

Ref No: RML/2023-24/360

Date: May 19, 2023

To,

BSE Limited

Scrip Code: 543228

National Stock Exchange of India Limited

NSE Symbol: ROUTE

Dear Sir/Madam,

Sub: Press Release: Financial Results

This is further to our intimation reference RML/2023-24/358 dated May 19, 2023 wherein we have submitted the financial results for the quarter and financial year ended March 31, 2023.

A Press Release being issued in this regard is enclosed and the same is also available on the website of the Company at www.routemobile.com.

You are requested to take the above information on record.

Thanking You

Yours faithfully,

For Route Mobile Limited

Rathindra Das

Group Head-Legal, Company Secretary & Compliance Officer

Membership No: A24421

Encl: as above

Media Release

ROUTE MOBILE LIMITED

Route Mobile Ltd. announces Q4 & FY22-23 Results

Q4FY23 Revenue from Operations stands at Rs. 1,008.66 crore, PAT stands at Rs. 104.05 Crore

Mumbai: May 19th, 2023: Route Mobile Limited (“Route Mobile”), 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 full year ended on 31st March, 2023.

Highlights for Q4FY23 (YoY) Consolidated Financials

- Revenue from operations stood at Rs. 1,008.66 crore as against Rs. 626.07 crore in Q4FY22
- Profit Before Tax stands at Rs 120.36 crore as against Rs. 46.81 crore in Q4FY22
- Profit After Tax reported was at Rs. 104.05 crore as against Rs. 47.42 crore in Q4FY22
- EPS stands at Rs. 16.29 (basic and diluted)

FY23 Vs FY22 (Consolidated)

Revenue from operations for the full year ended March 31st, 2023 stood at Rs. 3,569.23 crore as against Rs 2,002.03 crore in FY21-22

Profit Before Tax (PBT) stood at Rs. 381.50 crore for FY22-23 as against Rs. 195.22 crore in FY21-22. The company’s PBT margin stood at 10.69% (on revenue)

Profit After Tax (PAT) reported stood at Rs. 333.11 crore for FY22-23 as against Rs. 170.08 crore in FY21-22. PAT margin stood at 9.33% (on revenue)

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited, said**, “As we close out FY2023, it is my pleasure to share that ROUTE MOBILE has reached a significant milestone, achieving an annual run rate of half a billion dollars in revenue. It’s remarkable to have the entire Route Mobile team continually raising the bar and achieving exceptional results that have helped propel our company’s revenue to new heights. This is despite the slow pace of global economic development due to the ongoing battle against inflation”.

“Route Mobile is a global CPaaS provider and one of the leaders in driving increased mobile engagement. Considering the strong traction across new products, we have created dedicated SBUs for each of the new products. Our ambition does not stop here, as we aspire to become a billion-dollar revenue company over the next 3-4 years, through a strategic blend of organic and inorganic growth.”

He further added, "Our impressive performance in Q4FY2023 has helped us end the year on a high note, with the quarter’s revenue being the highest we have ever achieved. This has been driven by our strategy of developing numerous growth levers across various geographies, new product launches, entrepreneurial collaborations, and our unwavering determination to deliver high-quality contract wins across the CPaaS value chain."

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:

Mr. Sumit Zawar

Route Mobile Limited

Tel: +91 (022) 40337676

E-mail: press@routemobile.com

DISCLAIMER:

Some of the statements, concerning our future growth prospects, in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results may differ from such expectations, projections etc., whether express or implied. These forward-looking statements are based on various assumptions, expectations and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, competitive intensity, pricing environment in the market, economic conditions affecting demand and supply, ability to maintain and manage key customer relationships, new or changed priorities of trade, significant changes in political stability in India and globally, government regulations and taxation, climatic conditions, natural calamity, war, pandemic, currency rate fluctuations, litigation among others over which the Company does not have any direct control. These factors may affect our ability to successfully implement our business strategy. The Company cannot, therefore, guarantee that the ‘forward-looking’ statements made herein shall be realized. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company unless it is required by law.