Date: November 28, 2026

To,
The Manager,
Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, C-1 Block 'G',
Bandra Kurla Complex,
Bandra (E), Mumbai- 400051

Symbol: MOBILISE

Sub: Transcript of Earnings Conference Call for the Unaudited Financial Results for the half year ended September 30, 2026

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed the transcript of Earnings Conference Call with investors/analysts held on Monday, November 23, 2026, to discuss the un-audited Financial Results of the Company for the half year ended September 30, 2026.

The above information is also available on the website of the Company at Weblink.

This is for your information and record please.

Yours faithfully,

For **Mobilise App Lab Limited**
(Formerly known as Mobilise App Lab Private Limited)

Smriti Sharma

Digitally signed by Smriti Sharma
Date: 2026.11.28 21:02:55 +05'30'

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Smriti Sharma
Whole Time Director
DIN: 06510223
Place: Faridabad, Haryana, 121002

“Mobilise App Lab Limited

H1 FY27 Earnings Conference Call”

November 23, 2026

MANAGEMENT: **MR. ASHISH SHARMA – PROMOTER AND MANAGING DIRECTOR – MOBILISE APP LAB LIMITED**
MR. KAMAL KISHORE SHARMA – CHIEF FINANCIAL OFFICER – MOBILISE APP LAB LIMITED

MODERATOR: **MR. AYUSH – ORIM CONNECT**

Moderator: Ladies and gentlemen, good day, and welcome to Mobilise App Lab Limited H1 FY '27 Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star and then zero on your touchtone phone. Please note that this conference is being recorded. This conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions, and expectations of the company as on date of this call.

These statements are not the guarantee of future performance and involve risks and uncertainties that are difficult to predict. I now hand the conference over to Ayush from Orim Connect. Thank you, and over to you.

Ayush: Thank you. Good evening, everyone, and a warm welcome to all of you. I am Ayush from Orim Connect representing the Investor Relations team of Mobilise App Lab Limited. On behalf of the company, I would like to thank you for joining us today for H1 FY '27 earnings 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. Post his address we'll open the floor for question and answer session. Over to you Ashish-ji.

Ashish Sharma: Thank you, Ayush. Good evening everyone. I extend a warm welcome to all our shareholders, investors, analysts, and participants joining us for Mobilise 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 is 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 solution.

Over the years, we have established relationship with large enterprise customers, providing solutions such as asset tracking for a major international airport and workforce management, attendance, and help desk 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 requirement 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 year '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 four 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 project 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 Anganwadi centers in India, establishment of AI and robotic labs in government schools, solar powered infrastructure with battery backup for educational 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 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 tools 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're not confirmed order at this stage and their conversion will depend on relevant evaluation and approval. I would 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 NICSI and joined a consortium of companies bidding for overseas education project. Additionally, we have we are also collaborating with large organisations as their technology partners for significant project bids. To improve our ability to define opportunities, we have developed a 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 help desk 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 Mobilise Robotics. We have established the authorised sales and service partnership in India with a manufacturer known as KEENON. KEENON 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 expand beyond distribution and servicing. I would like to inform that we have established a 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 systems, laser sensors, 3D printers and prototyping infrastructure. Our engineering team is working towards 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 initiative represent our gradual transition from developing proprietary robotics solution 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 2027 -- 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

increasing 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 applications, such as predictive maintenance for medical equipments, intelligent purchasing and procurements, automated invoice reading, processing, facial recognition-based attendance systems, AI assistants capable of coordinating task and hospital patient record management solutions.

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 of our products, improve our development efficiency, and enhance the competitiveness of our technology solutions. 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 with finished products. These solutions complement our existing capabilities in biometric systems, RFID, and asset tracking.

Technology investment needed to be supported by the right people, infrastructure, and education execution capabilities. So, we have taken several steps to strengthen our organization during H1 Financial Year 2027. 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. Renosh 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 link incentives based on customer collection, and a specialized team for government and enterprise vendor participation.

I would also like to appraise 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 and projects and execute business opportunities more efficiently. Towards this last segment of this call, let me 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 8.75 crores compared with INR 8.5 crores in H1 Financial Year 2026, registering an approximate increase of 3% Y-o-Y. Total income increased to INR9.2 crores from INR8.61 crores in corresponding period like last year. Profit before tax stood at INR1.56 crores, comparison to INR1.77 crores in H1 Financial Year 2026, while PAT was at INR1.17 crores against INR1.33 crores 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 facility.

These investments involve expenditure up-front 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 products 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 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 our combined existing enterprise relationships, 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 relationships. Second, we will focus on converting government-linked opportunities and enterprise tenders into confirmed projects and executable business.

Third, we will scale Mobilise Robotics through customer deployments, service capabilities and gradual development of our own robotic solutions. Fourth, we will continue to integrate AI and IoT capabilities across our products while developing additional technology-led applications 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.

Moderator: Yes sir. Thank you. We will now begin with the question and answer session. Your first question comes from the line of Sahil Garg with CCV Fund. Please go ahead.

Sahil Garg: Hi. Good afternoon, Ashish ji. So 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: Thank you, Sahil ji. I would like to apprise you that Mobilise has invested a significant amount of money around INR1.5 crores to INR2 crores in our R&D lab this year. And what is the purpose? The purpose of creating this lab is to develop our own robotics 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.

Sahil Garg: Okay, and when we can see some progress in developing these products which you have just mentioned?

Ashish Sharma: The prototype of our 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. It has been deployed in one of the customer sites where diesel generators are getting monitored. And since the volume of diesel generators is very high, the probability of this solution getting adopted is very good.

Sahil Garg: Okay. And what kind of growth do you foresee from this segment once it gets established maybe?

Ashish Sharma: So, since Mobilise already works in asset management, asset management is basically Enterprise Asset Management solution which we have deployed in in 18 government states. It's in airports, sea ports. We are deploying this solution in several hospitals, etcetera. 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 coming years.

Sahil Garg: Okay. Thank you. That's it from my side sir.

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

Yash Rai: Hello. 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 other conversion and the potential revenue that can be generated over the next 12 to 18 months?

Ashish Sharma: I will not be able to directly quote the names of the departments 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 are we are referring to, these focus majorly around health care 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 etcetera.

So, just to give you a quick perspective, in one of the state, there are more than 55,000 anganwadis. Now, in every single anganwadi, there is a IoT device required 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 state. Once the pilot gets approved, this will be deployed across the state, and this is once 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. So, this is 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: Okay, sir. And sir, as we are also partnering with Keenon, Hong Kong, in robotics,

Ashish Sharma: Yes.

Yash Rai: So, by when does the management expect the robotic segment will start contributing meaningful meaningfully to the revenue?

Ashish Sharma: There are several demonstrations which have happened, be it in the hospitality industry, be it in the pharmaceutical industry, airports, etcetera., 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: 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 like?

Ashish Sharma: See, robotics is is the future. And the robots segment in which we are dealing, it is not just limited to the facility management. It is it spans across. We are also – so with KEENON, we have part we are supporting warehouse management where 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.

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're also catering to warehouse management. We are also catering to hospital management, etcetera. 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, the current, 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, etcetera. 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, this will contribute significantly in times to come.

Yash Rai: All right. Thank you, sir, and thanks for answering the questions. I will join back in queue.

Moderator: Thank you. The next question comes from the line of Priya Shah with Minaria Investment. Please go ahead.

Priya Shah: Yes. 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: This is a exciting 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 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-plus robots per 1,000 people whereas in India, there are seven robots per 1,000 people. So, this is the total gap that we are looking at.

I would also like to apprise this forum that we have recently got into an agreement with FANUC. FANUC is the robotics manufacturer. Their robots are deployed in companies like Maruti and Mahindra, etcetera. So, FANUC 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 a 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 three to four demonstrations across in different part of India where these opportunities are lingering upon. So, this is where we see ourselves getting placed better.

Priya Shah: 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 of the IPO proceeds are still pending for utilization?

Ashish Sharma: So, we had four objectives when we started -- this is something that we also declared in our IPO RHP 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're able to demonstrate and put them for selling purposes. So, that was one of our objective.

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 Mobilise 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 four 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 two areas where we have significantly invested and company has started to see the fruits and the results of our investment as well.

Priya Shah: Okay. And 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: So, we have moved into a 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. When you say the utilization of it, it is completely occupied and utilized.

With respect to investing, I have already mentioned that previously that developing the lab and putting up the infrastructure, software, people put together, we have invested around INR1.5 crores to INR2 crores into this particular area.

Priya Shah: Okay. Great. Yes. That's it from my side. Thank you.

Moderator: Thank you. As there are no further questions from the participants, I now hand the conference back to Ayush from Orim Connect for closing comments.

Ayush: 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@orim.in. Thank you.

Ashish Sharma: Thank you. Thank you everyone.

Management: Thank you everyone.

Moderator: 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.