

Ref No: RML/2022-23/213

Date: May 18, 2022

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/2022-23/211 dated May 18, 2022 wherein we have submitted the financial results for the quarter and financial year ended March 31, 2022.

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 faithfully,  
**For Route Mobile Limited**



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

Encl: as above

Media Release

## ROUTE MOBILE LIMITED

### Route Mobile Ltd. announces Q4 & FY21-22 Results

Q4 Revenue from Operations stands at Rs. 626.07 crore, PAT stands at Rs. 47.42 Crore

**Mumbai: May 18<sup>th</sup>, 2022:** 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<sup>st</sup> March, 2022.

#### Highlights for Q4 FY22 Consolidated Financials

- Revenue from Operations stood at Rs. 626.07 crore as against Rs. 562.77 crore in Q3FY22
- Profit Before Tax stands at Rs 46.81 crore as against Rs. 55.09 crore in Q3FY22
- Profit After Tax reported was at Rs. 47.42 crore as against Rs. 46.29 crore in Q3FY22
- EPS stands at Rs. 7.29 (basic) and Rs. 7.29 (diluted)

#### **FY22 Vs FY21 (Consolidated)**

Revenue from operations for the full year ended March 31<sup>st</sup>, 2022 stood at Rs. 2002.03 crore as against Rs 1406.18 crore in FY20-21

Profit Before Tax (PBT) stood at Rs. 195.22 crore for FY21-22 as against Rs. 161.55 crore in FY20-21. The company’s PBT margin stood at 9.75%

Profit After Tax (PAT) reported stood at Rs. 170.08 crore for FY21-22 as against Rs. 132.76 crore in FY20-21. PAT margin stood at 8.50%

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited**, said, “I am extremely proud to announce our team has delivered best ever quarterly revenue result back-to-back. We have outperformed our revenue growth guidance of 30% revenue growth in FY2022 by a margin and have demonstrated an industry leading growth rate of 42% in FY21-22. The magnitude of our CPaaS expertise is reflected in our revenues for FY21-22, as we advance towards our ambitions of continuing with a strong growth momentum of delivering at least 40% y-o-y growth in FY22-23.” **He further added**, “Brands, Enterprises and Operators continue to partner with Route Mobile to transform digitally, deploy scalable communications platform and deliver superlative customer experience.

**About Route Mobile Limited (www.rotemobile.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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**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.*