



XT Global Infotech Limited



Earnings Presentation March 2025

BSE: 531225
NSE: XTGLOBAL





Safe Harbor



This presentation has been prepared by XTGlobal Infotech Limited ("Company") solely for information purposes without any regard to any specific objectives, financial situation, or informational need of any particular person. This presentation may not be copied, distributed, or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable laws in certain jurisdictions. By reviewing this presentation, you agree to be bound by the restrictions contained herein and to maintain absolute confidentiality, regarding the information disclosed in these materials.

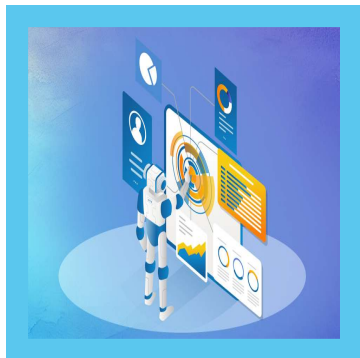
This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment, therefore.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief, or current expectations of the Company or its directors and officers concerning the results of operations and the company's financial condition. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions that the Company believes to be reasonable in light of its operating experience in recent years. 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, and competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company to reflect actual results, assumptions, or changes in factors affecting these statements. Given these risks, uncertainties, and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same has been provided only for the convenience of readers.





- ▶ **1. Financial Performance**
- ▶ **2. Growth Drivers**
- ▶ **3. Corporate Overview**
- ▶ **4. Financial Statement**





Message from CEO, President & Director's Desk



Mr. Ramarao Mullanpudi
CEO, President & Director

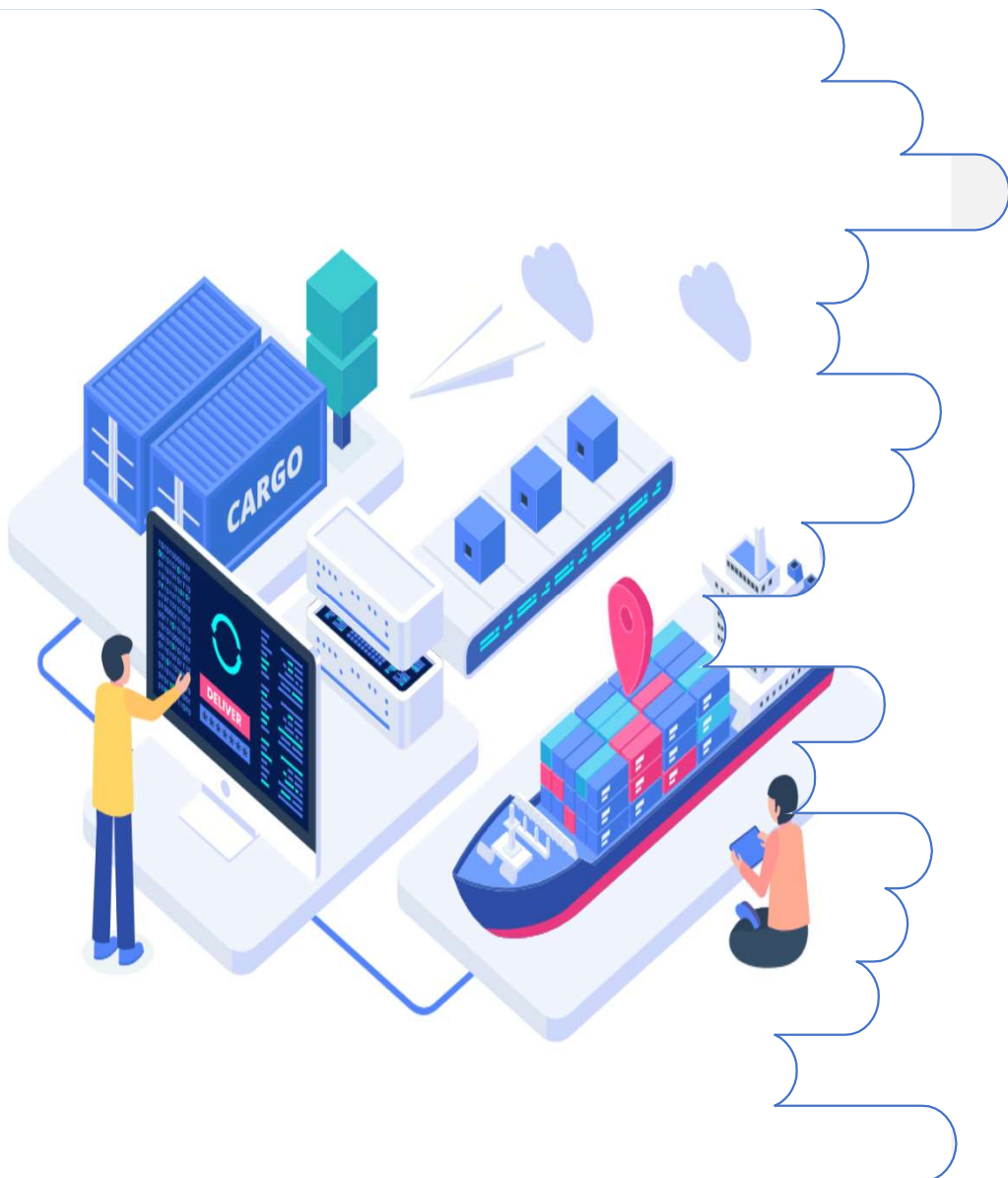
“

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.

”





1. Financial Performance

- » **Q4 FY25 Financial Performance**
- » **FY25 Financial Performance**

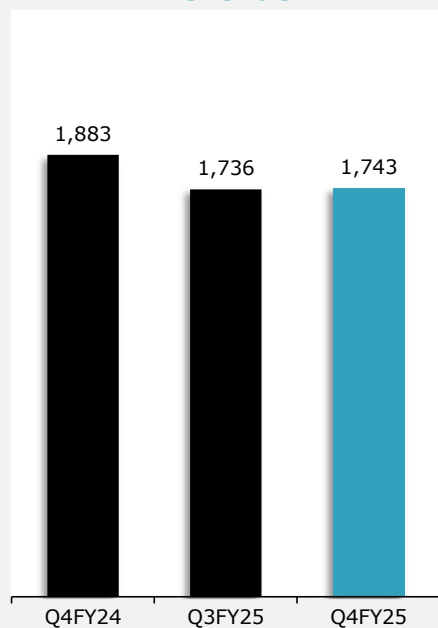
Earnings Presentation
Q4 & FY25

BSE: 531225
NSE: XTGLOBAL

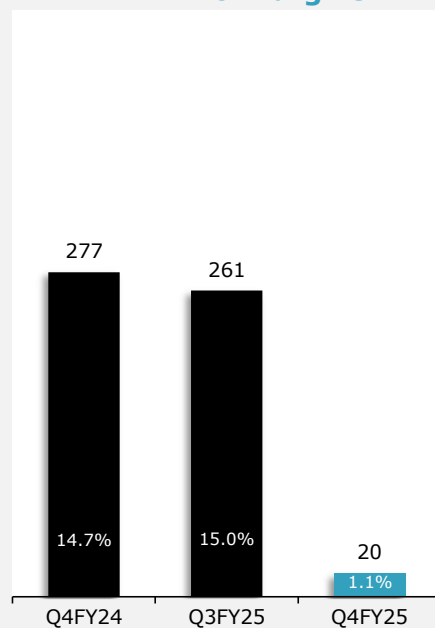


Q4 FY25 Financial Performance - Standalone

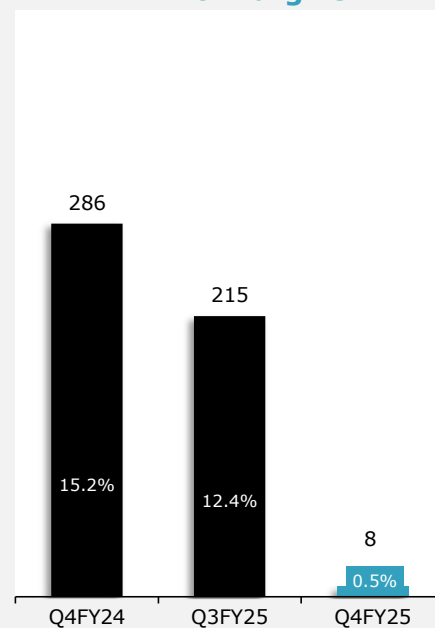
Revenue



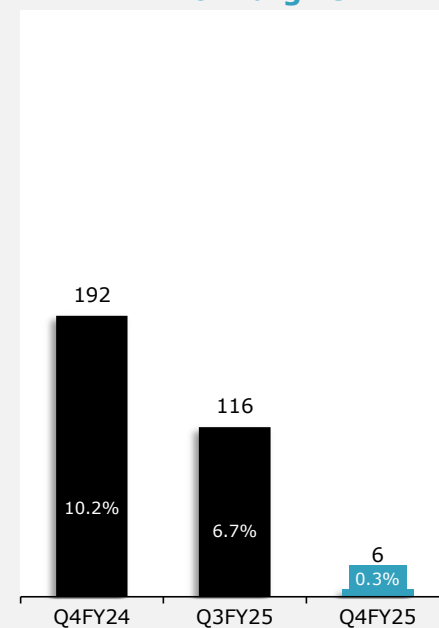
EBITDA & Margins



EBIT & Margins



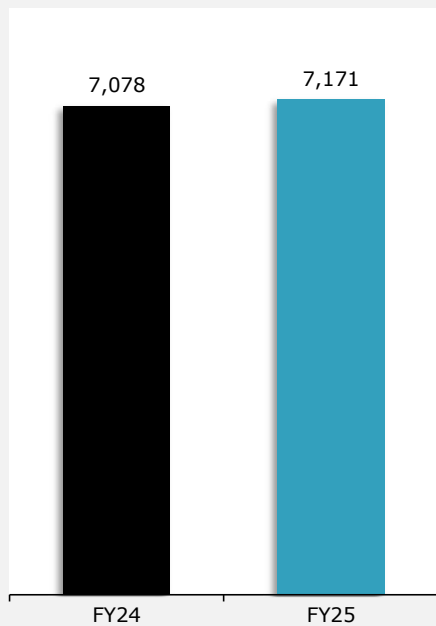
PAT & Margins



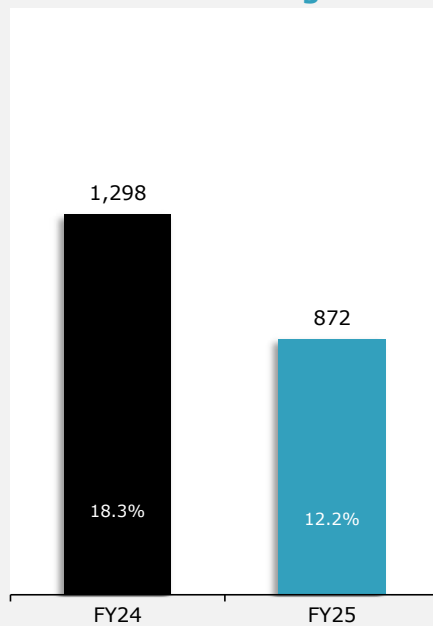


FY25 Financial Performance - Standalone

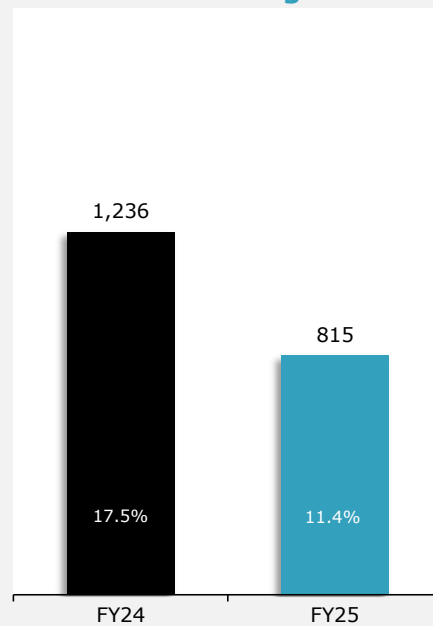
Revenue



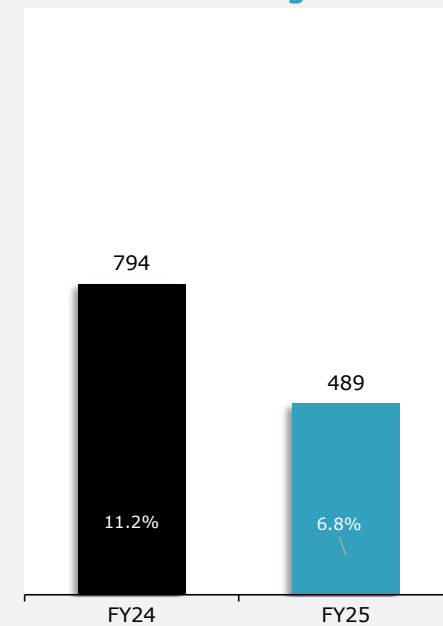
EBITDA & Margins



EBIT & Margins

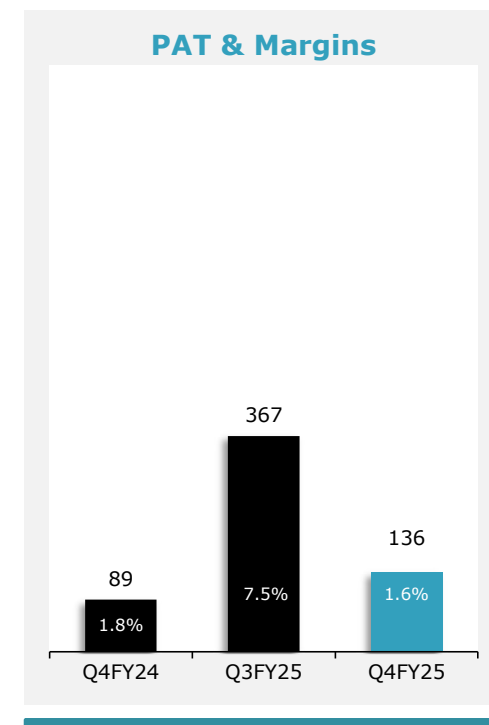
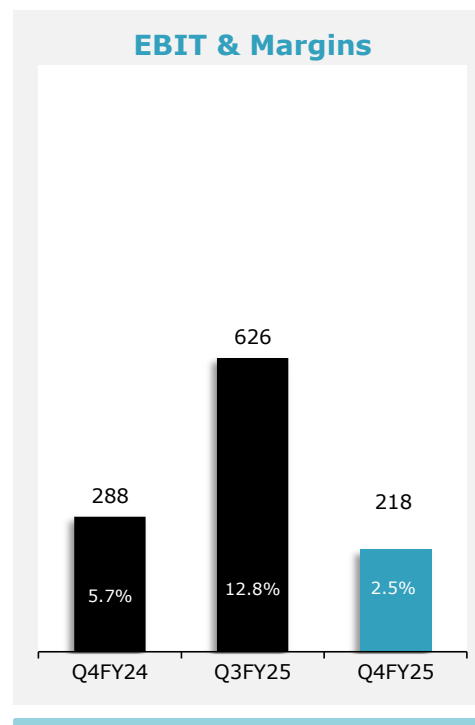
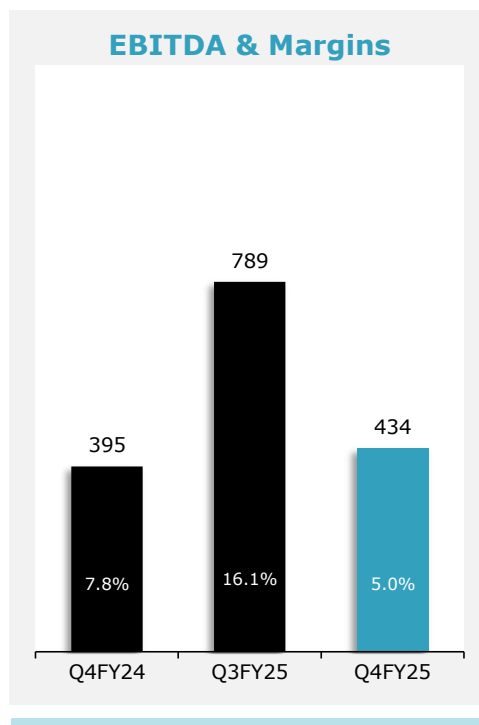
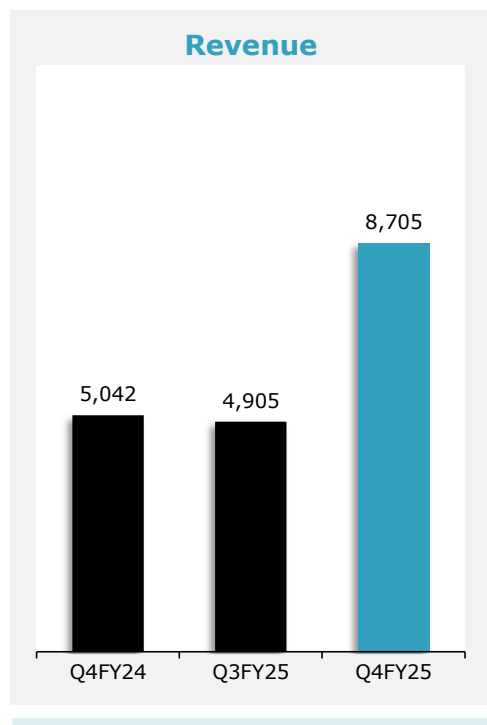


PAT & Margins



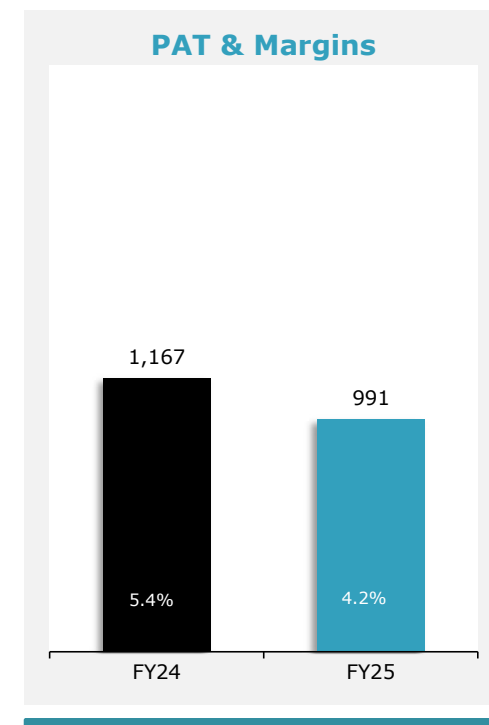
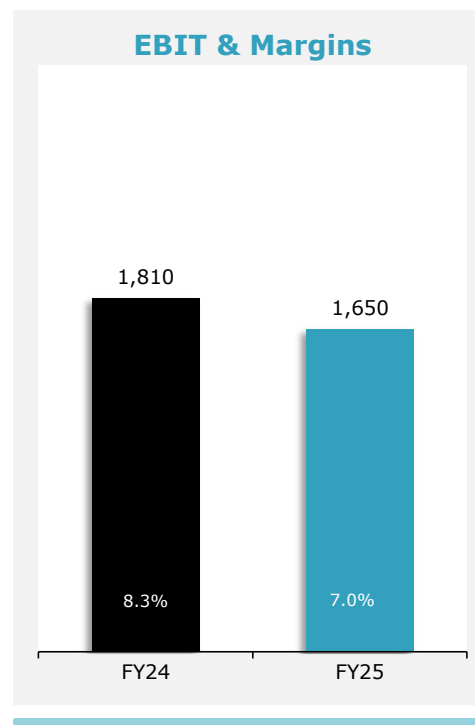
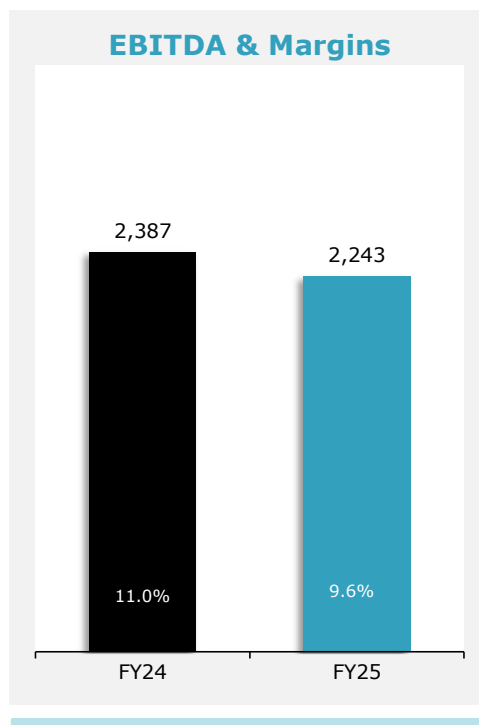
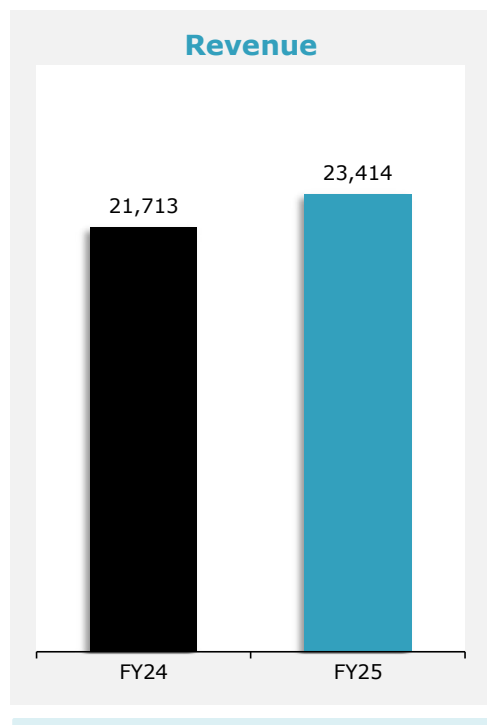


Q4 FY25 Financial Performance - Consolidated





FY25 Financial Performance - Consolidated





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%.





Consolidated Financial Key Highlights

- **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



Market Opportunities

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.

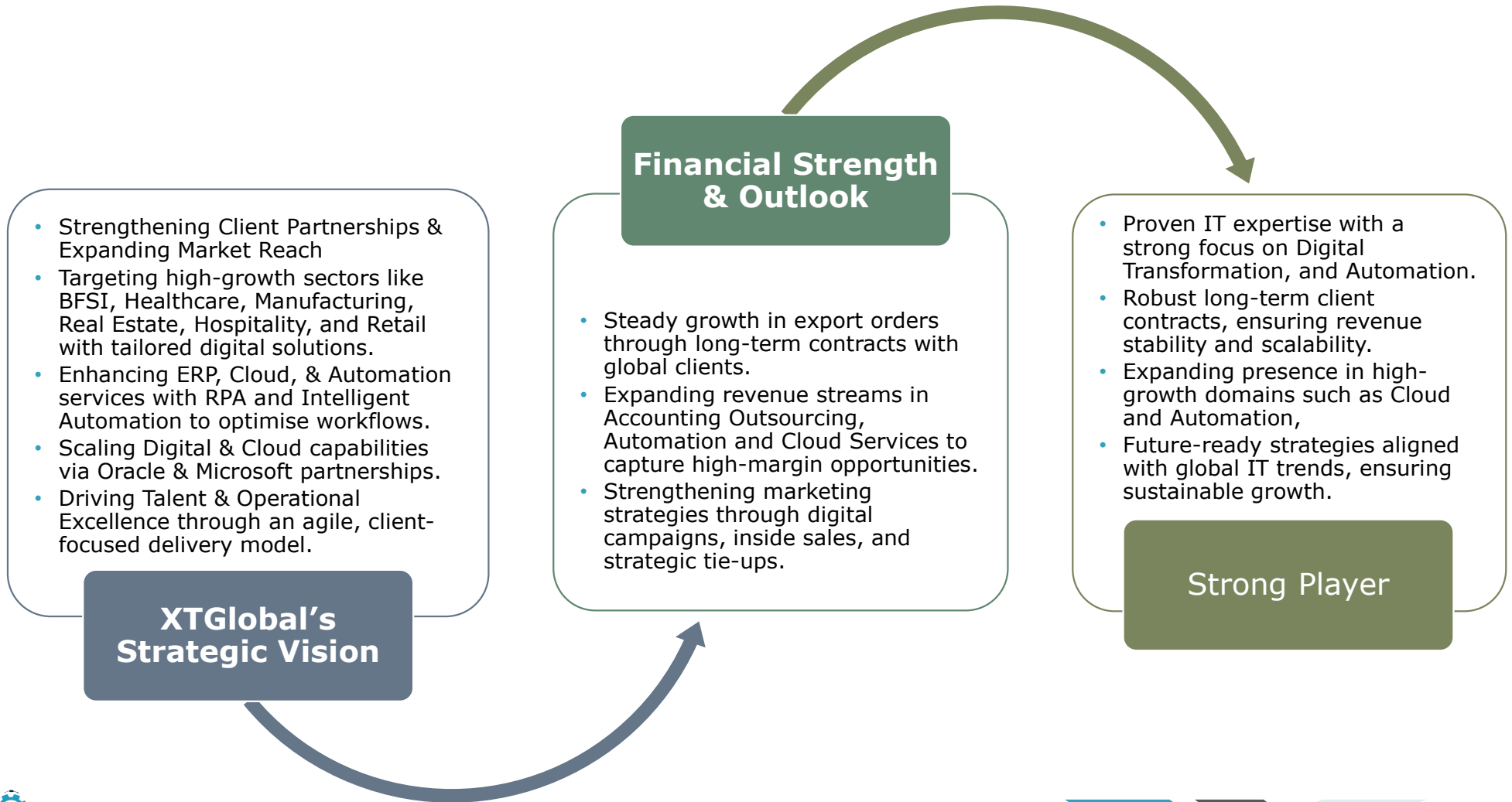
4. Enterprise RPA & Process Outsourcing

- 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.







3. Corporate Overview

- » **Awards & Recognition**
- » **Historical Financial Performance**

Earnings Presentation
Q4 & FY25

BSE: 531225
NSE: XTGLOBAL



Awards & Recognition



Certifications



Tech Partnerships



Recognitions



March 2025

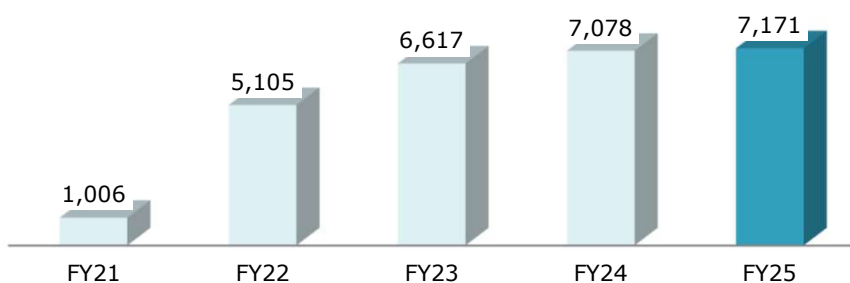
WWW.XTGLOBAL.COM



Standalone Historical Financials

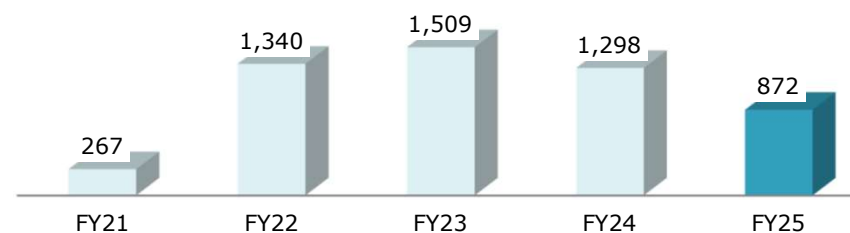
REVENUE

CAGR ↑ 48.1%



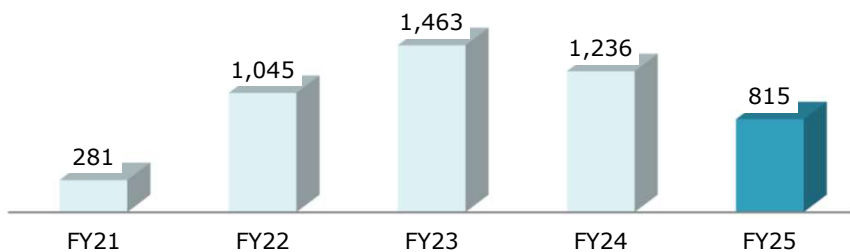
EBITDA

CAGR ↑ 26.7%



EBIT

CAGR ↑ 23.7%



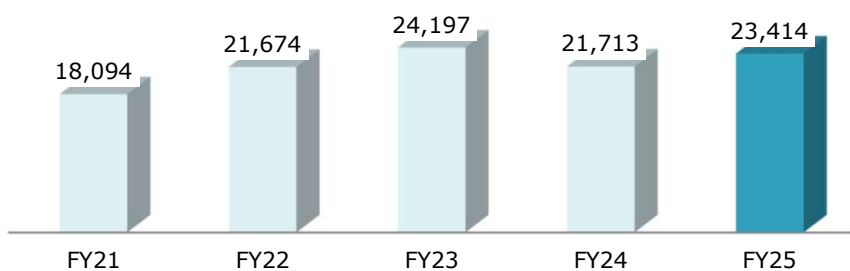
PAT

CAGR ↑ 9.2%



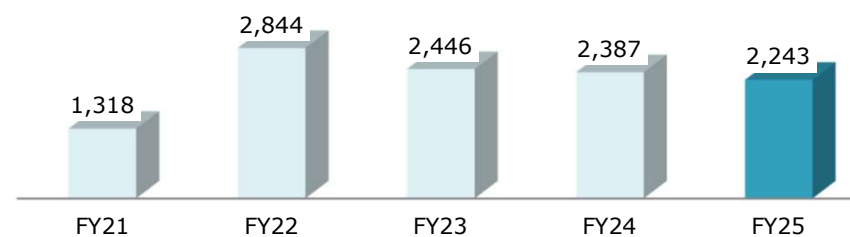
REVENUE

CAGR  5.3%

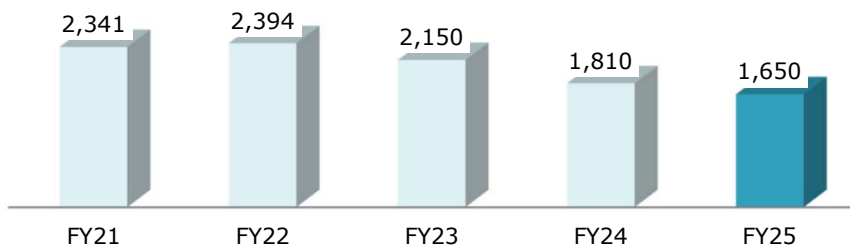


EBITDA

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

(₹ in Lakhs)

Assets	FY25	FY24	Equity & Liabilities	FY25	FY24
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%)
EBITDA Margins	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%)
EBIT Margins	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%)
PAT Margins	1.6%	7.5%	(593 bps)	1.8%	(21 bps)	4.2%	5.4%	(114 bps)



March 2025

WWW.XTGLOBAL.COM



22



Consolidated Balance Sheet Statement

(₹ in Lakhs)

Assets	FY25	FY24	Equity & Liabilities	FY25	FY24
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

BSE: 531225
NSE: XTGLOBAL

Connect with us:

Mr. Sridhar Pentela

Company Secretary & Compliance Officer

T: 040 6635 3456

E: company.secretary@xtglobal.com

W: www.xtglobal.com

Mr. Ritesh Shashiprakash Singh

Investor Relations Consultant, Rik Capital

M: +91 83293 85762

E: ritesh.singh@rikcapital.in

W: www.rikcapital.in

