

Name of the issue: Route Mobile Limited

1 **Type of issue (IPO/ FPO)** IPO

2 **Issue size (Rs. in crore)** 600.00

3 **Grade of issue alongwith name of the rating agency**
Name
Grade Not Applicable

4 **Subscription Level (Number of times) ⁽¹⁾** 51.6345

Source: Minutes for basis of allotment dated September 16, 2020

(1) Figure is after technical rejections

5 **QIB holding (as a %age of total outstanding capital) as disclosed to stock exchanges**

Particulars	%
(i) On Allotment September 16, 2020	16.25%
(ii) at the end of the 1st Quarter immediately after the listing of the issue (September 30, 2020)	23.76%
(iii) at the end of 1st FY (March 31, 2021)	21.71%
(iv) at the end of 2nd FY (March 31, 2022)	25.95%
(v) at the end of 3rd FY (March 31, 2023)	28.44%

6 **Financials of the issuer (consolidated basis)**

(Rs. Cr)

Parameters	31-Mar-21	31-Mar-22	31-Mar-23
Net Sales/ Income from operations	1,406.17	2002.03	3569.23
Net Profit for the period	132.75	170.08	333.11
Paid up equity share capital	57.71	62.87	62.44
Reserves excluding revaluation reserves	594.41	1609.7	1757

7 **Trading status in the scrip of the issuer**

Company's Equity Shares are listed on both the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE")

Particulars	Status
(i) at the end of 1st FY (March 31, 2021)	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2022)	Frequently Traded
(iii) at the end of 3rd FY (March 31, 2023)	Frequently Traded

8 **Change, if any, in directors of issuer from the disclosures in the offer document**

Particulars	Name of Director	Appointed / Resigned
During year ended March 31, 2021	Chandrakant Gupta	Resigned
	Arun Gupta	Appointed
During year ended March 31, 2022	Sandipkumar Gupta	Re-appointed
	Bhaskar Pramanik	Appointed
	Ramachandran Sivathanu	Resigned
During year ended March 31, 2023	Sudha Navandar	Re-appointed

9 **Status of implementation of project/ commencement of commercial production**

Particulars	Remarks
(i) as disclosed in the offer document	Not Applicable
(ii) Actual implementation	Not Applicable
(iii) Reasons for delay in implementation, if any	Not Applicable

10 **Status of utilization of issue proceeds**

(i) as disclosed in the offer document

Particulars	Amount proposed to be		
	utilised out of Net Proceeds	To be deployed in FY 2021	To be deployed in FY 2022
Repayment or pre-payment, in full or part, of certain borrowings of our Company	365	365	0
Acquisitions and other strategic initiatives	830	475	355
Purchase of office premises in Mumbai	650	650	0
General corporate purposes	385.91	385.91	0
Total	2,230.91	1,875.91	355.00

(ii) Actual utilization

Utilised 1629.13 million and 650 million is pending towards purchase of office premises in Mumbai as per Monitoring Agency Report dated March 31, 2023

(iii) Reasons for deviation, if any

None

11 **Comments of monitoring agency, if applicable**

(i) Comments on use of funds	None
(ii) Comments on deviations, if any, in the use of proceeds of the Issue from the objects stated in the Offer document	None
(iii) Any other reservations expressed by the monitoring agency about the end use of funds	None

12 Price-related data

Designated SE BSE
 Issue Price (Rs.) 350
 Listing Date September 21, 2020

Price parameters	At close of listing day	At close of 30th	At close of 90th	As at the end of March 31, 2021		
	September 21, 2020	calendar day from listing day	calendar day from listing day	Closing price during FY High during FY Low during FY		
Market Price	651.30	720.35	1,158.65	1,409.80	1,979.65	625.00
Nifty 50	11,250.55	11,896.80	13,760.55	14,690.70	15,431.75	8,055.80
Price parameters	As at the end of March 31, 2022			As at the end of March 31, 2023		
	Closing price during FY	High during FY	Low during FY	Closing price during FY	High during FY	Low during FY
Market Price	1,542.30	2,389.00	1,395.00	1,366.70	1,377.10	1,350.05
Nifty 50	17464.75	18,604.45	14,151.40	17,359.75	17,381.60	17,204.65

Source: Stock Exchange data. Where the 30th day / 90th day / March 31 of a particular year falls on a holiday, the immediately preceding trading day has been considered

13 Basis for Issue Price and Comparison with Peer Group & Industry Average

Accounting ratio	Name of company	Face Value (Rs.)	As disclosed in the offer document	At the end of 1st FY March 31, 2021	At the end of 2nd FY March 31, 2022	At the end of 3rd FY March 31, 2023**
EPS	Issuer: Consolidated ⁽¹⁾	10	13.83	24.76	27.82	52.29
	Peer Group:			Not Applicable		
	Industry Avg			Not Applicable		
P/E	Issuer: Consolidated	10	25.31	56.94	55.40	26.14
	Peer Group:			Not Applicable		
	Industry Avg			Not Applicable		
RoNW%	Issuer: Consolidated ⁽³⁾	10	25.58%	20.44%	10.17%	17.96%
	Peer Group:			Not Applicable		
	Industry Avg:			Not Applicable		
NAV per share	Issuer: Consolidated ⁽⁴⁾	10	94.45	112.53	266.04	292.82
	Peer Group:			Not Applicable		
	Industry Avg:			Not Applicable		

(1) Basic earnings per share (₹) = Profit/(loss) after tax, as restated / weighted average number of equity shares.

(2) P/E: Based on Basic EPS for the financial year ended March 31, 2020 at the Offer Price

(3) Return on net worth (%) = Profit/(loss) after tax, as restated / net worth at the end of the period

(4) Net asset value per Equity Share = Net worth at the end of the periods / total number of Equity Shares outstanding at the end of the periods

**Not available as the relevant fiscal year has not been completed / information not disclosed

14 Any other material information

Particulars	Date
Signed the amendment to Business Transfer Agreement and acquired TeleDNA Communications Private Limited and completed the acquisition	October 1, 2020
Sandipkumar Gupta appointed as Chairman of the Board of Directors	November 19, 2020
Modification to the Trust Deed of Route Mobile Employee Welfare Trust	February 5, 2021
Mr. Tonio Ellul, Director of 365Squared Ltd - a wholly-owned subsidiary of Route Mobile Limited, has been appointed as Chief Executive Officer of 365Squared Ltd	March 8, 2021
Entered into SPA for acquisition of 100% stake of Phonon Communications Private Limited	April 29, 2021
De-registration of Spectrum Telecom FZ-LLC (a wholly owned step down subsidiary of the Company)	May 10, 2021
Incorporated a new subsidiary PT Route Mobile Indonesia, a LLC in Indonesia	May 27, 2021
Company has completed acquisition through Business Transfer Agreement ('BTA') with Sarv Webs Private Limited, Rajasthan, India for acquisition of primarily intellectual property ('software') and its associated identified customer contracts ('business'), on a slump sale basis	July 05, 2021
Wholly-owned subsidiary – Route Mobile (UK) Limited, UK has incorporated a subsidiary namely – 'Send Clean INC.'	July 12, 2021
names of two wholly owned subsidiaries ("WOS") i.e. 'Sphere Edge Consulting (India) Private Limited' and 'Cellent Technologies (India) Private Limited' has been changed to 'Route Ledger Technologies Private Limited' and 'Send Clean Private Limited' respectively	August 3, 2021
Nomination and Remuneration / Compensation Committee of the Board of Directors through Circular Resolution passed on February 6, 2023, considered and approved cancellation of an aggregate of; 1) 18,000 ESOPs granted under the "Route Mobile Limited -Employee Stock Option Plan 2017"; and 2) 1,46,375 ESOPs granted under the "Route Mobile Limited - Employee Stock Option Plan 2021" ('Plan 2021'). The cancelled ESOPs under Plan 2021 have been credited back to ESOP pool account.	February 6, 2023
Incorporated a new wholly owned subsidiary namely Masiv Chile SpA	August 10, 2022
LAUNCHES ROUBOT, A CUSTOMISABLE NO-CODE CHATBOT THAT EASILY INTEGRATES WITH CHATGPT AND NLP ENGINES'.	February 8, 2023
Scheme Of Amalgamation Between Start Corp India Private Limited, (Transferor Company And Wholly Owned Subsidiary Of The Company) And Send Clean Private Limited, (Transferee Company And Wholly Owned Subsidiary Of The Company) And Their Respective Shareholders And All Concerned (Scheme)	May 30, 2023
For further updates and information, please refer stock exchange websites i.e. www.bseindia.com and www.nseindia.com	