

Ref No: RML/2022-23/215

Date: May 19, 2022

To,

BSE Limited
Scrip Code: 543228

National Stock Exchange of India Limited
NSE Symbol: ROUTE

Dear Sir/Madam,

Sub: Additional Information on the Audited Financial Result and Earnings update for the Quarter and Year ended March 31, 2022.

With reference to the queries raised verbally by the Investors on the Audited Financial Result and Earnings update for the Quarter and Year ended March 31, 2022, please find below the Company's response in attached **Annexure 1**; As part of good corporate governance, we are submitting the same for wider dissemination.

The management shall address further details during the Earnings Conference call as scheduled today at 5:00 P.M. (IST) which was earlier intimated vide our letter RML/2022-23/210 dated May 16, 2022 to the stock exchanges.

The joining details of the aforesaid conference call are below:

<https://routemobile.com/earnings-conference-call/>

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

Thanking you,
Yours faithfully,

For Route Mobile Limited



Rathindra Das
Group Head-Legal, Company Secretary & Compliance Officer

Encl: As Above

ROUTE MOBILE LIMITED

Annexure 1 - Notes to Earnings update - Q4 21-22 and FY 21-22 presentation dated May 18, 2022

Post publishing our results and investor presentation (dated May 18, 2022), we received queries around certain one-off expenses in Q4 FY21-22. The following are clarifications towards the same.

in INR crores	Q4 FY 21-22	Q3 FY 21-22	Comments
Revenue from operations - Route Mobile Ltd consolidated	626.1	562.8	
Revenue from operations - Masivian SAS (Masiv)	36.8	27.0	
Revenue from operations - excluding Masiv	589.3	535.8	
Gross Profit - Route Mobile Ltd consolidated	131.8	118.5	
<i>% gross margin</i>	<i>21%</i>	<i>21%</i>	
Gross Profit - Masiv	16.0	13.2	
<i>% gross margin</i>	<i>43%</i>	<i>49%</i>	
Gross Profit - excluding Masiv	115.9	105.3	
<i>% gross margin</i>	<i>19.7%</i>	<i>19.7%</i>	
Employee benefit expenses - Route Mobile Ltd consolidated	39.9	26.4	
Employee benefit expenses - Masiv	9.6	3.7	Masivian financials consolidated for only 50 days in Q3. Q4 cost increased 47%, compared to normalized employee cost in Q3, due to expansion of sales team (across Chile, Mexico and Brazil) and tech team.
Employee benefit expenses - excluding Masiv	30.3	22.7	
EBITDA (Non GAAP) - Route Mobile Ltd consolidated	69.7	77.2	
<i>% EBITDA margin</i>	<i>11.1%</i>	<i>13.7%</i>	
EBITDA (Non GAAP) - Masiv	1.3	6.3	
<i>% EBITDA margin</i>	<i>3%</i>	<i>23%</i>	
EBITDA (Non GAAP) - excluding Masiv	68.4	70.9	
<i>% EBITDA margin</i>	<i>11.6%</i>	<i>13.2%</i>	
Staff Welfare expenses (extracted from Employee benefit expenses - Route Mobile Ltd consolidated financials)	2.5	-	Conducted our global team meet as part of our AOP planning, rewards and recognition for employees and a forum to socialise with all our employees in person including the employees of the Companies acquired during the last 2 years
Expenses related to events / conferences (extracted from Other expenses - Route Mobile Ltd consolidated financials)	3.0	-	Participated in events like GSMA, MWC Barcelona, GITEX during last quarter
EBITDA (Non GAAP) - excluding Masiv and one-off expenses	73.9	70.9	
<i>% EBITDA margin</i>	<i>12.5%</i>	<i>13.2%</i>	

FX rate: GBP/INR 99.9 for Q4 FY21-22 and 101 for Q3 FY21-22