27th November 2026

To
Corporate Relations Department
The B S E Limited
P.J Towers, Dalal Street
Mumbai – 400001

Scrip Code: 544773

Sub.: Submission of Transcript of the Earning Conference Call held on 24th November, 2026 pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

With reference to our intimation dated November 18, 2026 related to the Earnings Conference call, the Company is submitting the transcripts of Earnings Conference call of the analyst/investor conference call which was held on Tuesday, 24th November, 2026 at 02:00 P.M for the half year ended 30th September, 2026.

The transcript of the Call is also uploaded on the Company's website i.e.

https://www.merritronix.com/investor-docs/H1_2026-27%20Earnings%20Call/H1_26-27_Transcript.pdf..

This is for your information and records.

Thank you,

For Merritronix Ltd

M Swathi
Digitally signed by M Swathi
Date: 2026.11.27 12:11:19 +05'30'

Mandava Swathi
Company Secretary and Compliance officer

Encl: As above.

“Merritronix Limited

H1 FY27 Earnings Conference Call”

November 24, 2026

MANAGEMENT: **MR. AMARNATH DOVARI – MANAGING DIRECTOR – MERRITRONIX LIMITED**
MR. THAMAN DOVARI – PROMOTER – MERRITRONIX LIMITED
MR. KEERTHI KANTH – HEAD, SALES & MARKETING – MERRITRONIX LIMITED
MR. SAI BEHERA – FINANCE MANAGER – MERRITRONIX LIMITED

MODERATOR: **MS. DHRUVI – EQUIBRIDGEX ADVISORS PRIVATE LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to Merritronix Limited H1 FY27 Earnings Conference Call. As a reminder, all participant lines will be in the 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. This conference call may contain forward-looking statements about the company which are based on the beliefs, opinions and expectations of the company as on the date of this call. Please note this conference is being recorded.

I now hand the conference over to Ms. Dhruvi from EquibridgeX. Thank you and over to you, ma'am.

Dhruvi: Thank you so much. A very good afternoon to everyone. Welcome to the H1 FY27 Earnings Call of Merritronix Limited. From the management team, we have with us Mr. Amarnath Dovari, Managing Director; Mr. Thaman Dwari, the Promoter; Mr. Keerthi Kanth, Head of Sales and Marketing, and Mr. Sai Behera, Finance Manager. We will have opening remarks from the management team, post which we will open the floor for the Q&A session.

With that, I would like to hand over the call to Mr. Amarnath Dovari for opening remarks. Over to you, sir.

Amarnath Dovari: Good afternoon everyone and thank you for joining us today. It's good to have you with us for Merritronix Limited's H1 FY27 earnings call. I'm Dovari Amarnath, Managing Director of Merritronix. On behalf of the entire Merritronix team, a very warm welcome to all our investors, analysts, and stakeholders.

This is our first earnings call since we got listed on the BSE SME platform on June 8, 2026, so it is a special moment for all of us. I would like to thank each one of you for the trust you have placed in us.

For those of you who are new to our story, let me quickly tell you who we are. Merritronix was incorporated in 1988 and we are an electronic systems design and manufacturing company based in Hyderabad. We specialize in high reliability mission-critical electronics assemblies for defense, aerospace, telecom, and industrial electronics.

From our AS9100 certified facility, we offer component sourcing, PCB assembly, system integration, testing, and obsolescence management. Our capabilities include missile seeker assemblies, airborne radar systems, and defense aircraft electronics. In our line of work, quality and reliability are everything, and that is what our customers count on us for.

Let me now take you through the numbers. I'm happy to share that H1 FY27 has been a strong half for Merritronix. Total income grew by 91.36% to INR107.21 crores compared with INR56.03 crores in H1 FY26. EBITDA grew 94.76% to INR15.99 crores with EBITDA margin improving by 26 basis points to 14.91%.

Net profit more than tripled, growing 223.72% to INR12.09 crores compared with INR3.73 crores last year. Our net profit margin improved by 461 basis points to 11.27%. But for me, this

half has been about more than numbers. It's been about moving from being a trusted EMS supplier to becoming a strategic partner for Indian -- India's defense system.

Let me explain what I mean by that. Customers don't today -- don't just want a manufacturer, they want a partner who can offer a complete compliant solution. So we are bringing together complementary partners across categories beyond traditional ESM services. Our alliance with design and hardware engineering partners now lets us offer customers a single vertically integrated capability stack from RF and analog design all the way to precision manufacturing.

As a part of this, we signed MOUs with Analinear Design Technologies, Stuam Technologies to support our design and technology capabilities. We have taken this combined offering to our defense, aerospace, and telecom customers. We are formalizing more partnerships through MOUs and contract manufacturing agreements to widen our reach. We believe these steps position Merritronix for large, higher-value, multi-year programs.

Now, a few other key developments from the period. Our order book stood at INR101.64 crores as of September 30th, 2026, which gives us a good visibility for the coming months. On capacity, we can currently produce 7.65 lakh SMD boards and 6 lakh THT boards and 4.20 lakh product assembly units per year, and we are running at about 65% utilization.

As a part of our NADCAP certification, we have started setting up secondary end-to-end assembly line. We also hold key approvals from BEL, HAL, CERN, through TIFR. The funds we raised through our IPO are being deployed towards our committed capital expenditure just as we had planned. The order -- ordering and delivery processes are underway, and we expect installation and commissioning to be completed by end of calendar year 2026.

Customer acquisition and our existing projects across electronics manufacturing and design services are also progressing at fair pace. Looking ahead, our priorities are clear. First, executing the order book of INR101.64 crores on time and with the quality of our customers expect. Second, completing our IPO-funded capex by the end of calendar year 2026. And progressing our NADCAP certification.

Third, deepening our partnerships to offer complete vertically integrated solutions to defense, aerospace, and telecom customers and industrial customers. And finally, positioning Merritronix for larger, higher-value multi-year programs as a strategic partner in Indian -- India's defense ecosystem.

Before I close, I want to thank our employees for their hard work, our customers and partners for their continued trust, and all of you, our shareholders, for believing in Merritronix. Thank you once again for joining us today.

With that, we can now open the floor for questions.

Moderator: Thank you. We will now begin the question-and-answer session. The first question comes from the line of Achuth Pabbath with Duchan Capital. Please go ahead.

Achuth Pabbath: Yes. Hello, sir. My first question is on the products that we are developing as we are into aerospace and defense mostly. So I want to understand what kind of products are we making. Are we making any mission-critical products?

Management: Yes, so as of now we are a manufacturing services provider. We have kits which are going into, products like identification of friend or foe, tactical navigation systems. Landing systems, wing control systems, IIR seekers, so, thermal imaging cameras. So as such, we are not making, our own product. We are manufacturing products for the customer. I mean, if the customer comes up with a complete product manufacturing requirement, we will be able to do that.

Achuth Pabbath: Okay. And, so as H1 is -- I mean, we have seen very good growth in H1, sir. Actually, congrats. I want to congratulate you on a great set of results on H1. It's almost, 100% growth in top line and almost 200% to 300% growth in bottom line. So what is the reason for this much big growth? And, can we expect, good H2 results for this financial year?

Management: Yes, so the reason for this growth is timely execution of orders and then customers getting back to us with, some repeat requirements and further new requirements as the confidence grew in, in their minds. And as far as, H2 is concerned we expect the momentum to continue.

Achuth Pabbath: Okay. What is the order pipeline? What is the current order book? And, are there any big orders in the pipeline? What is the future for the next few years?

Management: So, as of now, the order book is around INR101 crores. And as we go along, we will be further participating in requirements bids, and then we expect to garner furthermore orders.

Achuth Pabbath: Thank you, sir. I will join back the queue.

Moderator: Thank you. The next question comes from the line of Atharva Kolvankar with Spangle Advisors. Please go ahead.

Atharva Kolvankar: Yes, sir. Good afternoon, sir. How are you doing?

Management: Good afternoon, sir.

Atharva Kolvankar: Yes, sir. So, my first question is, since the last time we spoke, I believe the mock audit for the [NADCAP 0:11:15] was going on. So, is there any progress in the NADCAP certification?

Management: Yes, there is a progress, but yes, it is a bit slower than, expected. The audit date should be mostly, January end. So, the, the consultants could not get it, I mean, basically for December since it's, it's a vacation month, towards the end, the dates slipped into January. Yes, so we should be getting a confirmation on that by the next couple of days from the consultant. Yes.

Atharva Kolvankar: Okay, sir, understood. And I believe you had mentioned that after, you know, the certification, the, you know, you -- the door open for -- door opens for a, you know, diverse client base. And so your inventory days would improve. So, but in the meanwhile, are we doing anything to, you know, improve our working capital cycle?

Management: See, as far as the domain is concerned, you know, even now we have, projects where, only for want of 1 or 2 parts, or at the most I think sometimes even 10 parts rest of the material is being in the -- is in the inventory. So, cash flow, we will be putting more efforts in making it positive, but as of now it is negative.

Atharva Kolvankar: Understood, sir. Okay, so, sure…

Management: So we are having to pay, we are having to send out advances and wait for the material. Yes, that's, that's the reason. That's why. Yes,

Atharva Kolvankar: Understood. Yes. So, and sir, congratulations on the build-to-spec order. And so considering your entry into this BTS segment, so how do you, you know, see the revenue mix to evolve, from the BTS and BTP point of view? I'm talking about?

Management: BTS and BTP, can you come again please?

Atharva Kolvankar: Like, I believe we are, the main, the things that you mentioned are different. I believe it's job work and turnkey. If I'll put it that way, you might be able to answer. So what's the revenue…

Management: Specification and build-to?

Atharva Kolvankar: Build to spec and build to spec and build to print, sir.

Management: Yes, build to spec and build to print. Yes, so as of now, build to -- BTS, as, as I mentioned earlier, the engineering and designing part is happening mostly on the obsolescence side. There, on the obsolescence side, we have close, close about INR11 crores. So, and BTP is major. I mean, it is almost like, 85% of, of the revenue.

Atharva Kolvankar: Yes, sir. In the next few years, how do you see it evolve?

Management: So with one, as mentioned earlier, we have, we have started working on RFSoC chip. So probably after 1 year, we'll be having solutions being offered, from Merritronix at a product level to the customers.

Atharva Kolvankar: Okay, okay, sure, sir. And we are still on track with the guidance, sir?

Management: Yes, yes, we are still on track with the guidance. Yes.

Atharva Kolvankar: Okay, sure, sir. Thank you so much, sir. That's all. Thank you.

Moderator: Thank you. The next question comes from the line of Gulam Soni, an Individual Investor. Please go ahead.

Gulam Soni: Hi sir, good afternoon and a very good set of numbers for congratulations for that. Sir, my question was regarding this new partnership that we have done with these 2 design companies, kind of, , and earlier in [Stuam 0:16:14]. So sir, how are you, you know, looking to place this integrated capability step, toward customers and how you see this partnership evolving and

helping us to do more kind of a build-to-spec type of work versus the build-to-print type of work that we are doing today?

Because in electro-optics, there is a very good opportunity, there is good demand, particularly from defense side and localization perspective. So how are we, with the Analinear partnership, trying to tap that opportunity?

Management: So as far as Analinear and Stuam are concerned, they have been our customers for a long time, and we have just forged an agreement wherein, formalized what was always already there. And as you said rightly, Analinear is expecting some large orders next financial year, and that will obviously complement to the revenues of Merritronix. And as far as build-to-spec is concerned, as mentioned earlier, it will take at least 9, 9 months to 12 months before we Merritronix offers its own products to the customers.

Gulam Soni: So follow up on that, sir, that you are saying that we will offer products to the customer after 9 to 12 months in build-to-spec. So it will be with partnership of these 2?

Management: No, no, no. Actually, we have posted an agreement with one of our, one design agency which does embedded engineering. So, they will be developing solutions for Merritronix, which Merritronix will be offering to the customers.

Gulam Soni: Yes, so it will be the third-party agency, not in our side of things or our company.

Management: Yes, as far as the investment is concerned, investment is being done by Merritronix. So, whatever hardware or testing equipment is required, it has been set up at Merritronix. So, while it looks like, third party -- Yes, I mean, it is third party, but with the customer with whomsoever we are having this, MoUs, they have been our long-term partners for more than -- I mean, something like more than 10 years. So I mean, one way we are one and the same, but yes, they are third party.

Gulam Soni: Okay, sir. And will we have the IP or they will have it?

Management: IP will be -- IP will be with Merritronix.

Gulam Soni: Yes. So we will be the IP owners of that product and technology, design technology, I guess.

Management: Yes. Yes, yes.

Gulam Soni: So sir, are we building some, your talent for this design capability, because I guess it is very costly in even in Hyderabad also. So are we looking at it for a long-term perspective?

Management: Yes, that, that is a -- it is a long-term perspective, and the intent to -- one of our, one of my juniors has agreed to come in as a Technical Director into the company, who has got 20-25 years' experience in designing a complete product. So Yes, that is a long-term vision, so we are working towards that. Yes.

Gulam Soni: Okay, so you are not, you know, kind of looking for that scaling volumes in ESDM type of work from build to print. Rather, you are taking the path of designing things or kind of putting your path towards that where you are kind of looking for niche manufacturing or building products for specific designs. If that's the right conclusion from my side, or I am extrapolating too much?

Management: Yes, sir. Yes, we are not, we are not…

Gulam Soni: There is some disturbance.

Management: Yes, as you have, you have understood correct, sir. We are not taking the path for mass manufacturing. We are still sticking to, low volume, high mix kind of requirements, and wherever identity of Merritronix gets further reinforced.

Gulam Soni: So sir, then you will be having…

Moderator: I'm sorry to interrupt, Mr. Gulam. I would please request you to come back in the queue for further…

Gulam Soni: Yes.

Moderator: Thank you so much. The next question comes from the line of Varun Sheth, an Individual Investor. Please go ahead.

Varun Sheth: Yes, thank you for the opportunity. So sir, my first question is on the Nadcap certification. So what I heard is that it is delayed a bit. So just wanted to understand how confident we are in, say, receiving it in, say, January or February. That is point number one.

And point number two is how critical it is to receive the Nadcap certificate. Will the growth path change or will the scalability come because of this certificate? Or even if the certificate is not received, then what are the risks on the guidance 35%, 40% you have given? Because irrespective of guidance, you have anyways achieved more than that. So if you can throw some color on that, sir.

Management: Yes, so, Nadcap certification, it is delayed a bit, and but then we are 100% confident that we will get through the same because we have addressed every single, observation, brought to our notice by the consultant. And we are also waiting for him to -- we are also working towards his comfort so that, you know, later, at later point, we do not want him to have a feeling that he should have waited for some time. So we have made a comprehensive list of his requirements And, all of them have been…

Moderator: We cannot hear you. Could you please repeat the last lines?

Management: Yes, so what I'm saying is we are 100% confident that, we will complete the audit successfully. Okay, that was the last, last sentence that I meant. And, apart from that, the Nadcap certification is -- I mean, as far as the guidance is concerned, the guidance was given based on status quo. I

mean, whatever we have now. So, it not getting in the eventuality of whatever you said, whatever, whatever has been mentioned, that if it doesn't happen, what happens to the guidance?

Guidance is based on what we had and, the Nadcap certification, will not have bearing on the guidance. I mean, the, the year-on-year growth, the, the, my, sales and marketing head has been giving, 25% to 30% CAGR, not 35% to 40%, I guess. But Yes, I mean, this H1, it's been, it's been really good, but, but, you know, it's probably more special. That's it.

Varun Sheth: Sure. So follow-up to that was that would Nadcap really change the growth orbit and scalability of the company? You know, diverse clients we will get, but in terms of scalability, if I want to understand today, what could be our order size and the execution timeline vis-à-vis once we have this certificate, how does that change? If you can give some color on that to understand whether this CAGR can actually increase from next year onwards once we have this certificate, or what could be the positive aspects of these certificates, sir?

Management: Yes, so let me just answer that part a little bit, sir. Can you hear?

Varun Sheth: Yes, Yes.

Management: Yes, see what the whole idea of going for Nadcap certification essentially is. We currently have our existing set of business. The whole growth way that we've given as a company for the next 3 years assumes our current business the way it is.

Now Nadcap, like you have rightly pointed out, gives us, you know, the ability, if you will, to go to a different set of customers or existing set of customers in specific different areas. So once we have the certification, the whole idea is that we will be able to either within the existing accounts or new, new accounts that we will be able to get ourselves into diverse set of secondary, you know, round of products.

Now here what happens is that once, as soon as you get a certification, first is that it enables you to go— I mean, we are beyond a wall where we will be able to go and talk to a set of, you know, 30-odd customers that are there that we are— first, Nadcap as a certification is ready. So that is more, you know, imperative. That is one.

Second thing is this, development cycle. Once we get into these customers, we'll have its own, long leads, if you will, from different customers and different programs that we work with. So they will give in additional revenue, probably some additional technical, you know, expertise, if you will, from a perspective that we will be working on much closer areas adjacent areas more from a new product development or existing product development where we are entrenching it further into the account.

So I would want the investors to know that Nadcap certification enhances our current capabilities so that it's more done more as a, you know, forward integration, if you will, because to move away from defense to a commercial aerospace as a segment. So that's what it gives us.

Varun Sheth: And my second and the last question is on the employees front. So if you can give some color on what are the quality of employees we have, because we do certain design, then we do certain manufacturing. So A, what is the quality of employees we have in terms of education, in terms of their experience, number of employees we have, and how much, is the strength? And we are planning to increase that strength to achieve the guidance?

Management: So as of now…

Varun Sheth: Yes, Yes, we can hear you.

Management: Yes, so, our, we, the total strength of the company is as of now, 100, sir, and of them about 45 are on contract. About 55, 56 employees are on rolls, and of these 56, 15 of them are engineers, 10 of them are, are on the administrative side. Rest of the technicians are IPC certified, serving technicians and IPC-certified quality control inspectors. These -- so this is the composition of our employees.

And as I earlier mentioned, that one of my juniors, one-year junior, is going to join us, who will be heading the public product development team. Under his leadership, design and engineering team will be set up, sir.

Moderator: The next question comes from the line of Harshit Chheda with Centra Insights LLP. Please go ahead.

Harshit Chheda: Yes, my first question is the production capacity Merritronix has quoted is around 20 lakhs units. Is this single-shift capacity or are there multiple shifts?

Management: One second. Hello.

Harshit Chheda: Yes.

Management: We are running the -- it is for probably three shifts. I mean that is a total installed capacity probably that is being referred to. It's not single-shift capacity.

Harshit Chheda: My next question is how many SMT lines and machines have you actually installed in your facility?

Management: As of now, one line is -- one high-speed line is installed which has a capacity of 1 lakh components an hour. And the second line is more meant for high-mix, low-volume requirement. So as far as the pick-and-place machine is concerned, that is already operative. Rest of the equipment are in, -- have reached our factory, and they are getting installed as we are speaking.

Harshit Chheda: Okay. And is the second line the one that was installed in January?

Management: January of this year?

Harshit Chheda: Yes.

Management: The first line was the one that was installed in this January. The production line, 1 lakh components per hour line, was the one that was installed in the month of January. And the second line is the one that is being installed now.

Harshit Chheda: Okay. Understood. Thank you.

Moderator: Thank you. The next question comes from the line of Gopal, an Individual Investor. Please go ahead.

Gopal: Hi. Currently the revenue is concentrated more on the Telangana region, right? Are we starting to get business from other regions?

Management: Other regions we are exporting. So, the only -- we will be working with customers outside of Telangana only if they are currently manufacturing BTP or BTS or whatever it is. Job work will not -- Merritronix Limited will not be working, out of -- I mean, with any customer out of Telangana.

Gopal: Okay. Okay. So, um, so if any business is -- so we are hugely dependent on, uh, five or six vendors, right? So in that case, if they are doing any backward integration, are we ready for it to diversify with many customers?

Management: Can you come again? I didn't understand.

Gopal: I hope -- the major revenue is coming from top five companies. So if that kind of companies think about backward integration, like whatever they are outsourcing, right? If they do that in their company, will it be possible for them to or, will it affect any of our, uh, revenues?

Management: So, as of now, some of our customers, they have their own manufacturing facilities and still the same, we are getting orders from them. The reason being we are not doing what the -- whatever capacity that they have, we are catering to a different segment to them, so it will continue. I mean, if customers who do not have -- who are going to do it completely a new backward integration, I can't really comment on that.

But, these are the things which will keep happening, and we will keep working towards getting more orders, as usual. And customers, they will do whatever they -- that is required for them to do, right? So, I don't think that's a -- it's a natural course, and we should not be worried about that. And we will be -- whatever is the guidance that was given, we stick to that.

Gopal: Okay. Okay, thanks. That's all from my side.

Moderator: Thank you. The next question comes from the line of Arnab Bhattacharjee, an Individual Investor. Please go ahead.

Arnab Bhattacharjee: Hi sir, am I audible?

Management: Yes, good afternoon, sir. Tell me.

Arnab Bhattacharjee: Yes, good afternoon, sir. So firstly, congratulations on a great set of numbers this time. But when I look at -- I wanted to know, there are some triggers that you're working on. Basically, like the obsolescence part, I see that this time we did lesser revenue from that segment. And I think we were actually hopeful of doing better in that segment.

So can you explain why the numbers went down this time and when do you think that the percentage that 25% -- I mean, that is a very far-fetched thing, but Yes, maybe like higher percentage contributions start coming from this segment. My second question would be around that AIFRS association.

So for CERN, in the earlier interviews that you gave, you sort of mentioned that we are aggressively bidding for the contract orders. But just trying to understand over there, what is the benefit of getting into these segments? Is this just building complexity into our systems or do you think that we would be probably getting better contracts going ahead in the future?

Especially around the hexaboards. I believe, like, are we done delivering all the hexaboards or the calorimeters, or is there any order further pending on that part as well? If you can throw some light. Thank you.

Management: Yes, I think we got lost. So the first question you were asking was

Arnab Bhattacharjee: Obsolescence.

Management: Yes, obsolescence, right? Yes Bhattacharjee. We, as of now, we have done, close to about, INR10 crores, INR11 crores on that side in the segment. And then there are another INR5 crores worth of orders, in the pipeline for the same. But as the thing is, the approval time is taking a bit longer, with the customer, but eventually it'll be done.

And, we are building up -- setting up 2 or 3 more people who will be dedicatedly working on that, and we will see some acceleration in that direction very soon. But, one reason also is that since the revenues -- operation revenues from existing operations increase, there was some kind of, divergence from that domain, but we will get back.

And we are -- thing is, efforts are on and we will maintain whatever we have confirmed earlier. 25%, I think it's definitely not possible in like next year or so. It will be at least 2 years to 3 years it will take. Yes, that is on the first question. And as far as the CERN is concerned, we are -- the supplies are going on well and there are no -- I mean, basically we keep getting the PCBs. The bare PCBs are still being supplied with the customer. So as and when the customer is, supplying us, within 30 days to 45 days the supplies are being made to the customer.

Arnab Bhattacharjee: Sorry, so just to clarify, one part of the question is like I was more concerned about, you are aggressively bidding in CERN, so I'm not aware of the gross margins exactly, but what I'm trying to -- so I'm trying to gauge at the fact that what, like, what do we get out of this aggressive bidding? Like, is it for the future or is it for the complexity?

Management: No, no, I mean, see, basically while, I don't know why there's a, note that it was very aggressive bidding. It is not. I mean, it is not very aggressive bidding at all with CERN. We have a gross margin of at least, 22% on their order, at least. I mean, that's on the, the other side. The reason being, you know, first, first bid we had to be a bit aggressive. Aggressive meant 22%, but going forward we will be a bit more, conscious and then see. I mean, competition will be mostly from non-Indian companies going forward, so we'll, based on the situation, we will try to quote a bit more with little bit more profit. Yes.

Arnab Bhattacharjee: Any other developments with respect to TIFR, especially with respect to the scans, the PET scans? Any, any further engagement with the team?

Management: So as we are speaking, we are with one Mr. Rajdeep. We are Kellerock, board development boards are being quoted for. So that is going on. Apart from that, with TIFR nothing much, but with CERN, we have been shortlisted for 2 more tenders which will be coming up in, 2 more bids, worth close to about INR100 crores, in the month of January.

Arnab Bhattacharjee: And this is bypassing TIFR, is it?

Management: See, TIFR is, a participating, organization in CERN. So, since the -- see, Indian government, pays, it participates with CERN by, make -- making some donations or, to CERN close to about 700 crores or so. So there is an agreement between India and, CERN that, you know, part of it, 30% or 40% of the contribution that is made, the government, has to come back in the form of some work being done in India. That's, the present contract is in that mode.

But apart from that, there are other contracts for which we bid, and TIFR has been, supportive to us. I mean, whenever they go meet the scientists, they, they also, if you have any requirement, they, they communicate with the scientists there and then, help us out in getting to be qualified and getting to be on the bidders list. They are still supportive. It is not bypassing them in any which ways.

Arnab Bhattacharjee: Thank you, sir. Thanks for all the updates and, you know, all the best for the future.

Management: Thank you.

Moderator: Thank you. The next question comes from the line of Sahil Sangari, an Individual Investor. Please go ahead.

Sahil Sangari: Hi sir. I just wanted to know, actually I wanted more information on the business systems. Like, since you are into insider-seeking assemblies. So what exactly are these systems which you are catering to? How often are they ordered by you?

And are these also from export quality? And what's the percentage of revenue which you derive from them? And my second question is, I just want to know, like, what's the vision for your company in the next 5 years? Like, you want to add more verticals? And where do you see the growth basically of the company going in the next 5 years? Thank you.

Management: Please repeat the first question.

Sahil Sangari: So my first question, if you wanted to know more information about the infrared seeker assemblies which we have mentioned in your presentation regarding the missile systems, so which particularly missile systems are you catering to? Are they also being exported by the Indian government overseas? And what percentage of these are from, like, they constitute of the total revenue?

Management: I think there's some problem with the call. Infrared systems. Okay. Yes, so basically IR seeker is for surface-to-air missiles, and, it was initially meant for Nag missiles, and apart from that, now it is also being used in air defense. Systems and also, helicopter-launched, missiles also. So, that is where, this IR seekers are going, and I'm not sure if government is exporting them. Yes, that is one of the things. And the second question was, what, what's

Sahil Sangari: The vision for your company over the next 5 years?

Management: Right, so, Yes, so what we are seeing is this, the company will be working more on build-to-spec, okay, and build-to-print will continue. And, we will be trying to, the composition of obsolescence, obsolete parts will also increase. These are the 3 things that I'm seeing, sir. In terms of revenues, we will steadily grow at this, at the, at the rate that was guided, if not more.

Sahil Sangari: Okay, it's helpful, sir, and thank you and all the best.

Management: Yes, thanks.

Moderator: Thank you. The next question comes from the line of Vibhor, Individual Investor. Please go ahead.

Vibhor: So, sir, basically if we look at FY26 numbers. We did INR56 crores in H1 of FY26 and then INR100 crores in H2 of FY26. And looking at our peers, our defense and aerospace peers, we see that 60% of the revenue comes in H2. Going by that logic, can we do north of like INR230 crores this year?

Management: I sincerely hope that should happen because whatever you have mentioned is, a trend that has been seen over the years. So based on the trends of, past years. What you're saying is true, and we hope it happens. But yes, as of now, I really do not want to give, very exaggerating figures. We are seeing close to about INR220 crores, for '27. We are seeing close to about INR220 crores for '27.

Vibhor: Correct, correct. So my second question is that our opening backlog of orders as on April of current financial year was INR96 crores, and then, few orders were updated by exchange, and then we had some INR110 crores, and then we executed INR106 crores in H1. Again, our closing backlog is INR101 crores. These orders were never uploaded on exchange or shared by exchange? I want to know.

Management: Yes, there is no specific reason. See, these are the orders which have been coming, on regular basis, and, they were not, I mean, any order, about INR10 crores, we thought it would make, it

would be worthy, uploading one with the board. Basically, we were busy executing orders. That's the only reason. Otherwise, there is no other reason why these orders were not uploaded.

Vibhor: Correct. And sir, my last question is that since NADCAP is in pipeline, what kind of revenue upgrade or revision, would be there once NADCAP is established in place for us? Like, currently...

Management: Basically this is a certification which gives a lot of confidence to the customers that a supplier can deliver a very reliable product to them. So it will take at least six, I mean, basically, this is a basic necessity for any aerospace company, for a company to be onboarded as a supplier. So from there, we see another six months for at least getting, adding a couple of customers and the order quantums are large from these global companies.

After they complete their audit and then after they onboard us probably they will do a trial order and then the single order then orders bigger than INR10 crores, INR20 crores, INR30 crores such kind of orders will start coming up. So it means some sort of quantum jump once we are through with it. Yes.

Vibhor: This is somehow relatable with Vinyas. They also got the NADCAP and post NADCAP the order size increased drastically for them.

Management: Yes, Yes. For any company, it is -- it makes a big difference, yes.

Vibhor: But my request would be to keep on updating by exchange the order and then then we...

Management: Yes, sure. We will definitely do. We will make it a part, yes.

Vibhor: Right. Sir, one last question is, you know...

Moderator: I'm sorry to interrupt Mr. Vibhor. I would request you to please come back in the queue for further questions. Thank you. The next question comes from the line of Rupesh Tatiya with Longequity Partners. Please go ahead.

Rupesh Tatiya: Yes. Hello, sir. Am I audible?

Moderator: Yes.

Moderator: Yes you are.

Rupesh Tatiya: Yes. Thank you. Thank you for the opportunity. My question is, sir you said that Analinear is expected to get a big order. So what kind of opportunity this can unlock for us? And maybe you can also talk about the product and product segments?

Management: See, this could mean close to about anywhere from Analinear, we see an order worth at least INR25 crores to INR30 crores. Because they are expecting -- I mean, I can't, I don't want to mention the numbers here. I mean I want to see those orders coming through to Analinear and

then make any comment. In any case, we have a supplier agreement with them in place. So whatever requirement comes to them, it will translate into business to Merritronix.

Moderator: Thank you, sir. The next question comes from the line of Akshi Gupta, an Individual Investor. Please go ahead.

Akshi Gupta: Hello, sir. Thanks for giving me the opportunity and congratulations on great set of numbers.

Management: Yes.

Akshi Gupta: Okay. I just wanted to confirm that, I am audible.

Management: Yes.

Akshi Gupta: All right. Sir, I just wanted to know what's the percentage revenue from your top client and from top 5 customers also?

Management: So from top 5 customers, it is close to about 90%-92%. And Yes, that's the share, that's how it is looking as of now.

Akshi Gupta: And from the top client?

Management: Oh, top client, it is close to about 60%.

Akshi Gupta: Okay. And is this going to change like in the next one to two years? Or is it started...

Management: I hope -- I think it's going to change in the next one year. Already it has come down a bit from last year, but it will go further, it will change. I mean deconcentration will definitely happen in one year further.

Akshi Gupta: Okay. Okay, great. And...

Moderator: Akshi ma'am, I would request you to please come back in the queue for further questions. Thank you. The next question comes from the line of Ankur Aggarwal with Motozak. Please go ahead.

Ankur Aggarwal: Sir, I wanted to know like you said in couple of months more INR100 crores of orders would be up for bids. But apart from that what other kind of order visibility we are having since we are targeting approximately INR120 crores kind of revenue in H2 and you know 30% growth from there on. So what visibility do we have apart from this?

Management: Sir, we are working with the same customers for more than two decades now, and the bids, their RFQs keep coming up. We know the trend, how they come up. And there are at least, as I said, from CERN alone, there is a INR100 crores bid coming up and then there are bids coming up from HAL, there are bids coming up from BEL, also BDL, ECIL.

We have -- very recently also we have won bids close to about INR10 crores. So the order accumulation is continuous throughout the year. It is not like October has come and the tenders

stopped or bids stopped. So we are continuously participating, our marketing teams are working continuously with the customers and they are garnering orders regularly.

So, we see that by April, we should be having similar set of open orders by March end. I mean, as on April 1st, we should be having close to about anywhere between INR90 crores to INR110 crores, INR120 crores worth orders, open orders.

Moderator: Thank you, sir. The next question comes from the line of Achuth Pabbath with Duchan Capital. Please go ahead.

Achuth Pabbath: Hello sir, I want to understand if you have any plans to enter into ODM business in the near-term? Like do you have any R&D team or are you planning to enter into ODM business?

Management: We will. As I said, we will be setting up our own engineering team under the leadership of one of my juniors. That will be there and we will be doing BTS and as far as the product side is concerned the IP will be owned by Merritronix, but as far as products are concerned, normally ODMs are the ones who do for a product.

And I'm not very sure if we will be getting into any product, I mean, any commercial product. As far as the present existing customers requirements are there, we will be supporting their build-to-spec requirements, even if it is a product, but not beyond the existing domain.

Moderator: Thank you, sir. The follow-up question is from Gulam Soni. Please go ahead.

Gulam Soni: Hi, sir. Thank you for the follow-up. Sir, as we talked about, you said that we are looking for design agency and kind of putting our money there. So, currently from our financial position, how we are going to finance this expense -- R&D expense because we are hiring -- going to hire a team, also we are funding some external design agency. So how are you, in next one, two or three years, you are looking to fund this design kind of cost?

Management: So the internal team will be more like a review team with senior people. So whatever is being outsourced to third-party, right? So someone has to evaluate it, right? So the team that is going to be with the company will be a valuation team and will not increase the employee costs too much.

I mean, basically as we keep adding more products, then we will take a decision maybe in about two years whether we have complete fully internal design team, which as I said is which requires huge human HR expense. Whereas this third-party services, that is they are more operational friendly and evaluation team is also not very expensive. So I think this is how we are going to do for at least next 1 years, 1.5 years -- 1 years to 2 years.

Gulam Soni: So kind of drawing inference on that, are any kind of design in-house capability that we had or we had some kind of a knowledge, that we have -- we see some opportunity in existing our product for developing our clients that we are going for this kind of a setup? That we are developing with third party or external agency because we have some visibility or some kind of

demand-supply mismatch that we can cater to in short term or 1 or 2 years. That's why we are going for it. Is this the right understanding or something different you are thinking?

Management: Can you come again? I didn't understand why we are going for third party outsourcing. Is that the question?

Gulam Soni: No, I think you are getting it wrong. My inference was because of our obsolescence experience, is there any niche area where we are seeing some kind of opportunity in short term? That's why we are developing with the agency so we can cater to that. And when we see proof of pudding, then we will kind of go with some larger money on the table. So that was my question?

Management: Yes, I mean, so we -- thing is as we keep working in this way, see, I mean, without any design and engineering experience, we have come this far. As we keep working there also, as the confidence and then comfort increases, then I think we'll work on expanding the team.

Moderator: Thank you, sir. The next question comes from the line of Darshit Shah with Nirvana Capital. Please go ahead.

Darshit Shah: Yes, so my question basically pertains to the capacity we have. So from talking to a few companies, we understand basically one SMT line is roughly a ballpark of somewhere between INR100 crores plus minus crores. So just to understand, I mean, where do we stand in terms of capacity and in terms of reaching probably INR500 crores, I know we will be having 2 SMT lines, shortly. So do we need to do more capex and if yes, then what would be that capex to be done over next couple of years?

Management: So, I keep answering this question. See basically the sales number has not got a correlation with the line capacity because the sales number is directly correlated to the bill of materials of the hardware that is being manufactured, not the numbers. I mean, numbers when it comes to commercial products, then yes, the numbers will translate to the sales numbers.

So, the one line equates to whatever INR100 crores is probably is not applicable in this context. However we have two lines as of now and with existing single line, we have whatever the existing -- the declared numbers have been achieved. So as far as the reaching INR500 crores is concerned, I think the existing infrastructure is sufficient.

I mean, it would not require further capital requirement. But yes, we are envisaging foray into full system manufacturing. For that maybe in terms of, some capex must be -- will be required. And if the -- if what we are working upon comes yields, then I think we are looking at an investment close to about INR100 crores.

Moderator: Thank you, sir. The next question comes from the line of Taher Hydrabadwala with Grobizfund. Please go ahead.

Taher Hydrabadwala: Hi, sir. Thank you for the opportunity and congrats on the good set of numbers. So I have just one question, sir. You said that one SMT line will be live in Jan or Feb. So what will be the timeline for the second assembly line?

Management: Second assembly line is being set up as we are speaking.

Taher Hydrabadwala: What, sir? I didn't get you. Second assembly line?

Management: The set up as we are speaking? Yes, second line is being installed as we are speaking.

Taher Hydrabadwala: Okay, so both lines will be operational by Jan or let's say December?

Management: Yes.

Taher Hydrabadwala: Okay. And sir what will be like the potential of revenue from both lines?

Management: Yes, see the second line that has been added is meant for low volume, high mix requirement. So the capacity addition is not much and whatever numbers we have earlier -- the earlier guidance was given that we still sticking to the same, sir.

Moderator: Thank you, sir. The next question comes from the line of Rohan, an Individual Investor. Please go ahead.

Rohan: Sir, one thing I wanted to ask, how do you see the mix going forward like on the build-to-print, build-to-spec and the obsolescence like across these three segments, how will the mix be going forward, say for FY28, FY29? How do you see that evolving? That's the first question. And second is on the balance sheet is the short-term loans and advances. There is, I think, a INR49.85 crores amount. What exactly is that?

Management: So one is BTS, FY28 probably will be close to what, I think we'll beginning to -- we'll be beginning to do that in FY28. I mean I expect the RF associating to start happening, starting financial year '27-'28. I can speak of '28-'29 where I see it should be close to about 20%, 25%, and on obsolescence we'll stick to 15 anywhere between 15% to 20% and remaining will be built-to-print. And as far as the short-term loans and advances are concerned, advance to suppliers is INR29 crores, advance for capital goods is INR14 crores and balance with government authorities, that is GST and there's prepaid expenses, some 18 lakhs.

Moderator: Thank you. The next question comes from the line of Ananth Shenoy with AS Capital. Please go ahead.

Ananth Shenoy: Hello, sir in one of the interviews you mentioned that we do work with the HAL on job work basis and we will soon convert it into turnkey. So can you specify which program is that and when do you expect and what could be the quantum from that?

Management: See, HAL has been a bit slow on that, but yes they have their design and engineering team which is SLDC team. From them we already have close to about INR10 crores worth orders. So it is on build turnkey. And now they are also contemplating, as I said, outsourcing department also is contemplating build-to-print turnkey model.

And there were two tenders recently and we expect the number of the -- all the conversion has started to happen and it will continue. I mean, and the potential for the total outsourcing contracts

from there, from them should be nothing less than about, INR2,500 crores. Sorry INR2,500 crores. If all of them are converted, then it will be at least INR2,500 crores.

Ananth Shenoy: So in this, what is our, like, what is the share that we expect to get from this?

Management: See at this point of time when it is job work, we are doing almost like 70% of their works. So I really, I mean, we will be bidding really aggressive. So, I mean, we should at least, get 30% of that share. I mean, this is completely a wild, claim because once it happens, most of the bids, when wherever we are aggressive, we are winning them. So this is what I see as of now.

Moderator: Thank you, sir. The next question comes from the line of Ankur Aggarwal with Motozak. Please go ahead.

Ankur Aggarwal: Yes my question has been answered. Thank you.

Moderator: Thank you. A follow-up from Rohan, an Individual Investor. Please go ahead.

Rohan: Sir, one thing was on the margins in the outsourcing segment what kind of margins do we have?

Management: We are doing on average at around anywhere between 30% to 40% gross.

Rohan: And at an EBITDA level?

Management: That I think Sai I mean that will you answer?

Management: Yes sir on the EBITDA level because its obsolescence management, okay, so there will be no such manufacturing cost as compared to turnkey projects, okay. So there after the direct expenses and all the indirect expenses, it will come around to 25% to 30%. It will fluctuate because it depends, like in a year how much of obsolescence part we supply. Based on that, it will you like, but it will be in between 25% to 30%.

Moderator: Thank you, sir. Ladies and gentlemen, that was the last question for today. I now hand the conference over to Ms. Dhruvi for closing comments.

Dhruvi: Thank you. On behalf of Merritronix Limited and EquibridgeX Advisors, I thank everyone for taking the time to join today's earnings call. If you have any queries, you can connect to us at info@equibridgex.com. Once again thank you for joining the conference.

Management: Thank you, Dhruvi. Thank you, [Steve 0:73:35]. Thank you, Pooja. Thank you all.

Moderator: Yes, sir. Thank you. On behalf of EquibridgeX, that concludes this conference. Thank you for joining us and you may now disconnect your lines. Thank you.