

Ref No: RML/2023-24/380

Date: July 28, 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/2023-24/379 dated July 28, 2023 wherein we have submitted the financial results for the quarter ended June 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

Route Mobile Limited

Route Mobile Ltd. announces Q1 FY 23-24 Results

Q1FY24 Revenue from Operations stands at Rs. 967.34 crore, PAT stands at Rs. 91.69 Crore

Mumbai: July 28th, 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 first quarter ended on 30th June, 2023.

Highlights for Q1FY 23-24 (YoY) Consolidated Financials

- Revenue from operations stood at Rs. 967.34 crore as against Rs. 729.01 crore in Q1FY23
- Profit Before Tax stands at Rs 110.23 crore as against Rs. 75.74 crore in Q1FY23
- Profit After Tax reported was at Rs. 91.69 crore as against Rs. 71.07 crore in Q1FY23
- EPS stands at Rs. 14.80 (basic) and Rs. 14.80 (diluted)

Q1 FY24 Vs Q4 FY23 (Consolidated)

Revenue from operations for quarter ended June 30th, 2023 stood at Rs. 967.34 crore as compared to Rs. 1,008.66 crore in Q4 FY23

Profit Before Tax (PBT) stood at Rs. 110.23 crore for Q1 FY24 as compared to Rs. 120.36 crore in Q4 FY23. The company’s PBT margin stood at 11.4%

Profit After Tax (PAT) reported at Rs. 91.69 crore for Q1 FY24 as against Rs. 104.05 crore in Q4 FY23. PAT margin stood at 9.5%

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited**, said, “I am thrilled to share that Q1, despite being a seasonally weak quarter, we had an excellent start to financial year FY 23-24 with an exemplary 33% y-o-y growth. We are well on track to achieve our revenue growth guidance for FY 23-24. We have seen a robust growth in CPaaS and Firewall business with the signing of large contracts. We will also continue to gain significant market share in India and benefit from the NLD (domestic) price increase, slated to happen from August 1.” **He further added**, “We are again recognized as a Tier1 vendor in A2P SMS Market Impact Report in MNO & Enterprise categories. This shows the confidence and trust our partners and customers have in us”.

Regarding the Proximus deal, he said, “The Proximus partnership strategically positions Route Mobile for immense growth across multiple high-potential markets like the USA. There will be a lot of synergies to be explored in the Digital Identity space through collaboration between TruSense and Telesign Products. Our immense presence in emerging markets will amplify the reach of innovative products in digital fraud prevention. I am tremendously optimistic that this transformational union will unlock immense shareholder value as we embark on the next stage of our hyper growth journey.”

About Route Mobile Limited (www.rotemobile.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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Route Mobile Limited

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DISCLAIMER:

Some of the statements, concerning our future growth prospects, in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results may differ from such expectations, projections etc., whether express or implied. These forward-looking statements are based on various assumptions, expectations and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, competitive intensity, pricing environment in the market, economic conditions affecting demand and supply, ability to maintain and manage key customer relationships, new or changed priorities of trade, significant changes in political stability in India and globally, government regulations and taxation, climatic conditions, natural calamity, war, pandemic, currency rate fluctuations, litigation among others over which the Company does not have any direct control. These factors may affect our ability to successfully implement our business strategy. The Company cannot, therefore, guarantee that the ‘forward-looking’ statements made herein shall be realized. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company unless it is required by law.