



EARNINGS PRESENTATION – Q3 FY23

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 23)



Digital Transformation (82.0%)

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



Enterprise Solutions (14.1%)

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 (3.9%)

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.

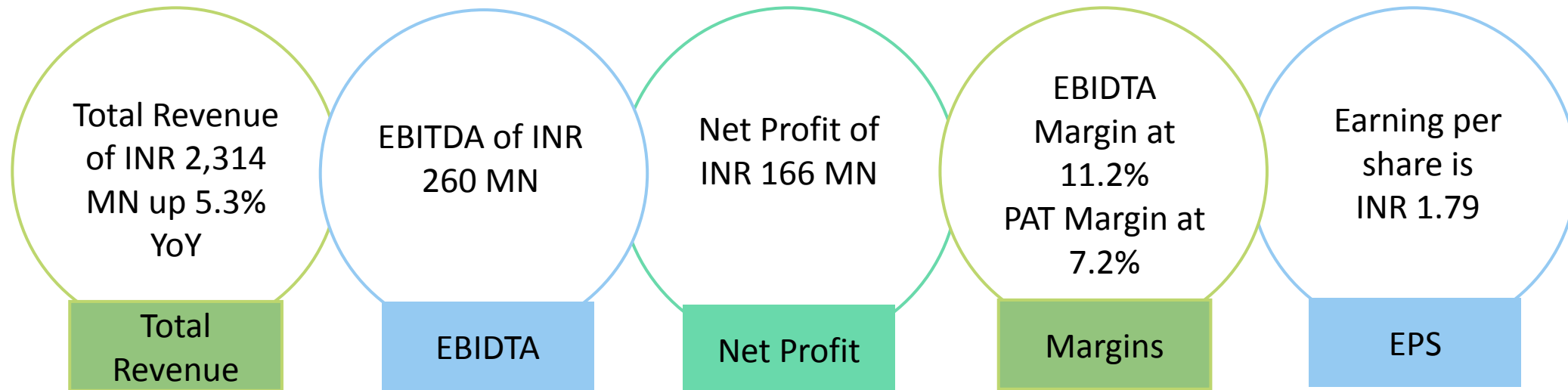


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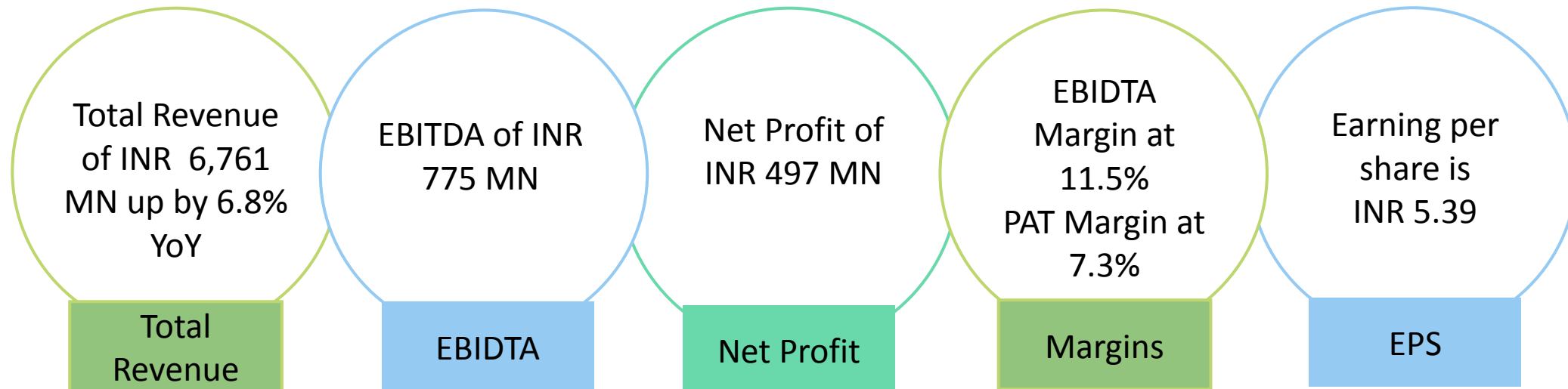
FINANCIAL & OPERATIONAL OVERVIEW – Q3 FY23

FINANCIAL HIGHLIGHTS – Q3 FY23 / 9M FY23

Q3 FY23

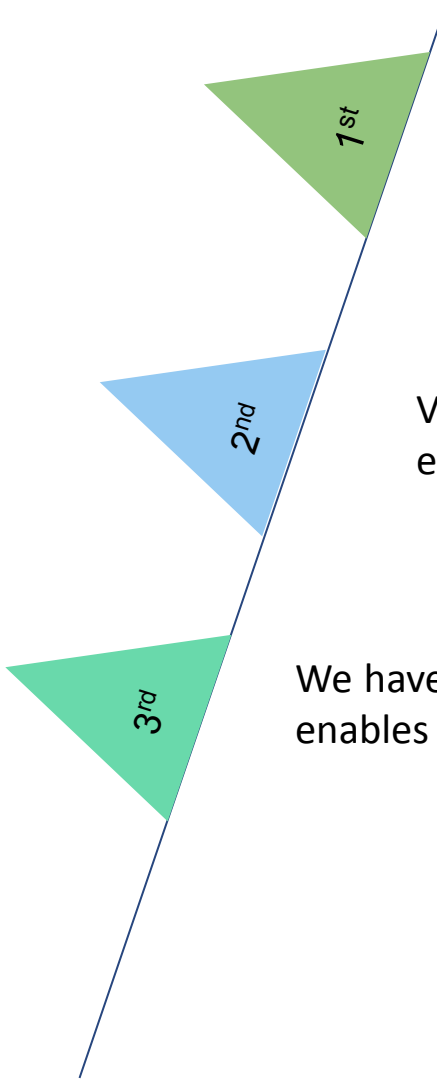


9M FY23



Q3 FY23 OPERATIONAL HIGHLIGHTS

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



1st

Kellton, a leading digital transformation company, made its debut feature as a Leader in the Zinnov Zones ER&D Services Ratings 2022 edition.

2nd

Vividh Baru has been appointed as the SVP & Head of Digital Practice. He will lead global Digital Practice, encompassing all digital services including Cloud, Data, AI and Web3

3rd

We have launched LEAP - a Learning & Development initiative for #Kelltonites. Leap is a mission that enables employees to leverage collaborative learning and knowledge sharing with their peers.

CLIENT WINS – Q3 FY23

We have won **5** new clients this quarter, wins are

An Automation Software Firm

In collaboration with the company, to facilitate transparent, reliable and efficient business partnerships by simplifying access to accurate information on the licence status of contractors and employees in regulated sectors. Kellton helped the company to develop and augment robust databases across 8 regions in the United States.

One of the largest Business Solutions

Kellton partnered with a leading Business Solutions firm which offers consulting, system integration, network integration, and project management services in New York City, USA to upgrade their online platforms. Our team provided offshore and onshore developers and administration resources to augment their technical platform.

A Leading Law Firm

Based in San Diego, one of the largest family law firms in Southern California. Kellton played an instrumental role in augmenting the legal application process for the firm's clients by creating a robust online platform for document submission and registration.

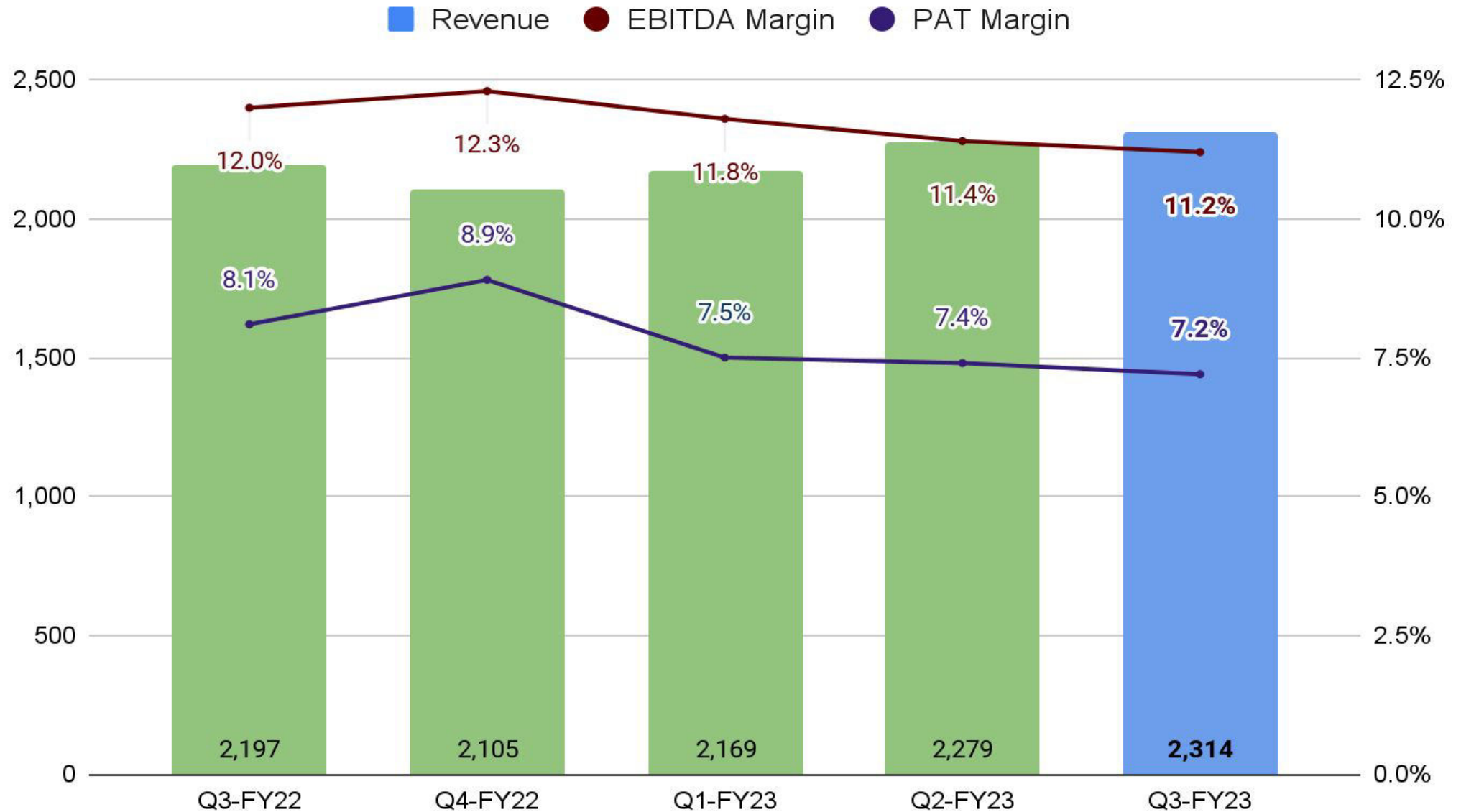
Leading Lifestyle Brand

Kellton has been selected as a preferred partner with the company. An ode to contemporary living, is an online and offline platform for curated collections of furniture, accessories, wall panellings, carpets and more. Kellton has been chosen as their trusted partner for e-Commerce Web and Mobile Platform Development.

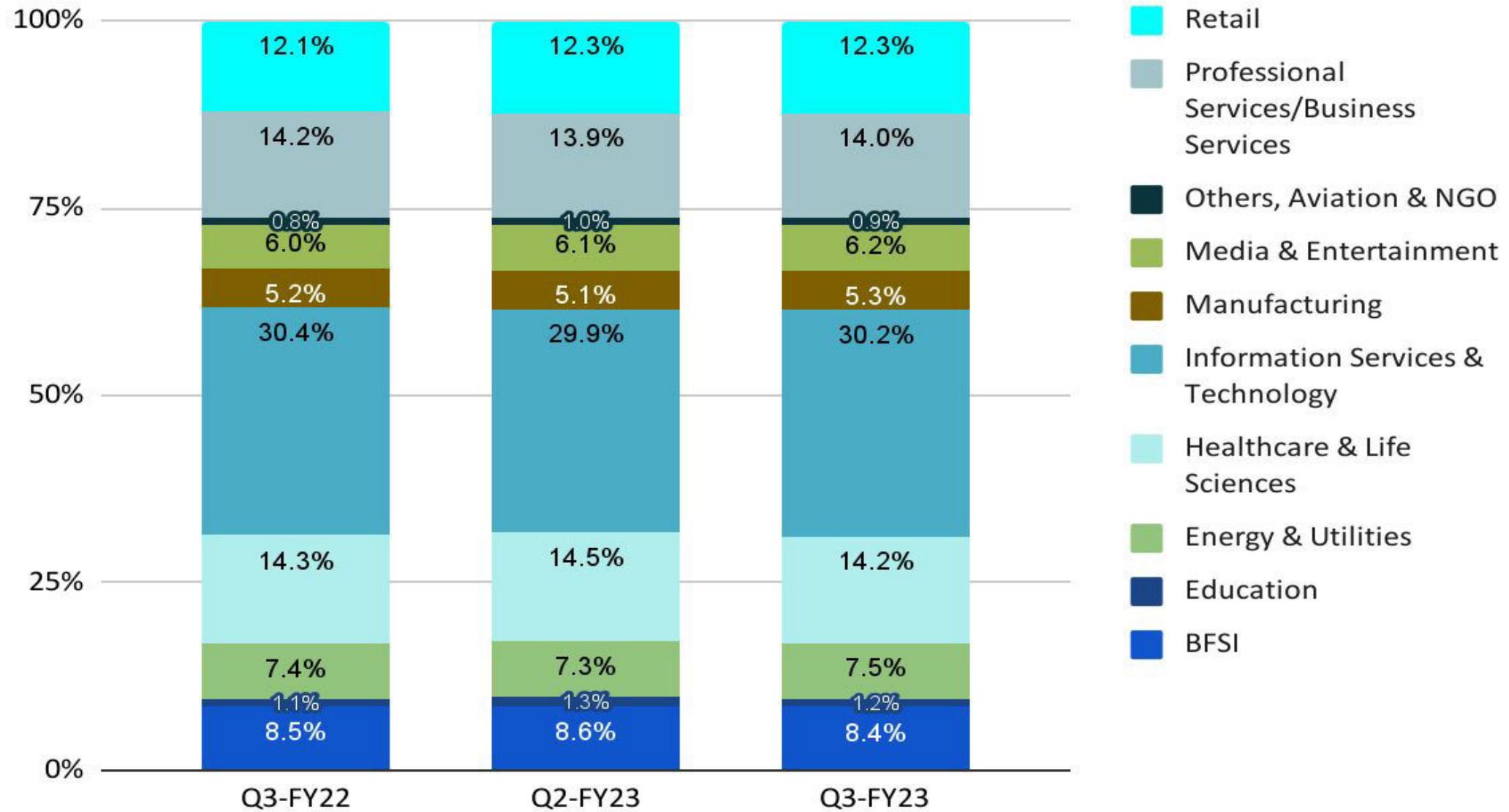
HR Platform Firm

In collaboration with a HR Platform company, an avant-garde candidate experience platform designed for talent teams. Kellton has partnered with company for Product Discovery, Design related engagements and related projects.

Q3 FY23 REVENUE SUMMARY



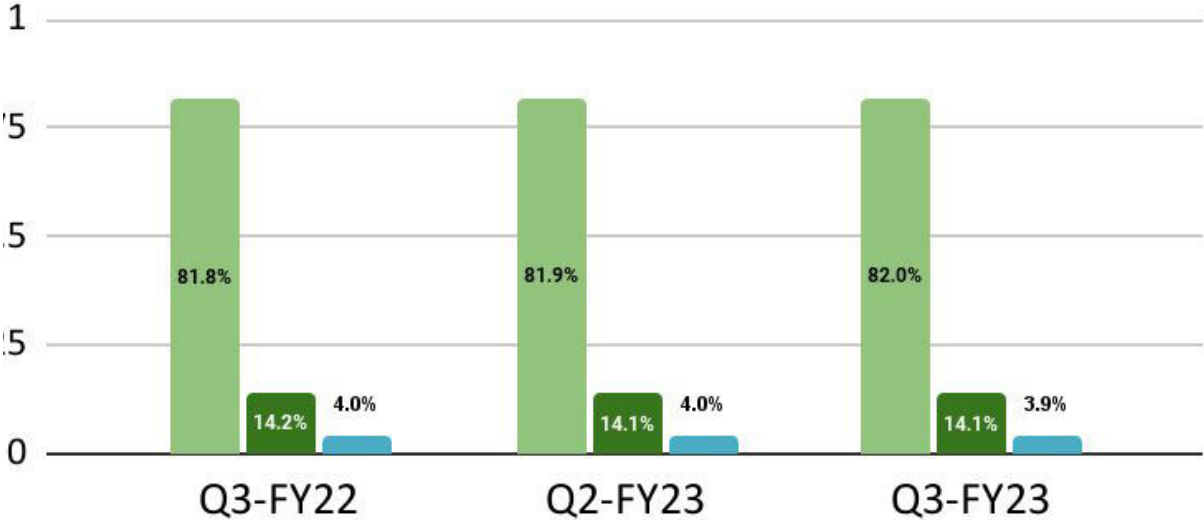
Q3 FY23 REVENUE BY INDUSTRY



Q3 FY23 KEY METRICS

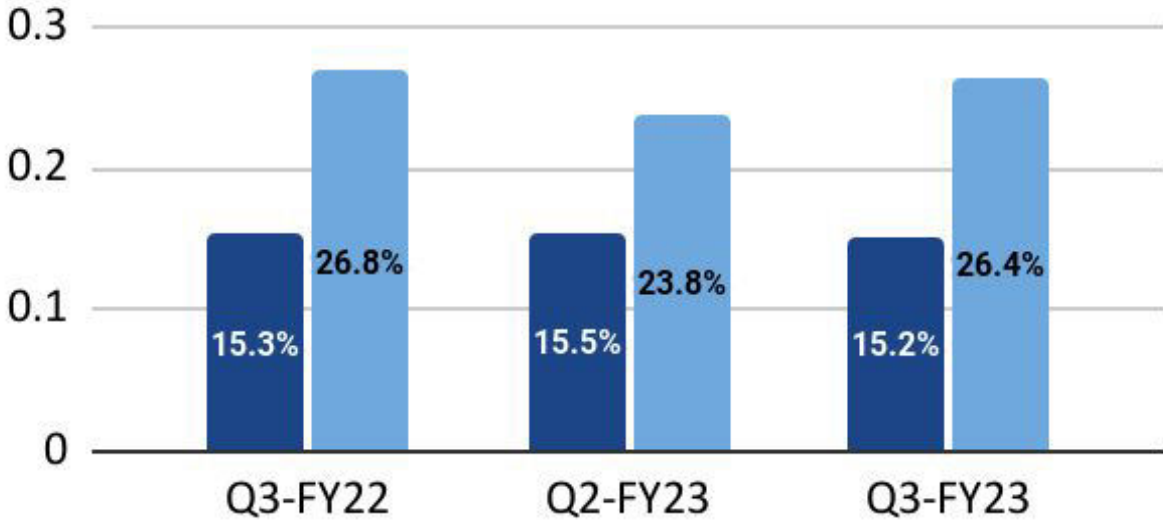
Revenue % By Business Segment

Digital Transformation Enterprise Solutions
Consulting Income



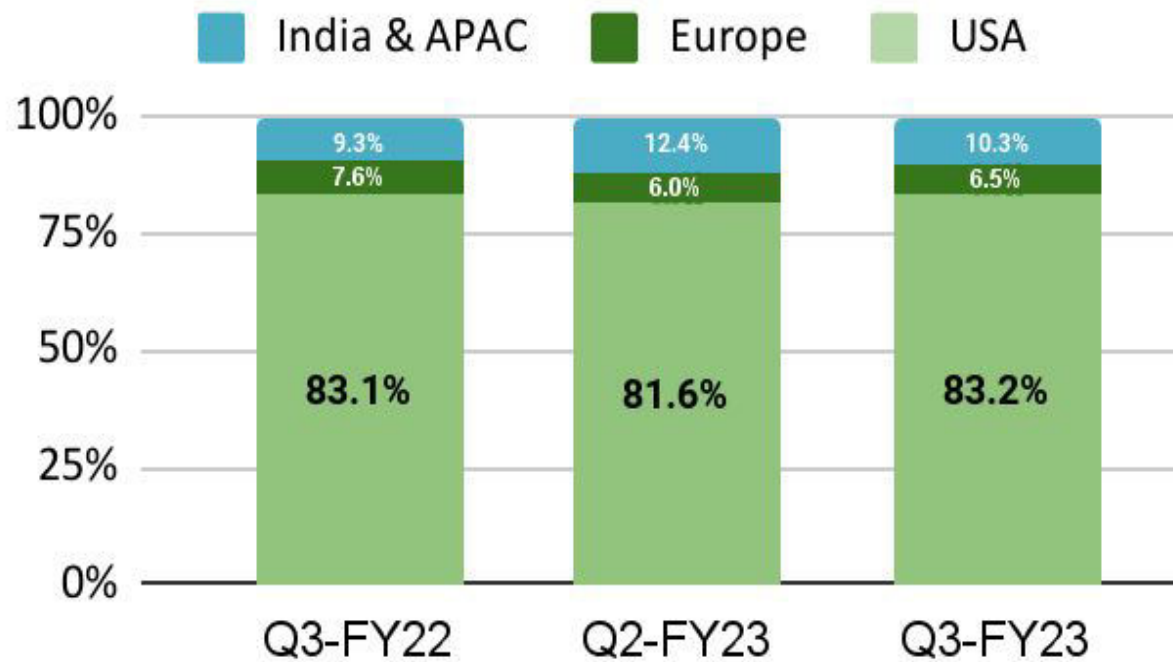
Revenue % By Clients

Top 5 clients Top 10 clients

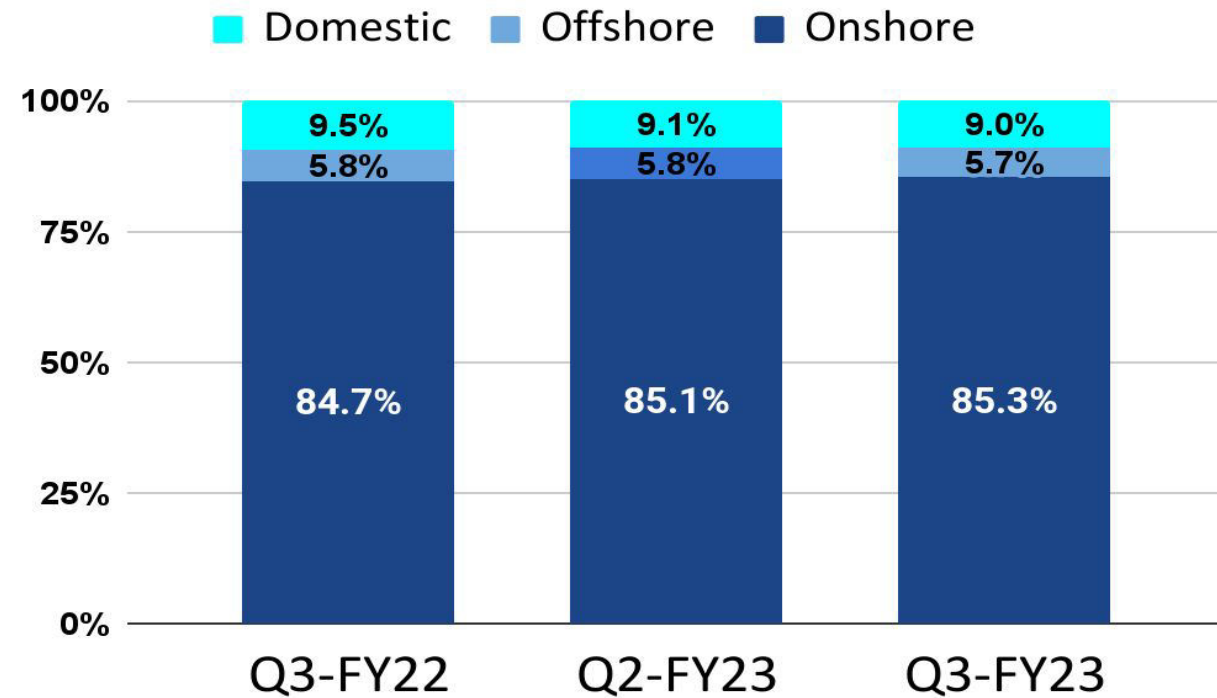


Q3 FY23 KEY METRICS

Revenue % By Geography



Revenue Mix



Q3 FY23 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q3-FY23	Q2-FY23	Q-o-Q	Q3-FY22	Y-o-Y
Revenue from operations	2,309	2,272	1.6%	2,192	5.3%
Other Income	5	7		5	
Total Income	2,314	2,279	1.6%	2,197	5.3%
Total Expenses	2,054	2,019		1,933	
EBITDA	260	260		264	
EBITDA Margin (%)	11.2%	11.4%		12.0%	
Depreciation	33	32		29	
Finance Cost	26	27		29	
PBT	201	201		206	
Tax	35	33		28	
Profit After Tax	166	168		178	
PAT Margins (%)	7.2%	7.4%		8.1%	
Other Comprehensive Income	7	6		(8)	
Total Comprehensive Income (After Tax)	173	175		170	
Diluted EPS (INR)	1.79	1.81		1.76	



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HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS

INCOME STATEMENT (INR Mn)	FY22	FY21	FY20
Revenue from operations	8,427	7,756	7,707
Other Income	12	47	39
Total Income	8,439	7,803	7,746
Total Expenses	7,380	6,678	6,583
EBITDA	1,059	1,125	1,163
EBITDA Margin	12.6%	14.4%	15.01%
Depreciation	109	129	128
Finance Cost	116	128	164
PBT	834	868	871
Tax	130	156	165
Profit After Tax	704	712	705
PAT Margins	8.3%	9.1%	9.1%
Other Comprehensive Income	9	(4)	37
Total Comprehensive Income (After Tax)	713	708	743
EPS (INR)	7.39	7.34	7.70

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)

Equity and Liabilities (INR Mn)	FY22	FY21
Shareholder Funds		
(A) Equity Share Capital	483	482
(B) Other Equity	4,304	3,723
Total -Shareholder Funds	4,787	4,205
Non-Current Liabilities		
Financial Liabilities		
(I) Borrowings	132	226
(ii) Other Financial Liabilities	88	95
(iii)Other non-current Liabilities	14	17
Provisions	34	30
Lease Liabilities	76	80
Deferred Tax Liabilities	24	23
Total - Non-Current Liabilities	368	471
Current Liabilities		
Financial Liabilities		
(I) Borrowings	918	649
(ii) Trade Payables	151	162
(iii) Other Financial Liabilities	97	136
Other Current Liabilities	113	107
Provisions	255	412
Current Tax Liabilities (Net)	31	177
Total – Current Liabilities	1,565	1,643
GRAND TOTAL - EQUITIES & LIABILITIES	6,720	6,319

Assets (INR Mn)	FY22	FY21
Non-Current Assets		
Property, Plant & Equipment	105	100
Capital Work in Progress	-	-
Right to use assets	67	61
Goodwill	1,529	1,616
Other Intangible Assets	289	288
Financial Assets		
(I) Investments	-	-
(II) Loans	-	-
Other Financial Assets	7	8
Other Non-Current Assets	96	118
Total - Non-Current Assets	2,093	2,191
Current Assets		
Inventories	0	0
Financial Assets		
(I) Trade Receivables	2,226	2,058
(II) Cash & Cash Equivalents	249	389
(III) Loans	-	-
(IV) Other Financial Assets	1,629	1,132
Other current assets	523	549
Total – Current Assets	4,627	4,128
GRAND TOTAL – ASSETS	6,720	6,319

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