Registered & Corporate Office:
Route Mobile Limited
SanRaj Corporate Park - 4th Dimension, 3rd floor,
Mind Space, Malad (West), Mumbai - 400 064, India
+91 22 4033 7676/77-99 | Fax: +91 22 4033 7650
info@routemobile.com | www.routemobile.com
CIN No: L72900MH2004PLC146323

Ref No: RML/2026-27/693

Date: July 23, 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 Friday, July 24, 2026 to the Analysts in connection with the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2026.

The same is also available on the Company's website at www.routemobile.com.

You are requested to take the above information on record.

Thanking You,

Yours faithfully,
For **Route Mobile Limited**

Tejas Devendra Shah
Digitally signed by Tejas Devendra Shah
Date: 2026.07.23 22:11:19 +05'30'

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

Encl: as above

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Earnings Update
Q1 FY 26-27

Investor Presentation
July 23, 2026

A proximus Company

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**; **2,100+** 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**

- **₹45,089 mn** Revenue for LTM ended 30 June 2026
- **₹5,195 mn** EBITDA for LTM ended 30 June 2026
- **45.80 bn** billable transactions processed in Q1 26-27
- **₹ 13,452 mn** Net Cash as on 30 June 2026
- **₹ 9.94** Earning Per Share (EPS) in Q1 26-27
- Board recommended **₹ 4 per share interim dividend**

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Global Diaspora - Footprint & Super Network

- 12 Firewalls deployed
- 20+ virtualized Data Centers
- 18 Hubs
- **783** Employees
- **280+ Super Network**
  Widespread global distribution & reach

Data as on June 30, 2026

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Key Developments

Commercial Highlights (Partnerships & Market Expansion)

Carrier Community
Global Telecom Club

Strengthened industry recognition through the Konera solution, Route Mobile's Network APIs and enterprise connectivity platform, winning the Best Application Service Provider award at CCGA 2026, highlighting continued innovation within the Proximus Global ecosystem.

routemobile Proximus Global | truecaller business

Expanded global enterprise visibility through a strategic partnership with Truecaller, the leading global caller identification and spam prevention platform, enhancing trusted business communication and verified customer engagement across key markets.

MWC GSMA | 上海 · SHANGHAI 2026年6月24–26日 24–26 JUNE 2026

Enhanced global brand visibility by actively showcasing Route Mobile's omnichannel communications capabilities at major international telecom forums, including MWC Shanghai 2026, reinforcing the company's innovation and global market presence.

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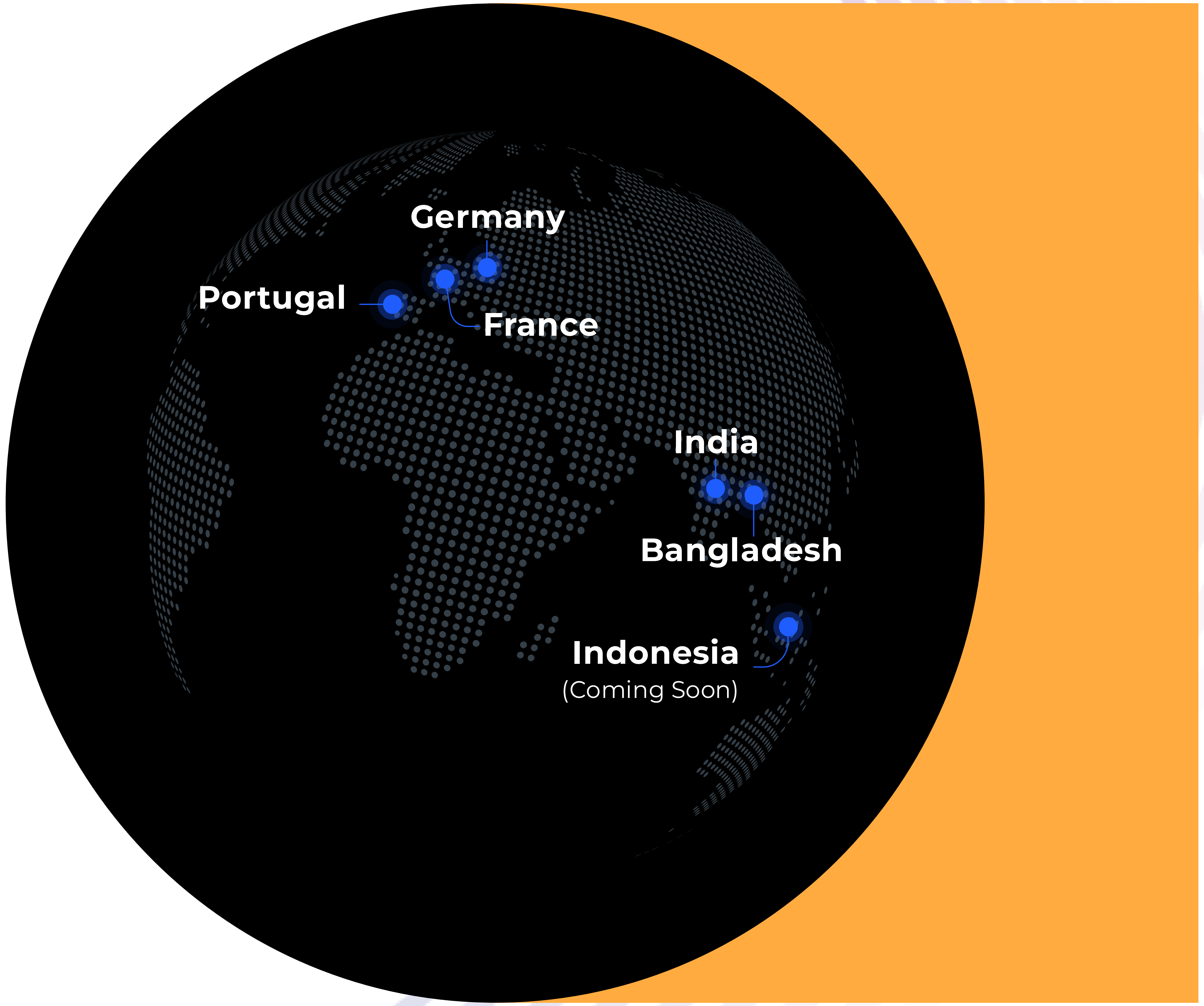
Technological Advancements (Product, Platform & Innovation)

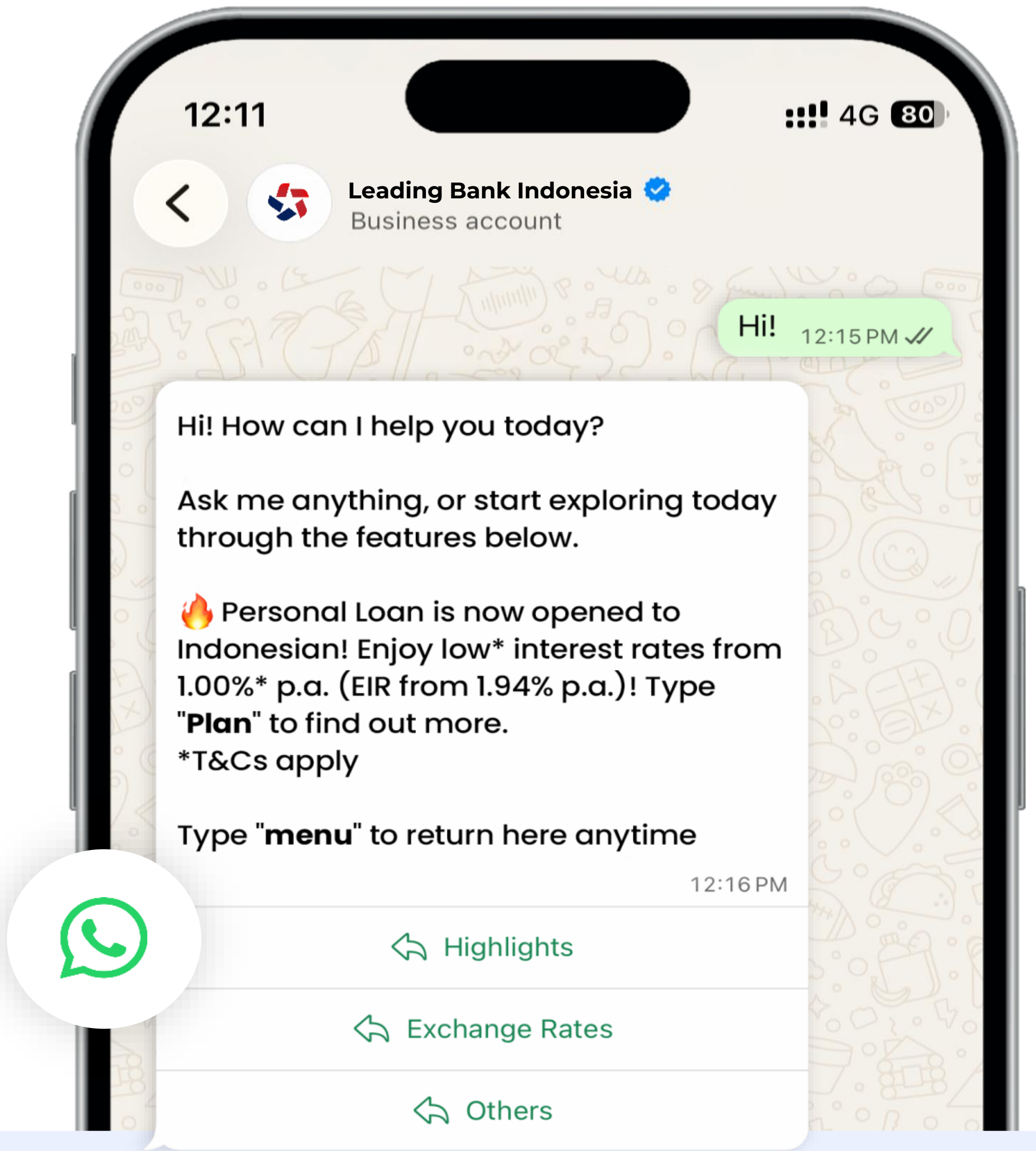
Expanding Global RCS Connectivity-Continued to strengthen our global RCS footprint by expanding direct operator integrations and advancing towards broader direct coverage across key markets. New partnerships and platform enhancements further reinforce our ability to deliver scalable, rich business messaging experiences worldwide.



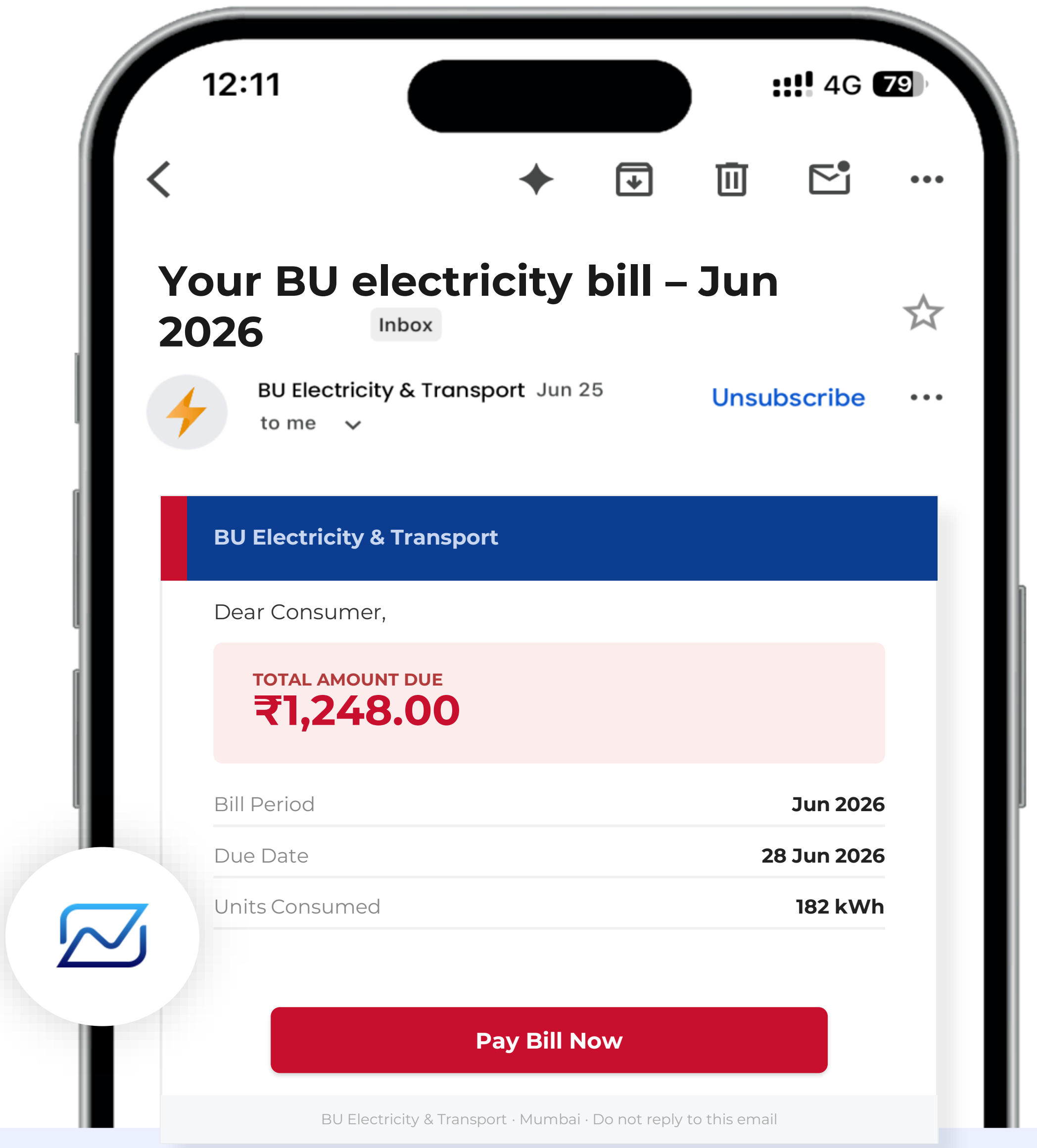
Focus on Expanding Product Portfolio

USE CASE

WhatsApp API



SendClean (Email)



A leading bank in Indonesia.

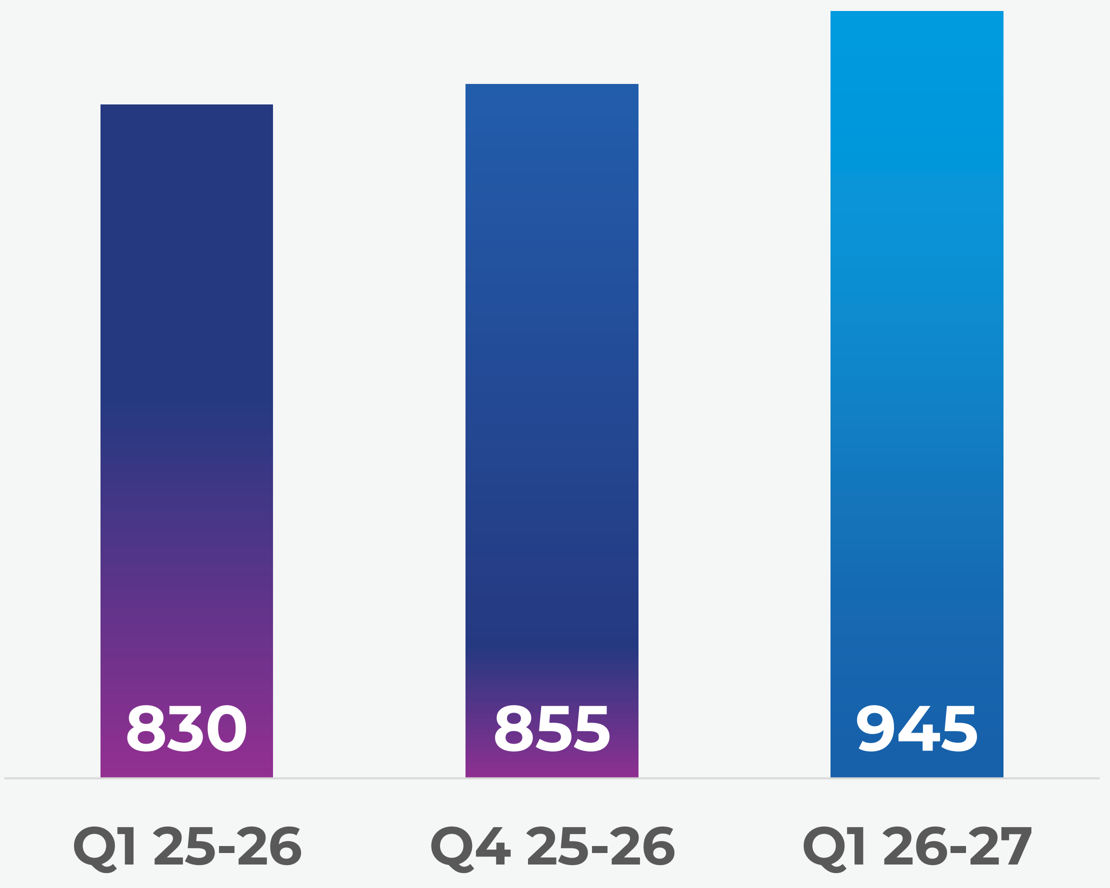
WhatsApp Marketing + WhatsApp Calling (loan and credit card promotional campaigns, cross-sell/upsell offers and onboarding nudges (Marketing); customer service calls, loan follow-ups and KYC verification (Calling).

A civic utility body in Mumbai.

Transactional email delivery including electricity bills, payment confirmations, and service alerts to subscribers.

New Products Revenue
(in ₹ mn)

13.9% Y-o-Y growth
10.5% Q-o-Q growth



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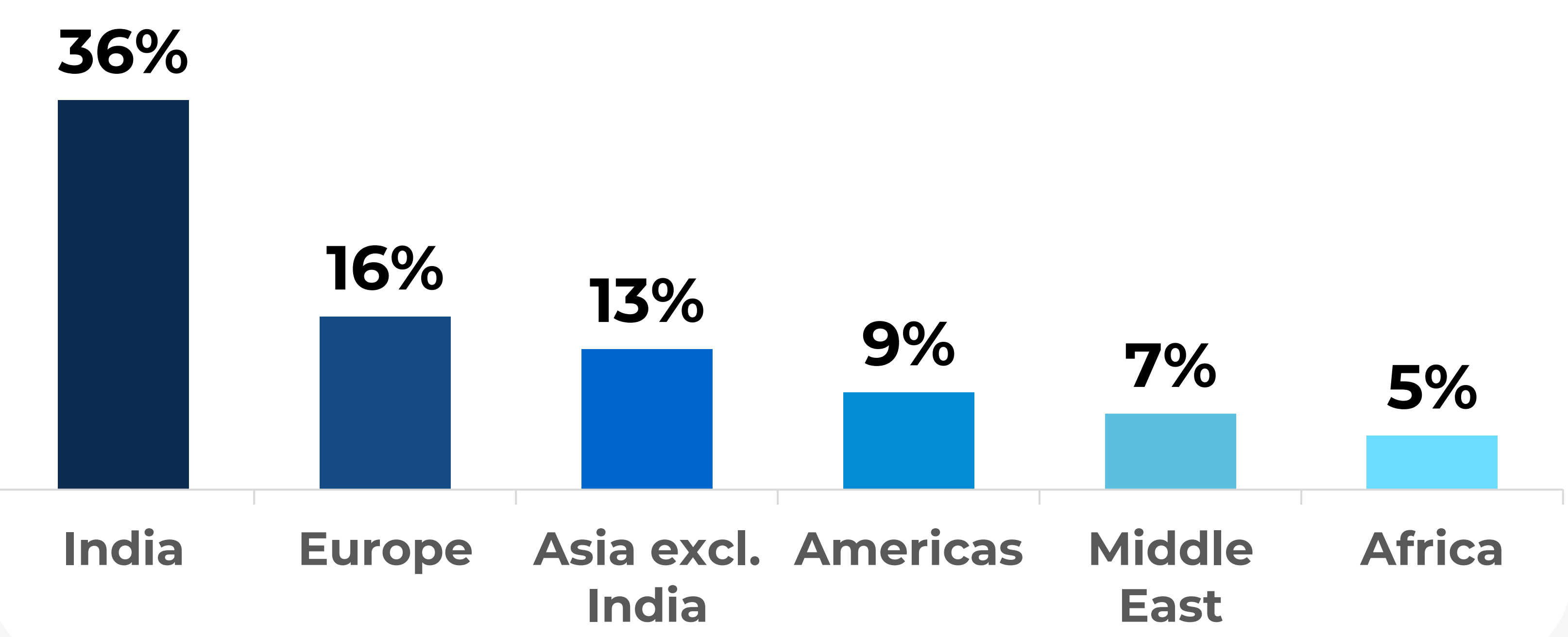
Key Business Metrics

Diverse Customer Base

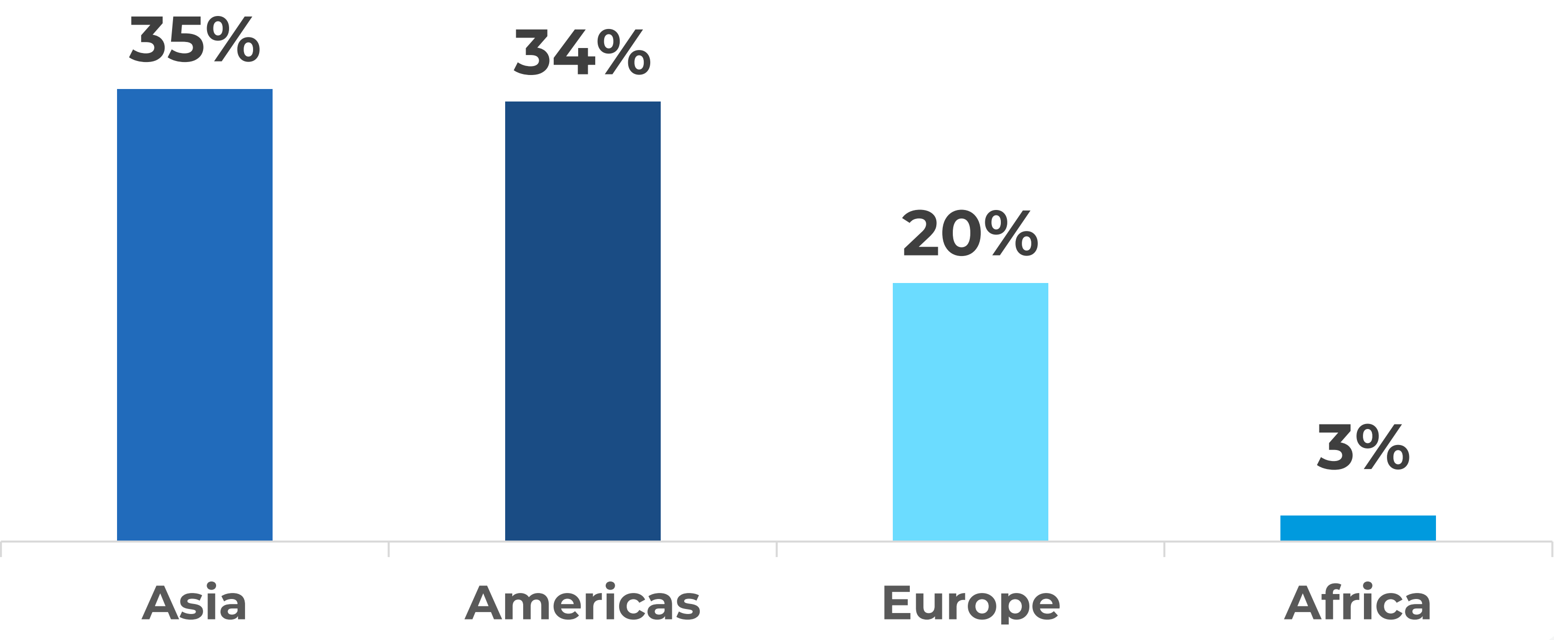
Revenue contribution from select industries in Q1 26-27

FinServ	*Digital communication solutions for Banking, Insurance and Payment gateways*	15%
Digital native	*Social/ Internet; Edtech and Technology companies*	12%
Telecom & allied Services	*MNOs and telecom OEMs*	10%
Tier 1 CPaaS partners	*Top tier 1 CPaaS partners across the globe*	8%
Ecommerce	*Increasing use of communication APIs to drive customer engagement*	3%
Retail, Travel & Hospitality	*Increasing use of communication APIs to drive customer engagement*	2%

Revenue for Top 50 countries by termination[1]



Revenue by customer HQ continent[2]



(1) Top 50 countries contribute c. 86% of Q1 26-27 revenue from operations
(2) Top 150 customers - contribute c. 92% of Q1 26-27 revenue from operations

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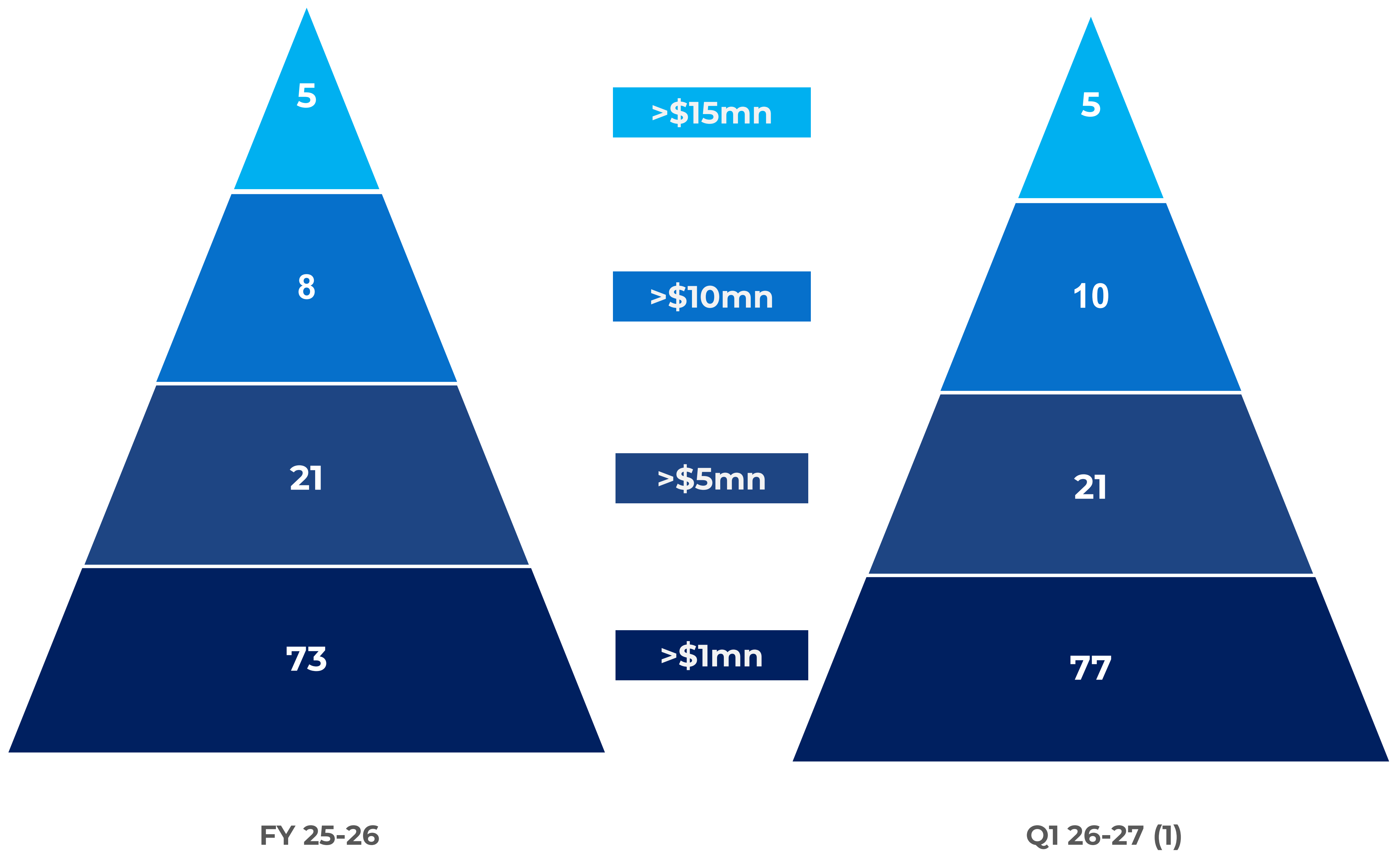
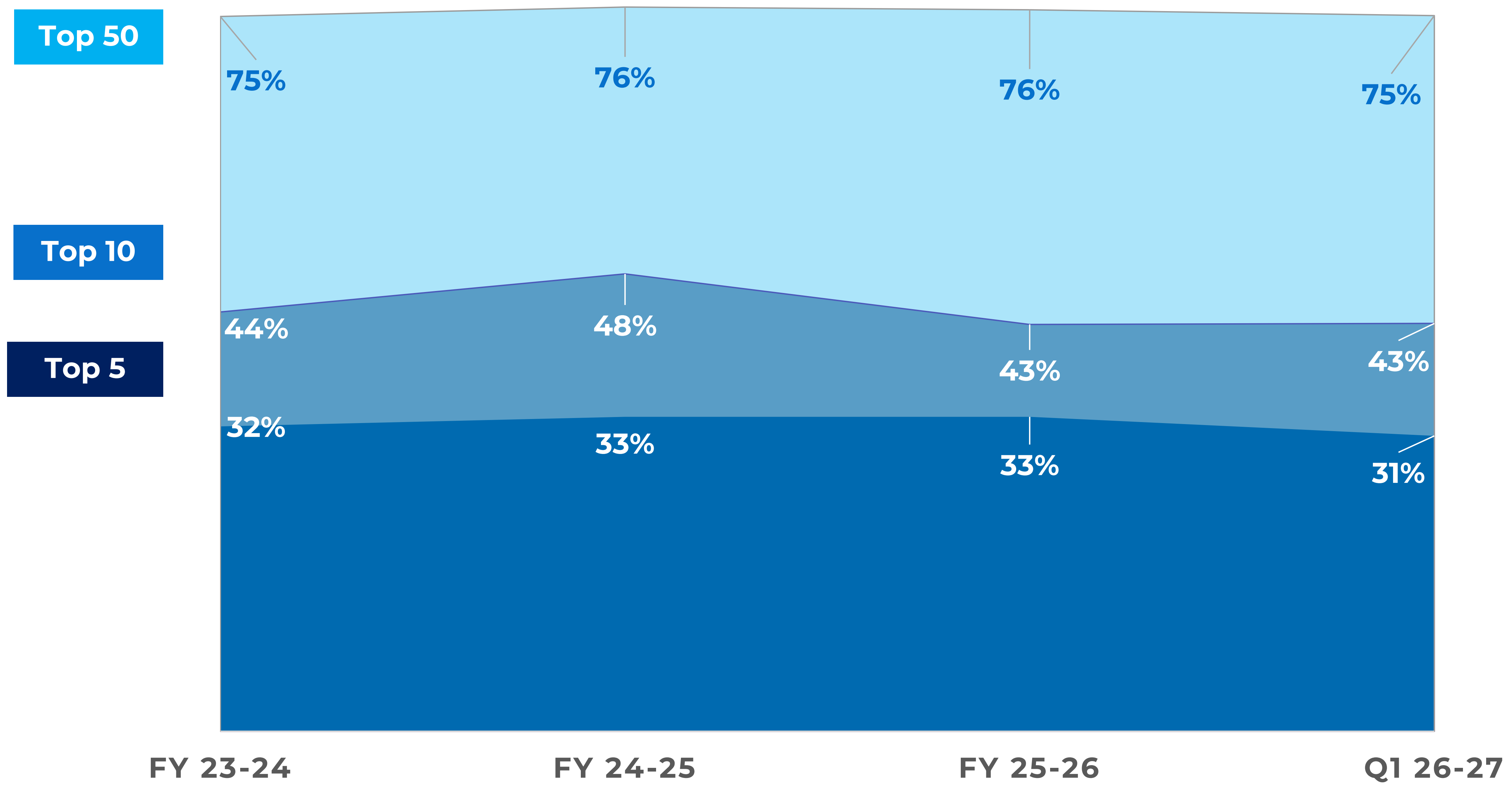
Customer Cohort Analysis

Clients by Account Size



Client Concentration

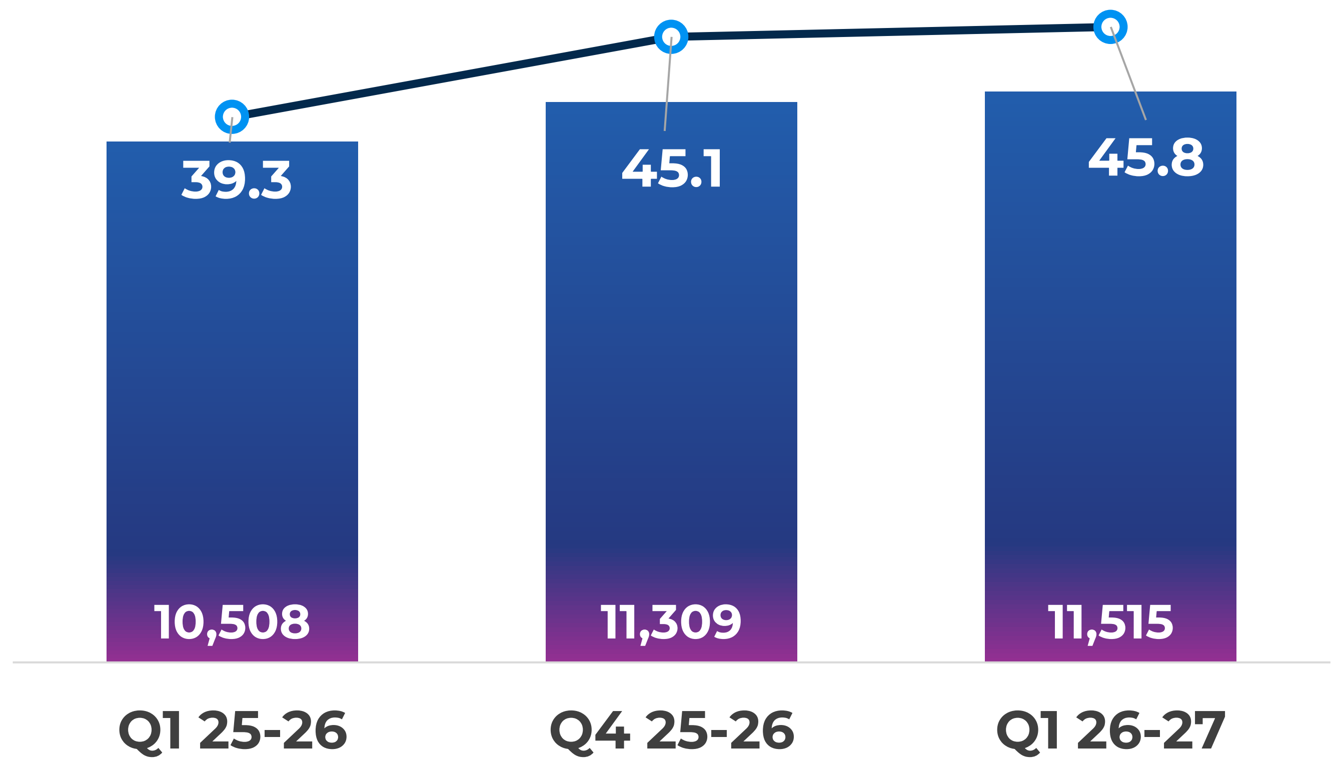


(1) 3M FY26-27 Annualized

Financial Highlights

Analysis of Q1 FY 26-27 Performance

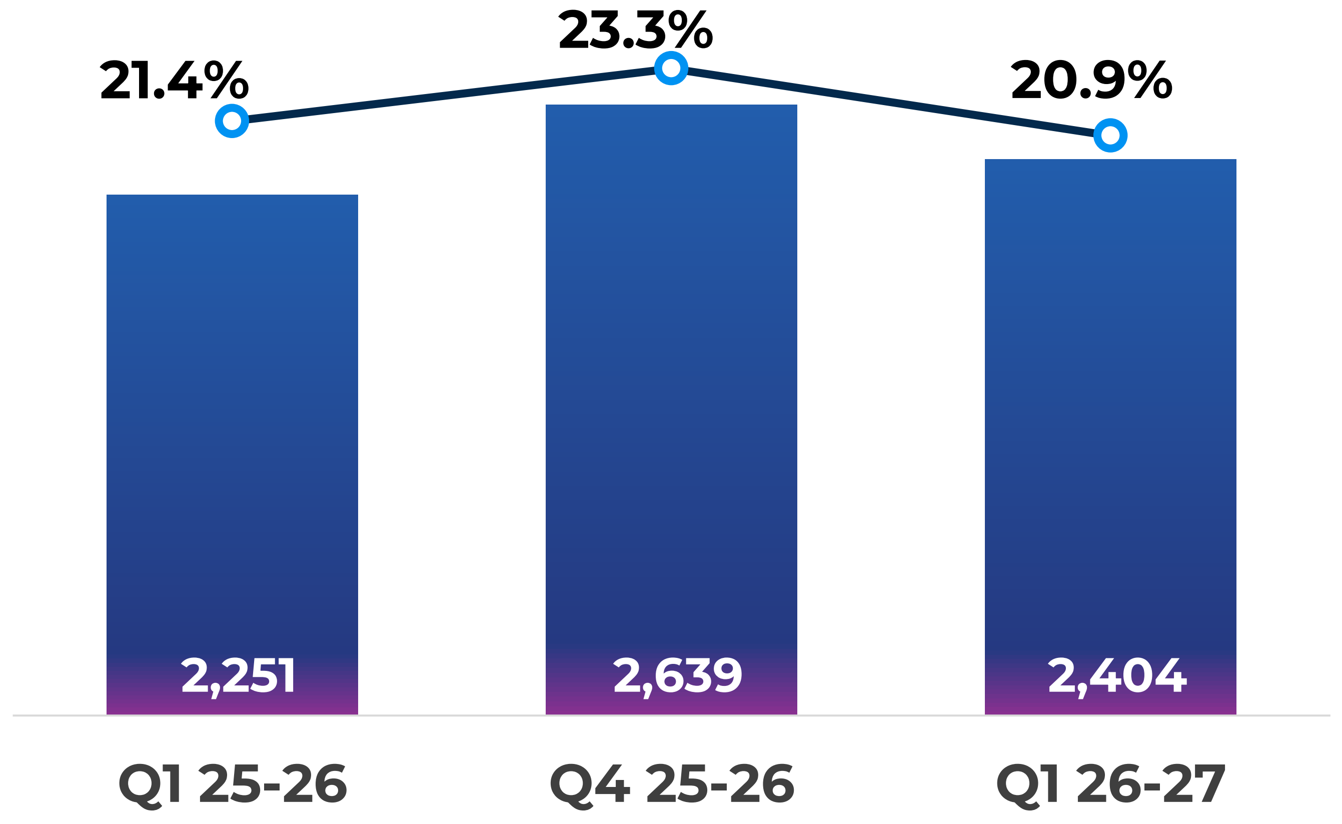
Revenue (in ₹ mn) & Billable Transactions (# bn)



Q1 26-27 revenue performance

- Revenue increased by **1.8% Q-o-Q**, and **9.6% Y-o-Y**
- Sustained Q4 25-26 revenue momentum in Q1 26-27
- New gen product revenues grew at 10.5% Q-o-Q and 13.9% Y-o-Y

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



Trends in Gross Profit

- Gross Profit decreased by **8.9% Q-o-Q** and increased by **6.8% Y-o-Y**
- Gross Profit Margin declined to **20.9% in Q1 26-27** vs. **23.3 % in Q4 25-26** as against **21.4% in Q1 25-26**

Gross Profit Margin has declined primarily due to :

- Margin softness driven by customer-specific items, incl. transitory traffic reduction at a large account pending new solution deployment - recovery expected
- Security incident at Masivian marginally impacted gross profit

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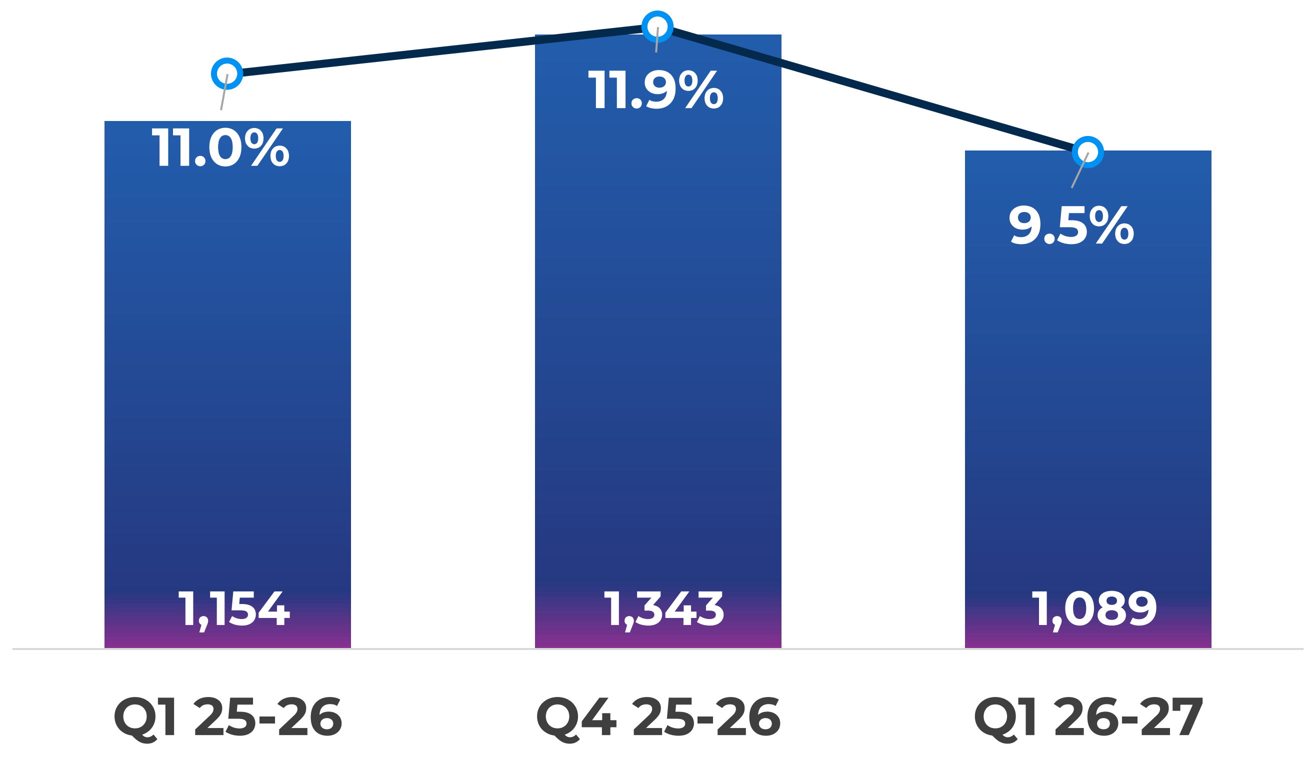
Analysis of Q1 FY 26-27 Performance (continued)

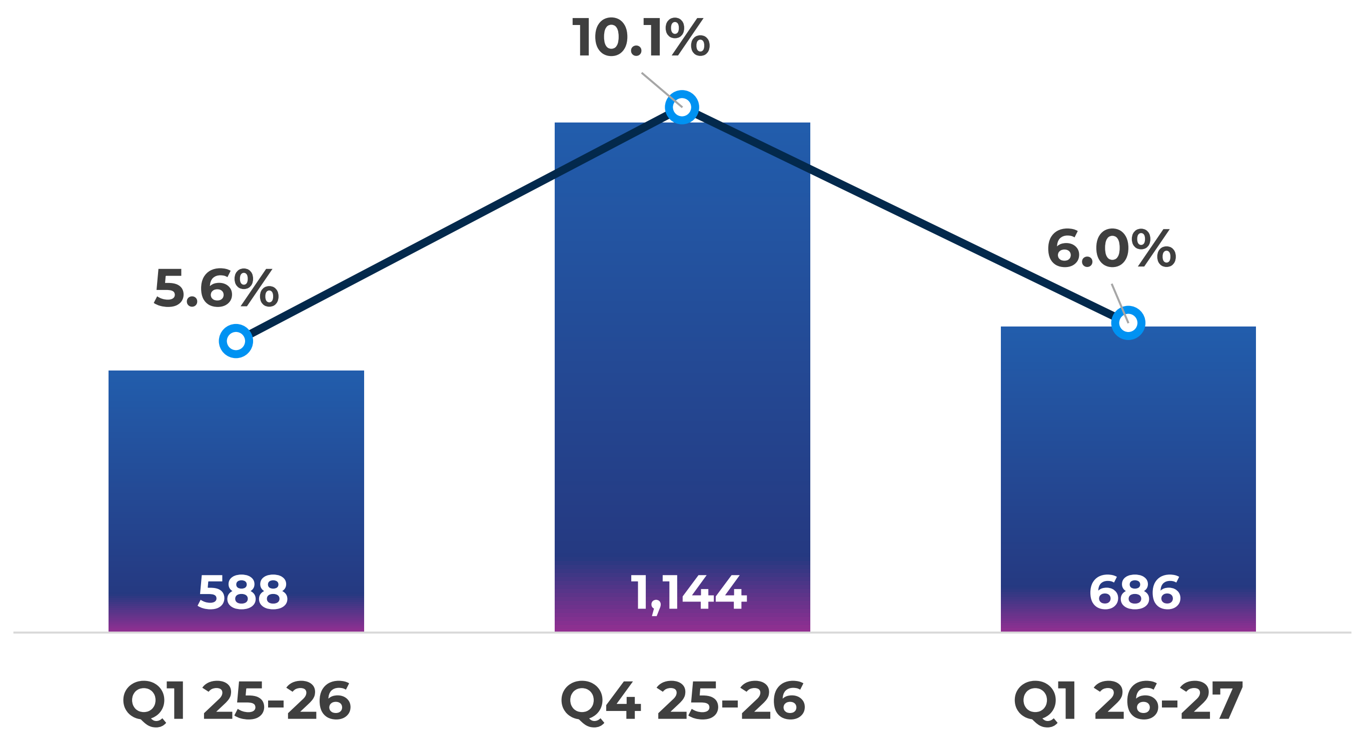
Adj. EBITDA[1] (In ₹ mn) & Adj. EBITDA Margin (%)



Adj. EBITDA analysis

- Adj. EBITDA decreased by **18.9% Q-o-Q and 5.6% Y-o-Y**
- The changes in Gross Profit flowed through to Adj. EBITDA
- Increase in operating cost, adjusted for non-core items[3] due to salary increments and higher expenditure on legal and professional fees

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



PAT analysis

- Adj. PAT decreased by **40.1% Q-o-Q** and increased by **16.6% Y-o-Y**
- Adjusted PAT trend is in-line with EBITDA
- Adj. PAT includes Forex gain of INR 6 mn in Q1 26-27, INR 181 mn in Q4 25-26 and forex loss of INR 247mn in Q1 25-26. Refer Slide 15 for calculation of Adj. PAT

1. Refer Slide 15 for calculation of EBITDA (Non GaaP)
2. Refer Slide 15 for calculation of Adj. PAT
3. Non core items includes Employee stock option expense and Net loss on foreign currency transactions and translation

Adjusted EBITDA /PAT

(In ₹ mn)	Quarter Ended			Twelve Months
	30.06.2026	31.03.2026	30.06.2025	31.03.2026
EBITDA	**1,054.8**	**1,362.3**	**938.9**	**5,372.5**
(+) Employee stock option expense (non cash)	-	-	5.7	10.1
(+) Net loss on foreign currency transactions and translation	-	-	247.3	-
(-) Intangible assets under development	28.1	19.3	38.0	123.5
(+) Loss allowance – Capital advance (one time impact)	49.0	-	-	-
(+) Professional fees related to Masivian security incident remediation	13.6	-	-	-
Adjusted EBITDA (Non-GAAP)	**1,089.3**	**1,343.0**	**1,153.9**	**5,259.1**
EBITDA margin % on a Non-GAAP basis	**9.5%**	**11.9%**	**11.0%**	**11.9%**

(In ₹ mn)	Quarter Ended			Twelve Months
	30.06.2026	31.03.2026	30.06.2025	31.03.2026
Reported PAT	**685.5**	**1,144.3**	**587.8**	**2,569.4**
(+) Exceptional Item	-	-	-	1,358.7
(-) Tax Impact on above	-	-	-	166.9
Adjusted PAT	**685.5**	**1,144.3**	**587.8**	**3,761.2**

(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.

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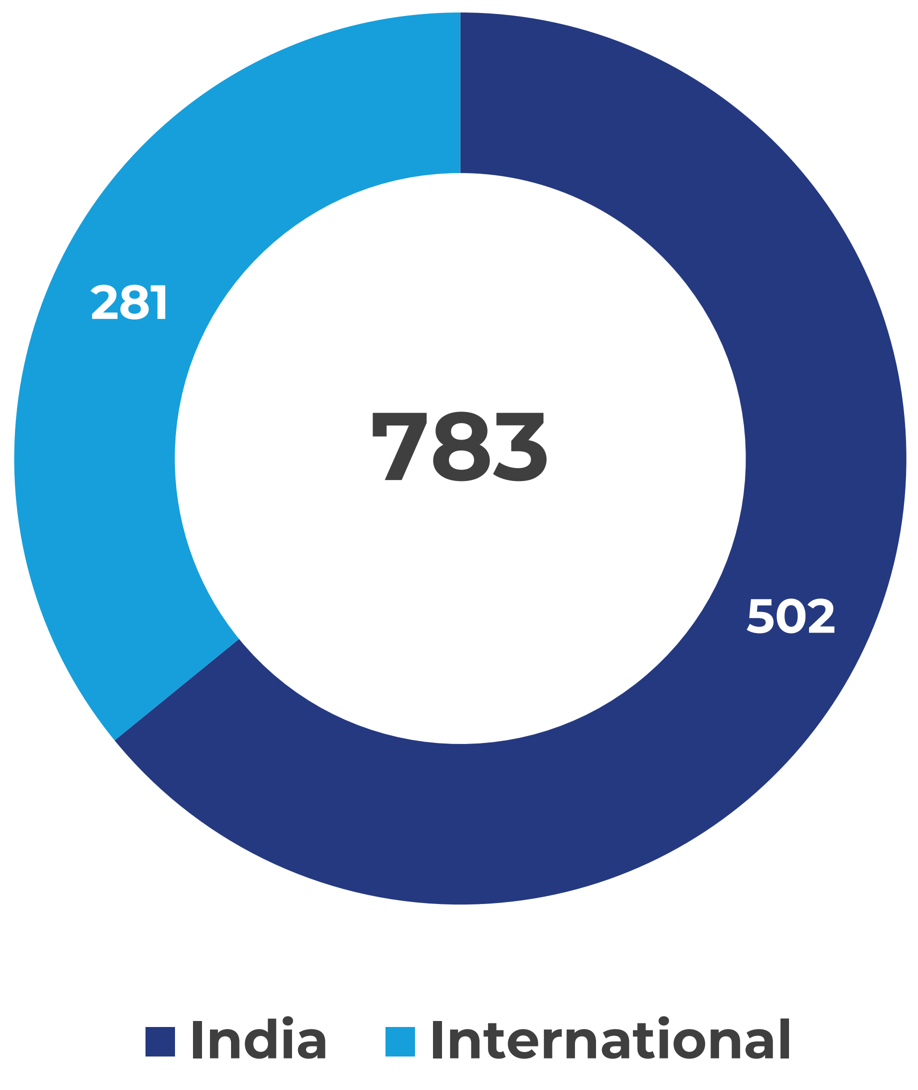
Human Resource Capital

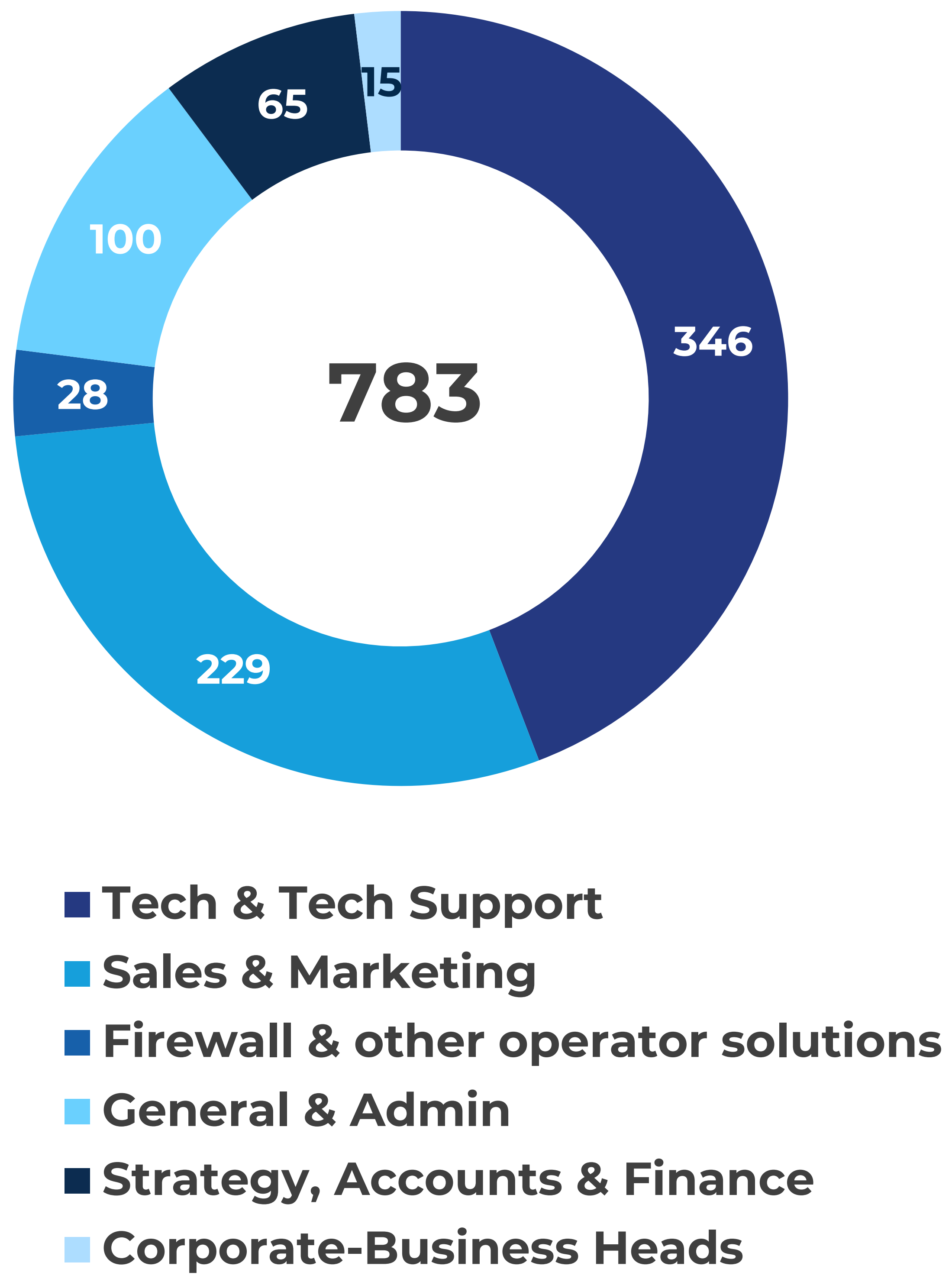
Location wise break-up



35 New Employees joined in **Q1 FY26-27**

60 Employees left in **Q1 FY26-27**

Function wise break-up



As on June 30, 2026, Employee information excludes Call2Connect

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Thank You

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