



## KELLTON TECH

### **Kellton Tech Q3 FY21 PAT at Rs 218.7 Million; Up 37.7% on Q-o-Q basis**

**Hyderabad, India – 12<sup>th</sup> February, 2021:** Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation serving startups to Fortune 500 companies announced today its financial results for **Third Quarter & Nine Months FY21** ended on 31<sup>st</sup> December, 2020 reporting a Quarterly PAT of 218.7 million; up 37.7% on a Q-o-Q basis

#### **Review of financial performance for 9M FY21 ended 31<sup>st</sup> December, 2020**

- Total Revenue was Rs 5,715.1 million during the nine month period under review
- The Company reported an EBITDA of Rs 827.9 million in 9M FY21
- The EBITDA margin for 9M FY21 stood at 14.5%.
- Net profit stood at Rs 522.1 million for 9M FY21
- PAT Margin for 9M FY21 stood at 9.1%
- Diluted EPS stood at Rs 5.25 for 9M FY21

#### **Review of financial performance for the quarter ended 31<sup>th</sup> December, 2020**

##### **On a Quarter-on Quarter basis:**

- Total revenue was Rs 1,977.9 million during the quarter under review as compared to Rs 1,917.8 million during the previous quarter reflecting an increase of 3.1% on Q-o-Q basis.
- The Company reported an EBITDA of Rs. 315.7 million during the quarter under review as compared to Rs. 259.6 million during the previous quarter reflecting an increase of 21.6% on Q-o-Q basis.
- The EBITDA margin for the quarter under review was 16.0%.
- Net profit stood at Rs 218.7 million for the quarter under review as compared to Rs 158.8 million during the previous quarter, up by 37.7% on Q-o-Q basis.
- PAT margin for the quarter under review was 11.1%.
- Diluted EPS stood at Rs 2.16 for the quarter under review as compared to Rs 1.59 during the previous quarter, up by 35.8% on Q-o-Q basis.

## Operational Highlights of Q3 FY21

- The Company launched tHRive+ – a Smart, Analytics-Based Solution to Reimagine HRM Experiences, the solution transforms core HR processes, reduce costs and build a fully engaged and compliant global workforce management solution for clients.
- Kellton Tech launched KeLive — a Building Management Solution Underpinned with AI and Smart Analytics, KeLive is engineered to help real estate agencies and property management companies automate rule-based tasks and manage administrative operations anywhere, anytime, and across devices.
- Established new Partnership with Snowflake, enhancing our Cloud Data warehousing, Cloud ETL based service offerings to our clients.

## New Client Wins during Q3 FY21

Acquired **Six** new clients during the quarter,

- Kellton Tech has been selected as a digital partner by a marketing information company to design and deploy a next-generation SaaS platform that can bring scalability and insight to optimize user experiences with a focus on the future.
- Kellton Tech has been chosen as a strategic partner for the digital transformation of one of the leading media and entertainment companies. We will enhance and maintain a suite of digital platforms to help our client deliver rich, interactive experiences at speed and scale.
- Kellton Tech has been chosen by one of the leading Real Estate Management Company to be their strategic application managed services partner and modularize their mobile application, along with the underlying service layers, to improve performance substantially.
- Kellton Tech has been chosen as a technology partner to provide application development and maintenance services to a leading technology Firm. Under the collaboration, we will enhance the capabilities of their mobile platforms to enable a higher-quality customer experience and transform the entire IT landscape of the client while ensuring scalability for the company's growth plans.
- Kellton Tech has been chosen as an end-to-end digital transformation partner by a leading HMI hardware and software Firm. We will provide a full suite of integration services to facilitate enterprise-wide connectivity, an integrated business view to decision-making, and flexibility to respond to fluctuating business needs.
- Kellton Tech has been selected as a digital partner by a leading US-based telecom company to implement MuleSoft Integration and enable a synchronized enterprise IT landscape that offers speed, scalability, and insight.

*Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "Our third-quarter performance was in line with our expectations. We leveraged our core expertise to lead our clients on their digital transformation journeys and delivered exceptional solutions across industries and geographic markets. Our ability to pivot rapidly to meet market needs helped us in staying ahead of the curve. As we look ahead, we remain appreciative of our employees, their tireless passion to innovate, and their strong belief in our mission of discovering infinite possibilities with technology. We aspire to build competitive digital capabilities across domains while continuing to invest in our people and business as a whole."*

### **About Kellton Tech Solutions**

Kellton Tech is a 'Born Digital' technology consulting and services company founded on the belief of 'Infinite Possibilities with Technology.' The Company has helped startups to Fortune 500 clients build disruptive Digital Transformation solutions and leverage technology as a competitive differentiator for their businesses. Driven by deep domain knowledge and technology expertise, Kellton Tech adds value to the relationship by acting as a Trusted Partner to its clients. A rapidly growing company, Kellton Tech has made it to the Deloitte's 'Technology Fast50' India list four times, Forbes Asia's 'Best Under a Billion' list, and has been recognized amongst the best tech companies to work for. With operations across the US, Europe, India, and Asia-Pacific, the team of 1500 dedicated Kellton'ites is consistently on the lookout for the next gripping challenge, please visit our web site [www.kelltontech.com](http://www.kelltontech.com)

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*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website [www.kelltontech.com](http://www.kelltontech.com). Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.*