



**KELLTON TECH**

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**EARNINGS PRESENTATION – FY21/Q4 FY21**

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# 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 (FY 21)



### Digital Transformation (79.34%)

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 (15.25%)

We leverage insights with our deep, cross-industry experience to create digital solutions poised to solve the biggest and the most complex enterprise challenges.



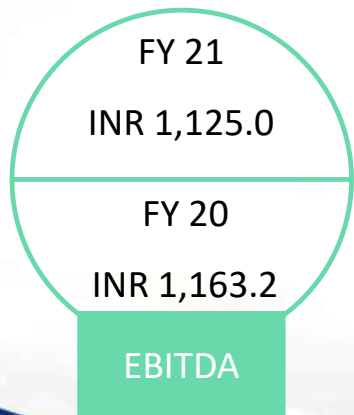
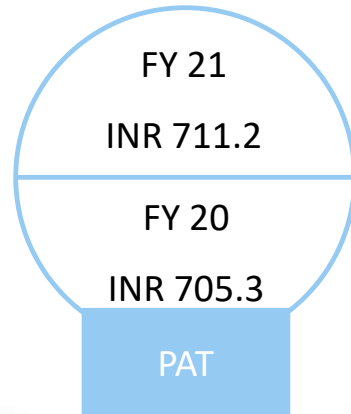
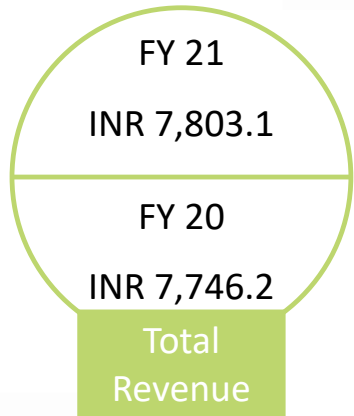
### Other Services (5.41%)

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.

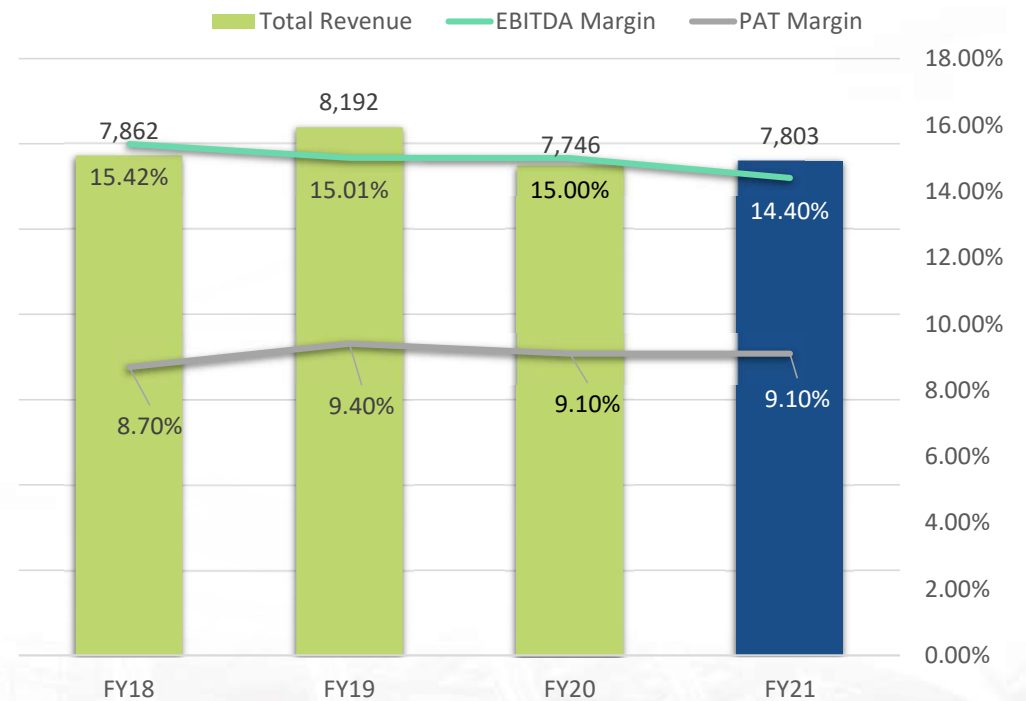
# EXECUTIVE SUMMARY



## Financial Highlights FY21



## Total Revenue, PAT & EBITDA Margins – FY21



## 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**

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**FINANCIAL & OPERATIONAL OVERVIEW - FY21/ Q4 FY21**

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# FINANCIAL HIGHLIGHTS – FY21/Q4 FY21

## FY21 - HIGHLIGHTS

Total Revenue  
of INR 7,803.1  
Mn

Total  
Revenue

EBITDA of INR  
1,125.0 Mn

EBITDA

EBITDA  
Margin of  
14.4%

EBITDA  
Margin %

Net Profit of  
INR 711.2 Mn

Net Profit

PAT Margin of  
9.1%

PAT Margin  
%

EPS of INR  
7.34

EPS

## Q4 FY21 - HIGHLIGHTS

Total Revenue  
of INR 2088.2  
Mn up 5.6%  
QoQ

Total  
Revenue

EBITDA of INR  
297.1 Mn

EBITDA

EBITDA  
Margin of  
14.2%

EBITDA  
Margin %

Net Profit of  
INR 189.1 Mn

Net Profit

PAT Margin of  
9.1%

PAT Margin  
%

EPS of INR  
2.08

EPS

# FY21 OPERATIONAL HIGHLIGHTS



The Company had several key launches won new contracts throughout the year some key highlights are:

**1<sup>st</sup>** Launched tHRive+ – a Smart, Analytics-Based Solution to Reimagine HRM Experiences, the solution transforms core HR processes, reduce costs and build a fully engaged and compliant global workforce management solution for clients

**2<sup>nd</sup>** Launched KeLive — a Building Management Solution Underpinned with AI and Smart Analytics, KeLive is engineered to help real estate agencies and property management companies automate rule-based tasks and manage administrative operations anywhere, anytime, and across devices.

**3<sup>rd</sup>** Tech Expands Its Partnership with Google Cloud’s Apigee API Platform, to transform digital user experiences faster and more seamlessly

**4<sup>th</sup>** Momentive Quartz Technologies (MQT) Selects Kellton Tech to Implement SAP S/4HANA.



## Q4 FY21 CLIENT WINS

We have won 12 new clients this quarter, some big wins are

### A Supply Chain Management Company

Kellton Tech has been selected as a strategic digital partner by a supply chain management company. We are integrating our client's core-critical software product with a range of hand-picked external systems to build a digital mesh that, includes all-in-one data access, more insightful reporting, and workflow automation.

### A Leading Healthcare Organization

Kellton Tech has been chosen as a technology partner to help a leading healthcare organization to amplify its online presence. We are optimizing our client's legacy digital landscape and making significant improvements to make it resonate better with shifts in the market and drive strategic business initiatives

### A Real Estate Company

Kellton Tech has been selected as a digital partner by a US-based real estate company. Under the collaboration, we are building a new-age engagement and loyalty platform to help our client attract and retain customers, generate a positive ROI, and achieve a competitive edge in the market.

### A Leading Financial Technology Company

Kellton Tech has been chosen as a digital partner by a leading financial technology company to build a comprehensive digital payment ecosystem – bringing customers, merchants, banks, and third-party service providers making processing payments as more agile, efficient and transparent.

### A Leading Travel Company

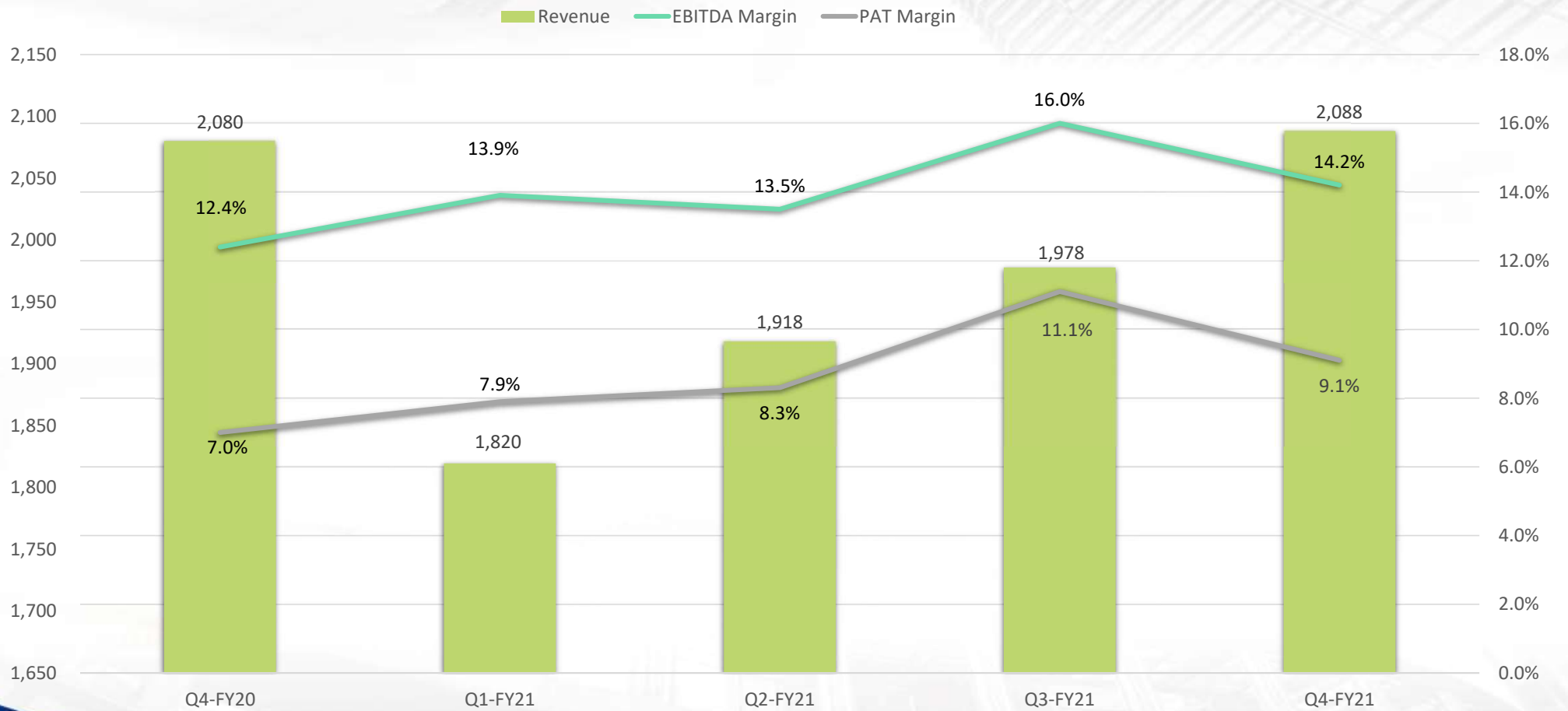
Kellton Tech has been chosen as a digital partner by a leading travel company. We are building a progressive, travel-oriented mobility solution that allows the personalization of itineraries in real-time based on historical data, gets all of the travelers' information at virtual fingertips– just like a digital travel assistant.

### A Leading Automotive Technology Company

Kellton Tech has been selected as a digital partner by a leading automotive technology company. We are developing critical software components for their next-generation OEM and aftermarket infotainment systems and helping them achieve economies of scale that translate into higher productivity and cost-efficiency.



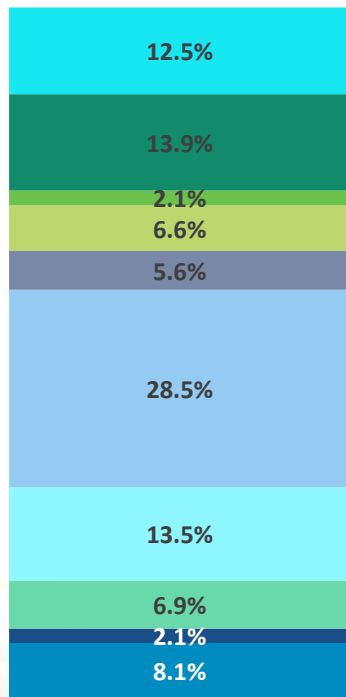
# Q4 FY21 REVENUE SUMMARY



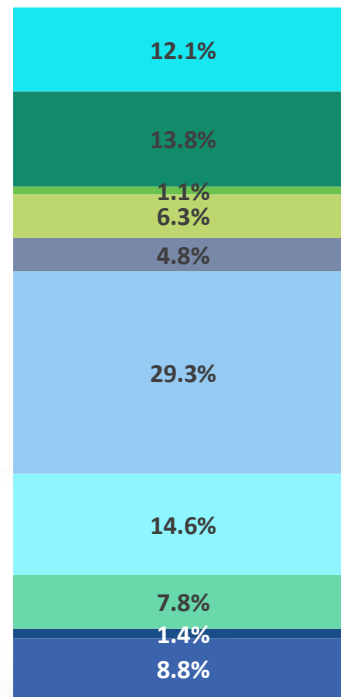
# Q4 FY21 REVENUE BY INDUSTRY



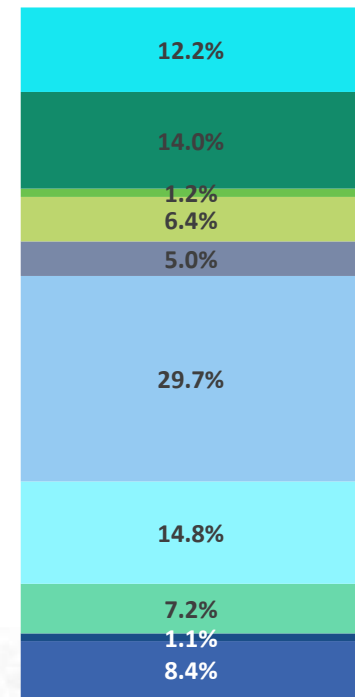
- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail



Q4-FY20

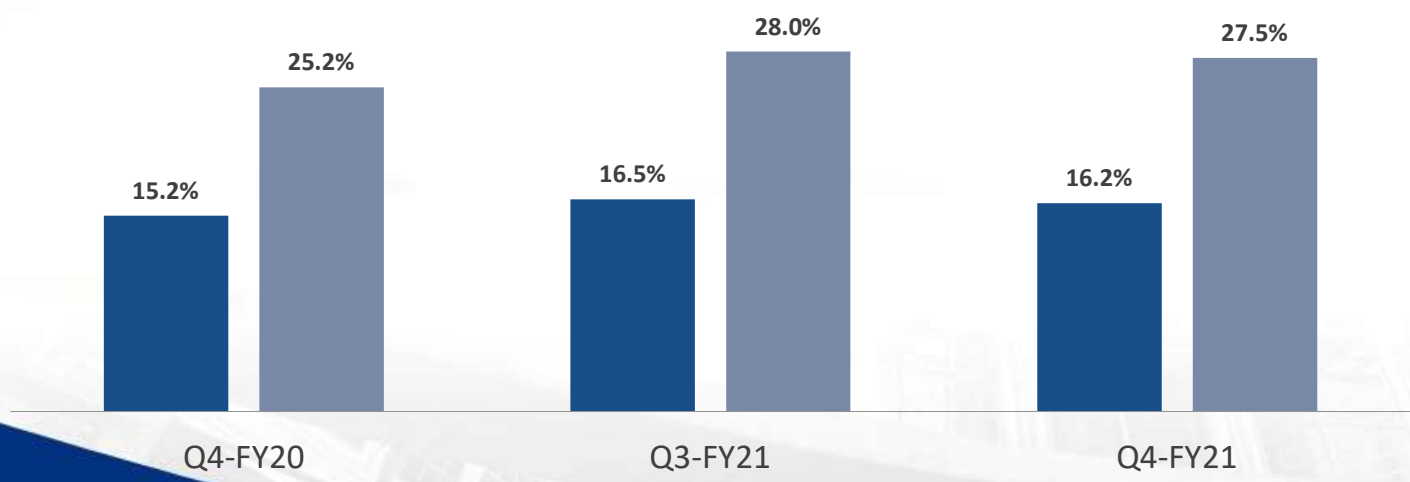
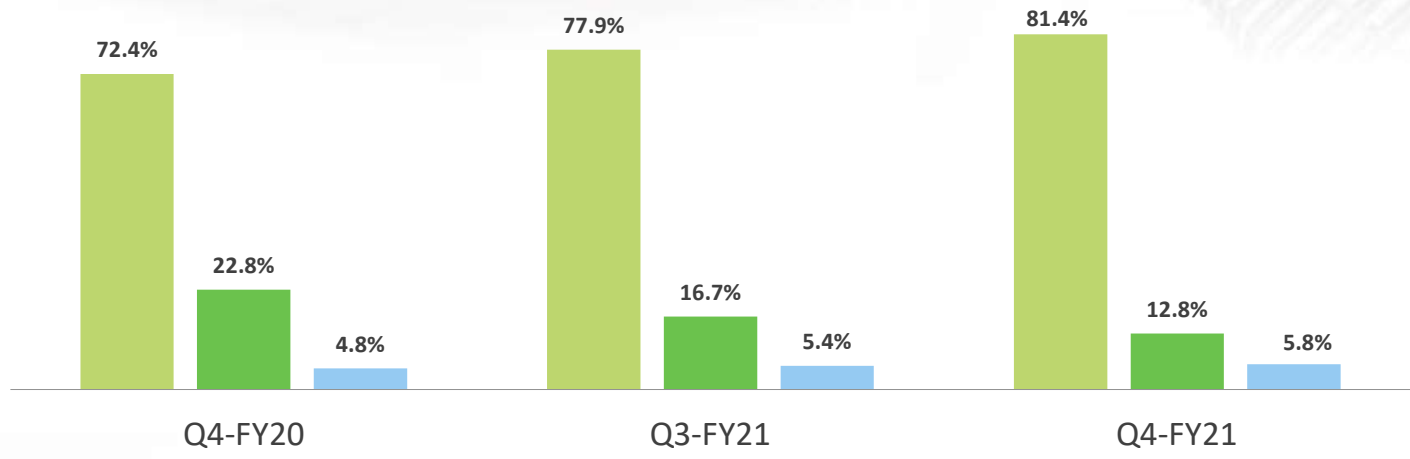


Q3-FY21

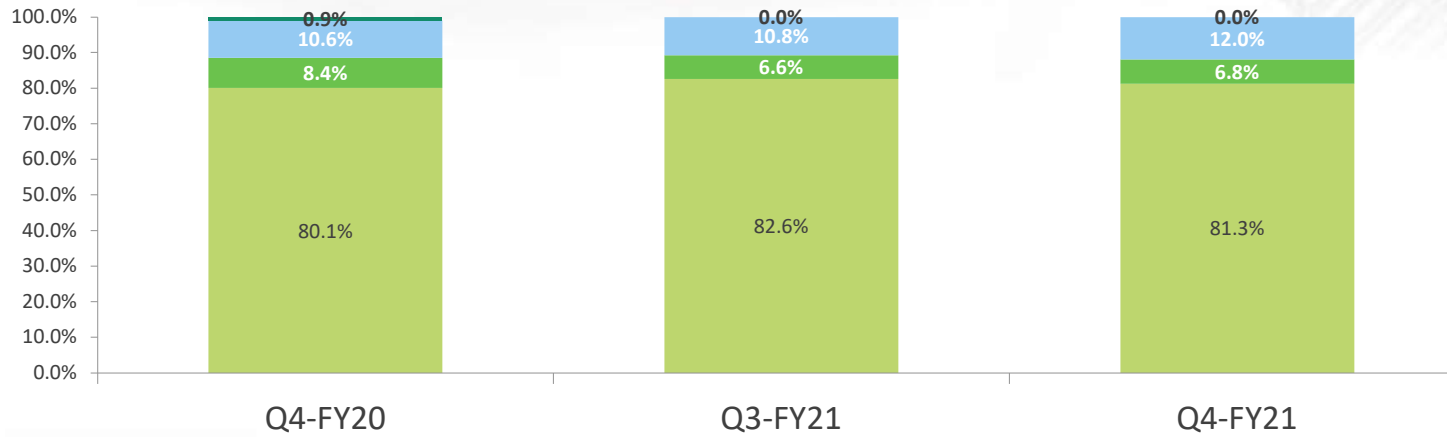


Q4-FY21

# Q4 FY21 KEY METRICS

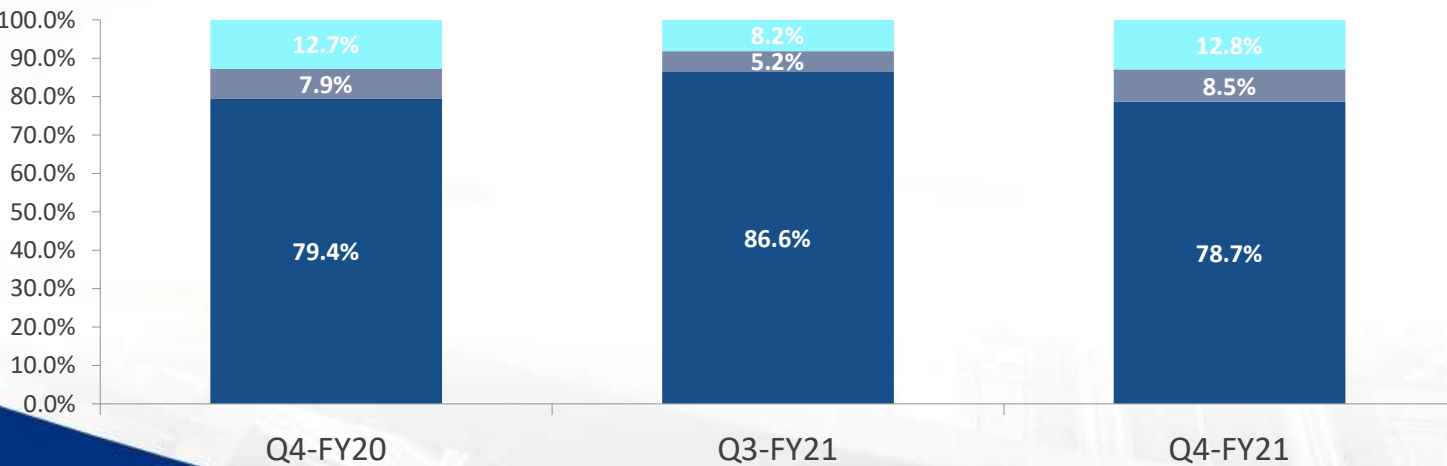


# Q4 FY21 KEY METRICS



Revenue % By Geography

- USA
- Europe
- India & APAC
- Others



Revenue Mix

- Onshore
- Offshore
- Domestic

# Q4 FY21 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q4-FY21	Q3-FY21	Q-o-Q	Q4-FY20	Y-o-Y
<b>Revenue from operations</b>	<b>2,083</b>	<b>1,964</b>	<b>6.1%</b>	<b>2,063</b>	<b>1.0%</b>
Other Income	5	14	(64.3)%	18	(71.7)%
<b>Total Income</b>	<b>2,088</b>	<b>1,978</b>	<b>5.6%</b>	<b>2,081</b>	<b>0.4%</b>
<b>Total Expenses</b>	<b>1,791</b>	<b>1,662</b>	<b>7.8%</b>	<b>1,821</b>	<b>(1.6)%</b>
<b>EBITDA</b>	<b>297</b>	<b>316</b>	<b>(5.9)%</b>	<b>260</b>	<b>14.3%</b>
<b>EBITDA Margin (%)</b>	<b>14.2%</b>	<b>16.0%</b>		<b>12.4%</b>	
Depreciation	27	31		28	
Finance Cost	26	33		42	
<b>PBT</b>	<b>244</b>	<b>252</b>	<b>(3.2)%</b>	<b>190</b>	<b>28.6%</b>
Tax	55	34		44	
<b>Profit After Tax</b>	<b>189</b>	<b>218</b>	<b>(13.5)%</b>	<b>146</b>	<b>30.0%</b>
<b>PAT Margins (%)</b>	<b>9.1%</b>	<b>11.1%</b>		<b>7.0%</b>	
Other Comprehensive Income	12	(10)		32	
<b>Total Comprehensive Income (After Tax)</b>	<b>201</b>	<b>208</b>		<b>178</b>	
Diluted EPS (INR)	2.08	2.16		1.84	

# FY21 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	FY21	FY20	Y-o-Y
Revenue from operations	7,756	7,707	0.6%
Other Income	47	39	20.5%
<b>Total Income</b>	<b>7,803</b>	<b>7,746</b>	<b>0.7%</b>
Total Expenses	6,678	6,583	1.4%
<b>EBITDA</b>	<b>1,125</b>	<b>1,163</b>	<b>(3.3)%</b>
<b>EBITDA Margin</b>	<b>14.4%</b>	<b>15.0%</b>	
Depreciation	129	128	
Finance Cost	128	164	
<b>PBT</b>	<b>868</b>	<b>871</b>	<b>(0.4)%</b>
Tax	156	165	
<b>Profit After Tax</b>	<b>712</b>	<b>705</b>	<b>0.8%</b>
<b>PAT Margins</b>	<b>9.1%</b>	<b>9.1%</b>	
Other Comprehensive Income	(4)	37	
<b>Total Comprehensive Income (After Tax)</b>	<b>708</b>	<b>743</b>	
EPS (INR)	7.34	7.70	



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**HISTORICAL FINANCIAL OVERVIEW**

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# 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
<b>Total Income</b>	<b>7,803</b>	<b>7,746</b>	<b>8,192</b>	<b>7,862</b>
Total Expenses	6,678	6,583	6,962	6,650
<b>EBITDA</b>	<b>1,125</b>	<b>1,163</b>	<b>1,230</b>	<b>1,212</b>
<b>EBITDA Margin</b>	<b>14.4%</b>	<b>15.01%</b>	<b>15.01%</b>	<b>15.42%</b>
Depreciation	129	128	67	54
Finance Cost	128	164	189	163
<b>PBT</b>	<b>868</b>	<b>871</b>	<b>974</b>	<b>995</b>
Tax	156	165	205	311
<b>Profit After Tax</b>	<b>712</b>	<b>705</b>	<b>769</b>	<b>684</b>
<b>PAT Margins</b>	<b>9.1%</b>	<b>9.1%</b>	<b>9.39%</b>	<b>8.70%</b>
Other Comprehensive Income	(4)	37	(18)	(48)
<b>Total Comprehensive Income (After Tax)</b>	<b>708</b>	<b>743</b>	<b>751</b>	<b>636</b>
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*
<b>Shareholder Funds</b>			<b>Non-Current Assets</b>		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	100	103
(B) Other Equity	3,723	3,681	Capital Work in Progress	-	-
<b>Total -Shareholder Funds</b>	<b>4,205</b>	<b>4,163</b>	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	<b>Total - Non-Current Assets</b>	<b>2,191</b>	<b>3,000</b>
<b>Total - Non-Current Liabilities</b>	<b>471</b>	<b>904</b>	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	<b>Total – Current Assets</b>	<b>4,128</b>	<b>4,184</b>
<b>Total – Current Liabilities</b>	<b>1,643</b>	<b>2,117</b>	<b>GRAND TOTAL – ASSETS</b>	<b>6,319</b>	<b>7,184</b>
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>6,319</b>	<b>7,184</b>			

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