

**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: 14/02/2025

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 for the Quarter and Nine months ended 31st December, 2024 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 for the quarter and Nine months ended 31st December, 2024. 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: 2025.02.14 19:17:28
+05'30'

Sridhar Pentela

Company Secretary and Compliance Officer
ACS 55735





XT Global Infotech Limited

Earnings Presentation Q3 & 9M FY25

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.





Presentation Content

- ▶ 1. Financial Performance
- ▶ 2. Growth Drivers
- ▶ 3. Management Team
- ▶ 4. Historical Financials
- ▶ 5. Annexure





Earnings Presentation Q3 & 9M FY25



1. Financial Performance

- » Q3 & 9M FY25 Financial Performance
- » Key Highlights

BSE: 531225
NSE: XTGLOBAL



Message from CEO, President & Director's Desk



Mr. Ramarao Mullanpudi
CEO, President & Director

“

XTGlobal Infotech has demonstrated resilience and operational excellence, ensuring steady growth with Q3 FY25 revenue stood at ₹4,905 lakhs, with EBITDA surging 45.6% QoQ to ₹789 lakhs. EBITDA margins improved by 496 bps to 16.1%, while EBIT grew 41.6% QoQ to ₹626 lakhs, with margins rising to 12.8%. PAT increased 35.5% QoQ to ₹368 lakhs, due to strategic cost management. For 9M FY25, revenue stood at ₹14,709 lakhs, with EBITDA at ₹1809 lakhs and EBIT at ₹1432 lakhs with disciplined cost management driving EBITDA and EBIT margin improvements. PAT reached ₹855 lakhs, with a 5.8% margin.

Looking ahead, we remain committed to revenue growth, service enhancement, acquisition and leveraging technology. With IT services evolving through digital transformation, cloud adoption, and AI, demand remains strong despite macroeconomic uncertainties. By strengthening capabilities in cloud services, data analytics, and enterprise solutions, we aim to enhance our market position. Investing in talent and technology will help us navigate industry shifts and capture growth opportunities. We appreciate our employees, stakeholders, and investors for their support and remain confident in delivering long-term value.”

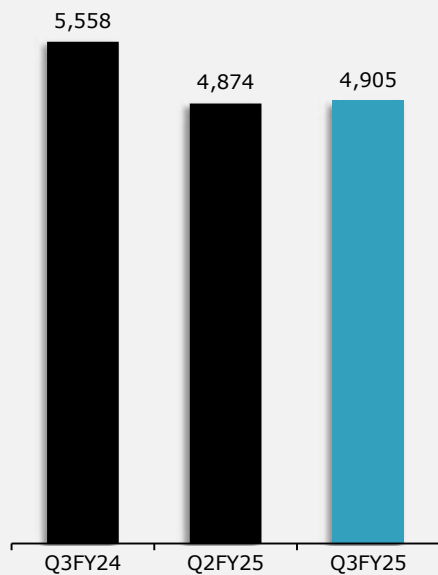




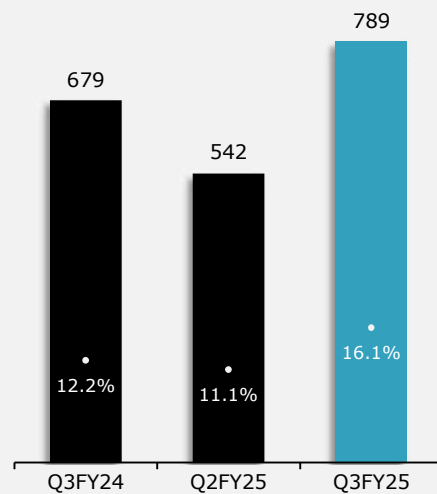
Q3 FY25 Financial Performance - Consolidated

₹ in Lakhs

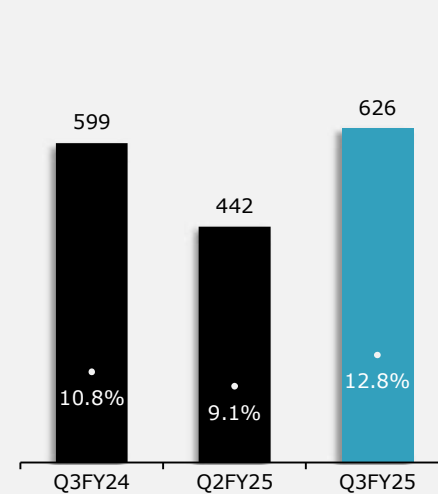
Revenue



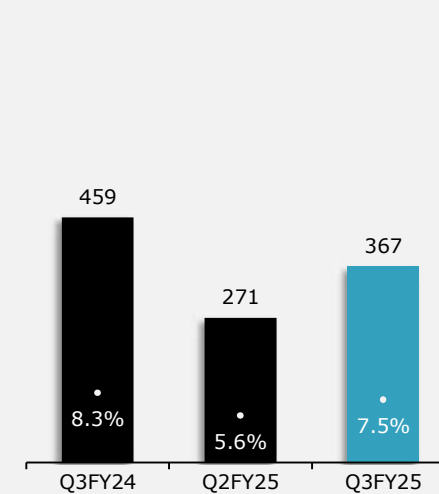
EBITDA & Margins



EBIT & Margins



PAT & Margins



QoQ

↑
0.6%

YoY

↓
(11.8%)

QoQ

↑
45.6%

YoY

↑
16.2%

QoQ

↑
41.6%

YoY

↑
4.5%

QoQ

↑
35.5%

YoY

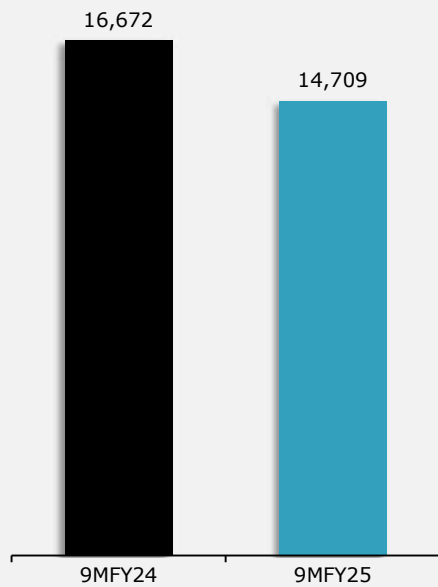
↓
(20.0%)





9M FY25 Financial Performance - Consolidated

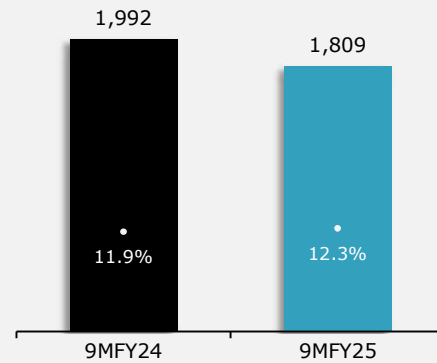
Revenue



YoY

↓
(11.8%)

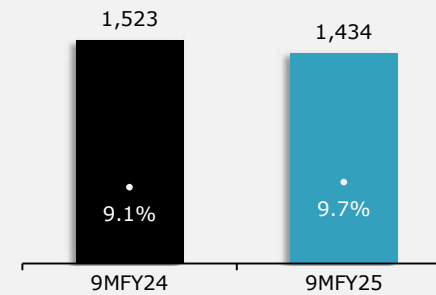
EBITDA & Margins



YoY

↓ (9.2%) ↑ 35 bps

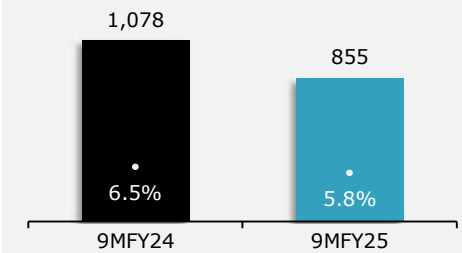
EBIT & Margins



YoY

↓ (5.9%) ↑ 61 bps

PAT & Margins



YoY

↓ (20.7%) ↓ (65 bps)





Consolidated Financial Key Highlights

▶ Revenue:

- Q3FY25 revenue stood at ₹4,905 lakhs, a slight 0.6% increase QoQ but an 11.8% decline YoY.
- For 9MFY25, revenue dropped 11.8% YoY to ₹14,709 lakhs.

▶ EBITDA:

- Q3FY25 EBITDA grew 45.6% QoQ & 16.2% YoY to ₹789 lakhs, with margins showing an increase of 496 bps QoQ & 387 bps YoY.
- For 9M FY25, EBITDA declined 9.2% YoY to ₹1,809 lakhs, though margins improved slightly to 12.3%.

▶ EBIT:

- Q3FY25 EBIT reached to ₹626 lakhs reflecting a growth of 41.62% QoQ and 4.5% YoY, with margins improving to 12.8%, an increase of 369 bps QoQ & 199 bps QoQ.
- For 9M FY25, EBIT was ₹1,192 lakhs, though margins at 9.7%.

▶ PAT:

- Q3FY25 PAT stood at ₹368 lakhs with an improvement of 35.5% QoQ. PAT margins for the quarter expanded 193 bps on a QoQ basis.
- For 9MFY25, PAT scaled to ₹855 lakhs, with margins dropping 65 bps YoY to 5.8%.





Quarterly Key Clients Update

▶ Client addition in Accounting Outsourcing:



KermitLabs®

LIQUID X®



▶ Additional business from the existing clients

ANUVU

K2 Integrity

Burford



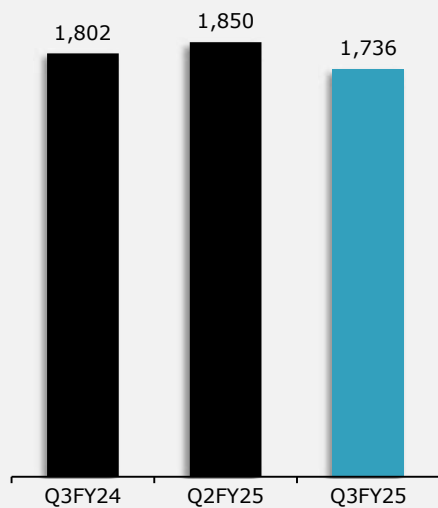
▶ IT Services



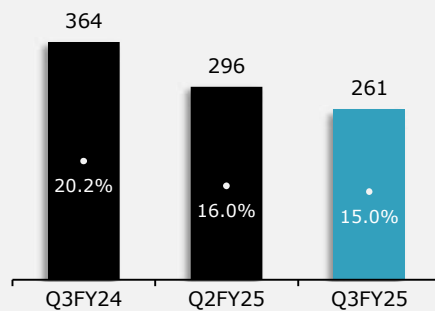


Q3 FY25 Financial Performance - Standalone

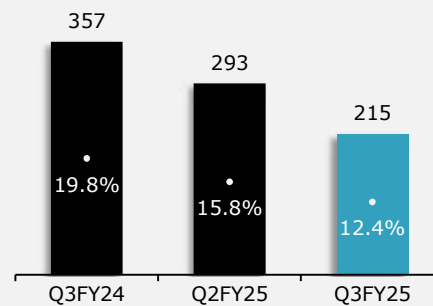
Revenue



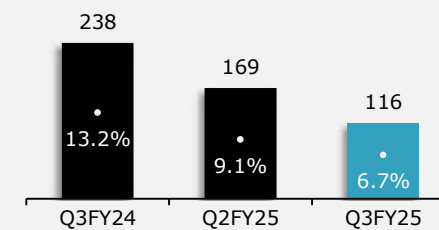
EBITDA & Margins



EBIT & Margins



PAT & Margins



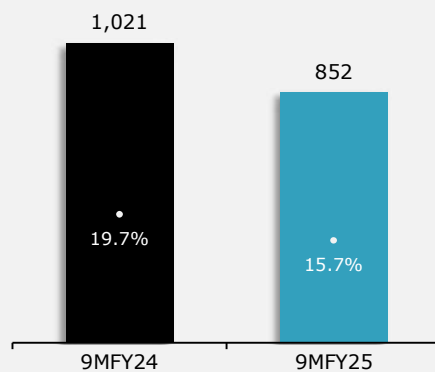


9M FY25 Financial Performance - Standalone

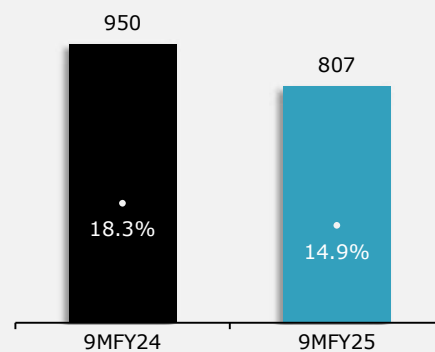
Revenue



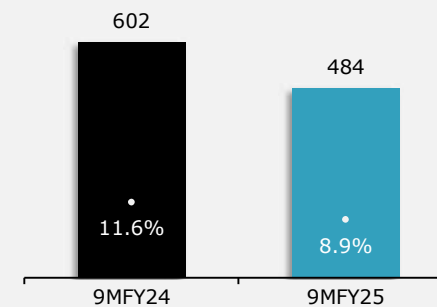
EBITDA & Margins



EBIT & Margins



PAT & Margins





Earnings Presentation Q3 & 9M FY25



2. Growth Drivers

» Growth Drivers

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

- The Indian IT services sector is projected to grow at 2% YoY in FY 2025, with a focus on infrastructure management, cloud computing, and Automation-based solutions. Enterprises are prioritizing cost optimization, leading to increased outsourcing of IT services.
- One of the major focus areas of XTGlobal is Cloud & Automation Solutions and Outsourcing Operations. Considering the above trend we expect a positive movement in business models revenues.

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 on the Rise

- 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

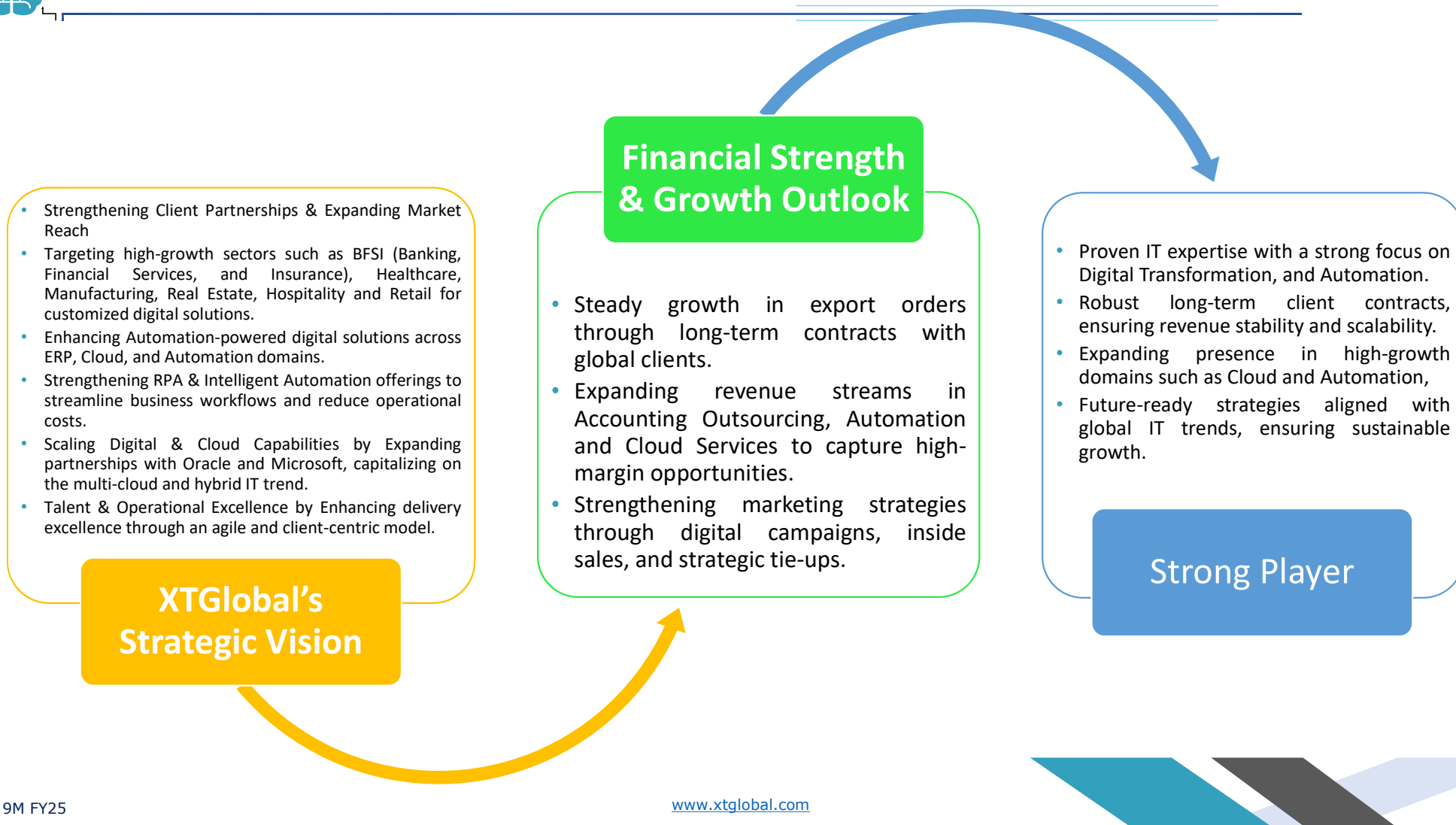
Offshore HR, Finance & Accounts Outsourcing Boom

- 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. The division benefits from a strong talent pool, leadership expertise, and expanding client base, making XTGlobal a preferred partner for finance and accounting solutions.





Growth Strategy & Vision





Earnings Presentation Q3 & 9M FY25



3. Management Team

- » KMP & Corporate Team
- » Awards & Recognition

BSE: 531225
NSE: XTGLOBAL



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





Awards & Recognition



Certifications



Tech Partnerships



Recognition





Earnings Presentation Q3 & 9M FY25



4. Historical Financials

» Historical Financials Overview

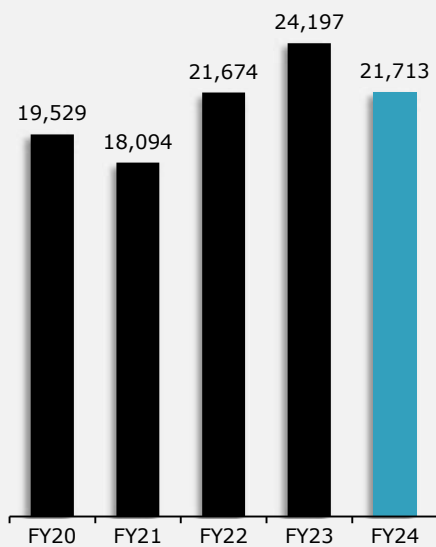
BSE: 531225
NSE: XTGLOBAL



Historical Financials - Consolidated

₹ in Lakhs

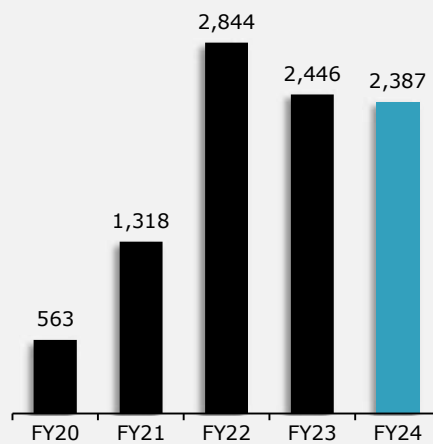
Revenue



CAGR

↑ +2.7%

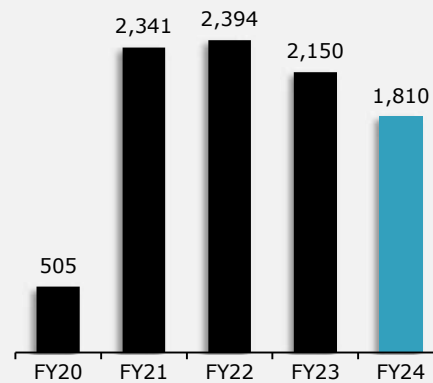
EBITDA



CAGR

↑ +43.5%

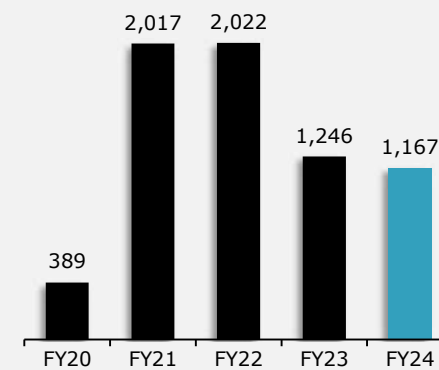
EBIT



CAGR

↑ +37.6%

PAT



CAGR

↑ +31.6%

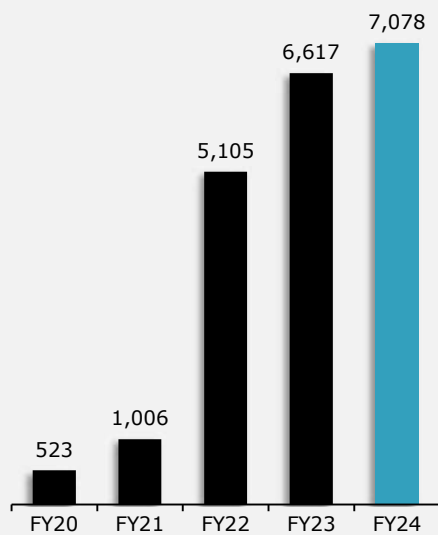




Historical Financials - Standalone

₹ in Lakhs

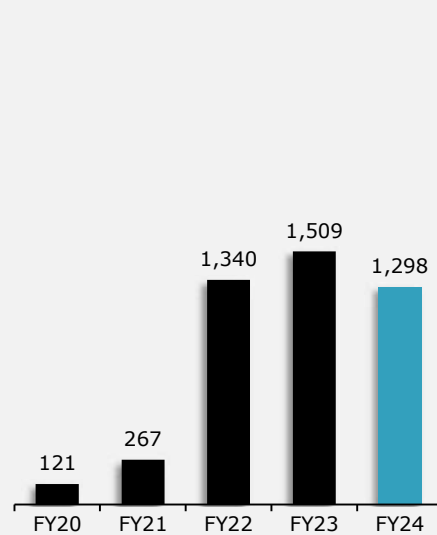
Revenue



CAGR

↑ +91.8%

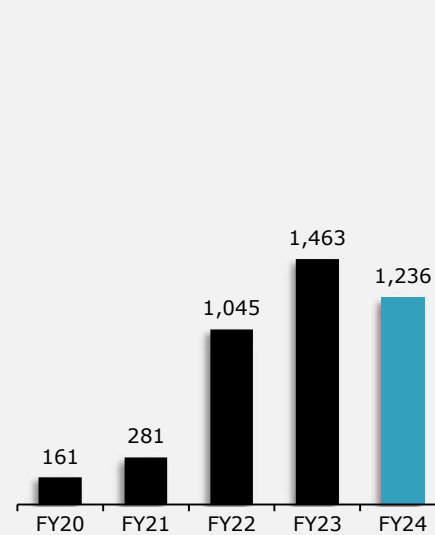
EBITDA



CAGR

↑ +80.9%

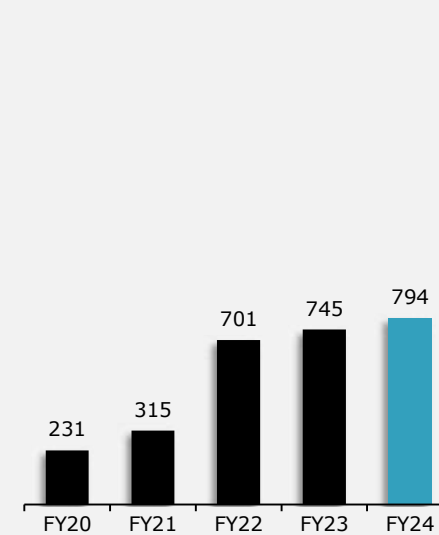
EBIT



CAGR

↑ +66.3%

PAT



CAGR

↑ +36.2%





Earnings Presentation Q3 & 9M FY25



5. Annexure

» Profit & Loss Statement

BSE: 531225
NSE: XTGLOBAL



Profit & Loss Statement - Consolidated



Particular (₹ in Lakhs)	Quarterly					Nine Months			Yearly
	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
Revenue	4,904.7	4,873.7	0.6%	5,557.9	(11.8%)	14,709.0	16,671.7	(11.8%)	21,713.4
Employee costs	2,959.8	3,154.4		3,353.7		9,519.3	10,107.4		13,572.0
Cost of technical subcontractors	823.8	799.0		1,092.4		2,355.8	3,430.8		4,297.7
Other expenses	332.5	378.5		433.0		1,025.0	1,141.5		1,456.8
EBITDA	788.6	541.8	45.6%	678.8	16.2%	1,808.9	1,992.0	(9.2%)	2,386.9
<i>EBITDA Margins</i>	16.1%	11.1%	496 bps	12.2%	387 bps	12.3%	11.9%	35 bps	11.0%
Other Income	34.3	87.0		76.9		205.9	146.5		238.3
Total profit of associates	2.6	11.5		46.9		11.2	92.2		88.5
Depreciation	199.6	198.3		203.9		593.6	708.2		903.4
EBIT	625.8	442.0	41.6%	598.6	4.5%	1,432.4	1,522.5	(5.9%)	1,810.3
<i>EBIT Margins</i>	12.8%	9.1%	369 bps	10.8%	199 bps	9.7%	9.1%	61 bps	8.3%
Finance costs	77.7	83.9		60.7		240.2	197.8		271.2
PBT	548.2	358.1	53.1%	538.0	1.9%	1,192.2	1,324.7	(10.0%)	1,539.1
Tax	180.7	86.9		78.9		336.9	246.6		371.7
PAT	367.5	271.2	35.5%	459.1	(20.0%)	855.4	1,078.1	(20.7%)	1,167.4
<i>PAT Margins</i>	7.5%	5.6%	193 bps	8.3%	(77 bps)	5.8%	11.6%	(65 bps)	5.4%





Profit & Loss Statement - Standalone



Particular (₹ in Lakhs)	Quarterly					Nine Months			Yearly
	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
Revenue	1,736.1	1,849.8	(6.1%)	1,802.3	(3.7%)	5,428.0	5,195.3	4.5%	7,078.2
Employee costs	1,244.2	1,324.1		1,133.0		3,897.6	3,276.7		4,597.5
Cost of technical subcontractors	86.0	112.0		160.9		294.6	501.8		632.8
Other expenses	145.0	117.9		144.1		383.6	395.5		550.1
EBITDA	260.9	295.8	(11.8%)	364.3	(28.4%)	852.2	1,021.3	(16.6%)	1,297.8
<i>EBITDA Margins</i>	15.0	16.0%	(96 bps)	20.2%	(518 bps)	15.7%	19.7%	(396 bps)	18.3%
Other Income	34.3	79.3		76.8		198.7	154.2		245.9
Depreciation	79.9	82.1		84.1		244.2	225.8		308.0
EBIT	215.3	292.9	(26.5%)	357.0	(39.7%)	806.7	949.6	(15.1%)	1,235.8
<i>EBIT Margins</i>	12.4%	13.7%	(343 bps)	19.8%	(741 bps)	14.9%	18.3%	(342 bps)	17.5%
Finance costs	36.9	39.9		46.0		113.1	147.6		189.6
PBT	178.4	253.0	(29.5%)	311.0	(42.6%)	693.6	801.9	(13.5%)	1,046
Tax	62.8	83.8		72.7		209.7	199.8		252.5
PAT	115.6	169.2	(31.7%)	238.4	(51.5%)	483.9	602.1	(19.6%)	793.7
<i>PAT Margins</i>	6.7%	9.1%	(249 bps)	13.2%	(657 bps)	8.9%	11.6%	(268 bps)	11.2%



THANK YOU



XTGlobal Infotech Limited:

Mr. Sridhar Pentela
Company Secretary & Compliance Officer
T: 040 6635 3456
E: company.secretary@xtglobal.com
W: www.xtglobal.com



Investor Relations Advisor:

Mr. Ritesh Shashiprakash Singh
IR Consultant, Rik Capital
M: +91 83293 85762
E: ritesh.singh@rikcapital.in
W: www.rikcapital.in

