

Note: Edelweiss Broking Ltd. is a sub syndicate member in the issue; accordingly, this note is prepared based on the RHP for informative purpose only.

Issue Highlights

Bid/Offer Opens On:	September 9, 2020
Bid/Offer Closes On:	September 11, 2020
Price Band:	Rs. 345 - Rs. 350 per share
Bid Lot:	40 Equity shares & multiple thereof
Face Value:	Rs. 10/-
Listing:	NSE / BSE

*Anchor Investor Bidding Date will be one Working Day prior to the Bid/Offer Opening Date

Fresh Issue:	₹ 240 Crs
Offer for Sale:	₹ 360 Crs
Issue Size	₹ 600 Crs

Offer Break up:

Category	Allocation	Issue Size (Rs. in Crs)
QIB	50%	300
NIB	15%	90
Retail	35%	210
Total	100%	600

Business Overview

Route Mobile Limited provide cloud-communication platform as a service ("CPaaS") to enterprises, over-the-top ("OTT") players and mobile network operators ("MNOs"). Its range of enterprise communication services include application-to-peer ("A2P") / peer-to-application ("P2A") / 2Way Messaging, RCS, OTT business messaging, voice, email, and omni-channel communication. It also offers SMS analytics, firewall, filtering and monetization, SMS hubbing and Instant Virtual Number ("IVN") solutions to MNOs across the globe.

Promoters

SANDIPKUMAR GUPTA AND RAJDIPKUMAR GUPTA

Object of the Issue

The Proceeds from the Offer for Sale

The proceeds from the Offer for Sale (net of Offer related expenses of the Selling Shareholders) shall be received by the Selling Shareholders and the Company shall not receive any proceeds from the Offer for Sale.

Objects of the Fresh Issue

The Company proposes to utilise the Net Proceeds towards funding the following objects:

1. Repayment or pre-payment, in full or part, of certain borrowings of the Company;
2. Acquisitions and other strategic initiatives;
3. Purchase of office premises in Mumbai; and
4. General corporate purposes.

(Collectively, referred to herein as the "Objects").

In addition, the Company expects to receive the benefits of listing of the Equity Shares on the Stock Exchanges..

Peer Group Company

There are no listed entities in India whose business portfolio is comparable with that of the Company's business

Restated Statement of Profit and Losses, as restated (Rs. In Million)

Particulars	For the quarter ended June 30, 2020	For the year ended 31st March 2020
Total Income	3,122.95	9,681.02
Total Expenditure	2,790.09	8,839.82
Profit Before Tax	332.86	841.20
Profit after Tax	269.34	691.02
EPS (Basic)	13.83	5.42
EPS (Diluted)	13.83	5.42
RONW%	9.12%	25.58%

*Not annualized

Retail Payment Chart

Issue Dates: 09-Sep-20 to 11-Sep-20

Cut off Price: 350 Per Share

No. of Shares	Amount	No. of Shares	Amount
40	14000	320	112000
80	28000	360	126000
120	42000	400	140000
160	56000	440	154000
200	70000	480	168000
240	84000	520	182000
280	98000	560	196000

Event	Indicative Date
Finalization of Basis of Allotment with the Designated Stock Exchange	On or about September 16, 2020
Initiation of refunds (if any, for Anchor Investors) / unblocking of funds from ASBA Account	On or about September 17, 2020
Credit of Equity Shares to demat accounts of Allottees	On or about September 18, 2020
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about September 21, 2020