



EARNINGS PRESENTATION – Q4-FY19 / FY19

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:

Total Income

FY18	FY19
INR 7,862 Mn	INR 8,192 Mn

EBITDA

FY18	FY19
INR 1,212 Mn	INR 1,230 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.

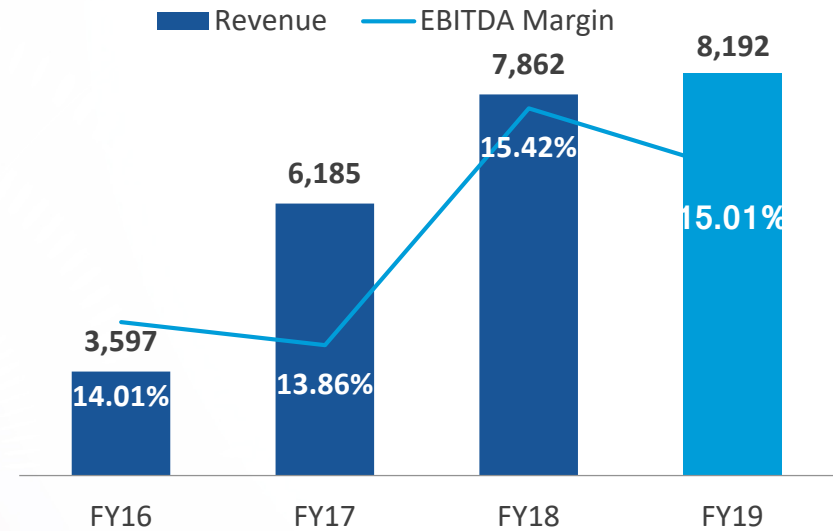
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

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

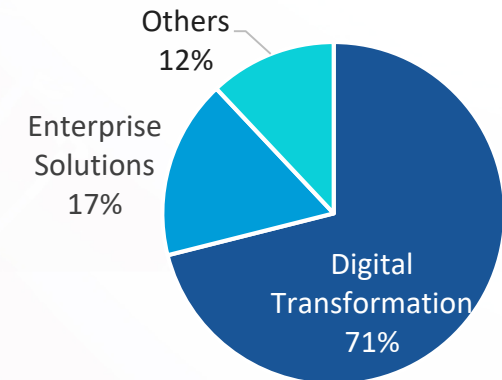
Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

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

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



Segmental Revenue Break-up (FY19)





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Q4-FY19 / FY19 FINANCIAL OVERVIEW

Q4-FY19 FINANCIAL HIGHLIGHTS

Q4-FY19 Financial Highlights:

- Total revenue of INR 1911 Mn; down 8.0% QoQ
- EBITDA was at INR 300 Mn; up 1.7% QoQ
- EBITDA Margin stood at 15.70%
- Net Profit stood at INR 195 Mn; up 5.4% QoQ
- PAT Margin of 10.20%
- Diluted EPS was at INR 1.83 per share; down 0.5% QoQ

Note: *The Consolidated financials of the quarter and full year ended 31 March, 2019 includes the sale of one of its USA step down subsidiary. Therefore, the financial statements for the quarter ended 31st March 2019 is not comparable with the financial results of the previous quarter and corresponding previous period .*

Q4-FY19 OPERATIONAL HIGHLIGHTS

- Kellton Tech Successfully Implements "Optima" the Ground-breaking Cloud-based IoT Solution for the Oil and Gas Industry
- Kellton Tech for the 4th time made it to Deloitte Technology Fast50 India
- Kellton Tech has developed a full-suite human capital management solution 'tHRive' that transforms the traditional HR functions into opportunities that help our clients drive engagement, productivity, and business value
- Kellton Tech was the mobile app partner for Nasscom Design & Engineering Summit and Nasscom Product Conclave.
- Hosted Drupal Delhi Meetup 2018 at our Gurgaon facilities for the community to come together and discuss the latest trends in Drupal 8 development

Q4-FY19 NEW CLIENT WINS

Won 9 new clients, some big wins are:



A large Manufacturing Firm

Kellton Tech has been selected to modernize and streamline the technology landscape to an agile SAP S/4HANA environment for a leading manufacturing facility company in the US



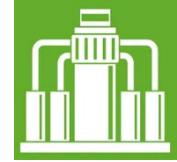
A Real Estate Company

The company creating a digital disruption to achieve a new wave of innovation for a Europe-based real estate company



A leading SMB Business

Kellton Tech is selected as a preferred partner to develop next-gen learning platform to enhance end-user customer experience and achieve competitive edge for a leading SMB business in Europe



An Oilfield Equipment Rental & Pipeline Service Company

Kellton Tech is building an integrated SAP security management system for a leading oilfield rental equipment and pipeline service company in the US



A global Healthcare Company

Selected as a long-term digital strategic partner to ensure greater customer satisfaction by enabling online presence of a global world-class healthcare services company



A leading E-Commerce Firm

Kellton Tech is selected as a strategic partner for a leading on-demand ecommerce technology and services company to digitally build e-commerce platform and improve user experience



A leading Financial Company


Developing an integrated enterprise application platform to manage digital assets for a leading financial services company in India





A leading Consumer Durable Company

Kellton Tech has won a long-term strategic engagement with a leading consumer durables company

FY19 FINANCIAL HIGHLIGHTS


Total revenue
INR
8,192 Mn  up 4.2% YoY

EBITDA
INR
1,230 Mn  up 1.5% YoY

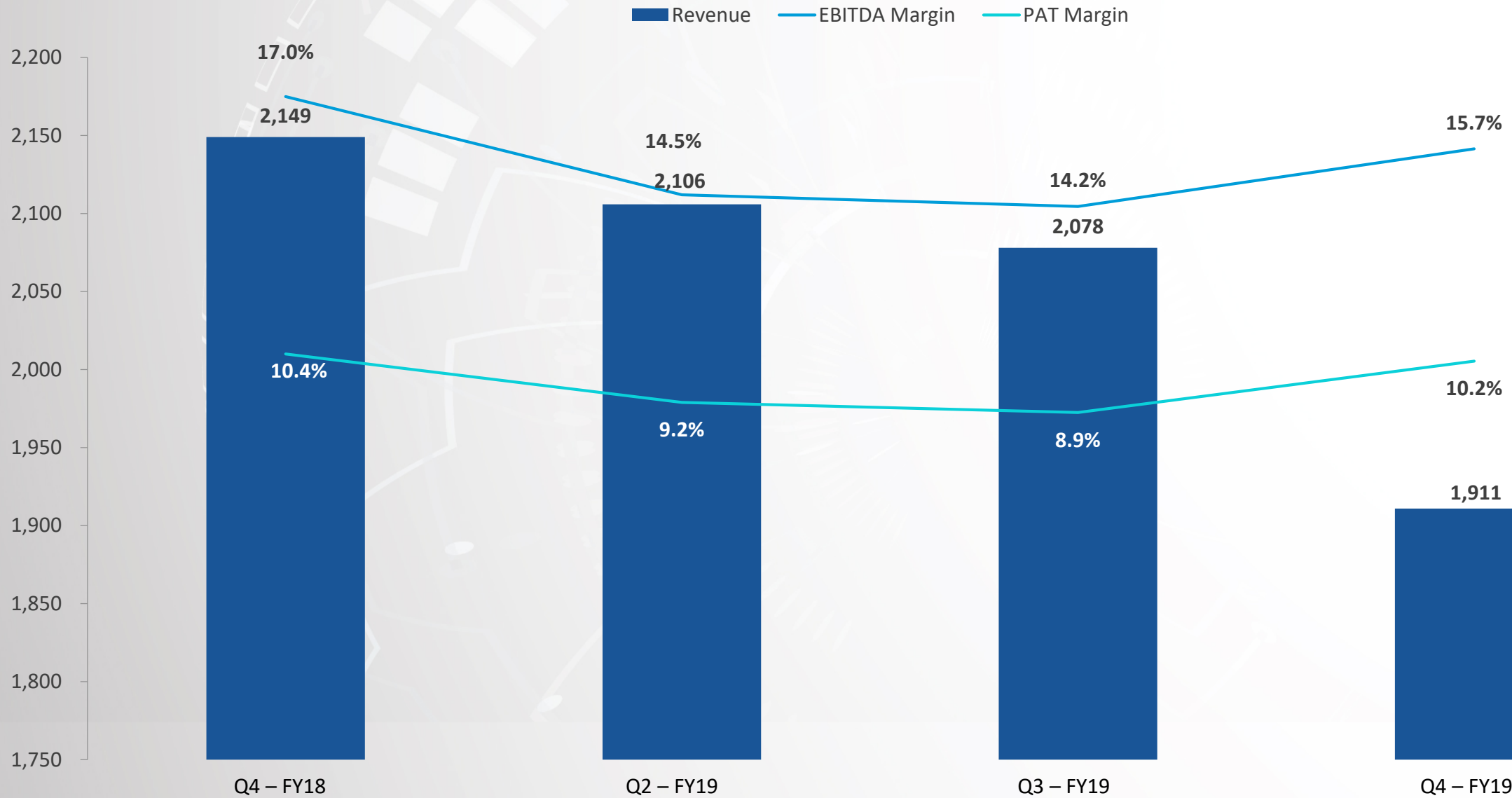
EBITDA Margin
INR
15.01%  down 41 Bps

Net Profit
INR
769 Mn  up 12.4% YoY

PAT Margin
INR
9.39%  up 69 Bps

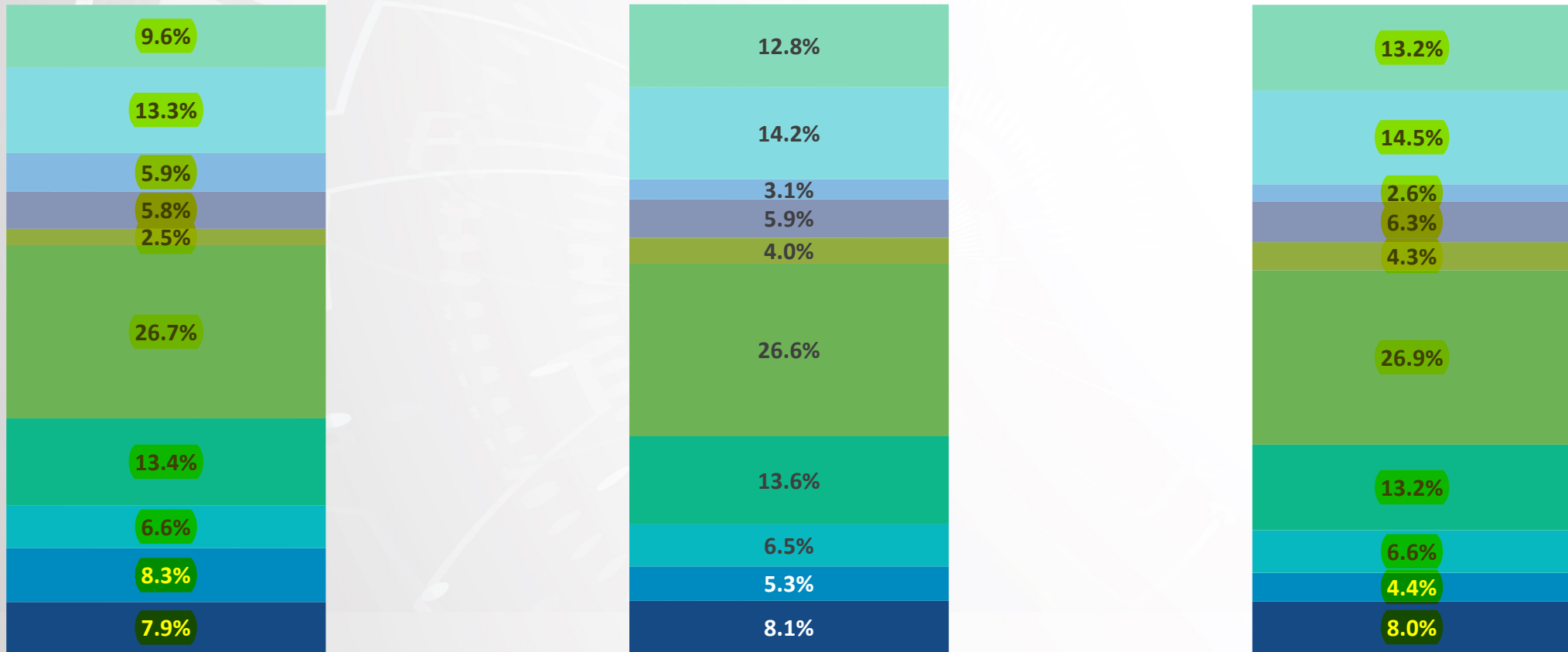
EPS
INR
7.77 / Share  up 18.1% YoY

Q4-FY19 REVENUE SUMMARY



Q4-FY19 REVENUE BY INDUSTRY

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



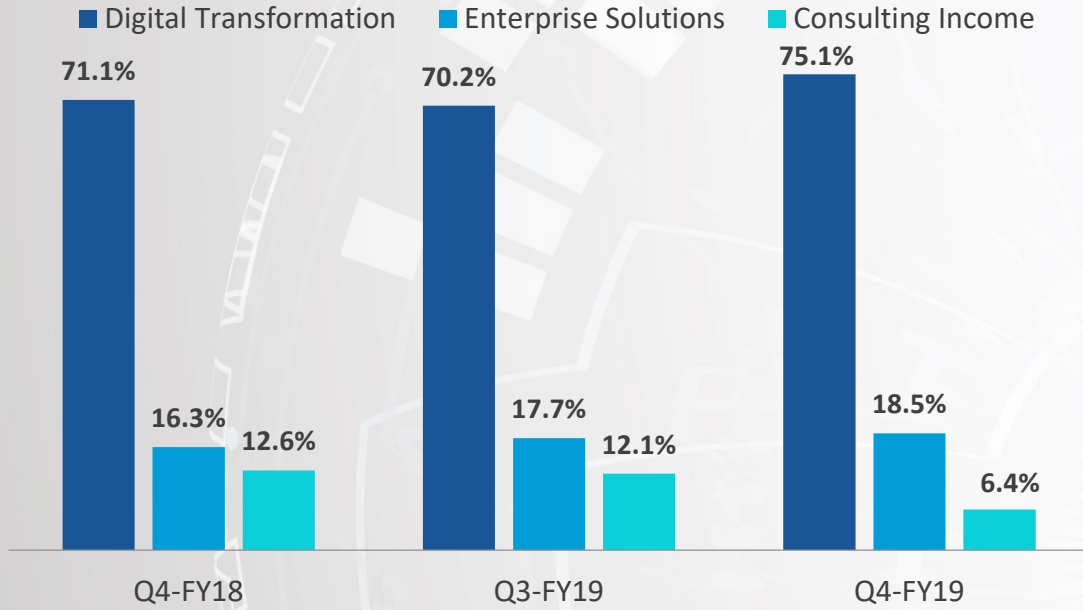
Q4-FY18

Q3-FY19

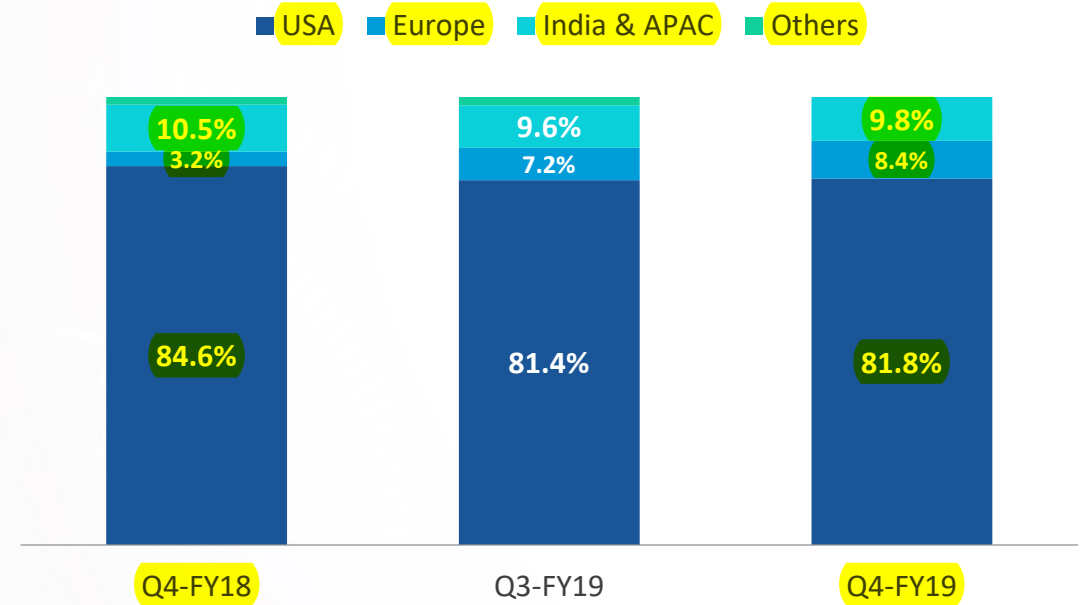
Q4-FY19

Q4-FY19 KEY METRICS

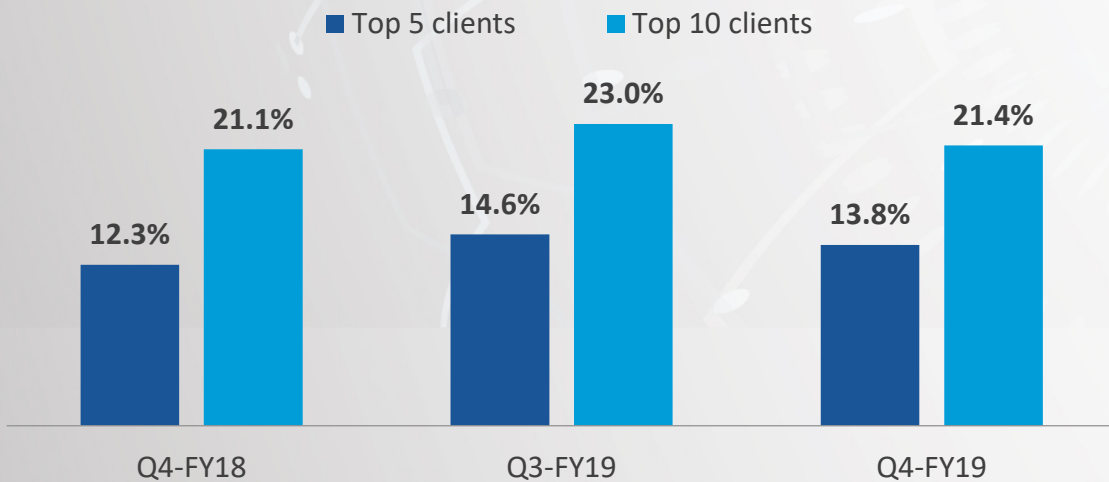
By Business



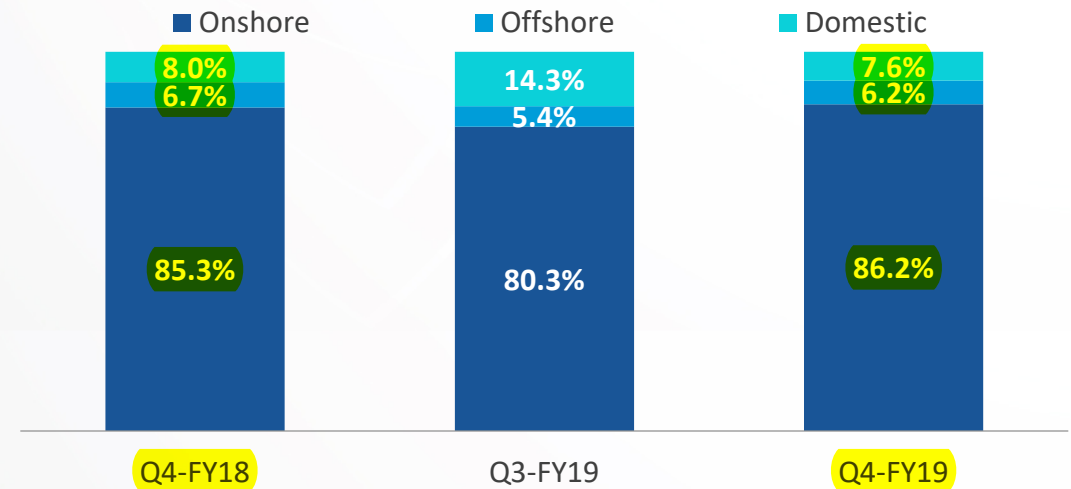
By Geography



By Clients



Revenue Mix



Q4-FY19 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	Q4-FY19	Q4-FY18	Y-o-Y	Q3-FY19	Q-o-Q
Revenue from operations	1,902	2,149	(11.5)%	2,064	(7.8)%
Other Income	9	-	NA	14	(35.7)%
Total Income	1,911	2,149	(11.1)%	2,078	(8.0)%
Total Expenses	1,611	1,784	(9.7)%	1,783	(9.6)%
EBITDA	300	365	(17.8)%	295	1.7%
EBITDA Margin	15.70%	16.98%	(128) Bps	14.20%	150 Bps
Depreciation	24	17	41.2%	15	60.0%
Finance Cost	47	49	(4.1)%	49	(4.1)%
PBT	229	299	(23.4)%	231	(0.9)%
Tax	34	76	(55.3)%	46	(26.1)%
Profit After Tax	195	223	(12.6)%	185	5.4%
PAT Margins	10.20%	10.38%	(18) Bps	8.90%	130 Bps
Other Comprehensive Income	(18)	(44)	NA	(6)	NA
Total Comprehensive Income (After Tax)	177	179	(1.1)%	179	(1.1)%
Diluted EPS (INR)	1.83	1.86	(1.6)%	1.84	(0.5)%

FY19 CONSOLIDATED INCOME STATEMENT (IND-AS)

INCOME STATEMENT (INR Mn)	FY19	FY18	Y-o-Y
Revenue from operations	8,141	7,835	3.9%
Other Income	51	27	88.9%
Total Income	8,192	7,862	4.2%
Total Expenses	6,962	6,650	4.7%
EBITDA	1,230	1,212	1.5%
EBITDA Margin	15.01%	15.42%	(41) Bps
Depreciation	67	54	24.1%
Finance Cost	189	163	16.0%
PBT	974	995	(2.1)%
Tax	205	311	(34.1)%
Profit After Tax	769	684	12.4%
PAT Margins	9.39%	8.70%	69 Bps
Other Comprehensive Income	(18)	(48)	NA
Total Comprehensive Income (After Tax)	751	636	18.1%
Diluted EPS (INR)	7.77	6.58	18.1%



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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
Other Income	10	37	27	51
Total Income	3,597	6,185	7,862	8,192
Total Expenses	3,093	5,328	6,650	6,962
EBITDA	504	857	1,212	1,230
EBITDA Margin	14.01%	13.86%	15.42%	15.01%
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
PAT Margins	8.62%	8.59%	8.70%	9.39%
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	3,809	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