

Earnings Presentation & Fact Sheet: Q2 FY24

September 2023

Executive Summary

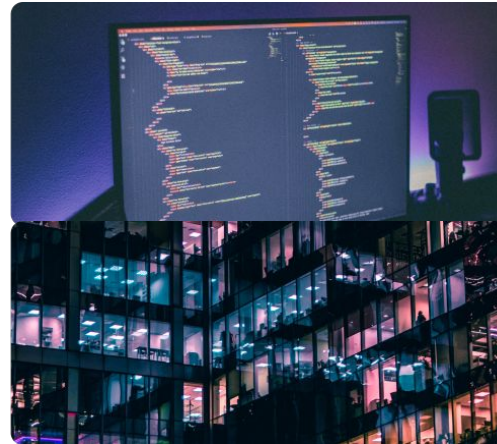


Kellton Tech is a CMMI Level-5 company and ISO 9001:2015 certified technology consulting and services company founded on the belief of 'Infinite Possibilities of Technology', a global leader in Digital Experience Innovations and Technology Solutions.

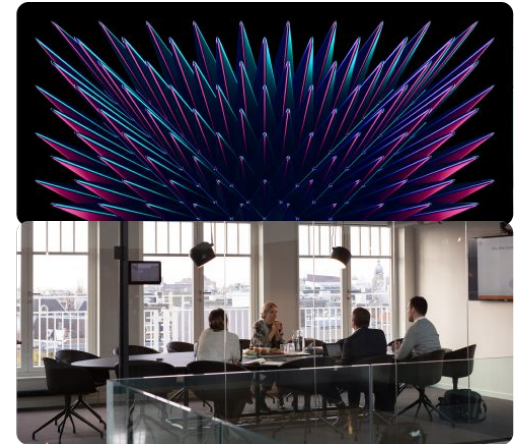
With nearly two decades of experience in driving business excellence for over 300+ clients, our core strength lies in scalable engineering that helps prioritize the enablement of change and take the lead in today's digital era.



Digital Transformation **(82.0%)**



Enterprise Solutions **(14.1%)**



Other Services **(3.9%)**

Company Overview



Footprint

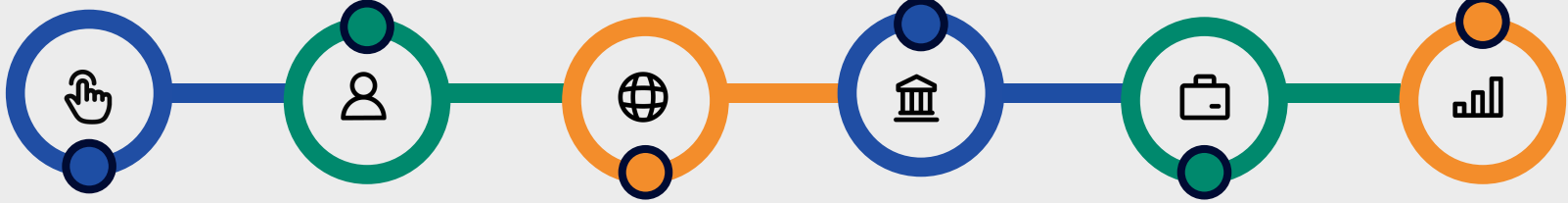
US, APAC, Middle East,
Europe

Curated Team

1800+ and expanding

Engagement

Time and material, turnkey,
team augmentation and
Product Development



Foundation

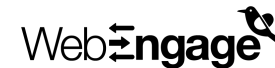
2009, 13+ years of
experience

Core Strength

ISO: 9001-015 CMMi Level 5

Expertise

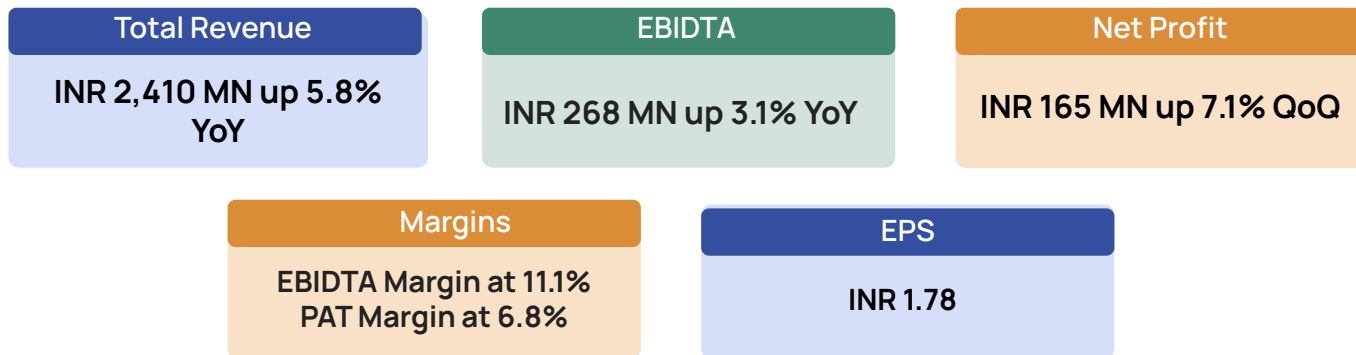
Digital Transformation, Product
Development, AR/VR, AI/ML, web3,
Data Analytics, Product Design and
Strategy, Cloud & Devops



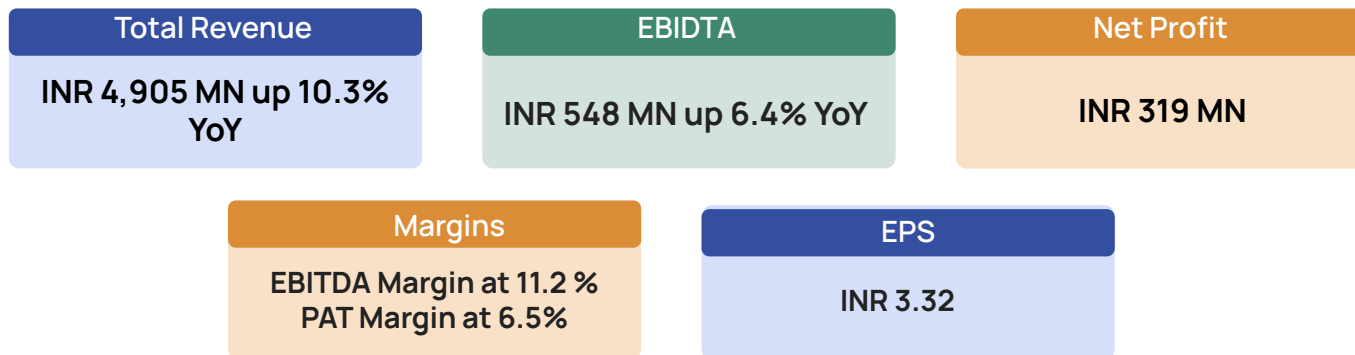
Snapshot Q2 FY24/H1 FY24



Q2 FY24



H1 FY24



01

Kellton's collaboration with the Karnataka State Government to design and implement HRMS Version 2.0, benefiting over 600,000 state government employees, is a noteworthy achievement.

02

Kellton has achieved a significant milestone by being acknowledged as one of the premier tech brands of 2023 according to the Economic Times.

03

Kellton has successfully ventured into the Singapore market, acquiring new clients in the digital realm of our business.

Client Win Performance

01

02

03

04

We have won **8** new clients this quarter, some big wins:

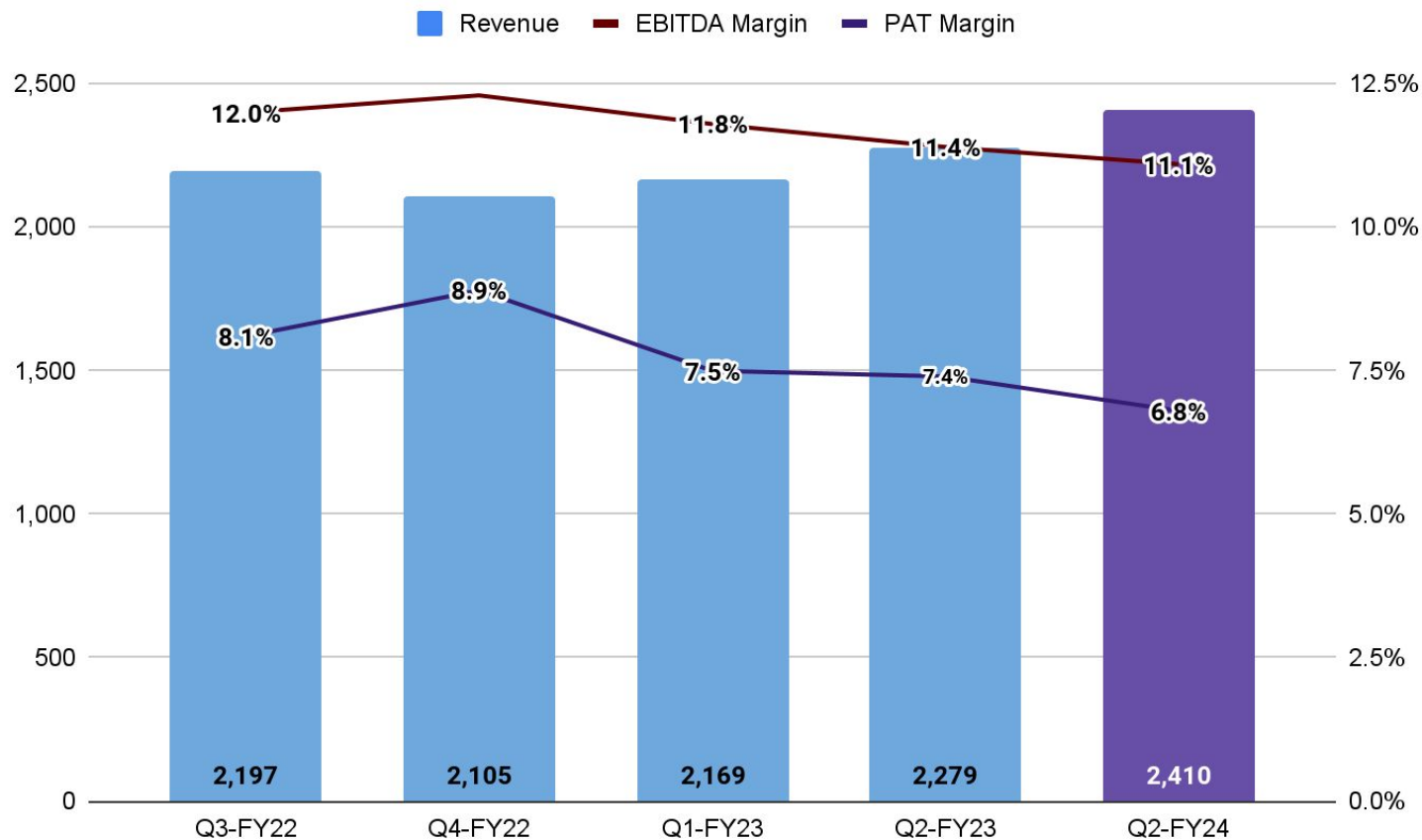
Kellton has created a Purchase Order Automation solution designed to optimize the client's manual purchase order management process. Our solution automates tasks such as extraction, classification, order mapping, effectively eliminating the requirement for manual data entry, and reducing time spent.

Kellton secured a contract for a digital success platform—an inventive client business solution driven by human-guided, generative AI. This platform is crafted to spark and improve the development, supervision, and refinement of business performance.

Kellton successfully won the Code Delete service for the client, encompassing the removal and masking of specific data. This involved deleting client-specific data associated with codes in designated production systems, covering master data, and the configuration-related data at various levels.

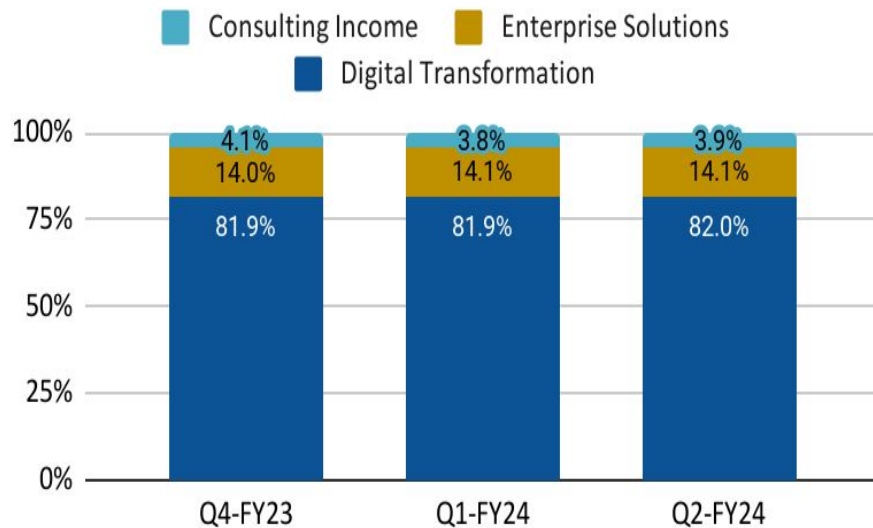
Kellton collaborated with an Oil and Gas Client in creating a web portal to facilitate the smooth onboarding of network players. This involves optimizing interactions with extended participants and enhancing functionality for existing network players.

Q2 FY24 : Revenue Summary

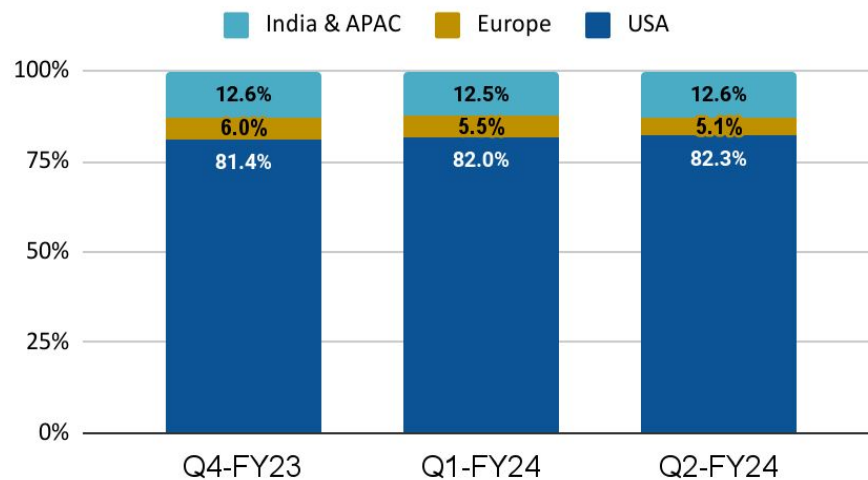




Digital Transformation, Enterprise Solutions and Consulting Income



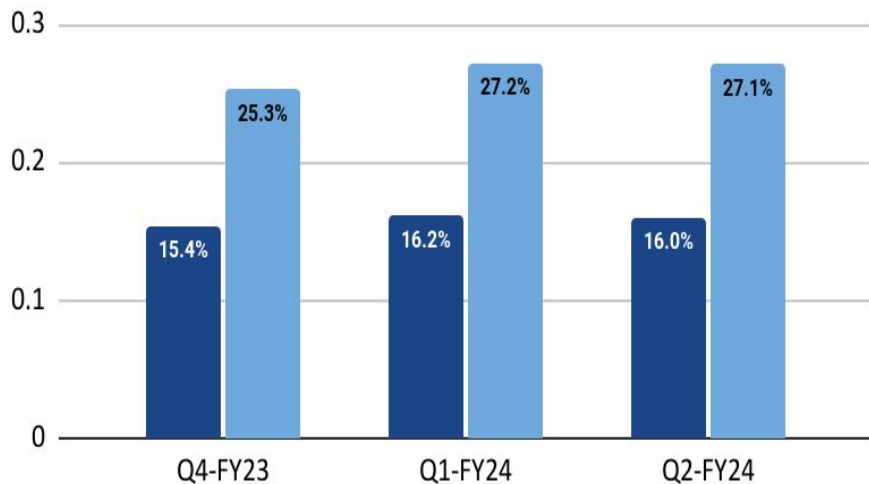
Revenue % By Geography





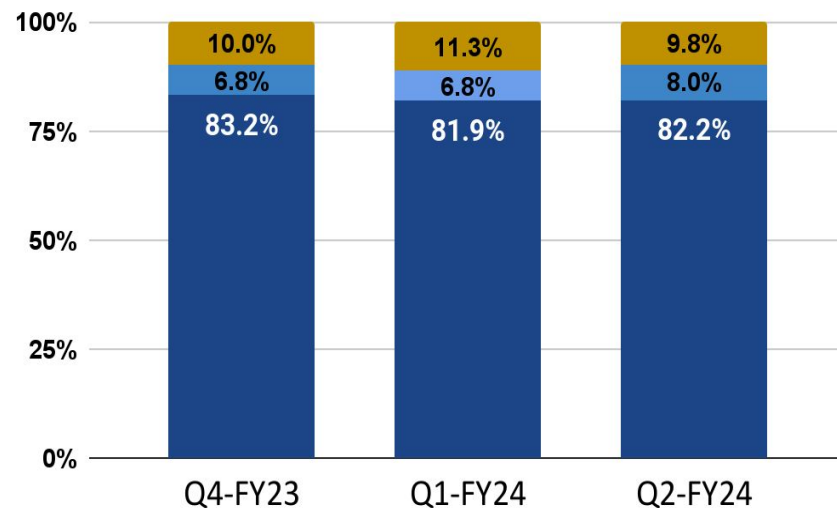
Revenue % By Clients

■ Top 5 clients ■ Top 10 clients



Revenue Mix

■ Domestic ■ Offshore ■ Onshore



Q2 FY24: Consolidated Income Statement



Particulars	Metrics	30 Sep	30 Jun	Q-o-Q	30 Sep	Y-o-Y
		Q2FY24	Q1FY24		Q2FY23	
Revenue	Total Revenue (INR Mn)	2,410.1	2,495.1	(3.4)%	2,278.4	5.8%
	Net Revenue (INR Mn)	2,405.8	2,490.3	(3.4)%	2,271.8	5.9%
Profit	EBITDA (INR Mn)	268.4	279.5	(4.0)%	260.3	3.1%
	PBT (INR Mn)	187.4	195.6		201.2	
	PAT (INR Mn)	165.3	154.3		168.3	
Margin (%)	EBITDA	11.1%	11.2%		11.4%	
	PBT	7.8%	7.8%		8.8%	
	PAT	6.9%	6.2%		7.4%	
EPS	Basic (Rs.)	1.78	1.54		1.81	
	Diluted (Rs.)	1.78	1.54		1.81	

*FY23 Figures are without considering exceptional items

Historical Financial Overview



Historical Consolidated Income Statement



INCOME STATEMENT (INR Mn)	FY23	FY22	FY21	FY20
Revenue from operations	9173	8427	7756	7707
Other Income	22	12	47	39
Total Income	9196	8439	7803	7746
Total Expenses	8239	7380	6678	6583
EBITDA	957	1059	1125	1163
EBITDA Margin	10.4%	12.6%	14.4%	15.0%
Depreciation	145	109	129	128
Finance Cost	114	116	128	164
PBT	698	834	868	871
Tax	125	130	156	165
Profit After Tax	573	704	712	705
PAT Margins	6.2%	8.3%	9.1%	9.1%
Other Comprehensive Income	(41)	9	(4)	37
Total Comprehensive Income (After Tax)	532	713	708	743
EPS (INR)	5.51	7.39	7.34	7.70

*FY23 Figures are without considering exceptional items

Historical Consolidated Balance Sheet (IND-AS)



Equity and Liabilities (INR Mn)	FY23	FY22
Shareholder Funds		
(A) Equity Share Capital	483	483
(B) Other Equity	3,248	4,304
Total - Shareholder Funds	3,730	4,787
Non-Current Liabilities		
<i>Financial Liabilities</i>		
(I) Borrowings	426	132
(ii) Other Financial Liabilities	2	88
(iii) Other non-current Liabilities	4	14
Provisions	45	34
Lease Liabilities	124	76
Deferred Tax Liabilities	18	24
Total - Non-Current Liabilities	619	368
Current Liabilities		
<i>Financial Liabilities</i>		
(I) Borrowings	927	918
(ii) Trade Payables	201	151
(iii) Other Financial Liabilities	143	97
Other Current Liabilities	118	112
Provisions	227	255
Current Tax Liabilities (Net)	-	31
Total – Current Liabilities	1,616	1,565
GRAND TOTAL - EQUITIES & LIABILITIES	5,965	6,720

Assets (INR Mn)	FY23	FY22
Non-Current Assets		
Property, Plant & Equipment	97	105
Capital Work in Progress	-	-
Right to use assets	113	67
Goodwill	115	1,529
<i>Other Intangible Assets</i>	313	289
Financial Assets		
Investments	-	-
(II) Loans	-	-
Other Financial Assets	9	7
Other Non-Current Assets	103	96
Total - Non-Current Assets	750	2,093
Current Assets		
Inventories	0	0
Financial Assets		
(I) Trade Receivables	2,566	2,226
(II) Cash & Cash Equivalents	232	249
(III) Loans	-	-
(IV) Other Financial Assets	1,785	1,629
Other current assets	517	523
Total – Current Assets	5,215	4,627
GRAND TOTAL – ASSETS	5,965	6,720

*FY23 Figures are with considering exceptional items



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Thank you

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