Management Discussion

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you. Uh, good evening, everyone. And thank you for joining us on the H1 financial year '27 earnings call of Frog Innovations Limited. I hope you had a chance to go through our results, the earnings release, and the investors presentation, which have been filed with the stock exchange and are available on our website. When we last spoke in May, I described financial year '26 as a year in which we held our core business together through a difficult phase for the industry. While putting new growth engines in place.

Some of you also joined the interactions we had in July where I shared that the DAS market was starting to move again, that Jio had come on board as a customer, and that our CCTV range was going through the STPC process. I am happy to say that the first half of this year has given us the numbers to go with that story. Revenues from operations grew 17.4% YOY to Rs 645 million. EBITDA excluding other income rose to Rs 44.4 million from Rs 5.5 million, with margins expanding 589 basis points to 6.9%. And we are back in profit with a PAT of Rs 8.7 million against a loss of Rs 10.2 million a year ago.

This turnaround has come from a stronger telecom order flow, better cost control, and our new businesses are starting to contribute. Let me start with our core telecom business because this is where the change is most visible. The issues between infrastructure providers and mobile operators that held back DAS projects through last year have been resolved and projects are back on the table. The clearest sign of this is the letter of intent we have received from Indostars Limited valued at Rs 919.7 million excluding GST for the supply, installation, and maintenance of cellular DAS across several Delhi Metro stations and the interconnecting tunnels.

Supply and installation is scheduled for completion by March 2027. For us, this order is about more than its size. FROG is the only Indian company with proprietary technology to manufacture and deploy DAS systems. Our OneDAS solution is already live at Navi Mumbai, Mumbai, Noida, Guwahati, Lucknow, and Delhi airports. A project of this scale on the Delhi Metro in tunnels and underground station is a strong validation of what our engineering team has built. We see a good pipeline of similar opportunities across metros, airports, and other high-density venues.

India is expected to go from around 157 airports to 350 to 400 by 2047, and every one of these is a coverage project. With operators, our relationships are broader than they have ever been. We continue to supply Airtel and Vodafone Idea, and as funding has eased at Vodafone Idea, they have stepped up network investment. Which is helping us. Jio, which we added this year, started with our RF repeaters and is testing a wider set of our products. We see a real room to expand that relationship into IVSS and network accessories.

Our electronic manufacturing services business has moved from startup to growth. The SMT line at Noida is fully operational. The line today makes products for smart meters, induction heaters, power adapters, EV chargers, and others. It runs on a single shift, so moving to 2 shifts can roughly double output without new capital. Beyond that, our 1.6 lakh square feet Noida facility has space for 3 more SMT lines. The FrogEye range has 27 IP camera models across 2, 5, and 8 megapixel variants in dome, bullet, and varifocal formats.

The opportunity here is significant. Since 1st April 2026, STQC certification has been mandatory and non-certified imported CCTV cannot be sold, which clearly favors certified Indian manufacturers. The Indian video surveillance market is expected to grow from about USD 4.84 billion in 2026 to

USD 7.77 billion by 2031. Once approval comes through, our focus will be on first contracts and building a distribution network across North India. Our AI video analytics platform, AII, is launched and running live trials with customers.

It works on any CCTV brand and covers fire detection, intrusion, crowding, PPE compliance, facial recognition, and number plate recognition. The aim now is to convert trials into paid deployments. During the half, we also made a few decisions that set us up for the next phase. First, we have recently signed a 5-year manufacturing and distribution alliance with Lego Wave. Under this, Frog becomes the licensed manufacturer, distributor, system integrator, and service partner in India for Lego Wave's point-to-point and point-to-multipoint wireless radios sold under the Frog brand.

Just as importantly, it gives us an export channel as we will also supply finished products to LigoWave for its own brand. Production in Noida including Wi-Fi 6 and Wi-Fi 7 products starts this year. This addresses a market of around Rs 40,000 million in financial year '25, that is expected to cross Rs 83,000 million in financial year '32. Second, our broad- our board approved the acquisition of 100% of VLS Developers Private Limited for Rs 360 million. VLS owns the land and factory shed we first announced in June, and acquiring the company replaces the direct asset purchase.

It will be funded through internal accruals and a term loan. We expect completion within about 2 months. This land gives us room to scale CCTV and EMS well beyond what the Noida plant alone can hold. Third, our shareholders have approved the migration of our equity shares from the NSE SME Emerging platform to the NSE main board. We see this as a natural step for a company of our size and ambition and it should broaden our investor base and improve liquidity. Our other initiatives are also moving.

On Get 5 Bars, our indoor signal solution operators are running extensive proof of concept and end-user interest is strong. The launch is subjected to operator approval. Our defense solutions are in trial and positive feedback. And our services business as a TRAI-appointed digital connectivity rating agency and in 5G site implementation are building steadily. Looking ahead, we are confident of returning to financial year '25 levels this year with financial year '27 revenue of approximately Rs 2,000 million and profit after tax of approximately Rs 200 million.

I know the question of- on many of your minds is how we get there from Rs 645 million in the first half. The second half will certainly be much larger, and the drivers are specific. The Delhi Metro project is scheduled for supply and installation by March 2027. More DAS orders are coming to the market, and our operator business is running at full pace with 3 major operators. EMS is now receiving orders, and Frog Eyes will add to this once STPC approval is in hand. Beyond financial year '27, our vision financial year '28 is revenue of more than Rs 5,000 million and EBITDA of more than Rs 750 million.

We are building this on 4 engines: connectivity, surveillance and AI, electronics manufacturing and services, all running on one platform with shared customers, one manufacturing facility and more than 20 years of RF engineering. We expect surveillance and EMS to become our larger- largest business within the next 2 to 3 years. Our approval under the Design-Led Manufacturing PLA scheme with incentives of Rs 4,660 million and applicable until March 2027 supports us along the way. To sum up, H1 financial year '27 marks the point where FROG has come out of a difficult phase and is growing again.

The core business is back in full swing, the new engines are in place, and we have invested in the capacity to scale. We are confident in the path ahead. I would like to thank our customers, our partners, our employees, and all of you, our shareholders, for your continued trust and support. We

will be happy to take your questions. Moderator, please open the line. Thank you.

Operator
Thank you very much. We will now begin with the question and answer session. Anyone who wishes to ask a question may press star and 1 on the touchtone telephone. 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. The first question is from the line of Sanchita Sood from Robocapital Limited. Please go ahead.

Questions & Answers

Sanchita Sood - Analyst, Robocapital Limited
Hi, thanks for the opportunity. My first question is with regards to your CCTV segments. So by when can we expect the STQ- sorry, STQC certifications to come through? And what kind of revenue can we see from here in FY28?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, hi, uh, so we, we are expecting, uh, our CCTV STQC approval. So, so there has been delays, you know, we, we actually, you know, it should have happened by now, but there has been some delays, uh, some delays from our front, some delays from, uh, you know, our SoC vendor front. But now things are looking, you know, clear. So we expect that, you know, some approvals should come possibly within November or maybe early December, and some more should come by end of December. So that's what the timeline which we are looking at as we stand today.

And as far as revenues are concerned, for, uh, from CCTV vertical for financial year '28, we are, uh, look, we have taken an overall target, uh, of Rs 500 crores, uh, for financial year '28 in terms of revenues, out of which, uh, we expect CCTV should be, uh, somewhere around, uh, maybe Rs 200 crore, around that figure.

Sanchita Sood - Analyst, Robocapital Limited
Okay, understood. And, uh, so my second question was that you've mentioned that currently one SMT line is operational and there's room for 3 more in our plant. So by when can we expect the next 3 lines to come on stream?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, I, I expect, uh, because now things are, things are streamlined in EMS business, uh, and we are already in plans to expand, to add another line possibly, you know, within this financial year. So that is what is expected. So, you know, if things go by our plan, we should have all the 4 lines in place by the end of financial year '28.

Sanchita Sood - Analyst, Robocapital Limited
Okay, sir, got it. That's all from my end. Thank you.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you.

Operator
Thank you. The next question is from the line of Ankit Gupta from Bamboo Capital Limited. Please go

ahead.

Ankit Gupta - Analyst, Bamboo Capital Limited
Yeah, uh, thanks for the opportunity, sir. Uh, sir, if you look at our target of, you know, FY28 of reaching Rs 500 crore, so like if you can broadly give us the segment-wise breakup that you're looking to achieve this target. You told Rs 200 crore from CCTV, so the rest Rs 300 crore should come from which segments, if you can give the breakup? And then I have a question on CCTV.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, it should be, it should be, uh, uh, you know, we, we, uh, are doing roughly, you know, we are going to do about 200 crores plus from telecom business and, uh, about 100 crores from EMS business. So that, that's, that's what, uh, you can take as a rough

Ankit Gupta - Analyst, Bamboo Capital Limited
Breakup. okay, and in this 200 for telecom business how much will be dash and how much will be non dash?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
It's difficult to put you know this this kind of breakup here, but again on on on a rough level you can take it should be around 50-50.

Ankit Gupta - Analyst, Bamboo Capital Limited
Okay, okay, okay. inter, you know like know, the telecom- sorry, will be the EMS business and CCTV business. So like those 2 will be contributing Rs 300 crore and will be the major contributor of growth for us. So first on the EMS side, you know, what is giving us confidence of reaching Rs 100 crore revenue in FY28 from this segment which is hardly contributing anything currently?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, uh, we, we are, you know, already, uh, You know, the line is already operational, although it is single line operating in a single shift currently, and it is fully loaded. Second, the new customers who are- who we are engaged with, you know, for products like, you know, EV chargers, which has got very high volume, products like LED panels, product like laptops. So, so, and these engagements are happening at a quite advanced stage. So yeah, but that's, that's what is giving us confidence on that

Ankit Gupta - Analyst, Bamboo Capital Limited
Front. And what about on the CCTV

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Front? If you know, you know, our Peer company, uh, Pfizer, uh, you know, you, you would have noticed the growth which they are carrying on, on their front and the kind of, uh, revenues which they have generated post-STQC approval. Uh, we don't have any doubt, uh, we'll not be able to achieve those numbers once our STQC approval is there.

Ankit Gupta - Analyst, Bamboo Capital Limited
And as you indicated earlier, we will be majorly targeting, you know, the government and the PSU business, right?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
That, that will be, that will be, uh, our first target. Second, uh, we will be also, uh, you know, uh, targeting our existing customers, uh, you know, a lot of airports, uh, mobile operators. So, and, and as well as, uh, we'll be going, going, uh, to the distributors in North India and engaging with them for, uh, B2C market.

Ankit Gupta - Analyst, Bamboo Capital Limited
Okay, currently how many of the CCTV players have STPC certifications? Like, uh, is there a price that will be there? Yes, so

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, so there, there are about, uh, I think 7 to, uh, 7-8 players which are there which has got STPC approval, uh, in place so far.

Ankit Gupta - Analyst, Bamboo Capital Limited
So, so the market has become crowded a bit now, like, unlike, you know, some time back they were, they were just you know, 1 or 2 players having the STQC certification. Now there are at least 7 players here.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
It's, it's, uh, I will say the market has room for a lot of players, uh, uh, at, in, in current, uh, size, current form, you know, the, the market, the players which are there are not able to address the requirements, uh, and as a result you are seeing, you know, uh, majority of the market is still going to a big player like CP Plus. Who is not able to fulfill the market demands, and still a lot is left, you know, to be served.

Ankit Gupta - Analyst, Bamboo Capital Limited
And this last question on the margin before I come back in the queue. We are still targeting 15% kind of EBITDA margins from Rs 500 crore sale that we're targeting for FY28. So, you know, Rs 100 crore comes from EMS business, which is- it should be in, you know, mid to max maximum high double-digit, mid to high single-digit margins. And even in CCTV, we shouldn't be looking at very high EBITDA margins. So what gives us confidence of achieving 15% EBITDA margin, uh, as for the company as a whole,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Right? So, so look, in telecom we have been doing, uh, 15% plus margins, uh, uh, you know, in any, any reasonable year. Just, just leave the last year, which was a difficult year for us. Uh, and in CCTV, again, uh, you look at the margins which, uh, our peers like CT Plus and, uh, Pfizer are doing, uh, they're, they're doing, uh, better than 15%, right? So that leaves us no doubt that why we should not be able to do that.

Sandeep Kumar - Individual Investor
Uh,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
And as far as EMS is concerned, uh, you know, our EMS business is a slightly different mode. Uh, we, when we are going with the product, uh, mostly we are targeting the products where we can brand it, uh, as our branding. Like, you know, like, like Lego Wave, uh, uh, thing. So Lego Wave, uh,

we are branding as our brand, which, uh, definitely gives us opportunity for much higher margin than normally in this business. And similar alliances we are looking into other spaces as well.

Tarun Kumar Khatri - Individual Investor
Okay, thank you. Thank

Operator
You. The next question is from the line of Dalpat B. Mehta from Sun City Advisors LLP. Please go ahead.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Yeah, yes sir, we have already acquired the land through VLS Developers, and what is the timeline to make the plant operational, and what will be the additional cost for

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, hello, Mr. Mehta. Uh, so, uh, Mr. Mehta, VLS, uh, transaction is, uh, happening as we are speaking. So, uh, it's not yet complete, it's, uh, under process. We are expected to close it, uh, within next, uh, you know, 45 days, uh, to 2 months. That's what the timeline we are looking at. And once Uh, the acquisition happens, so then, you know, we will start using the, uh, because it's already, you know, the property has already the inbuilt shed, so we'll start using the property, uh, and, and as and when we grow in the business, uh, and our requirements grow, that, that opportunity is there to further build on top of what is existing there.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
So we don't have the exact number what will be the CapEx, likely CapEx

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
At that

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Place,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Right, right now we are spending Rs 36 crores for this acquisition.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
No, but then Rs 36 is for the land only, land and building.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, land and shed, so which is already, which is there currently. Yeah,

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
So the other plant and the machine-

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, so next phase of growth we have not, uh, planned and decided yet.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Okay, for that we will be needing the fund We'll have to raise the funds, or it will be through the loan and internal accruals?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, we, we are expected to, uh, do quite a reasonable amount of profits, uh, and continuing to do so. Uh, so I, I think we, so far possible, will be, you know, relying on our own internal accruals and To, to whatever extent we are already using, you know, a bank limit, so we'll be continuing to use bank limits. So raising the, raising the funds, uh, from the market will be the last choice, I'll say.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Okay. And sir, what is the pipeline of this, uh, DAS deployment project like this Indus Tower?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, so the timeline for this executing this project is, uh, by March 2027.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
No, sir, pipeline. What further orders are in pipeline, uh, like this?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, so yeah, there are, there are, uh, quite, quite many projects which are there in the pipeline. Uh, you know, a lot of airports, uh, you know, a lot of airports are seeing extension, so there this is, uh, will be needed. A lot of airports having old infrastructure are looking at upgrading the infrastructure to 5G because so far they were having 4G. Even Delhi Airport, if you see, uh, it has got only 4G. So, uh, so likewise there are several airports which are- which has only 4G and they are looking for 5G expansion.

Then there are,

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Uh, continue please, please, please continue.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, yeah. So then there are, you know, uh, a lot of airport cities are coming in. Uh, there, there, uh, all this infrastructure is required at those airport cities. Uh, a lot of metros, uh, you know, are phasing out the old equipment. Like Delhi Metro was having it and now it is getting phased out, uh, and new infrastructure is getting set up. So yes, there is, there is a huge pipeline and requirements for, uh, the setup.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
So this is, I think this is the potential of this segment, but is there any specific order under negotiation or under final finalization? Yes,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yes, there are, there are.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Okay. And last one, sir, uh, is there any timeline to migration to the mainboard? Uh, by what time it can happen?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, yes, so we are eyeing at it within this financial year. Uh, the process is already on. Uh, so as part of the requirement, uh, you know, the, the all our financials need to be, uh, what do you say, uh, redone in a, in a new format as per reinstated. Yeah, reinstated. So that, that is that, that process we

are doing now. Uh, but yes, to answer it short, within this financial year we are expected to migrate to mainboard.

Dalpat B. Mehta - Analyst, Sun City Advisors LLP
Okay, sir. Thank you, sir. All the best.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you.

Operator
Thank you. The next question is from the line of Darshil Javedi from Crown Capital Limited. Please go ahead.

Darshil Javedi - Analyst, Crown Capital Limited
Hello. Uh, firstly, sir, congratulations on a great set of results, sir. Thank you for taking your question. Am I audible?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, yes. Can you be a bit louder? Uh, that should be-

Darshil Javedi - Analyst, Crown Capital Limited
Uh, hi sir, is this better? Hello?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yes, this is better.

Darshil Javedi - Analyst, Crown Capital Limited
Yeah, yeah, yeah. Thank you so much, sir. Yeah, so I just wanted to, you know, touch upon the STQC. So I'm just trying to understand, like, is the, you know, problem from the government side? So by what time can we, you know, Uh, you know, get it? Like, is there some firm timeline that, you know, we have? So for the certification,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, so basically, you see, it's, it's a, uh, there's no problem, you know, from the government side, you know. Firstly, let me clarify that, uh, yeah, so it's, it's a fair and square game, uh, so, so, so, uh, but, but You know, they, they are really doing, uh, quite thorough checks, and, uh, wherever, uh, there is an issue, you know, we need to fix it up. Now, all the issues are not, uh, in our hands to fix. We also depend on, you know, the, the, uh, SoC company, uh, the chip basically. So, so, so that company to fix the certain issues.

So, uh, this is That takes a bit of time, you know. So once they fix it, then we fix it. We have to change the firmware and all that accordingly and do the testing. So this is what takes time and that's where we are currently. So now we are going again back to, we are actually already back in the lab next week. And hopefully, you know, some of our, uh, models should get approval, uh, by, by, you know, first week of December, I say. And the rest all should, should get approval by end December. So that's, that's what the expectation, uh, as of now.

Darshil Javedi - Analyst, Crown Capital Limited
And so just in case, like, if another some query comes in and we don't have the approval, so with even some partial models, our Rs 200 crore target can be met, sir? For next year? Uh,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
For- okay, so, so look, for, for this year, we, we are, we are good with our numbers. Uh, you know, we don't have any issue. We, we don't depend on STQC for this year numbers, right? Uh, so that, that's one, uh, part. Second part, for next year, uh, come what may, you know, come what may, you know, even if you take 3 months buffer, we will be, you know, having all our approvals in place within this financial year. So, so next year, uh, is again not a challenge, uh, as far as STQC is concerned.

Darshil Javedi - Analyst, Crown Capital Limited
Okay, that's fair. Also, this last question from my end, sir. So in H2, we have to double the revenue of H1, right? So is that backed by some firm orders, or, you know, what's giving us this confidence of, you know, reaching, I think, maybe our highest half-yearly Uh, revenue.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, even in financial year '25, if you go back and see, we have done the same thing. You know, uh, the H2 revenues were, uh, proportionately in the same proportionately, uh, there relative to H1. Uh, now, you know, the, the H1 numbers which you have, which we have, is from our run rate business, from the operator business. Uh, that stays as is for H2 also. On top of it, our DAS revenue is going to grow because of, uh, this order which we have, you know, from Indus. So that, that itself is going to add about 92 crores, uh, to the revenue.

Darshil Javedi - Analyst, Crown Capital Limited
Okay, so that's a small- like, that order has to get executed in 6 months, right? Like, that-

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
It will be executed before March.

Darshil Javedi - Analyst, Crown Capital Limited
Okay, that's great answer. Just any other orders, such orders in pipeline, if you could, you know, quantify like what have we bidded for, you know, something that, you know, that can help us, sir.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
So there are, there are several orders, you know, which are in the process, which are under discussion. Uh, it's, it's, see, these are really large orders and to put a timeline to them, uh, that when, when I'll, uh, we'll be able to close it and get the order is a difficult thing. But definitely there is, you know, there are several orders which are on the table which are under discussion, uh, and will be executed, uh, you know. Oh, in this time.

Darshil Javedi - Analyst, Crown Capital Limited
Okay, fair enough. So I have more questions, I'll join back in the queue. Thank you so much. All the best.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
All the best. Thank you. Thank you.

Operator
The next question is from the line of Sumit Meena from Nova Wealth Capital. Please go ahead.

Darshil Javedi - Analyst, Crown Capital Limited
Hello sir, am I audible?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yes, Sumit. Hi.

Darshil Javedi - Analyst, Crown Capital Limited
So my question is also regarding STQC. Like we have been, like you have been telling us about STQC that we are going to receive it. So it's been a long pending certification. So are we really confirmed and 100% sure that by this End of November and December, are we going to really receive the certifications and approvals?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
So, Swamiji, look, I always say and I always believe that unless the thing is done, it's not done. Okay. So, and this is, this approval process will not something which I have to do. I can, you know, it's like, you know, someone going for exam. So you cannot say that, yes, I will, I will clear civil services exam and I'll become, you know, uh, IAS officer, uh, after this exam. You, you can be, you know, confident, uh, about, yes, okay, I can do good or I can do bad, but it's, it's unless, unless you pass the exam, you cannot be sure about it.

So it's an exam, right? And so yes, we are hopeful. That's what I mentioned, uh, that we should- we'll be getting it, uh, but unless we get it, we will- we cannot be 100%, right?

Darshil Javedi - Analyst, Crown Capital Limited
Okay, okay. Thank you, sir. I have only one question.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you.

Operator
Thank you. The next question is from the line of Sandeep Kumar, an individual investor Please go ahead.

Sandeep Kumar - Individual Investor
Hello, am I audible?

Operator
Yes, sir. Yes, sir.

Sandeep Kumar - Individual Investor
I just wanted to know, so the last con call we had, uh, planned that, uh, 50 crores of revenue will be coming from our CCTV line of business. So since the approval is already done, uh, Where is this shortfall of the Rs 50 crore CR revenue? From where we will be getting that?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, so look, uh, as I explained, you know, we are, uh, uh, so, so in H1, the revenues that we have received, uh, majority of that is from the run rate business, uh, from the telecom and from, uh, EMS, right? That run rate business continues to SV also. And on top of that, we are, uh, we have to deliver this last project of Indus before March. So that, that's a state of matters that we have.

Sandeep Kumar - Individual Investor
Okay, uh, sir, and regarding this SMT lines, right, so, uh, do we have any, uh, can we get an idea of the margin that we are going to make with that and And can we get a more idea of, uh, Lego Wave, how is that is going to span out, uh, what kind of revenue that is going to bring additional this year and next year?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, so we consider, you know, Lego Wave and such alliances as part of our EMS business, and that's how, you know, we are expecting our EMS business to be different than, uh, Uh, our peers, and we expect to make double-digit margins from our EMS business. Uh, so yes, so LevoWave is an American company, and, uh, so far they have been already, you know, working in Indian market, uh, supplying products from, uh, outside. But now, uh, they have formed alliance with us. We'll be manufacturing the products and supplying in India market.

They have the 2 main major products which they have is unlicensed band radio, and the second one is access point. And both these products have huge requirements and huge market in India as well as globally. Mainly both the products are used for accessing, you know, internet, you know, at remote sites or within large venues.

Sandeep Kumar - Individual Investor
Thank you.

Operator
Thank you. The next question is from the line of Taran Kumar Khatri, an individual investor. Please go ahead.

Tarun Kumar Khatri - Individual Investor
Hello, I'm audible.

Operator
Yes, yes, please go ahead.

Tarun Kumar Khatri - Individual Investor
Namaskar, sir. I wanted some, uh, some insight into, uh, you just mentioned that, uh, you, uh, for your EMS, you are looking for alliances like Ligowave to be more productive and more margin-oriented. Margin accretive. Now I want to know, with Ligowave, you are only seeing the alliance as only an EMS opportunity, or do you even have some plans, uh, to be, uh, to be able to emerge as a player of telecom infrastructure also? Because we have a lot of products which support telecom infrastructure. Vending opportunity also.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, so look, uh, I don't know what you mean by infrastructure. Uh, I mean, if you are saying the infrastructure such as, uh, build-operate-transfer kind of projects, that is not our interest.

Tarun Kumar Khatri - Individual Investor
So no, I was meaning like, uh, the infrastructure, telecom, hardcore telecom infrastructure provider. Um, like, like what Cisco do, and, uh, you don't have entire product range, but you definitely have some, uh, field there to fulfill. Yeah, yeah, actually. Okay, so,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
So yeah, so if, if you are referring in terms of products, uh, the product range which Cisco has, so yes, you, you are right, we are now working on, uh, you know, so, so with LigoWave, we have, we have covered, uh, products, uh, such as UBR and access points. We are looking at more alliances to bring in products which are switches and, you know, switches and routers. So similarly, yes, we are looking for those kind of alliances, and we'll have, you know, product range quite similar to what Cisco has as we have taken them in.

Tarun Kumar Khatri - Individual Investor
So the question is, sir, CC, you are looking only as a- these products to be developed in your EMS, or you are only- you are also, uh, targeting on emerging as a service provider along with the supplier of the equipment also?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
So, so, uh, look, there are- we, we are not looking at service provider. So we will be manufacturing these products and we will be supplying these products mostly under our own brand.

Tarun Kumar Khatri - Individual Investor
To the system integrators.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
So to the market, you know, whether it is system integrator, whether it is B2C, whether it is corporate. So, so we'll be doing the sale directly as well as through distributors. As far as installation is concerned, you know, we'll be routing this through system integrators.

Tarun Kumar Khatri - Individual Investor
Okay, please. If you have existing, uh, relationship with a lot of consumers like airport, um, where they are, as you mentioned, they are upgrading their 4G network to 5G also,

Ankit Gupta - Analyst, Bamboo Capital Limited
Right? So

Tarun Kumar Khatri - Individual Investor
That will be happening for the wireless, uh, communication in voice as well as data also, right? Because, right, always, uh, yeah. So do you, do you Don't you see an opportunity to actually, uh, provide along with your DaaS upgradation those kind of services also to all your clients? I mean, cross-selling in those kind of categories also.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yes, sir, that's, that's the idea. That's the whole idea of cross-selling, uh, you know, these products to our existing customers, and which are- which is one opportunity. And then otherwise also there is a huge market.

Tarun Kumar Khatri - Individual Investor
Sir no coming back to MS I mean you gin mentioned that you are waiting for active STQC certifications to actually expand in the MS lines also so could you get what clarity like why that so is that for your in-house production for your CCTV line that

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
You are I This is common infrastructure, uh, uh, you know, whether for the S&P line- S&P lines will be used for EMS as well as for CCTV as well as for our telecom products. So it's, it's a, it's a one common infrastructure, uh, which is there and we, uh, we have it. And as and when we feel the need for growing it, we already have, uh, the space to grow. Uh, we can, you know, grow it at, at, uh, easily, you know, into, uh, one line into 4 lines.

Tarun Kumar Khatri - Individual Investor
So you mentioned about that you had a very- in last con call you mentioned that you had very, uh, marginal kind of revenue from the EMC line, but EMS line, but it has become substantial now. What kind of, uh, contribution this financial year you expect from EMS? [Foreign Speech] projections, numbers which you have forecasted, What kind of revenue are you projecting from EMS this financial year?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
So this financial year are EMS should be doing still you know not too much, but I think it should be anywhere between 12 to 15 crore revenue model where we want to take it, like, you know, LiGo waves of the world and, uh, LCDs and all that. So, so that is coming into the next phase, which we are going to see next year.

Tarun Kumar Khatri - Individual Investor
So all these revenues which are projecting are from only pilot, uh, kind of production phases?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yes, yes.

Tarun Kumar Khatri - Individual Investor
Okay, uh, sir, one thing I wanted to ask was about the STQC. Uh, you mentioned about, uh, compliances from the vendor side of, uh, SOC, SOC vendors, right? Could we, could we have some, uh, like, um, whom have you, uh, tied up with for your SOC, uh, this? And don't Ligowave also have the products which can actually satisfy that SOC requirement of yours?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
No, Ligowave is in a different domain. They are not into the CCTV domain. They don't have

Tarun Kumar Khatri - Individual Investor
Any associate which, uh, which, which can help in CCTV?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
No, no, no, no.

Tarun Kumar Khatri - Individual Investor
Okay. They

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Are there in different domain. So

Tarun Kumar Khatri - Individual Investor
Could you know, could we know which is the associate vendor you are actually currently associated

with and how, how established that relationship, how established and strong that relationship is?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Look, we are working with a couple of them. Uh, you know, I, I don't want to, uh, come out with too, too much information here, but yeah, we are working with couple of them.

Tarun Kumar Khatri - Individual Investor
But sir, you have already given compliances through them. You must be having established relationship with them, right? Yeah,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, yeah, we have, we have.

Tarun Kumar Khatri - Individual Investor
So that information would be already there. Could you just give us some clarity on, um, some these about the vendor of SOC so that, I mean, since you're dependent on compliances from their end, we would like to know some clarity about how, how approachable and enable they are.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Approachable by you?

Tarun Kumar Khatri - Individual Investor
No, see, compliances, if we are dependent on compliances on them So to understand how appro- how amenable are they to submit the compliance- um, compliances,

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
No, how approachable

Tarun Kumar Khatri - Individual Investor
They are, we wanted to understand who is the vendor which we- how, how is-

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
If, if I tell you the- if I tell you the name, how, how you will be, you know, knowing that this, this company is approachable or this is not?

Tarun Kumar Khatri - Individual Investor
So if you think Indian vendor There is no, there is

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
No SoC vendor. There is no Indian SoC vendor. India don't make chips. There is no Indian SoC vendor.

Tarun Kumar Khatri - Individual Investor
There are a couple.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Sorry?

Tarun Kumar Khatri - Individual Investor
There are a couple. There is Bharat Semi, there is Indus Semi. There are a couple which do.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
No, no, there is no- they are not making SoC. L&T is one of them which has said, which has said they are going to come up with SoC, but that will come only, you know, uh, in a year's time or 2 years' time. It is still not there. I'm not talking about developer, I'm talking about SoC. Mhm,

Tarun Kumar Khatri - Individual Investor
That is, uh, the design part, right? The system, system on chip. Yes, system on chip. Yeah, that's, that's I think. Okay, sir, one thing is about the third. Sorry, last question. Am I allowed a last question or should I get back in the line?

Operator
Please get back in the line for more follow-up questions.

Tarun Kumar Khatri - Individual Investor
Thank you.

Operator
Thank you. The next question is from the line of Priyam Shah. From Value Equity Capital Limited. Please go ahead.

Priyam Shah - Analyst, Value Equity Capital Limited
Good evening, sir. Good evening. Thanks for the opportunity. Uh, so I have some questions. Uh, so if you can just give, uh, give us an update with regards to GetFiBus defense solution, DCRA, and 5G site implementation. And if you can also give, uh, what are the timelines that you are expecting for the commercialization, and what would be the expected revenue contribution?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Um, okay, look, uh, 5G site implementation, the business is already on. We are already doing that, that part. So that's already, you know, part of our number. DCRA is something which is slow moving because it is kind of optional still. So sorry to interrupt,

Operator
Sir. We've lost the connection for the participant.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Okay, okay, then let them come back.

Operator
Just a reminder to all the participants, press star and 1 for more questions. I repeat, anyone who wishes to ask a question may press star and 1 on touchtone telephone. The next question is from the line of Nidhi Rastogi, an individual investor. Please go ahead.

Nidhi Rastogi - Individual Investor
Good evening, sir. Am I audible?

Operator
Yes, ma'am. Yes,

Nidhi Rastogi - Individual Investor
You go ahead. Hi, sir. So I had a couple of questions. Uh, one was on the DaaS pipeline. So, uh,

Delhi Metro particularly has been an important reference project for the company. So beyond this, how would we characterize the current DAS pipeline, both in terms of the size of opportunities and conversion timelines? And also, what are the key competitive advantages that we as Frog Innovations, uh, have to win these projects?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Look, uh, we have already been implementing our DAS solution at major airports in India, uh, and with this large Delhi Metro projects, uh, it will be a very large installation reference for metros as well. Uh, and there is, uh, quite a big opportunity there, you know, uh, projects which are- which we are already under discussion Uh, for implementation which are at different stages, uh, and discussions, uh, for both airports and metros and some other large venues which are there. Uh, so yes, it's, it's a, it's a considerably large market, and that's what, uh, is reflecting in our projection of doing, you know, uh, northwards of Rs 200 crores revenue next year, uh, from telecoms.

Segment. It's part of that. And as far as, you know, our USP is concerned, we are, you know, we have so many references in place in the market. We are the leading DaaS vendor. Our projects are deployed operational And are delivering value to operators, mobile operators. They're delivering value to infra providers, delivering value to the mobile users.

Nidhi Rastogi - Individual Investor
Okay, so got it. So is there any quantification that we can do in terms of the size of the opportunities and the DaaS pipeline?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Look, this is, this is, uh, I, I expect the DAS business, uh, if we take only the cellular part of it, uh, it is, it is about, you know, 300 to 400 crores of, uh, annual, uh, business which is there.

Nidhi Rastogi - Individual Investor
Okay, sir. Okay, sir. Got it, sir. Thank you so much, sir.

Operator
Thank you. The next question is from the line of Priyam Shah from Value Equity Fund. Please go ahead.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, hi Priyam, uh, I, I have your question with me, uh, so I think you got dropped.

Priyam Shah - Analyst, Value Equity Capital Limited
Yes, sir. Yes, sir. If you can just enlighten us.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Yeah, yeah. So, so look, uh, 5G site implementation we are already doing, uh, that that is already part of the business, ongoing business. BCRA is a little bit slow moving because, you know, it is kind of a facility or kind of a model which was created by TRAI, and it is up to the market to adapt it. So adaption is happening, but it's very slow as of now. The, the, it's up to builders whether they want to certify their building for digital connectivity rating or not. Uh, so, so slowly awareness is coming on, uh, about DCRA, and slowly, uh, what you say, government is also trying to, uh, push it through regulatory means that maybe, you know, trying to make it mandatory, uh, to have digital rating in place for buildings.

But my assumption is it's going to be a bit slow process, you know, going for next couple of years till we see a big rise in that. So definitely it's an opportunity, but for next few quarters it's going to be slow. And as far as Get5Bucks is concerned, it is definitely, you know, interest is there from the market. Subscriber do have a problem in terms of indoor coverage. Operators are evaluating it, uh, the impact of having this solution in, in a mass deployment on their network, uh, and, and that's where it is, uh, you know, currently.

Yeah, there. So, so we are waiting for operator approval. But, uh, once operator approval will be there, it can be, uh, it can grow up to, you know, maybe, you know, 100-200 crores annual market. Yeah, defense is, uh, is a slow-moving, uh, and very unpredictable, uh, uh, thing. So we have been engaged with them, we have done some trials with them, but When it will mature is very unpredictable, and we have not added or we have not taken any projected numbers against this business in our projections.

Priyam Shah - Analyst, Value Equity Capital Limited
Fine, sir. Thanks for the detailed answer, and if there is any other follow-up, I'll join back in the queue. Wish you all the best,

Ankit Gupta - Analyst, Bamboo Capital Limited
Sir. Thank you.

Operator
Thank you. The next question is from the line of Darshil Javedi from Crown Capital Limited. Please go ahead.

Darshil Javedi - Analyst, Crown Capital Limited
Hello. Yeah, hi. Thank you so much for letting me ask a question again, sir. So I just wanted to quantify in terms of, you know, CapEx that we might need to acquire in the next 1 or 2 years, right? If there's a rough figure that we would have. And in terms of, I think, uh, you know, people Like, just want to understand, like, now a lot of new metro lines are also coming in Mumbai, right? So is there the opportunity? How would you quantify it? Like, if you had to mark it with, you know, something like, uh, like new number of metros, that would mean a new number of, you know, DAS or something, you know?

How would you describe it as, sir?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, every, every infra expansion is an opportunity for us because every infra requires mobile coverage. Okay, so this is as simple as that. So yes, whether it is Mumbai Metro or Chennai Metro or any other metro which is seeing extension is an opportunity for us. Similarly, any airport extension is an opportunity for us. And not just that, you know, every stadium actually is an opportunity for us because in stadiums coverage is a big issue. So it's opportunity, but again, since we don't invest in these opportunities, there is someone else who is investing in these opportunities.

They are doing their own business case. They are doing, you know, their own evaluation, which is again in line with mobile operators. So there is a lot of dependency on that front. But as I said, you know, there is, uh, we estimate, uh, DAS opportunity to be there for, you know, about 300-400 crores market, uh, per annum, uh, you know. So, so that, that, that is there.

Darshil Javedi - Analyst, Crown Capital Limited
Okay, okay, fair enough, fair enough. And so I just wanted to understand in terms of our CCTV, if only the STQC part is left, is there an export opportunity that we can have? Like, I don't know if the other countries also have similar regulations to India, but if we can export it somewhere else, till that time at least our lines can, you know, start operating. So is that an avenue which- what we've explored?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, no, we, we are not, uh, exploring the exports so far. Uh, we, we will be, you know, first doing the STQC and focusing on India market. Uh,

Darshil Javedi - Analyst, Crown Capital Limited
Yes. Okay, okay, uh, fair enough, sir. Uh, yeah, that's it from my side. Thank you so much, sir.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you. Thank

Operator
You. The next question is from the line of Tarun Kumar Khatri, an individual investor. Please go ahead.

Tarun Kumar Khatri - Individual Investor
Hello. Sorry, I wanted to understand about the, um, you, uh, you have been actively bidding for DAS services with your telecom for, for boosting the telecom services. And with the Gigawave, you are even in a- you can even provide an internal network of unlicensed Wi-Fi expansion over there. So now you can, you can, you can provide- are you exploring any bundled kind of, um, are you in talk with any of the these infrastructure places where you can provide these bundled services also?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Uh, look, uh, firstly, you know, as far as DAS is concerned, we are providing the equipment, right? We are providing the equipment and installation services. Uh, so, so our, our work is that we are not, uh, providing the, you know, there is mobile operator, there is infra provider, that's So, so yes, this is a separate segment altogether, access points or UBR. Uh, you are right, if it's a Mumbai airport, uh, our DAS solution is going, probably the buyer is the same for implementing the access point or buying the access point.

So, so yes, there is a commonality there, and, uh, in due course we'll be definitely exploring that. Those kind of opportunities.

Tarun Kumar Khatri - Individual Investor
Okay, sir. And sir, regarding your other things like this testing, there's a testing agency for the connectivity which you have. You have a license for a testing agency. All those segments, how far they have moved forward and what kind of revenue stream you look from those initiatives?

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Which testing? Sorry, 5 bar. I think

Tarun Kumar Khatri - Individual Investor
5 bar and 5 bar and then there is a certification. Regarding the connectivity within the building, a

certifying agency. Yeah, yeah. So that

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
That's what I I that's what I answered from the you know previous caller Mr. Priyadhanjil Shah. So he he also asked the same question on GetCybers and DCRA. So DCRA I explained it's it's a bit of slow moving. Although TRAI has brought this facility of certification digital certification. Of the buildings. But it is not mandatory yet, and the- so the awareness is not there. And then second, it is not mandatory yet. It's up to builders whether to go for this certification or not. So it is still slow moving, but, you know, and my expectation is over next few quarters it will still remain slow moving.

Government, uh, is planning to make it mandatory, and once it will become mandatory, I think that things will change post that. I see.

Sandeep Kumar - Individual Investor
Thank you. That will be all from my side.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you. Thanks.

Operator
Thank you. We take that as the last question from the participants, and I now hand the conference over to Mr. Kunal Trivedi for closing comments.

Kanak Trivedi - Managing Director and Founder, Frog Innovations Limited
Thank you all for joining us today and for asking such valuable questions. Your engagement has really enhanced our discussions today. We are confident that the company is very well positioned for the next phase of growth. This confidence comes from the strength of our teams, the trust of our customers, the support of our partners, and all the support that we get from all our stakeholders. And including many of you who are there in the call today. We hope all your queries have been answered today.

In case of any unanswered questions, please do reach out to us through our investor relations partners at P&Y or to our secretarial cell, and we'll be happy to answer your questions. Thank you once again.

Operator
Thank you. On behalf of Frog Innovations Limited, That concludes this conference. Thank you for joining us, and you may now disconnect your lines.