

Ref No: RML/2020-21/17

Date: October 28, 2020

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 letter reference RML/2020-21/15 dated October 28, 2020 wherein Unaudited Standalone and Consolidated Financial Results of the Company for the Second Quarter and Half Year ended September 30, 2020 were submitted.

A Press Release being issued in this regard is enclosed.

You are requested to take the abovementioned information on your record.

Thanking you,

Yours faithfully,

For Route Mobile Limited



Rathindra Das

Head Legal, Company Secretary & Compliance Officer



Encl: As above

Route Mobile Limited announces Q2FY21 Results

Q2FY21 Total Revenue stands at Rs. 354.5 crore. PAT stands at Rs. 32.7 crore

Mumbai: October 28, 2020: 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 30th September, 2020.

Highlights for Q2FY21 Consolidated Financials

- Total revenue stands at Rs.354.5 crore as against Rs. 201.4 crore in Q2FY20
- Revenue from Operations stood at Rs. 349.3 crore as against Rs. 196.6 crore in Q2FY20
- Profit Before Tax stands at Rs. 39.4 crore as against Rs. 15.7 crore in Q2FY20
- Profit After Tax stands at Rs. 32.7 crore against Rs. 13.0 crore in Q2 FY20
- Earnings per share (EPS) for the quarter ended September 30, 2020 stood at Rs.6.46

Q2FY21 (Consolidated)

Revenues from operations for the second quarter ended September 30, 2020 (Q2FY21) stood at Rs.349.3 crore as compared to Rs. 309.6 crore in Q1FY21. Likewise, the Total Income stood at Rs.354.5 crore in Q2FY21 as against Rs. 312.3 crore in Q1FY21.

- Profit Before Tax (PBT) stood at Rs. 39.4 crore for Q2FY21 as compared to Rs.33.3 crore in Q1FY21. The Company's PBT margin stood at 11.1% in Q2 FY21.
- Profit After Tax (PAT) reported stood Rs. 32.7 crore for Q2FY21 as against Rs. 26.9 crore in Q1FY21. The Company's PAT margin stood at 9.2% in Q2 FY21.
- Earnings per share (EPS) for the quarter ended September 30, 2020 stood at Rs.6.46.

Commenting on the results, **Mr. Rajdipkumar Gupta, Managing Director & Group Chief Executive Officer, Route Mobile Limited** said "Q2 FY21 has been another quarter of strong performance, backed by better operating leverage, despite the trying circumstances. The pandemic has accelerated CPaaS adoption amongst enterprises, and Route Mobile continues to enable our customers in their digital communication journey. As per Gartner estimates, by 2023, 90% of Global enterprises will leverage API enabled CPaaS offerings to enhance their digital competitiveness, up from 20% in 2020. We are optimally positioned to be at the forefront and drive this transformation."

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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Route Mobile Limited

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DISCLAIMER:

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 Ltd. 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.