



KELLTON TECH

Q3 FY17 Earnings Presentation

February 14, 2017

BSE: 519602 | NSE: KELLTONTEC | ISIN: INE164B01022 | Bloomberg: KTSL:IN | Reuters: KELL.BO | www.kelltontech.com

© 2016 - Kellton Tech Solutions Limited, All Rights Reserved.

Safe Harbor



This presentation has been prepared by Kellton Tech Solutions Limited solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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.

Agenda

01 | **Performance Highlight**

02 | Financial Performance



Q3 FY17 – Highlights



- Revenue:
 - ✓ Operating revenue of Rs. 1582.4 Million; up 4.7% QoQ and up 35.8% YoY
 - ✓ Total revenue of Rs. 1582.8 Million; up 4.7% QoQ and up 35.7% YoY
- Profit:
 - ✓ EBITDA was at Rs. 221.3 Million; up 4.2% QoQ and up 33.3% YoY
 - ✓ EBITDA Margin stood at 14.0%
 - ✓ Net Profit stood at Rs. 139.6 Million; up 5.2% QoQ and up 38.0% YoY
 - ✓ PAT Margin of 8.8%
- People:
 - ✓ Net addition of 29 in the Quarter
 - ✓ Total Headcount 1275+

9M FY17 – Highlights



- Revenue:
 - ✓ Operating revenue of Rs. 4494.0 Million; up 36.0% YoY
 - ✓ Total revenue of Rs. 4499.4 Million; up 35.8% YoY

- Profit:
 - ✓ EBITDA was at Rs. 627.1 Million; up 36.2% YoY
 - ✓ EBITDA Margin stood at 13.9%
 - ✓ Net Profit stood at Rs. 394.4 Million; up 39.5% YoY
 - ✓ PAT Margin of 8.8%

Business Highlights



- Acquired eight new clients. Prominent clients include:
 - The largest online payment processing company in the MENA region
 - A leading US bank with offices in 23 states
 - The largest logistics provider of non-emergency medical transportation for government agencies in the US
 - A premier technology business products and services provider for aerospace and defense
 - The largest privately owned arts-and-crafts retailer in the world
- Kellton Tech ranked 19th on the Deloitte Technology Fast 50 2016, a ranking of the 50 fastest growing technology companies in India. Significantly, Kellton Tech is the only public-listed IT company to assert its position in this prestigious ranking.
- Kellton Tech ranked 193rd in the Deloitte Technology Fast 500 Asia Pacific 2016, a prestigious ranking of 500 fastest growing technology companies in Asia Pacific.
- mSehat, one of Kellton Tech's pioneering projects, was featured as a case study in a World Health Organization (WHO) report. The report reaffirmed that mSehat is, "currently the largest mHealth implementation in the world".

Agenda

01 | Performance Highlight

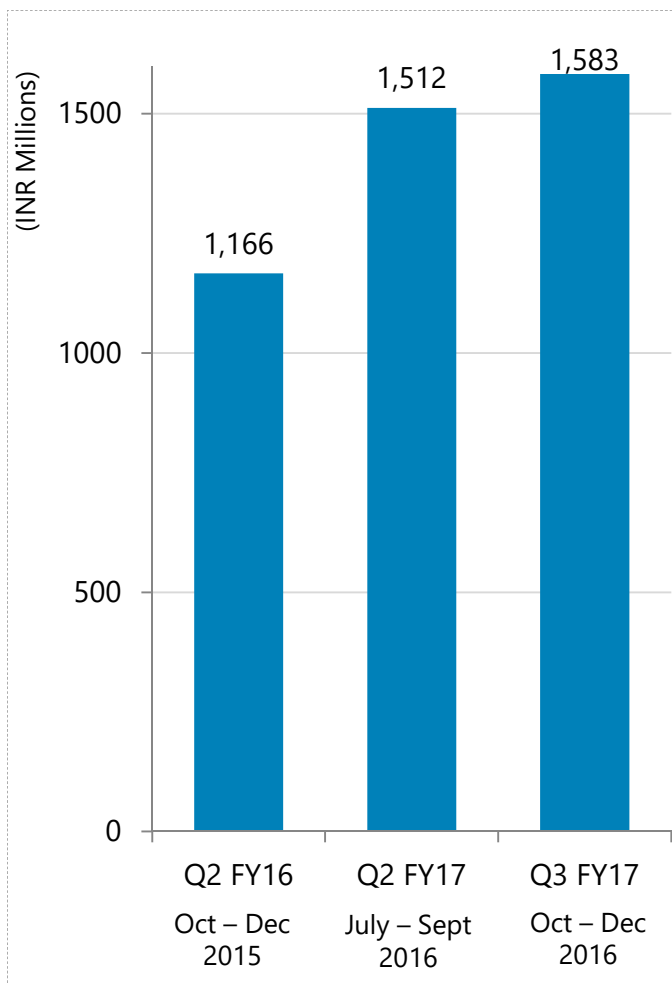
02 | **Financial Performance**



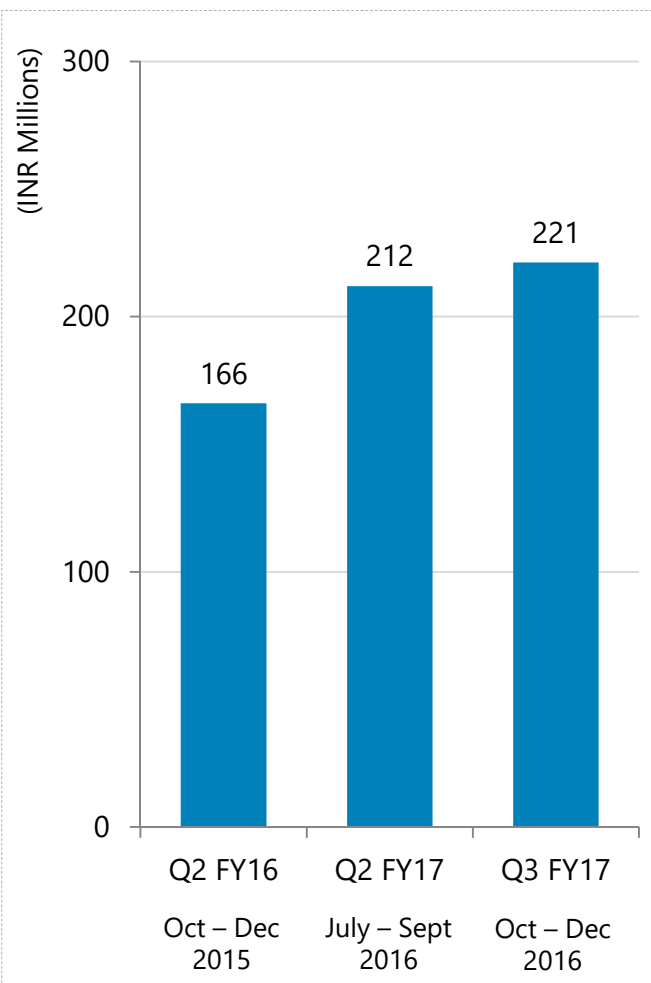
Financial Summary – Q3 FY17



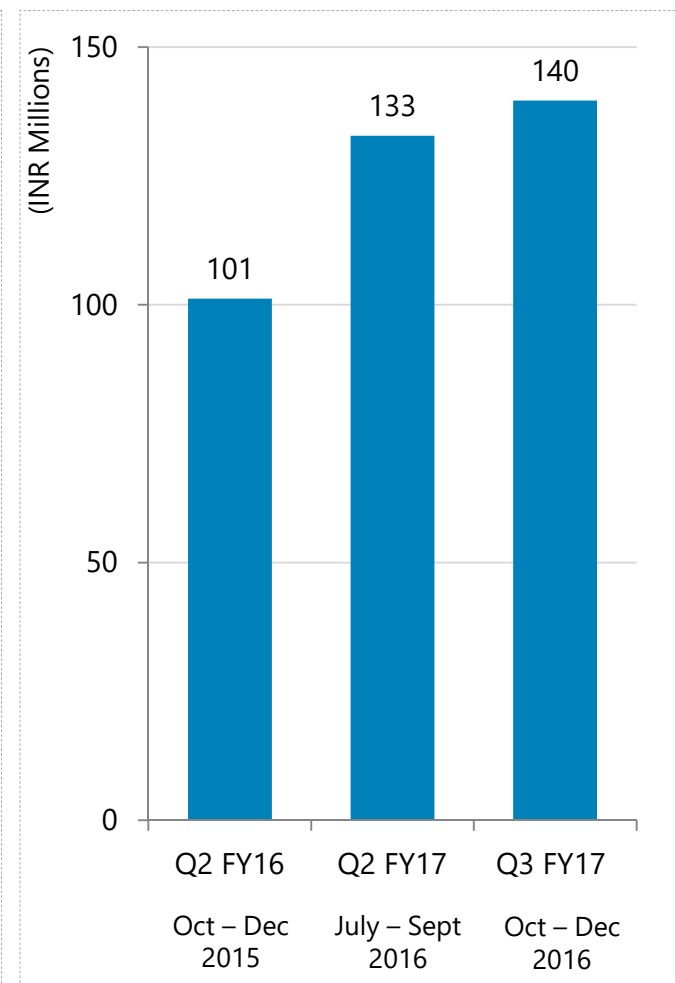
Total Income



EBITDA

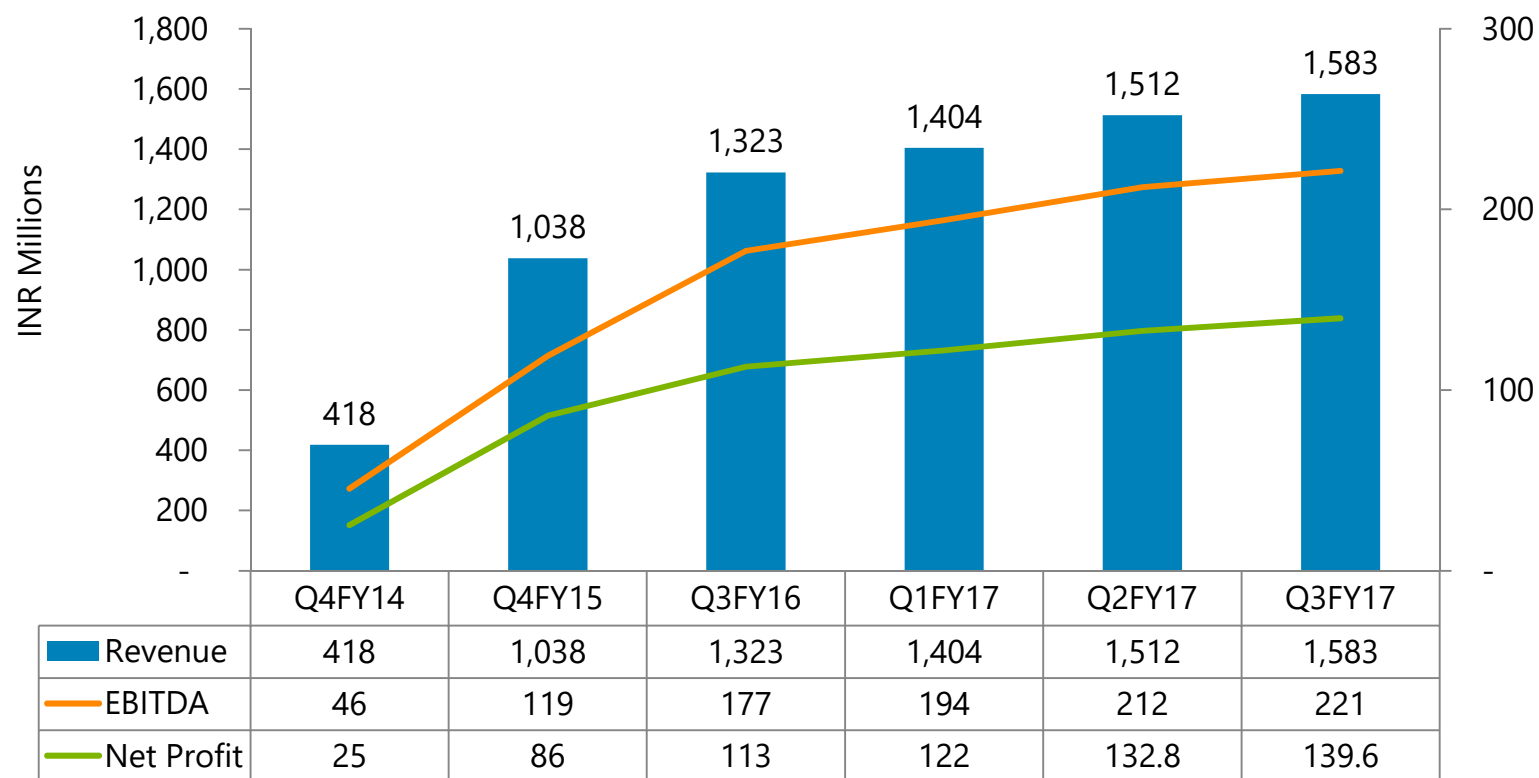


PAT



Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)

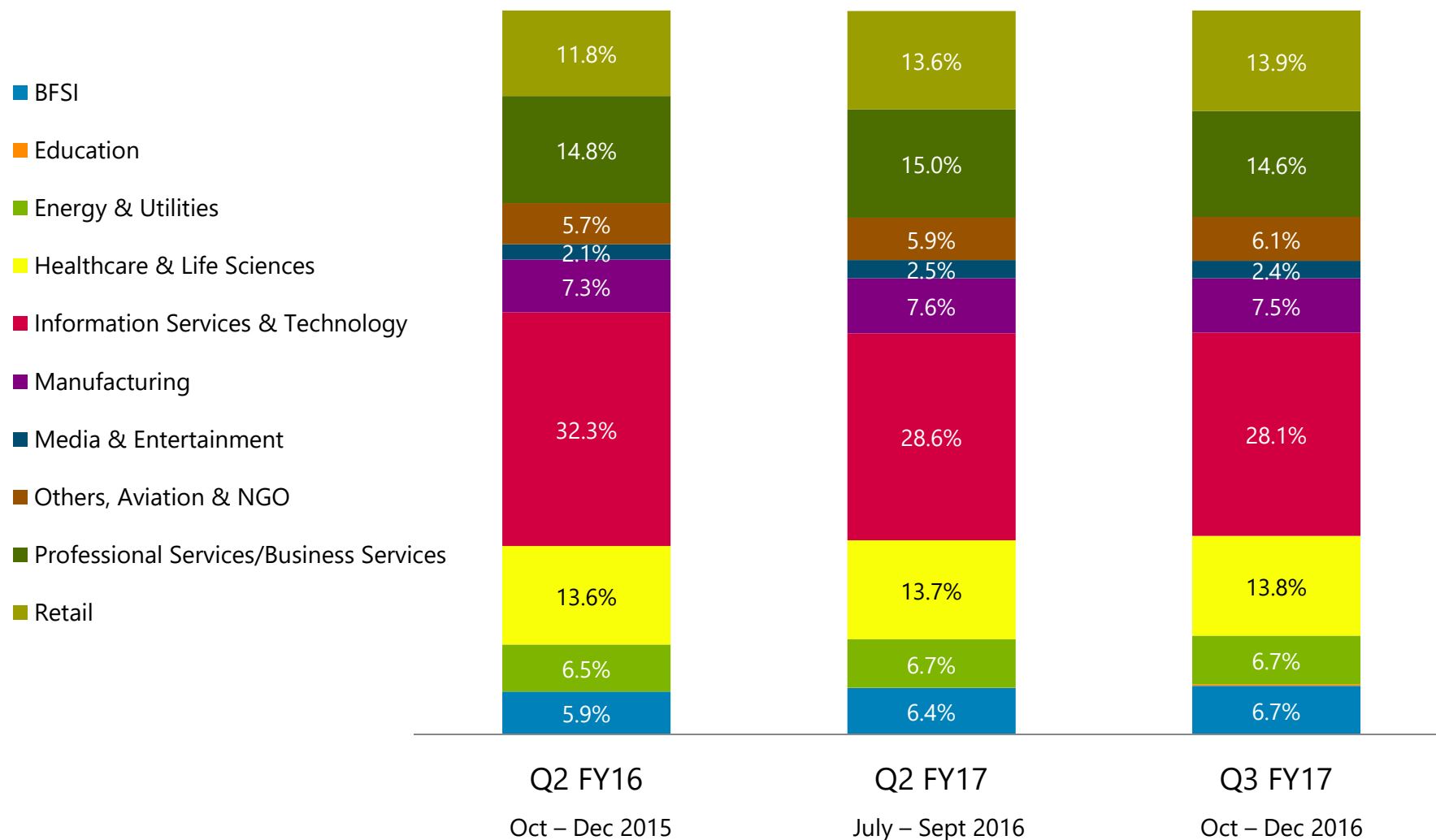
Financial Summary – Q3 FY17



- Consistent growth in revenues and profits
- Increasing focus on digitalization and mobility will provide future growth opportunities
- Q3 FY17 revenue witnessed a growth led by growing traction of digital transformation

Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)

Revenue By Industry – Q3 FY17

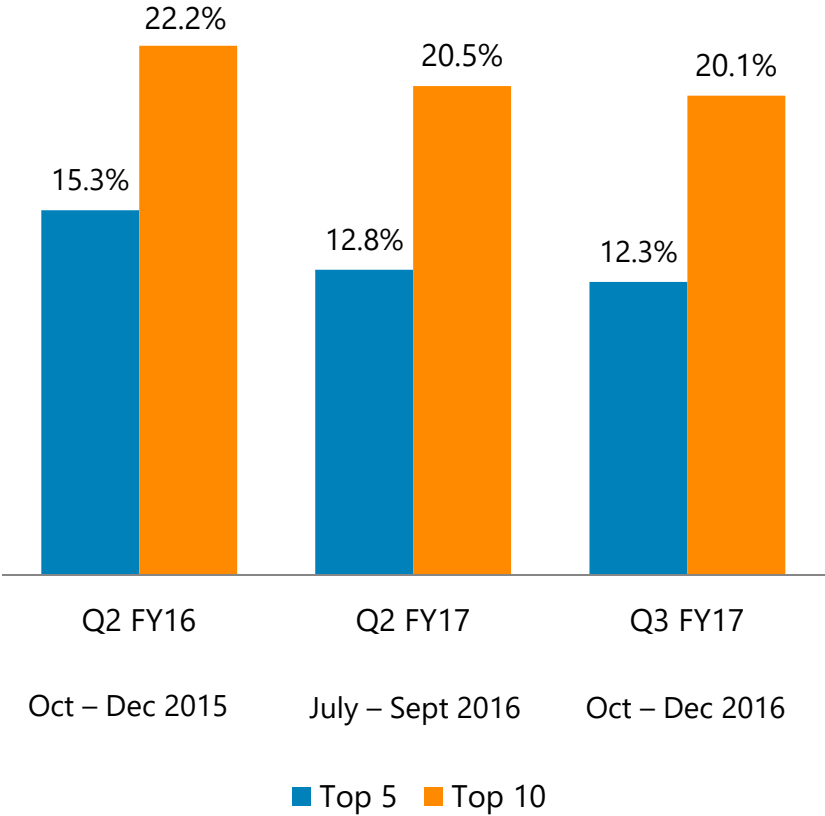


Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)

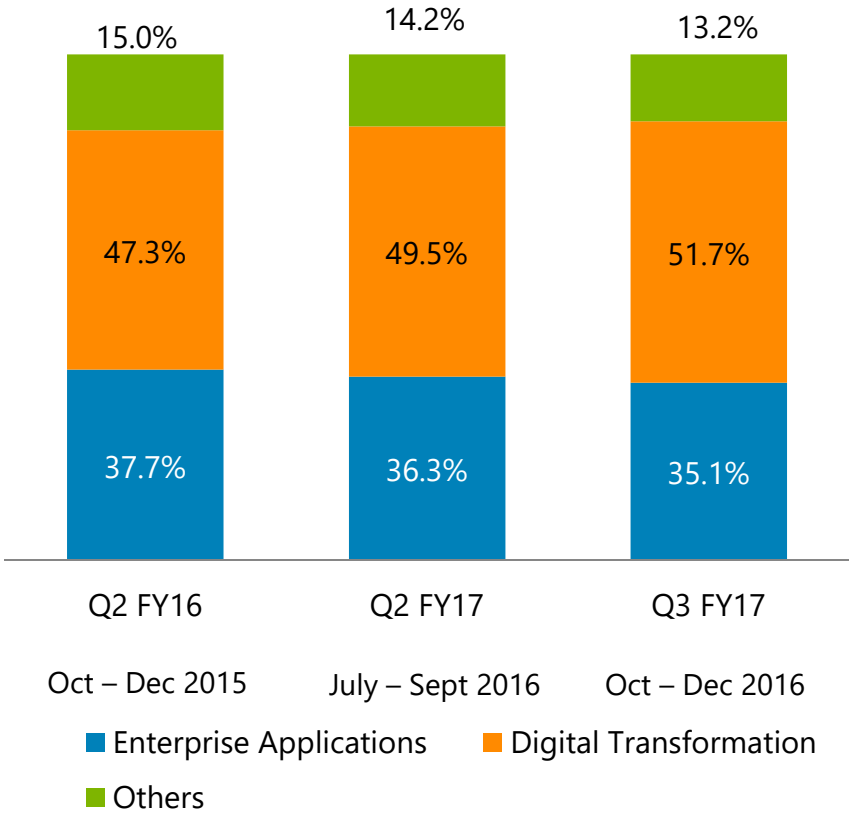
Revenue Analysis – Q3 FY17



By Clients



By Business

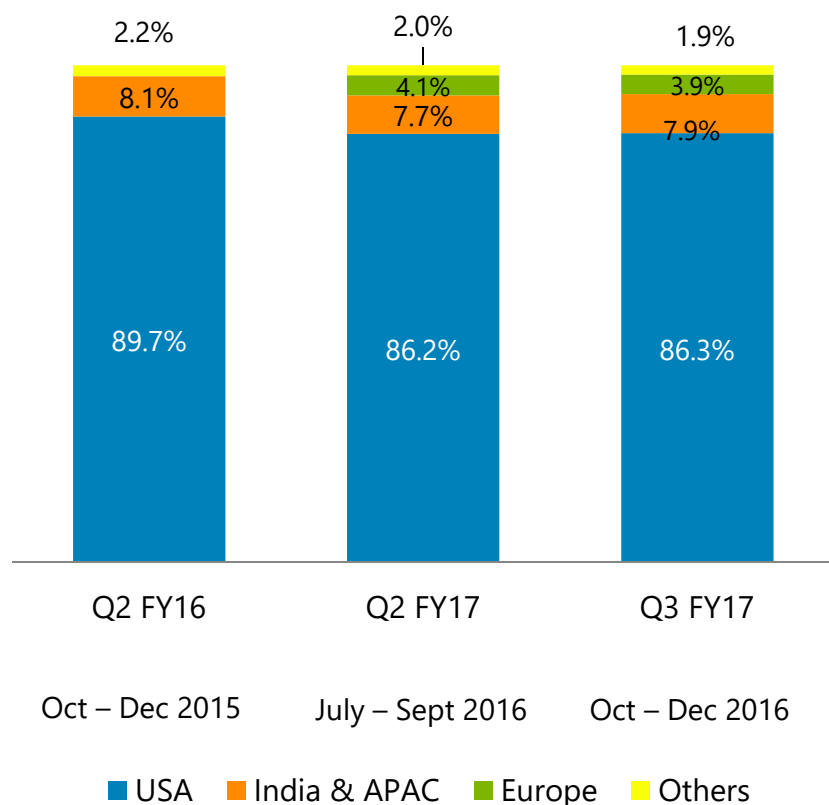


Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)

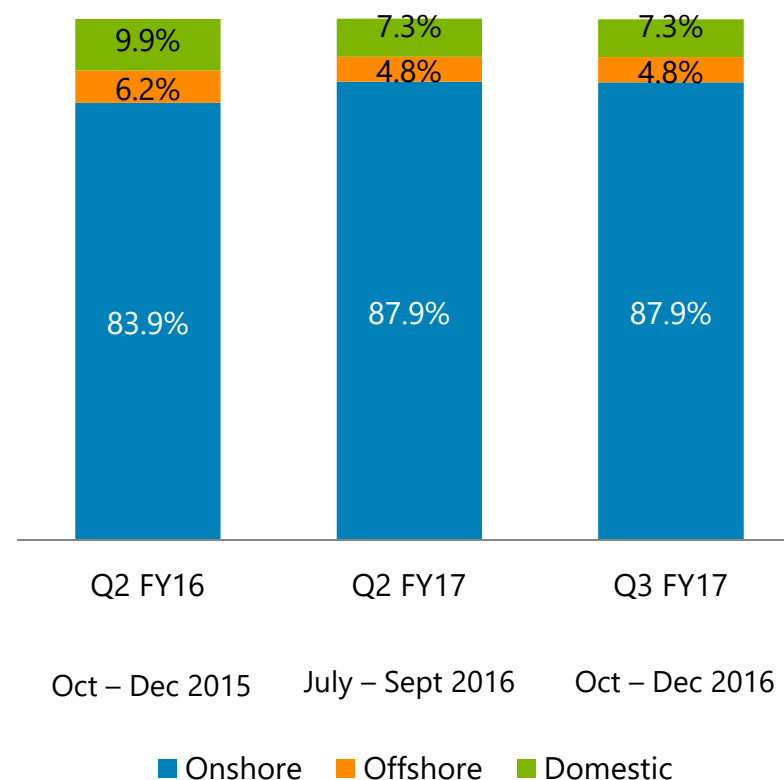
Revenue Analysis – Q3 FY17



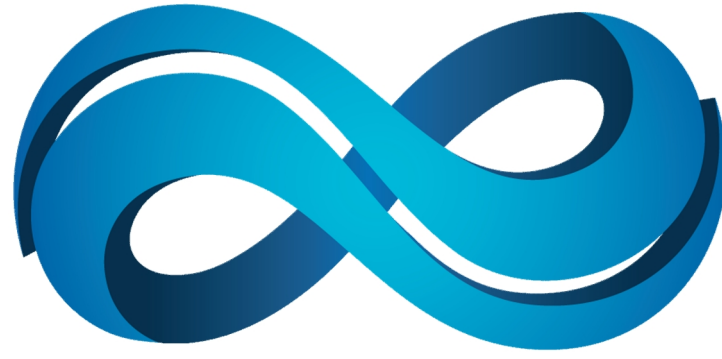
By Geography



By Delivery Location



Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)



KELLTON TECH

© 2010 Kellton Tech Solutions Limited, All Rights Reserved.

Kellton Tech Solutions Limited Logo is trademarks of Kellton Tech Solutions Limited

In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.