



# XT Global Infotech Limited



## Earnings Presentation December 2025

BSE: 531225  
NSE: XTGLOBAL





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Historical Data





**Mr. Ramarao Mullanudi**  
CEO, President & Director

“ In Q3 FY26, we delivered a resilient and margin-accretive performance despite a selective demand environment. Standalone revenue stood at ₹17.8 Cr, up 2.7% YoY. More importantly, profitability strengthened meaningfully, reflecting improved operating leverage. EBITDA rose 46.0% YoY to ₹4.3 Cr, with margins expanding 716 bps YoY to 24.2%. EBIT increased 63.3% YoY to ₹3.5 Cr, translating into a margin of 19.7%. PAT grew 38.1% YoY to ₹1.6 Cr, with margins improving 229 bps YoY to 8.9%.

For 9M FY26, standalone revenue stood at ₹53.6 Cr. EBITDA reached ₹9.7 Cr with a margin of 18.1%, while EBIT was ₹7.4 Cr. PAT for the period stood at ₹4.9 Cr, reflecting a PAT margin of 9.1%. The nine-month performance underscores consistent execution, deeper penetration within key accounts, and sustained operating leverage across the business. During the quarter, we added new engagements across Finance & Accounting and Digital IT Services, enhancing revenue visibility and strengthening our client portfolio.

As we move into Q4, we are witnessing increasing traction in Global Capability Centre (GCC)-linked engagements as enterprises continue to expand India-based delivery capabilities. While discretionary spending remains measured, demand for cloud modernization, automation, and efficiency-led transformation initiatives continues to support our pipeline. With a stronger margin profile, expanding engagement base, and disciplined execution framework, we are well-positioned to sustain profitable growth and create long-term shareholder value. ”



## 1. Financial Performance

- » Key Business Highlights
- » Q3 FY26 Financial Performance
- » 9M FY26 Financial Performance

### Q3 & 9M FY26 Earnings Presentation

NSE: XTGLOBAL

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## ▶ **Client Expansion:**

- The Company added 7 new client engagements during the period, comprising 5 in Finance & Accounting Services and 2 in IT Services.
- This continued client addition is expected to support revenue growth in the coming quarters.

## ▶ **Madhurawada Unit – Mutation & Name Change:**

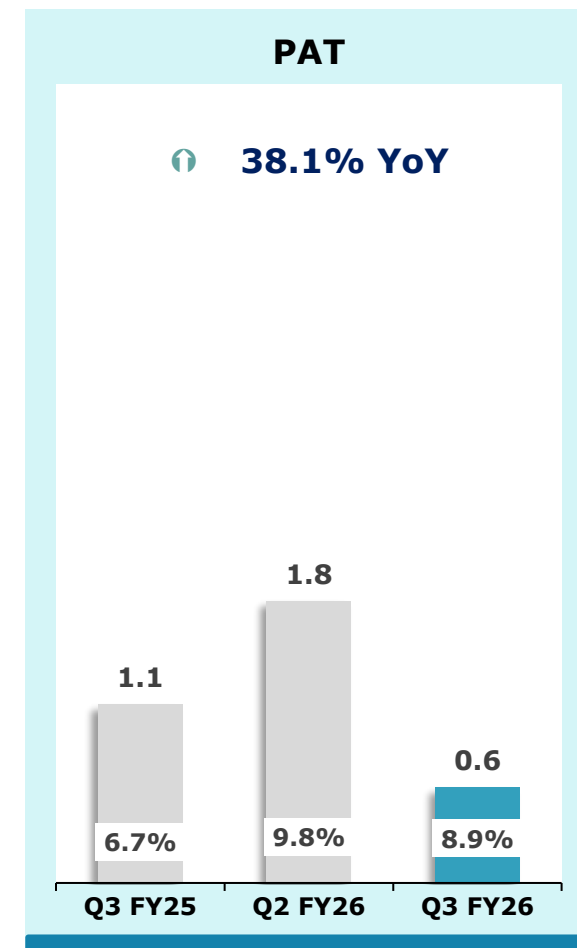
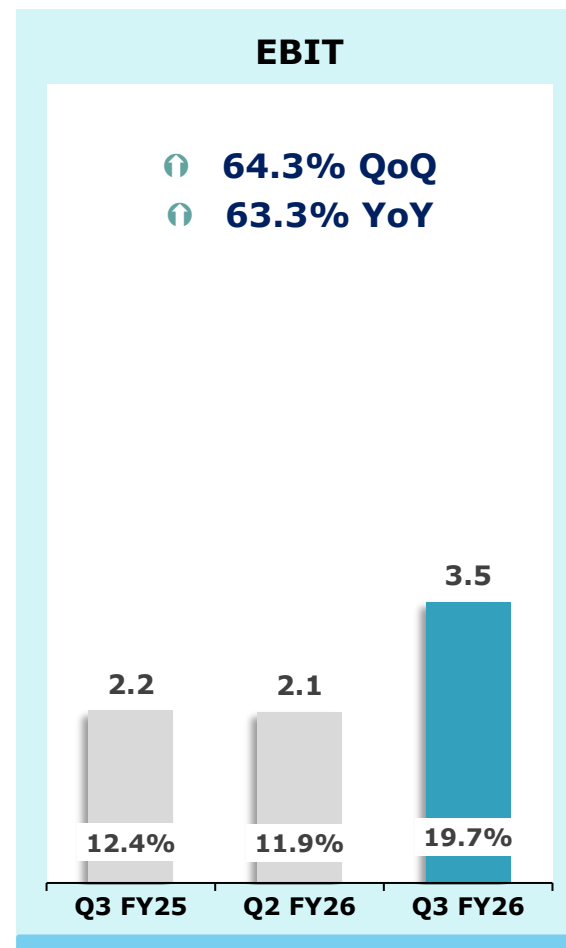
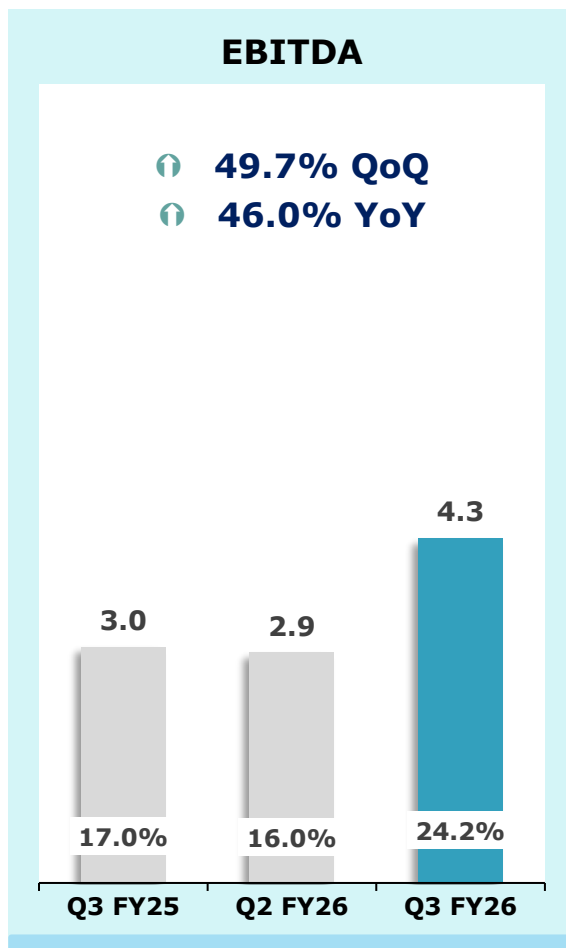
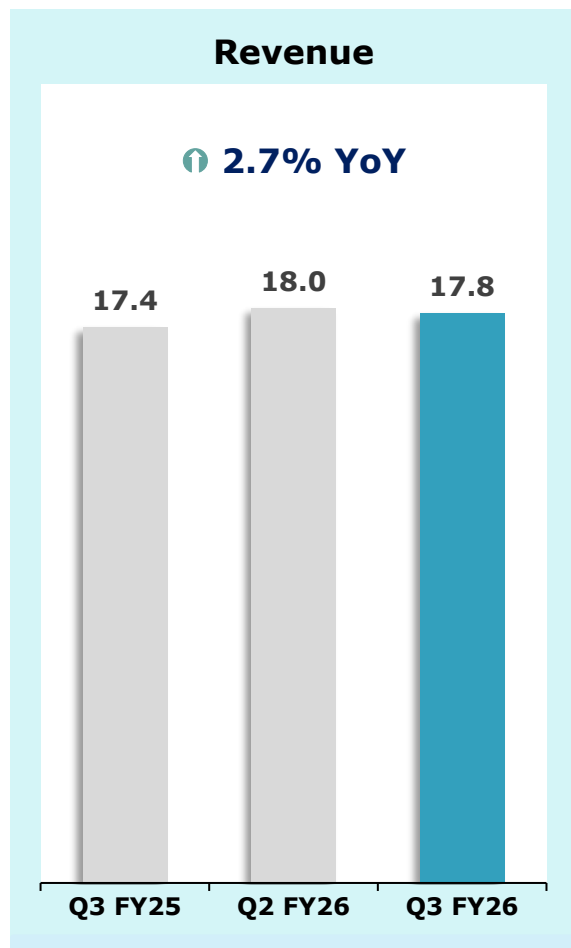
- Further to the earlier update on the successful exit from the SEZ unit at MSEZ, Madhurawada, the Company has received approval from Andhra Pradesh Industrial Infrastructure Corporation (APIIC) for the name change/mutation from Xenosoft to XTGlobal in its records.
- This marks the final step in the SEZ exit process, and the unit now operates fully as a non-SEZ entity, supporting better alignment and future growth prospects.

## ▶ **ZOHO Platform Transformation:**

- Core functions including Zoho People, Payroll, Books, Recruit, Expense, and Analytics, are now live on the Zoho platform.
- Zoho Customer Relationship Management (CRM) is in the final rollout stage with data migration underway and go-live expected shortly, strengthening process integration and sales efficiency.

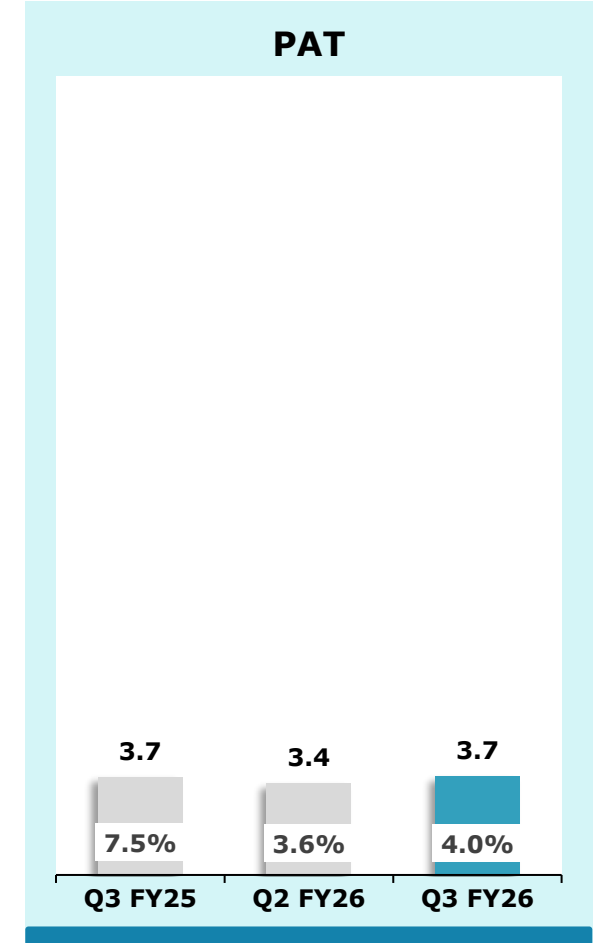
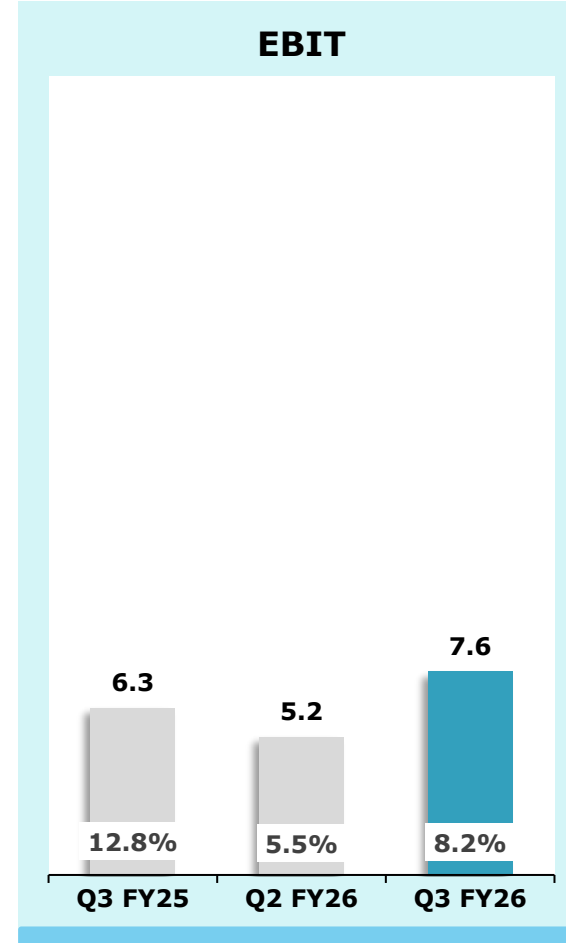
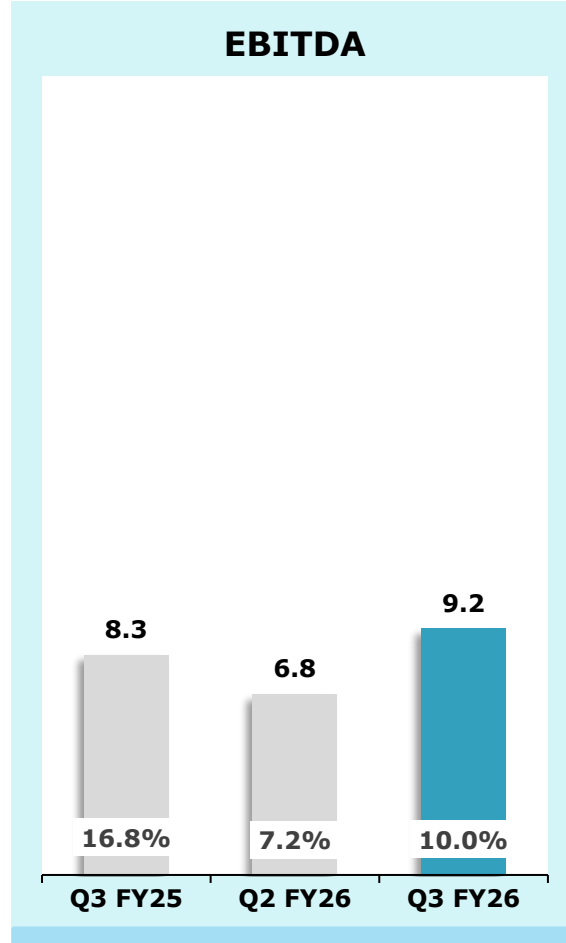
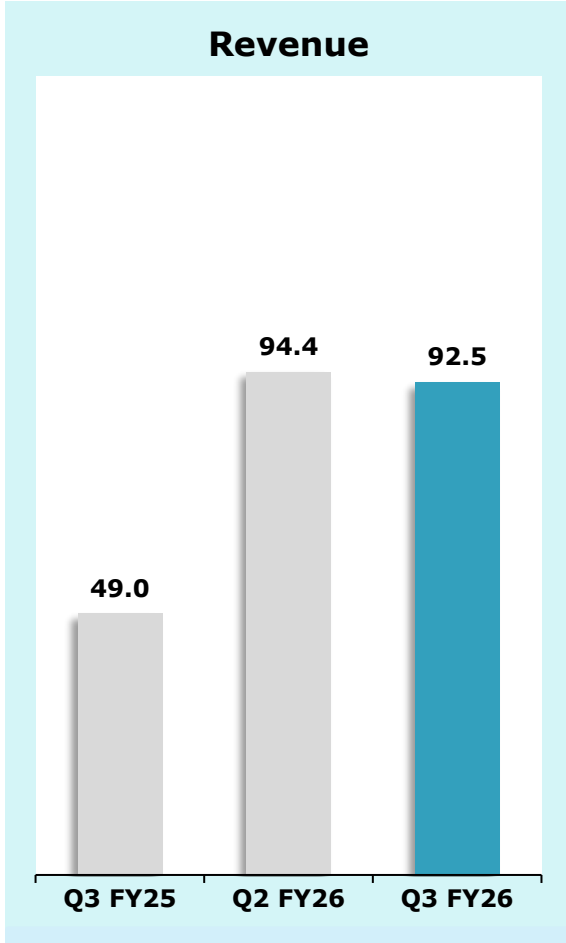


# Q3 FY26 Standalone Financial Performance





# Q3 FY26 Consolidated Financial Performance



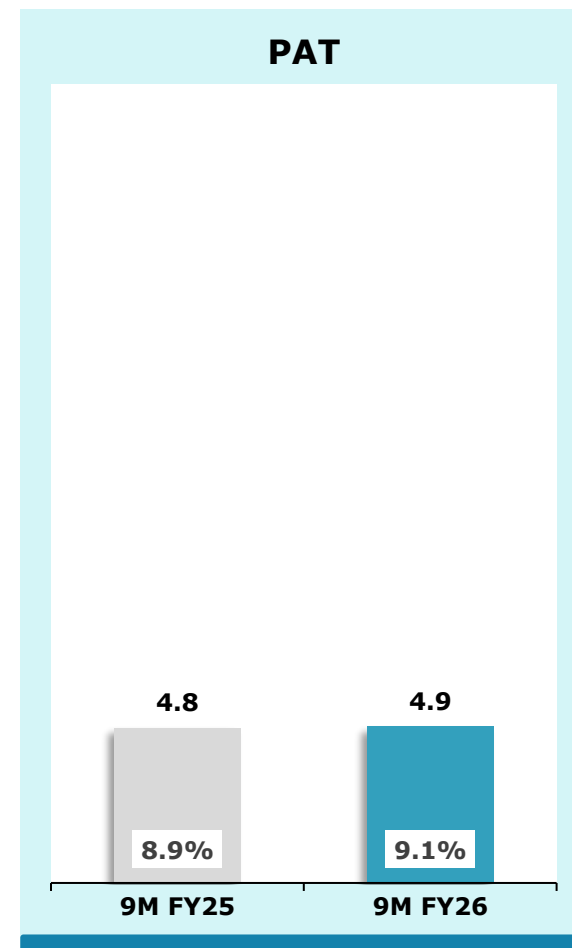
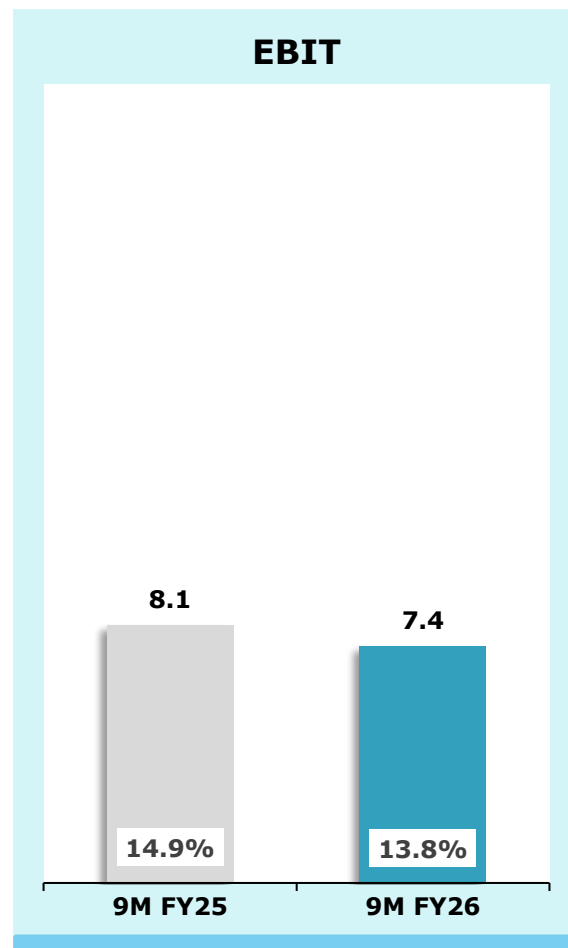
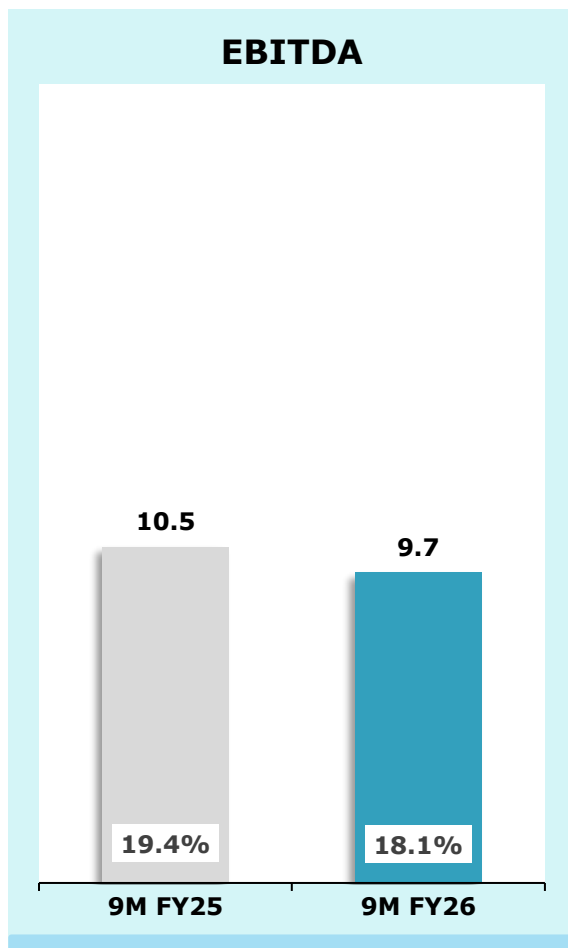
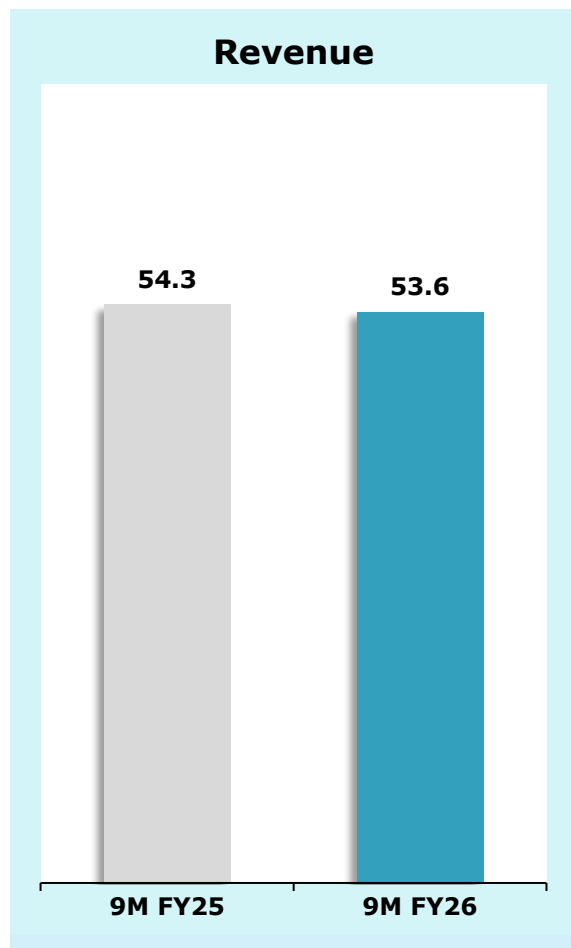
**Note:**

- The year-on-year comparison of the consolidated financial results has not been presented, as our associate company, Network Objects, became a subsidiary effective January 2025. Accordingly, the financial results of Network Objects have been consolidated from January 2025 onwards.
- Since the comparative period figures do not include the financials of Network Objects, the numbers are not strictly comparable. Hence, a year-on-year comparison would not present a like-for-like analysis of financial performance.



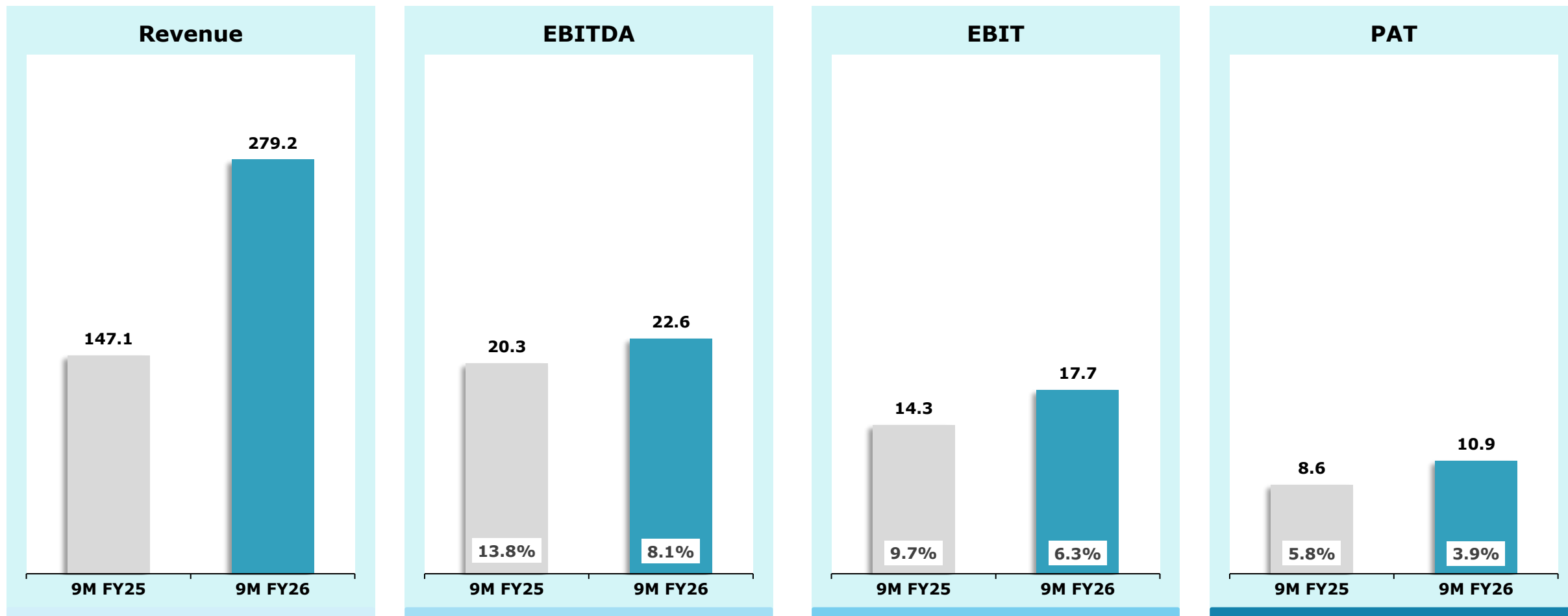
# 9M FY26 Standalone Financial Performance

₹ in Cr





# 9M FY26 Consolidated Financial Performance



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## 1. Financial Statements

- » Standalone Income Statement
- » Consolidated Income Statement

### Q3 & 9M FY26 Earnings Presentation

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# Standalone Income Statement

Particulars	Quarterly					Nine-Months			Yearly
	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY	FY25
<b>Revenue</b>	<b>17.8</b>	<b>18.0</b>	<b>(0.8%)</b>	<b>17.4</b>	<b>2.7%</b>	<b>53.6</b>	<b>54.3</b>	<b>(1.3%)</b>	<b>71.7</b>
Employee costs	12.6	13.3		12.4		39.7	39.0		53.6
Technical subcontractor costs	1.0	1.0		0.9		3.1	2.9		3.9
Other expenses	1.3	1.6		1.4		4.1	3.8		5.5
Other Income	1.4	0.8		0.3		3.1	2.0		2.7
<b>EBITDA</b>	<b>4.3</b>	<b>2.9</b>	<b>49.7%</b>	<b>3.0</b>	<b>46.0%</b>	<b>9.7</b>	<b>10.5</b>	<b>(7.6%)</b>	<b>11.4</b>
<b>EBITDA Margins</b>	<b>24.2%</b>	<b>16.0%</b>	<b>815 bps</b>	<b>17.0%</b>	<b>716 bps</b>	<b>18.1%</b>	<b>19.4%</b>	<b>(124 bps)</b>	<b>15.9%</b>
Depreciation expense	0.8	0.7		0.8		2.3	2.4		3.2
<b>EBIT</b>	<b>3.5</b>	<b>2.1</b>	<b>64.3%</b>	<b>2.2</b>	<b>63.3%</b>	<b>7.4</b>	<b>8.1</b>	<b>(8.1%)</b>	<b>8.2</b>
<b>EBIT Margins</b>	<b>19.7%</b>	<b>11.9%</b>	<b>782 bps</b>	<b>12.4%</b>	<b>731 bps</b>	<b>13.8%</b>	<b>14.9%</b>	<b>(103 bps)</b>	<b>11.4%</b>
Finance costs	0.8	0.4		0.4		1.6	1.1		1.5
<b>PBT</b>	<b>2.7</b>	<b>1.7</b>	<b>62.3%</b>	<b>1.8</b>	<b>53.8%</b>	<b>5.8</b>	<b>6.9</b>	<b>(16.9%)</b>	<b>6.6</b>
Tax	1.1	(0.1)		0.6		0.9	2.1		1.7
<b>PAT</b>	<b>1.6</b>	<b>1.8</b>	<b>(9.5%)</b>	<b>1.2</b>	<b>38.1%</b>	<b>4.9</b>	<b>4.8</b>	<b>0.9%</b>	<b>4.9</b>
<b>PAT Margins</b>	<b>8.9%</b>	<b>9.8%</b>	<b>(86 bps)</b>	<b>6.7%</b>	<b>229 bps</b>	<b>9.1%</b>	<b>8.9%</b>	<b>19 bps</b>	<b>6.8%</b>



# Consolidated Income Statement

Particulars	Quarterly				Nine-Months		Yearly
	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	9M FY26	9M FY25	FY25
<b>Revenue</b>	<b>92.5</b>	<b>94.4</b>	<b>(2.0%)</b>	<b>49.0</b>	<b>279.2</b>	<b>147.1</b>	<b>234.1</b>
Employee costs	48.2	47.7		29.6	142.4	95.2	143.9
Technical subcontractor costs	31.3	35.7		8.2	101.9	23.6	55.4
Other expenses	4.3	4.2		3.3	12.7	10.3	12.5
Other Income	0.5	(0.1)		0.3	0.4	2.1	1.8
Total Profit of Associates	-	-		0.03	-	0.11	0.11
<b>EBITDA</b>	<b>9.2</b>	<b>6.8</b>	<b>36.3%</b>	<b>8.3</b>	<b>22.6</b>	<b>20.3</b>	<b>24.4</b>
<b>EBITDA Margins</b>	<b>10.0%</b>	<b>7.2%</b>	<b>281 bps</b>	<b>16.8%</b>	<b>8.1%</b>	<b>13.8%</b>	<b>10.4%</b>
Depreciation expense	1.6	1.6		2.0	4.9	5.9	7.9
<b>EBIT</b>	<b>7.6</b>	<b>5.2</b>	<b>47.4%</b>	<b>6.3</b>	<b>17.7</b>	<b>14.3</b>	<b>16.5</b>
<b>EBIT Margins</b>	<b>8.2%</b>	<b>5.5%</b>	<b>277 bps</b>	<b>12.8%</b>	<b>6.3%</b>	<b>9.7%</b>	<b>7.0%</b>
Finance costs	1.0	0.9		0.8	2.6	2.4	3.2
<b>PBT</b>	<b>6.7</b>	<b>4.3</b>	<b>54.1%</b>	<b>5.5</b>	<b>15.1</b>	<b>11.9</b>	<b>13.3</b>
Tax	3.0	0.9		1.8	4.2	3.4	3.4
<b>PAT</b>	<b>3.7</b>	<b>3.4</b>	<b>7.5%</b>	<b>3.7</b>	<b>10.9</b>	<b>8.6</b>	<b>9.9</b>
<b>PAT Margins</b>	<b>4.0%</b>	<b>3.6%</b>	<b>36 bps</b>	<b>7.5%</b>	<b>3.9%</b>	<b>5.8%</b>	<b>4.2%</b>

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### 3. Corporate Overview

- » Leadership Team
- » Awards & Recognition

## Q3 & 9M FY26 Earnings Presentation

NSE: XTGLOBAL

BSE: 531225





# Key Managerial Personnel & Corporate Head



**RAGHURAM KUSULURI**  
Chief Financial Officer



**SRIDHAR PENTELE**  
Company Secretary &  
Compliance Officer



**ALMA JOHN**  
Executive VP  
Consulting Services



**GANGADHAR SHARYALA**  
VP  
Microsoft Solutions



**DIANE GASPARRO**  
VP  
Sales



**RAVINDRA DUNNA**  
Director & GM  
IT & BPO



**MARK COURSON**  
VP  
Client Solutions



**BHARAT RAMPALLY**  
VP  
Technology Practices



**GANESH DURAIRAJ**  
VP  
Intelligent Automation



**VIJAYRAM DUNNA**  
Deputy GM  
Product Development



## Certifications



## Tech Partnerships



## Recognitions





## 4. Growth Drivers

- » Market Opportunities
- » Growth Strategy & Vision





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

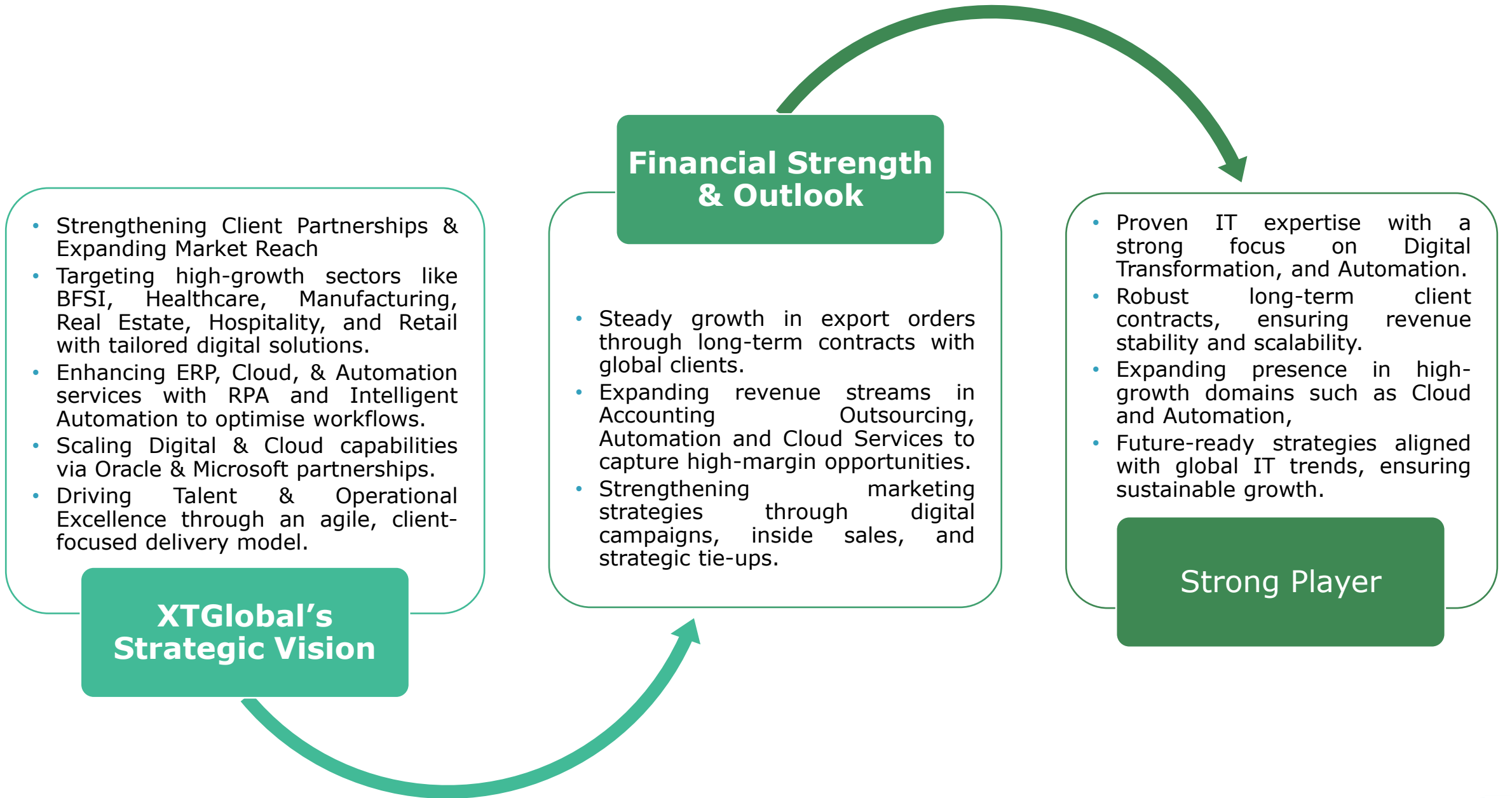
## Enterprise RPA & Process Outsourcing

- 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.





## 5. Historical Data

- » **Standalone Financials**
- » **Consolidated Financials**

### Q3 & 9M FY26 Earnings Presentation

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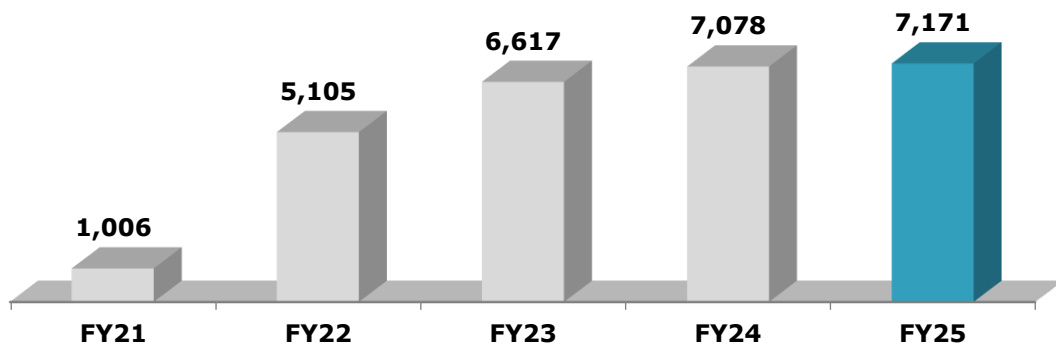
BSE: 531225





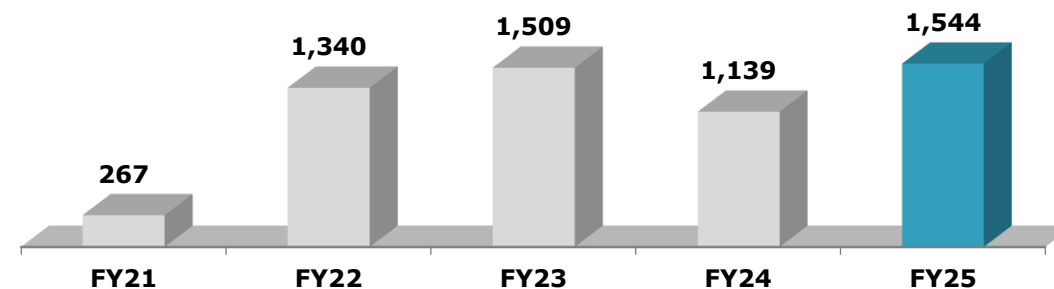
## REVENUE

CAGR ↑ 63.4%



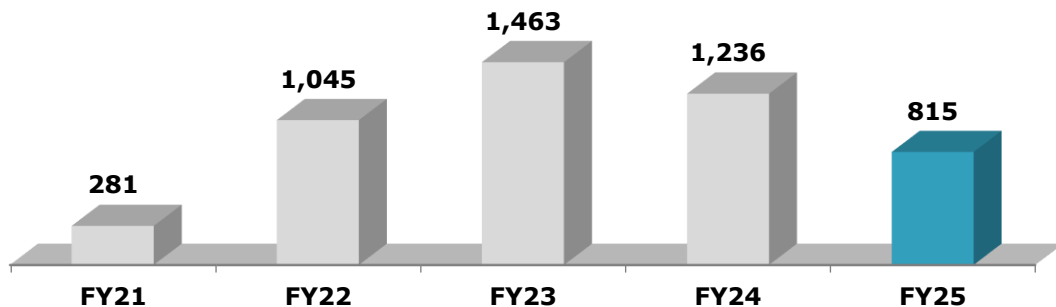
## EBITDA

CAGR ↑ 55.1%



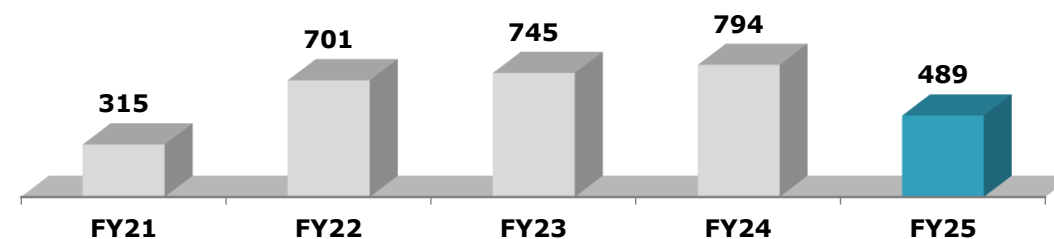
## EBIT

CAGR ↑ 30.5%



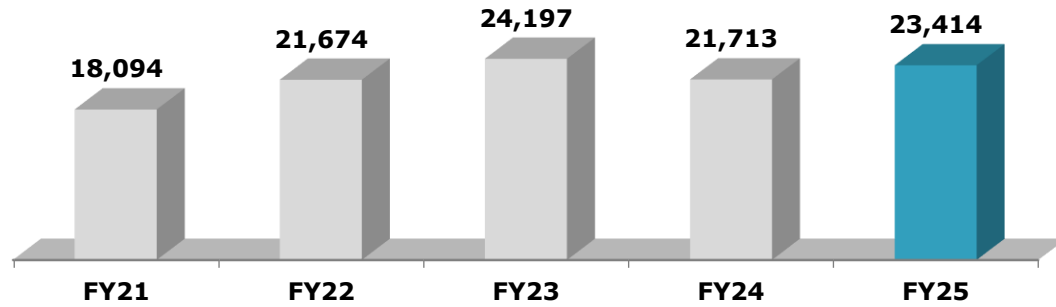
## PAT

CAGR ↑ 11.6%

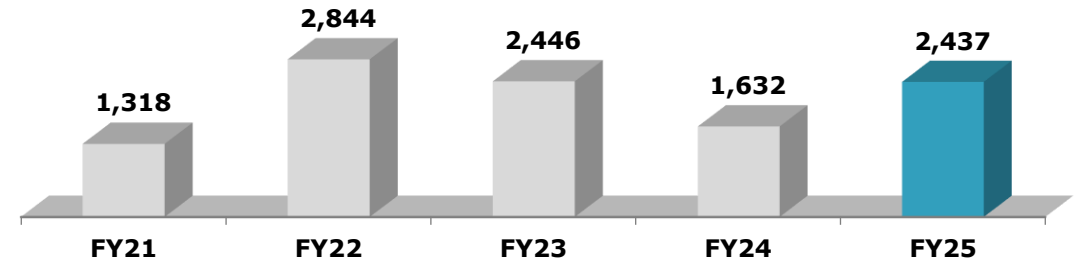




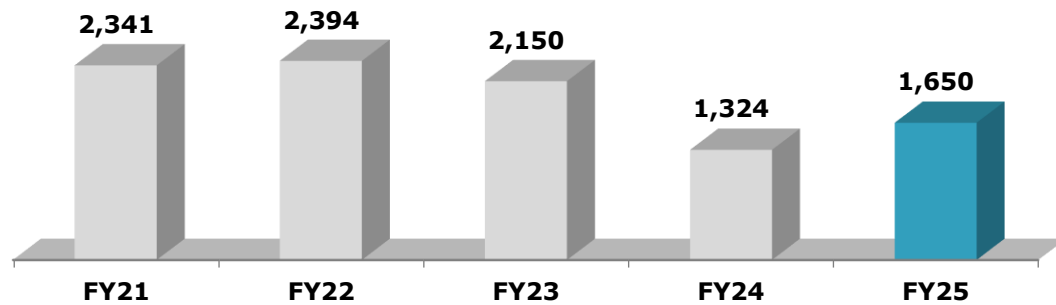
## REVENUE



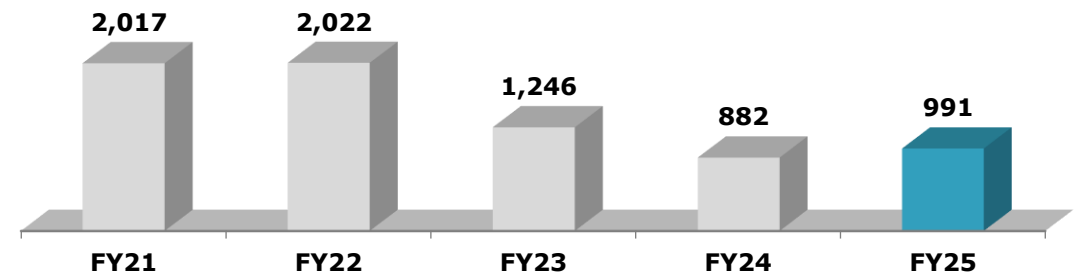
## EBITDA



## EBIT



## PAT



# THANK YOU



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**XTGLOBAL INFOTECH LIMITED**

CIN: L72200TG1986PLC006644

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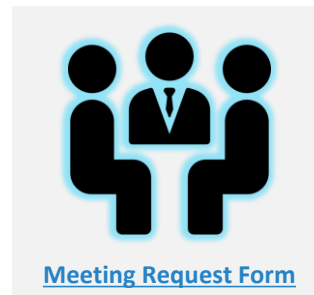
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