

- 1 Type of Issue (IPO/FPO) IPO
- 2 Issue Size (Rs. Cr) 600
* As per Basis of Allotment
- 3 Grade of issue alongwith name of the rating agency

Name Not Applicable
Grade Not Applicable

- 4 Subscription Level (Number of times): 51.6345*
*Excluding Anchor and figure is after Technical Rejection
Source: Final Post Issue Monitoring Report

5 QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	%
(i) allotment in the issue*	16.25
(ii) at the end of the 1st Quarter immediately after the listing of the issue*	23.76
(iii) at the end of 1st FY (March 31, 2021)*	21.71
(iv) at the end of 2nd FY (March 31, 2022)#	Not Available
(v) at the end of 3rd FY (March 31, 2023)#	Not Available

* As Reported to the stock exchange

QIB Holding not disclosed as reporting for relevant fiscal years have not been completed/Data not available

6 Financials of the issuer (as per the annual financial results submitted to stock exchanges)

(Rs. Crore)

Parameters (Consolidated)	1st FY (March 31, 2021)	2nd FY (March 31, 2022) ⁽¹⁾	3rd FY (March 31, 2023) ⁽¹⁾
Income from operations	1,406.18	Not Available	Not Available
Net Profit for the period	132.75	Not Available	Not Available
Paid-up equity share capital	57.71	Not Available	Not Available
Reserves excluding revaluation reserves	594.41	Not Available	Not Available

⁽¹⁾ Financials not disclosed as reporting for the fiscal year has not been completed/ not publicly available

7 Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both, the BSE Limited and the National Stock Exchange of India Limited. The Shares have not been suspended or delisted.

Particulars	Status
(i) at the end of 1st FY (March 31, 2021)	Frequently traded in BSE and NSE
(ii) at the end of 2nd FY (March 31, 2022)*	Not Applicable
(iii) at the end of 3rd FY (March 31, 2023)*	Not Applicable

* Trading status not disclosed as the relevant fiscal year has not been completed.

8 Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2021)	Mr. Chandrakant Gupta	Resignation
	Mr. Arun Vijaykuamar Gupta	Appointed
(ii) at the end of 2nd FY (March 31, 2022)*	Not Available	
(iii) at the end of 3rd FY (March 31, 2023)*	Not Available	Not Available

As per the website of BSE and NSE

* Changes in Directors not disclosed as the relevant fiscal year has not been completed.

9 Status of implementation of project/ commencement of commercial production

(i) as disclosed in the offer document - N.A

(ii) Actual implementation - N.A.

(iii) Reasons for delay in implementation, if any - N.A.

10 Status of utilization of issue proceeds

(i) as disclosed in the offer document

Particulars	Estimated schedule of deployment of Net Proceeds in Fiscal 2021	Estimated schedule of deployment of Net Proceeds in Fiscal 2022	Total
Repayment or pre-payment, in full or part, of certain borrowings of our Company	36.50	-	36.50
Acquisitions and other strategic initiatives	47.50	35.50	83.00
Purchase of office premises in Mumbai	65.00	-	65.00
General corporate purposes*	38.59	-	38.59
Total	187.59	35.50	223.09

(ii) Actual utilization -

Particulars	Amount(in Rupees in Crore) Projected utilisation of fund as per the offer document	Utilisation upto June 30, 2021	Unutilised Amount(in Rupees in Crore) as on June 30, 2021
Repayment or pre-payment, in full or part, of certain borrowings of our Company	36.50	36.50	Nil
Acquisitions and other strategic initiatives	83.00	40.85	42.15
Purchase of office premises in Mumbai	65.00	Nil	65.00
General corporate purposes*	38.59	0.93	37.66
Total	223.09	78.28	144.81

Source: Monitoring Agency report dated August 3, 2021

(iii) Reasons for deviation, if any -

No deviation from objects

Note: Monitoring Agency report dated August 3, 2021

Comments of monitoring agency, if applicable

Particulars	Amount(in Rupees in Crore) Projected utilisation of fund as per the offer document	Utilisation upto June 30, 2021	Unutilised Amount(in Rupees in Crore) as on June 30, 2021	Remark on utilised fund(if any)
Repayment or pre-payment, in full or part, of certain borrowings of our Company	36.50	36.50	Nil	Company has made the repayment of loan availed from HDFC bank (6.5 Cr) and Kotak bank (30 Cr), accordingly it stand completely utilised as on 30th June 2021
Acquisitions and other strategic initiatives	83.00	40.85	42.15	Company has paid INR 1.2Cr to TeleDNA for acquisition as per Business Transfer Agreement and paid INR 28.84 Cr million to Route Mobile UK Limited pursuant to balance earn out payment for acquisition of 365 squared
Purchase of office premises in Mumbai	65.00	Nil	65.00	NA
General corporate purposes*	38.59	0.93	37.66	Rs 0.93 Cr represents IPO related expenses apportioned to the Company
Total	223.09	78.28	144.81	

Pricing Data

12	Issue Price (Rs.):	350
	Designated Stock Exchange:	BSE
	Listing Date:	21-Sep-20

Price parameters	At close of listing day (September 21, 2020)	At close of 30th calendar day from listing day	At close of 90th calendar day from listing day	As at the end of 1st FY after the listing of the issue (March 31, 2021)			As at the end of 2nd FY after the listing of the issue (March 31, 2022)			As at the end of 3rd FY after the listing of the issue (March 31, 2023)		
				Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price (on BSE)	651.10	720.95	1,069.55	1,410.6	1,979.00	625.00	N.A	N.A	N.A	N.A	N.A	N.A
SENSEX	38,034.14	40,544.37	45,553.96	49,509.2	52,516.76	27,500.79	N.A	N.A	N.A	N.A	N.A	N.A
Sectoral Index	Not Comparable to any of the available sectoral indices			Not Comparable to any of the available sectoral indices			N.A	N.A	N.A	N.A	N.A	N.A

Source: www.bseindia.com

Where the 30th day / 90th day/ March 31 of a particular year falls on a holiday, the immediately following trading day has been considered

13 Basis for Issue Price

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Accounting ratio	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 ⁽¹⁾ :	13.83	24.76	Not Available
	Peer Group:	No Listed Peers	No Listed Peers	Not Available
	Industry Avg:	No Listed Peers	Not Available	Not Available
P/E	Issuer ⁽¹⁾ :	25.31	56.94	Not Available
	Peer Group:	No Listed Peers	No Listed Peers	Not Available
	Industry Avg:	No Listed Peers	Not Available	Not Available
RoNW (%)	Issuer ⁽¹⁾ :	25.6%	20.44%	Not Available
	Peer Group:	No Listed Peers	No Listed Peers	Not Available
	Industry Avg:	No Listed Peers	Not Available	Not Available
NAV per share based on last balance sheet	Issuer ⁽¹⁾ :	54.07	114.21	Not Available
	Peer Group:	No Listed Peers	No Listed Peers	Not Available
	Industry Avg:	No Listed Peers	Not Available	Not Available

⁽¹⁾ Consolidated data considered

Not available as reporting for the relevant period has not been completed / not available publicly

Notes:

(1) Sourced from Prospectus dated September 14, 2020.

(2) Information not provided as the relevant fiscal year has not completed

Key ratios for the Company for the three fiscal years stated above shall be calculated as follows:

(i) EPS (Rs) is Profit after tax attributable to equity shareholders for the year divided by Weighted average number of Equity Shares outstanding during the year / period

(ii) P/E - Closing Market Price as of relevant fiscal year end or period / EPS

(iii) RoNW - Return on net worth % is Net profit after tax (as restated) divided by net worth at the end of the year/period (excluding revaluation reserve).

(iv) NAV per share - Networth as per the restated financial information/ Total Equity Shares Outstanding as of fiscal year end or period

Any other material information

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October 01, 2020	The Company had entered into a Business Transfer Agreement on June 15, 2020 with TeleDNA Communications Private Limited, Bengaluru, India for acquisition of primarily intellectual property and its associated identified customer contracts, on a slump sale basis. The Company has subsequently signed an amendment agreement to the BTA on October 1, 2020 and has completed the acquisition
October 02, 2020	Route Mobile Limited announces acquisition of key technologies and its related contracts from TeleD A Communications Private Limited
November 19, 2020	Route Mobile Limited announces that it has been listed as Representative Vendor in Gartner Market Guide for Communications Platform as a Service (CPaaS)
November 19, 2020	Based on the recommendation of the Nomination and Remuneration Committee, approved today, by way of a circular resolution, the appointment of Mr. Arun
November 20, 2020	Route Mobile announces the appointment of Mr. Sandipkumar Gupta as Chairman and Mr. Arun Gupta as Additional Director on the Board of Directors
November 23, 2020	The NRC has approved allotment of 5,00,000 equity shares of face value of Rs. 10/- each to the Route Mobile Employee Welfare Trust under Route Mobile Limited
November 25, 2020	BSNL Selects Route Mobile for the Deployment of SMS Firewall to identify and monetise their International A2P SMS Traffic
December 17, 2020	The Company has appointed Mr. Milind Pathak as the Chief Business Officer of the Company
February 09, 2021	Company Has appointment of Mr. Vikram Shanbhag as the Executive Vice President - Americas in Route Mobile INC
February 27, 2021	The Company has approved allotment of 3,56,441 equity shares of face value of Rs. 10/- each to the Route Mobile Employee Welfare Trust
March 8, 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
April 29, 2021	Phonon Communications Private Limited
June 01, 2021	Emirates Integrated Telecommunications Company, du, partners with Route Mobile Limited to launch its Global A2P Messaging Hub as a new service in the region,
June 08, 2021	Company expands its global footprint in Southeast Asia and appoints Elsiyah Susanto as the Country Manager for Indonesia
July 01, 2021	Acquisition of Sarv Webs Private Limited
July 12, 2021	Wholly-owned subsidiary - Route Mobile (UK) Limited, UK has incorporated a subsidiary namely - "Send Clean INC. (the 'Corporation'), in Delaware, USA.
August 05, 2021	partnership with Comviva Technologies Limited to jointly accelerate Blockchain commerce for MNO's and enterprises globally.

Source: Stock Exchange filings; For further updates and information, please refer stock exchange websites i.e. www.bseindia.com and www.nseindia.com