XTGLOBAL INFOTECH LIMITED
Regd Office: Plot No. 31P & 32, 3rd Floor,
Tower A, Ramky Selenium, Financial District,
Nanakramguda, Hyderabad – 500 032
Tel No.: 040 – 66353456
CIN: L72200TG1986PLC006644

Date: 21/08/2025

To, The Listing Department, **BSE Limited,** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. **BSE Scrip Code: 531225**	To, The Listing Department, **National Stock Exchange of India Limited,** Exchange Plaza, C-1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051. **NSE Symbol: XTGLOBAL**

Subject: Transcript of Q1 FY27 Earnings Conference Call held on Monday, August 17, 2026.

Dear Sir/Madam,

Please refer to our Q1 FY27 Earnings Conference Call, scheduled for Monday, August 17, 2026, at 5:00 PM (IST), as announced in our letter dated August 12, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Q1 FY27 Earnings Conference Call transcript.

You are requested to take the same on record.

Thanking you,

Yours faithfully,
For XTGlobal Infotech Limited

Pentela Sridhar
Digitally signed by Pentela Sridhar
Date: 2026.08.21 17:31:07 +05'30'

Sridhar Pentela
Company Secretary & Compliance Officer
ACS 55735

XTGlobal Infotech Limited
Q1 FY27 Earnings Conference Call Transcript
Monday, 17th August 2026

MANAGEMENT:

- **Mr. Ramarao Mullapudi - CEO, President & Director**

Others:

- **Mr. Raghuram Kusuluri - Chief Financial Officer**
- **Mr. Sridhar Pentela - Company Secretary & Compliance Officer**

Moderator: Ladies and gentlemen, good day and welcome to XT Global Infotech Limited Q1 FY27 Earnings Conference Call hosted by Rik Capital.

We have with us today from the XT Global Infotech Limited Management, Mr. Ramarao Mullapudi - CEO, President and Director, Mr. Raghuram Kusuluri - Chief Financial Officer, Mr. Sridhar Pentela - Company Secretary and Compliance Officer. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes.

Should you need assistance during the conference call, please signal an operator by pressing "*" and then "0" on your touchtone phone. Please note that this conference is being recorded.

Before we proceed with this call, I would like to take this opportunity to remind everyone about the disclaimer related to this conference call. Today's discussion may be forward-looking in nature based on management's current beliefs and expectations. It must be viewed in conjunction with the risks that our business faces that could cause our future results, performance or achievements to differ significantly from what may be expressed or implied by such forward-looking statements. I now hand the conference over to Mr. Raghuram Kusuluri - Chief Financial Officer, for opening remarks. Thank you and over to you, sir.

Raghuram Kusuluri: Thank you. Good evening, everyone, and thank you for joining the XT Global Infotech Limited Q1 Financial Year 2027 Earnings Conference Call.

We appreciate your time and continued interest in the company. I trust you have had an opportunity to review our Financial Results, Press Release and the Investor Presentation for the quarter ended June 30th 2026, which have been made available through the stock exchanges and our company's website.

Q1 marked the beginning of a new financial year with a steady operating performance. During the quarter, we continued to broaden our client base across our finance and accounting services and IT services businesses, while also making progress in expanding our presence across international markets.

We also continued to focus on delivery capabilities and operational discipline as we develop our business across these areas.

In the discussion today, I will briefly touch upon the operating environment during the quarter, followed by an update on our business developments and financial performance.

With that, let me begin with the broader economic and industry environment:

The global technology services environment during the first quarter of FY27 remained measured with the businesses continuing to assess technology spending against a backdrop of macroeconomic uncertainty, geopolitical developments and changing priorities around technology investments. Across the IT services industry, the quarter reflected a cautious demand environment. Clients remained selective on discretionary technology spending, while decision-making cycles for certain projects continued to take longer.

At the same time, enterprises continued to prioritize initiatives that can improve productivity, optimize costs and deliver measurable business outcomes. Artificial intelligence continued to influence technological discussions during the quarter. The focus is increasingly moving beyond experimentation toward the practical deployment of AI within enterprise processes, applications and technology environments. This is creating both pressure and opportunity for IT service providers as clients evaluate how emerging technologies can be integrated into existing systems while improving efficiency.

For us, this environment places greater importance on execution quality, domain expertise, automation capabilities and the ability to support clients through technology led business transformation. Our focus during the quarter remained on expanding client relationships, strengthening our service offerings and developing our presence across the selected international markets.

Coming to operational performance during the quarter, we continued to focus on broadening our client relationships and developing our presence across key international markets. Our finance and accounting services practice added seven new engagements across Australia, the United States and Ireland during the 1st Quarter of Financial Year'27. These additions provide further opportunities to extend our finance and accounting services capabilities across multiple geographies. In parallel, the IT services business added clients in India and the United States, supporting the continued development of our technology services portfolio.

We also entered the Irish market through our first finance and accounting outsourcing engagement. The engagement involves establishing an offshore finance support function from our India delivery centers, covering areas such as management account support, accounts payable supervision, employee onboarding, HR administration and ongoing finance function support. This represents an additional geography for our finance and accounting practice and provides a base from which we can develop further relationships in the European market. Alongside business development, we continued our internal transformation initiatives to go paperless. We started Zoho implementation that has been completed 90% during the quarter, covering around 13 products and modules with the remaining focus and final goal is stabilization and realization of the expected operational benefits.

Overall, the quarter was focused on adding new client relationships, entering selected markets and strengthening our operating platform. These initiatives are intended to provide a broader base for execution as we progress through Financial Year27.

Let me now take you through our financial performance for the quarter ended June 30th, 2026. On a standalone basis, revenue from operations stood at ₹19.19 crore, representing 8% year-on-year increase and 1.8% quarter-on-quarter improvement. EBITDA was ₹2.82 crore compared with ₹1.60 crore in Q1 Financial Year'26, resulting in 76.3% year-on-year increase. EBITDA margin for the quarter was 14.7% compared with 9% in Q1 2026, representing a year-on-year growth of 571 BPS. Earnings before interest and tax stood at ₹3.08 crore, up by 75.6% year-on-year, with margins at 16% year-on-year upward movement of 618 BPS. Standalone profit after tax for the quarter was ₹1.82 crore, an increase of 19.8% year-on-year and profit after tax margins stood at 9.5%, up 474 BPS year-on-year during the quarter.

Moving to consolidated performance, Revenue increased to ₹93.30 crore compared to ₹92.31 crore in Q1 2026, representing a 1.1% year-on-year increase.

On a quarter-on-quarter basis, revenue increased by 2% from ₹89.52 crore in Q4 financial year 2026. Consolidated EBITDA increased to ₹7.06 crore, representing a 7.8% year-on-year increase. More significantly, earnings before interest and depreciation improved by 64.2% quarter-on-quarter, with the margin moving to 7.6% from 4.8% in Q4 2026 and 7.1% in Q1 2026.

Consolidated earnings before interest stood at ₹6.15 crore, a 25.2% year-on-year growth and 2.1% quarter-on-quarter rise, with the margin improving to 6.6%. Consolidated profit after tax was ₹3.89 crore, representing a 4.3% year-on-year growth compared to ₹3.73 crore in Q1 financial year 2026. Profit after tax margin remained broadly stable at 4.2%. Overall, the financial performance during the quarter reflects a combination of modest top-line movement and improved operating profitability.

The sequential improvement in consolidated EBITDA was particularly notable, whilst the year-on-year comparison indicates continued progress in profitability despite the measured demand in environment prevailing across the broader technology services industry. Our focus remains on maintaining this operating discipline while continuing to develop the underlying business across our service lines and geographies.

With this, I would like to conclude and open the floor for any questions. Thank you all.

Moderator: Thank you very much. We will now begin the question-and-answer session. Your first question comes from the line of Rishabh Sharma with VP Capital. Please go ahead.

Rishabh Sharma: Hello. Am I audible?

Moderator: Yes.

Rishabh Sharma: Thank you for the opportunity.

Moderator: Rishabh sir, you are not audible now.

Rishabh Sharma: Am I audible now?

Moderator: This is much better. Please go ahead.

Rishabh Sharma: How does the management see PaaS evolving as the key growth engine particularly across the international markets?

Ramarao Mullapudi: This is Rama. So, basically what we are looking at in, we just, as we said, our CFO Raghuram informed us. We have Australian market and Ireland-Europe market that we are focusing on. We believe that next year the focus on Australia and Ireland will be high and then we expect it to be getting into the million dollars, both local currencies over the next year.

Rishabh Sharma: So, sir how much percentage of revenue you will be expecting from?

Ramarao Mullapudi: So, the next year, what we see is that it could be depending, right now we are about like less than 10% I would say for the next couple of years for sure is what would be because given the current revenue. Total, yes.

Rishabh Sharma: Okay sir. And sir in which area AI, cloud, automation or digital transformation in all of this offer the growth opportunity for XT Global?

Ramarao Mullapudi: So, we see a lot of growth right now in the AI and cloud technologies. We won based on the recent, we are getting into U.S. government projects, which we were not before. We were mainly focused on private sector until last year or the last quarter. Now, we won couple of new, like a general admission into a couple of government contracts right now. So, we still have to win the particular RFP thing, but we are generally into the system. So, we expect to see growth in public sector as well in the U.S. at this point of time in these technologies, modern technologies that we talk.

Rishabh Sharma: Okay. Any more U.S contracts in the pipeline along with the expected revenue and current order pipeline**.**

Ramarao Mullapudi: Yes, we do have, we recently actually part of this quarter, but we got admitted into general bidding for a couple of state, sectors. So, we still have to participate in individual RFPs, but we see that as a growth opportunity that we would be seeing in the near future, that our revenues in U.S. will grow in that sector for this market.

Rishabh Sharma: Okay, understood. Thank you, sir.

Moderator: Thank you. The next question comes from the line of Omkar More, an individual investor. Please go ahead.

Omkar More: Hello. My question is, what is XTGlobal's strategy to deepen relationship and increase wallet share with existing global clients?

Ramarao Mullapudi: So, can you repeat that please? It was little audible.

Omkar More: What is XT Global's strategy to deepen relationship and increase wallet share with existing global clients?

Ramarao Mullapudi: Yes. So, right now, until last year, our major revenue was coming from existing U.S. revenue. And the major clients, especially on the product revenue, right now, we are about, like AP products about 15% to 20% of revenue is coming from directly SaaS AP product. That is based on their volumes is naturally getting increased in that revenue as well as we hide, yes. So, for the other clients, right, we see, we actually added one client. That particular client just started using us and we believe that is going to grow a lot over the next year or so. Similarly, our focus is still on a few of the existing clients. We are increasing incremental revenue on them as well. And we are adding new clients obviously.

Omkar More: Okay sir. So, my second question is, how does management plan to build scale in U.S. and Europe markets, particularly following recent client addition?

Ramarao Mullapudi: For U.S., right, we have our sales team and U.S. So, we see, based on the public sector that I was answering the previous question, right, that is a segment that we never focused earlier. We have seen a lot of traction in there. That revenue will be natural addition. And this is more of a revenue in U.S., delivering in U.S. So, the revenue percentage will be high in U.S. because earlier, whatever we did last three years, Majority of them is offshore delivering. And Europe also, we just started, right, we just added our first client in Ireland, which we see that we believe that it will grow there as well.

Omkar More: Thank you, sir.

Moderator: Thank you. Your next question comes from the line of Sahil Gupta, an individual investor. Please go ahead.

Sahil Gupta: Hello.

Moderator: Yes, sir. Please go ahead with your question.

Sahil Gupta: My question is, how does management see GCC engagement involving from initial teams, building into larger long-term strategic relationship with clients?

Ramarao Mullapudi: Yes, so we are seeing like in GCC, one of our focus, because of our infrastructure ability and the structure that we have in place, we are targeting GCC customers in mid-market segment right now. And most of the mid-market that we are talking, they wanted to start with few resources or a small team to begin with. And then once they understand the delivery and then their internal processes, slowly adapt to a bigger set of team. So, we are in process of acquiring the GCC customers. When we say GCC, either with a small team with three to five members, so it can go up to 50 members, right? But that is one of the areas that we are focusing to address, mainly in the US market right now. And we see that that is an ongoing process for us.

Sahil Gupta: Okay. Thank you.

Moderator: Thank you. Our next follow-up question comes from the line of Rishabh Sharma with VP Capital. Please go ahead. Rishabh, your line is unmuted. Please proceed with your question.

Rishabh Sharma: Hello.

Moderator: Yes, sir. Please go ahead.

Rishabh Sharma: Sir, my question is on consolidated revenue. So, it grew only by 1.1% year-on-year. So, what is your outlook on this?

Raghuram Kusuluri: In fact, Rishabh, there is an increase, but there is a shift happening from onsite to offshore. In fact, there is an increase in client base. Because of that, suppose if you are building an onsite resource at $70, we have to build the same at $35 in India when we do offshore. So, in fact, that is the difference. Otherwise, in fact, in real terms, we are growing, but when you compare the exact numbers, that is the difference, actually. So, the shift is happening because of this H1 and other things. So, because of a lot of these curves and H1, in fact, we started long back from onsite to offshore. So that is the difference, in fact.

Rishabh Sharma: Also, sir, on consolidated EBITDA, it has been improved to 7.6%. So how sustainable is this number?

Raghuram Kusuluri: Yes, that number is true, actually. Because the expense is also drastically reduced. When it comes to onsite vs offshore, the offshore margin will be higher. Even though the revenue is halved, but the profit margin will definitely increase when compared to onsite versus offshore. The resources are cheaper here when compared to onsite. That is sustainable.

Rishabh Sharma: Okay. So, the strategic plan specifically calls for the improved service mix and expanding recurring revenue stream. So, which services currently offer the highest margins?

Raghuram Kusuluri: Yes. Our product and both finance and accounting services. Those two are--

Rishabh Sharma: Give me margin number.

Raghuram Kusuluri: The product, we have a 25% margin, 25% out of our total revenue, 25% is product, and around 14% is coming from finance and accounting services. Those are recurring in nature. And they keep on adding resources. Suppose if you are starting with one resource for one of our clients, for finance accounts, they will keep on adding resources. Initially, they will start outsourcing the accounts payable, and they will add accounts receivable, and R2R, like that. For example, for particular clients, we started with one resource. Now we are serving for 10 resources, like that. So that is recurring, actually.

Rishabh Sharma: Okay, understood.

Raghuram Kusuluri: Margins are on the high side.

Rishabh Sharma: Okay.

Ramarao Mullapudi: And to add to Raghuram's call, we have our Circulus product, which is an automation product, that once the customer signs up and starts utilizing, we usually see a long-term engagement, and the profit margin is very sustainable, and that is a good way that is helping us grow the profit as well, on the product side.

Rishabh Sharma: Are you planning on giving the dividend this quarter? This financial year.

Ramarao Mullapudi: So, this year we think about, but next quarter maybe we will consider, once we declare the results, right? That is what we are going to be looking at.

Rishabh Sharma: Okay, sir. Thank you, sir, and all the best.

Ramarao Mullapudi: Yes. Thank you.

Moderator: Thank you. As there are no further questions from the participants, I now hand the conference over to the management for closing comments. Over to you, sir. Thank you.

Raghuram Kusuluri: Thank you. So, thank you all, and I would like to extend my sincere gratitude to our Board of Directors for their invaluable guidance, our employees for their continued dedication, our customers for their trust, and our shareholders for their steadfast support. Thank you, everyone.

Moderator: Thank you, members of the management. On behalf of XT Global Infotech Limited, that concludes this conference. Thank you, everyone, for joining us, and you may now disconnect your lines. Thank you.

(This document has been edited for readability purposes.)