

**Ref No:** RML/2023-24/389

**Date:** August 3, 2023

To,

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

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

Dear Sir/Madam,

**Sub: Monitoring Agency Report for the quarter ended June 30, 2023.**

Pursuant to Regulation 32(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith Monitoring Agency Report in respect of utilization of proceeds of IPO for the quarter ended June 30, 2023 issued by Axis Bank Limited, Monitoring Agency.

You are requested to take the above information on your record.

Thanking you,  
Yours truly,  
**For Route Mobile Limited**

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

Encl: as above

**AXB/CO/ 2023-24/83**  
**August 03, 2023**

**To,**  
**Route Mobile Limited**  
4th Dimension, 3rd Floor, Mind Space,  
Malad (West), Mumbai 400 064,  
Maharashtra, India.

Dear Sir,

**Sub.: Route Mobile Limited - Initial public offering of equity shares by the Company aggregating upto INR 2400 Million.**

We write in our capacity of Monitoring Agent to the Company and refer to our duties cast under Regulation 41(2) of the Securities & Exchange Board of India (Issue of Capital & Disclosure Requirements) Regulations, 2018.

In terms of above, please find attached the Monitoring Report for the quarter ended on June 30, 2023 as per Schedule XI of the aforesaid SEBI Regulations.

Request you to kindly take the same on records.

Thanking you.

**For and on behalf of Axis Bank Ltd**

**Sagar**  
**Shetty**

Digitally signed  
by Sagar Shetty  
Date: 2023.08.03  
16:54:43 +05'30'

**Authorized Signatory**

## Report of the Monitoring Agency

Name of the Issuer: **Route Mobile Limited**

For Quarter ended: **30<sup>th</sup> June, 2023**

Name of the Monitoring Agency: **Axis Bank Limited**

(a) Deviation from the objects: **No deviation from objects (relevant comments are specified in the report below)**

(b) Range of Deviation: **Not applicable (relevant comments are specified in the report below)**

Declaration:

We declare that this report is based on the format as prescribed by SEBI (ICDR) Regulations, 2018, as amended. We further declare that this report provides a true and fair view of the utilization of issue proceeds.

We declare that we do not have any direct / indirect interest in or relationship with the issuer/promoters/directors/management and also confirm that we do not perceive any conflict of interest in such relationship / interest while monitoring and reporting the utilization of issue proceeds by the issuer. We also declare that the certificate is provided on the basis of management representation and certification provided by the independent chartered accountant.

**For and on behalf of Axis Bank Ltd**

**Sagar Shetty** Digitally signed  
by Sagar Shetty  
Date: 2023.08.03  
16:55:01 +05'30'

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**Name: Sagar Shetty**  
**Date: August 3, 2023**

1) **Issuer Details:**

Name of the issuer : Route Mobile Limited  
 The names of the promoters of the issuer : Sandipkumar Gupta, and Rajdipkumar Gupta  
 Industry/sector to which it belongs : Cloud Communication platform as a service ("CPaaS").

2) **Issue Details:**

Issue Period : 09<sup>th</sup> September, 2020 – 11<sup>th</sup> September, 2020  
 Type of Issue (public/rights) : Public Issue  
 Type of specified securities : Equity Shares  
 Grading : As this is an offer of Equity shares, no credit rating agency has been appointed in respect of obtaining grading for the offer.  
 Issue size (INR in Crores) : Fresh issue of INR **2400 Million**

3) **Details of the arrangement made to ensure the monitoring of issue proceeds:**

Particulars	Reply	Comments of Monitoring Agency	Comments of the Board of Directors
Whether all the utilization is as per disclosure in Offer Document?	Yes	INR 1629.13 million has been utilised as on 30 <sup>th</sup> June 2023, and the balance amount is still lying in the bank account.	
Whether Shareholder approval is obtained in case of material deviations# from expenditures disclosed in Offer Document?	Not applicable	Not applicable	
Whether means of finance for disclosed objects of the Issue has changed?	No	No	
Any major deviation observed over the earlier monitoring agency reports?	No	No	
Whether all Government / Statutory approvals related to the object(s) obtained?	Not applicable	Not applicable	
Whether all arrangements pertaining to technical assistance/collaboration are in operation?	Yes	Yes	
Any favorable events improving object(s) viability	No	No	
Any unfavorable events affecting object(s) viability	No	No	

Any other relevant information that may materially affect the decision making of the investors	None	None	
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# Where material deviation may be defined to mean:

- Deviation in the objects or purposes for which the funds have been raised;
- Deviation in the amount of funds actually utilized by more than 10% of the amount projected in the offer documents.

**3) Details of object(s) to be monitored:**

- Cost of objects-

Particulars	Amount in INR. Million
Gross Proceeds from the Fresh Issue	2400.00
(Less) Offer expenses*	169.09
<b>Net Proceeds</b>	<b>2230.91</b>

\* Total issue expenses attributable to Route Mobile Limited is 178.42 mn. Thus additional INR 9.33 mn is paid by the Company from General corporate expense.

(Give Item by Item Description for all the Objects Stated in Offer Document separately in following format)

Sl. No	Item Head	Original Cost (as per Offer Document ) INR In millions	Revised Cost INR In millions	Comments of Monitoring Agency	Comments of the Board of Directors		
					Reason of cost revision	Proposed financing option	Particulars of firm arrangements made
1	Repayment or pre-payment, in full or part, of certain borrowings of our Company	365.00	NA	NA			
2	Acquisitions and other strategic initiatives	830.00	NA	NA			
3	Purchase of office premises in Mumbai	650.00	NA	NA			
4	General corporate purpose	385.91	NA	NA			
	Total	2,230.91					

(ii) **Progress in the objects-**

(Give Item by Item Description for all the Objects Stated in Offer Document separately in the following format)

– INR in millions

Sr No	Item Heads	Projected utilization of proceeds as per the offer document	Amount Utilized upto 30 June 23	Total unutilized amount as on 30 June 23	Remarks
1	Repayment or pre-payment, in full or part, of certain borrowings of the Company	365.00	365.00	Nil	Company has made the repayment of loan availed from HDFC bank INR 65 million and Kotak bank INR 300 millions (Refer Annexure 1)
2	Acquisitions and other strategic initiatives	830.00	830.00	Nil	(Refer Annexure 2)
3	Purchase of office premises in Mumbai	650.00	Nil	650.00	Refer Note below**
4	General corporate purposes (including IPO related expenses apportioned to the Company)#	385.91	385.91	Nil	
	<b>Total*</b>	<b>2,230.91</b>	<b>1580.91</b>	<b>650.00</b>	

\*\* The Company had made the payment on 14th September, 2022 and the same was received back from the party due to cancellation of the deal on 4th Jan 2023 and accordingly effect of the same is provided in March 2023 Report.

#Pursuant to Regulation 41(2) of SEBI (ICDR) Regulations Monitoring Agency is not commenting on the utilization of issue proceeds under the head General Corporate Purpose.

(iii) **Deployment of unutilised Issue proceeds: INR in millions**

Sl. No	Type of instrument where amount invested*	Amount invested (INR in million)	Maturity date	Earnings (INR in million)	Return on Investment (ROI %)	Book Value as at the end of quarter (INR in million)
1	Fixed Deposit with Axis bank bearing FD no 920040055399996	19.99	01-Oct-23	2.76	6.50	22.74549
2	Fixed Deposit with Axis bank bearing FD no 920040055400094	19.99	01-Oct-23	2.76	6.50	22.74550
3	Fixed Deposit with Axis bank bearing FD no 920040055399336	19.99	01-Oct-23	2.78	6.50	22.77203

4	Fixed Deposit with Axis bank bearing FD no 920040055400216	19.99	01-Oct-23	2.76	6.50	22.74549
5	Fixed Deposit with Axis bank bearing FD no 920040055659434	15.00	07-Oct-23	2.08	5.45	17.07829
6	Fixed Deposit with Axis bank bearing FD no 920040055388899	19.90	01-Oct-23	2.77	6.50	22.66950
7	Fixed Deposit with Axis bank bearing FD no 920040055399158	19.99	01-Oct-23	2.78	6.50	22.77203
8	Fixed Deposit with Axis bank bearing FD no 920040055399679	19.99	01-Oct-23	2.78	6.50	22.77203
9	Fixed Deposit with Axis bank bearing FD no 920040055390520	19.90	01-Oct-23	2.77	6.50	22.66950
10	Fixed Deposit with Axis bank bearing FD no 920040055399857	19.99	01-Oct-23	2.76	6.50	22.74549
11	Fixed Deposit with Axis bank bearing FD no 920040055399970	19.99	01-Oct-23	2.76	6.50	22.74549
12	Fixed Deposit with Axis bank bearing FD no 920040055399608	19.99	01-Oct-23	2.78	6.50	22.77203
13	Fixed Deposit with Axis bank bearing FD no 920040055399475	19.99	01-Oct-23	2.78	6.50	22.77203
14	Fixed Deposit with Axis bank bearing FD no 920040055390805	19.90	01-Oct-23	2.77	6.50	22.66950
15	Fixed Deposit with Axis bank bearing FD no 920040055390177	19.90	01-Oct-23	2.77	6.50	22.66950
16	Fixed Deposit with Axis bank bearing FD no 920040055659168	15.00	07-Oct-23	2.08	5.45	17.07829
17	Fixed Deposit with Axis bank bearing FD no 920040055389180	19.90	01-Oct-23	2.77	6.50	22.66950
18	Fixed Deposit with Axis bank bearing FD no 920040055389698	19.90	01-Oct-23	2.77	6.50	22.66950

19	Fixed Deposit with Axis bank bearing FD no 920040055391057	19.90	01-Oct-23	2.77	6.50	22.66950
20	Fixed Deposit with Axis bank bearing FD no 920040055399750	19.99	01-Oct-23	2.77	6.50	22.75666
21	Fixed Deposit with Axis bank bearing FD no 920040055400232	19.99	01-Oct-23	2.76	6.50	22.74549
22	Fixed Deposit with Axis bank bearing FD no 920040055658907	15.00	07-Oct-23	2.08	5.45	17.07829
23	Fixed Deposit with Axis bank bearing FD no 920040055659845	10.00	07-Oct-23	1.39	5.45	11.38512
24	Fixed Deposit with Axis bank bearing FD no 920040055659670	2.94	07-Oct-23	0.25	5.45	3.19063
25	Fixed Deposit with Axis bank bearing FD no 920040055399815	19.99	01-Oct-23	2.76	6.50	22.74549
26	Fixed Deposit with Axis bank bearing FD no 920040055399459	19.99	01-Oct-23	2.78	6.50	22.77203
27	Fixed Deposit with Axis bank bearing FD no 920040055400164	19.99	01-Oct-23	2.76	6.50	22.74549
28	Fixed Deposit with Axis bank bearing FD no 920040055659528	15.00	07-Oct-23	2.08	5.45	17.07829
29	Fixed Deposit with Axis bank bearing FD no 920040055658367	15.00	07-Oct-23	2.08	5.45	17.07829
30	Fixed Deposit with Axis bank bearing FD no 920040055400313	19.99	01-Oct-23	2.76	6.50	22.74549
31	Fixed Deposit with Axis bank bearing FD no 920040055658147	15.00	07-Oct-23	2.08	5.45	17.07829
32	Fixed Deposit with Axis bank bearing FD no 920040055657438	15.00	07-Oct-23	2.08	5.45	17.07829
33	Fixed Deposit with Axis bank bearing FD no 920040055658606	15.00	07-Oct-23	2.08	5.45	17.07829



34	Fixed Deposit with Axis bank bearing FD no 921040067414497	9.70	03-Jul-23	0.58	3.50	10.28250
35	Fixed Deposit with HDFC bank bearing FD no 50300792770065	23.22	07-Aug-23	2.01	6.50	25.23596
36	Fixed Deposit with HDFC bank bearing FD no 50300792770295	25.00	07-Aug-23	0.24	6.50	25.23596

(iv) Delay in implementation of the object(s):

Object(s)	Completion Date		Delay (no. of days/ months)	Comments of the Board of Directors	
	As per the Offer Document	Actual*		Reason of delay	Proposed course of action
Nil					

\* In case of continuing object(s), please specify latest/revised estimate of the completion date.

## Annexure 1

### Repayment or pre-payment, in full or part, of certain borrowings of our Company

(INR In millions)

Date of payment	Payment made to	Amount	Purpose of Payment
19/09/2020	HDFC Bank	65.00	Repayment of loan
21/10/2020	Kotak Bank	90.00	Repayment of loan
25/10/2020	Kotak Bank	210.00	Repayment of loan
	<b>Total</b>	<b>365.00</b>	

## Annexure 2

### Acquisitions and other strategic initiatives

(INR In millions)

Date of payment	Payment made to	Amount	Purpose of Payment
01/10/2020	TeleDNA	120.00	Acquisition as per BTA agreement
06/11/2020	365 Squared	272.275	Paid to Route Mobile UK as final payment for acquisition of 365 squared
22/01/2021	365 Squared	16.217	
05/07/2021	Sarv Webs Private Limited	10.800	Paid to Sarv Webs Private Limited pursuant to Business Transfer Agreement
05/07/2021	Sarv Webs Private Limited	245.000	
11/08/2021	TDS paid on behalf of Sarv Webs Private Limited	1.290	
23/02/2022	Mr. Messaging	164.418	Paid to Route Mobile FZE for acquisition of Mr. Messaging
	<b>Total</b>	<b>830.00</b>	