

May 16, 2024

To,  
The Manager  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai– 400051

**Company Trading Symbol: FROG**

**Subject: Transcript of interaction with Analysts/Institutional Investors/Funds – Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)**

Dear Sir/Madam,

This is in furtherance to our letter dated May 06, 2024 and May 13, 2024, wherein we had given advance intimation and Audio recording, respectively, of the Q4 & FY24 Results Concall held on Saturday, May 11, 2024 at 03:00 p.m. IST to discuss the Q4 & FY24 financial results.

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Transcript of the Q4 & FY24 Results Concall.

The above information will also be made available on the website of the Company at [www.frogcellsat.com](http://www.frogcellsat.com).

Request to kindly take the same into record.

Thanking you.  
Yours faithfully,  
**For Frog Cellsat Limited**

**Tarun Tularam Sharma**  
**Director**

*Encl.: As above*



**Frog Cellsat Ltd**  
**Q4 FY24 Result Concall**

Event Date / Time : 11/05/2024, 15:00 Hrs.  
Event Duration : 47 mins 47 secs

**CORPORATE PARTICIPANTS:**

**Mr. Konark Trivedi**  
Managing Director

**Mr. Vipin Yadav**  
Senior Manager, Finance and Account

**Mr. C. J. Kalra**  
Chief Financial Officer

**Q&A PARTICIPANTS:**

- 1. Rupesh Kumar** : Individual Investor
- 2. Varun Mohanraj** : Individual Investor
- 3. Ritesh Vaid** : Individual Investor
- 4. Tushar Raghatate** : Kamayakya Wealth Management
- 5. Rajakumar Vaidyanathan** : Individual Investor
- 6. Rahil Shah** : Crow Capital
- 7. Yogansh Jeswani** : Mittal Analytics Pvt Ltd

## **Moderator**

Ladies and gentlemen, good day and welcome to the Frog Cellsat Limited Q4 and FY24 Earnings Conference Call hosted by Ventura Securities Limited. 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 \* and then 0 on your touchtone phone. Please note that this conference is being recorded. The company is today represented by Mr. Vipin Yadav, Finance and Account, Mr. Konark Trivedi, Managing Director, and Mr. Charan Jeet Kalra, Chief Financial Officer of the company.

I would now like to hand over the call to Mr. Trivedi for his opening remarks. Thank you. And over to you, sir.

## **Konark Trivedi**

Thank you. Good evening, everyone. Thank you for joining us today for this conference call. I along with our CFO Mr. CJ Kalra welcome you all to our FY24 earnings call. Today we have gathered to discuss the journey of Frog Cellsat Limited vision for the future and the key drivers that have propelled us to success. As you know, FCL is a growing company and we have been in the industry for more than 19 years. From humble beginnings, we have evolved into a leading design house and manufacturer of radio frequency equipment catering to the diverse needs of mobile networks from 2G to 5G and beyond. Our products are not just components, they are the backbone of telecom towers and public safety networks, ensuring seamless connectivity and reliability for millions of users worldwide.

With over 20 plus products in our offerings ranging from RF repeaters to antennas, we have established ourselves as a comprehensive solution provider in the RF equipment domain. But our journey doesn't end with products. We are committed to providing end to end solutions offering services such as in building coverage, planning, design and installation services to mobile operators. Our dedication to excellence extends to our manufacturing facility in Noida, equipped with the state-of-the-art technology to ensure the highest quality standards.

Looking at our performance since FY24, our revenue stood at INR 1,577.33 Mn for FY24 as compared to INR 1,351.89 Mn in FY23. This growth was driven by increasing thrust on investing in technologically sound telephony infrastructure by leading telecom operators, led by healthy demand for data and voice services.

Our adjusted EBITDA stood at INR 218.53 Mn in FY24 with margin stood at 13.85%. Our PAT stood at INR 155.19 Mn for FY24 and margins stood at 9.84%.

Now on the business update. During the financial year, we moved to our new state-of-the-art 1.6 lakh square foot facility in Noida. This has centralized and consequently streamlined our operations, ensuring greater agility in execution under one roof. Talking about our achievement during Q4 FY24, we are delighted to share a couple of notable milestones that underscore our dedication to advancing and innovating. Firstly, we are happy to share that we have successfully welcomed Jio, Tejas, ITI Limited, Indus and Crest Digital as our valued customer. Secondly, we have concluded trials for our interference mitigation system, and we anticipate finalizing commercial agreements with operators soon.

Furthermore, we are proud to announce the addition of seven new products in our portfolio led by our continuous focus to develop R&D led products. These products are used across various applications in telecom infra equipment's like mobile networks, railway communication networks and metros and airports. Alongside these achievements, the company has successfully secured orders from key partners, evident in our robust order book position which stood at substantial INR 610 Mn as of March 31, 2024.

In conclusion, FCL's future looked bright as the industry is going through a major CAPEX uptake and we will be incrementally contributing to this by our innovative products. We are well prepared to capitalize on the numerous growth prospects that await us and are confident in our ability to expand our operations while providing value to our stakeholders. We thank our board, management, employees, partners and shareholders for their unwavering trust. Together, we plan to deliver solid performance and reliable growth for FCL. I thank you for your time and I'm happy to answer any questions you may have. Thank you.

## **Q&A**

### **Moderator**

First question comes from Rupesh Kumar, an individual investor. Please go ahead.

### **Rupesh Kumar**

My question is on the, can you let me know the reason for the low employee expenses in Q4 2024 as compared to Q3 or Q4 of 2023? The employee expenses are INR 1.6 core as compared to INR 5.2 crore for Q3 and INR 4.3 crore for the last quarter Q4 2023.

### **Konark Trivedi**

Mr. Rupesh, the reason for this is what we have done in Q4 is we have capitalized our R&D manpower expense because to take R&D expense as part of our PLI investment, there is a need to capitalize those

expenses. So, in the last quarter, we have capitalized our R&D manpower expense, that's the reason why it is showing as reduction in employee cost.

**Rupesh Kumar**

Is this going to be the norm going forward?

**Konark Trivedi**

Yes, it will be like this

**Rupesh Kumar**

Okay. And in the same way, can you explain the reason, is this move to the higher other expenditure in Q4? Because the other expenditure in Q4 is higher like INR 4.1 crore as compared to INR 1.8 crore in the last quarter.

**Konark Trivedi**

So, it is primarily due to the services cost. We provide installation services as well. So, it's basically because of increase in that cost which we have adjusted for the last three quarters also in this quarter.

**Rupesh Kumar**

Okay. Last three quarters cost has been adjusted in this quarter, right?

**Konark Trivedi**

Yes.

**Rupesh Kumar**

If you can explain to me the business outlook for your various segments like 5G, defence and mobile network sectors, what is the opportunity size you anticipate and how will Frog be able to capture it going forward? And also, with regards to your order book of INR 61 crores, over what period will this be executed and how do you anticipate the order book going forward?

**Konark Trivedi**

Look, we are seeing lot of growth coming in the mobile segment going forward, especially related to in building solutions. The companies who are providing in building coverage like Indus or Crest or IBUS, they have forecasted a big growth and undertaken big targets for themselves in this year which are multi-fold of what they did last year. So, this is one segment where we are seeing a lot of growth area coming in. Second is, now with Vodafone-Idea getting their funding done. We are expecting them to invest a lot in their 4G network upgrade and Vodafone is already our current customer, but the business was pretty low from them so far.

So, we expect decent growth in that, in this year. Defence segment is bit slow and it takes longer time, so we are not too excited frankly on that side as of now. And other part of the growth which we are seeing is, should come from our VHF Solution which we have developed for railways. It's kind of a bit of diversification also from just focusing on mobile operators. So, we are adding on solutions for railways. Then, another growth area which we are seeing is from our interference mitigation solution. As we mentioned that the trials have been now done and now, we are at the commercial negotiation phase and we are expecting a closure soon.

One more thing which we are now going to do pretty soon over the next few months is investing in SMT line which will get into our manufacturing as a service business. So, it's a PCB assembly line. That's the first step for Manufacturing-as-a-Service. So that will again further give us more diversification. Because once we do PCB then we can do it for not just telecom but for any industry. So, these are few growth areas which we are seeing in this year.

**Rupesh Kumar**

Thanks for the detailed answer, sir. Just one last question. With regards to this other income of INR 2.4 crores, is that related to the PLI benefits?

**Konark Trivedi**

No, that's coming from the sale of Dehradun property. We had a plant in Dehradun which we closed.

**Rupesh Kumar**

Okay, got it. And how, when do you expect this PLI benefits to flow into the income statement from which year, sir?

**Konark Trivedi**

We are receiving PLI benefits already. So, it was part of the year financials also.

**Moderator**

Thank you. Next question comes from Varun Mohanraj, an individual investor. Please go ahead.

**Varun Mohanraj**

Good afternoon. Thank you for the opportunity. So, in the presentation, in the Slide number 9, we have mentioned the different sectors which we cater to. So, if you could give me a rough ballpark mix between the different customers like telecom operators, equipment, in building, IBS, large developers, difference in government, can you give roughly percentage of it?

**Konark Trivedi**

Hello Varun. Thank you for the question. See, we have not classified our revenues in these segments, but primarily our 70% plus revenues do come from mobile operators. So, this is just to give you an idea.

**Varun Mohanraj**

Okay. And you just mentioned about getting into Manufacturing-as-a-Service. And I think to the previous participants you were mentioning about the PCB assembly part. So generally, we see the EMS industry doing PCB to be very low on margins, like 6%, 7% EBITDA. So, are we getting into similar kind or are we doing some ODM kind of manufacturing? I mean original design manufacturing. And what kind of margins do you expect in this kind of Manufacturing-as-a-Service business?

**Konark Trivedi**

So, you are right. You know, so this will be a start of our EMS business and yes, in EMS business the margins are pretty on the lower side than what we are used to. But that is going to be an add-on business, it's not a replacement business. It's additional revenue for us and we'll be treating it as a separate line of business altogether.

**Varun Mohanraj**

Okay, sure. And lastly, I think in the last year final quarter, we have spoken about defence projects like AVM, and we've been developing it. So, any update on the commercialization of that product, and also are there any more defence projects coming taken up currently?

**Konark Trivedi**

As I mentioned, the defence, we are seeing pretty slow movement and company like us in our DNA, we build solution we want, we are hungry for business market. But I think defence moves bit slow but in a different way. So, it's not moving as we expected it to. It's moving slow. So, to be fair, our focus is not so much on the defence as of now. We're doing it, but not with so much focus. It's not one of the very large growth areas which we are seeing for us.

**Varun Mohanraj**

Lastly, regarding the BSNL 4G project, we've I think mentioned in the past about having INR 100 crore run rate and we've been in talks and close to finalization. Can you update us on that project?

**Konark Trivedi**

Yeah. So, supplies have already started, to Tejas we are already supplying some parts. But as you know BSNL is also moving very slow. Like in the press, it was towards the end of March, it was so that they have deployed only about 3,000 sites till then. So throughout, is bit slow there so far. I think that pace it should pick up and it should evolve.

**Varun Mohanraj**

Okay, one final question if I can. So, in the past, we have given a very long-term guidance of INR 500 crore revenue in four years. Do we stick to it or is there any changes to it?

**Konark Trivedi**

Yes. So, I've also told that from the things which we have been doing, they will not let us reach to INR 500 crores, they will give us nominal growth. We have to do something new to get to that number. So, things like interference mitigation solution is one of them which will make us reach there. Things like EMS service is one of the things that will make us do there, reach there. And more and more such additions is going to take us and lead to that point.



**Moderator**

Thank you. Next question comes from Ritesh, an individual investor. Please go ahead.

**Ritesh Vaid**

Good afternoon, sir and thank you for this opportunity. My first question is about our outgoing CEO, Mr. Pankaj Gandhi. I mean, leaving the company in a very short time. So, what is the succession plan? Or then again you will be coming back to as a driver's seat. How would that be?

**Konark Trivedi**

Yeah, Mr. Ritesh. So yes, it's unfortunate that Pankaj has left us in a short time. So now I have taken over back as CEO position as well. So, I'll be taking care of that. Till the time, we go for someone else for CEO position.

**Ritesh Vaid**

And one more question is about the railway equipment, what you mentioned. So, what is exactly that? In which area of the railways would that product be going into it?

**Konark Trivedi**

So look, all the railway communication that happens, they have a dedicated network on VHF frequencies. So, all the train communication happens on VHF. So, what we have developed is a solution which is VHF repeaters and as well as VHF DAS equipment. All these stations or tunnels, they need this communication equipment which we have developed.

**Ritesh Vaid**

When can we expect the first order? Or do we already have the order from railways?

**Konark Trivedi**

No, we don't have the order. The product has just been developed. Now we are in the process of taking it for approval to railways. And then, we have to participate in tenders. So, although in some tenders we have already participated which are under evaluation. But to be fair, I think it'll take a couple of quarters before we can see the business.

**Ritesh Vaid**

And last question, sir. Off late we are seeing substantial volumes getting traded for FCL in the stock market. Is something market expecting, or we are planning something which you would like to share?

**Konark Trivedi**

Look, we work very transparently with our investors and shareholders. Everything is already communicated what we are. And I've just told what upside we are seeing from where we are seeing upside coming in. So, I think our investors are picking up from the clues that we are giving. Like, a lot of upticks is seen in IBS work from the plans of Crest, Indus, IBUS and companies like that. We are expecting uptick from Vodafone investment in their 4G network upgrade. Then we are about to close on interference mitigation solution. But that's what is expected. Then our new investment for EMS facility, that's another thing. So, these are, you know, we have been very transparently sharing all these information in our regular releases and I think that's what is exciting the investors.

**Ritesh Vaid**

Thank you, sir. I'm done with the questions.

**Moderator**

Thank you. Next question comes from Tushar Raghatate from Kamayakya Wealth Management. Please go ahead.

**Tushar Raghatate**

Yeah, good afternoon sir, and thank you for the opportunity. Sir on the Slide number 15, you have mentioned the past year initiatives and the current year what are your plans. So, I just wanted to know in the past product like the DAS for LTE, VHF, any soft order booking do you see or what kind of in terms of a percentage of your revenue, how are you seeing that? Also, in the plan though FY25 you mentioned about the smart meters. So how do you see is both panning out in terms of revenue contribution for next two to three years?

**Konark Trivedi**

So, Tushar-ji, see, as I mentioned, you know, built in solution is something where we are seeing a lot of uptake. And DAS, cellular DAS is basically part of that. Even repeaters is part of that. And this is a new

thing, what we have come out with the smart repeaters for smart meters. So basically what is happening in a smart meter case, in a lot of places these smart meters are installed in basement areas or in areas which are not reachable, dark areas, we say that. Where there is actually, you know, in many times there is no signal which reaches a smart meter. And if a smart meter doesn't get mobile signal, it doesn't remain smart. Right? So, operators are looking for solution for such cases and we have developed solution for that. So, this is what we have mentioned, smart meters. Smart repeater for smart meters. So yes, there is one big segment where we are seeing, expecting decent growth in this year.

**Tushar Raghatate**

Sir, any numbers to that? Like, in percentage terms of a revenue, maybe for next two to three years, in the segment, new products?

**Konark Trivedi**

Look, it's hard to tell the numbers revenue, but this is one area which we are expecting substantial growth.

**Tushar Raghatate**

Fair enough, sir. In regard to the order book of BSNL, are you seeing that fructifying in FY25 or you seem again to get the delay?

**Konark Trivedi**

Look, It should happen this year because they have delayed the rollout last year. But we are expecting that rollout should happen this year. So yes, the number should come from BSNL also.

**Tushar Raghatate**

In the investor presentation you mentioned about the \$5 Bn opportunity and what would be our industry shares, like the product stocks in fact made, from the total big pie, what would be our share, like our industry share?

**Konark Trivedi**

Our industry share from that should be typically from the products that we made should be around 10%. Theoretically, you know, what we do gets 10%. Most of the 70% of any investments in network goes to big companies like Ericsson, Nokia, Samsung.

**Tushar Raghatate**

And sir any guidance for this year are you seeing?

**Konark Trivedi**

Look, we have not come out with the number. We are still trying to consolidate the inputs from the market how a lot of things are happening at current times. So maybe by along with Q1 results, we'll be giving some guidance.

**Moderator**

Thank you. Next question comes from Rajakumar Vaidyanathan, an individual investor. Please go ahead.

**Rajakumar Vaidyanathan**

Yeah. Good afternoon. Congrats for the good setup numbers. Sir, the first question is what is the revenue and margin guidance for FY25?

**Konark Trivedi**

Look, as I answered in my last question, we are still working on gathering on a lot of inputs from the market because things are changing very dynamically and especially with this Vodafone-Idea FPO. It's pretty dynamic. So, give us time and we will be sharing some forecast along with Q1 results.

**Rajakumar Vaidyanathan**

Okay. And just couple of housekeeping questions. So I just want to know what is the PLI benefit booked in Q4 and under which, is it sitting in your net sales income from operation line item?

**Konark Trivedi**

Yes, it's sitting with income from operation line item.

**Rajakumar Vaidyanathan**

And what is the amount of benefit we booked?

**Konark Trivedi**

We have about INR 2.7 crore.

**Rajakumar Vaidyanathan**

And the R&D capitalization also happened in Q4. That is why your employee cost is abnormally low compared to the team quarters.

**Konark Trivedi**

Right. Exactly.

**Rajakumar Vaidyanathan**

That is also about INR 2 Crore, right?

**Konark Trivedi**

So the employee cost of R&D, I think that's about INR 1.7 crore or INR 1.8 crore which has been capitalized.

**Rajakumar Vaidyanathan**

Okay. And going forward, it will get normalized or you will be doing this in Q4 of every financial year?

**Konark Trivedi**

That is something we need to see. What happens is, there is some investment commitment that we have to meet to qualify for a PLI incentive. So usually, you know, that number gets done only till in that last quarter. So suppose, let's say we have to invest INR 5 crores in a year. So that INR 5 crore mark until unless it is done that PLI is not qualified. So that's the reason why we are adding it upon in and it's getting qualified to get added into Q4 only.

**Rajakumar Vaidyanathan**

Okay. Got it, sir.

**Konark Trivedi**

And just to add to on these particular R&D expenses are basically for the future project. The projects are going on to develop the product. So the benefits are going to come. So for accounting principle this needs to be capitalized also just for your information.

**Rajakumar Vaidyanathan**

Yeah, I understand because, you know, it's kind of making the numbers. So just want to understand what is the steady state.

**Rajakumar Vaidyanathan**

Thank you, sir, all the very best.

**Moderator**

Thank you. Next question comes from Rahil Shah from Crown Capital. Please go ahead.

**Rahil Shah**

Good afternoon. This order book was INR 61 crores. So, is there a certain execution timeline for it? How much will it be executing in the year? Will it be maturity if the portion or much before than that, like before the complete, let's say in the Q3 or? And then, also about the deal pipeline, how much will you be adding during the course as you keep executing this current order book? So if you can provide a direction and some outlook there.

**Konark Trivedi**

Look, our order book is, we have been declaring our order book number on each quarter. And if you notice, it's being almost consistent in this range. So typically, although the execution part of order book depends primarily on the rollout of operator. So, operator loads the orders and then it asks for material as and when they need it for the rollout. So, this is how it is. And then, this is at the start of the year, which we have order book of INR 61 crores. And then, we keep getting orders each week. So, which keeps adding the number. So, it's a constant process, so there is no specific timeline which I can mention to you. But if you see the trend, then this is the trend which we have for last few quarters.

**Rahil Shah**

Okay. But like in terms of value, you keep adding every week you said, but what kind of a size you foresee or is it difficult to take a guess on that? Like because you have tenders and deals. Does it work like that? Like you bidding and then you get orders confirmed. So, do you see a level, you know, value throughout the year? Like, okay, by this, by the end of the year, this, it could be this much or this is how much you're bidding for and we can this percentage we can buy or something like that?

**Konark Trivedi**

Right. So, yes, I know a lot of companies do that they are bidding in a tender and there's a probability that they come out with that kind of thing. A number, projected number. And that's what I've been saying. Give us time till Q1, along with Q1 results we'll be giving you projection. We'll have more clarity on because there are certain things which are what you say in the pipeline or in the discussion will give us more clarity.

**Rahil Shah**

Right. Okay. No issues. But you do see the market is, the opportunities in the market is quite big, superiorly quite big for you to grasp on?

**Konark Trivedi**

Exactly.

**Rahil Shah**

Perfect. Okay. Thank you and all the best.

**Moderator**

Thank you. We have a follow up question from Ritesh, an individual investor. Please go ahead.

**Ritesh Vaid**

Mr. Konark, I missed one question from last time. My question is about 70% of the revenue coming from telecom. And every day we see something happening in telecom industry some of the other developments. Just to make competitive analysis, who, I mean, out of this 70%, who are the top three competition for FCL? And who are our top three customers for telecom side business?

**Konark Trivedi**

Look, our competitors include companies like PROSE Technologies. Then there is HUBER & SUHNER, which is there. Then there is RV Telecom which is there. So these companies are there who are, although for different product lines there are different competition, which varies. But primarily you can take these companies as mainly common factor. And our biggest customer is Airtel.

**Ritesh Vaid**

Airtel, okay. And how about Tejas? I mean, how big is Tejas as our customer?

**Konark Trivedi**

Tejas is there, but it's still relatively small, I'll say.

**Rahil Shah**

Okay. And Jio?

**Konark Trivedi**

Jio, we have started, you know, as a customer we've started with Jio only in last quarter. So, it's building up high.

**Ritesh Vaid**

Because I just learned from my sources that we have deployed some engineering team at Jio sites as well. Is that correct?

**Konark Trivedi**

So, we do some work for Jio in services also. So that might be the case which we might have learned.

**Moderator**

Thank you. Next question comes from Yogansh Jeswani from Mittal Analytics Private Limited. Please go ahead.



**Yogansh Jeswani**

Yes, thank you for the opportunity. So Konak sir, just a follow up on the Reliance order that you mentioned. Could you possibly share the number which we supplied last quarter? And going forward, what is the kind of order book that we are expecting from them?

**Konark Trivedi**

Hi Yogansh, I think it was about INR 1 crore kind of thing, the business that we did with them last quarter. So, it's still significantly small, but yes it's a start point. So that's where it is. We have a lot more to build up here.

**Yogansh Jeswani**

Absolutely, sir, in terms of the technology that the Reliance would be using in their infrastructure versus what an Airtel is using, how different are they? And in terms of the product basket that we have, how prepared are we to supply to Reliance if they convert us to a vendor with more order size?

**Konark Trivedi**

We have plenty of capacity. And especially with now moving into the new facility, we have good possibility to increase our capacities to the level that we would like to. So yes, we can meet any demands coming in from our way.

**Yogansh Jeswani**

Got it, sir. And lastly, on the capacity, the point you were touching. So just if you could elaborate because last time we had planned for a capacity expansion and Phase II was I suppose pending and we had delayed it a bit because of the operators not coming up with aggressive orders. So in FY25, do we plan to complete that?

**Konark Trivedi**

You mean the building part?

**Yogansh Jeswani**

Yes, sir.

**Konark Trivedi**

So, building part is completed. So, the Phase II building is already constructed and it's done. So that part is completed.

**Yogansh Jeswani**

Okay. And in terms of plant addition that we will take up as and when the order starts going in.

**Konark Trivedi**

Yes, exactly.

**Yogansh Jeswani**

Got it, sir. Got it. And currently, the capacity that we have, what would be the utilization of it? Is it possible to quantify that in our field of industry, or it's difficult?

**Konark Trivedi**

It's actually very difficult because what we need is for any capacity thing is the space and the machines and manpower. Now currently we are using manpower mostly in the single shift and in case there is a surge in requirements where we increase...

**Yogansh Jeswani**

We can increase the shift. Okay.

**Konark Trivedi**

Yeah. We go to two shifts. But in case it is required, we can run three shifts continuously. So it is a factor of that.

**Yogansh Jeswani**

Understood, sir. Thank you. Those are my questions and I will get back in the queue. All the best to you.

**Konark Trivedi**

Thank you.

**Moderator**

Thank you. We have a follow up question from Tushar Raghatate from Kamayakya Wealth Management. Please go ahead.

**Tushar Raghatate**

Yeah, thanks for the follow. Just wanted to understand currently who are serving the railway DAS for the underground metros and all.

**Konark Trivedi**

Right. So, there are a few multinational companies who have been providing this solution to them. Like there is Maven Wireless or there is Cobham. So those companies have been so far catering to that requirement.

**Tushar Raghatate**

Sir, what is the value proposition like to complete those all?

**Konark Trivedi**

Look, value proposition is number one. Now in all the government projects, they need Make in India solution. And second is there is also restriction that they need Make in India with a localization, local content of more than 50%. Right? So that gives us an edge over anyone else.

**Tushar Raghatate**

Got it, sir. How big is the market like this DAS, railway DAS, and also the repeater of smart meter, both markets, can you just quantify?

**Konark Trivedi**

Look, the railway DAS market, railway solution this VHF repeater those projects can run into INR 50-100 crores opportunity. A smart meter is, we are still working around with operators and smart meter

manufacturers. So, we are still to get how many of those sites what they are deploying face the signal issue. So that number is still not -- we are not still sure about that what can be that potential number.

**Tushar Raghatate**

Okay, sir. Post these two, three quarters which you mentioned earlier. Do you see the good revenue to come? Because the opportunity is huge in the railway solution.

**Konark Trivedi**

Which solution? Sorry.

**Tushar Raghatate**

So, in the railway solution, you mentioned about given some numbers the opportunity seems to be huge. So, in the two, three quarters, are you seeing any revenue coming in?

**Konark Trivedi**

Yes, hopefully.

**Tushar Raghatate**

Fair enough, sir. Thank you.

**Konark Trivedi**

Thanks.

**Moderator**

Thank you. We have a follow up question from Rahil Shah from Crown Capital. Please go ahead.

**Rahil Shah**

Thank you again. Just before, you mentioned about something like reaching INR 500 crores in four years. So, if we focus on that, it's a pretty big number. As you said, you need to keep adding new verticals on your businesses. But if we focus on the current order book, INR 16 crores meagre order book, it just won't cut it, right? If we have, we need a massive order book to reach there. So, what are your plans? I mean, if

you can just walk us through that, how do you expect to scale up significantly so as to reach a certain target? And what new verticals do you add which will help us get there?

**Konark Trivedi**

Right, so look, I mentioned earlier also that from our current business, what we are doing current products, they will keep giving us nominal growth. Maybe, 20%, 25% here and there. But to reach to that INR 500 crores target, we have to do something new. Now, the new part, what we already have is, one is this interference mitigation solution. That is something which can convert into big numbers because that requirement is big.

Second is, EMS services, which we are adding our portfolio. That definitely will make this number look very small. Then, we are getting into some new products like ONU. So, ONU is used for Internet connectivity, optical fiber connectivity. And it's the way Internet is expanding; you need millions of ONUS. And that is something which can make the number very big. So, these are kind of products which will make us reach there.

**Rahil Shah**

No, I understand this product will make us reach then you say big numbers. But what kind of a number do you expect? If you can just provide as a, you can say, let's say direction. So just to understand I mean when you say big, what is bigger?

**Konark Trivedi**

Look, we are looking for INR 500 crores as of now, right?

**Rahil Shah**

Yes. So, are you saying the vertical will take you there?

**Konark Trivedi**

Yes.

**Rahil Shah**

Okay, so, but my question is by when you see them scale up at such level, will it be in a year or so?

**Konark Trivedi**

All these three things what I mentioned to you, this is going to happen over next couple of quarters. They're going to start in next quarter.

**Rahil Shah**

Okay. So the journey for them will start with a couple of quarters and then eventually they will.

**Konark Trivedi**

Yeah.

**Rahil Shah**

All right. Yes. Okay. Make sense. Got it. Thank you so much.

**Konark Trivedi**

Thanks.

**Moderator**

There are no further questions. Now I hand over the floor to Mr. Trivedi for closing comments.

**Konark Trivedi**

Thank you. We thank all the participants for attending this session. We believe that we have satisfactorily we run you through our company and financials and addressed every arising questions thereon put upon the floor by the participants. We continue to see growth in our broad product portfolio and witness a strong momentum across our business supported by R&D and other strategic initiatives.

We remain focused on bringing new products, exploring new markets and creating value for our stakeholders. Please follow up with Investor Captive IR if you have any question which weren't covered up in the session. And I hope you have a great day ahead. Thank you once again.

## **Moderator**

Thank you. Ladies and gentlemen, this concludes your conference for today. Thank you for your participation. You may disconnect your lines now. Thank you and have a good day.

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- Note:**
1. This document has been edited to improve readability
  2. Blanks in this transcript represent inaudible or incomprehensible words.