Management Discussion

Ayush - Investor Relations, Orym Connect
Thank you. Good evening, everyone, and a warm welcome to all of you. I'm Ayush from Orym Connect representing the investor relations of Mobilise App Lab Limited. On behalf of the company, I would like to thank you for joining Joining us today for H1 FY27 earning con call. We are joined today by the company's senior management team. Mr. Ashish Sharma ji, he is the promoter and managing director of the company. Mr. Kamal Kishore Sharma ji, he is the CFO of the company. Thank you for taking out the time and joining us today.

I would like to hand over call to Mr. Ashish ji for the opening remark. For his address, we'll open the floor for question and answer. Over to you, Ashish ji.

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
Thank you, Ayush. Uh, good evening everyone. I extend a warm welcome to all our shareholders, investors, analysts, and participants joining us for Mobilize App Lab Limited's first ever earnings call following our IPO. This is an important milestone for us as it provides an opportunity to formally engage with investor community and share a deep understanding of our business, our journey, the development undertaken during the first half of financial year 2027, and our vision for coming years. Since this is our first earning interaction following the IPO, I would like to begin by providing an overview of our business, our technology capabilities, the market we are serving, and the new opportunities we are pursuing.

I will subsequently discuss our operational development, financial performance, and future priorities. Mobilise App Lab Limited is a technology-driven company offering enterprise software, digital platform, and emerging technology solutions across several verticals like artificial intelligence, Internet of Things- IoT is what it's called in today's world- biometric systems, asset tracking, and robotics. Our business has been built around helping organizations improve operational efficiency through technology, automation, and integrated digital solutions.

Over the years, we have established relationships with large enterprise customers, providing solutions such as asset tracking for a major international airport, and workforce management, attendance and helpdesk software for global facility management companies. These relationships demonstrate our existing capabilities in delivering technology solutions for large and operationally complex organizations. Building on this foundation, we are now expanding our presence beyond conventional software solutions into a broad technology ecosystem.

Comprising of enterprise applications, artificial intelligence, Internet of Things, robotics, and government-linked digital infrastructure opportunities. Our objective is to develop and deliver technology solutions that address real-world operational requirements while building scalable business opportunities across multiple sectors. Let me now give you a quick overview on key business development during H1 of financial year '27. The first half of financial '27 has been an important period for Mobilise, marked by investment in new markets, technology, people, and infrastructure.

Our key initiative during this period has been focused on 4 broad areas: government and enterprise business expansion, technology and product development, robotics and IoT, and strengthening our organization capabilities. Let me give you a quick overview of how we are approaching government and institutional business opportunities. One of the significant focus areas has been expanding our participation in government-linked projects and institutional technology opportunities. We have

started actively pursuing across multiple sectors including education, healthcare, women and child development departments, public infrastructure, transportation, sports, and public services.

Some of the important opportunities that we are pursuing include the digitalization and upgrading of Aggarwal centers in India, establishment of AI and robotic labs in government schools, solar-powered infrastructure with battery backup for education institutions which are going to be monitored through centralized command and control center, CCTV-based safety systems remotely monitored drinking water facilities, and automated food, food grain packaging system for ration distribution. An important aspect of several of these proposed projects is the development of an integrated command and control center.

These centers are designed to provide centralized platform through which multiple locations, multiple infrastructure facilities can be monitored and managed through common interface. We have also prepared proposal for a similar command and control center for sports infrastructure and are developing AI-based tool to help government planning department analyze their data and identifying potential issues at early stage. These initiatives represent an opportunity for us to participate in the technology-led public infrastructure and digital transformation projects.

It is important to clarify that these opportunities are at different stages ranging from initial discussion to detailed proposals and tender processes. They are not confirmed orders at this stage and their conversion will depend on relevant evaluation and approval. I will also like to give you a quick brief on enterprise business and tender expansion alongside Government opportunities. We are strengthening our participation in large enterprise tenders. During the half year, we have prepared proposals and participated in opportunities across airports, facility management, hospitals, medical equipments, public health, schools and colleges, city bus transportation, and sports infrastructure.

We have also participated in opportunities Such as shipping operations, public grievance system, government company, and banking assets. We have applied to become an approved technology vendor for government-owned technology companies such as NITSI and joined a consortium of companies bidding for overseas education projects. Additionally, we have- we are also collaborating with large organizations as their technology partners for significant project bids. To improve our ability to define opportunities, we have developed the internal mechanism that monitors government tender website on daily basis.

We believe our existing experience in asset tracking, workforce management, attendance, biometric solutions, GPS, artificial intelligence, Internet of Things, and helpdesk solutions provide a strong foundation for participating in these large opportunities. Our focus is now on strengthening our tender participation capabilities and converting these opportunities into executable business. Very recently, Mobilise Robotics- we entered into autonomous robotics segment. Another important development has been our entry into autonomous service robotics segment through Mobilize Robotics.

We have established an authorized sales and service partnership in India with a manufacturer known as Kinon. Kinon is a global manufacturer of service robots. These robots have applications across hotels, hospitals, airports, offices, warehouses, including and working as delivery assistant, floor cleaning, and visitor guidances. We are also building necessary support infrastructure in our company, including spare part availability and training engineering resources to support installation, servicing, and customer requirements.

However, our vision for robotics extends beyond distribution and servicing. I would like to inform that we have established an R&D lab within our company to strengthen our in-house engineering and

product development capabilities around robotics. The laboratory is equipped with AI computing system, laser sensors, 3D printers, and prototyping infrastructure. Our engineering team is working toward developing our own self-driving autonomous mobile robot base and a delivery robot. The development process involves testing validating designs digitally before moving them into physical prototyping and production.

We have also applied for National Innovation Program for warehouse robots. These initiatives represent our gradual transition from developing proprietary robotic solutions and building a long-term capability in this emerging technology segment. I would also like to brief this forum on the artificial intelligence and machine learning capabilities that we are significantly investing into. Artificial intelligence is a transforming technology industry, and we believe it will become an important differentiator across enterprise software and automation solutions.

I would like to inform this forum that during first half of financial year '27, We are focused- we were completely focused on integrating artificial intelligence into both our internal software development processes and customer-facing products. Our engineers in our company are increasingly using AI tools for software development and testing, supported by quality checks at different stages. At the product level, we are working on AI-driven application such as predictive maintenance for medical equipments, intelligent purchasing and procurements, automated invoice reading processing, facial recognition-based attendance systems, AI assistant capable of coordinating tasks, and hospital patient record management solution.

We are also strengthening our cybersecurity infrastructure through improved data protection controls over access to the confidential files restriction on sensitive data sharing, and regular software vulnerability checks. To support these initiatives, we are utilizing our own high-performance computing server alongside Microsoft Azure cloud infrastructure. Our objective is to progressively integrate AI across our portfolio in all our products, improve our development efficiency, and enhance the competitiveness of our technology solution.

Alongside hardware- alongside software, AI, and robotics, we are expanding our capabilities in IoT and connected hardware. Let me quickly give you a brief on our IoT capabilities that we are developing in-house. During the period, we have developed a ready-to-fit device for remote monitoring diesel generators. A mobile network-enabled add-on biometric attendance machine and a QR code-based product traceability system that enables manufacturers to track individual components within its products. These solutions complement our existing capabilities in biometric systems, RFID, and asset tracking.

Technology investments needed to be supported by right people. Infrastructure and education execution capabilities. So we have taken several steps to strengthen our organization during H1 financial year '27. We have added senior leadership positions such as Chief Information Officer, CTO, and Sales Director. Mr. Rahul Mohindra has been appointed as Chief Technology Officer, and Mr. Ranaush Kurian has been appointed as Sales Director at Mobilise. Both of them bring individually more than 24 years of experience in different leadership roles.

Alongside leadership strengthening, we are building a structural sales organization with dedicated sales head for every consumer segment and a centralized system to track leads, proposals, performance-linked incentives, based on customer collection and a specialized team for government and enterprise tender participation. I would also like to update that we have moved into a larger office facility of approximately 15,000 square feet to accommodate our expanding workforce and technology development activities.

Our dedicated robotics R&D lab is another important milestone which has been added to our infrastructure. Together, these initiatives are important to improve our ability to develop the products, acquire customers, participate in larger products, plan projects, and execute business opportunities more efficiently. Towards this last segment of this call, let me quickly give you a quick brief on our financial performance. Coming to our financial performance for the half-year ended September 30, 2026, our revenue from operations stood at Rs 8.745 crore compared with Rs 8.5 crore in H1 financial year '26, registering an approximate increase of 3% YoY.

Total income increased from Rs 9 point- increased to Rs 9.2 crore from Rs 8.61 crore in corresponding period last year. Profit before tax stood at Rs 1.56 crore, comparison to Rs 1.77 crore in H1 financial year 2026, while PAT was at Rs 1.17 crore against Rs 1.33 crore in previous corresponding period. While revenue has continued to grow, profitability has moderated during the period. This has to be viewed in the context of the investment undertaken by the company during the first half of the year. We have invested in government business development, enterprise tender participation, robotics research and development, AI infrastructure, senior management, sales expansion, and larger office facilities.

These investments involve expenditure upfront where the corresponding business opportunities and revenue potential generally take time to materialize. For instance, government proposal need to progress through evaluation and approval process. New product require development and customer adoption, and expanded sales organization needs time to build its pipeline and convert opportunities. Therefore, I want to propose that the investment made during H1 financial year 2027 will have a positive impact on our near-term profitability.

Our focus remains on maintaining financial discipline while building the capabilities required to support sustainable business growth. Looking ahead, we significantly see long-term opportunities at- across enterprise technology, artificial intelligence, machine learning, robotics, and IoT. The increasing adoption of automation and digital transformation across various sectors such as healthcare, education, manufacturing, logistics, transportation, and public infrastructure is creating demand for integrated technology solutions.

And we at Mobilise, we believe that we are in position to participate in these opportunities through a combined existing enterprise relationship, software capabilities and the investment in emerging technologies. Our future priorities will be centered around 5 key areas which I have listed above, and I would like to reiterate that we intend to strengthen our existing enterprise technology business and expand our customer relationship. Second, we will focus on converting government-linked opportunities and enterprise tenders into confirmed projects and executable business.

Third, we will scale Mobilize Robotics through customer deployments, service capabilities, and gradual development of our own robotic solution. Fourth, we will continue to integrate AI and IoT capabilities across our product while developing additional technology-led application and hardware solutions. And finally, we will strengthen our sales and technology execution teams to support larger projects and improve our ability to deliver across different verticals. We expect that the benefit of these initiatives to begin reflecting in upcoming half-yearly results and progressively contribute to subsequent financial year.

However, the timing and extent of these benefits will depend upon project conversion and customer adoption. Before concluding, I would like to thank all our shareholders, investors, customers, employees, business partners, and other stakeholders for their continued confidence and support. As we move forward, our focus will remain on disciplined execution, technological innovation,

strengthening customer relationships, and creating sustainable business opportunities. We look forward to sharing our progress with you in coming quarters as well.

Thank you for your time and participation.

Operator
Thank you very much. I would

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
Now like to- yeah, sure.

Questions & Answers

Operator
Yes, sir, thank you. We will now begin with the question and answer session. Anyone who wishes to ask a question may press star and then 1 on their touchtone phone. If you wish to remove yourself from the question queue, You may press star and 2. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles. Again, to register for a question, you may press star and then 1 now. Your first question comes from the line of Sahil Garg with CCV Fund.

Please go ahead.

Yash Rai - Analyst, Rai Capital
Hi, good afternoon, Ashish ji. Sir, I want to know more about your R&D center, like what exactly you will do over there and how much amount you are going to spend on R&D every year.

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
Thank you, Sahil ji. I would like to appraise you that Mobilize has invested a significant amount of money, around Rs 1.5 crore to Rs 2 crore in our R&D lab this year. And what is the purpose? The purpose of creating this lab is to develop our own robotic solutions, our own IoT solutions, and we are working on sensors. We have recently developed a solution for monitoring the diesel generators, transformers, and ESG capabilities. So this R&D lab will not only enable us to develop our own robotic solution, and contribute towards IoT and machine learning solutions as well.

Yash Rai - Analyst, Rai Capital
Okay, and by when we can see some progress in developing these products which you have just mentioned?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
The prototype of, of a robot is expected by December end. So one of the mobile robots is what we are developing. It will be ready by December end. The IoT solution is already ready. The- it has been deployed in one of the customer sites where diesel generators are getting monitored. And since the volume of diesel generators is, uh, is, is very high, the probability of this solution getting adopted is, is very good.

Yash Rai - Analyst, Rai Capital
Okay, and what kind of growth do you foresee from this segment once it gets established? Maybe

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
So, since, uh, Mobilize already works in asset management- asset management is basically enterprise asset management solution which we have deployed in in 18 government states, in airports, seaports. We are deploying that solution in several hospitals, etc. The very natural extension of asset management is IoT solutions where asset needs to be monitored proactively. So this particular solution is basically augmenting our existing business. So this particular solution will see significant growth in times to come.

We are estimating that it will grow by nearly 20 to 30% on our total revenue in incoming year.

Yash Rai - Analyst, Rai Capital
Okay, thank you. That's it from my side.

Operator
Thank you. The next question comes from the line of Yash Rai with Rai Capital. Please go ahead.

Yash Rai - Analyst, Rai Capital
Hello, I'm audible.

Operator
Yes, so you're audible.

Yash Rai - Analyst, Rai Capital
Yeah, so sir, as we are bidding for the government contracts now and then, so could you please provide details on the current tender pipeline? What are the expected order conversion and the potential revenue that can be generated over the next 12 to 18 months?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
I will not be able to directly quote the names of the departments, uh, or the governments But I will definitely try to tell you that we are actively working in state of Gujarat, Rajasthan, Maharashtra, and Kerala. So these are the states where we already have our customer presences and our software is already deployed and used by several state governments. Now the tenders that I am- that we were- we are referring to, these focus majorly around healthcare departments. They majorly focus around women and child development departments.

They majorly focus around usage of IoT devices for monitoring the growth of the children, etc. So just to give you a quick perspective, in one of the states there are more than 50,000-55,000 Anganwadis. Now in every single Anganwadi there is an IoT device required for for measuring the height and weight of a child. Now this is a significant opportunity when it gets multiplied across India, and we are in very final stages of doing a pilot in one of the states. And once the pilot gets approved, this will be deployed across, across the state.

And this is one state that we are referring to. Across India, there are more than 15 lakh plus Anganwadis, and if you would read government's recent notes, government is trying to automate and improve the infrastructure of all the Anganwadis across India. Now this is one, one of the projects that I am just referring to. So, but there is no specific number that I will be able to tell you on the revenue side of it right now.

Yash Rai - Analyst, Rai Capital
Okay, so answer, as we are also partnering with the Keenon Hong Kong in robotics.

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
Yes.

Yash Rai - Analyst, Rai Capital
So by when does the management expect the robotics segment will start contributing meaningfully to the revenue?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
There are several demonstrations which have happened, be it in the hospitality industry, be it in the pharmaceutical industry, airports, etc. And in several deals, we are in final stages of conversions where these robots will be deployed. So we are expecting the contribution to start as early as next quarter.

Yash Rai - Analyst, Rai Capital
Okay, and sir, after the conversion, like, what's the revenue potential there over the next 2 to 3 years that this segment can contribute?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
Like, robotics is, uh, is the future, and the, the robot segment in which we are dealing, it is not just limited to the facility management. It is- it spans across. We are also, uh, so with Kinon, we are part of- we are supporting warehouse management. We have AMR, which are autonomous mobile robots. They can transport material from point A, B, C, D, and so on and so forth. And these are large warehouses. So one single warehouse, for example, a 2 lakh square feet worth of warehouse would need at least 20 to 30 robots.

So, and this is integrated with our existing solution as well, which is our warehouse management solution. So in totality, we are not just focusing on one segment, which is facility management. We are also catering to warehouse management, we are also catering to hospital management, etc. And all these areas are open to robotics opportunities. What we foresee is that we will- Mobilise will completely get transformed into a software and a hardware form down the line. And we- at current stage, the contribution of hardware is nearly 20% in the total revenue.

And we target to increase this and make it a hardware and software combination of around 60 to 40 ratio, where 60% of it will start coming from the hardware side of it, which are advanced technology products like IoT, robotics, sensors, machine learning, etc., and 40% will be coming from software down the line. So this is how the entire space will get transformed. And just to give you a quick idea, these robots are recurring revenue streams. These are not just one-time sell-off commodities because these robots require regular subscription-based model.

So for example, when we deploy a robot, we earn recurring revenue from the robot. When we deploy, we give a subscription, we earn from that subscription. And second is the consumable part of it. Once the robot is deployed, the consumable continue to remain a continuous recurring revenue stream. So these, uh, this will contribute significantly in times to come.

Yash Rai - Analyst, Rai Capital
Thank you, sir. Thank you for answering questions. I will join back in queue.

Operator
Thank you. A reminder to all the participants, if you wish to ask a question, you may press star and then 1 now. The next question comes from the line of Priya Shah with Minaria Investment. Please go

ahead.

Priya Shah - Analyst, Minaria Investment
Yeah, hi. So I wanted to know, like, what is the current level of robotics and automation adoption in India and how much growth potential is still untapped and what could drive faster adoption over the next 3 to 5 years?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
This is, uh, this is an exciting, uh, area to discuss. If you would look at the recent numbers and reports published by several industry experts, total number of robots deployed- because we compare, uh, with the, with the next-in-team. So for example, If we were to compare ourselves with autonomous robots in China, they say that there are around 700+ robots per 1,000 people, whereas in India there are 7 robots per 1,000 people. So this is, this is the total gap that we are looking at. I would also like to appraise this forum that we have, we have recently got into an agreement with Fanuc.

Fanuc is the, is the robotics manufacturer Their robots are deployed in companies like Maruti and Mahindra, etc. So Fanuc is, is the company with which we are participating in several tenders and participating in several deals for turnkey projects. Now looking at the future, the way the robotics is being picked up in India, both at the consumer level, which is the facility management, or at the corporate level or in the manufacturing level. We are seeing a significant excitement because every single day we are concluding more than 3 to 4 demonstrations across in different parts of India where these opportunities are lingering upon.

So this is, this is where we see ourselves getting placed better.

Priya Shah - Analyst, Minaria Investment
Okay, great. Also, can you share an update on how the IPO funds have been utilized so far across technology development? Like for robotics, R&D, infrastructure, and other investments? And how much, um, of the IPO proceeds are still pending for utilization?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
So, uh, we had, uh, 4 objectives when we started. This is something that we also declared in our, uh, IPO RSP as well, that we will invest in Making all our products AI machine learning ready, and we will make investments in IoT and robotics. So we are very much on the track. When we have spent- when we have opened our own R&D lab, we have imported some of the robots which we are able to demonstrate and put them for selling purposes. So that was one of our objectives. Second objective was to strengthen our sales team and people.

We have put up senior leadership in our organization. We have a full-time CTO who is able to take care of all the operations and technology piece. We have our full-time sales director who is now leading the sales and sales engine right now. And there are significant amount of leads which are getting generated and Mobilize is actively working on converting those leads into revenue streams. Third, we also invested in our office capabilities, infrastructure, servers, IT security, Microsoft. So all of our servers have been migrated from different old legacy servers to Microsoft Azure.

We have completely migrated into the cutting-edge technology infrastructure. We have completely adopted AI into our development practices. And fourth was our general corporate expenses. So these were our 4 different objectives, and we have followed the investment in all these areas. A significant part of it has gone into robotics and IoT, and another significant part has also gone into

team development and team strengthening. So these are the 2 areas where we have significantly invested. And company has started to see the fruits and the results of our investment as well.

Priya Shah - Analyst, Minaria Investment
Okay, and, uh, like, how- for the new facility which you have, how much have you invested in that and what is the capacity utilization over there? Can I know about that?

Ashish Sharma - Promoter and Managing Director, Mobilise App Lab Limited
So we have moved into an office facility of around 15,000-odd square feet where a significant area has been earmarked for testing the robot and developing our own tech products. Uh, when you say the utilization of it, it is completely occupied and utilized. With respect to investing, I've already mentioned that previously, that developing the lab and putting up the infrastructure, software, people put together, we have invested around Rs 1.5 crore to Rs 2 crore into this particular area.

Priya Shah - Analyst, Minaria Investment
Okay, great. Yeah, that's it from my side. Thank you.

Operator
Thank you. Participants, to ask a question, you may press star and then 1. As there are no further questions from the participants, I now hand the conference back to Ayush from Orym Connect for closing comments.

Ayush - Investor Relations, Orym Connect
Thank you everyone for joining today's call. On behalf of the team of Mobilise App Limited, we appreciate your time and participation. For any other further queries, please reach out to us at letsconnect@orym.in. Thank you.

Operator
Thank you. Thank you, everyone. Thank you, everyone. Thank you, members of the management. On behalf of Mobilise App Lab Limited, that concludes this conference. Thank you everyone for joining us, and you may now disconnect your lines.