

To

The General Manager, Listing Department, BSE Limited, 1 st Floor, New Trading Wing, Rotunda Building, P.J. Towers, Dalal Street Fort, Mumbai-400001	The Manager, Listing Department, National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051
Scrip Code: 519602	Scrip Code: KELLTONTEC

Dear Sir/Madam,

Sub: Press Release on Unaudited Financial Results of the Company for the Quarter and Nine Months ended December 31, 2023.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing Press Release on the Unaudited Financial Results of the Company for the quarter and Nine Months ended December 31, 2023.

This Information is also made available at the website of Company at www.kellton.com

This is for your information and record

Thanking You,
Yours faithfully,

For Kellton Tech Solutions Limited

Rahul Jain
Company Secretary and Compliance Officer



Kellton Tech Q3 FY24 Revenue at Rs. 2,458 Mn, up 6.2% YoY

Hyderabad, India – 13th February, 2024 : Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation serving startups to Fortune 500 companies announced today its financial results for **Third Quarter & 9 Months FY23 ended on 31th December 2023**.

Review of financial performance for 9M FY24

- Total revenue was Rs. 7,363 million during the nine month period under review, up 8.9% YoY.
- The Company reported an EBITDA of Rs. 735 million for the nine month period under review.
- The EBITDA margin for the nine month period under review was 10.0%
- Net profit stood at Rs 401 million for the nine month period under review.
- The PAT Margin for the nine months period under review was 5.4%
- EPS stood at Rs.4.08 for the nine month period under review.

Review of financial performance for the quarter ended 31th December, 2023/Q3 FY24

- Total revenue was Rs. 2,458 million during the quarter under review; up 1.9% QoQ and 6.2% YoY.
- The Company reported an EBITDA of Rs. 188 million for the quarter under review.
- The EBITDA margin for the quarter under review was 7.6%.
- Net profit stood at Rs. 81 million for Q3 FY23.
- The PAT Margin for the quarter under review was 3.3%
- EPS stood at Rs 0.76 for Q3 FY23.

New Client Wins during Q3 FY24

Acquired **11** new clients during the quarter, some big wins are:

- Kellton partners with a Broadcast Media Production client to build a robust system for real-time TV viewership tracking using IoT devices. Focus: collecting and processing audio data from 200,000 devices daily with MQTT protocols and fault tolerance for reliable communication.
- Kellton partners with a leading Motor Vehicle Manufacturer to develop an Engineering Data Security and Communication App. Objectives: enhance data security, compliance, ADFS

authentication, image gallery merging, iOS/Android compatibility, and integrate communication and engineering support modules.

- Kellton collaborates with a Healthcare client to provide end-to-end services, including designing, manufacturing, and delivering a Standalone VR Headset. This headset seamlessly integrates with Windows/Android/iOS PC/Phone for data and control transfer, empowering users to conduct eye health check-ups through client-developed programs.
- Kellton is modernising quality control processes for a leading Food and Beverage client by shifting from manual checklists and standard operating procedures (SOPs) to a digital system. Using advanced Hooper/Hyper-Automation platforms, we're enhancing efficiency and accuracy throughout the process.
- Kellton collaborated with a leading aerospace industry player, initiating the SAP RISE journey last year. Acknowledging the necessity for comprehensive support and enhancement, our responsibilities include assisting in the integration of new features, offering daily support, and managing configurations.
- Kellton is actively partnering with one of the Big 4 firms, providing Power Platform resources to improve their current tax filing system. Recognizing challenges in coordination with their existing vendor, Kellton intervened to address the gap, leveraging our expertise.
- Kellton collaborates with a top Fitness App for a comprehensive plan to align with Fuze's Maximus CRM. We offer a detailed product roadmap, clickable prototypes, a technology landscape, and strategies for optimization, ensuring scalability, robustness, and cost-effectiveness.
- Kellton is building a resource management system for a top Video Games Developer, streamlining hiring processes and reducing manual effort significantly. Expected to cut resource request fulfilment time by 65% and simplify hiring.

Operational Highlights of Q3 FY24

- LIC embarks on a Digital Transformation Journey with Kellton as its strategic HRMS partner. This initiative will have a significant impact on over 1,50,000 LIC employees, providing them with advanced HR solutions designed to enhance efficiency and performance.
- Kellton have secured two new clients in our recently expanded territory of Singapore, starting from October 2023 onward.
- Kellton unveiled its latest design studio website (Link: <https://design.kellton.com/>) — a central hub showcasing unmatched design expertise, poised to revolutionise user experiences and propel brand growth to unprecedented levels.

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: “The theme of Q3FY24, for Kellton, revolved around maintaining a consistent performance trajectory. While progress was made, we tackled a host of market-facing challenges to achieve a 6.2% year-on-year increase in total revenue at Rs. 2,458 million. Our operating EBITDA margin remained steady at 10.0% for the first nine months, with a PAT margin of 5.4%. In the past quarter, we successfully secured 11 deals across various sectors, including manufacturing, gaming, and healthcare, reflecting our stance as the digital transformation partner of choice. Our partnership with LIC was particularly notable, where we agreed on building a cutting-edge HR solution with a focus on driving efficiency and impacting over 150,000 employees positively. The strategic launch of our new design studio website <https://design.kellton.com/> was a much-anticipated move toward positioning our brand as a leader in digital design solutions. The website vividly showcases our expertise in user-centric designs and our ability to help our clients seize the next competitive edge. The Q3FY24 presented us with a blend of challenges and opportunities. Moving forward, we aim to create future-oriented strategies, emphasising digital capabilities and customer-driven growth, and marshall our resources towards the well-being of our shareholders. We hope to drive outcomes that align with our long-term vision and expectations.”

About Kellton Tech Solutions

Kellton Tech is a ‘Born Digital’ technology consulting and services company founded on the belief of ‘Infinite Possibilities with Technology.’ The Company has 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, Kellton Tech adds value to the relationship by acting as a Trusted Partner to its clients. A rapidly growing company, Kellton Tech has made it to the Deloitte’s ‘Technology Fast50’ India list four times, Forbes Asia’s ‘Best Under a Billion’ list, and has been recognized amongst the best tech companies to work for. With operations across the US, Europe, India, and Asia-Pacific, the team of 1500 dedicated Kellton’ites is consistently on the lookout for the next gripping challenge, please visit our web site www.kellton.com

Media Contact & Investor Relations

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Note Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that are projected by these forward looking statements. These risks and uncertainties include, but are not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website www.kellton.com

Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.