



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, February 12, 2021

To

The Bombay Stock Exchange Limited P.J. Towers, Dalal Street, Mumbai-400 001 Fax No: 022-22722037/39/41/61	The National Stock Exchange of India Limited Exchange Plaza, BandraKurla Complex Bandra (East), Mumbai -400 051 Fax No: 022-26598237/38
Scrip Code: 519602	Scrip Code: KELLTONTEC

Sir/Madam,

Sub: Press Release on financial results for the quarter ended December 31, 2020.

It is hereby informed that the Company has planned for press release about the financial results for the quarter ended December 31, 2020. The contents of the proposed press release are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited



Surabi Jain
Company Secretary
ACS 49557

Encl. as above



KELLTON TECH

Kellton Tech Q3 FY21 PAT at Rs 218.7 Million; Up 37.7% on Q-o-Q basis

Hyderabad, India – 12th February, 2021: 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 & Nine Months FY21** ended on 31st December, 2020 reporting a Quarterly PAT of 218.7 million; up 37.7% on a Q-o-Q basis

Review of financial performance for 9M FY21 ended 31st December, 2020

- Total Revenue was Rs 5,715.1 million during the nine month period under review
- The Company reported an EBITDA of Rs 827.9 million in 9M FY21
- The EBITDA margin for 9M FY21 stood at 14.5%.
- Net profit stood at Rs 522.1 million for 9M FY21
- PAT Margin for 9M FY21 stood at 9.1%
- Diluted EPS stood at Rs 5.25 for 9M FY21

Review of financial performance for the quarter ended 31th December, 2020

On a Quarter-on Quarter basis:

- Total revenue was Rs 1,977.9 million during the quarter under review as compared to Rs 1,917.8 million during the previous quarter reflecting an increase of 3.1% on Q-o-Q basis.
- The Company reported an EBITDA of Rs. 315.7 million during the quarter under review as compared to Rs. 259.6 million during the previous quarter reflecting an increase of 21.6% on Q-o-Q basis.
- The EBITDA margin for the quarter under review was 16.0%.
- Net profit stood at Rs 218.7 million for the quarter under review as compared to Rs 158.8 million during the previous quarter, up by 37.7% on Q-o-Q basis.
- PAT margin for the quarter under review was 11.1%.
- Diluted EPS stood at Rs 2.16 for the quarter under review as compared to Rs 1.59 during the previous quarter, up by 35.8% on Q-o-Q basis.

Operational Highlights of Q3 FY21

- The Company 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.
- Kellton Tech 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.
- Established new Partnership with Snowflake, enhancing our Cloud Data warehousing, Cloud ETL based service offerings to our clients.

New Client Wins during Q3 FY21

Acquired **Six** new clients during the quarter,

- Kellton Tech has been selected as a digital partner by a marketing information company to design and deploy a next-generation SaaS platform that can bring scalability and insight to optimize user experiences with a focus on the future.
- Kellton Tech has been chosen as a strategic partner for the digital transformation of one of the leading media and entertainment companies. We will enhance and maintain a suite of digital platforms to help our client deliver rich, interactive experiences at speed and scale.
- Kellton Tech has been chosen by one of the leading Real Estate Management Company to be their strategic application managed services partner and modularize their mobile application, along with the underlying service layers, to improve performance substantially.
- Kellton Tech has been chosen as a technology partner to provide application development and maintenance services to a leading technology Firm. Under the collaboration, we will enhance the capabilities of their mobile platforms to enable a higher-quality customer experience and transform the entire IT landscape of the client while ensuring scalability for the company's growth plans.
- Kellton Tech has been chosen as an end-to-end digital transformation partner by a leading HMI hardware and software Firm. We will provide a full suite of integration services to facilitate enterprise-wide connectivity, an integrated business view to decision-making, and flexibility to respond to fluctuating business needs.
- Kellton Tech has been selected as a digital partner by a leading US-based telecom company to implement MuleSoft Integration and enable a synchronized enterprise IT landscape that offers speed, scalability, and insight.

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "Our third-quarter performance was in line with our expectations. We leveraged our core expertise to lead our clients on their digital transformation journeys and delivered exceptional solutions across industries and geographic markets. Our ability to pivot rapidly to meet market needs helped us in staying ahead of the curve. As we look ahead, we remain appreciative of our employees, their tireless passion to innovate, and their strong belief in our mission of discovering infinite possibilities with technology. We aspire to build competitive digital capabilities across domains while continuing to invest in our people and business as a whole."

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.kelltontech.com

Media Contact & Investor Relations

Anupam Kumari

Kellton Tech Solutions Ltd

+91-4044333005

anupam.kumari@kelltontech.com

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 be projected by these forward looking statements. These risks and uncertainties include, but 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.kelltontech.com. Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.



EARNINGS PRESENTATION – 9M / Q3-FY21

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 (Q3 - FY21):

Digital Transformation (78%)



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 (5%)



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

Total Revenue

Q3-FY21	Q2-FY21
INR 1,977.9 Mn	INR 1,917.8 Mn

EBITDA

Q3-FY21	Q2-FY21
INR 315.7 Mn	INR 259.6 Mn

PAT

Q3-FY21	Q2-FY21
INR 218.7 Mn	INR 158.8 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.

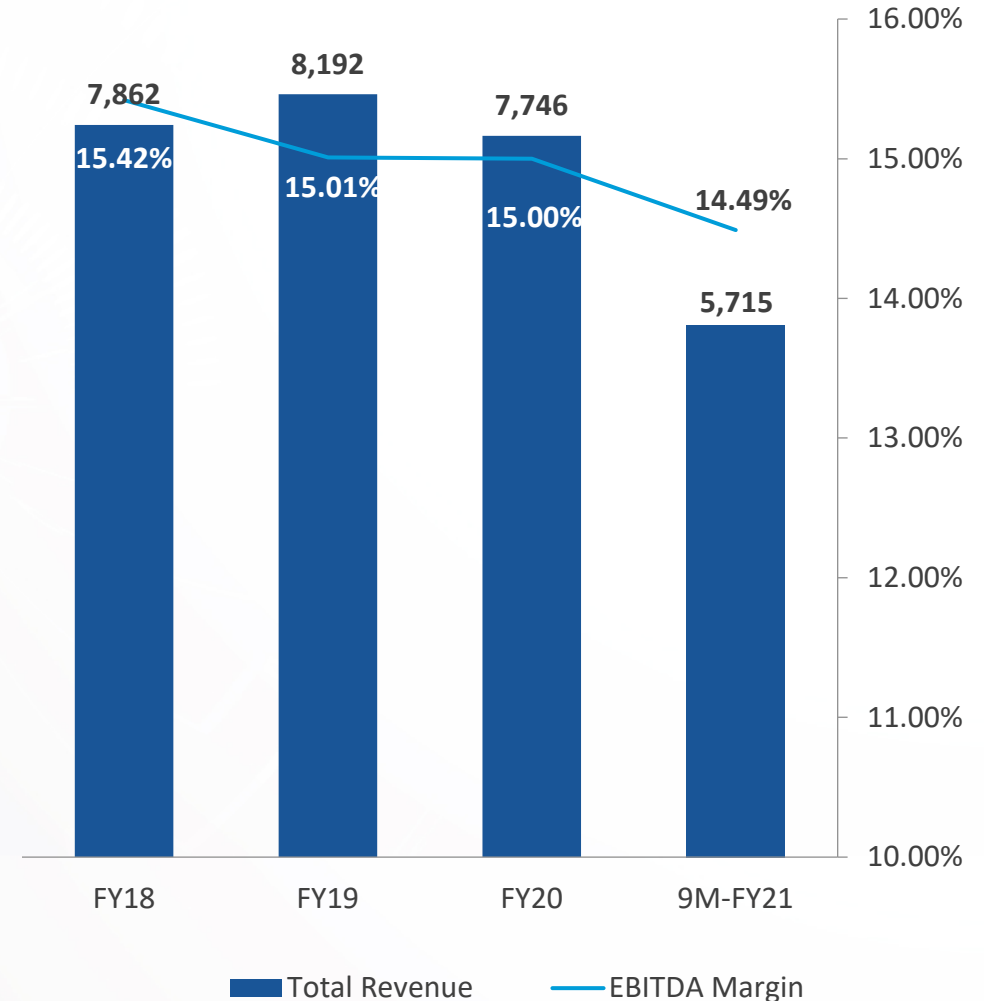
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

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.

Total Revenues (INR Mn) & EBITDA Margins (%)





KELLTON TECH

9M / Q3-FY21 FINANCIAL OVERVIEW

9M/Q3-FY21 FINANCIAL HIGHLIGHTS

9M-FY21 Financial Highlights:

- Total Revenue of INR 5,715.1 Mn;
- EBITDA was at INR 827.9 Mn;
- EBITDA Margin stood at 14.5%
- Net Profit stood at INR 522.1 Mn;
- PAT Margin of 9.1%
- EPS (Diluted) was at INR 5.25 per share;

Q3-FY21 Financial Highlights:

- Total Revenue of INR 1,977.9 Mn; up 3.1% QoQ
- EBITDA was at INR 315.7 Mn; up 21.6% QoQ
- EBITDA Margin stood at 16.0%
- Net Profit stood at INR 218.7 Mn; up 37.7% QoQ
- PAT Margin of 11.1%
- EPS (Diluted) was at INR 2.16 per share; up 35.8% QoQ

Q3-FY21 OPERATIONAL HIGHLIGHTS

- 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
- 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.
- Established new Partnership with Snowflake, enhancing our Cloud Data warehousing, Cloud ETL based service offerings to our clients

Q3-FY21 NEW CLIENT WINS



Won Six New clients this quarter

A Marketing Information Company

Kellton Tech has been selected as a digital partner by a marketing information company to design and deploy a next-generation SaaS platform that can bring scalability and insight to optimize user experiences with a focus on the future.

A leading Media & Entertainment Company

Kellton Tech has been chosen as a strategic partner for the digital transformation of one of the leading media and entertainment companies. We will enhance and maintain a suite of digital platforms to help our client deliver rich, interactive experiences at speed and scale.

A Real Estate Management Company

Kellton Tech has been chosen by one of the leading Real Estate Management Company to be their strategic application managed services partner and modularize their mobile application, along with the underlying service layers, to improve performance substantially.

A Leading Technology Firm

Kellton Tech has been chosen as a technology partner to provide application development and maintenance services to a leading technology Firm. Under the collaboration, we will enhance the capabilities of their mobile platforms to enable a higher-quality customer experience and transform the entire IT landscape of the client while ensuring scalability for the company's growth plans.

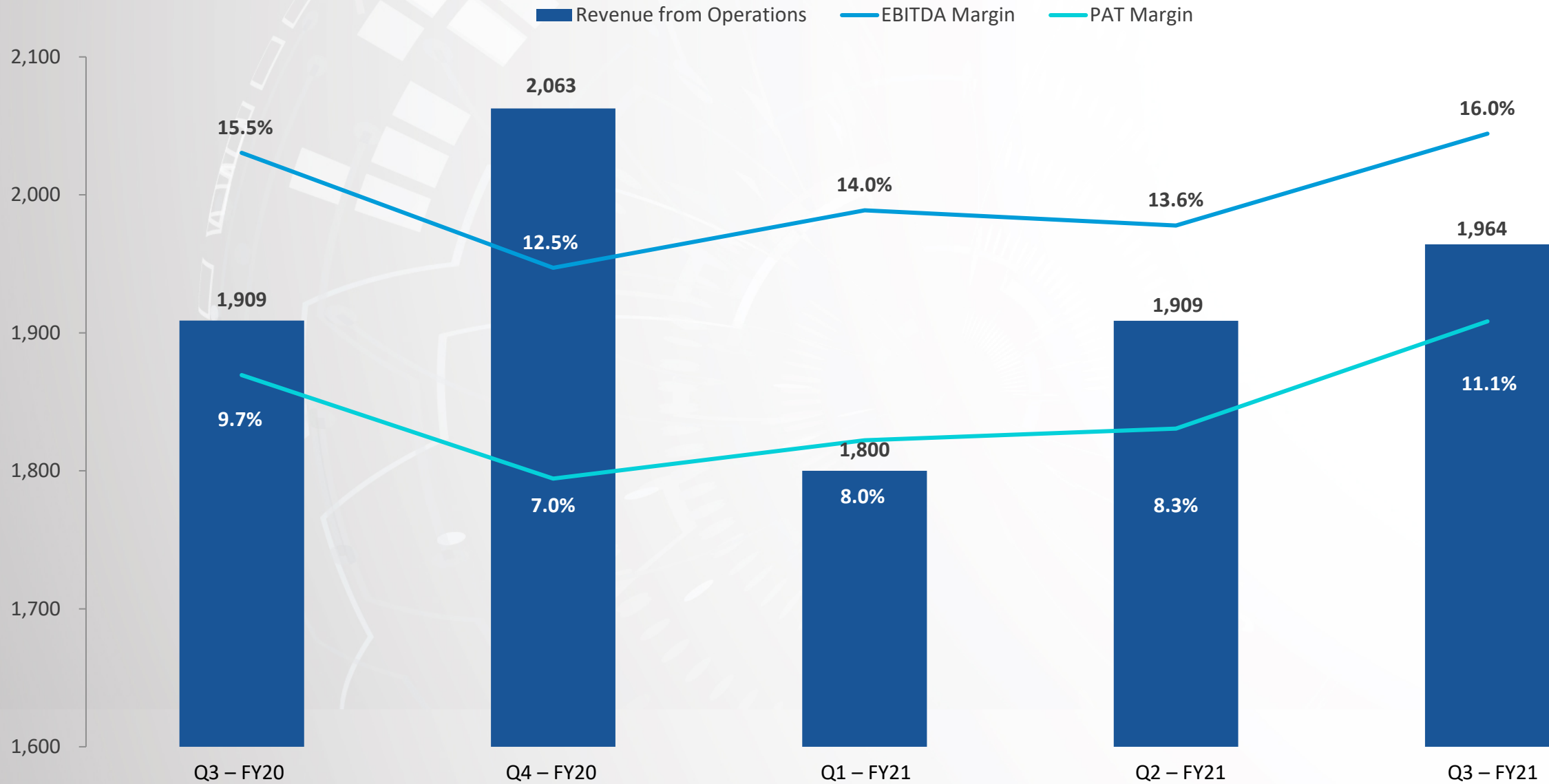
An HMI Hardware and Software Firm

Kellton Tech has been chosen as an end-to-end digital transformation partner by a leading HMI hardware and software Firm. We will provide a full suite of integration services to facilitate enterprise-wide connectivity, an integrated business view to decision-making, and flexibility to respond to fluctuating business needs.

A leading Telecom Company

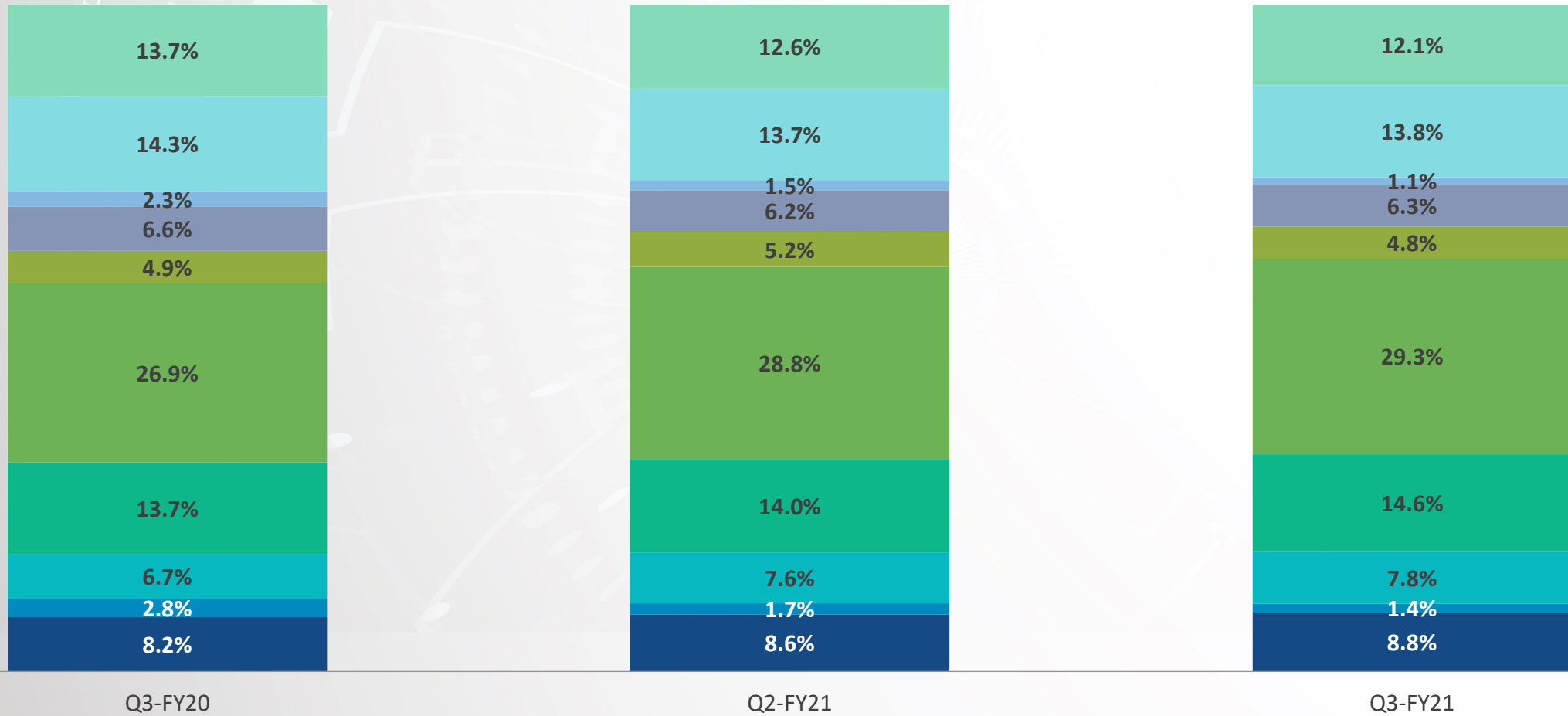
Kellton Tech has been selected as a digital partner by a leading US-based telecom company to implement MuleSoft Integration and enable a synchronized enterprise IT landscape that offers speed, scalability, and insight.

Q3-FY21 REVENUE SUMMARY



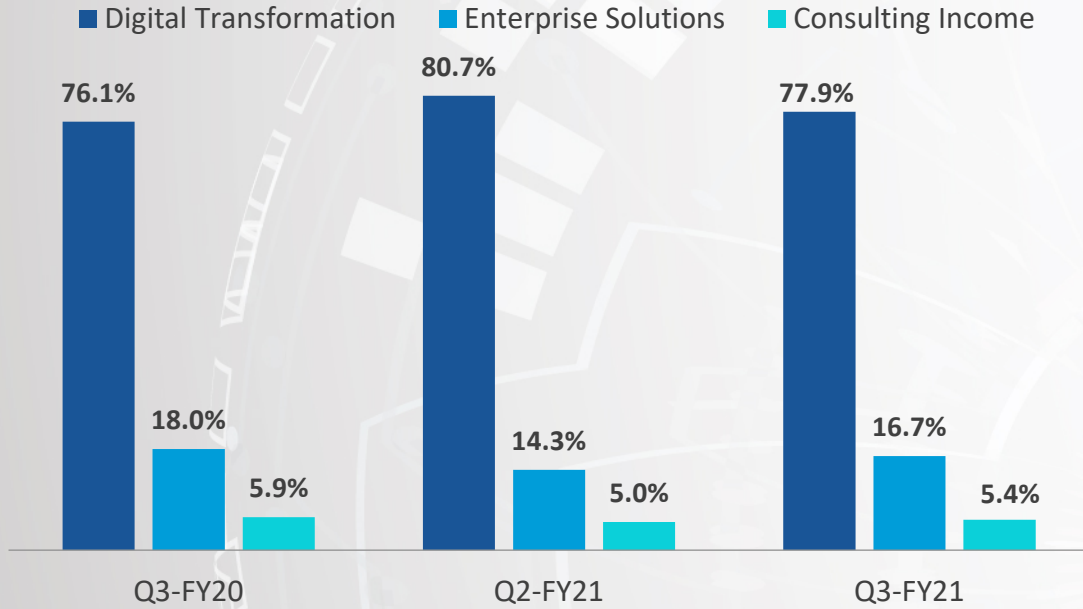
Q3-FY21 REVENUE BY INDUSTRY

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

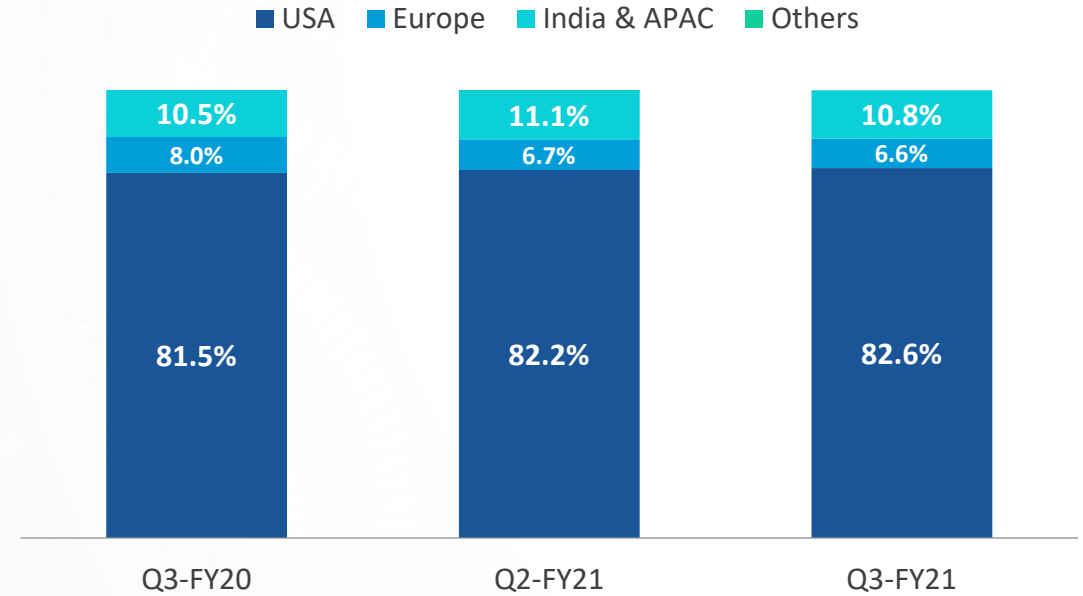


Q3-FY21 KEY METRICS

By Business



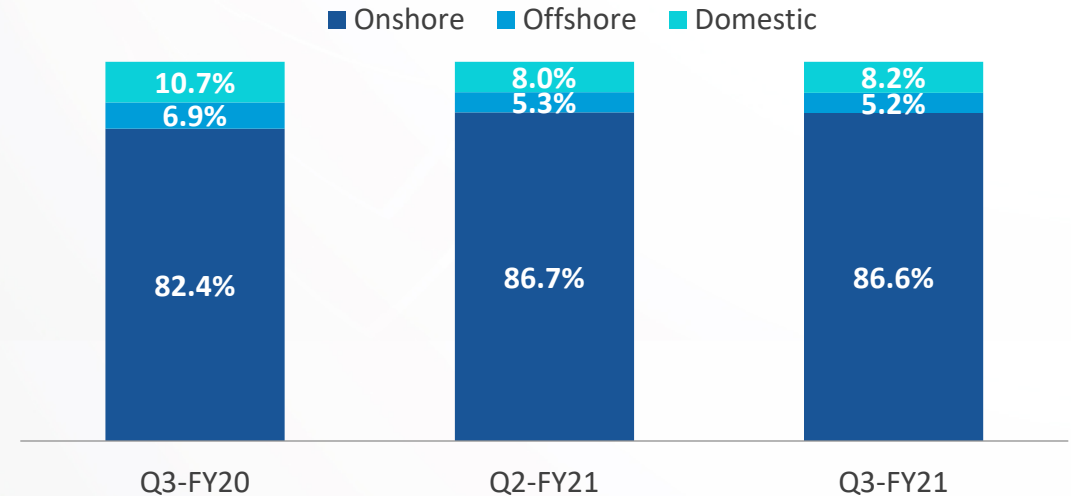
By Geography



By Clients



Revenue Mix



Q3-FY21 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	Q3-FY21	Q2-FY21	Q-o-Q	Q3-FY20	Y-o-Y
Revenue from operations	1,964	1,909	2.9%	1,909	2.9%
Other Income	14	9	55.6%	10	40.0%
Total Income	1,978	1,918	3.1%	1,919	3.1%
Total Expenses	1,662	1,658	0.2%	1,622	2.5%
EBITDA	316	260	21.6%	297	6.4%
EBITDA Margin (%)	16.0%	13.6%		15.5%	
Depreciation	31	39		34	
Finance Cost	33	30		37	
PBT	252	191	31.9%	226	11.5%
Tax	34	32		40	
Profit After Tax	218	159	37.1%	186	17.2%
PAT Margins (%)	11.1%	8.3%		9.7%	
Other Comprehensive Income	(10)	(6)		7	
Total Comprehensive Income (After Tax)	208	153		193	
Diluted EPS (INR)	2.16	1.59		1.98	

9M-FY21 CONSOLIDATED INCOME STATEMENT–(IND-AS)

INCOME STATEMENT (INR Mn)	9M-FY21	9M-FY20	Y-o-Y
Revenue from operations	5,673	5,644	0.5%
Other Income	42	22	90.9%
Total Income	5,715	5,666	0.9%
Total Expenses	4,887	4,763	2.6%
EBITDA	828	903	(8.8)%
EBITDA Margin	14.5%	15.9%	
Depreciation	102	100	
Finance Cost	103	122	
PBT	623	681	(8.5)%
Tax	101	121	
Profit After Tax	522	560	(6.8)%
PAT Margins	9.1%	9.9%	
Other Comprehensive Income	(15)	5	
Total Comprehensive Income (After Tax)	507	565	
Diluted EPS (INR)	5.25	5.82	



KELLTON TECH

HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS

INCOME STATEMENT (INR Mn)	FY20**	FY19*	FY18*	FY17
Revenue from operations	7,707	8,141	7,835	6,148
Other Income	39	51	27	37
Total Income	7,746	8,192	7,862	6,185
Total Expenses	6,583	6,962	6,650	5,328
EBITDA	1,163	1,230	1,212	857
EBITDA Margin	15.01%	15.01%	15.42%	13.86%
Depreciation	128	67	54	42
Finance Cost	164	189	163	103
PBT	871	974	995	712
Tax	165	205	311	181
Profit After Tax	705	769	684	531
PAT Margins	9.1%	9.39%	8.70%	8.59%
Other Comprehensive Income	37	(18)	(48)	-
Total Comprehensive Income (After Tax)	743	751	636	531
EPS (INR)	7.70	7.79	6.60	5.38

* As per IND-As

**Note: The Consolidated Financials of the full year ended 31 March, 2020 are not comparable with FY19 Financials, as the Company has sold one of its step-down US Subsidiary

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)

Equity and Liabilities (INR Mn)	FY20*	FY19	Assets (INR Mn)	FY20*	FY19
Shareholder Funds			Non-Current Assets		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	103	100
(B) Other Equity	3,681	2,809	Capital Work in Progress	-	-
Total -Shareholder Funds	4,163	3,291	Right to use assets	124	-
Non-Current Liabilities			Goodwill	2,257	1,990
Financial Liabilities			Other Intangible Assets	294	107
(I) Borrowings	286	359	Financial Assets		
(ii) Other Financial Liabilities	363	220	(I) Investments	-	-
(iii)Other non-current Liabilities	60	-	(II) Loans	-	-
Provisions	24	18	Other Financial Assets	17	20
Lease Liabilities	155	-	Other Non-Current Assets	205	213
Deferred Tax Liabilities	16	26	Total - Non-Current Assets	3,000	2,430
Total - Non-Current Liabilities	904	623	Current Assets		
Current Liabilities			Inventories	1	27
Financial Liabilities			Financial Assets		
(I) Borrowings	669	692	(I) Trade Receivables	2,026	1,804
(ii) Trade Payables	393	365	(II) Cash & Cash Equivalents	300	259
(iii) Other Financial Liabilities	208	183	(III) Loans	-	-
Other Current Liabilities	155	181	(IV) Other Financial Assets	1,155	852
Provisions	454	454	Other current assets	703	618
Current Tax Liabilities (Net)	238	201	Total – Current Assets	4,184	3,560
Total – Current Liabilities	2,117	2,076	GRAND TOTAL – ASSETS	7,184	5,990
GRAND TOTAL - EQUITIES & LIABILITES	7,184	5,990			

*Note: The Consolidated Financials of the full year ended 31 March, 2020 are not comparable with FY19 Financials, as the Company has sold one of its step-down US Subsidiary

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