



KELLTON TECH

EARNINGS PRESENTATION – Q2 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 (Q2 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 (14.2%)

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 (4.1%)

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.



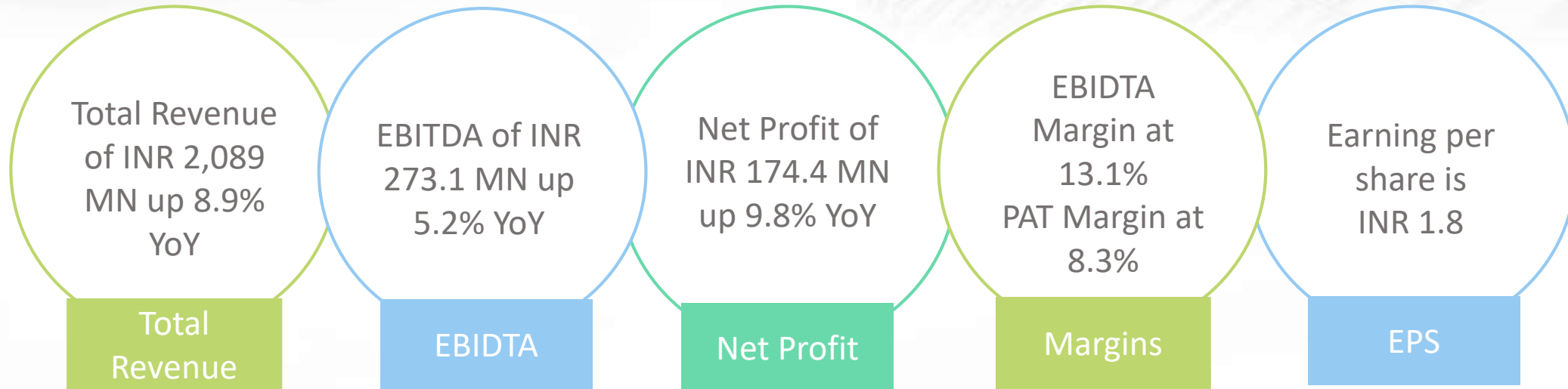
KELLTON TECH

FINANCIAL & OPERATIONAL OVERVIEW – Q2 FY22

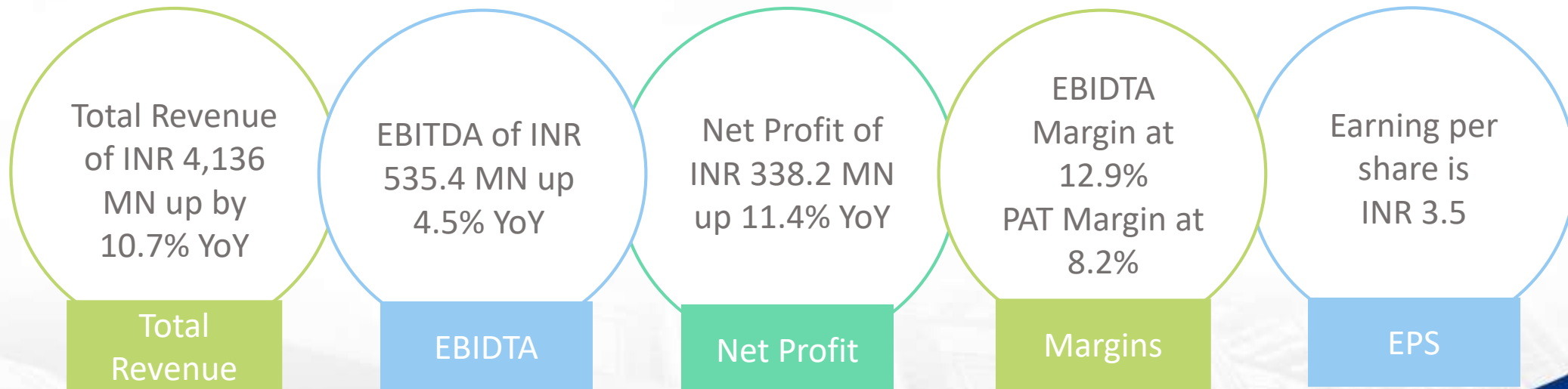
FINANCIAL HIGHLIGHTS – Q2 FY22 / H1 FY22



Q2 FY22



H1 FY22



Q2 FY22 OPERATIONAL HIGHLIGHTS



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

1st MQT - Go Live - We did our first SAP on AWS transition for Momentive. Very few industry players of our size have managed to do this as mentioned by AWS themselves.

2nd Partnership with Qlik – To further enhance our Data Analytics and BI offerings, we have entered into a strategic partnership with Qlik which involves working jointly on GTM strategies and proposing solutions collaboratively. This is a global partnership in which we are working in the US, UK, Middle East and Asia.

3rd Kellton Tech has shifted to a hybrid model of working where most of the employees still continue to work from their home but some have started visiting the offices.

CLIENT WINS – Q2 FY22



We have won 20 new clients this quarter, some big wins are

A Non-Profit Organization

Kellton Tech has been chosen as a digital transformation partner by a reputed non-profit organization with footprints in the US and many African countries. As a part of this collaboration, we are building an insights application for our client's innovative and cost-effective Emergency Transportation System for pregnant women and newborns. .

One of the largest Asian Conglomerates

Kellton Tech has been chosen as an end-to-end digital transformation partner by one of the largest conglomerates based in Asia. As a part of this collaboration, we are helping our client build a high-performance mobility platform that can unify their business units together and drive benefits in terms of greater transparency, control, accuracy, and efficiency.

A Leading Chemical Company

Kellton Tech has been awarded the SAP S/4HANA AMS and Hosting and Basis Support contract by a leading chemicals company based in the US. Earlier, we helped the client migrate their workloads from a traditional ECC system to SAP S/4HANA. Satisfied with our deliverables, they have taken us on-board again to simplify their operating model based on SAP AMS support function.

A Global healthcare Leader

Kellton Tech has been chosen as a digital partner by a global healthcare leader with a strong foothold in Asia-Pacific region. We are engaged to develop a standalone auditing solution for our client's internal teams, which can ensure consistency across their marketing communications based on the defined guidelines.

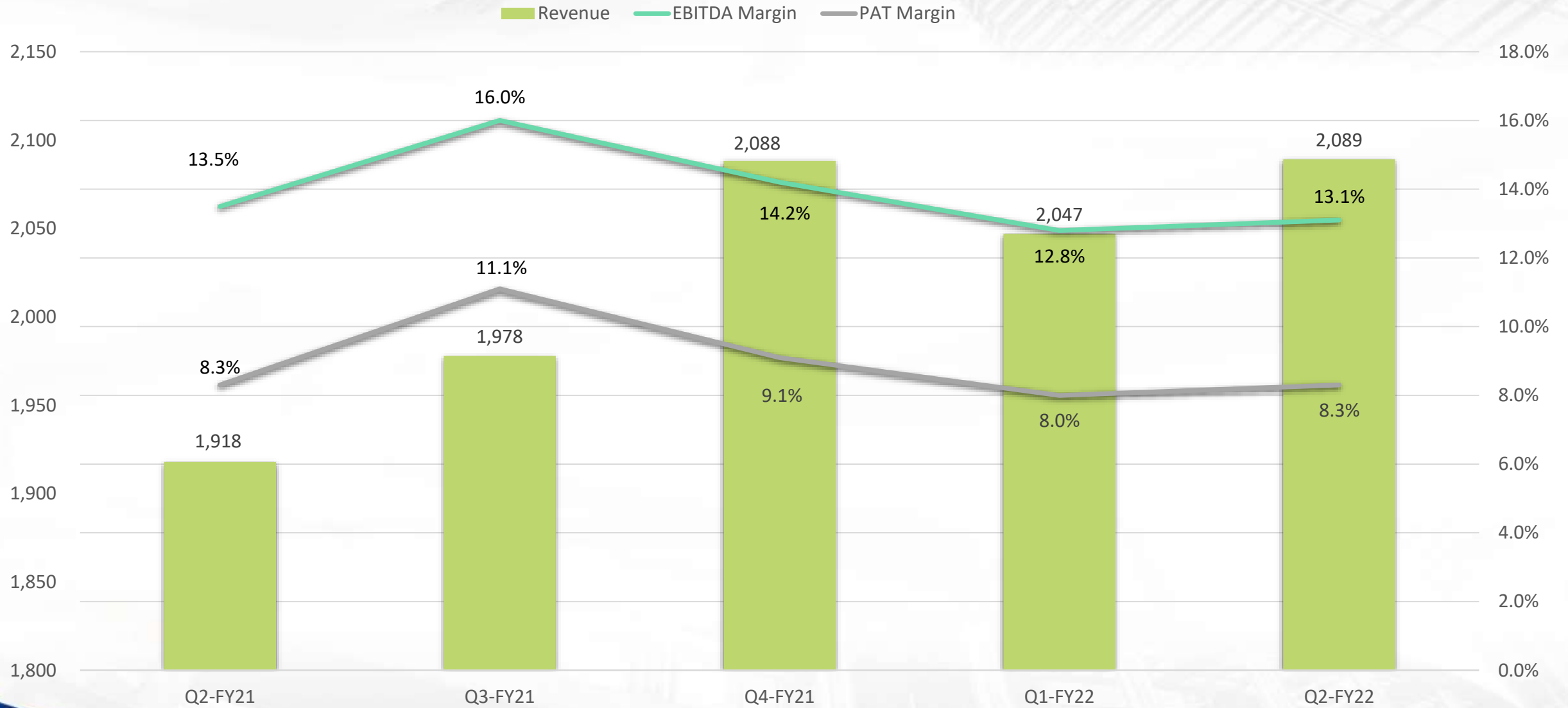
A Digital Supply Company

Kellton Tech has been chosen as a technology partner for a leading US-based company with a wide-scale digital supply network for process industries. Under this collaboration, we will help modernize our client's mission-critical business system and migrate their applications, processes, and data to the new platform for a competitive advantage.

A FinTech Startup

Kellton Tech has been selected as a technology partner by a FinTech startup in Asia that made it to the Unicorn List of 2021. The engagement is around delivering Resource Augmentation services that help our client gain access to new technologies and talent - and build market-ready solutions at a competitive price.

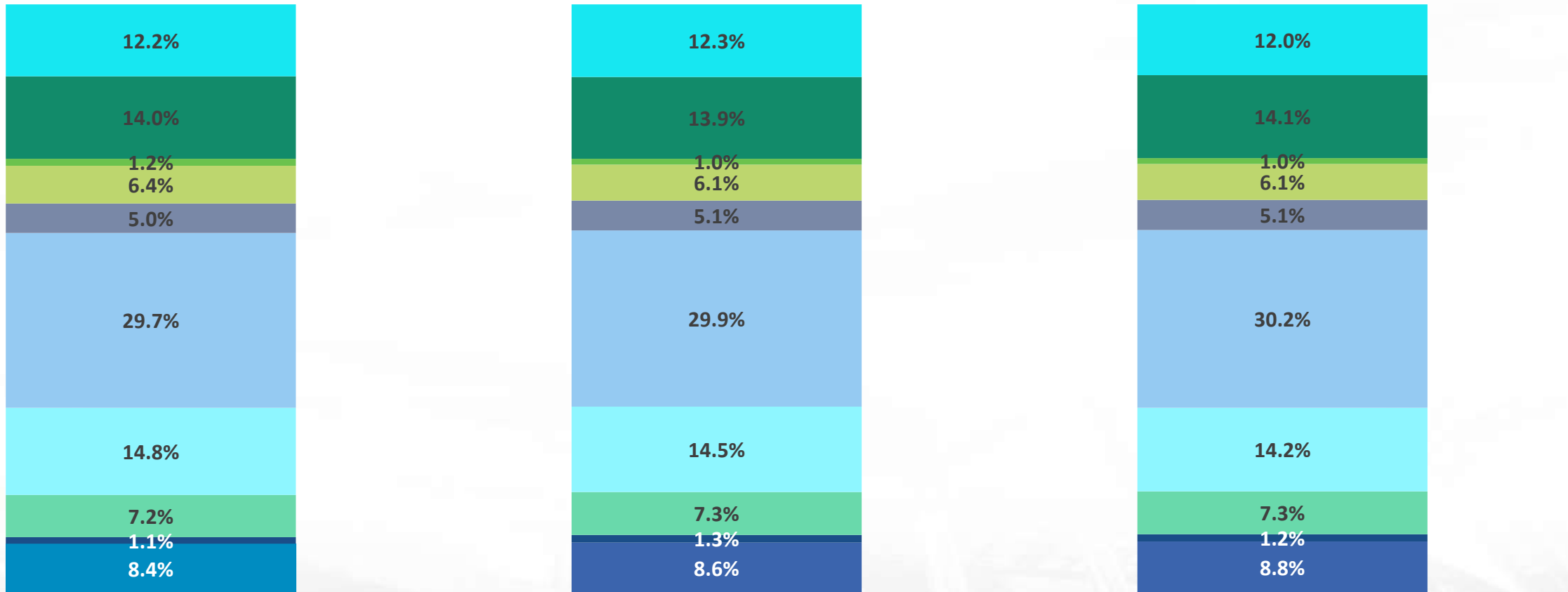
Q2 FY22 REVENUE SUMMARY



Q2 FY22 REVENUE BY INDUSTRY



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

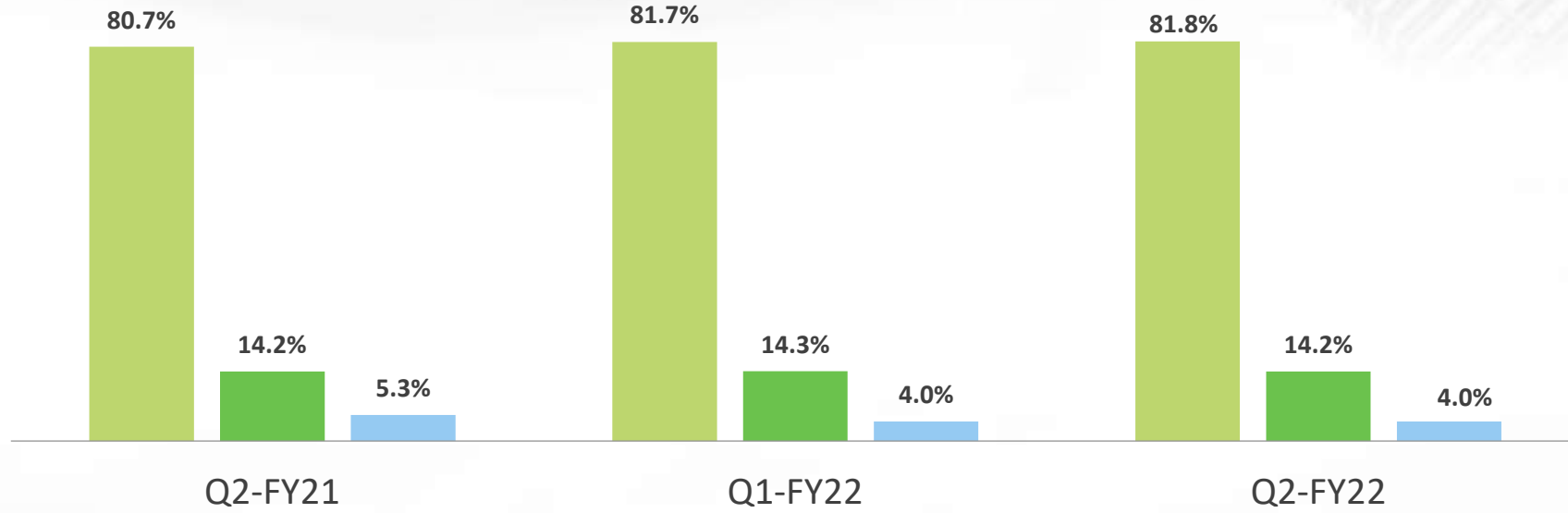


Q4-FY21

Q1-FY22

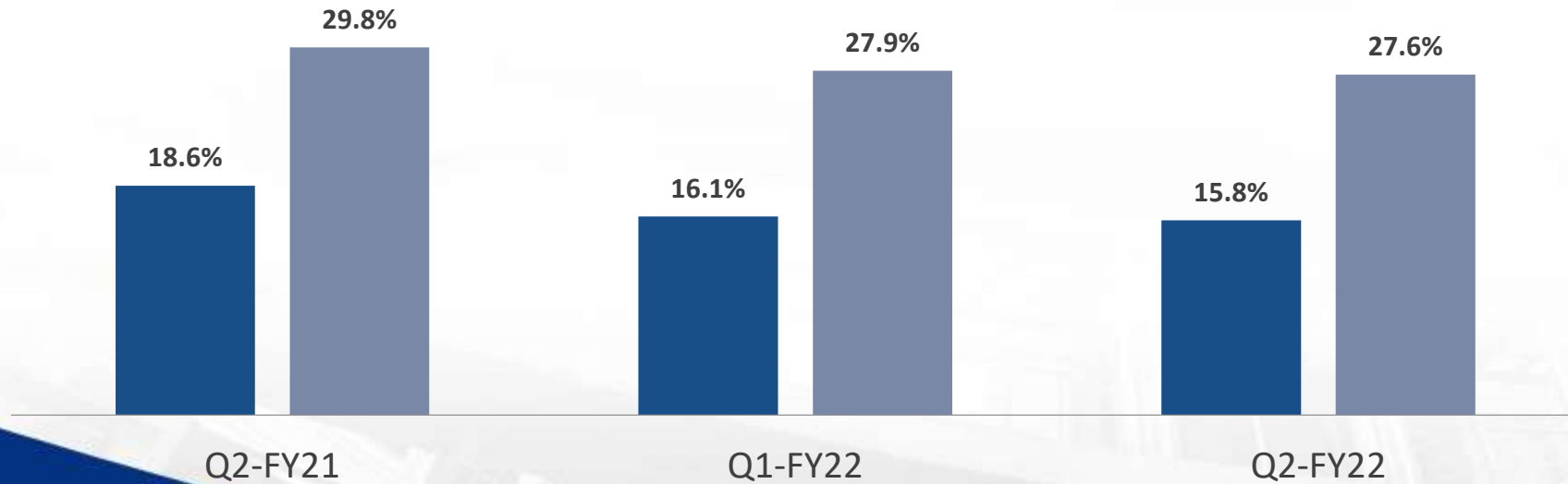
Q2-FY22

Q2 FY22 KEY METRICS



Revenue % By Business Segment

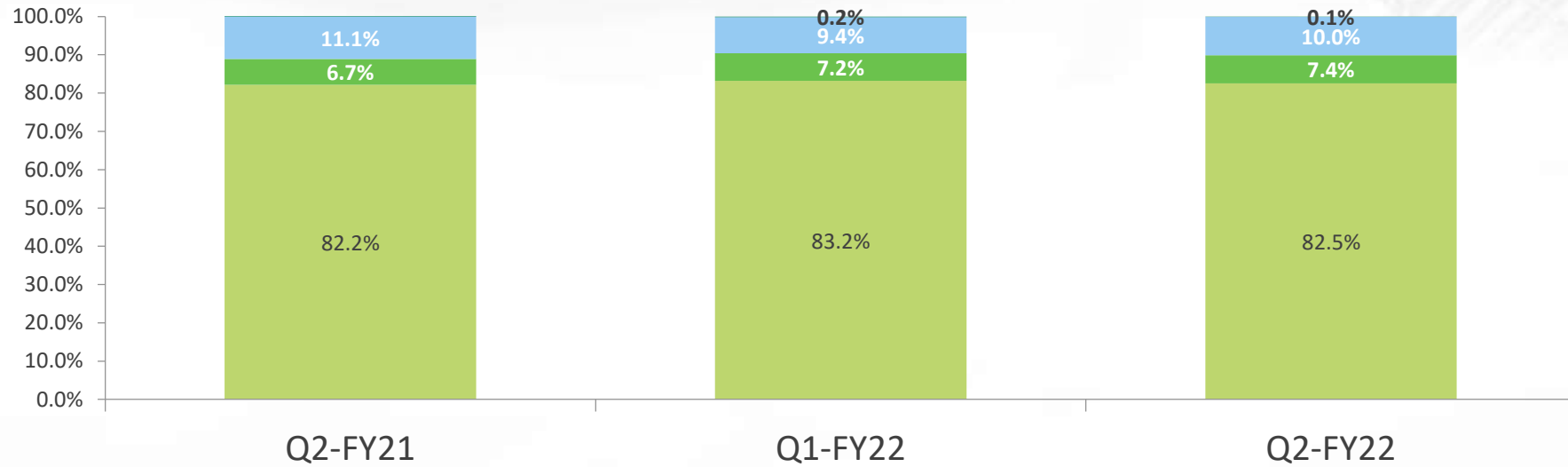
- Digital Transformation
- Enterprise Solutions
- Other Services



Revenue % By Clients

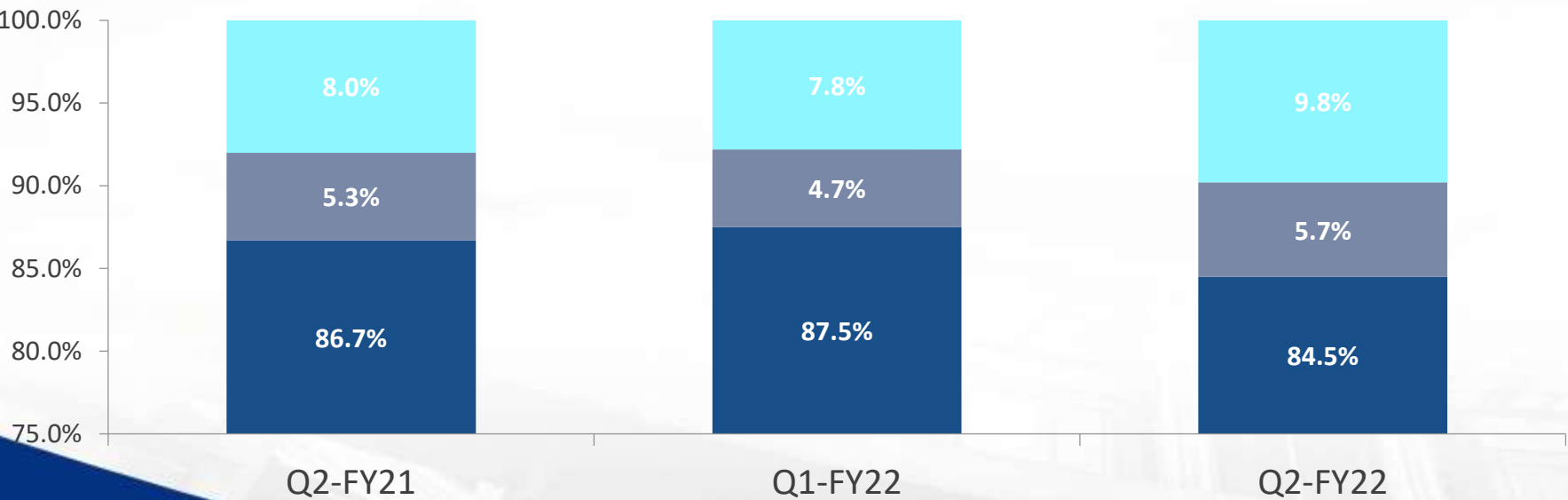
- Top 5 Clients
- Top 10 Clients

Q2 FY22 KEY METRICS



Revenue % By Geography

- USA
- Europe
- India & APAC
- Others



Revenue Mix

- Onshore
- Offshore
- Domestic

Q2 FY22 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q2-FY22	Q1-FY22	Q-o-Q	Q2-FY21	Y-o-Y
Revenue from operations	2,087	2,043	2.2%	1,909	9.4%
Other Income	2	4		9	
Total Income	2,089	2,047	2.1%	1,918	8.9%
Total Expenses	1,816	1,785	1.7%	1,658	9.5%
EBITDA	273	262	3.8%	260	5.2%
EBITDA Margin (%)	13.1%	12.8%		13.6%	
Depreciation	27	28		39	
Finance Cost	26	28		30	
PBT	220	206	6.6%	191	15.1%
Tax	45	42		32	
Profit After Tax	175	164	6.3%	159	9.8%
PAT Margins (%)	8.3%	8.0%		8.3%	
Other Comprehensive Income	2	0		(6)	
Total Comprehensive Income (After Tax)	177	164		153	
Diluted EPS (INR)	1.83	1.70		1.59	



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
<i>EBITDA Margin</i>	<i>14.4%</i>	<i>15.01%</i>	<i>15.01%</i>	<i>15.42%</i>
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
<i>PAT Margins</i>	<i>9.1%</i>	<i>9.1%</i>	<i>9.39%</i>	<i>8.70%</i>
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 Equivalentents	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:

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

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

Ms. Anupam Kumari

E-mail: anupam.kumari@kelltontech.com