



Transcript of the 17th Annual General Meeting held on August 5, 2021

Automated Voice: Our communications platform established in 2004. Route Mobile is among the leading cloud communications platform service providers comprising a portfolio of efficient solutions in messaging, voice, email and SMS filtering, analytics and monetization. Sharing a brief insight about our industry, cloud communication is a new way to build, deploy, and scale cost effective communication systems ushering in automation in enterprise workflow and eliminating the need of in-house software and hardware resources. Through our in-house developed cloud communications platform, we have been witnessing a rising number of billable transactions in every financial year.

Automated Voice: Our business comprises of enterprise and over the top mobile operator and business process outsourcing, information is paramount and hence we provide organizations across various sectors with a range of communication tools for sharing effective and real time information globally to their end customers application to person SMS due to its reach ubiquity and reliability is currently the leading enterprise cloud communications segment, here are a few things you must know about the rapidly growing market.

Automated Voice: Our operator solutions include SMS filtering, analytics, monetization and having solutions that helps them protect and monetize their network root shield. Our SMS firewall solution assists mobile network operators in preventing revenue leakage, reduce SMS threats, filter spam, monitor SMS traffic delivery, ease operational costs and enrich customer experience. Also provide an entire range of BPO services right from call centre consultancy to people management solutions. Route Mobile is headquartered in Mumbai along with presence in 16 plus locations across Southeast Asia, Middle East Africa, Europe, Latin and North America.

Automated Voice: Growing from strength to strength, we offer a gamut of cloud communication services to our clients, including Fortune Global 500 companies across diverse sectors that cover banking and financial services, aviation retail, e-commerce, logistics, healthcare, hospitality, media and entertainment, pharmaceuticals and Telecom. The contribution of our dedicated employees has been evident in Route Mobile's success. Our employee engagement initiatives and productive trainings are a testament to an evolving and exciting work environment. Our teams are led by seasoned and experienced senior management lend their support and expertise to deliver the best results for our customers. We aim to connect and optimise the network around the world so that our customers can instantly and reliably reach out to anybody anywhere. Through our robust infrastructure, we offer seamless voice experience during all your communications. We aim to help you to make your work easy and efficient. Looking at the way the technology is evolving. We are laying more impetus on future technologies like artificial intelligence, machine learning, blockchain and business RCS.

Mr. Rajdipkumar Gupta: We have got the word operators to ask informing and monetizing intra state to be SMS market. We are optimistic about SMS firewall analytics and modernization solution, which offers a secure SMS channel to the global mobile operators and opens up the new family model for them. The next wave would be across machine learning, chatbot, business RCS and blockchain.

Automated Voice: With a focus on providing value added services, we partnered with a few market leaders and acquired enterprises to augment our product portfolio and provide the best services to our clients all

across the globe. Innovation is what will leap any organization into the future. We endeavor to make our customers take advantage of the best possible technologies.

Mr. Sandipkumar Gupta: Route Mobile is pushing boundaries of businesses by providing comprehensive and customized communication service that enrich customer experience setting new heights for the nation to reach and thus propelling India to see the new phase of learning.

Automated Voice: As we grow geographically, we believe it's time we define our brand, give shape to our mission and vision and aim to stand out in the competitive global market. Reach your customers the way they want to be reached by taking networking to a new level. With Route mobile, it's time for you to compete in the global markets. It's time for you to grow your business. It's time for you to prosper as a leader.

Automated Voice: Every day is a new day, a fresh start, a start that helps you achieve your goals and dreams. Goals that are linked with an evolving future. A future which connects you to the world on your fingertips. Communication is the key to this instant connectivity and the advent of data services have further augmented wireless communication. Businesses are now expected to be on their toes, globally scalable, data driven and superior in quality. Route mobile aims to bring in an elevated experience for its clients with its well thought out products and services based on the cloud communications platform established in 2004. Route mobile is among the leading cloud communications platform service providers comprising a portfolio of efficient solutions in messaging, voice, email and SMS filtering, analytics and monetization. Sharing a brief insight about our industry, cloud communication is a new way to build, deploy, and scale cost effective communication systems ushering in automation in enterprise workflow and eliminating the need of in-house software and hardware resources. Through our in house developed cloud communications platform, we have been witnessing a rising number of billable transactions in every financial year.

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Automated Voice: Our operator solutions include SMS filtering, analytics, monetization and hobbling solutions that helps them protect and monetize their network. Route shield, our SMS firewall solution assists mobile network operators in preventing revenue leakage, reduce SMS threats, filter spam, monitor SMS traffic delivery, ease operational costs and enrich customer experience, also provide an entire range of BPO services right from call Centre, consultancy to people management solutions. Route mobile is headquartered in Mumbai along with presence in 16 plus locations across Southeast Asia, Middle East, Africa, Europe, Latin and North America.

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Mr. Sandipkumar Gupta: Good Afternoon all, on behalf of the Board of Directors and the entire RML family, I, Sandipkumar Gupta, Chairman of the Company, extend a very warm welcome to all of you to the 17th Annual General Meeting of Route Mobile Limited. This meeting is being held through audio visual means in accordance with the circulars issued by the Ministry of Corporate Affairs and SEBI. Participation of members through video conference is being recorded for the purpose of quorum, as per the circular issued by MCA, and Section 103 of the Companies Act, 2013. Since there is no physical attendance of Members, the requirement of appointing Proxies is not applicable.

Moderator: Excuse me sir, one minute, there is a distraction coming actually maybe the other microphones have to be muted on the Dais.

Mr. Sandipkumar Gupta: Is it better now?

Moderator: No sir there is an echo actually. Because everybody else is on mute only.

Mr. Sandipkumar Gupta: Okay we will hold on for some time. (Echo voice).

Moderator: No sir everybody else is on mute and you know I am hearing a lot of distortion actually. Please ask them to check whether all the microphones except yours is off.

Mr. Sandipkumar Gupta: All mics are off.

Moderator: We are still getting the echo sir.

Mr. Sandipkumar Gupta: Echo

Moderator: Okay sir.

Mr. Sandipkumar Gupta: Okay I will start reading now.

As the requisite quorum is present, I now call the meeting to order.

I hope all of you are safe and keeping well during these tough times due to Covid-19 pandemic and lockdown restrictions. I am confident that this crisis too will pass and we will emerge stronger. I am participating in this Meeting through Video Conference from our Company's Registered & Corporate Office in Mumbai. Before we start the main proceedings of the meeting, let me start by introducing my colleagues on the Board and KMPs attending this meeting. Along with me, attending this meeting from our Corporate Office in Mumbai are:

On my left: Mr. Rajdipkumar Gupta, Managing Director and Group CEO of Route Mobile, and seated next to him is Mr. Gautam Badalia, Chief Strategy officer. On my right: Mr. Suresh Jankar, Chief Financial Officer and seated next to him Mr. Rathindra Das, Head Legal & Company Secretary. I would now like to introduce the Directors present virtually for the meeting. We have Mrs. Sudha Navandar, Independent Director & Chairperson of the Audit Committee, attending from Mumbai; Mr. Ramachandran Sivathanu, Lead Independent Director, Chairman of the Nomination and Remuneration Committee & Corporate Social Responsibility Committee of the Board, is joining us from Chennai; Mr. Nimesh Salot Independent Director & Chairman of the Stakeholders' Relationship Committee, attending from Mumbai. Mr. Arun Gupta, Independent Director. Mr. Chandrakant Gupta, Non-Executive Non-Independent Director, could not attend this meeting due to his personal exigencies.

We also have with us Mr. Bharat Shetty, Partner, Walker Chandiok & Co LLP, Statutory Auditors, Mr. Dhrumil Shah, Secretarial Auditor, attending this meeting through VC from Mumbai. The Internal Auditors are also attending this meeting. In addition, we also have key executives and senior management joining from their respective locations through VC. In compliance with General Circulars issued by the Ministry of Corporate Affairs, this Meeting is being conducted through Video Conferencing without the physical presence of the Members at a common venue. However, the proceedings of this Meeting shall be deemed to be conducted at the Registered Office of the Company. I now request Rathindra, Company Secretary, to provide general instructions to the members regarding participation in this meeting and to read the arrangements made for the Members.

Mr. Rathindra Das: Thank you, Chairman, Dear Shareholders, good afternoon and welcome once again, to the 17th Annual General Meeting of Route Mobile Limited. My name is Rathindra Das, Head of Legal and Company Secretary I would like to take you through the key points regarding the proceedings, your participation at this meeting and voting facility available at the end of the meeting. Members, please note that this Meeting is being held over Audio Visual Means and the facility to join this Meeting is made available to the Members on first-come-first-serve basis, in accordance with the circulars issued by the Ministry of Corporate Affairs, applicable provisions of Companies Act, 2013 and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This AGM can also be watched on our you tube channel and Shareholders who are not in the meeting room may watch live webcast on our you tube channel. All members who have joined this meeting, are by default placed on mute mode by the host to avoid any disturbance arising from the background noise and to ensure smooth and seamless conduct of the meeting.

Inaudible Representations under Section 113 of the Companies Act, 2013 covering in all **Inaudible** Equity Shares representing **Inaudible** % of the total paid-up capital have been received by the Company.

In compliance with the applicable MCA Circulars and SEBI Circulars, the Notice of the AGM along with the Audited Financial Statements for the Financial Year ended 31st March, 2021 together with the Boards' and Auditors' Reports have been sent only through electronic mode, within the statutory period, to all the Members whose email addresses are registered with the Company, the Registrar and Transfer Agent and Depositories.

The Company has enabled the Members to participate at the 17th AGM through the video conferencing facility provided by K-Fin Technologies Private Limited.

Mr. Sandipkumar Gupta: I now request the Chairman, to continue with the proceedings of the meeting. Thank you, Rathindra. I am satisfied that all the efforts feasible under the circumstances have been made by the Company to enable Members to participate and vote on the items being considered at this meeting. I will first proceed with my Statement as is customary. Thereafter, I will move to the Business to be transacted at this AGM. After that, Mr. Rajdipkumar Gupta, our MD & Group CEO will make a presentation for the members. We will then move to the Question & Answer session. The objectives and implications of the agenda items are set out in the Explanatory Statement annexed to the AGM Notice and for the sake of brevity, I am not going to repeat them. In case Members wish to seek any further clarification, they may raise it at the Question-and-Answer session.

Now, with your consent, I will go ahead with this flow of the proceedings of the meeting & the business to be transacted at this AGM.

Before we proceed, I'm pleased to bring to your Notice that as required under the Companies Act, 2013, the Company has provided you the facility to cast your vote electronically on all resolutions set forth in the Notice. Members who have not cast their vote electronically but are participating in this meeting will have an opportunity to cast their vote through the e-voting system provided by K-Fintech.

The Statutory Auditors viz., M/s Walker Chandiook & Co LLP, Chartered Accountants LLP and Secretarial Auditors, M/s Dhruvil M Shah & Co., Practising Company Secretaries, have expressed unqualified opinion in respective audit reports for the financial year 2020-21. Since there are no qualifications, observations or adverse comments on the financial statements and matters which have any material bearing on the functioning of the Company, the said reports are not required to be read at this meeting. The same are therefore being taken AS READ. Since the Notice and the Audited Financial Statements for the Financial Year ended 31st March, 2021 together with the Directors' and Auditors' Reports have already been circulated to all the Members, I take the Notice convening the Meeting AS READ.

In terms of the notice of the 17th Annual General Meeting, the following items of ordinary business are to be considered at this meeting:

Item No. 1: To receive, consider and adopt the Standalone Financial Statements of the Company for the financial year ended 31st March, 2021 and the reports of the Board of Directors and Auditors thereon.

Item No. 2: To receive, consider and adopt the Consolidated Financial Statements of the Company for the financial year ended 31st March, 2021 and the reports of the Auditors thereon.

Item No. 3: To declare Dividend of Rs. 2 (Rupees 2 only) per equity share of Rs. 10 each fully paid-up of the Company, as recommended by the Board of Directors on equity shares for the Financial Year ended March 31, 2021.

I now vacate the Chair and request Mr. Arun Gupta, Independent Director, to take the Chair and proceed with the next Item No. 4 of the AGM notice.

Mr. Arun Gupta: Good Afternoon, Thank you Sandip Ji. I state item number four to reappoint Mr. Sandipkumar Gupta, non-exec and non-independent director who retires by rotation and being eligible offers himself for reappointment. Thank you and now I hand over the proceeding to Mr. Sandipkumar Gupta.

Moderator: I request the boardroom to kindly unmute yourself. The boardroom is on mute as of now. Thank you. Yes, sir. Please continue.

Mr. Sandipkumar Gupta: Reappointment of statutory auditor, Mrs. Walker Chandiook & Co LLP for the second term of five years to hold office for the consent conclusion of this 17th annual meeting till the conclusion of the 22nd annual meeting of the company. The organisation set out in the notice of the AGM for a special witness is as follows, Item number six to appoint Mr. Arun Gupta as an independent director

by an ordinary resolution. The members may note that in view of the SEBI listing regulations, the third amendment dated third August 2021. If a special edition is required for appointment as independent director, subject to further clarification, as may be issued by SEBI, the company shall arrange to seek shareholders' approval accordingly. I now request Mr. Rajdipkumar Gupta, managing director and group CEO to proceed with his presentation and thereafter open, open for question-and-answer session.

Mr. Rajdipkumar Gupta: Thank you Chairman Sir. Good afternoon shareholders. Warm welcome to all the members attending the 17th Annual General Meeting of Route Mobiles, being conducted for the first time in a virtual mode. I hope you and your family are safe and healthy. I am going to start my presentation on the company's operation for the year of financial year 2021 requesting moderator at K-Fin to put up the slide for a display. Before I start the presentation more so happy to share with you that this year, your company took the initiative to publish the first ever sustainability report. The same was also sent to all the shareholder along with annual report by email. As you aware, spurred in part by growing demand over social and ethical fund funds among institutional and individual investors new indices of social responsibility are appearing each year and ESG conscious investment is fast becoming a norm. At RML, we continue to pursue business growth in all possible ways. I also firmly believe that for the business world, it is fundamental to promptly respond to this growing call on environment consciousness, because of a company's success will soon be more and more dependent on their capacity to generate value, to limit the use of resources and energy consumption to avoid negative impact such as CG GHG emission and maximizing positive effects, that is job creation, highly high quality and sustainable products and services. The publication of sustainability report is a testament to our consciousness to various ESG matters and our commitment to conduct our operations which conforms to international benchmarks. This report is our commitment statement to matter like corporate governance, employee welfare and safety, gender, diversity cyber and information security are various CSR initiative GHG emission and other environment footprints. Our sustainability report has been prepared in the lines of national voluntary guidelines on social, environmental and economic responsibility of business issued by the Ministry of corporate affair government of India, 10 principles of United Nations Global Compact and global reporting initiative and spells out various component of our key environmental, social corporate governance ESG commitment areas in the form of material topics we identified. I would like to just start with a presentation which is very important about our last year achievement along with our future plans. We have some announcement to be made during this meeting and post this presentation I will request Gautam Badalia to announce that. I will start with the Route mobile glance in terms of performance. We as a company achieved over 1420 crore revenue in terms last financial year. Our CAGR growth is over 41% and our EBITA test is about 175 crores, our Pat grew almost 132.8 crore and our CEO CFO to EBITDA is about 131%. Our market capitalization is about 11,000 crores, we processed over 32 billion transaction last financial year and added about 400 plus new customer. We have 2000 plus active available Cust customer and we are, our servers are located right now with seven global cloud data centres.

We will go to the next slide probably I just want to cover instead of going through the slide. The Journey of Route mobiles starting from 2004 to 2021. If you see, we as a company always focus on technology and being a tech founder, it is very, very important for us to make sure we try to build something which has a more value, which will solve customer problem. Keeping customer problem in mind, we always wanted to innovate our self and if you see our journey when we started in 2004, as a SMS aggregator, you know small time SMS aggregator to evolving from SMS aggregator to a large CPaaS player, and then a large global CPaaS player, and now moving towards the customer experience as a platform service. In our entire journey if you see we as a company added various product offering, we try to acquire companies for the market also. But our entire focus in last 17 years is always on adding new technology within our offerings. Whether its 365 squared, or a tele DNA, or recently acquired company called Cellent. We want to make sure we as a company have a complete product offering as far as any enterprise prices are looking out to communicate with the end user, we want to make sure we as a company offer them the world class facility or a channel of communication, using which they can communicate better way with their end user. As a company, it is also

very important for us to keep on working towards the future tech. And as we all know, in last two years, we have deployed and we have spent lots of energy amount, energy and money on our R and D. We are proud, we can proudly say that we have our entire stack inbuilt inhouse on RCS, Whats app Viber and we acquired an email capability through the central acquisition. On the other side, I think there are lots of confusion about our product offering or maybe very few people are aware about complete offering of Route mobile. Route Mobile has a complete stack. Put the next slide. This stack actually explains how well we have placed an entire communication space. Route mobile is not just a messaging company, we are operated as a company which provides operating solution also, we as a company, taking care of the operator side of the business, we as a company taking care of the enterprise of the business and we are very focused in terms of our developer programme as well. Very soon, we are planning to launch our first Hackathon, which is called as Rapid which is going to be another very unique kind of Hackathon ever launched in India, we want to make sure that maximum number of developers to come and be a part of that Hackathon and build something using our API's. We are a tech company and we believe in technology. We live and with the technology and we always have that vision that whatever we are going to build for tomorrow, it is going to have a higher conviction inside the company that this will solve the customer problem. If you go to the next slide, you can ignore this one we can just go the next one. Next next. Yeah, this one. So, I think this slide depicts those some of our past acquisition, you know, like how we evolved from 2016 till July 2021. So, all this acquisition has added value to Route mobile offering and they all are very well integrated within Route mobile offering. So, acquiring a company is a not a big deal but integrating the company within the ecosystem is something what Route mobile is good at and in future also, we are very much sure that if we acquire or if we grow ourselves in different geographies, we know how to drive, how to build and how to work with the founders and with this confidence, I think we are very much sure that whatever new acquisition we will have in future or whatever we have already. I think we have given the full freedom to our founders who are driving this business whether it's 365 squared or Cellent or tele DNA, what is the next slide please?

I think the this is all about our growth which has been already discussed. I think financial highlights are already being discussed. So, I think I have something to talk about blockchain technology and right now the blockchain is something buzz word in the market and especially in Indian market and DLT is the next big buzzword where everyone is talking about distributed ledger technology, which I believe is a great technology and it is definitely a great initiative by try to make sure people get less number of spam or no spam. It's a great technology to scrub the spam messages to make sure enterprise is sending the right message to the right people. I think this whole idea of DLT platform, which I believe is not the right way to I think it has to be presented in the right way, which I believe that if we can say that VoIP is Voice over IP, then DLT should be known as SO scrubbing over DLT which is SODLT. This is something which I want to highlight out here and in all our further communication on blockchain or DLT. We will use this word henceforth; we want to announce something on DLT and some of our partnership and I would request Gautam to please share our partnership update on DLT and blockchain. Over to you Gautam.

Mr. Gautam Badalia: Hello Everyone. Good afternoon, everyone. Thank you Rajdip. So, it gives us immense pleasure to announce a partnership with Conviva to jointly accelerate blockchain commerce for MNOs mobile network operators and enterprises globally. So, we have just published this on the stock exchanges as well. In the current digital era, the world is looking at curbing unsolicited spam fraud messages in a big way. Blockchain as a technology is an app solution to mitigate such issues and ensure better governance. Distributed ledger technology, which Rajdip was kind of alluding to adopted by mobile network operators in India is indeed a case study which can be adopted by the entire mobile network ecosystem globally. So, we believe so we are very excited about this partnership. So, what does RML bring to this partnership? RML, as you are aware, is a global CPaaS company having strong direct access to 60 plus mobile network operators, and we have the reach to almost 800 plus operators. So, the global reach of RML, will render ubiquity to this solution, where we can take the solutions to all stakeholders in the ecosystem. On top of that, the strong presence of RML especially in emerging markets, like Southeast Asia,

Middle East Africa, now making decent presence, felt in Europe and America. So, we can take these solutions to every nook and corner of the world. So, and that that actually kind of makes us much more excited about this partnership and we believe this partnership, along with our comprehensive firewall stack will ensure a sick secured and a seamless communication ecosystem globally. So, with this, yeah, so that was the announcement from our site. Thank you, everyone.

Mr. Rajdipkumar Gupta: Hello, thank you, Gautam and we, at RML we always believe on innovation and I know, dear, blockchain based technology is not only limited to DLT, there is something called as international roaming and supply management within the telecoms vertical, we as a company are looking forward to work on these areas as well where after having a very long discussion with various operators globally, we identified some of the pain areas where operators are facing right now and I think we want to work with Conviva, especially in international roaming and supply management along with the DLT platform. Before I commence the Q and A session, I request Rathindra Das, company secretary to share the main guidelines for our Q and A session.

Mr. Rathindra Das: Thank you and good afternoon members once again, I will quickly read out a few important matters for smooth conduct of this Q and A session. The Q and A session will be anchored by the moderator and he will call the pre-registered speakers one by one. Members are requested to unmute their microphone before speaking and also to turn on your webcam if they wish to appear on the video. Members are requested to mention the name, folio number and the location. Members are also requested to restrict the questions to two minutes so as to allow all other speakers an opportunity to share views. All the speaker questions should be collated and answered in the end by our Managing Director. The questions not answered at the meeting shall be responded by the company email in due course later on. Managing director will also answer questions which have been received in advance if any, may be noted that the company reserves the right to limit the number of members asking questions depending on the availability of time for this AGM. Any shareholder is unable to speak due to connectivity issues, the moderator will call upon the next shareholder to join. Once the connectivity improves, the speaker shareholder may again be called in to speak, but only after all the other registered shareholders have been given a chance to speak. The Shareholder will be put on mute mode by the host until the time for Q and A begins. Once the name of the speaker shareholder is announced, the holder will be unmuted and he has to select the video mode and start speaking. Any shareholder is unable to connect through video when he or she can choose to connect only through the audio mode and proceed to ask his or her question. I now request the moderator at K-Fin to commence the Q and A session. Thank you for listening again.

Moderator: Thank you, sir. We will call the shareholders who has registered as speakers in the order and we will ask them to unmute themselves and talk. The first one is Mr. Gautam Kedar Prasad Tiwari, Mr. Gautam Kedar prasad Tiwari Please unmute yourself and if you want to turn on your camera, please share your camera and ask your question sir

Mr. Gautam Kedar Prasad Tiwari: Sir, I have unmuted from my side can you listen to me sir?

Moderator: Yeah sir. We are able to hear you.

Mr. Gautam Kedar Prasad Tiwari: Sir I am not able to unmute because from there I think internet is weak. From here it is very good but it from there it is weak but anyway I have got connected with you. I am really happy sir. First of all, to get connected with you sir. My dear sir. I have been waiting for my turn to come and I was thinking what is my number here? Sir I am very happy. यह company Route Mobiles इसका जो IPO निकला ना हम लोगों ने उसका review देखा और बड़ी खुशी खुशी से इस पर apply किया और इसके साथ में हमें यह पक्की उम्मीद थी कि हमारे राजदीप गुप्ता साहब और हमारे संदीप गुप्ता साहब दोनों दोनों भाइयों ने मिलकर जो IPO यह कंपनी निकाली है और 15 16 साल से यह कंपनी चल रही है already जो अभी list हुई है तो हमारे राजदीप गुप्ता साहब

अभी MD और CEO है और chairman साहब अभी संदीप गुप्ता जी है. तो इसका जो शानदार है सर, Sir you can listen to me no sir? Sir you can listen me, no?

Mr. Rajdipkumar Gupta: Yes, sir we are able to hear you.

Mr. Gautam Kedar Prasad Tiwari: हां sir you can listen me आपका yes sir. जो शानदार कंपनी निकाली और जो शानदार स्वागत हुआ sir सभी shareholders ने जो शानदार स्वागत किया इस कंपनी का और इस कंपनी को जो appreciate किया अपने एक लाजवाब है और हम इसके लिए आपको बहुत-बहुत धन्यवाद देते हैं आपने इतना successful इस mission को करके बताया गुप्ता साहब बहुत-बहुत धन्यवाद इसके लिए. Sir हम आपके सभी जो resolutions हैं वह हम strongly support करते हैं सब में हमने favorably already voting कर दिया हुआ है और हम बहुत खुश हैं आपकी कंपनी से. हमारा continued strong support आपके साथ हमेशा रहेगा आपकी हौसला अफजाई करने के लिए, आज भी है और भविष्य में भी रहेगा और पूरा विश्वास और पूरा confidence और पूरा trust हमें आप में है sir भविष्य में भी आप बहुत बहुत bright future demand करेंगे खुद के लिए भी और company के लिए भी जिस तरह आपने उसको बहुत अच्छी company है. आपकी opening speech मैं अपने बहुत सारी बातें कही है हमें बहुत अच्छा लगा और बहुत सारी मालूमात पड़ी पानी के बारे में मालूमात करना चाहते थे तो इसके वजह से हमें बहुत अच्छी तरीके से company के working के बारे में मालूम पड़ा इसके लिए भी हम आपका बहुत-बहुत शुक्रिया अदा करते हैं. Sir in order to improve my appreciation and understand the working of the company, sir you are listening me no sir.

Mr. Rajdipkumar Gupta: Yes Sir.

Mr. Gautam Kedar Prasad Tiwari: हां yes sir. तो in order to understand the working of the company and improve my understanding sir I would like to know कि हमारी कंपनी में average employee age आजकल क्या है, कितने employees काम करते हैं और male female ratio क्या है हमारी company में हमारे employees का. Sir हमारी company के अभी जो pandemic situation चल रही है, तो इसके बारे में अगर क्या कुछ employees है तो कितनी casualties हुई है और कितने active cases है और vaccination status क्या है? आप बताने की कृपा करेंगे तो बहुत अच्छा लगेगा सर और तो सर आपके शानदार जीवन के साथ में हम पहले भी थे आज भी और हमेशा रहेंगे और आपके success के लिए हमेशा आपको जो भी support चाहिए वह पूरा का पूरा हम यहां से देते रहेंगे because my हम शुरू में यह बोलना भूल गए की very very good afternoon to all my director जो भी है, हमारे chairman साहब और हमारी team Route Mobile और fellow shareholders. My name is Gautam Tiwari as pronounced and I am speaking from Mumbai. तो मुंबई में आप भी हैं, हमारा strong support हमेशा मिलता रहेगा sir आपके साथ में हमेशा थी हमेशा रहेंगे, हमें एक बात बताना है कि आपकी जो कंपनी सेक्रेट्री है रतंद्र दास इनकी सेवा इतनी अच्छी है इतने मद्धवासी इतनी इतने विनयशील है, इतने soft spoken है कि अपने आप में सराधा काम तो आपका यही पर हो गया कि और आपकी जो technical services है आप ने ली है K Fin tech की जो technical services है यह भी बहुत ही बढ़िया है, तो आपने यह सारे इतने अच्छे लोगों का चुनाव करके, इतने अच्छे person हमारे company के bandwagon में अपने select कर के company को पहले ही success की ऊंचाई पर पहुंचा दिया है और सर आपका expertise, आपका business understanding इस कंपनी को रात दिन प्रगति की राह पर बहुत अच्छे-अच्छे आसमान पर ले कर जाएगी इस पर हमें जरा भी शक नहीं है and we promise, we promise that we will always be there with you and with all the, we wish you very very long best happy healthy and safe life ahead and we once again promise that we have got total trust, confidence and faith in you sir और हम आपके साथ ही आपके साथ हैं और हमेशा आपके साथ रहेंगे and wishing you a very good and bright future Rajdip Gupta, Sandip Gupta जी, Rathindra Das जी और और हमारे सारे जो भी director भाई connected है हमारे साथ में, उन सभी को बहुत-बहुत शुभकामनाएं और bright future के साथ we conclude here and thank you very much, जय हिंद जय भारत. Thank you very much for patient hearing sir.

Moderator: Thank you sir. The next speaker is Mrs. Dharmika Maheshwari.

Mr. Rajdipkumar Gupta: One second, one second, I think he has asked question, let me answer that.

Moderator: You want to answer the question sir. Okay.

Mr. Rajdipkumar Gupta: Yes yes yes. Tiwari जी पहली बात तो मैं हिंदी में answer करूंगा आपको, बहुत-बहुत धन्यवाद आपने जो trust इन दोनों भाइयों पूरी कंपनी पर जो विश्वास दिखाया है वह अपने आप में हमारे लिए एक testimony है, इससे बड़ा achievement हमारे लिए कुछ नहीं है कि हमारे shareholder जो है हम पर trust करते हैं, और हमारी ideas पे और vision पे support करते हैं. I think यह हमारे लिए सबसे बड़ा gift है आप लोगों की तरफ से क्योंकि, end of the day हम यही चाहते हैं, कि हम जो भी कुछ करें हमारे shareholders को उसका value मिले, ऐसा कोई भी हम काम ना करें जिससे हमारे shareholder impact हो और यह हमारा commitment है हम दोनों भाइयों का पूरी कंपनी का, we will always work towards the growth of our shareholders. रही बात आपका question जो आपने किया था कि कितने male female है, उसका update है मेरे पास, consolable पे जो हमारी कंपनी में इस वक्त है 291 male है employee है और 75 female employee है. जैसा आपको पता होगा कि हमने vaccination drive Route mobile के सारे employees के लिए drive किया था और यह हमने employees के अलावा उनके family members को भी, उनके parents को, उनके spouse को, सारे के सारे family members को हमने facilitate किया था, और second vaccination जो है शायद अभी अगले 2 हफ्ते में वापस लग जाएगा क्योंकि वो 84 days जो बाकी है. so we as a company are very much aware of the value of our employees और हम आगे आने वाले दिनों में हम यह हमेशा कहते हैं कि जो कुछ जो कुछ भी है आज हमारी team और हमारे employees के वजह से है और इनका जो contribution हमारे लिए है और आपका जो second question था, question casualty. Casualty because of covid हमारा एक employee का हुआ जो हमारा employee था. He was 32 year old guy. He passed away because of Covid. Apart from that, I think बाकी सभी के सारे employees safe और healthy है. Thank you for asking this question. Thank you. मैंने यह answer दिया.

Mr. Gautam Kedar Prasad Tiwari: Sir बहुत बहुत अच्छे सर, we are very happy sir, जो employee है उनके लिए हम भगवान से प्रार्थना करते हैं, उसको शांति मिले और हम वादा करते हम आपके साथ हमेशा हैं हमेशा रहेंगे, जब तक सितारे रहेंगे हम आपके साथ हमेशा रहेंगे.

Mr. Rajdipkumar Gupta: Thank you sir. Thank you very much sir.

Moderator: Sir, the next speaker is Mrs. Dharmika Maheshwari. Mrs. Maheshwari please unmute yourself and ask your question if you are able to share your camera, please share the camera.

Dharmika's Dad (Mr. Maheshwari): Hi, Am I audible?

Moderator: Yes, sir you are audible.

Dharmika's Dad (Mr. Maheshwari): Great. Let me let me accept that Dharmika is attending her class online right now. So, I am her father and attending on her behalf. Honorable Chairman Sir MD and CEO of the company. Distinguish board members, CFO Sir, company Secretary Mr. Das and dear shareholders. A very good evening to everyone and thanks to Mr. Das, particularly for giving this opportunity to speak. The company has been doing fairly well on all fronts, be it financial part or otherwise, as regards the legal compliances and other announcements done by the company from time to time on both the stock exchanges it's really great. So, I congratulate the entire management for outstanding performance, I have few issues to share with you sir. One is about trade payables, probably CFOs I would like to answer on this considering that top line of our company sir the trade table figure is on the higher side and particularly when we have got such a robust cash flow. Just share me what is the reason for having such a huge trade table as compared to top line of the company. The second issue which I would like to ask from MD sir, is where do you see our

company down the line five years from now, in terms of top line bottom line ranking in India, in your sector, and globally? I wish all the best to all of you sir for being so generous for giving outstanding performance on all fronts. Thanks once again to Mr. Das for being so humble and kind. Over to you sir, Thank you so much.

Mr. Rajdipkumar Gupta: Thank you Sir, let me start with answering your second question and probably then I will either hand over to Gautam or CFO Sir to answer our trade receivable trade payables sorry payable. So, about vision of company, you know, like we have shown a growth from year one, we are were profitable from starting from year one and we are profitable till today also, as we speak, you know, like, if you talk about our vision, what can be Route Mobiles vision after five years, we want to make sure that we become a \$1 billion revenue company in the five years, that is the vision we all are driving within the company. Every day, when I get up, I have this dream, which I know I can fulfil, I have achieved \$200 million revenue in 17 years but I know I can achieve billion dollars in next five years. So whatever numbers we are talking about is definitely achievable. But it all depends on certain conditions and we are very focused in terms of our technology enhancement in terms of our on boarding customer, you know, scaling ourselves in various part of the word, going global acquiring more companies. So, if you see the track record, if we continue in the same way, probably whatever we are dreaming of within five years, may happen before that also. In terms of a ranking, if you see we as a company are already part of tier one aggregator top five tier one aggregator in the global market, you know, so we Route Mobile is a global company. We are not an Indian entity or Indian company; we serve customer all across the globe. We work with operator all across the globe and global market to understand our potential in terms of our capability in operator side and enterprise side and we are already featured in almost in Gartner's report or JUnit report, you refer any reports we were always there in CPaaS ecosystem and we want to make sure that we will try to retain our ranking globally as a top five company in this space and we are committed to our shareholder, we will work towards that and we will maintain that leadership for a longer period of time. I would like to hand over to Gautam or CFO Sir if you can just see our CFO Sir can answer your trade table question. Thank you.

Mr. Suresh Jankar: Good afternoon Mr. Maheshwari. Very warm welcome regarding this payable outstanding. At consolidate level so far 181 March 20 to become 238 and the period the creditors turn around period at consolidation for 67 days compared to march 20. So, basically, we improve that period because of our relationship with the vendors and we took the benefit of during the pandemic the RBI has extended for the import purchase that from another six months so, due to that the period got extended and our creditor standing to increase level but as of now, if you see the position most of the creditors are reduced and it is matching with our data basically. I hope this clarifies your query

Dharmika's Dad (Mr. Maheshwari): Yes sir. My pleasure.

Moderator: Thank you sir. The next speaker is Mr. Ravi Kumar Nareri. Mr. Ravi Kumar Nareri. Sir, we are not getting any response from Mr. Ravi Kumar Nareri. I am going to the next speaker. The next speaker is Mrs. Celestine Elizabeth Mascarenhas. Mrs. Mascarenhas please unmute yourself.

Mrs. Celestine: Hello. Hello. Can you hear me? Can you hear us hear?

Moderator: Yes Madam. We are able to hear you.

Mrs. Celestine: Good afternoon, Respected Chairman, other directors, shareholders over this virtual AGM My name is Mrs. Mascarenhas. I am I am attending I am very happy this is the AGM inaudible.

Moderator: Madam unmute yourself and ask you a question please. There is an echo is coming, echo is coming.

Mrs. Celestine: Hello. Hello?

Moderator: Yeah Madam.

Mrs. Celestine: Can you hear properly properly? Hello hello. Can you hear me?

Moderator: Madam we are able to hear you but but your voice was echoing.

Mrs. Celestine: Hello. Can you hear me? Can you hear me?

Automated voice: You were unmuted.

Mrs. Celestine: Hello? Can you hear me?

Moderator: Yes Madam, yes madam.

Mrs. Celestine: Now you can hear me. This is all beeping up in the mic. Hello, can you hear me? Can you hear me? Hello. Hello. Hello.

Moderator: Yes Madam. We can hear you.

Mrs. Celestine: Hello, it is beeping Hello, can you hear me?

Moderator: Ma'am we can hear you but we request you to refresh and come back Ma'am. We are hearing lots of echoes from your side. We request you to kindly refresh and come back. Celestine Ma'am we request you to fresh and come back to us.

Mrs. Celestine: Hello. Hello.

Moderator: Sir we are getting a lot of echoes from her. So, we will take her again next. The next speaker is Elocius Peter Mascarenhas. Mr. Elocius Peter Mascarenhas. There is no response sir. The next speaker is Chandrawati Gatani. Mrs. Chandrawati Gatani. No sir there is no response. The next speaker is Mr. Ramesh Shankar Golla. Mr. Ramesh Shankar Golla.

Mr. Ramesh Shankar: Yes, sir. Yes, sir.

Moderator: Please ask you question.

Mr. Ramesh Shankar: Hello, sir, yes, sir. Can you hear me sir?

Moderator: Yes, sir. Please ask your question.

Mr. Ramesh Shankar: One minute, one minute sir. Sir video is okay sir, its coming?

Moderator: No sir video is not coming. Yeah.

Mr. Ramesh Shankar: Okay Okay.

Moderator: It has come sir now.

Mr. Ramesh Shankar: Yes sir. One minute, One minute sir, please sir.

Automated voice: You are now unmuted.

Mr. Ramesh Shankar: Yes sir, yes sir. Sir very good evening. Sir very good evening.

Automated voice: You are now unmuted.

Mr. Ramesh Shankar: Sir Sir, yes sir. Rajdip ji sir, CFO, CEO and MD. Rajdip Sir and Gautam. Gautam Sir our chairman, sir congratulate you sir. Very proudly saying sir मैगी कंपनी में जो investment रखे हैं so happy for for me sir, why because sir आप जैसा इतना अच्छा लोग यह company board में बैठे हुए हैं, हम चिंता के साथ में कोई कुछ भी सोचने का नहीं सर. हम अच्छा से सो सकते हैं, आपके कंधे पर छोड़ कर. This is very happy for me sir. वैसे ही आपको in future profits बहुत अच्छा आएगा बोलकर हम समझ रहा सर. और यह Cellent your acquired company sir इसमें मेरा question, in coming years कितना profit यह कंपनी के साथ आ सकता है?

Moderator: Hello.

Mr. Ramesh Shankar: हाँ sir sir one minute sir battery battery low हो गया, sir कितना आ सकता है profitability? और सर के आने वाले साल में कितना earning करता कंपनी net profitability और आप CSR activities इसमें क्या ध्यान दिया आप कितना CSR activities का पैसा जमा करा और एक सर आपका कंपनी में जो मेरे को हमारा CFO and founder साहब को बहुत-बहुत धन्यवाद देना सर. Why because sir, he has taken institution sir, मैं आपके आगे इतना बात कर रहा हूँ बोले तो यह हमारा CEO sir and our company secretary Rathindra Das sir so so superb, so happy sir for me. सर के लोग दोनों लोग नहीं है तो मैं आपको वोटिंग कर सकता था अगर ऐसा आपके सामने बात नहीं होता सर. इसलिए so happy for me sir, आप लोगों को सभी लोग अच्छा ठीक से रहना है सर आप हमारे को profitability देती जाना और next coming years मैं थोड़ा dividend भी दिए तो बहुत अच्छा रहता सर This is one my request sir, thank you very much. आपको देखे तो यह कंपनी में हम और अच्छा invest कर सकते हैं सर सभी लोगों को भी बोल सकता मैं शान के साथ और सभी लोग को बोल सकता मैं, आपका यह विजय के साथ sir यह कंपनी अच्छा से चल रहा है. very happy sir. Thank you very much sir. Have a good day sir, Good bless you.

Mr. Rajdipkumar Gupta: Thank you Ramesh Ji. I think you have asked a very, very good question. Let me start with the sampling. Sampling for us is definitely right now, an investment. We are planning to invest about \$12 million index three years down the line \$12 million next year down the line and we are targeting about \$30 million revenue coming from this business itself. How much profit it will generate? Or what kind of dividend we generate is too early to comment. Probably maybe after six months, I may answer your question with full data. Right now, is too early for me to give any comment. But yes, we are on a growth growth path where we believe that email itself is a \$17 billion market and it has a huge potential for Cpaas company like Route Mobile to offer the bundled solution to enterprise customer. So, we already have so many customers where we can go and start selling our email solution immediately, rather than going and cracking down or finding a customer for these services. Apart from your, I think the next question was on CSR. During the pandemic time, we have spent, we try to help people by providing oxygen cylinders, oxygen concentrator, and whatever best is possible to make sure our employees or the community, I think we have done multiple things and that report is already published in our annual report. So, for more detail, you can refer our annual report. In terms of profitability of Route Mobiles, while I can just tell you one thing, we are committed towards the growth and we will work towards the growth, the profit and EBITA another thing will come to growth keeps on continuing. There is no guidance can be given at this point of time. Probably we are always vocal about our growth and we always say that between 20 to 25% is what we are looking out this year to grow and that's exactly what we are committed and we will look forward to achieve that or maybe over achieve the same. Thank you.

Moderator: We now call Mrs. Celistine Elizabeth Mascarenhas.

Mrs. Celistine: Hello Hello, hello, now hear me. Can you can you hear me? Hello? Hello. Hello, can you can you hear me?

Moderator: Yes, madam. Please ask your question.

Mrs. Celistine: Fine, Fine, Fine. Thank the company Secretary Mr. Das for sending me Annual report and register and also K-Fin tech for giving me this platform.

Moderator: Madam there is chorus, please type your question.

Mrs. Celistine: Oh god what to do what? Here I am. I am 70 years old what I will type, I don't I don't understand why this platform is like that. Now I call please.

Mr. Rajdipkumar Gupta: Can you give your question with a call?

Mrs. Celistine: Yeah, can you do with a call? Let's go with the call.

Moderator: We will call you; we will call you.

Mrs. Celistine: Yeah chorus, chorus, your call fails, do with the call.

Moderator: Sir I will call her and take the question and I will repeat the question.

Mr. Rajdipkumar Gupta: Yeah yeah, please do that.

Moderator: Yeah, the next speaker is Mehul Manilal Hariya.

Automated Voice: You are now unmuted.

Moderator: Mehul Manilal Hariya kindly ask your question. Mehul ji, this is Mehul. Please unmute yourself and ask your question.

Automated Voice: You are now unmuted.

Mrs. Celestine: Hello, Hello. Hello.

Moderator: Sir I will call Mrs. Celestine and just take the question, just a minute sir.

Moderator: Mr. Mehul Manilal we request you to to refresh your screen and join back, we are unable to hear you, until we get Mehul back. We will be going to the next speaker Mehul Nilesh Sheth, can you unmute yourself, turn on your camera and ask your question?

Mr. Mehul Nilesh: Am I audible?

Moderator: Yes, you are audible. Yes, Loud and clear sir.

Mr. Mehul Nilesh: Yes, sir first of all, congratulations for bringing this stellar IPO and My question are that, should I retain the investment in the company? I mean, the prospects are good, or, and what are the further acquisitions plan? Hello,

Mr. Rajdipkumar Gupta: Hello Mehul Ji, it's a very good question and we as a company, I can give a guidance over here. Hello, can you hear me?

Moderator: Yes, sir, we can hear you.

Mr. Rajdipkumar Gupta: So Mehul, I think it's a very good question and it's a very good question to ask any founder or a CEO. But I can just give you guidance about the growth, we as a company focusing towards the growth and we are chasing growth, and we are very much committed, and we are very much focused in terms of our expansion globally. Latin America is a market where we are very foolish about and there is certain technology enhancement, which we are doing and some of the technology adoption, which is right now happening in market like RCS, are probably our email solution, they will definitely add more revenue to Route mobile and in coming days, we see that the growth trajectory, what we have shown in past will continue. Whether holding or not holding is something I am not allowed to comment or probably you are the right person to judge the company and decide about it. You have seen our story. You've seen our growth, and I leave it on you and that's your call sir. You have got someone to answer this? Its fine. Thank you.

Mr. Mehul Nilesh: Thank you, sir. I really appreciate whatever growth you have given to the company and it's really great to be a shareholder of this company. Thank you so much.

Mr. Rajdipkumar Gupta: Thank you.

Moderator: Thank you Mr. Nilesh, Mehul Manilal Hariya, can you please turn on your camera and speak sir? He has lost the of connection sir. Oh the speaker is back. Mr. Mehul Manilal, can you speak?

Mr. Mehul Manilal: Am I audible now?

Moderator: Yes, sir, loud and clear.

Mr. Mehul Manilal: Yeah, So, first of all, good listing and Gupta brothers have done extremely well and rewarded investors, IPO investors like anything, even your employees also because ESOP was given at 303 126 and now the stock is quoting at 2000. So, all your employees are also more than happy and Mr. Naresh I have read and Mr. Rahul Pandey, employee from your world exercise, most of the ESOP options, one lakh 60,000 options, he must be the happiest employee of the company. So good good company. I have, I would like to thank Rathindra Das Ji उनके लिए मैं उनको thanks देना चाहूंगा . He is so concerned about the investors and he called me personally and asked me that have I received the physical copy or not? Good gesture from company's point of view? I like it. You My question is utilisation of IPO proceeds, we have approximately 50% 14,144 Cr. still to be spent. So purchase of office premises in Mumbai for 65 Cr. If you can throw some light, are we actually planning to buy any property very soon. Second question is have we tied up with Alibaba during this pandemic time? Then third question was about is there database leakage? Recently during the lockdown, I had heard about Domino's whose data was leaked and people started using its data it was open data. So is there a what are the firewalls sort of what are the protections that because I think now, we are a responsible company every entrepreneur every big enterprise will give you his own data and it will route through Route mobile. So, data security, I will be concerned about what are the security if you can give some clarification on that. You gave a good employee distribution to 291 males and 75 females. When I look at your board of directors and Leaders, I see only one lady and rest all are I think males only. So, that is also good. CSRS come down that's what I noticed if you can throw some light this was a year which needed to impact more CSR. If you can highlight that, one more arith I can say kind of arithmetical equation that shareholding pattern shareholding pattern is like on 77 page we are mentioned that each category 10,001 to 20,000 there are 329 shareholders. So, I will consider the lowest shareholder 329 into 10,000 that will come to 32 lakh 90,000. But in that category number of shares are shown as four lakh

66,600 and likewise in all this category one to 5000, one to 10,000. Likewise, that multiplication of minimum number in that category will not come to the number of shares that are shown in the number of shares column that will be much higher than that. So, maybe arithmetical mistakes from my side. So, I would like to understand simply from your side, rest I would like to tell, we have just 26 or 27 members attending this meeting, but I personally was trying to apply in a HNA category in your Route mobile IPO, but due to some technical problem with the IPO funding giant Indian industry, I was not allowed to finance I allowed to get a finance and I could not I could not apply in HNA category. Otherwise, I was very much interested in your story and I am still believer that you can multiply you can, your stock price will increase digit by digit. 600 का 200 का आज 200 हुआ है, 2000 may be आपको stock split करना पड़ेगा ऐसे दिन आएंगे मुझे ऐसा दिख रहा है. गुप्ता जी बहुत अच्छा कर रहे हैं आप लोग और ऐसे ही करते रहिए. मुंबई की जो demands है उसके हिसाब से मुझे लगता है आप छोटे लोगों के लिए भी कुछ product निकालें की उनके भी solution आ गए जैसे Jiomart जो छोटे-छोटे ट्रेडर्स है उनको भी कुछ solution दे पाई, mobile सिंह को भी connect कर देंगे, छोटे से प्रोडक्ट क्या कहते छोटा टिकट size, अगर उनके लिए भी कुछ ला पाए तो वह भी dhoom बिकेगा, Ye Indian market मुंबई की मार्केट है, Indian market I will say entire Indian market there is a possibility So if you can throw some light that are we focusing on this retail job as a retail retail kind of business because in service industry, in any of the stock stock market के जो players है, brokers को every day sms भेजना है, every day emails भेजना है, everyday कुछ ना कुछ changes आती हैं, तो यह सारी चीजें जो है अगर इसमें हम आपके ही Route mobile के through incorporate करेंगे बड़ी से बड़ी broking company आपके पास आकर, आपके software और आपके subscription list में add हो जाएगी, छोटे से छोटा दुकान वाला है उसके 50 ग्राहक होते हैं, ग्राहकों को उसको 100 करना है, he will use your platform. Just take over and tell. Is it possible? Thank you, sir. Thank you.

Mr. Rajdipkumar Gupta: Thank you Mehul Ji, we will definitely take your advice, and we will try to do something on that. But as of now, if you see our platform is being used by almost small SME to large org. players, banking customer too late, I think there is not a single vertical जहां पर यह हमारा API नहीं use होता है . But your point well taken, we will think about to build something for the smaller segment SME segment for sure. I would like to hand over to Gautam to answer to two questions of yours related to that IPO proceeds fund question.

Mr. Gautam Badalia: Yeah. So, in terms of utilisation of IPO proceeds, I think there was a certain amount of funds 65 crores year marked for purchase of office in Mumbai. So, we've already sorted the shortlisted office premises currently conducting due diligence. So, if the diligence is I mean we get a green signal from the diligence advisory firm, we will go ahead with the transaction so the I mean in about 30 to 60 day's time, I mean, we should be able to consume rate, the office purchase, if the diligence findings are fine.

Mr. Rajdipkumar Gupta: And your another question on data breach and I think that was a false allegation, which has been made. And I think we were very clear from day one and in all our reporting, also, we have denied any such kind of data breach happened to towards our platform, we have got the third-party audit done and we have submitted our report to SEBI also, and post that and, in fact, to all the banks as well, post that report, there has been no data breach found in our system. In spite of that, we as a company are very, very concerned about our customer or user database, data security. And we have deployed the best of the data security platform within our company. We have invested heavily to make sure that our data is fully secure. And we are still in the process of adding more secure data. Yeah, I think honestly, I think that these a few questions you have, I hope I have answered all your question. If not, you may reach out to us one to one basis also. Thank you.

Moderator: I spoke with Mrs. Celestin. Should I ask her questions? She has five questions. Yes, five question.

Mr. Rajdipkumar Gupta: Yes 5 questions, okay. Sure.

Moderator: Yeah, the first, she has actually sent her greetings to all the board members as well as Mr. Rathindra Das and the first question is, you know, where the company is into messaging, identity solutions, emails, etc. So where is the core competency? Second question is the company has around 300 employees in 15 offices. So how many of these people employees were affected by COVID? And how many recovered? And what are the attrition levels in the company? The next question is how you have a well-defined whistleblower policy. So, were there any cases recorded? Next question is you know you have 20 subsidiaries listed subsidiaries under you. So, to unlock the shareholder value, are you going to list any of the shareholder subsidiaries? The next question is, if there is a takeover bid, what is your plan of action? The last question is the technology generally, it can be obsolete over a period of time. So, what kind of steps you are taking? These are the questions.

Mr. Rajdipkumar Gupta: Thanks. I think, ma'am, if you're able to hear us, I think I would like to answer your question in step by step. We as a company, I think let's start with

Moderator: yes, sir continue.

Mr. Rajdipkumar Gupta: Let's start with technology. First, because technology is something which we really believe that at Route mobile we are good at, and I know anything can be replaced, technology can be distributed overnight as well. We as a company building stack from last 17 years and so, as we speak, right now, also my team is already working towards new enhancement, new development, as we announced a new partnership with conviva today related to DLT platform that has a huge potential, we started working on a blockchain based technology in house also and not from iteration rate, I think that data is available 11% right now, which is as common as any IT company. So, that is there. In terms of a core competency, if we talk about Route mobile, we are one of the unique features of India, who has this kind of vast platform, which connects over 900 operators globally. The port's operator in terms of

Automated voice: you are now muted.

Mr. Rajdipkumar Gupta: getting them full understanding about the revenue leakages create, we created a platform where people can have a better communication. I think, in overall it's a platform play, it is not if an enterprise coming to Route mobile, they get a bucket of solution in one place rather than going to multiple vendors. So, if you talk about all this layer of communication, which we build has a different value and it solves customer problem in multiple ways. So, our core competency is definitely technology which we have built and we are very much aware what can disrupt the technology and we work very closely with partners who can actually disrupt technology in coming years on the line. And we are early adopters of the new technologies and We always want to make sure we are ahead of curve to make sure we keep on adding new tech, new API's within our offering. So, we as a company are very much assured that whatever we are building for future is also going to create value and whatever we have built is already creating value. Thank you.

Moderator: There is one additional question from Mr. Mehul. Any tie up with Alibaba china, that is one and page 77 of the annual report shareholder category multiplication does not come to the number of years so that the category from the calculation has not come.

Mr. Rajdipkumar Gupta: Mr. Mehul Ji, we have signed NDA and we as a company, we are not allowed to disclose any customer information in public. And I'm extremely sorry that I may not be able to answer your question, but related to that number writing I will let Mr. Rathindra Das to the answer your question.

Mr. Rathindra Das: Thank you We have checked these disclosures. These numbers basically represent the total number of shareholders in those particular categories that we have identified. So, there is no requirement of multiplying in any case it will not come. Thank you.

Moderator: Thank you, sir. The following shareholders who are registered are not attended the meeting. Mr. Ravi Kumar Nadedi, Mr. Elocious Peter Mascarenhas and Mrs. Chandravati Gatani. So, with this the Q and A session is over. Over to you.

Mr. Rajdipkumar Gupta: I now request the chairman to make his concluding remarks.

Mr. Sandipkumar Gupta: Thank you Rathindra, thank you Rajdip; I want to thank all the Members for their queries and views. All the items of business as per the notice of the 17th Annual General Meeting have been taken-up. I would now like to formally convene e-voting in respect of all the resolutions as set out in Item Numbers 1 to 6 of the Notice convening this Annual General Meeting and request the moderator to activate e-voting window to enable the Members attending the AGM who have not already cast their vote by remote e-Voting to cast their vote electronically during this Meeting. Members can click on "Vote" sign on the left-hand bottom corner of their video screen for voting at the AGM, which will take them to the 'Instapoll' page. I request the Moderator to deactivate the e-voting window after completion of 15 minutes when the proceedings of this Annual General Meeting shall stand closed. Members attending the Meeting who have not cast their vote through remote e-voting may choose to vote now. To cast your vote, please click on the "VOTE" icon appearing on the bottom of the screen, on the left-hand side. You will be re-directed to voting page while you continue to be a part of the Meeting. The Scrutinizer, Mr. Dhrumil Shah, shall on completion of e-voting at this Meeting, unblock the votes cast through remote e-voting and e-voting by Members during the AGM and make a consolidated Scrutinizer's Report of the total votes cast in favour of and against the Resolutions. I am authorising Mr. Rathindra Das, Company Secretary to receive the Scrutinizer's Register, Report on e-voting and other related papers with requisite details and also to counter-sign the Scrutinizer's Report upon receipt of the same and declare the Results. The combined results of remote e-voting and e-voting at the AGM along with the Scrutinizer's Report shall be communicated to BSE Limited and NSE National Stock Exchange of India Limited where the shares of the Company are listed and will also be hosted on the Company's website and on the website of KFin Technologies Private Limited, within two working days from the conclusion of the Meeting. On behalf of the Board of Directors and management of Route Mobile, I convey our sincere appreciation to all the Members for attending and participating at this meeting. Let me also thank all the Directors and Auditors for attending today's meeting. Please stay healthy and safe and take care of yourselves. I now I conclude today's proceedings. Thank you very much, have a good day.
