



KELLTON TECH

EARNINGS PRESENTATION – Q3 FY22

EXECUTIVE SUMMARY



Company Overview

- Kellton Tech is a global leader in Digital Experience Innovations and Technology Solutions with a strong footprint in the United States, the United Kingdom, Singapore, Ireland, and India.
- With nearly two decades of experience in driving business excellence for over 300+ clients, our core strength lies in scalable engineering that helps prioritize the enablement of change and take the lead in today's digital era.

Business Mix (Q3 FY 22)



Digital Transformation (81.8%)

We adopt evolving digital technologies to enable new channels of working and help enterprises turn experiences as a competitive advantage to lead across business disruptions.



Enterprise Solutions (14.2%)

We leverage insights with our deep, cross-industry experience to create digital solutions poised to solve the biggest and the most complex enterprise challenges.



Other Services (4%)

We help shape the future of businesses by delivering a wide gamut of IT strategy, innovation, and management services in an agile, scalable, and cost-effective manner.

COMPANY OVERVIEW



- Kellton Tech Solutions Ltd., also known as Kellton, is a CMMI Level-5 company and ISO 9001:2015 certified technology consulting and services company founded on the belief of 'Infinite Possibilities of Technology.'
- Our overarching aim is to build enterprise systems using data, IoT, AI, cloud, and ever-evolving digital systems and help global enterprises realize exceptional value.
- With over 1500+ dedicated practitioners, a global ecosystem of operations across the US, Europe, and Asia, and futuristic operating models, we strive to build technology-agnostic solutions in a more strategic, customer-driven approach.
- Kellton Tech has the unique ability to address business requirements of various industry verticals, including Retail, Travel, BFSI, Media and Entertainment, Healthcare, Energy, and more – and help companies transform into strategic organizations through digital transformation.
- From start-ups at incubation to Fortune 500 companies, we have helped several clients build agile, effective supply chains with the value of the new IT and navigate disruptions confidently.
- We partner with a vast set of industry partners – Software AG, MuleSoft, SAP, and IBM to name a few – to push the boundaries of innovation and bring novel capabilities to enterprises that support growth.
- Over the years, Kellton Tech has extended its reach via strategic acquisitions in the US, India, and Singapore and is continuously scaling with an exceptional focus on economic growth.



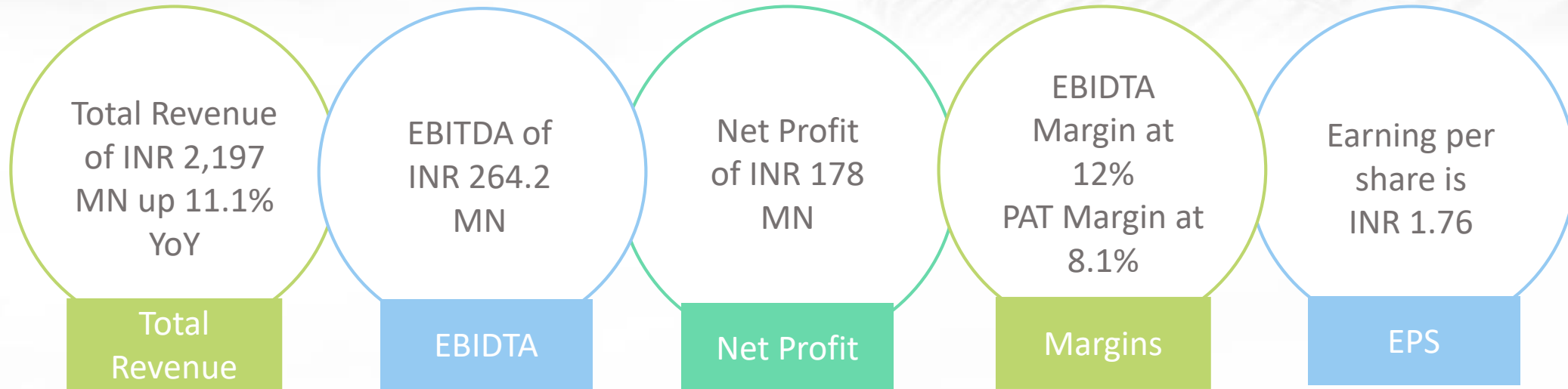
KELLTON TECH

FINANCIAL & OPERATIONAL OVERVIEW – Q3 FY22

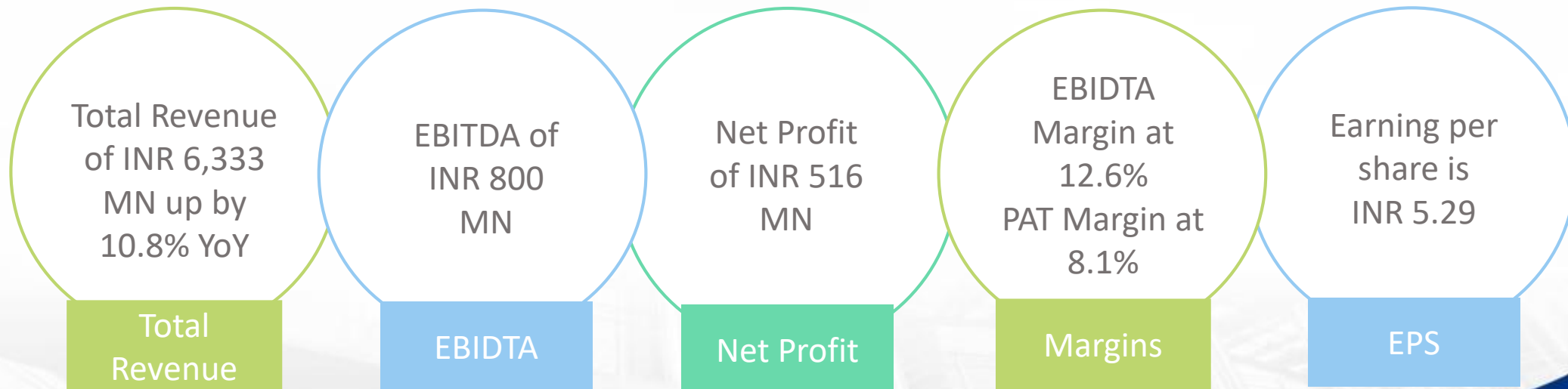
FINANCIAL HIGHLIGHTS – Q3 FY22 / 9M FY22



Q3 FY22



9M FY22



Q3 FY22 OPERATIONAL HIGHLIGHTS



The Company had several key launches and won new contracts throughout the quarter. Some key highlights are:

1st
HUMBL NFT - Go Live – We developed a web-based NFT marketplace for Humbl. Post launch, we are managing the marketplace as well. This showcases our excellence in the Blockchain technology space.

2nd
HUMBL PAY- Go Live – To further enhance our DT offerings, we have entered into a strategic partnership with HUMBL to develop the Humbl Pay Mobile App. We successfully delivered this project in this fiscal quarter.

3rd
Kellton Tech participated in the event IoT World Silicon Valley 2021 (Santa Clara, United States) to mark its presence and capabilities in the IoT space.

CLIENT WINS – Q3 FY22



We have won 6 new clients this quarter, some big wins are

One of the Leading Ed-Tech Company

A new-age education lending company has partnered with Kellton Tech to digitalize its end-to-end customer journey. We are helping them achieve an agile-CX transformation across all user touchpoints through a mission critical mobile application enabling students to evaluate different financing options.

An Equipment Rental Company

Kellton partnered with the world's largest equipment rental company to modernize its core-critical IT applications and infrastructure. Under this engagement, we are helping our client to define and execute a transformation roadmap for their current technology ecosystem by making it future-ready, secure, resilient, and scalable.

A Leading Fin-Tech Company

Kellton Tech has been selected as the preferred technology partner by a leading FinTech company to enable advanced digital identity verification in line with Web3 ethos. Under this collaboration, we are helping our client to up scale their data bridging capabilities across layers. Furthermore, this will help our client optimize their dynamic KYC process by leveraging block chain technology.

A company dealing in Precious Metals

A leading company in the Gulf (GCC) region collaborates with Kellton Tech to build an innovative digital gold hedging and storage platform. We are transforming critical user-facing digital gold trading process for hedging and investment purposes by leveraging gold as a Non Fungible Token

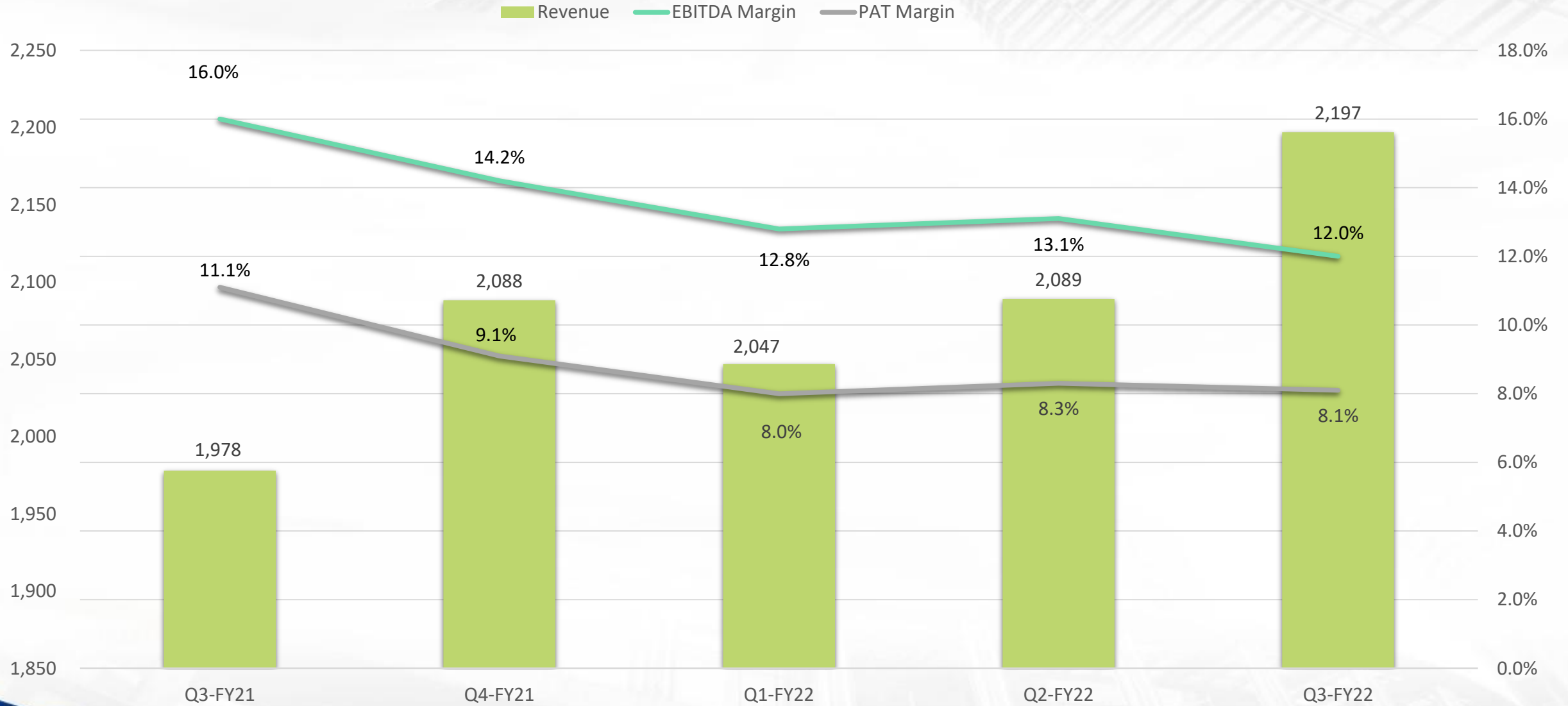
A New Age SaaS Start-up

As a strategic technology enabler, we have collaborated with the US-based company disrupting the next-gen QR technology to achieve a holistic customer experience. With a focus on redefining the entire user experience, we are building an intuitive platform to create custom dynamic QR codes with advanced embedded real-time analytics.

A Leading IT Services Company

Kellton Tech has been selected as a technology partner by a leading IT solutions company. We are building an intelligent BI platform by integrating disparate data sources to enable single-window tracking of workforce performance and analytics for a global workforce management company.

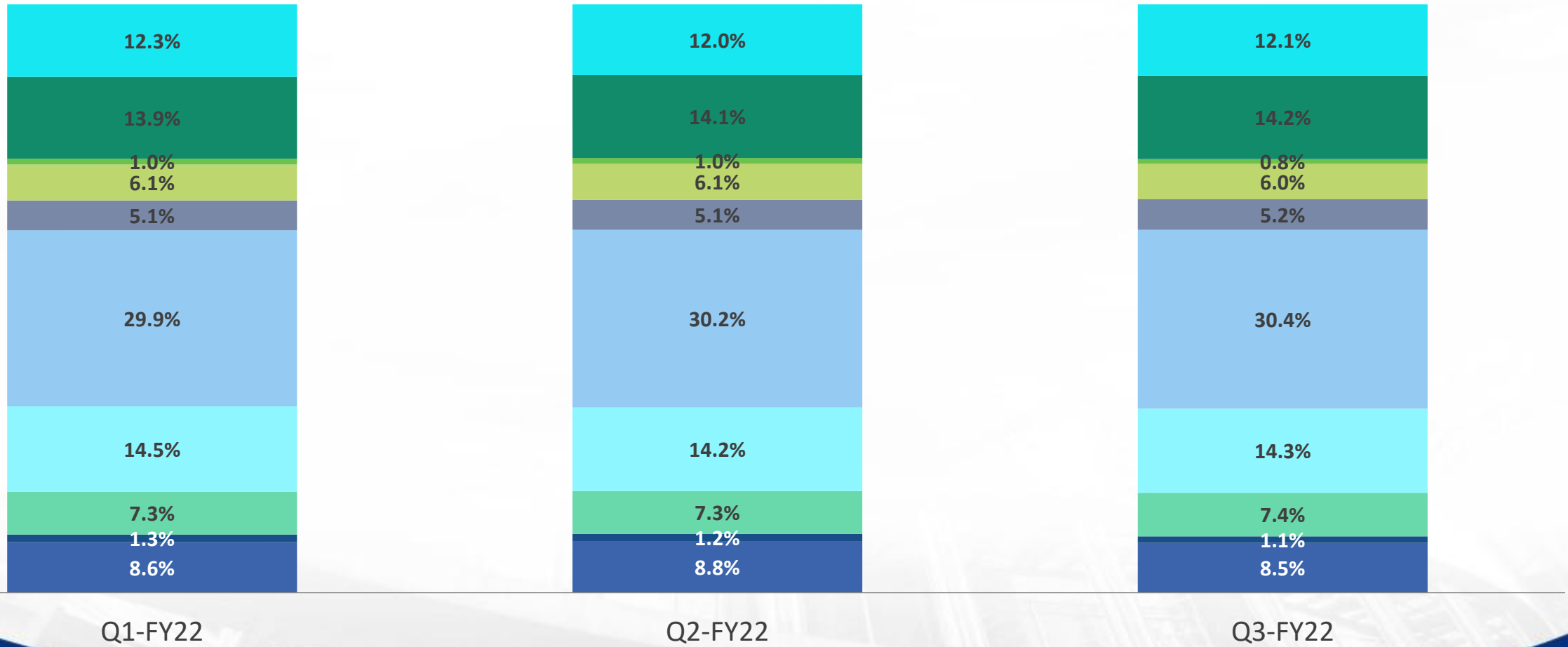
Q3 FY22 REVENUE SUMMARY



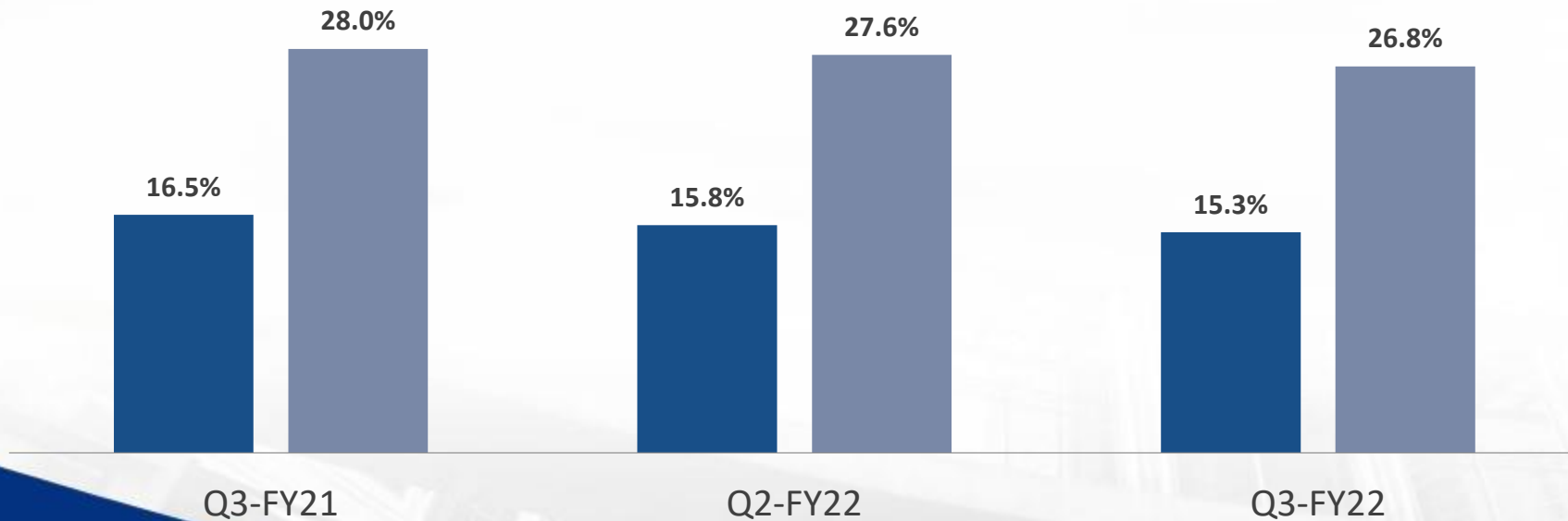
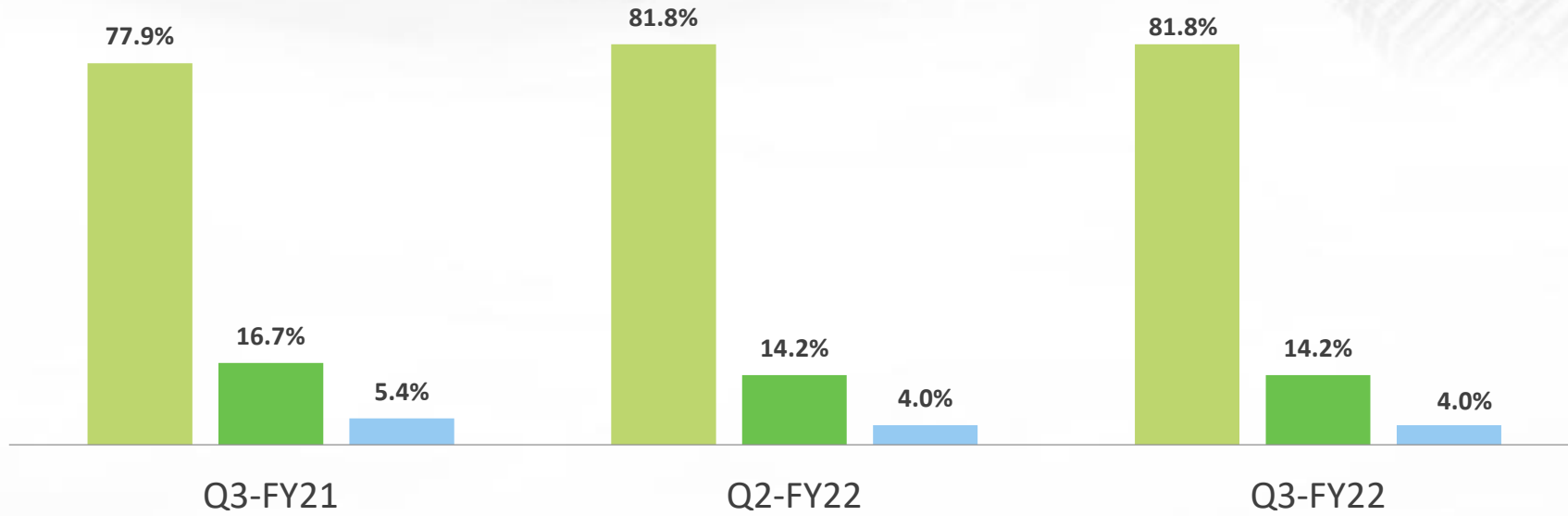
Q3 FY22 REVENUE BY INDUSTRY



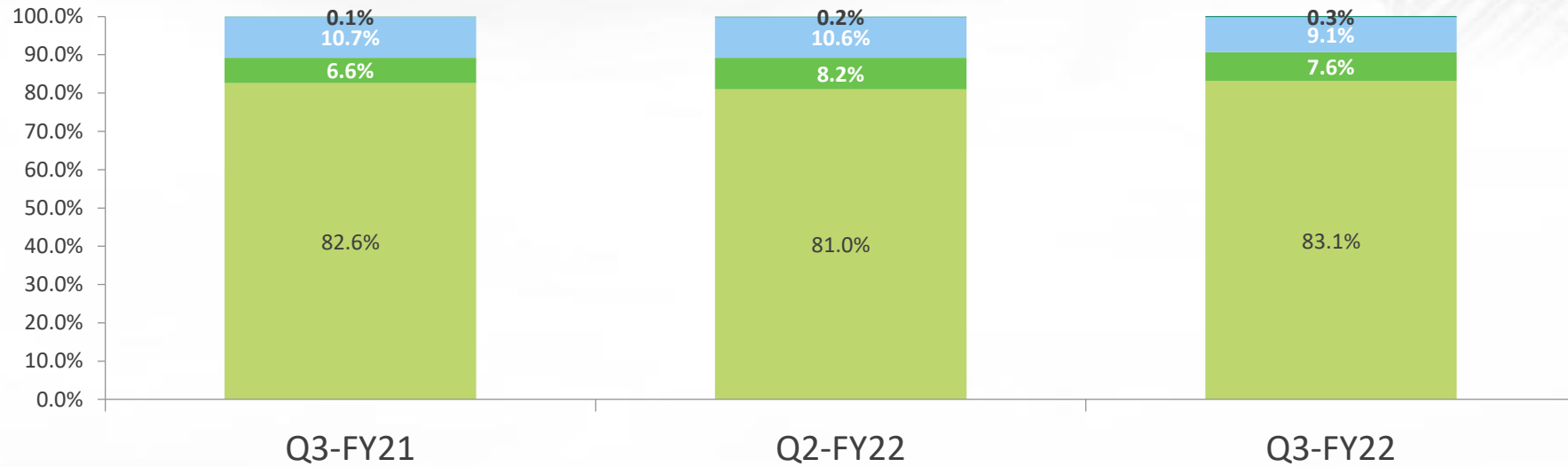
- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail



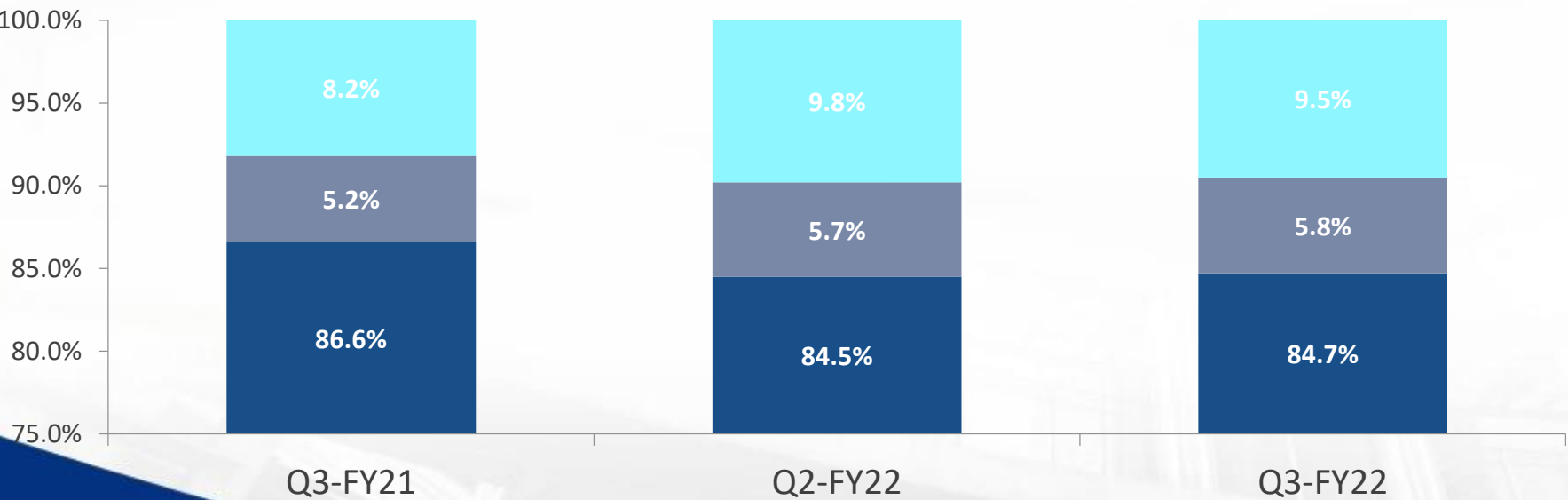
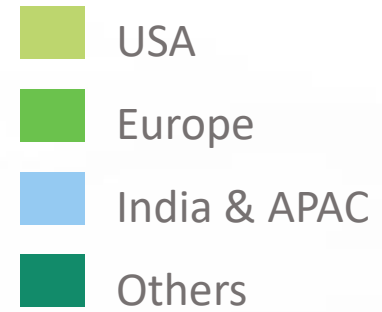
Q3 FY22 KEY METRICS



Q3 FY22 KEY METRICS



Revenue % By Geography



Revenue Mix



Q3 FY22 CONSOLIDATED INCOME STATEMENT



| INCOME STATEMENT (INR Mn) | Q3-FY22 | Q2-FY22 | Q-o-Q | Q3-FY21 | Y-o-Y |
|---|--------------|--------------|--------------|--------------|---------------|
| Revenue from operations | 2,192 | 2,087 | 5.0% | 1,964 | 11.6% |
| Other Income | 5 | 2 | | 14 | |
| Total Income | 2,197 | 2,089 | 5.2% | 1,978 | 11.1% |
| Total Expenses | 1,933 | 1,816 | 6.4% | 1,662 | 16.3% |
| EBITDA | 264 | 273 | -3.3% | 316 | -16.3% |
| EBITDA Margin (%) | 12.0% | 13.1% | | 16.0% | |
| Depreciation | 29 | 27 | | 31 | |
| Finance Cost | 29 | 26 | | 33 | |
| PBT | 206 | 220 | -6.3% | 252 | -18.4% |
| Tax | 28 | 45 | | 34 | |
| Profit After Tax | 178 | 175 | 2.1% | 218 | -18.6% |
| PAT Margins (%) | 8.1% | 8.3% | | 11.1% | |
| Other Comprehensive Income | (8) | 2 | | (10) | |
| Total Comprehensive Income (After Tax) | 170 | 177 | | 208 | |
| Diluted EPS (INR) | 1.76 | 1.83 | | 2.16 | |



KELLTON TECH

HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS



| INCOME STATEMENT (INR Mn) | FY21 | FY20 | FY19 | FY18 |
|---|--------------|---------------|---------------|---------------|
| Revenue from operations | 7,756 | 7,707 | 8,141 | 7,835 |
| Other Income | 47 | 39 | 51 | 27 |
| Total Income | 7,803 | 7,746 | 8,192 | 7,862 |
| Total Expenses | 6,678 | 6,583 | 6,962 | 6,650 |
| EBITDA | 1,125 | 1,163 | 1,230 | 1,212 |
| <i>EBITDA Margin</i> | <i>14.4%</i> | <i>15.01%</i> | <i>15.01%</i> | <i>15.42%</i> |
| Depreciation | 129 | 128 | 67 | 54 |
| Finance Cost | 128 | 164 | 189 | 163 |
| PBT | 868 | 871 | 974 | 995 |
| Tax | 156 | 165 | 205 | 311 |
| Profit After Tax | 712 | 705 | 769 | 684 |
| <i>PAT Margins</i> | <i>9.1%</i> | <i>9.1%</i> | <i>9.39%</i> | <i>8.70%</i> |
| Other Comprehensive Income | (4) | 37 | (18) | (48) |
| Total Comprehensive Income (After Tax) | 708 | 743 | 751 | 636 |
| EPS (INR) | 7.34 | 7.70 | 7.79 | 6.60 |

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)



| Equity and Liabilities (INR Mn) | FY21 | FY20 |
|--|--------------|--------------|
| Shareholder Funds | | |
| (A) Equity Share Capital | 482 | 482 |
| (B) Other Equity | 3,723 | 3,681 |
| Total -Shareholder Funds | 4,205 | 4,163 |
| Non-Current Liabilities | | |
| Financial Liabilities | | |
| (I) Borrowings | 226 | 286 |
| (ii) Other Financial Liabilities | 95 | 363 |
| (iii)Other non-current Liabilities | 17 | 60 |
| Provisions | 30 | 24 |
| Lease Liabilities | 80 | 155 |
| Deferred Tax Liabilities | 23 | 16 |
| Total - Non-Current Liabilities | 471 | 904 |
| Current Liabilities | | |
| Financial Liabilities | | |
| (I) Borrowings | 649 | 669 |
| (ii) Trade Payables | 162 | 393 |
| (iii) Other Financial Liabilities | 136 | 208 |
| Other Current Liabilities | 107 | 155 |
| Provisions | 412 | 454 |
| Current Tax Liabilities (Net) | 177 | 238 |
| Total – Current Liabilities | 1,643 | 2,117 |
| GRAND TOTAL - EQUITIES & LIABILITES | 6,319 | 7,184 |

| Assets (INR Mn) | FY21 | FY20 |
|-----------------------------------|--------------|--------------|
| Non-Current Assets | | |
| Property, Plant & Equipment | 100 | 103 |
| Capital Work in Progress | - | - |
| Right to use assets | 61 | 124 |
| Goodwill | 1,616 | 2,257 |
| Other Intangible Assets | 288 | 294 |
| Financial Assets | | |
| (I) Investments | - | - |
| (II) Loans | - | - |
| Other Financial Assets | 8 | 17 |
| Other Non-Current Assets | 118 | 205 |
| Total - Non-Current Assets | 2,191 | 3,000 |
| Current Assets | | |
| Inventories | 0 | 1 |
| Financial Assets | | |
| (I) Trade Receivables | 2,058 | 2,026 |
| (II) Cash & Cash Equivalentents | 389 | 300 |
| (III) Loans | - | - |
| (IV) Other Financial Assets | 1,132 | 1,155 |
| Other current assets | 549 | 703 |
| Total – Current Assets | 4,128 | 4,184 |
| GRAND TOTAL – ASSETS | 6,319 | 7,184 |

DISCLAIMER



Kellton Tech Solutions Limited Disclaimer:

The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision

For further details, please feel free to contact our Investor Relations Representative:

Ms. Anupam Kumari

E-mail: anupam.kumari@kelltontech.com