

Ref No: RML/2021-22/82

Date: May 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

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Press Release dated May 18, 2021.

You are requested to take the above information on record.

Yours faithfully,

For Route Mobile Limited

Rathindra Das
Head Legal, Company Secretary & Compliance Officer

Encl: as above

ROUTE MOBILE LIMITED ANNOUNCES RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2021

FY21 Revenue from Operations stands at Rs. 1,406.2 crore, PAT stands at Rs. 132.8 Crore

Mumbai: May 18, 2021: Route Mobile Limited (“RML”), 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 fourth quarter and year ended March 31, 2021.

Highlights for Q4FY21 Consolidated Financials

- Revenue from Operations stood at Rs. 362.4 crore as against Rs. 265.8 crore in Q4FY20
- EBITDA reported at Rs. 51.5 crore as compared to Rs. 25.1 crore in Q4FY20
- Profit Before Tax stands at Rs. 42.5 crore as against Rs.17.5crore in Q4FY20
- Profit After Tax reported was at Rs. 35.5 crore as against Rs. 14.8 crore in Q4FY20
- EPS stands at Rs. 6.17

FY21 (Consolidated)

Revenues from operations for the year ended March 31st, 2021 stood at Rs. 1406.2 crore as compared to Rs. 956.3 crore in FY20.

The Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) stands at Rs. 175.6 crore in FY21, as against Rs. 100.0 crore in FY20. EBITDA margin stood at 12.5%.

Profit Before Tax stood at Rs. 161.5 crore for FY21 as compared to Rs. 69.4 crore in FY20.

Profit After Tax reported stood Rs. 132.8 crore for FY21 as against Rs. 58.2 crore in FY20. The Company’s PAT margin stood at 9.3%.

Earnings per share for FY21 stood at Rs. 24.76.

Commenting on the results, **Mr. Rajdip Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited**, said, “As a leading Global CPaaS company, our business model and practices backed by the increased digital adoption by enterprises have fueled our superlative growth in FY21. We continue to witness very strong momentum moving in to FY22. To help fuel our growth into the western hemisphere, we've added Mr. John Owen to the RML team as CEO in Route Mobile (UK) Limited for Europe and the Americas. Under his leadership we will increase our team strength in the regions to ensure we have the presence and skills set to serve the big enterprise clients.”

He further added, “With respect to inorganic growth, we acquired TeleDNA's operator stack in FY21 to bolster our operator offerings in 365Squared Ltd. Further we have recently signed definitive agreements to acquire Phonon Communications Private Limited (“Phonon”). This acquisition will help transition our journey from CPaaS to CxPaaS. Providing a one stop solution to our customers for any and all communication channels is a core component of our success and we further enhance our offerings with the Phonon suite.”

About Route Mobile Limited (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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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.