

Ref No: RML/2024-25/547

Date: January 28, 2025

To,
BSE Limited
Scrip Code: 543228

National Stock Exchange of India Limited
Symbol: ROUTE

Dear Sir/Madam,

Sub: Press Release: Financial Results.

This is further to our intimation reference RML/2024-25/546 dated January 28, 2025 wherein we have submitted the financial results for the Quarter and Nine months ended on December 31, 2024. A Press Release being issued in this regard is enclosed as ***Annexure 1.***

Further please also find enclosed Press Release titled "***Route Mobile appoints Mr. Rajeshwar Singh Gill as Group Chief Financial Officer.***" as ***Annexure 2.***

The same is also available on the website of the Company at www.routemobile.com.

You are requested to take the above information on record.

Thanking You
Yours truly,
For Route Mobile Limited

Rathindra Das
Group Head-Legal, Company Secretary & Compliance Officer
M. No. F12663

Encl: as above

Annexure 1

Route Mobile Ltd. announces Q3 & 9MFY25 Results

Q3 Revenue from operations stands at Rs. 1,183.79 crores, PAT stands at Rs. 85.47 crore

Mumbai, January 28, 2025: Route Mobile Limited (“Route Mobile”), a leading cloud communication platform service provider to enterprises, over-the-top (“OTT”) players, and mobile network operators has announced its financial results for the third quarter ended on December 31, 2024.

Highlights for Q3FY25 (YoY) Consolidated Financials

- Revenue from operations stood at Rs. 1,183.79 crore as against Rs.1,024.31 crore in Q3FY24
- Profit Before Exceptional Items and Tax stands at Rs 106.95 crore as against Rs. 116.59 crore in Q3FY24
- Profit After Tax (PAT) reported was at Rs. 85.47 crore as against Rs. 113.64 crore in Q3FY24. PAT in Q3 FY24 was boosted by forex gain of Rs. 14.7 crore and exceptional Items amounting to Rs. 15.04 crore which is fair value gain on contingent consideration pertaining to acquisition of a subsidiary in previous years, as compared to a forex loss of INR 4.3 crore in Q3 FY25.
- EPS stands at Rs. 13.10 (basic) and Rs. 13.10 (diluted)

Q3 FY25 Vs Q2 FY25 (Consolidated):

Revenue from operations for the quarter ended December 31, 2024, stood at Rs. 1,183.79 crore as compared to Rs. 1,113.41 crore in Q2 FY25

Profit Before Exceptional Items and Tax (PBT) stood at Rs. 106.95 crore for Q3 FY25 as compared to Rs. 131.06 crore in Q2 FY25. The company’s PBT margin stood at 9.03%

Profit After Tax (PAT) reported at Rs. 85.47 crore for Q3 FY25 as against Rs. 107.03 crore in Q2 FY25. PAT margin stood at 7.22%. PAT in Q2FY25 was further boosted by forex gain of Rs. 25.0 crore and exceptional item amounting to Rs 6.28 crores which is net of the fair value gain on contingent consideration pertaining to acquisition of a subsidiary in previous years and recognition of impairment loss of goodwill pertaining to a step down subsidiary as compared to forex loss of INR 4.3 crore in Q3 FY25.

Commenting on the results, **Mr. Gautam Badalia, Group Chief Executive Officer, Route Mobile Limited**, said, “We have posted our highest ever quarterly revenue, despite a relatively slow festive season. We continue to grow at a faster rate as compared to the industry average. The CPaaS industry is facing certain challenges, however, we continue to remain optimistic about our growth opportunities”. **He further added**, “We continue to focus on delivering verticalized solutions. For instance, we have significantly expand our coverage of metro ticketing solutions, through our recent engagement with leading players including MRT Jakarta, and also Hyderabad Metro where we deployed the first RCS based ticketing solution. We were awarded the Partnership award at the RCS World Tour – India for this innovation”.

Mr. Rajdipkumar Gupta, Managing Director, Route Mobile Limited, added, “I am happy with the results we have posted in the last quarter. It shows our resilience and ability to push forward even in a challenging market. We continue to expand our customer footprint and unlock new use cases across industries that impact millions of

users and bring about a change in the way customers access these services. I want to thank and congratulate our R&D team for continuously building innovative solutions”.

About Route Mobile Limited (www.routemobile.com) BSE: 543228; NSE: ROUTE)

Established in 2004, Route Mobile Limited (“RML”) is a cloud communications platform service provider catering to enterprises, over-the-top (OTT) players, and mobile network operators (MNO). RML’s portfolio comprises solutions in messaging, voice, email, SMS filtering, analytics, and monetization. RML has a diverse enterprise client base across various industries, including social media companies, banks and financial institutions, e-commerce entities, and travel aggregators. RML is headquartered in Mumbai, India, with a global presence in Asia Pacific, the Middle East, Africa, Europe, and the Americas.

About Proximus Global

Proximus Global, combining the strengths of Telesign, BICS, and Route Mobile, is transforming the future of communications and digital identity. Together, our solutions fuel innovation across the world’s largest companies and emerging brands. Our unrivaled global reach empowers businesses to create engaging experiences with built-in fraud protection across the entire customer lifecycle. Our comprehensive suite of solutions – from our super network for voice, messaging, and data, to 5G and IoT; and from verification and intelligence to CPaaS for personalized omnichannel engagement – enables businesses and communities to thrive. Reaching over 5 billion people worldwide, securing more than 180 billion transactions annually, and connecting 1,000+ destinations, we honor our commitment to connect, protect and engage everyone, everywhere.

Additional Resources:

Follow Route Mobile on LinkedIn: <https://in.linkedin.com/company/routemobilelimited>

Follow Route Mobile on Twitter: https://twitter.com/route_mobile

Become a fan of Route Mobile: <https://www.facebook.com/Routemobilelimited>

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Press Release**Route Mobile appoints Mr. Rajeshwar Singh Gill as Group Chief Financial Officer**

Mumbai, January 28, 2025: Route Mobile Limited (“Route Mobile”), a leading global cloud communication platform service provider, today announced the appointment of Mr. Rajeshwar Singh Gill (Raj Gill) as the Group Chief Financial Officer {‘GCFO’, and key managerial personnel in accordance with the Companies Act, 2013 & rules made thereunder and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (‘Listing Regulations’)} of the Company. His appointment will be effective from January 28, 2025. This decision follows the recently announced creation of Proximus Global and forms part of a broader organizational design review. Mr. Gill is well-positioned to drive the Finance function and support Route Mobile in its next phase of growth. He will play a key role in driving financial strategy and ensuring value coordination across Route Mobile and its parent entity, Proximus Global (‘HoldCo.’).

Prior to joining Route Mobile, Mr. Gill held various Finance Executive positions across the telecommunications industry, most recently in the UK at Virgin Media O2 where he led the delivery of value creation post-merger. He began his career in consulting and later worked across Group FP&A and Commercial Finance teams at several global blue-chip organisations. Mr. Gill brings extensive experience in Transformation and Business Partnering across Sales, Marketing and Operations.

Mr. Gill holds an Honors Degree in Economics from Brunel London University. He’s also a Chartered Accountant, certified by the Chartered Institute of Management Accountants (CIMA).

Commenting on the aforesaid appointment, **Mr. Rajdipkumar Gupta, Managing Director** said, “We are delighted to welcome Raj to Route Mobile as our Group CFO. His wealth of experience in financial strategy, transformation, and business partnering will be instrumental in driving our ambitious growth agenda. As we embark on our next phase as part of Proximus Global, Raj’s leadership will ensure a strong financial foundation and create value across the organization.”

About Route Mobile Limited (www.routemobile.com) BSE: 543228; NSE: ROUTE) Established in 2004, Route Mobile Limited (“RML”) is a cloud communications platform service provider catering to enterprises, over-the-top (OTT) players, and mobile network operators (MNO). RML’s portfolio comprises solutions in messaging, voice, email, SMS filtering, analytics, and monetization. RML has a diverse enterprise client base across various industries, including social media companies, banks and financial institutions, ecommerce entities, and travel aggregators. RML is headquartered in Mumbai, India, with a global presence in Asia Pacific, the Middle East, Africa, Europe, and the Americas. Route Mobile is now a part of Proximus Group, a provider of digital services and communication solutions operating in Belgium and international markets.

About Proximus Global

Proximus Global, combining the strengths of Telesign, BICS, and Route Mobile, is transforming the future of communications and digital identity. Together, our solutions fuel innovation across the world’s largest companies and emerging brands. Our unrivaled global reach empowers businesses to create engaging experiences with built-in fraud protection across the entire customer lifecycle. Our comprehensive suite of solutions – from our super network for voice, messaging, and data, to 5G and IoT; and from verification and intelligence to CPaaS for personalized omnichannel engagement – enables businesses and communities to thrive. Reaching over 5 billion people worldwide, securing more than 180 billion transactions annually, and connecting 1,000+ destinations, we honor our commitment to connect, protect and engage everyone, everywhere.



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Additional Resources:

Follow Route Mobile on LinkedIn: <https://in.linkedin.com/company/routemobilelimited>

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Brief Profile:**Raj Gill,****Group Chief Financial Officer, Route Mobile Limited**

Raj Gill is a seasoned finance executive with extensive experience in the telecommunications industry and a proven track record of driving strategic value creation. He has held key leadership roles, including serving as the **Financial Lead at Proximus Opal**, where he played a pivotal role in financial strategy and operations, and leading post-merger value creation initiatives at **Virgin Media O2** in the UK.

Raj began his career in consulting and has since worked across **Group FP&A and Commercial Finance teams** at various global blue-chip organizations. He brings deep expertise in **capital allocation, post-merger transformations, and business partnering**, ensuring financial strategies align with overall business goals. His leadership style is centered on building highly engaged teams that deliver value through strategic insights and execution excellence.

As a senior executive, Raj demonstrates **thought leadership and commercial acumen**, with a passion for driving the narrative and storytelling at the Board level. He is dedicated to unlocking optimal customer solutions and executing value creation plans across multiple sectors and markets.

Raj holds an **Honors Degree in Economics from Brunel London University** and is a **Chartered Accountant**, certified by the **Chartered Institute of Management Accountants (CIMA)**.