

Ref No: RML/2021-22/109

Date: July 28, 2021

To,

BSE Limited
Scrip Code: 543228

National Stock Exchange of India Limited
NSE Symbol: ROUTE

Dear Sir/Madam,

Sub: Outcome of Board Meeting

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 ("Listing Regulations"), this is to inform you that the Board of Directors of Route Mobile Limited (the 'Company') in their meeting held today i.e. July 28, 2021, through Audio-Visual means, inter alia,

1. Approved the Unaudited Standalone and Consolidated Financial Results of the Company for the Quarter ended June 30, 2021.

We attach herewith a copy of the Unaudited Standalone and Consolidated Financial Results along with the Limited Review Report of the Auditors and Investors Presentation.

We are arranging to publish these results in the newspapers as per Regulation 47 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

2. **Update on acquisition of Phonon Communications Private Limited ('Target Entity'):** Further to our earlier intimation dated April 29, 2021, it is being updated that the Board today at its meeting discussed and noted the non-fulfillment of all the conditions precedents by the Sellers / Target Entity to satisfaction. The management has long been engaged with the representative of the Sellers and Sellers to satisfy the conditions precedents and complete the transaction. There is no positive definitive action from the Sellers/Target Entity to proceed with completion of the transaction or further extend the long stop date. The Board, in view of the above inordinate delay by the Target Entity in this regard, advised not to pursue the acquisition further and accordingly, the Share Purchase Agreement shall be permitted to be terminated.
3. **Intimation regarding receipt of Observation letter from Department of Revenue:** During the quarter ended 30 June 2021, the Department of Revenue of the Ministry of Finance, Government of India ("department") based on EA 2000 audit carried out on the records of the Company for the period July 2017 to March 2019 had instructed the Company to pay goods and services tax under reverse charge mechanism on the purchases of messages from its foreign vendors and sale to their overseas customers as per the provisions of Integrated Goods and Services Tax (IGST) Act, 2017 of Rs. 3,301.85 lakhs (excluding interest).

The Board of Directors of the Company in their meeting held today has taken a note on this matter. The Board also took note of Auditors' Report in this regard after due assessment by the management which was supported by the legal opinion from a reputed law firm, that the aforementioned services are not chargeable to goods and services tax and accordingly no provision for liability has been recognized in the financial results.

The Board after due deliberations, advised the management to take further opinions from external advisors.

The Company, shall further update the Board once additional opinions are procured to enable the Board to make a final determination in this regard. The Company shall then accordingly, file its detailed reply / submissions in response to the aforesaid observation letter.

Since the subject matter falls under the category of litigation/disputes/regulatory action, the Board of Directors of the Company after detailed discussions and deliberations, has determined that the subject matter be disclosed to the Stock Exchanges pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Company shall provide periodic updates to the Stock Exchanges on the said matter going forward.

The meeting of the Board of Directors commenced at 1:00 P.M. and concluded at 3:07 P.M.

You are requested to take the above information on record.

Yours faithfully,
For Route Mobile Limited

RATHIN Digitally signed by
RATHINDRA DAS
DRA DAS Date: 2021.07.28
15:17:55 +05'30'

Rathindra Das
Head Legal, Company Secretary & Compliance Officer

Encl: as above

Walker Chandniok & Co LLP

11th Floor, Tower II,
One International Center,
S B Marg, Prabhadevi (W),
Mumbai - 400013
Maharashtra, India
T +91 22 6626 2699
F +91 22 6626 2601

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Route Mobile Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of **Route Mobile Limited** ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), (refer Annexure 1 for the list of entities included in the Statement) for the quarter ended **30 June 2021**, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under Section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), to the extent applicable.

Route Mobile Limited

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

4. Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

5. Emphasis of Matters

- a. We draw attention to Note 7 to the accompanying Statement wherein it is stated that the Department of Revenue of the Ministry of Finance, Government of India, has requested the Holding Company to pay the goods and services tax in accordance with the reverse charge mechanism under Integrated Goods and Services Tax (IGST) Act, 2017 of ₹ 3,301.85 lakhs (excluding interest) for the period from July 2017 to March 2019 on the purchases of messages from its foreign vendors and sale to its overseas customers. Based on the legal opinion obtained, the management is of the view that the aforementioned services are not chargeable to goods and services tax and accordingly, no consequential adjustments have been made in the accompanying Statement. Our conclusion is not modified in respect of this matter.
 - b. We draw attention to the matter stated in Note 6 to the accompanying Statement which indicates delay in payment of foreign currency payables within the group as on 30 June 2021 beyond the timelines stipulated vide FED Master Direction No. 17/2016-17, read with RBI circular, RBI/2019-20/242 No.33 dated 22 May 2020, under the Foreign Exchange Management Act, 1999. The management of the Holding Company is in the process of filing necessary applications for condonation of delays with appropriate authorities for regularising these defaults. Pending conclusion of these matters, the management is of the view that the amount of fines/penalties, if any, that may be levied, are currently unascertainable but not expected to be material and accordingly, no consequential adjustments have been made to the accompanying Statement with respect to such delays/defaults. Our conclusion is not modified in respect of this matter.
6. We did not review the interim financial results / interim consolidated financial results of ten subsidiaries included in the Statement, whose interim financial results / interim consolidated financial results reflect total revenues of ₹ 12,261.46 lakhs, total net profit after tax of ₹ 977.25 lakhs and total comprehensive income of ₹ 977.25 lakhs for the quarter ended 30 June 2021, as considered in the Statement. These interim financial results / interim consolidated financial results have been reviewed by other auditors whose review reports have been furnished to us by the management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the review reports of such other auditors and the procedures performed by us as stated in paragraph 3 above.

Further, of these subsidiaries, there are three subsidiaries located outside India, whose interim financial results / interim consolidated financial results have been prepared in accordance with accounting principles generally accepted in their respective countries and which have been reviewed by other auditors under International Standard on Review Engagements (ISRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. The Holding Company's management has converted the interim financial results / interim consolidated financial results of such subsidiaries from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Holding Company's management. Our conclusion in so far as it relates to the balances and affairs of these subsidiaries is based on the review reports of other auditors and the conversion adjustments prepared by the management of the Holding Company and reviewed by us.

Our conclusion is not modified in respect of these matters with respect to our reliance on the work done by and the reports of the other auditors.

Route Mobile Limited

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

7. The Statement includes the interim financial information of eight subsidiaries, which have not been reviewed by their auditors, whose interim financial information reflect total revenues of ₹ 13.30 lakhs, net loss after tax of ₹ 21.58 lakhs and total comprehensive loss of ₹ 21.58 lakhs for the quarter ended 30 June 2021, as considered in the Statement. Our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, are based solely on such unreviewed interim financial information. According to the information and explanations given to us by the management, these interim financial information are not material to the Group.

Our conclusion is not modified in respect of this matter with respect to our reliance on the financial information certified by the Board of Directors.

For **Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No:001076N/N500013

**BHARAT
KOCHU
SHETTY**

Digitally signed by
BHARAT KOCHU
SHETTY
Date: 2021.07.28
15:19:28 +05'30'

Bharat Shetty

Partner

Membership No:106815

UDIN:21106815AAAACO4825

Place: Mumbai

Date: 28 July 2021

Route Mobile Limited
Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Annexure 1

List of entities included in the Statement

Route Mobile Limited
Sphere Edge Consulting India Private Limited
Start Corp India Private Limited
Cellent Technologies India Private Limited
Route Connect Private Limited
Call 2 Connect India Private Limited
RouteSMS Solutions FZE (Consolidated)
RouteSMS Solutions Nigeria Limited
Route Mobile Pte. Ltd.- Singapore
Route Mobile UK Limited
365Squared Limited
Route Connect (Kenya) Limited
Route Mobile (Bangladesh) Limited
Route Mobile (Nepal) Private Limited
Route Mobile Lanka (Private) Limited
Route Mobile (Uganda) Limited
Route Mobile Limited (Ghana)
Route Mobile Malta Limited
Route Mobile INC.
Routesms Solutions Zambia Limited
PT Route Mobile Indonesia

This space has been intentionally left blank

A. STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2021

(₹ in lakhs)

Sr. No.	Particulars	Quarter ended			Year ended
		30.06.2021 (Unaudited)	31.03.2021 (Audited) (Refer Note 3)	30.06.2020 (Audited)	31.03.2021 (Audited)
1	Revenue				
	Revenue from operations	37,752.11	36,243.98	30,961.42	140,617.48
	Other income	446.74	(60.91)	268.22	1,597.92
	Total income	38,198.85	36,183.07	31,229.64	142,215.40
2	Expenses				
	Purchases of messaging services	30,062.91	28,286.59	24,941.82	112,905.00
	Employee benefits expense	1,957.59	1,701.69	1,303.43	6,149.31
	Finance costs	47.54	44.35	98.89	275.59
	Depreciation and amortisation expense	657.14	639.37	602.36	2,575.49
	Other expenses	1,180.74	1,265.00	954.33	4,156.44
	Total expenses	33,905.92	31,937.00	27,900.83	126,061.83
3	Profit before tax (1-2)	4,292.93	4,246.07	3,328.81	16,153.57
4	Tax expense				
	Current tax	746.89	740.69	518.62	2,977.92
	Deferred tax (credit)/charge	113.61	(42.09)	116.68	(99.37)
		860.50	698.60	635.30	2,878.55
5	Profit for the period (3-4)	3,432.43	3,547.47	2,693.51	13,275.02
6	Other comprehensive income				
	(i) (a) Items that will not be reclassified to profit or loss	(3.19)	5.03	(5.03)	(10.06)
	(b) Tax (expense) / benefit on items that will not be reclassified to profit or loss	0.80	(0.59)	1.27	3.21
	(ii) (a) Items that will be reclassified to profit or loss	371.19	46.55	(39.86)	136.58
	(b) Tax (expense) / benefit on items that will be reclassified to profit or loss	-	-	-	-
	Total other comprehensive income (net of tax)	368.80	50.99	(43.62)	129.73
7	Total comprehensive income for the period (5+6)	3,801.23	3,598.46	2,649.89	13,404.75
8	Profit attributable to:				
	Owners of the Holding Company	3,382.14	3,536.87	2,708.87	13,332.02
	Non-controlling interest	50.29	10.60	(15.36)	(57.00)
	Other comprehensive income attributable to:				
	Owners of the Holding Company	421.83	51.73	(43.20)	122.00
	Non-controlling interest	(53.03)	(0.74)	(0.42)	7.73
	Total comprehensive income attributable to:				
	Owners of the Holding Company	3,803.97	3,588.60	2,665.67	13,454.02
	Non-controlling interest	(2.74)	9.86	(15.78)	(49.27)
9	Paid-up equity share capital (face value of ₹ 10/- each)	5,771.36	5,771.36	5,000.00	5,771.36
10	Other equity (excluding revaluation reserve ₹ Nil)				59,440.74
11	Earnings per share (face value of ₹ 10/- each) (not annualised) (₹)				
	Basic	5.86	6.17	5.42	24.76
	Diluted	5.73	5.64	5.42	24.23

B. SEGMENT RESULT FOR THE QUARTER ENDED 30 JUNE 2021

(₹ in lakhs)

Particulars	Quarter ended			Year ended
	30.06.2021 (Unaudited)	31.03.2021 (Audited) (Refer Note 3)	30.06.2020 (Audited)	31.03.2021 (Audited)
Segment revenue				
-India	9,390.52	13,863.85	13,108.25	53,032.79
-Dubai	4,278.50	4,444.59	4,563.16	18,180.02
-United Kingdom	26,065.62	23,141.45	20,667.57	94,977.32
-Nigeria	3,191.87	2,996.64	1,934.65	10,697.72
-Others	877.80	771.72	1,939.85	5,271.75
-Inter-segment revenue	(6,052.20)	(8,974.27)	(11,252.06)	(41,542.12)
Total Revenue from operations	37,752.11	36,243.98	30,961.42	140,617.48
Segment Results				
-India	43.56	956.46	843.62	2,467.92
-Dubai	358.12	684.40	341.05	1,842.97
-United Kingdom	2,867.28	2,147.37	1,372.81	8,240.10
-Nigeria	294.26	268.69	191.11	1,192.31
-Others	325.68	288.34	408.07	1,074.02
-Inter-segment revenue	4.83	6.07	2.82	13.92
Segmental results before other income, finance costs and tax	3,893.73	4,351.33	3,159.48	14,831.24
Add : Other income	446.74	(60.91)	268.22	1,597.92
Less : Finance costs	47.54	44.35	98.89	275.59
Profit before tax	4,292.93	4,246.07	3,328.81	16,153.57
Segment assets (including of Non controlling interest (NCI))				
-India	60,813.63	65,726.75	39,240.24	65,726.75
-Dubai	26,375.25	25,174.47	20,766.20	25,174.47
-United Kingdom	63,186.99	63,362.10	49,215.49	63,362.10
-Nigeria	3,775.08	3,653.21	1,746.94	3,653.21
-Others	14,512.29	15,105.32	16,410.11	15,105.32
-Inter-segment Assets	(67,401.74)	(70,813.04)	(63,995.17)	(70,813.04)
	101,261.50	102,208.81	63,383.81	102,208.81
Segment liabilities (including of NCI)				
-India	23,805.57	29,082.30	29,138.33	29,082.30
-Dubai	11,509.30	10,941.93	8,220.53	10,941.93
-United Kingdom	39,660.92	42,997.81	37,028.88	42,997.81
-Nigeria	2,140.64	2,119.51	790.07	2,119.51
-Others	4,975.50	5,167.68	6,478.99	5,167.68
-Inter-segment liabilities	(49,577.34)	(53,046.10)	(47,644.16)	(53,046.10)
	32,514.59	37,263.13	34,012.64	37,263.13

Notes (A to B):

- 1) The Statement of Route Mobile Limited ('the Holding Company') and its subsidiaries (referred to as 'the Group') has been prepared in accordance with the recognition and measurement principles of applicable Indian Accounting Standards (Ind AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 (as amended), as prescribed under Section 133 of the Companies Act, 2013.
- 2) The consolidated financial results were reviewed and recommended by the Audit Committee and were thereafter approved by the Board of Directors at their respective meetings held on 28 July 2021. There are no qualifications in the limited review report issued for the quarter ended 30 June 2021.
- 3) The figures for the quarter ended 31 March 2021 represent the balancing figures between audited figures in respect of the full financial year and those published till the third quarter of the financial year, which were subjected to a limited review by statutory auditors.
- 4) The Holding Company had completed its Initial Public Offering (IPO) of 17,142,856 equity shares of face value of ₹ 10 each at an issue price of ₹ 350 per equity share, consisting of fresh issue of 6,857,142 equity shares and an offer for sale of 10,285,714 equity shares by the selling shareholders. The equity shares of the Holding Company were listed on BSE limited and National Stock Exchange of India Limited on 21 September 2020.

The utilisation of IPO proceeds is summarised below :

Particulars	(₹ in lakhs)		
	Objects of the issue as per the Prospectus	Utilisation upto 30.06.2021	Unutilised amounts as on 30.06.2021
Repayment or pre-payment, in full or part, of certain borrowings of the Holding Company	3,650.00	3,650.00	-
Acquisitions and other strategic initiatives	8,300.00	4,084.80	4,215.20
Purchase of office premises in Mumbai	6,500.00	-	6,500.00
General corporate purposes (including IPO related expenses apportioned to the Holding Company)	5,550.00	1,784.19	3,765.81
Net utilisation	24,000.00	9,518.99	14,481.01

IPO proceeds which remain unutilised as at 30 June 2021 were temporarily invested/parked in deposits with scheduled commercial banks, current account and in monitoring agency account.

- 5) The Holding Company, its subsidiaries, step down subsidiaries predominantly operate within a single business segment. The Chief Operating Decision Maker (CODM) evaluates the Group's performance on the basis of geographical location of the operations carried out by the Holding Company, its subsidiaries and step down subsidiaries.
- 6) There are certain delays in payment of foreign currency payables within the group as at 30 June 2021, outstanding beyond the timelines stipulated vide FED Master Direction No. 17/2016-17, read with RBI circular RBI/2019-20/242 No.33 dated 22 May 2020, under the Foreign Exchange Management Act, 1999. The management of the Holding Company is in the process of filing necessary applications for condonation of delays with the appropriate authorities for regularizing these defaults. Pending conclusion of the aforesaid matter, the amount of fine/penalty, if any, that may be levied, is not ascertainable and accordingly, the accompanying Statement do not include any adjustments that may arise due to such fine/penalty.
- 7) During the quarter ended 30 June 2021, the Department of Revenue of the Ministry of Finance, Government of India ("department") based on Excise Audit 2000 (EA 2000) carried out on the records of the Holding Company, has requested the Holding Company to pay goods and services tax under reverse charge mechanism on the purchases of messages from its foreign vendors and sale to its overseas customers as per the provisions of Integrated Goods and Services Tax (IGST) Act, 2017 of Rs. 3,301.85 lakhs (excluding interest) for the period July 2017 to March 2019. In the assessment of the management, which is supported by legal opinion, the aforementioned services are not chargeable to goods and services tax and accordingly no provision for liability has been recognized in the accompanying consolidated financial results.

Notes (A to B):

- 8) In assessing the recoverability of receivables, investments and other assets, the Group has considered internal and external information up to the date of these consolidated financial results including credit reports and economic forecasts. The Group has performed sensitivity analysis on the assumptions used and based on the current indicators of future economic conditions, the Group expects to recover the carrying amount of these assets. The impact of the global health pandemic may be different from the estimate as at the date of these consolidated financial results and the Group will closely monitor any material changes to future economic conditions and respond accordingly.
- 9) The Group has presented net foreign exchange gain under "Other Income" and net foreign exchange loss under "Other Expenses". The table below shows the amount of gain or loss in each of the periods presented:

Particulars	Quarter ended			Year ended
	30.06.2021	31.03.2021	30.06.2020	31.03.2021
	Net foreign exchange loss/ (gain)	363.13	450.90	214.75

- 10) During the quarter ended 31 March 2021 and 31 December 2020, the Holding Company had allotted 356,441 and 500,000 fully paid-up equity shares of face value of ₹ 10 each respectively, pursuant to exercise of stock options vested with eligible employees, which are administered through Route Mobile Employee Welfare Trust (an ESOP Trust) under Route Mobile Limited Employee Stock Option Plan 2017 (ESOP Scheme).
- 11) The Holding Company has entered into a share purchase agreement (SPA) dated 29 April 2021 to acquire Phonon Communications Private Limited ("Phonon"), a leading communications automation platform provider, for total consideration of ₹ 2,900 lakhs. Due to non-fulfilment of the conditions precedents by Phonon, the acquisition is no longer being pursued and the share purchase agreement shall stand cancelled.
- 12) The Holding Company has entered into a Business transfer agreement (BTA) dated 1 July 2021 with Sarv Webs Private Limited for acquisition of primarily intellectual property ("software") and its associated identified customer contracts on a slump sale basis, for upfront purchase consideration of ₹ 2,625 lakhs and a deferred consideration of ₹ 400 lakhs payable on the first anniversary of the closing of the acquisition, in cash. The acquisition has been completed on 5 July 2021. The Holding Company is in the process of determination of the fair value of consideration transferred, assets acquired and liabilities assumed.

For and on behalf of the Board of Directors

SANDIPKUMAR Digitally signed by
 CHANDRAKAN SANDIPKUMAR
 T GUPTA CHANDRAKANT GUPTA
 Date: 2021.07.28 15:08:27
 +05'30'

Place : Mumbai
 Date : 28 July 2021

Sandipkumar Gupta
 Chairman

Walker Chandniok & Co LLP

11th Floor, Tower II,
One International Center,
S B Marg, Prabhadevi (W),
Mumbai - 400013
Maharashtra, India
T +91 22 6626 2699
F +91 22 6626 2601

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Route Mobile Limited

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of **Route Mobile Limited** ('the Company') for the quarter ended **30 June 2021**, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. The Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under Section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

Route Mobile Limited
Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

5. Emphasis of Matters

- a. We draw attention to Note 6 to the accompanying Statement wherein it is stated that Department of Revenue of the Ministry of Finance, Government of India, has requested the Company to pay the goods and services tax in accordance with the reverse charge mechanism under Integrated Goods and Services Tax (IGST) Act, 2017 of ₹ 3,301.85 lakhs (excluding interest) for the period from July 2017 to March 2019 on the purchases of messages from its foreign vendors and sale to its overseas customers. Based on the legal opinion obtained, the management is of the view that the aforementioned services are not chargeable to goods and services tax and accordingly, no consequential adjustments have been made in the accompanying Statement. Our conclusion is not modified in respect of this matter.
- b. We draw attention to the matter stated in Note 5 to the accompanying Statement which indicates delay in payment of foreign currency payables to subsidiaries, aggregating to ₹ 9,239.18 lakhs, outstanding as on 30 June 2021 beyond the timelines stipulated vide FED Master Direction No. 17/2016-17, read with RBI circular, RBI/2019-20/242 No.33 dated 22 May 2020, under the Foreign Exchange Management Act, 1999. The management of the Company is in the process of filing necessary applications for condonation of delays with appropriate authorities for regularising these defaults. Pending conclusion of these matters, the management is of the view that the amount of fines/penalties, if any, that may be levied, are currently unascertainable but not expected to be material and accordingly, no consequential adjustments have been made to the accompanying Statement with respect to such delays/defaults. Our conclusion is not modified in respect of this matter.

For **Walker Chandio & Co LLP**
Chartered Accountants
Firm Registration No:001076N/N500013

**BHARAT
KOCHU
SHETTY**

Digitally signed by
BHARAT KOCHU SHETTY
Date: 2021.07.28
15:18:49 +05'30'

Bharat Shetty
Partner
Membership No:106815

UDIN:21106815AAAACN7210

Place: Mumbai
Date: 28 July 2021



ROUTE MOBILE LIMITED

Registered office : 4th Dimension, 3rd Floor, Mind Space, Malad (West), Mumbai 400 064, Maharashtra, India

Corporate Identity Number: U72900MH2004PLC146323 , Website : www.routemobile.com

STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2021

(₹ in lakhs)

Sr. No.	Particulars	Quarter ended			Year ended
		30.06.2021 (Unaudited)	31.03.2021 (Audited) (Refer Note 3)	30.06.2020 (Audited)	31.03.2021 (Audited)
1	Revenue				
	Revenue from operations	5,837.07	9,093.63	10,087.23	37,638.36
	Other income	461.82	287.27	214.47	1,157.25
	Total revenue	6,298.89	9,380.90	10,301.70	38,795.61
2	Expenses				
	Purchases of messaging services	4,468.88	6,818.19	8,297.99	30,565.68
	Employee benefits expense	928.08	787.23	610.53	2,890.43
	Finance costs	33.57	13.61	71.68	178.93
	Depreciation and amortisation expense	294.51	296.69	176.47	1,038.13
	Other expenses	255.98	543.78	182.24	1,145.71
	Total expenses	5,981.02	8,459.50	9,338.91	35,818.88
3	Profit before tax (1-2)	317.87	921.40	962.79	2,976.73
4	Tax expense				
	Current tax	83.40	198.23	151.10	683.33
	Deferred tax (credit)/charge	(3.11)	24.97	95.67	60.89
		80.29	223.20	246.77	744.22
5	Profit for the period (3-4)	237.58	698.20	716.02	2,232.51
6	Other Comprehensive income				
	Items that will not be reclassified to profit or loss				
	Measurements of defined employee benefit plans	(3.19)	2.34	(5.03)	(12.75)
	Income tax relating to above item	0.80	(0.59)	1.27	3.21
	Total other comprehensive income (net of tax)	(2.39)	1.75	(3.76)	(9.54)
7	Total comprehensive income for the period (5+6)	235.19	699.95	712.26	2,222.97
8	Paid-up equity share capital (face value of ₹ 10/- each)	5,771.36	5,771.36	5,000.00	5,771.36
9	Other equity (excluding revaluation reserve ₹ Nil)				28,702.95
10	Earnings per share (face value of ₹ 10/- each) (not annualised)(₹)				
	Basic (in ₹)	0.41	1.20	1.43	4.15
	Diluted (in ₹)	0.40	1.11	1.43	4.06

Notes:

- 1) The Statement has been prepared in accordance with the recognition and measurement principles of applicable Indian Accounting Standards ('Ind AS') notified under the Companies (Indian Accounting Standards) Rules, 2015 (as amended), as prescribed under Section 133 of the Companies Act, 2013.
- 2) The standalone financial results were reviewed and recommended by the Audit Committee and were thereafter approved by the Board of Directors at their respective meetings held on 28 July 2021. There are no qualifications in the limited review report issued for the said period
- 3) The figures for the quarter ended 31 March 2021 represent the balancing figures between audited figures in respect of the full financial year and those published till the third quarter of the financial year, which were subjected to limited review by statutory auditors.
- 4) The Company had completed its Initial Public Offering (IPO) of 17,142,856 equity shares of face value of ₹ 10 each at an issue price of ₹ 350 per equity share, consisting of fresh issue of 6,857,142 equity shares and an offer for sale of 10,285,714 equity shares by the selling shareholders. The equity shares of the Company were listed on BSE limited and National Stock Exchange of India Limited on 21 September 2020.

The utilisation of IPO proceeds is summarised below :**(₹ in lakhs)**

Particulars	Objects of the issue as per the Prospectus	Utilisation upto 30.06.2021	Unutilised amounts as on 30.06.2021
Repayment or pre-payment, in full or part, of certain borrowings of the Company	3,650.00	3,650.00	-
Acquisitions and other strategic initiatives	8,300.00	4,084.80	4,215.20
Purchase of office premises in Mumbai	6,500.00	-	6,500.00
General corporate purposes (including IPO related expenses apportioned to the Company)	5,550.00	1,784.19	3,765.81
Net utilisation	24,000.00	9,518.99	14,481.01

IPO proceeds which remain unutilised as at 30 June 2021 were temporarily invested/parked in deposits with scheduled commercial banks, current account and in monitoring agency account.

- 5) The outstanding balances as at 30 June 2021 include trade payables aggregating ₹ 9,239.18 lakhs to subsidiaries situated outside India. These balances are pending for settlement and have resulted in delays beyond the timeline stipulated by the FED Master Direction No. 17/2016-17, read with RBI circular RBI/2019-20/242 No.33 dated 22 May 2020 under the Foreign Exchange Management Act, 1999. The management of the Company is in the process of filing necessary applications for condonation of delays with the appropriate authorities for regularising these defaults. Pending conclusion of the aforesaid matter, the amount of fine/penalty, if any, that may be levied, is currently not ascertainable and accordingly, the accompanying Statement do not include any adjustments that may arise due to such fine/penalty.
- 6) During the quarter ended 30 June 2021, the Department of Revenue of the Ministry of Finance, Government of India ("department") based on Excise Audit 2000 (EA 2000) carried out on the records of the Company, has requested the Company to pay goods and services tax under reverse charge mechanism on the purchases of messages from its foreign vendors and sale to its overseas customers as per the provisions of Integrated Goods and Services Tax (IGST) Act, 2017 of Rs. 3,301.85 lakhs (excluding interest) for the period July 2017 to March 2019. In the assessment of the management, which is supported by legal opinion, the aforementioned services are not chargeable to goods and services tax and accordingly no provision for liability has been recognized in the standalone financial results.

Notes:

- 7) In assessing the recoverability of receivables, investments and other assets, the Company has considered internal and external information up to the date of these standalone financial results including credit reports and economic forecasts. The Company has performed sensitivity analysis on the assumptions used and based on the current indicators of future economic conditions, the Company expects to recover the carrying amount of these assets. The impact of the global health pandemic may be different from the estimate as at the date of these standalone financial results and the Company will closely monitor any material changes to future economic conditions and respond accordingly.
- 8) In accordance with Ind AS 108, 'Operating Segments', the Company has opted to present segment information along with the consolidated financial results of the Group.
- 9) The Company has presented net foreign exchange gain under "Other Income" and net foreign exchange loss under "Other Expenses". The table below shows the amount of gain or loss in each of the periods presented:

Particulars	(₹ in lakhs)			
	Quarter ended			Year ended
	30.06.2021	31.03.2021	30.06.2020	31.03.2021
Net foreign exchange loss/ (gain)	(86.87)	331.72	24.07	253.90

- 10) During the quarter ended 31 March 2021 and 31 December 2020, the Company had allotted 356,441 and 500,000 fully paid-up equity shares of face value of ₹ 10 each respectively, pursuant to exercise of stock options vested with eligible employees, which are administered through Route Mobile Employee Welfare Trust (an ESOP Trust) under Route Mobile Limited Employee Stock Option Plan 2017 (ESOP Scheme).
- 11) The Company has entered into a share purchase agreement (SPA) dated 29 April 2021 to acquire Phonon Communications Private Limited ("Phonon"), a leading communications automation platform provider, for total consideration of ₹ 2,900 lakhs. Due to non-fulfilment of the conditions precedents by Phonon, the acquisition is no longer being pursued and the share purchase agreement shall stand cancelled.
- 12) The Company has entered into a Business transfer agreement (BTA) dated 1 July 2021 with Sarv Webs Private Limited for acquisition of primarily intellectual property ('software') and its associated identified customer contracts on a slump sale basis, for upfront purchase consideration of ₹ 2,625 lakhs and a deferred consideration of ₹ 400 lakhs payable on the first anniversary of the closing of the acquisition in cash. The acquisition has been completed on 5 July 2021. The Company is in the process of determination of the fair value of consideration transferred, assets acquired and liabilities assumed.

For and on behalf of the Board of Directors

SANDIPKUMAR
R
CHANDRAKA
NT GUPTA

Digitally signed by
SANDIPKUMAR
CHANDRAKANT
GUPTA
Date: 2021.07.28
15:09:20 +05'30'

Sandipkumar Gupta
Chairman

Place : Mumbai
Date : 28 July 2021



Route Mobile Limited

Quarterly Update

Q1 FY2022

July 28, 2021

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.

Industry Leading Global CXPaaS Platform

₹14,741mn
LTM Revenue

+41%
Revenue CAGR
(FY2018-FY2021)

₹1,850mn
LTM EBITDA

₹1,401mn
LTM PAT

32bn+
Transactions in LTM

₹124bn
Market Capitalisation⁽¹⁾

180+
countries
Messages delivered

150+
New customers
on-boarded - QIFY'22

2,500+
Active billable clients -
QIFY'22

7
Strategically Located
Cloud Data Centers



Scalable omni-channel
CPaaS platform
deepening customer
engagement



Serving 9 of the 20 most
valuable Global Tech
Brands⁽²⁾



265+
Direct MNO connect
Super Network



Team of 390+
motivated
professionals



Presence across
16+ locations
globally

Omni-Channel Digital Communication Platform



Messaging

Reach global audiences instantly through our customizable messaging platform

A2P Messaging	2-Way Messaging
Acculync	Mail2SMS
RCS	Viber
Whatsapp	Google's BM
Facebook	IP Messaging
Truecaller Business Messaging	Apple Business Chat

Voice

Step-up customer experience through customizable & innovative voice solutions

Outbound Dialer	Interactive Voice Response
Call Patching	Missed Call
Click2Call	Contact Center
SMS2Call	

Email

AI-Driven self-serve and enterprise email platform

SendClean

BeSpoke

Solution for regulatory & compliance requirement

Verbatim

Identity Solutions

Safeguard the end-user security and send trusted business communications with Identity Solutions

Branded Message	Branded Call
Verified Messages	Verified Calls
TrueCaller Verified Caller ID	Brand
Phone Number Verification	Authorization
Auto Form Fill	User
HLR	MNP
Active and Inactive	Number Sense

Operator Stack

Reduce the complexity of SMS coverage expansion, route monetization and security.

Products

SMSC	Analytics
SMS Firewall	ECM (Campaign Manager)
Detect	Messaging Hub

Services

365secured
365managed
365consult

Conversational AI

Customer Data Platform & Marketing Automation

Tools

Omnichannel	Visual Flow Builder	IDE	Analytics
Provisioning		Monitoring	Billing



Key Highlights

Q1 FY2022

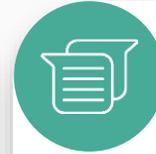
Key Highlights - Q1 FY2022

New Products



Email

- Acquired email platform from Sarv, branded as SendClean⁽¹⁾
- USD 12mn investment in SendClean Inc. over next 3 years



RCS

- RML propelling the adoption of RCS with enterprises to render better User Experience



Truecaller

- Truecaller partnership for Verified Business Caller ID

Operators

Firewall⁽²⁾

Win / Live



BSNL



NuevaTel



Liberty
Global -
Latam



Tigo
Tanzania

SMSC⁽³⁾

Live / Renewed



BSNL



Telenor
Myanmar



Ericsson
Myanmar



Vodafone
eldea*

Hub

Successfully Deployed



Du Telecom

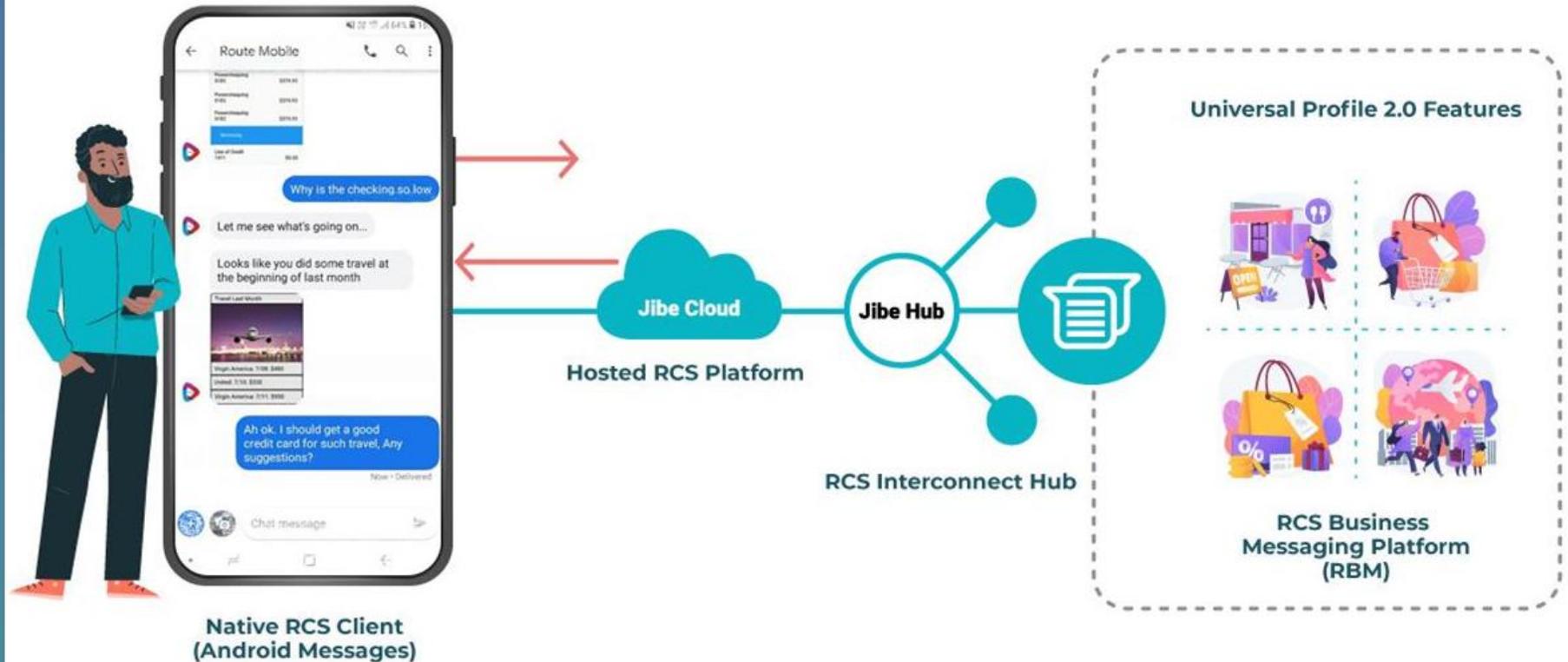
Key Highlights - Q1 FY2022

RCS Business Messages

Total RCS messages sent **310mn+**

Total RCS messages delivered **77%**

10+ Enterprise Clients adopted RCS Business Messages



Security Enhancement Measures adopted in Q1 FY2022

RML has taken significant steps to further strengthen and enhance overall security posture across its environment

Engaged a full-time third party Cyber Security and Dark Web Monitoring firm that scans the dark web 24*7 for any incidents or purported data issues

Enhanced our Perimeter Firewalls on all servers with Intrusion Detection Systems.

Implemented a SIEM - Security Incident and Event Management system, with a Gartner Magic Quadrant Global Leader.

Implementing multi-factor authentication (MFA) for all administrative interfaces and VPN.

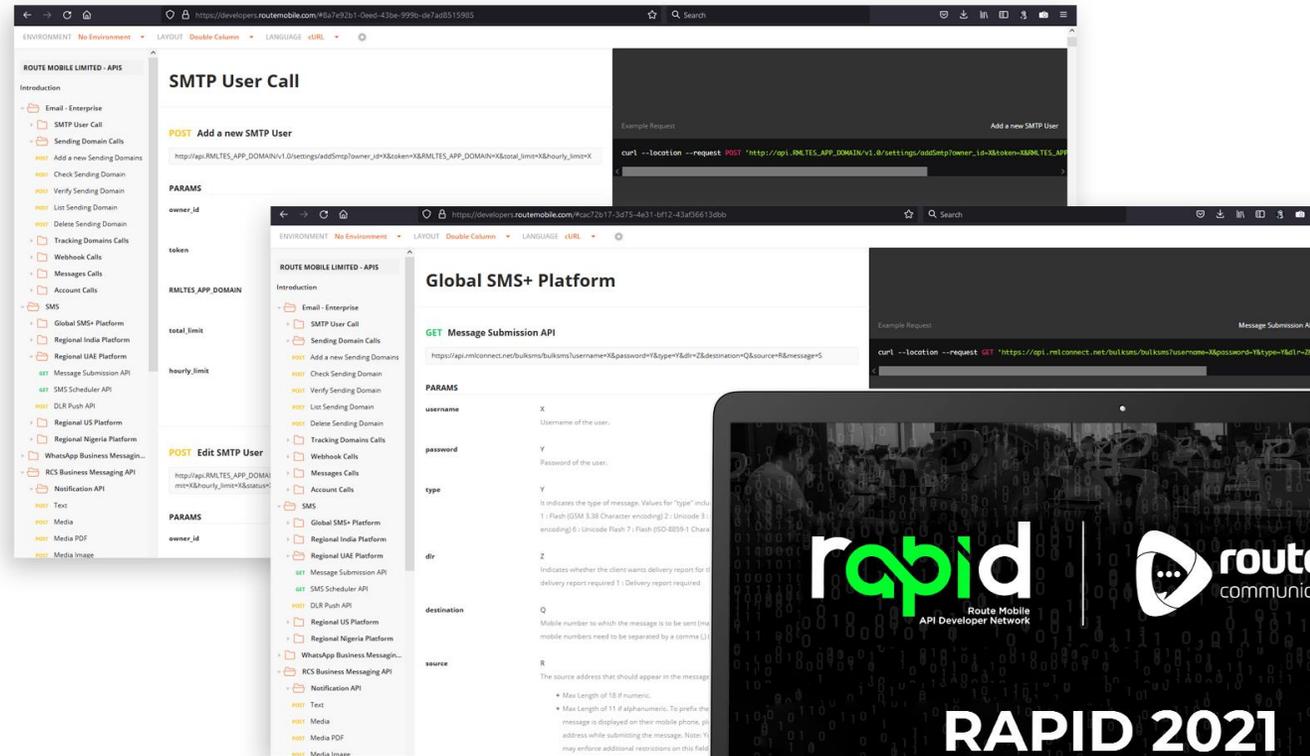
On all endpoints, i.e. servers, laptops, desktops, implemented a managed EDR - endpoint detection and response system from another Gartner Magic Quadrant Global Leader in the field of threat intelligence and endpoint protection platforms to ensure that no aspect of our infrastructure, platform, or hardware is vulnerable.

Additional information security audits from CERT-In empaneled auditors to validate our practices.

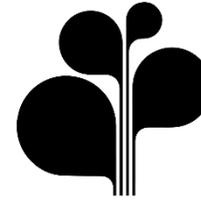


Rapid – A Global Developer API Initiative

Launching in
Q2 FY 2022



Awards and Recognitions



ROCCO

TIER ONE

Route Mobile

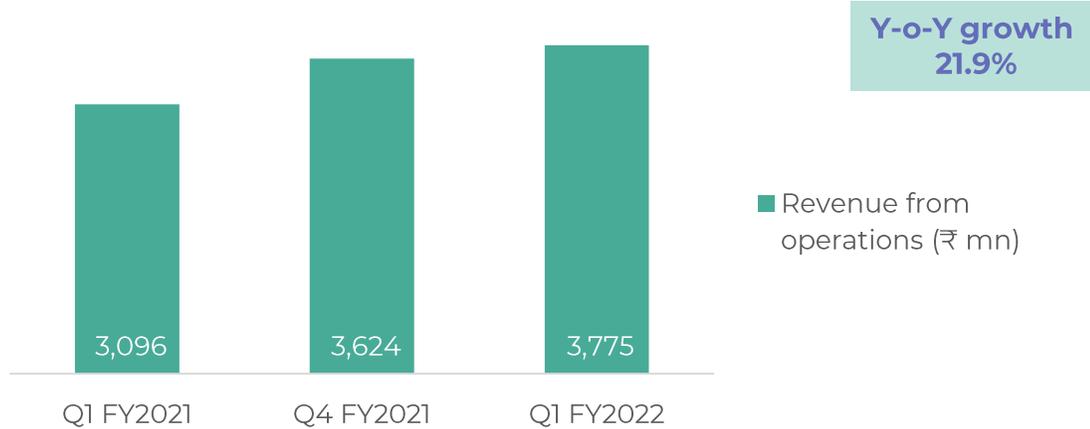




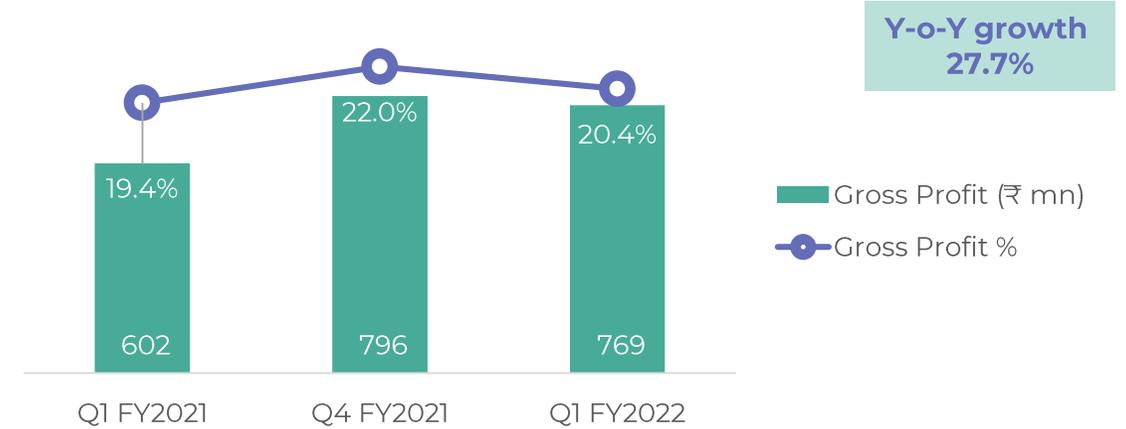
Financial Highlights

Q1 FY2022

Revenue from Operations (In ₹ mn)



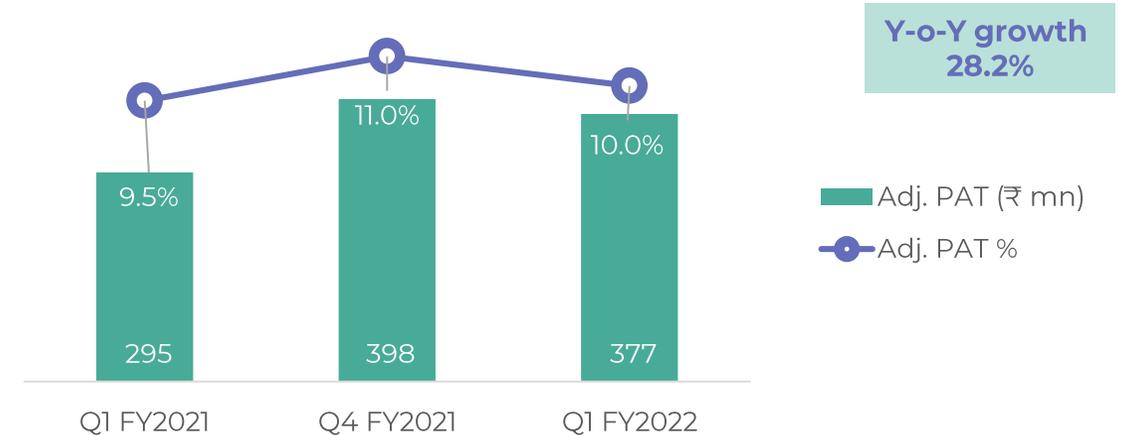
Gross Profit (In ₹ mn) and Gross Profit Margin (%)



EBITDA⁽¹⁾ (In ₹ mn) and EBITDA Margin (%)



Adjusted PAT⁽²⁾ (In ₹ mn) and Adjusted PAT Margin (%)



(1) Net loss on FX transactions and translation is excluded from EBITDA, amounting to ₹36mn, ₹45mn and ₹22mn for Q1 FY2022, Q4 FY2021 and Q1 FY2021 respectively.

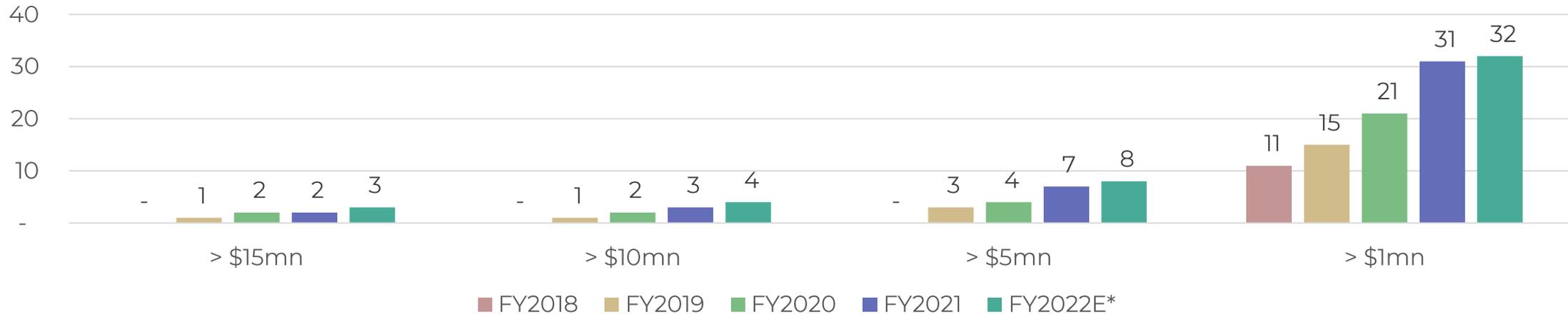
(2) PAT has been adjusted for non-cash amortization associated with the intangible assets added as a result of purchase price allocation for acquisitions and one-time stamp duty charges incurred in FY2021

For the Quarter ended June 30, 2021 (Q1 FY2022)

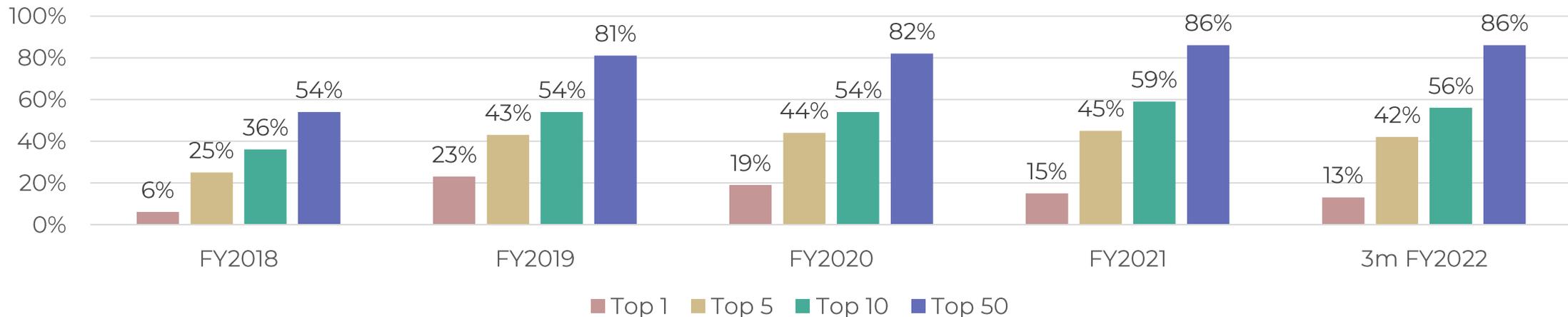
- Closed Q1 FY2022 with revenue from operations of **₹3,775mn** compared to **₹3,624mn** in Q4 FY2021 and **₹3,096mn** in Q1 FY2021
 - Y-o-Y growth of **21.9%** and sequential growth of **4.2%** in revenue
- Recorded Gross Profit of **₹769mn** in Q1 FY2022 compared to **₹796mn** in Q4 FY2021 and **₹602mn** in Q1 FY2021
 - Y-o-Y growth of **27.7%** and sequential degrowth of **3.4%** in Gross Profit
 - Gross Profit margin of **20.4%, 22.0%** and **19.4%** in Q1 FY2022, Q4 FY2021 and Q1 FY2021 respectively
- Recorded EBITDA of **₹491mn** in Q1 FY2022 compared to **₹515mn** in Q4 FY2021 and **₹397mn** in Q1 FY2021
 - Y-o-Y growth of **23.6%** and sequential degrowth of **4.6%** in EBITDA
 - EBITDA margin of **13.0%, 14.2%** and **12.8%** in Q1 FY2022, Q4 FY2021 and Q1 FY2021 respectively
- Recorded Profit After Tax of **₹343mn** in Q1 FY2022 compared to **₹355mn** in Q4 FY2021 and **₹269mn** in Q1 FY2021
 - Y-o-Y growth of **27.4%** and sequential degrowth of **3.2%** in Profit After Tax
- Adjusted Profit After Tax of **₹377mn** in Q1 FY2022 compared to **₹398mn** in Q4 FY2021 and **₹295mn** in Q1 FY2021
 - Adjusted for non-cash amortization associated with the intangible assets added as a result of purchase price allocation for acquisitions and one-time stamp duty charges associated with earn-out payment related to 365squared acquisition (incurred in FY2021)
 - Adjusted Profit After Tax margin of **10.0%, 11.0%** and **9.5%** in Q1 FY2022, Q4 FY2021 and Q1 FY2021 respectively

Growing number of Multi-million dollar accounts with improving client diversification

Clients by Account Size

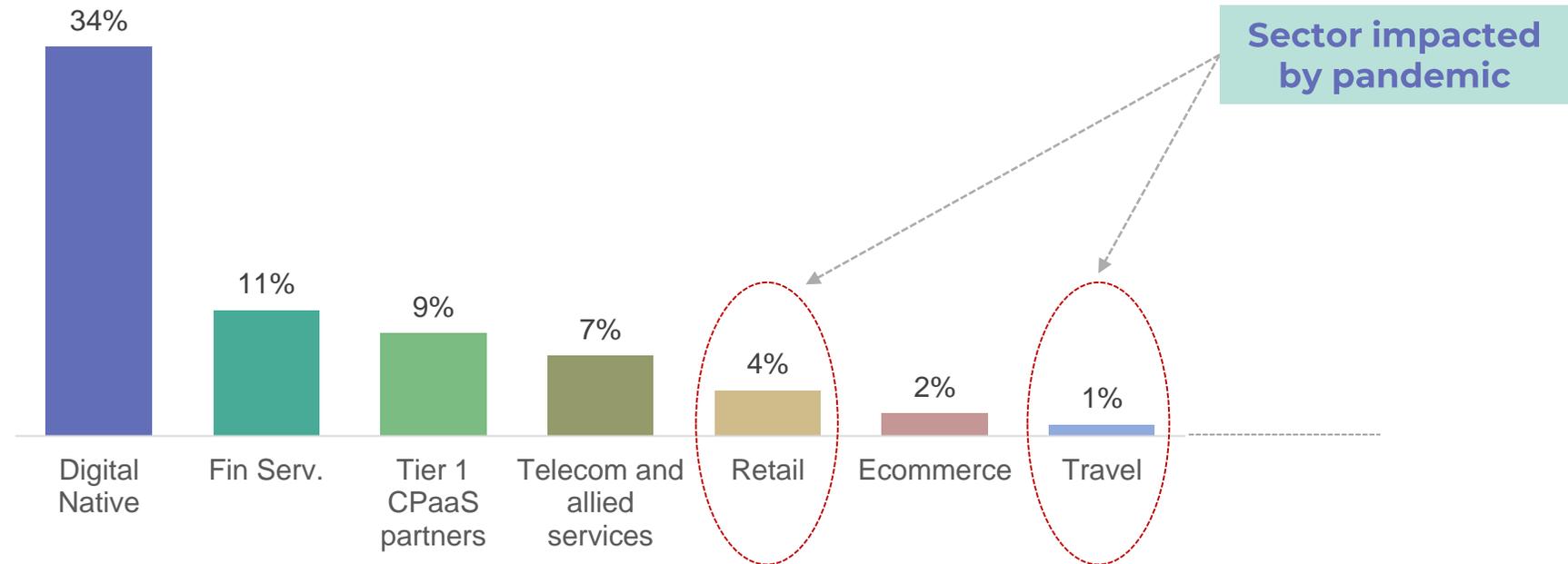


Client Concentration



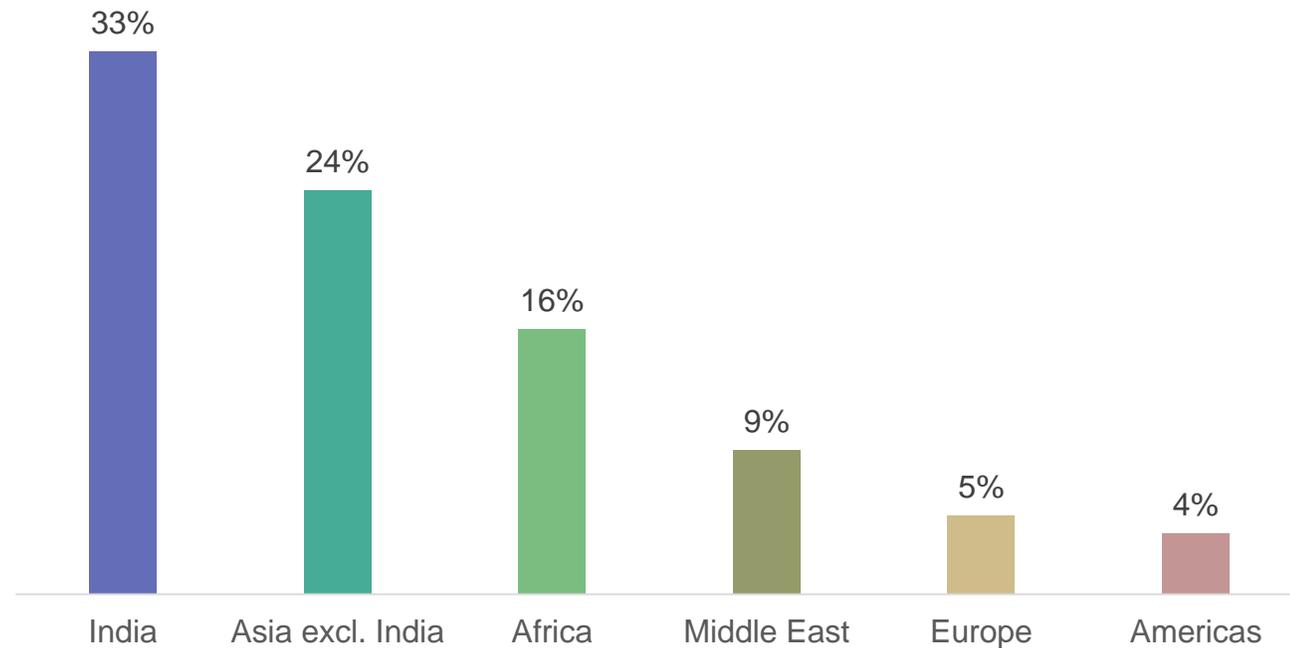
Diversified customer base across selected industries

Quarterly split of Revenue across selected industries (% of revenue in Q1 FY2022)

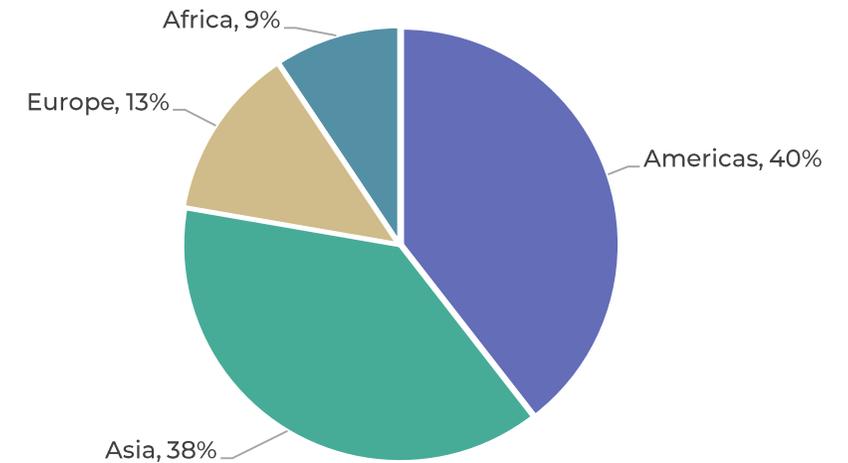


Segmental revenue by termination and by customer HQ

Quarterly split of Revenue for Top 50 countries by termination
(~90% of Q1 FY2022 revenue)

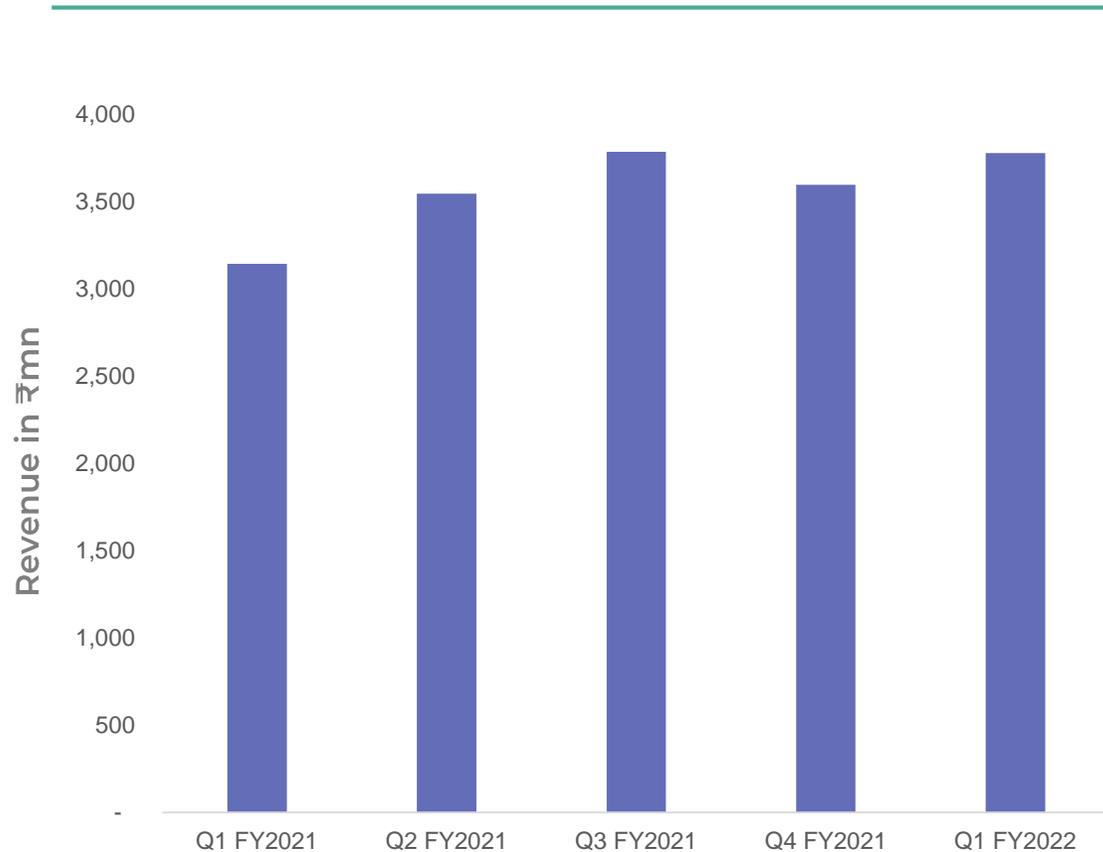


Quarterly split of Revenue by customer HQ (continent)
(# Top 150 customers accounts for 96% of Q1 FY2022 revenue)



Quarterly revenue trend depicts seasonality in the business

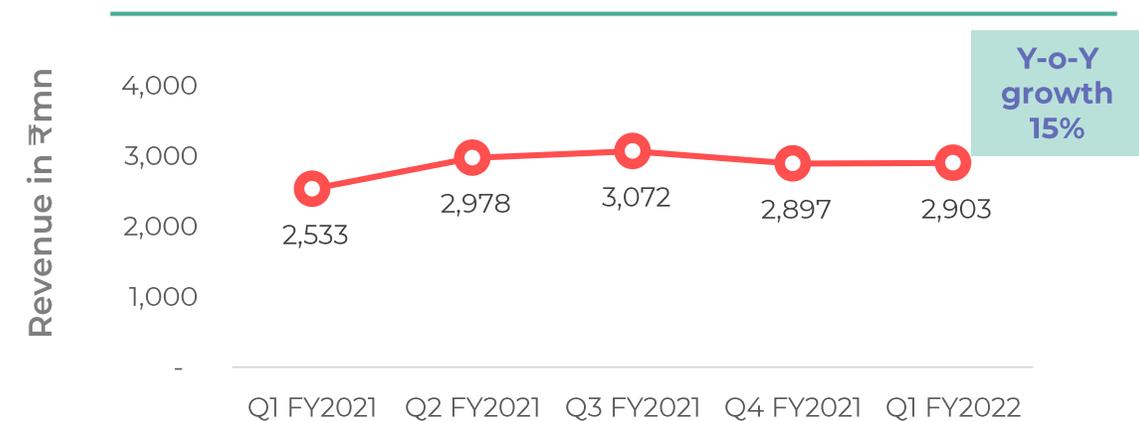
Quarterly revenue



Top 15 Enterprise customers

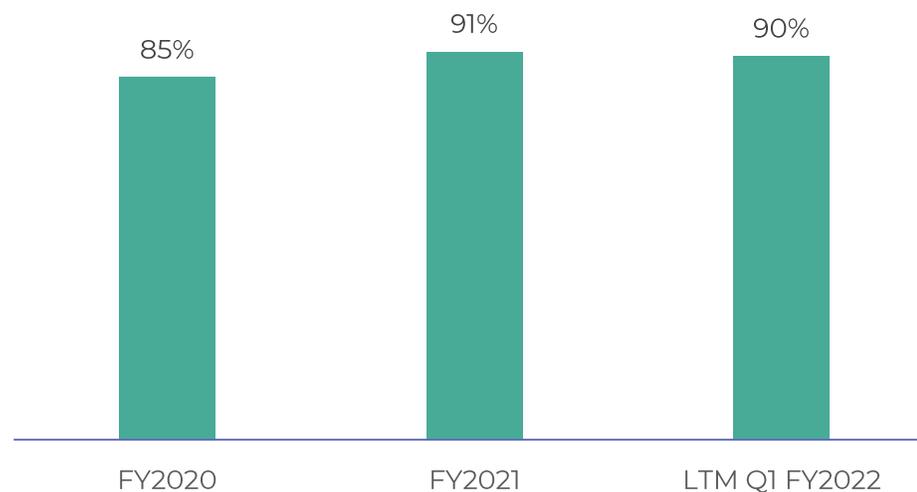


Top 10 Countries by termination of A2P messaging



Strong recurring revenue

Recurring Revenue as % of Operating Revenue

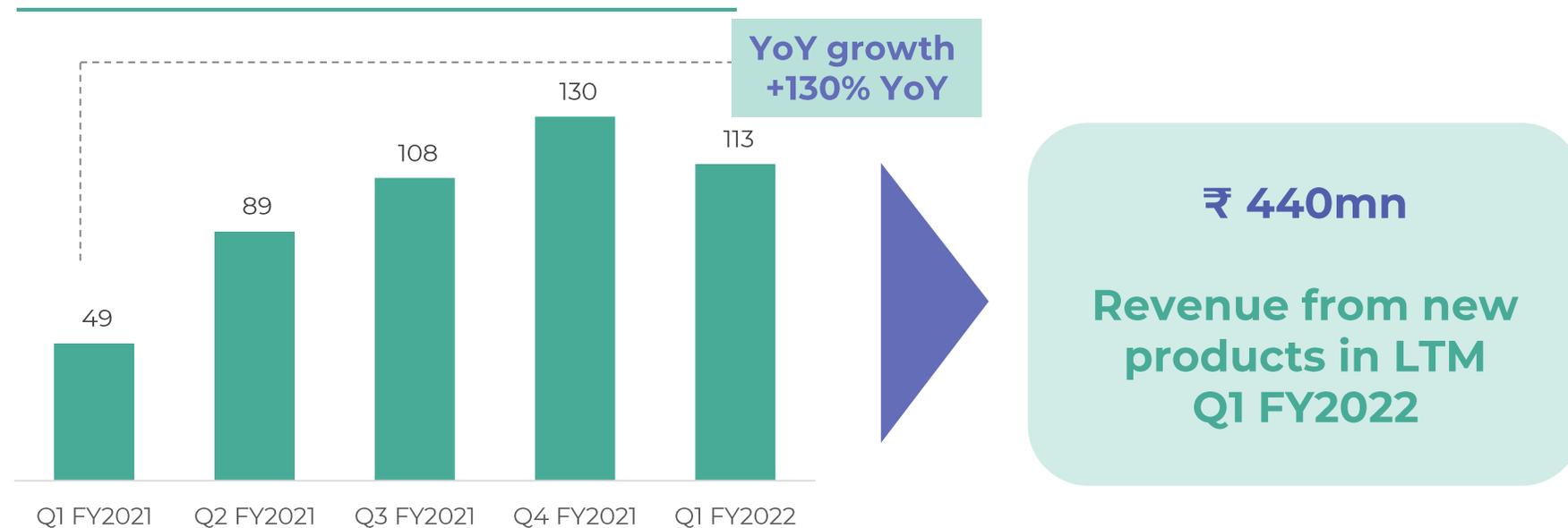


Deep Customer
engagement driving
high recurring revenues

Recurring customers defined as customers that have been billed in each of the months over the respective period. For instance, a customer billed each month over July 1, 2020 – June 30, 2021 is a recurring customer for LTM ended Jun 30, 2021.

New Product Revenue Momentum

Quarterly New Product Sales (₹ mn)

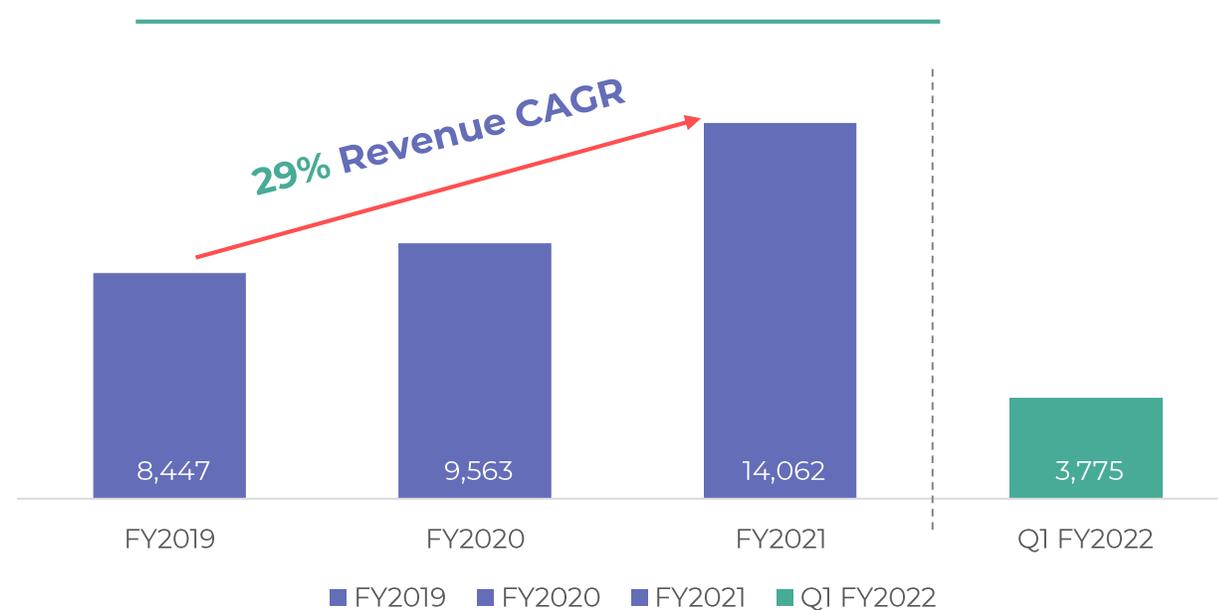


Next generation messaging channels, viz. enterprise voice solutions, IP based messaging, email and unified communication solutions continue to witness increasing adoption by enterprises

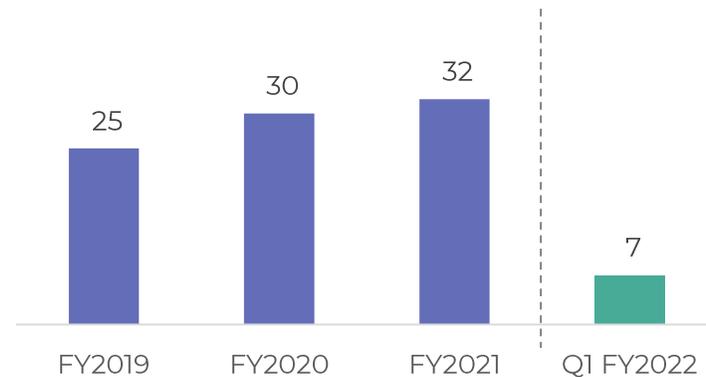
- Continuous focus on cross selling alternative communication solutions to existing blue-chip customer base
- **150+** new customers onboarded during Q1 FY2022, across all products

Improving Unit Economics – Revenue

Revenue from operations (in ₹ mn)



Total billable transactions (in bn)



Revenue (in ₹) per transaction



Improving Unit Economics – EBITDA

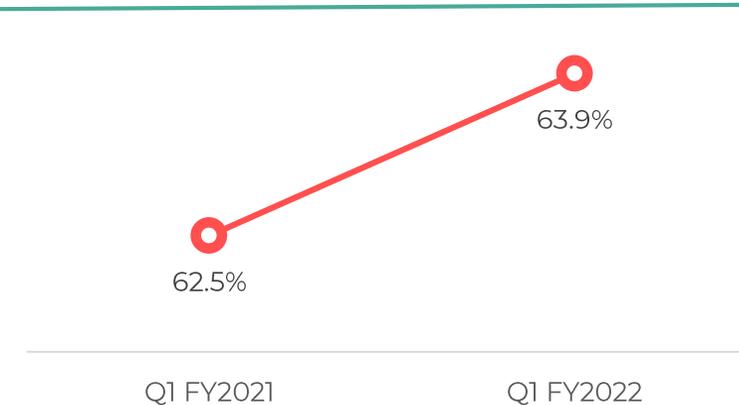
EBITDA and EBITDA margin



EBITDA (in ₹) per transaction



High Operating Leverage → EBITDA/ Gross profit



Income Statement

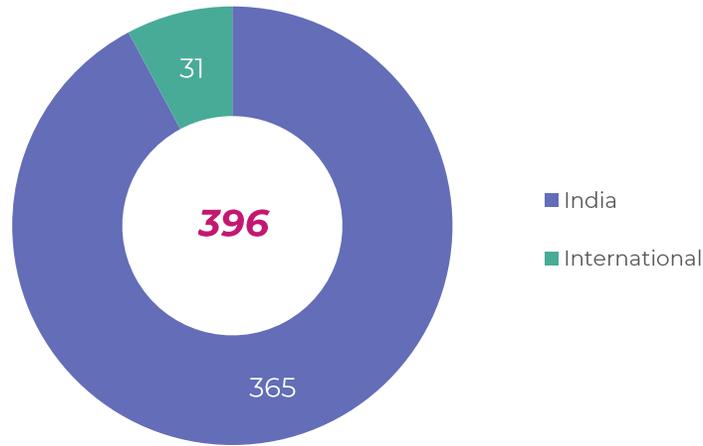
Profit & Loss Statement (in ₹ mn)	Quarter ended			Y-o-Y growth	Year ended
	Jun 30, 2021	Mar 31, 2021	Jun 30, 2020		Mar 31, 2021
Total revenue from operations	3,775	3,624	3,096	21.9%	14,062
Expenses					
-Purchases of messaging services	3,006	2,829	2,494	20.5%	11,290
-Employee benefits expense	196	170	130	50.2%	615
-Other expenses	82	111	74	10.6%	400
EBITDA⁽¹⁾	491	515	398	23.6%	1,756
Finance costs	5	4	10	-51.9%	28
Depreciation and amortisation expense	66	64	60	9.1%	258
Other income	8	-6	5	56.4%	160
Profit before tax (before exceptional items)	429	440	333	29.0%	1,631
Exceptional items ⁽²⁾	-	16	-		16
Profit before tax	429	425	333	29.0%	1,615
Tax expense	86	70	64		288
Profit After Tax (as reported)	343	355	269	27.4%	1,328
Amortization resulting from intangibles added on account purchase price allocation for acquisitions and exceptional items	34	44	25		155
Adjusted Profit After Tax⁽³⁾	377	398	295	28.2%	1,482

• (1) Net loss (gain) on FX transactions and translation is excluded from EBITDA, amounting to ₹36mn, ₹45mn, ₹21mn and (₹28mn) for Q1 FY2022, Q4 FY2021, Q1 FY2021 and FY2021 respectively.

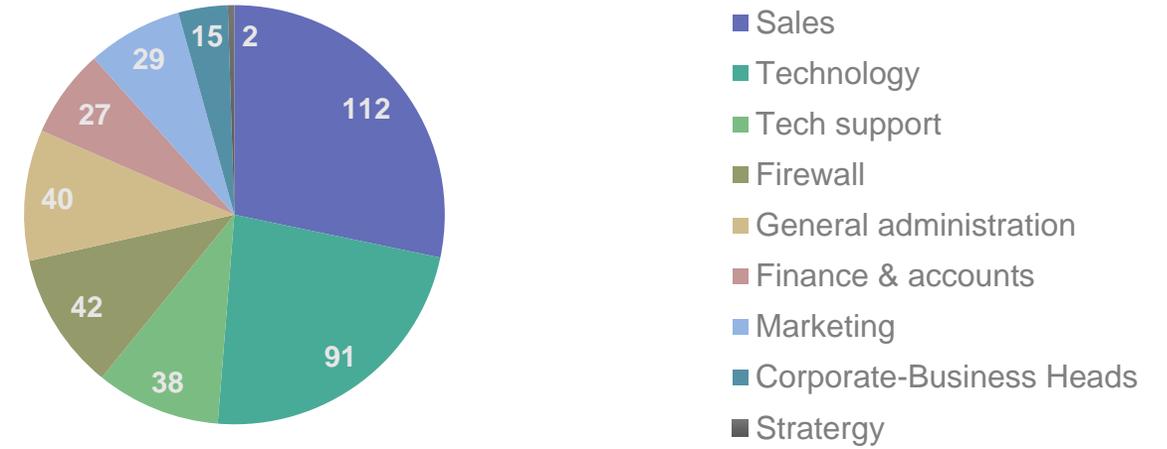
• (2) Stamp duty charges associated with earn-out payment related to 365squared acquisition (in FY2021)

• (3) Adjusted profit calculated as profit after tax + exceptional items (excluding tax shield) + amortization resulting from intangibles added on account of acquisitions

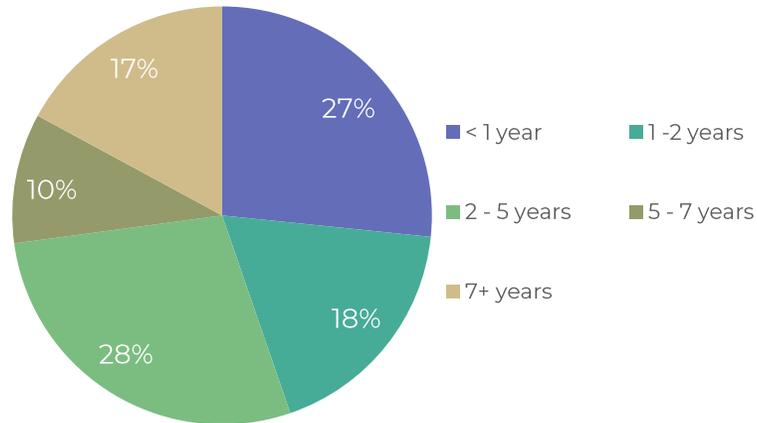
Location wise break-up⁽¹⁾



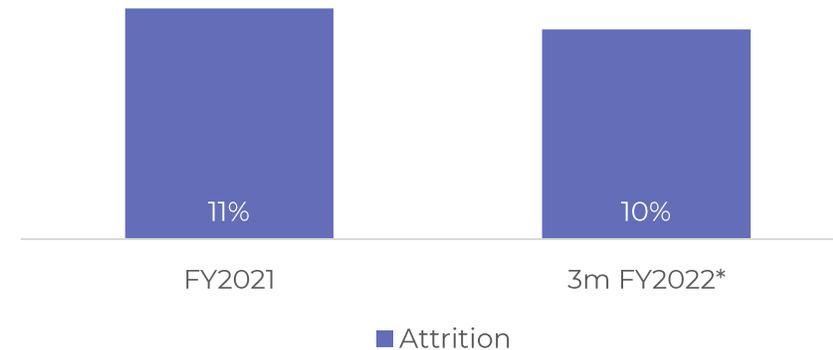
Function wise break-up⁽¹⁾



Tenure with Route Mobile⁽¹⁾



Attrition analysis





Thank You



 **SendClean**

 **route mobile**
communication simplified

Route Mobile Limited

An enhanced and personalized Email
Automation platform -

SendClean

www.sendclean.com

Safe Harbor

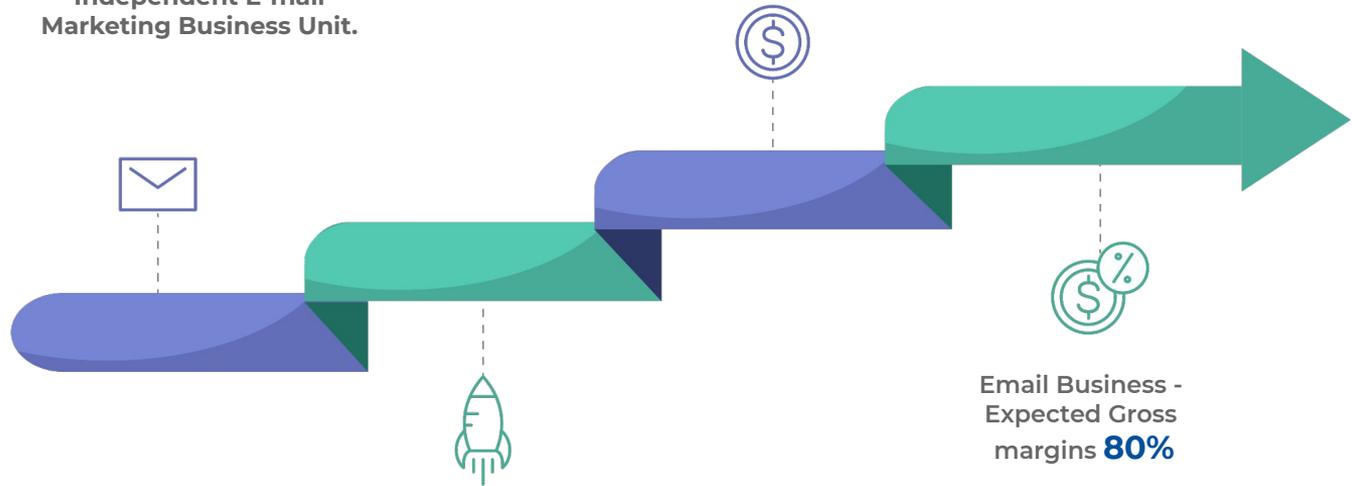
Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the “Forward Statements”) and are based on reasonable expectations of the management, which involves a number of risks, and uncertainties that could cause actual results to differ 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.

SendClean -

3 years Roadmap

BTA (Business Transfer Agreement with Sarv) to build a long term Independent E-mail Marketing Business Unit.

3 years Revenue Target
USD 30Mn



www.sendclean.com

A Self-serve Email Marketing
platform

SendClean -

3 years Roadmap



Investments of over 12 MN USD planned in 3 years



Human Capital investments to ramp-up from 10 employees to 100+ employees in 1st year.

Infrastructure deployment to be ramped up at multiple locations.



Current Locations
US, Germany, India

New Servers:
Middle East WIP

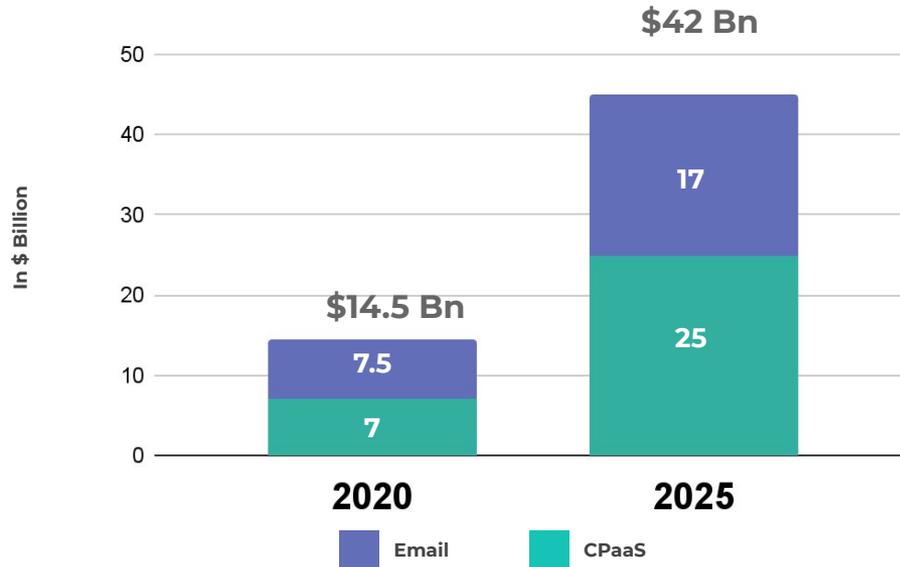
Indian Servers
will be upgraded

— SendClean Inc - for Global
Enterprises & Developers

- - SendClean Pvt Ltd - for Indian
Enterprises & Developers

Attractive Industry Dynamics - Expansion of TAM

CPaaS and Email Projected Market Size by 2025



Addressable Email Marketing Market worth **\$17 billion**

Combined addressable market in 2025 stands at **\$42 billion**

Source: <https://www.juniperresearch.com/press/press-releases/global-cpaas-market-value-to-reach-25-billion>
CPaaS: Report Linker
Email: Report Linker

TAM - Total Addressable Market

Email - Continues to be Mission Critical in Communication

Email Trends



Emails continues to be a preferred channel of communications for enterprises after SMS



Shift towards unified marketing strategy including other channels like SMS, Voice and Chat



Customer success, campaign optimization and execution support are top priorities.



Using AI and ML to optimize and segment campaigns and automation



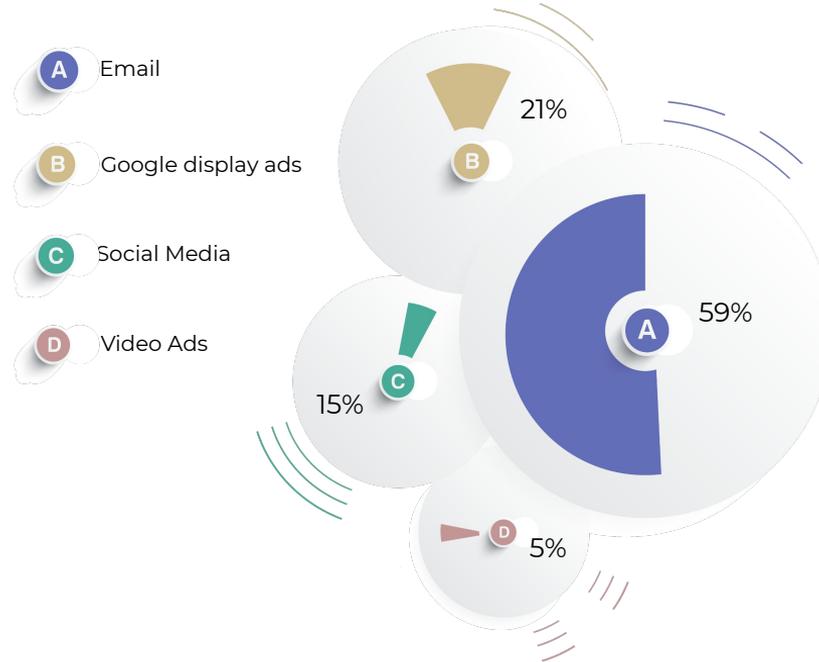
Privacy and data security requirements.



Email marketing is a driver of digital commerce and a vital cross-channel connector.

Source: Gartner Market Guide for Email Marketing (2020)

Leading Drivers of Increased ROI



Survey: Which digital marketing channel generates the most ROI?

RML Strengthens Automated Email Marketing



A Leading **Omni-channel Communications Experience Platform (CXPaaS)**

A Leading **AI - driven Smart Email Marketing Automation Platform (EMAP)**

SendClean - Charting Success through Email Marketing



Advanced Segmentation



Next Gen Campaign Management



Personalization and dynamic content



Automation with triggered messages



Advanced analytics

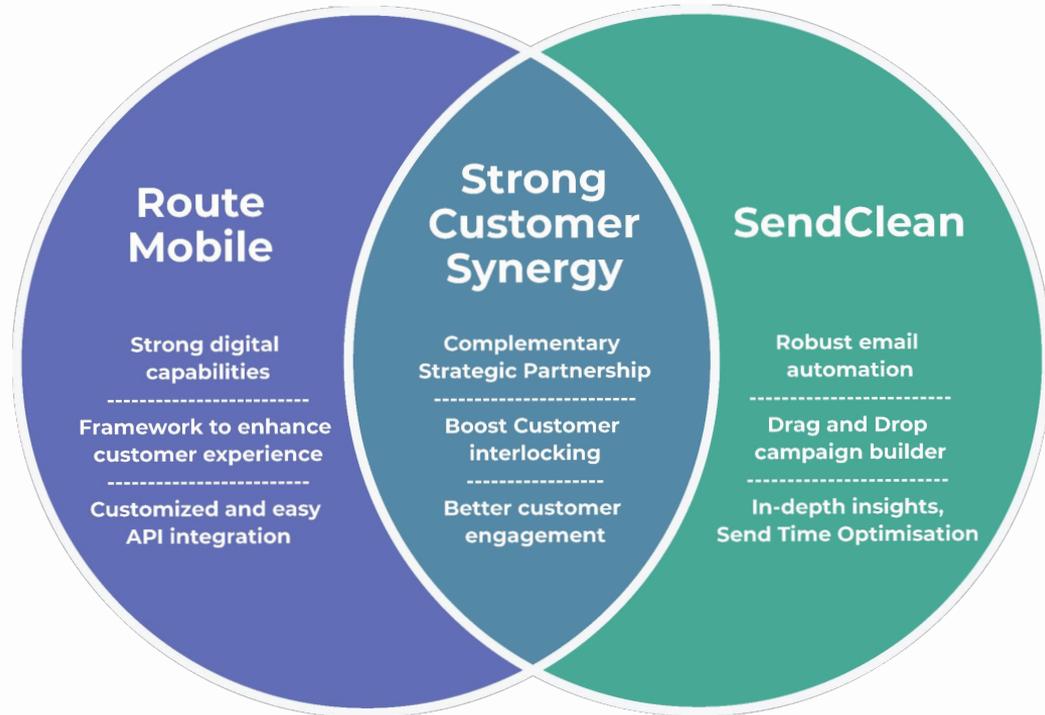


Connectivity

Key Highlights

- Leading SaaS based platform for email marketing
- Currently processing ~1Bn Monthly average volume
- Diversified clientele
- Robust email automation for personalized experience.

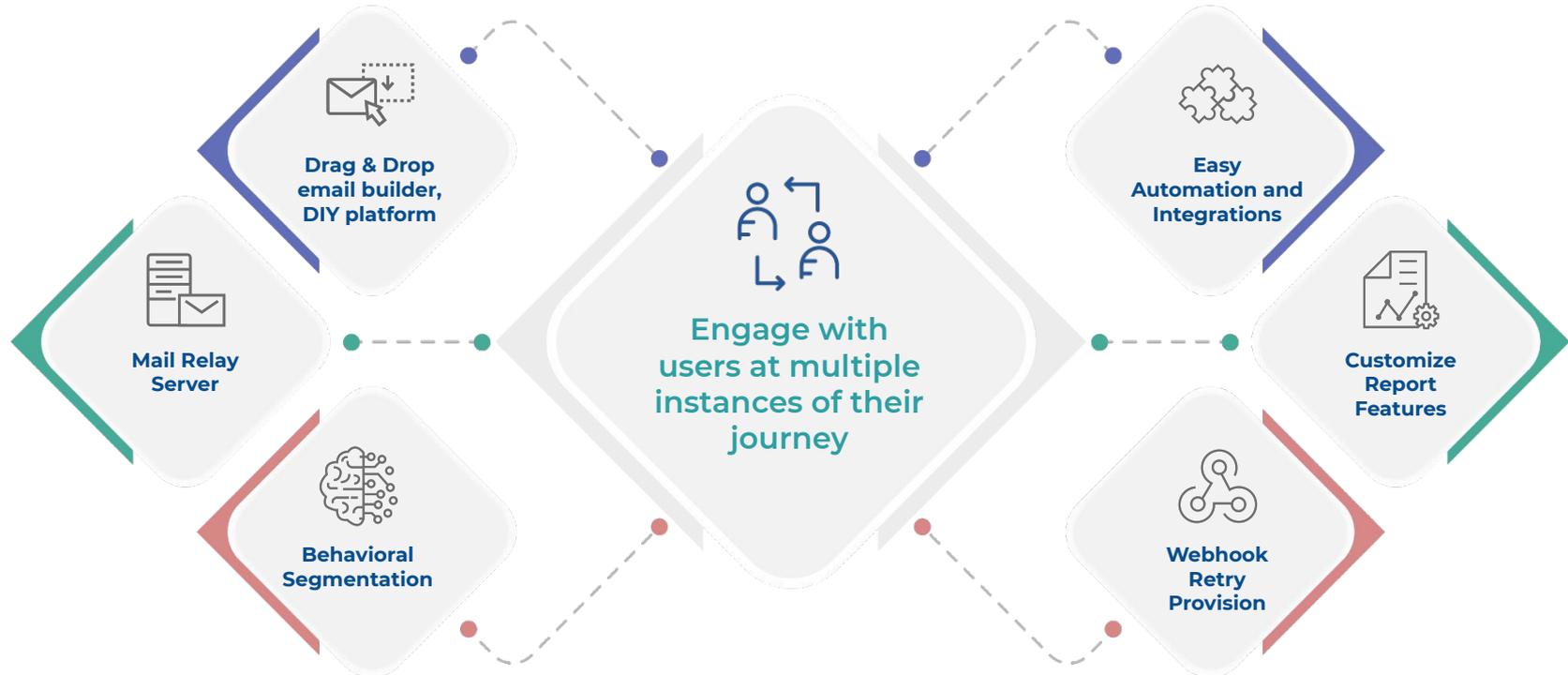
Route Mobile & SendClean to Deliver Superlative CX through Email Automation



**Hyper personalization | Intelligent Targeting |
Customer Engagement**

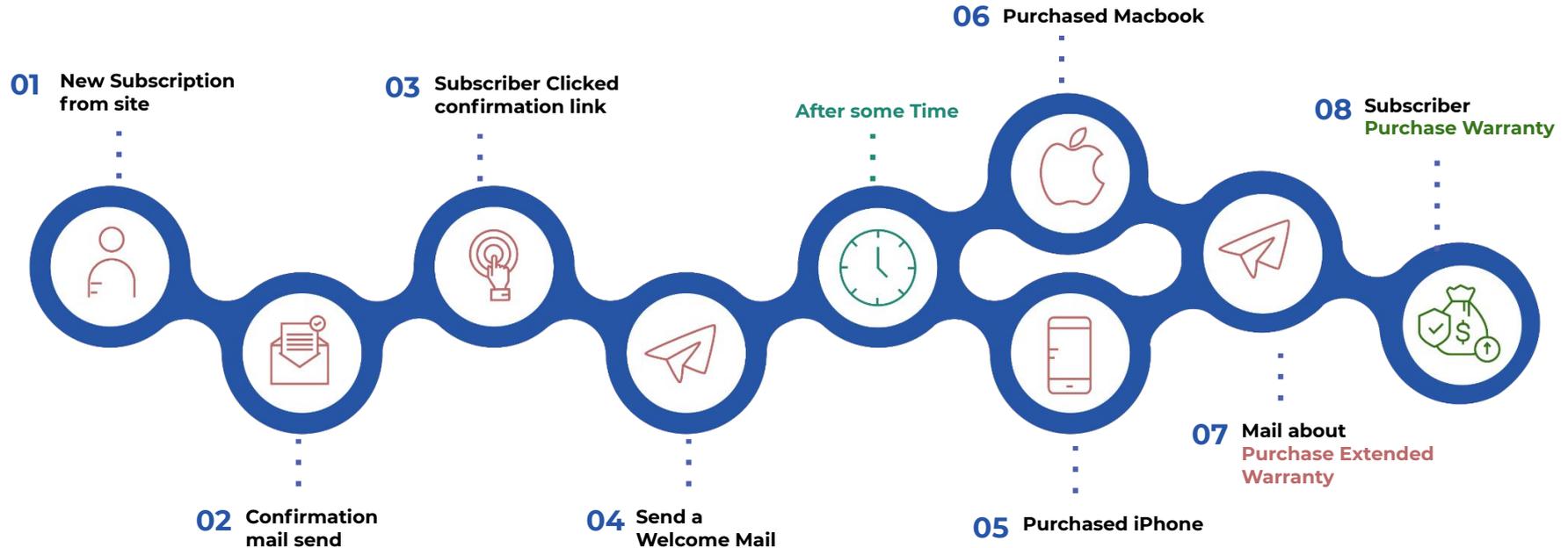
What's in it for the Customers?

Powerful AI-driven automated email marketing platform enabling businesses to accelerate campaign outcomes with the help of -



Email Marketing Automation - A Typical Use-Case

- Robust APIs for trigger based emails at every step of your customer journey.
- Defining the right touchpoints to trigger emails and scenarios mapping effectively to the customer journey.
- Advanced analytics to analyse and redefine campaign strategies.
- Influencing decisions and driving purchase.





Thank You!