



EARNINGS PRESENTATION – Q1-FY20

EXECUTIVE SUMMARY

Company Overview:



- Kellton Tech Solutions Ltd. (Kellton) is a new age IT services company with global footprint in the US, United Kingdom, Ireland, Singapore, and India.
- The Company offers digital solutions, advisory services, along with serving as systems integrator to over 300 clients globally, ranging from start-ups to Fortune 1,000 enterprises.

Business Mix (FY19):

Digital Transformation (71%)



Leveraging on a potent mixture of digital technologies for profoundly disrupting business activities and competencies through Digital Transformation.

Enterprise Solutions (17%)



Kellton, as part of its founding philosophy, believes in developing customized solutions for large enterprises, as straitjacket fit solutions don't work for every business.

Other Services (12%)



Headed by a passionate team of individuals, Kellton offers a large gamut of IT consulting services to organizations in a transparent and scalable manner.

Servicing the following sectors:

Retail & E-commerce | Travel, Tourism & Hospitality | Media & Entertainment | Healthcare

Professional Services | Manufacturing | Food & Beverage | Oil & Gas | BFSI | IT

Financial Highlights:

Operational Income

FY18	FY19
INR 7,835 Mn	INR 8,141 Mn

EBITDA

FY18	FY19
INR 1,185 Mn	INR 1,179 Mn

PAT

FY19	FY19
INR 684 Mn	INR 769 Mn

COMPANY OVERVIEW

Kellton Tech Solutions Ltd. (Kellton) is a CMMI Level 5 and ISO 9001:2015 certified technology consulting and services company founded on the belief of **‘Infinite Possibilities with Technology.’**

Following industry best practices and agile principles for developing solutions by harnessing the power of disruptive technologies such as IoT, AI/ML, Blockchain, AR/VR, Chatbot, etc., is coherently ingrained in Kellton’s genealogy.

With operations across the US, Europe, and Asia-Pacific, the team of 1,500 dedicated Kellton’ites take a technology agnostic approach to delivering solutions and serves as a bridge between the technology options and the clients’ business needs.

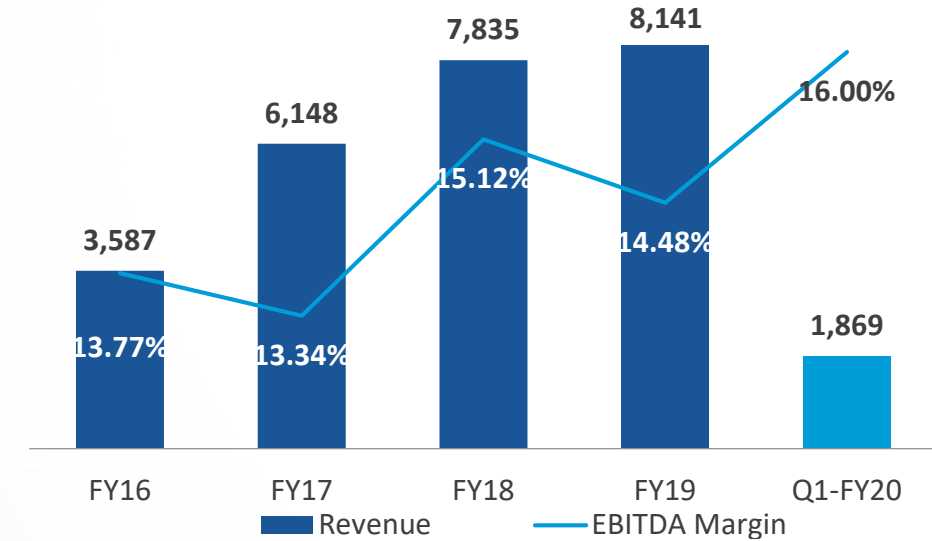
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

We have helped startups to Fortune 500 clients build disruptive Digital Transformation solutions and leverage technology as a competitive differentiator for their businesses.

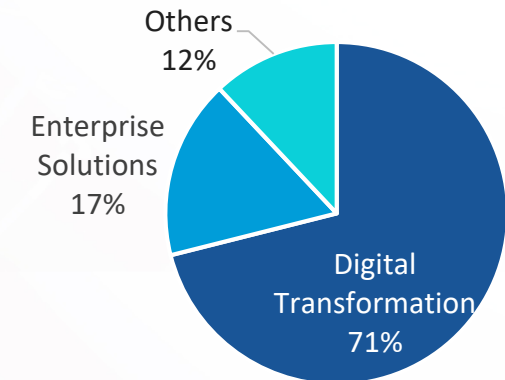
Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

The company has meticulously built a comprehensive and impressive portfolio through strategic acquisitions in the United States, India, and Singapore.

Operational Revenues (INR Mn) & EBITDA Margins (%)



Segmental Revenue Break-up (FY19)





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Q1-FY20 FINANCIAL OVERVIEW

Q1-FY20 FINANCIAL HIGHLIGHTS

➤ Q1-FY20 Financial Highlights:

- ✓ Operational Revenue of INR 1,869 Mn; down 1.7% QoQ
- ✓ EBITDA was at INR 299.0 Mn; up 2.7% QoQ
- ✓ EBITDA Margin stood at 16.0%
- ✓ Net Profit stood at INR 185 Mn; up 4.5% QoQ
- ✓ PAT Margin of 10.1%
- ✓ EPS was at INR 1.91 per share; up 4.4% QoQ

Q1-FY20 OPERATIONAL HIGHLIGHTS

- Kellton Tech is a select change-maker partner to Software AG's North America Sales Kick-Off (SKO) event in Las Vegas. This has given us the opportunity to network with Software AG partners and their sales team through leadership keynotes and interactive training sessions based on our playbooks—Cumulocity IoT, Hybrid Integration, and API Management.
- Kellton Tech is a proud participant at this year's SAPPHIRE NOW and ASUG Annual Conference, the largest business technology event happening in Orlando, Florida. In this event, we showcased our entire gamut of solutions, tools, and methodologies that have helped our clients drive extraordinary levels of innovation across key business functions and drive intelligent outcomes.

Q1-FY20 NEW CLIENT WINS

Won 19 new clients, some big wins are:



A Global Risk Utility Company

Kellton Tech is developing a holistic credit risk analytics and management platform for a global risk-utility company to gauge associated portfolio risks with ease and accuracy.



A Large Media House

One of India's largest Media Houses selected Kellton Tech to transform its operating model to digital media.



A Leading Insurance Company

Kellton Tech is selected as an agile transformation partner for one of the leading new-age insurance companies in Asia.



A Real Estate Company

Kellton Tech is building a best-in-class Virtual Reality based solution for the world's leading real estate company.



A Healthcare Provider

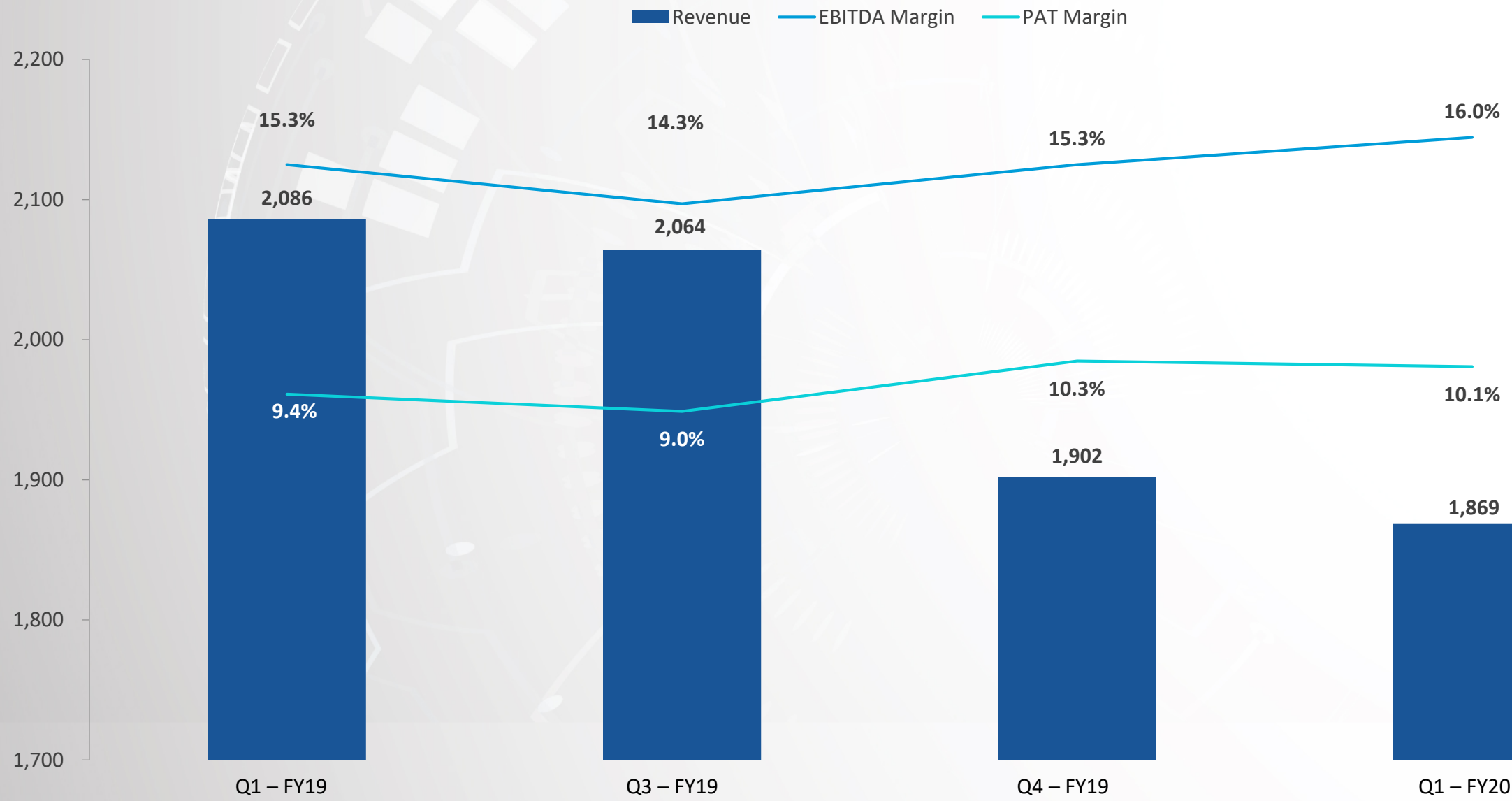
Kellton Tech is providing next-gen application management services for leading providers of world-class healthcare services.



A Leading Gaming Company

Kellton Tech is developing a AAA level VFX graphics simulation game using the Nintendo Switch platform for one of the prominent players in the Japanese game development industry.

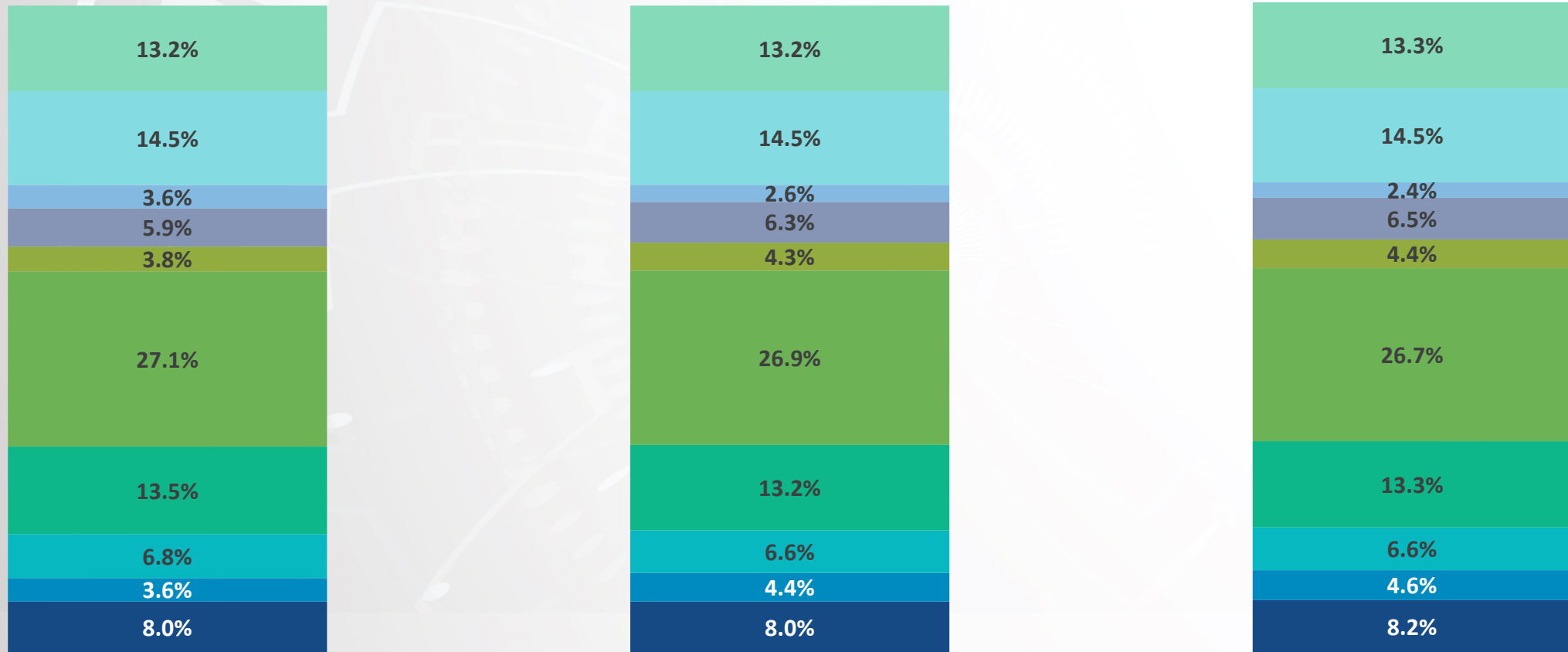
Q1-FY20 OPERATIONAL REVENUE SUMMARY



Q1-FY20 REVENUE BY INDUSTRY



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



Q1-FY19

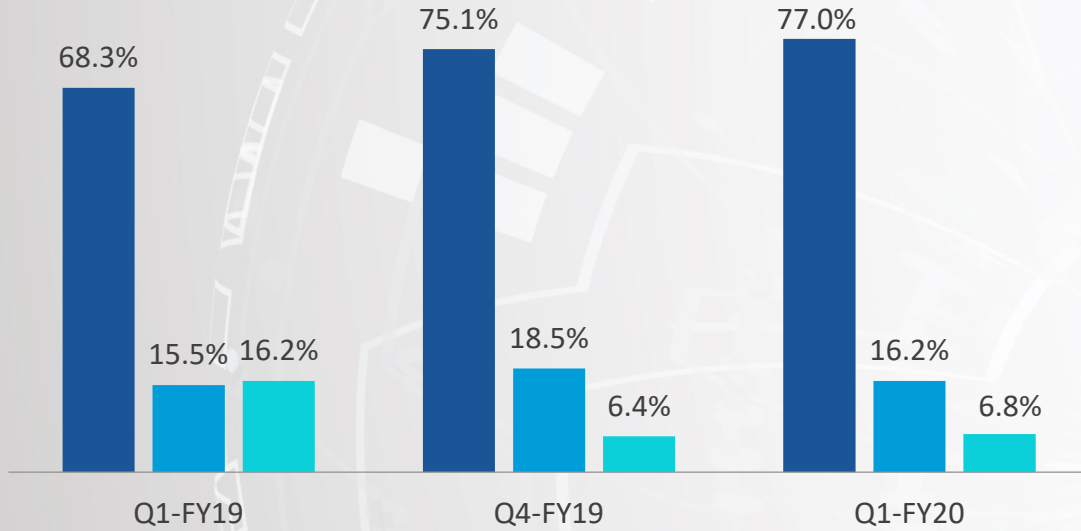
Q4-FY19

Q1-FY20

Q1-FY20 KEY METRICS

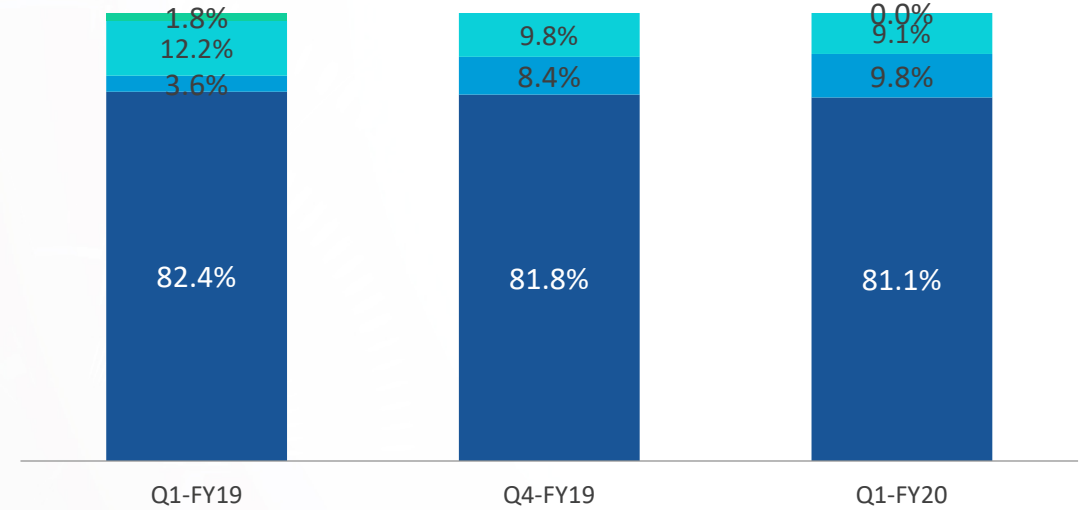
By Business

■ Digital Transformation ■ Enterprise Solutions ■ Consulting Income



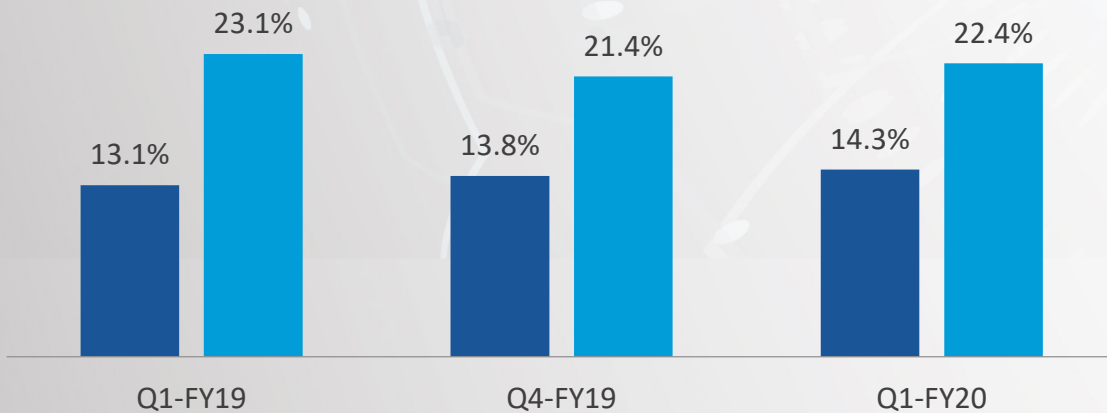
By Geography

■ USA ■ Europe ■ India & APAC ■ Others



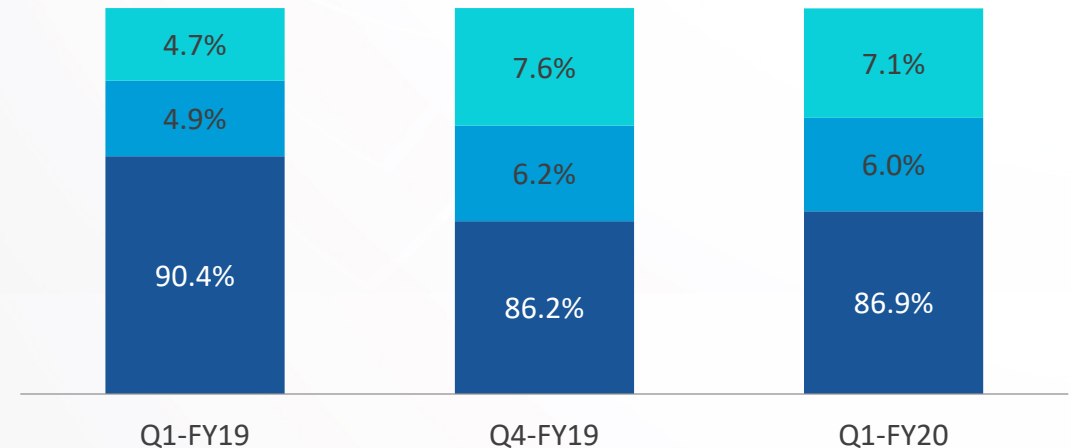
By Clients

■ Top 5 clients ■ Top 10 clients



Revenue Mix

■ Onshore ■ Offshore ■ Domestic



Q1-FY20 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	Q1-FY20	Q4-FY19	Q-o-Q	Q1-FY19	Y-o-Y
Revenue from operations	1,869	1,902	(1.7)%	2,086	(10.4)%
Total Expenses	1,570	1,611	(2.5)%	1,767	(11.1)%
EBITDA	299	291	2.7%	319	(6.3)%
EBITDA Margin (%)	16.00%	15.30%	70 Bps	15.29%	71 Bps
Other Income	5	9	(44.4)%	11	(54.5)%
Depreciation	33	24	37.5%	14	NA
Finance Cost	44	47	(6.4)%	46	4.3%
PBT	227	229	(0.9)%	270	(15.9)%
Tax	38	34	(11.8)%	74	(48.6)%
Profit After Tax	189	195	(3.1)%	196	(3.6)%
PAT Margins (%)	10.11%	10.25%	(14)Bps	9.40%	71 Bps
Other Comprehensive Income	(4)	(18)	NA	1	NA
Total Comprehensive Income (After Tax)	185	177	4.5%	197	(6.1)%
Diluted EPS (INR)	1.91	1.83	4.4%	2.05	(6.8)%



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HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS

INCOME STATEMENT (INR Mn)	FY16	FY17*	FY18*	FY19*
Revenue from operations	3,587	6,148	7,835	8,141
Total Expenses	3,093	5,328	6,650	6,962
EBITDA	494	820	1,185	1,179
<i>EBITDA Margin (%)</i>	13.77%	13.34%	15.12%	14.48%
Other Income	10	37	27	51
Depreciation	25	42	54	67
Finance Cost	88	103	163	189
PBT	391	712	995	974
Tax	81	181	311	205
Profit After Tax	310	531	684	769
<i>PAT Margins (%)</i>	8.64%	8.64%	8.73%	9.45%
Other Comprehensive Income	-	-	(48)	(18)
Total Comprehensive Income (After Tax)	310	531	636	751
Diluted EPS (INR)	6.95	5.38	6.58	7.77

* As per IND-As

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)

Equity and Liabilities (INR Mn)	FY18	FY19	Assets (INR Mn)	FY18	FY19
Shareholder Funds			Non-Current Assets		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	81	100
(B) Other Equity	2,119	2,809	Capital Work in Progress	-	-
Total -Shareholder Funds	2,601	3,291	Goodwill	2,112	1,990
Non-Current Liabilities			Other Intangible Assets	83	107
Financial Liabilities			Financial Assets		
(I) Borrowings	320	359	(I) Investments	-	-
(ii) Other Financial Liabilities	613	220	(II) Loans	-	-
Provisions	13	18	Other Financial Assets	16	20
Deferred Tax Liabilities	20	26	Other Non-Current Assets	114	213
Total - Non-Current Liabilities	966	623	Total - Non-Current Assets	2,406	2,430
Current Liabilities			Current Assets		
Financial Liabilities			Inventories	24	27
(I) Borrowings	670	692	Financial Assets		
(ii) Trade Payables	469	365	(I) Trade Receivables	1,873	1,804
(iii) Other Financial Liabilities	150	183	(II) Cash & Cash Equivalents	206	259
Other Current Liabilities	191	181	(III) Loans	-	-
Provisions	482	454	(IV) Other Financial Assets	807	852
Current Tax Liabilities (Net)	279	201	Other current assets	492	618
Total – Current Liabilities	2,241	2,076	Total – Current Assets	3,402	3,560
GRAND TOTAL - EQUITIES & LIABILITES	5,808	5,990	GRAND TOTAL – ASSETS	5,808	5,990

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THANK YOU