

Ref No: RML/2021-22/178

Date: January 27, 2022

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/2021-22/174 dated January 27, 2022 wherein we have submitted the financial results for the third quarter and nine months ended December 31, 2021.

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 truly,
For Route Mobile Limited





Rathindra Das
Group Head Legal, Company Secretary & Compliance Officer

Encl: as above

ROUTE MOBILE LIMITED

Route Mobile Limited announces Q3FY21-22 Results

Q3 FY21-22 Revenue from Operations stands at Rs. 562.77 crore. PAT stands at Rs. 48.28 Crore

Mumbai, January 27, 2022: Route Mobile Limited ("Route Mobile"), one of the leading CPaaS (Communication Platform as a Service) provider to enterprises, over-the-top ("OTT") players and mobile network operators, has announced its financial results for the third quarter and nine months ended on 31st December, 2021.

Highlights for Q3 FY21-22 (Q-o-Q) Consolidated Financials

- Revenue from Operations stood at Rs. 562.77 crore as against Rs. 435.67 crore in Q2 FY21-22
- Profit Before Tax stands at Rs. 57.92 crore as against Rs. 50.41 crore in Q2 FY21-22
- Profit After Tax reported was at Rs. 48.28 crore as against Rs. 42.07 crore in Q2 FY21-22
- EPS stands at Rs. 7.71 (basic) and Rs. 7.71 (diluted)

9 months ended FY21-22 (Consolidated)

Revenue from operations for the nine months ended December 31, 2021 stood at Rs. 1,375.96 crore.

Profit Before Tax (PBT) stood at Rs. 151.27 crore for 9 months ended December 31, 2021. The Company's PBT margin stood at 11.0%

Profit After Tax (PAT) reported stood at Rs. 124.67 crore for nine months ended December 31, 2021 as against Rs. 97.28 crore in 9 months ended December 31, 2020. PAT margin stood at 9.1%.

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited**, said, "I am extremely pleased to announce the best quarterly revenue results till date. We successfully raised INR 8,674.90 million via a QIP from marquee investors, accomplished Rapid's Global API Challenge – Hackathon, our developer outreach program with participation of over 7000 developers across the globe using our APIs and launched our Payment As a Service offering that facilitates a 360-degree seamless payment experience to customers". **He further added,** "It gives me immense pleasure to have completed two acquisitions, Masivian in Latin America and Interteleco, a Kuwait-based Company. I am confident that it will strengthen enterprise segment growth and enhance our operator relationships in both regions. I am also happy to announce that Route Mobile Limited has received ESG risk rating 'A' based on factors such as our Community Support & Development, Data Privacy & Security, Board Independence, and Ethical Business Practices."

Based on our superlative performance in Q3FY2021-22, the Board of Directors has approved an interim dividend of INR 3 per equity share.

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 a broad range of 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, Middle East, Africa, Europe and North America.

- Follow Route Mobile on LinkedIn: <https://in.linkedin.com/company/routemobilelimited>
- Follow Route Mobile on Twitter: https://twitter.com/route_mobile
- Follow Route Mobile on Facebook: <https://www.facebook.com/Routemobilelimited>

For more information, contact:

Tanmay Ayare
Global Head - Marketing & Communication
Route Mobile Limited
Tel: +91-22-40337676
E-mail: press@routemobile.com

DISCLAIMER:

Certain statements that are made in the Press Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, inflation, litigation, etc. Actual results might differ substantially from those expressed or implied. Route Mobile Limited will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.