Codes

**QoQ decline on account of forex losses

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

Quarterly Revenue (\$M)

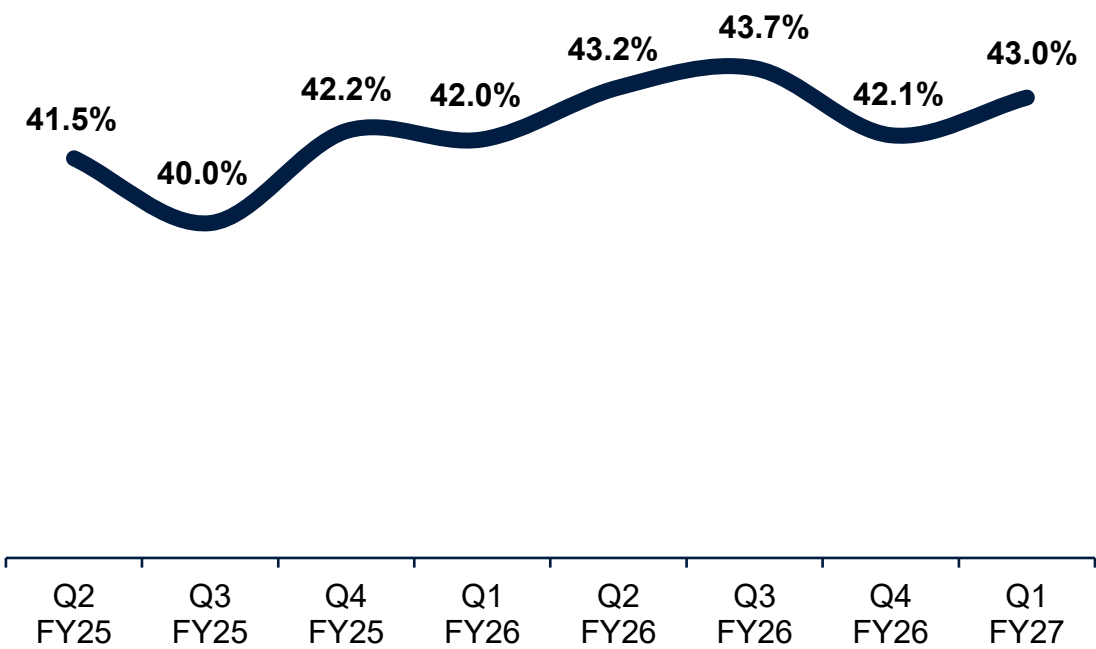


YoY Growth %

...by deepening strategic client relationships...

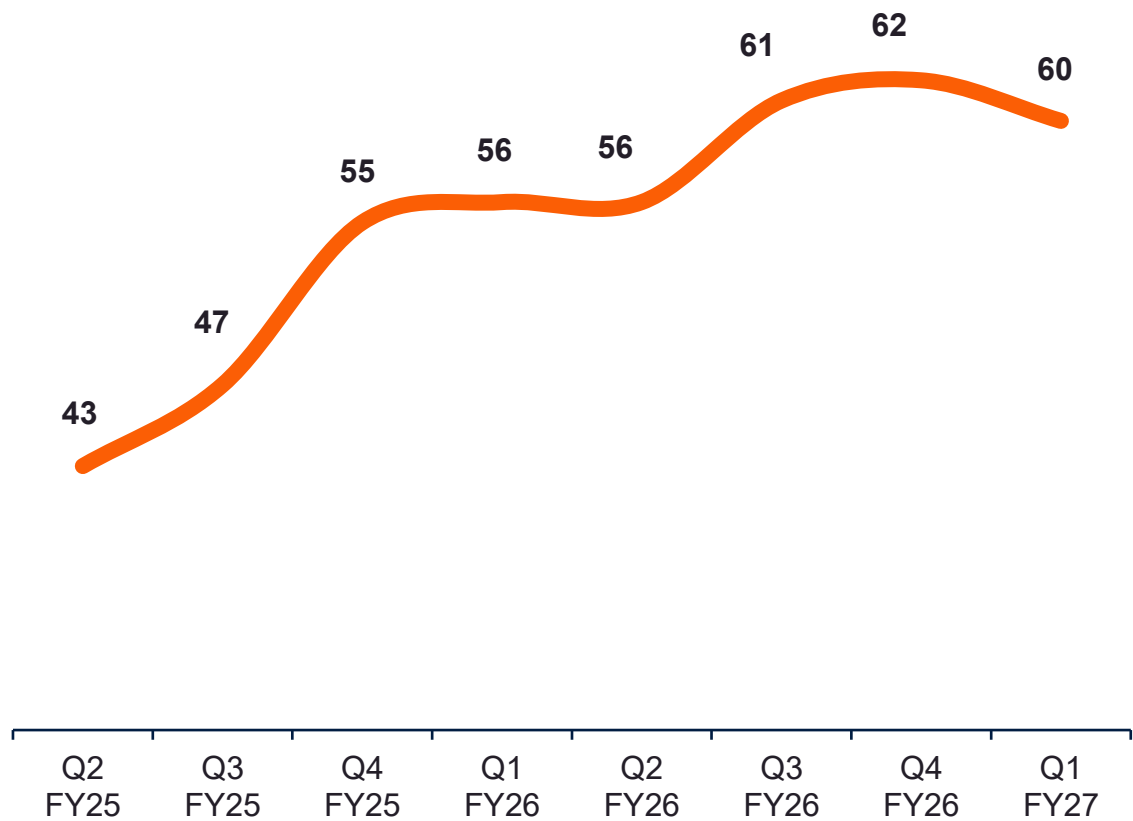
Client Concentration

Top 10 clients as % of total revenue



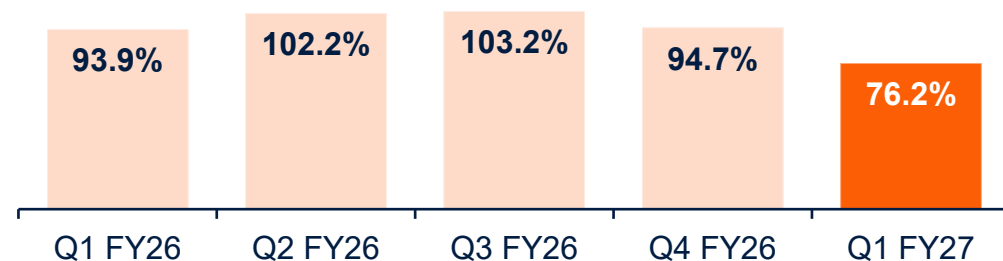
Large Client Count

>\$5M Annual Revenue



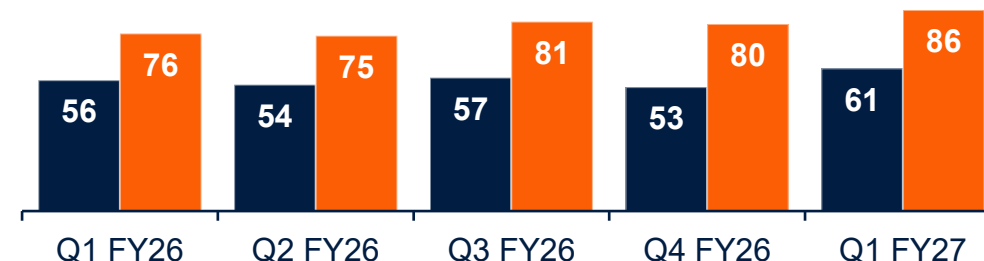
...backed by disciplined execution and efficient capital utilization...

Operating Cash Flow (OCF) to PAT%



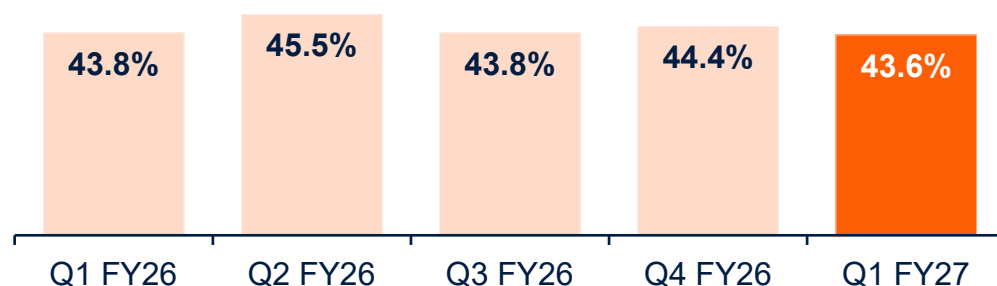
OCF to PAT% = TTM OCF/TTM PAT

Days Sales Outstanding (DSO)



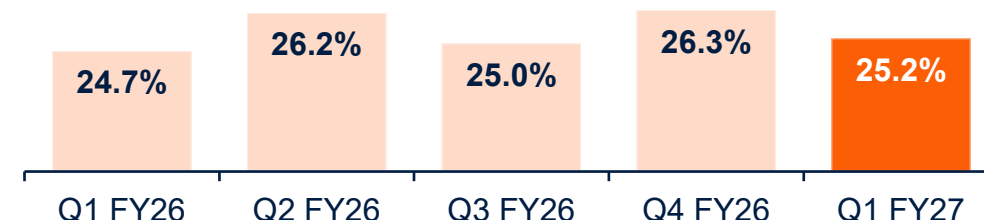
● Days Billed ● Incl. Unbilled

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

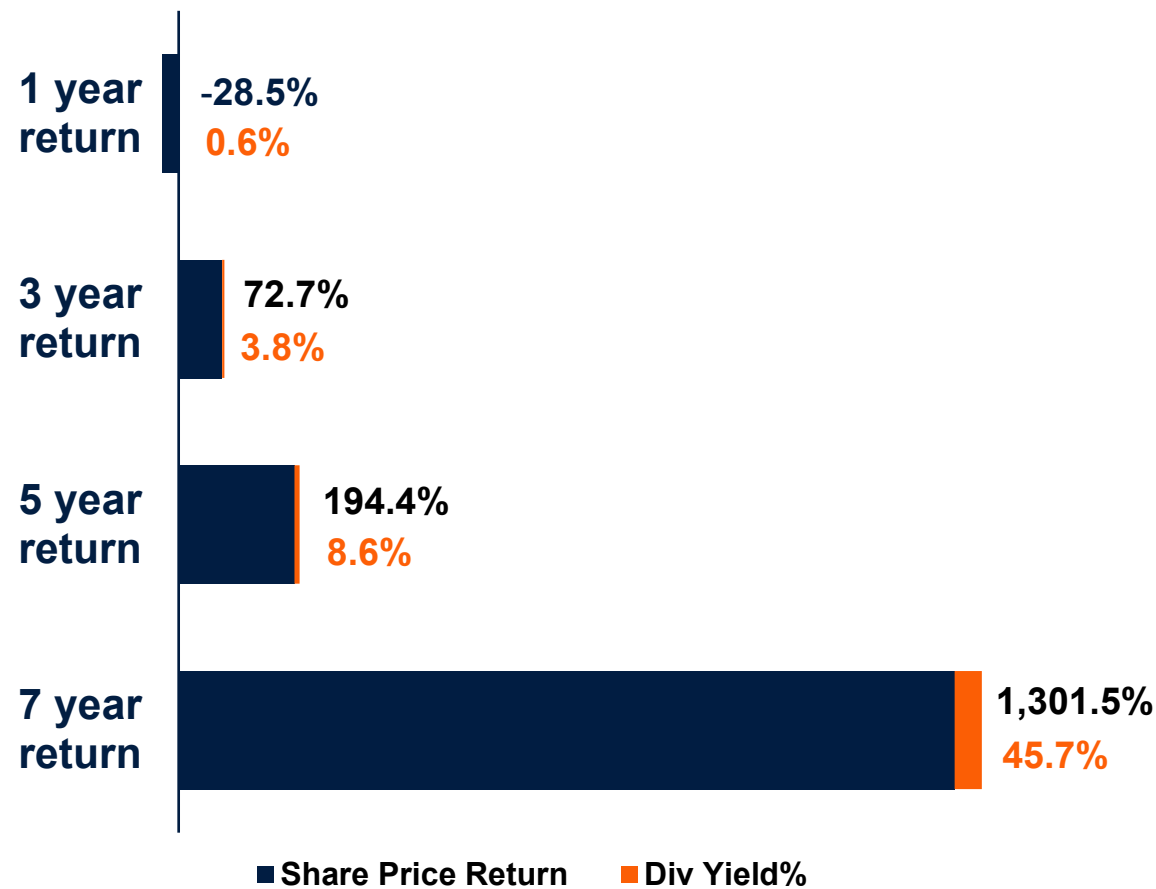
Return On Equity (ROE)%



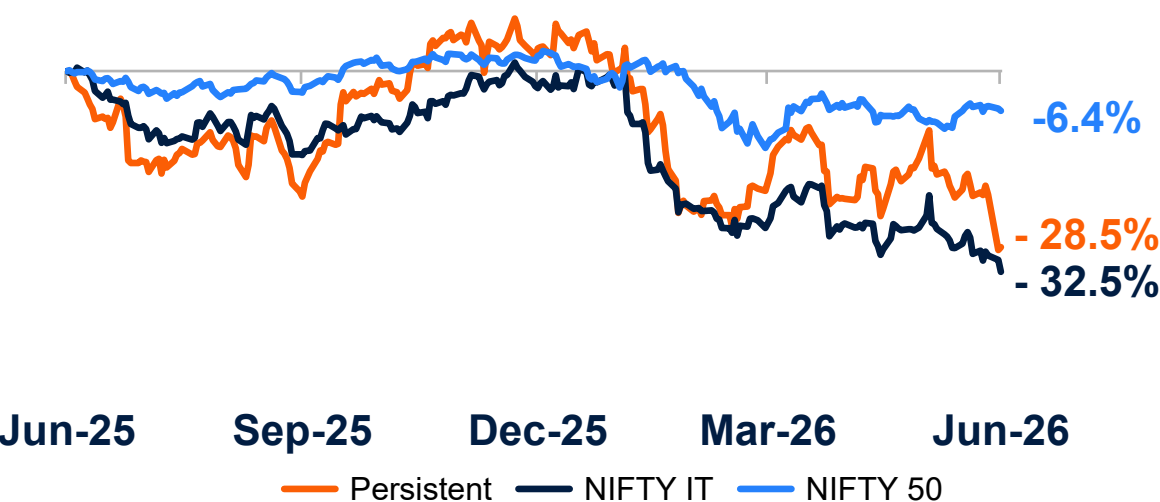
ROE = TTM PAT/Average of Net Worth at the beginning and end of TTM period

...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 6 areas*
7,400+ Certifications



Premier Partner
2,850+ Certifications



Google Cloud
Premier Partner
2,400+ Certifications



Global Summit Partner
9,250+ Certifications



Platinum Partner
1,600+ Certifications**



Premier Partner
200+ Certifications



databricks
Select Partner
1,000+ Certifications

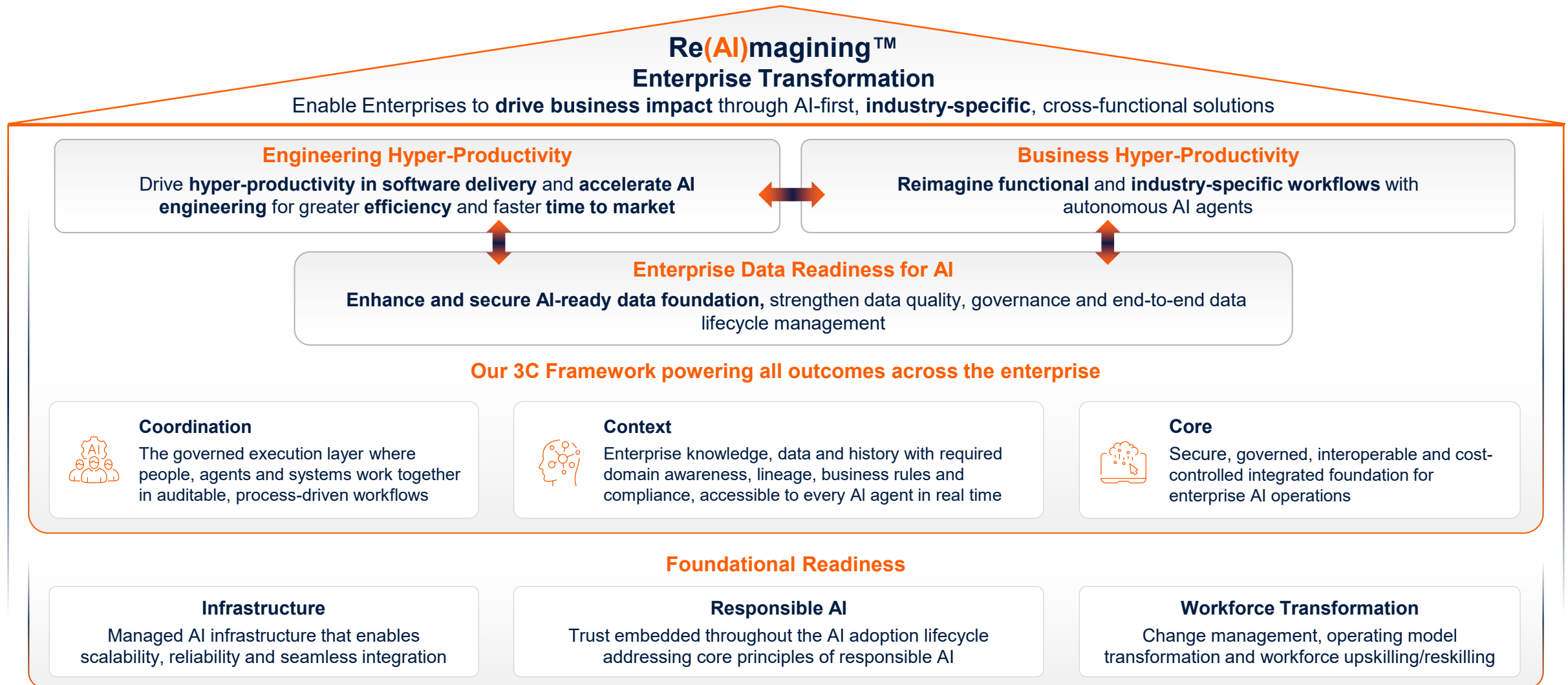
9,450+ AI/ML/GenAI External Certifications

24,850+ Partner Certifications

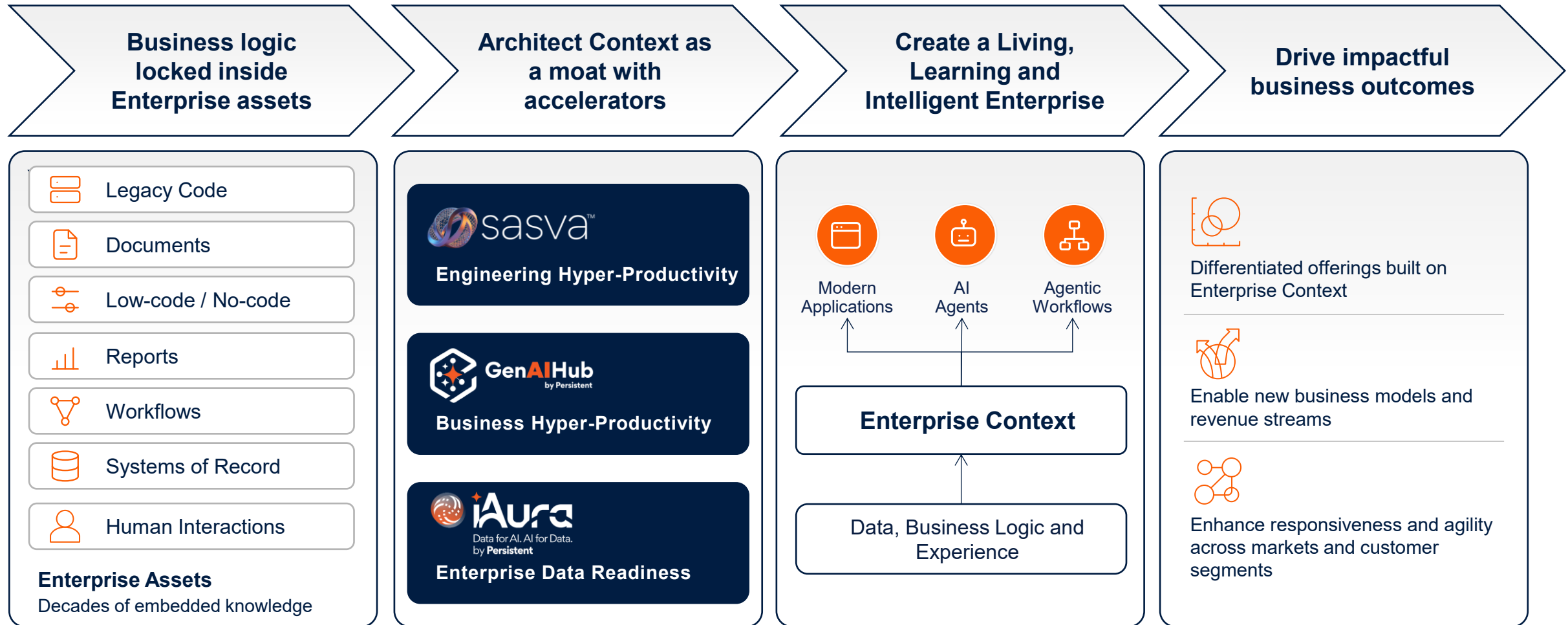
*Infrastructure, Data & AI, Digital & App Innovation, Security, Modern Work, Business Applications

** IBM Badges

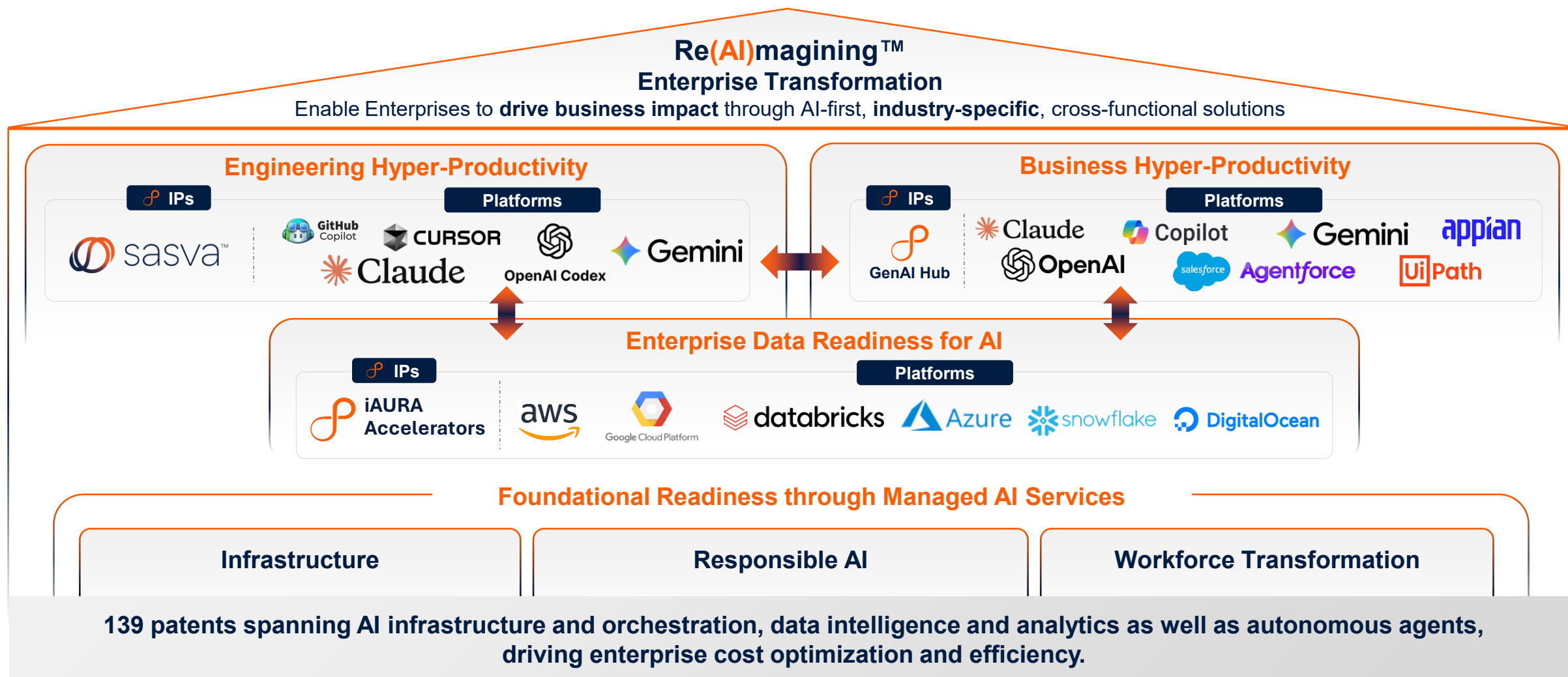
We have established our 3C framework that turns AI investments into Enterprise ROI...



...by extracting business logic embedded across the Enterprise to create a unified Context...



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



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

Environment

- Maintain annual carbon neutrality, reduce emissions by 54.6% by FY34 and achieve **net zero by FY50**
- **100% renewable energy** at India-owned facilities by FY27 and 80% across India locations by FY34
- Zero Waste to Landfill certification, reduce water use by 5% YoY and **maintain 100% wastewater recycling** across India-owned facilities



Social Responsibility

- **Impact 60,000+ lives** through programs in Education, Healthcare, Community Development, Heritage, and Wildlife Conservation by FY27
- 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
- **Zero tolerance** for unethical behavior and **100% compliance** for code of conduct training



Diversity

- Build a more inclusive workplace while increasing gender diversity by 0.5% YoY, **reaching 35% by FY40**
- Drive continuous workforce upskilling and **achieve 92% learning coverage**

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

Environment

Energy

99.6%

Electricity sourced from renewable energy in India-owned offices

Water

100%

Wastewater recycled; **55%** reused on-site at India-owned facilities

Carbon

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

Biodiversity

43,143

Trees planted, taking the overall count to **200,973** trees over 10 years

Waste

95.2%

Waste recycled; **6** India-owned locations certified Zero Waste to Landfill

Social Responsibility

61,837

Lives impacted through CSR programs

9,488

Volunteers participated in ISR activities

10,986

Hours volunteered in ISR activities

Governance

97.3%

Employees completed annual Code of Conduct training

8.3/10

Employee Satisfaction Score (ESAT) eNPS

Diversity

29.7%

Women in the workforce

12.7%

Women in leadership roles

0.2%

Specially-abled people

62

Nationalities

Employee Engagement

100,543

Participants in wellbeing initiatives

95%

Employees participating in learning programs

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

S&P Global

Sustainable1



79/100

NSE Sustainability Ratings & Analytics Ltd



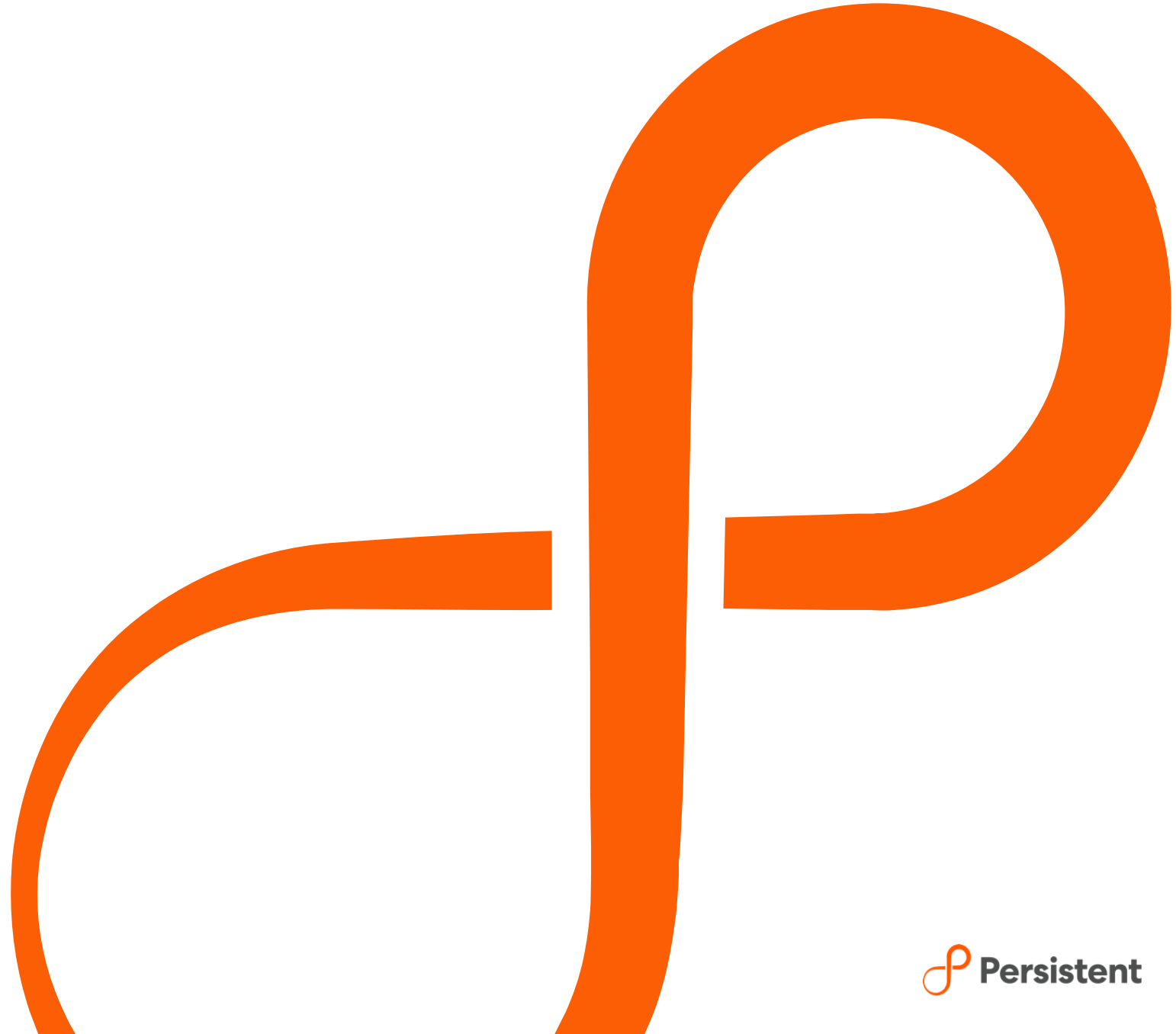
81.7

ESG Score



Scan the QR Code to read FY26 ESG report

Performance Highlights





“We marked our 25th sequential quarter of revenue growth to begin FY27, delivering 3.8% quarter-over-quarter and 16.1% year-over-year revenue growth, along with an EBIT margin of 16.0%.

This performance was underpinned by a record quarterly Total Contract Value (TCV) of \$1.15 billion, reflecting continued momentum in larger client engagements, including a 6.5-year strategic services agreement with a leading global technology company with a TCV of more than \$650 million.

We signed a Business Combination Agreement with Nagarro, a leading European digital engineering company listed on the Frankfurt Stock Exchange. This transaction is in line with the M&A strategy we have consistently outlined to strengthen our capabilities and expand our geographic footprint and industry coverage.

As enterprises increasingly look to scale AI across their businesses, we believe the differentiator will not be the model itself, but the ability to create a unified Enterprise Context from business logic, data and enterprise experience embedded across the organization. We continue to invest in this capability through our 3C framework, AI-driven platforms, helping clients build more Intelligent Enterprises, reshape their operating models and realize greater value from AI.

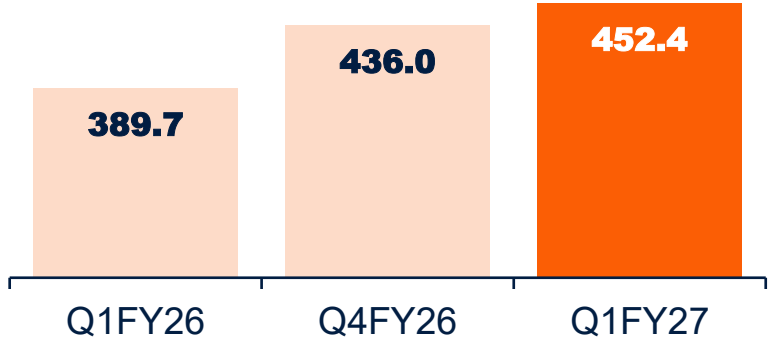
We thank our clients, partners, employees and shareholders for their continued trust and support as we continue to strengthen Persistent for the opportunities ahead.”

Sandeep Kalra

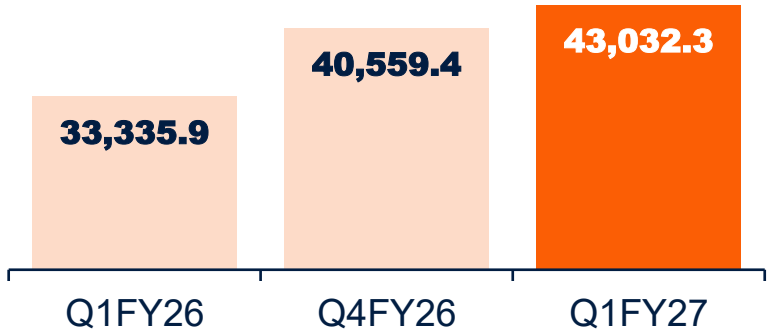
Chief Executive Officer and Executive Director

Q1 FY27: Financial Highlights

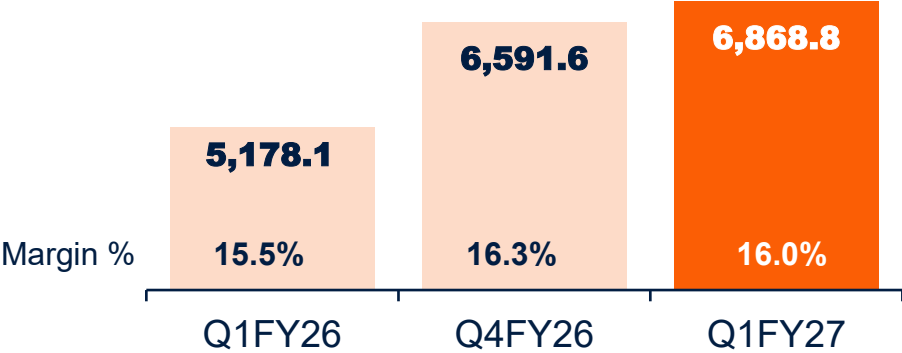
Revenue (\$ million) ↑ 3.8% QoQ ↑ 16.1% YoY



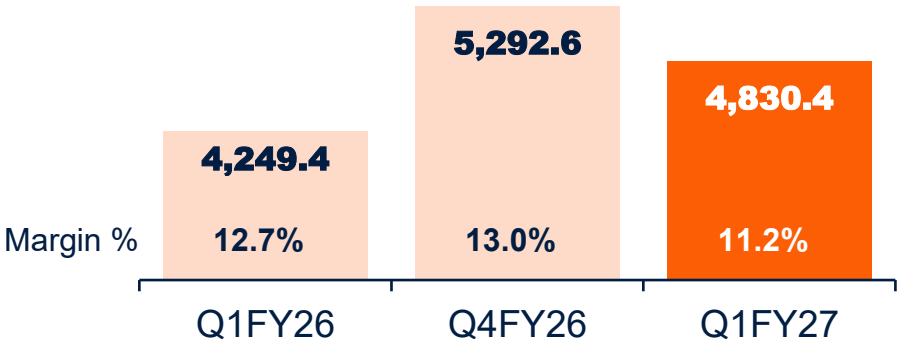
Revenue (₹ million) ↑ 6.1% QoQ ↑ 29.1% YoY



EBIT (₹ million) ↑ 4.2% QoQ ↑ 32.7% YoY



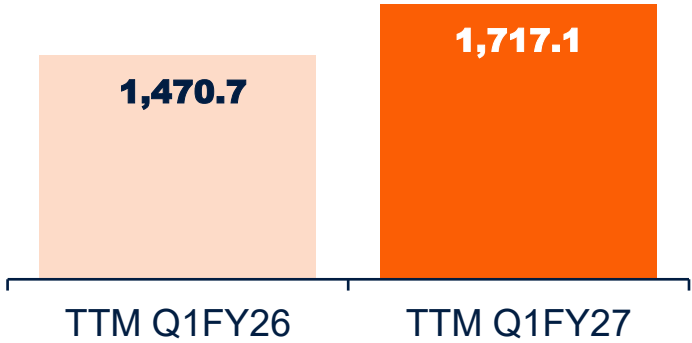
PAT (₹ million) ↓ 8.7% QoQ* ↑ 13.7% YoY



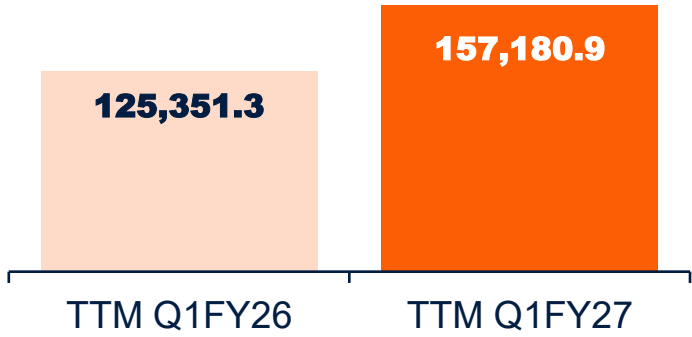
*QoQ decline on account of forex losses

Q1 FY27: TTM Performance

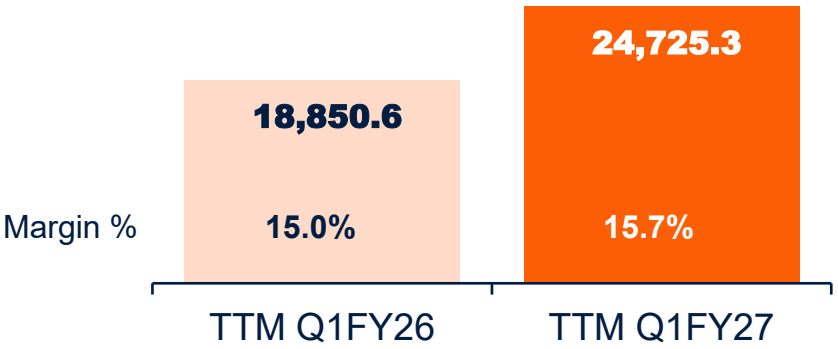
Revenue (\$ million) ↑ 16.8%



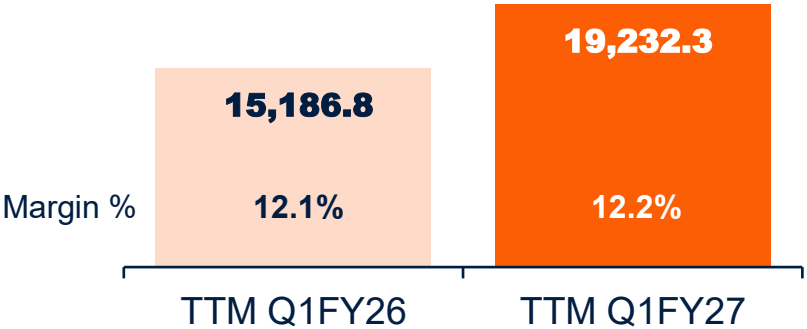
Revenue (₹ million) ↑ 25.4%



EBIT (₹ million) ↑ 31.2%

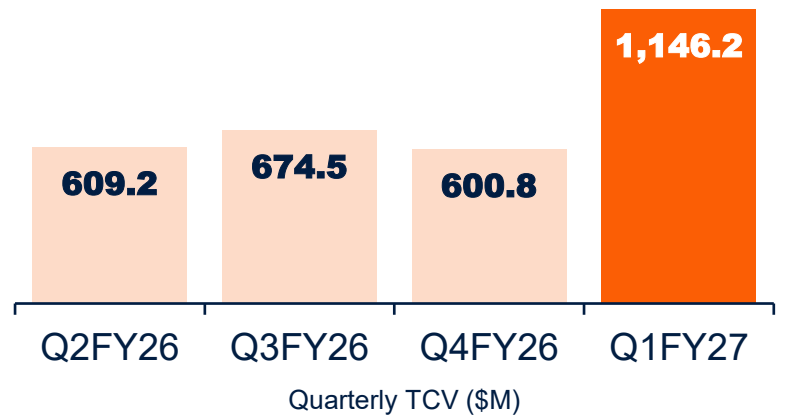


PAT (₹ million) ↑ 26.6%

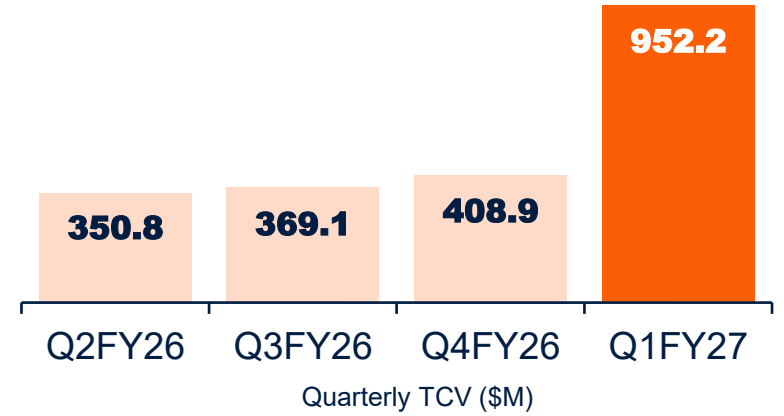


Q1 FY27: TCV and ACV Bookings

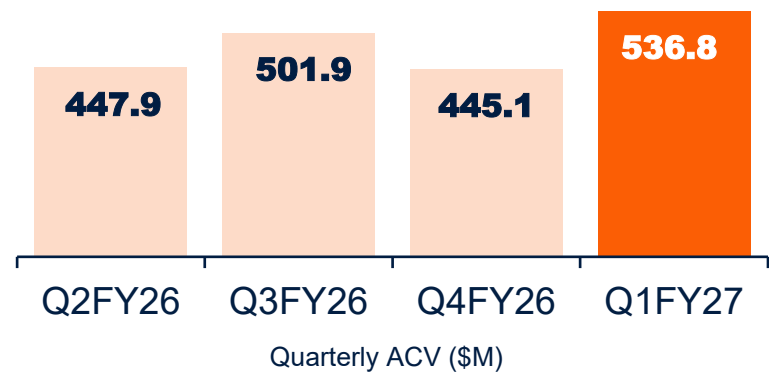
Trailing Twelve Months TCV* \$3,030.7M



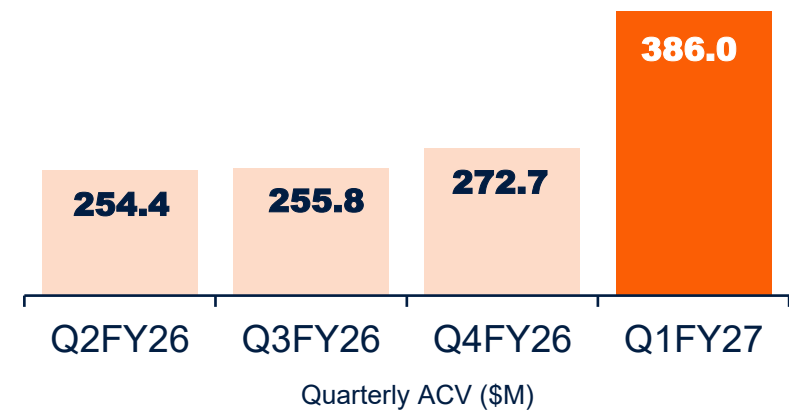
Trailing Twelve Months TCV (New) \$2,081.0M



Trailing Twelve Months ACV* \$1,931.7M



Trailing Twelve Months ACV (New) \$1,168.9M



*Includes renewals & new bookings

Q1 FY27: Key Wins

Software, Hi-Tech & Emerging Industries



Driving product development, support and cloud operations across multiple SaaS products using our AI-led platforms to enhance resilience and operational excellence for one of the world's largest IT companies

Advancing a global transport technology ecosystem through engineering transformation and scaled global delivery capabilities, strengthening security governance and supporting long-term product innovation for a leading global urban mobility platform provider

Accelerating enterprise transformation across Engineering, Support, IT, Data and Customer functions through global delivery modernization and AI adoption for a leading cloud security company

Banking, Financial Services & Insurance



Modernizing enterprise application landscape of 250+ applications, accelerating AI adoption and data modernization for a leading global insurance claims management and outsourcing services provider

Gen-AI-led reengineering of the trade ledger platform through legacy modernization and transition of platform ownership to client's environment, strengthening operational control for one of the world's leading multinational banks

Propelling cloud security transformation through AI-led security implementation and data platform modernization, improving security visibility, risk management and cloud resilience for one of the largest U.S. banks

Healthcare & Life Sciences

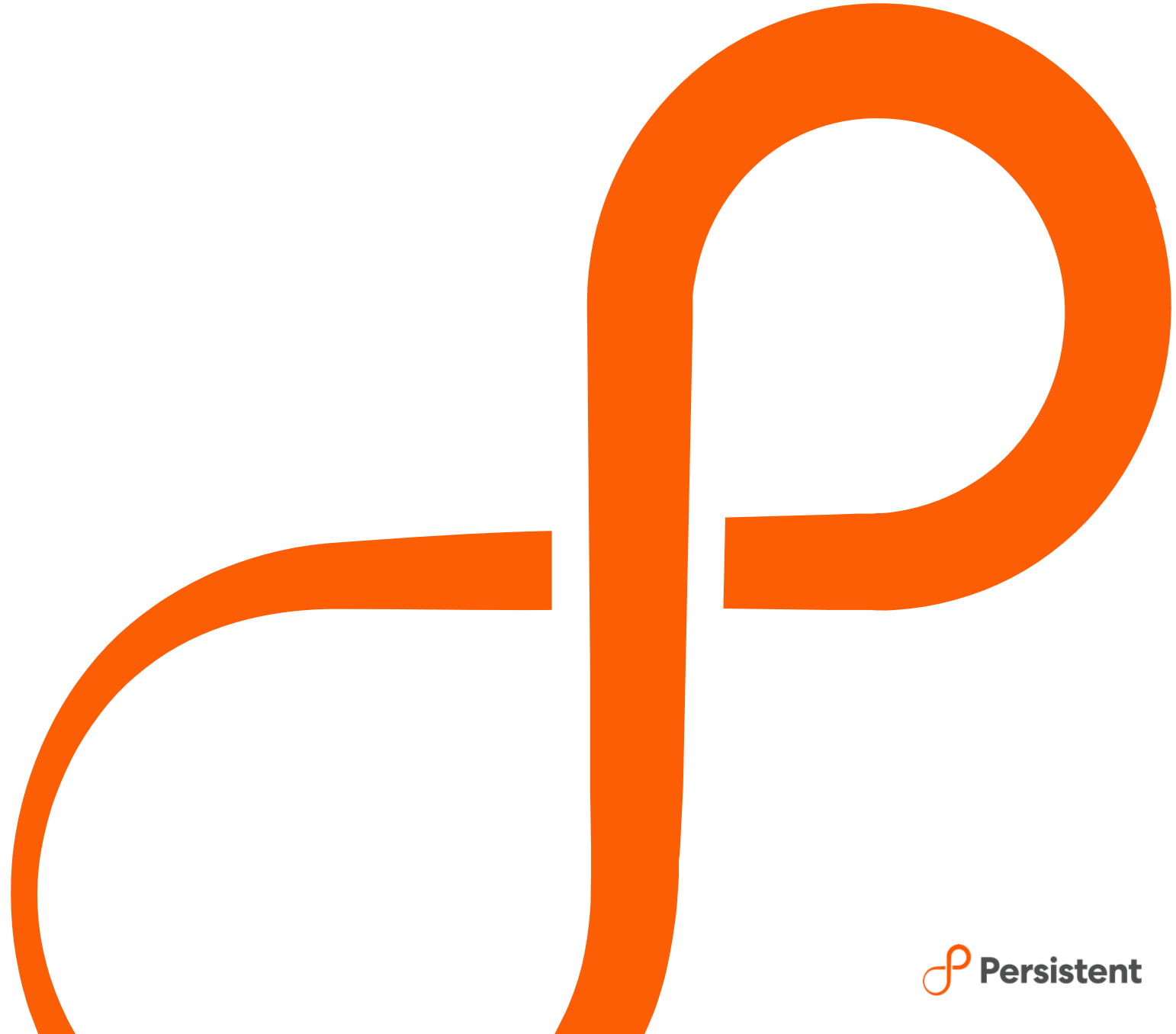


Transforming an enterprise ecosystem by consolidating 3,000 bots across 350 business-critical processes onto Microsoft Power Automate, enhancing operational resilience for one of the largest U.S.-based healthcare organizations

Unifying Salesforce, SAP and commercial operations into a standardized customer engagement ecosystem following a strategic acquisition, accelerating governance and business integration for a leading U.S.-based genomics and life sciences company

Building a modern enterprise data platform on Snowflake, integrating clinical, claims and operational systems to enable AI-driven decision making for a leading U.S.-based provider-led healthcare technology company

Notable News



We deepened our partnerships to scale enterprise AI adoption, driving measurable value....

Achieved Databricks Specializations Across Multiple Industry Verticals and Service Lines



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Collaborated with Databricks and Milwaukee School of Engineering to Strengthen Enterprise AI Engineering Talent Pipeline

[Read More](#)



Announced a Strategic Partnership with Kong to Help Enterprises Securely Move AI into Production

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Awarded 2026 Google Cloud Partner of the Year for Services & Industry Solutions – Supply Chain & Logistics

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Achieved the AWS Business Value Realization Competency

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...and strengthened strategic client relationships through curated experiences



Hosted **CXO accelerator program at Tuck School of Business**, providing senior client executives with a curated forum to explore practical AI applications, enterprise strategy and value creation in an AI-led environment

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Launched the AI Waymakers Awards, an exclusive award category created, sponsored and presented by Persistent at the 24th Annual American Business Awards®, recognizing clients driving AI-led business impact

[Read More](#)



Collaborated with the **San Francisco Unicorns** as the **official Re(AI)maging™ Partner** for the 2026 Major League Cricket season

[Read More](#)

In line with our stated M&A strategy, we signed the Business Combination Agreement with Nagarro, a leading European digital engineering company



Aimed at creating an **AI-led global engineering powerhouse** serving clients with end-to-end capabilities, a ~\$2.9B revenue* run rate, and 46,000+ professionals across 40+ countries

The combination would deliver the following:

- **More balanced geographic mix**, with North America at ~62%, Europe at ~22% and Rest of the World, including the Middle East and Asia at ~16%
- **Strengthened nearshore Europe delivery footprint**, with presence across Romania, Portugal, Hungary and Poland
- **Expanded capabilities**, with Nagarro's AI, digital, product design, ERP and CX strengths complementing Persistent's capabilities
- **Deeper vertical scale**, with \$750M+ in BFSI and TMT each, \$500M+ in HLS, \$400M+ in Industrial and \$300M+ in Consumer
- **Strong cultural alignment** between two global organizations, anchored in entrepreneurial ethos, an engineering-first culture and decades of trust with marquee clients

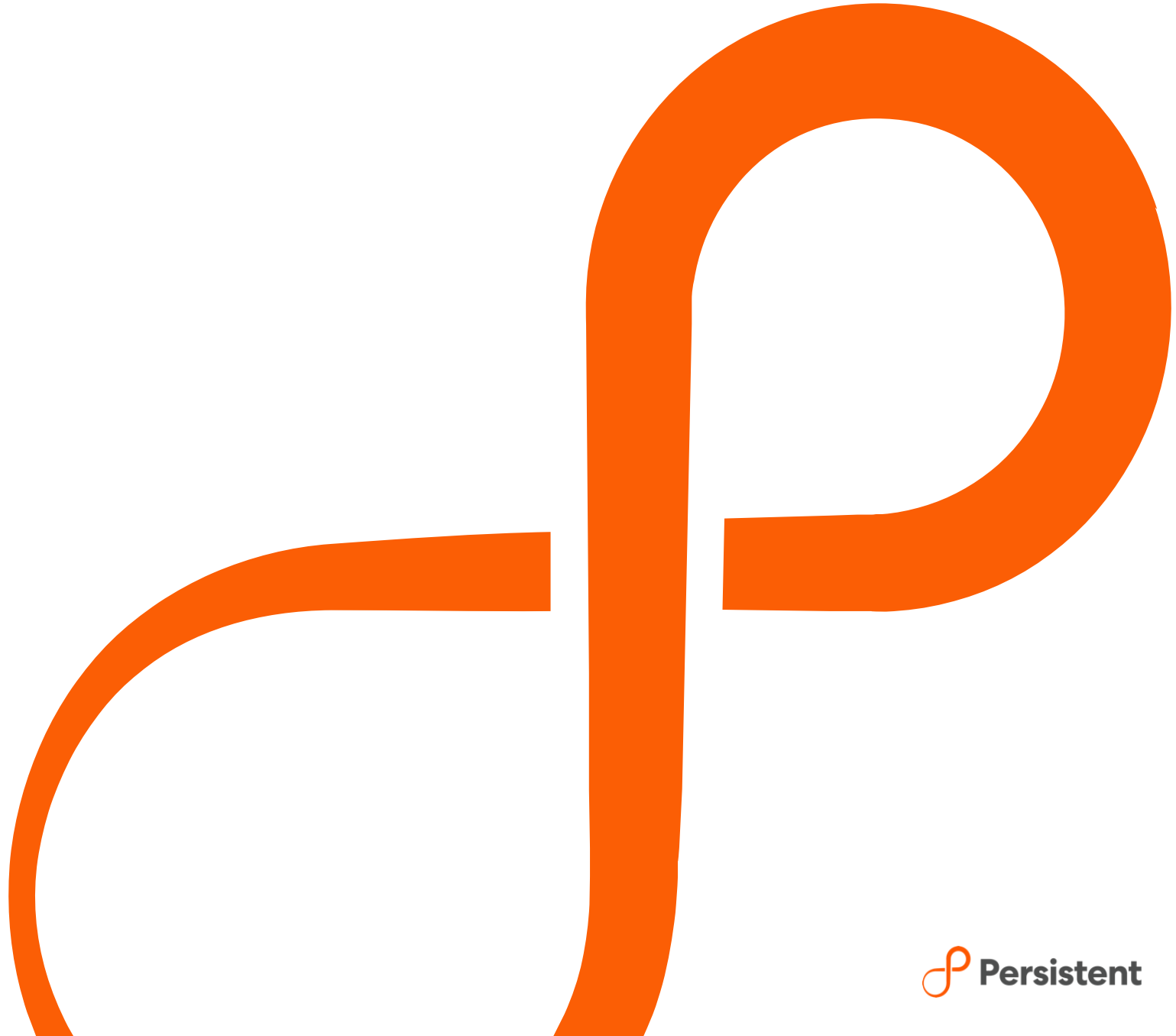
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Latest Update on the transaction:

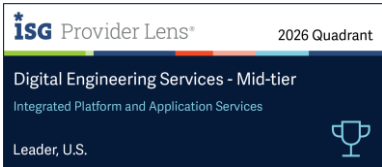
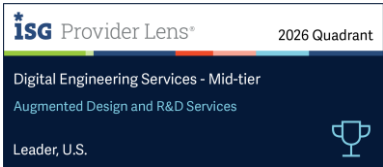
- Open Offer document submitted with BaFin for review
- Application submitted for Reserve Bank of India (RBI) approval
- Regulatory filings for FDI and Merger Control in progress across jurisdictions
- Bridge loan commitment in place
 - Long-term financing in progress to replace the bridge loan
- Closing expected by Q4 CY26/Q1 CY27

*Proforma revenue

Awards and Recognitions

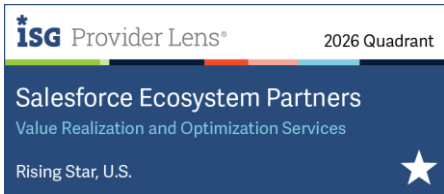
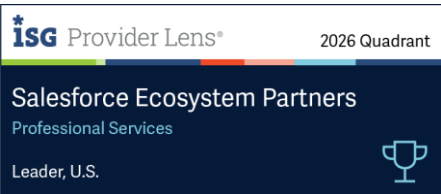


We continue to be recognized by analysts and advisors for our differentiated capabilities



Reinforced our leadership in the ISG Provider Lens®
Digital Engineering Services Midsize Providers
Report 2026: US and Europe

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Cited as a **Leader** in ISG Provider Lens® **Salesforce
Ecosystem Partners** Report 2026

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Recognized as an **Exceptional Performer** in the
2026 Whitelane Research **UK & Ireland IT Sourcing
Study**

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We were awarded for our commitment to ESG and People Excellence



Included in the **Dow Jones Best-in-Class World Index** and recognized in the **Top 10% of companies globally** in the S&P Global Sustainability Yearbook 2026

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Conferred the Confederation of Indian Industry (CII) Award for Excellence in Disability Inclusion 2026: **"Best Employer – Physical Accessibility"** category

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Awarded an ESG Recognition from Det Norske Veritas (DNV), reinforcing the Company's **use of certified management systems** to support our ESG commitments

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Won three awards at the **ET Future Skills Awards 2026**: Gold for Best Learning Team and Silver for Learning Experience and Best Use of Games/Simulations in L&D

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Received five awards at the **ET HRWorld Employee Experience Awards 2026** for inclusion, AI-powered people analytics, employee growth, voice of employee and high-performance culture

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Won **six awards at the Financial Express HR Summit & Awards** across HR team, employee well-being, learning and capability development, DE&I, onboarding and employee recognitions

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We were honored for our leadership in Investor Relations and stakeholder trust

Persistent Systems

Most Honored Company

2026 Asia Executive Team



Earned Top Honors for the **Third Consecutive Year** in Extel's 2026 **Asia Executive Team Survey**

Persistent was recognized as “Most Honored Company” in the 2026 Extel Asia Executive Team survey. The achievement reflects the continued focus on strong corporate governance, transparent stakeholder engagement, disciplined execution and sustained business performance.

Rankings in Asia, excluding Mainland China, for the Technology, IT Services, Software & AI industry:

#1

Best CEO
Sandeep Kalra
(combined, buy side and
sell side)

#1

Best Investor Relations
Program
(sell side)

#2

Best CFO
Vinit Teredesai
(combined and buy side)

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Financial Details



Sequential Q1 FY27 vs Q4 FY26

Particulars (₹ M, unless otherwise stated)	Q1FY27	Q4FY26	Change QoQ	% of Sales Q1FY27	% of Sales Q4FY26
Revenue (\$ M)	452.4	436.0	3.8%		
Avg. Exchange Rate ₹ / US\$	95.1	93.0	2.2%		
Revenue (₹ M)	43,032.3	40,559.4	6.1%		
Total Direct costs	27,915.4	26,246.9	6.4%	64.9%	64.7%
Gross Profit	15,116.9	14,312.4	5.6%	35.1%	35.3%
Sales & Marketing Expenses	3,432.3	3,175.5	8.1%	8.0%	7.8%
Admin & Other Expenses	3,663.0	3,459.9	5.9%	8.5%	8.5%
Total SG&A	7,095.3	6,635.4	6.9%	16.5%	16.4%
EBITDA	8,021.6	7,677.0	4.5%	18.6%	18.9%
Depreciation	244.2	257.9	-5.3%	0.6%	0.6%
Amortization	908.6	827.5	9.8%	2.1%	2.0%
EBIT	6,868.8	6,591.6	4.2%	16.0%	16.3%
Other Income/(Loss)	414.9	136.3	204.4%	1.0%	0.3%
Exchange Gain/(Loss)	(1,052.7)	11.9	-8,975.8%	-2.4%	0.0%
PBT	6,231.0	6,739.8	-7.5%	14.5%	16.6%
Tax	1,400.6	1,447.2	-3.2%	3.3%	3.6%
PAT	4,830.4	5,292.6	-8.7%	11.2%	13.1%
EPS (₹)	30.9	33.8	-8.7%		

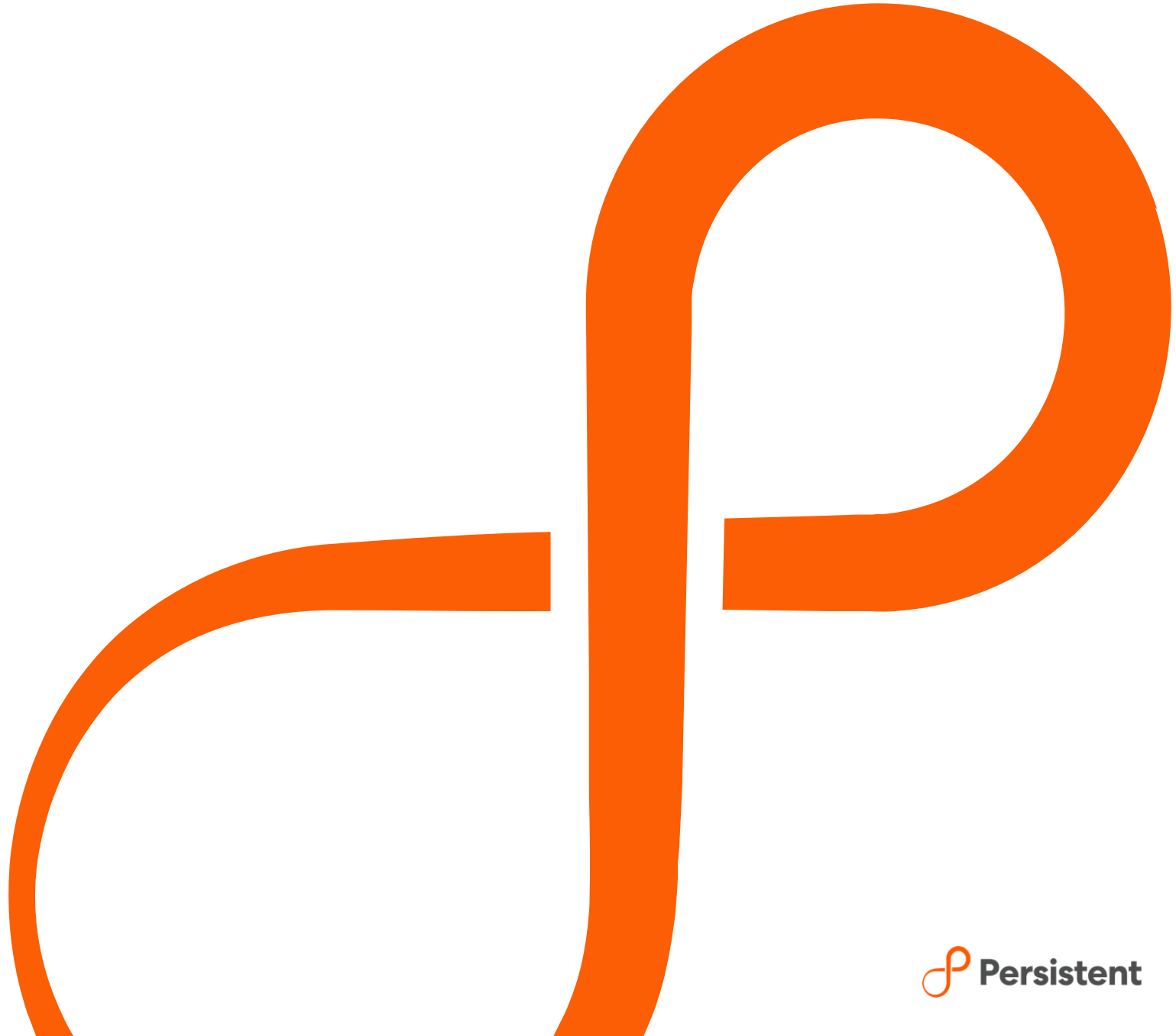
YoY Comparison: Q1 FY27 vs Q1 FY26

Particulars (₹ M, unless otherwise stated)	Q1FY27	Q1FY26	Change YoY	% of Sales Q1FY27	% of Sales Q1FY26
Revenue (\$ M)	452.4	389.7	16.1%		
Avg. Exchange Rate ₹ / US\$	95.1	85.5	11.2%		
Revenue (₹ M)	43,032.3	33,335.9	29.1%		
Total Direct costs	27,915.4	21,576.2	29.4%	64.9%	64.7%
Gross Profit	15,116.9	11,759.7	28.5%	35.1%	35.3%
Sales & Marketing Expenses	3,432.3	2,640.4	30.0%	8.0%	7.9%
Admin & Other Expenses	3,663.0	3,003.3	22.0%	8.5%	9.0%
Total SG&A	7,095.3	5,643.7	25.7%	16.5%	16.9%
EBITDA	8,021.6	6,115.9	31.2%	18.6%	18.3%
Depreciation	244.2	252.8	-3.4%	0.6%	0.8%
Amortization	908.6	685.1	32.6%	2.1%	2.1%
EBIT	6,868.8	5,178.1	32.7%	16.0%	15.5%
Other Income/(Loss)	414.9	187.3	121.6%	1.0%	0.6%
Exchange Gain/(Loss)	(1,052.7)	188.7	-657.9%	-2.4%	0.6%
PBT	6,231.0	5,554.1	12.2%	14.5%	16.7%
Tax	1,400.6	1,304.7	7.3%	3.3%	3.9%
PAT	4,830.4	4,249.4	13.7%	11.2%	12.7%
EPS (₹)	30.9	27.7	11.3%		

Balance Sheet

Particulars (₹ M)	As on June 30, 2026	As on March 31, 2026	As on June 30, 2025
Assets			
PPE and Intangible Assets	29,934.9	28,935.6	26,161.6
Non-Current Assets	6,644.8	7,563.7	5,353.5
Cash and Investments	27,044.3	27,622.1	22,751.1
Other Current Assets	57,018.7	49,644.0	39,921.3
Total	120,642.7	113,765.4	94,187.5
Equity and Liabilities			
Net Worth	84,171.4	78,378.6	68,448.1
Non-Current Liabilities	7,851.4	6,144.3	2,792.5
Current Liabilities	28,619.9	29,242.5	22,946.9
Total	120,642.7	113,765.4	94,187.5

Fact Sheet



Fact Sheet

Revenue		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	Revenue from Operations, \$M	452.4	436.0	422.5	406.2	389.7	1,654.4	1,409.1
	% QoQ growth	3.8%	3.2%	4.0%	4.2%	3.9%		
	% QoQ growth (constant currency)	4.1%	3.4%	4.1%	4.4%	3.3%		
	% YoY growth	16.1%	16.2%	17.3%	17.6%	18.8%	17.4%	18.8%
	% YoY growth (constant currency)	16.5%	16.2%	17.2%	17.8%	18.6%	17.5%	18.9%
	Revenue from Operations, ₹M	43,032	40,559	37,782	35,807	33,336	147,484	119,387
	% QoQ growth	6.1%	7.4%	5.5%	7.4%	2.8%		
	% YoY growth	29.1%	25.1%	23.4%	23.6%	21.8%	23.5%	21.6%
DSO		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	Days (Billed)	61	53	57	54	56	53	58
	Days (Unbilled)	25	27	24	21	20	27	23

Fact Sheet

Segment Revenue Mix		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	BFSI	34.0%	34.5%	35.0%	34.8%	33.9%	34.6%	31.6%
	Healthcare & Life Sciences	25.3%	26.3%	25.4%	25.2%	25.3%	25.6%	27.3%
	Software, Hi-Tech & Emerging Industries	40.7%	39.2%	39.6%	40.0%	40.8%	39.8%	41.1%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Geography Revenue Mix		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	North America	79.1%	81.4%	81.5%	79.8%	79.8%	80.6%	80.8%
	Europe	8.5%	8.1%	8.5%	9.3%	9.0%	8.7%	8.1%
	India	9.8%	8.3%	7.8%	9.2%	9.8%	8.8%	9.4%
	ROW	2.6%	2.2%	2.2%	1.7%	1.4%	1.9%	1.7%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Fact Sheet

Hedges		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	Outstanding Hedges (\$M)	500	500	490	475	440	500	300
	Rates (₹/\$)	93.3	90.7	89.1	87.8	86.9	90.7	86.3
Revenue Concentration		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY25	FY26	FY25
	Top 5	33.2%	31.5%	32.9%	32.9%	31.8%	32.2%	31.3%
	Top 10	43.0%	42.1%	43.7%	43.2%	42.0%	41.6%	40.9%
	Top 20	53.7%	53.6%	54.8%	54.4%	53.8%	52.9%	51.7%
	Top 50	70.7%	69.7%	70.5%	70.1%	70.0%	68.8%	66.8%
	Top 100	83.7%	82.5%	82.5%	82.8%	82.8%	81.2%	79.8%
Client Engagement Size		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY25	FY26	FY25
	\$75M+	4	4	4	4	4	4	4
	\$50M – \$75M	-	-	-	-	-	-	-
	\$20M – \$50M	8	8	8	8	8	8	6
	\$10M – \$20M	20	17	16	13	10	17	11
	\$5M – \$10M	28	33	33	31	34	33	34
	\$1M – \$5M	154	139	134	135	135	139	136
	Total \$1M+	214	201	195	191	191	201	191

Fact Sheet

People Numbers		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	Technical	26,905	25,849	25,077	24,608	23,787	25,849	23,072
	Sales and Business Development	579	543	520	510	496	543	485
	Others	1,156	1,110	1,114	1,106	1,057	1,110	1,037
	Total	28,640	27,502	26,711	26,224	25,340	27,502	24,594

Linear Effort Mix		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	Global Delivery Centers	15.2%	14.6%	14.2%	14.1%	14.5%	14.3%	15.2%
	India	84.8%	85.4%	85.8%	85.9%	85.5%	85.7%	84.8%

Utilization		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	Including Trainees	86.5%	88.0%	88.4%	88.2%	88.7%	88.3%	85.6%

Attrition Rate		Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	FY26	FY25
	TTM Basis	12.3%	13.0%	13.5%	13.8%	13.9%	13.0%	12.9%



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