

Ref No: RML/2026-27/720**Date:** October 28, 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 Wednesday, October 28, 2026 to the Analysts in connection with the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 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: 2026.10.28
00:02:49 +05'30'

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

Encl: as above



Earnings Update

H1 FY 26-27

Investor Presentation
October 27, 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**; **2,400+** 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**

 **₹45,691 mn** Revenue for LTM ended 30 September 2026

 **₹5,101 mn** EBITDA for LTM ended 30 September 2026

 **93.42 bn** billable transactions processed in H1 26-27

 **₹ 13,556 mn** Cash as on 30 September 2026

 **₹ 22.57** Earning Per Share (EPS) in H1 26-27

 Board recommended **₹ 4 per share interim dividend**

Global Diaspora - Footprint & Super Network



Key Developments

Commercial Highlights



Expanded AI-led omnichannel capabilities through the acquisition of Heltar Technologies' AI-driven customer engagement business, completed in July 2026. The acquisition strengthens Route Mobile's non-SMS portfolio across WhatsApp, RCS, voice and communication analytics, while adding AI-native, no-code customer journey orchestration capabilities across India and international markets.



Expanded Route Mobile's global CPaaS footprint and leadership across Latin America with the appointment of Marko Erkcic as CEO of Masiv, Route Mobile's Colombian CPaaS subsidiary, supporting the continued growth of the business across LATAM and the broader Proximus Global ecosystem.



Strengthened BFSI engagement and strategic ecosystem partnerships at Global FinTech Fest (GFF) 2026, where Route Mobile participated as Cloud Communications Partner and Exhibitor. The company showcased its omnichannel messaging, intelligent routing and digital engagement capabilities, while engaging with financial-services leaders and technology partners, on WhatsApp Business, conversational engagement, RCS and the evolution of digital customer journeys across onboarding, servicing, payments and support.



Expanded enterprise omnichannel capabilities through the launch of a Salesforce-native messaging app. Launched a new messaging application on Salesforce AgentExchange in August 2026, enabling enterprises to send SMS and WhatsApp messages directly from Salesforce. The solution supports zero-code deployment, workflow automation and engagement analytics, with customer data remaining within the organization's Salesforce environment.



Proximus Global won the Carrier Community Global Award 2026 for Best Application Service Provider, recognizing its capabilities across the communications ecosystem.

Heltar · Strategic fit with Route Mobile

● ● ● Conversational AI built on top of our CPaaS platform

The Stack

What It Creates

Value to
the enterprise

Heltar → Conversational AI Layer

AI agents

No-code journeys

CRM and ERP integrations

Analytics

Route Mobile → CPaaS Platform

SMS

WhatsApp

RCS

Voice

Email

Identity

Extensive Reach → Enterprise Base And Group Distribution

India, Middle East, Southeast Asia, Latin America, and Europe (Proximus Global sales teams)

The differentiator:

AI platforms lack channels, CPaaS peers lack an outcome layer. Route Mobile now has both, on one platform.



Up the value chain

Potential to sell on outcomes, not price per message



Capture higher margins

Offer comprehensive customer engagement platforms



Better revenue quality

Subscription and AI fees that grow with each account



A platform to build on

Roadmap includes Voice AI, analytics and a customer data layer

From marquee anchor customers to a scaling AI business



01 Acquired with marquee anchor customers

Blue-chip enterprises already live on the platform at the time of acquisition

02 Cross-sell into our enterprise base

Early wins across banking, healthcare, retail, consumer durables and education; Middle East and Latin America opening

03 Scale through group distribution

Subscription and AI-led revenue, sold across Route Mobile and Proximus Global markets

Deal snapshot

BTA signed
13 July 2026

Closed
29 July 2026

Consideration
₹33.7 crore

Acquired on slump sale basis through Route Connect, a wholly owned subsidiary, funded from internal accruals

₹23.9 crore

₹9.8 crore

■ Upfront, paid at closing ■ Deferred, payable 18 months after closing

Operating model

 **Sales** Route Mobile and Proximus Global sales teams

 **Support** Existing Route Mobile support teams

 **Product** Development led by the Heltar core team

 **Talent** Core team to be expanded with the right hires

Focus on Expanding Product Portfolio



USE CASE



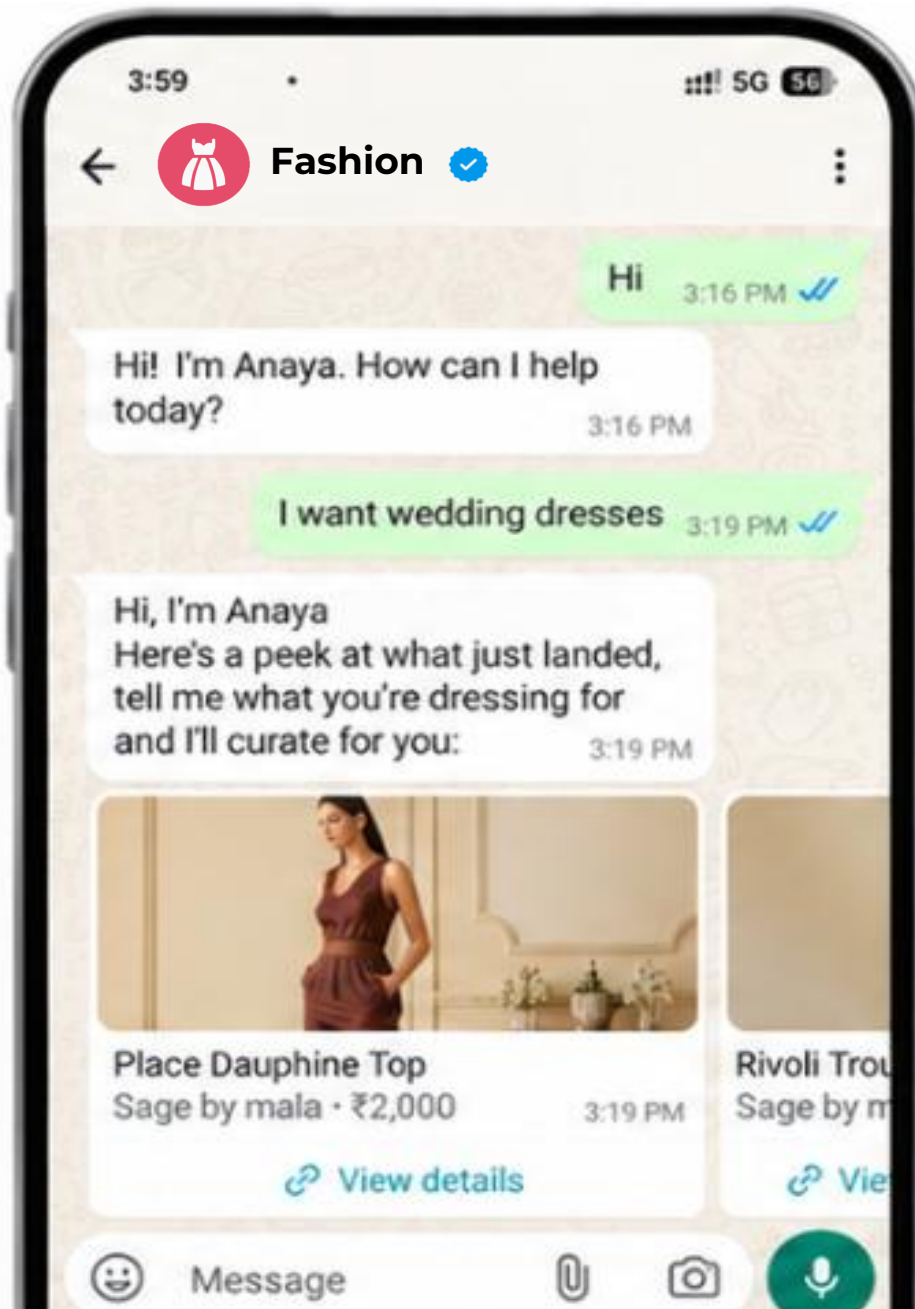
Healthcare Provider India

WhatsApp-based patient engagement to enable appointment booking, doctor search, test reports and hospital information.



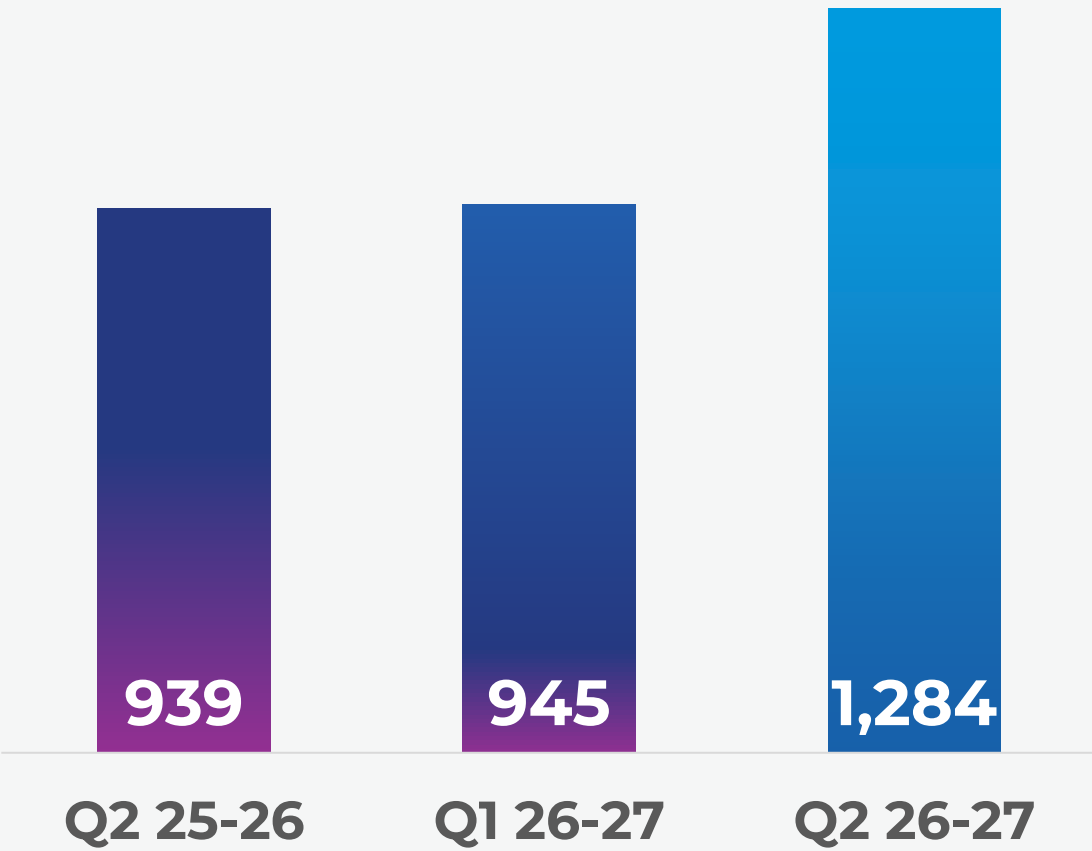
Fashion India

Gen AI enabled WhatsApp-based conversational commerce to showcase product catalogues, assist with recommendations and enable seamless shopping.



New Products Revenue (in ₹ mn)

36.7% Y-o-Y growth
35.8% Q-o-Q growth



Key Business Metrics

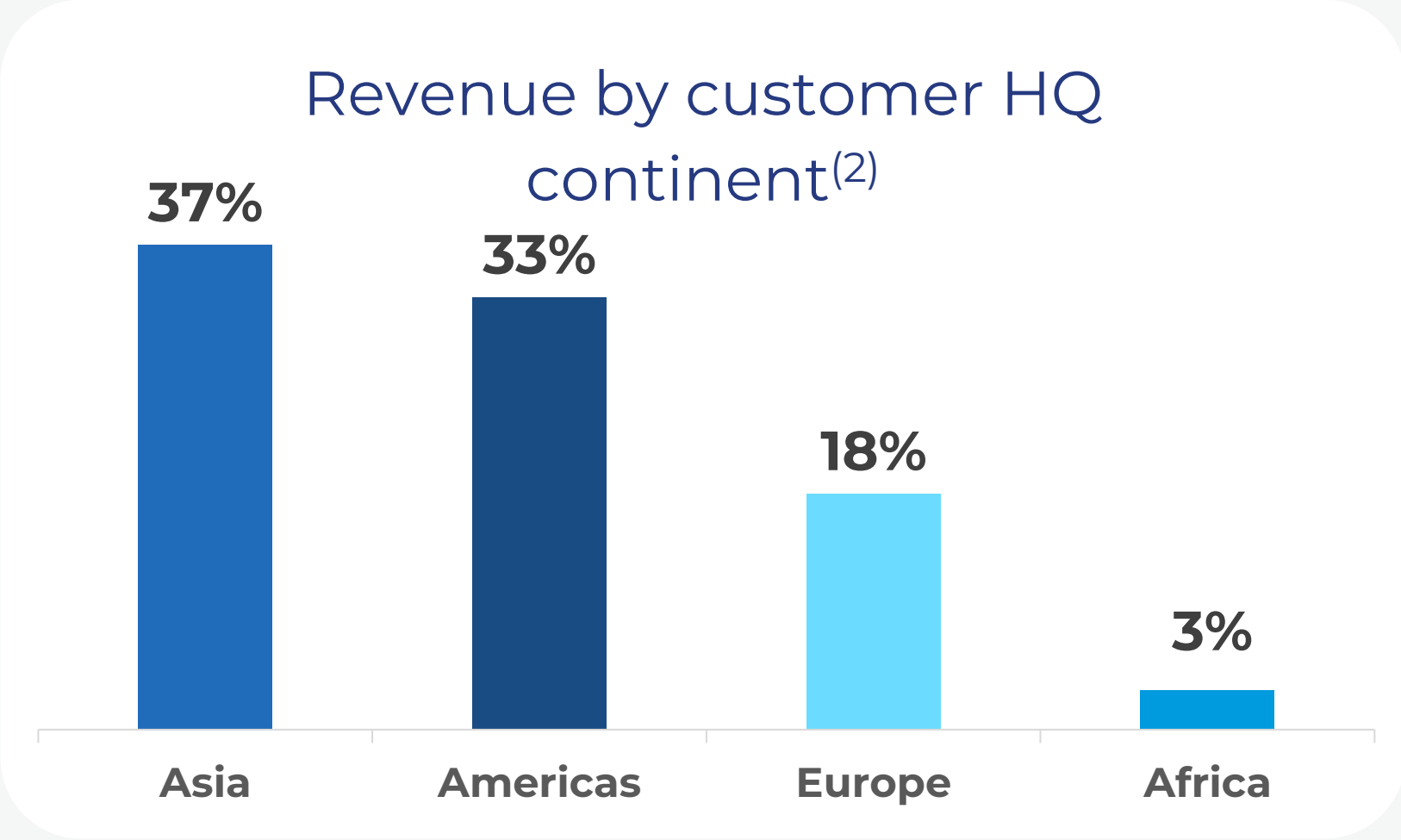
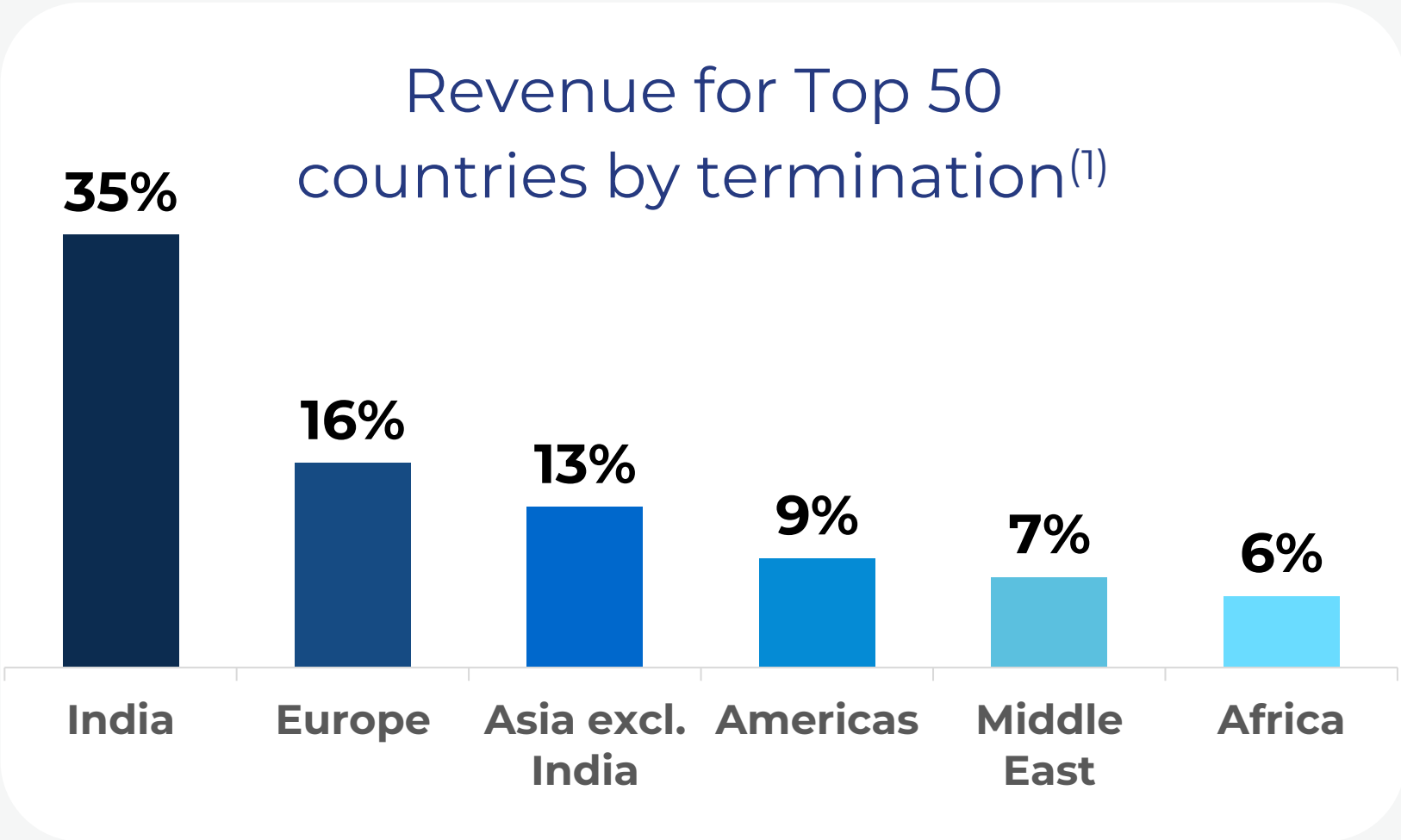
Diverse Customer Base



Revenue contribution from select industries in H1 26-27



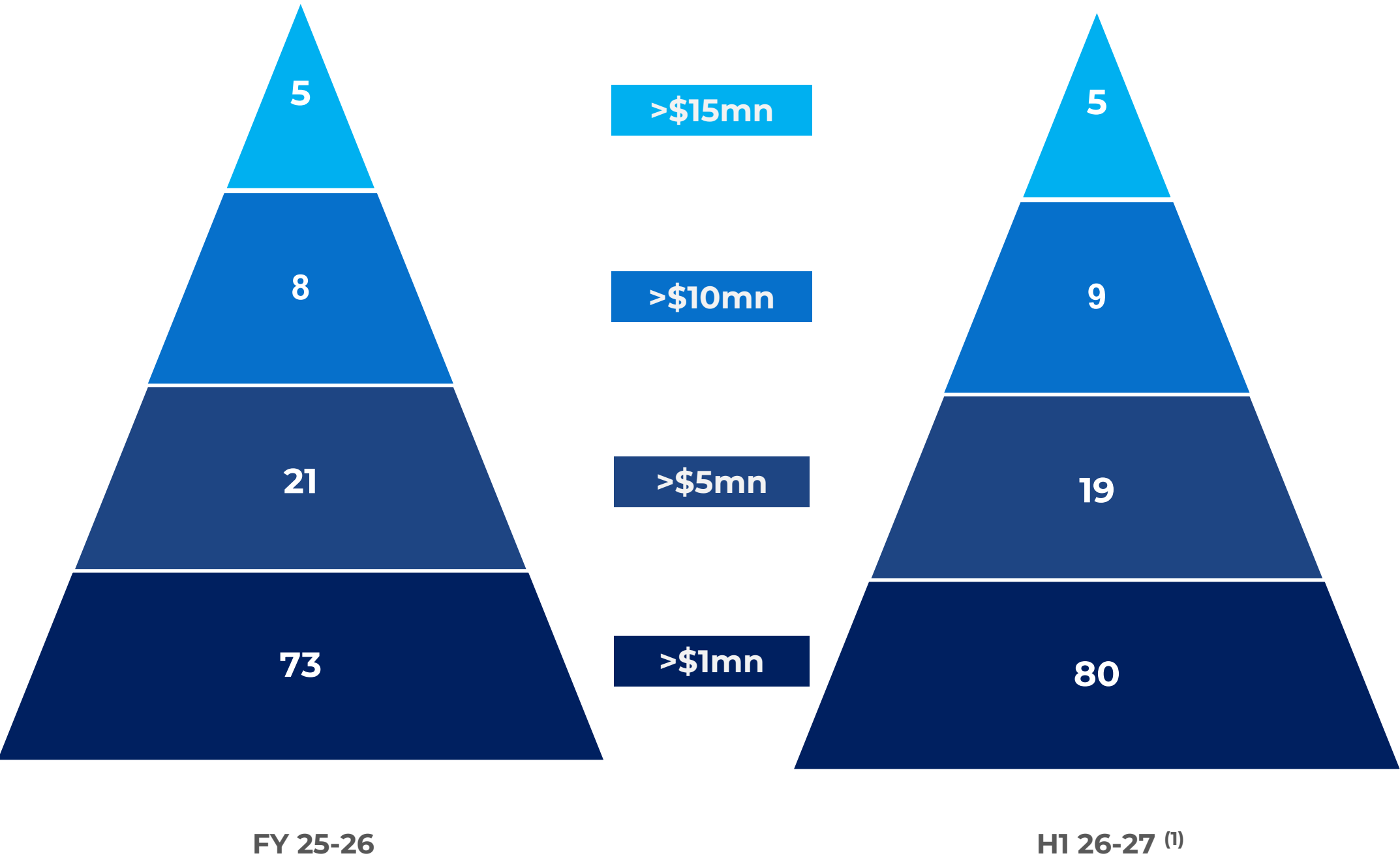
(1) Top 50 countries contribute c. 85% of H1 26-27 revenue from operations
(2) Top 150 customers - contribute c. 91% of H1 26-27 revenue from operations



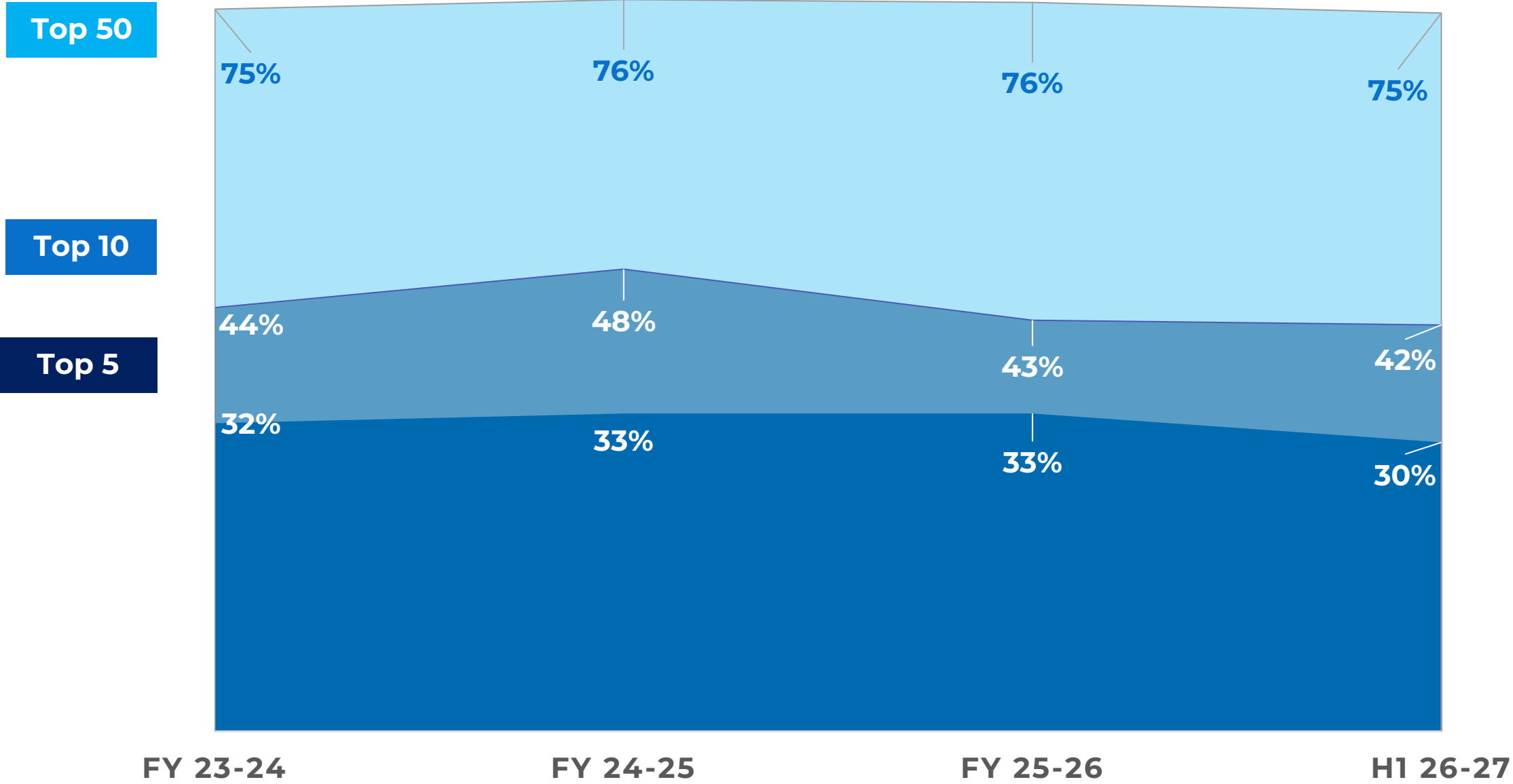
Customer Cohort Analysis



Clients by Account Size



Client Concentration

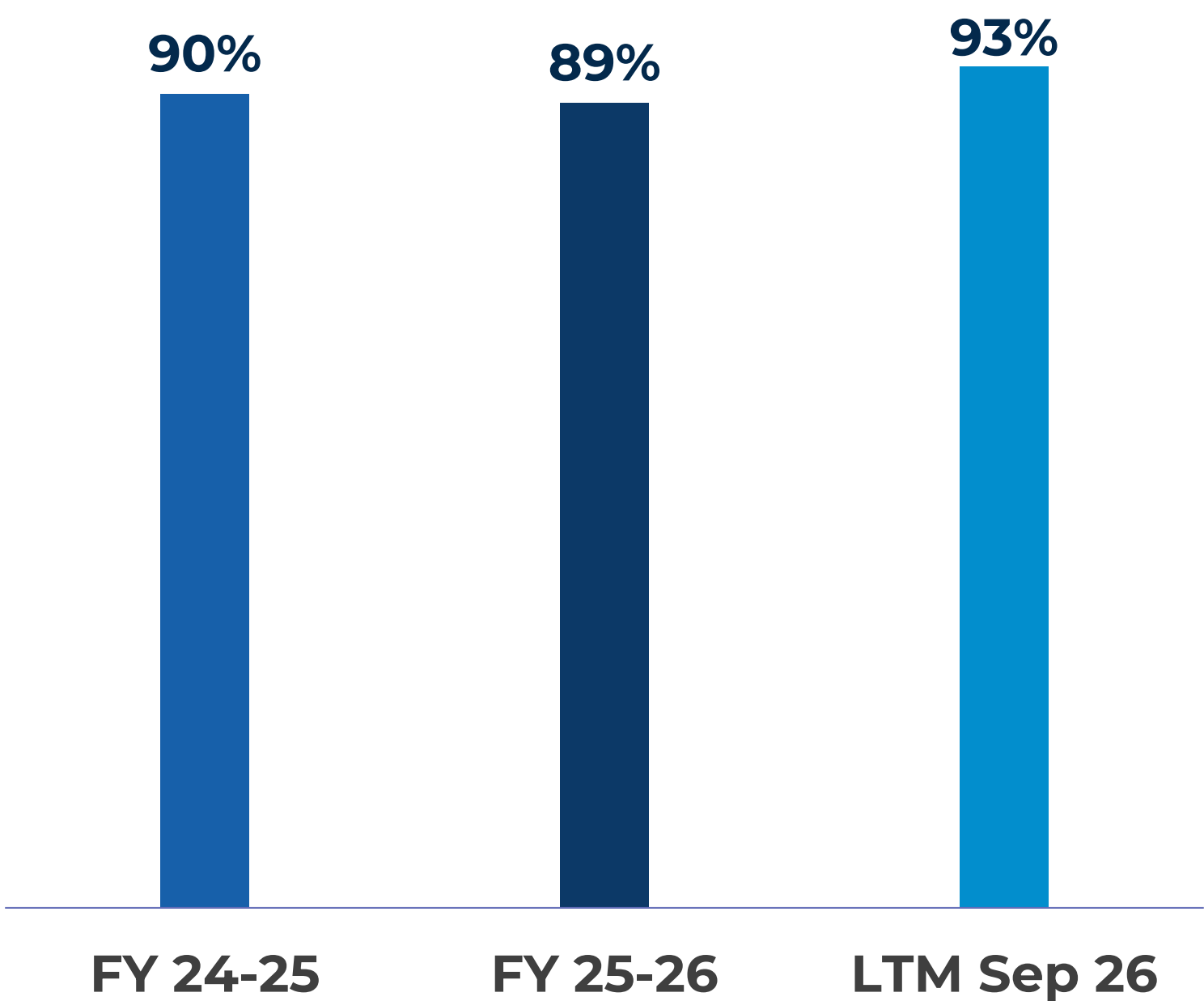


(1) 6M FY26-27 Annualized

Strong Recurring Revenue



Recurring Revenue⁽¹⁾ as % of Operating Revenue



105%

Net revenue retention⁽²⁾

Deep Customer engagement driving high recurring revenues

(1) Recurring customers defined as customers that have been billed in each of the months over the respective period for FY24-25, FY25-26 and customers billed each month over Oct 1, 2025 – Sep 30, 2026 for LTM Sep 2026

(2) Net revenue retention calculated based on comparison of H1 FY25-26 revenue with H1 FY26-27 revenue.

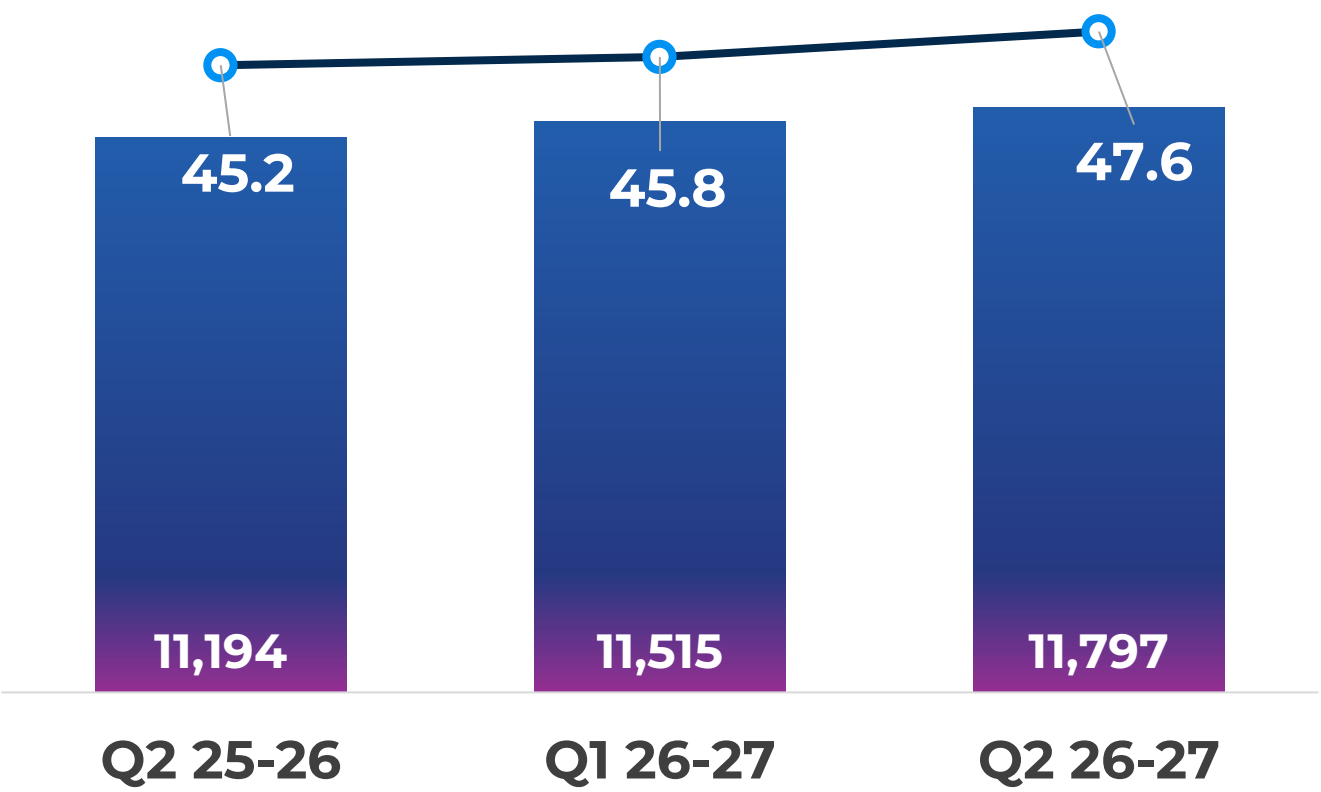
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Financial Highlights

Analysis of Q2 FY 26-27 Performance



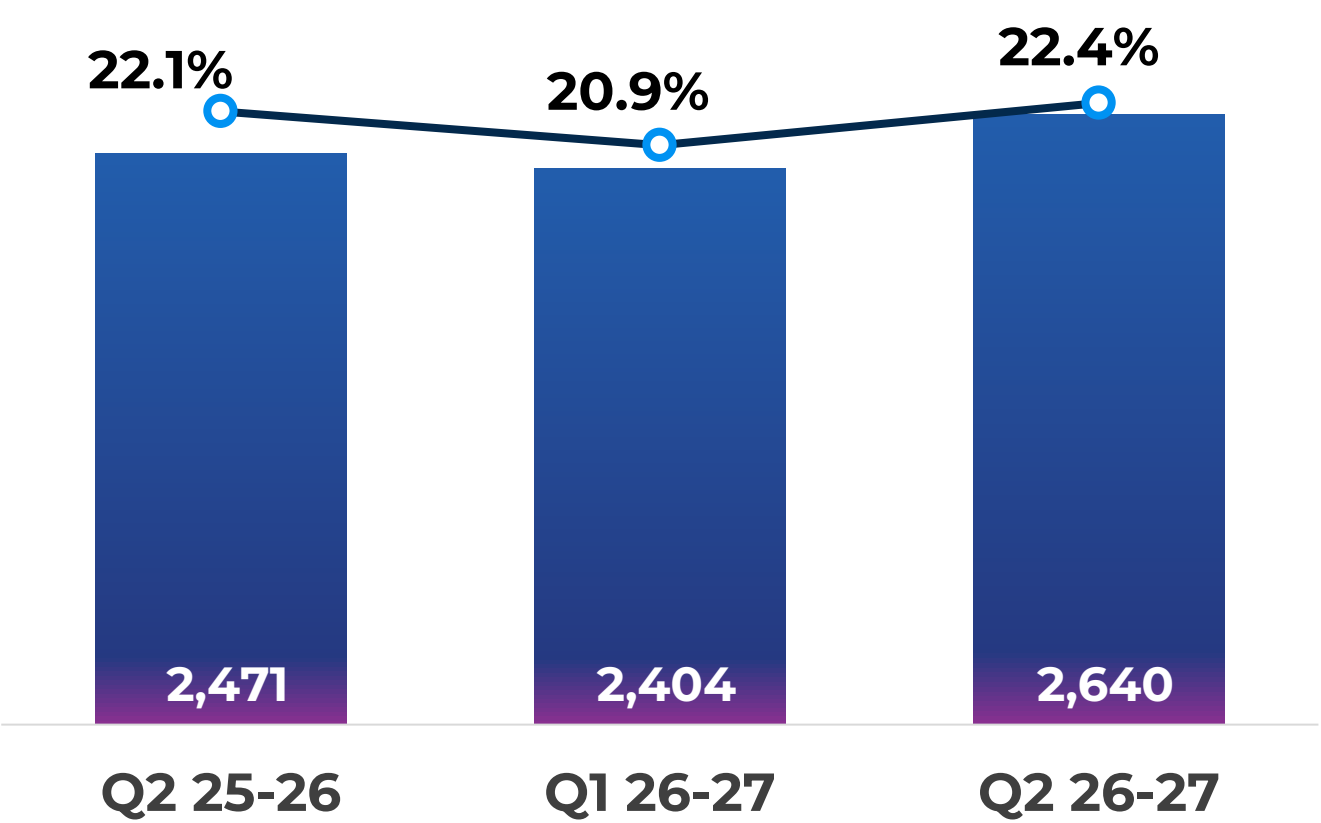
Revenue (in ₹ mn) & Billable Transactions (# bn)



Q2 26-27 revenue performance

- Revenue increased by **2.4% Q-o-Q**, and **5.4% Y-o-Y**
- Sustained Q1 26-27 revenue momentum in Q2 26-27
- New gen product revenues grew at 35.8% Q-o-Q and 36.7% Y-o-Y

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



Trends in Gross Profit

- Gross Profit increased by **9.8% Q-o-Q** and increased by **6.8% Y-o-Y**
- Gross Profit Margin increased to **22.4% in Q2 26-27** vs. **20.9% in Q1 26-27** as against **22.1% in Q2 25-26**

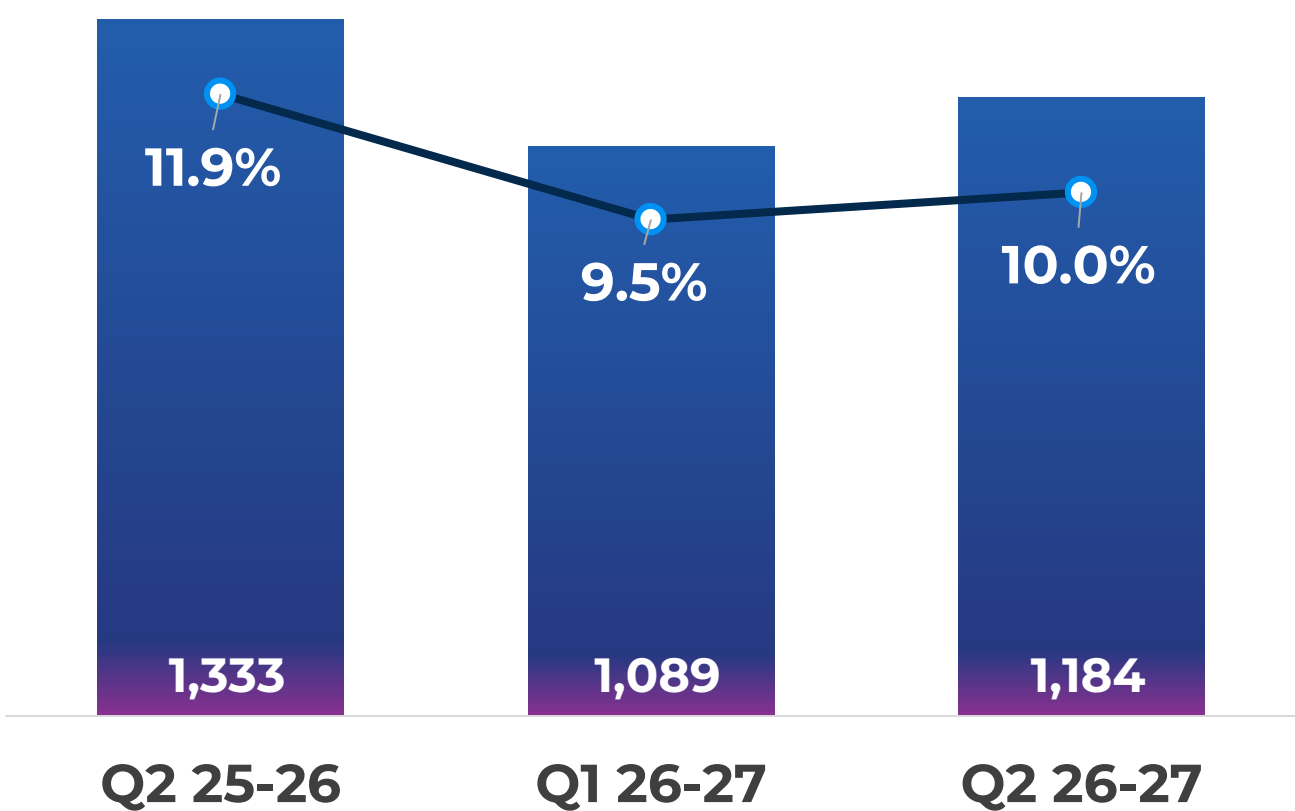
Gross Profit Margin has increased primarily due to :

- Enhanced routing strategy delivering higher gross profit margins
- Higher margin traffic from new products

Analysis of Q2 FY 26-27 Performance (continued)



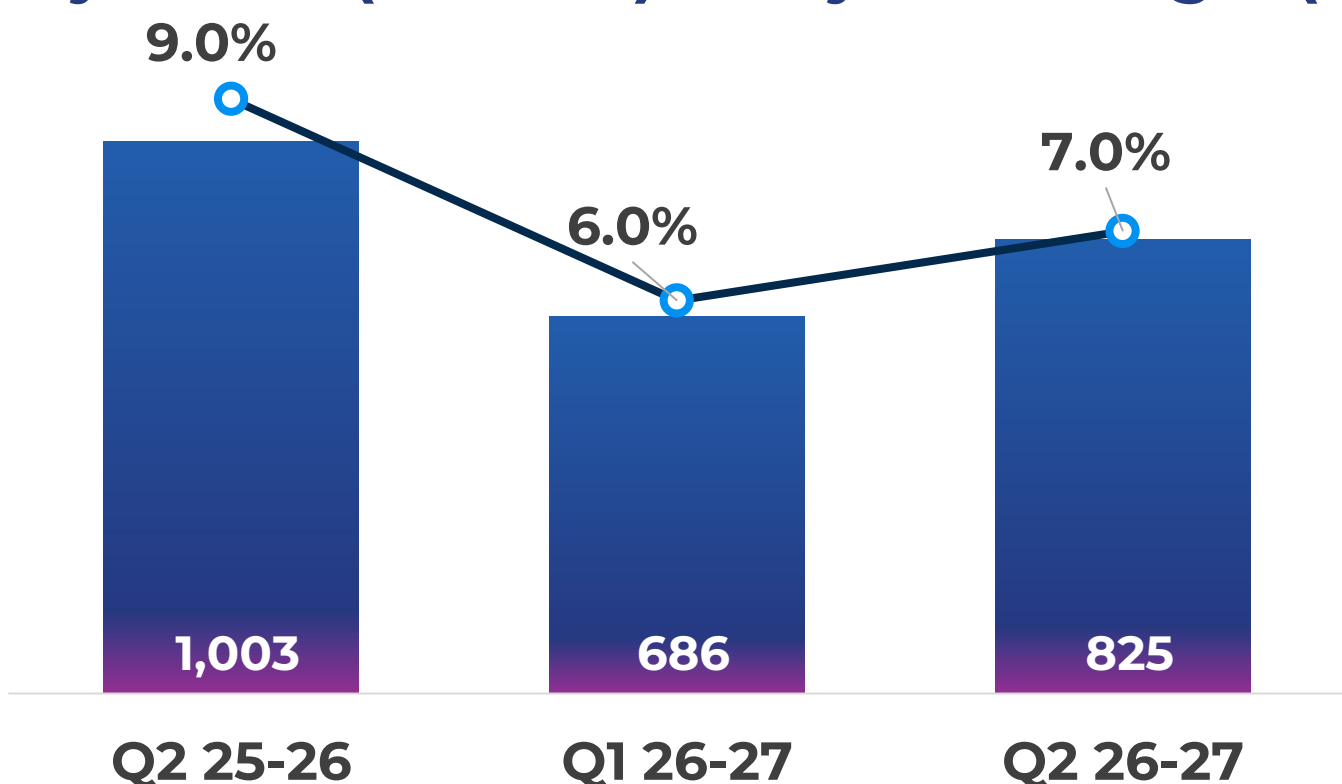
Adj. EBITDA⁽¹⁾ (In ₹ mn) & Adj. EBITDA Margin (%)



Adj. EBITDA analysis

- Adj. EBITDA increased by **8.7% Q-o-Q** and decreased by **11.1% Y-o-Y**
- The changes in Gross Profit flowed through to Adj. EBITDA
- Increase in Y-o-Y operating cost due to salary increments and higher expenditure on legal and professional fees

Adj. PAT⁽²⁾ (In ₹ mn) & Adj. PAT Margin (%)



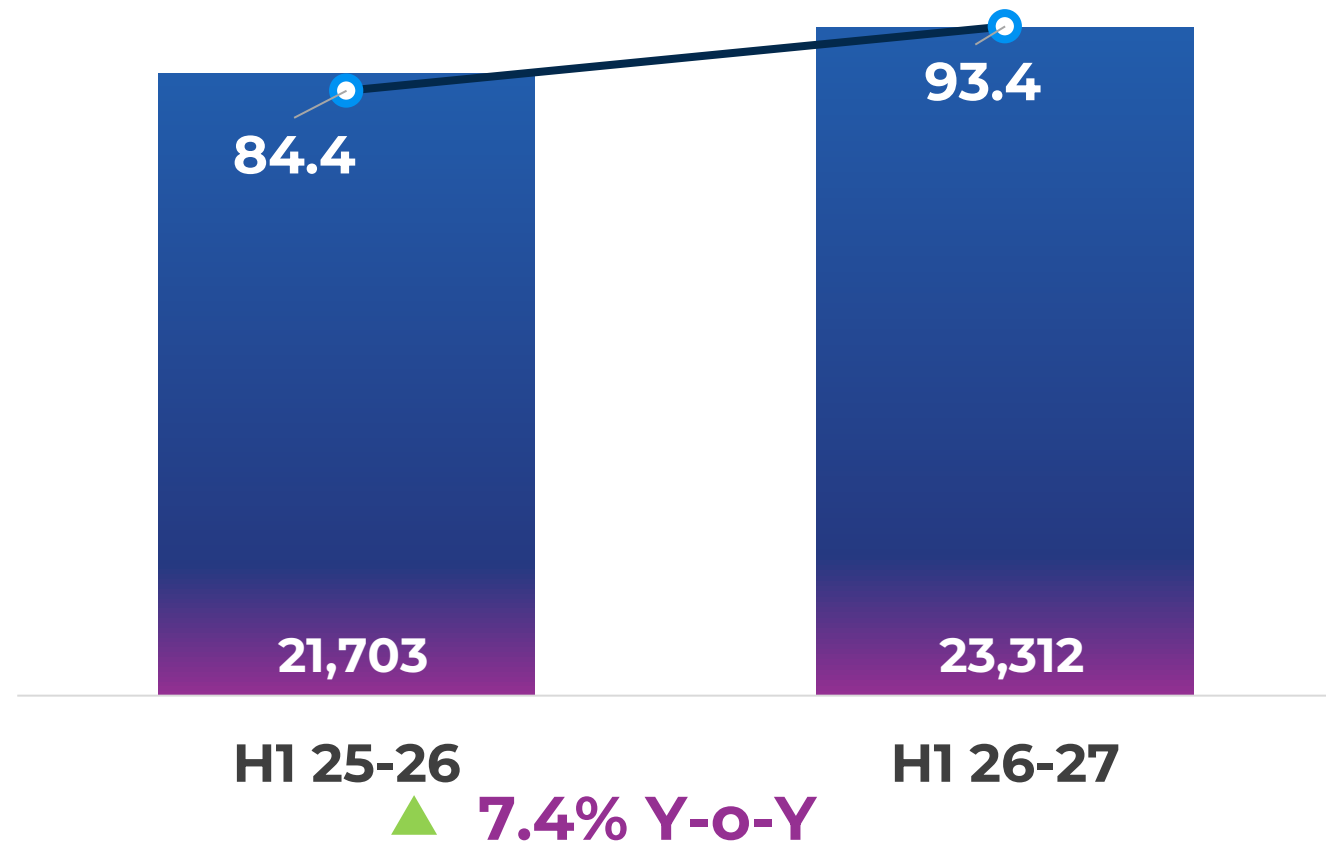
PAT analysis

- Adj. PAT increased by **20.4% Q-o-Q** and decreased by **17.8% Y-o-Y**
- Adjusted PAT trend is in-line with EBITDA
- Adj. PAT includes Forex gain of INR 10.2 mn in Q2 26-27, INR 6.1 mn in Q1 26-27 and INR 177.6 mn in Q2 25-26. Refer Slide 18 for calculation of Adj. PAT

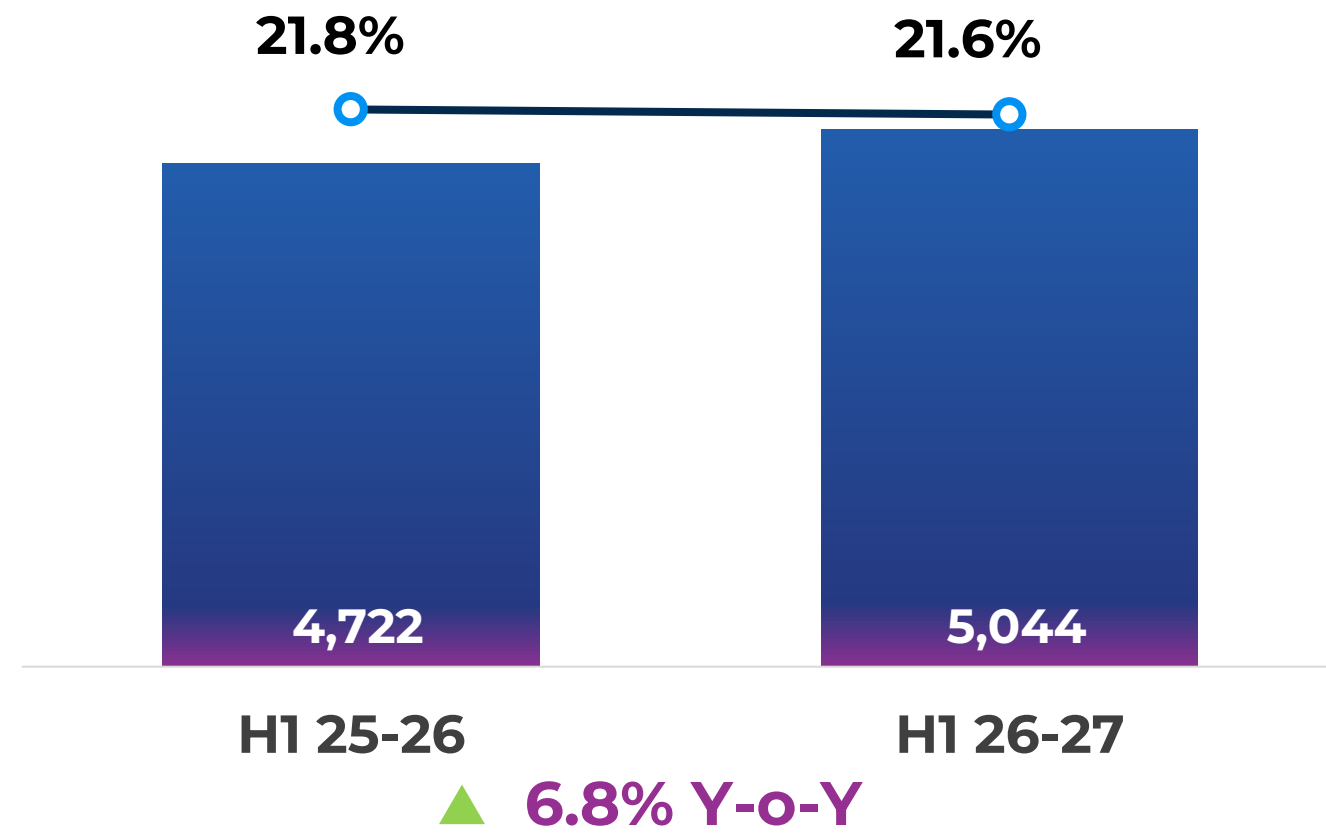
H1 FY 26-27 Performance



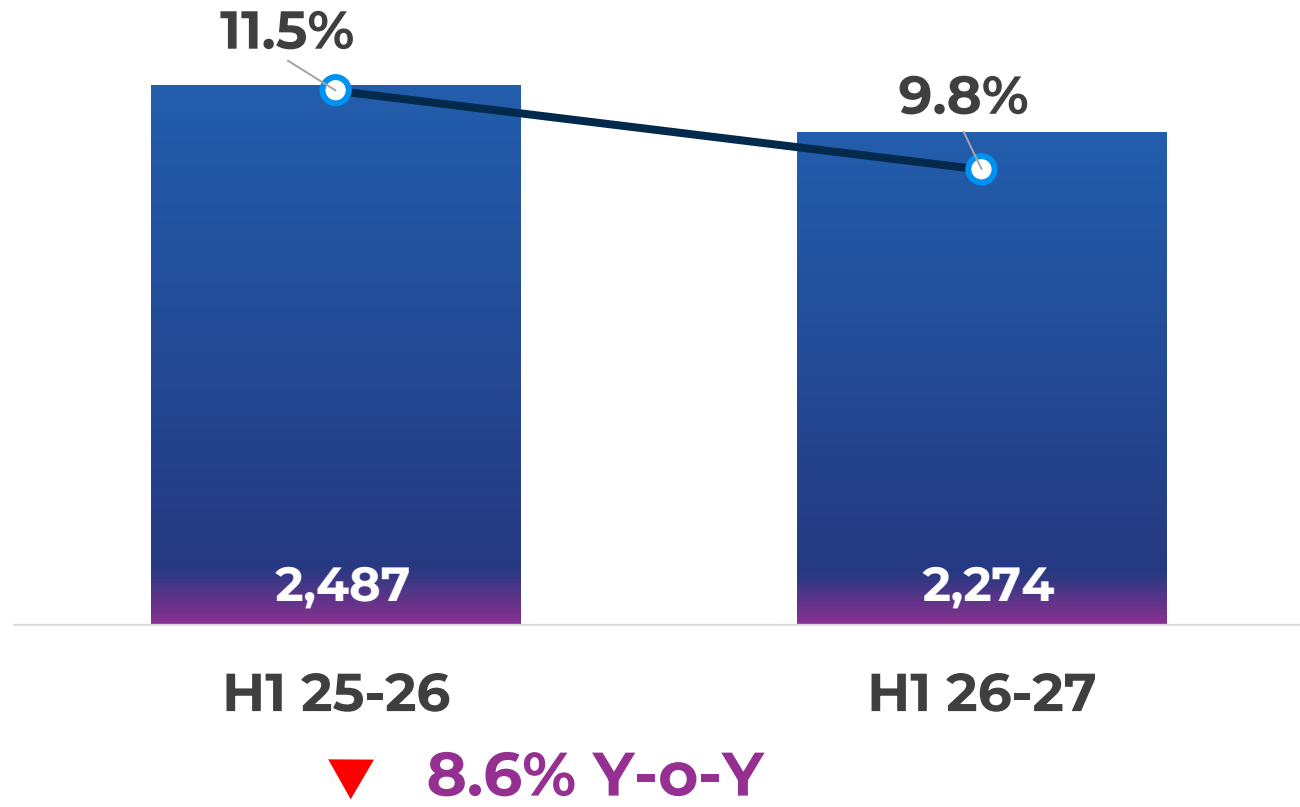
Revenue (in ₹ mn) & Billable Transactions (# bn)



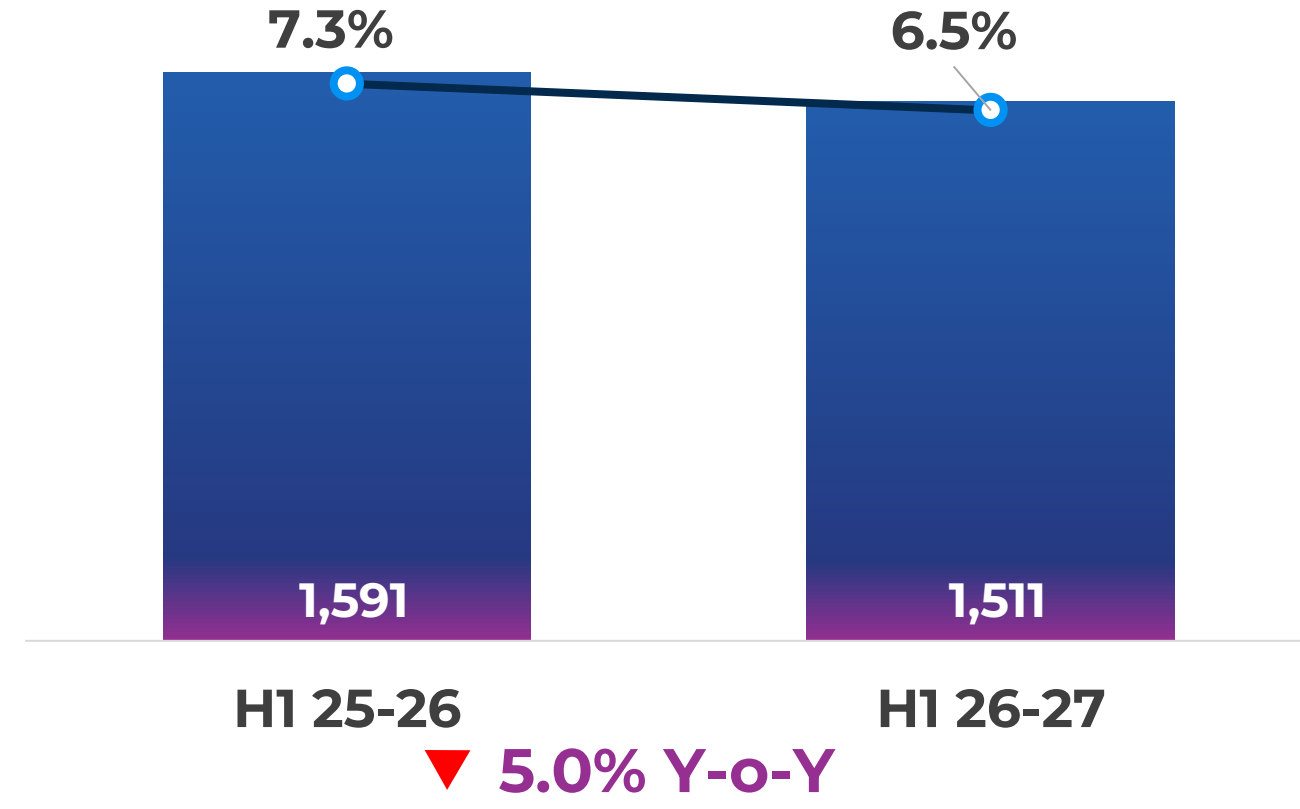
Gross Profit (In ₹ mn) & Gross Profit Margin (%)



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



Adj. PAT⁽²⁾ (In ₹ mn) & Adj. PAT Margin (%)



1. Refer Slide 18 for calculation of Adj. EBITDA (Non GaaP)
2. Refer Slide 18 for calculation of Adj. PAT

Adjusted EBITDA/PAT



(In ₹ mn)	Quarter Ended			Half year	
	30.09.2026	30.06.2026	30.09.2025	30.09.2026	30.09.2025
EBITDA	1,150.2	1,054.8	1,359.6	2,205.0	2,476.1
(+) Employee stock option expense (non cash)	-	-	5.8	-	11.5
(+) Net loss on foreign currency transactions and translation	-	-	-	-	70.1
(-) Intangible assets under development	35.0	28.1	32.9	63.1	70.9
(+) Loss allowance – Capital advance (one time impact)	-	49.0	-	49.0	-
(+) Professional fees related to Masivian data breach remediation	69.0	13.6	-	82.6	-
Adjusted EBITDA (Non-GAAP)	1,184.2	1,089.3	1,332.5	2,273.5	2,486.8
EBITDA margin % on a Non-GAAP basis	10.0%	9.5%	11.9%	9.8%	11.5%

(In ₹ mn)	Quarter Ended			Half year	
	30.09.2026	30.06.2026	30.09.2025	30.09.2026	30.09.2025
Reported PAT	825.5	685.5	(188.3)	1511.0	399.5
(+) Exceptional Item	-	-	1,358.7	-	1,358.7
(-) Tax Impact on above	-	-	166.9	-	166.9
Adjusted PAT	825.5	685.5	1,003.6	1,511.0	1,591.3

(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.

Cash Flow Conversion



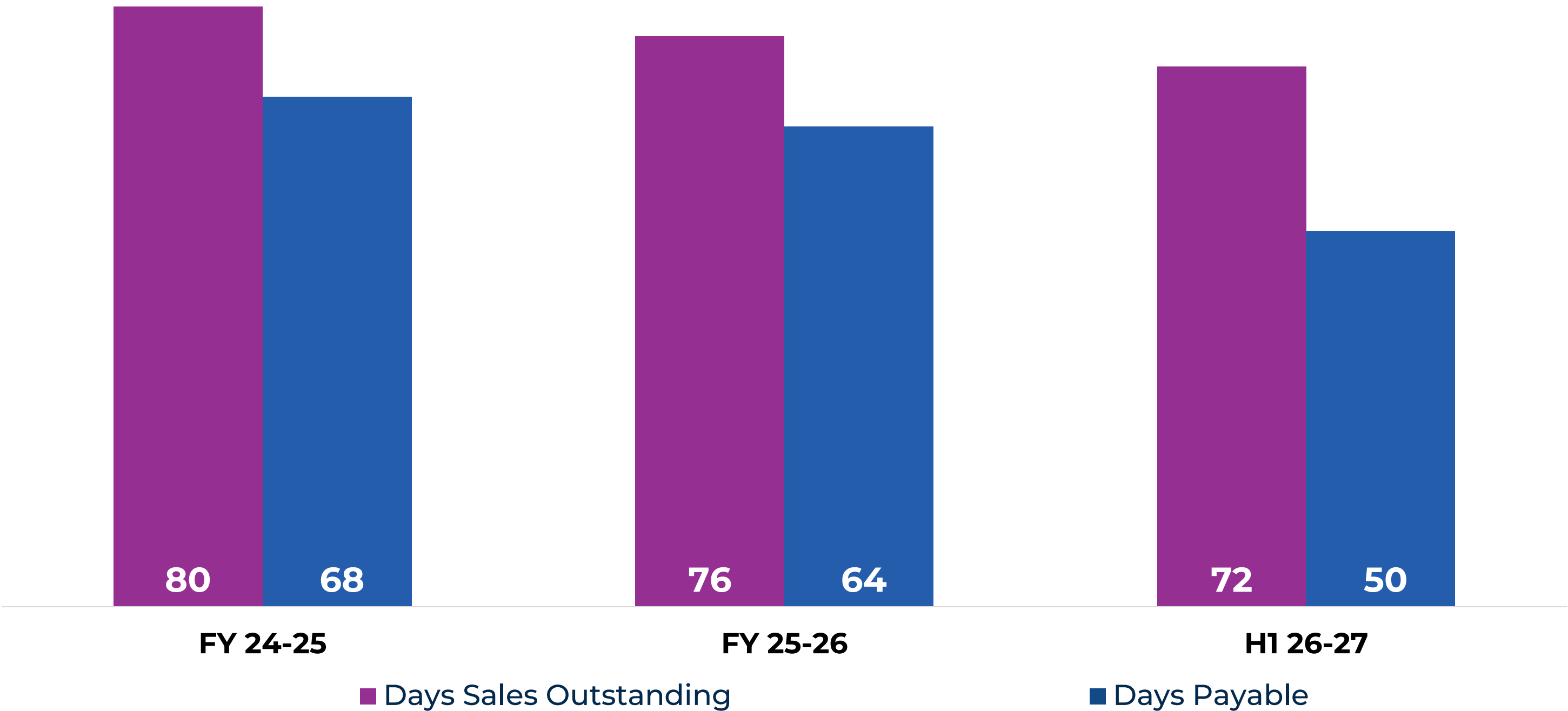
Cash flow (in ₹ million)	H1 FY 26-27
Profit before tax (Ind AS)	1924.0
Adjustments for non-cash and non operating items	445.3
Adjustments for working capital	
(Increase) in trade receivables	(456.9)
(Increase) in financial assets and other assets	(1,613.3)
Increase/ (Decrease) in trade payables, provisions and other liabilities	496.8
Direct taxes paid (net)	(462.5)
Net Cash generated from Operation Activities (Ind AS)	333.4
Adjusted EBITDA	2,273.5
Reported CFO/EBITDA	15%
Add: Advance paid to vendor*	1,168.3
Adjusted Cash generated from Operation Activities	1,501.7
Adjusted EBITDA	2,273.5
Adjusted CFO/EBITDA	66%

* Advance paid to vendor for services which will be availed in the subsequent period.

Working Capital Trend



Working Capital Trend



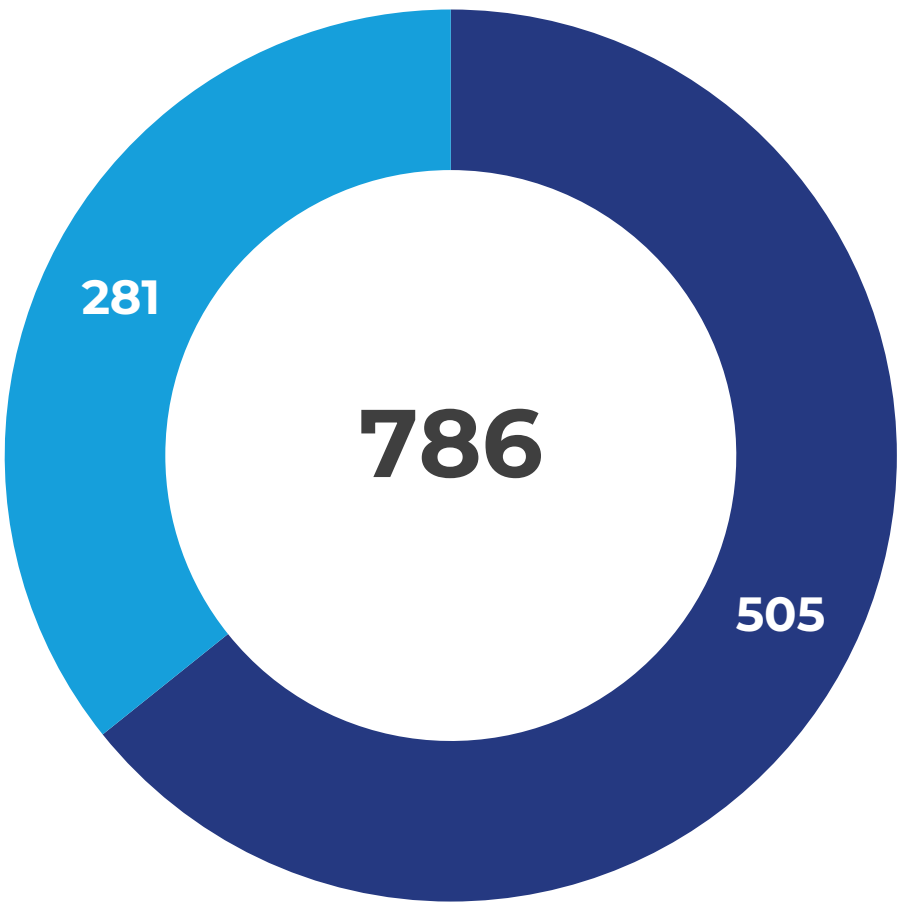
Trade Receivables as on Sep 30, 2026 ₹ 9,469 mn
Trade Receivables as on Mar 31, 2026 ₹ 9,094 mn

Trade Payables as on Sep 30, 2026: ₹ 5,151 mn
Trade Payables as on Mar 31, 2026 ₹ 4,968 mn

Human Resource Capital



Location wise break-up

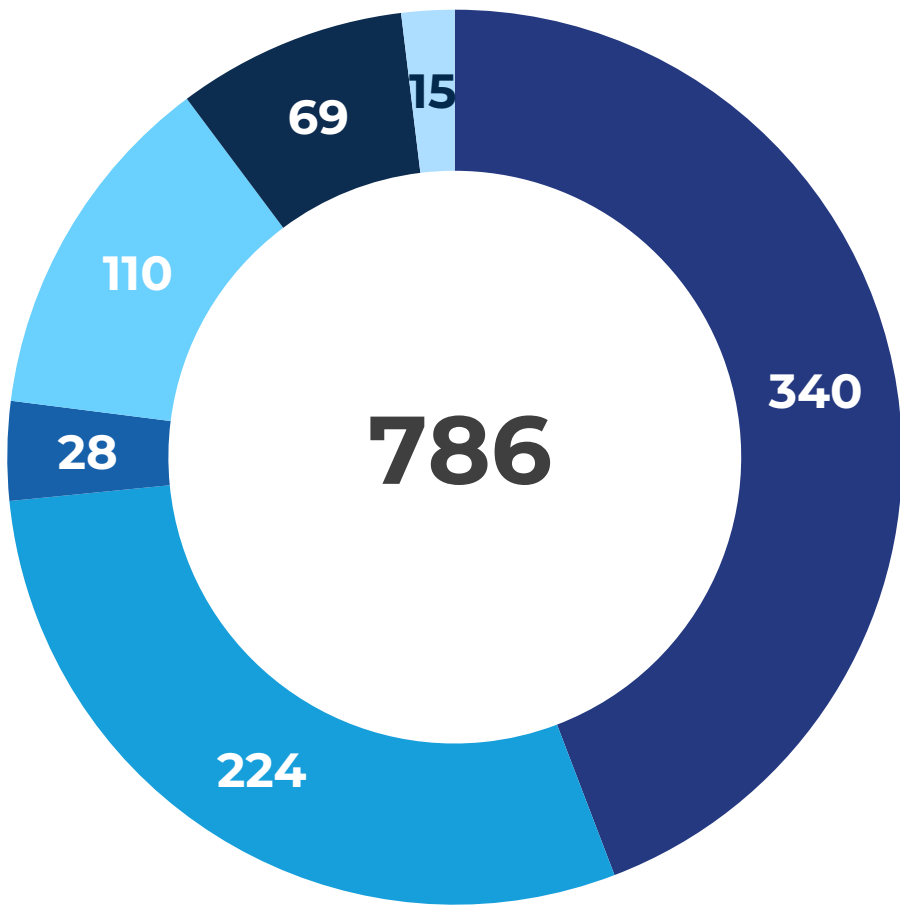


■ India ■ International

63 New Employees joined in **Q2 FY26-27**

60 Employees left in **Q2 FY26-27**

Function wise break-up



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

As on Sept 30, 2026, Employee information excludes Call2Connect



Thank You

www.routemobile.com

