

**TRANSCRIPT OF THE 32ND ANNUAL GENERAL MEETING OF BIRLASOFT LIMITED HELD ON THURSDAY,
JULY 27, 2023 AT 2:30 P.M. (IST) THROUGH VIDEO CONFERENCING**

Ms. Sneha Padve (Company Secretary) - Good afternoon, everyone!

I, Sneha Padve, Company Secretary of the Company, welcome you all to the 32nd Annual General Meeting of Birlasoft Limited.

Before I hand over the proceedings to the Chairman to declare the meeting open, I would like to mention certain points here;

The Ministry of Corporate Affairs and the Securities and Exchange Board of India vide their respective circulars, have allowed companies to hold the Annual General Meeting through video conferencing or other audio-visual means during the calendar year 2023. This Annual General Meeting is accordingly being held through video conference and participation of Members through Video Conferencing is being reckoned for the purpose of quorum in compliance with the circulars issued by the Ministry of Corporate Affairs and SEBI.

In terms of the said circulars, the Annual Report for the financial year 2022-23 along with the Notice of 32nd AGM have been sent by electronic means only, to all the Members whose email ID's are registered with the Company's Registrar and Share Transfer Agent or the Depositories.

The registered office of the Company, situated at Pune, Maharashtra, shall be deemed as to be the venue for this 32nd AGM and the proceedings of this AGM shall be deemed to be convened thereat.

The Register of Directors & Key Managerial Personnel, the Register of Contracts or Arrangements in which Directors are interested and other documents required to be kept open for inspection can be accessed by the Members on the website of the Company during the proceedings of this AGM.

As the AGM is being held through Video Conference, the facility for appointment of proxies by the Members was not applicable and hence the proxy register is not available for inspection.

All the Members who have joined this meeting are by default being placed, by the host, on mute mode, in order to avoid disturbance which may arise from the background noise and for conducting this meeting smoothly and seamlessly.

Some of the shareholders have registered themselves as Speaker Shareholder for this AGM. Accordingly, opportunity will be given to those Shareholders to ask questions or express their views.

The Moderator will facilitate this session once Chairman opens the question & answer session. The Shareholders who have registered themselves as the speaker shareholder, will be announced one by one. Before speaking, Shareholders are requested to click the "Webcam" button to switch on their camera.

I would request the Shareholders to first introduce themselves and then proceed with their questions or views. The shareholders are requested to finish speaking within 3 minutes time.

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CIN: L72200PN1990PLC059594

Now I request Mrs. Amita Birla, Chairman of the Company, to kindly Chair the meeting and commence the proceedings of this Meeting.

Mrs. Amita Birla (Chairman) - Good afternoon and, a warm welcome to our Company's 32nd Annual General Meeting.

Before we start the proceedings of the AGM, let me introduce you to the members of the Board and senior management present with us today. With me in the conference room are CK Birla, Non-Executive Director and Chairman of the Stakeholders Relationship Committee and Angan Guha, CEO & Managing Director. I now request other Board members who have joined the AGM through video conferencing to introduce themselves. Mr. Ashok Kumar Barat

Mr. Ashok Kumar Barat – Namaste, Hi, I am Ashok Kumar Barat, Independent Director and Chairman of Audit Committee of the Company. I am joining this Meeting from Kolkata.

Mrs. Amita Birla (Chairman) - Ms. Nandita Gurjar

Ms. Nandita Gurjar – Good Afternoon, I am Nandita Gurjar, Independent Director of the Company. I am joining the 32nd Annual General Meeting of Birlasoft Limited from Bengaluru.

Mrs. Amita Birla (Chairman) - Mr. Ananth Sankaranarayanan

Mr. Ananth Sankaranarayanan - Good Afternoon, Ananth Sankaranarayanan, Independent Director and joining the meeting from Delhi.

Mrs. Amita Birla (Chairman) - So we have all the Directors present attending the AGM.

We also have Ms. Kamini Shah, our Chief Financial Officer here with us. Arun Rao, our Chief People Officer has joined us on video conferencing.

In addition, Mr. Swapnil Dakshindas, Partner, B S R & Co LLP, the Statutory Auditors of the Company, Snehal Kulkarni, representative of Dr. K R Chandratre, our Secretarial Auditor have joined us today, Mr. Jayavant B. Bhawe, Practising Company Secretary as the Scrutiniser for this meeting has also joined us through video conferencing.

Thank you to all our Members, colleagues on Board and the management team for joining this meeting through Video Conference. As the requisite quorum is present, I call the meeting to order. I am satisfied that all the efforts feasible under the circumstances have been made by the Company to enable Members to participate and vote in the AGM.

Sneha will now brief us with regard to the e-voting process.

Ms. Sneha Padve (Company Secretary) - Thank you, Mrs. Birla.

In compliance with the provisions of the Companies Act, 2013 and SEBI Listing Regulations, the Company has provided to all the Members who are holding shares as on the cut-off date of 20th July, 2023, either in physical form or in dematerialised form, the facility to exercise their right to vote on all the resolutions set out in the notice of the 32nd Annual General Meeting. The remote e-voting platform was provided by

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National Securities Depository Limited and remote e-voting facility was available to the Members from Saturday, 22nd July, 2023 (9:00 A.M.) to Wednesday, 26th July, 2023 (5:00 P.M.).

Electronic voting facility at the AGM is being made available to enable Members, who have not cast their votes through remote e-voting. The e-voting window has been activated during the AGM proceedings. The Members attending the meeting, who have not cast their vote by remote e-voting, are requested to cast their vote by going to the e-voting page in the previous menu, clicking on Active voting cycle and clicking on EVEN 124365. Members may please note that there will be no voting by show of hands.

The Company has appointed Mr. Jayavant Bhawe of J. B. Bhawe & Co., Company Secretaries, to act as the Scrutinizer for scrutinizing the remote e-voting and the e-voting process at the AGM in a fair and transparent manner. The results will be declared based on consolidated scrutinizer's report received by the Company, considering the votes cast by the Members participating in this AGM together with the e-voting already done by Shareholders during the remote e-voting period.

I now request Mrs. Birla to continue with the proceedings of AGM.

Mrs. Amita Birla (Chairman) – Thank you, Good afternoon once again and A warm welcome to you at the 32nd Annual General Meeting of Birlasoft. On behalf of the Board of Directors, I'd like to thank you all for your continued support and confidence throughout the last year.

You'll agree with me I am sure, that the business landscape and the ways of doing business are evolving constantly on the back of technological and digital transformation of our world. To ready ourselves for the future, Birlasoft is in the midst of a huge transformation, to ensure that we become fitter and leaner as an organisation. The wheels were set in motion early on in the year, and we continue to make investments in the right direction: in processes, people and systems. Our continued engagements with external strategic partners keep us up to speed with current and emerging global market practices, and ensure we stay at par with global players so that we are well positioned to leverage the new business landscape.

You will have noted that this year, the Company registered a consolidated revenue growth of 16.1% to Rs. 47,948 million and EBITDA margin on an adjusted basis is around 14%.

This was largely enabled by our business and technology transformation focus. As part of the technology transformation, Digital Services registered an even higher growth of 19.2%.

Even as the global economic scenario created challenges for established ways of working, our commitment to value creation resulted in us securing multiple deal wins during the year. The trust and confidence in Birlasoft's ability to design solutions effectively and partner closely resulted in several multi-year, multi-million dollar engagements being entrusted to us from both existing and new clients. You'll be delighted to learn that this is the highest ever quantum of deal signings we have ever had - up 24.8% from the last fiscal year, with a total contract value (TCV) of \$869 million during FY'23. Revenues from our Top 10 customers recorded a 17% growth.

Our robust deal pipeline, encouraging year end numbers and client confidence bear testimony not only to our resilience, agility and ambition, but also to our superior client partnerships and delivery excellence.

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Much of this success is owed to the infusion of fresh leadership energy brought in by our new CEO & Managing Director Angan Guha, who came on board in December. Angan has brought in a much needed outside in perspective to accelerate our journey to the next horizon. Under his leadership, the organisation has made faster and more purposeful strides in embracing changed ways of working resulting in fresh dynamism in our culture. I am confident about our future under Angan's leadership and that of his leadership team. Our eyes are firmly on our ambition of enhanced scale and growth, and we are resolute of surpassing our vision of 1bn USD.

As has been famously said 'what got us here won't take us there'. So, we have created a modern and client oriented org structure and updated our Go To Market strategy, that speaks to the evolving customer requirements. Our suite of enterprise solutions is now streamlined: it combines our sales and delivery capabilities to provide best-in-class consultative, operational and delivery efficiencies for ensuring fulfilment, both with speed and at scale. This enhances value for all our stakeholders.

Birlasoft is focused on creating an enabling ecosystem for growth in all aspects. We have made strategic investments towards the reorganisation of our global teams, creating structural changes for efficiency and energising our system significantly. Our leaders are now inspired and empowered to make bold changes to help serve our customers better, within a thriving environment of trusted partnerships, solutioning efficiency and superior delivery.

In this new connected world, it is important that our global teams live the "One Birlasoft" vision and culture. Accordingly, we have enhanced our sales and delivery processes by institutionalising our knowledge and best practices. In a world where talent demand outpaces supply, we can boast of a robust talent development engine. In addition we have strengthened our relationships with key partners, and I am enthused to share that our leadership is empowered, agile and excited about the future as we approach the new version of our business model along with new ways of working. I am certain that this will lead to a further cementing of our position as a trusted enterprise solutions partner.

It is indeed a matter of honour for us to once again be recognised with awards and accolades not only in the technical and solutioning excellence space, but also for our culture and employee centricity. Whether it is ISG, Avasant and SAP, or the Great Place to Work institute, you'll be happy to know that the rewards and recognitions continue to encourage us and motivate us to do better.

Birlasoft is an organisation committed to diversity and inclusion, and though we have done some good work so far, we are mindful of next steps. As we speak, we have teams planning initiatives to ensure we advance this pace towards creating an even more successful organisation with better relationships with partners, clients and associates in all communities and groups.

Our community initiatives remain close to our heart and this year we've made a significant investment towards supporting rural communities with mental health challenges. We have partnered with The Live Love Laugh Foundation, an organisation that works in creating awareness, improving accessibility and affordability of mental health.

Birlasoft is actively supporting the Foundation's Rural Community Mental Health Programs in Orissa. This programme provides free psychiatric medication and treatment, psychosocial rehabilitation, vocational training, access to govt aided schemes and strengthening support systems for the community to ensure a sustainable model of delivery.

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Apart from this, I am happy to report that our flagship climate change programme, Shodhan: in the service of impacting air quality, won the award for 'CSR Project of the Year' at the 8th CSR Impact Awards. We are conscious and keen to keep the faith of the larger Group we belong to: augmenting our role towards social responsibility as an enterprise.

I remain confident about Birlasoft's abilities to meet challenges head on, remain competitive and continue to grow profitably. We have created a progressive and resilient organisation built on a culture of trust, performance orientation and accountability.

It is the drive and strength of Birlasoft's global workforce and its leadership team that we continue to grow the Birlasoft brand and promise every day.

Thank you to all our partners, clients and associates and other stakeholders for your trust and confidence in us.

I now invite Angan to share his opening comments. Over to you Angan.

Mr. Angan Guha (CEO & Managing Director) – Thank you Amita, Good afternoon everyone, Dear shareholders, I am pleased to meet you all today, as I present my first annual update as the CEO and Managing Director of Birlasoft. The financial year that ended March 31, 2023, signifies a landmark year for Birlasoft.

It is with great pride that I acknowledge the impressive transformation our teams have brought about, demonstrating agility and resilience, resulting in commendable business success. In a challenging and ever-changing business landscape, our operational and financial performance reflects our execution capability. FY23 has been good for us, with a 16.1% growth in annual revenue, like Amita talked about earlier. We take immense pride in our unrelenting focus on our clients and I'm happy to share that our top 20 clients grew at a higher rate than the Company's average. We achieved an adjusted EBITDA of \$84 million, with an EBITDA margin of 14% for FY23.

Despite the uncertain macroeconomic headwinds, we have achieved encouraging sales success by securing several multimillion-dollar deals from both new and existing clients. Our robust sales processes and deep customer understanding continue to help us win these large deals that we spoke about. These wins spanned across diverse sectors and industries. Some of the notable wins include a Master Data Management engagement with a prominent Lifesciences company in Europe, a substantial renewal from a BFSI client in the US payments space, an Enterprise Solutions engagement with a renowned Fortune 500 organization in the BFSI vertical.

I'm extremely pleased to share that our transformation journey has turned us into a nimble and adaptable organization that's ready to take bold strides and enhance our capabilities for continued success. We continue to get recognition for our unique digital and new-age capabilities, highlighting our expertise and leadership status in several analyst studies including ISG, Everest, Avasant and others.

Coimbatore has emerged as a prominent center for talent in recent years, due to its proximity to some of India's top educational institutions. The new delivery center in Coimbatore will allow us to tap into an emerging technology talent hub and strengthen our ambitious growth targets to drive the next phase of growth. As an organization, we firmly believe that strategic infrastructure investments and talent acquisition are crucial for sustaining our competitive advantage. We're deeply invested in skill-building

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initiatives and have partnered with Coursera to continuously enhance the capabilities of our entire workforce across the globe.

Moving forward, we're actively streamlining and optimizing our organization to become more efficient, investing in refining processes, and enhancing our systems to bring sharper focus to select verticals and service lines. We will focus our investments on four key verticals: Manufacturing, BFSI, Energy and Utilities, and Life Sciences. These verticals will act as clear differentiators, enabling us to deliver greater value to our clients. In terms of service lines, we're concentrating on four strategic areas: Digital and Cloud, Data Analytics, Infrastructure, and ERP. Our aim is to foster an execution-oriented culture, achieving better synergies, higher efficiencies, and deeper customer engagement. Through our collective efforts and strategic choices, we are confident of achieving our vision of exceeding the USD 1 billion milestone.

Lastly, as part of the cultural transformation, we have adopted six tenets to guide our actions: High 'Say-Do' Ratio, Being Bold, Customer Centricity, Quick Decision-making, Employee Centricity, and Organization First. By prioritizing the Organization First tenet, we're fostering a cultural evolution that empowers us to navigate the current macroeconomic environment effectively and take our growth to new heights.

Here, I would like to emphasise that as we move ahead on our journey, our vision is to be recognized as a truly inclusive, bold, client and employee centric global organization. In the present-day landscape, inclusion and diversity stand as foundational pillars, not only to drive a transformative shift in perspectives but also to shape the dynamics of the business. Birlasoft prioritizes diversity, equity and inclusion through inclusive hiring practices, employee resource groups, bespoke training programs, leadership commitment, and partnerships to create an inclusive and diverse work environment where employees are valued and have equal growth opportunities. Our initiatives including ThriveTribe, ConnectUP, SheEmpowers, aims to empower women by facilitating connections, fostering inspiration, promotes learning, and encourages personal and professional growth. I'm aware we are not fully there right now; however, we are on the right path to make it happen. Our journey has just started, and a lot needs to be done to make it a success story. I'm positive that with our unwavering commitment, we will successfully reach our goals.

As we approach the end of this segment, I want to highlight Birlasoft's ongoing CSR programs and notable achievements. We are dedicated to being a responsible corporate citizen and actively work towards creating a better and more sustainable future for all. Our initiatives and programs focus on important areas including education, healthcare, environmental conservation, and community development. Currently, we are engaged in multiple CSR programs, namely Shodhan, Disha, e-Vidya, Preventive Healthcare Program for Women, and I-Pledge, which collectively benefit over 60,000 individuals. These programs reflect our commitment to making a meaningful difference on people's lives and society as a whole.

Our flagship project, Shodhan, has garnered awards for its outstanding contributions in educating farmers in Punjab and Haryana on the importance of reducing crop residue burning. Through this initiative, we have provided sustainable straw management solutions to farmers, leading to significant positive outcomes. Shodhan is one of our most prominent CSR initiatives and I'm very glad to share that what started as a two-village effort has turned into a massive campaign. In the last six years, we have successfully covered over 100 villages in Punjab and Haryana, spanning approximately 74,000 acres of farmland, benefitting around 50,000 families. Our most noteworthy achievement lies in the fact that around 80% of the farmers who embraced sustainable practices under Shodhan, have not gone back to

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the old harmful practice of stubble burning. This impact is very encouraging for us and motivates us to push the boundaries.

Before concluding, I would like to thank our colleagues, clients, partners, Board of Directors, and all other stakeholders who have extended their support to us. I sign off with optimism and excitement for what lies ahead. I am confident that we will continue to be bold, agile, and ambitious – not only for our business, but also for our customers, our people, and the world at large. Thank you.

Mrs. Amita Birla (Chairman) - Thanks, Angan. The notice of the 32nd Annual General Meeting along with the Annual Report for the financial year 2022-23 was sent to the Members electronically and with your permission, I will take them as read.

There are no qualifications, observations or adverse remarks in the Statutory Auditor's Report on the financials of the Company for the financial year 2022-23 and the Secretarial Auditor's Report either. With your permission, I take the Statutory Auditor's Report and the Secretarial Auditor's Report as read.

In terms of the notice of the 32nd Annual General Meeting, the following ordinary resolutions are to be considered at this meeting:

1. Adoption of the audited Standalone Financial Statements for the year ended March 31, 2023 and the reports of the Board of Directors and Auditors thereon.
2. Adoption of the audited Consolidated Financial Statements for the year ended March 31, 2023 and the report of the Auditors thereon.
3. Confirmation of interim dividend of Rs. 1.50 per equity share of Rs. 2 each and to consider declaration of final dividend of Rs. 2 per equity share of face value Rs. 2 each, for the financial year ended March 31, 2023.

Ashok, may I request you to take up the next item which is Item number 4.

Mr. Ashok Kumar Barat - Sure Chairperson.

Ordinary Resolution No. 4. - Re-appointment of Shri Chandrakant Birla (DIN: 00118473) as a Director who retires by rotation and being eligible, offers himself for re-appointment.

Back to you, the Chairperson.

Mrs. Amita Birla (Chairman) - Thank you, Ashok.

Ordinary Resolution No. 5 is - Appointment of M/s. S R B C & Co LLP, Chartered Accountants (Registration No. 324982E/E300003) as Statutory Auditors of the Company and to fix their remuneration.

And the last and sixth Ordinary Resolution is - Approval of commission be paid to the Non-Executive Directors of the Company, for a period of five years commencing from the financial year 2024-25.

Members who have not yet voted may cast their vote. The e-voting will remain open upto 15 minutes from the end of this meeting.

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Now I open the floor for the question-and-answer session. To avoid repetition, the questions will be addressed at the end.

I now request the Moderator to unmute the registered Speaker members one by one.

Moderator – Thank you, Ma'am. Our first speaker shareholder is Mr. V Ramasamy.

Mr. V Ramasamy - Yes, yes, good afternoon, are you able to hear me?

Moderator – Yes, please proceed.

Mr. V Ramasamy - Yeah. Good afternoon, Madam Chairperson, Group Chairperson, CK Birla Ji, MD and CEO, Mr. Angan Guha. Other board members in the team Birlasoft. I am Vasudeva Ramasamy attending the 32nd Virtual AGM from Delhi. Welcome Mr. Angan Guha to the one Birlasoft family. You have got a long way to go. We also welcome Mr. Ananth Sankaranarayanan, Independent Director and Madam Kamini Shah, CFO. First of all, congratulations on the stellar performance on this first quarter of the year. We look forward to more performances better than this.

Again, congratulations on the better performance for this financial year. And also, we are cross the half a billion-revenue dollar mark with double digit growth and this has happened despite macroeconomic challenges. 'Yeh Dil maange more' in a lighter vein. So, because investors appetite is very large, I hope you appreciate. Mr. Abhinandan Singh called me before 2-3 days back. I was pleasantly surprised to receive his call. Thanks Mr. Abhinandan calling me. I hope this tradition continues. Applauds and awards again deserves a kudos. Madam Sneha we would have been happy to receive integrated annual report. We look forward for that next year.

Again, Madam Chairperson I have got the following points for consideration. U.S. dollar \$1 billion aspiration and way forward. In your shareholders letter, madam Chairperson, you have talked about foreseeing resurgent Birlasoft, sharper, bolder, more agile as we emerge out of this intense transformation in close pursuit of our US \$1 billion appreciation. Madam Chairperson, in view of the humongous opportunities presented by the digital revolution, we seek your wisdom on our journey beyond \$1 billion revenues and the way ahead in the coming BK. Further, kindly share your views on capital allocation for inorganic acquisition plans, if any, for the year 23-24. Generative AI we have opened a centre with Microsoft. Congratulations for that. What our further plans usage of AI?

We have got, you know, strategy for geographical expansion, industry diversification. As we are seeing in the annual report, we are generating 84.5% of revenues from USA. Further, manufacturing industry contributes towards 46.8% of our revenue. This is a huge dependency on geography as well as an industry. What are we planning to do geographical expansion, industrial diversification and de-risking of geopolitical, industrial concentration so that dependency on one geography industry is mitigated. What is our economic value-added EVA for the financial year 2022-23 after considering the opportunity cost of capital and reserves?

Physical Annual Investor Day. This is a very important question to you Madam. See we are not meeting the management team personally for 4-5 years. Thanks to Ministry of Corporate Affairs for allowing us to have the e-meetings. It will be better if we can organise a physical investor day as per the comfortability of the team, say in this entire before the end of this calendar year. It will give opportunity for the

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investors, the high net individuals and also the dais to meet the management team personally. Further, the Company can also showcase its potential as to where we are today, where will be after 5 years, where we will be after 10 years so that it will help the Company to showcase itself. Madam, I will not take much time. I have already voted in favour of all the resolutions. All the best. Again, thanks a lot.

Mrs. Amita Birla (Chairman) - Thank you. We go on to the next question.

Moderator - Next speaker is Mr. Sunil Modak.

Mr. Sunil Modak - Good afternoon, respected Chairman, Group Chairman, MD, Company Secretary, other Board members, my fellow shareholders. Myself Sunil Modak is joining this VC meeting from Calcutta, my residence. I'm proud to be a Member of Birlasoft company. It is my privilege to be to attend this meeting and Secretarial department has helped me a lot to join this meeting.

Our company's result is excellent. Thanks for buyback of shares. This year our consolidated revenue was ₹ 47,948 million, a growth of 16.1% compared to last year. Very good result. Thanks for our CSR activities. CSR activities is very good. All sorts of people from our societies are benefited by this CSR activities. Our company about 16 more categories, Birlasoft has been awarded and recognised at various forums for excellence of work. Congratulations to the Members, staff, employees and the management. Sir, what is our employee strength and what are the female employees in our company? How many female employees in our company and what is our road map for next 2-3 years? With this I conclude. Thank you very much for patient hearing. Thank you.

Moderator - Our next speaker is Mr. Manoj Kumar Gupta.

Mr. Manoj Kumar Gupta - Hello, good afternoon, respected Chairperson, Board of Directors, fellow shareholders. My name is Manoj Gupta. I have joined this meeting from my residence Kolkata. First of all, I thanks to your Company Secretary and her team for excellent support to this small shareholder to join this meeting through VC. 2 days back I have got a call from Mr. Abhinandan and he says we will help you to join this meeting and I have got your balance sheet, a very excellent balance sheet and very informative balance sheet. What's your future plan for the Birlasoft? How you will spread the width in the geographical in India with because you are in Mumbai and in Telangana in Bangalore. So how you will spread the wings and any plan for any campus in Kolkata or Bhubaneswar. How you will inspire the young generation to join the Birlasoft. Young generation attract to Infosys, Wipro and TCS. So how you will inspire them? What's your future plan in that regard? And I thanks to Mr. Birla and I strongly support his resolution. We are missing him in Calcutta to meet in physically. We have a great respect and regards to Mr. Birla. And your CSR. I will not say single word on the CSR, we People of Calcutta know that about the contribution of Birlas in the health and education in the City of Joy and near to City of Joy, Kolkata. So, I will not say single word on CSR from the Birlas. So, I believe that Company will more progress and flourish in coming time under your leadership with the support of Mr. Birla and team. Thank you, Ma'am.

Moderator - Thank you. Our next speaker is Mr. Praful Chavda. Yes, Mr Praful, please proceed.

Mr. Praful Chavda - Hello Chairman sir, Chairperson madam, Board of Directors, saathi shareholders

बिरला जी के फर्स्ट मीटिंग है। इसके बाद भी मुलाकात होती रहेगी। जो भी हम लोग इन्वेस्टमेंट करते हैं वो बिरला जी को देख के करते है, पर मैं इसमें देखा है ये कंपनी का last थी इयर्स का पेज नंबर फाइव दिया सो रेवेन्यू ऑपरेशन

रेवेन्यू ऑफ द crores। कुछ ज्यादा डिफरेंस नहीं आ रहा है सर 3 साल के अंदर भी तो ये डिफरेंस नहीं आने से क्या है अपने पास क्लाइंट कम हो गए या पुराने क्लाइंट्स चले गए या नई क्लाइंट्स नहीं मिल रहे हैं। uske के बारे में बताएंगे या कोई नया सॉफ्टवेयर डेवलपमेंट करना या नई कोई सर्विस नहीं दे सकते हैं। क्या इसके बारे में बताएंगे? बोले तो बिरला की कोई भी कंपनी रहे तो मिनिमम Turnover 20% - 30% ज्यादा होता है।

शेयर मार्केट में देखे तो भी शेयर मार्केट आपसे आप शेयर मार्केट नहीं देखते हैं, पर हम इन्वेस्टर देखते हैं कि लास्ट ईयर ₹500 रेट था कंपनी का मार्च 2022 में पर मार्च 23 में 300 के बाजू में था। आज के दिन की बात नहीं कर रहा हूँ मैं बैलेंस शीट में जो रेट लिखा है, इसके बात कर रहा हूँ तो मैं लोस तो आप देखना चाहिए की काम प्रॉब्लम आ रहा है। आपके कंपनी में एंप्लॉयीज कितने है? लास्ट 3 साल में कुछ एंप्लॉयीज बढ़ गए हैं या कम हो गए हैं, इसके बारे में बताएंगे। इसके सी एस आर का काम तो अच्छा हो रहा है सर पर मैं ये पूछना चाहता हूँ कि अपनी पूरे इंडिया में जरूरत से ज्यादा बारिश आ रही है। कई लोग गुजरात में परेशान हो गए। चक्रवात भी आया aisa दिल्ली में भी आधी दिल्ली डूब गयी तो वह अपने इस तरह हेल्प कर रहे हैं इसके बारे में बताएंगे? इसके अलावा अभी मैं मीटिंग चालू है तब से यहाँ तक बैठा हूँ, मुझे पता नहीं है मेरा नंबर कब आएगा, कब आएगा, कब आएगा nearफ्यूचर में आपने जो भी मीटिंग हो, बिरला जी, उसमें स्पीकर नंबर दिया जाए ताकि स्पीकर को पता चले कि मेरा नंबर छठा है, सातवाँ या दसवाँ है। धन्यवाद, सर।

Moderator - Thank you. Our next speaker shareholder is Mr. Bharat. Mr. Bharat. Mr. Bharat please proceed. Mr Bharat, please proceed.

There were few other speaker shareholders however, they have not joined. Hence, over to the Chairman, please.

Mrs. Amita Birla (Chairman) - Thank you. I think we have their questions, so I'll be happy to answer them. Thank you so much for your questions, Mr. Ramasamy, Mr. Sunil Modak, Mr. Manoj Kumar Gupta. And I have your question, Mr. Bharat Raj as well. So let me start with Mr. Ramasamy, you had a question on Geo concentration and on the EVA. Our US geography revenue is about 83.2% in Europe we are at 10.2% and the rest of the world is 6.7%. We do not calculate EVA at present, but we would certainly consider doing so going forward. Let me also add an answer to the questions regarding employee's strength and the number of women we have. We have about just over 12,200 employees, 25% of which are women. Our focus is on 4 verticals and 4 horizontal service lines in which we have substantial capabilities and also a very strong track record.

We have scale up capabilities across key service lines that includes digital and cloud, data analytics, infrastructure and ERP. We are developing deeper partnerships with customers and we are investing in emerging technologies such as Gen AI. And I think just to go as we're on the topic of Gen AI, I will take up Mr. Bharat Raj's question. Although he was not audible, but I understand you had submitted a question about the impact that Gen AI is having on the industry and how we are going to leverage that for growth. Birlasoft is an early adopter of new technology such as generative AI. We've already developed multiple use cases and solutions and that will be our strategy going forward. We will co-innovate along with our customers, we're establishing a generative AI "Centre of excellence" in collaboration with Microsoft. This brings together the combined strengths of Birlasoft's deep industry expertise and Microsoft's Azure Open AI service. We are training about 500 consultants on generative AI technologies. Its an emerging area and its creating opportunities for nimbler and innovative firms such as ours.

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Revenue from our operations FY 21 was 479 crores, FY 22 was 555 crores, FY 23 was 595 crores. So we are showing growth year on year and our CSR as you've heard Angan Guha, CEO and MD talk about is in various different regions. We do a lot of CSR work and I think somebody quite rightly noticed that we do a lot in Calcutta as well. And so we feel that, you know, we are taking care of a number of initiatives in that region as well.

One of the questions we have was about setting up new delivery centers. See we operate delivery centers across multiple IT hubs, Noida, Pune, Bangalore, Hyderabad and now Coimbatore as well. We keep evaluating technical hubs and talent hubs and recently with the new center in Coimbatore its emerged as a lower cost tech talent hub. But we take your feedback into consideration.

We will allocate speaker numbers in future. We will consider this in the future. Thank you for the suggestion. I think it will certainly make it much easier. For future growth plans I spoke about, which was the 4 vertical and horizontal capabilities, setting up capabilities and service lines and partnerships and investments in new technologies. I have spoken about our growth strategy.

And I think in addition to that, there was some questions that came to us before which I think the speakers were not able to or not audible, which was some insights on the competitive scenario in our key vertical. So let me address that. We compete in areas where we have a clear edge and we are focused on select verticals to differentiate ourselves within a strong domain expertise and tech capabilities. In the current environment we're adapting to changing customer priorities and co-innovating to deliver efficiencies and benefit from any consolidation. We compete with both Tier 1 and Tier 2 Indian firms as well as some with the largest international firms including the Big 4 and consulting firms across verticals.

Just to give you a flavor, in LSS our competition tends to focus on application and infrastructure consolidation, digital transformation and business transformation. In BFSI, while our competitors focus on niche and 3rd party product portfolios, our key focus is on payments, lending, regulatory and submission automation. In E&U, our Tier 1 competitors are typically focussed on upstream and downstream in oil and gas. They also have a larger presence in utilities. Birlasoft however is focused on the service industry suppliers who provide services to the oil majors in upstream and downstream business.

In manufacturing our competition covers a wider span across process and discrete manufacturing across segments. Our focus in manufacturing is aligned to heavy industry automotive service providers. building materials and we cover process manufacturing. We have a strong niche and managing the system of records across supply chain manufacturing and customer experience.

And I think that answers all the questions. I answered the question on AI as well. That was Mr. Ramasamy's question as well. Thank you. Moderator, I think I will proceed.

Mrs. Amita Birla (Chairman) - Thank you very much. I hope all the queries of the Members have been answered. For the unaddressed questions the answers will certainly be provided over e-mail. And I request the Members who have not cast their vote yet, to do so.

I authorize Angan Guha, CEO & Managing Director, Kamini Shah, Chief Financial Officer and Sneha Padve, Company Secretary of the Company, to receive the Scrutinizer's report on e-voting and declare the result

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of the voting to the Stock Exchanges within 2 working days from the end of this meeting. The results will be published on the Company's website and also uploaded on the websites of the Stock Exchanges.

The resolutions, as per the Notice, will be deemed to be passed today, the 27th of July, 2023, subject to receipt of requisite number of votes.

Thank you to all the Members for participating in this AGM. I'd also like to thank all our Board Members and Auditors for their participation and with that I declare this meeting closed after being open for 15 minutes from now for e-voting to be completed. Thank you!

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