



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, February 09, 2022

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, Bandra Kurla 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 and nine year ended December 31, 2021.

It is hereby informed that the Company has planned for press release about the financial results for the quarter and Nine year ended December 31, 2021. 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 FY22 Revenue at Rs 2197.3 Million; up 11.1% YoY

Hyderabad, India – 8th Feb, 2022 : 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 FY22** ended on 31st December 2021 reporting a quarterly revenue of 2197.3 Million; up by 11.1% Y-o-Y basis.

Review of financial performance for 9M FY22 ended 31st December, 2021

- Total revenue was Rs 6,333 million during the nine month period under review; up by 10.8% YoY.
- The Company reported an EBITDA of Rs 800 million for the nine month period under review
- The EBITDA margin for the nine month period under review was 12.62%
- Net profit stood at Rs 516 million for the nine month period under review
- The PAT Margin for the nine months period under review was 8.1%
- EPS stood at Rs 5.29 for the six month period under review

Review of financial performance for the quarter ended 31st December, 2021

- Total revenue was Rs 2,197 million during the quarter under review; up 5.2% QoQ and 11.1% YoY.
- The Company reported an EBITDA of Rs 264 million for the quarter under review.
- The EBITDA margin for the quarter under review was 12%.
- Net profit stood at Rs 178 million for Q3 FY22
- The PAT Margin for the quarter under review was 8.1%
- EPS stood at Rs 1.76 for Q3 FY22

New Client Wins during Q3 FY22

Acquired **6** new clients during the quarter, some big wins are:

- Kellton Tech has been selected as the preferred technology partner by a leading FinTech company to enable advanced digital identity verification in line with Web3 ethos. Under this collaboration, we are helping our client to upscale their data bridging capabilities across layers. Furthermore, this will help our client optimize their dynamic KYC process by leveraging blockchain technology.
- As a strategic technology enabler, Kellton Tech has collaborated with the US-based company disrupting the next-gen QR technology to achieve a holistic customer experience. With a focus

on redefining the entire user experience, we are building an intuitive platform to create custom dynamic QR codes with advanced embedded real-time analytics.

- The world's largest equipment rental company has selected Kellton Tech to modernize its core-critical IT applications and infrastructure. Under this engagement, we are helping our client to define and execute a transformation roadmap for their current technology ecosystem by making it future-ready, secure, resilient, and scalable.
- A new-age education lending company has partnered with Kellton Tech to digitalize its end-to-end customer journey. We are helping them achieve an agile-CX transformation across all user touchpoints through a mission-critical mobile application enabling students to evaluate different financing options.
- Kellton Tech has been chosen as a technology partner for a leading fintech in the GCC region to build an innovative digital gold hedging and storage platform leveraging gold as an NFT.
- Kellton Tech is building an intelligent BI platform by integrating disparate data sources to enable single-window tracking of workforce performance and analytics for a global workforce management company.

Operational Highlights of Q3 FY22

- HUMBL NFT - Go Live – We developed a web-based NFT marketplace for Humbl. Post launch, we are managing the marketplace as well. This showcases Kellton Tech's excellence in the Blockchain technology space.
- HUMBL PAY- Go Live – To further enhance our DT offerings, we have entered into a strategic partnership with HUMBL to develop the Humbl Pay Mobile App. We successfully delivered this project in this fiscal quarter.
- Kellton Tech participated in the event IoT World Silicon Valley 2021 (Santa Clara, United States) to mark its presence and capabilities in the IoT space.

Commenting on the results, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech, said: "The Q3 results reflect that we are on track with our plan. We grew at over 4 percent, which was largely driven by our improved execution skills and our commitment to the business strategy, we outlined last year.

As we move forward, we are focused on deepening our client relationships, maintaining our operating discipline, and accelerating performance excellence by achieving the right blend of talent and technologies. With uncertainty in today's business environment, we are even more focused on building strategies that are rooted in resilience and ensuring that we continue to perform and deliver value to our people and partners."

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
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.



KELLTON TECH

EARNINGS PRESENTATION – Q3 FY22

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 (Q3 FY 22)



Digital Transformation (81.8%)

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 (14.2%)

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%)

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.



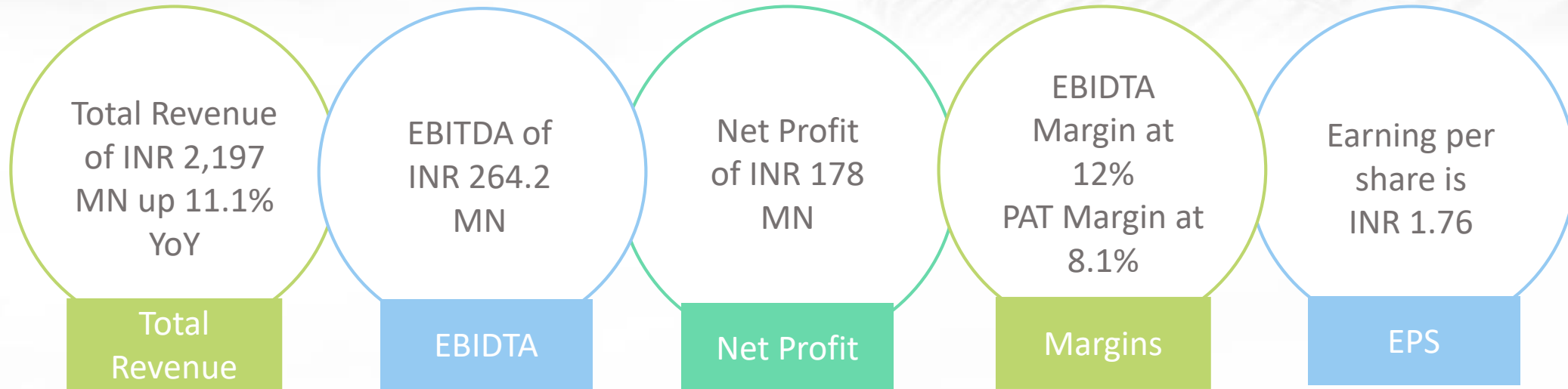
KELLTON TECH

FINANCIAL & OPERATIONAL OVERVIEW – Q3 FY22

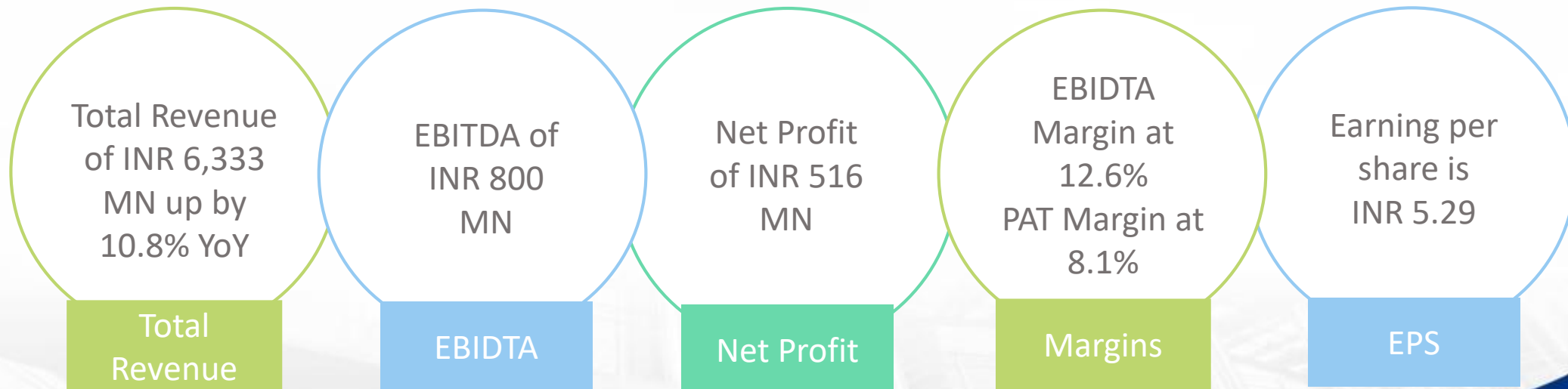
FINANCIAL HIGHLIGHTS – Q3 FY22 / 9M FY22



Q3 FY22



9M FY22



Q3 FY22 OPERATIONAL HIGHLIGHTS



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

1st
HUMBL NFT - Go Live – We developed a web-based NFT marketplace for Humbl. Post launch, we are managing the marketplace as well. This showcases our excellence in the Blockchain technology space.

2nd
HUMBL PAY- Go Live – To further enhance our DT offerings, we have entered into a strategic partnership with HUMBL to develop the Humbl Pay Mobile App. We successfully delivered this project in this fiscal quarter.

3rd
Kellton Tech participated in the event IoT World Silicon Valley 2021 (Santa Clara, United States) to mark its presence and capabilities in the IoT space.

CLIENT WINS – Q3 FY22



We have won 6 new clients this quarter, some big wins are

One of the Leading Ed-Tech Company

A new-age education lending company has partnered with Kellton Tech to digitalize its end-to-end customer journey. We are helping them achieve an agile-CX transformation across all user touchpoints through a mission critical mobile application enabling students to evaluate different financing options.

An Equipment Rental Company

Kellton partnered with the world's largest equipment rental company to modernize its core-critical IT applications and infrastructure. Under this engagement, we are helping our client to define and execute a transformation roadmap for their current technology ecosystem by making it future-ready, secure, resilient, and scalable.

A Leading Fin-Tech Company

Kellton Tech has been selected as the preferred technology partner by a leading FinTech company to enable advanced digital identity verification in line with Web3 ethos. Under this collaboration, we are helping our client to up scale their data bridging capabilities across layers. Furthermore, this will help our client optimize their dynamic KYC process by leveraging block chain technology.

A company dealing in Precious Metals

A leading company in the Gulf (GCC) region collaborates with Kellton Tech to build an innovative digital gold hedging and storage platform. We are transforming critical user-facing digital gold trading process for hedging and investment purposes by leveraging gold as a Non Fungible Token

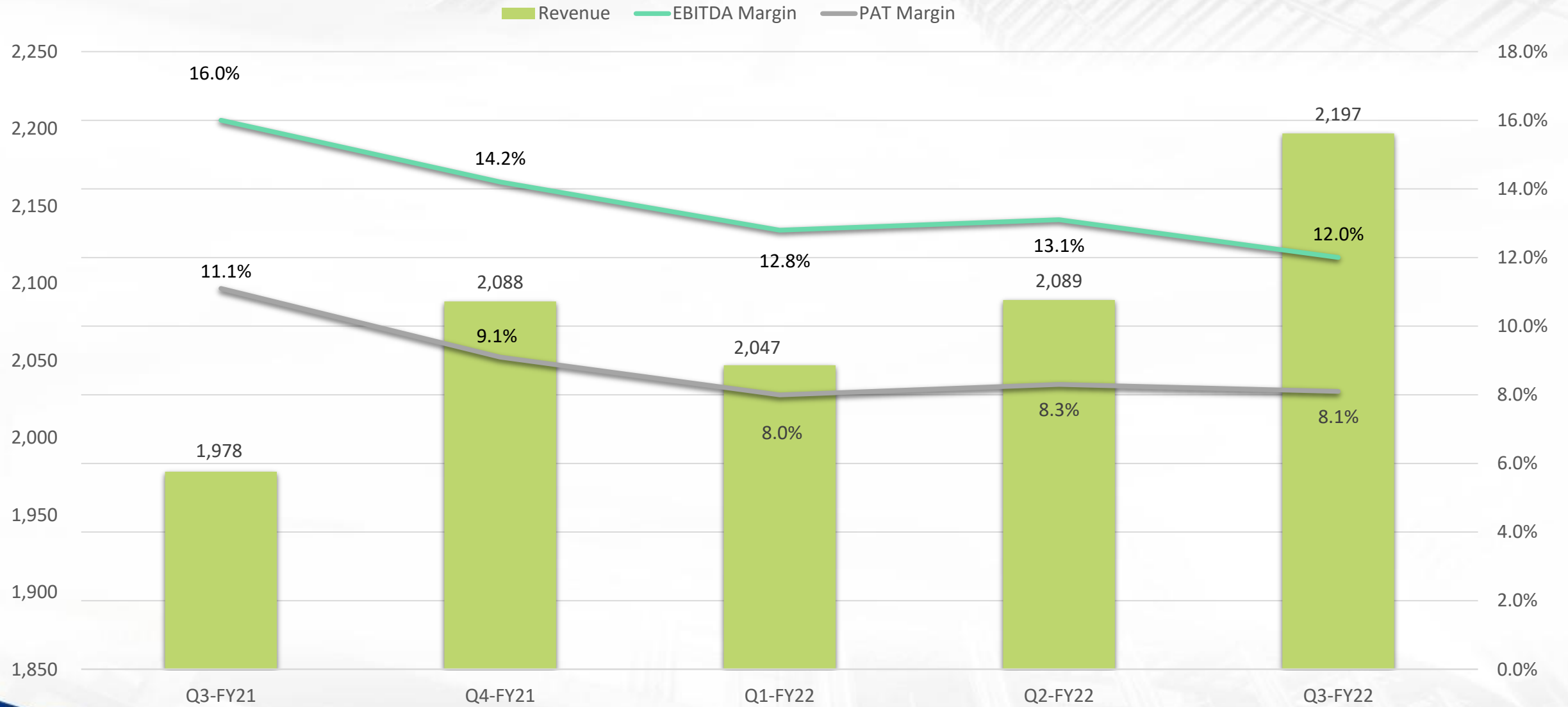
A New Age SaaS Start-up

As a strategic technology enabler, we have collaborated with the US-based company disrupting the next-gen QR technology to achieve a holistic customer experience. With a focus on redefining the entire user experience, we are building an intuitive platform to create custom dynamic QR codes with advanced embedded real-time analytics.

A Leading IT Services Company

Kellton Tech has been selected as a technology partner by a leading IT solutions company. We are building an intelligent BI platform by integrating disparate data sources to enable single-window tracking of workforce performance and analytics for a global workforce management company.

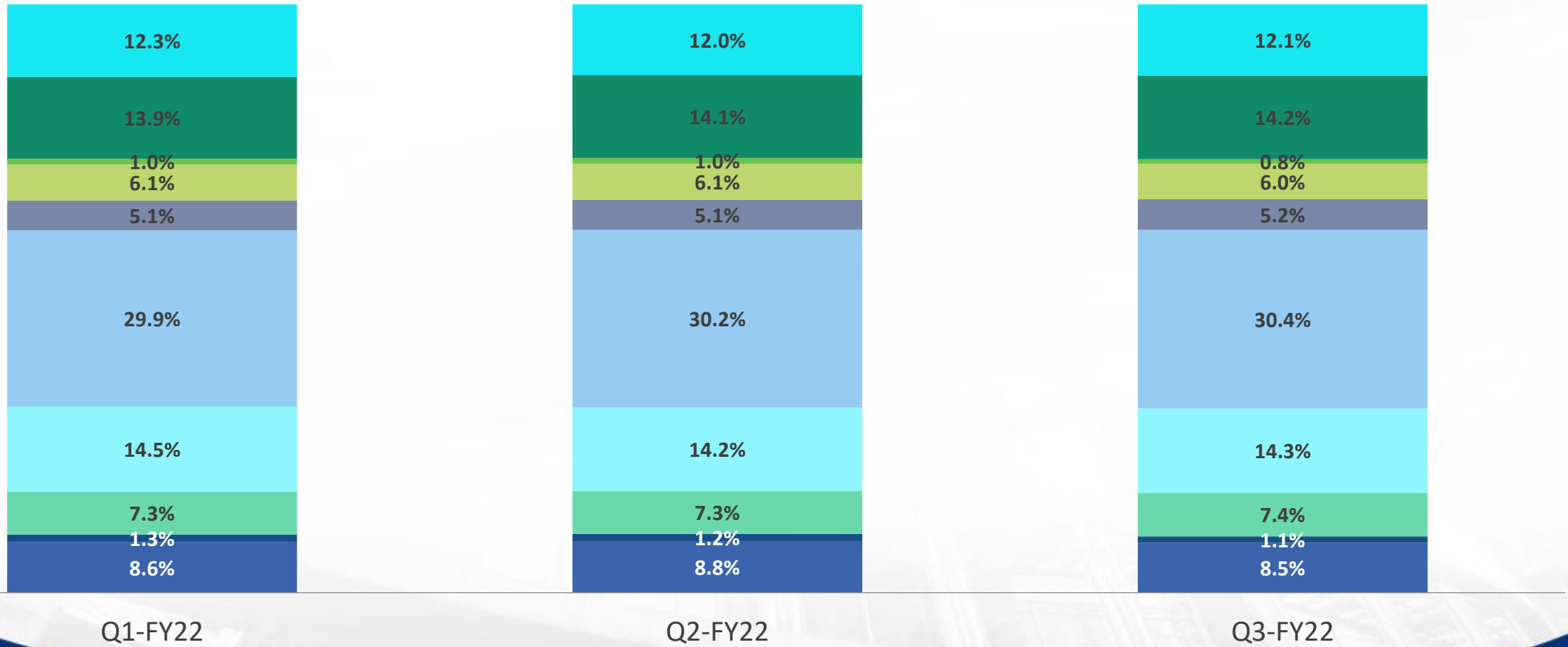
Q3 FY22 REVENUE SUMMARY



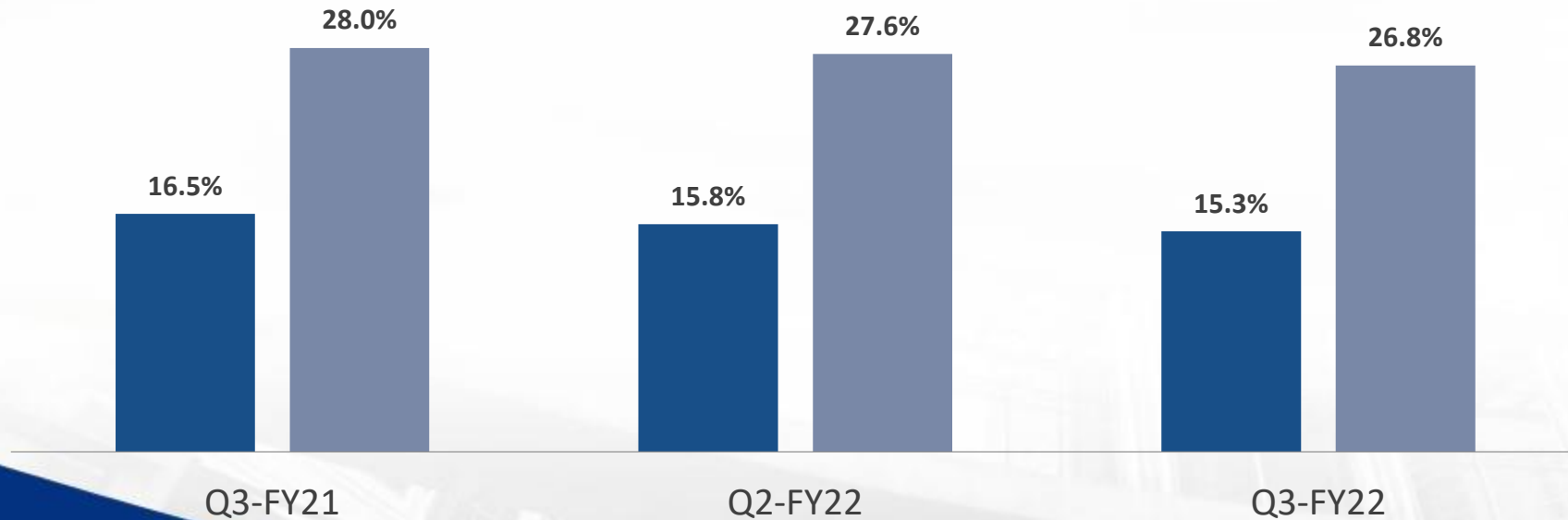
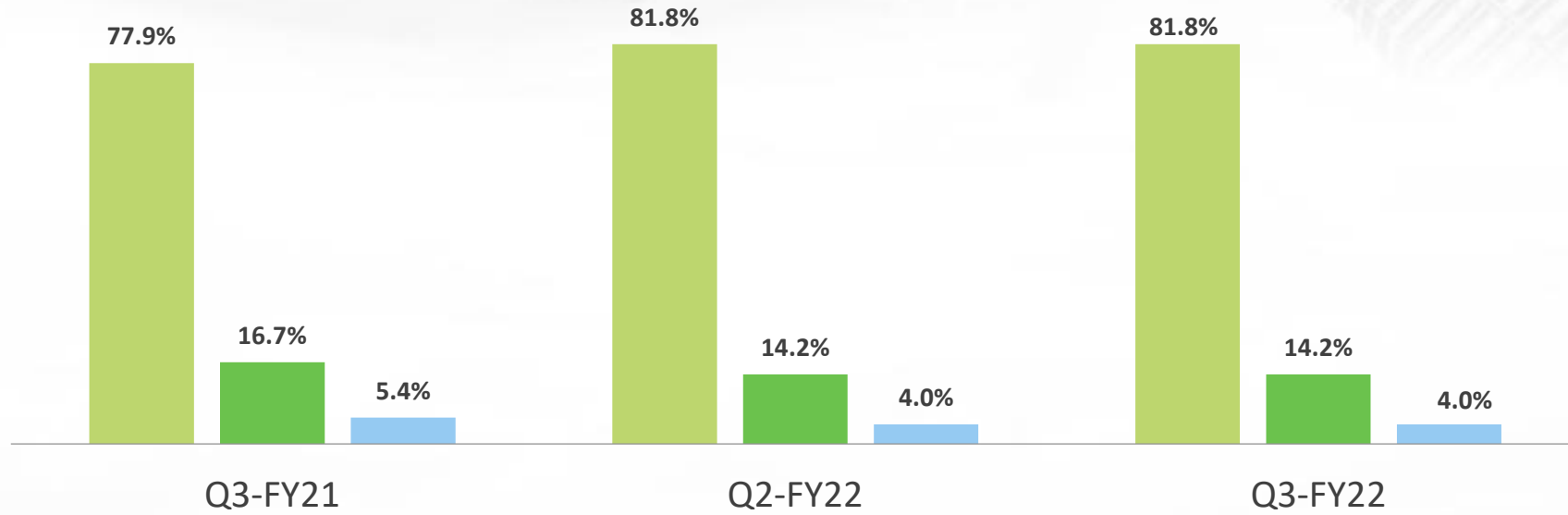
Q3 FY22 REVENUE BY INDUSTRY



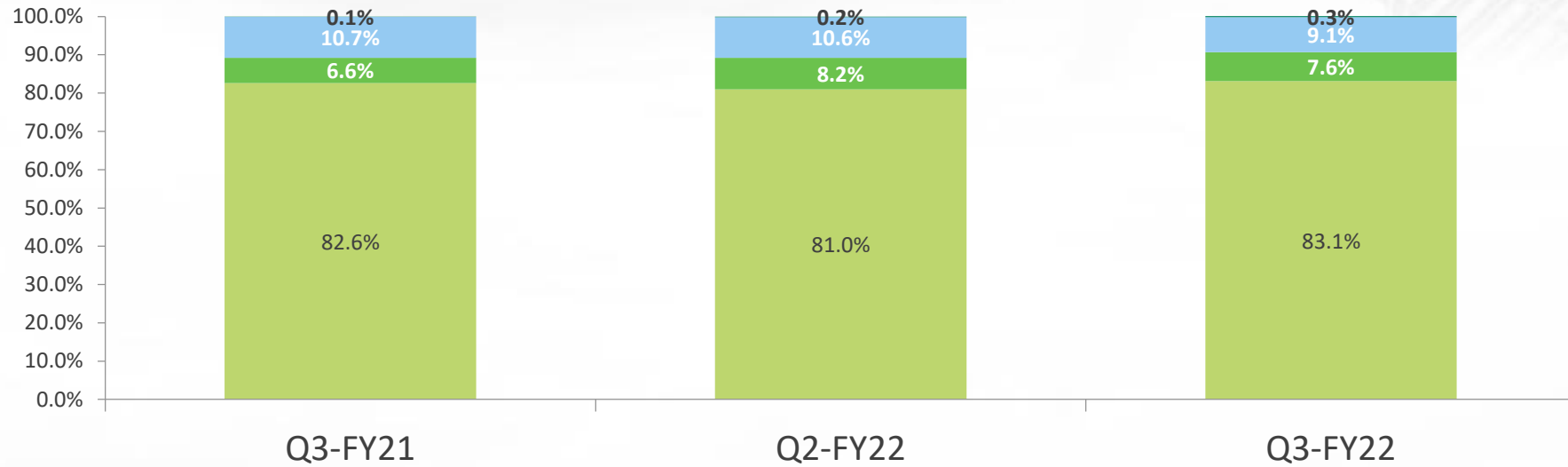
- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail



Q3 FY22 KEY METRICS

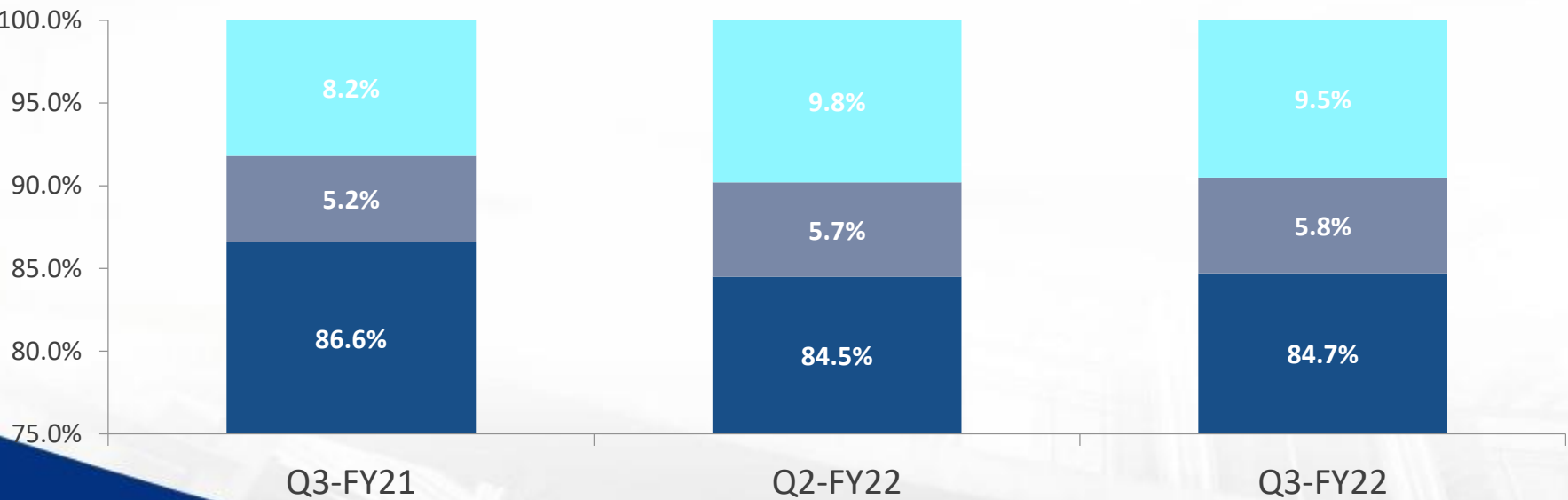


Q3 FY22 KEY METRICS



Revenue % By Geography

- USA
- Europe
- India & APAC
- Others



Revenue Mix

- Onshore
- Offshore
- Domestic

Q3 FY22 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q3-FY22	Q2-FY22	Q-o-Q	Q3-FY21	Y-o-Y
Revenue from operations	2,192	2,087	5.0%	1,964	11.6%
Other Income	5	2		14	
Total Income	2,197	2,089	5.2%	1,978	11.1%
Total Expenses	1,933	1,816	6.4%	1,662	16.3%
EBITDA	264	273	-3.3%	316	-16.3%
EBITDA Margin (%)	12.0%	13.1%		16.0%	
Depreciation	29	27		31	
Finance Cost	29	26		33	
PBT	206	220	-6.3%	252	-18.4%
Tax	28	45		34	
Profit After Tax	178	175	2.1%	218	-18.6%
PAT Margins (%)	8.1%	8.3%		11.1%	
Other Comprehensive Income	(8)	2		(10)	
Total Comprehensive Income (After Tax)	170	177		208	
Diluted EPS (INR)	1.76	1.83		2.16	



KELLTON TECH

HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS



INCOME STATEMENT (INR Mn)	FY21	FY20	FY19	FY18
Revenue from operations	7,756	7,707	8,141	7,835
Other Income	47	39	51	27
Total Income	7,803	7,746	8,192	7,862
Total Expenses	6,678	6,583	6,962	6,650
EBITDA	1,125	1,163	1,230	1,212
<i>EBITDA Margin</i>	<i>14.4%</i>	<i>15.01%</i>	<i>15.01%</i>	<i>15.42%</i>
Depreciation	129	128	67	54
Finance Cost	128	164	189	163
PBT	868	871	974	995
Tax	156	165	205	311
Profit After Tax	712	705	769	684
<i>PAT Margins</i>	<i>9.1%</i>	<i>9.1%</i>	<i>9.39%</i>	<i>8.70%</i>
Other Comprehensive Income	(4)	37	(18)	(48)
Total Comprehensive Income (After Tax)	708	743	751	636
EPS (INR)	7.34	7.70	7.79	6.60

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)



Equity and Liabilities (INR Mn)	FY21	FY20	Assets (INR Mn)	FY21	FY20
Shareholder Funds			Non-Current Assets		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	100	103
(B) Other Equity	3,723	3,681	Capital Work in Progress	-	-
Total -Shareholder Funds	4,205	4,163	Right to use assets	61	124
Non-Current Liabilities			Goodwill	1,616	2,257
Financial Liabilities			Other Intangible Assets	288	294
(I) Borrowings	226	286	Financial Assets		
(ii) Other Financial Liabilities	95	363	(I) Investments	-	-
(iii)Other non-current Liabilities	17	60	(II) Loans	-	-
Provisions	30	24	Other Financial Assets	8	17
Lease Liabilities	80	155	Other Non-Current Assets	118	205
Deferred Tax Liabilities	23	16	Total - Non-Current Assets	2,191	3,000
Total - Non-Current Liabilities	471	904	Current Assets		
Current Liabilities			Inventories	0	1
Financial Liabilities			Financial Assets		
(I) Borrowings	649	669	(I) Trade Receivables	2,058	2,026
(ii) Trade Payables	162	393	(II) Cash & Cash Equivalentents	389	300
(iii) Other Financial Liabilities	136	208	(III) Loans	-	-
Other Current Liabilities	107	155	(IV) Other Financial Assets	1,132	1,155
Provisions	412	454	Other current assets	549	703
Current Tax Liabilities (Net)	177	238	Total – Current Assets	4,128	4,184
Total – Current Liabilities	1,643	2,117	GRAND TOTAL – ASSETS	6,319	7,184
GRAND TOTAL - EQUITIES & LIABILITES	6,319	7,184			

DISCLAIMER



Kellton Tech Solutions Limited Disclaimer:

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

Ms. Anupam Kumari

E-mail: anupam.kumari@kelltontech.com