



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, August 14, 2021

To

The Bombay Stock Exchange Limited P.J. Towers, Dalal Street, Mumbai-400 001 Fax No: 022-22722037/39/41/61	The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai -400 051 Fax No: 022-26598237/38
Scrip Code: 519602	Scrip Code: KELLTONTEC

Sir/Madam,

Sub: Press Release on financial results for the quarter and half year ended June 30, 2021.

It is hereby informed that the Company has planned for press release about the financial results for the quarter and half year ended June 30, 2021. The contents of the proposed press release are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited

SURAB Digitally signed
by SURABI JAIN
I JAIN Date: 2021.08.14
18:45:36 +05'30'

Surabi Jain
Company Secretary
ACS 49557

Encl. as above



Kellton Tech Q1 FY22 PAT at Rs 163.7 Million; Up 13.2% on Y-o-Y basis

Hyderabad, India – 14th August, 2021 : Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation serving startups to Fortune 500 companies announced today its financial results for **First Quarter Ended 30th June, 2021**.

Review of financial performance for the quarter ended 30th June, 2021

- Total revenue was Rs 2,047 million during the quarter under review as compared to Rs 1,819 million during the corresponding period in the previous year reflecting a growth of 12.5% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 262 million for the quarter under review as compared to Rs. 253 million during the corresponding period in the previous year, a growth of 3.8% on Y-o-Y basis.
- The EBITDA margin for the quarter under review was 12.8%.
- Net profit stood at Rs 164 million for Q1 FY22 as compared to Rs. 145 million during the corresponding quarter in the previous year reflecting an increase of 13.2% Y-o-Y basis.
- PAT Margin for Q1 FY22 stood at 8.0%
- EPS stood at Rs 1.70 for Q1 FY22

New Client Wins during Q1 FY22

Acquired **14** new clients during the quarter, some big wins are:

- Kellton Tech has been selected as the strategic technology partner by the leading Nasdaq listed automotive technology company based in the United States. We collaborated with our client to redefine its end-to-end user experience and modernize the technology capabilities for their next-generation infotainment products.
- Kellton Tech has been chosen as the digital transformation partner by one of the world's largest aircraft manufacturer's distribution service arm to manage their core system integrations. We are helping them in transforming their legacy IT landscape into a more connected application infrastructure enabling our client to eliminate possible operational risks.
- We have been selected as a digital transformation enabler by a leading eCommerce company aim is to deliver a revolutionary B2B e-commerce and customer engagement platform that will provide the client with the tools for a better user experience This solution will help our client to achieve shorter sales cycles, reduced errors and improved operational efficiency.
- Kellton Tech has been chosen as the preferred digital transformation partner by new age Real Estate technology company to design and develop a next-generation Blockchain-enabled

smart fund routing system. This collaboration is around delivering a business-critical solution to make real estate transactions more transparent and easier to track.

- We have partnered with a leading fintech company to build a cutting-edge Non-Fungible Tokens (NFT) marketplace. We are building a scalable ERC-721 compliant Ethereum blockchain-based NFT marketplace to facilitate the next level of security, operational efficiency, business performance, and digitalized customer experience.
- Kellton Tech has been selected as the strategic technology partner by a leading human resource services and benefits administration company. We are helping them build a robust IT Platform enabling our client to improve productivity, boost employee satisfaction, foster better leadership, improve decision-making capabilities, and facilitate better cross-team collaboration.

Commenting on the results, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech, said: "We experienced a strong start to FY22, reflecting the excellent market demand for our differentiated services. For Q1 FY22, we delivered a net profit of ₹164 million, a 13.2% increase from ₹145 million reported during the corresponding quarter of the previous year. I want to thank our entire team, which came together to ensure that we delivered on our commitments for FY22 and strengthened our business momentum. We have won 14 new clients, demonstrating our commitment to staying agile and resilience in today's challenging environment. For the upcoming quarters, our focus remains on deepening business relationships and driving operational excellence to achieve profitability objectives."

About Kellton Tech Solutions

Kellton Tech is a 'Born Digital' technology consulting and services company founded on the belief of 'Infinite Possibilities with Technology.' The Company has 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, Kellton Tech adds value to the relationship by acting as a Trusted Partner to its clients. A rapidly growing company, Kellton Tech has made it to the Deloitte's 'Technology Fast50' India list four times, Forbes Asia's 'Best Under a Billion' list, and has been recognized amongst the best tech companies to work for. With operations across the US, Europe, India, and Asia-Pacific, the team of 1500 dedicated Kellton'ites is consistently on the lookout for the next gripping challenge, please visit our web site www.kelltontech.com

Media Contact & Investor Relations

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Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website www.kelltontech.com. Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.



KELLTON TECH

EARNINGS PRESENTATION – Q1 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 (Q1 FY 22)



Digital Transformation (81.7%)

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 (14.3%)

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 (4.0%)

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 – Q1 FY22

FINANCIAL HIGHLIGHTS – Q1 FY22



Total Revenue
of INR 2046.9
Mn up 12.5%
YoY

Total
Revenue

EBITDA of INR
262.2 Mn up
3.8% YoY

EBITDA

Net Profit of
INR 163.7 Mn
up 13.2% YoY

Net Profit

EPS of INR
1.70

EPS

EBITDA Margin
of 12.8%

EBITDA
Margin %

PAT Margin of
8.0%

PAT Margin
%



CLIENT WINS - Q1 FY22

We have won 14 new clients this quarter, some big wins are

An Automotive Technology Company

Kellton Tech has been selected as the strategic technology partner by the leading Nasdaq listed automotive technology company based in the United States. We collaborated with our client to redefine its end-to-end user experience and modernize the technology capabilities for their next-generation infotainment products.

A Leading Aircraft Manufacturer

Kellton Tech has been chosen as the digital transformation partner by one of the world's largest aircraft manufacturer's distribution service arm to manage their core system integrations. We are helping them in transforming their legacy IT landscape into a more connected application infrastructure enabling our client to eliminate possible operational risks.

An e Commerce Company

We have been selected as a digital transformation enabler by a leading eCommerce company aim is to deliver a revolutionary B2B e-commerce and customer engagement platform that will provide the client with the tools for a better user experience This solution will help our client to achieve shorter sales cycles, reduced errors and improved operational efficiency.

A Real Estate Company

Kellton Tech has been chosen as the preferred digital transformation partner by new age Real Estate technology company to design and develop a next-generation Blockchain-enabled smart fund routing system. This collaboration is around delivering a business-critical solution to make real estate transactions more transparent and easier to track.

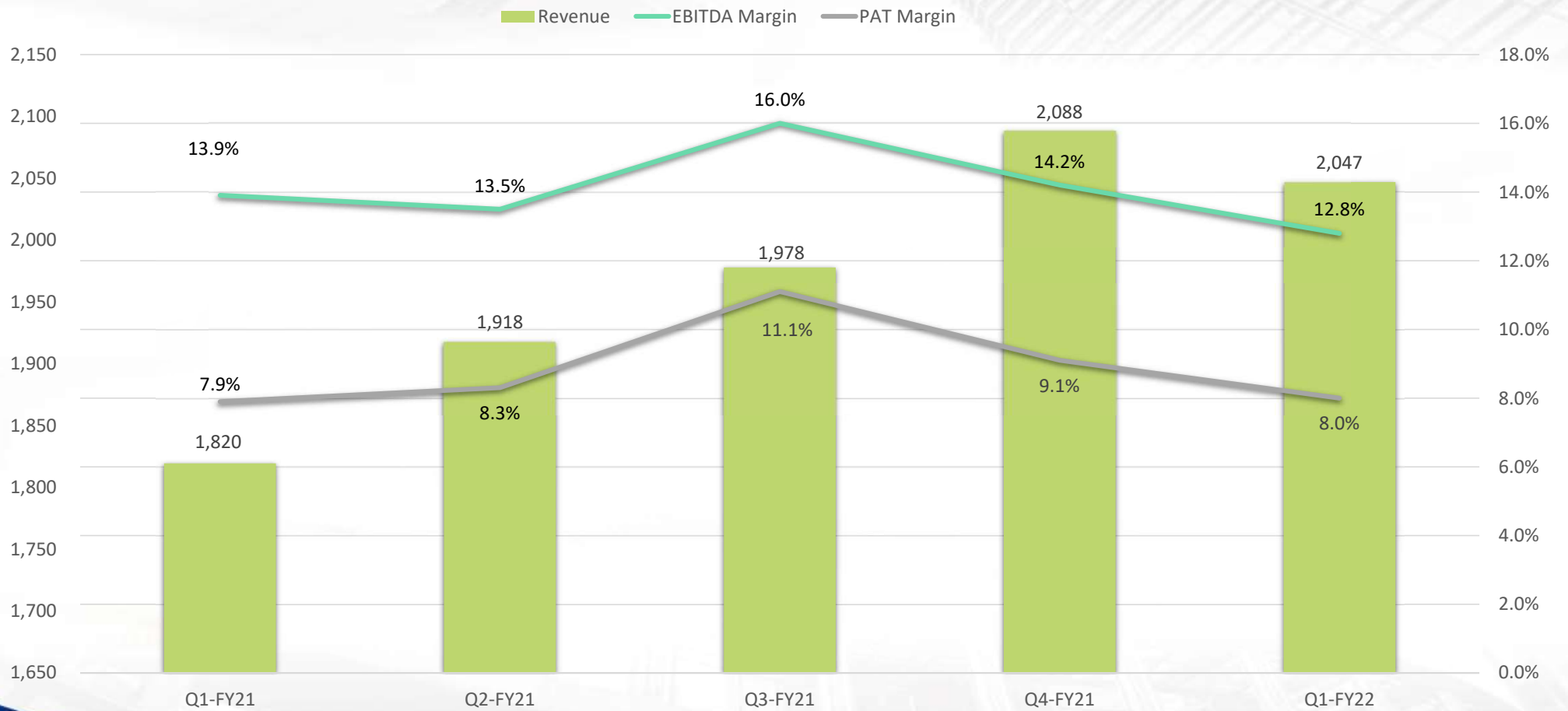
A Leading FinTech Company

We have partnered with a leading fintech company to build a cutting-edge Non-Fungible Tokens (NFT) marketplace. We are building a scalable ERC-721 compliant Ethereum blockchain-based NFT marketplace to facilitate the next level of security, operational efficiency, business performance, and digitalized customer experience.

A Leading Human Resource Firm

Kellton Tech has been selected as the strategic technology partner by a leading human resource services and benefits administration company We are helping them build a robust IT Platform enabling our client to improve productivity, boost employee satisfaction, foster better leadership, improve decision-making capabilities, and facilitate better cross-team collaboration.

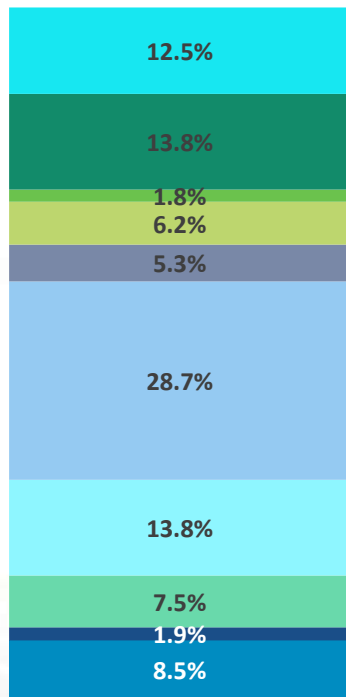
Q1 FY22 REVENUE SUMMARY



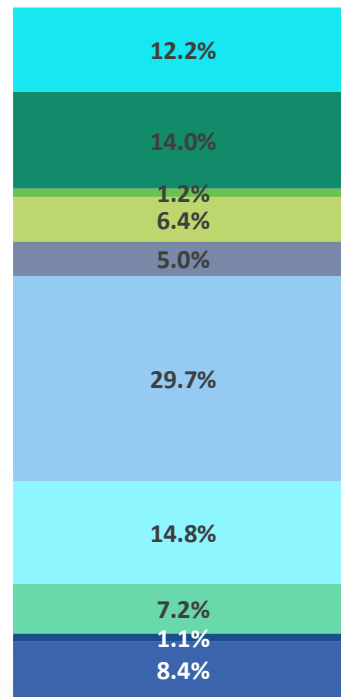
Q4 FY21 REVENUE BY INDUSTRY



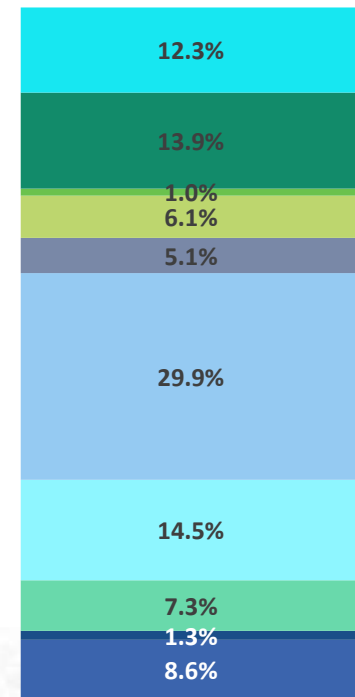
- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail



Q1-FY21

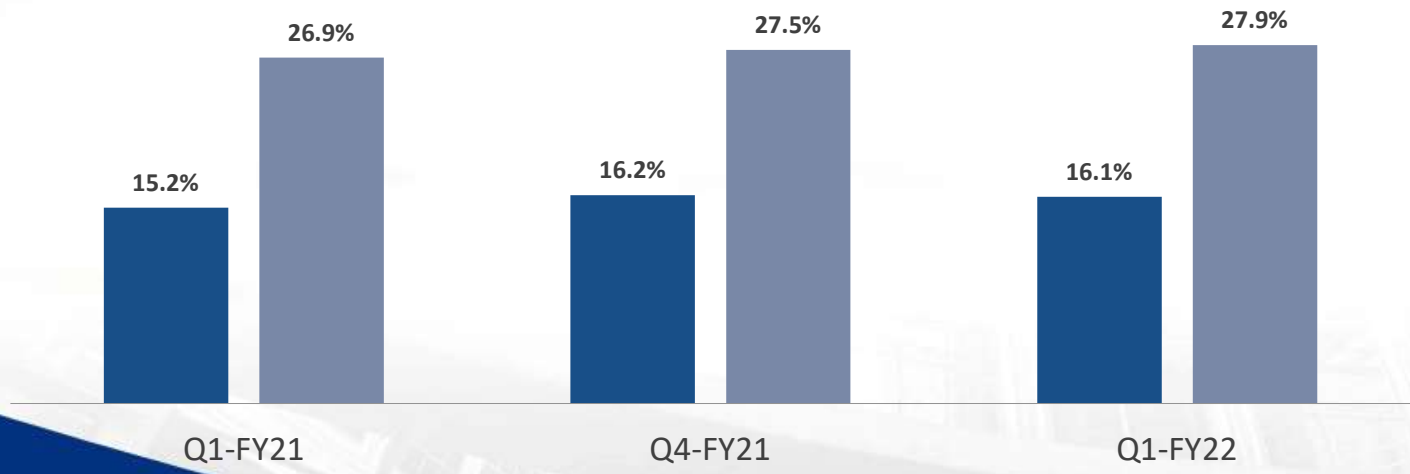
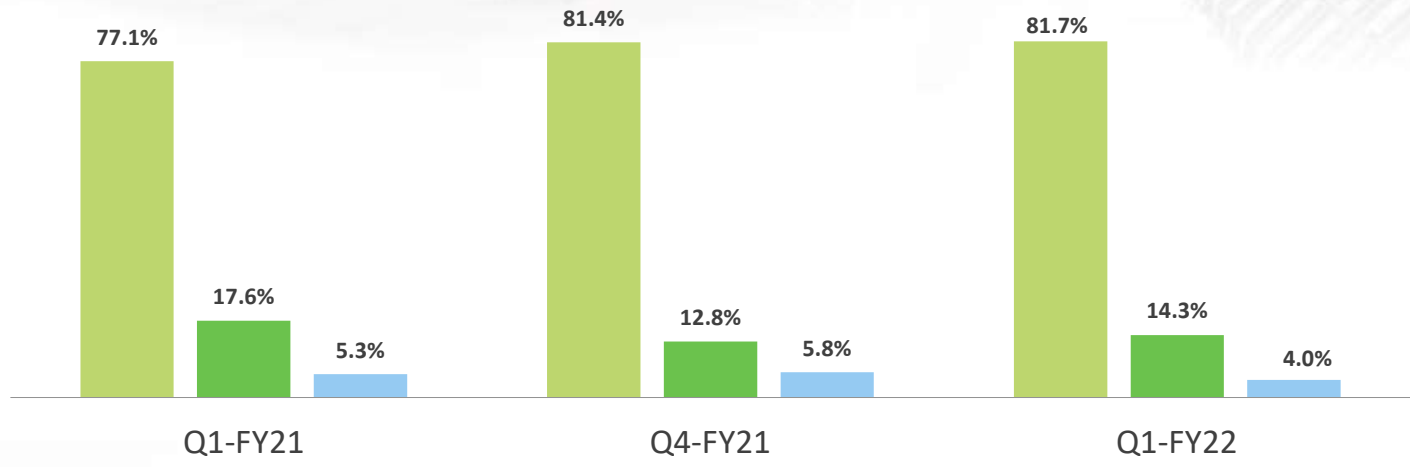


Q4-FY21

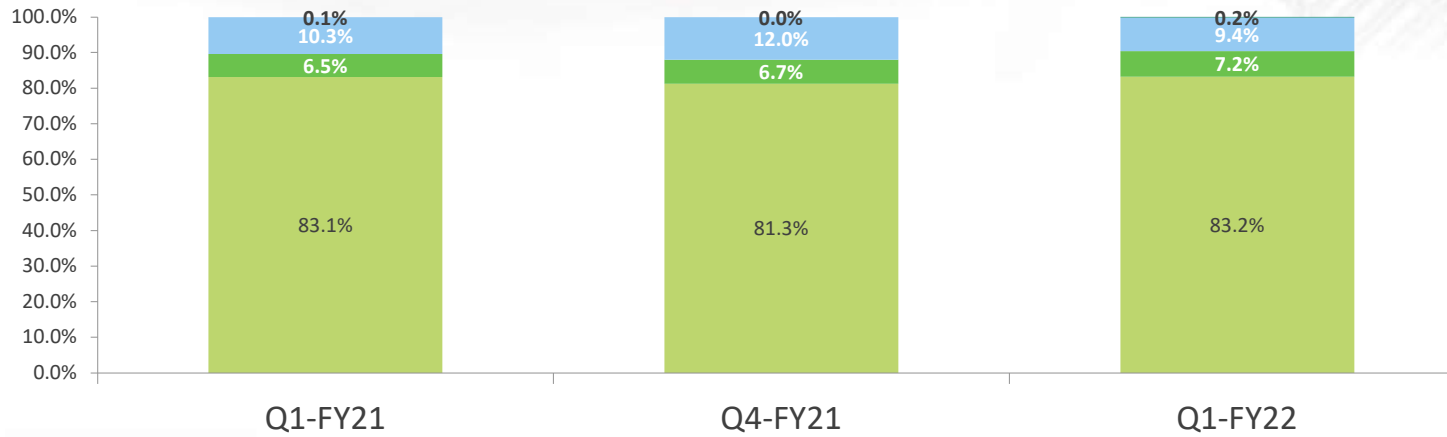


Q1-FY22

Q4 FY21 KEY METRICS

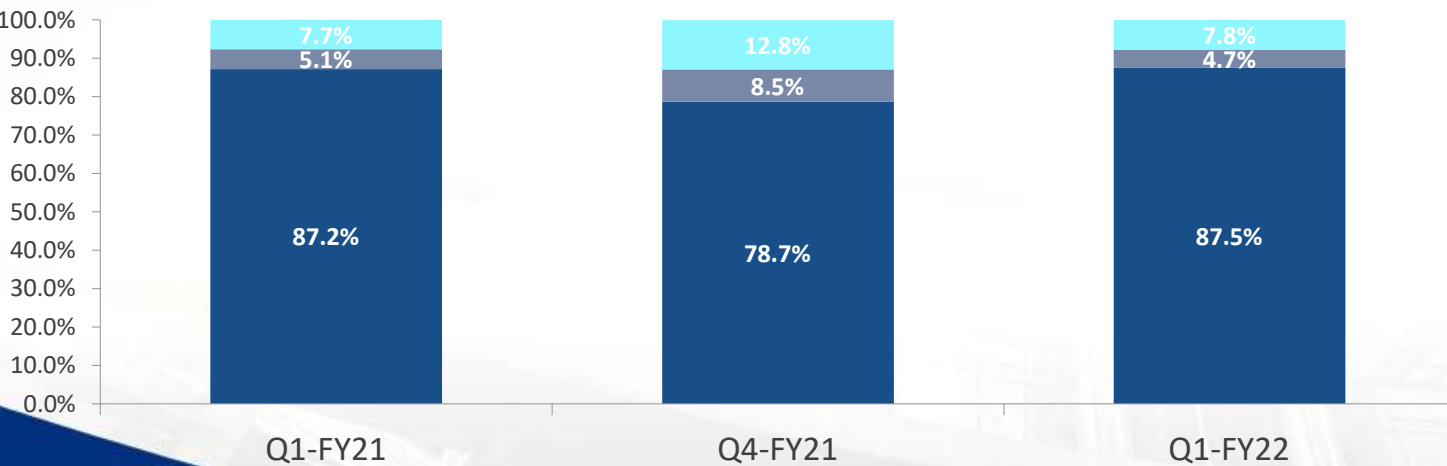


Q4 FY21 KEY METRICS



Revenue % By Geography

- USA
- Europe
- India & APAC
- Others



Revenue Mix

- Onshore
- Offshore
- Domestic

Q1 FY22 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q1-FY22	Q4-FY21	Q-o-Q	Q1-FY21	Y-o-Y
Revenue from operations	2,043	2,083	(1.9)%	1,800	13.5%
Other Income	4	5		19	
Total Income	2,047	2,088	(2.0)%	1,819	12.5%
Total Expenses	1,785	1,791	7.8%	1,567	13.9%
EBITDA	262	297	(11.7)%	252	3.8%
EBITDA Margin (%)	12.8%	14.2%		13.9%	
Depreciation	28	27		33	
Finance Cost	28	26		39	
PBT	206	244	(15.6)%	180	14.5%
Tax	42	55		35	
Profit After Tax	164	189	(13.4)%	145	13.2%
PAT Margins (%)	8.0%	9.1%		7.9%	
Other Comprehensive Income	0	12		1	
Total Comprehensive Income (After Tax)	164	201		146	
Diluted EPS (INR)	1.70	2.08		1.51	



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
EBITDA Margin	14.4%	15.01%	15.01%	15.42%
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
PAT Margins	9.1%	9.1%	9.39%	8.70%
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	Assets (INR Mn)	FY21	FY20
Shareholder Funds			Non-Current Assets		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	100	103
(B) Other Equity	3,723	3,681	Capital Work in Progress	-	-
Total -Shareholder Funds	4,205	4,163	Right to use assets	61	124
Non-Current Liabilities			Goodwill	1,616	2,257
Financial Liabilities			Other Intangible Assets	288	294
(I) Borrowings	226	286	Financial Assets		
(ii) Other Financial Liabilities	95	363	(I) Investments	-	-
(iii)Other non-current Liabilities	17	60	(II) Loans	-	-
Provisions	30	24	Other Financial Assets	8	17
Lease Liabilities	80	155	Other Non-Current Assets	118	205
Deferred Tax Liabilities	23	16	Total - Non-Current Assets	2,191	3,000
Total - Non-Current Liabilities	471	904	Current Assets		
Current Liabilities			Inventories	0	1
Financial Liabilities			Financial Assets		
(I) Borrowings	649	669	(I) Trade Receivables	2,058	2,026
(ii) Trade Payables	162	393	(II) Cash & Cash Equivalents	389	300
(iii) Other Financial Liabilities	136	208	(III) Loans	-	-
Other Current Liabilities	107	155	(IV) Other Financial Assets	1,132	1,155
Provisions	412	454	Other current assets	549	703
Current Tax Liabilities (Net)	177	238	Total – Current Assets	4,128	4,184
Total – Current Liabilities	1,643	2,117	GRAND TOTAL – ASSETS	6,319	7,184
GRAND TOTAL - EQUITIES & LIABILITES	6,319	7,184			

DISCLAIMER



Kellton Tech Solutions Limited Disclaimer:

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

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