

Ref No: RML/2024-25/519

Date: October 21, 2024

To,

BSE Limited
Scrip Code: 543228

National Stock Exchange of India Limited
Symbol: ROUTE

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing herewith the Investor Presentation, that will be presented on October 22, 2024 to the Analysts/ Investors in connection with the Unaudited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Half year ended September 30, 2024.

The same is also available on the Company's website at www.rotemobile.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
Membership No: F12663

Encl: as above



Earnings Update

H1 FY 24-25

Investor Presentation

October 21, 2024


Safe Harbor




Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the “Forward Statements”) and are based on reasonable expectations of the management, which involves a number of risks, and uncertainties that could cause actual results to differ materially from those in such Forward Statements. The risks and uncertainties relating to these Forward Statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, fluctuations in foreign exchange rates, revenue and profits, our ability to generate and manage growth, competition in CPaaS globally, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price and fixed time frame contracts, industry segment concentration, our ability to manage our international operations, our revenues being highly dependent on clients in the United States of America, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, political instability, adverse impact of global pandemics (including COVID-19 impact), war, legal restrictions on raising capital or acquiring companies, unauthorized use of our intellectual property(ies) and general economic conditions affecting our businesses and industry. We may, from time to time, make additional written and oral Forward Statements . We do not undertake to update any Forward Statements that may be made from time to time by us or on our behalf, unless required under the law.


Route Mobile - Industry Leading Global CPaaS Platform




 RML offers a scalable and flexible **Omnichannel CPaaS** platform to enterprises across industry verticals, globally


 **280+** direct MNO connects, overall access to **900+** MNOs (**Super Network**)


 Global footprint across **20+ locations**; **2,500+** active billable clients

 Infrastructure comprising **19 data centers** and **6 SMSCs** globally

 **ESG leader**, rated **"A"** by a reputed ESG rating agency

 Niche Player in Magic Quadrant for CPaaS 2024 – **Gartner**
Key Vendor in four Hype Cycle Reports – **Gartner**
"Top Tier 1 A2P SMS vendor" – **Rocco**

 **₹42,582 mn** Revenue for LTM ended 30 Sep 2024
40% Revenue CAGR FY2021 - FY2024

 **₹5,266 mn** EBITDA for LTM ended 30 Sep 2024
41% EBITDA CAGR FY2021 – FY2024

 **78 bn** Billable transactions processed in H1 FY24-25
105% Net revenue retention

 **₹ 11,145 mn** Cash and cash equivalents &
₹ 5,836 mn Net Cash as on 30 Sep 2024

 **₹28.63** Earning Per Share (EPS) in H1 FY 24-25

 Board recommended **₹6 per share** interim dividend

Global Diaspora - Footprint & Super Network



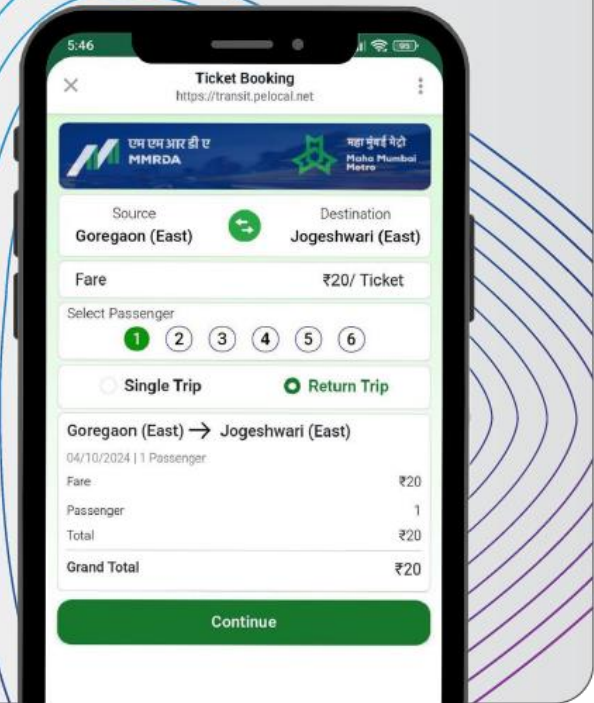

Data as on Sep 30, 2024

Key Developments




Key Developments in Q2 FY 24-25





We have expanded our **WhatsApp based Ticketing** to include



Proximus Group and Infosys form a strategic alliance - joint GTM to leverage products of Route Mobile




Proximus companies




Proximus Opal completes the OFS to meet public shareholding criteria, attracting strong interest from long-only funds

Implemented **WhatsApp based utility communication services** for IRCTC



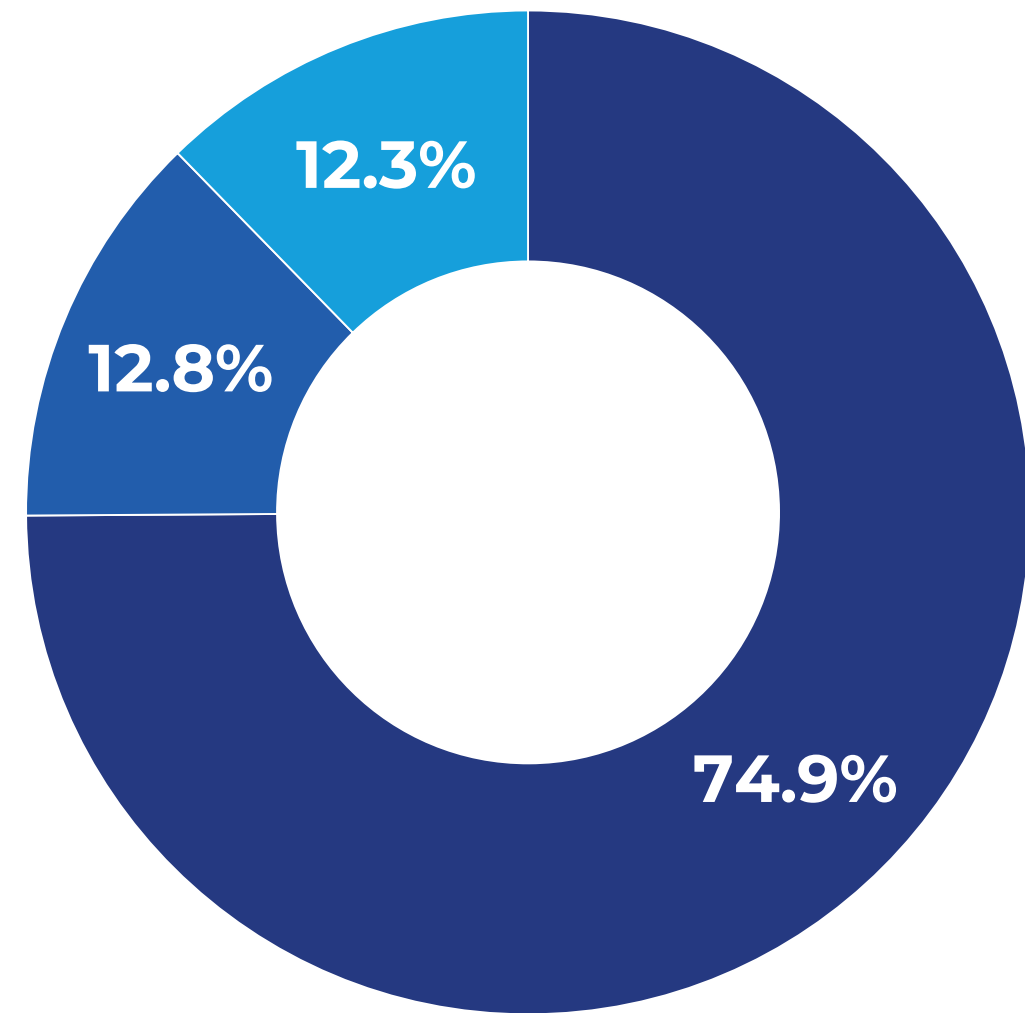
Awarded **Solutions Partner of the Year 2024 - India** at the **Meta WhatsApp Business Summit**



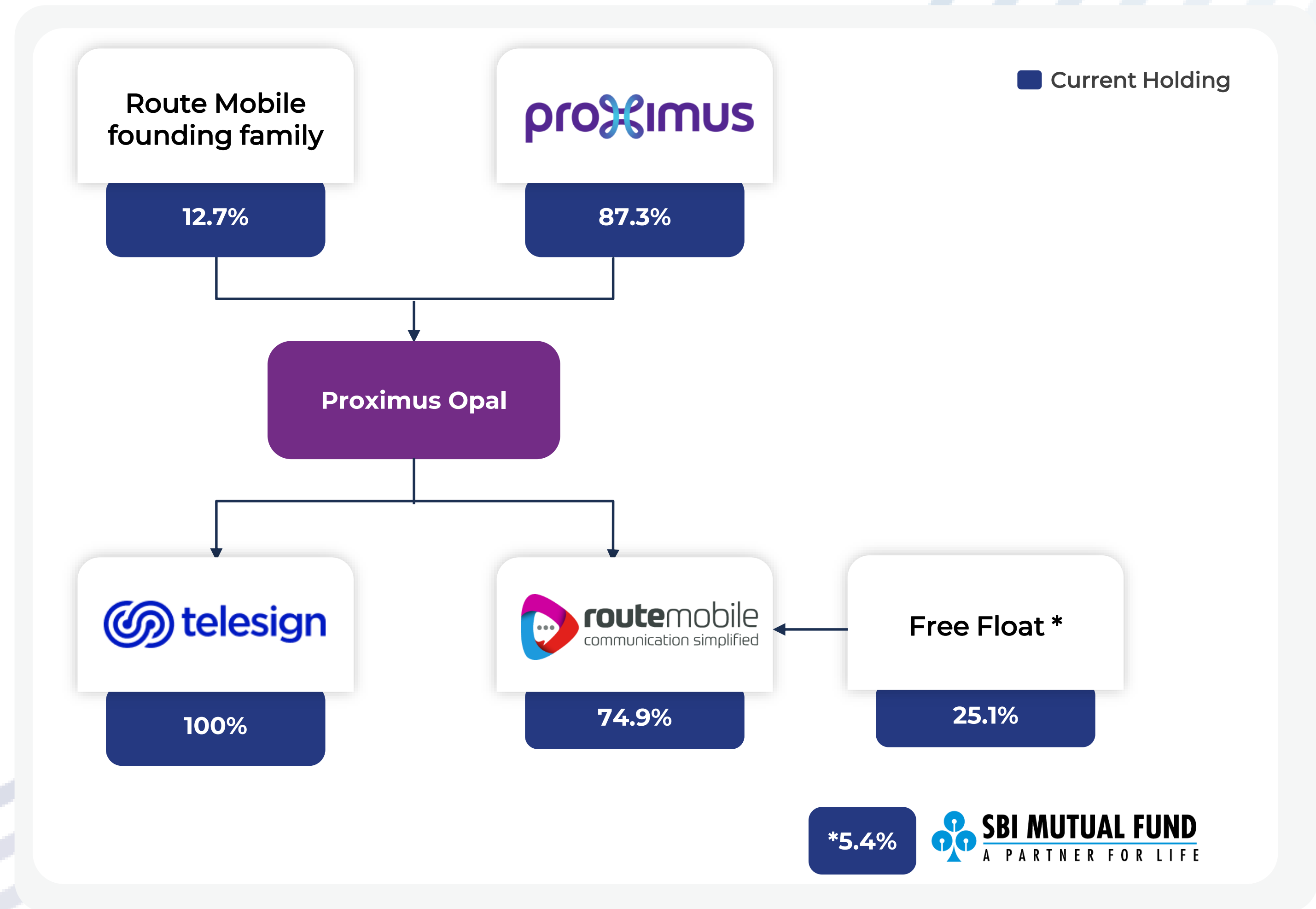
Shareholding Pattern



Total Equity Shares Outstanding as on Sep 30, 2024 – **62,962,697**



- Proximus Opal (Promoter)
- Institutional Investors
- Non-Institutions (including Foreign Nationals)

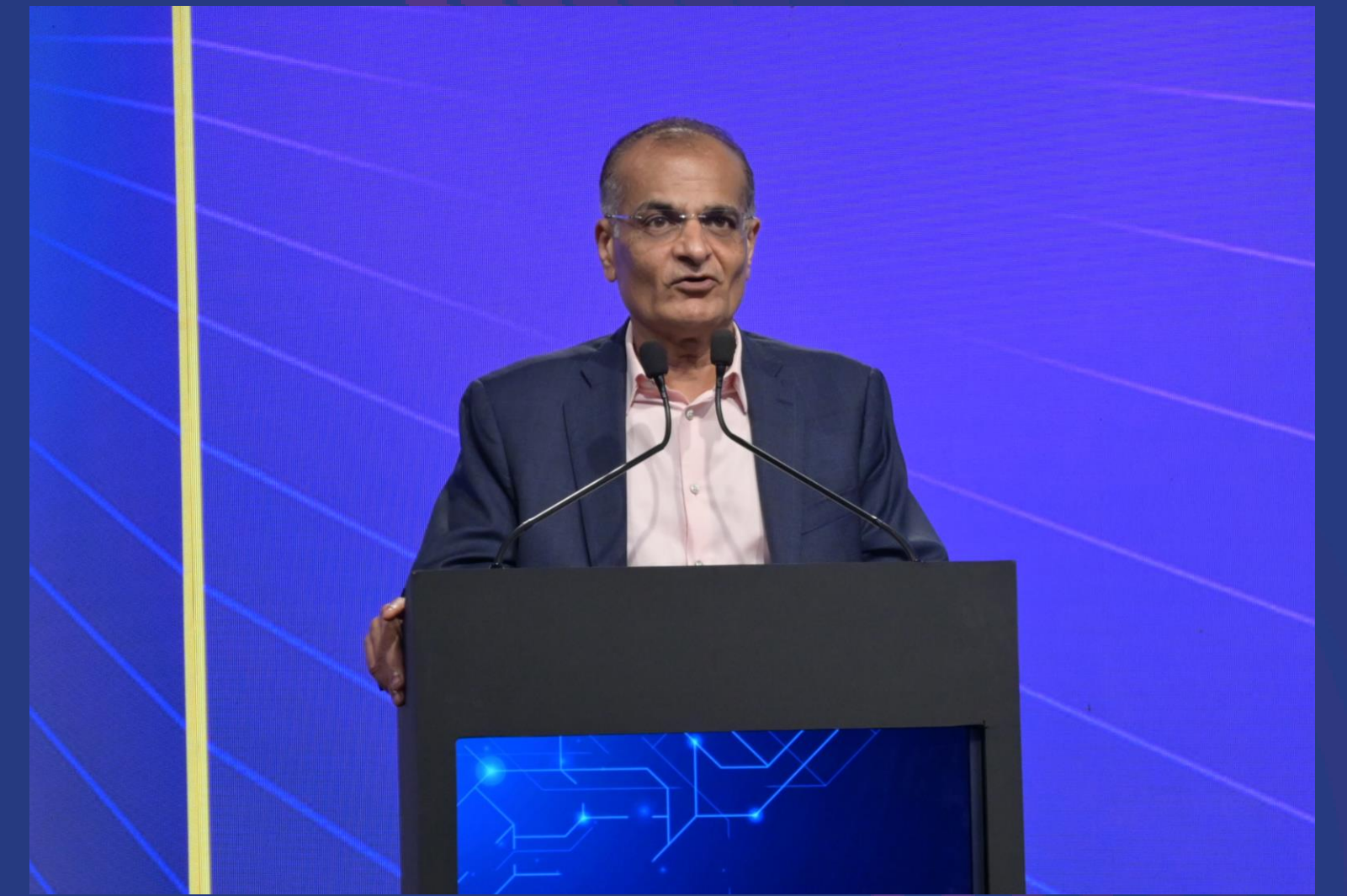


Proximus Opal completes the Offer for Sale (OFS) to meet public shareholding criteria, attracting strong interest from long-only funds

Route Amplify 2.0



Route Amplify 2.0 was the second edition of our flagship event, serving as a major platform for disruptive innovation and collaborative learning. This unique gathering allowed for dynamic exploration of digital communications, showcasing a variety of perspectives and experiences. We were joined by our partners, Meta and Google, as well as key customers to delve into emerging trends and uncover next-generation technology innovations.

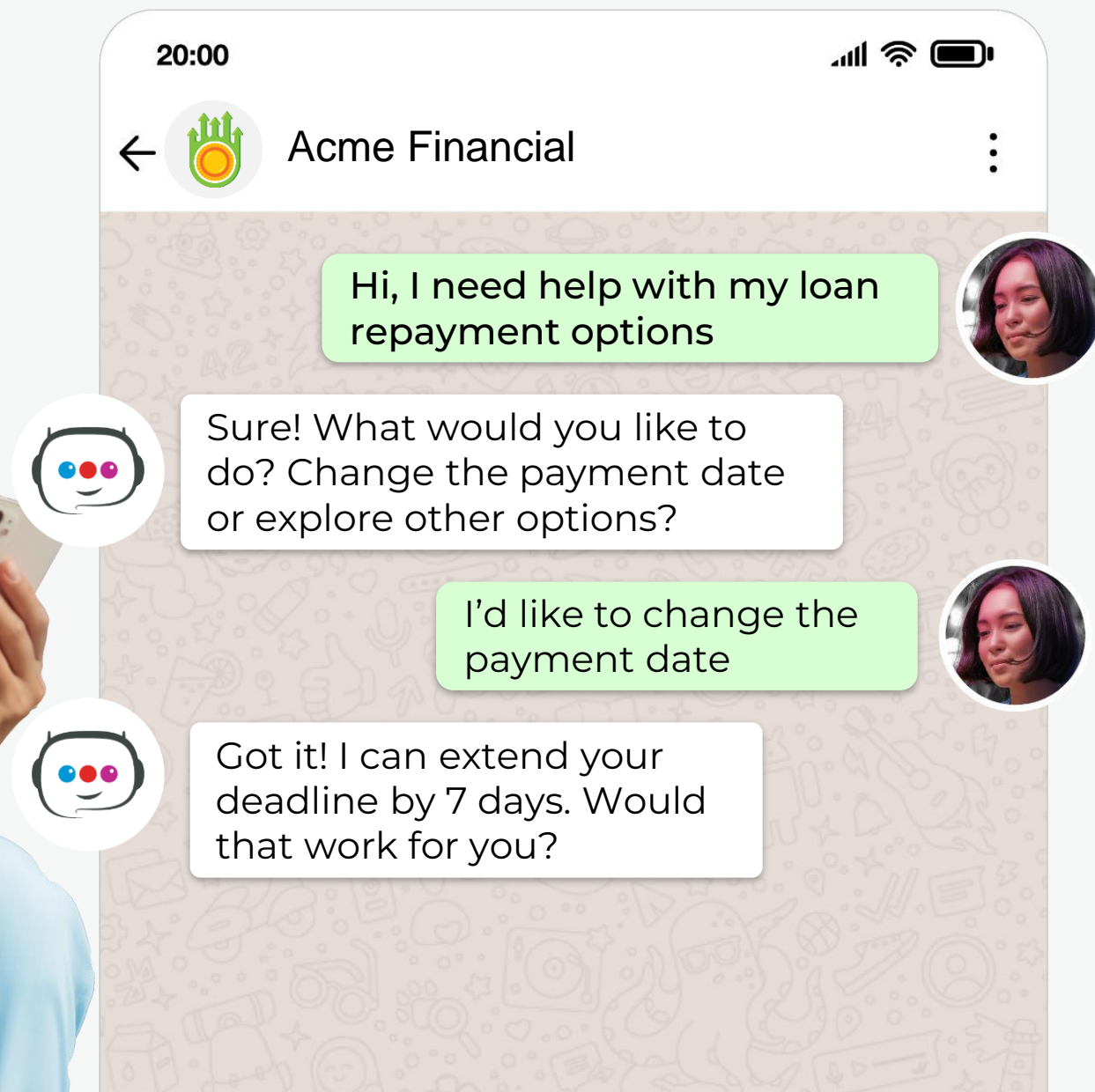


Key Theme: Shaping the Future of Digital Communication

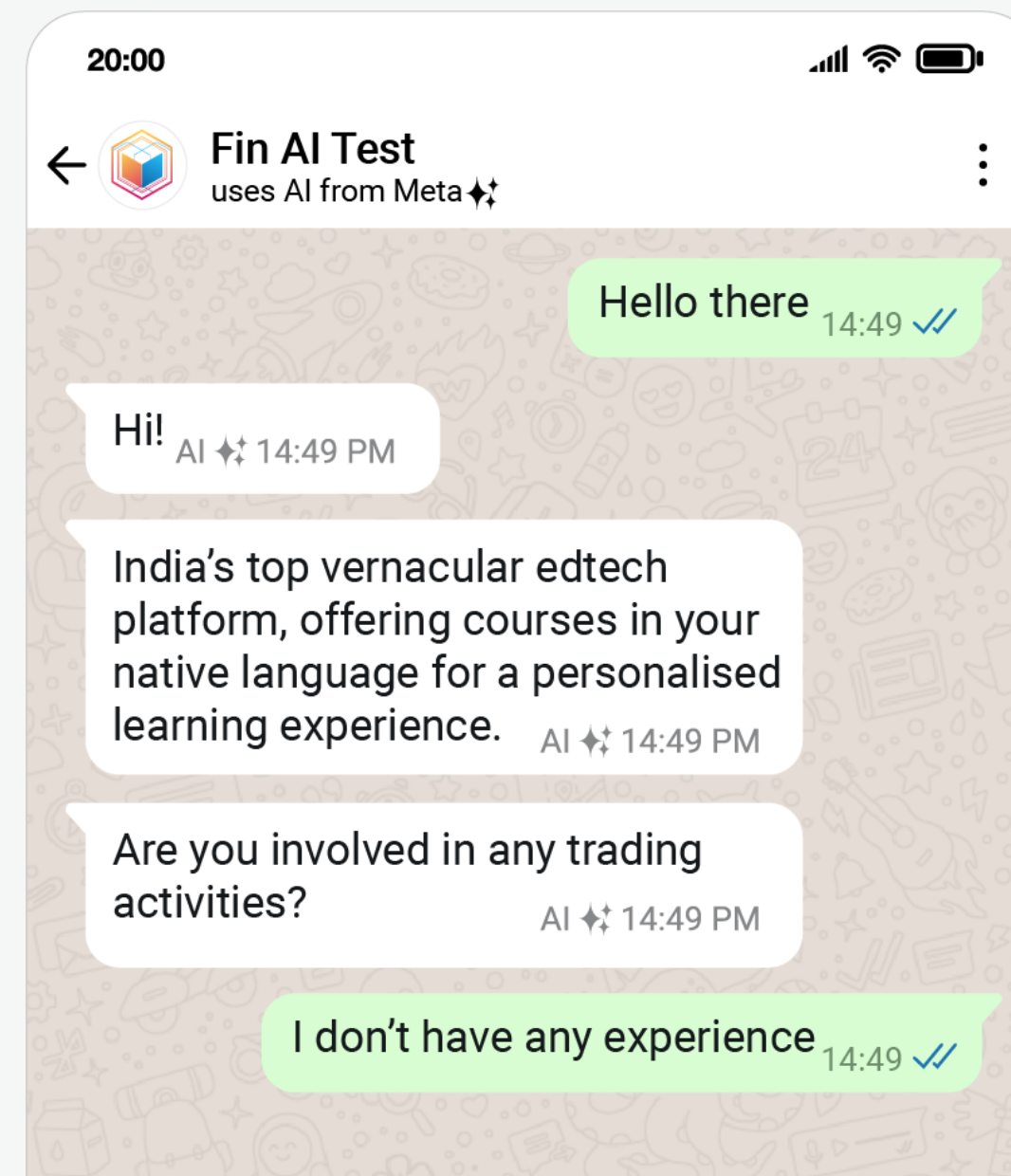
Focus on Expanding Product Portfolio



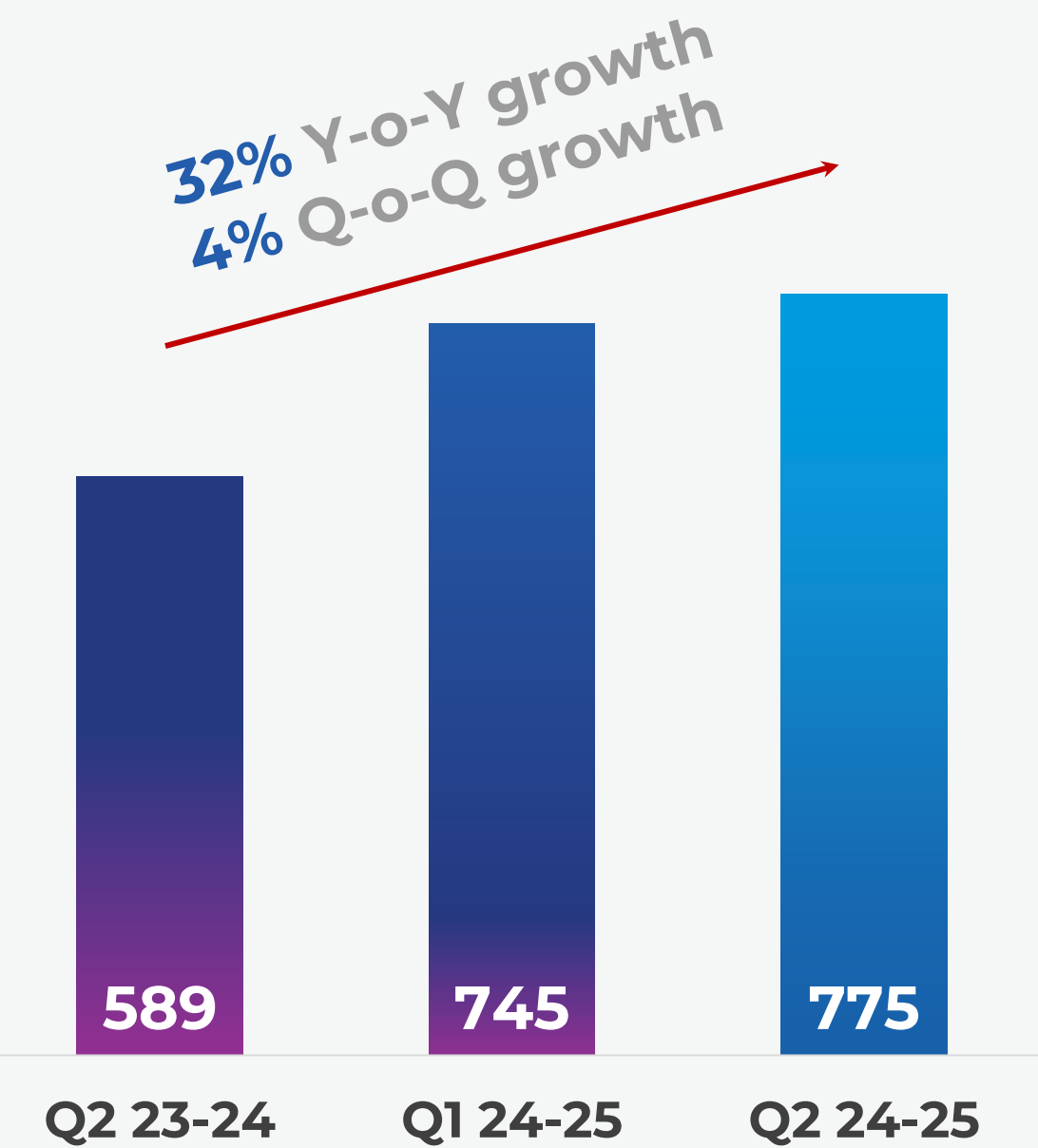
Successfully **integrated Gen AI capabilities in RouBot**, leveraging AWS Bedrock platform.



Implemented **first Gen AI powered chatbot on WhatsApp** for lead generation for one of the **leading Edtech companies in India**



New Products Revenue
(in ₹ mn)



Key Business Metrics

Diverse Customer Base



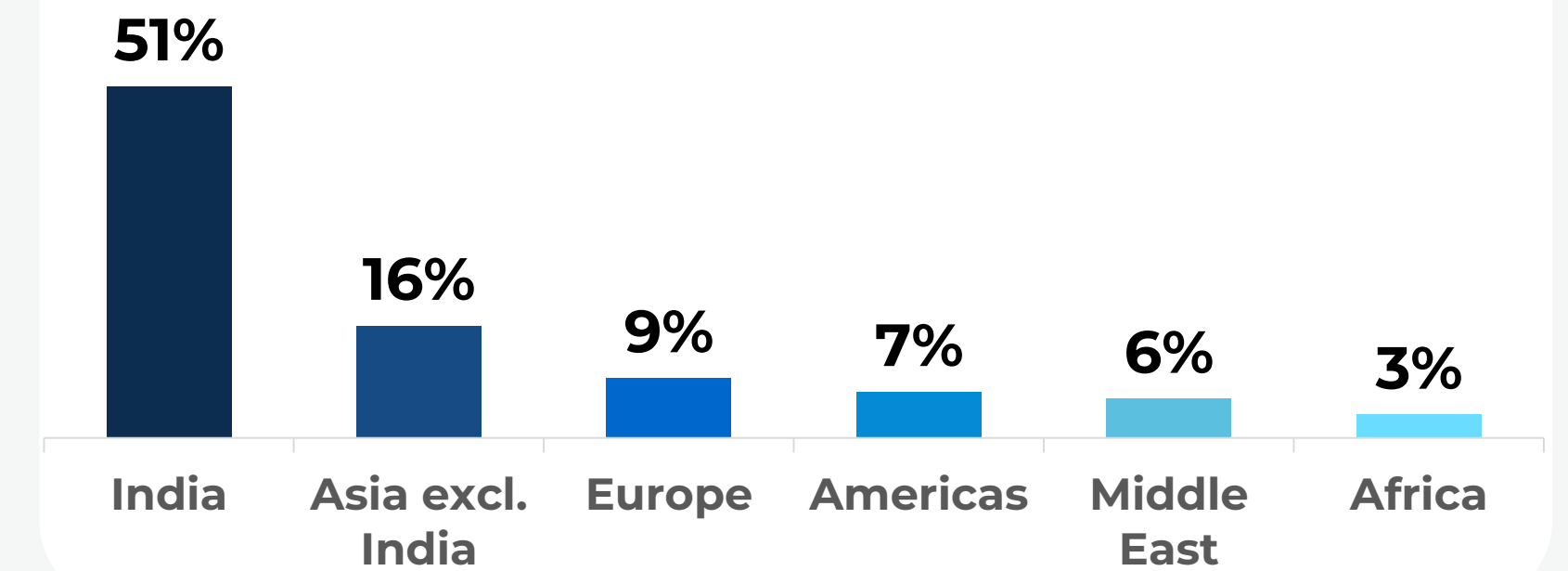
Revenue contribution from select industries in H1 FY 24-25



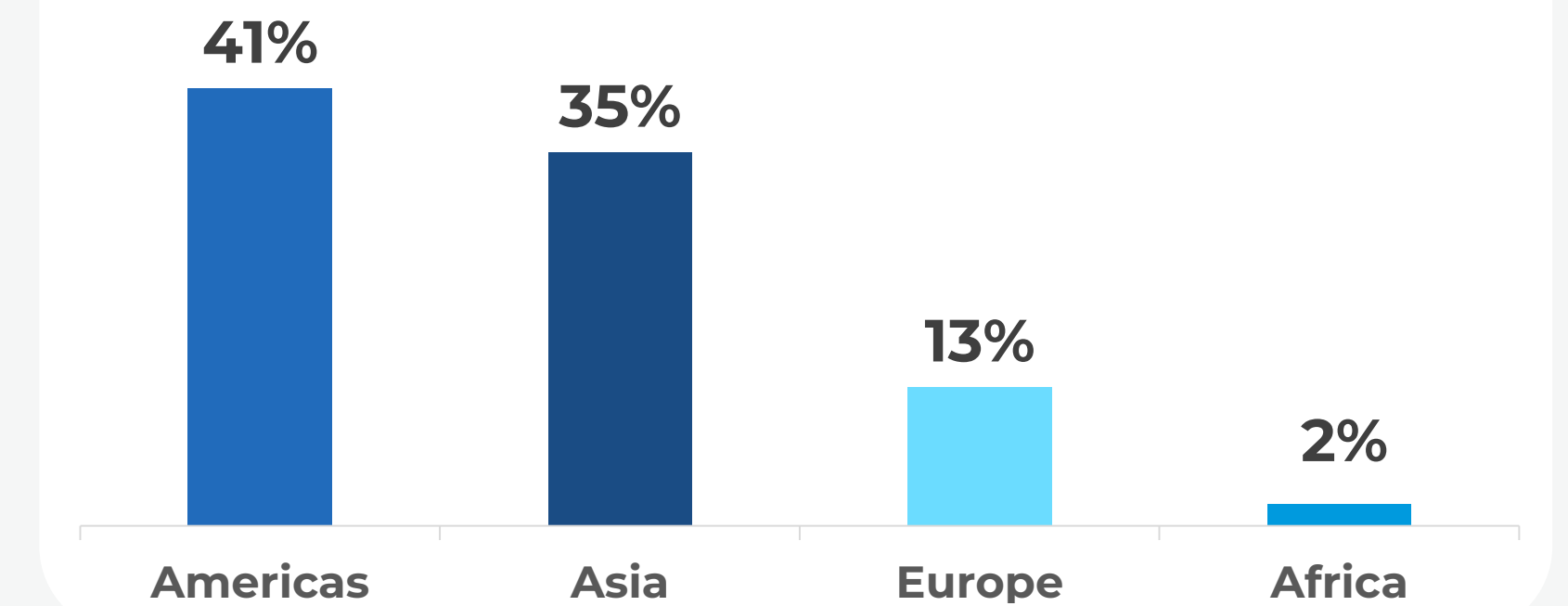
(1) Top 50 countries contribute c. 92% of H1 FY24-25 revenue from operations

(2) Top 150 customers - contribute c. 91% of H1 FY24-25 revenue from operations

Revenue for Top 50 countries by termination⁽¹⁾



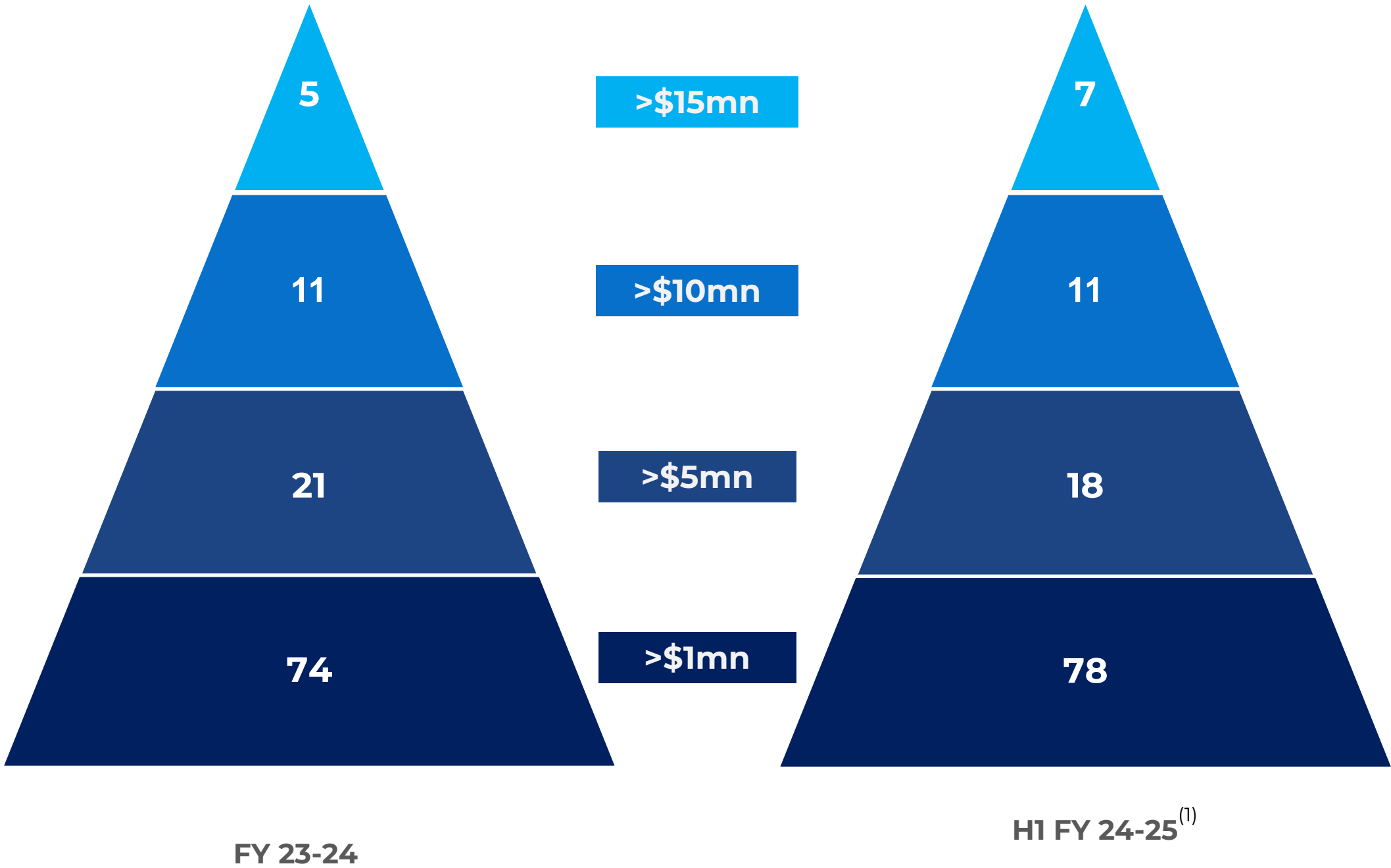
Revenue by customer HQ continent⁽²⁾



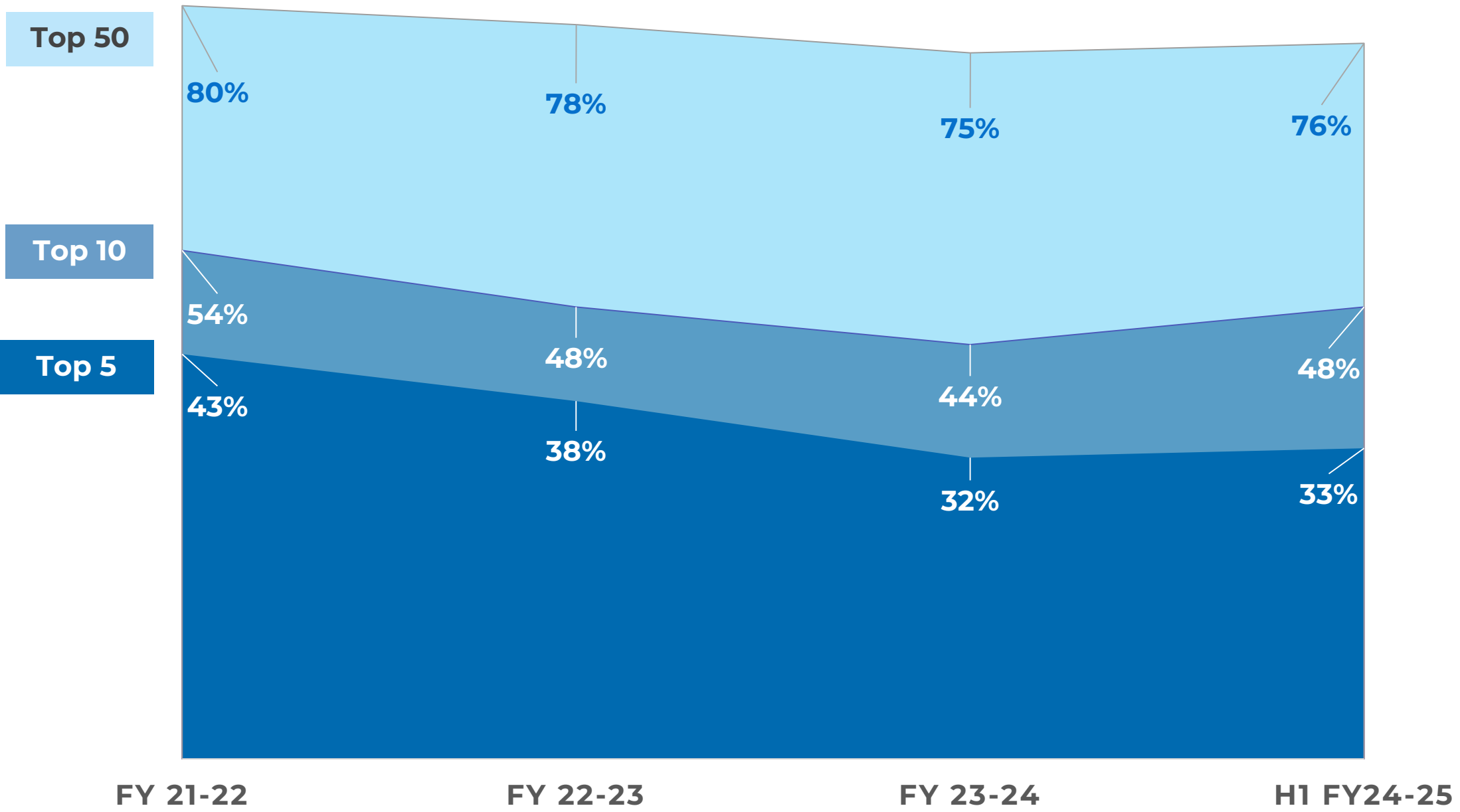
Growing number of Multi-million dollar accounts with Improving Client Diversification



Clients by Account Size



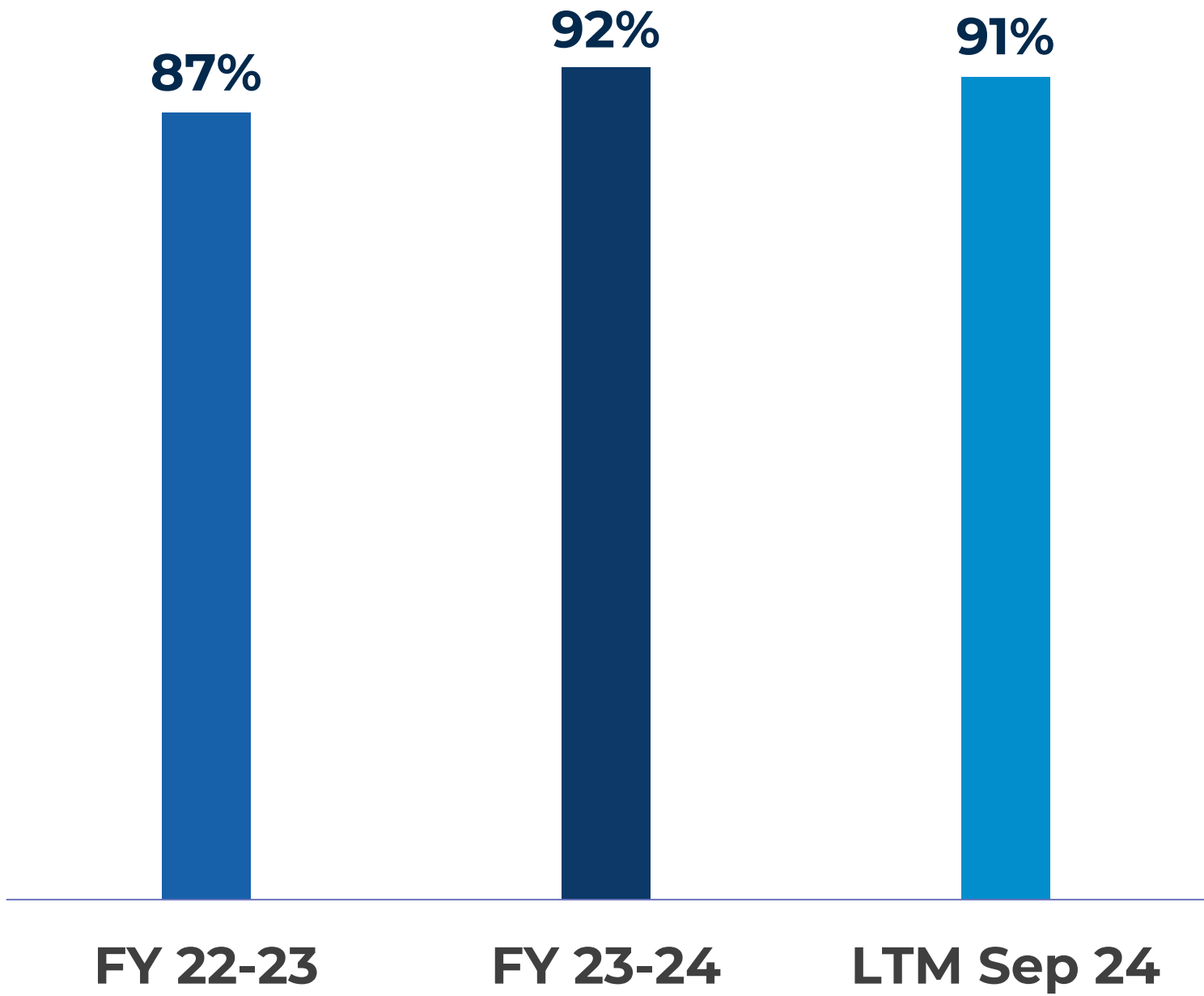
Client Concentration



Strong Recurring Revenue



Recurring Revenue⁽¹⁾ as % of Operating Revenue



105%

Net revenue retention⁽²⁾

Deep Customer engagement driving high recurring revenues

(1) Recurring customers defined as customers that have been billed in each of the months over the respective period for FY22-23, FY23-24 and customers billed each month over Oct 1, 2023 – Sep 30, 2024 for LTM Sep 2024

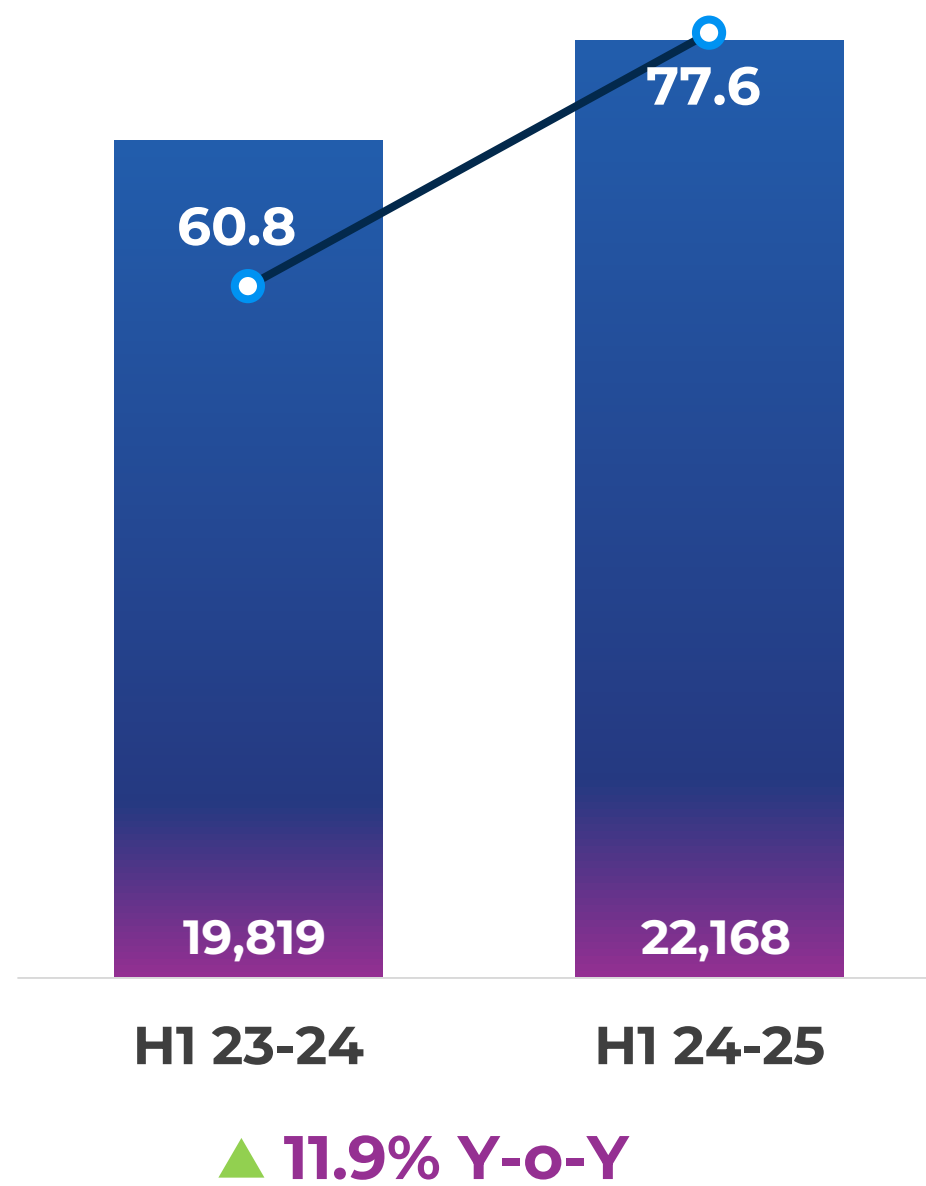
(2) Net revenue retention calculated based on comparison of H1 FY23-24 revenue with H1 FY24-25 revenue.

Financial Highlights

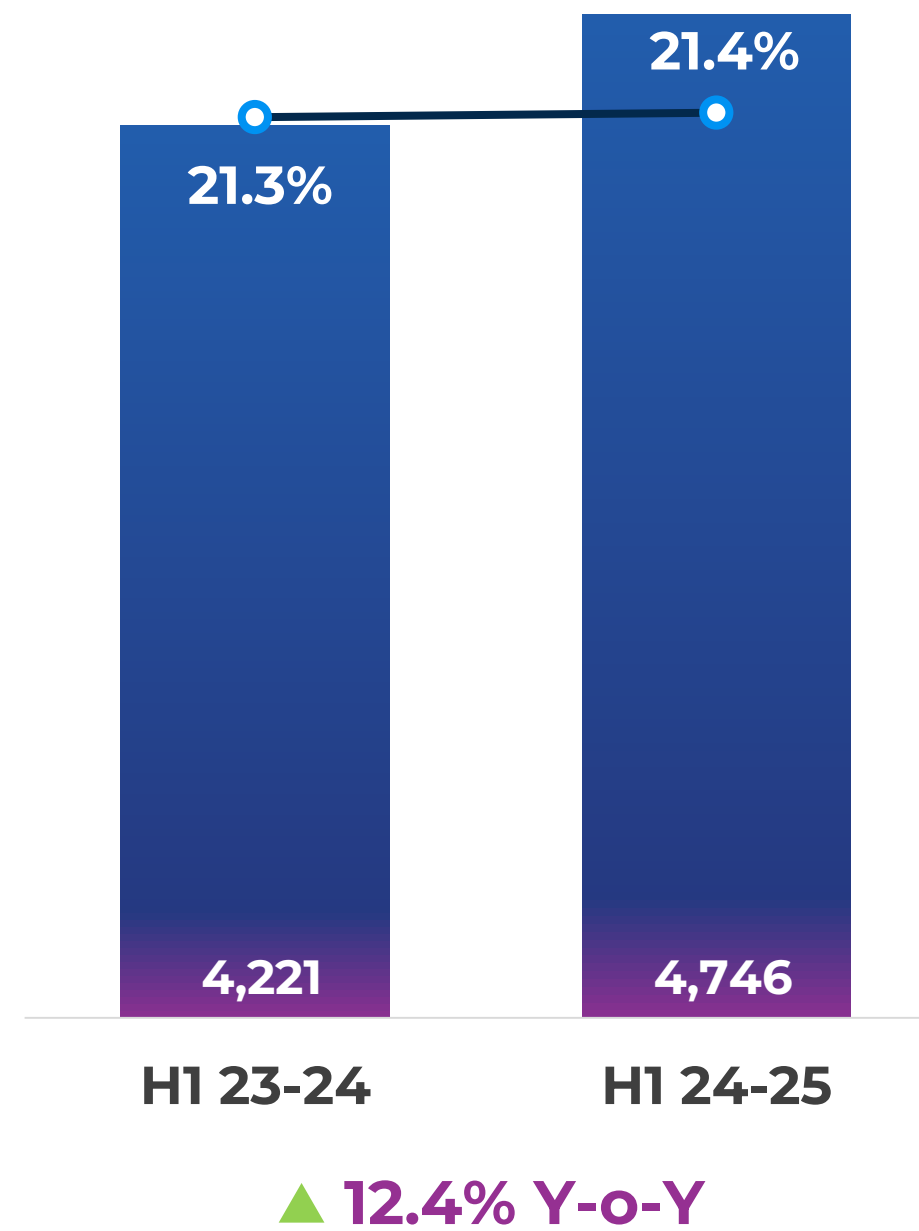
H1 FY 24-25 Snapshot



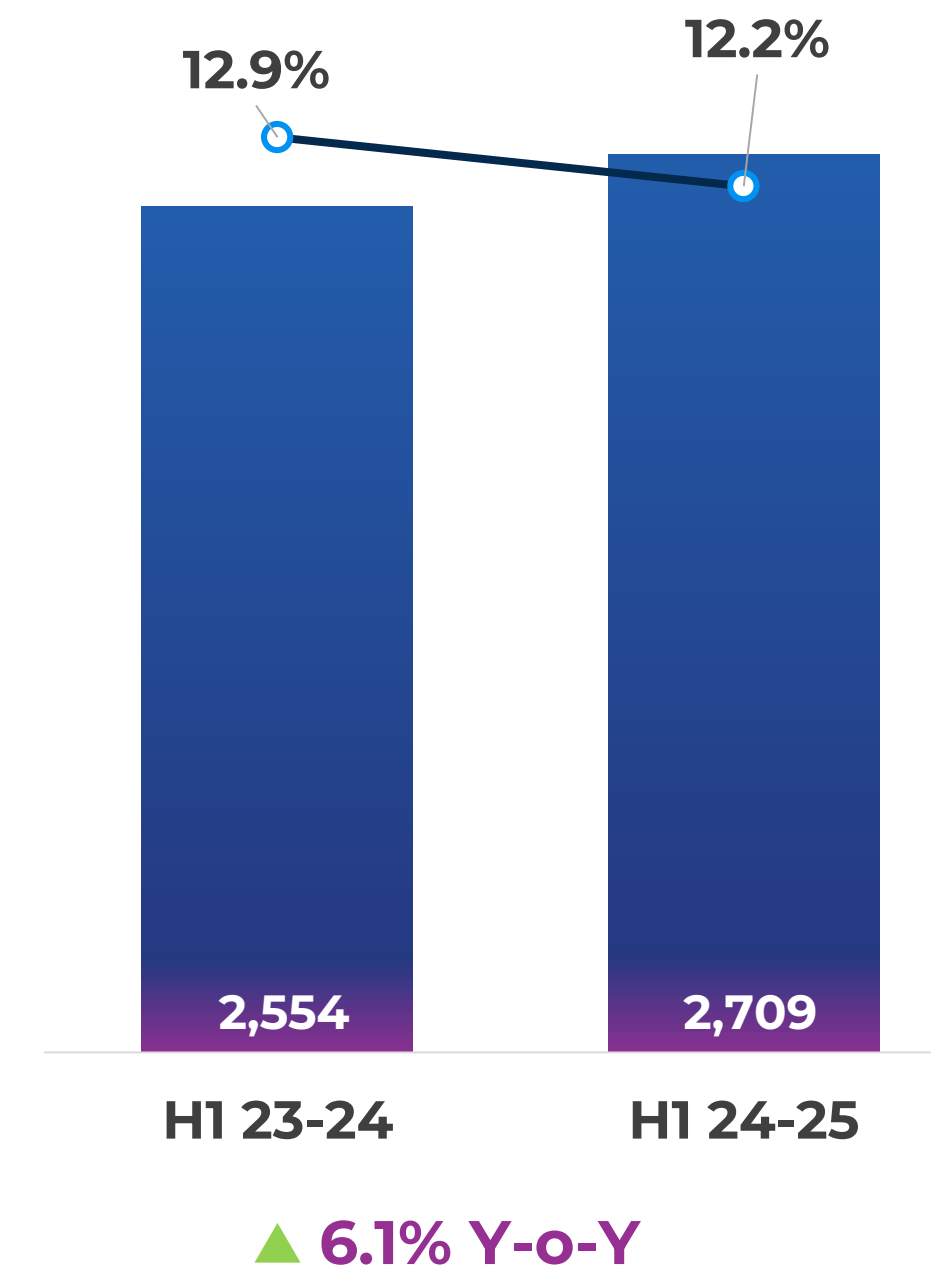
Revenue (in ₹ mn) & Billable Transactions (# bn)



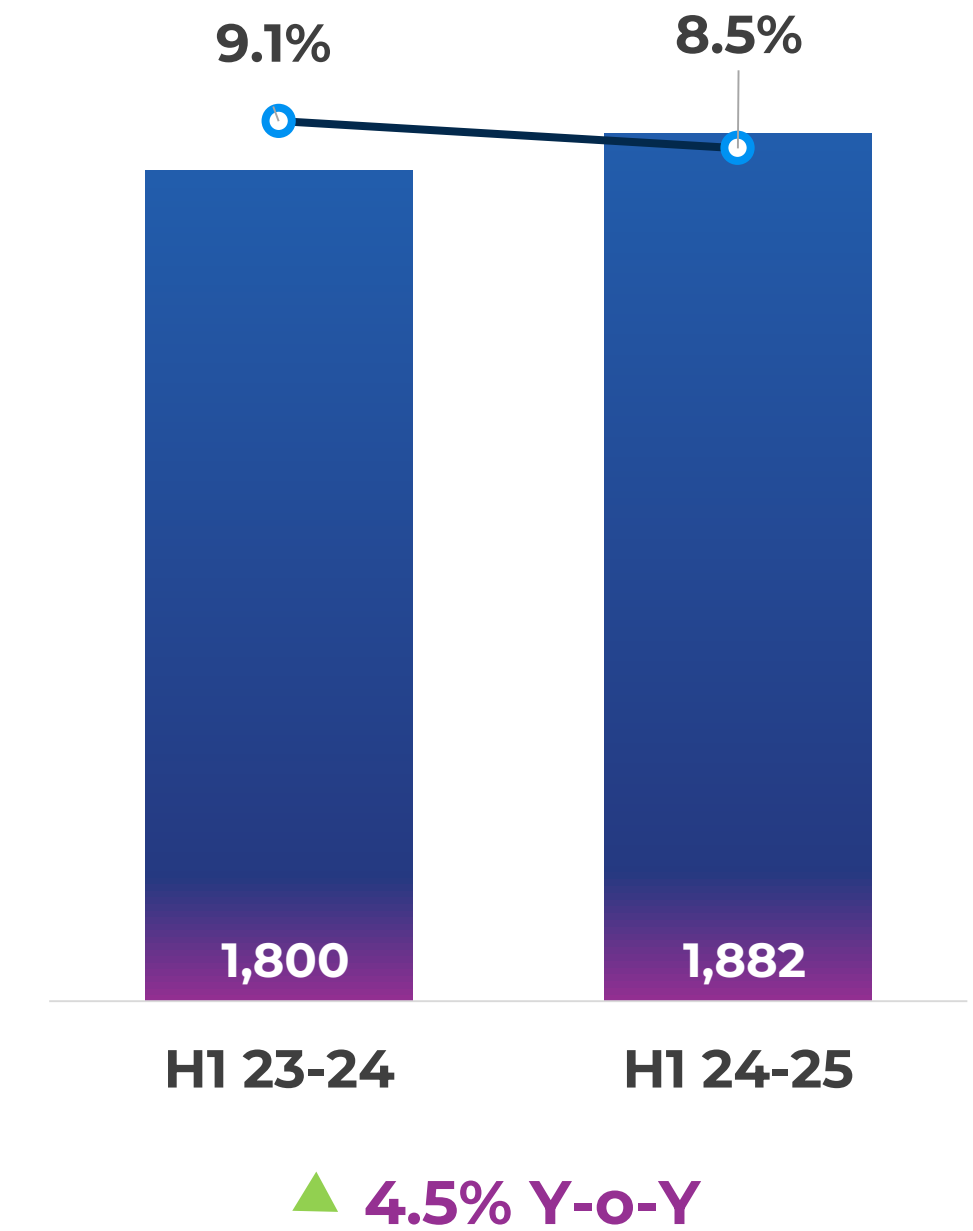
Gross Profit (In ₹ mn) & Gross Profit Margin (%)



EBITDA (In ₹ mn) & EBITDA Margin (%)



PAT (In ₹ mn) & PAT Margin (%)

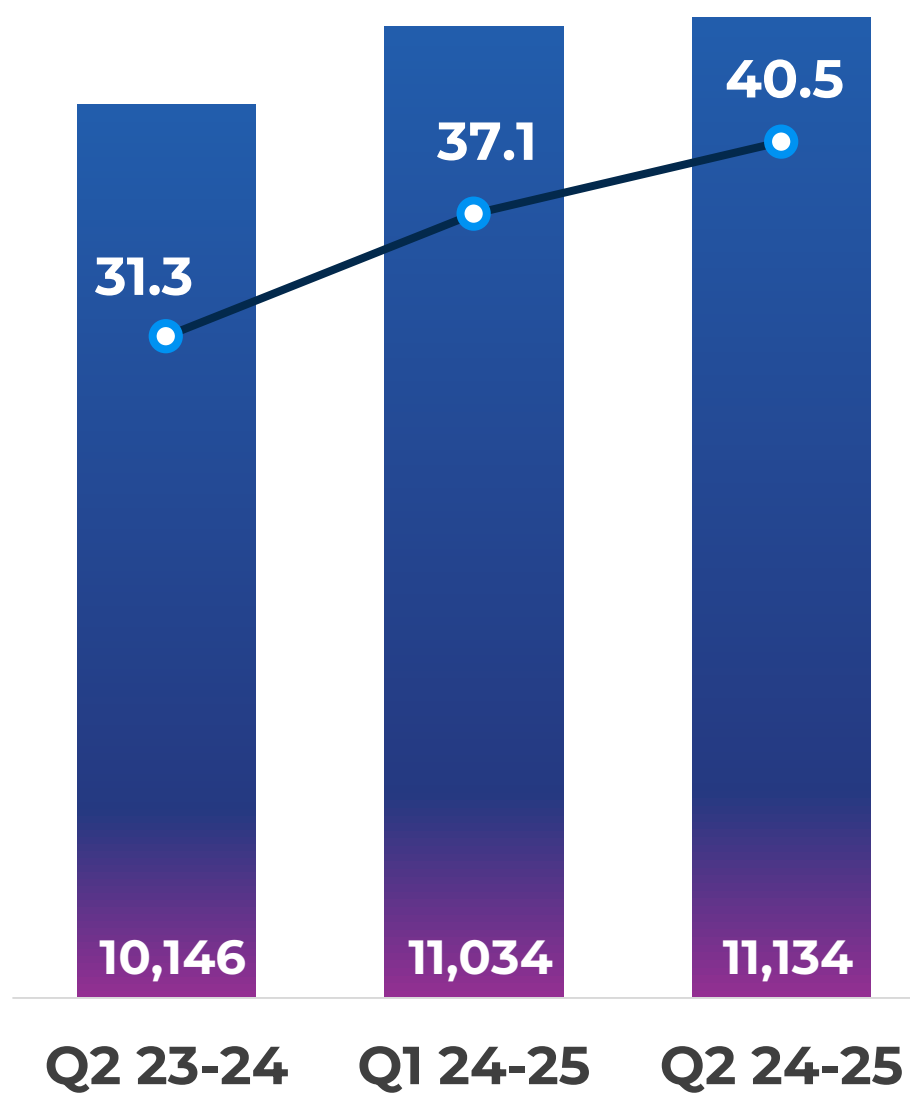


PAT for H1 FY24-25 includes exceptional item gain of ₹ 62.8 mn which is net of the fair value gain on contingent consideration pertaining to acquisition of a subsidiary in previous years and recognition of impairment loss of goodwill pertaining to a step down subsidiary.

Q2 FY 24-25 Snapshot

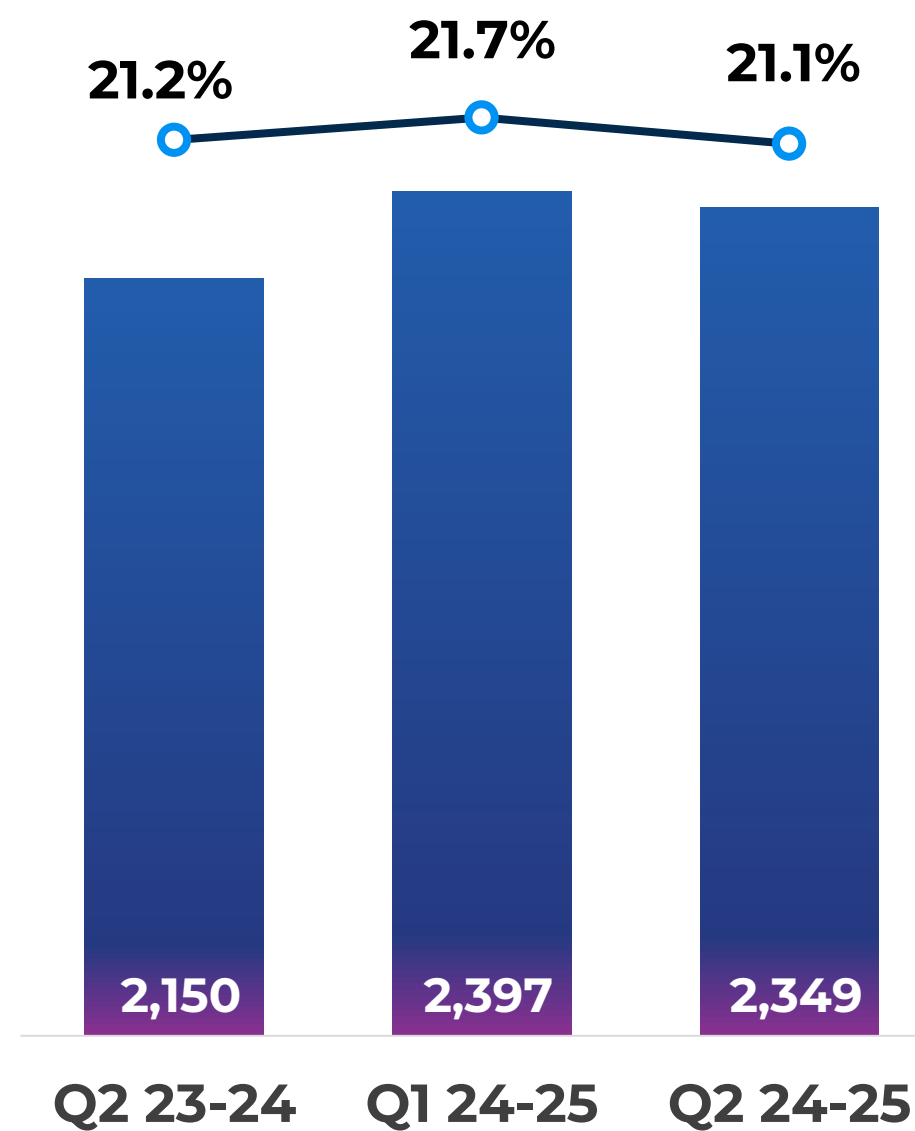


Revenue (in ₹ mn) & Billable Transactions (# bn)



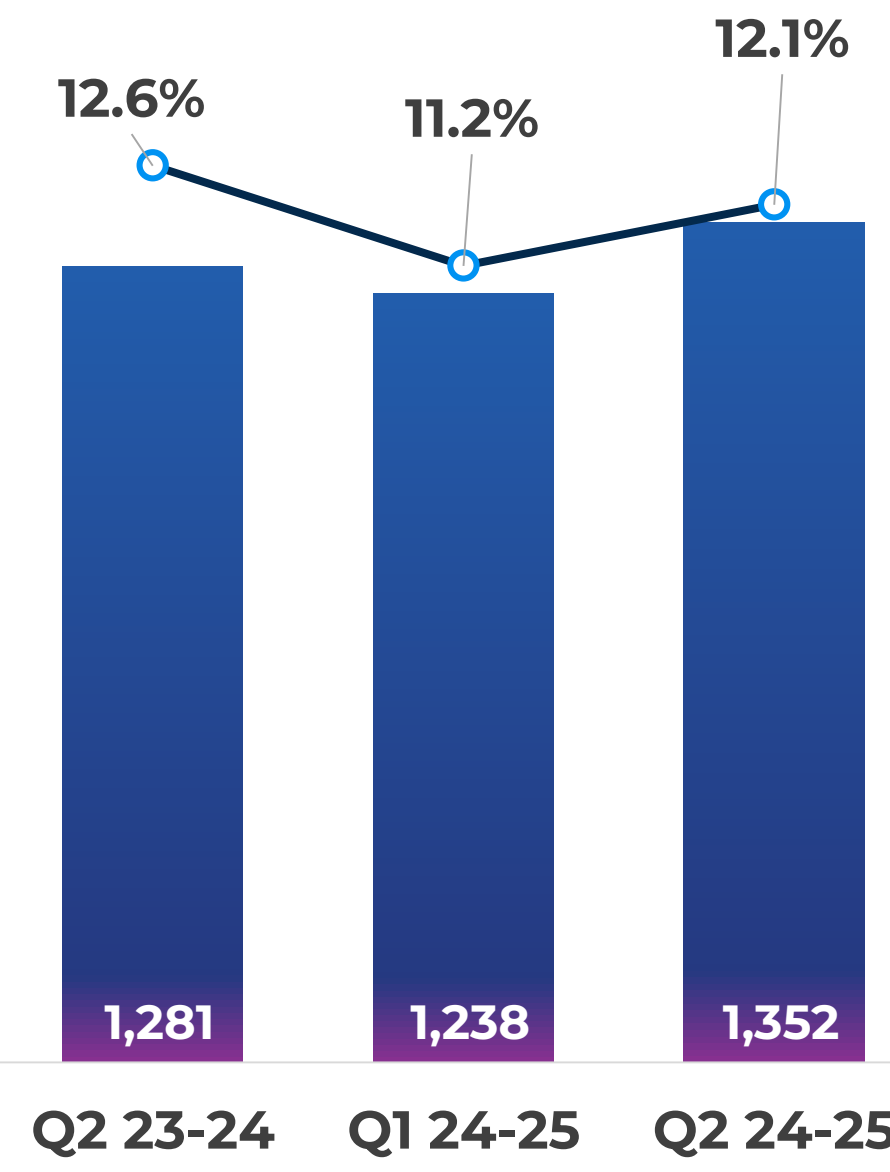
▲ 9.7% Y-o-Y
▲ 0.9% Q-o-Q

Gross Profit (In ₹ mn) & Gross Profit Margin (%)



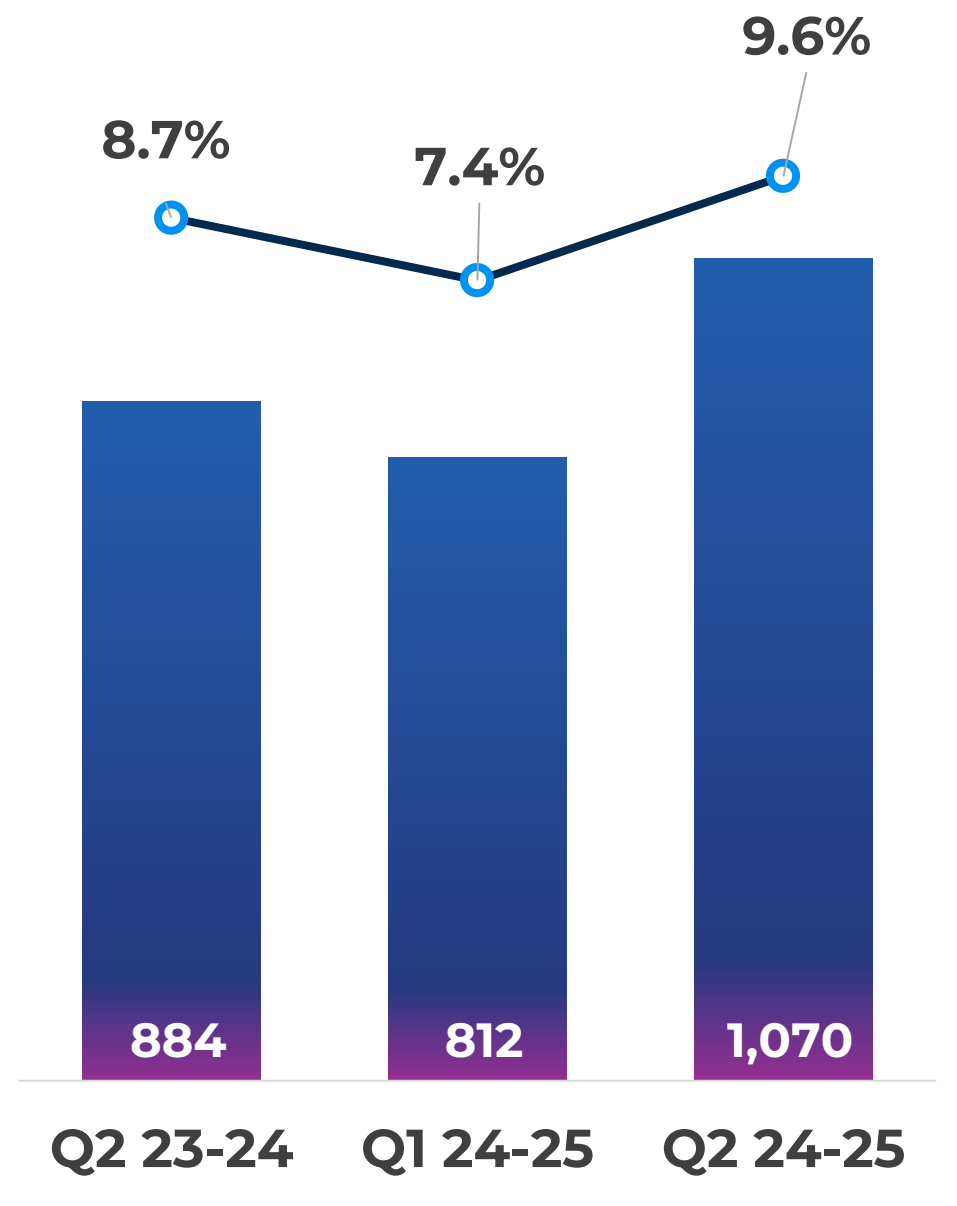
▲ 9.3% Y-o-Y
▼ (2.0%) Q-o-Q

EBITDA (In ₹ mn) & EBITDA Margin (%)



▲ 5.5% Y-o-Y
▲ 9.3% Q-o-Q

PAT (In ₹ mn) & PAT Margin (%)



▲ 21.1% Y-o-Y
▲ 31.9% Q-o-Q

PAT for Q2 FY24-25 includes exceptional item gain of ₹ 62.8 mn which is net of the fair value gain on contingent consideration pertaining to acquisition of a subsidiary in previous years and recognition of impairment loss of goodwill pertaining to a step down subsidiary.

Adjusted EBITDA



(In ₹ mn)	Quarter Ended			Half year	
	30.09.2024	30.06.2024	30.09.2023	30.09.2024	30.09.2023
EBITDA	1,352.3	1,237.6	1,281.4	2,709.1	2,553.9
(+) Employee stock option expense (non cash)	8.9	12.1	(74.4)	21	(39.7)
(+) Net loss on foreign currency transactions and translation	-	119.3	91.4	-	50.4
(-) Intangible assets under development	37.7	28.7	30.6	66.4	59.9
(+) Non-cash impact related to refundable security deposit provided to MNO	-	38.8	-	38.8	-
Adjusted EBITDA (Non-GAAP)	1,323.5	1,379.1	1,267.8	2,702.5	2,504.7
EBITDA margin % on a Non-GAAP basis	11.9%	12.5%	12.5%	12.2%	12.6%

(1) EBITDA = Profit before exceptional item minus (-) Other income plus (+) Finance cost and depreciation..

Management uses the non-GAAP financial information, collectively, to evaluate its ongoing operations and for internal planning and forecasting purposes. Non-GAAP financial information is presented for supplemental informational purposes only, should not be considered a substitute for financial information presented in accordance with Indian Accounting Standard (Ind AS), and may be different from similarly titled non-GAAP measures used by other companies.

Cash Flow Conversion



Cash flow (in ₹ million)	H1 FY 24-25
Profit before tax (Ind AS)	2,402.2
Adjustments for non-cash and non operating items	314.4
Adjustments for working capital	
Decrease in trade receivables	2,156.0
(Increase) in financial assets and other assets	(2,389.9)
Increase in trade payables, provisions and other liabilities	132.5
Direct taxes paid (net)	(509.6)
Net Cash generated from Operation Activities (Ind AS)	2,105.8
EBITDA	2,709.1
CFO/EBITDA	78%

Synergy Realized



A snapshot of synergies initiated as a result of integration with Proximus Group.

Route Mobile - Telesign Synergies



**Cross selling
Telesign and Route
Mobile capabilities**

Cross-sell plan rolled out;
Expecting revenue
momentum with existing
large accounts in due
course



**Drive COGS savings
through route
optimization**

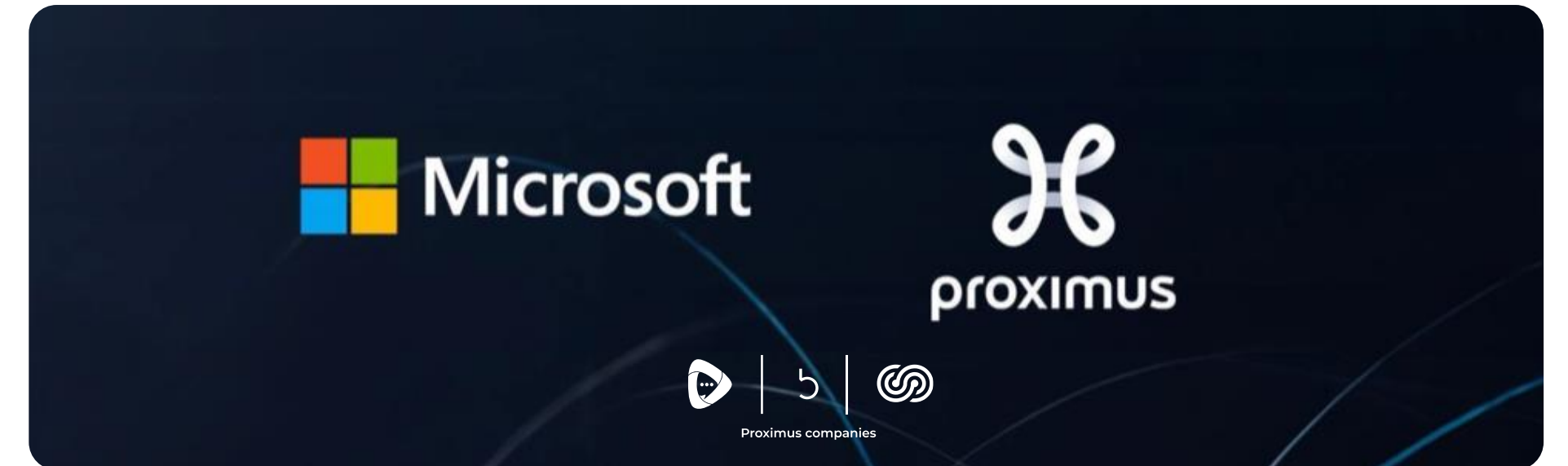
Already receiving
**incremental traffic from
Telesign** on Route Mobile
platform



**Opex synergies,
leveraging increased
scale across our
global footprint**

Rolled out **shared service
initiatives** for group
requirements in India &
Colombia and expecting
rapid ramp-up.

Group Synergies



Proximus & Microsoft enter 5 year strategic partnership. To focus on advancing **communication platform services** (CPaaS + DI), enabling seamless customer engagement across multiple channels.

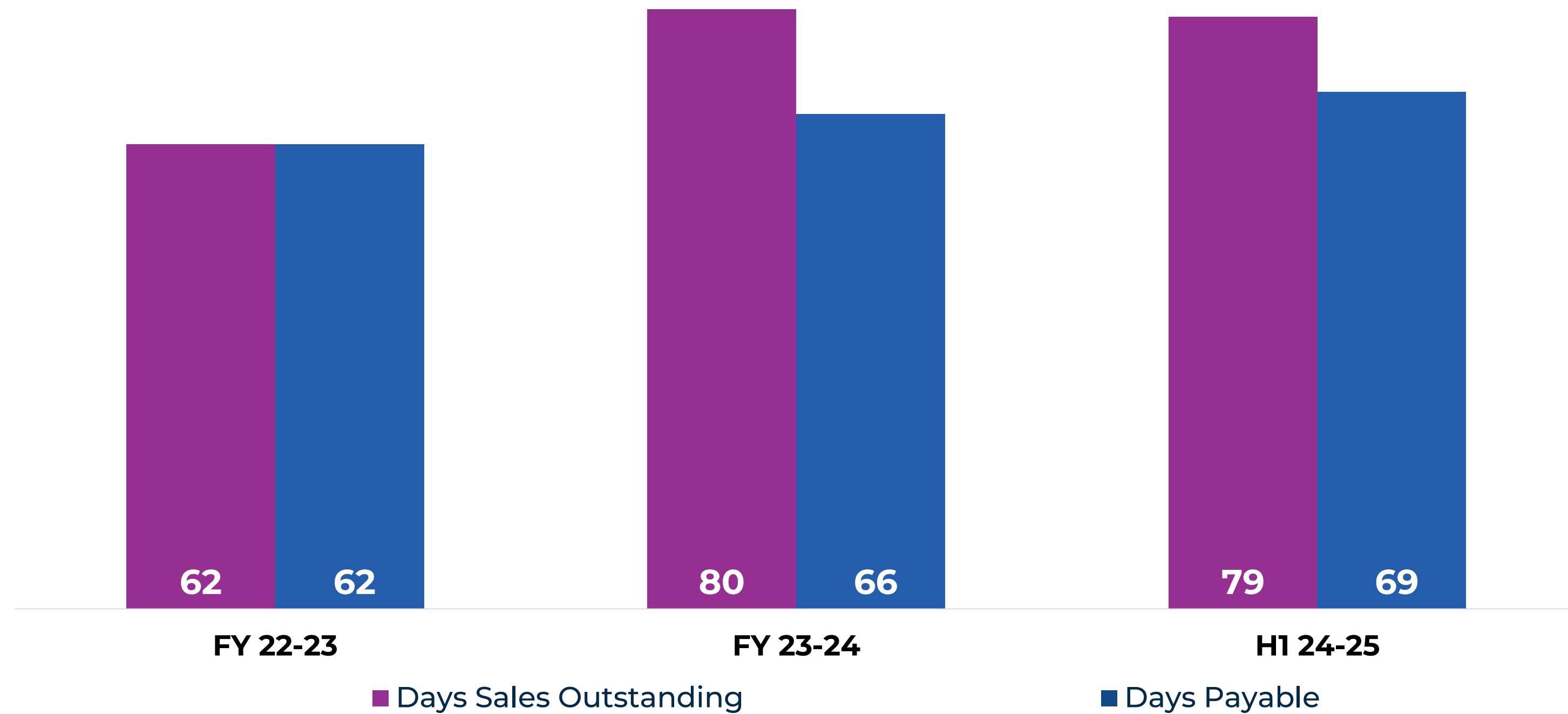


Proximus & Infosys enter a strategic partnership - joint GTM to leverage products of Route Mobile (CPaaS), Telesign (DI), and BICS solutions, combined with Infosys Digital services.

Working Capital Trend



Working Capital Trend



Trade Receivables as on Sep 30, 2024 ₹ 8,527 mn

Trade Receivables as on Mar 31, 2024 ₹ 10,716 mn

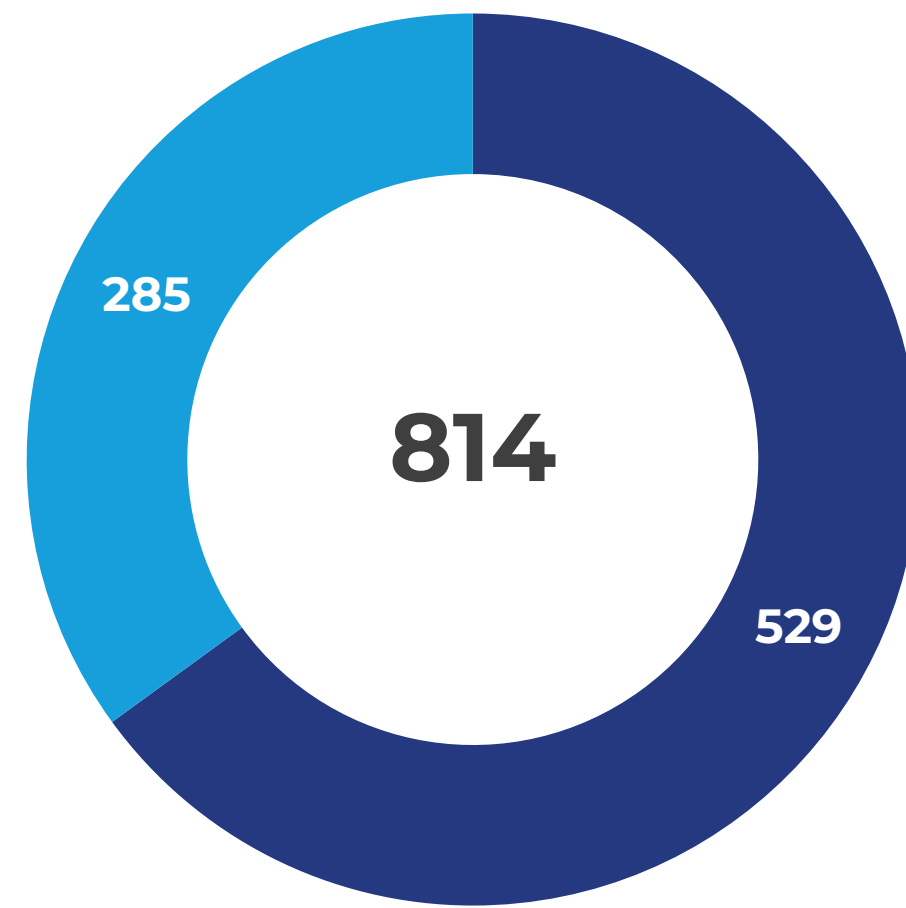
Trade Payables as on Sep 30, 2024: ₹6,445 mn

Trade Payables as on Mar 31, 2024 ₹ 6,733mn

Human Resource Capital



Location wise break-up

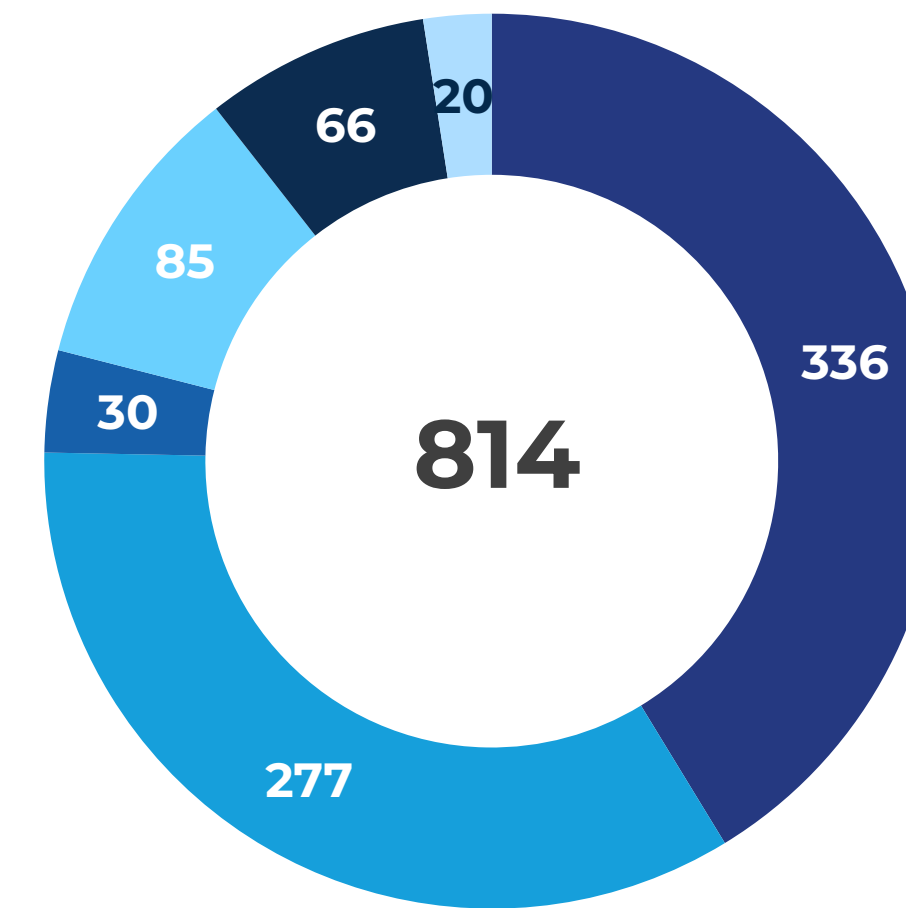


■ India ■ International

56 New Employees joined in **Q2 FY24-25**

45 Employees left in **Q2 FY24-25**

Function wise break-up



■ Tech & Tech Support
■ Sales & Marketing
■ Firewall & other operator solutions
■ General & Admin
■ Strategy, Accounts & Finance
■ Corporate-Business Heads

As on Sep 30, 2024, Employee information excludes Call2Connect



Thank You

www.routemobile.com

