

# Meta Infotech

03 June 2026

**Operator:** Ladies and gentlemen, good day and welcome to the Meta Infotech Limited H2 FY26 earnings conference call. As a reminder, all participant lines will be in 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 star then zero on your touchtone phone. Please note, this conference is being recorded. I now hand the conference over to Mr. Nitin Gadi from Stellar IR Advisors. Thank you and over to you.

**Nitin Gadi – Stellar IR Advisors:** Thank you. Good afternoon, everyone, and thank you for joining us today. We have with us today the senior management team of Meta Infotech Limited represented by Mr. Venu Gopal Peruru, Chairman and Managing Director. He will share the operating and financial highlights for the second half and full year ended March 31, 2026, followed by a question-and-answer session. Please note, this call may contain forward-looking statements which are based upon the company's beliefs, opinions, and expectations as of today. These statements are not a guarantee of the company's future performance and involve unforeseen risks and uncertainties. The company also undertakes no obligation to update any forward-looking statements to reflect developments that occur after the statement is made. I now hand over the conference call to Mr. Venu Gopal Peruru. Thank you and over to you, sir.

**Venu Gopal Peruru – Meta Infotech Ltd.:** Hi, good afternoon, everyone, and thank you for joining us. We have uploaded the investor presentation on the website of the stock exchange, and we do hope that you have had a chance to go through it. Before we begin, as this is our only second earnings call as a listed company and there may be some new participants joining us today, let me briefly introduce Meta Infotech and provide an overview of our business.

Meta Infotech is one of the leading cybersecurity solutions and service providers with over 25 years of industry experience, helping enterprises secure their digital infrastructure across critical sectors such as banking, capital markets, NBFCs, IT, manufacturing, and healthcare. The company offers end-to-end cybersecurity solutions spanning cloud security, identity security, network security, and a broad range of other solutions. Supported by partnerships with leading global cybersecurity OEMs, with a growing focus on high-margin cybersecurity services, a strong order book, and an expanding presence across India, Meta Infotech is well-positioned to capitalize on the increasing demand for enterprise cybersecurity solutions.

FY26 was a defining year as we strengthened the foundations for our next phase of growth for Meta Infotech. We made several strategic investments to build a stronger and more scalable cybersecurity platform for the future. We significantly enhanced our management strength by onboarding experienced industry veterans across key functions including sales, business operations, and solution architects. These additions bring decades of domain expertise and position us well to scale our operations and deepen customer engagement. We also invested in talent and technical capabilities; our employee strength increased from 265 to 309 professionals during the year. More importantly, the proportion of employees possessing core technical expertise increased from around 50% to 90%, strengthening our ability to execute large and complex cybersecurity projects.

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We onboarded 12 new cybersecurity vendors during FY26, further strengthening our position as a one-stop cybersecurity solution provider. This allows us to address a wider range of customer requirements by strengthening our existing capabilities across cloud security, SASE, EDR, and SIEM while expanding into new solution areas such as AI security, microsegmentation, patch management, OT security, and post-quantum cryptography.

We continue to strengthen our market presence beyond our traditional strongholds like Mumbai. We expanded our commercial presence into Delhi and increased our focus on growth markets such as Bangalore and Hyderabad, creating a wider platform for customer acquisition and business development. Pune will follow suit. We also continued our strategic shift towards higher-margin cybersecurity services, with services contributing 74% of our FY26 earnings before interest and tax. This transition is expected to improve the quality of revenue, strengthen customer relationships, and support margin expansion over the medium term. Our in-house talent development platform continues to provide a reliable pipeline of trained cybersecurity professionals, helping improve retention, optimize hiring costs, and support scalable growth while maintaining high service standards.

As a result of these initiatives and continued customer traction, our order book stood at 506 crores as of May 2026, equivalent to approximately 1.9 times our FY26 revenue, providing stronger visibility of future growth. While these investments resulted in higher operating expenses during the year, they have significantly strengthened our organization capabilities, expanding our addressable market opportunity and positioning Meta Infotech for its next phase of sustainable growth.

The impact of these strategic initiatives is already visible in our financial performance as we delivered our highest ever revenue in FY26. Revenue from operations grew 23% year-over-year to 270 crores in FY26 and grew 72% year-over-year to 60 crores in H2 FY26. The growth was driven by strong execution of existing orders, healthy recurring revenues, increased customer engagements, and strong order flows across sectors and geographies. EBITDA stood at 18 crores in FY26 versus 25 crores in FY25, and at 2 crores in H2 FY26 versus 6 crores in H2 FY25. The business continued to generate healthy operating profits, while profitability was moderated by strategic investments in leadership, talent acquisition, geographic expansion, new technology partnerships, and capability building across emerging cybersecurity domains.

PAT stood at 11 crores in FY26 compared to 14 crores in FY25, and at 0.4 crores—which means 40 lakhs—in H2 FY26 versus 3 crores in H2 FY25. Similar to EBITDA, profitability was impacted by growth-oriented investments made during the year, which we believe will support stronger revenue growth and operating leverage in the years ahead. Despite these investments, we continue to maintain healthy capital efficiency with an ROE of 15% and ROCE of 22% in FY26, reflecting the strength of our business model and disciplined capital allocation.

With an order book of 506 crores as of May 27, 2026, equivalent to nearly 1.9 times our FY26 revenue, we believe we are well-positioned to drive sustainable growth and improve profitability over the medium term. Reflecting our confidence in the opportunities ahead and the scalability of our business model, we have outlined an aspirational ambition to grow profit after tax by up to 4x from FY26 levels to FY29. We believe this growth will be driven by our expanding presence across India and international markets, continued investments in talent and cybersecurity capabilities, a

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growing mix of high-value services, stronger customer relationship alliances across the globe, and increased recurring revenues. We are also sharpening our focus on high-margin, value-accretive opportunities by remaining selective in pursuing low-margin product-led engagements, while driving market penetration through next-generation cybersecurity capabilities, including AI security, post-quantum cryptography, and operational technology security. Now we can open the floor for questions and answers.

**Operator:** Thank you, sir. We will now begin the question-and-answer session. Participants are requested to use handsets while asking a question. The first question comes decimal from the line of Aniket Madhavani with Steptrade Capital. Please go ahead.

**Aniket Madhavani – Steptrade Capital:** Hello, sir. Good evening. Am I audible?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Yes, a bit low, but I can hear you.

**Aniket Madhavani – Steptrade Capital:** I just want to understand your pattern of revenue recognition. I can see the second half generally dips in comparison to your first half. If you could just highlight that and how you deliver your revenue?

**Venu Gopal Peruru – Meta Infotech Ltd.:** This has been a very regular question and this has been happening for the last couple of years. This is primarily because of one particular order which is the second largest deal in the world. I cannot name the customer, but the vendor is Zscaler. Because one particular large vendor, which is more than 100 crores, comes in the first half, that is why my second half revenue dips. It is purely because of one particular order which is large in nature.

Before people ask more questions, let me clarify a few points from my side. Before the IPO was Meta 1.0, and after the IPO is Meta 2.0. To take a big leap, we have to take two steps back. That is exactly what has happened with us in the last 6 months. The IPO has helped Meta in acquiring good talent with ESOPs and packages aligned with our future growth for the next 3 years. We have acquired well-known industry specialists to join Meta. Whatever happened before the IPO and what is going to happen after the IPO differs. Over the last 6 months, there was a dip in overall revenue, which was a conscious decision we took as we invested. I have always been vocal in saying that the last year was our investment year for us because we have planned for the next 3 years. We have created a strong foundation and a platform for very high growth.

**Aniket Madhavani – Steptrade Capital:** Could you clarify what kind of investments and strategy you have made in the last 6 months?

**Venu Gopal Peruru – Meta Infotech Ltd.:** For 27 years, we were predominantly a Mumbai-based company in terms of sales. We have added Delhi, Bangalore, Chennai, and Hyderabad. We are soon going to add Pune as well, coming up in a month or two. That is the geographical expansion. We have added almost 40 to 45 people, mostly engineers at senior, mid-level, and junior levels last year. Third, we were previously associated with only two vendors for almost 5 years and saw great growth there. However, for our expansion, we cannot work with only two vendors. We have added eight focused vendors and four to five non-focused vendors on a case-to-case basis. Adding a vendor does not just mean signing an agreement; it means we have a minimum of 10 certified people for that particular solution before we talk to customers.

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Geographically, we have added more locations and management personnel with significant experience. We have three people with close to 30 years of experience and two people with more than 15 years. We are also bringing in two others with close to 20 years of experience. We will have about six to seven very highly experienced individuals under Meta. These are the primary expansions we have done.

**Aniket Madhavani – Steptrade Capital:** With all this expansion, what are you expecting for FY27?

**Venu Gopal Peruru – Meta Infotech Ltd.:** As you can see, the margins have contracted at the operating level and EBITDA levels. Regarding expectations, as a company, we cannot provide specific numbers, but in our presentation, we have given our 3-year expansion plan. We expect our PAT to grow 4x in the next 3 years, including this financial year. Our expansion is also global, as we will be expanding in the Gulf, Australia, APAC, and the US.

Regarding why our PAT reduced, there are a few factors. One was because of a large deal where we lost a couple of crores due to dollar fluctuation and conversion. Also, Imperva, one of the two vendors we partnered with, was sold to Thales. In our lifetime, this is the first time a company like Imperva, where we were the biggest partner in APAC, was sold. Normally, when a sale happens, the existing team leaves and a new team comes in. Where we were clocking 8.5 crores of services revenue in previous years, we did only 2 crores of revenue last year with them. The commitment was about 10 to 12 crores of professional services revenue, which dropped drastically.

Despite these investments in people, products, and expansion, our gross profit was almost the same as the previous year at 49 crores. If these unforeseen incidents had not occurred, we would have done 62 crores of gross profit and a PAT close to 20 crores, which is what we committed last time. The dollar conversion loss was one-time, and we have taken care of that for future contracts. We have created the foundation, and the next 3 years will be the biggest years for Meta.

**Aniket Madhavani – Steptrade Capital:** So you mean the Imperva business was contributing about 10 crores to your top line?

**Venu Gopal Peruru – Meta Infotech Ltd.:** We did 8.5 crores the previous year, and 10 crores was expected. Their commitment was actually higher, but we expected 10 crores, which could not happen. This year it will happen. We are now a global professional services partner for both Thales and Imperva.

**Aniket Madhavani – Steptrade Capital:** What was the reason for the 2 crores on the services side? I want to understand the reason behind the miss of 8 crores.

**Venu Gopal Peruru – Meta Infotech Ltd.:** The company got sold off, the team left, and a new team came in. There is always a gestation time. It normally takes one to one and a half years for a new team to understand the market and generate business. That is why we reached only 2 crores instead of 10 crores.

**Aniket Madhavani – Steptrade Capital:** Is the business on track right now, or should we expect this in this year as well?

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**Venu Gopal Peruru – Meta Infotech Ltd.:** We are definitely expecting around 6 to 7 crores from Imperva and about 3 crores from Thales. We are still expecting 10 crores overall. While there is a dip, we have expanded from two vendors to ten vendors now. We are professional services (PS) partners with four more vendors. PS partners means that wherever they sell their product and the partner lacks capabilities, they offload those implementation projects to Meta. We get the services revenue from the vendor even if we did not sell the licenses.

**Aniket Madhavani – Steptrade Capital:** Where do you see this business in FY27 and FY28? What top line are we expecting to clock? EBITDA margins have dropped to 7% this year; where can we see stable margins?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Going forward, we are going to drop all product business that is low-margin. Anything with less than 5% margin, we will drop and focus on services instead. Because of one particular large order, our PAT and EBITDA percentages were reduced significantly. If I exclude that order, our PAT percentage would be more than 10%. We have taken a strategic decision that any product revenue we do must be between 9% and 10%. We have informed our vendors of this.

**Operator:** The next question comes from the line of Pushkar Jain with Milli Capital. Please go ahead.

**Pushkar Jain – Milli Capital:** Regarding cybersecurity, are we capturing any opportunities related to AI or counter-threats posed by AI? What is your outlook?

**Venu Gopal Peruru – Meta Infotech Ltd.:** We are getting into AI security, quantum, and OT security, which is next-generation security. AI is helping the cybersecurity business worldwide. With AI, it is much easier for anyone to hack into systems. With that scare, customers are investing more, especially in services. You can buy a product, but if you are not using it at the optimum level, it has no use. Customers are willing to pay for services. The India market itself is around 6 to 7 billion and is growing at 15–18% year-on-year.

**Pushkar Jain – Milli Capital:** What is the revenue target you have in mind for the next 2 to 3 years?

**Venu Gopal Peruru – Meta Infotech Ltd.:** My focus will be purely on services and the bottom line. We are looking at tying up with alliances across the globe to share services. Regarding revenue growth targets, we are looking at 4x PAT in the next 3 years. Due to compliance, I cannot give specific top-line numbers, but our focus is on the bottom line.

**Pushkar Jain – Milli Capital:** We saw trading revenue dipped this quarter; should we only model service revenues going forward?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Trading revenue is important and will be there, but we will not accept any trading revenue with low margins. Services revenue will grow. Because of one particular high-value order, the percentage of PAT and services revenue appears lower.

**Operator:** The next question comes from the line of Abhishek Sharda with Hem Securities. Please go ahead.

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**Abhishek Sharda – Hem Securities:** What kind of service–product mix can be seen in FY27 and FY28? Currently, the service mix is around 13% of total revenue.

**Venu Gopal Peruru – Meta Infotech Ltd.:** If I reduce focus on the low–profit product top line, it will be minimum 25% and could reach 50%. We want to increase our services percentage against total revenue.

**Abhishek Sharda – Hem Securities:** So for FY27, we can see 25% of revenue coming from services?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Yes, that is based on the mix. The services revenue was 36 crores last year, and we expect that value to increase by a minimum of 25%. Over a period of 3 years, our focus is to achieve a 25% to 30% contribution from services because we are going to reduce low–margin product revenue. That is how we are targeting 4x PAT in FY29.

**Abhishek Sharda – Hem Securities:** Regarding the order book of 506 crores, what is the execution period?

**Venu Gopal Peruru – Meta Infotech Ltd.:** It is for the next 3 years.

**Abhishek Sharda – Hem Securities:** For the largest deal, you said 100 crores of revenue comes in H1. How long will this order last?

**Venu Gopal Peruru – Meta Infotech Ltd.:** For another 3 years. We have a contract for it. Given a choice, I would not take that order because it hurts our service and PAT percentages, which has been noted by many investors.

**Abhishek Sharda – Hem Securities:** Our product business generated a loss in H2; what was the key reason for this?

**Venu Gopal Peruru – Meta Infotech Ltd.:** I will have to look at the numbers. Paresh, are you there? I'll have to get into the details and discuss this separately.

**Abhishek Sharda – Hem Securities:** No issues. Regarding the PAT margin, you are targeting 4x PAT in 3 years. Currently, it is around 4%. What kind of PAT and EBITDA margins are we aiming for in the next 2 to 3 years?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Our target is to increase the PAT margin to 10% plus. If you remove the one big order, our PAT margin is already more than 10%. That big order contributes less than 5% to our bottom line but 60% of the top line.

**Abhishek Sharda – Hem Securities:** So the targeting is 40 to 45 crores of PAT in FY29. Will this growth be gradual?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Yes, it will be gradual year–on–year. If we do a certain amount this year, we will increase to perhaps 12 crores next year and then 15 or more. With a growth of 20% year–on–year in some areas, we aim to reach that target. Last year was our foundation year, and the IPO has helped us acquire senior talent.

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**Abhishek Sharda – Hem Securities:** Is it a safe assumption that most of our strategic investments have been done in FY26?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Yes. From FY27 onwards, you will see the results of those investments. We have taken six senior specialists with 17 to 33 years of experience, which never happened in the history of Meta.

**Operator:** The next question comes from the line of Lakshminarayan KG with Tungo Investment. Please go ahead.

**Lakshminarayan KG – Tungo Investment:** How many employees do we have on rolls now? What employee growth do you envisage? Are you setting up more training centers?

**Venu Gopal Peruru – Meta Infotech Ltd.:** We were 265 in March 2025. We are around 309 as of March 2026. We expect to be at a minimum of 350 by March 2027, ideally around 370 to 375 based on our prospects.

There is a 70% gap in global cybersecurity supply and demand. We address this in two ways. First, through our training centers in Mumbai and Hyderabad. We filter freshers and train them for 3 months. This is paid training; we charge them to train, and then they join Meta as trained resources. Within 3 months of joining, they become billable because they are trained on customer sites in complex environments. Second, we are taking resources from institutes like Jetking under a 3-year bond. We will have a combination of these sources.

**Lakshminarayan KG – Tungo Investment:** What kind of attrition do you face and how do you mitigate it?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Industry standard attrition is 25–40%. Ours was less than 20% last year. We always have 15 to 25 people on the bench. When someone completes 3 years and becomes vulnerable to market demand, we provide a junior engineer with one year of experience to be trained by that person as a backup. If they complete 4 years and demand a 100% hike, we let them go and replace them with a package of 7 to 8 lakhs instead of paying them 18 lakhs. We maintain our costs by replacing senior guys with juniors who have 80% to 90% of the capability after 3 months. For every three engineers at a customer site, we provide one extra junior engineer at no cost to mitigate attrition or leaves.

**Lakshminarayan KG – Tungo Investment:** Cash flow conversion has been muted. Is this structural or a timing issue?

**Paresh – CFO, Meta Infotech Ltd.:** Operating cash flow was affected by a tax payment of around 5 crores. Also, there was inventory of around 20 crores in March, which mostly rolled over in April. It is a timing issue and has been resolved.

**Lakshminarayan KG – Tungo Investment:** How does the supply chain work? Do you buy from Zscaler directly or through distributors?

**Venu Gopal Peruru – Meta Infotech Ltd.:** For Zscaler, we are a privilege partner and buy directly from them. For others like Imperva, we buy from local distributors like MTech or iValue. Going

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forward, we will be buying mostly from local distributors in INR.

**Lakshminarayan KG – Tungo Investment:** Regarding international expansion, how are you thinking about business outside India?

**Venu Gopal Peruru – Meta Infotech Ltd.:** We have associated companies in Dubai and Australia run by my brothers who have 25 years of experience. They have sales teams, and we provide services support. We currently have three projects in Dubai, including one 3-year contract. Australia is developing as we add more focused vendors. I am also traveling to the US to develop that market through alliances.

**Lakshminarayan KG – Tungo Investment:** What is your customer concentration?

**Venu Gopal Peruru – Meta Infotech Ltd.:** One large private bank gave us about 50–55% of the top line last year. That is the 100-crore order, which is one of the largest deals in Indian history. Most other customers are in the range of 10 crores. For services, we have about 85–90 people at ICICI Bank group, about 55 at Axis, and 32 at IDFC.

**Lakshminarayan KG – Tungo Investment:** Cash levels are less than 5 crores and you have debt. Do you intend to take more equity or higher debt?

**Venu Gopal Peruru – Meta Infotech Ltd.:** We do not need extra money for growth. Regarding the debt, the 100-crore billing from the vendor happened in April, but we billed it in September, which causes timing shifts.

**Lakshminarayan KG – Tungo Investment:** How do you handle forex fluctuations?

**Venu Gopal Peruru – Meta Infotech Ltd.:** Previously, the contract did not mention INR costs clearly, and we had to execute based on old rates. It took six months to get approval for adjusted rates. Now, all our contracts are conversion-agnostic. We are signing customers at spot plus 2. If the dollar rate is 95 today and 100 next year, we will charge them at 102. This is mentioned in the proposals and POs.

**Lakshminarayan KG – Tungo Investment:** There are loans of 13.8 crores on the asset side. What are these?

**Paresh – CFO, Meta Infotech Ltd.:** That includes advances for property purchase, security deposits, and advances to employees.

**Operator:** Ladies and gentlemen, that was the last question for today. I now hand the conference over to the management for closing comments.

**Venu Gopal Peruru – Meta Infotech Ltd.:** Thank you for joining and spending your time with us. Last year was our investment year, which I have been vocal about. We had unforeseen situations like the currency conversion and the Imperva sale, but we maintained our gross profit. I am personally happy that we attracted excellent veteran talent and created a strong foundation. We have opened operations in new locations, and I will be personally handling the international market. I have clear visibility for the next 3 years. We have enough resources at the senior management level. We intend

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to add 50 engineers every year to reach our PAT targets. We are very upbeat, so stay with us for the next 3 years and you will see the results year-on-year. Thank you everyone.

**Operator:** Thank you. On behalf of Meta Infotech Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.

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