



XTGLOBAL INFOTECH LIMITED

Building Digital Transformation Journeys
for a Sustainable Tomorrow

Investor Presentation

June 2026

BSE: 531225 | NSE: XTGLOBAL



Cloud &
Infrastructure



Healthcare
Technology



AI &
Analytics



GCC as
a Service



Finance &
Accounting
Outsourcing



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Message from the CEO, President & Director



Mr. Ramarao Mullapudi
CEO, President & Director

“

Q1 FY27 marked a steady start to the year, with consolidated revenue rising by 1.1% YoY to ₹93.3 crore, along operating profitability improved meaningfully. Consolidated EBITDA increased 7.8% YoY to ₹7.1 crore, with EBITDA margin improving to 7.6%, reflecting our continued focus on operational efficiency and disciplined execution. Consolidated PAT for the quarter reaches ₹3.9 crore. During the quarter, we expanded our client base across the FAST Practice and IT Services businesses, with new engagements across the United States, Australia, Ireland and India. Our first Finance & Accounting Outsourcing engagement in Ireland marks an important step in expanding our presence in the European market.

As we progress through FY27, our focus remains on scaling the FAST Practice, expanding technology services relationships and deepening engagement with clients across our target markets. We will continue to strengthen our delivery capabilities, maintain operational discipline and convert new engagements into sustainable, long-term relationships and creating sustainable value for our customers and shareholders.

”



XTGLOBAL INFOTECH LIMITED

1. Financial Performance

- » **Key Business Highlights**
- » **Standalone Financial Performance**
- » **Consolidated Financial Performance**



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Key Business Highlights

- ▶ **New FAST Engagements Across Three International Markets:** The FAST Practice added seven new clients during Q1 FY27 across Australia, the United States and Ireland. The additions further strengthen XTGlobal's Finance & Accounting Services offering across international markets.
- ▶ **Expansion of IT Services Client Base:** The IT Services business added one client in India and US both. These engagements expand XTGlobal's client base across its technology services business.
- ▶ **New U.S. State Transportation Agency Engagement:** XTGlobal secured an engagement from a leading U.S.-based State Transportation Agency for an Internal eForms Modernization Program leveraging Adobe Experience Manager (AEM). The Work Order is for a 14 months period. The maximum amount payable under the Work Order is USD \$1.59 Million (approximately ₹14.8 Crores).
- ▶ **Entry into the Irish Market Through Finance & Accounting Services:** XTGlobal commenced its first Finance & Accounting Outsourcing engagement in Ireland, marking an important step in its European expansion. The engagement involves establishing an offshore finance support function from XTGlobal's India delivery centres. The scope includes management accounts support, accounts payable supervision, employee onboarding, HR administration and ongoing finance-function support.
- ▶ **Zoho Suite Implementation:** The Zoho transformation is 90% completion covering approximately 13 products/modules and with focus on final go-live, stabilization and realization of expected operational benefits.



Standalone Income Statement

Particulars (₹ Crore)	Quarterly					Yearly
	Q1 FY27	Q4 FY26	QoQ	Q1 FY26	YoY	FY26
Revenue	19.19	18.84	1.8%	17.77	8.0%	72.44
Employee costs	13.95	13.11		13.79		52.80
Technical subcontractor costs	0.85	0.93		1.15		4.07
Other expenses	1.56	1.97		1.22		6.12
EBITDA	2.82	2.82	0.0%	1.60	76.3%	9.45
EBITDA Margins	14.7%	15.0%	(27 bps)	9.0%	571 bps	13.0%
Other Income	1.04	1.02		0.92		4.12
Depreciation expense	0.79	0.78		0.77		3.08
EBIT	3.08	3.07	0.3%	1.75	75.6%	10.48
EBIT Margins	16.0%	16.3%	(24 bps)	9.9%	618 bps	14.5%
Finance costs	0.73	0.68		0.42		2.33
PBT	2.35	2.38	(1.6%)	1.33	76.2%	8.15
Tax	0.52	0.45		(0.19)		1.34
PAT	1.82	1.93	(5.7%)	1.52	19.8%	6.82
PAT Margins	9.5%	10.3%	(76 bps)	8.6%	94 bps	9.4%

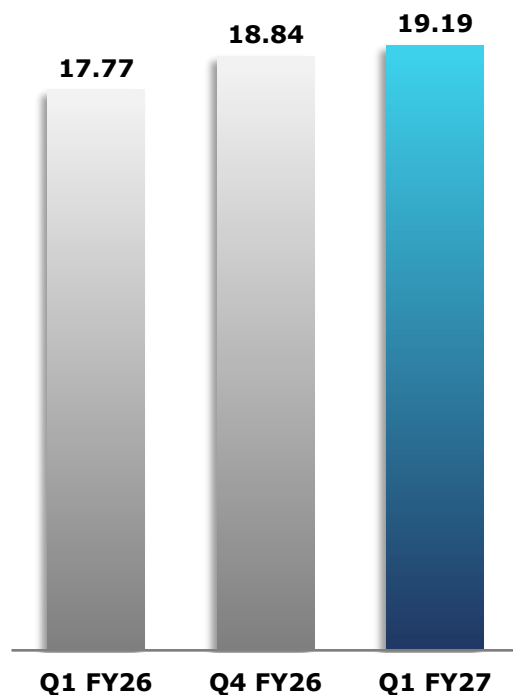


Standalone Q1 FY27 Financial Performance

₹ Crore

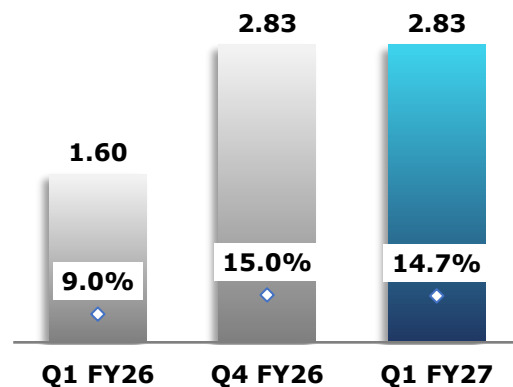
Revenue

YoY: 8.0%



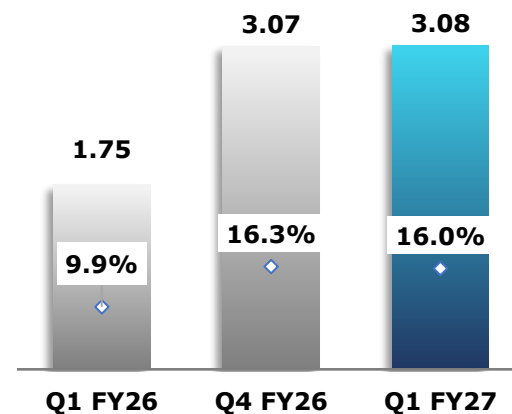
EBITDA

YoY: 76.3%



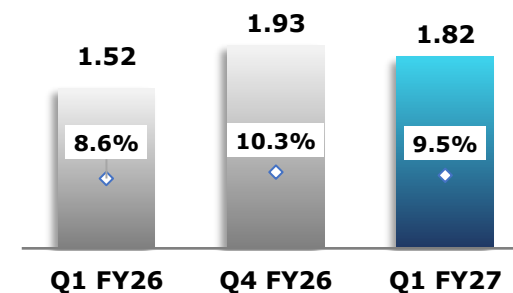
EBIT

YoY: 75.6%



PAT

YoY: 19.8%





Consolidated Income Statement

Particulars (₹ Crore)	Quarterly					Yearly
	Q1 FY27	Q4 FY26	QoQ	Q1 FY26	YoY	FY26
Revenue	93.30	89.52	4.2%	92.31	1.1%	368.72
Employee costs	44.95	45.11		46.52		187.47
Technical subcontractor costs	36.17	34.82		34.92		136.73
Other expenses	5.12	5.29		4.31		18.03
EBITDA	7.06	4.30	64.2%	6.55	7.8%	27.02
EBITDA Margins	7.6%	4.8%	277 bps	7.1%	47 bps	7.3%
Other Income	0.42	0.09		0.06		0.53
Depreciation expense	1.34	1.50		1.70		6.42
EBIT	6.15	2.89	2.1x	4.91	25.2%	20.60
EBIT Margins	6.6%	3.2%	336 bps	5.3%	127 bps	5.6%
Finance costs	0.91	0.82		0.79		3.43
PBT	5.24	2.07	2.5x	4.12	27.3%	17.17
Tax	1.35	(1.68)		0.38		2.55
PAT	3.89	3.74	4.0%	3.73	4.3%	14.62
PAT Margins	4.2%	4.2%	(1 bps)	4.0%	13 bps	4.0%

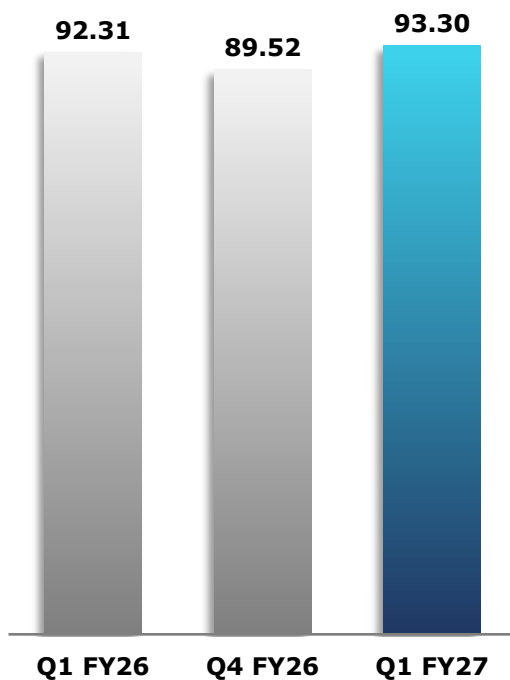


Consolidated Q1 FY27 Financial Performance

₹ Crore

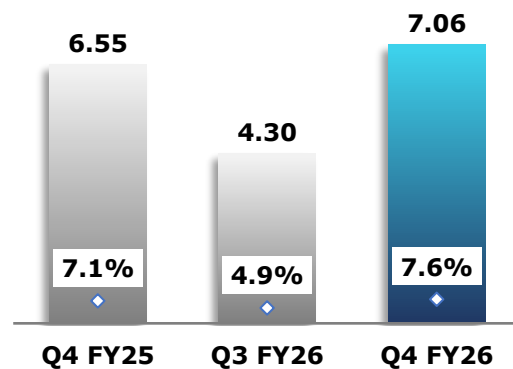
Revenue

YoY: 1.1%



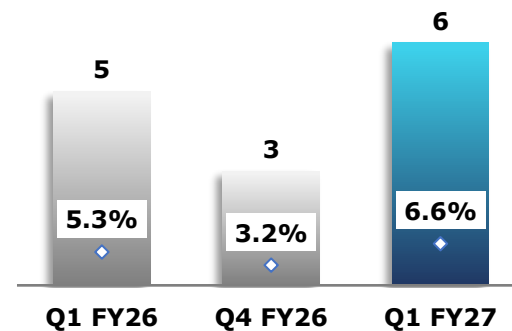
EBITDA

YoY: 7.8%



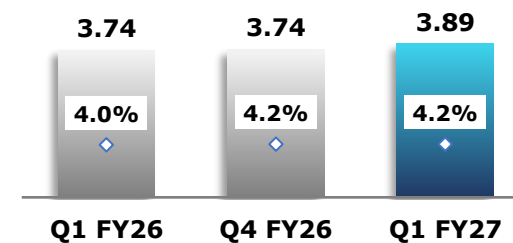
EBIT

YoY: 25.2%



PAT

YoY: 4.3%





XTGLOBAL INFOTECH LIMITED

2. Company Profile

- » **Company Profile**
- » **Milestone**
- » **Global Presence**
- » **Services Offered**
- » **Sector We Served**



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ABOUT XTGLOBAL

Digital Transformation. Cloud. AI. Finance Outsourcing.
Delivering Business Impact, Globally.

XTGlobal is a global technology services and consulting company helping enterprises accelerate transformation, optimize operations and drive long-term value.



₹36,872
Lakhs

FY26 Consolidated
Revenue



850+

Employees /
Consultants



500+

Global
Clients



700+

Projects
Delivered



37+

Years of
Experience



24/7

Global Support
via Offshore
Delivery Centers

TRUSTED BY GLOBAL ENTERPRISES



and many more...



Client-Centric
Approach



Innovation
Led



Business
Impact



Trusted
Partner



Global
Delivery



Global Delivery
Model



CMMI
Level 3

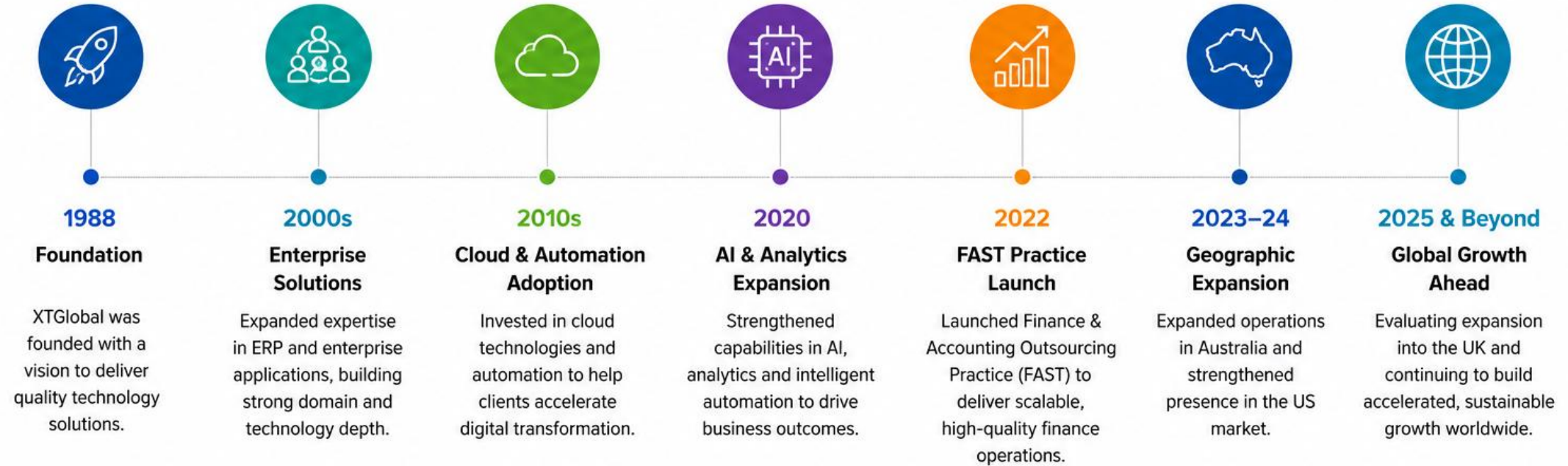


ISO 27001
Certified



Milestones

From our inception to a digital transformation partner of choice, we have continuously evolved our capabilities to deliver greater impact for our clients and stakeholders.



Client-Centric
Solutions that deliver measurable impact



Built on Trust
Long-term relationships across industries



Driven by Innovation
Investing in new-age technologies



Focused on People
Empowering talent, delivering excellence



Global Presence. Seamless Delivery.

A distributed delivery model that blends offshore scale with onshore proximity to deliver value around the clock.



**Global
Delivery Network**



**Round-the-Clock
Support**



**Proximity to
Clients**



**Scalable Offshore
Capability**

Our Engagement Models



**Managed
Services**



**Fixed Bid
Projects**



**Time &
Materials**



**Build-Operate-
Transfer (BOT)**



**ODTP
(On Demand Talent
Partnership)**



**GCC
Support**



Enterprise Solutions. Built for Scale.

Helping enterprises run smarter and grow faster with integrated applications, cloud platforms and modern infrastructure.



Oracle Solutions



Oracle Cloud Applications

End-to-end Cloud applications across Finance, HCM and SCM



Oracle E-Business Suite

Deep expertise in Financials, SCM and HCM modules



Oracle Analytics & Reporting

Data-driven insights for smarter and faster decisions



Oracle Integrations

Seamless integration across systems and business processes

Cloud & Infrastructure



Cloud Advisory & Strategy

Roadmap and guidance for cloud adoption and transformation



Cloud Managed Services

24/7 monitoring, optimization and support



Infrastructure Management

Reliable, secure and cost-efficient infrastructure

Outcomes



Optimize Operations



Reduce Complexity



Improve Security & Compliance

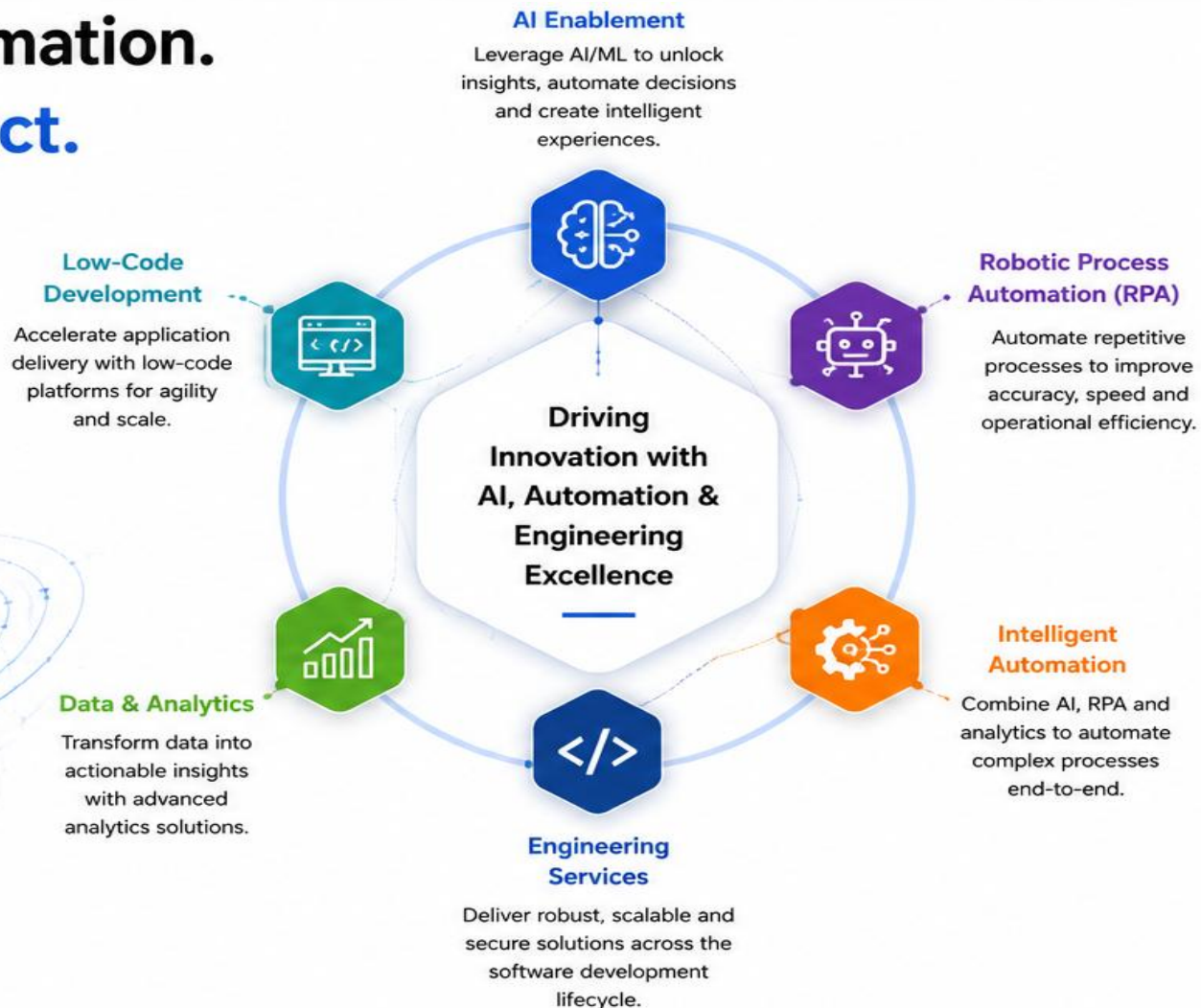
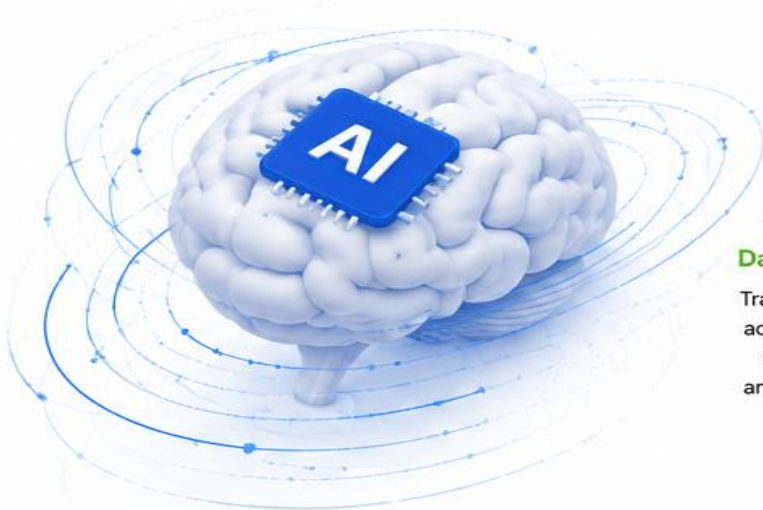


Accelerate Business Value



Intelligence. Automation. Engineering Impact.

We combine emerging technologies and engineering excellence to build intelligent, automated and future-ready solutions.



How We Help



Boost Productivity

Automate tasks and streamline operations



Improve Decision Making

Data-driven insights for better outcomes



Enhance Agility

Build, adapt and scale faster to change



Reduce Costs

Optimize resources and improve efficiency



Strengthen Resilience

Secure, reliable and future-ready solutions



Finance Operations. Delivered with Precision.

Our FAST (Finance & Accounting Shared Transformation) practice delivers reliable, scalable and cost-efficient finance operations that enable businesses to focus on growth.



Our Scale



84+

Billable
Resources



USD 200K

Monthly Billings
(Approx.)



9

Resources in
Australia



6+

Clients Added in
Australia

Global Delivery for Global Businesses





Transforming Industries. Delivering Real Impact.

We partner with organizations across industries to solve complex challenges, modernize operations and drive measurable outcomes.

Industries We Serve



Banking &
Financial Services



Healthcare &
Life Sciences



Transportation
& Logistics



Manufacturing
& Industrial



Telecom &
Technology



Retail &
Consumer



Insurance



Public Sector
& Government

Client Transformation Highlights



AI Enablement for Transportation Agency

AI-driven automation and engineering workflows to accelerate decision-making and project delivery.



Improved efficiency
and project outcomes



Cloud Managed Services for Healthcare Tech Provider

Azure-based managed services ensuring secure, scalable and highly available operations.



Enhanced security,
scalability and reliability



ERP Integration & Process Transformation

Seamless integration across Oracle ERP and EBS systems for a leading professional services firm.



Real-time visibility and
streamlined operations



AP Automation Implementation

End-to-end accounts payable automation to reduce manual effort and cycle time.



Faster processing,
higher accuracy



Low-Code Automation for Packaging Leader

Automated package management solution built on low-code platforms for greater agility.



Operational optimization
and cost efficiency



XTGLOBAL INFOTECH LIMITED

3. Management Team

- » **KMP & Corporate Head**
- » **Technology Ecosystem**
- » **Awards & Recognition**



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Key Managerial Personnel & Corporate Head



RAGHURAM KUSULURI

Chief Financial Officer



SRIDHAR PENTELA

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



Technology Capabilities & Ecosystem

Core Digital Capabilities



Cloud & Infrastructure Services

Cloud advisory, migration, managed cloud & DevOps



Oracle ERP Consulting

Oracle Cloud, EBS, Integrations & Analytics



Intelligent Automation & RPA

Process automation, bots, workflows & integrations



Low-Code / No-Code Platforms

Rapid application development & deployment



AI & Data Analytics

Data extraction, analytics, BI & real-time insights



Managed IT Services

Application support, infrastructure & operations

Strategic Technology Partnerships



Microsoft

Cloud Solution Provider

ORACLE

Gold Partner



Partner Network



Automation Partner



AUTOMATION ANYWHERE

Partner



mendix

Low-Code Partner

Enterprise Solutions



AP Automation Solutions



Intelligent Document Processing



Data Extraction & Workflow Automation



Cloud Migration Services



Enterprise Application Support



Digital Transformation Programs



Certifications & Recognition

A. Certifications & Compliance



ISO 27001
Information Security
Management System



SOC Certified
System & Organization
Controls



CMMI DEV ML3
Capability Maturity Model
Integration



MBE Certified
Minority Business
Enterprise



NMSDC Certified
National Minority Supplier
Development Council

B. Industry Recognition



Deloitte Technology Fast 500
Recognized among the fastest
growing technology companies



Inc. 5000
Recognized among America's
Fastest-Growing Private Companies



Tech Titans
Recognized for innovation and
technology excellence



Dallas Top 100
Recognized among Top 100
Private Companies in Dallas



XTGLOBAL INFOTECH LIMITED

4. Growth Drivers

- » Strategic Vision
- » Structural Trends
- » Key Growth Drivers



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OUR VISION

To be a trusted global partner in digital transformation, enabling enterprises to innovate, scale and achieve sustainable success.

OUR STRATEGIC PRIORITIES



STRENGTHENING CLIENT RELATIONSHIPS

- Expand wallet share with existing clients.
- Build long-term strategic partnerships.



EXPANDING GLOBAL PRESENCE

- Increase penetration in international markets.
- Drive export-led growth with global clients.



SCALING DIGITAL & CLOUD CAPABILITIES

- Invest in AI, cloud, automation and advanced analytics.
- Deliver innovative, high-value solutions.



ENHANCING OPERATIONAL EXCELLENCE

- Drive agile delivery and talent optimization.
- Strengthen offshore operations for scalability and efficiency.



MARGIN & REVENUE IMPROVEMENT FOCUS

- Improve service mix and expand recurring revenue streams.
- Drive operating leverage for sustainable profitability.



Structural Trends

**Powerful
Trends.
Expanding
Opportunities.**



01 ENTERPRISE DIGITAL TRANSFORMATION

- Increasing enterprise spending on AI, data, cloud, automation and ERP modernization.
- Strong demand for agile, intelligent and scalable solutions.



02 CLOUD & AUTOMATION ADOPTION

- Enterprises rapidly migrating to cloud infrastructure.
- Growing adoption of RPA and intelligent automation improving productivity and reducing costs.



03 OFFSHORE OUTSOURCING OPPORTUNITY

- Rising global demand for IT outsourcing, BPO and managed services.
- Strong opportunity in BOT models and offshore delivery.



04 AP AUTOMATION MARKET EXPANSION

- Enterprises prioritizing cost reduction, compliance and faster invoice processing.
- Shift towards intelligent AP automation platforms.



05 STRONG IT INDUSTRY GROWTH OUTLOOK

- Global IT spending expected to exceed USD 5.4 trillion.
- Rising enterprise automation and cloud transformation budgets.

STRONG INDUSTRY GROWTH



USD 5.4 Trillion+

Global IT spending expected



9.4% CAGR

IT services market projected to grow through 2030



AI & Automation

Driving significant increase in enterprise investments



Offshore Growth

Increasing demand for cost-efficient global talent and BOT delivery models



Cloud Adoption

Enterprises accelerating cloud migration and modernization



Market Opportunities



CIRCULUS AP AUTOMATION PLATFORM



- Intelligent invoice processing and workflow automation platform.
- Delivers efficiency, compliance, faster processing and financial accuracy.
- Growing adoption among enterprises seeking digital finance transformation.



CLOUD & AUTOMATION SOLUTIONS



- Expertise across Oracle, Microsoft, UiPath and Automation Anywhere.
- Enabling cloud migration, DevOps and automation-driven solutions.
- Helping enterprises optimize operations and reduce costs.



ERP & DIGITAL TRANSFORMATION SERVICES



- Strong capabilities in ERP, HCM, SCM and Oracle Cloud Applications.
- Enterprise application modernization and system integration.
- Transforming business models and enhancing agility.



ENTERPRISE RPA & BPO



- Delivering intelligent workflow automation end-to-end.
- Business process outsourcing capabilities position us for significant market penetration.
- Driving operational efficiency for global enterprises.



FINANCE & ACCOUNTING OUTSOURCING



- Strong and growing offshore demand from U.S. enterprises.
- Well-positioned in Finance & Accounting outsourcing services.
- Enabling cost optimization and access to global talent.

POWERED BY STRATEGIC TECHNOLOGY PARTNERSHIPS

ORACLE

Microsoft

aws

UiPath

AUTOMATION
ANYWHERE
So be great.

mx mendix



Key Growth Drivers



01 AI & AUTOMATION-LED SERVICES EXPANSION

- Expanding AI, RPA and intelligent automation capabilities.
- Driving digital transformation for enterprises across industries.



02 STRONG ORACLE & MICROSOFT PARTNERSHIPS

- Long-standing technology alliances strengthening cloud, ERP and enterprise solutions.
- Driving innovation with leading global technology partners.



03 RECURRING GLOBAL CLIENT ENGAGEMENTS

- Long-term contracts with global enterprises providing revenue visibility.
- High client retention driven by trusted partnerships.



04 OFFSHORE DELIVERY & MANAGED SERVICES

- Cost-efficient offshore delivery model with 24/7 global support.
- High-quality managed services and BOT delivery capabilities.



05 DIVERSIFIED INDUSTRY PRESENCE

- Serving clients across BFSI, Healthcare, Manufacturing, Retail, Hospitality and Telecom.
- Reduces sector concentration risk and enhances resilience.



06 HIGH-MARGIN DIGITAL REVENUE MIX

- Increasing contribution from cloud, automation, outsourcing and managed services.
- Focus on higher-value, high-margin digital solutions.



 **850+**
Professionals Globally

 **700+**
Projects Delivered

 **500+**
Happy Clients Worldwide

 **24/7**
Global Support via Offshore Delivery Centers



XTGLOBAL INFOTECH LIMITED

5. Historical Data

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



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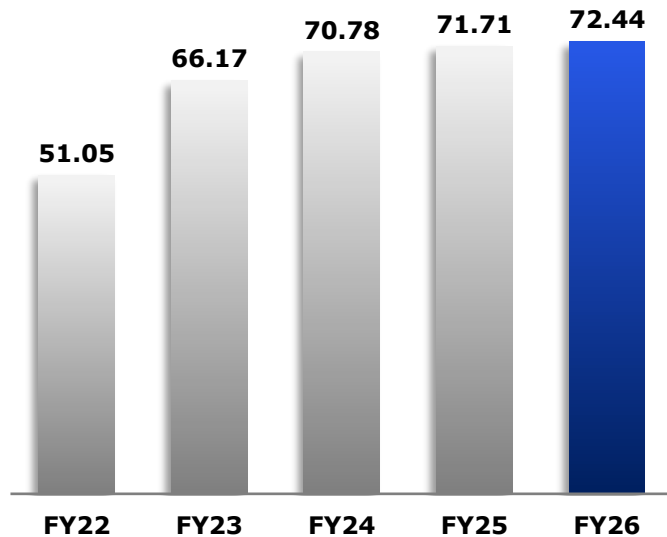
BSE: 531225



Historical Standalone Performance

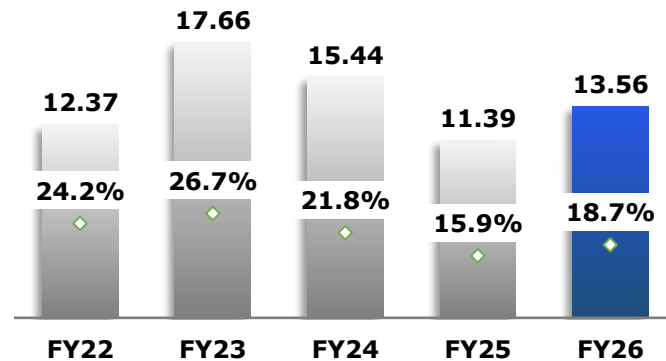
Revenue

CAGR: 9.1%



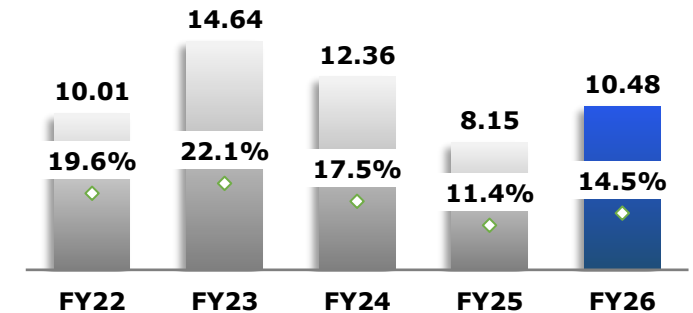
EBITDA

CAGR: 2.3%



EBIT

CAGR: 1.2%



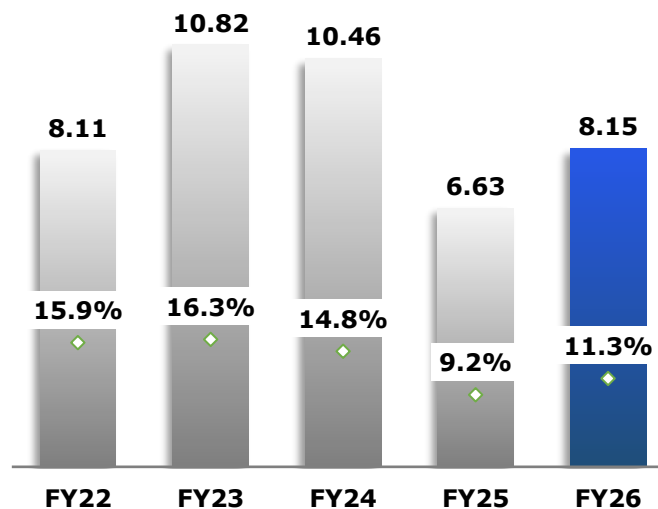
₹ Crore



Historical Standalone Performance

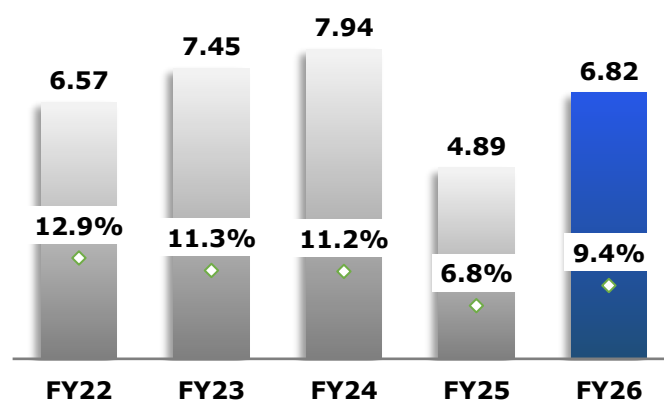
PBT

CAGR: 0.1%



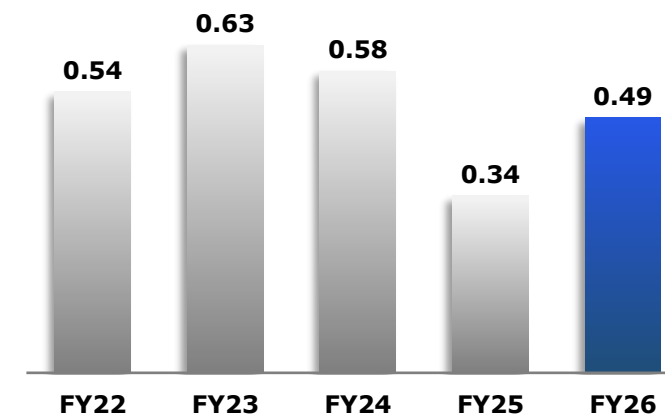
PAT

CAGR: 0.9%



EPS

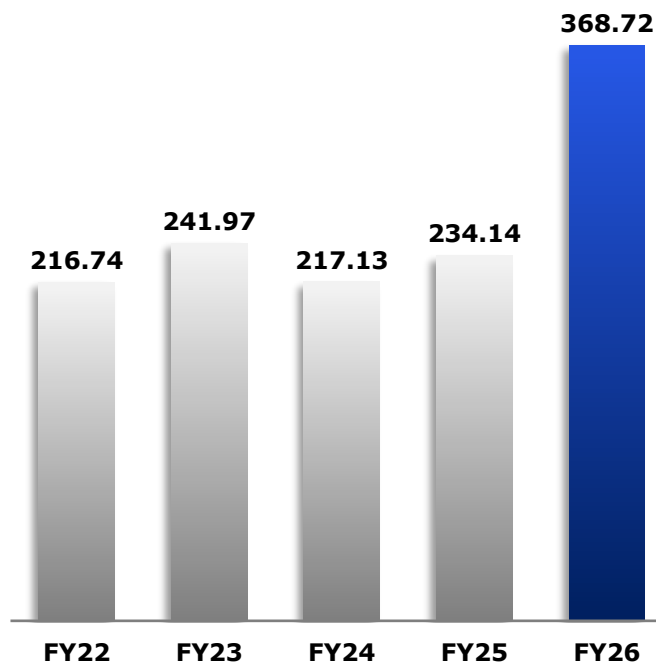
₹ Crore;
EPS in ₹



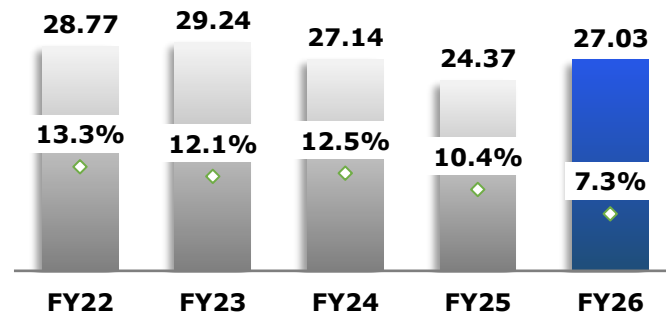


Historical Consolidated Performance

Revenue

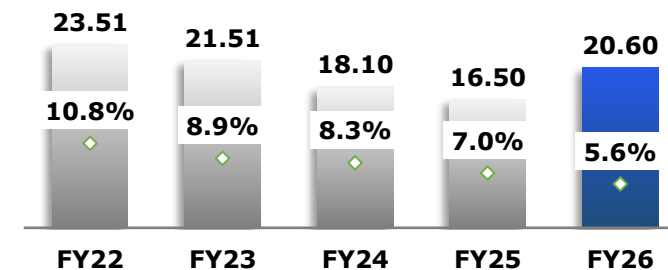


EBITDA



EBIT

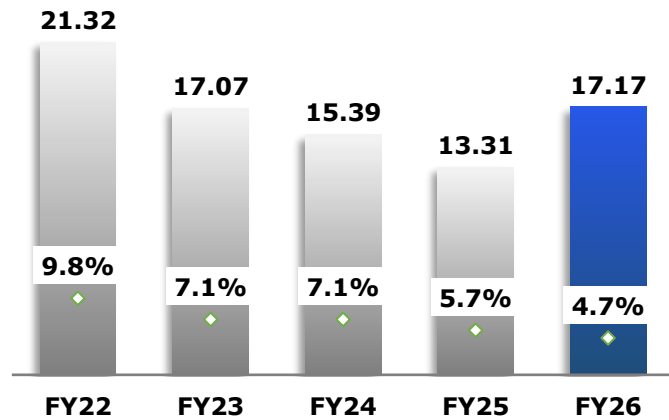
₹ Crore



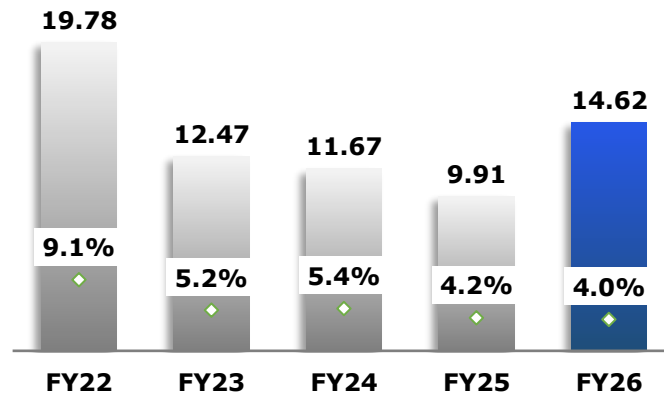


Historical Consolidated Performance

PBT

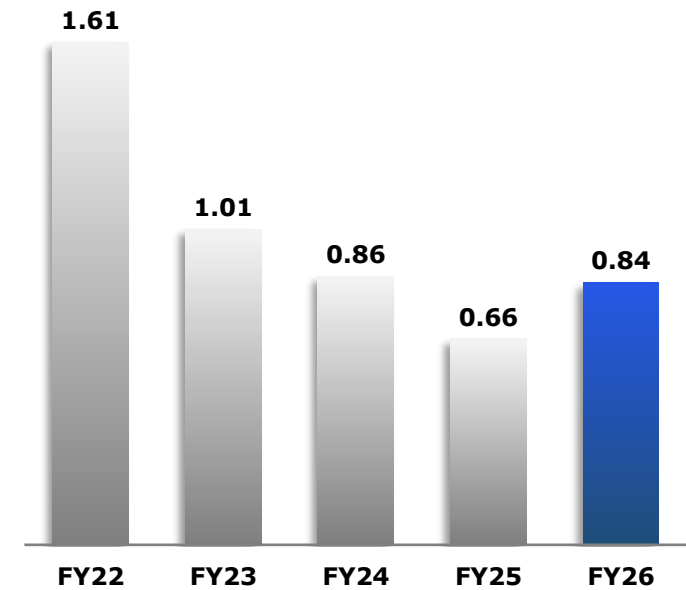


PAT



EPS

₹ Crore;
EPS in ₹





XTGLOBAL INFOTECH LIMITED

CIN: L72200TG1986PLC006644

Connect with us

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Mr. Sridhar Pentela

Company Secretary & Compliance Officer

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THANK YOU

GLOBAL OFFICES

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📍 **HYDERABAD – INDIA**
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Financial District, Nanakramguda,
Hyderabad – 500032
Telangana, India
☎ 040 6635 3456

📍 **VISAKHAPATNAM – INDIA**
Plot No 19, Hill No 3, APIIC,
Madhurawada IT/ITES SEZ,
Visakhapatnam – 530045
Andhra Pradesh, India



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