**KELLTON TECH SOLUTIONS LIMITED.**

**Hyderabad, November 14th, 2019**

To

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

**Dear Sir/Madam,**

**Sub:**

1. **Earnings Presentation for the quarter ended September 30th, 2019.**

It is hereby informed that the Company is submitting to exchanges the Earnings Presentation for the quarter ended September 30th, 2019.

The contents of the earnings presentation is enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

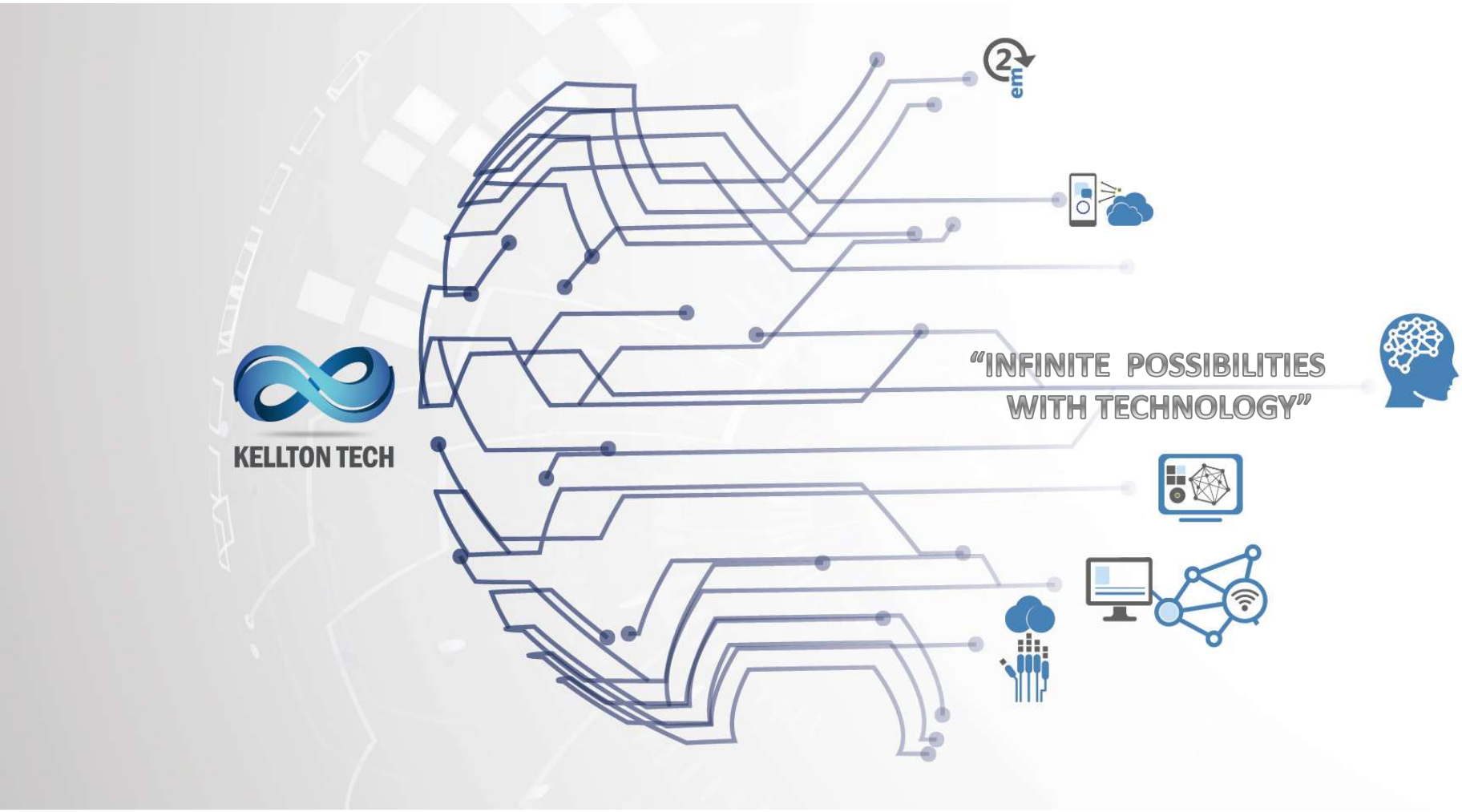
Yours faithfully,

For **Kellton Tech Solutions Limited**

KELLTON TECH SOLUTIONS LIMITED Hyderabad

**Ahsan Ajani**
**Company Secretary**
**& Compliance Officer**
**Membership No. A47596**

*Encl: As above*




# EARNINGS PRESENTATION – H1 / Q2-FY20

# 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:

### Operational Income

| FY18 | FY19 |
|---|---|
| **INR 7,835 Mn** | **INR 8,141 Mn** |

### EBITDA

| FY18 | FY19 |
|---|---|
| **INR 1,185 Mn** | **INR 1,179 Mn** |

### PAT

| FY18 | 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.

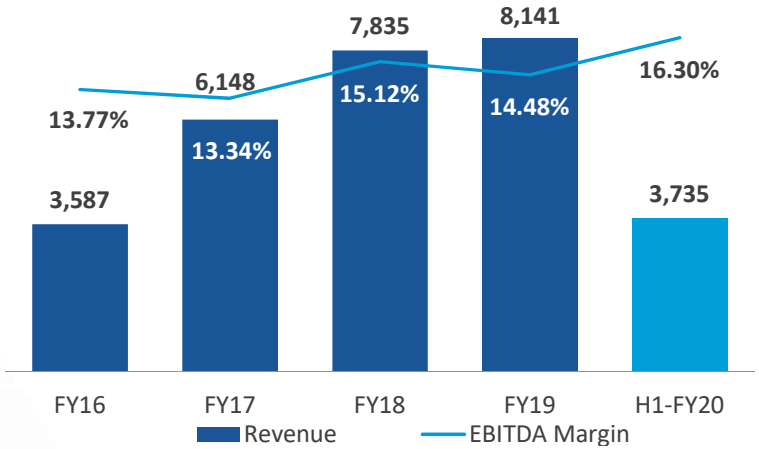
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

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

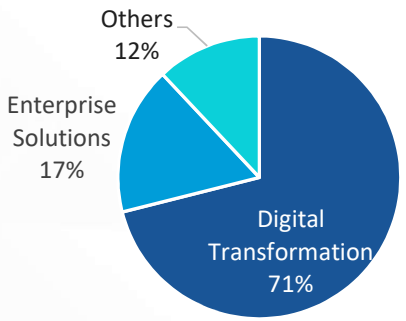
Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

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

**Operational Revenues (INR Mn) & EBITDA Margins (%)**




**Segmental Revenue Break-up (FY19)**



KELLTON TECH

# H1 / Q2-FY20 FINANCIAL OVERVIEW

# Q2-FY20 FINANCIAL HIGHLIGHTS

- ✓ Total Revenue of INR 1,875.8 Mn; up 0.2% QoQ
- ✓ EBITDA was at INR 305.8 Mn; up 2.1% QoQ
- ✓ EBITDA Margin stood at 16.3%
- ✓ Net Profit stood at INR 187.1 Mn; up 1.2% QoQ
- ✓ PAT Margin of 10.0%
- ✓ EPS was at INR 1.94 per share; up 1.0% QoQ

# Q2-FY20 OPERATIONAL HIGHLIGHTS

- Kellton Tech signed a multi-year contract worth 39.5 crores with Food Corporation of India to digitize their Human Resource Management System

- Kellton Tech was the official badge and mobile app partner for the NASSCOM's 6th Annual Technology Conference (NATC) 2019

- Kellton Tech earned a place in Software AG's"Partner in Excellence" Program as a Premier Innovation Partner

# H1-FY20 FINANCIAL HIGHLIGHTS

- ✓ Net Revenue of INR 3,735 Mn
- ✓ EBITDA was at INR 606.8 Mn
- ✓ EBITDA Margin stood at 16.30%
- ✓ Net Profit stood at INR 372.1 Mn
- ✓ PAT Margin of 10.00%
- ✓ Diluted EPS was at INR 3.86 per share

# Q2-FY20 NEW CLIENT WINS

## Won 15 new clients, some big wins are:

### A large Manufacturing Firm

Kellton Tech has been chosen as a Digital Partner for a leading manufacturer of medical equipment to enhance its customer experience

### A Global Fashion Brand

Kellton is driving innovation and delivering better online customer experience by modernizing the e-commerce platform of a global fashion brand

### A large Retail and Hospitality Organization

Kellton Tech is chosen as an automation solution partner for one of the largest retail and hospitality organization

### A leading Media & Entertainment Company

Kellton Tech has been chosen to provide data analytics for strategic planning by a leading US-based media and entertainment company.

### A Leading Commodity Exchange

Kellton Tech is chosen as a Digital Partner for a leading commodity exchange to provide digital service operations and integration services.

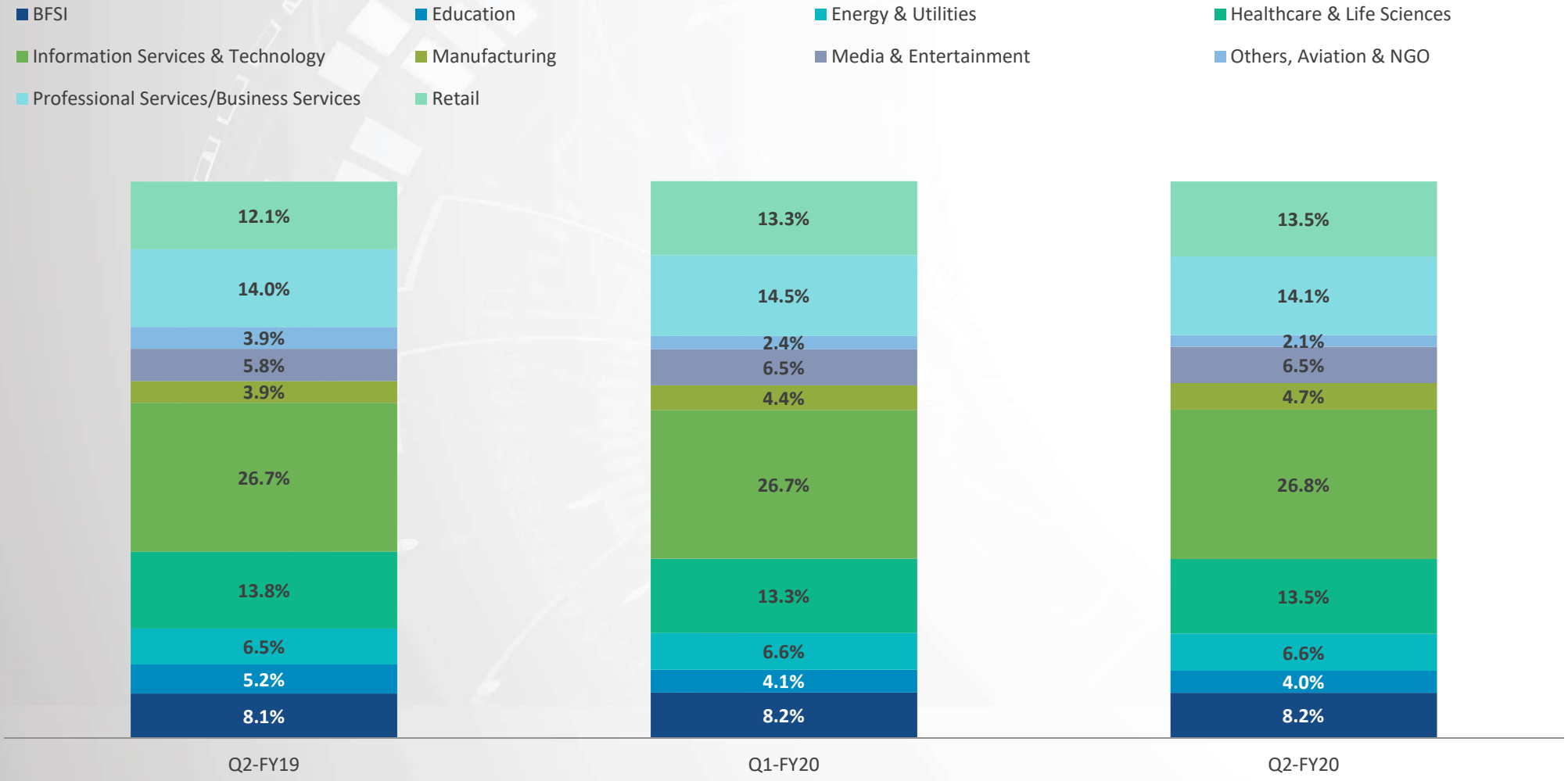
### A leading NBFC Firm

Kellton Tech has been awarded strategic engagement for providing digital services for a leading digital lending NBFC

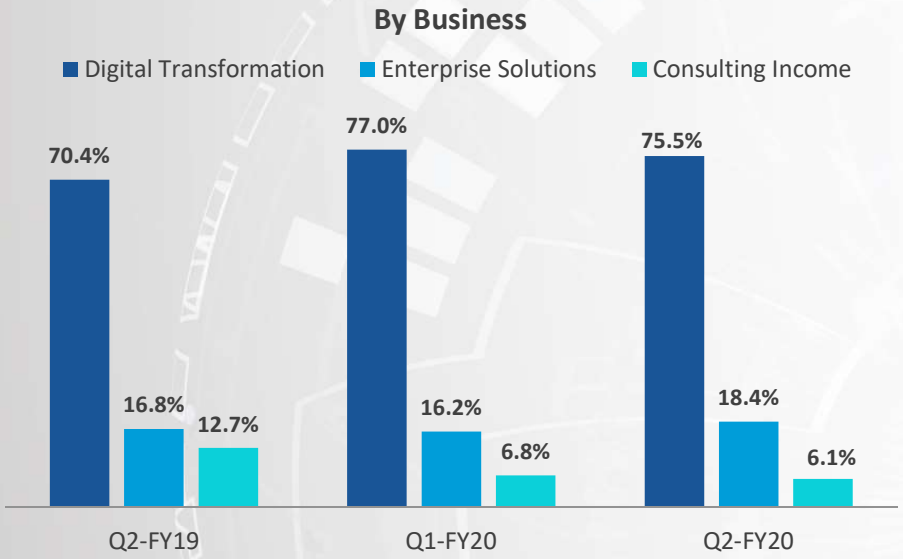
### A Large News Publication Firm

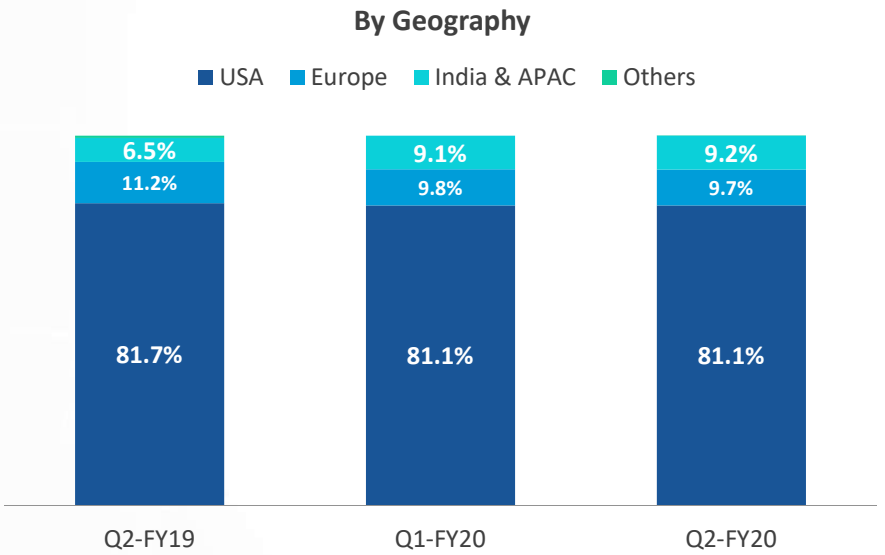
Kellton Tech is the digital transformation partner for the largest daily edition newspaper managing their platform implementation in an agile environment

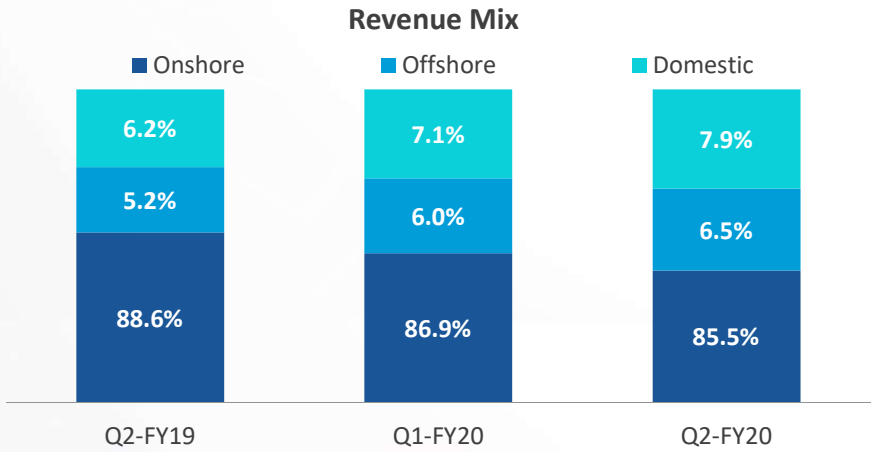
# Q2-FY20 REVENUE BY INDUSTRY



# Q2-FY20 KEY METRICS





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

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