

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.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.

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