



KELLTON TECH

EARNINGS PRESENTATION – Q1 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 (Q1 FY 23)



Digital Transformation (81.9%)

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 (14.0%)

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 FY23

FINANCIAL HIGHLIGHTS – Q1 FY23



Total Revenue
of INR 2,168.7
Mn up 5.9%
YoY

Total
Revenue

EBITDA of INR
262.7 Mn up
1.2% QoQ

EBITDA

Net Profit of
INR 162.6 Mn

Net Profit

EPS of INR
1.79

EPS

EBITDA Margin
of 12.1%

EBITDA
Margin %

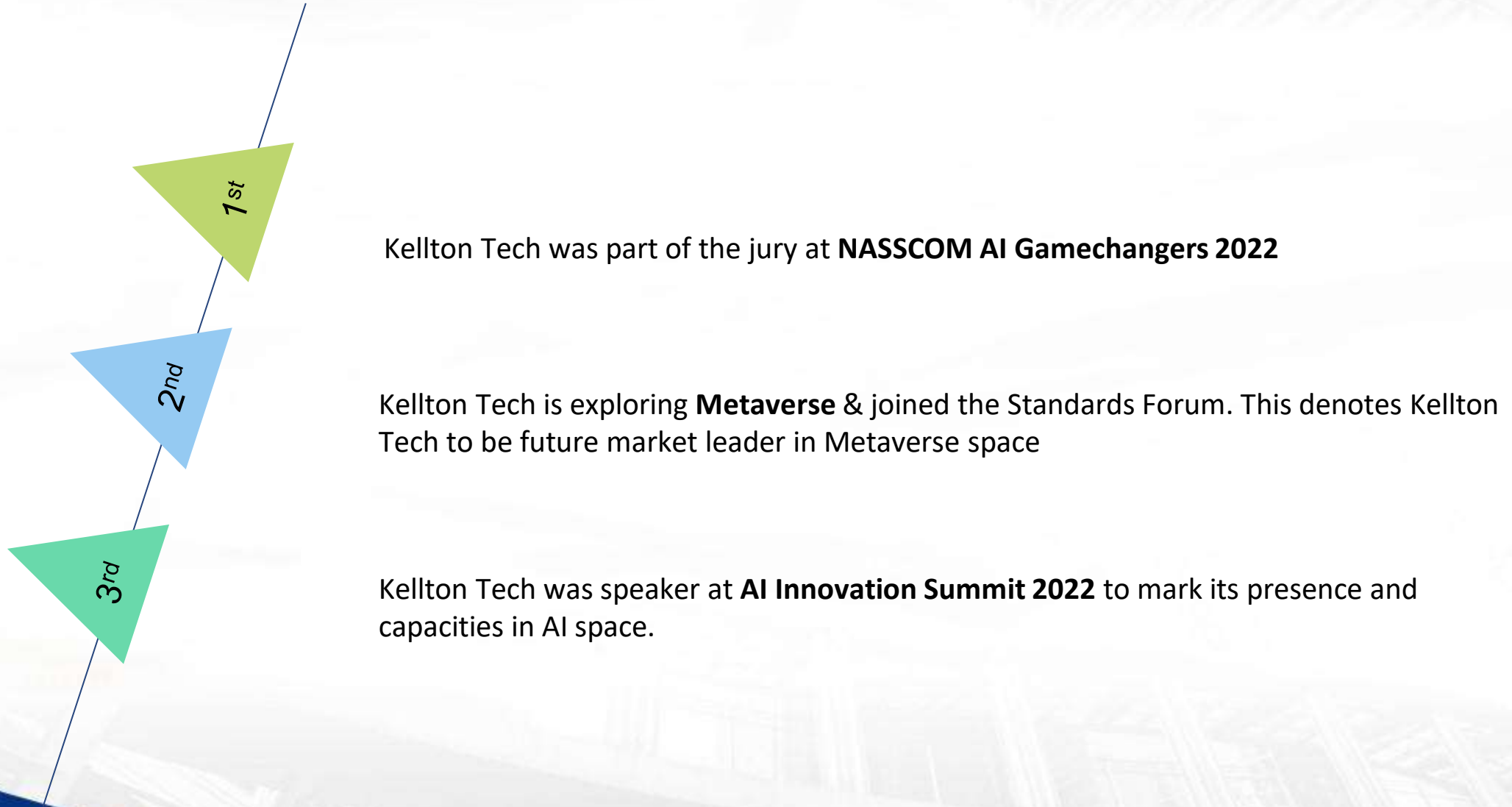
PAT Margin of
7.5%

PAT Margin
%

Q4 FY22 OPERATIONAL HIGHLIGHTS



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



CLIENT WINS - Q1 FY23



We have won **7** new clients this quarter, some big wins are:

A Multinational Conglomerate

Kellton Tech has been selected as the strategic technology for a multinational conglomerate has chosen us to initiate and undertake SAP Greenfield implementation, enabling it to expand in new geographies.

An e Commerce Company

Kellton Tech has been chosen as the digital transformation partner by UAE-based marketplace and digital commerce provider to help them expand and increase their customer outreach and deliver omni channel experiences. We enabled the client to create advanced web and mobile e-commerce applications.

Top Advertising Company

Kellton Tech is collaborated with the top advertising agencies in the US, considering and trusting blockchain expertise. We helped to create an Ethereum-based ad segmentation, allowing the client to build, design, and deploy decentralized applications to deliver a one of its kind ad-delivery experience.

A Clean Energy Company

Kellton Tech has been chosen as the preferred by US-based leader in the clean energy space to build a technology-powered asset management platform. We will help the client track end-to-end enterprise assets and tag user details, enabling efficient solar energy deployment, operation, and optimization.

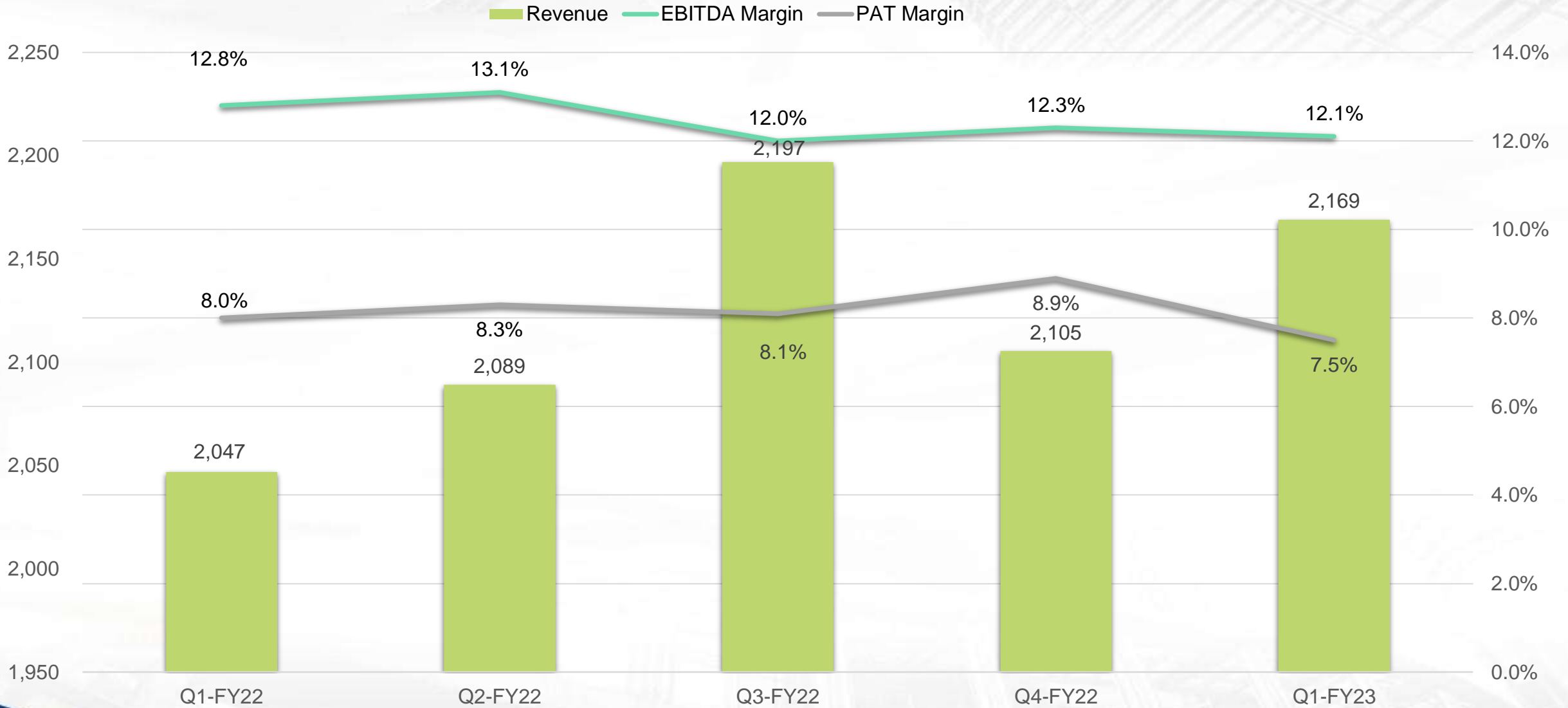
A Leading Wine Company

We have partnered with a leading wine company to build a cutting-edge applications, creating a connected ecosystem, and enhancing visibility using our web Methods expertise. Our experts helped develop an interoperable platform to improve data exchange and accelerate decision-making.

A Bio-Engineering Company

Kellton Tech has been selected as the strategic technology by a leading genome engineering company to build an industry-grade application, allowing it to streamline its functions and processes from quote to cash. This will include integrating multiple applications with both. the front-end and back-end

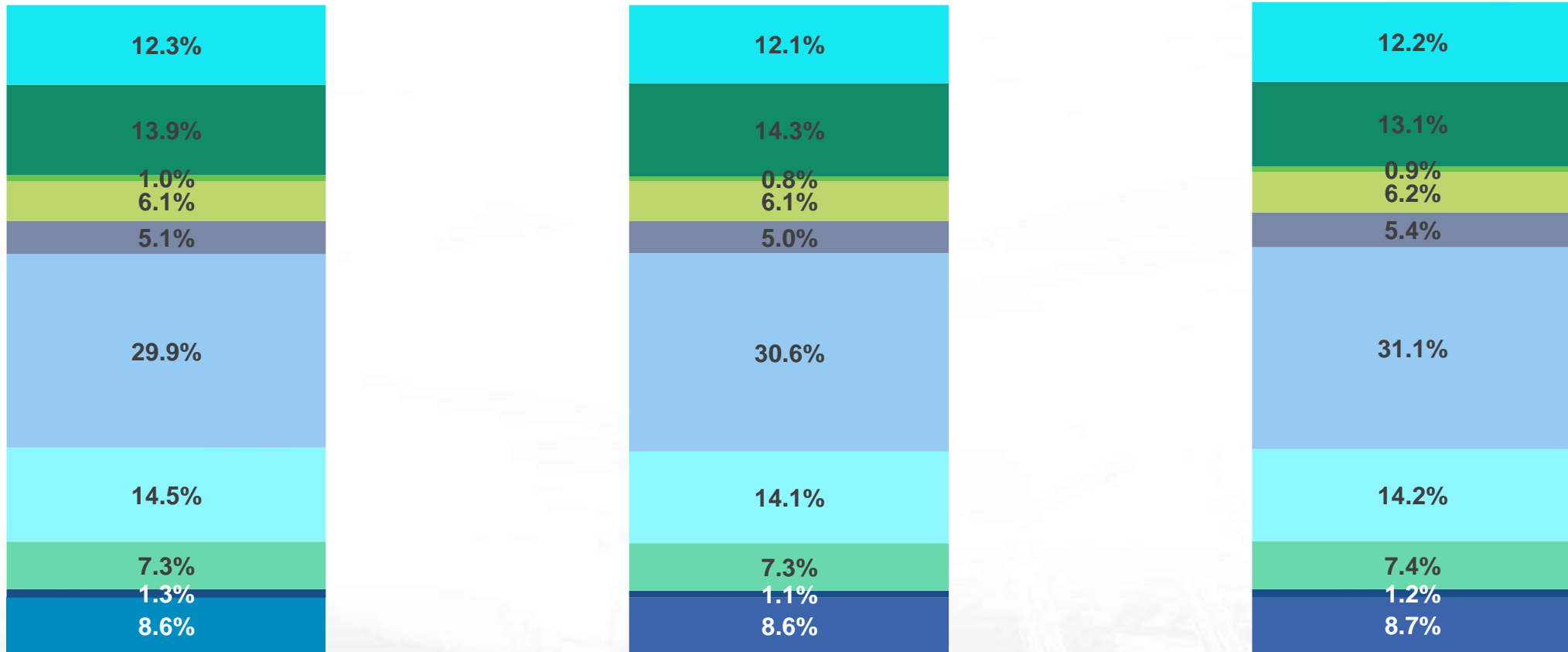
Q1 FY23 REVENUE SUMMARY



Q1 FY23 REVENUE BY INDUSTRY



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

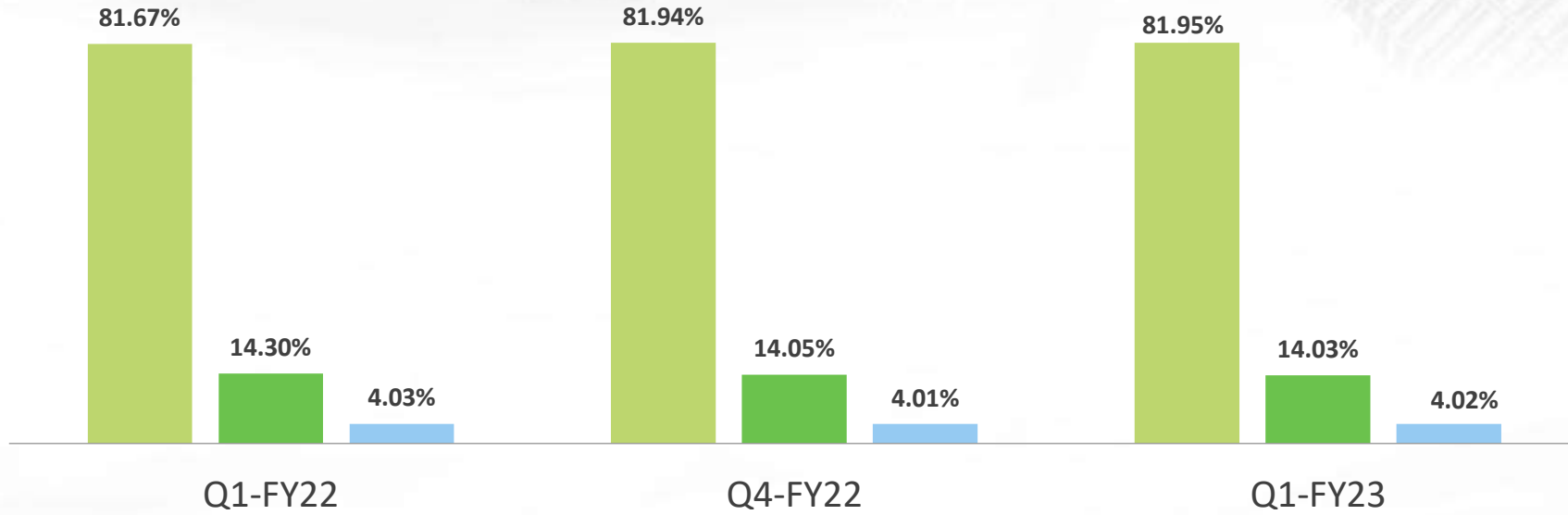


Q1-FY22

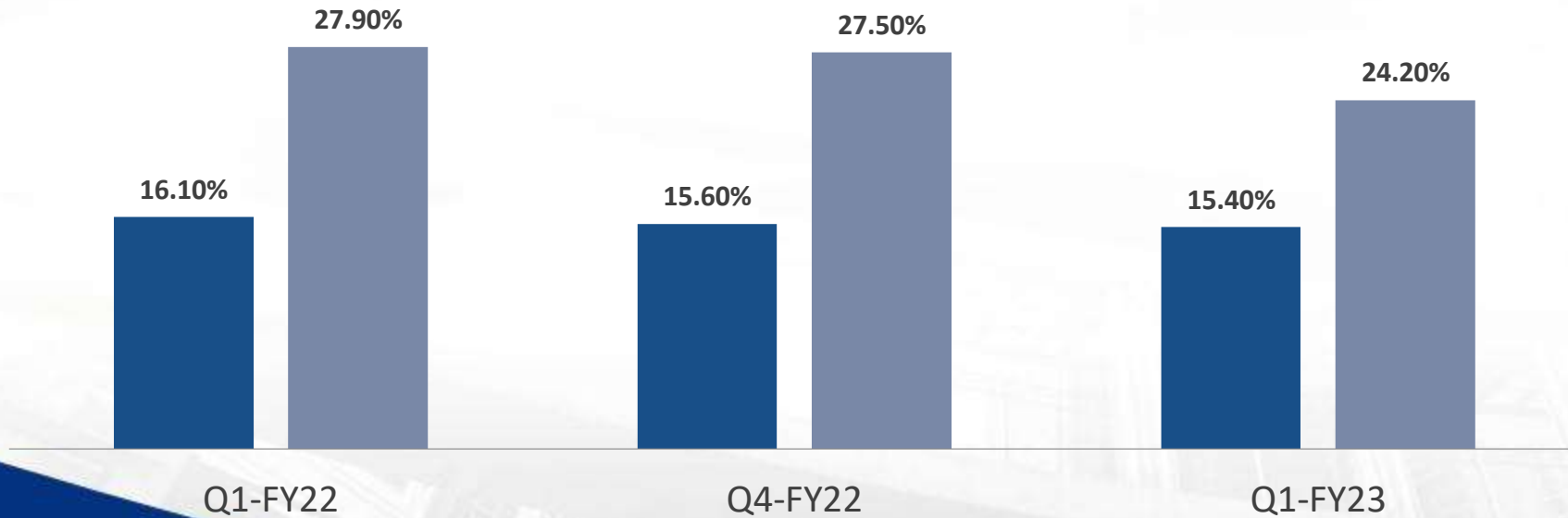
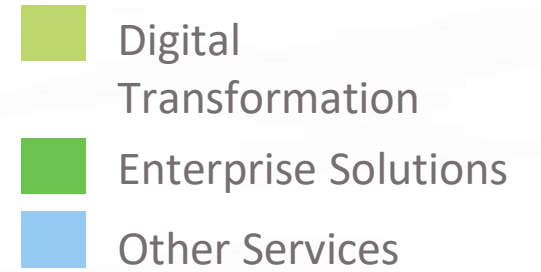
Q4-FY22

Q1-FY23

Q1 FY23 KEY METRICS



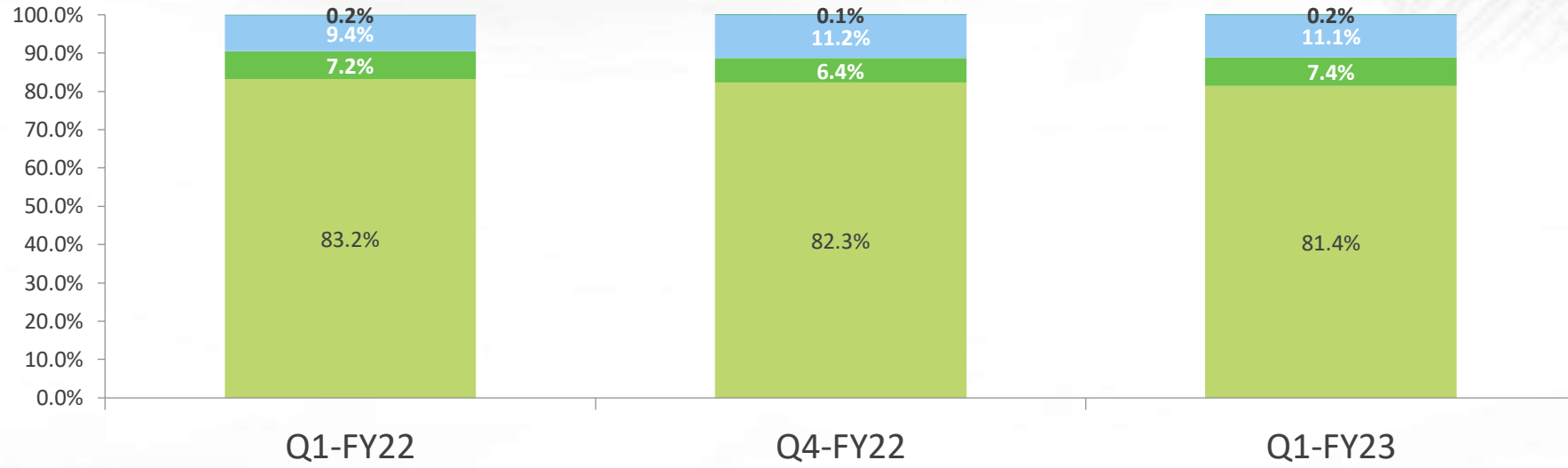
Revenue % By Business Segment



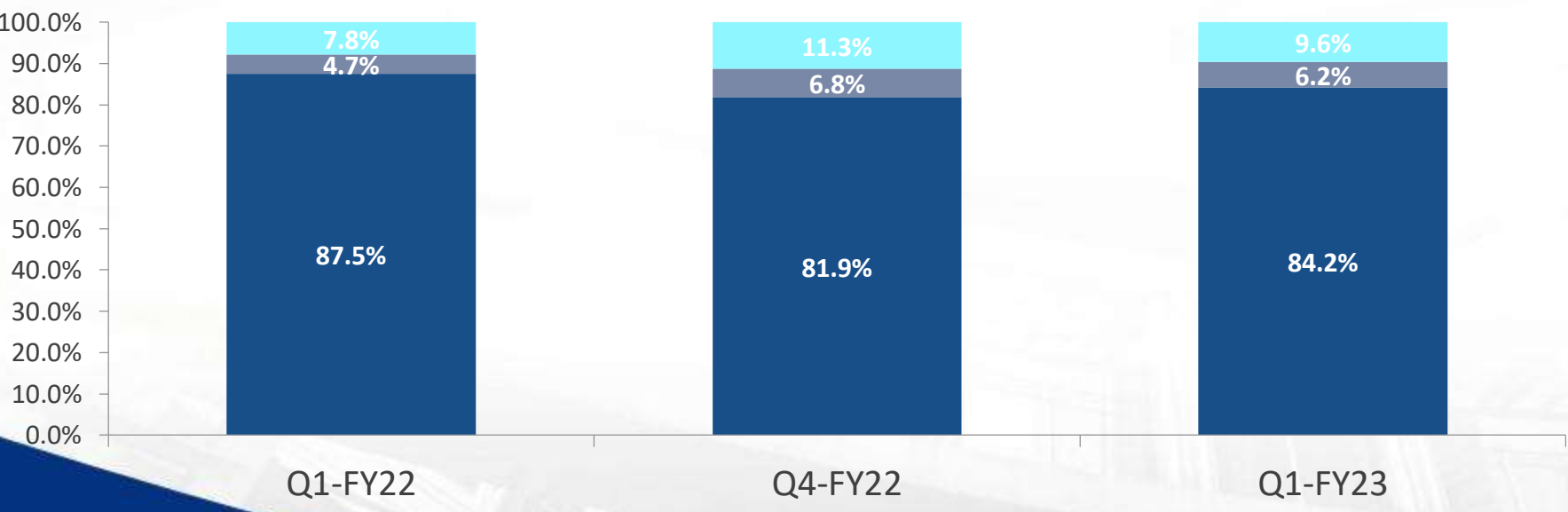
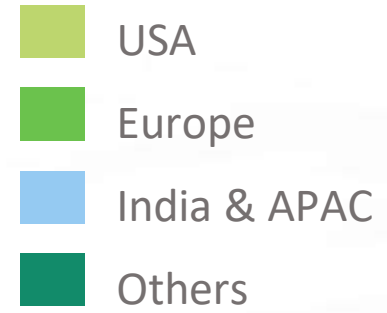
Revenue % By Clients



Q1 FY23 KEY METRICS



Revenue % By Geography



Revenue Mix



Q1 FY23 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q1-FY23	Q4-FY22	Q-o-Q	Q1-FY22	Y-o-Y
Revenue from operations	2,166	2,104	2.9%	2,043	6.0%
Other Income	3	1		4	
Total Income	2,169	2,105	3.0%	2,047	5.9%
Total Expenses	1,906	1,845		1,785	
EBITDA	263	260	1.2%	262	(0.1)%
EBITDA Margin (%)	12.1%	12.3%		12.8%	
Depreciation	31	25		28	
Finance Cost	33	32		29	
PBT	199	203	(1.9)%	206	(3.2)%
Tax	37	15		42	
Profit After Tax	163	188	(13.6)%	164	(0.8)%
PAT Margins (%)	7.5%	8.9%		8.0%	
Other Comprehensive Income	10	14		0	
Total Comprehensive Income (After Tax)	173	202		164	
Diluted EPS (INR)	1.79	2.10		1.70	



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HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS



INCOME STATEMENT (INR Mn)	FY22	FY21	FY20	FY19
Revenue from operations	8,427	7,756	7,707	8,141
Other Income	12	47	39	51
Total Income	8,439	7,803	7,746	8,192
Total Expenses	7,380	6,678	6,583	6,962
EBITDA	1,059	1,125	1,163	1,230
EBITDA Margin	12.6%	14.4%	15.01%	15.01%
Depreciation	109	129	128	67
Finance Cost	116	128	164	189
PBT	834	868	871	974
Tax	130	156	165	205
Profit After Tax	704	712	705	769
PAT Margins	8.3%	9.1%	9.1%	9.39%
Other Comprehensive Income	9	(4)	37	(18)
Total Comprehensive Income (After Tax)	713	708	743	751
EPS (INR)	7.39	7.34	7.70	7.79

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)



Equity and Liabilities (INR Mn)	FY22	FY21	Assets (INR Mn)	FY22	FY21
Shareholder Funds			Non-Current Assets		
(A) Equity Share Capital	483	482	Property, Plant & Equipment	105	100
(B) Other Equity	4,304	3,723	Capital Work in Progress	-	-
Total -Shareholder Funds	4,787	4,205	Right to use assets	67	61
Non-Current Liabilities			Goodwill	1,529	1,616
Financial Liabilities			Other Intangible Assets	289	288
(I) Borrowings	132	226	Financial Assets		
(ii) Other Financial Liabilities	88	95	(I) Investments	-	-
(iii)Other non-current Liabilities	14	17	(II) Loans	-	-
Provisions	34	30	Other Financial Assets	7	8
Lease Liabilities	76	80	Other Non-Current Assets	96	118
Deferred Tax Liabilities	24	23	Total - Non-Current Assets	2,093	2,191
Total - Non-Current Liabilities	368	471	Current Assets		
Current Liabilities			Inventories	0	0
Financial Liabilities			Financial Assets		
(I) Borrowings	918	649	(I) Trade Receivables	2,226	2,058
(ii) Trade Payables	151	162	(II) Cash & Cash Equivalentents	249	389
(iii) Other Financial Liabilities	97	136	(III) Loans	-	-
Other Current Liabilities	113	107	(IV) Other Financial Assets	1,629	1,132
Provisions	255	412	Other current assets	523	549
Current Tax Liabilities (Net)	31	177	Total – Current Assets	4,627	4,128
Total – Current Liabilities	1,565	1,643	GRAND TOTAL – ASSETS	6,720	6,319
GRAND TOTAL - EQUITIES & LIABILITES	6,720	6,319			

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