

Ref No: RML/2021-22/144

Date: October 18, 2021

To,

**BSE Limited**  
**Scrip Code: 543228**

**National Stock Exchange of India Limited**  
**NSE Symbol: ROUTE**

Dear Sir/Madam,

**Sub: Press Release: Financial Results**

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This is further to our intimation reference RML/2021-22/142 dated October 18, 2021 wherein we have submitted the financial results for the quarter and half year ended September 30, 2021.

A Press Release being issued in this regard is enclosed.

You are requested to take the above information on record.

Thanking you,

Yours truly,

**For Route Mobile Limited**

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**Rathindra Das**

**Head Legal, Company Secretary & Compliance Officer**

**Encl:** as above

## ROUTE MOBILE LIMITED

### Route Mobile Ltd. announces Q2 & H1FY22 Results

#### Q2 Revenue from Operations stands at Rs. 435.67 crore, PAT stands at Rs. 42.07 crore

**Mumbai: October 18, 2021:** 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 and half year ended on 30<sup>th</sup> September, 2021.

#### Highlights for Q2 FY22 (QoQ) Consolidated Financials

- Revenue from Operations stood at Rs. 435.67 crore as against Rs. 377.52 crore in Q1FY22
- EBITDA reported at Rs. 61.66 crore as against Rs. 49.14 crore in Q1FY22
- Profit Before Tax stands at Rs. 50.41 crore as against Rs. 42.93 crore in Q1FY22
- Profit After Tax reported was at Rs. 42.07 crore as against Rs. 34.32 crore in Q1FY22
- EPS stands at Rs. 7.29 (basic) and Rs. 7.16 (diluted)

#### **H1FY22 (Consolidated)**

- Revenue from operations for the half year ended 30<sup>th</sup> September, 2021 stood at Rs. 813.19 crore.
- The Earnings before Interest, Tax, Depreciation and Amortization (‘EBITDA’) stood at Rs. 110.80 crore in H1FY22. The Company’s EBITDA margin stood at 13.63%
- Profit Before Tax (PBT) stood at Rs. 93.34 crore for H1FY22. The Company’s PBT margin stood at 11.38%
- Profit After Tax (PAT) reported stood at Rs. 76.39 crore for H1FY22 as against Rs. 59.66 crore in H1FY21. PAT margin stood at 9.32%

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited**, said, “We are pleased with our overall performance through Q2, the launch of SendClean - our self-serve email delivery platform, as well as integrating our APIs on few leading CRMs. Our recent proposed acquisitions in LATAM & Kuwait will enable us to grow our business within these regions.” **He further added**, “Moreover, the launch of our Global Developer API Challenge (Hackathon) under our flagship program RAPID, promises to bring in newer ideas to help us simplify communication for businesses. I’m equally excited to see our fully vaccinated colleagues back to office, given our paramount emphasis on health and safety.”

#### **About Route Mobile Limited ([www.routemobile.com](http://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.

**For more information, contact:**

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**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 Ltd. 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.*