



“INFINITE POSSIBILITIES  
WITH TECHNOLOGY”

# EARNINGS PRESENTATION – Q1-FY21

# EXECUTIVE SUMMARY

## Company Overview:



**KELLTON TECH**

- 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 (Q1 - FY21):

### Digital Transformation (77%)



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

### Enterprise Solutions (18%)



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 (5%)



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:

### Total Income

Q1-FY21	Q1-FY20
INR 1,819.5 Mn	INR 1,874.2 Mn

### EBITDA

Q1-FY21	Q1-FY20
INR 252.5 Mn	INR 303.2Mn

### PAT

Q1-FY21	Q1-FY20
INR 144.6 Mn	INR 188.6 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.

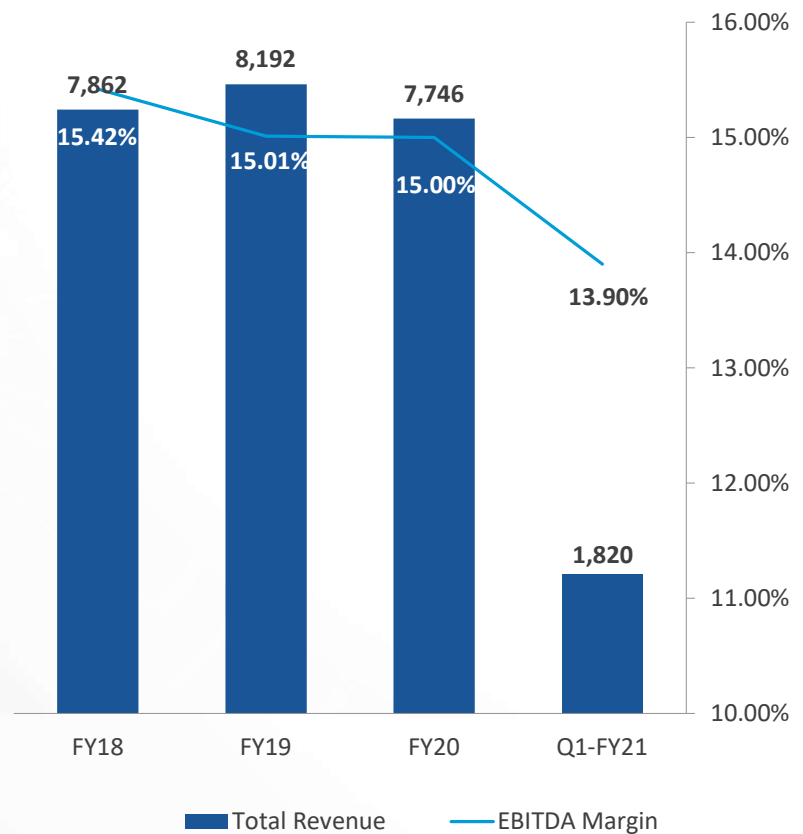
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

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.

### Total Revenues (INR Mn) & EBITDA Margins (%)





**KELLTON TECH**

# **Q1-FY21 FINANCIAL OVERVIEW**

# Q1-FY21 FINANCIAL & OPERATIONAL HIGHLIGHTS

## Q1-FY21 Financial Highlights:

- Total Revenue of INR 1,819.5 Mn;
- EBITDA was at INR 252.5 Mn;
- EBITDA Margin stood at 14.0%
- Net Profit stood at INR 144.6 Mn;
- PAT Margin of 8.0%
- EPS was at INR 1.51 per share;

## Q1-FY21 Operational Highlights:

- Kellton Tech selected to Join Software AG's 'The Changemaker Network' as a Select Innovation Partner. As part of the "The Changemaker Network," Kellton Tech will be able to effectively ideate, prototype, build, market, and implement solutions in the areas of disrupting technologies of Digital, Cloud, IoT, and Analytics.

# Q1-FY21 NEW CLIENT WINS - 11 New Clients Added

Big wins this quarter are:



## A Leading e-Learning Institute

Kellton Tech is helping one of the leading coaching institutes develop a customized mobile application and digitally transform their platform to ensure remote and uninterrupted learning for the aspirants in the ongoing pandemic scenario and beyond.



## A Leading Digital Agency

Kellton Tech is selected as a strategic digital partner by one of the leading digital agencies to integrate their website with cutting-edge technologies and redefine the customer experience



## A Leading Finance Company

Kellton Tech has been selected as a digital partner for one of the leading US finance company to build new digital and data analytics capabilities that can extract relevant insights from the stock data in real-time and help users make informed investment-led decisions



## A Workforce Training and Development Company

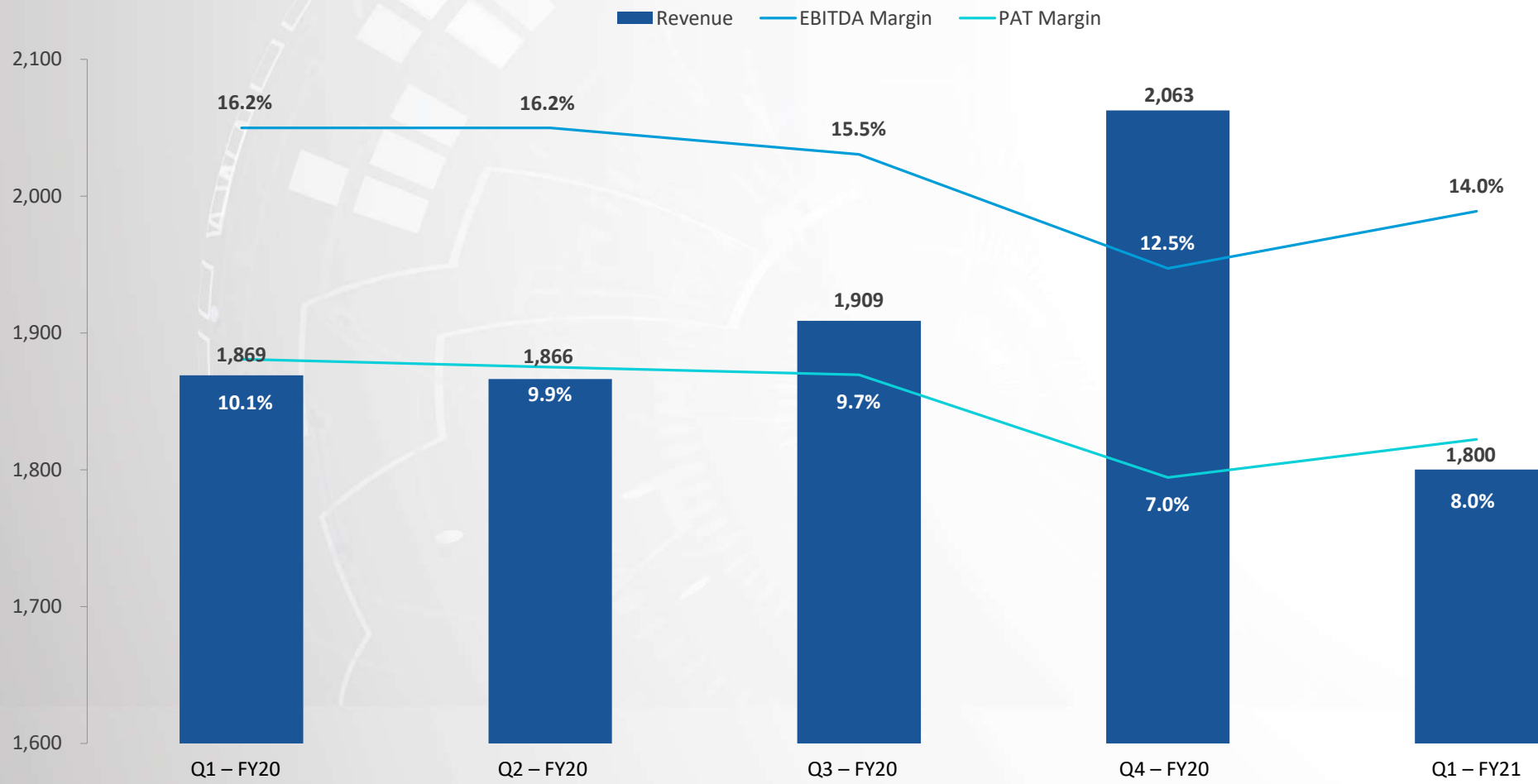
Kellton Tech is helping a leading workforce training and development company to build an online learning platform, which simplifies remote training for employees through advanced AR and VR capabilities. We are also supporting their end-to-end Google Cloud implementation.



## A New Age Pet Healthcare Provider

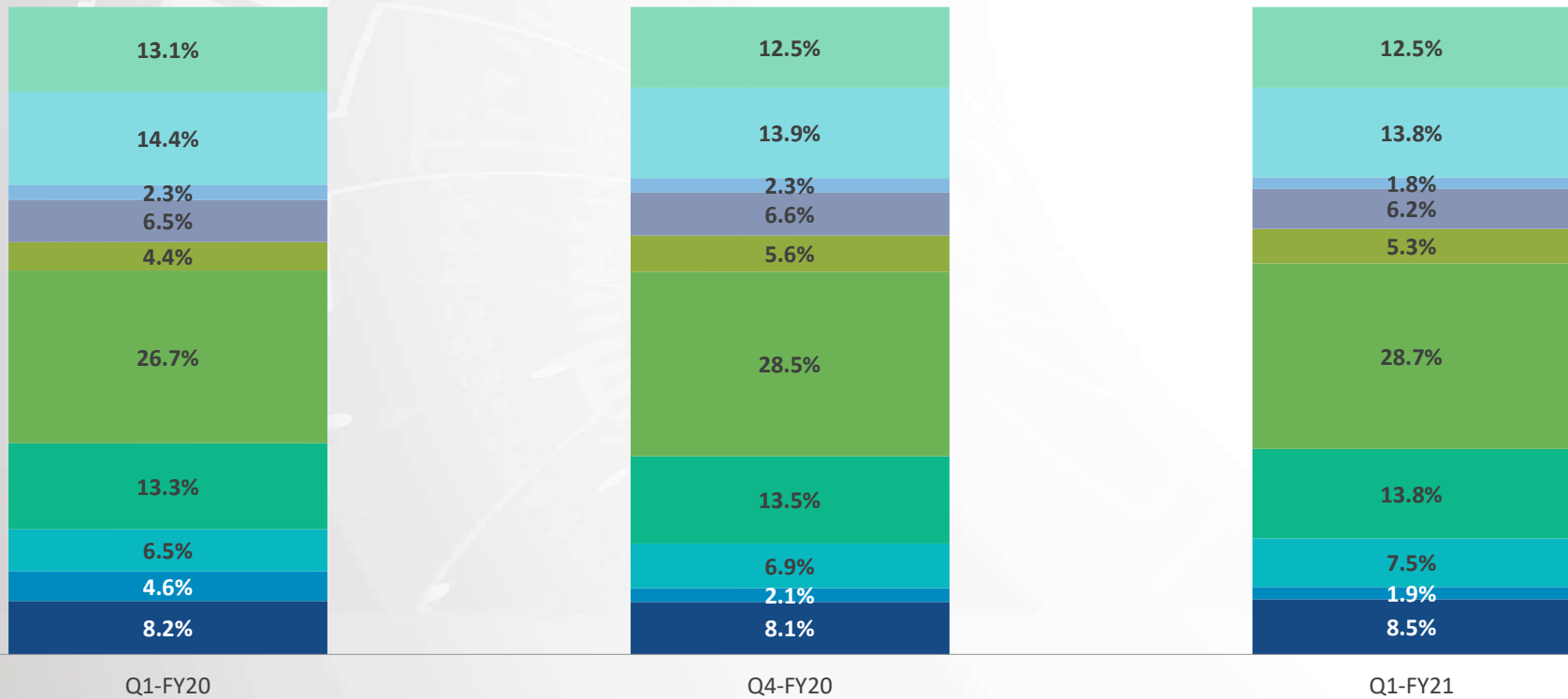
Kellton Tech is helping a new age pet healthcare provider to develop and scale up the proprietary animal condition detection systems utilizing machine learning.

# Q1-FY21 REVENUE SUMMARY



# Q1-FY21 REVENUE BY INDUSTRY

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

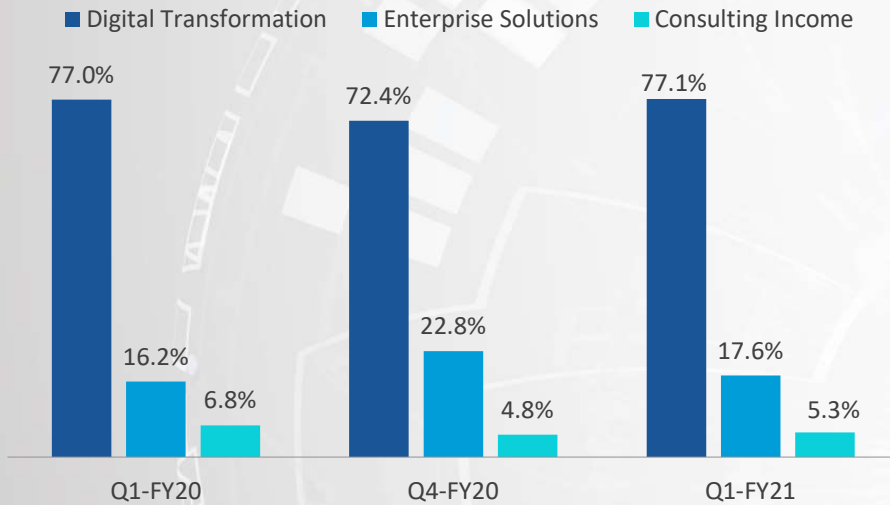




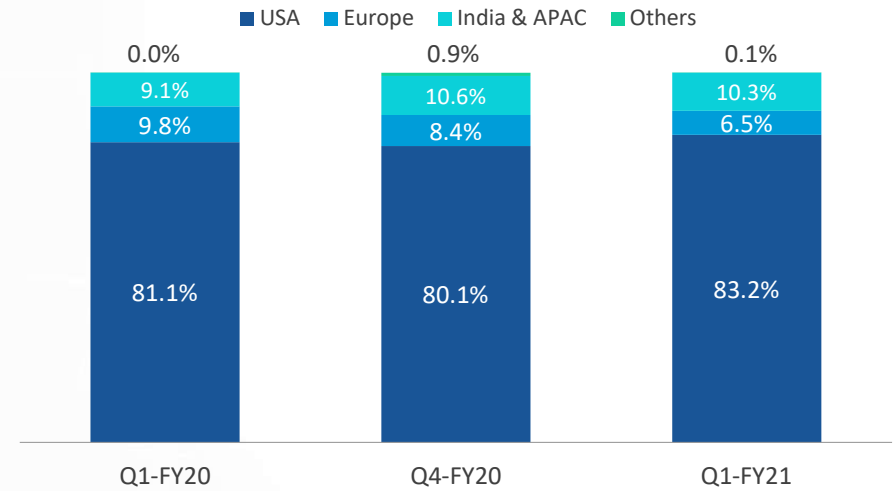
# Q1-FY21 KEY METRICS



## By Business



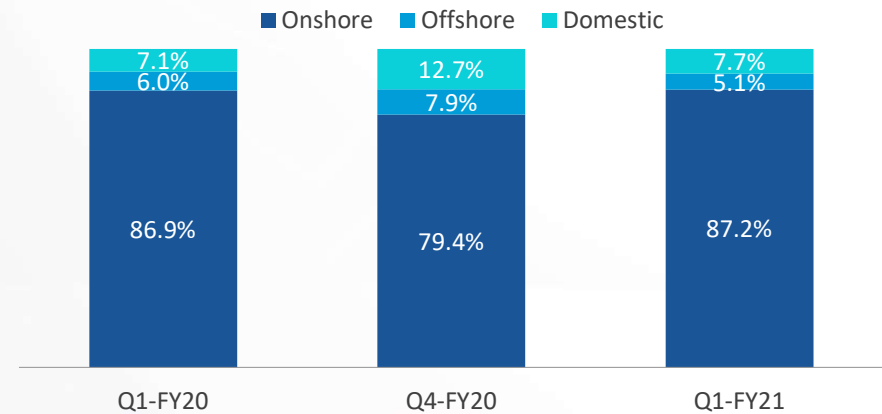
## By Geography



## By Clients



## Revenue Mix



# Q1-FY20 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	Q1-FY21	Q4-FY20	Q-o-Q	Q1-FY20	Y-o-Y
Revenue from operations	1,800	2,063	(12.7)%	1,869	(3.7)%
Other Income	19	18	9.2%	5	271.3%
<b>Total Income</b>	<b>1,819</b>	<b>2,080</b>	<b>(12.5)%</b>	<b>1,874</b>	<b>(2.9)%</b>
<b>Total Expenses</b>	<b>1,566</b>	<b>1,820</b>	<b>(13.9)%</b>	<b>1,571</b>	<b>(0.3)%</b>
<b>EBITDA</b>	<b>253</b>	<b>260</b>	<b>(2.8)%</b>	<b>303</b>	<b>(16.7)%</b>
<b>EBITDA Margin (%)</b>	<b>14.0%</b>	<b>12.5%</b>		<b>16.2%</b>	
Depreciation	33	28	18.9%	33	0.3%
Finance Cost	40	42	(6.4)%	44	(9.2)%
<b>PBT</b>	<b>180</b>	<b>190</b>	<b>(5.2)%</b>	<b>227</b>	<b>(20.6)%</b>
Tax	35	44	(20.1)%	38	(7.1)%
<b>Profit After Tax</b>	<b>145</b>	<b>146</b>	<b>(0.6)%</b>	<b>189</b>	<b>(23.3)%</b>
<b>PAT Margins (%)</b>	<b>8.0%</b>	<b>7.0%</b>		<b>10.1%</b>	
Other Comprehensive Income	1	32		(4)	
<b>Total Comprehensive Income (After Tax)</b>	<b>146</b>	<b>177</b>		<b>185</b>	
Diluted EPS (INR)	1.51	1.73		1.91	



**KELLTON TECH**

# **HISTORICAL FINANCIAL OVERVIEW**

# HISTORICAL CONSOLIDATED INCOME STATEMENTS



INCOME STATEMENT (INR Mn)	FY20**	FY19*	FY18*	FY17
Revenue from operations	7,707	8,141	7,835	6,148
Other Income	39	51	27	37
<b>Total Income</b>	<b>7,746</b>	<b>8,192</b>	<b>7,862</b>	<b>6,185</b>
Total Expenses	6,583	6,962	6,650	5,328
<b>EBITDA</b>	<b>1,163</b>	<b>1,230</b>	<b>1,212</b>	<b>857</b>
<b>EBITDA Margin</b>	<b>15.01%</b>	<b>15.01%</b>	<b>15.42%</b>	<b>13.86%</b>
Depreciation	128	67	54	42
Finance Cost	164	189	163	103
<b>PBT</b>	<b>871</b>	<b>974</b>	<b>995</b>	<b>712</b>
Tax	165	205	311	181
<b>Profit After Tax</b>	<b>705</b>	<b>769</b>	<b>684</b>	<b>531</b>
<b>PAT Margins</b>	<b>9.1%</b>	<b>9.39%</b>	<b>8.70%</b>	<b>8.59%</b>
Other Comprehensive Income	37	(18)	(48)	-
<b>Total Comprehensive Income (After Tax)</b>	<b>743</b>	<b>751</b>	<b>636</b>	<b>531</b>
EPS (INR)	7.70	7.79	6.60	5.38

\* As per IND-As

\*\*Note: The Consolidated Financials of the full year ended 31 March, 2020 are not comparable with FY19 Financials, as the Company has sold one of its step-down US Subsidiary

# HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)



Equity and Liabilities (INR Mn)	FY20*	FY19	Assets (INR Mn)	FY20*	FY19
<b>Shareholder Funds</b>			<b>Non-Current Assets</b>		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	103	100
(B) Other Equity	3,681	2,809	Capital Work in Progress	-	-
<b>Total -Shareholder Funds</b>	<b>4,163</b>	<b>3,291</b>	Right to use assets	124	-
Non-Current Liabilities			Goodwill	2,257	1,990
Financial Liabilities			Other Intangible Assets	294	107
(I) Borrowings	286	359	Financial Assets		
(ii) Other Financial Liabilities	363	220	(I) Investments	-	-
(iii)Other non-current Liabilities	60	-	(II) Loans	-	-
Provisions	24	18	Other Financial Assets	17	20
Lease Liabilities	155	-	Other Non-Current Assets	205	213
Deferred Tax Liabilities	16	26	<b>Total - Non-Current Assets</b>	<b>3,000</b>	<b>2,430</b>
<b>Total - Non-Current Liabilities</b>	<b>904</b>	<b>623</b>	Current Assets		
Current Liabilities			Inventories	1	27
Financial Liabilities			Financial Assets		
(I) Borrowings	669	692	(I) Trade Receivables	2,026	1,804
(ii) Trade Payables	393	365	(II) Cash & Cash Equivalents	300	259
(iii) Other Financial Liabilities	208	183	(III) Loans	-	-
Other Current Liabilities	155	181	(IV) Other Financial Assets	1,155	852
Provisions	454	454	Other current assets	703	618
Current Tax Liabilities (Net)	238	201	<b>Total – Current Assets</b>	<b>4,184</b>	<b>3,560</b>
<b>Total – Current Liabilities</b>	<b>2,117</b>	<b>2,076</b>	<b>GRAND TOTAL – ASSETS</b>	<b>7,184</b>	<b>5,990</b>
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>7,184</b>	<b>5,990</b>			

\*Note: The Consolidated Financials of the full year ended 31 March, 2020 are not comparable with FY19 Financials, as the Company has sold one of its step-down US Subsidiary

# 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*



**KELLTON TECH**

**THANK YOU**