

Ref No: RML/2023-24/416

Date: October 27, 2023

To,

BSE Limited

Scrip Code: 543228

National Stock Exchange of India Limited

NSE Symbol: ROUTE

Dear Sir/Madam,

Sub: Press Release: Financial Results

This is further to our intimation reference RML/2023-24/414 dated October 27, 2023 wherein we have submitted the financial results for the quarter and half year ended September 30, 2023.

A Press Release being issued in this regard is enclosed and 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 faithfully,

For Route Mobile Limited

Rathindra Das

Group Head-Legal, Company Secretary & Compliance Officer

M. No. F12663

Encl: as above

Media Release

Route Mobile Ltd. Announces Q2 FY24 Results
Q2FY24 Revenue from Operations stands at Rs. 1,014.61 crore, PAT stands at Rs. 88.35 Crore

Mumbai, October 27, 2023: 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 second quarter ended on September 30, 2023.

Highlights for Q2FY24 (YoY) Consolidated Financials

- Revenue from operations stood at Rs. 1,014.61 crore as against Rs. 845.84 crore in Q2FY23
- Profit Before Tax stands at Rs 103.83 crore as against Rs. 82.27 crore in Q2FY23
- Profit After Tax reported was at Rs. 88.35 crore as against Rs. 72.63 crore in Q2FY23
- EPS stands at Rs. 14.21 (basic) and Rs. 13.54 (diluted)

Q2 FY24 Vs Q1 FY24 (Consolidated)

Revenue from operations for the quarter ended September 30, 2023, stood at Rs. 1,014.61 crore as compared to Rs. 967.34 crore in Q1 FY24

Profit Before Tax (PBT) stood at Rs. 103.83 crore for Q2 FY24 as compared to Rs. 110.23 crore in Q1 FY24. The company’s PBT margin stood at 10.2%

Profit After Tax (PAT) reported at Rs. 88.35 crore for Q2 FY24 as against Rs. 91.69 crore in Q1 FY24. PAT margin stood at 8.7%

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited**, said, “I am delighted to share that we have registered our highest ever quarterly revenue and a Y-o-Y growth of over 25% in both revenue and profits in H1 FY 2023-24. Traditionally, in Q2, there is a dip in volumes globally. However, we have not only preserved our volumes but grown substantially. We have signed some big contracts in this quarter across APAC. I am extremely delighted about this progress, and I look forward to a successful H2”. **He further added**, “We have been recognized as a major player in the Gartner Magic Quadrant for CPaaS, featured as a key vendor in 4 Gartner Hype Cycles and also awarded for Best Governance. We’ve set up an Integration Governance Committee, pooling in senior leaders from Proximus, Route Mobile, and Telesign, all working together to ensure smooth sailing”.



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CIN No: L72900MH2004PLC146323

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.

Additional Resources

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