

**Ref No:** RML/2024-25/456

**Date:** May 6, 2024

To,  
**BSE Limited**  
**Scip 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/2024-25/455 dated May 6, 2024 wherein we have submitted the Audited Financial Results for the last Quarter & Year ended on March 31, 2024.

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](http://www.routemobile.com).

You are requested to take the above information on record.

Thanking You  
Yours truly,

**For Route Mobile Limited**

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

Encl: as above

## Press Release

### Route Mobile Limited Announces Q4 FY24 & FY24 Results

*FY24 Revenue from Operations stands at Rs. 4,023.29 crore, PAT stands at Rs. 388.84 Crore*

**Mumbai, 6 May, 2024:** 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 31 March, 2024.

#### Highlights for Q4FY24 (YoY) Consolidated Financials

- Revenue from operations stood at Rs. 1,017.03 crore as against Rs. 1,008.66 crore in Q4FY23
- Profit Before Tax stands at Rs 109.39 crore as against Rs. 120.36 crore in Q4FY23
- Profit After Tax reported was at Rs. 95.16 crore as against Rs. 104.05 crore in Q4FY23
- EPS stands at Rs. 14.05 (basic) and Rs. 13.87 (diluted)

#### FY24 Vs FY23 (Consolidated)

Revenue from operations for the full year ended March 31, 2024 stood at Rs. 4,023.29 crore as against Rs. 3,569.23 crore in FY23.

Profit Before Tax (PBT) stood at Rs. 455.08 crore for FY24 as against Rs. 381.50 crore in FY23. The Company’s PBT margin stood at 11.31% (on revenue).

Profit After Tax (PAT) reported at Rs. 388.84 crore for FY24 as against Rs. 333.11 crore in FY23. PAT margin stood at 9.66% (on revenue).

Commenting on the Company’s FY24 performance, **Rajdip Gupta, MD & Group Chief Executive Officer, Route Mobile Limited**, said, “FY24 has been a remarkable year for Route Mobile. We registered our highest quarterly revenues in Q2 & Q3 and registered good growth in H1. We continue to acquire some large customers and deliver unique solutions across industries. I am very proud of the team and congratulate them on a great performance. We were awarded ‘Enterprise MarTech Vendor of the year’ by e4m & ‘Best Mobile Authentication Solution’ by Juniper Research in Q4”.

**He further added**, “The CPaaS industry is witnessing some headwinds since November 2023 in terms of enterprise cost optimization initiatives, particularly from global OTTs and shifts in communication channels. We remain vigilant of these changes and our strategic roadmap is well aligned to leverage the emerging opportunities. We have secured strategic deals and laid the groundwork for a stronger FY25”.



Registered & Corporate Office:

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**About Route Mobile Limited ([www.routemobile.com](http://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 (MNOs). RML's portfolio comprises solutions in Business Messaging, Voice, Email, SMS filtering, analytics, and monetization. RML has a diverse enterprise client base across various 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, the Middle East, Africa, Europe, and the Americas.

**Additional Resources**

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