

To

The General Manager, Listing Department, BSE Limited, 1 <sup>st</sup> 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
<b>Scrip Code: 519602</b>	<b>Scrip Code: KELLTONTEC</b>

Dear Sir/Madam,

**Sub: Press Release on Audited Financial Results of the Company for the Quarter and Year ended March 31, 2024.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Press Release on the Audited Financial Results of the Company for the quarter and Financial year ended March 31, 2024.

This Information is also made available at the website of Company at [www.kellton.com](http://www.kellton.com)

This is for your information and record

**Kindly take the same on record.**

***For and on behalf of  
Kelton Tech Solutions Limited***

**Rahul Jain  
Company Secretary and Compliance Officer  
ICSI M. No- A62949  
Date: May 30, 2024  
Place: Hyderabad**



## **Kellton Tech posts a revenue growth of 7.1% Y-o-Y in FY 2023-2024**

**Hyderabad, India – 30<sup>th</sup> May, 2024** : Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation serving start-ups to Fortune 500 companies announced today its financial results for **Fourth Quarter & Year Ended 31<sup>st</sup> March, 2024**.

### **Review of financial performance for FY 24 ended 31<sup>st</sup> March, 2024**

- Total revenue for the financial year 2023-2024 was ₹ 9,847 million, up by 7.1% Y-o-Y basis.
- The Company reported an EBITDA of ₹ 1,063 million and margin stood at 10.8%.
- Net profit stood at ₹ 640 million and PAT margin is 6.5%.
- Diluted EPS stood at ₹ 6.6.

### **Review of financial performance for the quarter ended 31<sup>th</sup> March, 2024 (Q4)**

- Total revenue was ₹ 2,484 million during the quarter under review as compared to ₹ 2,458 million during the previous quarter, up by 1.1% Q-o-Q basis.
- The Company reported an EBITDA of ₹ 327 million for the quarter under review
- The EBITDA margin for the quarter under review was 13.2%.
- Net profit stood at ₹ 239 million for the quarter.
- PAT Margin stood at 9.6% for the quarter
- EPS stood at ₹ 2.5

### **Operational Highlights of Q4 FY24**

- In its continued journey of excellence, Kellton has once again emerged as a Leader in the Zinnov Zones Digital Engineering and ER&D Services Ratings, 2023 edition (Small & Medium Service Providers). These wins are a testament to Kellton's continued strengths in the Digital Engineering domain. Zinnov, recognizing Kellton's expertise, has featured the company as a Leader in the Experience Engineering services ratings in the Small & Medium service provider segment. In addition, Zinnov has also placed Kellton amongst the "noteworthy players" in the Consumer Software segment, distinguished for its significant strides in platforms and frameworks. The recognition is based on rigorous evaluations of scalability, verticals served, client base, and specialisation.
- Kellton was featured as a 'Challenger' in Avasant's SAP S/4HANA Services 2023-2024 RadarView™. This accolade stands as another testament to Kellton's formidable capabilities in the SAP domain, having been previously recognized in the ISG Provider Lens™ SAP Ecosystem Report last year.

## New Client Wins during Q4 FY24

Acquired 7 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.
- Kellton partners with a leading Motor Vehicle Manufacturer to develop an Engineering Data Security and Communication App.
- Kellton Tech is developing a comprehensive app integrating restaurant reservations, movie ticketing, and in-mall navigation for a privately-owned prominent player in the commercial sector. This app will help them transform the way customers interact with their shopping destination and set new industry benchmarks.
- To address the problem of a diversified management and holding company, Kellton implemented a conversational AI-based chatbot as a user-friendly interface. This innovative chatbot empowers customers to effortlessly inquire about live order status, shipping, and dispatching updates, significantly enhancing the overall customer experience.
- Kellton is providing managed services support in the SAP space to a global leader in blood component, therapeutic apheresis and cellular technologies.
- Kellton is revolutionising federal grant processing by developing a tailored solution that harnesses the power of advanced AI models for a leading consulting firm.
- Kellton, in partnership with a leading pharmaceutical firm, has undertaken a comprehensive overhaul of their insurance portal. Leveraging our expertise in ASP.NET and MVC web development, we have enriched the existing system with advanced features and functionalities to elevate the portal's capabilities.

*Commenting on the results, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech, said: During Q4 FY 2023-24, Kellton maintained a consistent growth trajectory. We achieved a 2.1% year-on-year increase in total revenue, reaching Rs 2,484 million for this quarter. For the entire fiscal year 2023-24, we are pleased to report a year-on-year revenue increase of 7.1% at Rs 9,847 million. Our operating EBITDA margin was 10.8 %, with a PAT margin of 6.5%.*

*Over the past year, we set new standards of excellence in our core service areas, including AI, Data Engineering, and Cloud Engineering. This demonstrates our unwavering focus on meeting customer needs and expanding growth opportunities. We secured over 29 clients across various sectors, from Insurance to Healthcare. Notable projects include collaborations with the Life Insurance Corporation of India (LIC) and the Karnataka State Government. We take pride in being a trusted digital innovation partner for such esteemed clients and prioritise delivering exceptional service to each one.*

*Our ability to innovate and respond to market shifts was evident in our successes this year. We were recognized as a Leader in the Zinnov Zones Digital Engineering and ER&D Services Ratings, 2023 edition (Small & Medium Service Providers), appearing in this space for the second consecutive year. Additionally, Kellton was named a 'Challenger' in Avasant's SAP S/4HANA Services 2023-2024 RadarView™ and won Gold at the Globe Awards for our industrial IoT product. We were also acknowledged by the Economic Times (ET) as one of the Best Tech Brands of 2023. The launch of our Design Studio website further established us as a leader in digital design solutions.*

*Reflecting on the past year, we have solidified our position as a leading digital transformation partner, continuously supporting our clients through change and delivering impactful experiences. As we move into the new financial year, we remain committed to innovation, providing cutting-edge technological solutions, and creating significant value for our people and partners. Driven by our unwavering commitment, we are poised to amplify our impact and solidify our standing as the trusted choice for digital innovation.*

### **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](http://www.kellton.com)

### **Media Contact & Investor Relations**

Rahul Jain  
Kellton Tech Solutions Ltd  
[rahul.jain1@kellton.com](mailto:rahul.jain1@kellton.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 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](http://www.kellton.com)*

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