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# ITC Infotech Limited

## Q2 FY27 Performance Highlights & Fact sheet

02 November 2026



# Forward-looking statements

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This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the Company exercises no control. Therefore there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward looking statements. Such risks and uncertainties include, but are not limited to: growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various businesses in the Company's portfolio, changes in Government regulations, tax regimes and other statutes, and the ability to attract and retain high quality human resource.

# ITC Infotech - One of the Fastest-Growing Mid-Sized IT Services companies

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## Geographies

- Americas
- Europe
- MEA
- APAC (incl. India)

## Industries

- Manufacturing
- CPG & Retail
- BFSI
- Travel & Hospitality

## Capabilities

- Next Gen Enterprise IT
- Cloud, Data & AI
- Digital Engineering
- Digital X Physical (DXP)



FY26 IT Services Revenue **Rs. 4,718 cr.**

PAT^ **Rs. 510 cr.**

**13,000+** Employees

**50+ Fortune Global 500 & 16+ FTSE 100** as clients

**Ranked #2 in Customer Experience Index** (amongst top 50 Indian SIs)

**Leader in AI-led** non-linear growth across 4 consecutive quarters*



* HFS Non-linearity Index, 2025 and 2026 ^PAT has been adjusted for one-off items

# Strong performance led by a differentiated approach

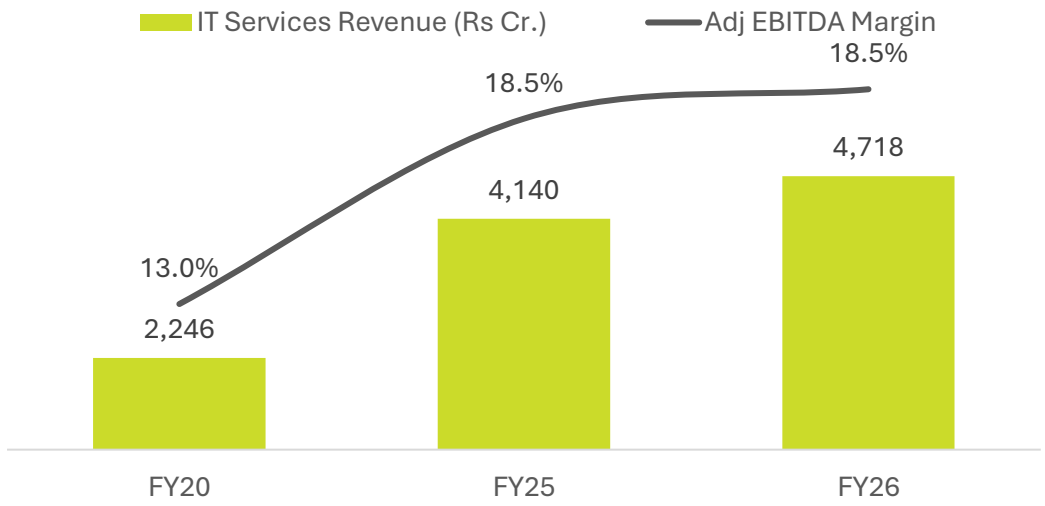
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## Industry-leading Growth Trajectory

- **5Y Revenue CAGR 14%**

## Top-quartile Profitability^

- **EBITDA Margin of 17-19%** for the last 12 quarters




## Deep-domain Solutions delivering accelerated business outcomes

| | |
|---|---|
| **Consumer Packaged Goods** | Trend to Store<br>Supply Chain resilience and orchestration |
| **Manufacturing** | Connected operations (Digital Twin)<br>Connected products |
| **Hospitality** | Hotels of the Future – Agent assisted workforce<br>Accelerated PMS modernization |
| **BFSI** | Core platform modernization<br>Embedded Finance |

^*amongst mid-tier cos*

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# Q2 FY’27 Performance Highlights



# Q2’27 Financial Highlights

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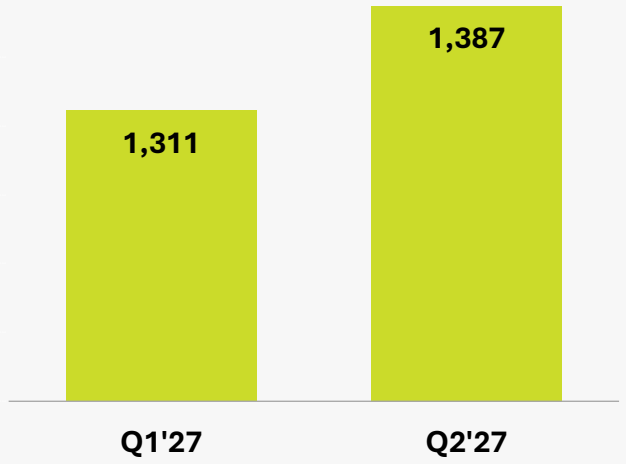
## Q2'27 performance

### Revenue

Rs.cr.

QoQ +5.8% | CC +5.3%

YoY +18.5% | CC +11.0%




- *Strong acceleration in Cloud, Data & AI*
- *Robust growth across EU & ROW*
- *Resilient performance in US geo*

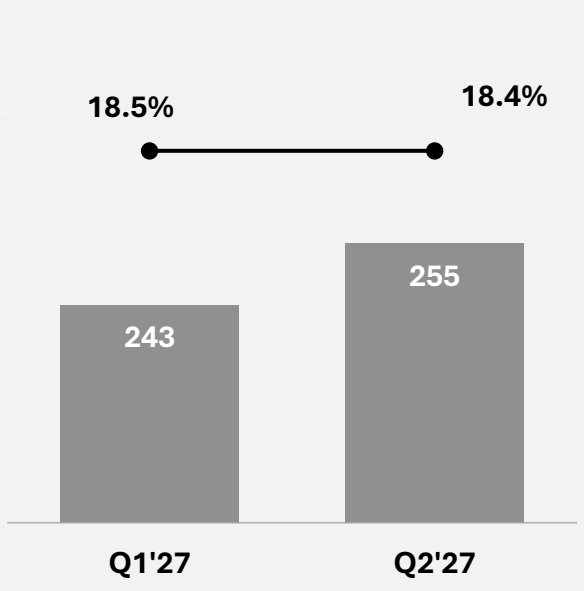
### Adj. EBITDA^

Rs.cr.

Margin %

QoQ +5.0%

YoY +14.8%



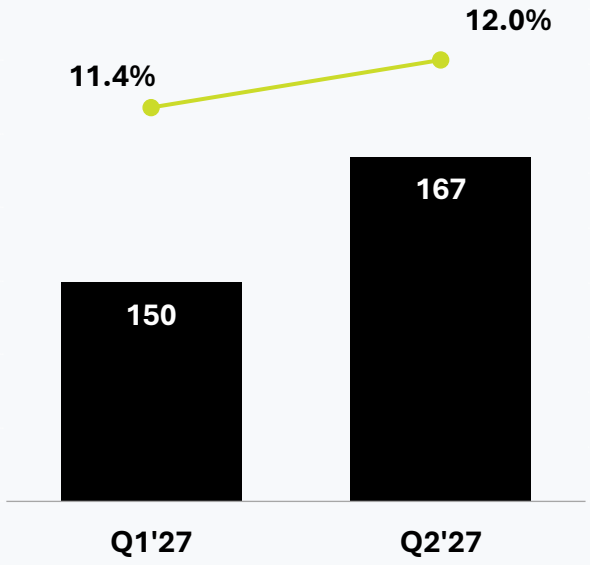

### Adj. PAT^

Rs.cr.

Margin %

QoQ +11.4%

YoY +23.7%



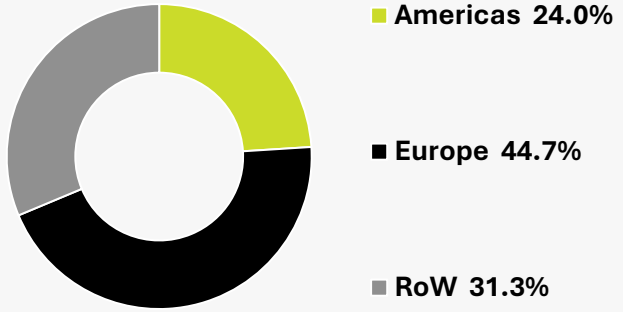

***Adj. EBITDA margin^ @ upper-end of mid-tier IT cos.***

*IT Services revenue & margins. ^Adjusted for once-off acquisition-specific costs. CC = constant currency.*

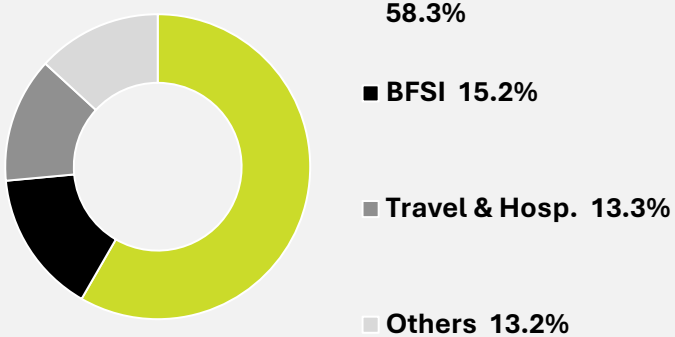
# Revenue mix and key operating metrics – Q2'27

## Geography, vertical and horizontal view

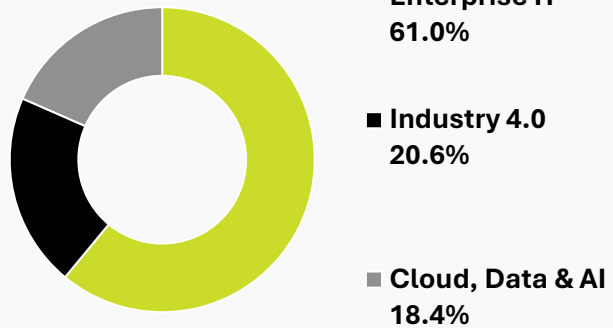
### Geography




### Vertical




### Service line




| 12 | 48.0% | 13,202 | 86.9% | 13.3% |
|---|---|---|---|---|
| **US$10 Mn+ clients** | **Top 10 client share** | **Headcount** | **Utilisation (ex-trainees)** | **Voluntary Attrition (LTM)** |
| Q2'26: 9 | Q2'26: 46.5% | Q2'26: 12,291 | Q2'26: 88.4% | Q2'26: 17.1% |

*IT Services revenue.*

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# Building a future ready enterprise



# IT Services industry witnessing a paradigm shift

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## IT Services Market Dynamics

- **New value pools** driven by AI → **$400 Bn*** TAM
  - Agentification, Data for AI, Platform Engg, Legacy Modernization, Physical AI
- Compression of **'legacy services'** - **$350 Bn***
- High **legacy modernization** spend in BFSI

## Shift in Customer Behaviour

- **Technology led Business Transformation opportunities**
  - Domain knowledge, industry specific solutions key source of differentiation
- **Vendor consolidation** – strategic focus & cost reduction
- Focus on **full-stack services** (Cloud, Data, AI, Cybersecurity)

## Deal Archetypes

- Cost takeout deals on the rise (**30-40% cost savings**)
- AI is the buying criteria - **60% to 70% efficiency gains**
- **Outcome based** contractual commitments

## Size Matters

- **> $1Bn revenue** puts provider on the vendor management office radar
  - 'Right to Hunt' and 'Right to Win' large deals
  - Drives growth acceleration

**AI-led demand, evolving buying behaviour and scale are reshaping the industry**

**By 2030*

*Source: Industry Analyst / Internal estimates*

# … and the paradigm shift is creating five AI-led value pools

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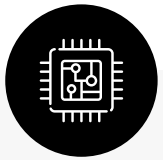


## 1

### Agentic re-imagination of existing offerings

Re-invent traditional services as platforms

Core, testing & support estates in BFSI and Retail

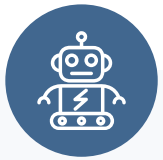


## 2

### Data for AI

Generate & govern enterprise data to power and evaluate agentic models

Product & trade data in CPG; regulated data in BFSI



## 3

### Systems of agents

Agentic solutions to transform & re-imagine business workflows

Trade promotions in CPG, claims in insurance



## 4

### Agentic Platform

Build–run–operate agents on a composable platform

Hospitality platform, SaaS becoming agentic



## 5

### Physical AI

Edge & cyber-physical AI for frontline operations

Factory digital twins, warehouse robotics, connected products

**Value is moving up the stack → re-imagined offerings, systems of agents & agentic platforms all fed by a trusted, connected data foundation and deep domain expertise**

# We are leveraging the AI-led value pools and pivoting to a non-linear, profitable growth trajectory

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## OPTIMIZE

**AI-led engineering, platforms**

Agentic platform led delivery across SDLC, Operations of Apps and Infra

OMNIFABRIK™ Powered by ITC Infotech
iQStudio Powered by ITC Infotech
SpendEffix by Cloudlytics
CLOUDLYTICS

**Productivity Champion**

## REIMAGINE

**Industry domain solutions**

Re-imagining complex business processes with domain led platforms

FABRIK™ Powered by ITC Infotech
SPECTRUM Powered by ITC INFOTECH
SIXTH SENSE COMMAND CENTER
Frontline.ai Powered by ITC Infotech
ProspectIQ Powered by ITC Infotech

**Business Value Creator**

## EXTEND

**Partner & Startup ecosystem**

Leverage Hyper-scalers, niche startups and advisors

Google
aws
Microsoft
ISG
SAP
insureMO
HFS

**Force Multiplier**

| FOUNDATION | DATA FOR AI | AGENTIC PLATFORM | AI-FLUENT TALENT |
|---|---|---|---|

**Focusing on the AI value pools to expand market share, drive non-linear growth, move to outcome-based models**

# Building Future-Ready Talent for the AI-First World

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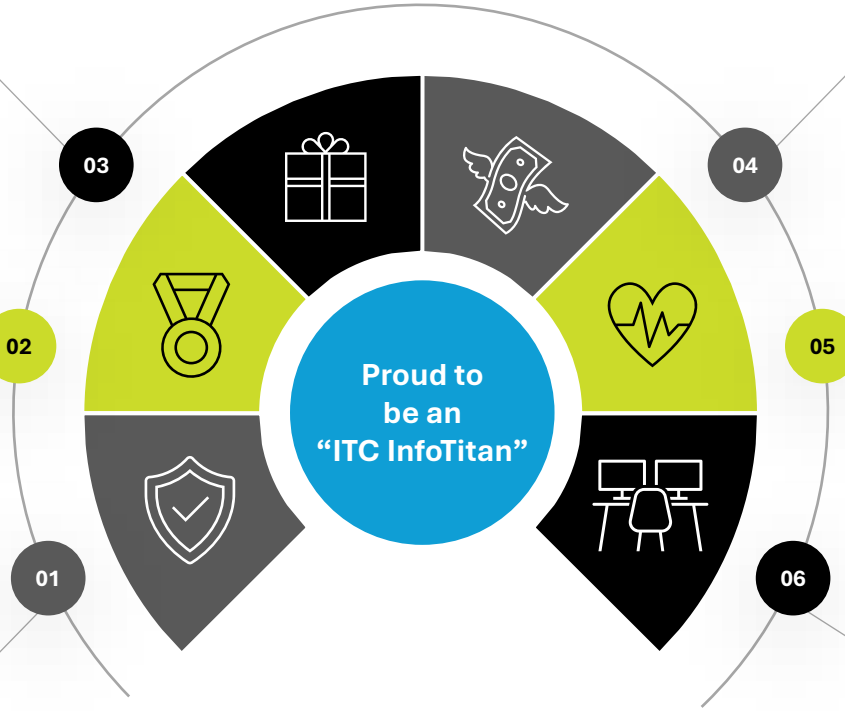
## Our People Vision

*Foster an Employee-centric, High-performance culture where every "**ITC InfoTitan**" feels valued, is **future ready,** leads with extreme ownership & takes profound **pride** in our collective journey to Orbit Next/**Itcinfotech.ai***

**AI led Workforce Transformation**

**Drive Performance & Customer Impact**

**Stronger Together – Core Values**




**Strengthen Capability Development and Careers**

**Elevate Culture of Care**

**Employee Experience Fit for Scale & compliant**

**Our Approach: Institution Building | Industry Relevant | Cohort Specific | Role and Skill Led | Metrics Based | Simplification**

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# Fact sheet



# Financial performance

| | Full year | | Quarter | | | Half year | |
|---|---|---|---|---|---|---|---|
| **Particulars** | **FY25** | **FY26** | **Q2'26** | **Q1'27** | **Q2'27** | **H1'26** | **H1'27** |
| **Revenue (Rs. cr.)** | **4,140** | **4,718** | **1,170** | **1,311** | **1,387** | **2,299** | **2,698** |
| *YoY growth* | 14.4% | 14.0% | 16.8% | 16.2% | **18.5%** | 18.1% | **17.4%** |
| **Revenue (US$ Mn)** | **489** | **531** | **133** | **138** | **145** | **265** | **283** |
| *YoY growth – constant currency* | 12.1% | 6.8% | 9.6% | 6.4% | **11.0%** | 12.0% | **8.8%** |
| *QoQ growth – constant currency* | – | – | 0.9% | 6.1% | **5.3%** | – | **–** |
| **Adj. EBITDA^ (Rs. cr.)** | **767** | **873** | **222** | **243** | **255** | **413** | **497** |
| *Adj. EBITDA margin* | 18.5% | 18.5% | 19.0% | 18.5% | **18.4%** | 18.0% | **18.4%** |
| **Adj. PAT^ (Rs. cr.)** | **472** | **510** | **135** | **150** | **167** | **255** | **317** |
| *Adj. PAT margin* | 11.4% | 10.8% | 11.5% | 11.4% | **12.0%** | 11.1% | **11.8%** |
| **PAT (Rs. cr.)** | **424** | **374** | **127** | **129** | **139** | **239** | **268** |
| *PAT Margin* | 10.2% | 7.9% | 10.9% | 9.9% | **10.0%** | 10.4% | **9.9%** |

*IT Services revenue & margins. ^Adjusted for once-off acquisition-specific costs.*

# Revenue mix

| | Full year | | Quarter | | | Half year | |
|---|---|---|---|---|---|---|---|
| % of revenue | FY25 | FY26 | Q2'26 | Q1'27 | Q2'27 | H1'26 | H1'27 |
| **Geography** | | | | | | | |
| Americas | 32.1% | 27.4% | 28.2% | 24.8% | **24.0%** | 29.0% | **24.4%** |
| Europe | 38.1% | 42.0% | 41.6% | 43.4% | **44.7%** | 40.8% | **44.1%** |
| Rest of the World | 29.8% | 30.6% | 30.3% | 31.9% | **31.3%** | 30.2% | **31.6%** |
| **Industry vertical** | | | | | | | |
| CPG, Retail & Manufacturing | 57.8% | 58.2% | 58.3% | 57.6% | **58.3%** | 58.4% | **57.7%** |
| BFSI | 16.8% | 16.7% | 17.2% | 14.5% | **15.2%** | 17.3% | **14.9%** |
| Travel & Hospitality | 12.4% | 13.1% | 12.6% | 15.5% | **13.3%** | 12.6% | **14.3%** |
| Others | 13.0% | 12.1% | 11.9% | 12.4% | **13.2%** | 11.8% | **13.1%** |
| **Service line** | | | | | | | |
| Next Gen Enterprise IT | 62.9% | 62.1% | 62.4% | 62.7% | **61.0%** | 61.9% | **61.8%** |
| Industry 4.0 | 24.7% | 22.0% | 22.0% | 20.9% | **20.6%** | 22.6% | **20.7%** |
| Cloud, Data & AI | 12.4% | 16.0% | 15.6% | 16.4% | **18.4%** | 15.5% | **17.4%** |
| **Contract type** | | | | | | | |
| Fixed price | 54.1% | 60.3% | 59.7% | 64.4% | **64.5%** | 58.8% | **64.5%** |
| Time & materials | 45.2% | 39.1% | 39.5% | 35.6% | **34.9%** | 40.4% | **35.2%** |

*IT Services revenue.*

# Key operating metrics

| | Full year | | Quarter | | | Half year | |
|---|---|---|---|---|---|---|---|
| **Operating metrics** | **FY25** | **FY26** | **Q2'26** | **Q1'27** | **Q2'27** | **H1'26** | **H1'27** |
| **Clients** | | | | | | | |
| US$10 Mn+ clients | 7 | 9 | 9 | 10 | **12** | 9 | **10** |
| US$5–10 Mn clients | 11 | 10 | 9 | 12 | **9** | 8 | **11** |
| US$1–5 Mn clients | 70 | 71 | 71 | 71 | **76** | 75 | **73** |
| Top 5 client share | 34.5% | 34.7% | 34.8% | 35.5% | **35.8%** | 34.8% | **35.4%** |
| Top 10 client share | 44.3% | 45.8% | 46.5% | 48.0% | **48.0%** | 45.9% | **47.9%** |
| **People** | | | | | | | |
| Headcount (average) | 11,789 | 12,357 | 12,291 | 12,868 | **13,202** | 12,298 | **13,035** |
| Onshore mix | 9.3% | 10.2% | 10.2% | 10.5% | **10.6%** | 10.2% | **10.5%** |
| Utilisation (excluding trainees) | 86.4% | 86.9% | 88.4% | 88.3% | **86.9%** | 87.1% | **87.6%** |
| Voluntary attrition (LTM) | 17.1% | 15.1% | 17.1% | 13.9% | **13.3%** | 17.1% | **13.3%** |

*IT Services revenue*

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