

Birlasoft Limited

(Erstwhile KPIT Technologies Limited)

Registered & Corporate Office: 35 & 36, Rajiv Gandhi Infotech Park, Phase I, MIDC, Hinjawadi, Pune - 411057

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PART I

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

₹ in million (except per share data)

Particulars	Quarter ended			Nine Months ended		Year ended
	December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	March 31, 2020 (Audited)
Revenue from operations	8,807.77	8,574.56	8,332.86	26,528.63	23,838.97	32,909.69
Other income (net) (Refer note 6)	155.85	64.29	178.07	138.91	240.84	429.91
Total income	8,963.62	8,638.85	8,510.93	26,667.54	24,079.81	33,339.60
Expenses						
Employee benefits expense	5,254.27	5,230.54	4,987.72	15,830.21	14,724.42	19,975.41
Finance costs	31.58	34.75	40.41	101.57	127.25	161.27
Depreciation and amortization expense	202.36	208.12	200.87	625.82	611.96	825.79
Other expenses	2,109.12	2,149.41	2,270.60	6,929.97	6,362.78	9,015.09
Total expenses	7,597.33	7,622.82	7,499.60	23,487.57	21,826.41	29,977.56
Profit before tax	1,366.29	1,016.03	1,011.33	3,179.97	2,253.40	3,362.04
Tax expense (Refer note 5)						
Current tax	232.38	377.02	286.63	900.65	715.34	1,111.64
Deferred tax (benefit)/charge	170.02	(52.20)	(2.05)	60.76	(14.97)	6.92
Total tax expense	402.40	324.82	284.58	961.41	700.37	1,118.56
Profit for the period	963.89	691.21	726.75	2,218.56	1,553.03	2,243.48
Other comprehensive income/(losses)						
Items that will not be reclassified to profit or loss						
Remeasurements of defined benefit plans	1.98	20.35	(12.91)	16.35	(39.44)	(42.02)
Income tax on item that will not be reclassified to profit or loss	0.91	(7.12)	4.51	(4.12)	13.78	14.69
Items that will be reclassified to profit or loss						
(i) Exchange differences in translating the financial statements of foreign operations	(34.70)	(186.54)	61.93	(157.18)	264.90	679.43
(ii) Effective portion of gains/(losses) on hedging instruments in cash flow hedges	69.38	144.25	14.39	408.75	(24.06)	(329.84)
Income tax on item (ii) above that will be reclassified to profit or loss	(13.06)	(50.41)	(4.86)	(131.65)	8.58	114.66
Total other comprehensive income/(losses)	24.51	(79.47)	63.06	132.15	223.76	436.92
Total comprehensive income for the period	988.40	611.74	789.81	2,350.71	1,776.79	2,680.40
Profit attributable to						
Owners of the company	963.89	691.21	726.75	2,218.56	1,553.03	2,243.48
Non-controlling interests	-	-	-	-	-	-
Profit for the period	963.89	691.21	726.75	2,218.56	1,553.03	2,243.48
Other comprehensive income attributable to						
Owners of the Company	24.51	(79.47)	63.06	132.15	223.76	436.92
Non-controlling interests	-	-	-	-	-	-
Other comprehensive income for the period	24.51	(79.47)	63.06	132.15	223.76	436.92
Total comprehensive income attributable to						
Owners of the Company	988.40	611.74	789.81	2,350.71	1,776.79	2,680.40
Non-controlling interests	-	-	-	-	-	-
Total comprehensive income for the period	988.40	611.74	789.81	2,350.71	1,776.79	2,680.40
Paid up equity capital [Face value ₹ 2/- per share]	554.23	554.22	553.33	554.23	553.33	553.42
Other equity	-	-	-	-	-	18,370.81
Earnings per equity share (face value ₹ 2 per share)						
Basic	3.47	2.49	2.63	8.00	5.62	8.11
Diluted	3.40	2.45	2.59	7.82	5.55	8.06

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PART I

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

₹ in million (except per share data)

Notes:

- The above unaudited consolidated financial results have been reviewed by the Audit Committee and thereafter approved and taken on record by the Board of Directors in their respective meetings held on February 06, 2021. These unaudited consolidated financial results have been prepared in accordance with the Indian Accounting Standards ("Ind-AS") as specified under Section 133 of the Companies Act, 2013, read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and the Companies (Indian Accounting Standards) Amendment Rules, 2016 and provisions of the Companies Act, 2013.
- The Statutory Auditors of the Company have conducted a limited review of the above consolidated financial results of the Company for the quarter and nine months ended December 31, 2020. An unqualified opinion has been issued by them thereon.
- Standalone information:

Sr No	Particulars	Quarter ended			Nine Months ended		Year ended
		December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
a	Revenue	4,095.09	4,010.90	3,682.34	11,954.60	10,661.18	14,621.64
b	Profit before tax	740.44	682.09	510.87	2,042.21	1,479.99	2,228.68
c	Net profit for the period	499.25	449.17	312.50	1,355.43	966.72	1,407.54
d	Other comprehensive income/(losses)	59.21	107.08	1.13	289.34	(41.14)	(242.52)
e	Total comprehensive income	558.46	556.25	313.63	1,644.77	925.58	1,165.02

- The results for the quarter and nine months ended December 31, 2020 are available on the Company's website, www.birlasoft.com and also on the website of the BSE Limited, www.bseindia.com and National Stock Exchange of India Limited, www.nseindia.com, where the shares of the Company are listed.
- The Government of India, on September 20, 2019, vide the Taxation Laws (Amendment) Act 2019, inserted a new Section 115BAA ('new tax regime') in the Income Tax Act, 1961, which provided an option to the domestic Company to pay income taxes at reduced tax rate (25.17%, inclusive of surcharge and cess) as per the provisions/ conditions defined in the said section. This amendment stipulated that the option to adopt the New Tax Regime was to be exercised in the prescribed manner on or before the due date specified under sub-section (1) of section 139 for furnishing the return of income. Accordingly, basis its initial estimation and evaluation, the Company was expected to exercise the option of lower tax rate of 25.17% (inclusive of surcharge and cess) under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance 2019 in a subsequent financial year.

During the current quarter ended December 31, 2020, the Company has re-assessed the underlying assumptions based on the current business scenario and decided to opt for the new tax regime in the current Financial Year 2020-21. The effect of this change in accounting estimate has been recognised in tax expense for the nine months and quarter ended December 31, 2020 on an effective tax basis, resulting in recognition of Deferred tax expense of ₹ 165 Million on account of MAT credit balance written off and re-measurement of deferred tax asset/ liabilities. The effect of this change has also resulted in decrease in current tax expense of ₹ 208 Million on an effective tax basis which has been recognized during the nine months and quarter ended December 31, 2020.

- Details included in Other income (net) are as below:

Particulars	Quarter ended			Nine Months ended		Year ended
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Exchange gain/(loss)	56.89	(13.88)	132.88	(87.45)	91.90	231.06
Fair value gain/(loss) on financial assets (investments) at fair value through profit or loss	0.09	0.59	1.94	0.68	(7.42)	(16.96)

- The Board of Directors in their meeting held on November 05, 2020, declared an interim dividend for the financial year 2020-21. The interim dividend paid to the members of the Company is ₹ 277.12 million i.e. ₹ 1.00 per share (i.e. 50%) of face value of ₹ 2 each.
- In view of pandemic relating to COVID -19, the Group has considered internal and external information in assessing the recoverability of receivables, unbilled receivables, goodwill, intangible assets and other financial assets. However, the actual impact of COVID-19 on the Group's financial statements may differ from that estimated and the Group will continue to closely monitor any material changes to future economic conditions.
- Previous period's figures have been regrouped / reclassified wherever necessary to conform with the current period's classification / disclosure.

On behalf of the Board of Directors
For Birlasoft Limited (Erstwhile KPIT Technologies Limited)



Dharmander Kapoor
CEO & Managing Director
DIN: 08443715

Place : Noida
Date : February 06, 2021

Birlasoft Limited

(Erstwhile KPIT Technologies Limited)

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PART II

SEGMENT WISE REVENUE AND RESULTS

₹ in million

Sr No	Particulars	Quarter ended			Nine Months ended		Year ended
		December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	March 31, 2020 (Audited)
1	Revenue by Industry Practice						
	Banking, Financial Services and Insurance	1,642.58	1,599.20	1,469.20	4,775.61	4,352.56	5,790.67
	Manufacturing	3,694.42	3,638.10	3,651.95	10,852.69	10,989.49	14,719.22
	Energy and Utilities	1,300.93	1,305.36	1,570.23	4,037.29	4,419.40	6,003.83
	Life Sciences	2,169.84	2,031.90	1,641.48	6,863.04	4,077.52	6,395.97
	Revenue from operations	8,807.77	8,574.56	8,332.86	26,528.63	23,838.97	32,909.69
2	Segment Results						
	Banking, Financial Services and Insurance	500.89	450.28	360.55	1,343.93	1,093.51	1,529.31
	Manufacturing	1,157.70	1,116.92	977.77	3,299.34	2,850.03	3,902.12
	Energy and Utilities	529.77	520.59	608.91	1,573.28	1,441.61	2,073.17
	Life Sciences	392.81	326.31	279.74	1,153.08	833.14	1,339.81
	Total	2,581.17	2,414.10	2,226.97	7,369.63	6,218.29	8,844.41
	Less:						
	- Finance costs	31.58	34.75	40.41	101.57	127.25	161.27
	- Other unallocable expenditure (net of unallocable income)	1,183.30	1,363.32	1,175.23	4,088.09	3,837.64	5,321.10
	Profit before tax	1,366.29	1,016.03	1,011.33	3,179.97	2,253.40	3,362.04

Notes :

- Effective April 1, 2020, consistent with the industry practice and the current internal organization structure, the Company has adopted the basis of segmentation from geography to industry practice. The Company is now structured by the following segments: a) Banking, Financial Services and Insurance b) Manufacturing c) Energy and Utilities and d) Life Sciences. The corresponding information for earlier periods has been restated accordingly.
- The Chairman and CEO & Managing Director of the Company have been identified as the Chief Operating Decision Maker (CODM) as defined by IND AS 108, "Operating Segments." The Chairman of the Company evaluates the segments based on their revenue growth and operating income.
- Assets and liabilities are not identified to any reportable segment, since these are used interchangeably across segments and consequently, the management believes that it is not practicable or meaningful to provide segment disclosures relating to total assets and liabilities.

On behalf of the Board of Directors
For Birlasoft Limited (Erstwhile KPIT Technologies Limited)



Dharmander Kapoor
CEO & Managing Director
DIN: 08443715

Place : Noida
Date : February 06, 2021

B S R & Co. LLP

Chartered Accountants

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Westin Hotel Campus,
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Limited review report on unaudited quarterly consolidated financial results and unaudited consolidated year-to-date financial results of Birlasoft Limited (Erstwhile KPIT Technologies Limited) under Regulation 33 of SEBI (Listing Obligations Disclosure Requirements) Regulations, 2015

To

Board of Directors of **Birlasoft Limited (Erstwhile KPIT Technologies Limited)**

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of **Birlasoft Limited (Erstwhile KPIT Technologies Limited)** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the quarter ended 31 December 2020 and year to date results for the period from 1 April 2020 to 31 December 2020 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').
2. This Statement, which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "*Interim Financial Reporting*" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

B S R & Co. LLP

Limited review report on unaudited quarterly consolidated financial results and unaudited consolidated year-to-date results of Birlasoft Limited (Erstwhile KPIT Technologies Limited) under Regulation 33 of SEBI (Listing Obligations Disclosure Requirements) Regulations, 2015 (Continued) – 31 December 2020

4. The Statement includes the results of the following entities:

- a. Birlasoft Limited (Erstwhile KPIT Technologies Limited) (**Parent**)

Subsidiaries

- b. Birlasoft Inc.
 - c. Birlasoft GmbH
 - d. Birlasoft (UK) Limited
 - e. Enable Path LLC
 - f. Birlasoft Sdn Bhd
 - g. Birlasoft Solutions Limited (Formerly known as KPIT Infosystems Limited (UK))
 - h. Birlasoft Solutions France (Formerly known as KPIT Technologies France)
 - i. Birlasoft Solutions Inc. (Formerly known as KPIT Infosystems Incorporated, USA)
 - j. Birlasoft Computer Corporation, USA (Formerly known as Systime Computer Corporation, USA)
 - k. Birlasoft Solutions ME FZE (Formerly known as KPIT Infosystems ME FZE, Dubai)
 - l. Birlasoft Technologies Canada Corporation (Formerly known as KPIT Technologies Corporation)
 - m. Birlasoft Consulting Inc. (Formerly known as Sparta Consulting Inc., USA)
 - n. Birlasoft Solutions LTDA (Formerly known as KPIT Technologies Solucoes EM Informatica LTDA)
 - o. Birlasoft Solutions Mexico, S.A. DE C.V. (Formerly known as KPIT Infosystems Mexico, S.A DE C.V.)
 - p. Birlasoft Solutions GmbH (Formerly known as KPIT Solutions GmbH, Germany)
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.



B S R & Co. LLP

Limited review report on unaudited quarterly consolidated financial results and unaudited consolidated year-to-date results of Birlasoft Limited (Erstwhile KPIT Technologies Limited) under Regulation 33 of SEBI (Listing Obligations Disclosure Requirements) Regulations, 2015 (Continued) - 31 December 2020

6. The Statement includes the interim financial information of two subsidiaries which have not been reviewed, whose interim financial information reflect total assets of INR 949.19 million as at 31 December 2020 and total revenue of INR 241.63 million and INR 736.04 million, total net profit after tax of INR 1.86 million and total net loss after tax of INR 36.83 million and total comprehensive income of INR 1.86 million and total comprehensive loss of INR 36.83 million for the quarter ended 31 December 2020 and for the period from 1 April 2020 to 31 December 2020, respectively. According to the information and explanations given to us by the management, these interim financial information are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.

For B S R & Co. LLP

Chartered Accountants

Firm's Registration No.: 101248W/W-100022



Swapnil Dakshindas

Partner

Membership No.: 113896

UDIN: 21113896AAAAAW6084

Place: Pune

Date: 6 February 2021