



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, August 13, 2022

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/Ma'am,

Sub: : Press Release on financial results for the quarter ended June 30, 2022.

It is hereby informed that the Company has planned for press release about the financial results for the quarter ended June 30, 2022. The contents of the proposed press release are enclosed herewith.

Kindly take the same on record and acknowledge the receipt of the same.

Thanking you,

For Kellton Tech Solutions Limited

Rahul Jain.



Rahul Jain
Company Secretary and Compliance Officer
Mem No: A62949



Kellton Tech Q1 FY23 Revenue at Rs 2168.7 Million; Up 5.9% on Y-o-Y basis

Hyderabad, India – 13th August 2022: 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 the **First Quarter Ended 30th June 2022**.

Review of financial performance for the quarter ended 30th June 2022

- Total revenue was Rs 2,169 million during the quarter under review as compared to Rs 2,047 million during the corresponding period in the previous year reflecting a growth of 5.9% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 263 million for the quarter under review as compared to Rs 260 million during the corresponding period in the previous quarter reflecting a growth of 1.2% on Q-o-Q basis.
- The EBITDA margin for the quarter under review was 12.1%.
- Net profit stood at Rs 163 million for Q1 FY23.
- PAT Margin for Q1 FY23 stood at 7.5%
- EPS stood at Rs 1.79 for Q1 FY23

New Client Wins during Q1 FY23

Acquired **7** new clients during the quarter, some big wins are:

- Kellton Tech has been selected as the strategic technology for a multinational conglomerate has chosen us to initiate and undertake SAP Greenfield implementation, enabling it to expand in new geographies.
- Kellton Tech has been chosen as the digital transformation partner by UAE-based marketplace and digital commerce provider to help them expand and increase their customer outreach and deliver omni channel experiences. We enabled the client to create advanced web and mobile e-commerce applications.
- Kellton Tech is collaborated with the top advertising agencies in the US, considering and trusting blockchain expertise. We helped to create an Ethereum-based ad segmentation, allowing the client to build, design, and deploy decentralized applications to deliver a one of its kind ad-delivery experience
- Kellton Tech has been chosen as the preferred by US-based leader in the clean energy space to build a technology-powered asset management platform. We will help the client track end-



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to-end enterprise assets and tag user details, enabling efficient solar energy deployment, operation, and optimization.

- We have partnered with a leading wine company to build a cutting-edge application, creating a connected ecosystem, and enhancing visibility using our web Methods expertise. Our experts helped develop an interoperable platform to improve data exchange and accelerate decision-making.
- Kellton Tech has been selected as the strategic technology by a leading genome engineering company to build an industry-grade application, allowing it to streamline its functions and processes from quote to cash. This will include integrating multiple applications with both the front-end and back-end.

Operational Highlights during Q1 FY23

- Kellton Tech was part of the jury at NASSCOM AI Gamechangers 2022.
- Kellton Tech is exploring Metaverse & joined the Standards Forum. This denotes Kellton Tech to be future market leader in Metaverse space.
- Kellton Tech was speaker at AI Innovation Summit 2022 to mark its presence and capacities in AI space.

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said:

“As we realign our goals and targets for the current fiscal year, the first quarter was promising. We are determined to move forward efficiently by reaffirming our commitment to work to our clients' satisfaction as a trusted digital transformation partner. In Q1 FY 2023, 7 multi-national clients have partnered with us, considering our abilities, expertise, and experience. Compared to Q1 of the last fiscal — when our revenue was ₹2,047 Million — we secured growth of 5.9% year-on-year in the first quarter of this fiscal and earned ₹2,169 Million in revenue.”

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 start-ups 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

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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 several 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.



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EARNINGS PRESENTATION – Q1 FY23

EXECUTIVE SUMMARY



Company Overview

- Kellton Tech is a global leader in Digital Experience Innovations and Technology Solutions with a strong footprint in the United States, the United Kingdom, Singapore, Ireland, and India.
- 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.

Business Mix (Q1 FY 23)



Digital Transformation (81.9%)

We adopt evolving digital technologies to enable new channels of working and help enterprises turn experiences as a competitive advantage to lead across business disruptions.



Enterprise Solutions (14.0%)

We leverage insights with our deep, cross-industry experience to create digital solutions poised to solve the biggest and the most complex enterprise challenges.



Other Services (4.0%)

We help shape the future of businesses by delivering a wide gamut of IT strategy, innovation, and management services in an agile, scalable, and cost-effective manner.

COMPANY OVERVIEW



- Kellton Tech Solutions Ltd., also known as Kellton, 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.’
- Our overarching aim is to build enterprise systems using data, IoT, AI, cloud, and ever-evolving digital systems and help global enterprises realize exceptional value.
- With over 1500+ dedicated practitioners, a global ecosystem of operations across the US, Europe, and Asia, and futuristic operating models, we strive to build technology-agnostic solutions in a more strategic, customer-driven approach.
- Kellton Tech has the unique ability to address business requirements of various industry verticals, including Retail, Travel, BFSI, Media and Entertainment, Healthcare, Energy, and more – and help companies transform into strategic organizations through digital transformation.
- From start-ups at incubation to Fortune 500 companies, we have helped several clients build agile, effective supply chains with the value of the new IT and navigate disruptions confidently.
- We partner with a vast set of industry partners – Software AG, MuleSoft, SAP, and IBM to name a few – to push the boundaries of innovation and bring novel capabilities to enterprises that support growth.
- Over the years, Kellton Tech has extended its reach via strategic acquisitions in the US, India, and Singapore and is continuously scaling with an exceptional focus on economic growth.



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FINANCIAL & OPERATIONAL OVERVIEW – Q1 FY23

FINANCIAL HIGHLIGHTS – Q1 FY23



Total Revenue
of INR 2,168.7
Mn up 5.9%
YoY

Total
Revenue

EBITDA of INR
262.7 Mn up
1.2% QoQ

EBITDA

Net Profit of
INR 162.6 Mn

Net Profit

EPS of INR
1.79

EPS

EBITDA Margin
of 12.1%

EBITDA
Margin %

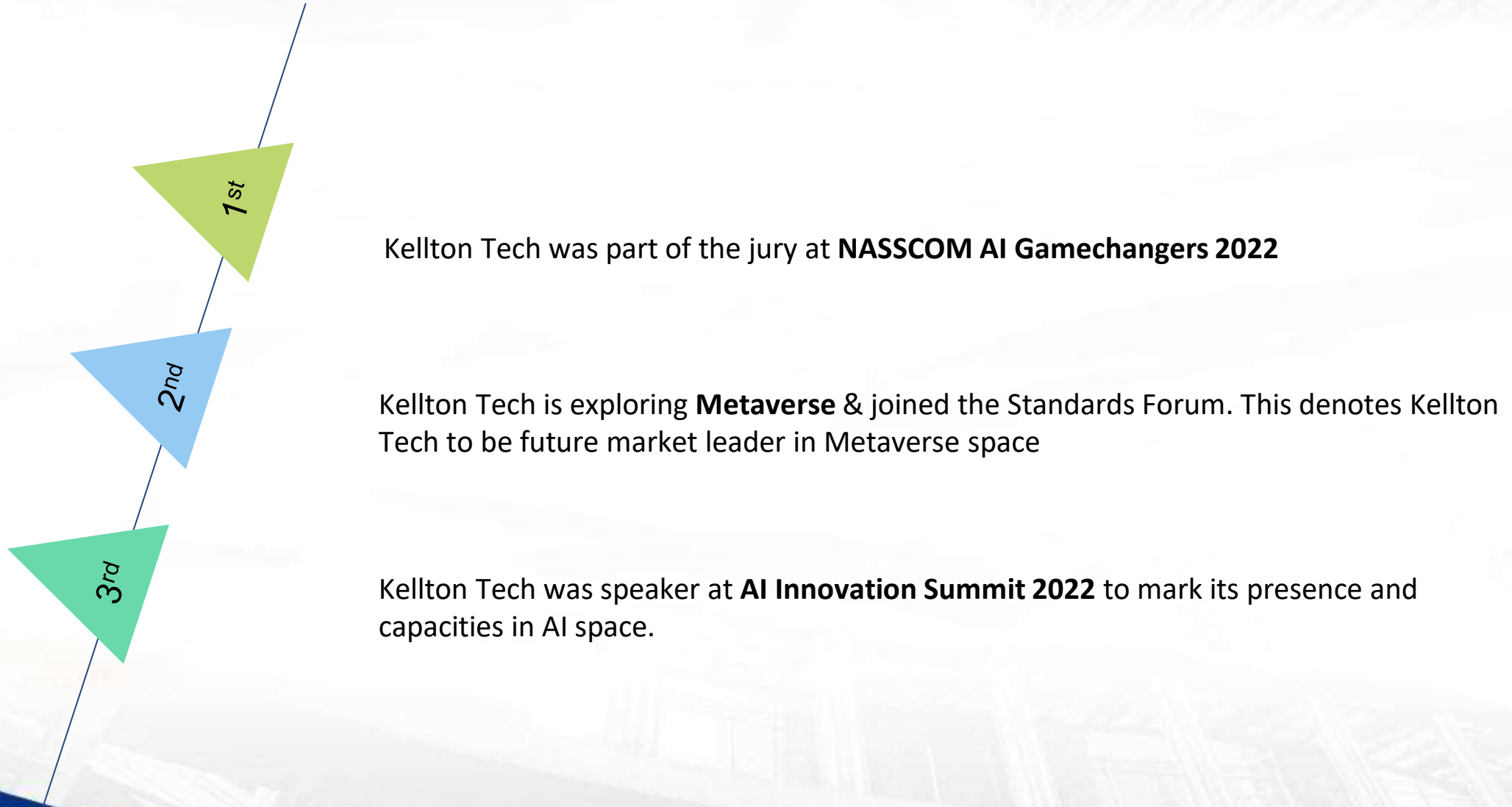
PAT Margin of
7.5%

PAT Margin
%

Q4 FY22 OPERATIONAL HIGHLIGHTS



The Company had several key launches and won new contracts throughout the quarter. Key highlights are:



CLIENT WINS - Q1 FY23



We have won **7** new clients this quarter, some big wins are:

A Multinational Conglomerate

Kellton Tech has been selected as the strategic technology for a multinational conglomerate has chosen us to initiate and undertake SAP Greenfield implementation, enabling it to expand in new geographies.

An e Commerce Company

Kellton Tech has been chosen as the digital transformation partner by UAE-based marketplace and digital commerce provider to help them expand and increase their customer outreach and deliver omni channel experiences. We enabled the client to create advanced web and mobile e-commerce applications.

Top Advertising Company

Kellton Tech is collaborated with the top advertising agencies in the US, considering and trusting blockchain expertise. We helped to create an Ethereum-based ad segmentation, allowing the client to build, design, and deploy decentralized applications to deliver a one of its kind ad-delivery experience.

A Clean Energy Company

Kellton Tech has been chosen as the preferred by US-based leader in the clean energy space to build a technology-powered asset management platform. We will help the client track end-to-end enterprise assets and tag user details, enabling efficient solar energy deployment, operation, and optimization.

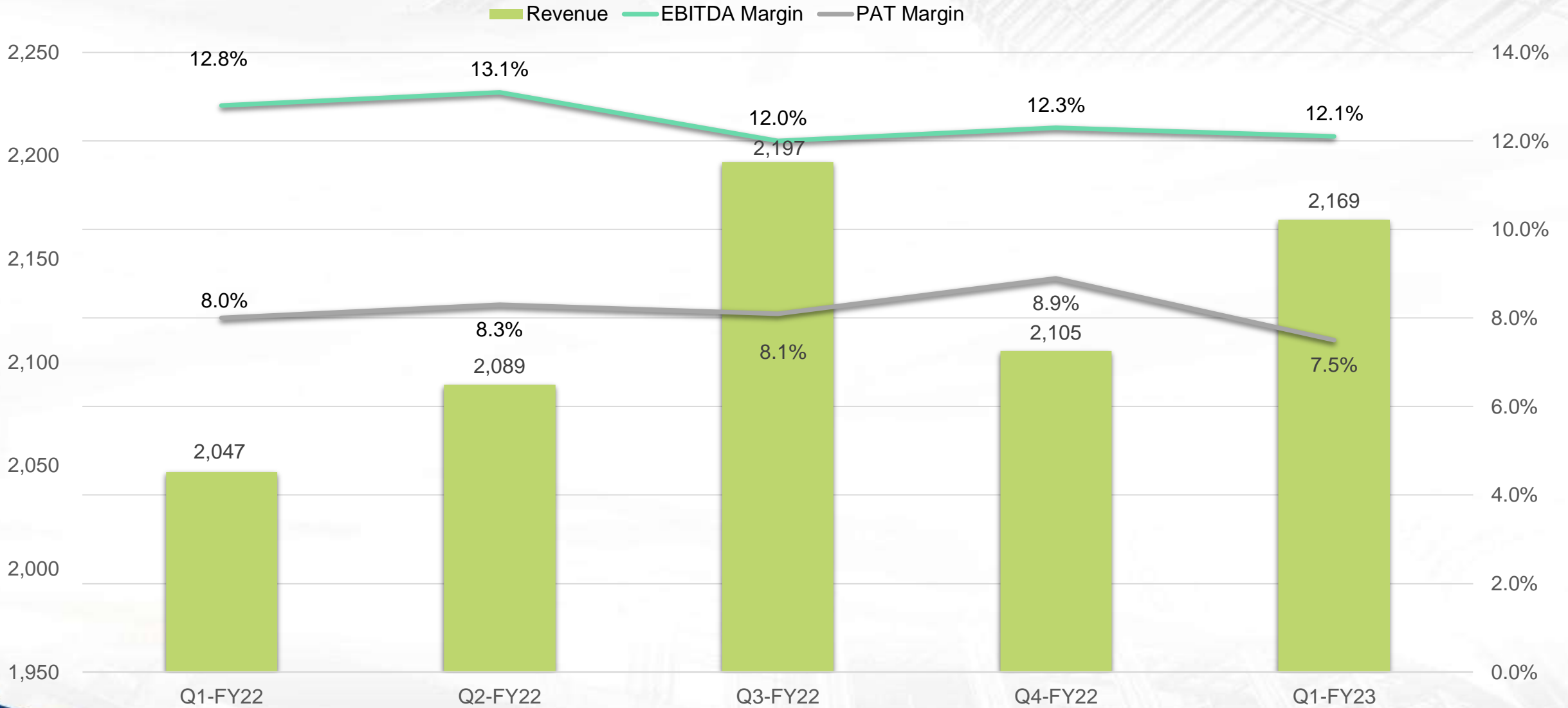
A Leading Wine Company

We have partnered with a leading wine company to build a cutting-edge applications, creating a connected ecosystem, and enhancing visibility using our web Methods expertise. Our experts helped develop an interoperable platform to improve data exchange and accelerate decision-making.

A Bio-Engineering Company

Kellton Tech has been selected as the strategic technology by a leading genome engineering company to build an industry-grade application, allowing it to streamline its functions and processes from quote to cash. This will include integrating multiple applications with both. the front-end and back-end

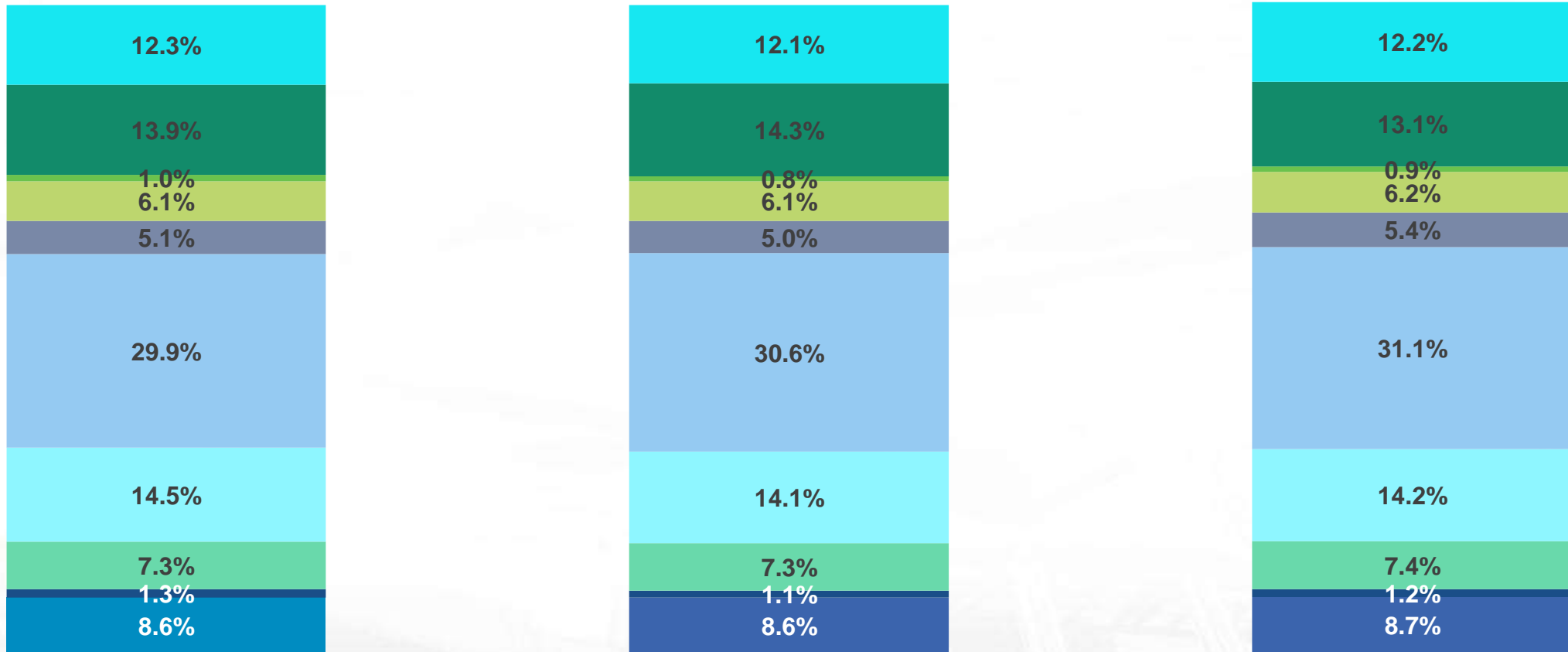
Q1 FY23 REVENUE SUMMARY



Q1 FY23 REVENUE BY INDUSTRY



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

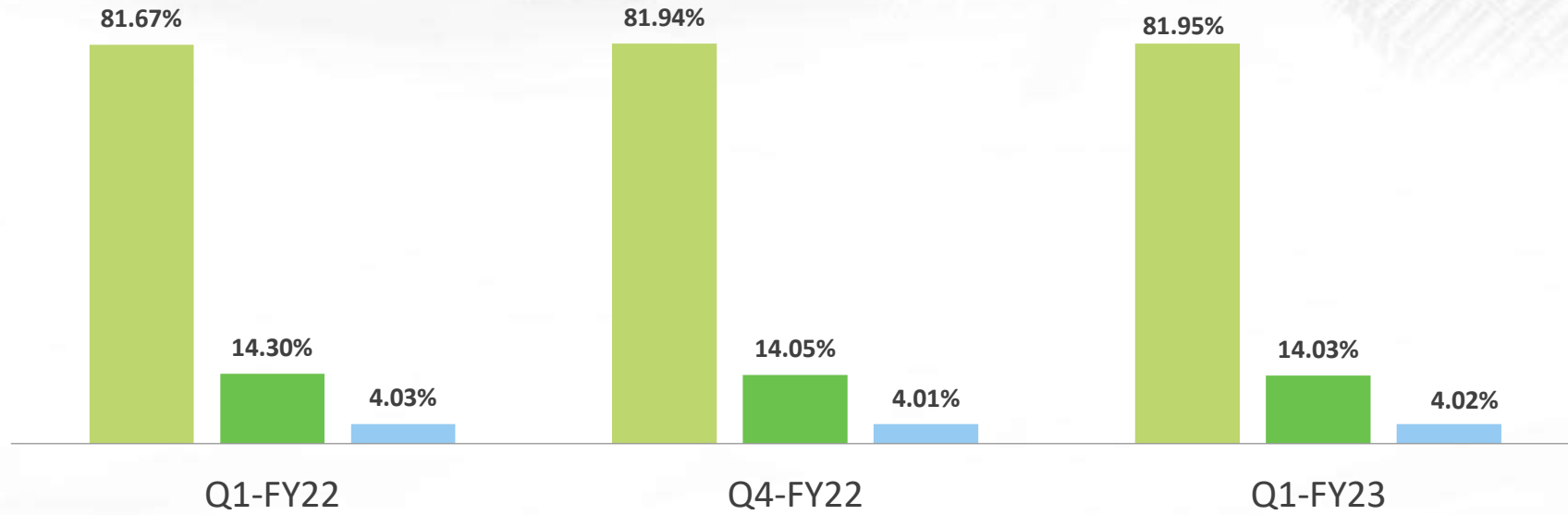


Q1-FY22

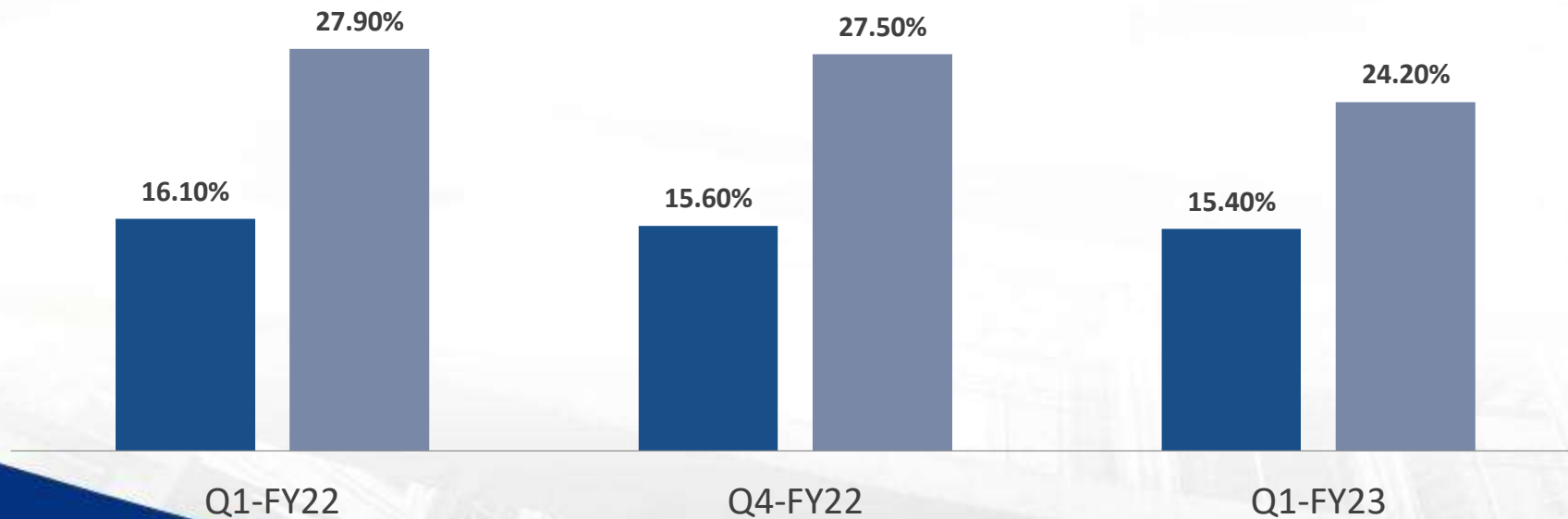
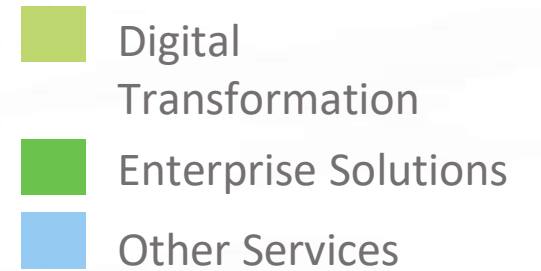
Q4-FY22

Q1-FY23

Q1 FY23 KEY METRICS



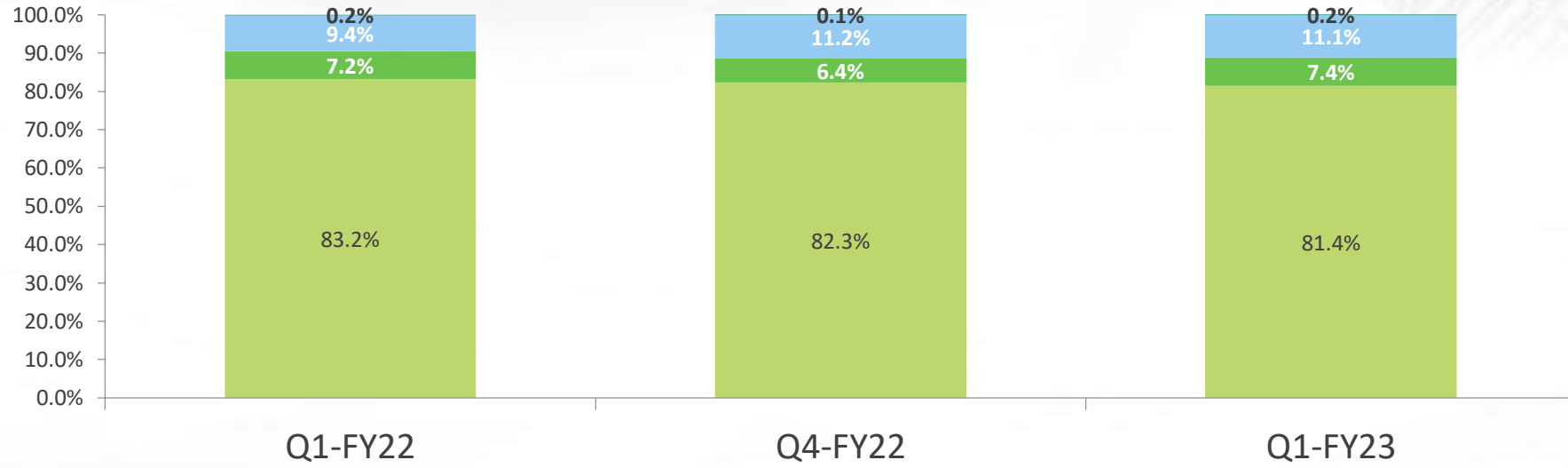
Revenue % By Business Segment



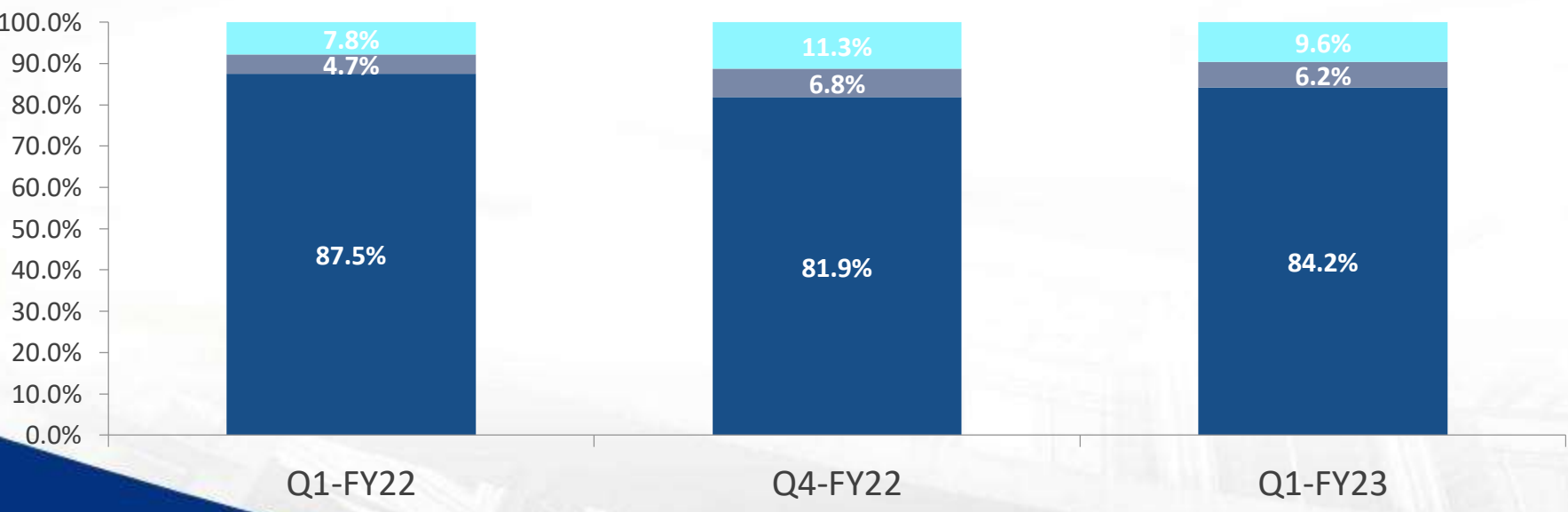
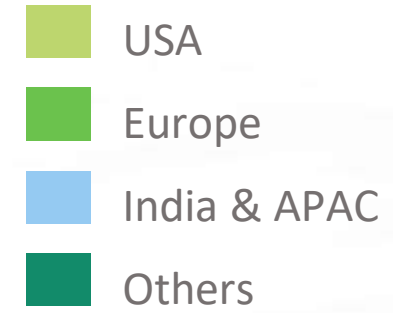
Revenue % By Clients



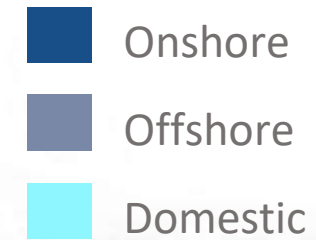
Q1 FY23 KEY METRICS



Revenue % By Geography



Revenue Mix



Q1 FY23 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q1-FY23	Q4-FY22	Q-o-Q	Q1-FY22	Y-o-Y
Revenue from operations	2,166	2,104	2.9%	2,043	6.0%
Other Income	3	1		4	
Total Income	2,169	2,105	3.0%	2,047	5.9%
Total Expenses	1,906	1,845		1,785	
EBITDA	263	260	1.2%	262	(0.1)%
EBITDA Margin (%)	12.1%	12.3%		12.8%	
Depreciation	31	25		28	
Finance Cost	33	32		29	
PBT	199	203	(1.9)%	206	(3.2)%
Tax	37	15		42	
Profit After Tax	163	188	(13.6)%	164	(0.8)%
PAT Margins (%)	7.5%	8.9%		8.0%	
Other Comprehensive Income	10	14		0	
Total Comprehensive Income (After Tax)	173	202		164	
Diluted EPS (INR)	1.79	2.10		1.70	



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HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS



INCOME STATEMENT (INR Mn)	FY22	FY21	FY20	FY19
Revenue from operations	8,427	7,756	7,707	8,141
Other Income	12	47	39	51
Total Income	8,439	7,803	7,746	8,192
Total Expenses	7,380	6,678	6,583	6,962
EBITDA	1,059	1,125	1,163	1,230
EBITDA Margin	12.6%	14.4%	15.01%	15.01%
Depreciation	109	129	128	67
Finance Cost	116	128	164	189
PBT	834	868	871	974
Tax	130	156	165	205
Profit After Tax	704	712	705	769
PAT Margins	8.3%	9.1%	9.1%	9.39%
Other Comprehensive Income	9	(4)	37	(18)
Total Comprehensive Income (After Tax)	713	708	743	751
EPS (INR)	7.39	7.34	7.70	7.79

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)



Equity and Liabilities (INR Mn)	FY22	FY21
Shareholder Funds		
(A) Equity Share Capital	483	482
(B) Other Equity	4,304	3,723
Total -Shareholder Funds	4,787	4,205
Non-Current Liabilities		
Financial Liabilities		
(I) Borrowings	132	226
(ii) Other Financial Liabilities	88	95
(iii)Other non-current Liabilities	14	17
Provisions	34	30
Lease Liabilities	76	80
Deferred Tax Liabilities	24	23
Total - Non-Current Liabilities	368	471
Current Liabilities		
Financial Liabilities		
(I) Borrowings	918	649
(ii) Trade Payables	151	162
(iii) Other Financial Liabilities	97	136
Other Current Liabilities	113	107
Provisions	255	412
Current Tax Liabilities (Net)	31	177
Total – Current Liabilities	1,565	1,643
GRAND TOTAL - EQUITIES & LIABILITES	6,720	6,319

Assets (INR Mn)	FY22	FY21
Non-Current Assets		
Property, Plant & Equipment	105	100
Capital Work in Progress	-	-
Right to use assets	67	61
Goodwill	1,529	1,616
Other Intangible Assets	289	288
Financial Assets		
(I) Investments	-	-
(II) Loans	-	-
Other Financial Assets	7	8
Other Non-Current Assets	96	118
Total - Non-Current Assets	2,093	2,191
Current Assets		
Inventories	0	0
Financial Assets		
(I) Trade Receivables	2,226	2,058
(II) Cash & Cash Equivalentents	249	389
(III) Loans	-	-
(IV) Other Financial Assets	1,629	1,132
Other current assets	523	549
Total – Current Assets	4,627	4,128
GRAND TOTAL – ASSETS	6,720	6,319

DISCLAIMER



Kellton Tech Solutions Limited Disclaimer:

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

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