



Date: November 18, 2025.

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street Mumbai – 400001
Company Code: METAINFO
Scrip Code: 544441

Sub: Analyst and Investor Conference Call (Earnings Call) Presentation.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 and in continuation to our intimation dated November 13, 2025, please find enclosed a copy of Investor Presentation on financial and business performance of the Company for the half year ended September 30, 2025, for the conference call (earnings call) scheduled to be held on November 18, 2025.

You are requested to take the above information on your record.

Thanking You

For Meta Infotech Limited

Komal Toshniwal
Company Secretary & Compliance Officer
MNO: A53364

Encl: As above

Meta Infotech Limited.

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Meta Infotech Ltd

Investor Presentation
H1FY26



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**Company
Overview**



**Key Growth
Drivers**



Financials



Company Overview



- Founded in 1998, Meta Infotech is a leading **One-stop Cybersecurity Solutions Provider** committed to safeguarding the digital infrastructure of enterprises across India.
- Since its strategic transition into the cybersecurity domain in 2010, the company has evolved into a trusted partner for organizations seeking comprehensive protection in an increasingly digital world.
- With a strong and growing presence **diverse industries** such as Banking, Capital Markets, NBFCs, IT/ITES, Insurance, Cybersecurity, Automobile, FMCG, Pharmaceuticals, Real Estate, Manufacturing, and Conglomerates, Meta Infotech continues to empower enterprises with advanced, scalable, and future-ready cybersecurity solutions.

Meta Infotech offers an extensive portfolio of over 15 cybersecurity solutions and services, including:

Secure Access Service Edge (SASE), Database Security, Endpoint Detection & Response (EDR/XDR), Cloud Security, Identity Security, Application and API Security, Network and Perimeter Security, and Managed Security Services.



15+ years

Industry Experience
(Cybersecurity)



310

Employee
Strength



~50%

Experienced Team with
Core Technical Expertise



15+

Industry
Presence



87

Active Domestic
Clients in FY25



30

Clients retained for
3+ Consecutive years



Rs 2,188 Mn

Revenue in FY25
2 Year CAGR at 42%



Rs 246 Mn

EBITDA in FY25
2 Year CAGR at 62%



Rs 143 Mn

PAT in FY25
2 Year CAGR at 48%



33% & 38%

ROE & ROCE in FY25



11

Awards received



Rs 5,140 Mn

Order Book as of date



1998-2005

Foundation & Transition

- **1998:** Meta Infotech founded
- **2000:** Transitioned from a trading business model to a solutions and services-oriented approach

2015-2020

Transformation & Leadership

- **2015:** Transitioned into a fully-fledged cybersecurity company; executed largest Bluecoat proxy implementation at TCS
- **2019:** Established in-house Infrastructure Cybersecurity training institute

2006-2014

Recognition & Early Growth

- **2006:** Awarded Biggest Partner award for Citrix
- **2009:** Commenced providing cybersecurity solutions
- **2010:** Strategic shift into the cybersecurity domain
- **2013:** Rated among India's best Solution Provider – Security at CRN Excellence Awards
- **2014:** Best Partner Authorized 2013–14 at Bluecoat Partner Summit

2021-2025

Expansion & Excellence

- **2021:** Awarded Industry Expert of The Year; Accops Industry Expert of the Year
- **2022:** Opened Hyderabad branch; received Channel World Premier Honoree – The Futuristic 100
- **2023:** Secured biggest Zscaler contract at ICICI Bank
- **2024:** Honored with #Time2Leap National Award and Channel Accelerator Award 2024 in Cybersecurity
- **FY25:** Achieved strong financial metrics (ROE 33%, ROCE 38%)



Secure Access Service Edge (SASE)

Integrates cloud native security technologies—SWG, CASB, ZTNA, and FWaaS with WAN to securely connect users, systems and endpoints

Database Security

Includes DAM (Database Activity Monitoring) which protect databases from unauthorized access and potential security threats on real time basis

Endpoint Detection & Response Security

- EDR (Endpoint Detection and Response): Monitors and analyze endpoint behavior, detecting suspicious activity and responding to threats in real time
- XDR (Extended Detection and Response): Protection, detection, and response by analyzing data from the cortex endpoint and third-party data sources

Data Security

Safeguarding sensitive information, maintaining privacy, and ensuring compliance with regulatory requirements

Application Security

To protect web applications from various types of attacks by filtering and monitoring HTTP/HTTPS traffic

API Security

- API Gateway: Secure API ecosystem, improve performance, and ensure that APIs are robust, reliable and compliant with security standards.
- API Security: Crucial for protecting the integrity and confidentiality of data exchanged through APIs

Cloud Security

- CSPM: Cloud Security Posture Management, identify misconfigurations, enforce security policies and ensure compliance
- CNAPP: Cloud-Native Application Protection secure applications developed and deployed in cloud environments
- CASB: Cloud Access Security Broker, automatically prevent sensitive data leakage, stop malware and other threats, discover and control shadow IT, block risky sharing, etc.
- Cloud Risk Monitoring: Detect anomalies, prioritize risks, and take corrective actions to protect cloud assets

Security Information And Event Management (SIEM)

Helps in log management and centralization, security event detection and reporting, and search capabilities

Identity Security

Protect identities and access to resources within an organization to prevent unauthorized access and data breaches

Network & Perimeter Security

Safeguard the network perimeter serves as boundary between the internal network and external environments

Email Security

On-premise security solution or cloud-based service that provides inbound and outbound protection



Implementation Services

Deploying robust cybersecurity solutions in a phased manner



Professional Services

Implementation service that is provided to the client on behalf of the OEM to manage and optimize security measures, in deployment and implementation



Sustenance Services

Providing on-site ongoing support & improvements



Managed Security Services

Comprehensive monitoring and support for multiple cyber security solutions & consultation services to end-customer



Annual Maintenance Services

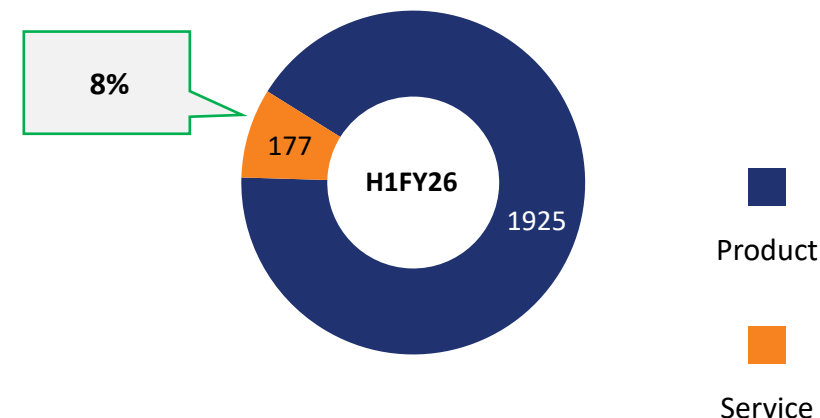
Ensuring continuous protection and system efficiency



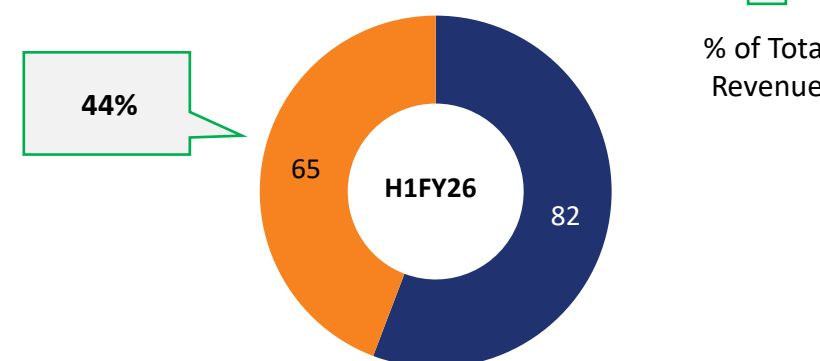
Training Services

Established an in-house Cybersecurity Training Centre in 2019 to create a consistent pipeline of skilled professionals.

Segmental Revenue Mix (Rs Mn)



Segmental Result Mix (Rs Mn)



Sharpening our focus on the margin-accretive Solutions Business to drive sustainable profitability.



- Authorized reseller for global cybersecurity OEMs
- Partnerships covering product licensing, subscriptions, and professional services
- Strategic collaborations enhance product depth across categories like **SASE, XDR, Cloud Security, and SIEM**
- OEMs leverage Meta Infotech's implementation expertise for deployment in enterprise environments

Strategic tie-ups with reputed OEMs — including:

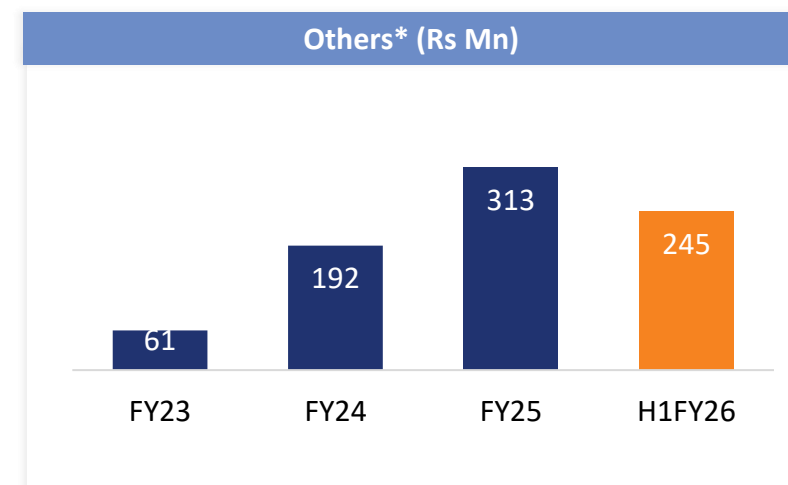
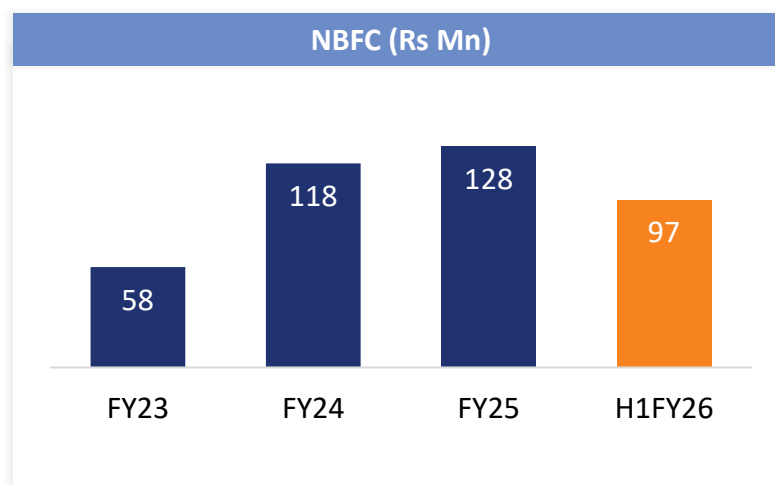
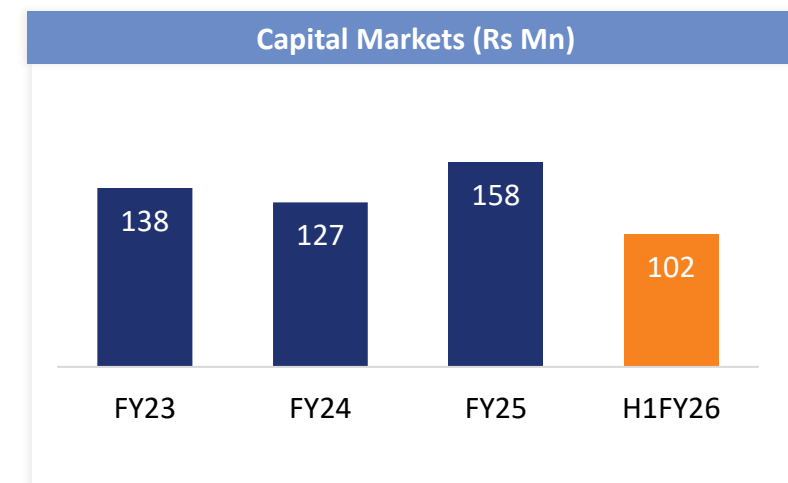
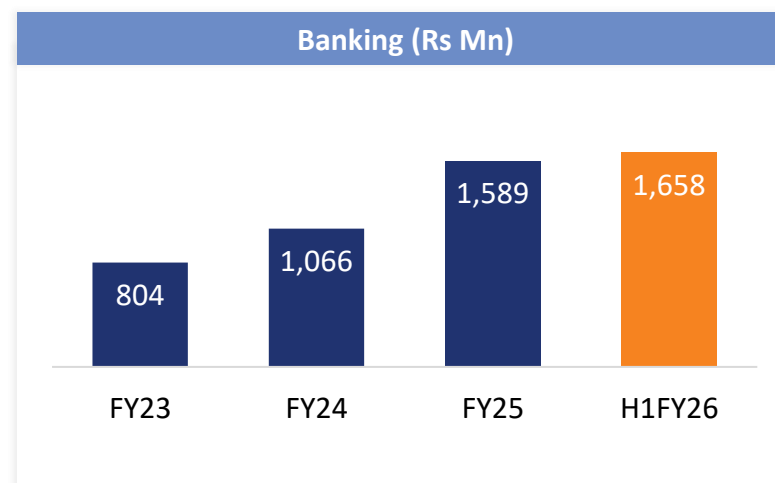


- ✓ Zscaler
- ✓ Palo Alto Networks
- ✓ Imperva (Acquired by Thales)
- ✓ CrowdStrike
- ✓ Proofpoint
- ✓ Security Scorecard
- ✓ Rubrik
- ✓ Colortoken
- ✓ Broadcom
- ✓ Varonis
- ✓ Kong
- ✓ Fortinet

Underscore our position as a preferred IT partner in the cybersecurity ecosystem.

The Company has a well-diversified presence across industries, and our client base includes several prominent organisations such as:

- Tata Consultancy Services
- Piramal
- Mahindra Finance
- IDFC First Bank
- Bank of Baroda
- Aditya Birla Group
- HDFC Bank
- ICICI Securities
- ICICI Bank
- HDB Financial Services
- IndusInd Bank
- LTIMindtree
- NPCI
- NSE



*Includes IT/ITES, Cybersecurity, Insurance, Automobiles, Manufacturing, Pharmaceuticals, E-Commerce, FMCG, Real Estate, Hospitality, Healthcare, Telecom and Conglomerates

**Mr. Venu Gopal Peruri****Designation:**

Promoter (Chairman & Managing Director)

Education Qualification:

Bachelor of Science

Experience:

25+ years

**Mr. Mohammed Laeek****Designation:**

Whole-Time Director

Education Qualification:

Bachelor of Science
(Information Technology)

Experience:

15+ years

**Mr. Rama Krishna Kishore****Designation:**

Whole-Time Director

Education Qualification:

Bachelor of Science
(Computer Science)

Experience:

23+ years

**Mr. Amrish Deshpande****Designation:**

Chief Operating Officer
(COO)

Education Qualification:

PG Diploma in Business
Administration

Experience:

31+ years (including 25+
years in cybersecurity)

**Dr. Nishant Sawant****Designation:**

Director Managed
Security Services

Education Qualification:

Doctorate in Cyber
Security

Experience:

26 years



Awards & Accolades: The Hallmarks Of Excellence



Zscaler
Service Partner of the Year
(2025)



M.Tech (M-Reconnect 2025)
Best Value Added Partner Western
Region



Felicitated for winning **Channel
Accelerator Award 2024** in
Cybersecurity Category



Honored with **#Time2Leap National
Award** for Best IT Services Company of
the Year at the MSME & Startup
Innovation Summit - 4th Edition for
the year 2024



Zscaler
India Partner of the Year 2023



M.Tech (M-Reconnect 2023)
Best Partner Western Region



Imperva
APJ Data Security Partner
of the Year 2022



Foundry (Channel World Premier)
Special Security Award
Honoree 2022



**SME Channels (12th Channel
Accelerator Awards 2022)**
Accelerator Award - Cyber Security



Channel World Premier
Honoree 2022
The Futuristic 100

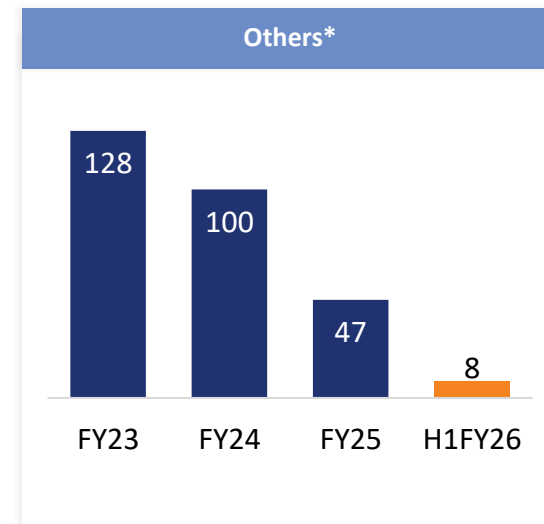
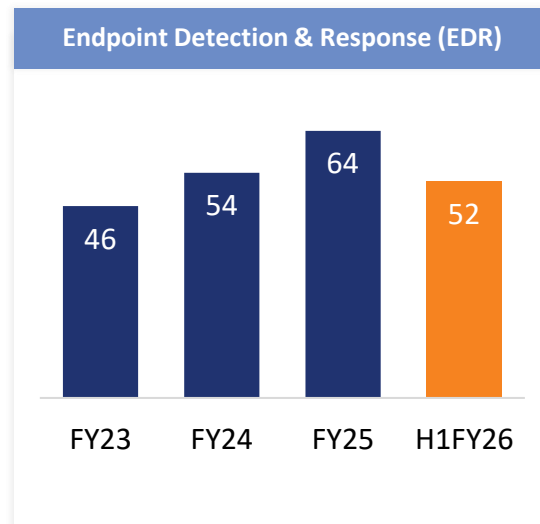
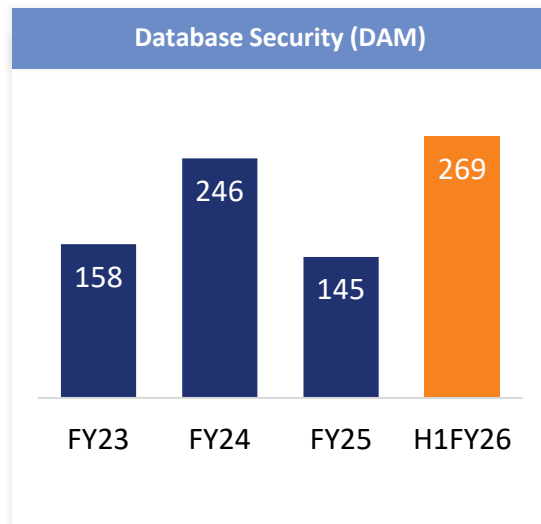
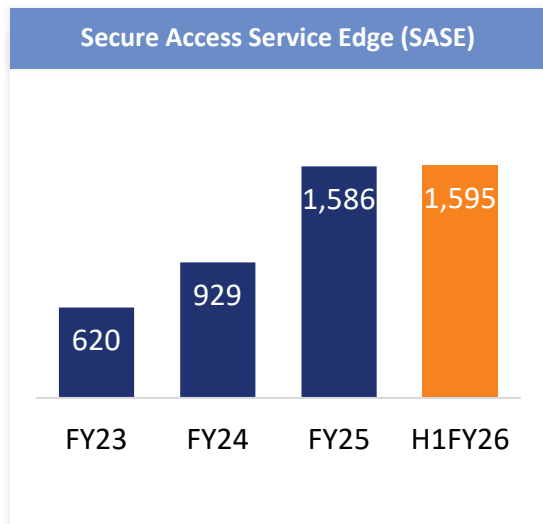


Accops
Industry Expert of
the Year 2021

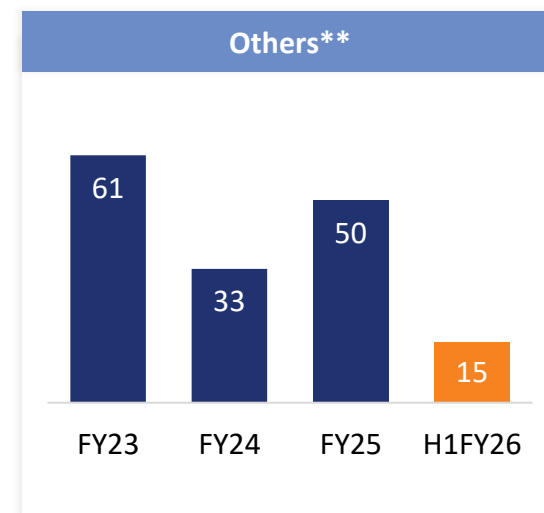
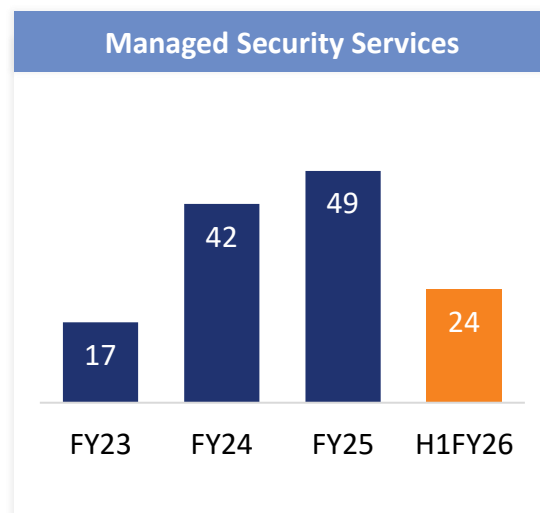
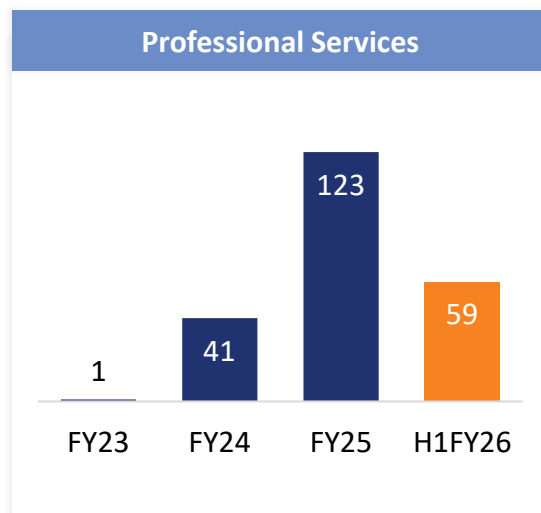
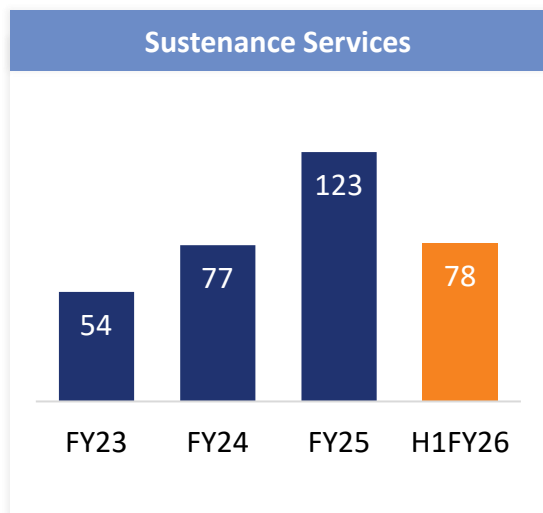


Segment Wise Revenue Trend

Products



Services

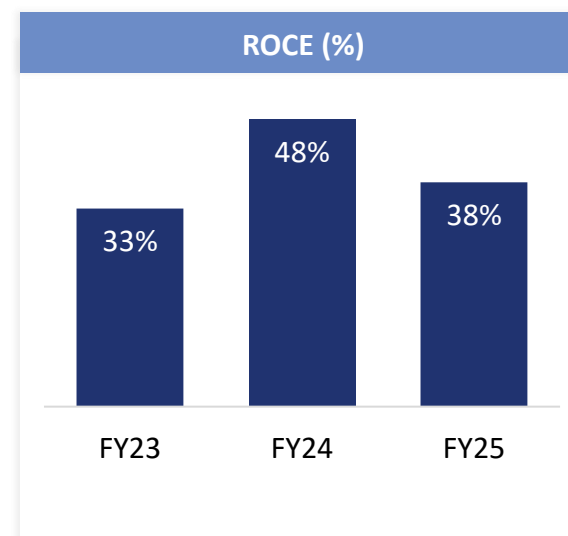
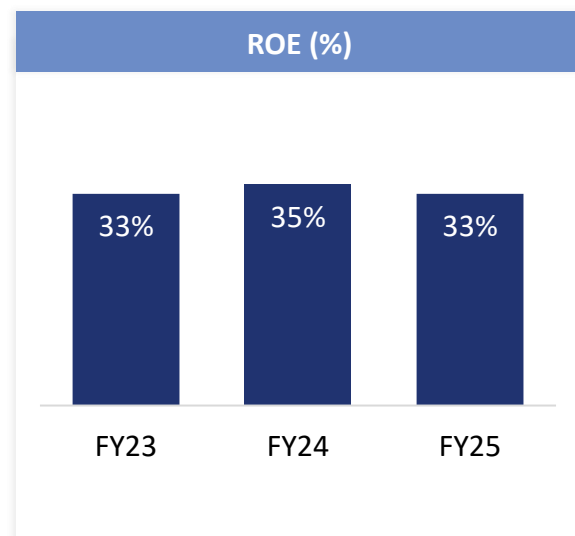
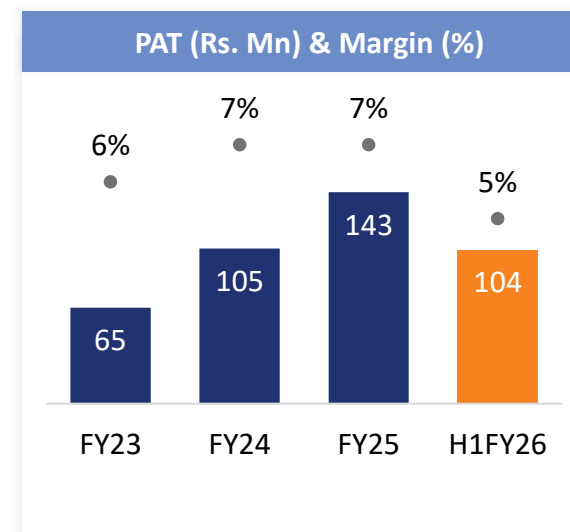
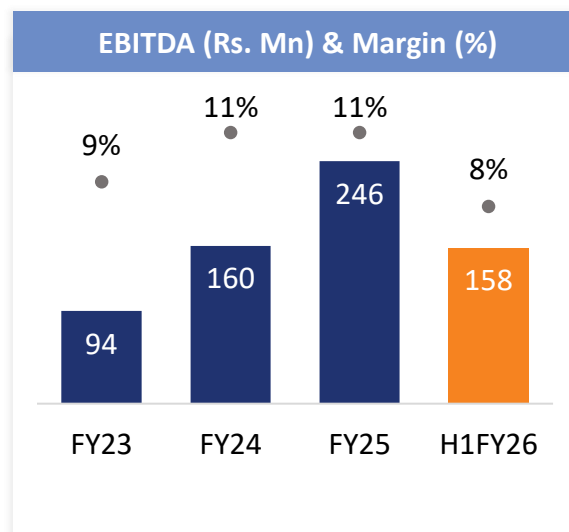
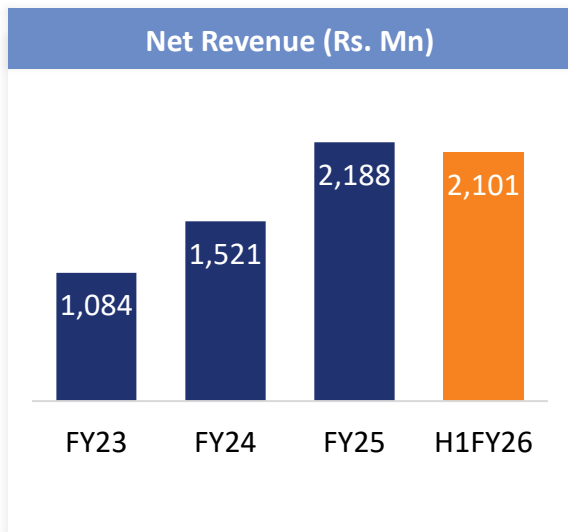


*Includes Data & Application Security, API & Cloud Security (CSPM, CNAPP, CASB, Cloud Risk Monitoring), Security Information & Event Management (SIEM), Identity and Network/Perimeter Security. Email Security

**Includes Annual Maintenance Services, Training Services & Implementation Services



Robust Track Record of Financial Performance

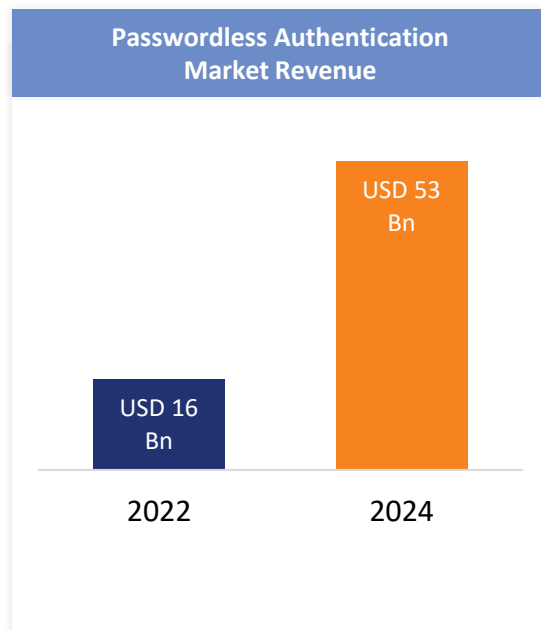




Key Growth Drivers



- The industry is witnessing a **paradigm shift toward passwordless/passkey authentication** as traditional passwords face challenges such as **brute-force vulnerability, phishing, credential fatigue, and high management costs**.
- Cybersecurity is increasingly becoming a **central pillar of ESG discourse**, recognized as a critical public good. **Cyber Risk Quantification (CRQ)** is reshaping risk management by enabling **objective, ratio-based assessment** and **real-time, impact-driven prioritization** of risks.
- Meanwhile, **cloud security continues to advance**, supported by **standardized security protocols** and accelerated by AI's **GPU-driven dependency**, which is pushing more workloads and infrastructure into the cloud.



India's IT industry contributed **7.5% to GDP in FY23**, projected to reach **10% by 2025**. The **software product market** is set to touch **US\$ 100 billion by 2025**, supported by government focus on **cybersecurity, hyperscale computing, AI, and blockchain**.

With **data costs at ₹10/GB**, India remains one of the world's most affordable data markets.

Passwordless authentication is reshaping security through **biometrics, hardware keys, tokens, magic links, and FIDO standards**. **Cyber Risk Quantification (CRQ)** is shifting from qualitative judgments to **quantitative, ratio-based models**, making cybersecurity a **strategic business priority**.





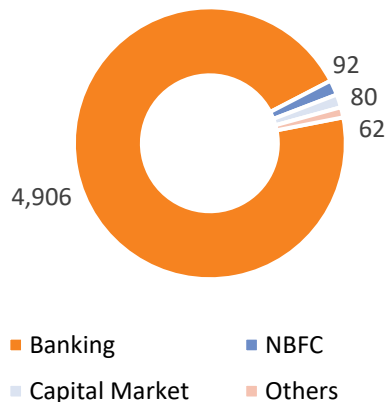
Robust Order Book

- Focusing towards high margin service business

O/S Order Book:

- **Rs. 5,140 Mn (2.35x of FY25 Revenue)**

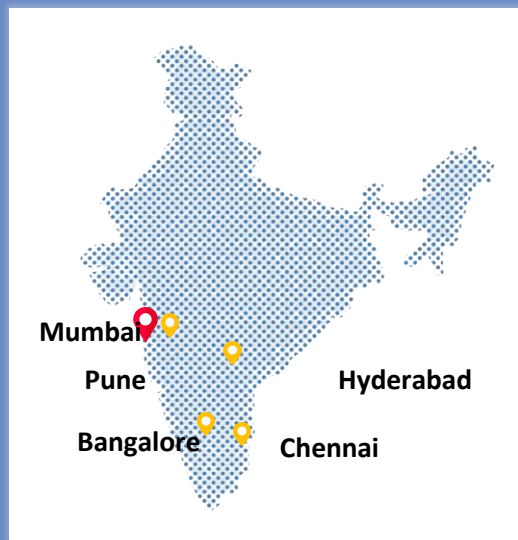
O/s Order Book



Strengthening Presence

New Offices in technology and enterprise hubs like **Pune, Hyderabad, Bangalore, and Chennai**

New **Mumbai office on Andheri-Kurla Road**, and a planned **Experience Centre in Andheri East** to showcase interactive cybersecurity solutions.



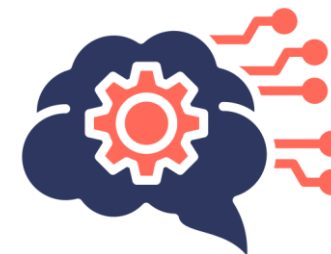
Expertise

- In-house EC-Council accredited training centre for upskilling and internal talent growth, this help us as there is a talent crunch and maintaining attrition at lower rates.
- Internal **talent augmentation program** for sustained growth and innovation
- More than 50% of employees possess technical knowledge in core business.



Enhancing Technological Capabilities

- Company added 2 new capabilities including:
 - ✓ **Micro segmentation:** Enhances cybersecurity defense by dividing the network into smaller, isolated segments.
 - ✓ **Patch management:** Ensures that all applications, operating systems, middleware and network devices are consistently patched against vulnerabilities





- In-house Capability & Talent Development Focus
- Established an in-house Cybersecurity Training Centre in 2019 to create a consistent pipeline of skilled professionals.
- Focused on developing fresh talent and augmenting internal capabilities for continuous improvement and organizational growth.
- Training programs accredited through EC-Council, ensuring global standards in cybersecurity education.

Meta In-house Training Institute

- Certified Cyber Security Specialist (CCSS) Program
- Classroom Training: 1 Months
- Lab Training: 2 Months
- On-Field Training: 3 Months

End-to-end structured program designed to build industry-ready cybersecurity specialists.





Financials



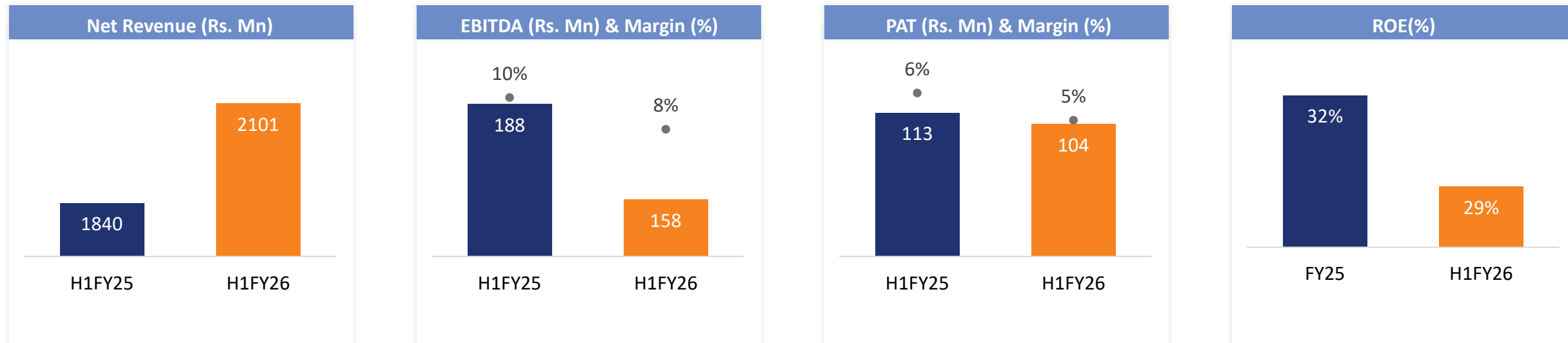
Mr. Venu Gopal Peruri

FY26 has commenced on a strong note with the successful listing of Meta Infotech on the BSE-SME — a significant milestone in our growth journey. We are proud to report our *highest-ever half-yearly revenues*, reflecting the continued strength and momentum in our business. As we are currently in an *accelerated growth phase*, there has been an increase in certain expenses primarily linked to *strategic investments* in scaling up our operations and building future capabilities. We remain confident that these investments will yield meaningful results in the coming periods. Our focus continues to be on investing in our future, strengthening our position as a leading player in the cybersecurity space, and driving sustained growth and long-term value creation for all stakeholders.





Profit & Loss Snapshot - Highest Ever Half Yearly Revenue in H1FY26



Highest Ever Half Yearly Revenue in H1FY26, driven by continued momentum in execution and new orders. Revenue from Operations grew 14% YoY to ₹2,101 million in H1FY26.

Profitability was impacted mainly on account of two factors:

- Higher employee costs (up 36% YoY) driven by strategic investments to support future growth and maintain adequate bench strength for faster execution as order volumes ramp up. Headcount rose from 265 employees as of March 31, 2025, to 310 employees as of September 30, 2025, as the Company expanded its presence into new geographies, including Pune, Hyderabad, Chennai, and Bangalore.
- Other expenses (up 162% YoY): The increase was mainly due to a foreign currency loss of Rs 53 Mn arising from an extended five-month delay in closing a major customer deal, following complex negotiations with both the customer and the OEM. While part of the impact was passed on, a portion had to be absorbed by the Company, impacting profitability. To mitigate such risks going forward, the Company has instituted a robust currency risk management policy, including proactive booking of foreign currency forward contracts to remain currency-neutral and reduce exposure to volatility.

Particulars (Rs Mn)	FY23	FY24	FY25	H1FY25	H1FY26	YoY
Revenue from Operations	1084	1521	2188	1840	2101	14%
Purchases of Stock in Trade	742	1161	1721	1529	1937	27%
Changes in inventories	136	16	-31	9	-188	-2264%
Gross Profit	207	344	499	302	352	17%
Gross Margin (%)	19%	23%	23%	16%	17%	
Employee Expenses	62	100	182	82	112	36%
Other Expenses	51	84	71	32	83	162%
EBITDA	94	160	246	188	158	-16%
EBITDA Margin (%)	9%	11%	11%	10%	8%	
Other Income	11	9	12	8	2	-70%
Depreciation and Amortisation	11	15	23	9	12	43%
Finance Cost	6	13	9	2	8	225%
Prior Period Items			2	2	0	-100%
Exceptional Item	0	0	23	23	0	-100%
Profit Before Tax	88	140	202	160	140	-13%
Tax expenses	22	35	58	47	35	-26%
Profit After Tax	65	105	143	113	104	-7%
PAT Margin (%)	6%	7%	7%	6%	5%	



Balance Sheet Highlights

Liabilities (Rs Mn)	FY23	FY24	FY25	Sept-25
Equity Share Capital	8	8	176	189
Reserves & Surplus	188	293	269	540
Shareholders' Funds	195	300	446	729
Borrowings	3	5	32	79
Provisions	6	8	14	14
Deferred tax liabilities (Net)	4	3	2	1
Other non-current liabilities	0	0	2	2
Total Non-Current Liabilities	13	17	49	95
ST borrowings	73	2	142	242
Trade payables	475	244	98	1,427
Provisions	0	0	0	3
Other current liabilities	8	27	9	257
Total Current Liabilities	556	273	249	1,929
Total Liabilities	764	590	744	2,753

Assets (Rs Mn)	FY23	FY24	FY25	Sept-25
Property, plant & equipment and Intangible Assets	169	167	174	168
Investments	65	23	65	75
Loans	100	135	138	140
Other non-current assets	104	5	1	1
Total Non-Current Assets	438	331	379	384
Inventories	32	15	47	234
Trade receivables	168	134	223	1,988
Cash & cash equivalents	68	58	8	97
Loans	58	53	88	51
Total Current Assets	326	260	365	2,370
Total Assets	764	590	744	2,753

Short-term debt: The increase in short-term debt was primarily due to higher bill discounting, availed at an attractive rate to manage a temporary delay in payment from a key customer while commercial negotiations were underway. The situation has since normalized, and the Company expects the position to fully align by the March 2026 balance sheet. The Company remains committed to its vision of becoming debt-free.

Successfully completed the IPO of **INR 801.8 Mn** of which,
Fresh Issue consisted of **INR 200.5[^] Mn** and Offer For Sale by Promoters of **INR 601.3 Mn**

Listed on BSE with effect from July 11, 2025

Objects of the IPO (Rs. Mn)	Available for Deployment**	Actual Deployment*	Balance for Deployment	Status
Repayment of Borrowings	153.50	153.50	0	Completed
Investment in New Office Premise	12.04	0	12.04	In Progress
Setup of an interactive experience Centre	9.08	0	9.08	In Progress
General Corporate Purposes	0.23	0.23	0	Completed
Total	174.85	153.73	21.12	

*As of September 30, 2025; **Net of IPO Expenses, ^A discount of Rs.10 per Equity Share was offered to Eligible Employee bidding in the Employee Reservation Portion. The shares reserved under employee category was 50,400 and subscribed was 31,200 equity shares resulting into the amount raised by the company to Rs. 200.1 Mn



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Thank You



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