

Ref No: RML/2025-26/649

Date: February 9, 2026

To,  
**BSE Limited**  
**Scrip Code: 543228**

**National Stock Exchange of India Limited**  
**Symbol: ROUTE**

**Sub: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing herewith the Investor Presentation, that will be presented on Tuesday, February 10, 2026 to the Analysts in connection with the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2025.

The same is also available on the Company's website at [www.routemobile.com](http://www.routemobile.com)

You are requested to take the above information on record.

Thanking you

Yours truly,  
**For Route Mobile Limited**

**Tejas Shah**  
Company Secretary & Compliance Officer  
ICSI Membership No.: A34829

Encl: as above



# Earnings Update

## Q3 and 9M FY 25-26

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Investor Presentation  
February 9, 2026

# Safe Harbor



Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the “Forward Statements”) and are based on reasonable expectations of the management, which involves a number of risks, and uncertainties that could cause actual results to differ materially from those in such Forward Statements. The risks and uncertainties relating to these Forward Statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, fluctuations in foreign exchange rates, revenue and profits, our ability to generate and manage growth, competition in CPaaS globally, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price and fixed time frame contracts, industry segment concentration, our ability to manage our international operations, our revenues being highly dependent on clients in the United States of America, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, political instability, adverse impact of global pandemics (including COVID-19 impact), war, legal restrictions on raising capital or acquiring companies, unauthorized use of our intellectual property(ies) and general economic conditions affecting our businesses and industry. We may, from time to time, make additional written and oral Forward Statements . We do not undertake to update any Forward Statements that may be made from time to time by us or on our behalf, unless required under the law.

# Route Mobile - Industry Leading Global CPaaS Platform



RML offers a scalable and flexible **Omnichannel CPaaS** platform to enterprises across industry verticals, globally



**280+** direct MNO connects, overall access to **900+** MNOs (**Super Network**)



Global footprint across **20+ locations**; **2,700+** active billable clients



Infrastructure comprising **20+ data centers** and **6 SMSCs** globally



**ESG leader**, rated **"A"** by a reputed ESG rating agency



Visionary in Magic Quadrant for CPaaS 2025 – **Gartner**  
Key Vendor in four Hype Cycle Reports – **Gartner**  
"Top Tier 1 A2P SMS vendor" – **Rocco**



**₹44,523 mn** Revenue for LTM ended 31 Dec 2025



**₹5,237 mn** EBITDA for LTM ended 31 Dec 2025



**129.5 bn** billable transactions processed in 9MFY25-26



**₹ 12,877 mn** Cash as on 31 Dec 2025



**>100%** CFO / EBITDA conversion in 9M FY25-26



Board recommended **₹ 3 per share interim dividend**

# Global Diaspora - Footprint & Super Network



# **Key** Developments

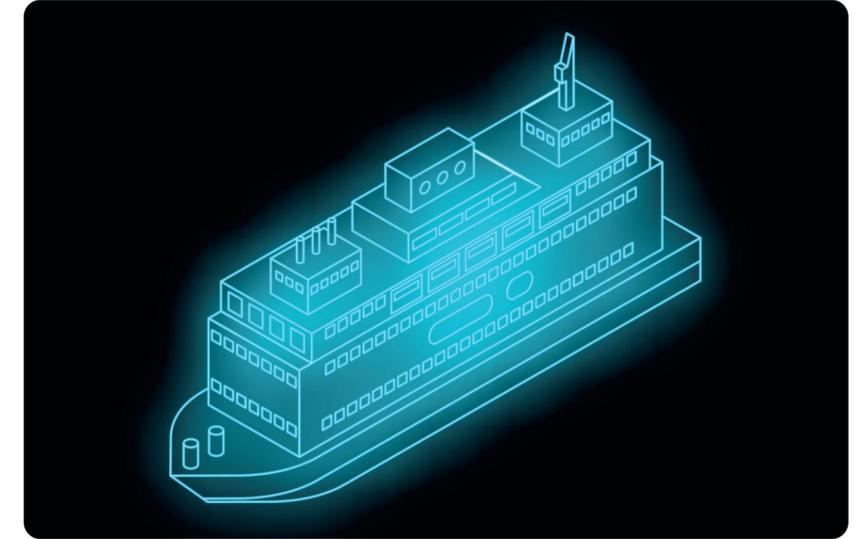
# Key Developments in Q3 FY25-26



Fully-fledged intelligent admissions **Chatbot** launched to enhance global student access to fees, scholarships and application information **at a leading multi-disciplinary university** ranked 1<sup>st</sup> in India for employer reputation.



Launch of **WhatsApp**-based trade-in customer journey for a **leading global mobile phone company**, enabling customers to evaluate and trade in older handsets against newer models, capturing **instant sales** through **seamless customer experience**.



Launched **India's first ferry ticketing** on WhatsApp for a **state-owned waterways organization**, enabling travellers to select routes, pay via UPI and receive instant e-tickets in **seamless, automated chat experience**

# Last mile delivery solution over WhatsApp for large global retail brands



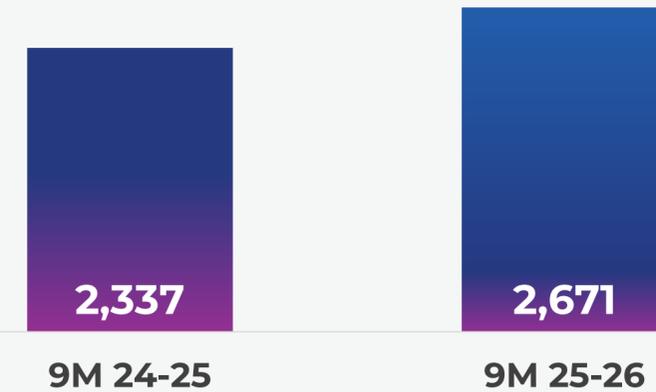
Launched a **self-serve WhatsApp chatbot**, for a leading global retail chain, that confirms delivery details with customers & **syncs customer responses directly into their dispatch system.**



Deployed a **multi-account WhatsApp framework** for a regional mall network, enabling **hyper-local customer engagement across 12 outlets** with **personalized offers & promotions.**

New Products Revenue (in ₹ mn)

14.5% Y-o-Y growth



10.5% Y-o-Y growth  
-4% Q-o-Q growth



Q-o-Q decline due to reduced revenue from a key customer

# **Key** Business Metrics

# Diverse Customer Base

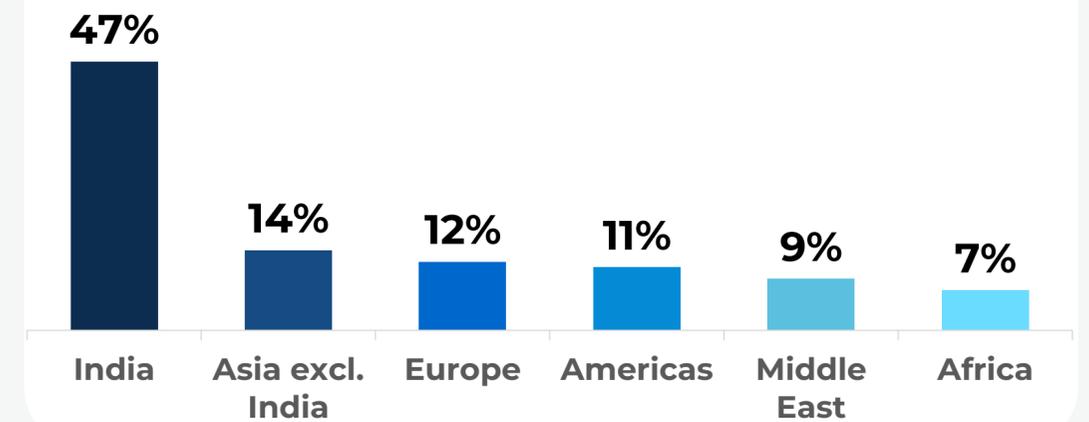


Revenue contribution from select industries in 9M 25-26

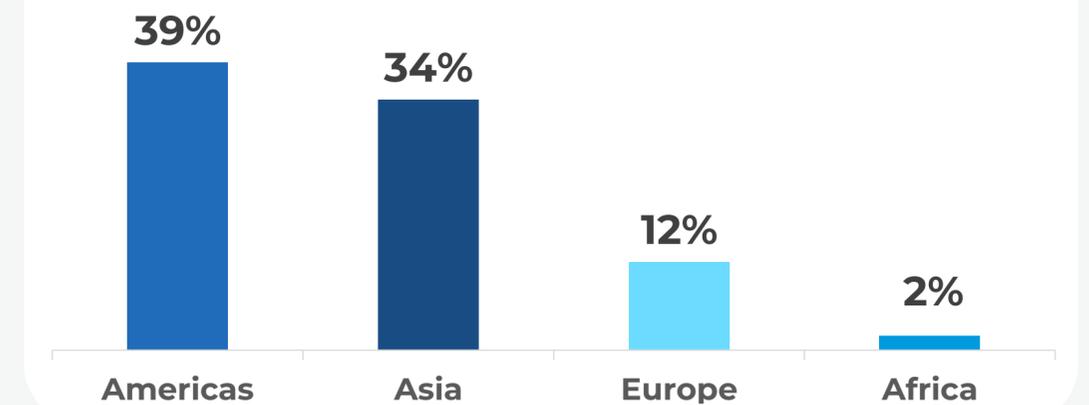


(1) Top 50 countries contribute c. 89% of 9M 25-26 revenue from operations  
 (2) Top 150 customers - contribute c. 90% of 9M 25-26 revenue from operations

Revenue for Top 50 countries by termination<sup>(1)</sup>



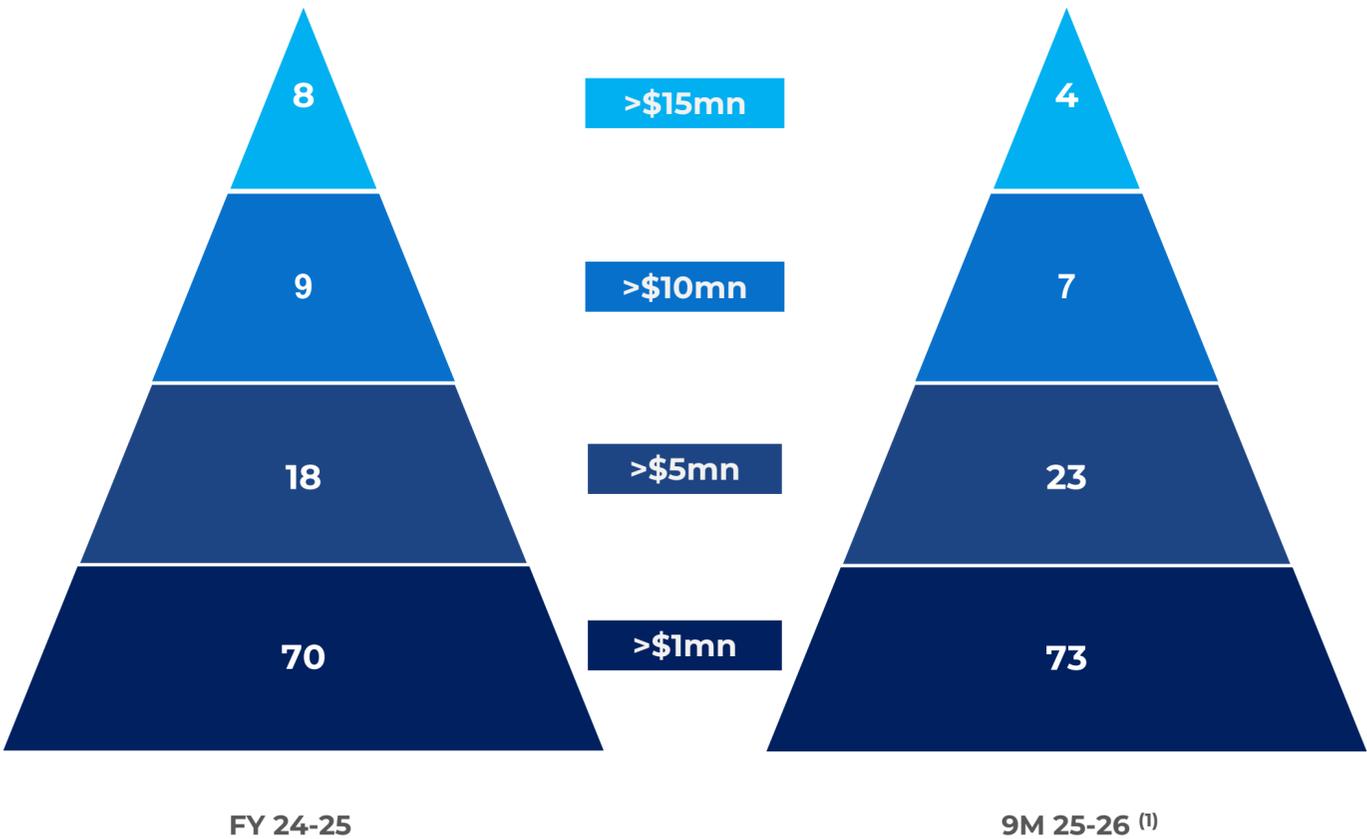
Revenue by customer HQ continent<sup>(2)</sup>



# Customer Cohort Analysis

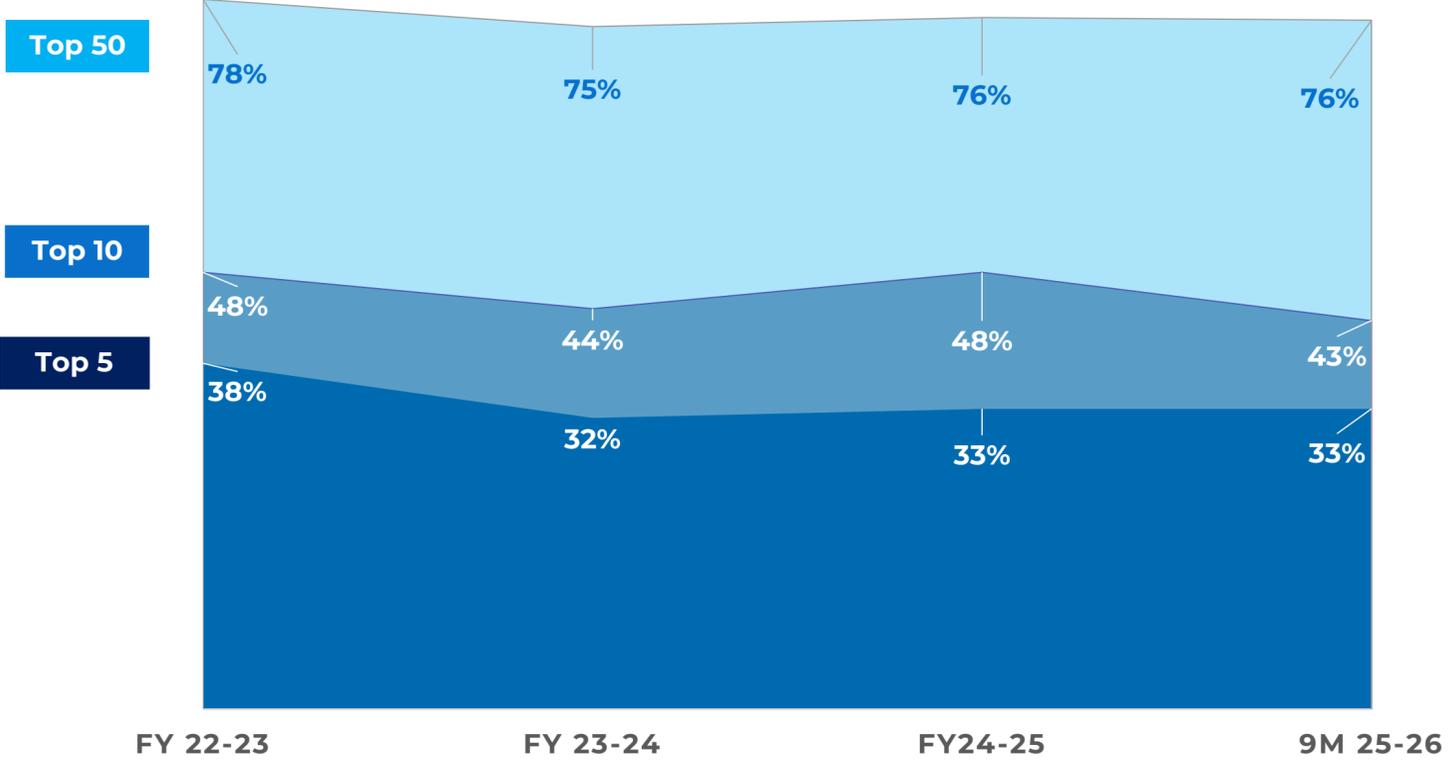


Clients by Account Size



(1) 9M FY25-26 Annualized

Client Concentration

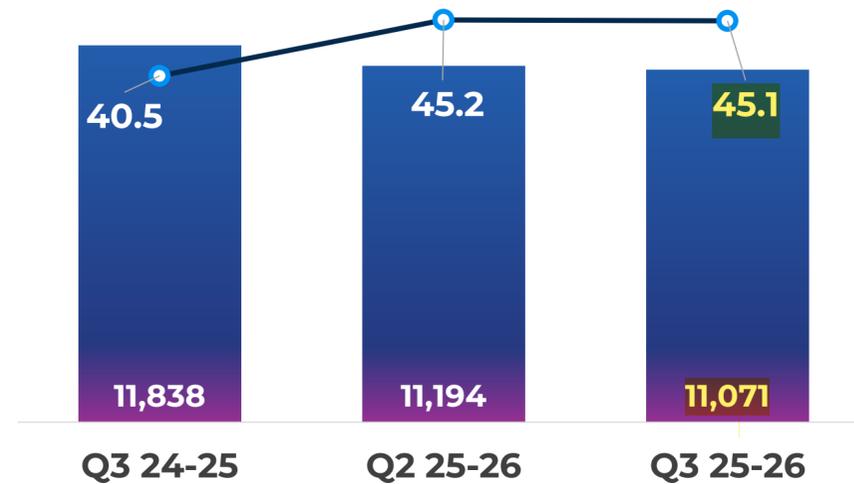


# **Financial** Highlights

# Analysis of Q3 FY 25-26 Performance



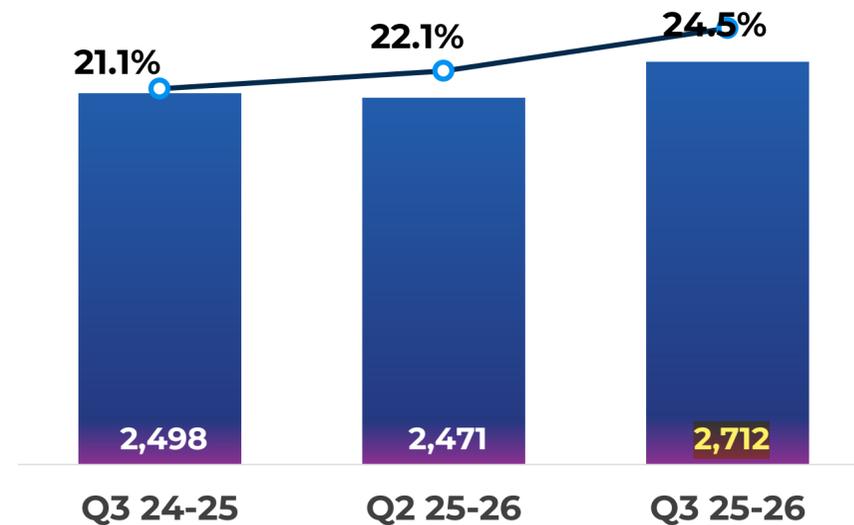
## Revenue (in ₹ mn) & Billable Transactions (# bn)



### Q3 25-26 revenue performance

- Revenue decreased by **6.5% Y-o-Y**, and **1.1% Q-o-Q**
- Sustained Q2 25-26 revenue momentum in Q3 25-26 despite slight moderation in ILDO revenue.
- ILDO decline was partially offset through increase in revenue from domestic india business and termination in rest of world.

## Gross Profit (In ₹ mn) & Gross Profit Margin (%)



### Trends in Gross Profit

- Gross Profit increased by **8.6% Y-o-Y** and **9.8% Q-o-Q**
- Gross Profit Margin expanded to **24.5% in Q3 25-26** vs. **22.1% in Q2 25-26**

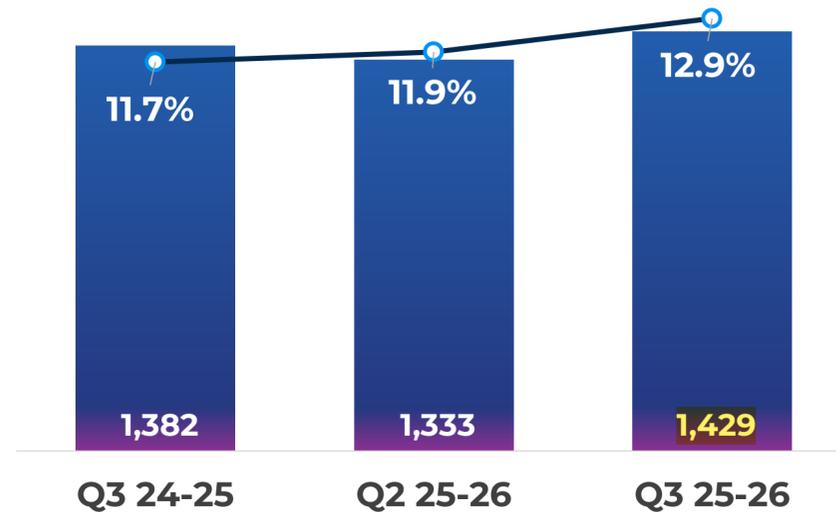
### Gross margin expansion reflecting recovery actions and regional focus

- Focus on retention of higher margin traffic from existing customer
- Enhanced routing strategy delivering higher gross profit margins.
- New customers with higher margin profile contributed to Y-o-Y expansion of gross profit %
- Slight moderation in relatively lower gross profit ILDO business

# Analysis of Q3 FY 25-26 Performance (continued)



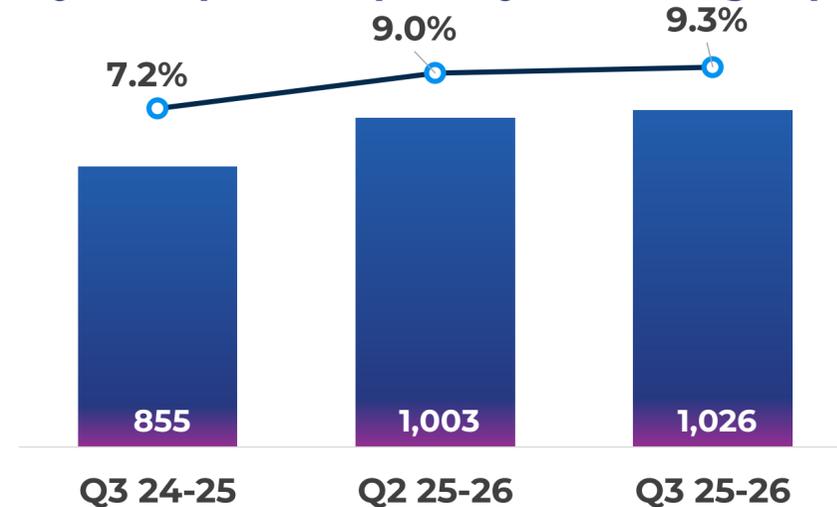
## Adj. EBITDA<sup>(1)</sup> (In ₹ mn) & Adj. EBITDA Margin (%)



### Adj. EBITDA analysis

- Adj. EBITDA increased by **7.2% Q-o-Q** and by **3.5% Y-o-Y**
- Continued positive trajectory : 0.7% Y-o-Y growth in Q2 vs 3.5% Y-o-Y growth in Q3 25-26
- The increase in Gross Profit flowed through to Adj. EBITDA
- Increase in operating cost, adjusted for non-core items<sup>(2)</sup>, by **+10% Y-o-Y** due to salary increments and certain trade receivables written off

## Adj. PAT (In ₹ mn) & Adj. PAT Margin (%)



### Adj. PAT analysis

- Adj. PAT increased by **2.2% Q-o-Q** and by **20% Y-o-Y**.
- The increase in EBITDA flowed through to PAT
- Adj. PAT excludes exceptional items and includes Forex gain of INR 36.2 mn in Q3 25-26 and forex gain of INR 176mn in Q2 25-26 as against loss of 43.1mn in Q3 24-25. Refer Slide 15 for calculation of Adj. PAT

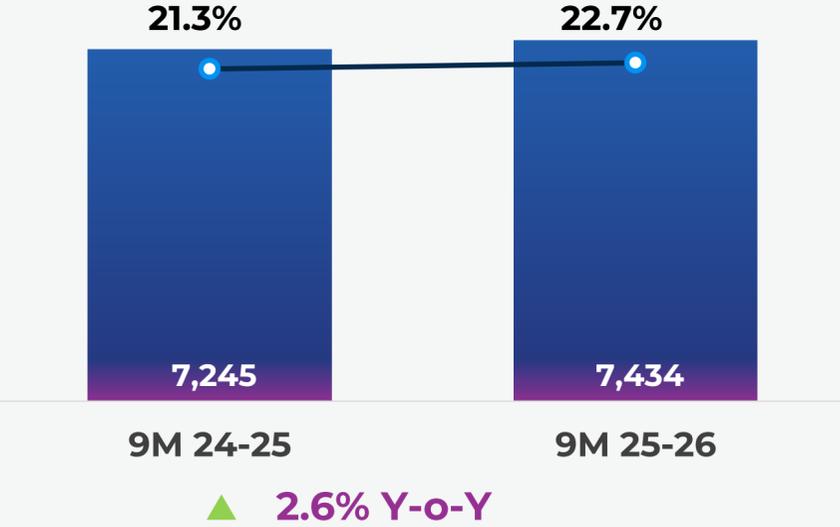
# 9M FY 25-26 Performance



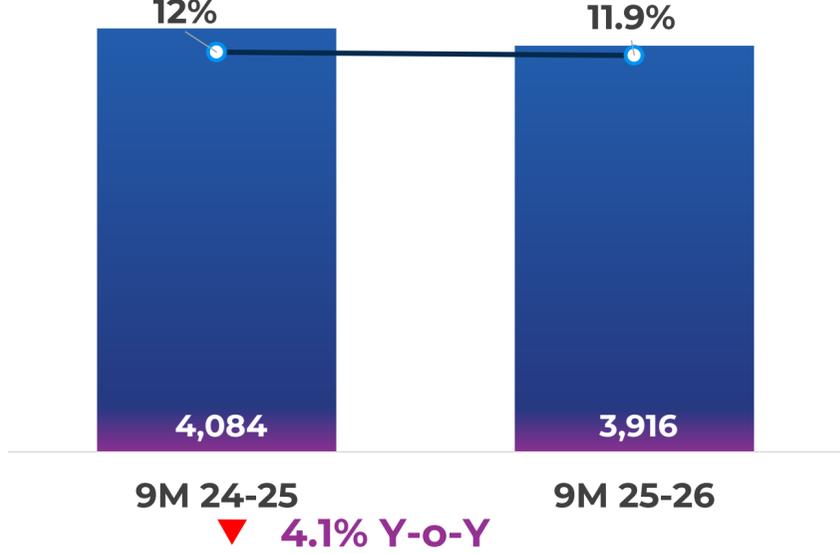
Revenue (in ₹ mn) & Billable Transactions (# bn)



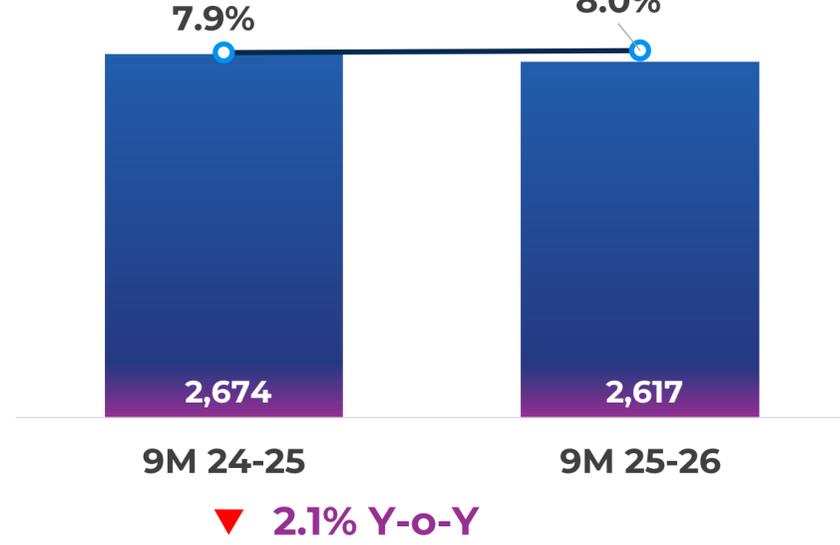
Gross Profit (In ₹ mn) & Gross Profit Margin (%)



Adj. EBITDA<sup>(1)</sup> (In ₹ mn) & Adj. EBITDA Margin (%)



Adj. PAT<sup>(2)</sup> (In ₹ mn) & Adj. PAT Margin (%)



1. Refer Slide 15 for calculation of EBITDA (Non GaaP)  
 2. Refer Slide 15 for calculation of Adj. PAT

# Adjusted EBITDA/PAT



(In ₹ mn)	Quarter Ended			Nine Months	
	31.12.2025	30.09.2025	31.12.2024	31.12.2025	31.12.2024
<b>EBITDA</b>	<b>1,463.9</b>	<b>1,359.6</b>	<b>1,298.2</b>	<b>3,976.3</b>	<b>4,050.4</b>
(+) Employee stock option expense (non cash)	(1.4)	5.8	4.4	10.1	25.4
(+) Net loss on foreign currency transactions and translation	-	-	43.1	33.9	-
(-) Intangible assets under development	33.3	32.9	21.3	104.2	87.7
(+) Non-cash impact related to refundable security deposit provided to MNO	-	-	-	-	38.8
(+) Long term incentive plan	-	-	57.1	-	57.1
<b>Adjusted EBITDA (Non-GAAP)</b>	<b>1,429.2</b>	<b>1,332.5</b>	<b>1,381.5</b>	<b>3,916.1</b>	<b>4,084.0</b>
<b>EBITDA margin % on a Non-GAAP basis</b>	<b>12.9%</b>	<b>11.9%</b>	<b>11.7%</b>	<b>11.95%</b>	<b>12.0%</b>

(In ₹ mn)	Quarter Ended			Nine Months	
	31.12.2025	30.09.2025	31.12.2024	31.12.2025	31.12.2024
<b>Reported PAT</b>	<b>1,025.6</b>	<b>(188.3)</b>	<b>854.7</b>	<b>1,425.1</b>	<b>2,736.5</b>
(+) Exceptional Item	-	1,358.7	-	1,358.7	(62.8)
(-) Tax Impact on above	-	166.9	-	166.9	-
<b>Adjusted PAT</b>	<b>1,025.6</b>	<b>1,003.6</b>	<b>854.7</b>	<b>2,616.9</b>	<b>2,673.6</b>

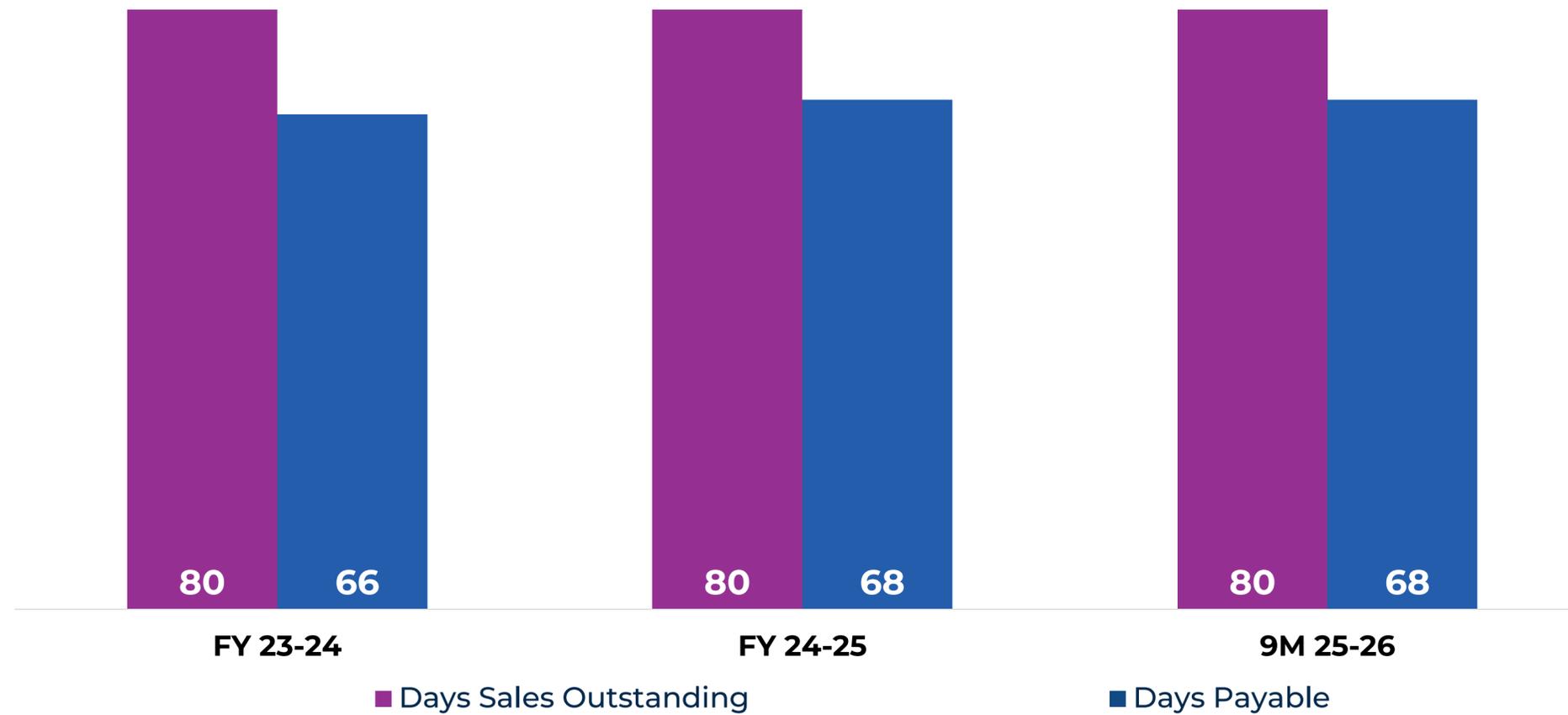
(1) EBITDA = Profit before exceptional item minus (-) Other income plus (+) Finance cost and depreciation..

Management uses the non-GAAP financial information, collectively, to evaluate its ongoing operations and for internal planning and forecasting purposes. Non-GAAP financial information is presented for supplemental informational purposes only, should not be considered a substitute for financial information presented in accordance with Indian Accounting Standard (Ind AS), and may be different from similarly titled non-GAAP measures used by other companies.

# Working Capital Trend



Working Capital Trend



Trade Receivables as on Dec 31, 2025 ₹ 9,850 mn

Trade Receivables as on Mar 31, 2025 ₹ 9,327 mn

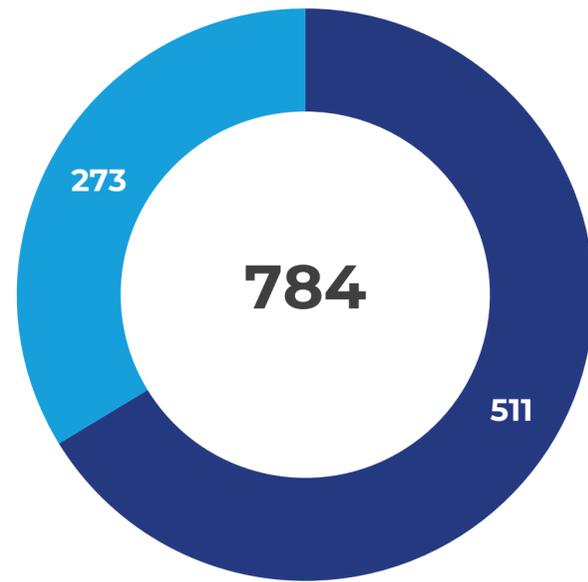
Trade Payables as on Dec 31, 2025: ₹ 5,751 mn

Trade Payables as on Mar 31, 2025 ₹ 6,844 mn

# Human Resource Capital



Location wise break-up

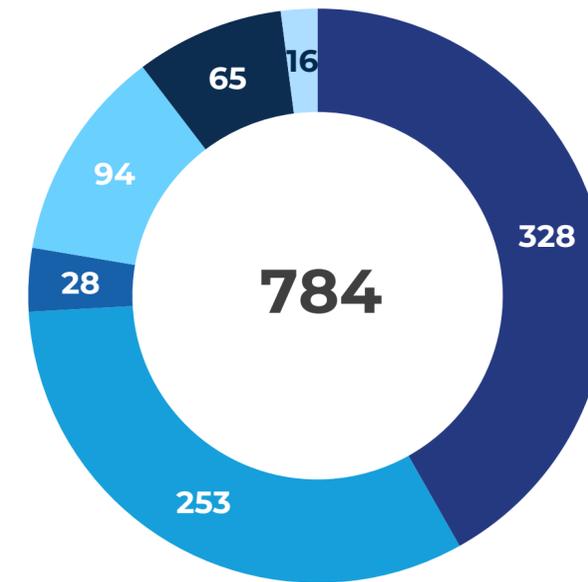


■ India ■ International

**32** New Employees joined in **Q3 FY25-26**

**39** Employees left in **Q3 FY25-26**

Function wise break-up



■ Tech & Tech Support  
■ Sales & Marketing  
■ Firewall & other operator solutions  
■ General & Admin  
■ Strategy, Accounts & Finance  
■ Corporate-Business Heads

*As on Dec 31, 2025, Employee information excludes Call2Connect*



# Thank You

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[www.routemobile.com](http://www.routemobile.com)

