

Ref No: RML/2020-21/45

Date: January 28, 2021

To,
The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001
Scrip Code: 543228

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, Block G,
Bandra Kurla Complex, Bandra (East),
Mumbai 400 051
NSE Symbol: ROUTE

Dear Sir/Madam,

Sub: Press Release: Financial Results

This is further to our intimation reference RML/2020-21/42 dated January 28, 2021 wherein we have submitted the financial results for the Third Quarter and Nine Months ended December 31, 2020.

A Press Release being issued in this regard is enclosed.

This is for your information and records.

Thanking you,
Yours faithfully,
For Route Mobile Limited





Rathindra Das
Head Legal, Company Secretary & Compliance Officer

Encl: as above

Route Mobile Limited announces Q3 & 9MFY21 Results

Q3FY21 Total Revenue stands at Rs. 393.52 crore, PAT stands at Rs. 37.62 Crore

Mumbai: January 28, 2021: 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 third quarter and nine months ended on 31st December, 2020.

Highlights for Q3FY21 Consolidated Financials

- **Total income stands at Rs. 393.52 crore as against Rs. 354.50 crore in Q2FY21**
- **Revenue from Operations¹ stood at Rs. 389.91 crore as against Rs. 351.57 crore in Q2FY21**
- **EBITDA reported at Rs 49.78 crore as compared to Rs. 44.12 crore in Q2FY21**
- **Profit Before Tax stands at Rs 46.42 crore as against Rs. 39.37 crore in Q2FY21**
- **Profit After Tax reported was at Rs. 37.62 crore as against Rs. 32.72 crore in Q2FY21**
- **EPS stands at Rs. 6.66**

9MFY21 (Consolidated)

Revenues from operations¹ for the nine months ended December 31, 2020 (9MFY21) stood at Rs. 1,051.09 crore as compared to Rs. 692.54 crore in 9MFY20. The Total Income stood at Rs. 1,060.32 crore in 9MFY21 as against Rs. 702.28 crore in 9MFY20.

The Earnings before Interest, Tax, Depreciation and Amortization (Core EBITDA) stands at Rs. 131.51 crore in 9MFY21, as against Rs 76.88 crore in 9MFY20. Company’s EBITDA margin stood at 12.5%.

Profit Before Tax (PBT) stood at Rs. 119.08 crore for 9MFY21 as compared to Rs 51.90 crore in 9MFY20 (PBT before exceptional items for 9MFY20 stood at Rs. 66.66 crore). The Company’s PBT margin stood at 11.2%.

Profit After Tax (PAT) stood at Rs. 97.28 crore for 9MFY21 as against Rs. 43.41 crore in 9MFY20. The Company’s PAT margin stood at 9.2%.

¹ Revenue from operations includes net gain/(loss) related to foreign exchange

Earnings per share (EPS) for the 9MFY21 stood at Rs. 18.60.

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group CEO, Route Mobile Limited**, said, "Our strong year-to-date performance has enabled continued investments in growth opportunities and deliver a consistent operating performance in a challenging and re-imagined environment." He further added, "We are poised to bolster our CPaaS portfolio to increase our competitiveness and empower our clients to offer disruptive communication avenues to their end-customers."

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:

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Certain statements that are made in the Press Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, inflation, litigation, etc. Actual results might differ substantially from those expressed or implied. Route Mobile Limited will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.