



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, November 14th, 2018

To

The General Manager, Listing Department, Bombay Stock Exchange Limited, 1 st Floor, New Trading Wing, Rotunda Building, P.J. Towers, Dalal Street Fort, Mumbai-400001	The Manager, Listing Department, National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051
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Dear Sir/Madam,

Sub:

1. Press Release on financial results for the quarter ended September 30th, 2018.

Ref: Symbol: KELLTONTEC
Scrip Code: 519602

It is hereby informed that the Company has planned for press release about the financial results for the quarter and half year ended September 30th, 2018.

The contents of the proposed press release are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited


Pawan Bhave
Company Secretary
Membership No. A48587

Encl: As above



KELLTON TECH

Kellton Tech H1 FY19 Total Revenue at Rs 4,203.2 Million; Up 16.6% on Y-o-Y basis

Hyderabad, India – 14th November, 2018 : 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 **Second Quarter & Half Year FY19** ended on 30th September, 2018.

Review of financial performance for H1 FY19 ended 30th September, 2018

- Total Revenue was Rs 4,203.2 million during the six month period under review as compared to Rs 3,605.4 million during the corresponding period in the previous year reflecting a growth of 16.6% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 635.2 million in H1 FY19 as compared to an EBITDA of Rs 530.2 million during the corresponding period in the previous year reflecting a growth of 19.8% on Y-o-Y basis.
- The EBITDA margin for H1 FY19 stood at 15.1% as compared to 14.7% in H1 FY18.
- Net profit stood at Rs 395.6 million for H1 FY19 as compared to Rs 295.8 million in corresponding period of the previous year reflecting a growth of 33.8% on Y-o-Y basis.
- EPS stood at Rs 4.1 for H1 FY19 as compared to Rs 3.1 in the corresponding period of the previous year, up by 31.3 % on Y-o-Y basis.

Review of financial performance for the quarter ended 30th September, 2018

On a year-on-year basis:

- Total revenue was Rs 2,106.4 million during the quarter under review as compared to Rs 1,848.4 million during the corresponding period of previous year reflecting a growth of 14.0% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 305.4 million for the quarter under review as compared to Rs 276.0 million during the corresponding period of previous year, registering an increase of 10.7% on Y-o-Y basis.
- The EBITDA margin for the quarter under review was 14.5 % as compared to 14.9% in Q2 FY18.
- Net profit stood at Rs 198.5 million for the quarter under review as compared to Rs 149.6 million in corresponding period of previous year, up by 32.6% on Y-o-Y basis.
- EPS stood at Rs 2.1 for the quarter under review as compared to Rs 1.6 in the corresponding period of previous year, up by 29.6% on Y-o-Y basis.

Business Highlights of Q2 FY19

- Kellton Tech for the 4th time made it to Deloitte Technology Fast50 India
- Kellton Tech was the Mobile App Partner for NASSCOM Annual Technology Conference (NATC) 2018
- As a Software AG partner, we were the proud sponsor of the Software AG North America User Group 2018 events—New York and Chicago—held in Sep 2018.

New Client Wins during Q2 FY19

Acquired 16 new clients during the quarter, some big wins are:

- Revamping and architecting a robust and responsive platform for a commercial real estate lending company
- A cloud-first IoT-led SaaS platform that will connect a million devices with pre-packaged solution accelerators for a global security group based in Switzerland.
- Redefined and recreated the digital buying experience for the partner with focus on user experience and e-commerce best practices.
- Creating a product marketing and showcase platform rich with new age user experience targeted at young generation and new parents.
- Designing a reporting interface to mine relevant insight from the created database that will empower the enterprise to run informed and optimised operations.
- Building new Digital platforms for increasing customer engagement, new sales and self servicing for a leading payments & liquidity management company
- Building new frontend system to enhance customer journey of local county councils for a leading software Company

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: “We continue to maintain steady momentum with a strong pipeline and multi-year wins. Our deep domain knowledge and innovative approach has helped us to drive more wins and proud recognitions in the industry; thus giving us a huge leg-up over our peers. We continue to focus on organic over inorganic growth this year. Our strategic investments in new-age technologies and people have started bearing fruit”

About Kellton Tech Solutions

Kellton Tech Solutions Limited is a publicly listed (BSE & NSE: KELLTONTEC), CMMi Level 5 and ISO 9001:2015 certified global IT services organization. It is headquartered in Hyderabad, India and has development centers in the United States and India. For two innovative decades, Kellton Tech has put into practice the vision upon which it was founded viz. "to offer infinite possibilities with technology". The company is committed to providing end-to-end IT solutions, strategic technology consulting, and offshore product development services. Kellton Tech serves the full gamut of customers including startups, SMBs, enterprises, and Fortune 500 businesses. The organization has serviced customers representing a wide range of verticals including retail, travel, e-commerce, education, hospitality, advertising, market research, manufacturing, consumer goods, logistics, SCM, and non-profits. Kellton Tech is also a global leader in providing Enterprise Mobility Solutions, Mobile Application Development & Internet of Things. For more information and past results & conference call transcripts, please visit our web site 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. Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.



KELLTON TECH

“Infinite possibilities with technology”

H1 / Q2-FY19 Earnings Presentation

- 14th November 2018



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Please note that this presentation is based on the publicly available information on Kellton Tech including but not limited to Company’s website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

COMPANY OVERVIEW



1

Kellton Tech Solutions Limited (earlier known as VMF Softech Limited) was taken over by new management in the year 2009

2

Kellton Tech Solutions Limited is an India based CMMI level 5 & ISO 9001:2015 certified IT Services Company having offices in India (Gurugram, Hyderabad and Lucknow) ; USA (California, Virginia and Chicago) & Europe (Ireland, United Kingdom)

3

Offers digital transformation solutions, technical consulting, integration solutions and enterprise solutions for over 200 clients worldwide ranging to enter level enterprises to Fortune 1000 companies)

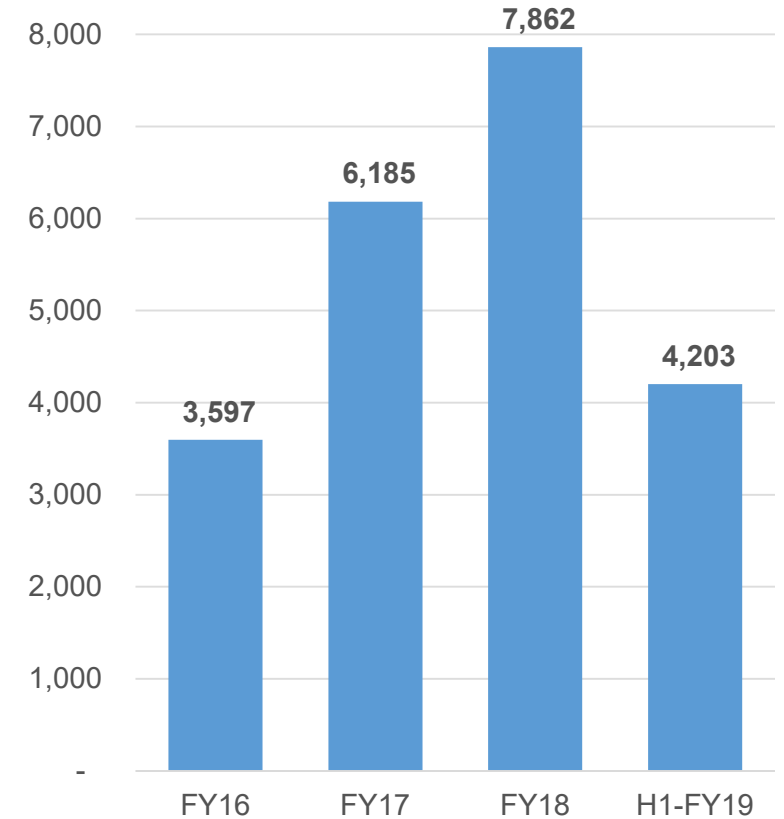
4

Workforce of over 1,500 employees delivering excellent customer service and industry-leading growth and managed by experienced second in line management team.

5

Range of products include KLGAME, OPTIMA, Kellton Tech Mobility Platform and Drupal Wizard.

Consolidated Revenues (INR Mn)



KELLTON TECH, A PIONEER OF DIGITAL TRANSFORMATION



Footprint

USA, UK, Ireland, Singapore and India



Foundation

2009

Core Strength

People and Technology
ISO 9001:2015 & CMMi Level 5



Clients

Startups to Fortune 500



Ownership

Public Limited
BSE, NSE: KELLTOTEC

Team

1500+ Employees



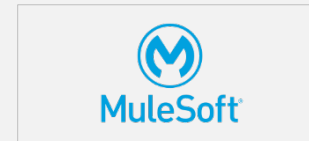
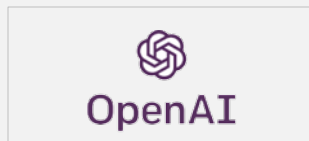
McLean | Princeton | Jersey City | Chicago | Houston | Cupertino | Dublin | London
Singapore | Delhi | Hyderabad | Kandla | Pune

WHAT WE DO?



OUR USP

Pioneer and agile leadership in next gen technologies



FINANCIAL HIGHLIGHTS - Q2-FY19



➤ Financial Highlights:

- ✓ Total revenue of INR 2,106.4 Mn; up 14.0% YoY
- ✓ EBITDA was at INR 305.4 Mn; up 10.7% YoY
- ✓ EBITDA Margin stood at 14.5%
- ✓ Net Profit stood at INR 198.5 Mn; up 32.6% YoY
- ✓ PAT Margin of 9.4%
- ✓ EPS was at INR 2.1 per share; up 29.6% YoY

FINANCIAL HIGHLIGHTS - H1-FY19



➤ Financial Highlights:

- ✓ Total Revenue of INR 4,203.2 Mn; up 16.6% YoY
- ✓ EBITDA was at 635.2 INR Mn; up 19.8% YoY
- ✓ EBITDA Margin stood at 15.1%
- ✓ Net Profit stood at INR 395.6 Mn; up 33.8% YoY
- ✓ PAT Margin of 9.4%
- ✓ EPS was at INR 4.1 per share; up 31.3% YoY

BUSINESS PERFORMANCE HIGHLIGHTS – Q2-FY19



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- Kellton Tech was the Mobile App Partner for NASSCOM Annual Technology Conference (NATC) 2018
- As a Software AG partner, we were the proud sponsor of the Software AG North America User Group 2018 events—New York and Chicago—held in Sep 2018.

NEW CLIENT WINS – Q2-FY19

Acquired 16 new clients, some big wins are:



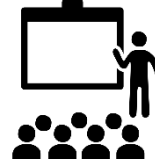
A Real Estate Lending Company

Revamping and architecting a robust and responsive platform for a commercial real estate lending company.



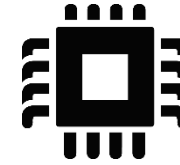
A Global Security Group

A cloud-first IoT-led SaaS platform that will connect a million devices with pre-packaged solution accelerators for a global security group based in Switzerland.



A Leading Education Services Institution

Redefined and recreated the digital buying experience for the partner with focus on user experience and e-commerce best practices.



A Product Marketing & Technology Company

Creating a product marketing and showcase platform rich with new age user experience targeted at young generation and new parents.



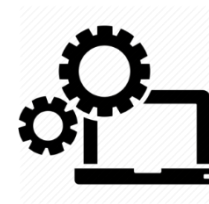
A Leading Value Chain Management Company

Designing a reporting interface to mine relevant insight from the created database that will empower the enterprise to run informed and optimised operations.



Payments & Liquidity Management Company

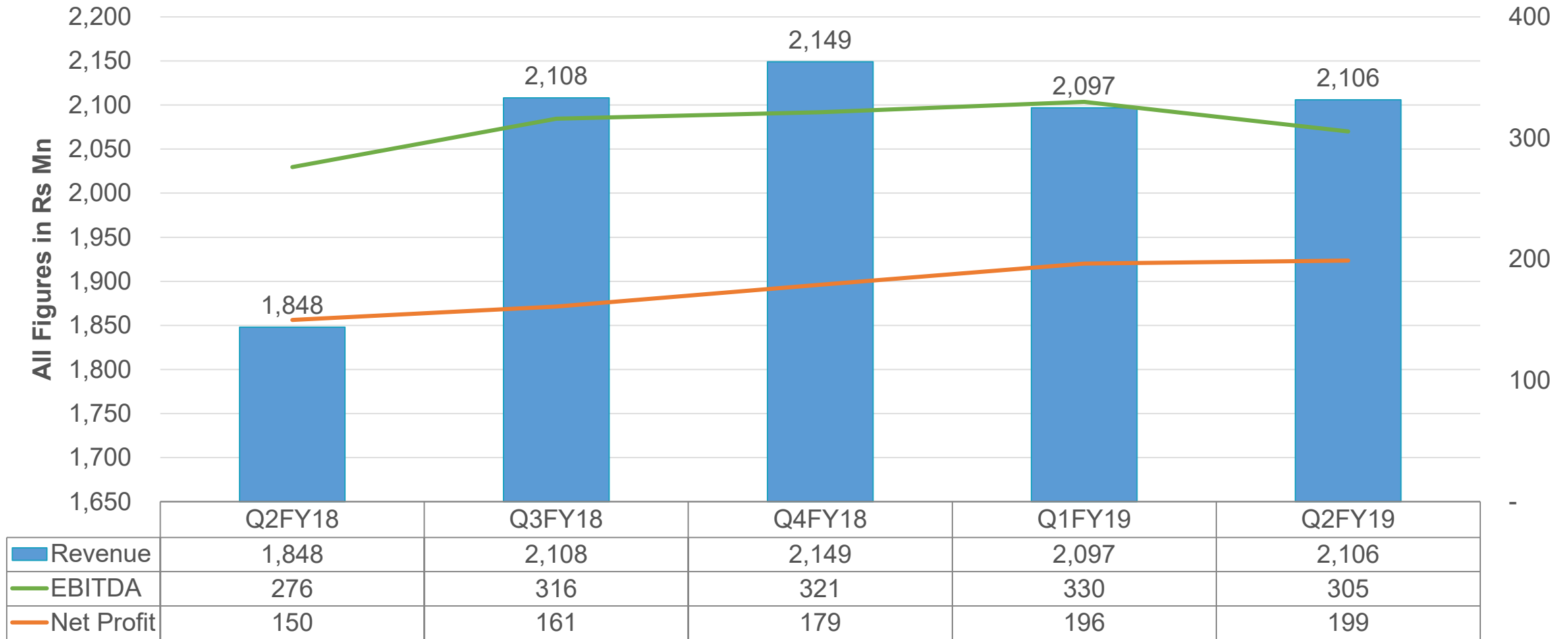
Helping the client in building new Digital platforms for increasing customer engagement, new sales and self servicing



A Leading Software Company

Building new frontend system to enhance customer journey of local county councils for this B2G player.

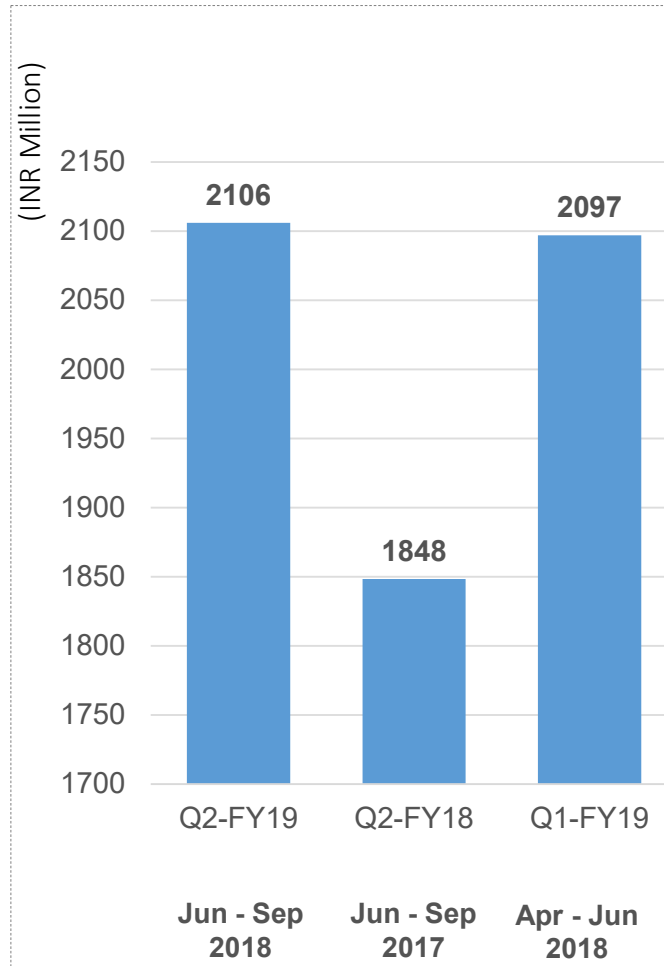
FINANCIAL SUMMARY – Q2-FY19



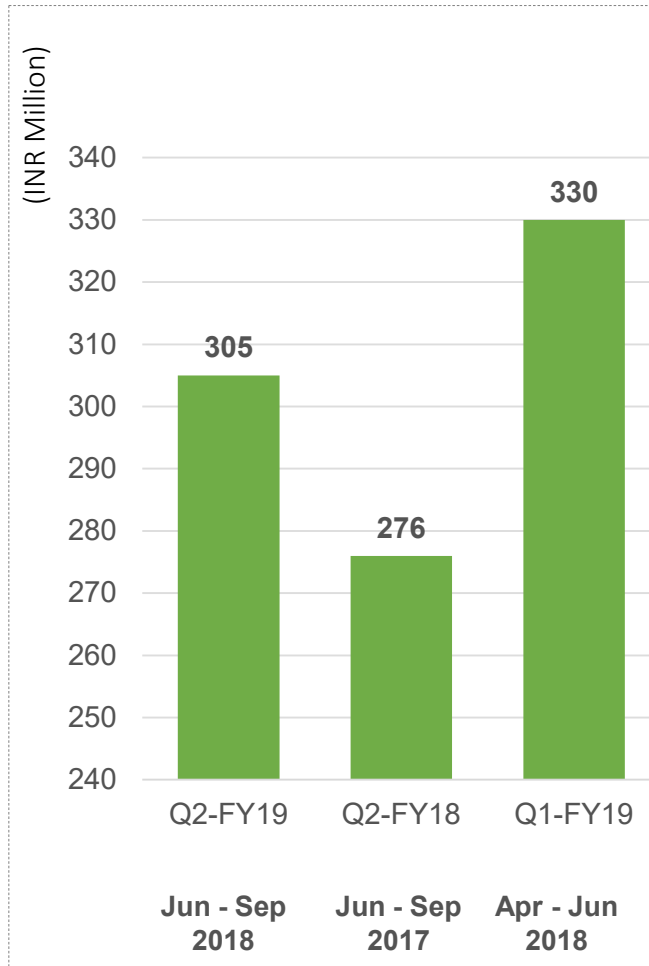
Note: 1. Financial performance Q1FY19, Q4FY18 and Q1FY18 are as per IND AS

FINANCIAL SUMMARY – Q2-FY19

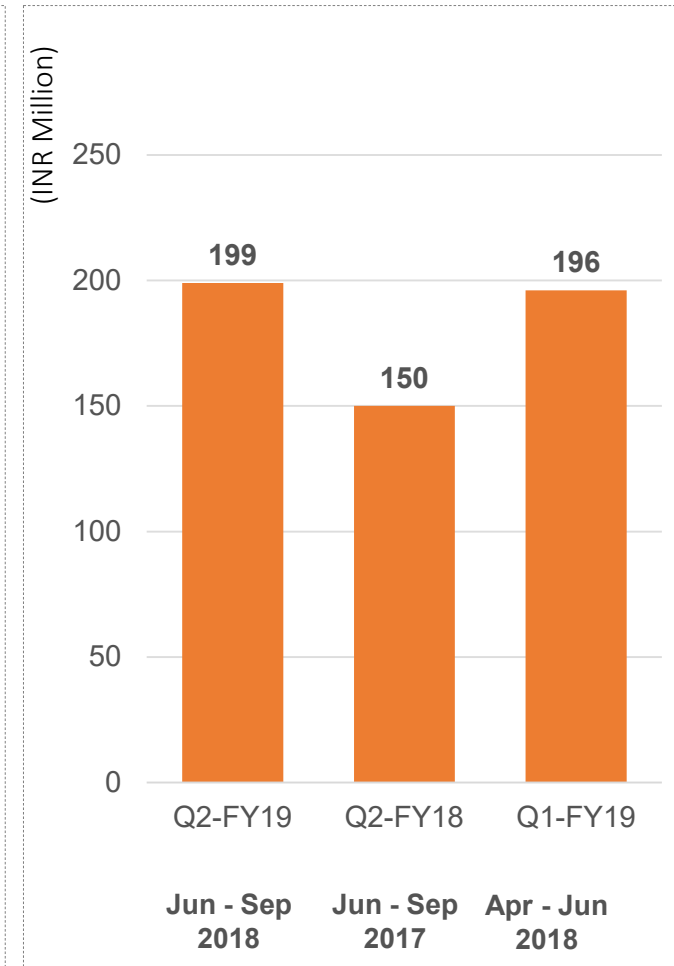
TOTAL INCOME



EBITDA



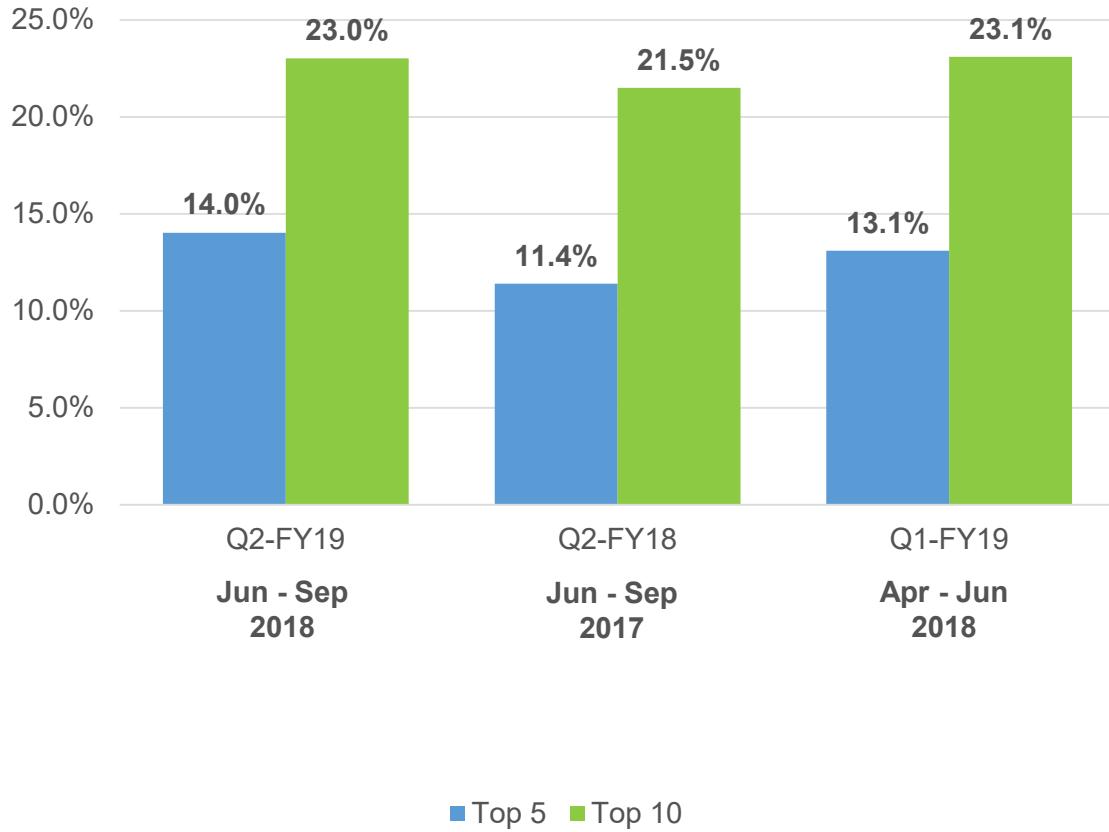
PAT



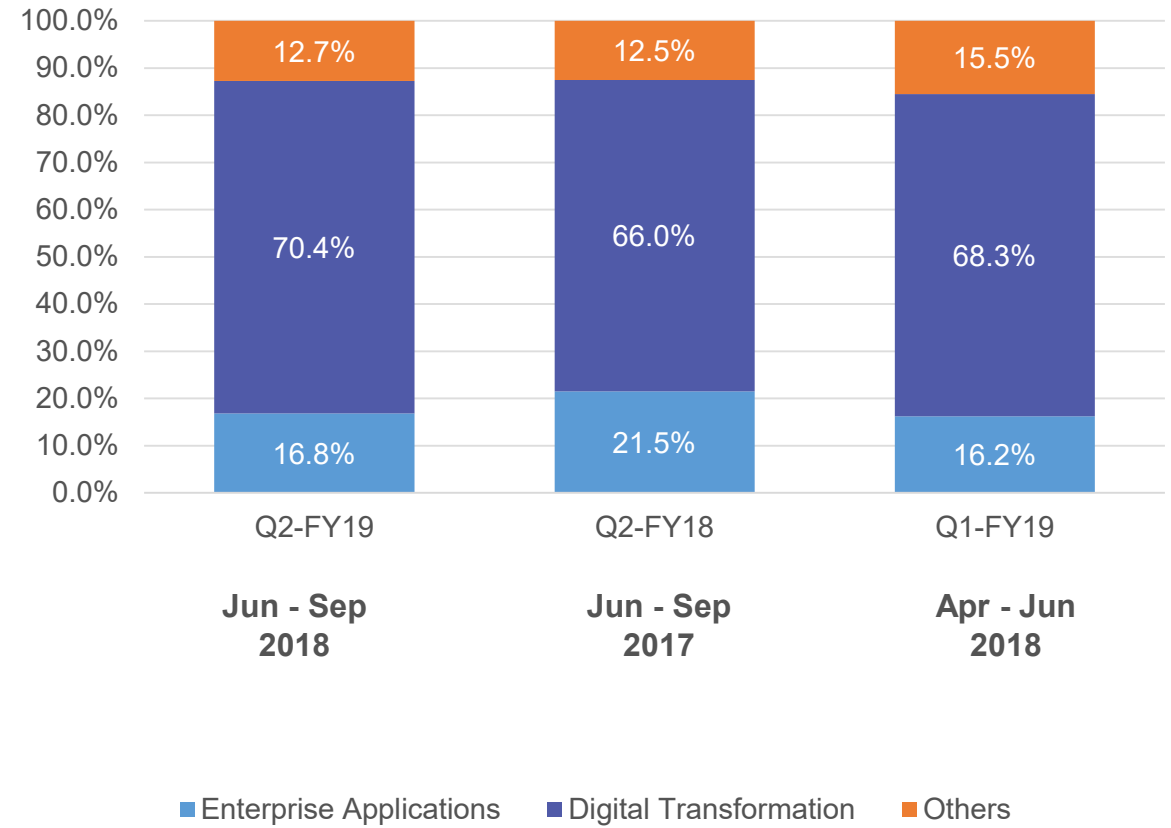
REVENUE BY INDUSTRY– Q2-FY19



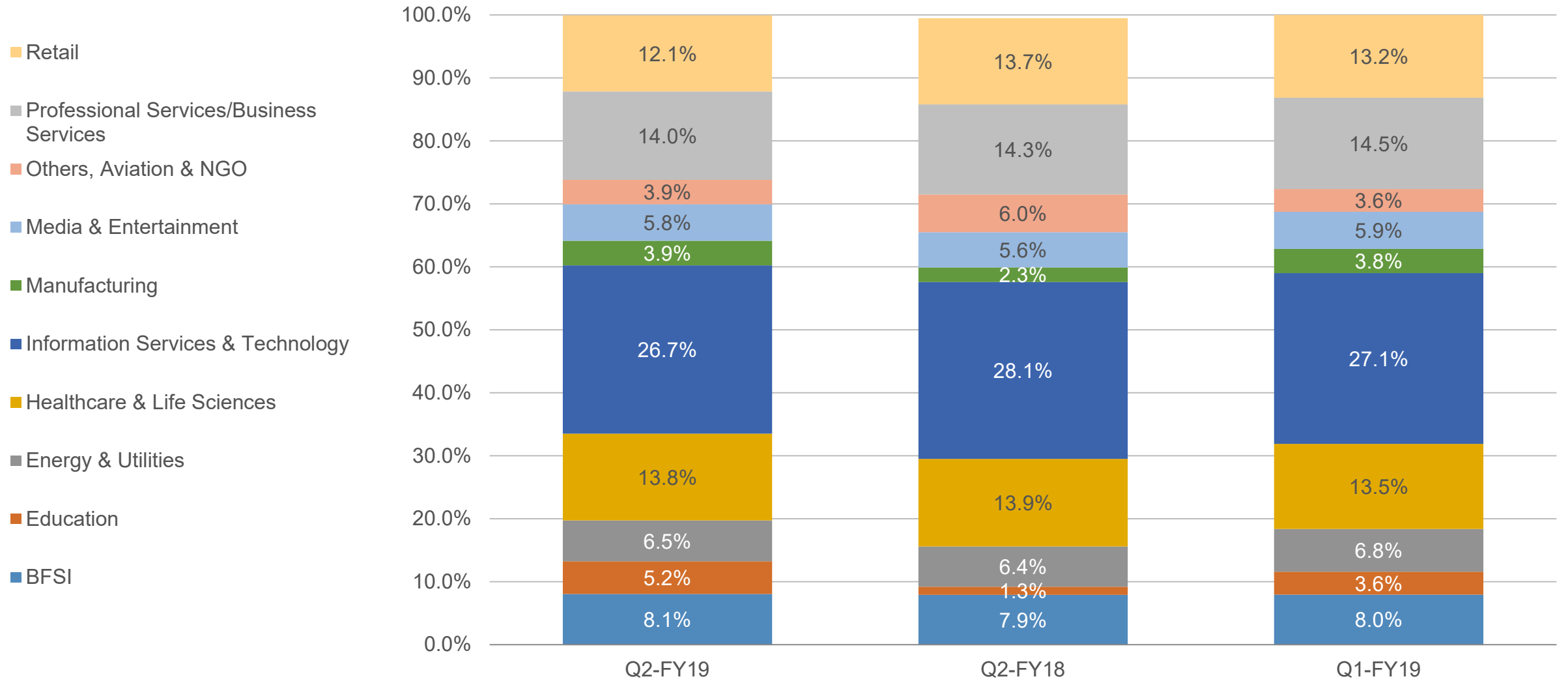
By Clients



By Business



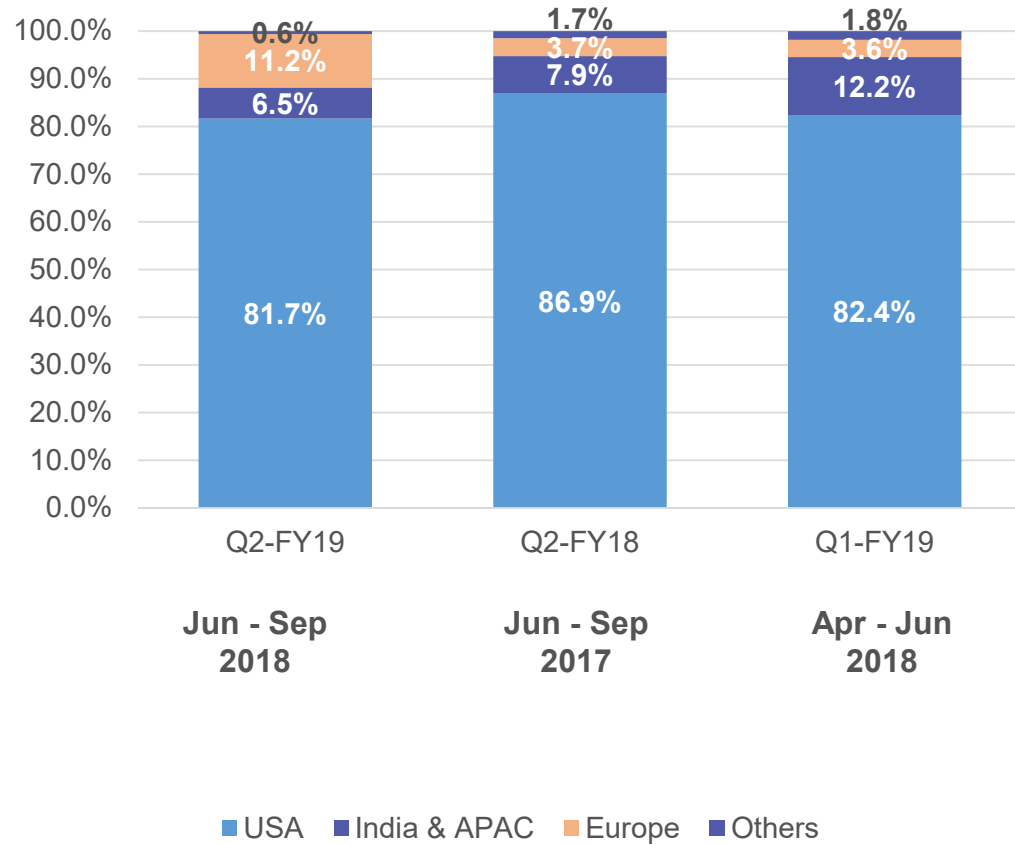
REVENUE BY SECTOR – Q2-FY19



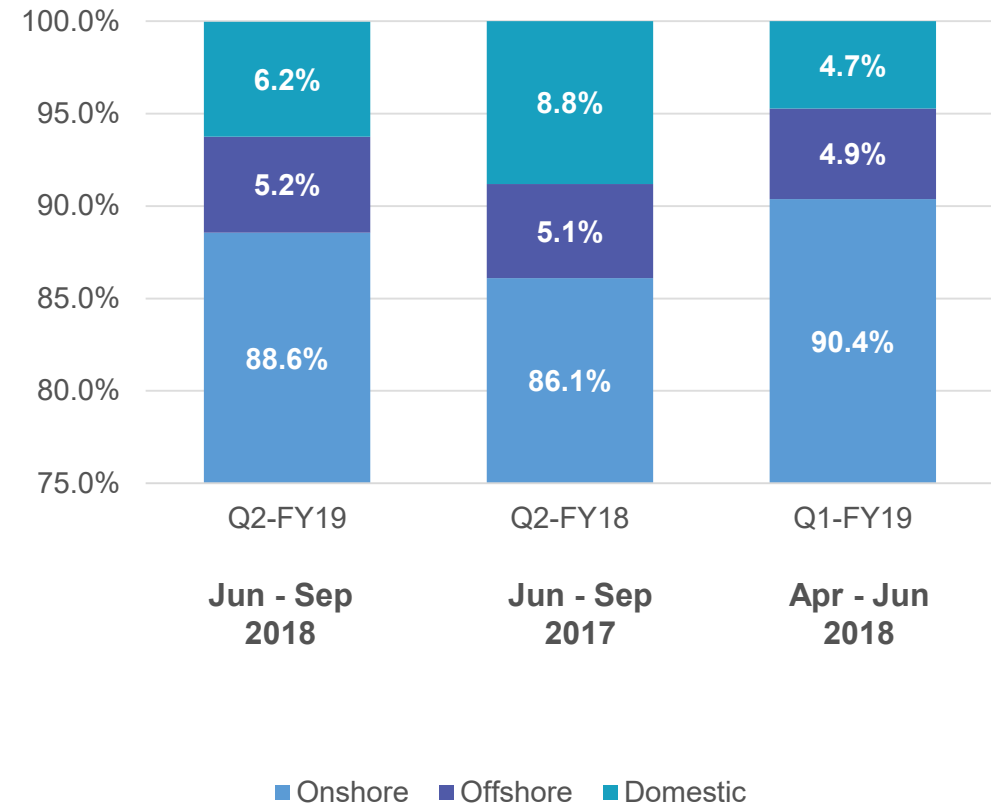
REVENUE ANALYSIS – Q2-FY19



By Geography



By Delivery Location





KELLTON TECH

“Infinite possibilities with technology”



THANK YOU

