

meta INFOTECH

META INFOTECH LIMITED

Investor Presentation

Private & Confidential



Book Running Lead Manager
Hem Securities Ltd.





META INFOTECH - AT A GLANCE

- 15+ years of Industry experience, Delivering comprehensive cybersecurity solutions and services
- Safeguarding the digital infrastructures of companies belonging to over 11 industries

250+
Employees

15+
Solution & Services



As on 31st March, 2025

Revenue:
Rs. 218.82 Cr

EBITDA:
Rs. 22.24 Cr

Net Worth:
44.55 Cr

RONW:
32.55%

RoCE:
37.81%

Order Book:
Rs. 573.13 Cr

As on 30th April, 2025

*

* FY23-FY25



COMPANY OVERVIEW



Established in 1998 and transitioned into the cybersecurity domain in 2010



Application catering to various industries such as Banking, Capital Market, NBFC, IT/ITES, Cybersecurity, Automobile, Insurance, Pharmaceutical, FMCG, Real Estate, Manufacturing and Other conglomerates etc.



Awarded the #Time2Leap National Award for Best IT Services Company of the Year at the MSME & Startup Innovation Summit 2024 (4th Edition).



As of March, 2025, the Company has a workforce of 250+ Employees.



Provide on-site resources along with training services to the organizations.



In-house training centre with a focus on creating fresh talent and internal talent augmentation for continuous improvement and growth





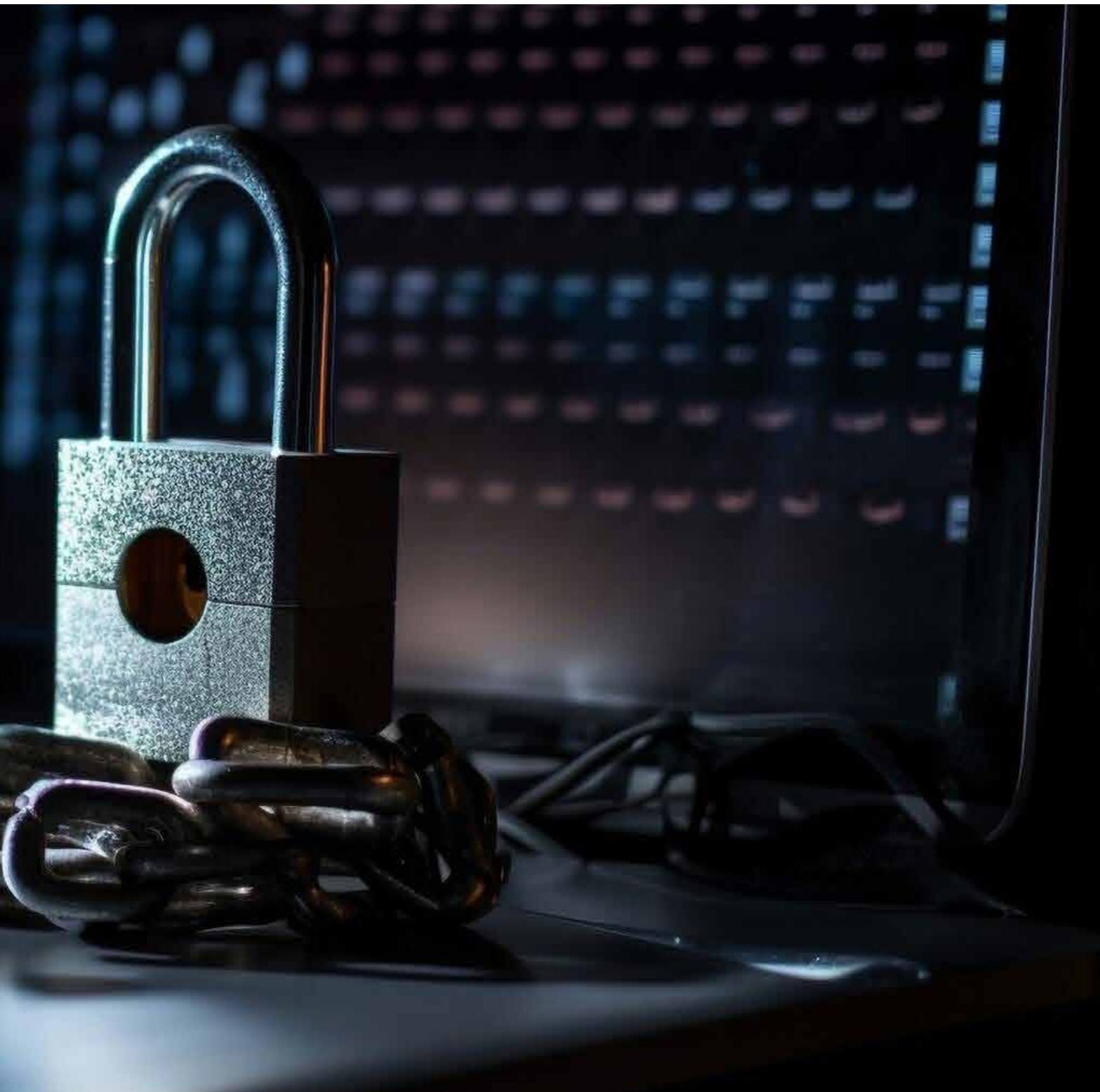
COMPREHENSIVE PORTFOLIO

Cybersecurity solutions:

- Secure Access Service Edge (SASE)
- Database Security
- Endpoint Detection and Response Security
- Application Security
- Cloud Security
- Identity Security
- Network & Perimeter Security
- Email Security

Cybersecurity services:

- Implementation Services
- Professional Services
- Sustenance Services
- Managed Security Services
- Annual Maintenance Services





SOLUTION OFFERINGS (1/2)

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



SOLUTION OFFERINGS (2/2)

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



SERVICE OFFERINGS

Deployment of resources towards multiple services as under:



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



SOLUTION - WISE REVENUE BIFURCATION

(₹in Lakhs)

Particular	2024-25		2023-24		2022-23		2021-22	
Name of Solution	Amount	% of total revenue	Amount	% of total revenue	Amount	% of total revenue	Amount	% of total revenue
SASE	15,768.93	72.06%	9,292.66	61.08%	6,195.10	57.14%	3,179.56	41.70%
Database Security	1,448.69	6.62%	2,455.90	16.14%	1,577.61	14.55%	1,545.79	20.27%
Endpoint Detection and Response	641.98	2.93%	542.06	3.56%	456.02	4.21%	481.93	6.32%
Data Security	189.73	0.87%	7.51	0.05%	131.50	1.21%	316.56	4.15%
Application Security	152.37	0.70%	403.39	2.65%	213.36	1.97%	967.22	12.68%
API Security	57.39	0.26%	493.76	3.25%	0.00	0.00%	0.00	0.00%
Cloud Security	0.00	0.00%	55.48	0.36%	0.00	0.00%	0.00	0.00%
SIEM	0.00	0.00%	24.45	0.16%	21.52	0.20%	14.03	0.18%
Identity Security	0.00	0.00%	13.31	0.09%	0.00	0.00%	0.00	0.00%
Network and Perimeter Security	70.48	0.32%	0.00	0.00%	915.31	8.44%	226.99	2.98%
Email Security	0.00	0.00%	0.00	0.00%	0.00	0.00%	63.80	0.84%
Total Revenue from Solution	18,329.56	83.76%	13,288.52	87.35%	9,510.41	87.72%	6,795.88	89.12%
Name of service			0		0		0	
Sustenance	1,233.08	5.64%	766.15	5.04%	542.79	5.01%	316.14	4.15%
PS	1,233.27	5.64%	413.36	2.72%	8.59	0.08%	84.63	1.11%
Managed Security Service	494.28	2.26%	416.80	2.74%	165.98	1.53%	0.00	0.00%
AMC	188.29	0.86%	102.50	0.67%	87.84	0.81%	48.16	0.63%
Implementation	387.55	1.77%	192.99	1.27%	482.17	4.45%	118.57	1.56%
Training	12.92	0.06%	33.00	0.22%	27.45	0.25%	0.23	0.00%
Others	3.40	0.02%	0.00	0.00%	16.00	0.15%	261.65	3.43%
Total Revenue from Service	3,552.79	16.24%	1,924.80	12.65%	1,330.82	12.28%	829.39	10.88%
Total Revenue	21,882.36	100.00%	15,213.32	100.00%	10,841.23	100.00%	7,625.27	100.00%



INDUSTRY WISE REVENUE BIFURCATION

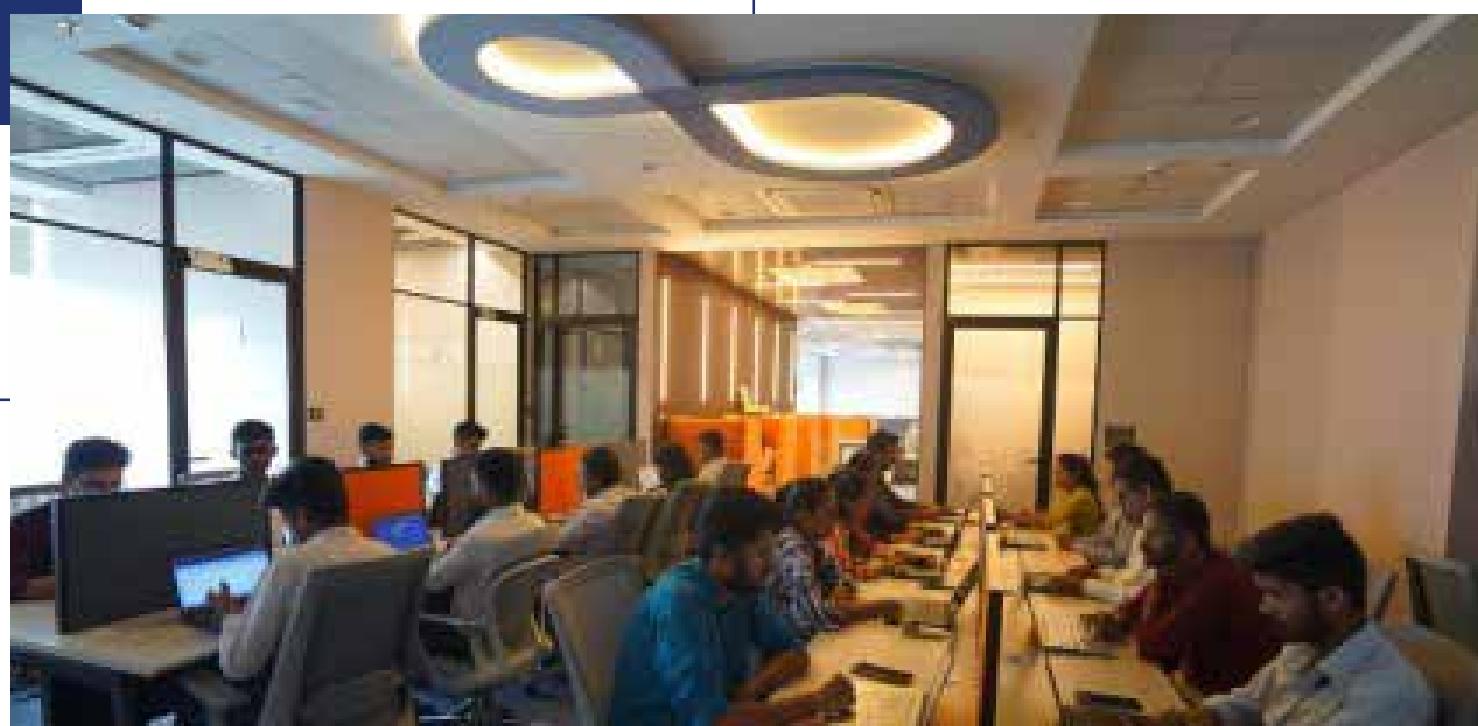
(₹ in Lakhs)

Particulars	2024-25		2023-24		2022-23		2021-22	
Name of Industry	Amount	% of total revenue	Amount	% of total revenue	Amount	% of total revenue	Amount	% of total revenue
Banking	15,889.62	72.61%	10,657.84	70.06%	8,040.02	74.16%	4,437.71	58.20%
Capital Market	1,583.19	7.23%	1,274.52	8.38%	1,377.20	12.70%	1,554.43	20.39%
NBFC	1,280.84	5.85%	1,180.72	7.76%	576.17	5.31%	380.94	5.00%
IT/ITES	1,066.38	4.87%	995.30	6.54%	108.07	1.00%	407.74	5.35%
Cybersecurity	959.69	4.39%	404.61	2.66%	69.97	0.65%	331.44	4.35%
Insurance	481.16	2.20%	252.61	1.66%	208.47	1.92%	345.73	4.53%
Automobile	314.51	1.44%	269.48	1.77%	220.58	2.03%	56.12	0.74%
Others	306.99	1.40%	178.24	1.17%	240.75	2.22%	111.16	1.46%
Total	21,882.36	100.00%	15,213.32	100.00%	10,841.23	100.00%	7,625.27	100.00%



OFFICE LOCATIONS

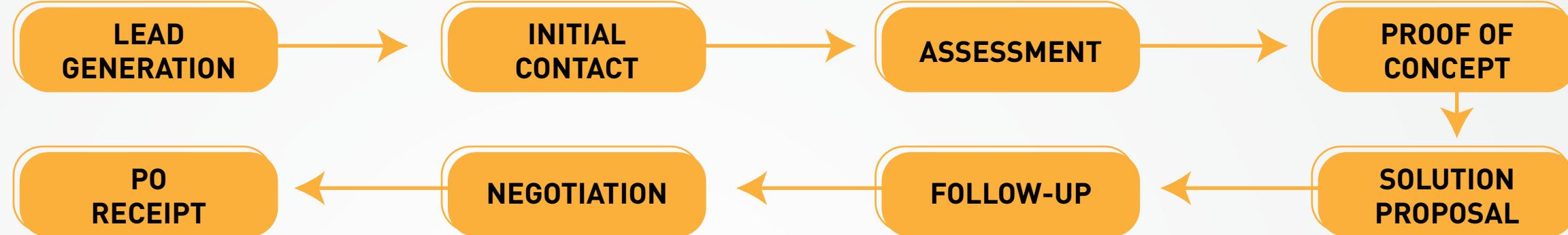
Offices situated at Andheri and Thane in Mumbai and at Hyderabad



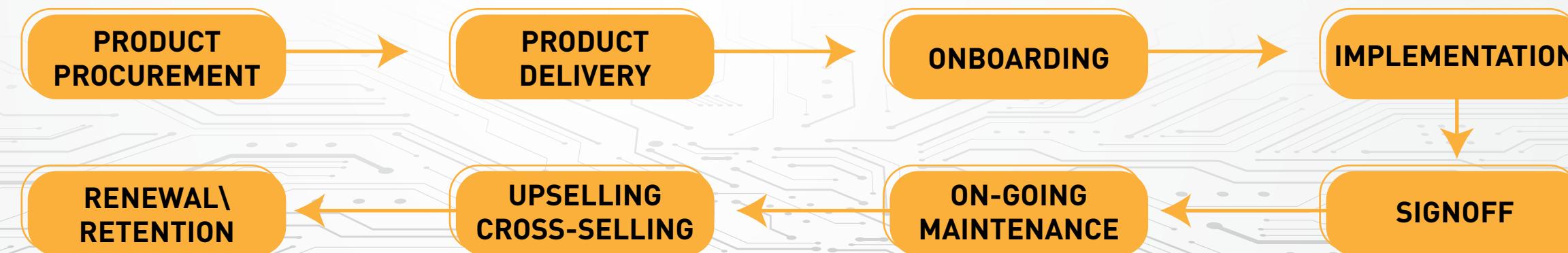


BUSINESS PROCESS

PRE-SALES



POST-SALES





KEY STRENGTHS

"ONE STOP SHOP" FOR SAFEGUARDING THE DIGITAL ASSETS AND INFRASTRUCTURE

- Advising clients on the appropriate product for serving their cyber security requirements to implementing and training of employees

EXPERIENCED MANAGEMENT TEAM AND QUALIFIED POOL OF EMPLOYEES

- Out of total employee strength of 262 employees, more than 50% of employees possess technical knowledge in core business

LONG STANDING RELATIONSHIP WITH MARQUEE CUSTOMER BASE

- During the Fiscal 2025, served approximately 87 domestic customers, including 30 who have been associated with Company for last three continuous years

CATERING TO WIDE RANGE OF END USE INDUSTRIES

- Applications across multiple industry such as Banking, Capital Market, NBFC, IT/ITES, Cybersecurity, Automobile, Insurance, Pharmaceutical, FMCG, Real Estate, Manufacturing and other conglomerates

LONG STANDING RELATIONSHIPS WITH VARIOUS CYBERSECURITY OEM DEVELOPERS

- Partnership with OEM as authorized resellers and professional services partner for distribution of cybersecurity products along with its licenses and subscriptions





BUSINESS STRATEGIES

- 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



- RECRUITING AND RETAINING HIGHLY SKILLED EMPLOYEES

- Focusing on creating a talent pool via training institute accredited through EC-Council.



- SETTING UP ADDITIONAL OFFICES AND EXPERIENCE CENTRES

Expanding operations by establishment of new offices and set up of an Experience Centre

- New office at Andheri - kurla Road, Andheri east, Mumbai
- Intend to Set up an Interactive experience centre Andheri East, Mumbai





ORDER BOOK

Order book as on September 30, 2024 is 57,894.52 Lakhs in bifurcation for the same is mentioned below to be executed over the period of 5 year

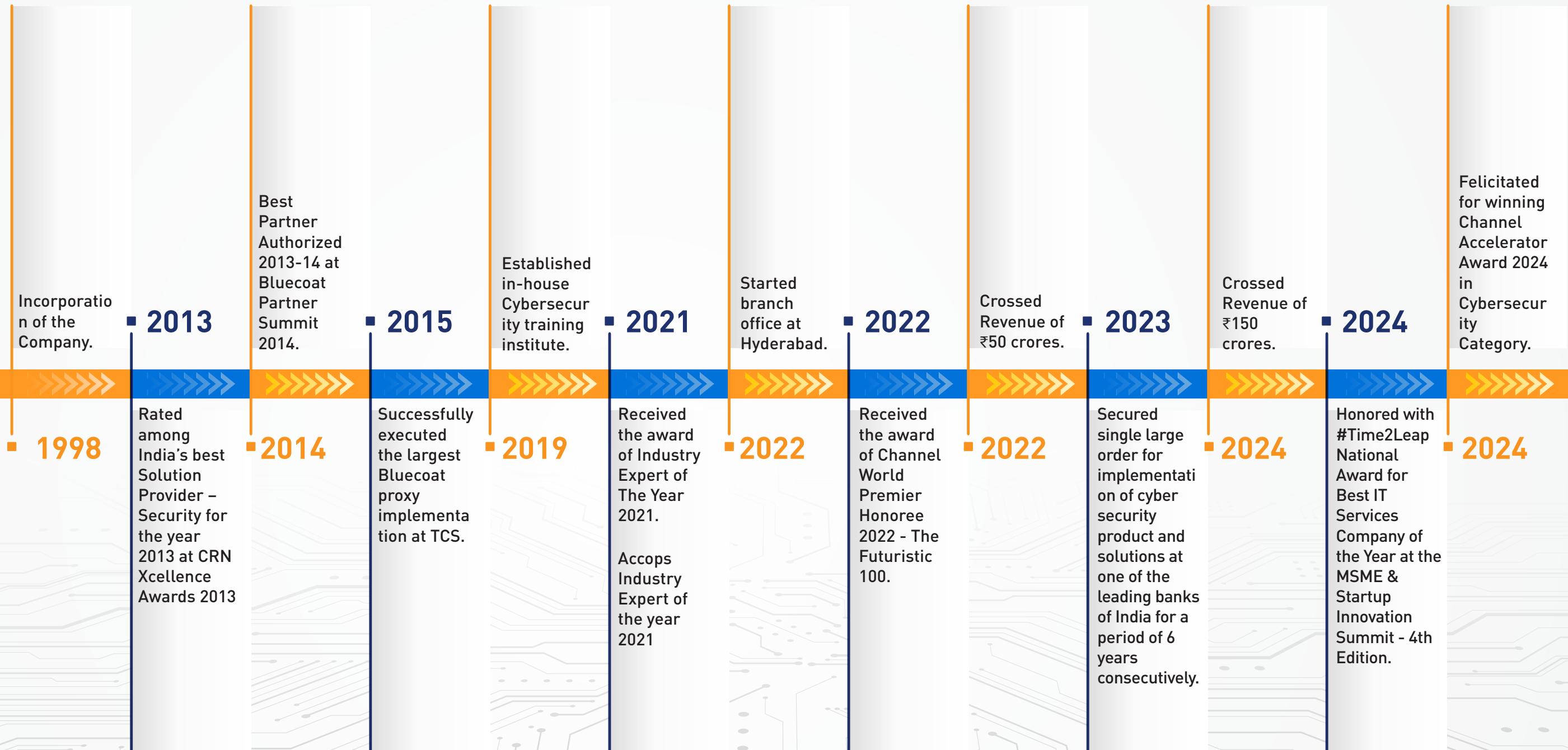
(₹in Lakhs)

Industry	Period of execution		
	Within 1 Year	From 1 to 3 Years	From 3 to 5 Years
Banking	14,066.09	26,966.49	13,106.25
Capital Market	902.90	472.36	-
NBFC	632.59	313.00	-
IT/ITES	32.73	32.00	16.00
Insurance	196.04	143.43	-
FMCG	174.71	174.71	-
Conglomerate	49.44	16.93	-
Automobile	17.33	-	-
Grand Total	16,071.83	28,118.93	13,122.25





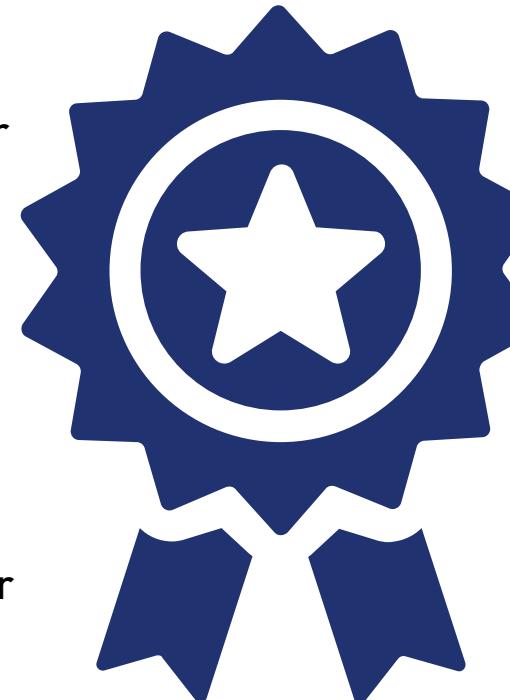
FROM VISION TO REALITY: KEY CHAPTERS OF GROWTH





AWARDS & ACCOLADES: THE HALLMARKS OF EXCELLENCE

- Felicitated for winning Channel Accelerator Award 2024 in Cybersecurity Category
- Honoured 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



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: 20+ years



Mr. Vadivelan Sankar

Designation: Chief Technical Officer

Education Qualification: Master of Science in Information Security and Digital Forensics

Experience: 25+ years



CYBER-SECURITY OUTLOOK

Paradigm Shift in Identity and Access Management: Momentum Towards Password less/Passkeys

Current State Challenges:

- Susceptibility to brute-force attacks
- Phishing scams, credential reuse, and password fatigue
- High costs of managing passwords, rising instances of data breaches

Cybersecurity's Evolving Role in ESG Discourse

- ESG discussions are set to see a significant shift in the coming year, with cybersecurity emerging as a critical public good

Cyber Risk Quantification (CRQ) Reshaping Risk Management

- Adoption of ratio scales and objective evaluation criteria, helps in transforming from a technical concern to a strategic imperative
- Utilizing real-time data analysis and assessment of business impact, organizations can prioritize their efforts in mitigating cyber risks

Advancements in cloud Security

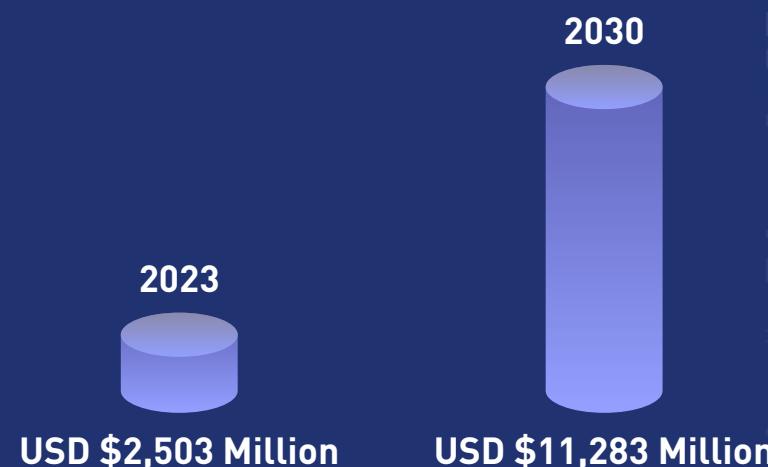
- Cloud security has undergone significant evolution, due to the escalating reliance of businesses on cloud infrastructures
- Standardized security protocols have emerged as fundamental components in strengthening cloud environments against potential threats
- The critical dependency of AI on GPUs has propelled the necessity of migrating workloads to the cloud





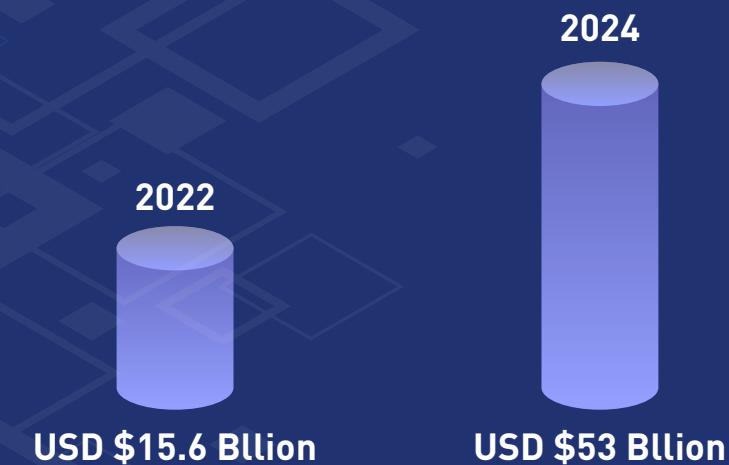
INDUSTRY OVERVIEW

- The IT industry accounted for 7.5% of India's GDP in FY23, and it is expected to contribute 10% to India's GDP by 2025
- The Indian software product industry is expected to reach US\$ 100 billion by 2025
- The government prioritizes cybersecurity, hyper-scale computing, AI, and blockchain. With data costs at Rs. 10/GB (\$0.12/GB), India ranks among the world's cheapest



CRQ Market Size²

- Password less authentication revolutionizes security and user experience, leveraging biometrics, security tokens, hardware keys, magic links, and FIDO Alliance standards
- Cyber Risk Quantification (CRQ): Transition from qualitative evaluations to quantitative approaches. By adopting ratio scales and objective evaluation criteria, cybersecurity assessment transforms from a technical concern to a strategic imperative for businesses.

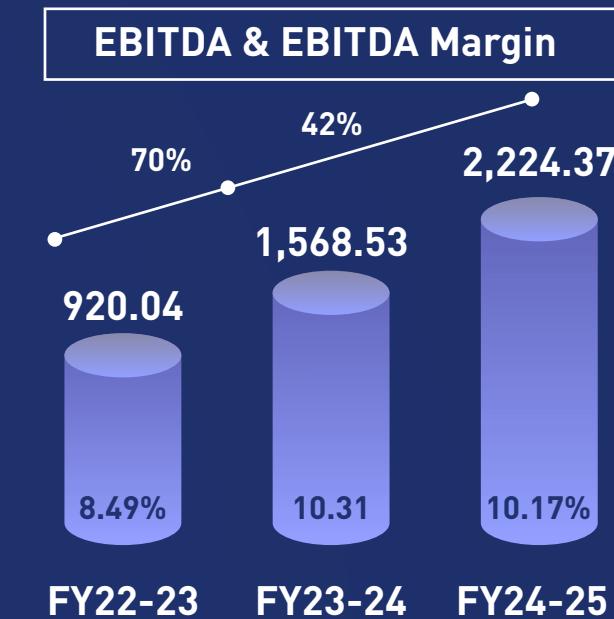
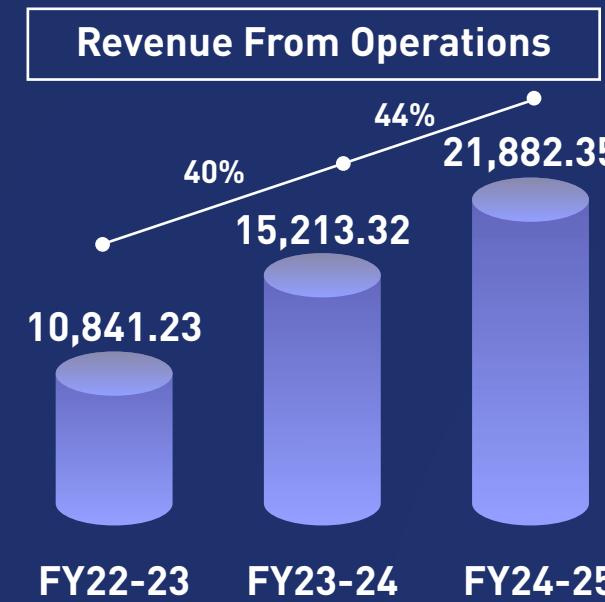


Passwordless Authentication
Market Revenue



KEY PERFORMANCE INDICATOR

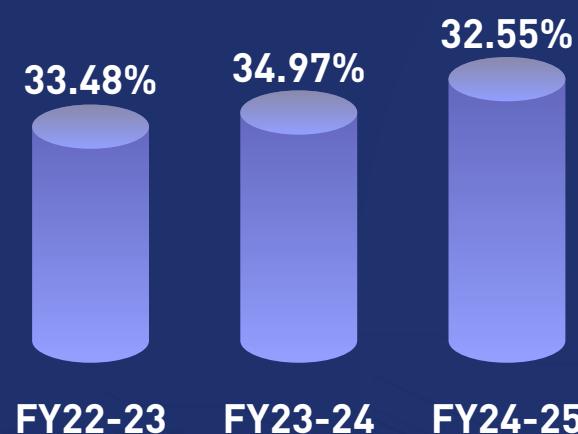
(Rs. in Lakhs except %)



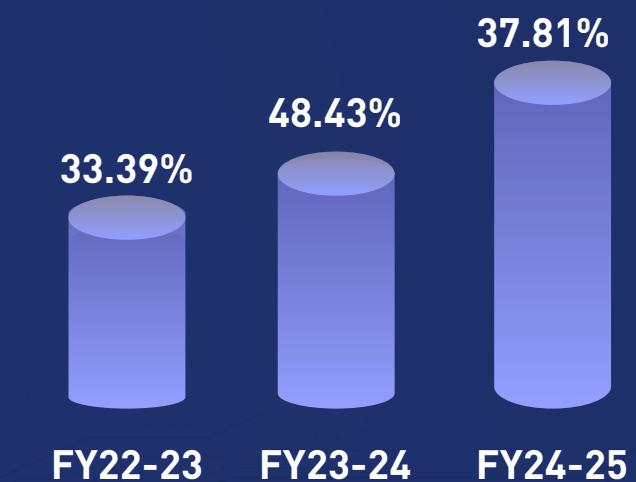


KEY PERFORMANCE INDICATOR

RONW (%)



ROCE (%)





PEER COMPARISON

Name of Company	Current Market Price (₹)	Face Value	EPS		PE	RoNW (%)	Book Value (₹)	Total Income in Crores (₹)
			Basic	Diluted				
Meta Infotech Limited	[.]	10	8.22	8.22	[.]	32.55%	25.26	220.02
Peer Group								
TAC Infosec Limited	1,040.70	10	13.77	13.63	76.35	26.86%	52.71	32.2
Quick Heal Technologies Ltd	356.1	10	0.94	0.91	391.32	1.14%	81.75	300.3
Sattrix Information Security Limited	208	10	6.27	6.27	33.17	11.08%	53.72	45.07

Notes:

*All the financial information for listed industry peer is sourced from their Audited financial results for the year ended FY-2025, 2024 and FY-2023.

*Market Price for the listed peer mentioned above is sourced from stock exchange data dated June 17, 2025 to compute the corresponding financial ratios.





PROFIT AND LOSS STATEMENT

(Amount in ₹ Lakhs, except per share Data)

PARTICULARS	For the Period/Year ended		
	31 March 2025	31 March 2024	31 March 2023
Revenue From Operation	21,882.35	15,213.32	10,841.23
Other Income	119.43	91.34	113.1
Total Income (1+2)	22,001.78	15,304.66	10,954.33
Expenditure			
Purchases of Stock in Trade	17,205.06	11,605.24	7,418.58
Changes in inventories of Stock in trade	-312.67	164.01	1,356.44
Employee Benefit Expenses	1,818.91	1,004.18	620.48
Finance Cost	87.13	132.98	57.61
Depreciation and Amortisation Expenses	226.65	153.66	114.6
Other Expenses	706.21	841.57	509.14
Total Expenditure 4(a) to 4(f)	19,731.28	13,901.64	10,076.85
Profit/(Loss) Before Exceptional & extraordinary items & Tax (3-5)	2,270.50	1,403.02	877.49
Extra-Ordinary Item (Refer Note No 22 of Annexure AC)	229.59	-	-
Profit/(Loss) Before Tax (6-7)	2,040.91	1,403.02	877.49
Tax Expense:			
Tax Expense for Current Year	602.7	361.18	219.53
Short/(Excess) Provision of Earlier Year	-	-	-
Deferred Tax	-11.94	-8.95	3.64
Net Current Tax Expenses	590.76	352.24	223.17
Profit/(Loss) for the Year (8-9)	1,450.14	1,050.78	654.32
Earnings per equity shares (Face Value of Rs. 10 each)			
i Basic/Diluted (In Rs.) before extraordinary items	9.52	5.96	3.71
ii Basic /Diluted (In Rs.) after extra ordinary items	8.22	5.96	3.71





BALANCE SHEET

(₹in Lakhs)

PARTICULARS	As at the Period/Year ended		
	31 March 2025	31 March 2024	31 March 2023
EQUITY AND LIABILITIES			
Shareholders' Funds			
Share Capital	1,763.64	76.68	76.68
Reserves & Surplus	2,691.43	2,928.24	1,877.46
	4,455.07	3,004.92	1,954.14
Non Current Liabilities			
Long Term Borrowings	317.22	54.43	32.62
Deferred Tax Liabilities (Net)	16.33	28.27	37.21
Other Long Term Liabilities	21	-	-
Long Term Provisions	137.52	84.29	55.56
	492.07	166.99	125.39
Current Liabilities			
Short Term Borrowings	1,417.47	22.7	727.31
Trade Payables			
(i) total outstanding dues of micro enterprises and small enterprises; and	-	-	-
(ii) total outstanding dues of creditors other than micro enterprises & small enterprises.	981.17	2,437.36	4,748.10
Other Current Liabilities	89.12	269.23	84.45
Short Term Provisions	2.65	1.72	1.13
	2,490.41	2,731.02	5,560.99
Total	7,437.55	5,902.93	7,640.51
ASSETS			
Non Current Assets			
Property, Plant & Equipment and Intangible Assets			
i)Property, Plant & Equipment	1,740.36	1,198.01	1,218.10
ii)Intangible Assets	3.81	0	0.06
iii)Capital Work in Progress	0	476.14	468.15
	1,744.17	1,674.15	1,686.32
Non-Current Investment	653.32	226.53	650.1
Deferred Tax Assets (Net)	-	-	-
Long Term Loans and Advances	1,382.18	1,350.17	1,004.93
Other Non Current Assets	8.49	54.35	1,040.72
	2,043.99	1,631.04	2,695.75
Current Assets			
Current Investments	-	-	-
Inventories	466.61	153.94	317.95
Trade Receivables	2,225.09	1,336.41	1,680.98
Cash and Bank Balances	81.91	581.13	675.69
Short-Term Loans and Advances	875.78	526.26	583.81
Other Current Assets	-	-	-
	3,649.38	2,597.74	3,258.44
Total	7,437.55	5,902.93	7,640.51





CASH FLOW STATEMENT

(Amount in ₹ Lakhs, except per share Data)

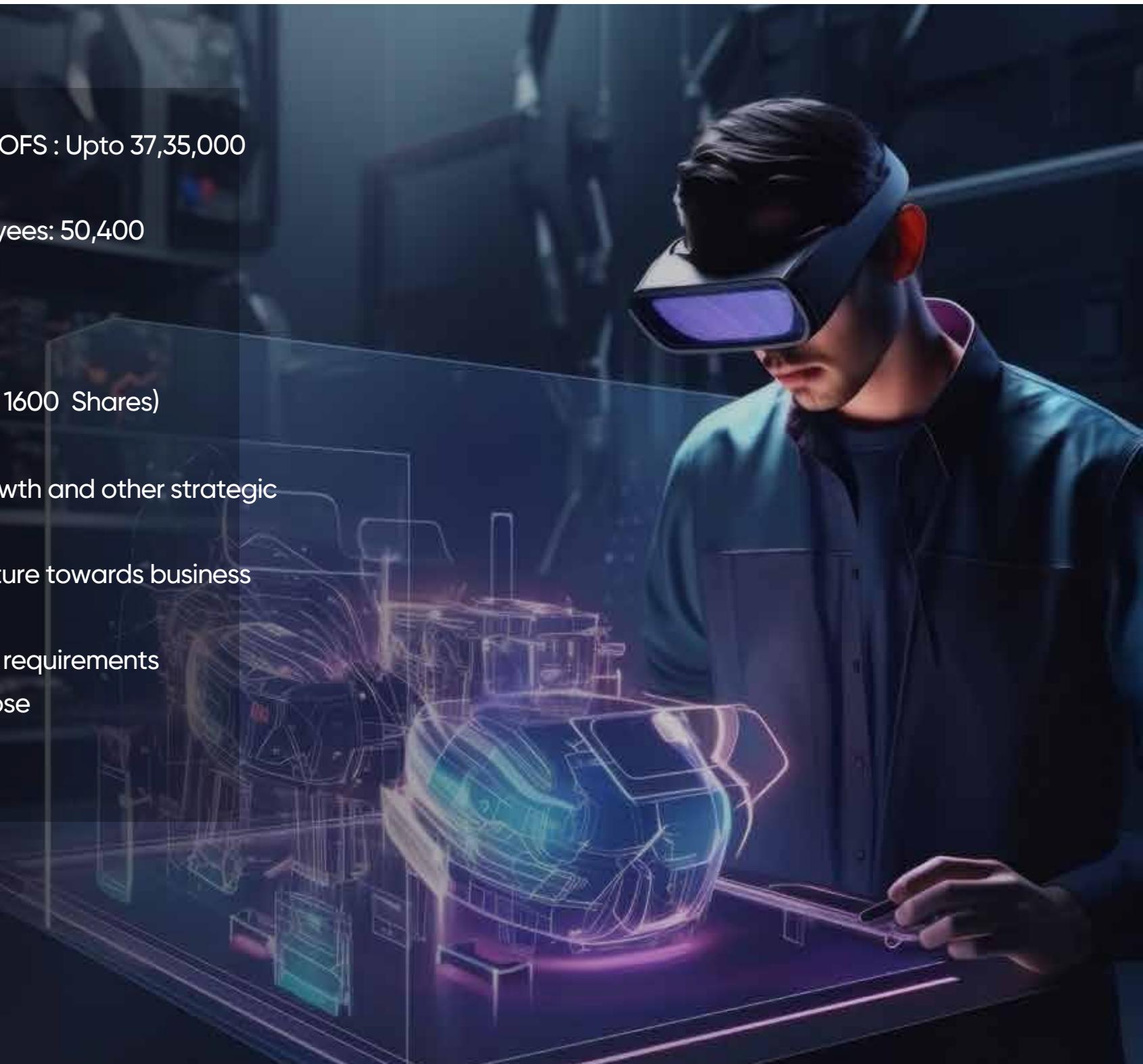
PARTICULARS	As at the Period/Year ended		
	31 March 2025	31 March 2024	31 March 2023
A) Cash Flow From Operating Activities :			
Net Profit before tax and before extraordinary items	2,270.50	1,403.02	877.49
Adjustment for :			
Depreciation	226.65	153.66	114.6
Finance Cost	87.13	132.98	57.61
Bad Debts Written off	7.74	19.6	3.49
Advance to Supplier Write off	-	0.9	0.21
Long Term Capital (Gain)/loss on Mutual Funds/Shares	-32.07	-61.15	-
Short term capital (gain)/loss on shares	-	0.83	-18.36
Loss on Discard of Assets	-	0.55	-
Provision of Gratuity	54.16	29.33	5.2
Dividend Income	-0.43	-1.17	-0.95
Rent Income	-15.52	-	-
Interest Income	-53.33	-28.46	-81.56
Unrealised Foreign Exchange (Gain)/loss	-6.28	3.02	-4.38
Operating profit before working capital changes	2,538.53	1,653.09	953.36
Changes in Working Capital			
(Increase)/Decrease in Inventory	-312.67	164.01	1,356.44
(Increase)/Decrease in Trade Receivables	-894.83	325.68	-541.61
(Increase)/Decrease in Short Term Loans & Advances	-446.05	56.65	-40.86
Increase/(Decrease) in Trade Payables	-1,451.49	-2,314.47	1,936.03
Increase/(Decrease) in Other Current Liabilities	-180.11	184.79	-12.52
Increase/(Decrease) in Fixed Deposits Under Lien	-20.98	-34.96	-
Cash generated from operations	-767.6	34.81	3,650.81
Less:- Income Taxes paid	-506.17	-412.15	-200.7
Net cash flow from operating activities	-1,273.76	-377.35	3,450.12
B) Cash Flow From Investing Activities :			
Purchase of Fixed Assets including of CWIP	-296.67	-142.04	-593.47
Purchases of Mutual Funds	-	-	-399.98
Disposal of Mutual Funds	-	399.98	-
Purchases of Immovable Property	-652.77		
Purchases of Equity Shares	-		-249.57
Disposal of Equity Shares	225.98	23.59	
Rent Income	15.52	-	-
Dividned Income	0.43	1.17	0.95
Increase in Long Term Loans and Advances	-241.91	-294.26	-681.01
Increase/(Decrease) in Fixed Deposits	45.86	986.37	-39.65
Security Deposits received during the year	21	-	-
Capital Gain/(loss) on Mutual Funds & Shares	32.07	60.32	18.36
Interest Income	53.33	28.46	81.56
Net cash flow from investing activities	-797.17	1,063.59	-1,862.80
C) Cash Flow From Financing Activities :			
Increase in Short Term Borrowings	1,394.77	-	-
Decrease in Short Term Borrowings	-	-704.61	-394.57
Increase in Long Term Borrowings	262.8	21.81	-
Decrease in Long Term Borrowings	-	-	-467.33
Finance Cost (Including Capitalised Interest)	-106.84	-132.98	-57.61
Net cash flow from financing activities	1,550.73	-815.78	-919.51
Net Increase/(Decrease) In Cash & Cash Equivalents	-520.2	-129.54	667.8
Cash and Cash equivalents at the beginning of the year	546.17	675.69	7.89
Cash and Cash equivalents at the end of the year	25.97	546.17	675.69





ISSUE STRUCTURE

Equity Shares Offered for Sale	: Fresh Issue: Upto 12,45,000 OFS : Upto 37,35,000
Category Allocation	: QIB: 23,37,600; NII: 7,02,400 Individuals: 16,37,600; Employees: 50,400 Market Maker: 2,52,000
Stock Exchange to be listed on	: BSE SME
Issue Price & Size	: Rs. 161 & Rs. 80.18 Cr
Lot Size	: 800 Shares (Min. Application: 1600 Shares)
Issue Period	: 4th July to 8th July, 2025
Issue Proceeds	: <ul style="list-style-type: none">• Funding for inorganic growth and other strategic initiatives• Funding Capital Expenditure towards business expansion• Funding Working Capital requirements• General Corporate Purpose
Book Running Lead Manager to the Issue	: Hem Securities Ltd.
Registrar to the Issue	: KFin Technologies Limited





META INFOTECH LIMITED



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Building your wealth through values

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