

Ref No: RML/2024-25/520

Date: October 21, 2024

To,
BSE Limited
Scrip Code: 543228

National Stock Exchange of India Limited
Symbol: ROUTE

Dear Sir/Madam,

Sub: Press Release: Financial Results.

This is further to our intimation reference RML/2024-25/518 dated October 21, 2024 wherein we have submitted the financial results for the Quarter and Half year ended on September 30, 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.

You are requested to take the above information on record.

Thanking You
Yours truly,
For Route Mobile Limited

Rathindra Das
Group Head-Legal, Company Secretary & Compliance Officer
M. No. F12663

Encl: as above

Press Release

Route Mobile Ltd. announces Q2FY25 Results

Q2FY25 Revenue from operations stands at Rs. 1,113.41 crore, PAT stands at Rs. 107.03 Crore

Mumbai, October 21, 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 second quarter ended on September 30, 2024.

Highlights for Q2 FY25 (Y-o-Y) Consolidated Financials

- Revenue from operations stood at Rs. 1,113.41 crore as against Rs. 1,014.61 crore in Q2FY24
- Profit Before Exceptional item and Tax stands at Rs 131.06 crore as against Rs. 103.83 crore in Q2FY24
- Profit After Tax reported was at Rs 107.03 crore as against Rs 88.35 crore in Q2FY24. PAT in Q2FY25 was further boosted by exceptional item amounting to Rs 6.28 crores which is net of the fair value gain on contingent consideration pertaining to acquisition of a subsidiary in previous years and recognition of impairment loss of goodwill pertaining to a step-down subsidiary
- EPS stands at Rs. 16.12 (basic) and Rs. 16.12 (diluted) for Q2FY25

Q2 FY25 Vs Q1 FY25 (Consolidated)

Revenue from operations for the quarter ended September 30th, 2024, stood at Rs. 1,113.41 crore as compared to Rs. 1,103.42 crore in Q1FY25.

Profit Before Exceptional item and Tax (PBT) stood at Rs. 131.06 crore for Q2FY25 as compared to Rs. 102.88 crore in Q1FY25. The company’s PBT margin stood at 11.77%.

Profit After Tax (PAT) reported at Rs. 107.03 crore for Q2FY25 as against Rs. 81.16 crore in Q1FY25. PAT in Q2FY25 was further boosted by exceptional item amounting to Rs 6.28 crores which is net of the fair value gain on contingent consideration pertaining to acquisition of a subsidiary in previous years and recognition of impairment loss of goodwill pertaining to a step-down subsidiary.

Talking about the results, **Mr. Guillaume Boutin, Chairman, Route Mobile Limited**, said, *“This is an incredible show from the Route Mobile team. I am delighted about the strong growth and performance. As we continue to integrate and explore synergies with other group companies within Proximus, we are confident of unlocking a higher value for all our customers and stakeholders. The developments from the previous quarter indicate that we are on the right track”*.

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive**

Officer, Route Mobile Limited, said, *“I am extremely delighted with our performance in Q2, we have posted our highest ever quarterly revenue, despite Q2 being a seasonally weak quarter. We remain very optimistic about our growth prospects in Q3 owing to the festive season ahead of us. We continue to set new benchmarks in the industry. We have been awarded the 'Solutions Partner of the Year' award by Meta and we expanded our Metro ticketing coverage to Mumbai Metro”.*

He further added, *“We continue to work closely within the Proximus Group to realize the identified synergies across COGS, cross-sell and Opex savings. In addition, we are also working on a few large group synergies”.*

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 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. Route Mobile is now a part of Proximus Group, a provider of digital services and communication solutions operating in Belgium and international markets.

Additional Resources

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