

Ref No: RML/2021-22/150

Date: October 25, 2021

To,

BSE Limited

Script Code: 543228

National Stock Exchange of India Limited

NSE Symbol: ROUTE

Dear Sir/Madam,

Sub: Transcript of the Extra-Ordinary General Meeting of Route Mobile Limited

With reference to captioned subject, please find enclosed the transcript of Extra-Ordinary General Meeting of the Company held on Saturday, October 16, 2021 at 3:30 P.M. (IST). The same will also be available on the Company's website at www.routemobile.com.

You are requested to take the above information on record.

Yours truly,

For Route Mobile Limited

Rathindra Das

Head Legal, Company Secretary & Compliance Officer

Encl: as above



ROUTE MOBILE LIMITED

Transcript of the Extra-Ordinary General Meeting held on October 16, 2021 through Video-Conferencing

- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
 - Good afternoon. On behalf of the Board of Directors and the entire RML team, I, Sandipkumar Gupta, Chairman of the Company extends a very warm welcome to all of you to this Extra-Ordinary General Meeting ('EGM') of Route Mobile Limited. My warm wishes to you and your family on the occasion of Dussehra. This meeting is being held through audio visual means in accordance with the circulars issued by the Ministry of Corporate Affairs and SEBI. Participation of members through video conference is being recorded for the purpose of quorum as per applicable MCA circular. Since there is no physical attendance of members, the requirement of appointing proxies is not applicable. As the requisite quorum is present, I now call the meeting to order. I am happy to meet you all soon after the last AGM and I hope all of you are safe and healthy. I am participating in this meeting by video conference from our Company's registered and public office in Mumbai. Before we start, the main proceeding of the meeting, let me start by introducing my colleagues on the Board and KMPs attending this meeting. Along with me, attending this meeting from our Corporate office in Mumbai are, on my left Mr. Suresh Jankar, CFO.
- **Mr Suresh Jankar – CFO, Route Mobile Limited:**
 - Good afternoon, everyone.
- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
 - And on my right, Mr. Rathindra Das, Head Legal and Company Secretary.
- **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**
 - Good afternoon, everyone.
- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
 - I would now like to introduce the directors and the key officials present virtually for the meeting. We have Rajdipkumar Gupta, Managing Director and CEO of Route Mobile attending from his residence in London.
- **Mr. Rajdipkumar Gupta - Managing Director and CEO, Route Mobile Limited:**
 - Good afternoon, everyone.
- **Sandipkumar Gupta – Chairman, Route Mobile Limited:**
 - I would like to introduce Mrs. Sudha Navandar, Independent Director and Chairperson of Audit Committee and attending from her office in Mumbai.
- **Ms. Sudha Navandar - Independent Director, Route Mobile Limited:**
 - Good afternoon, everybody.

- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
- Mr. Bhaskar Pramanik, Independent Director and Chairman of the Stakeholders Relationship Committee is joining from his residence in Gurgaon.
- **Mr. Bhaskar Pramanik - Independent Director, Route Mobile Limited:**
- Good afternoon, everybody.
- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
- Mr. Nimesh Salot, Independent Director and Chairman of the Corporate Social Responsibility Committee attending from his residence in Mumbai.
- **Mr. Nimesh Salot - Independent Director, Route Mobile Limited:**
- Good afternoon, all. Thank you.
- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
- Mr. Arun Gupta, Independent Director and Chairman of the Nomination and Remuneration Committee attending from his residence in Mumbai.
- **Mr. Arun Gupta - Independent Director, Route Mobile Limited:**
- Good afternoon, everybody.
- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
- Mr. Chandrakant Gupta, Non-Executive and Non-Independent Director could not attend this meeting due to his personal exigencies. I would like to introduce Mr. Gautam who has just joined in. Mr. Gautam Badalia, Chief Strategy Officer of the Company attending from his residence in Mumbai.
- **Mr. Gautam Badalia - Chief Strategy Officer, Route Mobile Limited:**
- Good afternoon, everyone.
- **Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:**
- We also have with us the Statutory Auditor - Walker Chandniok & Co. LLP and Mr. Dhruvil Shah, Scrutinizer and Secretarial Auditor attending this meeting through VC from Mumbai. We also have key executives and senior management joining from their respective locations through VCs.
- In compliance with the general circular issued by the Ministry of Corporate Affairs, this meeting is being conducted through video conferencing without the physical presence of the member at a common venue. However, the proceedings of this meeting shall be deemed to be conducted at the registered office of the Company. Before we proceed, I am pleased to bring to your notice that in accordance with the provisions of the Companies Act, 2013 and SEBI Listing Regulations, the members have been provided the facility to exercise the right to vote by electronic means, both through remote e-voting and e-voting facility at the EGM. Remote e-voting facility has been available to all members holding shares as on the cut-off date, during the period commencing from 9:00 AM (IST) on August 13, 2021 till 5:00 PM (IST), October 15, 2021. The remote e-voting has been blocked on October 15, 2021 at 5:00 PM (IST). Members joining the meeting through video conferencing and who have not already cast their vote by means of remote e-voting may vote through e-voting facility provided on the website of NSDL, that is www.evoting.nsdl.com. Members can click on EVEN number 118463 to cast their vote. I now request Rathindra Das, Company Secretary, to provide general instructions to the members regarding participation in this meeting and to read the arrangements made for the members.

- **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**

Thank you, Chairman. Dear shareholders, good afternoon and welcome to the Extra-Ordinary General Meeting of Route Mobile Limited. I will now take you through the key aspects of this meeting, your participation in this meeting, Q&A session and voting facility available during this meeting. Members please note that this meeting is being held through audio visual means and the facility to join this meeting is available to the members on a first come first serve basis in accordance with the applicable MCA and SEBI circulars. The Company has enabled the Members to participate at the EGM through the video conferencing facility provided by NSDL. This EGM is being live webcast on our YouTube channel and Members who are not in the meeting room may watch live webcast on our YouTube channel as well. All members who have joined this meeting are by default placed on mute by the host to avoid any disturbances arising from the background noise and to ensure a smooth and seamless conduct of this EGM. Members may also kindly note that the proceeding of this EGM is being recorded. We have received three representations under section 113 of the Companies Act, 2013 covering in all Fifty Lakh, Forty-two Thousand Eight Hundred and Eighty-three equity shares - representing 8.71% of the total paid up capital as on the cut-off date October 9th, 2021. In compliance with MCA and SEBI circulars, the notice of the EGM was sent only by email within the statutory period to all the members whose email addresses were registered with the Company/ the RTA. The Company had through a Notice published in the newspapers provided the facility to all those members whose email addresses were not registered, to register the same for the limited purpose of receiving the EGM Notice along with the login credentials as per MCA circular for participating and voting at the EGM. The Notice of the EGM has been uploaded on the website of the Company and the websites of the Stock Exchanges and the NSDL, the e-Voting Service Provider NSDL. The Board of Directors has appointed Mr. Dhrumil Shah, Practicing Company Secretary, as a scrutinizer for this meeting. Based on the report of the Scrutinizer, the consolidated results of remote e-voting and e-voting done at the meeting today, will be announced and displayed on the website of the Company and will also be submitted to the stock exchanges as required under SEBI Listing Regulations. Since this EGM is being held through audio visual means and the resolutions forming part of the Notice, convening this meeting has already been put to vote for electronic voting, the practice of proposing and seconding a resolution is not required and therefore will not be followed at this meeting. Members may please note that there will be no voting by show of hands as well. As the EGM is being held through video conferencing, the facilities for appointing proxies were not applicable and hence a proxy register is not available for inspection. The Company had received requests from few Members to register themselves as the SPEAKER at this Meeting. Accordingly, the floor will be open for these Members for asking questions and expressing their views. The Moderator of this Meeting will facilitate this session once the Chairman opens the floor for Question and Answers. Members who would like to ask questions during the EGM may post their queries in the window 'Ask Your Question', by mentioning their name and demat account number/folio number. It may be noted that the Company reserves the right to limit the number of members asking the questions depending on the availability of time at this EGM. In case members face any difficulty, they may reach out on the helpline numbers of NSDL.

Thank you very much for listening.

I now request the Chairman, to continue with the proceedings of the meeting.

Mr. Sandipkumar Gupta – Chairman, Route Mobile Limited:

- Thank you, Rathindra. I am satisfied that all the efforts feasible, under the circumstances have indeed been made by the Company to enable the members to participate and vote on the items being considered at this meeting. I will first seek with my statement as is customary. Thereafter, I will move to the business to be transacted at this EGM. After that Mr. Rajdipkumar Gupta, our MD and Group CEO, will address the members briefly on items of business for consideration at this EGM. We will then move to the Question & Answer session. The objectives and the implications of the agenda items are set out in the explanatory statement annexed to the EGM notice and for the sake of brevity, I am not going to repeat them. In case members wish to seek any further clarification, they may raise at the Question & Answer session.

- On behalf of the board of directors, I would like to thank you for taking the time and join us. In today's EGM, the Company has placed for approval of the shareholders, two items, as recommended by the board of directors.
- Now, with your consent, I will go ahead with this flow of the proceedings & the business to be transacted at this EGM.
- Since the Notice of the EGM has already been circulated to all the members, I take this Notice convening this meeting as read.
- In terms of the notice of the EGM, the following items of **Special Business** are to be considered at this meeting:
 - **THE FIRST ITEM** on the agenda is for the shareholders' approval for raising funds through issuance of equity shares, ADRs/GDRs against Equity shares, NCDs, FCCBs, or any combination thereof up to ₹2,000 crores to such eligible investors including qualified institutional buyers, eligible foreign/ non-resident investors and/ or any other category of investors whether or not such investors are Members of the Company, by way of a qualified institutions placement ("QIP") or by way of preferential allotment or ADR/ GDR/ FCCB issuances or through any other permissible mode. Your Board believes that the proposed fund raising will support the future growth of the Company by augmenting its long term cash resources, funding organic and inorganic growth of the Company, or making investments in companies and for growth of existing businesses or to enter into new businesses. The details of the resolution were provided in the explanatory statement, which was part of the EGM Notice.
 - **THE SECOND ITEM** proposed is for approval for increase in investment limits for foreign portfolio investors up to 100%. This resolution is enabling in nature keeping in mind the future requirements, to utilise the full permissible limits under applicable laws and with this increased limit, the company would have the flexibility to attract institutional investors to be part of the company's growth journey from time to time.
- Before I conclude, I would like to thank you for your continued support reposed for the Company. Thank you. I now request Mr. Rajdipkumar Gupta, Managing Director and Group CEO, to proceed with his brief and thereafter open the Question & answer session.
- **Mr. Rajdip Gupta - Managing Director & Group CEO, Route Mobile Limited:**
 - Thank you, Chairman Sir. Good afternoon shareholders. A warm welcome to all members attending this EGM of Route Mobile. I hope you and your family are safe and healthy.
 - Dear Shareholders, Route Mobile is at an inflection point where it is poised for an aggressive growth & expansion strategy, in both organic and inorganic way, and this is why we believe a fund raising at this stage would provide us the necessary resources to fund those growth objectives. The proceeds of this fundraising may be utilized for augmenting long term cash resources, to fund the organic or inorganic growth opportunities in the area of its operations and adjacencies, including for making investments in companies whether a subsidiary, joint venture, associates or otherwise, growth of existing businesses or to enter into new businesses in line with the strategy of the Company including further for any other general purposes. We are therefore proposing to raise funds through issuance of equity shares or other Securities convertible into or exchangeable into Equity Shares or ADR/GDR or NCD, FCCB, by way of a qualified institutions placement ("QIP") or by way of preferential allotment or through any other permissible mode for an amount not exceeding ₹2,000 Crores (Rupees Two Thousand Crores Only).
 - Also, we are seeking shareholders' approval which is enabling in nature, in terms of the Foreign Exchange Management (Non-Debt Instruments) Rules, 2019, to increase the investment limits by foreign portfolio investors in the Company from earlier 49% to 100% of paid up equity share capital of the Company. This would ensure more space for FPIs to invest in the Company.

- Before we commence the Q&A session, I request Rathindra, Company Secretary, to share the main guidelines for the Q&A session.
- **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**
- Thank you. I'll quickly read out a few important matters for the smooth conduct of the Q&A session. The Q&A session will be anchored by the moderator from NSDL and he will call upon the pre-registered speakers to come one by one. Once you have joined the meeting, the speaker will be on mute, by default, when your name is called, you will be placed on unmute. You are requested to join by switching 'ON' the video button at the centre of your screen. If you are unable to join through video for any reason, you can still speak on the audio mode. Members are requested to mention their name, folio number and location. Members are also requested to restrict their questions to 3 minutes so that all speakers may get an opportunity to share their views and ask their questions. All the speaker questions will be answered by our Managing Director. The questions not answered at the meeting will be responded to by the company in due course over email. The MD will also answer the questions which have been received in advance, if any. It may be noted that the Company reserves the right to reduce the number of speakers asking the questions depending on the availability of time for this EGM. If any shareholder is unable to speak due to the connectivity issues, the moderator will call on the next speaker to join. Once the connectivity improves, speaker shareholder may again be called to speak but only after all the other shareholders have been given a chance to speak. The speaker shareholder will be on mute mode by the host until the Q&A starts. Once the name of a speaker shareholder is announced, the shareholder will be unmuted and has to select the video mode as we have just mentioned and then only speak. I now request the moderator at NSDL to commence the Q&A session. Thank you. Over to you, moderator at NSDL.
- **Moderator:**
- Thank you Mr. Das, my name is Sagar and I will be the moderator for this Q&A session. We will now begin with the Question & Answer session by calling the shareholders one by one. I request the first speaker Mr. Ramesh Kumar Golla to speak. Mr. Ramesh, you have been unmuted.
- **Mr. Ramesh Shanker Golla – Shareholder, Route Mobile Limited:**
- Yes sir, yes sir.
- **Moderator:**
- Yes sir, you can go on sir, thank you.
- **Mr. Ramesh Shanker Golla – Shareholder, Route Mobile Limited:**
- Yes sir. Sir, very good afternoon, sir. I am Ramesh Shanker Golla speaking from Hyderabad, sir. First of all, I am saying thanks to our management sir, wonderful management sir. Second one is festival wishes of Dussehra, Sir to everyone, Rajdip Sir and Arun Gupta and Sandip ji, Gautam ji, Nimesh ji, Sudha ji and Bhaskar Pramanik Sir, our Company Secretary, Rathindra Das also. Sir, ye fund raising meh kaisa rahega future iske baare meh thoda bol dijiye Sir. That too sir, why not issue of rights, rights issues to our shareholders. Please ispe bhi thoda gyaan dena Sir aur ye future kaisa rahega sir, hamara Company ka values, value kaisa badhta ye bhi bol dijiye. Abhi jo fund raising le rahe hai kitna mahino meh ye equity k andar ban jaata and wish you all the best sir. Thank you very much and have a good day for giving this very nice opportunity sir. Sabhi ko namaskar Sir. I am Ramesh Golla.
- **Mr. Rajdip Gupta - Managing Director & Group CEO, Route Mobile Limited:**
- I will answer, let me start. Hello.
- **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**

- If you want, you can go ahead and answer the question.
- **Mr. Rajdip Gupta - Managing Director & Group CEO, Route Mobile:**
- Yeah, sure. So, Ramesh ji, first of all, season's greetings and I think I would love to answer this question in English because for the larger audience and I think the reason we are raising fund is definitely we are in a path of growth and we believe that CpaaS industry is growing at a very fast pace and we have to be there in the market and we want to make sure that we become a global leader in this space and we are definitely leader in certain markets as of today and I think the reason behind this fund raise is to get into other markets inorganic way plus organic way and we would love to explore ourselves in Africa, we would love to explore ourselves in Latin America and some other markets where we believe that the potential of CpaaS is very high including US as well and that is the reason why we are planning to raise this fund. In terms of growth if you see, from last so many years, like if you see Route Mobile trajectory of growth, last 16-17 years, it has shown growth on the year-on-year basis. We have shown a growth year on year basis. It is not something that has happened overnight. If you see our growth story also, it happened in 17 years and we have seen the growth roadmap, the vision which we had to create something bigger larger from India for a global market. So we are looking forward to grow ourselves in various other markets. From last news we acquired two companies one in Latin America – Columbia, and recently one in Kuwait. We are definitely looking out to expand ourselves organically in certain markets in Europe and we would love to explore ourselves to acquire some companies in Africana probably and some other markets in US. And I think the reason that we are raising fund is for growth and that's only way and we wanted to have our warchest to be created with us whenever we go for any target, we should have funds ready. And we have already identified certain targets and we believe that in the coming months down the line we would go very aggressive in this space to have some acquisition. I hope I am able to answer your question. If anything I have missed may be Rathindra can add, or Gautam if you can add on that.
- **Mr. Sandipkumar Gupta, Chairman, Route Mobile Limited:**
- Gautam, please go ahead.
- **Mr. Rathindra Das – Head Legal, Company Secretary, Route Mobile Limited:**
- Gautam, if you want to add anything please go ahead.
- **Mr. Gautam Badalia – Chief Strategy Officer, Route Mobile Limited:**
- So I think the basic fundamental reason why we are raising this money is today this industry is growing at an exponential rate and we have been catching up with the growth rate from the industry standpoint. There is a lot of international strategic players doing a lot of consolidation themes across the world, and considering the dominance that we have in the emerging markets, we believe a fund raiser at this point in time to pursue our growth in organic and inorganic strategy will be very important. And the cash that we have on the balance sheet we will be consuming that for a couple of acquisitions that we have just announced. So this will again help keep ourselves capitalized, adequately capitalized to pursue the future growth strategies. Thank you.
- **Mr. Rathindra Das – Head Legal, Company Secretary, Route Mobile Limited:**
- Moderator, you can move on to the next speaker please.
- **Moderator:**
- The next speaker for the day is Mrs. Celestine Elizabeth Mascarenhas. Ma'am, you are placed in the meeting you can now speak, thank you.
- **Mrs. Celestine Elizabeth Mascarenhas – Shareholder, Route Mobile Limited:**

- Hello, can you hear me? Hello, hello.
- **Moderator:**
- Yes, ma'am, we can hear you.
- **Mrs. Celestine Elizabeth Mascarenhas – Shareholder, Route Mobile Limited:**
- You can see me also I think.
- **Moderator:**
- Yes, ma'am, we can see you.
- **Mrs. Celestine Elizabeth Mascarenhas – Shareholder, Route Mobile Limited:**
- Good I am very happy, last time it was a real problem. Now I come to my speech.
- Respected Chairman, other honourable directors in this virtual meet, my fellow shareholders who are attending this virtual meeting, I am attending from Mumbai, my name is Mrs. C.E. Mascarenhas, folio number 1204(inaudible). First of all this is an EGM, I will thank the Company Secretary, Mr. R. Das and his team, Pratik and others for sending me an e-notice of the meeting and also registering my intention to speak on this platform also I am very grateful to NSDL who has given a very good platform with audio and video, thank you so much.
- I come to this EGM which has got 2 resolutions. The first resolution is raising 2000 capital which is more like enabling because as we can see this additional capital is for the future of aggressive growth and expansion, long term in organic and inorganic growth. As it is inorganic we have already acquired 2 companies, I heard the chairman speak, one in Latin America and one in America. Now seeking out in Africa and I would like to know about the European side, are you also looking in Europe and in the eastern zone. What is the growth rate in India, domestic, domestic market looks very much, many of the companies like Tata Elxsi and all they are going up in the sky and they have become darling of the stock market. Also we are not less, we Route are also very much on the market and everybody seeks to be a member of this Company. Great Company.
- Now my little response on these resolutions. The capital is raised, sir, I would also suggest give some rights to domestic shareholders, maybe this will become like a mini bonus and if not you don't want to be increase that much of capital, at the time being now you can give some convertible debentures with a very small coupon rate, conversion after 3 years so you get the capital immediately, you get the money immediately. I mean this is my way of thinking, it is a suggestion only. Then see the FPI investors, it is portfolio investors will be increased from 49 to 100% of the paid up capital. This is like an enabling but here also my one suggestion is there when we have these FPI, Foreign Portfolio Investors, don't see that one investor doesn't get a big chunk because what has happened in ZEE and all I wouldn't like to see that. I mean let it be 3%, 4% like that so that they cannot come on the management and all that, hamper our growth story and all. So this is one of my suggestions after looking at so many of the balance sheets. Another of my suggestion is what about split of shares as our Company is now it is 4 digit figure, so naturally split would be very good and you can make, it is 10 rupees into 5 or 2 or 10, so this will also become like a small mini bonus to the minority shareholders. I mean this is my suggestion, of course, Board has to deliberate, the honourable learned Board has to deliberate on this. And see what is good for the shareholders, especially the domestic shareholders. With this I wish you, Dussehra is just over, my Dussehra greetings to all of you, and also on the occasion next day of Dussehra is so nice and raising capital and growth story which you have spelt out (inaudible). And even the whole presentation was very nice not like the AGM, I had a real tough time adjusting myself, this time it is very nice. And I wish you also in advance a very, very happy Deepavali, so that we become something like Tata Elxsi, there is no end to it's growth, it looks that way, it has become now very much darling of the stock market. And I look at even Route Mobile doesn't remain behind, and I know it will strike there. With this all my good new year greetings also, after Deepavali there will be Nutan Year, New Year, this greetings are for

that also, with this I thank you very much. First I wish you all a very good health, when health is there wealth is definitely there because our Board and our employees are working very, very hard to give us all this growth and later on very good by way of dividend also. Thank you very much for giving me a very patient hearing. Thank you once again.

– **Moderator:**

– Thank you, ma'am.

– **Mr. Rajdip Gupta – Managing Director & Group CEO, Route Mobile Limited Limited:**

– Thank you, ma'am. Thank you for your kind words and season's greetings for you as well and we are definitely looking, will definitely take a note of all your suggestions and we will definitely discuss this in the Board. In terms of our European expansion we are definitely looking out at an organic and inorganic way to grow in the market, as you know we have recently hired few people especially CEO for that market, John Owen from Mastek, and he is responsible to build this entire market for us and I think he is doing a great job, and we are very happy with his proceedings, the way he is handling the new team, the way he is trying to create a roadmap. So we are definitely looking at a market like Europe for sure in our growth story. And if you are talking about Route Mobile we are a global Company and every market is important for us. So it is not just one market we want to grow ourselves, but definitely a market where we see a huge potential in CPaaS, in all the markets where we are looking out to grow ourselves, and we will continue to focus on each and every market but there has to be way to focus which market has priority number one and which market has priority number two. But in a long term I think all these areas are definitely, markets are definitely going to contribute in a big way and we are definitely looking out our growth story and growth roadmap in this market and we will continue to do that. And all other suggestions we will definitely discuss internally and we will see how we can support on those. Thank you.

– **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**

– Thank you, sir, moderator, you can call next speaker.

– **Moderator:**

– The next speaker for the day is Mr. Gautam Tiwari. Mr. Tiwari, you have been unmuted, you can speak.

– **Mr. Gautam Tiwari – Shareholder, Route Mobile Limited:**

– Thank you, sir, can you listen me, sir.

– **Moderator:**

– Yes, sir, we can listen you.

– **Mr. Gautam Tiwari – Shareholder:**

– Probably you will be able to see me also, sir.

– **Moderator:**

– Yes, we can see you as well.

– **Mr. Gautam Tiwari – Shareholder:**

– Thank you. Sir, first of all very good afternoon and welcome to honourable Chairman sir, Sandip Guptaji and Gautam sir, Arunji sir, all other important dignified Board of Directors, team Route Mobile Limited. My name is Gautam Tiwari and I am participating at this EGM from Mumbai. Sir, I would like to specially thank our Chairman Sandipji, Arunji, Rajdip Guptaji who is our MD CEO, Gautamji, our CFO, who is our CFO, our CFO

Suresh Jankarji, and Rathindar Das also, and along with full finance and secretarial team, along with the entire board of management for managing IPO very successfully. Bahut hi shandar listing uski, aur listing gain ke saath mein post listing gain bhi mila, abhi tak bhi chal raha hai. And this all happened despite Covid pandemic situation around the world rather, and the national lockdowns also. For which really hats off to you, Sir, for managing such a good show. So it shows that our Board of management has got an excellent, very good expertise, very good acumen liaison and experience and they know how to make the business and I am very sure in their hands our investments and our business both are equally safe and round the clock on the progressing path. Sir, secretarial team their investor service is very good especially in the leadership of Mr. Rathindraji, we have got very good associates like Pratik, Avni and all others who are there in our secretarial department and financial department. Itne ache mohre aapke paas hai, Sir, toh safalta ki puri guarantee hai, notice bhi waqt mein milti hai, investor services bhi bahut achi hai inn logon ki. Aur iske saath hi aapne chuna hai in logon ko aur NSDL ko and this Webex team ke technocrats, moderators joh humme itni achi investor customer service de rahe hain iske liye aapko bahut bahut dhanyawad aur sabhi logon ko bhi bahut bahut dhanyawaad, saare employees aur staff ne joh cooperation diya hai uske liye bi bahut bahut dhanyawad.

- Sir, I support all the, very strongly support both resolutions, now coming to the resolutions part, I have already voted in favor of them and our continued strong support along with our total trust and confidence shall always be there, it is there, it was there, it will always be there with you through and through forever and ever till we exist on the earth. Sir, aapki housla afzaayee karne ke liye hi hum pickle baar aapse AGM mein jud gaye the, maiden listing thi, maiden listing AGM thi aur bhavishya mein bhi main hamesha aapke saath mein hoon. This is our assurance. Sir, in order to understand little appreciation about Company's work, sir, I would like to know certain queries, I would like to know, sir, ki, sir, how this Rs. 2000 crores shall be utilized for the organic inorganic growth, you have already explained part of which I have understood and for the progress of the Company and how much time it will take for us to use this money. Sir, aapne 16 saal mein joh kaam kiya hai, aapne Company ko bahut achi kagaar par laane ke baad hi usse listing mein IPO mein laaya hain iske liye we got the excellent response and we got the excellent valuation also for this Company. Sir, I have asked at the time of the AGM ki we have got 20 subsidiaries, how are we going to unlock the value of these subsidiaries in future. Sir, promoters' holding has been diluted from 65.32% to 65.12%, is there any chance of getting it diluted further. Sureshbhau Jankarji se I would like to know, sir, what is the position of debt in our Company as of now, and at what if there at all there is any loan what percentage are we repaying it and what is our debt equity ratio right now. Sir, as on today how many affected and active cases we have got along with recoveries and the vaccination status. Sir, aapki vision, business acumen and liaison and expertise pe humme poora bharosa hai and we are very sure in the days to come hamari Company bahut hi acha karke dikhayegi, and it will show a very good progress and utkarsh in the days to come. Sir, hum logon ka already we have got our existence at the places like Kuwait, then Saudi Arabia mein bhi hai, Bahrain mein bhi and UK mein bhi and how much sir, what is your planning to enter into African countries like this and part of USA and Europe for the next 2 to 3 years, if you can at all explain we can be very much grateful to you. Sabhi tyoharon ki shubkaamnayen aapke saath mein hai, phir se ek baar sabhi joh customer service de rahe secretarial department, NSDL aur various department sabko bahut bahut dhanyawad, sabhi employees or staff ko bahut dhanyawad jinhone achi sevaayen pradhaan ki hai. Aur Management Board ko hats off to you, sir, with total we have got total trust, confidence and we promise till we exist on the earth we will be always in support of you. It is just one call away and we will present along with you. Thank you very much sir. Sabhi aneewaale tyoharon ke shubh kaamnayon ke saath Diwali, Dassera, New Year and Christmas ki I conclude herewith my speech and thank you very much sir, dhanyawad, wish you the best of shining days in the years to come. Thank you very much, sir, Jai Hind.

- **Mr. Rajdip Gupta – Managing Director & Group CEO, Route Mobile Limited:**

- Thank you, Gautamji. Just to answer your question to start with I think we as Route Mobile, now 100% of Route Mobile employees are vaccinated with both the vaccines. And we are going to start fully functional office in very few weeks. As far as our Africa story is concerned we already have a subsidiary in Africa in Nigeria, Kenya, Ghana and we are definitely one of the larger players in Africa market as of today also. As I said we would love to focus more on enterprise segment of Africa market in the coming days and that is the

reason we are looking out to expand ourselves organically and inorganically in Africa as well. In terms of other queries, I think Rathindra Das or CFO or Suresh sir if you can just answer.

– **Mr. Suresh Jankar – Chief Financial Officer, Route Mobile Limited:**

– Tiwari sir, namaskaar. As far as query on debt is concerned Route Mobile Limited as on date, it is a debt free Company. Sir, there are 3-4 miniscule vehicle loans which are outstanding and the amount of which is less than 10 lakhs I believe so as of now you may consider the Company is debt free.

– **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**

– The next question please.

– Moderator you can go ahead and call up the next speaker.

– **Moderator:**

– Sir, with this we have finished the question and answer session, we have allowed all the registered speakers who have registered to speak at the EGM. Over to you, Mr. Das, for conducting further proceedings of the EGM. Thank you.

– **Mr. Rathindra Das, Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**

– I now request the Chairman to proceed with the rest of the meeting.

– **Mr. Sandipkumar Gupta - Chairman, Route Mobile Limited:**

– Thank you, Rajdip. I want to thank all the members for their queries and views. All the items of business as per the Notice of the EGM has been taken up. The scrutinizer, Mr. Dhrumil Shah, on completion of e-voting at this meeting, unblock the votes cast through the remote e-voting and e-voting by the members at the EGM and make a consolidated Scrutinizer's Report of the total votes cast in favor of and against the resolution. I am authorizing, Mr. Rathindra Das, Company Secretary to receive the Scrutinizer's Register and Report on the e-voting and other related papers with requisite details and also to countersign the Scrutinizer's Report on receiving the same and declare the result. The combined result of remote e-voting and e-voting at the EGM along with the Scrutinizer's Reports shall be submitted to BSE Limited and National Stock Exchange Limited where the shares of the company are listed and will also be posted on the Company's website and on the website of NSDL within 2 working days from the conclusion of this meeting.

– On behalf of the Board of Directors and management of Route Mobile, I convey our sincere appreciation to all the members for attending and participating at this meeting. Let me also thank all the directors and auditors for attending today's meeting. Please stay healthy and safe and take care of yourself. I now conclude today's proceedings; thank you very much have a good day.

– **Mr. Rathindra Das – Head Legal, Company Secretary and Compliance Officer, Route Mobile Limited:**

– Thank you.

– **Mr. Rajdip Gupta – Managing Director & CEO, Route Mobile Limited:**

– Good day to everyone.
