emudhra
Trust Delivered

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August 4, 2026

Corporate Relationship Department
BSE Limited
1st Floor, New Trading Ring Rotunda
Building, P J Towers, Dalal Street, Fort,
Mumbai - 400 001

Script Code: 543533

The Manager, Listing Department
National Stock Exchange of India Limited
"Exchange Plaza", C-1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

Symbol: EMUDHRA

Dear Sir/Madam,

Sub: Transcript of the Earnings Call held on Thursday, July 30, 2026

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with the SEBI (Listing Obligations and Disclosure Requirements) (Third Amendment) Regulations, 2024, please find enclosed herewith the transcript of the Earnings Call held on Thursday, July 30, 2026, post announcement of the financial results of the Company for the quarter ended as on June 30, 2026.

The audio recording of the Earnings call, along with the transcript, has been uploaded on the Company's website https://emudhra.com/investors.jsp.

This is for your information and records.

Thanking you

Yours faithfully,

For eMudhra Limited

JOHNSON XAVIER
Digitally signed by JOHNSON XAVIER
Date: 2026.08.04 11:11:01 +05'30'

Johnson Xavier
Company Secretary & Compliance Officer
Membership No. A28304

Encl: As Above

eMudhra Limited
eMudhra Digital Campus, 12-P1-A & 12-P1-B, Hi-Tech Defence and Aerospace Park (IT sector), Jala Hobli, B.K. Palya, Bengaluru, Karnataka 562149 | Phone: +91 80 4848 4001 | Email: corporate@emudhra.com | Web: www.emudhra.com
CIN - L72900KA2008PLC060368

eMudhra Limited

Q1 FY27 Earnings Conference Call

Event Date/Time : 30/07/2026, 16.00 Hrs IST

Event Duration : 47 minutes 56 seconds

MANAGEMENT DETAILS:

Mr. Venkatraman Srinivasan

Executive Chairman

Mr. Kaushik Srinivasan

Whole Time Director

Mr. Arvind Srinivasan

Director

Mr. Ritesh Raj Pariyani

Chief Financial Officer

Q&A PARTICIPANTS:

1. **Surbhi Soni** : Bellwether Capital Private Limited
2. **Pankaj Sachdeva** : Avis Capital
3. **Srinath V** : Bellwether Capital Private Limited
4. **Amit Chandra** : HDFC Securities
5. **Kanishk Gupta** : SS Family Office
6. **Sanjyot Khare** : Vision Finance
7. **Ravi Mehta** : One Up Financial Consultants

Moderator

Good afternoon, ladies and gentlemen. I'm Akash, moderator for the conference call. Welcome to eMudhra Limited Q1 and FY27 Earnings Conference Call. We have with us today, Mr. Venkatraman Srinivasan, Executive Chairman; Mr. Kaushik Srinivasan, Whole Time Director; Mr. Arvind Srinivasan, Director; and Mr. Ritesh Raj Pariyani, Chief Financial Officer.

As a reminder, all participants will be in listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing * and then 0 on your touch-tone telephone. Please note this conference is recorded.

I would now like to hand over the floor to Mr. Venkatraman Srinivasan. Thank you and over to you sir.

Venkatraman Srinivasan

Thank you. Good afternoon, everyone, and thank you for joining Q1 Investor and Analyst Call today. We are pleased to report a strong start to FY27. During the quarter, our total income grew by 28% YoY to INR 1,925 million, while EBITDA increased by over 40% to INR 504 million, taking our EBITDA margin to 26.2%. Profit after tax grew 28% YoY to INR 320 million, with PAT margin remaining healthy at 16.6%.

Of the 28% growth in total income, approximately 13% was contributed by the Cryptas acquisition, while the balance reflects healthy organic growth across our core businesses led by continued strength in our Enterprise Solution portfolio. Enterprise Solutions remained our primary growth engine, growing approximately 50% YoY, and contributing 65% of total income, while our Services Business also delivered growth of around 5% YoY, supported by new customer additions in the United States.

International markets now contribute 66% of our revenue, and we continue to see encouraging momentum across Europe, North America, the Middle East and Africa. Europe was particularly encouraging this quarter. Through Cryptas, we achieved our first sale of eMudhra's CertiNext certificate lifecycle management platform to a large German data center customer, while also securing the first mSigner deployment integrated with PrimeSign Trust Services for an Austrian city municipality.

This is an important milestone as it validates product-market fit and demonstrates our ability to successfully cross-sell the broader eMudhra platform into the Cryptas customer base. Cryptas contributed approximately INR 200 million of revenue during what is typically a seasonally weak quarter in Europe. Our Trust Service business saw a temporary decline during the quarter following the transition to a new global security standard for digital signature tokens, which comes into effect in September.

As customers and channel partners prepared for this transition, demand for legacy tokens reduced, resulting in a temporary impact on Trust Service revenue during the quarter.

We expect this to normalize as the industry completes the transition. On the innovation front, our R&D investment remained tightly aligned with the evolving cybersecurity landscape.

During the quarter, we introduced Cryptographic Bill of Materials or CBOM analysis within CertiNext, enabling enterprises to discover where cryptography is deployed across their IT environment and helping them prepare for the transition to post quantum cryptography.

We believe increasing regulatory and industry focus on post-quantum readiness, together with the need for organization to inventory and modernize their cryptographic assets, create a significant long-term opportunity for our certificate lifecycle management and the PKA platform. We also continue to strengthen our broader product portfolio with AI-powered capabilities in emSigner and the commercial launch of PrivaTrust Consent Management Modules.

Looking ahead, we continue to believe that cybersecurity and AI are becoming increasingly interconnected. As enterprises deploy AI at scale, trust, identity, and cryptography become a foundational infrastructure. Our five-platform strategy positions us well to capitalize on these structural trends while continuing to expand internationally.

Finally, from an outlook perspective, our guidance remains unchanged from what we shared in the previous quarter, that is to achieve an organic growth of 18% and work towards achieving a PAT growth of 25%. We remain focused on driving profitable product-led growth, expanding our international footprint, executing our UAE Trust Service launch, and maintaining disciplined EBITDA and PAT margin while continuing to invest in innovation.

With that, let me hand over to our CFO, Mr. Ritesh Pariyani, to walk you through the quarter's numbers.

Ritesh Raj Pariyani

Thank you, Chairman. Good afternoon, everyone. I'm pleased to share the highlights of our Q1 FY27 financial performance.

Our total income for Q1 FY27 was INR 1,925 million, marking a 27.8% YoY growth. Gross profit for the quarter grew 36.4% YoY to INR 1,103 billion with a margin of 57.3%. EBITDA for the quarter was INR 504 billion, registering a 40.4% over YoY growth with a margin of 26.2%. Profit after tax for the quarter was INR 320 million, reflecting a 27.9% YoY growth with a margin of 16.6%. Now, coming to segment performance. The Enterprise Solutions segment generated revenue of INR 1,623 while the Trust Service revenue was INR 284 million. That concludes my remarks.

Thank you, and we may now open the floor for the question-and-answer session.

Moderator

Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question please press * and 1 on your telephone keypad and wait for your turn to ask your question. If you would like to withdraw your request, you may do so by pressing * and 1 again. Ladies and gentlemen, if you have any question please press * and 1 on your telephone keypad.

Ritesh Raj Pariyani

I think there are some questions.

Moderator

The first question comes from the line of Surbhi Soni from Bellwether Capital. Please go ahead.

Surbhi Soni

Hi. Kaushik, I wanted to understand about the PrivaTrust cloud platform. Is this product live? If you can help us understand what kind of deployment opportunities you're seeing for this platform as of now?

Kaushik Srinivasan

So, product, as you know, comprises of many modules. This is mainly related to the data privacy and consent management. We already live with consent management capabilities, which we are demonstrating and doing a lot of pilots, proof of concepts, and very soon a few wins as well.

Because India, as there's a DPDP Act, and people have to implement, large organizations basically get, I think, time till the end of the year or sometime next year, and many other organizations have to implement. But the product capabilities also involve additional capabilities of how do you discover and classify the personally identifiable information in your landscape that includes storage and files, folders, databases, etc.

These are the incremental modules that will very soon be launched, it'll encompass consent management, data discovery, data classification, and also how do you handle personal data in the context of when you send it to third-party vendors, like your CRM vendor or whatnot.

Surbhi Soni

Got it. See, this is like a new addition to our product stack, right?

Kaushik Srinivasan

Yes.

Surbhi Soni

How should we think about say, three to four years? What's the kind of opportunity for this kind of platform? Not just from an India perspective because you cover a lot of other regulations in Europe, China, etc. How should we think about opportunity in India? And when do you even plan to take this product abroad?

Kaushik Srinivasan

Immediately, the focus is India because there's a DPDP Act, and people have to comply. And anyone dealing with personal data, and particularly those that are B2C-focused, have to kind of do it more quickly. Those that are large, obviously, have a timeline.

We are working towards opportunities. We may get a better sense of the direction in a quarter or two, at which point we may be able to sort of quantify where this can head. Obviously, the time is large because everybody in India has to implement. Slowly, once we get some foothold here, we will take it to other markets where these privacy regulations are forming or more nascent in their adoption.

Surbhi Soni

Got it. Very clear. Also, you mentioned in your press release about the Trust Services in UAE. When do you expect to get the QTSP license in UAE? If you can just help us understand what exactly are we building here? Is it like Aadhaar-equivalent eSign along with WayPass, or is it something beyond that?

Arvind Srinivasan

Hi. This is Arvind here.

Surbhi Soni

Yeah, Hi, Arvind.

Arvind Srinivasan

Hi Surbhi. To answer the first part of your question, we're essentially the final step of the process to getting the license in terms of license application and such. We expect that to be completed sometime towards the end of this quarter to beginning of next quarter, whereupon completion, we should be able to launch the respective service.

From what it is, it is basically similar to the Aadhaar eSign type in India, but with a local identity ecosystem, predominantly meant to be sold to the local market for the banking and several other segments that we operate in.

Surbhi Soni

Okay. So just for my understanding, since we have a large banking customer base already there, does this product actually complement our emSigner offering in UAE?

Arvind Srinivasan

Yeah, it's meant to complement our emSigner offering in UAE. Obviously, the process of embedding these banks and regulated entities is a timed process. It will happen over a duration. We are in the early works of getting that set up and up and running, in terms of the process of go-to-market as well.

Surbhi Soni

Okay, so it's more like a retail product, but will also get integrated with emSigner. Is that understanding, correct?

Arvind Srinivasan

I'm sorry?

Surbhi Soni

It's more like a retail Aadhaar-equivalent signature, and then we'll get an indication with emSigner and all.

Arvind Srinivasan

It's not a retail product. It is enterprise-oriented in the UAE market. The technical characteristics of the product are similar to an eSign product here. But the actual market for this product, it's not a retail-oriented offering. It is enterprise-oriented offering.

Venkatraman Srinivasan

Even here, Surbhi, if you see Aadhaar eSign, though, finally, the retail customer sign, the sale is predominantly to banks and the NBFCs and all that. Similar thing will happen there also.

Surbhi Soni

Got it. Sir, on the Trust side, I had one question. With this CCA mandate to move to FIPS 140-3, what I understand is that these tokens manufacturers need to recertify themselves. Just wanted to understand the supply issue that we faced here. Were we able to solve that? Is it largely behind us? From Q2 onwards, can we see the Trust business, in the coming course of growth?

Venkatraman Srinivasan

No, in the token, mainly the ePass token was the major token, then ProxKey token. But ProxKey, I don't think they are getting re-certified. But the ePass token, they have submitted the application for recertification everything is done. It is a little bit pending from the CCA side.

Then the other one new token has come called the innate token, which is already certified, but they are not able to choose in volumes. That's where the capacity is very low. Mostly by September, this ePass will be able to get certified, and then, again, it will start the token volume will increase.

Surbhi Soni

Got it. Just one last question. I wanted to understand how much was the revenue for Cryptas in this quarter?

Venkatraman Srinivasan

INR 20 crores.

Surbhi Soni

20 crores. All right. Thank you so much.

Moderator

Thank you. The next question comes from the line of Pankaj Sachdeva from Avis Capital. Please go ahead, sir.

Pankaj Sachdeva

Hi. Good afternoon. I have two very quick questions. One is relating to the Trust Services, which we have already spoken about.

I just understood that the things are going to get streamlined by March --oh, sorry, by September. This means that even the Q2 will get impacted both from top-line and bottom-line perspective. At least that's what my understanding is. Is that right? My related question to this is, is it only the matter which you explained is the reason for downfall, or is there some competition pressure also which is kind of driving our volumes down?

Venkatraman Srinivasan

If you see, our general volume of token sale in the quarter was almost INR 8, 9 crore, or that was the volume. Because this time everybody was stocking. This time, the partners are all not stocking it because it is expiring by September. That's why almost INR 5-7 crore volume got less.

But in the token, the profit is not much. On an average, the gross margin may be 10% or something like that. Well, the top-line may continue to be less during the next quarter also. But the bottom-line, it doesn't have much a perfect effect on the bottom-line.

Pankaj Sachdeva

Okay. Got it. My second question, sir, I know we have grown fairly well when it comes to International Enterprise Solutions. But when we get into segment profitability, the margins over there are far lower than what we see in the domestic side. How do you see that over a period of time, sir?

Venkatraman Srinivasan

If you see international, it consists of two, three elements. One element is the services business, where, obviously, because in the product business, gross margins are 70-75% in services business. It may be sometime 18%, 20% like this, so that is one area. Which is, again, if you see last year itself, we have told it is around INR 150 crore kind of thing. Then the other thing, the Cryptas business, again, it is roughly around INR 100 crore business, which was not profitable at all. Gradually, it is improving. This year, we expect profit.

Third is our own product segment. In our own product segment, the profitability is even better than the Indian business. But combining all these things put together, the overall profitability at the segment-wise profitability limit becomes lower compared to the Indian segment profitability. Over time, with the Cryptas again becoming profitable and our own product segment increasing or services segment, the profitability will improve. This is one side.

Second side is because it is a new attempt in several markets, several senior executives had to recruit. The senior executives are very costly, USD 200,000, USD 300,000 per person like that. That is another thing. That will again get offset when the volume improves. Over time, it is likely to improve.

Pankaj Sachdeva

The Q1 margin stood at almost, like, 20 odd percent, little over 20 odd percent. What is the outlook we have for the whole '27, sir?

Venkatraman Srinivasan

Whole 2627?

Ritesh Raj Pariyani

From international business.

Venkatraman Srinivasan

Separately, we are not put what is the profitability for that. Overall, we are expecting 25% growth on PAT and then 18% growth on the top-line. Because little bit here and there it will adjust.

Pankaj Sachdeva

Okay, got it, sir. My last question is that, when I was going through the financials at one of the places, it's saying that some of the subsidiaries contributed a consolidated net loss of almost, like, INR 4 odd crores. What is this loss about? Are we expecting that to continue, or it will settle down over a period of time?

Venkatraman Srinivasan

A loss of how many crores?

Pankaj Sachdeva

INR 4 crores, sir.

Venkatraman Srinivasan

INR 4 crores, predominantly, it will be the European subsidiary, B.V. Because in B.V., some legal expenses were incurred and all that. Now, Cryptas is under B.V. When Cryptas become profitable, it will also become profitable.

Apart from Cryptas, independently in B.V., we have appointed a senior salesperson in Rome, and he is chasing several leads. If even one or two materialize, it will turn profitable. We are not expecting the loss to continue in the current year.

Pankaj Sachdeva

So as far as Cryptas goes, we are very confident of making it profitable in FY27. Is that right?

Venkatraman Srinivasan

Yes. Because already one sale to data center has happened of our CertiNext product and another sale along with – PrimeSign it's one of the subsidiaries of Cryptas. That has also happened. With that, we are very confident. Then the Cryptas product sale also happened in our other geography.

Pankaj Sachdeva

Okay. Got it, sir. I think that's all I have. Thank you for this, sir.

Moderator

Thank you, sir. The next question comes from the line of Mr. Srinath V from Bellwether Capital. Please go ahead.

Srinath V

Hi, sir. Arvind, just wanted to understand how is the outlook for the U.S. Products business. Can you give us some qualitative understanding as to how the lead pipeline is? What are the new initiatives? Now, we have rebranded both our products as well as got our data center. We have now three locations that we are in. Moving forward, how is the lead pipeline? What has been the broad feedback from the customers? That would be great.

Arvind Srinivasan

Thank you for that. I think, the U.S. business on the product side, we see reasonably good growth in the lead pipeline and the initiatives that we're doing. To quickly put some sort of view to this, I think we've already reiterated the university federation in Common, which was something that we won last year.

More and more universities are getting onboarded into this, which brings greater brand visibility to us and the CertiNext brand within the context of the North American markets. On the one side, we are trying to go deeper into that segment, see how further we can mine that particular segment for more of our offerings, more of our solutions, add-on things that we can position within that federation of the community and maybe other universities also outside of the federation.

On the other side, we'll also have active lead initiatives going in. And conversations in advanced stages on some IoT-related use cases on PKI. These are sometimes industry agnostic, but in this particular case, some of them are in healthcare and some of them are different.

We see that we are able to add some value here with our stack in terms of bringing trust at our device level. Third major element that we're working on is general pipeline building and lead generation and activity, actively in the upper mid-market segment and some of the lower enterprise segment within U.S., and we see some positive conversations there around SSL, Trust and all of these things.

With the main agenda in U.S. being that with this coming off the 47-day expiry of SSL and then the post-quantum shift and these sorts of trends playing in, there is a general increased awareness around what we're doing and perception around our services and things that we have to offer.

I think, the thing that the local brand and the data center and everything you did was some of the baseline requirements for us to be able to have all these conversations and sort of build a healthy pipeline and lead generation and get into these engagements as we are today.

Srinath V

Did you feel somewhere later this year or somewhere next year, we will start seeing better traction and slightly better clip of growth, especially in the U.S. Products business, as we settle, as the in common kind of get implemented. Just wanted to clarify, has that university business already started, or is it something in the pipeline this year?

Arvind Srinivasan

No, the university business has already started, and that has been ongoing. I think, generally, we have the growth rate in the Enterprise Segment of about 25%, which we are maintaining. The outlook is positive, but these pipelines that take some amount of time in North America, especially when you talk into this segment. Obviously, there are several factors that we know beyond what we may not know.

We factor in all this when we say that we're growing at a certain rate. I can say the outlook definitely looks positive. The pipeline is growing well, and we have a captive client base that we can expand upon, so it's more meaningful in terms of what further we can achieve. But, yeah, I think that we're in the right direction.

Venkatraman Srinivasan

One more thing is that university network, already, we are issuing 1,000, 1,500 assistances certificate every day. We have already started. Really, momentum has to further improve.

Arvind Srinivasan

Exactly.

Srinath V

Got it. Just wanted to get a sense on seeing the deal wins on SecurePass, it looks like that business actually growing faster than our top-line. What is working for this business, especially in India? If you can highlight some key saliencies or use cases.

You know, want to understand the privilege identity, privilege access management? Where is the growth actually coming in? Here, could you give some sort of outlook as to how the next 12-18 months look for these set of products, which seem to be growing on the pace of it, seeing all the wins we have, sir?

Kaushik Srinivasan

SecurePass in India, I mean, two, three things. One is there is compliance mandate by Central Bank and capital markets regulator on stronger authentication. All banks and capital markets entities are forced to basically improve their cyber security posture.

The second is the deal values are much larger than even CertiNext. Typical SecurePass for a large bank or a large government entity is in the range of INR 4, INR 5, INR 6 crores to start with and probably higher. The third thing is privileged identity, privileged access management are again becoming compliance mandates, not only from regulation, but more from voluntary cybersecurity posture. Because many entities have recently experienced data breach. Typically, a data breach happens only when a critical administrator privilege or a credential gets compromised. These are the three trends that are driving more and more SecurePass adoption locally.

And which is why given the scale of implementation we have done here, we're also looking at taking it to adjoining markets like Philippines, Indonesia, as well as Africa, and on to some extent now, recently, some conversations have started in the Middle East as well. The idea is to expand the reach of this product to other markets apart from India.

Many more deals in pipeline are there in the Indian context itself, where many are under RFP evaluation in various stages. But once international picks up, maybe the growth can be kind of maintained at a fairly aggressive clip for the product.

Srinath V

Sure. If we were to implement the full suite, including PIM and PAM and the works, these deals over a period of time could be north of, like, INR 10 crore engagement per bank, but just to get a feel of how large each of these implementations can be.

Kaushik Srinivasan

Yeah, that deal value is possible per large bank. Mid-sized bank may not have that kind of spending capacity, but definitely large bank, government, central government agency, like critical data center installations for state governments, etc., have that kind of deal value capacity for the product.

Srinath V

Got it. Last one on this. Is defense also a market for this product? Have you been engaging with the government on this, or is it largely banks and related?

Kaushik Srinivasan

No. Defense also because already we have a defense agency that is a customer where they have implemented identity access management across 200 applications that are internal. The conversations are going on with various other main defense as well as other sort of ancillary agencies of defense.

Srinath V

Got it. Thanks, Kaushik. Just the last question on Cryptas. We needed to kind of in-source the CA code or I'm not technical, so some way we could backward integrate on the product so that we could save cost and also move some of the service cost to India so that we can support them from here. Have all those moving parts been put in place? Is that reduction in loss because of those initiatives? Where do you see all of this playing out from Cryptas loss management?

Kaushik Srinivasan

Cryptas was not really, I mean, cost saving from just moving everything because already we are developing IP here. The main thing was earlier, if you remember the whole narrative, they were using third-party products that were competitor products to us. The idea was how do we substitute that with some of the

Cryptas' own IP. That integration effort was what continued our IP. That integration effort was what was done over the last sort of six, seven months.

The proof of the pudding is now the fact that a large German data center operator has now taken the Cryptas stack backed by full eMudhra stack of our CLM, our CA, and everything. Similarly, PrimeSign, which is Cryptas subsidiary, took emSigner along with their signing service, which is a qualified signing service across the European Union, for an Austrian city municipality.

These are first two very, very important and critical wins that hopefully lay the foundation for sale of our software completely along with Cryptas' IP to their customers backed by local support. All of the IP development anyway continues to happen out of India.

Venkatraman Srinivasan

So that will save them from purchasing the Keyfactor software as a back end. To that extent, the cost saving will be there. Wherever, they substitute our CertiNext CA instead of Keyfactor product there, the cost saving will be there because, to that extent, transfer pricing will come to India.

Srinath V

Thank you, sir. Thanks, guys. Congratulations on a good set of numbers.

Moderator

Thank you, sir. The next question comes from the line of Mr. Amit Chandra from HDFC Securities. Please go ahead, sir.

Amit Chandra

Thank you, sir. Thanks for the opportunity. My first question is on the Enterprise business. Obviously, is the largest chunk, and it has been growing 50% YoY. If you can provide what is the YoY organic number for the Enterprise? Within the enterprise, the shift is mostly happening largely towards cybersecurity and towards selling direct.

Within that, how we see this growth happening for the enterprise piece? Also, if you can elaborate more on the sale that you have done to the European data center. Is it the first data center client that we're having? What is the opportunity in terms of selling to data centers? And what is the size of the contract if you can provide that?

Kaushik Srinivasan

On the product, if you take just the product growth and how much was organic, how much was inorganic, as we outlined, Cryptas' number is INR 20 crore. So, the base was about going from, I think, INR 80 to last -- so about 25% contribution came from Cryptas in numbers. 25% was the organic growth in the product segment. That is, I think, answered your first question.

On the second one saying Cryptas, what is the opportunity from a data center standpoint, and what is the opportunity for Cryptas generally as a whole? Cryptas has a number of marquee customers, particularly in the German-speaking European market. This is the first one. They are already having existing customers within the banking, within insurance, within oil and gas.

So all of these now become prospects, and they are chasing a fairly good pipeline of customers, selling our product into their customer base. Hopefully, we see some of those results come to fruition in the next few quarters.

Three, from a data center-specific standpoint, because, again, data centers require access by people into various systems to manage them. Because these are critical assets and critical infrastructure, over time, the security posture and security requirement of data centers and people accessing into them will need stronger authentication, which is where our solutions come in. It's a fairly large addressable market. I don't know exactly how to quantify it, but we are chasing similar opportunities in many other regions, particularly on securing access of people into data centers.

Amit Chandra

Okay. Now, the critical question to the AI and data center. Obviously, with more and more enterprises adopting the Agentic solutions, and the number of agents will increase significantly in the system over the next one to two years. But now, how do you want to capture that? Obviously, we are having a solution for Agentic authentication, tracing the agents and all. What is the opportunity there? Are we getting any revenue from there as of now?

Kaushik Srinivasan

I'll first address what is the problem statement that Agentic AI basically drives, and then probably talk a little bit about the opportunity and where we are in terms of the product and maybe adoption. AI, if you look at it broadly, the GenAI is operating at five levels, infra, the application, etc. But one critical layer of that is what is known as AI trust and governance. Because if agents are communicating with one another or communicating with systems, then you need to identify the agents. And agents typically cannot enter a username, password, or an OTP. Therefore, they need some kind of an identity, which is like a digital signature certificate attached to the agent so that they can securely communicate, number one.

Number two, if agents start taking decisions on behalf of humans. Let's say if an agent decides to give a loan and quantify that loan, then again, there is some level of traceability, verifiability, and tomorrow, what is the legal validity or recognition, etc. Those are all topics where people are framing policies. But, again, that requires usage of digital signature certificate. The trust and governance so as Agentic AI deployments increase, these two become critical where digital signature certificates and identity to agents become a critical component.

Number two, what is the opportunity? Over time, I think this is the future where Agentic AI and GenAI adoption will likely ramp up in enterprises, although it is still fairly early stage. But as these ramp up, we will obviously be a beneficiary, and AI, we hope as a structural tailwind, and believe that it's a structural tailwind to our business.

Number three, where are we in terms of adoption? Probably pretty early because very early conversations on at least understanding what is the risk of Agentic AI starting to take place. This will be followed by at least some kind of pilots in terms of how do we now secure the Agentic AI landscape and then followed by, over time, better adoption. But we are still in pretty early stage. It's hard to quantify what could be the opportunity right now. But maybe a year down, I think we may be in a better position once we start at least doing some pilots to be able to quantify.

Amit Chandra

Are we having any specific products to cater to this kind of problem, or it will be sold as a part of the existing product suite that we are selling to the data center and enterprises?

Kaushik Srinivasan

Our existing product suite, namely, CertiNext and SecurePass are being significantly strengthened to capture this. The other thing is there is also a lot of interesting work done by various startups in the U.S. in the Agentic AI security space. Some of them have come to our attention as well.

If at all, some bolt-on capability that we may be missing needs to be added, that may be an area that we may pursue sometime down the future, although nothing immediately. We are doing active R&D, plus looking at various ideas that are there in the market on how identity, security, access in the context of agents will need to be enforced.

Amit Chandra

Okay. Just last question from my side. In terms of the EBITDA margins that we have seen for the quarter, it has shown significant improvement YoY. If you can provide the bridge in terms of what contributed to this expansion, maybe in terms of, the different products, geography, if you can provide some bridge. Also, what is this sustainable range? Are you seeing some further expansion that could happen as we sell more product-based solutions?

Venkatraman Srinivasan

As I said, this quarter, the margin slightly improved because the token sales are less, which has a less margin is lower in the overall composition. That is one thing. And the other thing is, if you see the Enterprise sales is higher compared to because the Trust Service as a percentage is lower, and the Enterprise sale have a higher margin. These two led to higher margin.

Coming to the normalization, margins may be around -- it may not suddenly further increase because they are putting more salespeople across geographies. Some senior people have joined very recently. Those extra salaries will happen and all that. With the result, overall, if you see, we may be able to maintain this EBITDA at 25% and the PAT around 16-16.5%.

Amit Chandra

Okay, sir. Thank you. And all the best.

Moderator

Thank you, sir. The next question comes from the line of Mr. Kanishk Gupta from SS Family House. Please go ahead, sir.

Kanishk Gupta

Hello, very good afternoon to you. My question would be, if we establish FY26 as a strong reference point for the business, could you help us understand your FY30 vision for the company, and how do you expect the revenue mix across your Trust Service, Enterprise, and Transformation Services to evolve? Where do you see the major growth drivers emerging?

Venkatraman Srinivasan

FY30, we do not know, but we made a three years vision. Our three-year vision is to achieve 2x profitability in three years, but 2x revenue growth may not happen. We are expecting organic growth of 18-20% per year. Plus, if at all, any acquisitive growth will be there, it will be there. But as of now, our vision is to have 2x PAT in three years.

Three years means that is ‘27, ‘28, '29. If we to achieve that, it has to gradually grow more of Enterprise Solution has to grow because the growth in Service business is almost very negligible. And the token business also may grow in 15 not token business, but Trust Service may grow 15-20%. It has to be on the other. The Enterprise Solution business will grow more, maybe 20-25% per year.

Kanishk Gupta

To double the bottom line over next three years, how should the investors think about relative contribution from revenue growth versus profitability improvement while achieving this goal? Additionally, what kind of margins are achievable, and what would be the most critical execution risk?

Venkatraman Srinivasan

From our current revenue, you put to 1.18 for three years. Then what will be the total revenue will be known? Similarly, current profitability is INR 110. From there, 1.25, you can put three-year. Then, based on that, if you divide the thing, then you will get what should be the PAT percentage, which will be instead of 16%, it could be 17-18% or whatever. That's how one has to look at it.

Kanishk Gupta

That's helpful. But as you execute the journey, what would be the most important operating metric or KPI that investors should track each year to assess whether the company remains on course to achieve its objective of doubling the bottom line?

Kaushik Srinivasan

Every year, we publish something called an order book metric, which is primarily meant for enterprise solution. There historically has been a multiple on the order book that the business has achieved in the following year. This has been true since the time we've started disclosing the metric, I think, just following the IPO, which is in 2022. That is the metric that you can look out for in the annual investor presentation. If there are any further clarifications, we can do a separate one-on-one call to help you get a better hold of that metric.

Kanishk Gupta

Lastly, as the management pursues its long-term growth ambitions, how do you balance the growth, profitability, and capital efficiency when evaluating strategic decisions? Are there any opportunities, whether in new geographies or products or acquisitions, that you would consciously choose not to pursue as they do not meet your long-term return threshold or create sufficient shareholder value?

Venkatraman Srinivasan

We don't venture into high-risk things. If it is reasonable valuation and reasonably it can fit into our philosophy, then only we will go with the acquisition. If you see all our past acquisition, it has been very highly value-driven. Then how we are able to take it further and grow the business. Several acquisitions come, but several are highly priced, or it may not fit it. It may not be management cultural fit, so many things are there. Those things, we do not pursue. We are extremely cautious on the profitability. That's why if you see from the time of listing, almost we have been able to maintain the profitability, maintain the growth, and everything.

Kanishk Gupta

Thank you so much, sir, for answering me, and all the best for the future.

Venkatraman Srinivasan

Thank you.

Moderator

Thank you so much, sir. The next question comes from the line of Mr. Sanjyot Khare from Vision Finance. Please go ahead.

Sanjyot Khare

Hello. Good evening. Am I audible?

Kaushik Srinivasan

Yes.

Sanjyot Khare

Congratulations on a good set of numbers, and most of my questions are answered. I know, I joined the call late, but I have not heard any update on the case going on with TI Infotech. Were there any latest update there on that?

Venkatraman Srinivasan

No. There is no update. The police to it, they have complied. They called me for a statement on Monday, and they have extensively taken our side of the story and the statement and all the evidences which have we have. After that, there is no update.

Sanjyot Khare

This will take some time, I mean, to settle down, this case?

Venkatraman Srinivasan

This is in the hands of the police, so we do not know when they will close or whether they will take further action and all that. But from our side, we have given all the evidences, whatever we have, and they have also taken our statement.

Sanjyot Khare

Okay. And related to that, I mean, recently, what the CI Infotech has announced that a group called Capital MXT has acquired 5% stake in the company.

Venkatraman Srinivasan

Yeah.

Sanjyot Khare

Is that something related to the group, related to eMudhra? If it is so, what is the plan?

Venkatraman Srinivasan

Not related to eMudhra. That is related to my personal investment.

Sanjyot Khare

Okay. It's not related to eMudhra.

Venkatraman Srinivasan

Not related to eMudhra. My personal investment, yeah.

Sanjyot Khare

Okay. All right. Thank you very much, and all the best.

Venkatraman Srinivasan

Thank you.

Moderator

Thank you, sir. Ladies and gentlemen, if you have any questions, please press * and 1 on the telephone keypad. I repeat, if you have any questions, please press * and 1 on the telephone keypad. We have a follow-up question from Mr. Kanishk Gupta from SS Family House. Please go ahead, sir.

Kanishk Gupta

Hello once again, sir. Sir, another thing I wanted to ask is over the last few years, we have seen a meaningful shift in revenue mix towards Enterprise Solution. However, this has not yet translated into a corresponding improvement in ROE and ROCE.

Could you help us understand the key factors behind this? As these segments become a larger part of the business, how should investors expect a structurally higher return profile? What would be the management consider a sustainable ROE and ROCE over the medium term?

Venkatraman Srinivasan

You see, ROE, what happens is, generally, when you get more and more profit every year, the reserve also increases. Once the reserve increases, that adds to the equity basis. That way, if you see over the years, the equity basis also increased. Currently, last year, what was our ROE? Around 14.5-15%. Ideally, that could be the ROE which we can maintain.

Kanishk Gupta

Any kind of structural reason why the company should not be able to achieve ROCE levels comparable to other leading software and cybersecurity companies? Or this kind of return profile is largely part of the company's business model?

Venkatraman Srinivasan

They're cybersecurity company also. I don't think nobody is achieving more than 25% EBITDA margin or more than 16% PAT margin and all that because we have compared. Lot of them are less only. Nobody is more. Even foreign companies are several times almost zero-margin kind of American company. That way, our profile is much better, the ROCE and ROE. Another thing is, we as a strategy, up to now, we are not borrowed much.

On the one side, with a high leverage, if you try to do, then the return on equity can be better. But return on capital employed will not be better even if you borrow, but return on equity can be better if you borrow more. But as a strategy, we do not want to borrow more and then create borrowing burden.

Kanishk Gupta

Got it, sir. Thank you very much.

Venkatraman Srinivasan

Thank you.

Moderator

Thank you, sir. Ladies and gentlemen, if you have any questions, please press * and 1 on your telephone keypad. I repeat, if you have any questions, please press * and 1 on your telephone keypad. Next question comes from the line of Mr. Ravi Mehta from One Up Financial Consultants. Please go ahead, sir.

Ravi Mehta

Hi. Thanks for the opportunity. I just had a difficult question. I joined a bit late. I'm not sure if you called out the service revenue in the call earlier.

Venkatraman Srinivasan

Service revenue was called out. Service revenue is 19% of the overall quarterly revenue -- 20%.

Ravi Mehta

Are you calling out margins specifically about the service business?

Venkatraman Srinivasan

Service margins were not called out, but broadly the same historical margin profile for services.

Ravi Mehta

And any color on the Cryptas revenues?

Kaushik Srinivasan

Cryptas revenues we stated. It's INR 20 crore for the quarter.

Ravi Mehta

Okay. I think we're going to understand that it's also turning around. I think, within the last year. How is that transition happening?

Kaushik Srinivasan

That's why we called out the first set of wins by Cryptas using our product instead of a third-party product, what was indicated and explained for one large German data center client as well as one city municipality for emSigner. Hopefully, this acts as a base for future wins with our product instead of third-party products, and Cryptas can then turn around to becoming profitable.

Ravi Mehta

Okay. Thank you, sir.

Kaushik Srinivasan

Thank you.

Venkatraman Srinivasan

Thank you.

Moderator

Thank you, sir. Ladies and gentlemen, if you have any questions, please press * and 1 on your telephone keypad. I repeat, if you have any questions, please press * and 1 on your telephone keypad.

Venkatraman Srinivasan

If there are no questions, then we can close.

Moderator

There are no further questions, sir. Now, may I hand over the floor to the management for closing comments.

Venkatraman Srinivasan

I would like to thank everyone for joining the call today. We remain focused on delivering consistent performance and innovative solutions that enable secure digital transformation for our clients across the globe. For any additional information or queries, kindly get in touch with us. Thank you once again. Thank you.

Moderator

Thank you, sir. Ladies and gentlemen, this concludes your conference for today. Thank you for your participation and for using Door Sabha's conference call service. You may disconnect your lines now. Thank you, and have a pleasant evening.

Note: 1. This document has been edited to improve readability

2. Blanks in this transcript represent inaudible or incomprehensible words.