



# XT Global Infotech Limited



## Earnings Presentation March 2025

BSE: 531225  
NSE: XTGLOBAL





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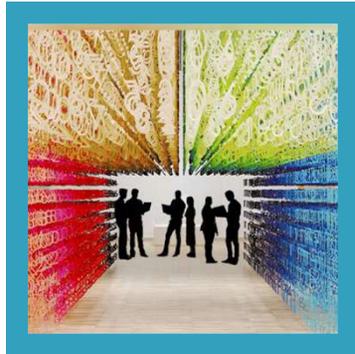
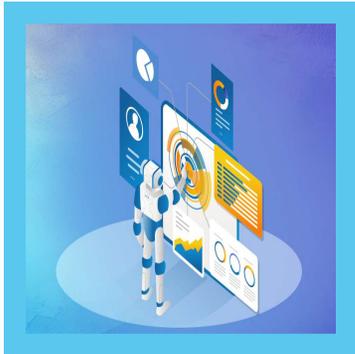
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- ▶ **1. Financial Performance**
- ▶ **2. Growth Drivers**
- ▶ **3. Corporate Overview**
- ▶ **4. Financial Statement**





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

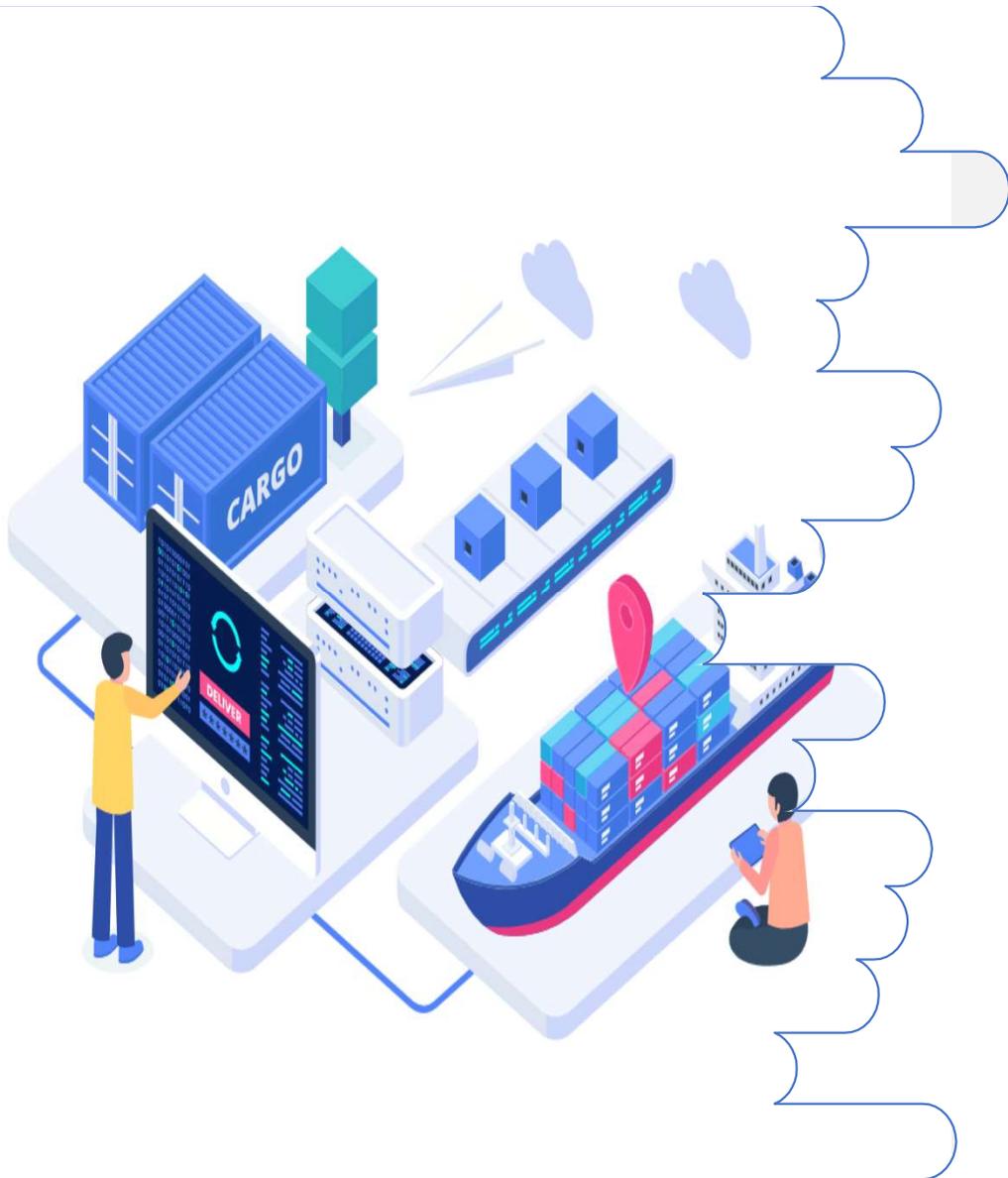
“

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.

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## 1. Financial Performance

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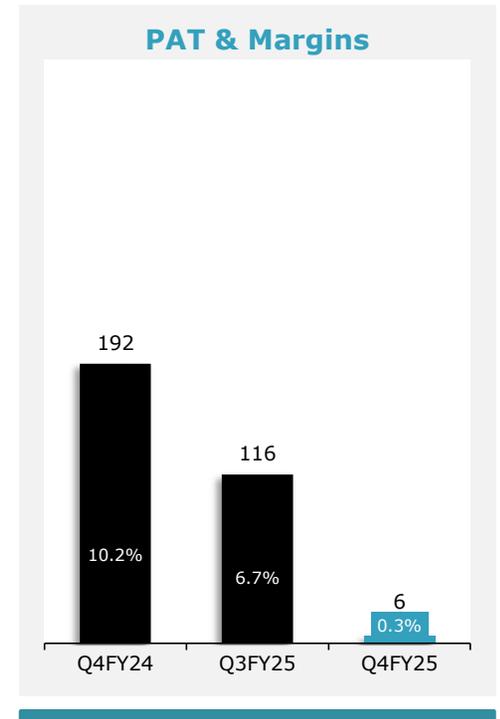
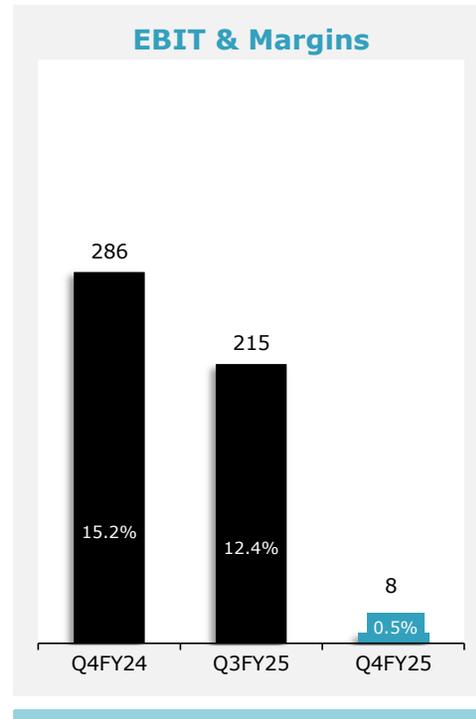
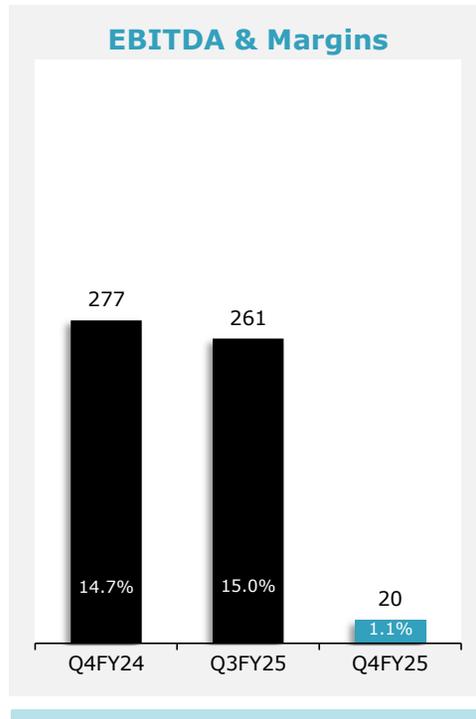
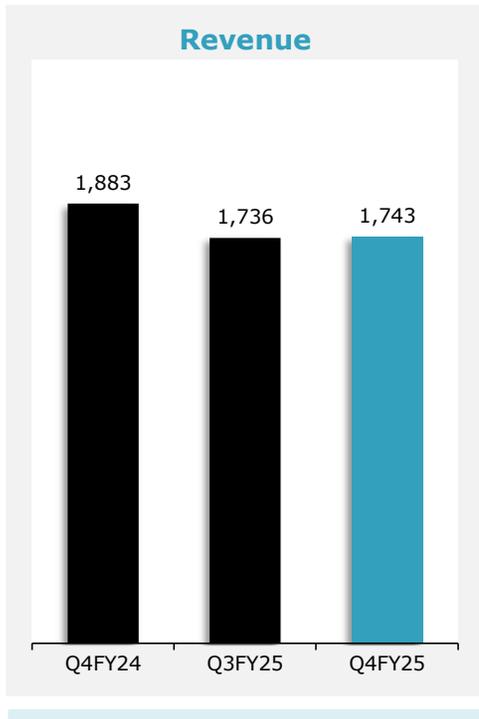
- » Q4 FY25 Financial Performance
- » FY25 Financial Performance

**Earnings Presentation**  
Q4 & FY25

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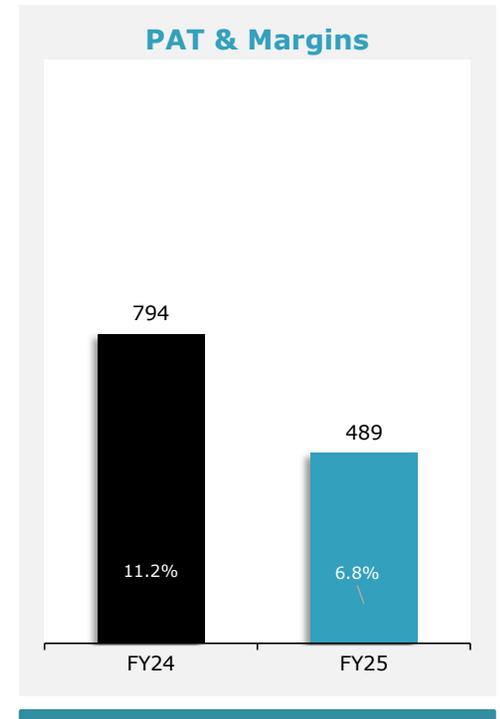
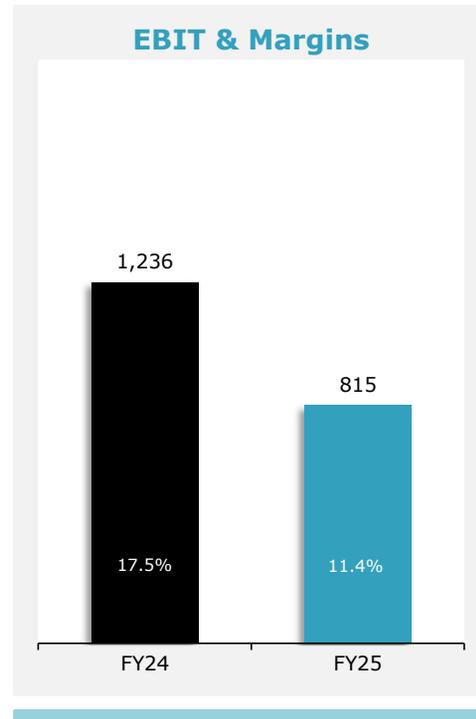
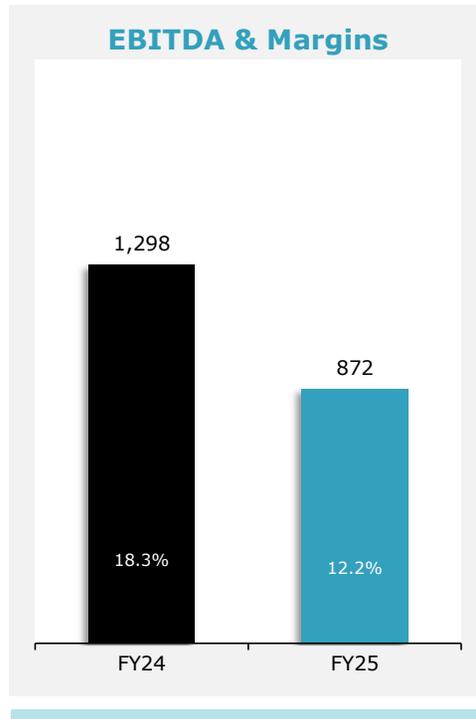
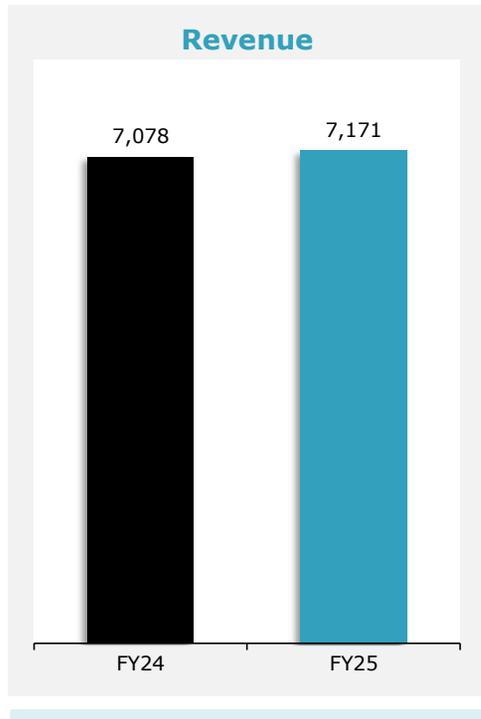


# Q4 FY25 Financial Performance - Standalone



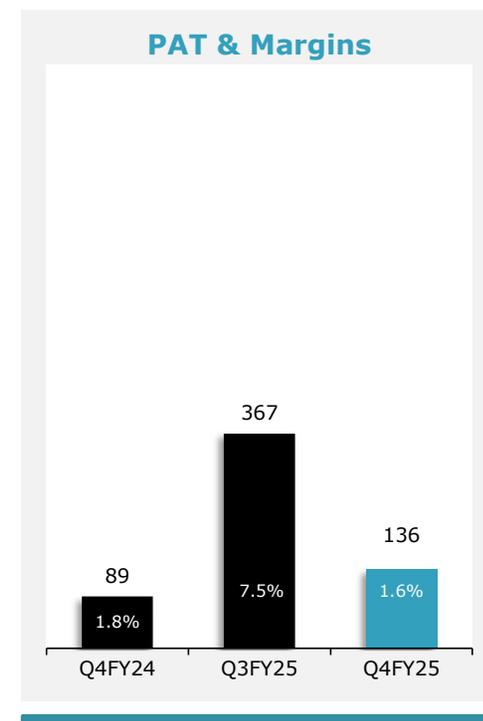
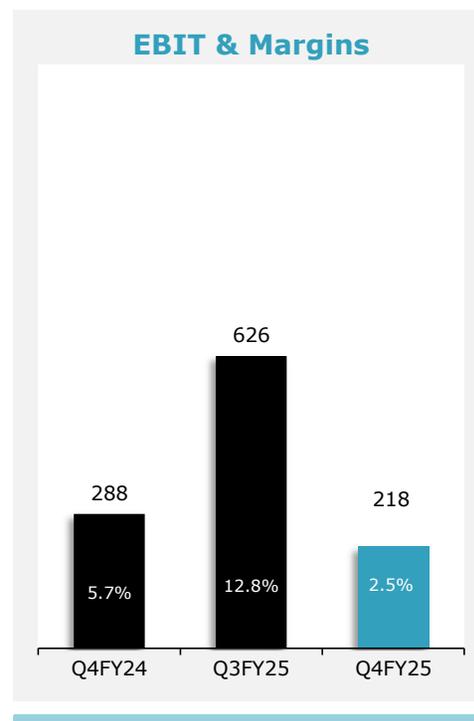
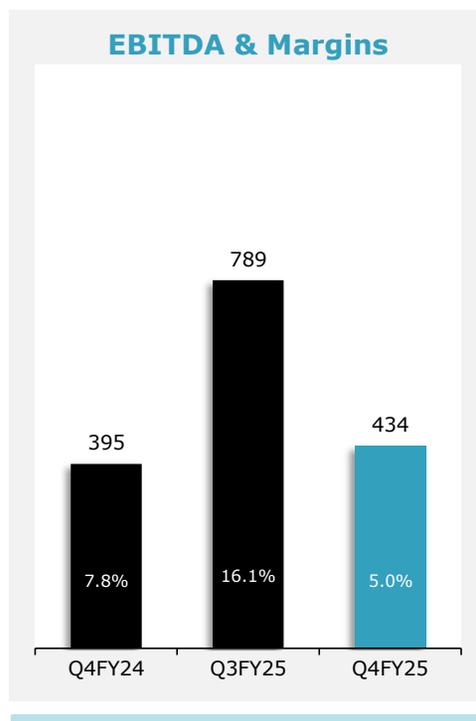
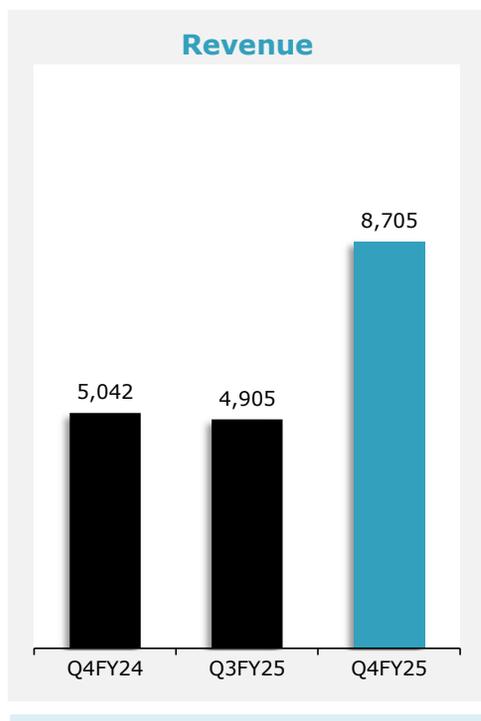


# FY25 Financial Performance - Standalone

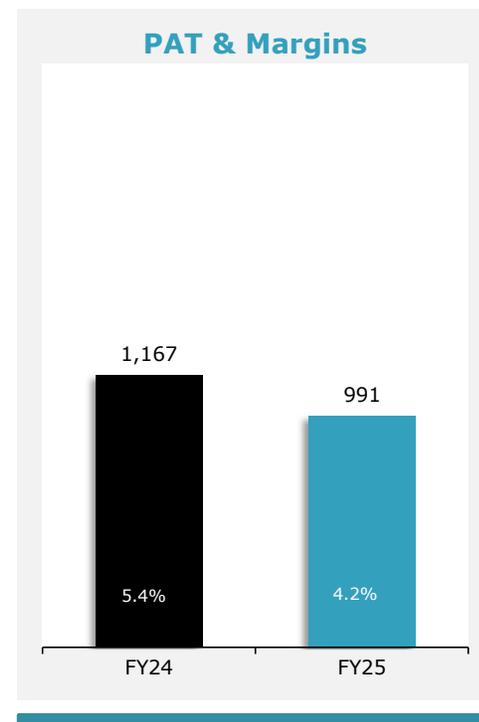
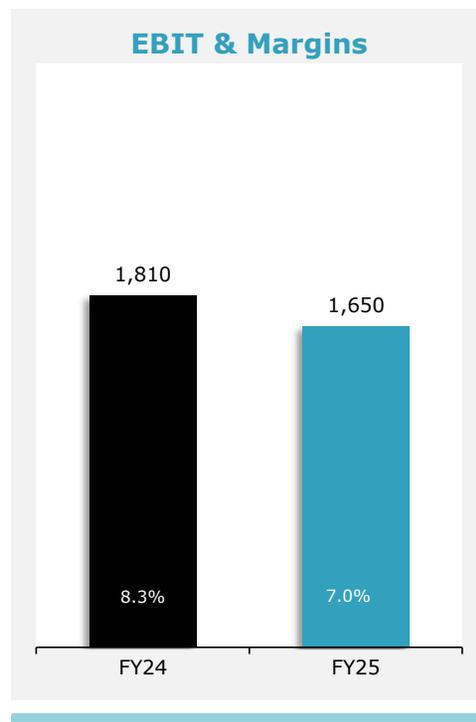
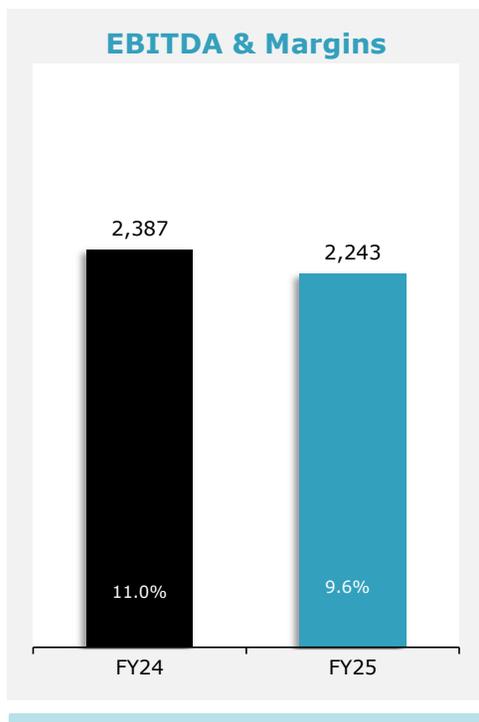
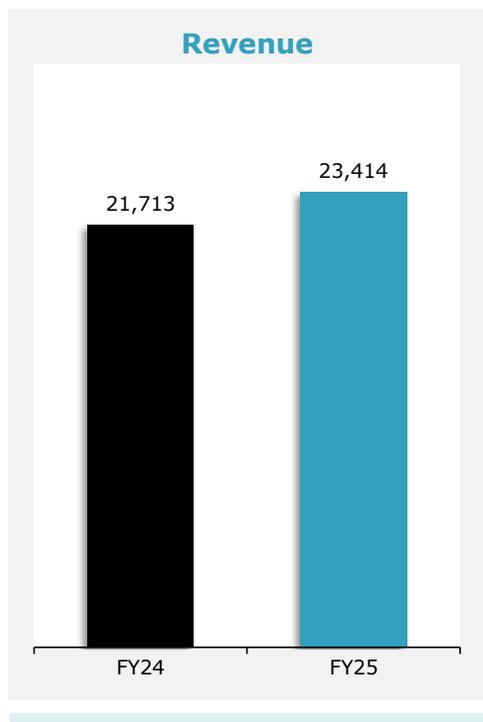




# Q4 FY25 Financial Performance - Consolidated



# 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

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- » **Market Opportunities**
- » **Growth Strategy & Vision**

**Earnings Presentation**  
Q4 & FY25

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## 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.

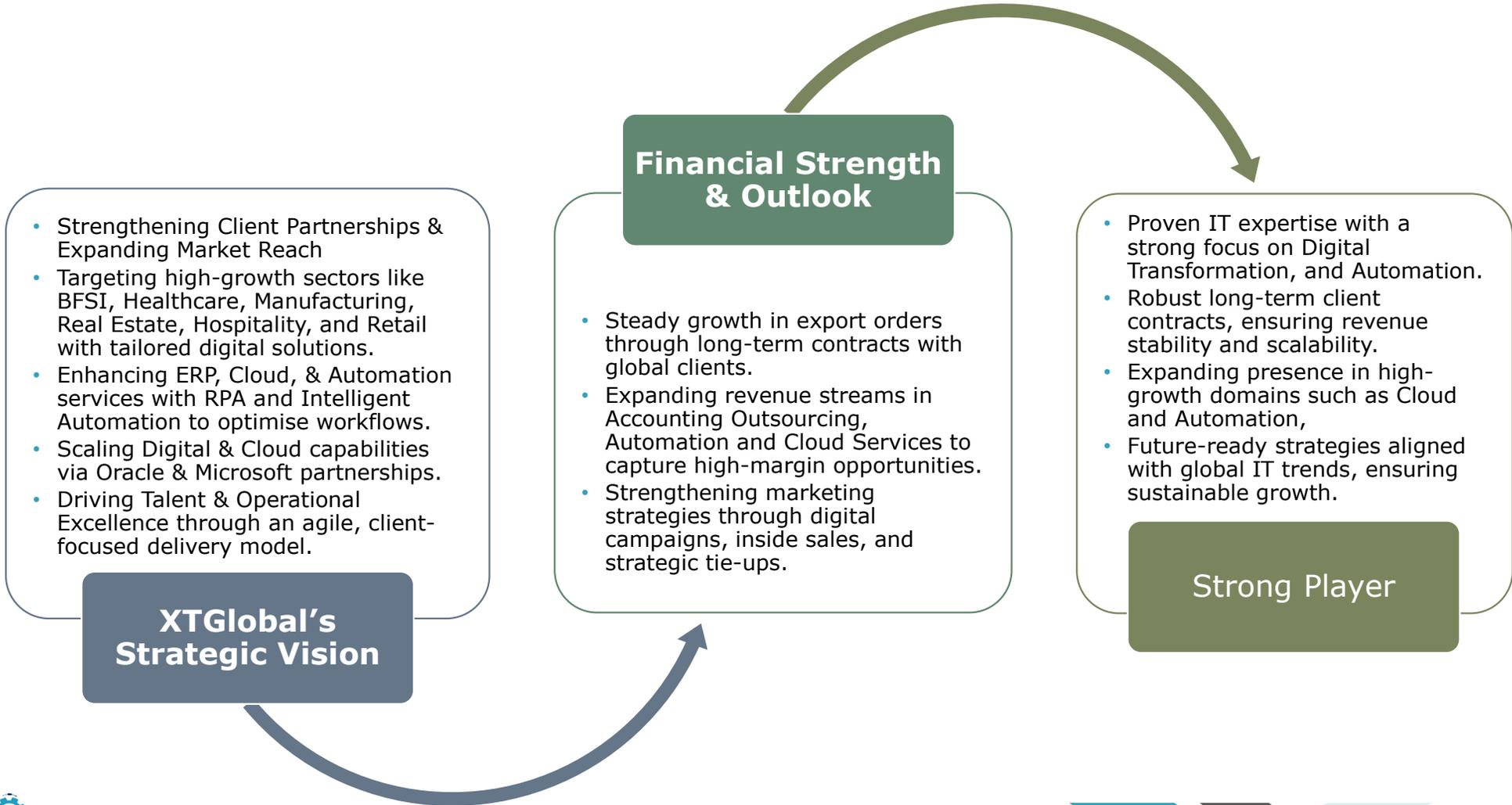
### 4. Enterprise RPA & Process Outsourcing

- 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

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- » Awards & Recognition
- » Historical Financial Performance

**Earnings Presentation**  
Q4 & FY25

**BSE: 531225**  
**NSE: XTGLOBAL**



# Awards & Recognition



## Certifications



## Tech Partnerships



## Recognitions



March 2025

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# Standalone Historical Financials

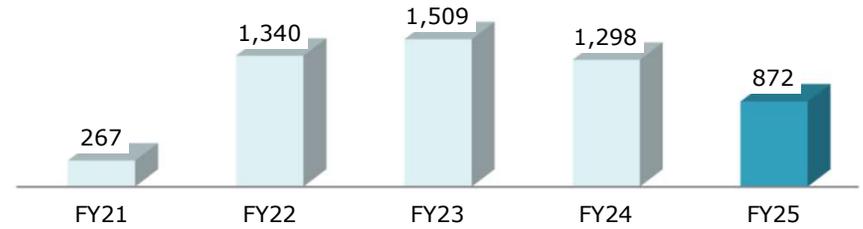
## REVENUE

CAGR ↑ 48.1%



## EBITDA

CAGR ↑ 26.7%



## EBIT

CAGR ↑ 23.7%



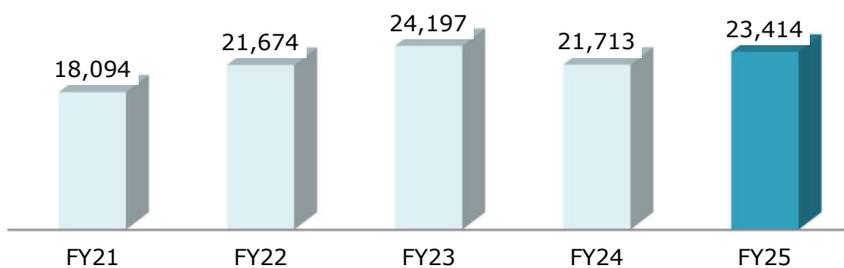
## PAT

CAGR ↑ 9.2%



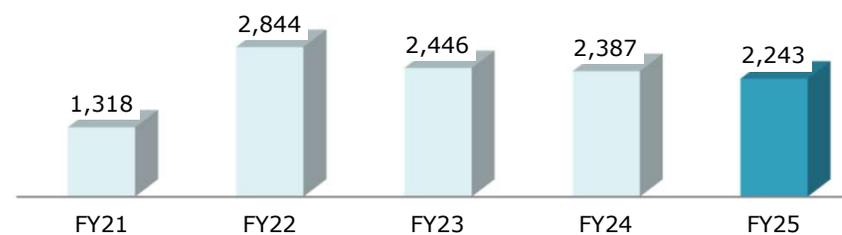
## REVENUE

CAGR  $\uparrow$  5.3%

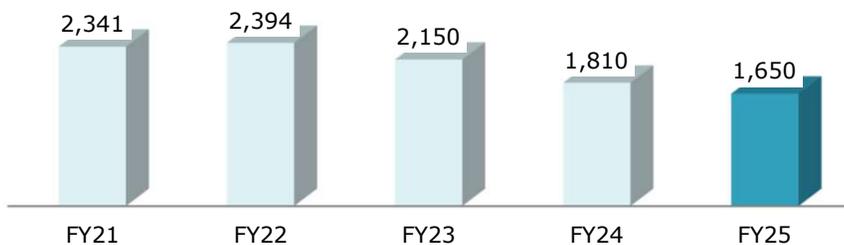


## EBITDA

CAGR  $\uparrow$  11.2%



## EBIT



## PAT





## 4. Financial Statement

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- » Profit & Loss Statement
- » Balance Sheet

**Earnings Presentation**  
Q4 & FY25

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# Standalone Profit and Loss Statement



(₹ in Lakhs)

Particulars	Quarterly					Yearly		
	Q4 FY25	Q3 FY25	QoQ	Q4 FY24	YoY	FY25	FY24	YoY
<b>Revenue</b>	<b>1,743.2</b>	<b>1,736.1</b>	0.4%	<b>1,882.9</b>	(7.4%)	<b>7,171.2</b>	<b>7,078.2</b>	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	
<b>EBITDA</b>	<b>19.9</b>	<b>260.9</b>	(92.4%)	<b>276.6</b>	(92.8%)	<b>872.1</b>	<b>1,297.9</b>	(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	
<b>EBIT</b>	<b>8.4</b>	<b>215.3</b>	(96.1%)	<b>286.3</b>	(97.1%)	<b>815.0</b>	<b>1,235.8</b>	(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	
<b>PBT</b>	<b>(30.9)</b>	<b>178.4</b>	(117.3%)	<b>244.3</b>	(112.6%)	<b>662.7</b>	<b>1,046.3</b>	(36.7%)
Tax	(36.5)	62.8		52.7		173.3	252.5	
<b>PAT</b>	<b>5.6</b>	<b>115.6</b>	(95.2%)	<b>191.6</b>	(97.1%)	<b>489.4</b>	<b>793.7</b>	(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
<b>Non-current Assets</b>	<b>21,006.7</b>	<b>20,663.7</b>	<b>Equity</b>	<b>19,174.6</b>	<b>18,271.2</b>
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	<b>Non-current Liabilities</b>	<b>1,762.2</b>	<b>1,469.2</b>
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
<b>Current Assets</b>	<b>1,532.0</b>	<b>732.4</b>	<b>Current Liabilities</b>	<b>1,601.9</b>	<b>1,655.7</b>
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
<b>Total Assets</b>	<b>22,538.7</b>	<b>21,396.1</b>	<b>Total Equity &amp; Liabilities</b>	<b>22,538.7</b>	<b>21,396.1</b>





# Consolidated Profit and Loss Statement



(₹ in Lakhs)

Particulars	Quarterly					Yearly		
	Q4 FY25	Q3 FY25	QoQ	Q4 FY24	YoY	FY25	FY24	YoY
<b>Revenue</b>	<b>8,704.9</b>	<b>4,904.7</b>	77.5%	<b>5,041.8</b>	72.7%	<b>23,413.9</b>	<b>21,713.4</b>	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	
<b>EBITDA</b>	<b>434.1</b>	<b>788.6</b>	(45.0%)	<b>394.9</b>	9.9%	<b>2,243.0</b>	<b>2,386.9</b>	(6.0%)
<i>EBITDA Margins</i>	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	
<b>EBIT</b>	<b>217.7</b>	<b>625.8</b>	(65.2%)	<b>287.8</b>	(24.3%)	<b>1,650.1</b>	<b>1,810.3</b>	(8.8%)
<i>EBIT Margins</i>	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	
<b>PBT</b>	<b>138.5</b>	<b>548.1</b>	(74.7%)	<b>214.4</b>	(35.4%)	<b>1,330.8</b>	<b>1,539.1</b>	(15.1%)
Tax	2.7	180.7		125.2		339.6	371.7	
<b>PAT</b>	<b>135.8</b>	<b>367.5</b>	(63.1%)	<b>89.2</b>	52.1%	<b>991.2</b>	<b>1,167.4</b>	(15.1%)
<i>PAT Margins</i>	1.6%	7.5%	(593 bps)	1.8%	(21 bps)	4.2%	5.4%	(114 bps)



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# Consolidated Balance Sheet Statement

Assets	FY25	FY24	Equity & Liabilities	FY25	FY24
<b>Non-current Assets</b>	<b>14,871.7</b>	<b>15,669.0</b>	<b>Equity</b>	<b>18,994.9</b>	<b>16,867.9</b>
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	<b>Non-current Liabilities</b>	<b>1,906.5</b>	<b>1,715.6</b>
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
<b>Current Assets</b>	<b>10,050.3</b>	<b>7,993.6</b>	<b>Current Liabilities</b>	<b>4,020.6</b>	<b>5,079.1</b>
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
<b>Total Assets</b>	<b>24,922.0</b>	<b>23,662.6</b>	<b>Total Equity &amp; Liabilities</b>	<b>24,922.0</b>	<b>23,662.6</b>

(₹ in Lakhs)



**THANK YOU**



**XTGLOBAL INFOTECH LIMITED**  
CIN : L72200TG1986PLC006644

**BSE: 531225**  
**NSE: XTGLOBAL**

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