



RAMANAND & ASSOCIATES

— CHARTERED ACCOUNTANTS —

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UDIN: **19103975AAAAEV2861**

To,

The Board of Directors,

ROUTE MOBILE(UK) LIMITED

183-189 The Vale,

Acton, London

W3 7RW

Dear Sir,

We have verified the translated version of the audited standalone financial statements of **ROUTE MOBILE(UK) LIMITED**(the “**Company**”) for the years ended March’31, 2019, March 31, 2018 and March 31, 2017 (“**Financial Years**”). These financial statements have been translated by the Company in Indian Rupee in accordance with Ind AS 21, The Effect of Changes in Foreign Currency Rates. The work carried out by us is in accordance with the Standard on Related Services (SRS) 4400, “Engagements to Perform Agreed-upon Procedures regarding Financial Information” issued by the Institute of Chartered Accountants of India.

As required under Schedule VI Part A item no.(11)(I)(A)(ii)(b) of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended(“**SEBI ICDR Regulations**”), we have verified the translated financial information contained in the Annexures attached to this certificate which is proposed to be uploaded on the website of **ROUTE MOBILE LIMITED** in connection with its proposed initial public offering of equity shares of Rs. 10/- each.

We did not audit the standalone financial statements of **ROUTE MOBILE(UK) LIMITED**. These financial statements have been audited by other audit firms, whose reports have been furnished to us by the Company.



These translated financials should not in any way be construed as a reissuance or re-dating of any of the previous audit reports, nor should these be construed as a new opinion on any of the audited standalone financial statements referred to herein.

These translated financials are intended solely for use of the management for uploading on website of **ROUTE MOBILE LIMITED** in connection with its proposed Initial Public Offering of equity shares of Rs. 10/- each. Our certificate should not be used, referred to or distributed for any other purpose except with our prior consent in writing.

Thanking you,

For Ramanand & Associates

Chartered Accountants

FRN No: - 117776W



Ramanand. G. Gupta

Managing Partner

M.No.103975

Date 27th September,2019



Company Registration no. 07733317 (England and Wales)

ROUTE MOBILE (UK) LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019
TRANSLATED VERSION OF AUDITED FINANCIAL STATEMENT

ROUTE MOBILE (UK) LIMITED

COMPANY INFORMATION

Directors Mr Rajdipkumar Gupta
Mr Sandipkumar Gupta

Company number 07733317

Registered office 183-189 The Vale
Acton
London
W3 7RW

Auditor Raddy Siddiqui LLP
183-189 The Vale
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W3 7RW

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ROUTE MOBILE (UK) LIMITED

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ROUTE MOBILE (UK) LIMITED

STRATEGIC REPORT FOR THE YEAR ENDED 31 MARCH 2019

The directors present the strategic report for the year ended 31 March 2019.

Fair review of the business

The company's revenues increased by 202 % from £14.29 million in the fiscal year ended 31 March 2018 to £43.16million in the fiscal year ended 31 March 2019.

During the year the company has successfully established subsidiaries in Nepal, Bangladesh, Malta, and Zambia.

Also During the year, the company has initiated the closure of its Hong Kong based subsidiary engaged in Voice business.

The company is in continuous process of expanding in existing and newer markets through direct and indirect channels. In the past, the Company has achieved success by pursuing similar startegy.

Principal risks and uncertainties

There are a number of potential risks and uncertainties, which could have a material impact on the company's long-term performance and could cause actual results to differ materially from expected results.

Liquidity risk

The company seeks to manage financial risk by ensuring sufficient liquidity is available to meet foreseeable needs and to invest cash assets safely and profitably. External funding facilities are managed to ensure that both short-term and longer-term funding is available to provide short-term flexibility whilst providing sufficient funding to the company's forecast working capital requirements.

Credit risk

The company extends credit to customers of various durations depending on customer creditworthiness and industry custom and practice for the product or service. In the event that a customer proves unable to meet payments when they fall due, the company will suffer adverse consequences. To manage this, the company continually monitors credit terms to ensure that no single customer is granted credit inappropriate to its credit risk.

Competitor risk

The company operates in a highly competitive market with rapidly changing product and pricing innovations. We are subject to the threat of our competitors launching new products in our markets (including updating product lines) before we make corresponding updates and development to our own product range. This could render our products and services out-of-date and could result in loss of market share. To reduce the risk, we undertake new product development and maintain strong supplier relationships to ensure that we have products at various stages of the life cycle.

Competitor risk also manifests itself in price pressures which are usually experienced in more mature markets. This results not only in downward pressure on our gross margins but also in the risk that our products are not considered to represent value for money. The company therefore monitors market prices on an ongoing basis.

Acquisition integration execution

The company actively pursues inorganic opportunities both in terms of geographical expansion, consolidation in existing markets and adding new product lime to its existing product portfolio. The Board acknowledges that there is a risk of operational disturbance in the course of integrating the acquired businesses with existing operations. The company mitigates this risk by careful planning and rigorous due diligence.



Development and performance

The company has developed its business to such extent that it has been recognized as "Tier 1 in International A2P messaging provider" by the annual survey conducted by ROCCO for 2018.

On behalf of the board

Mr. Sandipkumar Gupta

Director

13-May-19



ROUTE MOBILE (UK) LIMITED

**DIRECTORS' REPORT
FOR THE YEAR ENDED 31 MARCH 2019**

The directors present their annual report and financial statements for the year ended 31 March 2019.

Principal activities

The principal activity of the company continued to be engaged in the business of inter alia providing technology services for mobile communications with a focus on messaging.

Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

Mr Rajdipkumar Gupta

Mr Sandipkumar Gupta

Results and dividends

The results for the year are set out on page 7.

No ordinary dividends were paid. The directors do not recommend payment of a final dividend.

Auditor

The auditor, Reddy Siddiqui LLP, is deemed to be reappointed under section 487(2) of the Companies Act 2006.

Statement of disclosure to auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

On behalf of the board



ROUTE MOBILE (UK) LIMITED

**DIRECTORS' RESPONSIBILITIES STATEMENT
FOR THE YEAR ENDED 31 MARCH 2019**

The directors are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.



Route Mobile (UK) Limited

TRANSLATED VERSION OF AUDITED PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2019

	Notes	2019 £	2019 ₹	2018 £	2018 ₹
Turnover	3	4,31,64,993	3,91,97,15,181	1,42,85,200	1,23,25,20,030
Cost of Sales		(3,89,47,508)	(3,53,67,34,927)	(1,07,19,858)	(92,49,04,076)
Gross Profit		42,17,485	38,29,80,254	35,65,342	30,76,15,954
Administrative expenses		(22,03,878)	(20,01,29,166)	(20,21,768)	(17,44,37,149)
Other operating Income		8,57,017	7,78,23,771	8,596	7,41,659
Operating Profit	4	28,70,624	26,06,74,859	15,52,170	13,39,20,464
Interest receivable and similar Income	7	27,66,859	25,12,52,195	66,735	57,57,863
Interest Payable and similar Expenses	8	(12,77,734)	(11,60,28,129)	(5,76,735)	(4,97,60,412)
Profit before Taxation		43,59,749	39,58,98,925	10,42,170	8,99,17,915
Tax on Profit	9	4,36,317	3,96,20,958	(1,97,205)	(1,70,14,750)
Profit for the Financial year		47,96,066	43,55,19,883	8,44,965	7,29,03,165

The Profit and loss Account has been prepared on the basis that all operations are continuing operations.



Route Mobile (UK) Limited

**TRANSLATED VERSION OF AUDITED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH 2019**

	2019 £	2019 ₹	2018 £	2019 ₹
Profit for the year	47,96,066	43,55,19,883	8,44,965	7,29,03,165
Other Comprehensive income	-	-	-	-
Total Comprehensive income for the year	47,96,066	43,55,19,883	8,44,965	7,29,03,165



TRANSLATED VERSION AUDITED BALANCE SHEETS
AS AT 31 MARCH 2019

Particulars	Notes	2019		2019		2018		2018	
		£	£	₹	₹	£	£	₹	₹
Fixed assets									
Intangible Assets	10	-	-	-	-	12,495		11,40,362	
Tangible Assets	11	13,313		12,02,967		15,950		14,55,685	
Investments	12	1,66,89,967		1,44,57,87,303		1,61,22,004		1,39,47,14,459	
		<u>1,67,03,280</u>		<u>1,44,69,90,270</u>		<u>1,61,50,449</u>		<u>1,39,73,10,506</u>	
Current assets									
Debtors	15	1,61,38,467		1,45,82,76,692		48,46,167		44,22,87,815	
Investments	16	67,28,728		60,80,09,869		68,43,892		62,46,11,170	
Cash at Bank and in hand		1,27,279		1,15,00,968		1,30,618		1,19,20,916	
		<u>2,29,94,474</u>		<u>2,07,77,87,529</u>		<u>1,18,20,677</u>		<u>1,07,88,19,901</u>	
Creditors : amounts falling due within one year	17	(3,33,33,931)		(3,01,20,63,948)		(2,64,00,697)		(2,40,94,72,598)	
Net Current Liabilities		<u>(1,03,39,457)</u>		<u>(93,42,76,419)</u>		<u>(1,45,80,020)</u>		<u>(1,33,06,52,697)</u>	
Total assets less current liabilities		63,63,823		51,27,13,851		15,70,429		6,66,57,809	
Provisions for Liabilities		(1,603)		(1,44,848)		(4,275)		(3,90,160)	
Net assets		<u>63,62,220</u>		<u>51,25,69,003</u>		<u>15,66,154</u>		<u>6,62,67,649</u>	
Capital & Reserves									
Called up share capital	22	20,000		15,24,000		20,000		15,24,000	
Profit & Loss Reserves		63,42,220		57,27,39,950		15,46,154		13,72,20,067	
FCTR				-6,16,94,946				-7,24,76,418	
Total equity		<u>63,62,220</u>		<u>51,25,69,003</u>		<u>15,66,154</u>		<u>6,62,67,649</u>	



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2019

	SHARE CAPITAL		PROFIT AND LOSS RESERVES		TOTAL	
	£	₹	£	₹	£	₹
Balance as at 1st April 2017	20,000	15,24,000	7,01,189	6,43,16,902	7,21,189	6,58,40,902
Year ended 31st March 2018:						
Profit & total comprehensive income for the year	-	-	8,44,965	7,29,03,165	8,44,965	7,29,03,165
Balance as at 31st March 2018	20,000	15,24,000	15,46,154	13,72,20,067	15,66,154	13,87,44,067
Year ended 31st March 2019:						
Profit & total comprehensive income for the year	-	-	47,96,066	43,55,19,883	47,96,066	43,55,19,883
Balance at 31st March 2019	20,000	15,24,000	63,42,220	57,27,39,950	63,62,220	57,42,63,950



ROUTE MOBILE (UK) LIMITED
**TRANSLATED VERSION OF AUDITED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH 2019**

Particulars	Notes	2019 £	2019 ₹	2018 £	2018 ₹
Cash flows from operating activities					
Cash (absorbed by)/generated from operations	26	(15,81,354)	(14,15,97,157)	1,64,82,475	1,49,64,47,171
Interest paid		(12,77,734)	(11,60,28,129)	(5,76,735)	(4,97,60,412)
Income taxes refunded /(paid)		5,73,464	5,20,74,966	(40,517)	(34,95,787)
Net cash (outflow)/inflow from operating activities		(22,85,624)	(20,55,50,319)	1,58,65,223	1,44,31,90,972
Investing activities					
Purchase of tangible fixed assets		(7,316)	(6,64,349)	(10,479)	(9,04,123)
Proceeds on disposal of subsidiaries		(5,60,978)	(5,09,41,141)	(1,56,92,366)	(1,35,39,29,621)
Proceeds on disposal of associates		(4,510)	(4,09,543)		0
Proceeds from other investments and loans		1,13,873	1,03,40,549	(68,52,828)	(59,12,58,630)
Interest received		1,85,902	1,68,81,339	66,735	57,57,863
Dividends receivables		25,80,957	23,43,70,855	0	0
Net cash generated from / (used in) investing activities		23,07,928	20,95,77,711	(2,24,88,938)	(1,94,03,34,510)
Financing Activities					
Repayment of bank loans		(25,643)	(23,28,583)	60,32,429	52,04,75,007
Net cash (used in) / generated from financing activities		(25,643)	(23,28,583)	60,32,429	52,04,75,007
Net decrease in cash & cash equivalents		(3,339)	16,98,809	(5,91,286)	2,33,31,469
Cash & cash equivalents at beginning of the year		1,30,618	1,19,20,916	7,21,904	5,86,87,023
Foreign currency translation reserve			(21,18,756)		(7,00,97,576)
Cash & cash equivalents at end of year		1,27,279	1,15,00,968	1,30,618	1,19,20,916



ROUTE MOBILE (UK) LIMITED
TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019

1 Accounting policies

Company Information

Route Mobile (UK) Limited is a private company limited by shares incorporated in England and Wales. The registered office is 183-189 The Vale, Acton, London, W3 7RW.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of freehold properties and to include investment properties and certain financial instruments at fair value. The principal accounting policies adopted are set out below.

The company has taken advantage of the exemption under section 401 of the Companies Act 2006 not to prepare consolidated accounts. The financial statements present information about the company as an individual entity and not about its group.

Route Mobile (UK) Limited is a wholly owned subsidiary of Route Mobile Limited and the results of Route Mobile (UK) Limited are included in the consolidated financial statements of Route Mobile Limited which are available from 4th Dimension, 3rd Floor, Mind Space, Mumbai 400 064, India.

1.2 Going Concern

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

1.3 Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, and is shown net of VAT and other sales related taxes. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer (usually on dispatch of the goods), the amount of revenue can be measured reliably, it is probable that the economic benefits associated with the transaction will flow to the entity and the costs incurred or to be incurred in respect of the transaction can be measured reliably.



1 Accounting policies

(Continued)

The company recognises revenue from sale of services based on the usage of Short Message Services (SMS). The revenue is recognised when the company's services are used based on the specific terms of the contract with customers.

Income from services is recognised when the service is rendered in terms of the agreements/arrangements with parties.

Amounts received or billed in advance for services to be performed in future are recorded as advances from customers / advance billing.

Liquidated damages and penalties are accounted as per the contract terms wherever there is a delayed delivery attributable to the company and when there is a reasonable certainty with which the same can be estimated.

Profit on sale of investments is recorded on transfer of title from the company and is determined as the difference between the sale price and carrying value of the investment.

Dividend are recognised in profit or loss only when the right to receive payment is established, it is probable that the economic benefits associated with the dividend will flow to the group, and the amount of the dividend can be measured reliably.

Interest income for all debt instruments is recognised using the effective interest rate method. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the gross carrying amount of a financial asset. When calculating the effective interest rate, the company estimates the expected cash flows by considering all the contractual terms of the financial instrument (for example, prepayment, extension, call and similar options) but does not consider the expected credit losses.

1.4 Intangible fixed assets other than goodwill

Intangible assets acquired separately from a business are recognised at cost and are subsequently measured at cost less accumulated amortisation and accumulated impairment losses.

Intangible assets acquired on business combinations are recognised separately from goodwill at the acquisition date where it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity and the fair value of the asset can be measured reliably.

Amortisation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Software	straight line over 3 years
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1.5 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Fixtures, fittings & equipment	straight line over 3 to 5 years
Computer equipment	straight line over 3 to 5 years



1 Accounting policies

(Continued)

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

1.6 Fixed asset investments

Interests in subsidiaries, associates and jointly controlled entities are initially measured at cost and subsequently measured at cost less any accumulated impairment losses. The investments are assessed for impairment at each reporting date and any impairment losses or reversals of impairment losses are recognised immediately in profit or loss.

A subsidiary is an entity controlled by the company. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

An associate is an entity, being neither a subsidiary nor a joint venture, in which the company holds a long term interest and where the company has significant influence. The company considers that it has significant influence where it has the power to participate in the financial and operating decisions of the associate.

Entities in which the company has a long term interest and shares control under a contractual arrangement are classified as jointly controlled entities.

1.7 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.8 Cash at bank and in hand

Cash at bank and in hand are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.



1 Accounting policies

(Continued)

1.9 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Other financial assets

Other financial assets, including investments in equity instruments which are not subsidiaries, associates or joint ventures, are initially measured at fair value, which is normally the transaction price. Such assets are subsequently carried at fair value and the changes in fair value are recognised in profit or loss, except that investments in equity instruments that are not publicly traded and whose fair values cannot be measured reliably are measured at cost less impairment.

Impairment of financial assets

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

Derecognition of financial assets

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the company transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.



1 Accounting policies

(Continued)

Basic financial liabilities

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Other financial liabilities

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Changes in the fair value of derivatives are recognised in profit or loss in finance costs or finance income as appropriate, unless hedge accounting is applied and the hedge is a cash flow hedge.

Debt instruments that do not meet the conditions in FRS 102 paragraph 11.9 are subsequently measured at fair value through profit or loss. Debt instruments may be designated as being measured at fair value through profit or loss to eliminate or reduce an accounting mismatch or if the instruments are measured and their performance evaluated on a fair value basis in accordance with a documented risk management or investment strategy.

Derecognition of financial liabilities

1.10 Equity Instruments

Equity instruments issued by the company are recorded at the proceeds received, net of transaction costs.

Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

1.11 Derivatives

Derivatives are initially recognised at fair value at the date a derivative contract is entered into and are subsequently remeasured to fair value at each reporting end date. The resulting gain or loss is recognised in profit or loss immediately unless the derivative is designated and effective as a hedging instrument, in which event the timing of the recognition in profit or loss depends on the nature of the hedge relationship.

A derivative with a positive fair value is recognised as a financial asset, whereas a derivative with a negative fair value is recognised as a financial liability.

1.12 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2019

1 Accounting policies

(Continued)

Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

Deferred tax

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the profit and loss account, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

1.13 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.14 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

1.15 Leases

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leases asset are consumed.

1.16 Foreign Exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation are included in the profit and loss account for the period.



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

3 Turnover and other Revenue

An analysis of the company's Turnover is as follows

	2019 £	2019 ₹	2018 £	2018 ₹
Turnover Analysed by class of business				
Revenue	4,31,64,993	3,91,97,15,181	1,42,85,200	1,23,25,20,030
	2019 £	2019 ₹	2018 £	2018 ₹
Other Significant revenue				
Interest Income	1,85,902	1,68,81,339	66,735	57,57,863
Dividends receivable	25,80,957	23,43,70,855	-	-
	2019 £	2019 ₹	2018 £	2018 ₹
Turnover analysed by geographical market				
UK	1,37,84,086	1,25,17,01,608	14,51,250	12,52,13,136
Europe	24,99,779	22,69,99,265	13,15,639	11,35,12,686
Rest of the world	2,68,81,128	2,44,10,14,308	1,15,18,311	99,37,94,208
	4,31,64,993	3,91,97,15,181	1,42,85,200	1,23,25,20,030



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

4 Operating Profit	2019 £	2019 ₹	2018 £	2018 ₹
Operating profit for the year is stated after charging/(crediting)				
Exchange losses/(Gains)	7,56,770	6,87,20,568	(5,680)	(4,90,068)
Fees payable to the company's auditor for the audit of the company's financial statements	13,500	12,25,904	8,000	6,90,236
Depreciation of owned tangible fixed assets	9,953	9,03,809	6,544	5,64,613
Amortisation of Intangible assets	12,495	11,34,643	12,494	10,77,976
Operating lease charges	25,178	22,86,357	2,34,539	2,02,35,910

Exchange differences recognised in profit or loss during the year, except for those arising on financial instruments measured at fair value through profit or loss, amounted to £ 756,770 (2018 - £5,680).

5 Employees

The Average monthly number of persons (including director) employed by the company during the year was:

	2019 Number	2018 Number
Administration	6	13

Their aggregate remuneration compared:

	2019 £	2019 ₹	2018 £	2018 ₹
Wages and Salaries	1,80,942	1,64,30,933	5,97,976	5,15,93,075
Social security	20,749	18,84,170	52,104	44,95,507
Pension costs	1,290	1,17,142	836	72,130
	2,02,981	1,84,32,245	6,50,916	5,61,60,712



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

6 Directors' remuneration

	2019 £	2019 ₹	2018 £	2018 ₹
Remuneration for qualifying services	16,320	14,81,982	16,534	14,26,545

7 Interest receivable and similar income

	2019 £	2019 ₹	2018 £	2018 ₹
Interest Income				
Interest on bank deposits	1,85,902	1,68,81,339	61,685	53,22,151
Other interest income	-	-	5,050	-
Total interest revenue	1,85,902	1,68,81,339	66,735	53,22,151
Income from fixed asset investments				
Income from shares in group undertakings	25,80,957	23,43,70,855	-	-
Total Income	27,66,859	25,12,52,195	66,735	53,22,151

Investment income include the following :

Interest on financial asset not measured at
fair value through profit or loss

	1,85,902	1,68,81,339	61,685	53,22,151
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8 Interest payable and similar expenses

	2019 £	2019 ₹	2018 £	2018 ₹
Interest on financial liabilities measured at amortised cost :	2,73,488	2,48,34,825	5,76,735	4,97,60,412
Interest on bank overdrafts and loans	10,04,246	9,11,93,303	-	-
	12,77,734	11,60,28,129	5,76,735	4,97,60,412

Other interest on financial liabilities refers to unwinding of finance cost related to earn out payment payable
for the acquisition of 365squared Limited.



ROUTE MOBILE (UK) LIMITED
**TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019**
9 Taxation

	2019 £	2019 ₹	2018 £	2018 ₹
Current Tax				
UK Corporation tax on profits for the current period	3,40,642	3,09,32,928	2,00,768	1,73,22,164
Other tax reliefs	(7,74,287)	(7,03,11,248)	-	-
Total current tax	(4,33,645)	(3,93,78,320)	2,00,768	1,73,22,164
Deferred Tax				
Origination and reversal of timing differences	(2,672)	(2,42,638)	(3,563)	(3,07,414)
Total tax (credit)/charge	(4,36,317)	(3,96,20,958)	1,97,205	1,70,14,750

The actual (credit)/charge for the year can be reconciled to the expected charge for the year based on the profit or loss and the standard rate of tax as follows:

	2019 £	2019 ₹	2018 £	2018 ₹
Profit before taxation	43,59,749	39,58,98,925	10,42,170	8,99,17,915
Expected tax charge based on the standard rate of corporation tax in the UK of 19.00% (2018 : 19.00%)	8,28,352	7,52,20,768	1,98,012	1,70,84,378
Permanent capital allowances in excess of depreciation	(1,594)	(1,44,748)	(861)	(74,287)
Depreciation on assets not qualifying for tax allowances	4,265	3,87,295	3,617	3,12,073
Other non-reversing timing differences	(2,672)	(2,42,638)	(3,563)	(3,07,414)
Dividend income	(4,90,381)	(4,45,30,387)	0	0
Foreign tax credit	(7,74,287)	(7,03,11,248)	0	0
Total (credit)/charge for the year	(4,36,317)	(3,96,20,958)	1,97,205	1,70,14,750



ROUTE MOBILE (UK) LIMITED
**TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019**
10 Intangible fixed assets

	Software	
	£	₹
Cost		
At 1st April 2018 and 31st March 2019	62,472	57,01,537.81
FCTR		-56,549.26
At 1st April 2018 and 31st March 2019	62,472	56,44,989
Amortisation and impairment		
At 1st April 2018	49,977	45,61,175.49
Amortisation charged for the year	12,495	11,34,643
FCTR		-50,830
At 31st March 2019	62,472	56,44,989
Carrying amount		
At 31st March 2019	-	-
At 31st March 2018	12,495	11,40,362

11 Tangible fixed assets

	Fixtures, fittings and equipment		Computer equipment		Total	
	£	₹	£	₹	£	₹
Cost						
At 1st April 2018	6,797	6,20,332	27,399	25,00,583	34,196	31,20,915
Additions	1,972	1,79,073	5,344	4,85,277	7,316	6,64,349
FCTR		-7,035		-27,192	-	-34,227
At 31st March 2019	8,769	7,92,369	32,743	29,58,667	41,512	37,51,037
Depreciation and impairment						
At 1 April 2018	2,073	1,89,193	16,173	14,76,037	18,246	16,65,230
Depreciation charged in the year	2,086	1,89,425	7,867	7,14,384	9,953	9,03,809
FCTR		-2,810		-18,160		-20,969
At 31st March 2019	4,159	3,75,808	24,040	21,72,262	28,199	25,48,070
Carrying amount						
At 31st March 2019	4,610	4,16,561	8,703	7,86,406	13,313	12,02,967
At 31st March 2018	4,724	4,31,138	11,226	10,24,546	15,950	14,55,685



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019

12 Fixed Asset Investments

	Notes	2019 £	2019 ₹	2018 £	2018 ₹
Investments in Subsidiaries	13	1,58,83,040	1,37,28,73,138	1,58,12,798	1,36,64,94,622
Loans to Subsidiaries	13	7,99,942	7,22,82,998	3,09,206	2,82,19,838
Loans to Associates		6,985	6,31,167	-	-
		<u>1,66,89,967</u>	<u>1,44,57,87,303</u>	<u>1,61,22,004</u>	<u>1,39,47,14,459</u>

12 Fixed Asset Investments

Movement in Fixed Assets Investments	Shares in group undertakings and participating interest £	Shares in group undertakings and participating interest ₹	Loans to group undertakings and participating interest £	Loans to group undertakings and participating interest ₹	Total £	Total ₹
Cost or Valuation						
At 1st April 2018	1,58,12,798	1,36,64,94,622	3,11,681	2,84,45,719.78	1,61,24,479	1,39,49,40,341
Additions	89,809	81,55,352	6,32,778	5,74,61,136	7,22,587	6,56,16,488
Valuations Changes	(19,567)	(17,76,835)	0	0	(19,567)	(17,76,835)
Disposals	-	0	(1,37,532)	(1,24,88,969)	(1,37,532)	(1,24,88,969)
FCTR		0		(5,03,722)	0	(5,03,722)
AT 31 St March 2019	<u>1,58,83,040</u>	<u>1,37,28,73,138</u>	<u>8,06,927</u>	<u>7,29,14,164</u>	<u>1,66,89,967</u>	<u>1,44,57,87,303</u>
Carrying Amount						
AT 31 st March 2019	1,58,83,040	1,37,28,73,138	8,06,927	7,29,14,164	1,66,89,967	1,44,57,87,303
AT 31 st March 2018	<u>1,58,12,798</u>	<u>1,36,64,94,622</u>	<u>3,11,681</u>	<u>2,84,45,720</u>	<u>1,61,24,479</u>	<u>1,39,49,40,341</u>



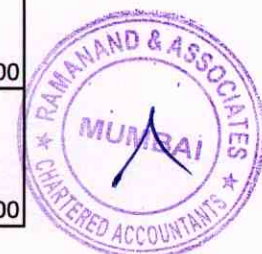
ROUTE MOBILE (UK) LIMITED**TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019****13 Subsidiaries**

The company has taken advantage of the exemption under section 401 of the Companies Act 2006 not to prepare consolidated accounts.

Route Mobile (UK) Limited is a wholly owned subsidiary of Route Mobile Limited, India and the results of Route Mobile (UK) Limited are included in the consolidated financial statements of Route Mobile limited which are available from 4th Dimension, 3rd Floor, Mind Space, Mumbai 400 064, India.

Details of the company's subsidiaries at 31 March 2019 are as follows:

	Name of undertaking	Registered office	Nature of business	Class of shares held	% Held	
					Direct	Indirect
	365squared Ltd	Malta	Inter alia providing Technology services for mobile communications with a focus on SMS filtering, analytics and monetisation.	Ordinary		100.00
	Route Connect (Kenya) Ltd.	Kenya	Inter alia providing Technology services for mobile communications with a focus on messaging and voice solutions.	Ordinary		100.00
	Route Mobile Hongkong Ltd.	Hong Kong	Inter alia providing Technology services for mobile communications with a focus on messaging and voice solutions.	Ordinary		100.00
	Route Mobile Inc	USA	Any lawful business for which Ordinary Route Mobile Inc is incorporated under the Virginia Stock Corporation Act.	Ordinary		100.00
	Route Mobile Ltd. (Ghana)	Ghana	Inter alia providing technology services for telecommunication solutions.	Ordinary		100.00



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

	Route Mobile (Bangladesh)Limited	Bangladesh	Inter alia providing technology services for mobile communications with a focus on messaging and voice solutions.	Ordinary	70.00
	Route Mobile Nepal Pvt.Ltd.	Nepal	Inter alia providing technology services for mobile communications with a focus on messaging and voice solutions.	Ordinary	100.00
	Route Mobile Lanka(Private) Limited	Sri lanka	Inter alia providing technology services for mobile communications with a focus on messaging and voice solutions.	Ordinary	100.00
	Route Mobile Malta Limited	Malta	Inter alia providing technology services for mobile communications with a focus on messaging and voice solutions.	Ordinary	100.00
	Route Mobile UgandaLimited	Uganda	Inter alia to establish, promote, purchase, set up or connect with any database, network data and information processing centres and bureaus for dissemination of knowledge and information related to c	Ordinary	100.00
	Routesms Solutions ZambiaLimited	Zambia	Inter alia information and communication i.e wireless telecommunications activities, cloud communication service providers including messaging, voice, e-mail and SMS filtering, analytics and monetiza	Ordinary	100.00



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

Name of the Undertaking	Profit /(Loss) £	Profit /(Loss) ₹	Capital and Reserves £	Capital and Reserves ₹
365 Squared Limited	14,84,944	13,48,44,399	8,45,410	7,63,91,500
Route (Connect) Kenya Limited	5,041	4,57,762	70,815	63,98,865
Route Mobile Hongkong Limited	(60,226)	(54,68,987)	(2,33,162)	(2,10,68,588)
Route Mobile INC	(5,13,887)	(4,66,64,914)	(9,20,158)	(8,31,45,751)
Route Mobile Limited. (Ghana)	(56,315)	(51,13,838)	(16,774)	(15,15,704)
Route Mobile (Bangladesh) Limited	(26,265)	(23,85,065)	5,608	5,06,741
Route Mobile Nepal Private Limited	(3,977)	(3,61,142)	30,423	27,49,031
Route Mobile Lanka (Private) Limited	(7,185)	(6,52,454)	(6,578)	(5,94,390)
Route Mobile Malta Limited	(1,305)	(1,18,504)	517	46,716
Route Mobile Uganda Limited	(4,118)	(3,73,946)	6,069	5,48,397
Routesms Solutions Zambia Limited		0	979	88,463

The Investments in Subsidiaries are all stated at cost.

14 Financial Instruments

	2019 £	2019 ₹	2018 £	2018 ₹
Carrying Amount of Financials Assets				
Debt Instruments measured at Amortised Cost	1,69,31,237	1,52,99,11,626	51,06,358	46,60,34,274.67
Instruments Measured at fair value through profit or loss	67,28,728	60,80,09,869	68,43,892	62,46,11,169.87
Carrying Amount of Financials Liabilities				
Measured at amortised cost	3,29,43,534	2,97,67,87,559	2,61,73,118	2,38,87,02,488.76



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

15 Debtors

	2019 £	2019 ₹	2018 £	2018 ₹
Amounts falling due within one year:				
Trade Debtors	28,70,336	25,93,64,417	47,25,898	43,13,11,405.63
Amounts owed by group undertakings	1,22,51,600	1,10,70,58,230	-	-
other debtors	10,02,374	9,05,74,814	86,355	78,81,231.55
Prepayments and accrued income	14,157	12,79,231	31,439	28,69,295.80
	<u>1,61,38,467</u>	<u>1,45,82,76,692</u>	<u>48,43,692</u>	<u>44,20,61,933</u>
Amounts falling due after more than one year :				
	£	₹	£	₹
Amounts due from related parties	0	-	2,475	2,25,882.09
Total debtors	<u>1,61,38,467</u>	<u>1,45,82,76,692</u>	<u>48,46,167</u>	<u>44,22,87,815</u>

16 Current Assets Investments

	2019 £	2019 ₹	2018 £	2018 ₹
Listed Investments	67,28,728	60,80,09,869	68,43,892	62,46,11,169.87



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

17 Creditors: Amounts falling due within one year Notes		2019	2019	2018	2018
		£	₹	£	₹
Bank Loans and Overdrafts	18	60,06,786	54,27,74,975	60,32,429	55,05,52,600
Payments received on account		-	-	57,200	52,20,386.14
Trade Creditors		8,51,379	7,69,30,860	27,51,468	25,11,14,080.46
Amounts owed to group undertakings		1,78,74,710	1,61,51,64,127	97,90,622	89,35,45,932.81
Corporation Tax		3,40,444	3,07,62,621	2,00,625	1,83,10,139.31
Other taxation and Social security		49,953	45,13,768	26,954	24,59,970.07
Other Creditors		81,14,239	73,32,05,056	70,65,033	64,47,93,712.02
Accruals and deferred Income		96,420	87,12,540	4,76,366	4,34,75,777.31
		3,33,33,931	3,01,20,63,948	2,64,00,697	2,40,94,72,598

Other creditors include £ 80,86,998 (2018:- £ 70,54,112) earn out payment payable for the acquisition of 365 squared limited.

18 Loans and Overdrafts		2019	2019	2018	2018
		£	₹	£	₹
Bank Loans		60,06,786	54,27,74,975	60,32,429	55,05,52,600.02
Payable within one year		60,06,786	54,27,74,975	60,32,429	55,05,52,600

19 Provisions for Liabilities		2019	2019	2018	2018
		£	₹	£	₹
Deferred Tax liabilities	20	1,603	1,44,848	4,275	3,90,159.98



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

20 Deferred taxation

Deferred tax assets and liabilities are offset where the company has the legally enforceable right to do so. The following is the analysis of the deferred tax balances (after offset) for financial reporting purpose.

	Liabilities 2019 £	Liabilities 2019 ₹	Liabilities 2018 £	Liabilities 2018 ₹
Balances:				
Accelerated capital allowances	1,603	1,44,848	4,275	3,90,160
Movements in the year:				
			2019 £	2019 ₹
Liability at 1 st April 2018			4,275	3,90,159.98
Credit to profit or loss			(2,672)	(2,42,638)
FCTR				(2,674)
Liability at 31 st March 2019			1,603	1,44,848

The deferred tax liability setout above is expected to reverse within 12 months and relates to accelerated capital allowances that are expected to mature within the same period.

21 Retirement benefit schemes

	2019 £	2019 ₹	2018 £	2018 ₹
Defined contributions schemes				
Charge to profit or loss in respect of defined contributions schemes	1,290	1,17,142	836	72,130

The Company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the company in an independently administered fund.



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

22 Share capital	2019 £	2019 ₹	2018 £	2018 ₹
Ordinary Share capital Issued and fully paid up 20000 Ordinary shares of £ 1 each	20,000	15,24,000	20,000	15,24,000

23 Operating lease commitments

Lessee

At the reporting end date the company had outstanding commitments for the future minimum lease payments under non-cancellable operating leases , which falls due as follows:

	2019 £	2019 ₹	2018 £	2018 ₹
Within one year	53,728	48,54,878	21,332	19,46,875.47

24 Related Party Transactions

Remuneration of Key managerial Personnel

The remuneration of key managerial personnel is as follows.

	2019 £	2019 ₹	2018 £	2018 ₹
Aggregate Compensation	16,320	14,81,982	16,534	14,26,545



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2019

Transactions with related parties

During the year the company entered into the following transactions with related parties

	Sale of services				Management charges			
	2019 £	2019 ₹	2018 £	2018 ₹	2019 £	2019 ₹	2018 £	2018 ₹
Entities with control , Joint control or significant influence over the company	80,04,412	72,68,62,512	33,66,172	29,04,31,665	6,01,394	5,46,11,226	5,93,331	5,11,92,307
Entities over which the entity has control , Joint control or significant influence	5,56,720	5,05,54,481	17,154	14,80,039	-	-	-	-
Fellow Subsidiaries	22,02,020	19,99,60,445	38,09,545	32,86,85,669	-	-	-	-

The following amounts were outstanding at the reporting end date:

Amounts owed to related parties

	2019 £	2019 ₹	2018 £	2018 ₹
Entities with control , Joint control or significant influence over the company	41,84,446	37,81,07,789	23,86,363	21,77,92,593
Entities over which the entity has control , Joint control or significant influence	35,67,902	32,23,96,689	2,12,418	1,93,86,433
Fellow Subsidiaries	1,01,22,362	91,46,59,650	71,87,478	65,59,68,715

The Amounts owed to related parties is not secured and is repayable within one year. No interest is payable on the outstanding amount.



ROUTE MOBILE (UK) LIMITED**TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019****24 Related party Transactions**

The following amounts were outstanding at the reporting end date:

	2019 Balance £	2019 Balance ₹
Amounts owed by related parties		
Entities with control , Joint control or significant influence over the company	72,71,669	65,70,70,180
Entities over which the entity has control , Joint control or significant influence	44,02,536	39,78,14,466
Fellow Subsidiaries	5,77,395	5,21,73,584

	2018 Balance £	2018 Balance ₹
Amounts owed in Previous period		
Entities over which entity has control , joint control or significant influence	8,936	8,15,548



ROUTE MOBILE (UK) LIMITED

TRANSLATED VERSION OF AUDITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2019

25 Ultimate controlling party

The parent company is Route Mobile Limited, India.

The company financial statement of Route Mobile (UK) limited are consolidated in to the group accounts of the parent company, Route Mobile Limited, India. These are available at Route Mobile Limited, 4 th Dimension, 3 rd floor, Mind Space, Malad (west), Mumbai - 400 064, India.

26 Cash generated from operations

	2019 £	2019 ₹	2018 £	2018 ₹
Profit for the year after tax	47,96,066	43,55,19,883	8,44,965	7,29,03,165
Adjustments for :				
Taxation (credited) / charged	(4,36,317)	(3,96,20,958)	1,97,205	1,70,14,750
Finance costs	12,77,734	11,60,28,129	5,76,735	4,97,60,412
Investment income	(27,66,859)	(25,12,52,195)	(66,735)	(57,57,863)
Amortisation and impairment of Intangible assets	12,495	11,34,643	12,494	10,77,976
Depreciation and impairment of tangible fixed assets	9,953	9,03,809	6,544	5,64,613
Movements in Working capital:				
(Increase in debtors)	(1,12,93,484)	(1,02,04,82,583)	(42,36,361)	(38,66,33,571)
Increase in creditors	68,19,058	61,61,72,115	1,91,47,628	1,74,75,17,688
Cash (Absorbed by)/ generated from operations	(15,81,354)	(14,15,97,157)	1,64,82,475	1,49,64,47,171



**ROUTE MOBILE (UK) LIMITED
MANAGEMENT INFORMATION
FOR THE YEAR ENDED 31 MARCH 2019**

ROUTE MOBILE (UK) LIMITED
**TRANSLATED VERSION OF AUDITED DETAILED TRADING AND PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31ST MARCH 2019**

	2019 £	2019 ₹	2018 £	2018 ₹
Turnover				
Sales UK	1,37,84,086	1,25,17,01,608	14,51,250	12,52,13,136
Sales Europe	24,99,779	22,69,99,265	13,15,639	11,35,12,686
Sales rest of the world	1,61,17,976	1,46,36,36,869	1,15,18,311	99,37,94,208
Inter company sales	1,07,63,152	97,73,77,439	-	-
	<u>4,31,64,993</u>	<u>3,91,97,15,181</u>	<u>1,42,85,200</u>	<u>1,23,25,20,030</u>
Cost of Sales				
Direct Sales	3,89,47,508	3,53,67,34,927	1,07,19,858	92,49,04,076
	<u>(3,89,47,508)</u>	<u>(3,53,67,34,927)</u>	<u>(1,07,19,858)</u>	<u>(92,49,04,076)</u>
Gross Profit	9.77% 42,17,485	9.77% 38,29,80,254	24.96% 35,65,342	24.96% 30,76,15,954
Other Operating Income				
Sundry Income	5,349	4,85,730.57	8,596	7,41,659
Foreign exchange gain/loss	8,51,668	7,73,38,040.78	-	0
	<u>8,57,017</u>	<u>7,78,23,771</u>	<u>8,596</u>	<u>7,41,659</u>
Administrative expenses	<u>(22,03,878)</u>	<u>(20,01,29,166)</u>	<u>(20,21,768)</u>	<u>(17,44,37,149)</u>
Operating Profit	28,70,624	26,06,74,859	15,52,170	13,39,20,464
Interest receivable & similar income				
Bank interest received	1,85,902	1,68,81,339	61,685	53,22,151
Other interest received - not on financial instruments	-	0	5,050	4,35,712
Dividends receivable from group companies	25,80,957	23,43,70,855	-	-
	<u>27,66,859</u>	<u>25,12,52,195</u>	<u>66,735</u>	<u>57,57,863</u>
Interest payable and similar expenses				
Bank interest on loans and overdrafts	2,73,488	2,48,34,825	5,76,735	4,97,60,412
Non Bank interest on loans	10,04,246	9,11,93,303	-	-
	<u>(12,77,734)</u>	<u>(11,60,28,129)</u>	<u>(5,76,735)</u>	<u>(4,97,60,412)</u>
Profit before taxation	10.10% <u>43,59,749</u>	10.10% <u>39,58,98,925</u>	7.30% <u>10,42,170</u>	7.30% <u>8,99,17,915</u>



ROUTE MOBILE (UK) LIMITED

**TRANSLATED VERSION OF AUDITED SCHEDULE OF ADMINISTRATIVE EXPENSES
FOR THE YEAR ENDED 31ST MARCH 2019**

	2019		2018	
	£	₹	£	₹
Administrative expenses				
Wages & Salaries	1,64,622	1,49,48,951	5,81,442	5,01,66,530
Social security costs	20,749	18,84,170	52,104	44,95,507
Staff welfare	1,490	1,35,304	4,069	3,51,071
Staff pension costs defined contribution	1,290	1,17,142	836	72,130
Director's remuneration	16,320	14,81,982	16,534	14,26,545
Management charge - Group	6,01,394	5,46,11,226	5,93,331	5,11,92,307
Rent re operating leases	25,178	22,86,357	2,34,539	2,02,35,910
Computer running costs	57,779	52,46,780	40,511	34,95,269
Travelling expenses	26,860	24,39,096	1,36,515	1,17,78,447
Professional subscriptions	21,199	19,25,033	-	-
Legal and professional fees	71,359	64,79,949	57,641	49,73,237
Consultancy fees	1,53,253	1,39,16,558	24,618	21,24,029
Accountancy	3,430	3,11,471	14,410	12,43,288
Audit fees	13,500	12,25,904	8,000	6,90,236
Bank Charges	30,738	27,91,248	16,675	14,38,711
Bad and doubtful debts	742	67,379	1,73,741	1,49,90,288
Insurance (not Premises)	27,073	24,58,438	-	-
Printing and stationery	889	80,728	1,173	1,01,206
Advertising	1,81,053	1,64,41,013	29,187	25,18,240
Telecommunications	1,680	1,52,557	21,251	18,33,526
Sundry expenses	4,062	3,68,861	1,833	1,58,150
Amortisation	12,495	11,34,643	12,494	10,77,976
Depreciation	9,953	9,03,809	6,544	5,64,613
Profit or loss on foreign exchange	7,56,770	6,87,20,568	-5,680	-4,90,068
Total	22,03,878	20,01,29,166	20,21,768	17,44,37,149

