

Date: 04/06/2025

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| To The Listing Department Bombay Stock Exchange Limited Dalal Street Mumbai - 400001 | To The Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra E, Mumbai - 400051 |
| Scrip Code -531225 | Scrip Symbol: XTGLOBAL |

Subject: Investors' Presentation on the Financial Results of the company for the Quarter and year ended 31st March, 2025 in pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Ma'am,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find attached copy of Investors' Presentation on the Financial Results of the company, for the Quarter and year ended 31st March, 2025. The same is also available on the Website of the Company www.xtglobal.com.

This is for your information and records please.

Thanking you.

Yours faithfully,

For XTGlobal Infotech Limited

Pentela
Sridhar

Digitally signed by
Pentela Sridhar
Date: 2025.06.04
18:27:08 +05'30'

Sridhar Pentela
Company Secretary and Compliance Officer
ACS 55735





XT Global Infotech Limited



Earnings Presentation March 2025

BSE: 531225
NSE: XTGLOBAL





Safe Harbor



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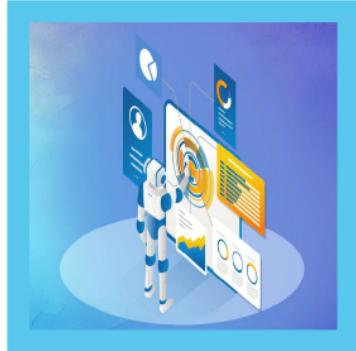
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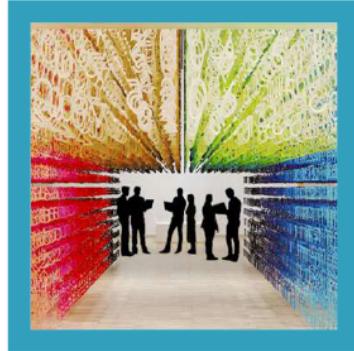




► 1. Financial Performance



► 3. Corporate Overview



► 2. Growth Drivers



► 4. Financial Statement





Message from CEO, President & Director's Desk

XTGLOBAL



Mr. Ramarao Mullapudi
CEO, President & Director

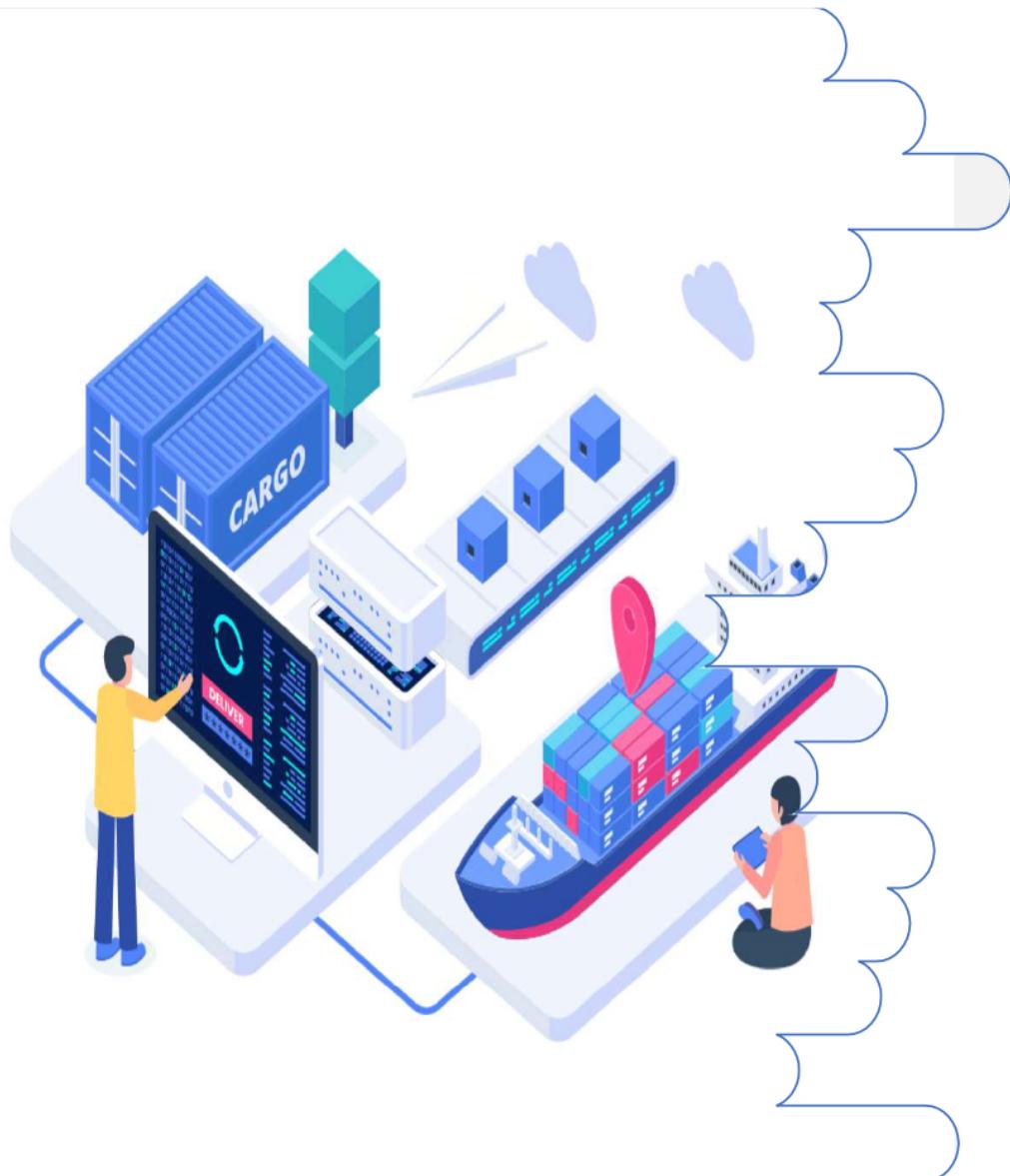
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As we close FY25 on a strong note, I am proud of the consistent momentum we've achieved over the past year. Our focus remains steadfast on driving revenue growth, enhancing service delivery, and leveraging emerging technologies to better serve our clients. Despite macroeconomic headwinds, the demand for digital transformation, cloud adoption, and AI-powered solutions continues to grow, and we are well-positioned to capitalize on these trends.

Through strategic investments in talent and technology, and by deepening client partnerships across geographies, we are confident in our ability to deliver sustainable growth and long-term value in FY26 and beyond. I sincerely thank our employees, stakeholders, and investors for their unwavering support.

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1. Financial Performance

- » [Q4 FY25 Financial Performance](#)
- » [FY25 Financial Performance](#)

Earnings Presentation
Q4 & FY25

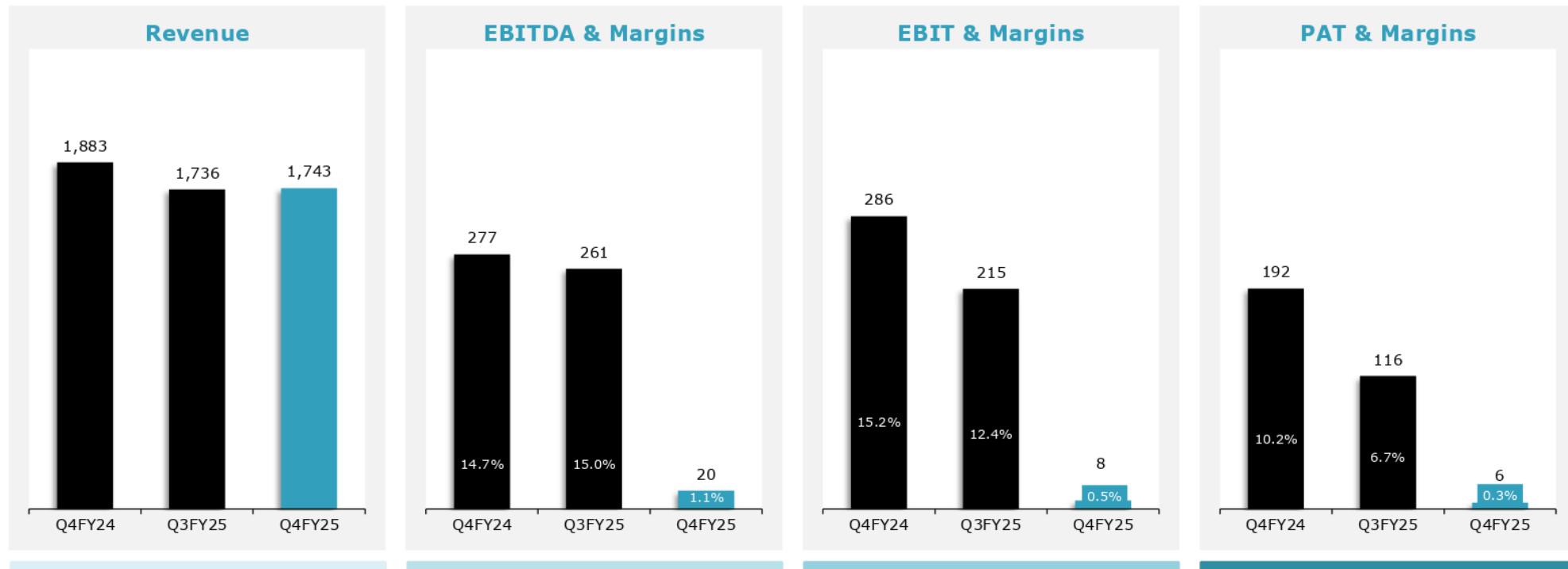
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Q4 FY25 Financial Performance - Standalone



₹ in Lakhs



March 2025

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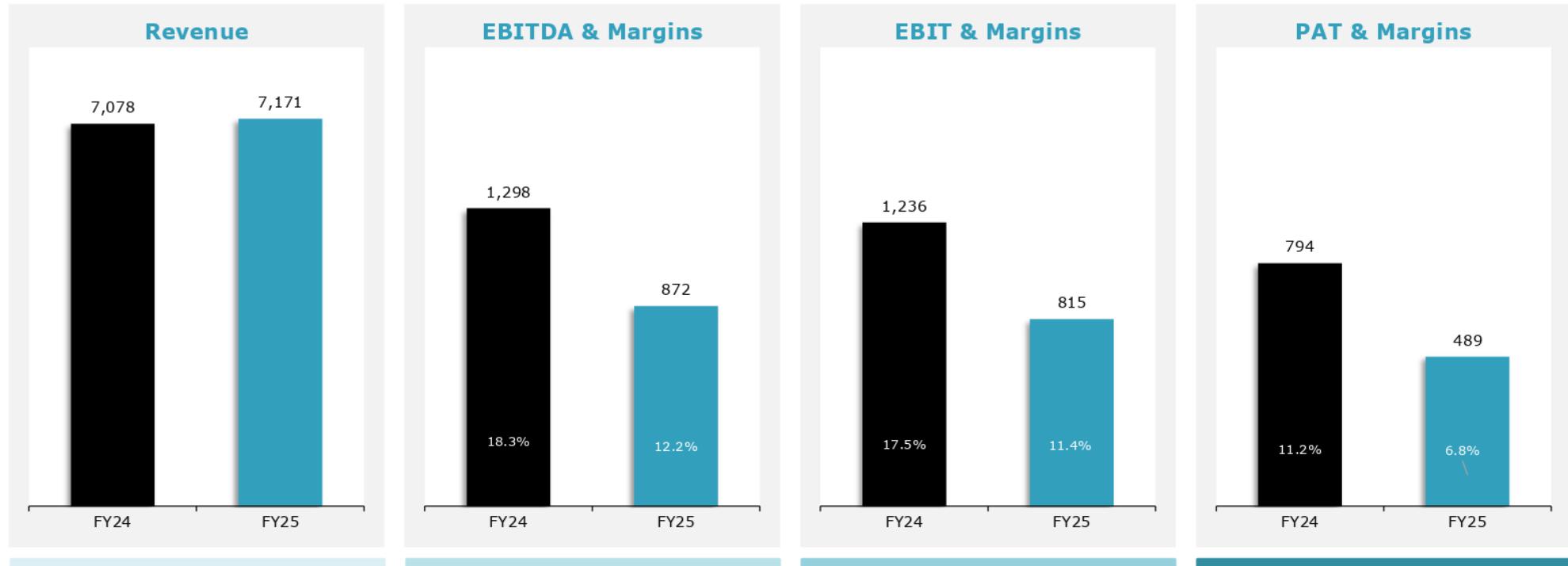




FY25 Financial Performance - Standalone



₹ in Lakhs



March 2025

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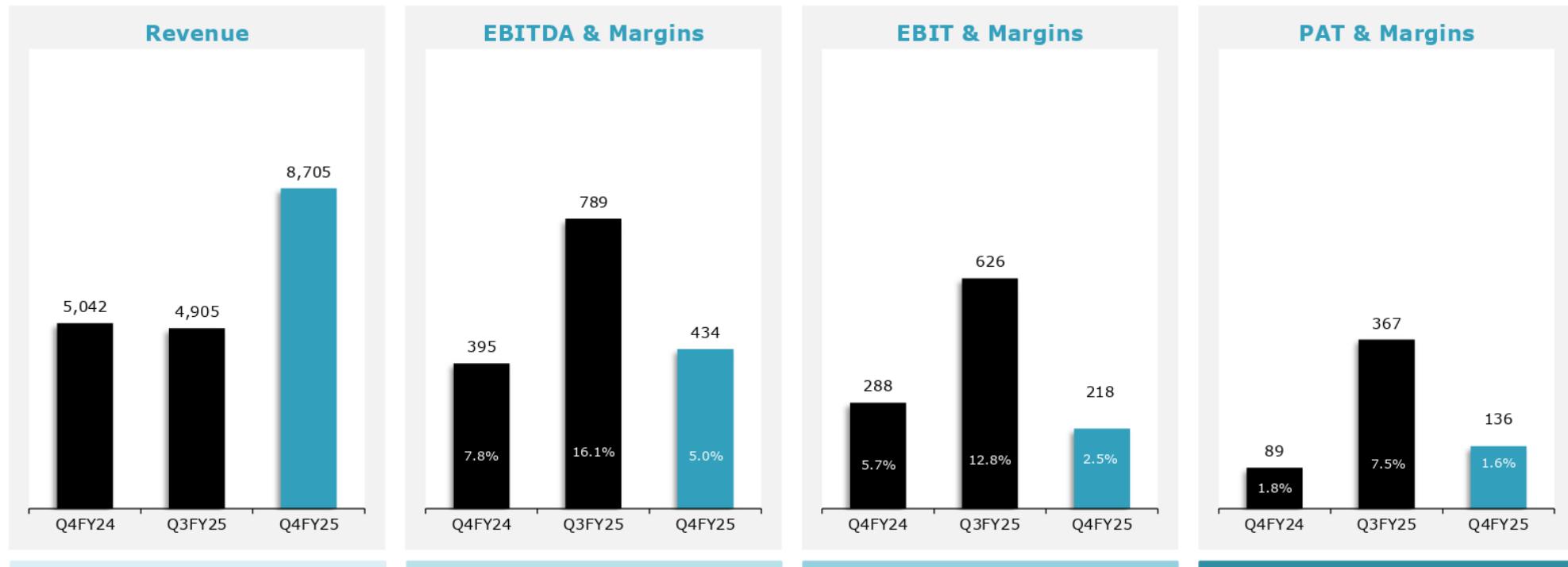




Q4 FY25 Financial Performance - Consolidated



₹ in Lakhs



March 2025

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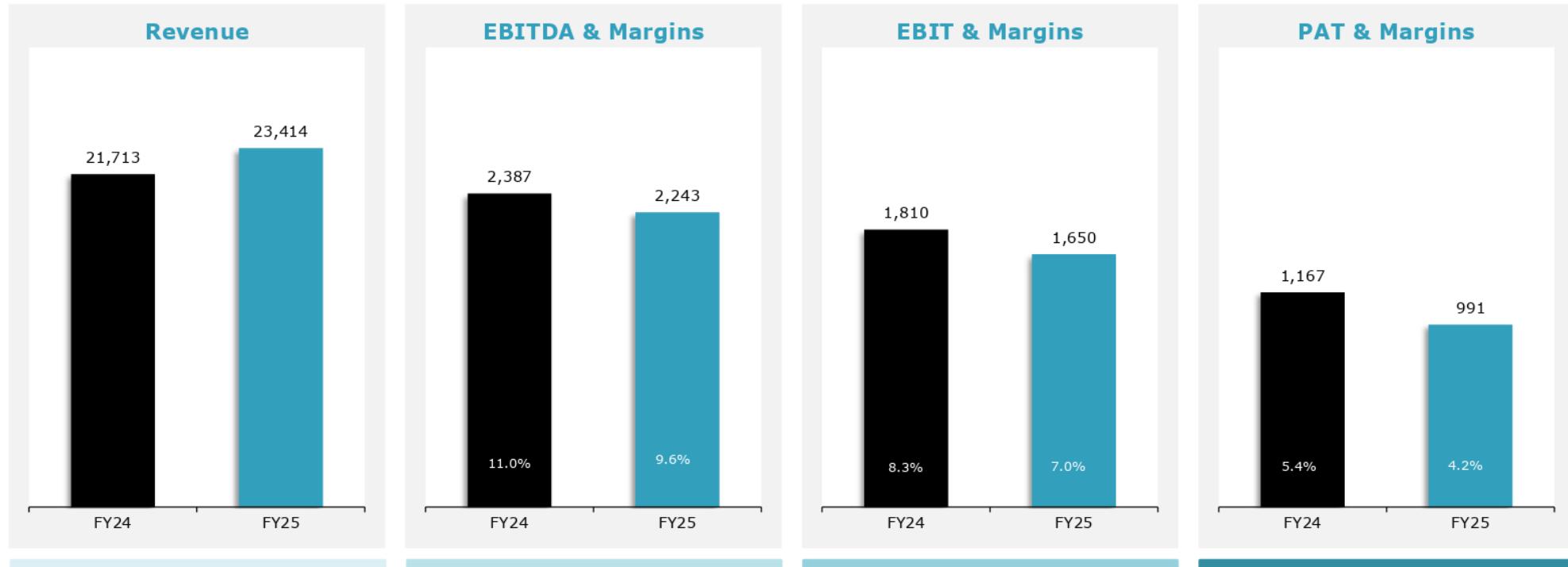




FY25 Financial Performance - Consolidated



₹ in Lakhs



March 2025

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Consolidated Financial Key Highlights



- **Quarterly Growth:**
 - **Client Growth:** In Q4 FY25, we added 15 new clients, contributing to a notable increase in recurring revenue from the previous quarter
- **Revenue:**
 - Q4FY25 revenue stood at ₹8,705 lakhs, a sharp 77.5% increase QoQ and 72.7% increase YoY.
 - For FY25, revenue increased 7.8% YoY to ₹23,414 lakhs.
- **EBITDA:**
 - Q4FY25 EBITDA stood at ₹434 lakhs, down 45.0% QoQ but up 9.9% YoY. EBITDA margins declined by 1,109 bps QoQ and 285 bps YoY to 5.0%.
 - For FY25, EBITDA declined 6.0% YoY to ₹2,243 lakhs, with margins dropping 141 bps YoY to 9.6%.





- **EBIT:**

- Q4FY25 EBIT stood at ₹217.7 lakhs, down 65.2% QoQ and 24.3% YoY. EBIT margins contracted by 1,026 bps QoQ and 321 bps YoY to 2.5%.
- For FY25, EBIT declined 8.8% YoY to ₹1,650.1 lakhs, with margins at 7.0%.

- **PAT:**

- Q4FY25 PAT stood at ₹136 lakhs, down 63.1% QoQ but up 52.1% YoY. PAT margins shrank by 593 bps QoQ and 21 bps YoY to 1.6%.
- For FY25, PAT dropped 15.1% YoY to ₹991 lakhs, with margins decreasing by 114 bps YoY to 4.2%.
- The decline in PAT during Q4FY25 was primarily driven by two non-recurring items:
 - **ESOP Allocation:** A non-cash expense incurred due to employee stock option allotments during the quarter. The issuance of ESOPs and RSUs has resulted in increase in employee costs to the tune of Rs. 154.44 lakhs for the current quarter and Rs. 373.22 lakhs for the current year and also a corresponding increase in the reserves of the company.





2. Growth Drivers

- » Market Opportunities
- » Growth Strategy & Vision

Earnings Presentation
Q4 & FY25

BSE: 531225
NSE: XTGLOBAL



1. Rising Demand for AP Automation

- The global Accounts Payable automation market is witnessing strong adoption, driven by enterprises prioritizing cost reduction, operational efficiency, and digital transformation.
- XTGlobal's Circulus AP automation platform streamlines invoice processing, improves financial accuracy, and enhances compliance, making it an ideal solution for businesses seeking digital finance transformation.

2. Growing IT Demand & Digital Transformation

- Indian IT services sector is projected to maintain its growth with a focus on infrastructure management, cloud computing, and Automation-based solutions.
- Enterprises are prioritising cost optimisation, resulting in increased outsourcing of IT services.
- One of the major focus areas of XTGlobal is Cloud & Automation Solutions and Outsourcing Operations.

3. Cloud & Automation Adoption Accelerating

- The global IT services market is seeing strong growth in Cloud, Automation, and Data Analytics.
- XTGlobal's expertise in Oracle, Microsoft, and Mendix platforms makes us a preferred partner for enterprises adopting cloud-native and Automation - driven solutions.

4. Enterprise RPA & Process Outsourcing

- With the increasing focus on automation, intelligent workflows, and Automation-driven process efficiencies
- XTGlobal's RPA and Business Process Outsourcing (BPO) capabilities position us for significant market penetration.

5. Offshore HR, Finance & Accounts Boom

- With restrictions limiting U.S. companies' ability to hire skilled accountants, many are shifting HR, finance & accounting functions offshore to India.
- XTGlobal's rapidly growing Finance & Accounts Outsourcing division is well-positioned to leverage this demand, offering expert consulting services to global clients, especially in the U.S.





Growth Strategy & Vision



- Strengthening Client Partnerships & Expanding Market Reach
- Targeting high-growth sectors like BFSI, Healthcare, Manufacturing, Real Estate, Hospitality, and Retail with tailored digital solutions.
- Enhancing ERP, Cloud, & Automation services with RPA and Intelligent Automation to optimise workflows.
- Scaling Digital & Cloud capabilities via Oracle & Microsoft partnerships.
- Driving Talent & Operational Excellence through an agile, client-focused delivery model.

XTGlobal's Strategic Vision

Financial Strength & Outlook

- Steady growth in export orders through long-term contracts with global clients.
- Expanding revenue streams in Accounting Outsourcing, Automation and Cloud Services to capture high-margin opportunities.
- Strengthening marketing strategies through digital campaigns, inside sales, and strategic tie-ups.

Strong Player

- Proven IT expertise with a strong focus on Digital Transformation, and Automation.
- Robust long-term client contracts, ensuring revenue stability and scalability.
- Expanding presence in high-growth domains such as Cloud and Automation,
- Future-ready strategies aligned with global IT trends, ensuring sustainable growth.



3. Corporate Overview

- » [Awards & Recognition](#)
- » [Historical Financial Performance](#)

Earnings Presentation
Q4 & FY25

BSE: 531225
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Awards & Recognition



Certifications



Tech Partnerships



Recognitions



March 2025

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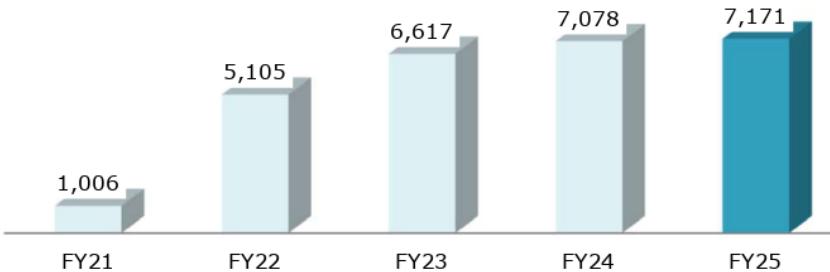


Standalone Historical Financials

₹ in Lakhs

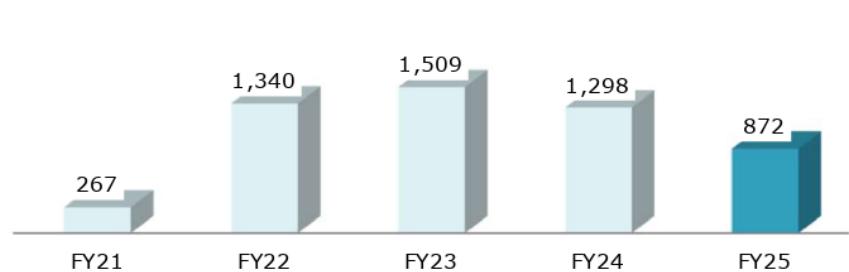
REVENUE

CAGR 48.1%



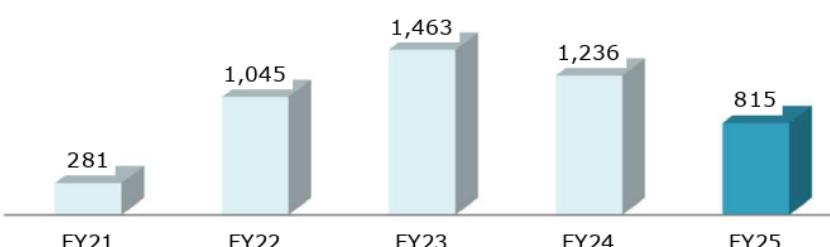
EBITDA

CAGR 26.7%



EBIT

CAGR 23.7%



PAT

CAGR 9.2%



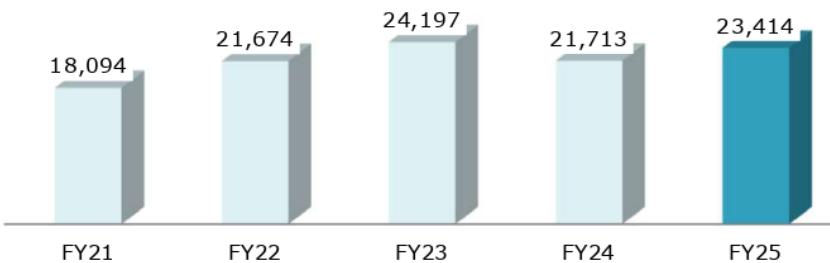


Consolidated Historical Financials

₹ in Lakhs

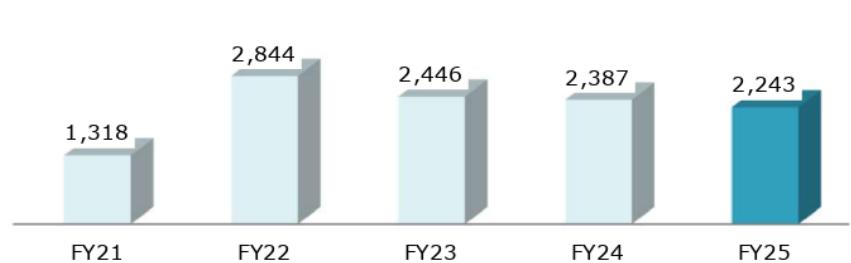
REVENUE

CAGR 5.3%

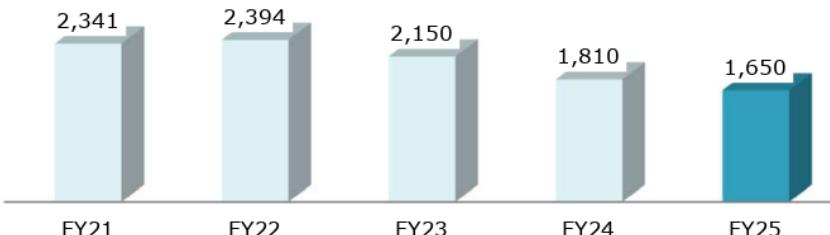


EBITDA

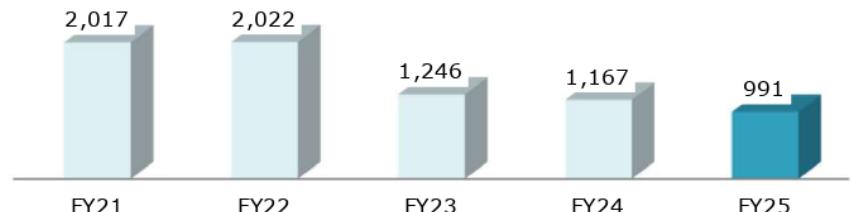
CAGR 11.2%



EBIT



PAT





4. Financial Statement

- » **Profit & Loss Statement**
- » **Balance Sheet**

Earnings Presentation
Q4 & FY25

BSE: 531225
NSE: XTGLOBAL



Standalone Profit and Loss Statement



(₹ in Lakhs)

| Particulars | Quarterly | | | | | Yearly | | |
|-------------------------------|----------------|----------------|------------|----------------|------------|----------------|----------------|-----------|
| | Q4 FY25 | Q3 FY25 | QoQ | Q4 FY24 | YoY | FY25 | FY24 | YoY |
| Revenue | 1,743.2 | 1,736.1 | 0.4% | 1,882.9 | (7.4%) | 7,171.2 | 7,078.2 | 1.3% |
| Employee costs | 1,462.6 | 1,244.2 | | 1,320.8 | | 5,360.2 | 4,597.5 | |
| Technical subcontractor costs | 94.5 | 86.0 | | 130.9 | | 389.1 | 632.8 | |
| Other expenses | 166.3 | 145.0 | | 154.6 | | 549.9 | 550.1 | |
| EBITDA | 19.9 | 260.9 | (92.4%) | 276.6 | (92.8%) | 872.1 | 1,297.9 | (32.8%) |
| <i>EBITDA Margins</i> | 1.1% | 15.0% | (1389 bps) | 14.7% | (1355 bps) | 12.2% | 18.3% | (618 bps) |
| Other Income | 68.0 | 34.3 | | 91.8 | | 266.7 | 245.9 | |
| Depreciation | 79.6 | 79.9 | | 82.1 | | 323.8 | 308.0 | |
| EBIT | 8.4 | 215.3 | (96.1%) | 286.3 | (97.1%) | 815.0 | 1,235.8 | (34.0%) |
| <i>EBIT Margins</i> | 0.5% | 12.4% | (1192 bps) | 15.2% | (1472 bps) | 11.4% | 17.5% | (609 bps) |
| Finance costs | 39.3 | 36.9 | | 41.9 | | 152.4 | 189.6 | |
| PBT | (30.9) | 178.4 | (117.3%) | 244.3 | (112.6%) | 662.7 | 1,046.3 | (36.7%) |
| Tax | (36.5) | 62.8 | | 52.7 | | 173.3 | 252.5 | |
| PAT | 5.6 | 115.6 | (95.2%) | 191.6 | (97.1%) | 489.4 | 793.7 | (38.3%) |
| <i>PAT Margins</i> | 0.3% | 6.7% | (634 bps) | 10.2% | (986 bps) | 6.8% | 11.2% | (439 bps) |



Standalone Balance Sheet Statement



| Assets | FY25 | FY24 | Equity & Liabilities | FY25 | FY24 | (₹ in Lakhs) |
|-----------------------------|-----------------|-----------------|---------------------------------------|-----------------|-----------------|--------------|
| Non-current Assets | 21,006.7 | 20,663.7 | Equity | 19,174.6 | 18,271.2 | |
| Property, plant & equipment | 7,721.2 | 7,964.4 | Equity Share Capital | 1,335.6 | 1,329.7 | |
| Right of Use Assets | 50.9 | 64.6 | Other Equity | 17,839.0 | 16,941.5 | |
| Investments | 13,200.8 | 12,600.8 | Non-current Liabilities | 1,762.2 | 1,469.2 | |
| Other non-current Assets | 33.8 | 33.9 | Borrowings | 951.5 | 1,042.4 | |
| | | | Other Financial Liabilities | 197.2 | 65.3 | |
| | | | Provisions | 403.6 | 245.9 | |
| | | | Deferred Tax Liabilities (net) | 209.9 | 115.6 | |
| Current Assets | 1,532.0 | 732.4 | Current Liabilities | 1,601.9 | 1,655.7 | |
| Trade Receivable | 324.0 | 36.6 | Borrowings | 974.6 | 609.2 | |
| Cash & Cash Equivalents | 32.6 | 50.3 | Trade payables | 123.4 | 85.5 | |
| Bank balances | 210.3 | 245.5 | Other Current Liabilities | 482.9 | 878.6 | |
| Other Current Assets | 965.1 | 400.0 | Provisions | 21.0 | 69.4 | |
| Total Assets | 22,538.7 | 21,396.1 | Total Equity & Liabilities | 22,538.7 | 21,396.1 | |



Consolidated Profit and Loss Statement



(₹ in Lakhs)

| Particulars | Quarterly | | | | | Yearly | | |
|-------------------------------|----------------|----------------|------------|----------------|-----------|-----------------|-----------------|-----------|
| | Q4 FY25 | Q3 FY25 | QoQ | Q4 FY24 | YoY | FY25 | FY24 | YoY |
| Revenue | 8,704.9 | 4,904.7 | 77.5% | 5,041.8 | 72.7% | 23,413.9 | 21,713.4 | 7.8% |
| Employee costs | 4,865.8 | 2,959.8 | | 3,464.6 | | 14,385.1 | 13,572.0 | |
| Technical subcontractor costs | 3,179.5 | 823.8 | | 866.9 | | 5,535.3 | 4,297.7 | |
| Other expenses | 225.5 | 332.5 | | 315.4 | | 1,250.5 | 1,456.8 | |
| EBITDA | 434.1 | 788.6 | (45.0%) | 394.9 | 9.9% | 2,243.0 | 2,386.9 | (6.0%) |
| <i>EBITDA Margins</i> | 5.0% | 16.1% | (1109 bps) | 7.8% | (285 bps) | 9.6% | 11.0% | (141 bps) |
| Other Income | (23.6) | 34.3 | | 91.8 | | 182.3 | 238.3 | |
| Total profit of associates | - | 2.6 | | (3.8) | | 11.2 | 88.5 | |
| Depreciation | 192.8 | 199.6 | | 195.2 | | 786.4 | 903.4 | |
| EBIT | 217.7 | 625.8 | (65.2%) | 287.8 | (24.3%) | 1,650.1 | 1,810.3 | (8.8%) |
| <i>EBIT Margins</i> | 2.5% | 12.8% | (1026 bps) | 5.7% | (321 bps) | 7.0% | 8.3% | (129 bps) |
| Finance costs | 79.2 | 77.7 | | 73.4 | | 271.2 | 271.2 | |
| PBT | 138.5 | 548.1 | (74.7%) | 214.4 | (35.4%) | 1,330.8 | 1,539.1 | (15.1%) |
| Tax | 2.7 | 180.7 | | 125.2 | | 339.6 | 371.7 | |
| PAT | 135.8 | 367.5 | (63.1%) | 89.2 | 52.1% | 991.2 | 1,167.4 | (15.1%) |
| <i>PAT Margins</i> | 1.6% | 7.5% | (593 bps) | 1.8% | (21 bps) | 4.2% | 5.4% | (114 bps) |



Consolidated Balance Sheet Statement



| Assets | FY25 | FY24 | Equity & Liabilities | FY25 | FY24 | (₹ in Lakhs) |
|-----------------------------|-----------------|-----------------|---------------------------------------|-----------------|-----------------|--------------|
| Non-current Assets | 14,871.7 | 15,669.0 | Equity | 18,994.9 | 16,867.9 | |
| Property, plant & equipment | 7,936.3 | 8,228.7 | Equity Share Capital | 1,335.6 | 1,329.7 | |
| Goodwill | 5,135.0 | 1,493.2 | Other Equity | 17,659.3 | 15,538.2 | |
| Intangible Assets | 430.3 | 870.6 | Non-current Liabilities | 1,906.5 | 1,715.6 | |
| Investments | - | 3,730.7 | Borrowings | 951.5 | 1,141.4 | |
| Other non-current Assets | 1,370.1 | 1,345.8 | Other Financial Liabilities | 362.9 | 303.9 | |
| | | | Provisions | 403.6 | 245.9 | |
| | | | Deferred Tax Liabilities (net) | 188.5 | 24.4 | |
| Current Assets | 10,050.3 | 7,993.6 | Current Liabilities | 4,020.6 | 5,079.1 | |
| Trade Receivable | 4,232.2 | 4,091.4 | Borrowings | 2,358.4 | 2,829.0 | |
| Cash & Cash Equivalents | 866.2 | 95.4 | Trade payables | 1,089.1 | 917.2 | |
| Other Financial Assets | 4,009.2 | 2,724.8 | Other Current Liabilities | 427.4 | 1,263.5 | |
| Other Current Assets | 942.7 | 1,082.0 | Provisions | 145.7 | 69.4 | |
| Total Assets | 24,922.0 | 23,662.6 | Total Equity & Liabilities | 24,922.0 | 23,662.6 | |

THANK YOU



XTGLOBAL INFOTECH LIMITED
CIN: : L72200TG1986PLC006644

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