

**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) <sup>(1)</sup>** 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**

| <b>Particulars</b>   | <b>%</b> |
|--|----------|
| (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)*

| <b>Parameters</b>                       | <b>31-Mar-21</b> | <b>31-Mar-22</b> | <b>31-Mar-23</b> |
|---|------------------|------------------|------------------|
| 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")

| <b>Particulars</b>                          | <b>Status</b>     |
|---|-------------------|
| (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                         |
| <b>Total</b>  | <b>2,230.91</b>              | <b>1,875.91</b>           | <b>355.00</b>             |

(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<br>September 21, 2020 | At close of 30th<br>calendar day from<br>listing day | At close of 90th<br>calendar day from<br>listing day | As at the end of March 31, 2021 |                |               |
|------------------|---|--|--|---------------------------------|----------------|---------------|
|                  |   |  |  | Closing price<br>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<br>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<br>offer document | At the end of 1st<br>FY March 31, 2021 | At the end of<br>2nd FY March<br>31, 2022 | At the end of<br>3rd FY March<br>31, 2023** |
|------------------|-------------------------------------|------------------|---------------------------------------|--|---|---|
| EPS              | Issuer: Consolidated <sup>(1)</sup> | 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 <sup>(3)</sup> | 10               | 25.58%                                | 20.44%                                 | 10.17%                                    | 17.96%                                      |
|                  | Peer Group:                         |                  |                                       | Not Applicable                         |   |   |
|                  | Industry Avg:                       |                  |                                       | Not Applicable                         |   |   |
| NAV per share    | Issuer: Consolidated <sup>(4)</sup> | 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**

| <b>Particulars</b>   | <b>Date</b> |
|--|-------------|
| For updates and information, please refer stock exchange websites i.e. <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> |             |