

**KELLTON TECH**

# Q1 FY17 Earnings Presentation

August 06, 2016

BSE: 519602 | NSE: KELLTONTEC | ISIN: INE164B01022 | Bloomberg: KTSL:IN | Reuters: KELL.BO | [www.kelltontech.com](http://www.kelltontech.com)

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# Agenda

01 | **Performance Highlight**

02 | Financial Performance



# Q1 FY17 – Highlights

- Revenue:
  - ✓ Operating revenue of Rs 1,400.9 Million; up 5.9% QoQ and up 35.0% YoY
  - ✓ Total revenue of Rs 1,404.3 Million; up 5.8% QoQ and up 34.6% YoY
  
- Profit:
  - ✓ EBITDA was at Rs 193.6 Million; up 9.5% QoQ and up 45.0% YoY
  - ✓ EBITDA Margin stood at 13.8%
  - ✓ Net Profit stood at Rs 122.1 Million; up 8.3% QoQ and up 42.2% YoY
  - ✓ PAT Margin of 8.7%
  
- People:
  - ✓ Net addition of 58 in the Quarter
  - ✓ Total Headcount 1200+

# Business Highlights



- Won the prestigious Digitizing India Award, a Cisco initiative in collaboration with CNBC.
- Implementing an eCommerce solution for the largest distributor and retailer of tyres in US.
- Digital transformation for a leading insurance and financial services company.
- Creating exceptional digital experiences for the viewers of the largest Spanish language broadcast television network in the world.
- Engaged by a leading electric and gas company in US for digital transformation of their entire systems.
- Won 18 new clients during the quarter. Prominent clients include:
  - ✓ The largest hospital chain in US
  - ✓ Largest manufacturer of mattress (and health & wellness products) in US
  - ✓ A leading design-centric furniture and home décor based e-tailer in APAC
  - ✓ The leading air conditioning and commercial refrigeration company India with digital transformation
  - ✓ India's largest online health products vendor
  - ✓ A leading private university in India

# Agenda

01 | Performance Highlight

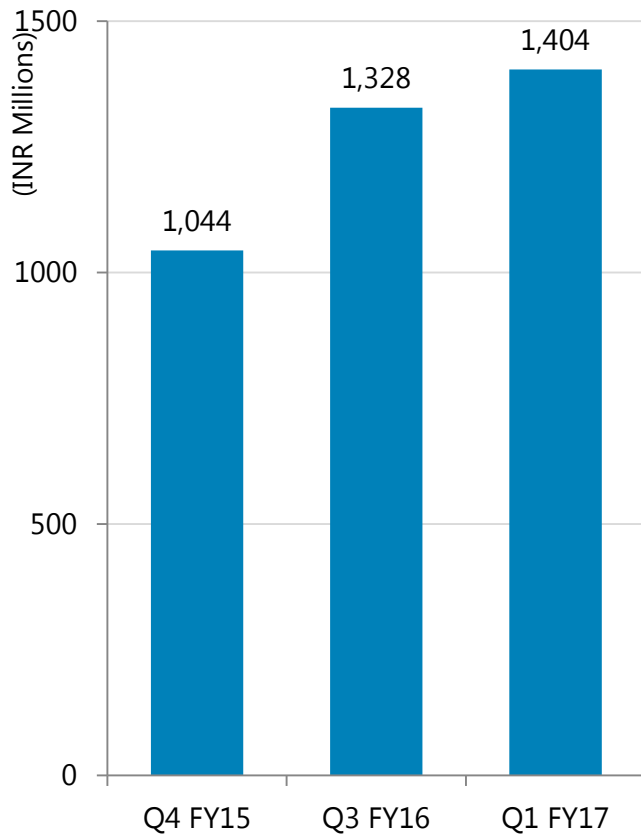
02 | **Financial Performance**



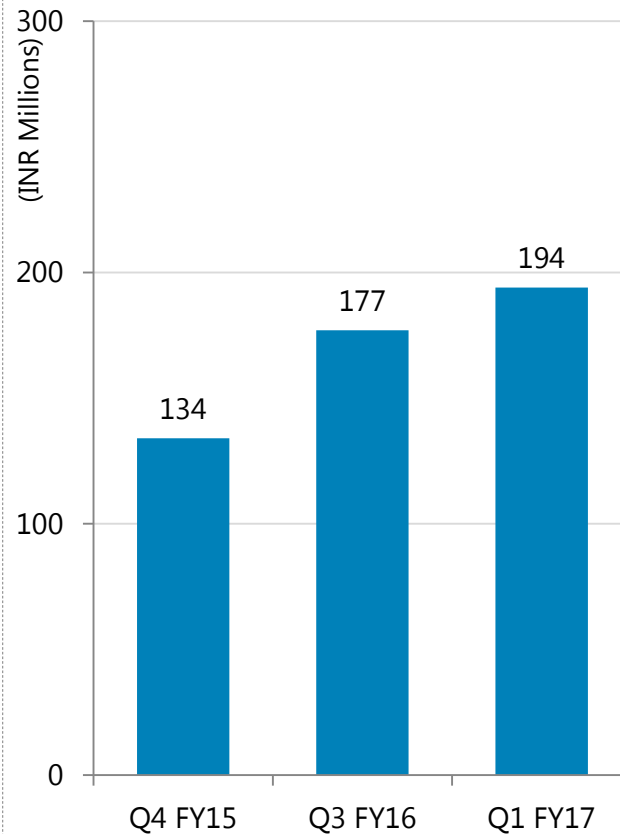
# Financial Summary – Q1FY17



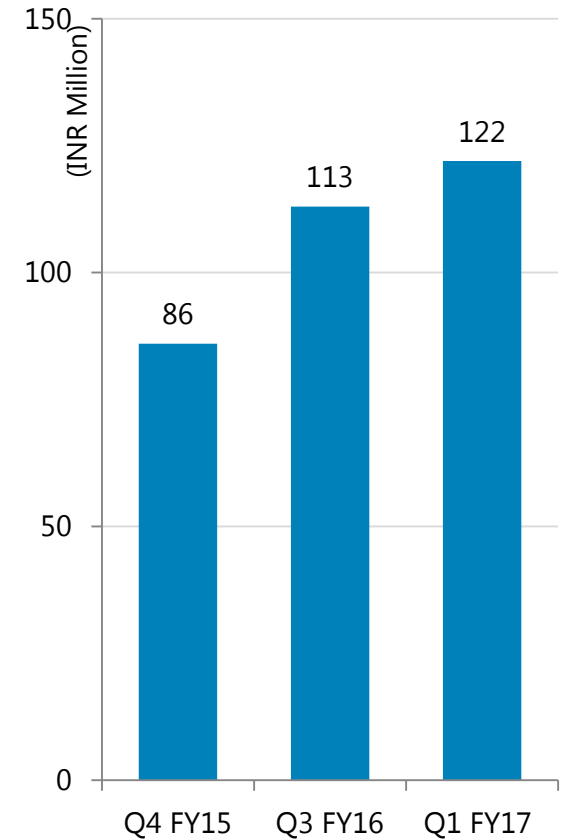
## Total Income



## EBITDA

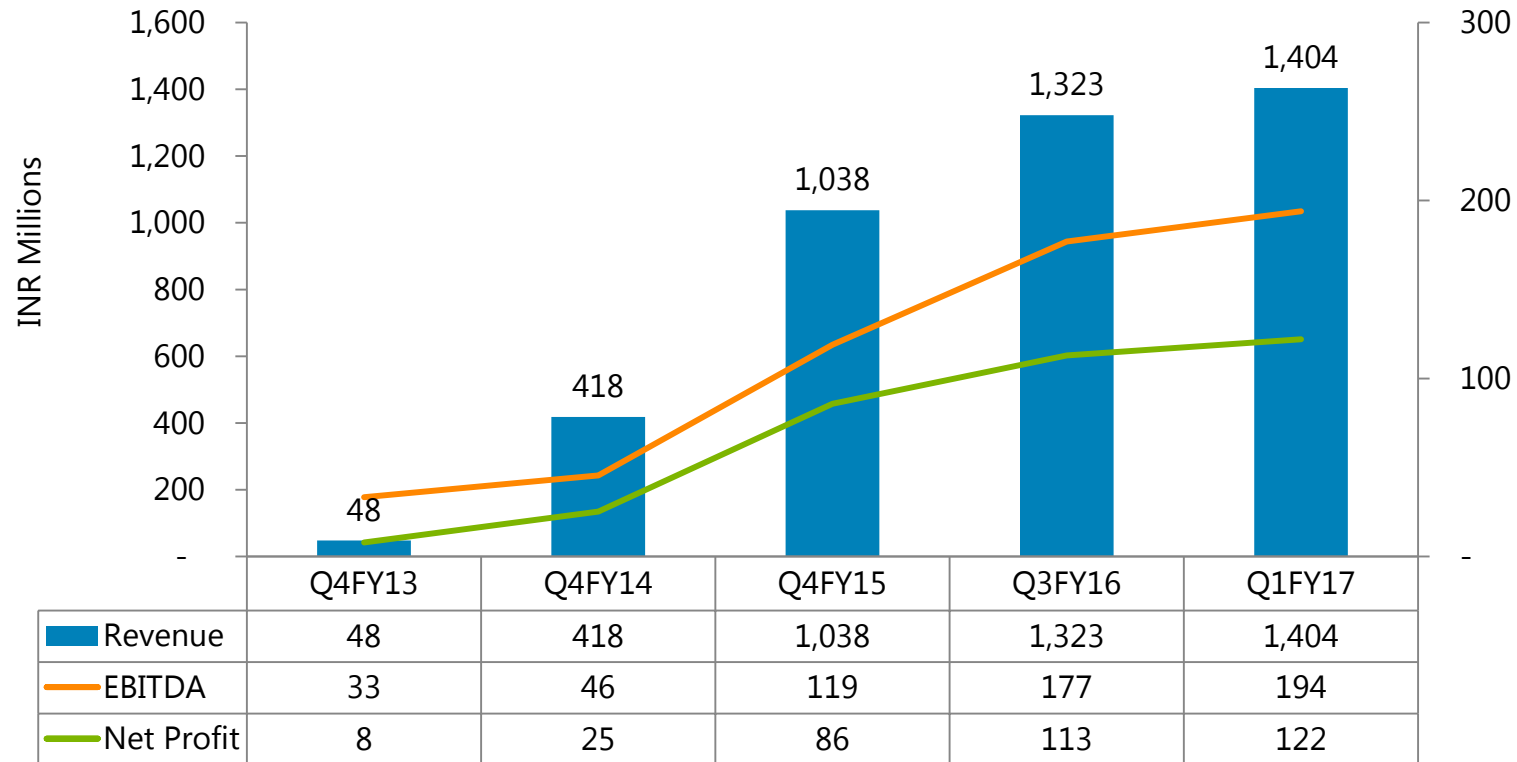


## PAT



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

# Financial Summary – Q1FY17

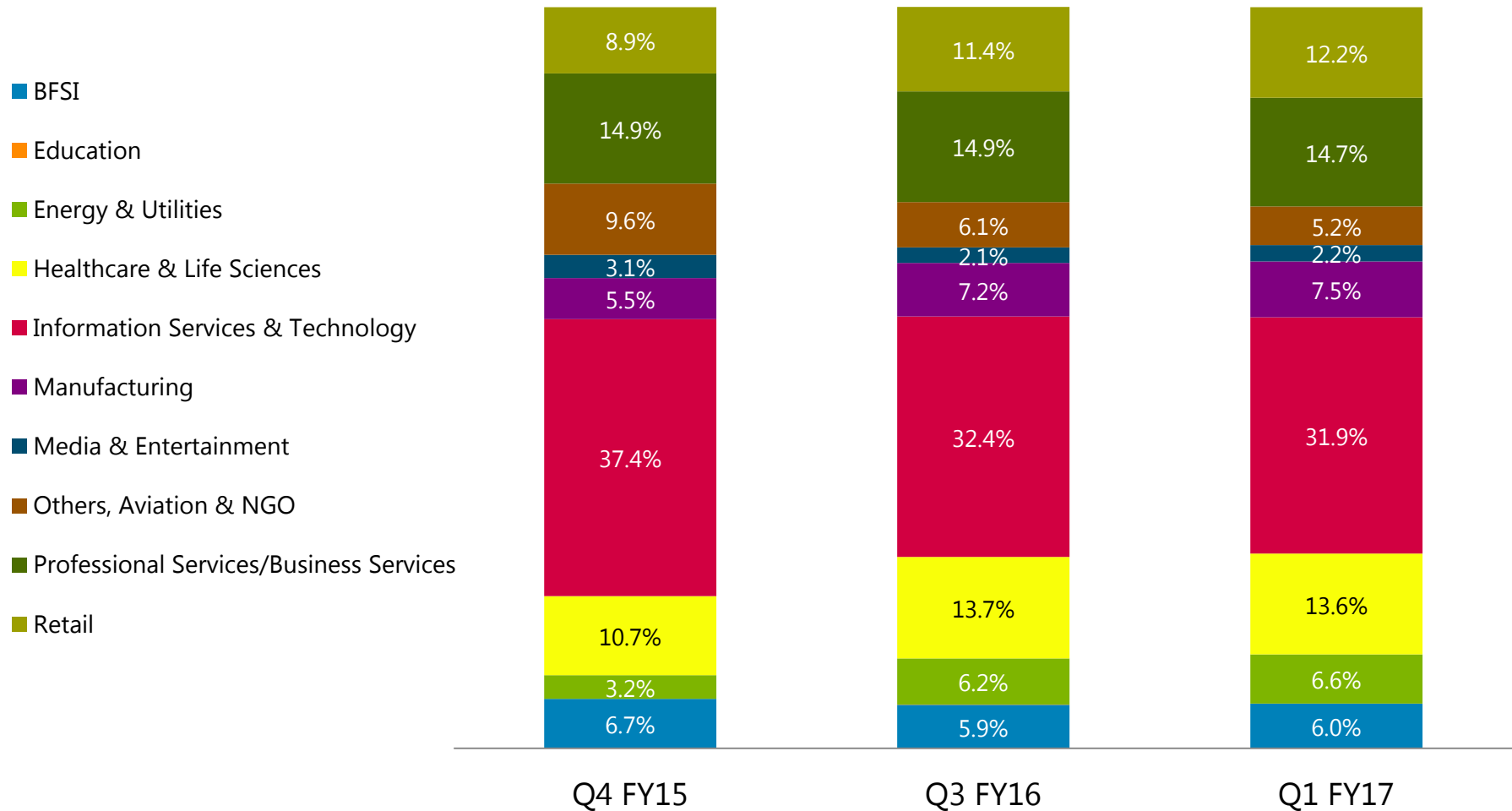


- Consistent growth in revenues and profits
- Increasing focus on digitalization and mobility will provide future growth opportunities
- Q1FY17 revenue witnessed a growth led by Enterprises adopting Digital Transformation

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# Revenue By Industry – Q1FY17

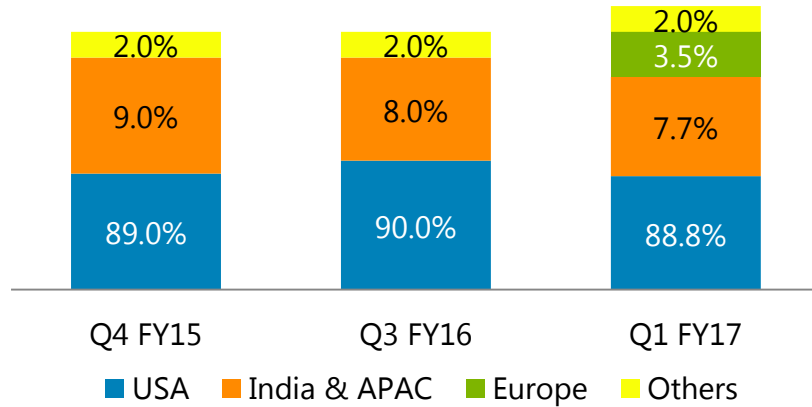


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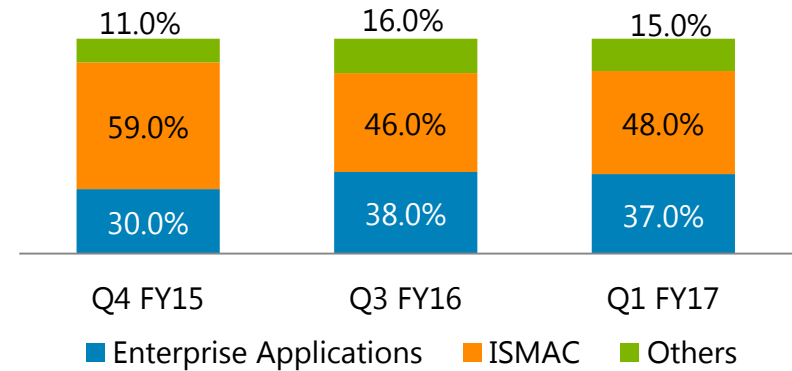
# Revenue Analysis – Q1FY17



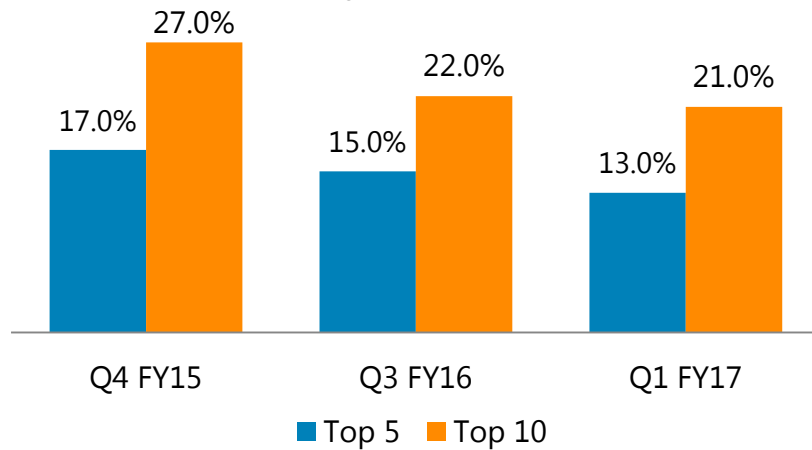
### By Geography



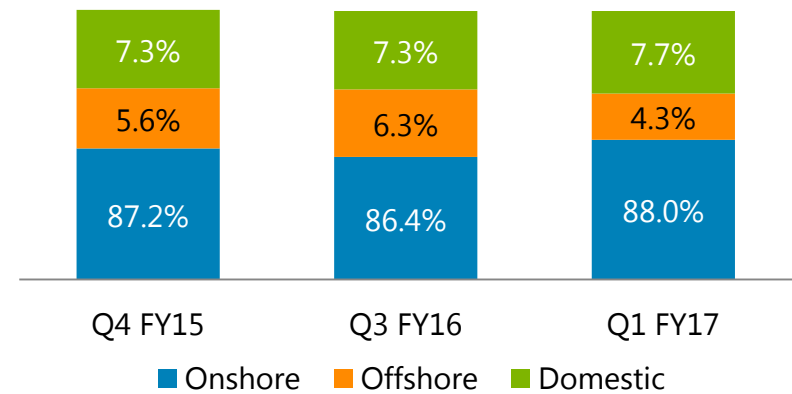
### By Business



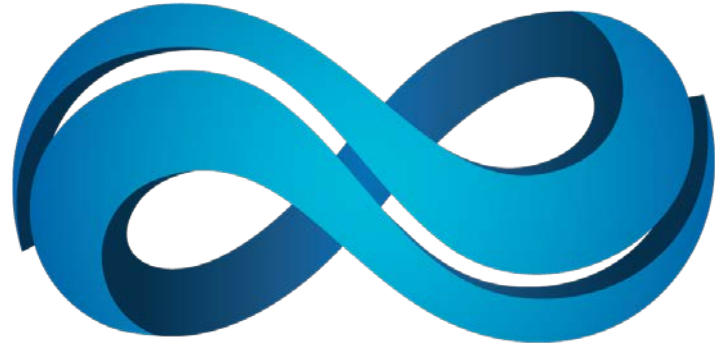
### By Clients



### By Delivery Location



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