



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, November 13, 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, 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 half year ended September 30, 2021.

It is hereby informed that the Company has planned for press release about the financial results for the quarter and half year ended September 30, 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
Digitally signed by SURABI JAIN
Date: 2021.11.13 14:04:18 +05'30'
Company Secretary
ACS 49557

Encl. as above



Kellton Tech Q2 FY22 PAT at Rs 174.4 Million; up 9.8% QoQ

Hyderabad, India – 11th November, 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 **Second Quarter & Half Year FY21 ended on 30th September 2021**.

Review of financial performance for H1 FY22

- Total revenue was Rs 4,136 million during the six month period under review
- The Company reported an EBITDA of Rs 535 million for the six month period under review
- The EBITDA margin for the six month period under review was 12.9%
- Net profit stood at Rs 338 million for the six month period under review
- The PAT Margin for the six months period under review was 8.2%
- EPS stood at Rs 3.53 for the six month period under review

Review of financial performance for the quarter ended 30th September, 2021

- Total revenue was Rs 2,089 million during the quarter under review; up 5.4% QoQ and 8.9% YoY.
- The Company reported an EBITDA of Rs 273 million for the quarter under review; up 3.8% QoQ and 5.2% YoY.
- The EBITDA margin for the quarter under review was 13.1%.
- Net profit stood at Rs 175 million for Q2 FY22; up 6.3% QoQ
- The PAT Margin for the quarter under review was 8.3%
- EPS stood at Rs 1.8 for Q2 FY22

New Client Wins during Q2 FY22

Acquired **20** new clients during the quarter, some big wins are:

- Kellton Tech has been chosen as a digital transformation partner by a reputed non-profit organization with footprints in the US and many African countries. As a part of this collaboration, we are building an insights application for our client's innovative and cost-effective Emergency Transportation System for pregnant women and newborns
- Kellton Tech has been chosen as an end-to-end digital transformation partner by one of the largest conglomerates based in Asia. As a part of this collaboration, we are helping our client build a high-performance mobility platform that can unify their business units together and drive benefits in terms of greater transparency, control, accuracy, and efficiency.

- Kellton Tech has been awarded the SAP S/4HANA AMS and Hosting and Basis Support contract by a leading chemicals company based in the US. Earlier, we helped the client migrate their workloads from a traditional ECC system to SAP S/4HANA. Satisfied with our deliverables, they have taken us on-board again to simplify their operating model based on SAP AMS support function and establish major levers for digital transformation
- Kellton Tech has been chosen as a digital partner by a global healthcare leader with a strong foothold in Asia-Pacific region. We are engaged to develop a standalone auditing solution for our client's internal teams, which can ensure consistency across their marketing communications based on the defined guidelines.
- Kellton Tech has been chosen as a technology partner for a leading US-based company with a wide-scale digital supply network for process industries. Under this collaboration, we will help modernize our client's mission-critical business system and migrate their applications, processes, and data to the new platform for a competitive advantage.
- Kellton Tech has been selected as a technology partner by a FinTech startup in Asia that made it to the Unicorn List of 2021. The engagement is around delivering Resource Augmentation services that help our client gain access to new technologies and talent - and build market-ready solutions at a competitive price.

Operational Highlights of Q2 FY21

- Momentive Quartz Technologies (MQT) - Go Live - We did our first SAP on AWS transition for Momentive. Very few industry players of our size have managed to do this as mentioned by AWS themselves.
- Kellton Tech – Qlik Partnership - To further enhance our Data Analytics and BI offerings, we have entered into a strategic partnership with Qlik which involves working jointly on GTM strategies and proposing solutions collaboratively. This is a global partnership in which we are working in the US, UK, Middle East and Asia.
- Kellton Tech has shifted to a hybrid model of working where most of the employees still continue to work from their homes but some have started visiting the offices as well.

Commenting on the results, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech, said: "Our second-quarter financial results reflect the success of our strategy that focused on strengthening our position in the space of digital transformation and driving sustainable growth for our company. During this quarter, we have made substantial investments in extending our partnerships with an aim to enhance our innovation capabilities and help our valued clients across geographies rebuild and reimagine their businesses. Moreover, we have maximized our AI and Blockchain budgets to stay agile in these fast-evolving areas and as a result, witnessed a strong, broad-based demand for our services. We are delighted to share that we have added 20 new clients this quarter. At this point, we remain confident about achieving a continuous revenue growth for the next



quarter, advancing our presence in high-profit markets, and defining digital transformation journeys ahead of expectations.”

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

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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 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 – Q2 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 (Q2 FY 22)



Digital Transformation (81.7%)

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 (4.1%)

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.



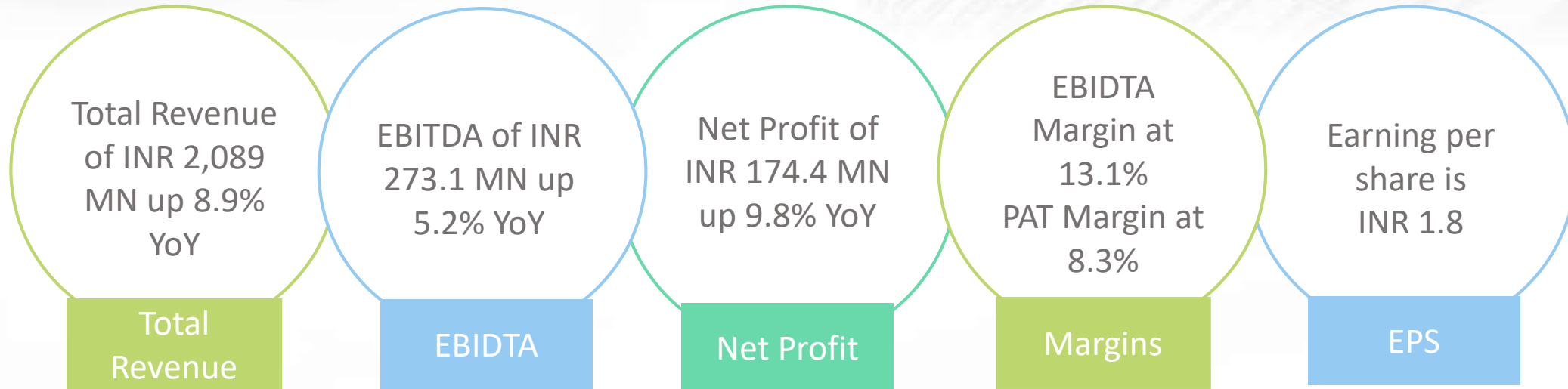
KELLTON TECH

FINANCIAL & OPERATIONAL OVERVIEW – Q2 FY22

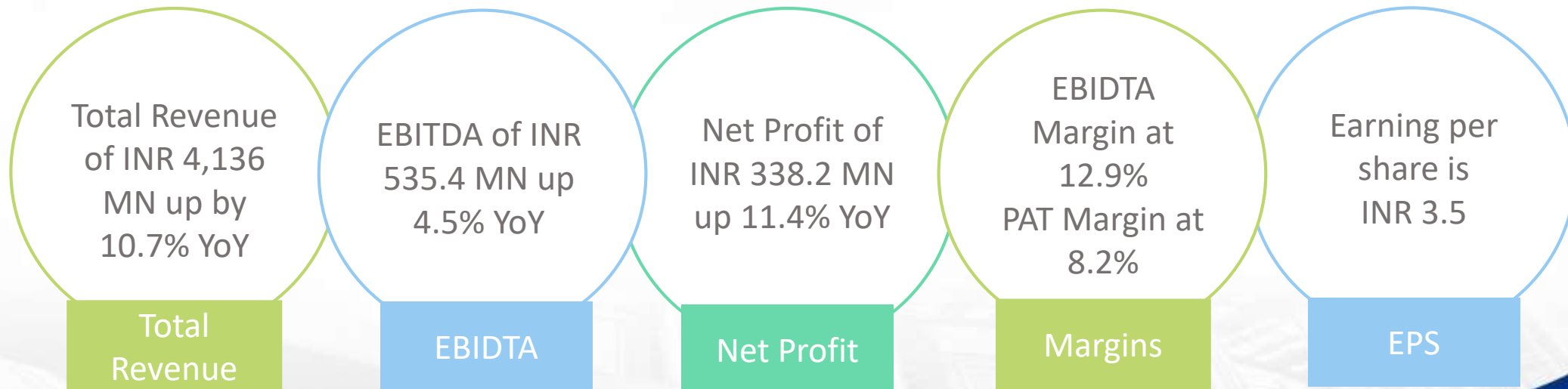
FINANCIAL HIGHLIGHTS – Q2 FY22 / H1 FY22



Q2 FY22



H1 FY22



Q2 FY22 OPERATIONAL HIGHLIGHTS



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

1st

MQT - Go Live - We did our first SAP on AWS transition for Momentive. Very few industry players of our size have managed to do this as mentioned by AWS themselves.

2nd

Partnership with Qlik – To further enhance our Data Analytics and BI offerings, we have entered into a strategic partnership with Qlik which involves working jointly on GTM strategies and proposing solutions collaboratively. This is a global partnership in which we are working in the US, UK, Middle East and Asia.

3rd

Kellton Tech has shifted to a hybrid model of working where most of the employees still continue to work from their home but some have started visiting the offices.

CLIENT WINS – Q2 FY22



We have won 20 new clients this quarter, some big wins are

A Non-Profit Organization

Kellton Tech has been chosen as a digital transformation partner by a reputed non-profit organization with footprints in the US and many African countries. As a part of this collaboration, we are building an insights application for our client's innovative and cost-effective Emergency Transportation System for pregnant women and newborns. .

One of the largest Asian Conglomerates

Kellton Tech has been chosen as an end-to-end digital transformation partner by one of the largest conglomerates based in Asia. As a part of this collaboration, we are helping our client build a high-performance mobility platform that can unify their business units together and drive benefits in terms of greater transparency, control, accuracy, and efficiency.

A Leading Chemical Company

Kellton Tech has been awarded the SAP S/4HANA AMS and Hosting and Basis Support contract by a leading chemicals company based in the US. Earlier, we helped the client migrate their workloads from a traditional ECC system to SAP S/4HANA. Satisfied with our deliverables, they have taken us on-board again to simplify their operating model based on SAP AMS support function.

A Global healthcare Leader

Kellton Tech has been chosen as a digital partner by a global healthcare leader with a strong foothold in Asia-Pacific region. We are engaged to develop a standalone auditing solution for our client's internal teams, which can ensure consistency across their marketing communications based on the defined guidelines.

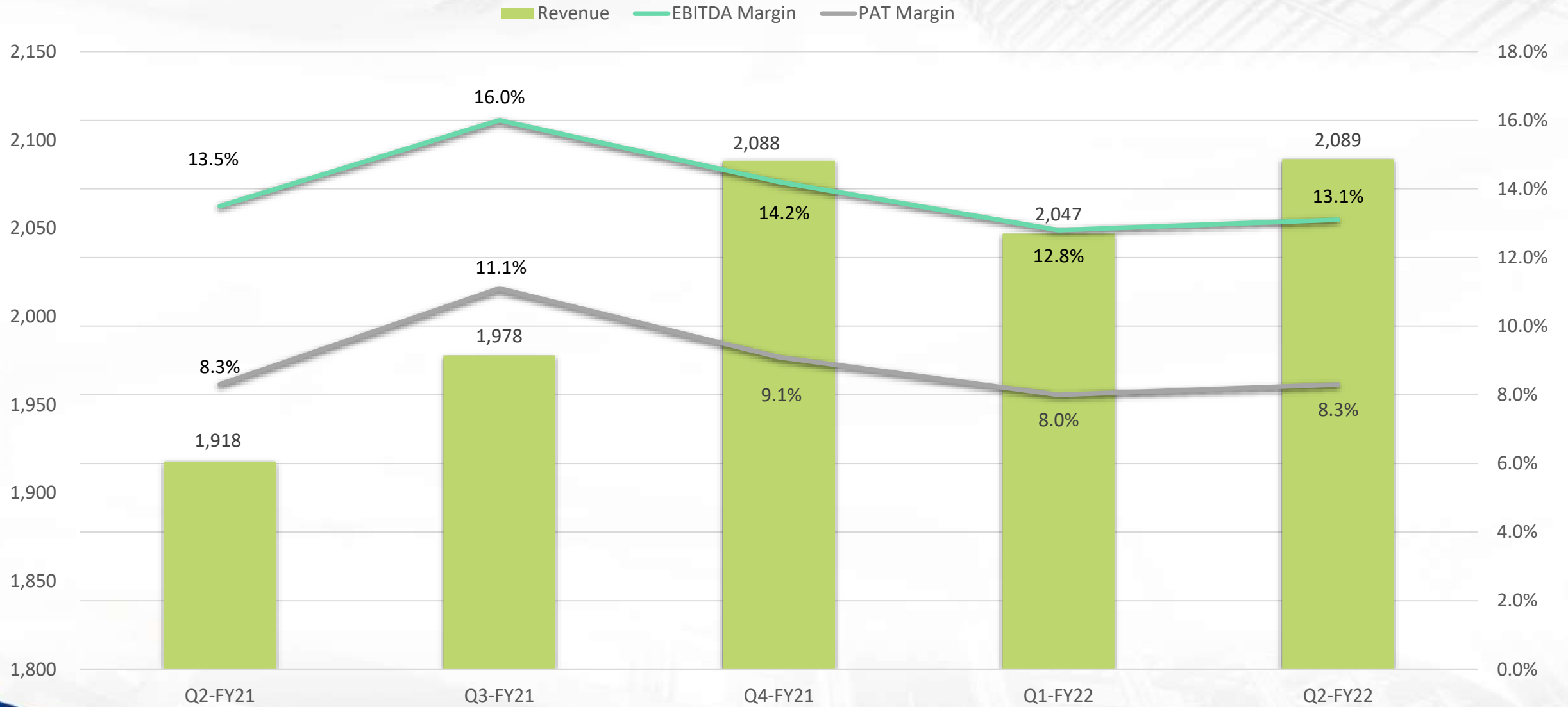
A Digital Supply Company

Kellton Tech has been chosen as a technology partner for a leading US-based company with a wide-scale digital supply network for process industries. Under this collaboration, we will help modernize our client's mission-critical business system and migrate their applications, processes, and data to the new platform for a competitive advantage.

A FinTech Startup

Kellton Tech has been selected as a technology partner by a FinTech startup in Asia that made it to the Unicorn List of 2021. The engagement is around delivering Resource Augmentation services that help our client gain access to new technologies and talent - and build market-ready solutions at a competitive price.

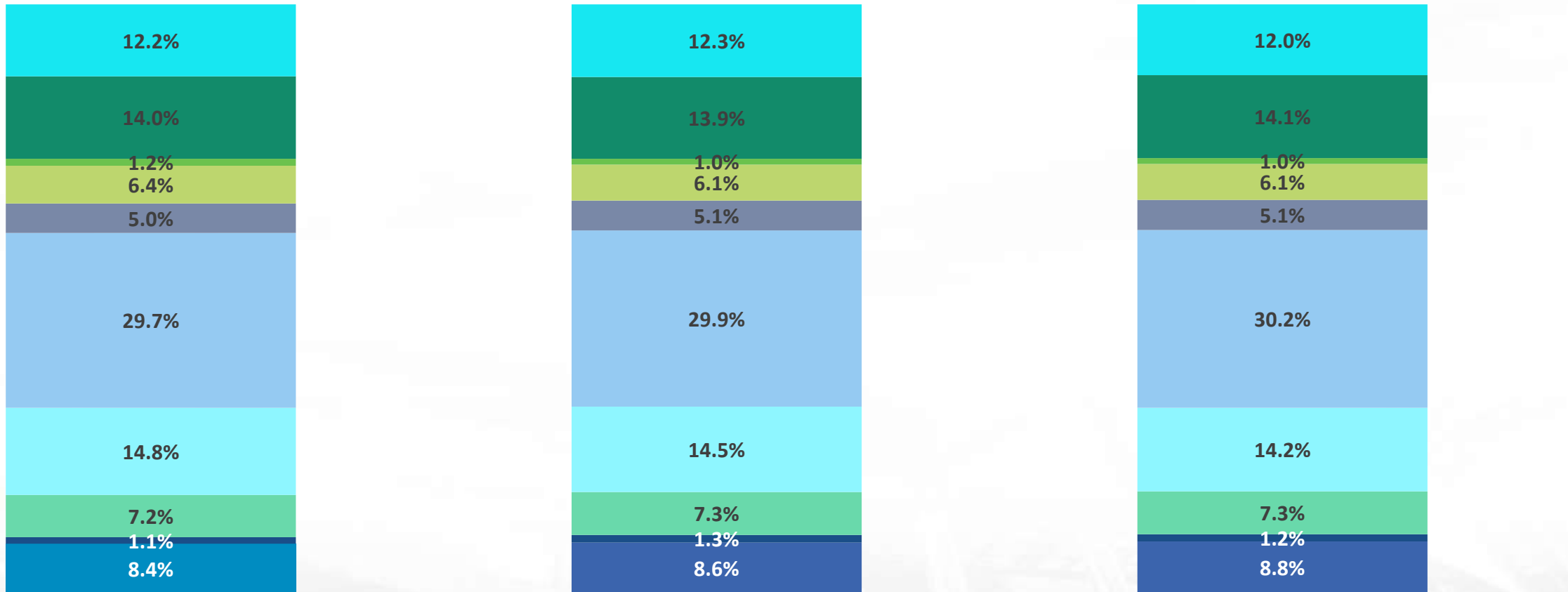
Q2 FY22 REVENUE SUMMARY



Q2 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

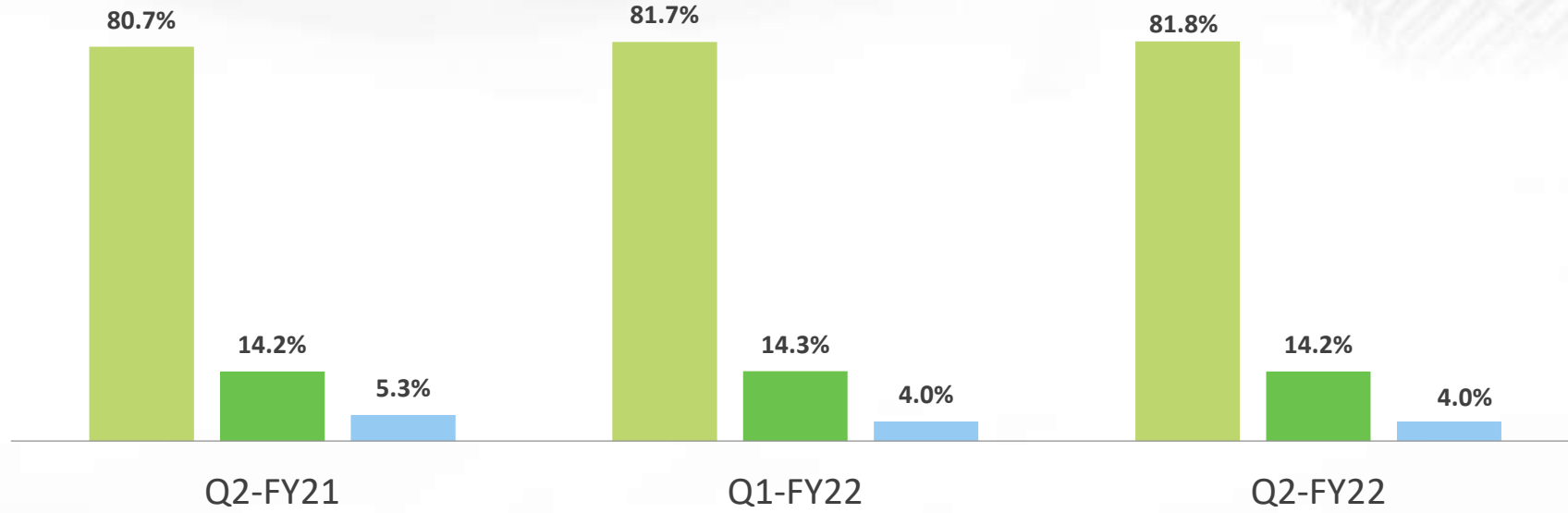


Q4-FY21

Q1-FY22

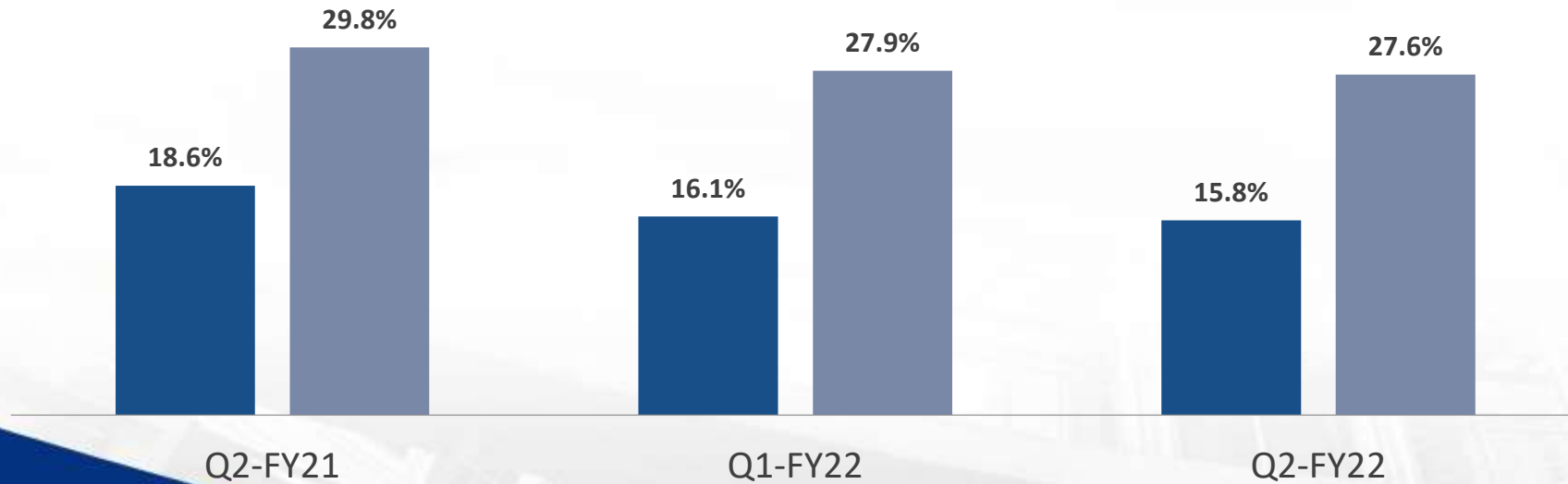
Q2-FY22

Q2 FY22 KEY METRICS



Revenue % By Business Segment

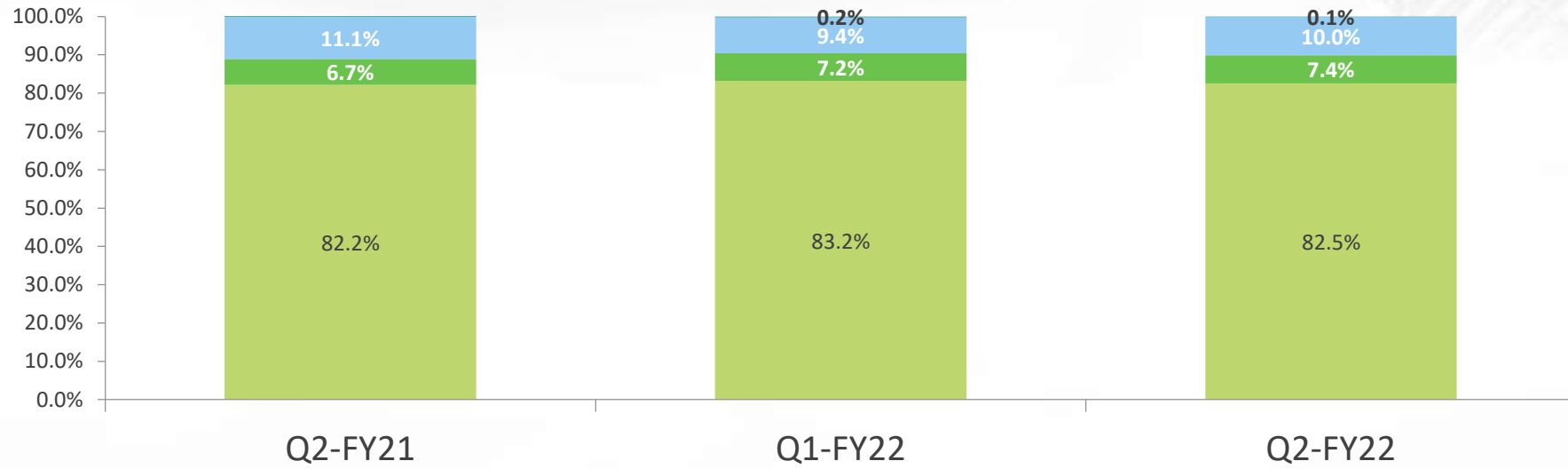
- Digital Transformation
- Enterprise Solutions
- Other Services



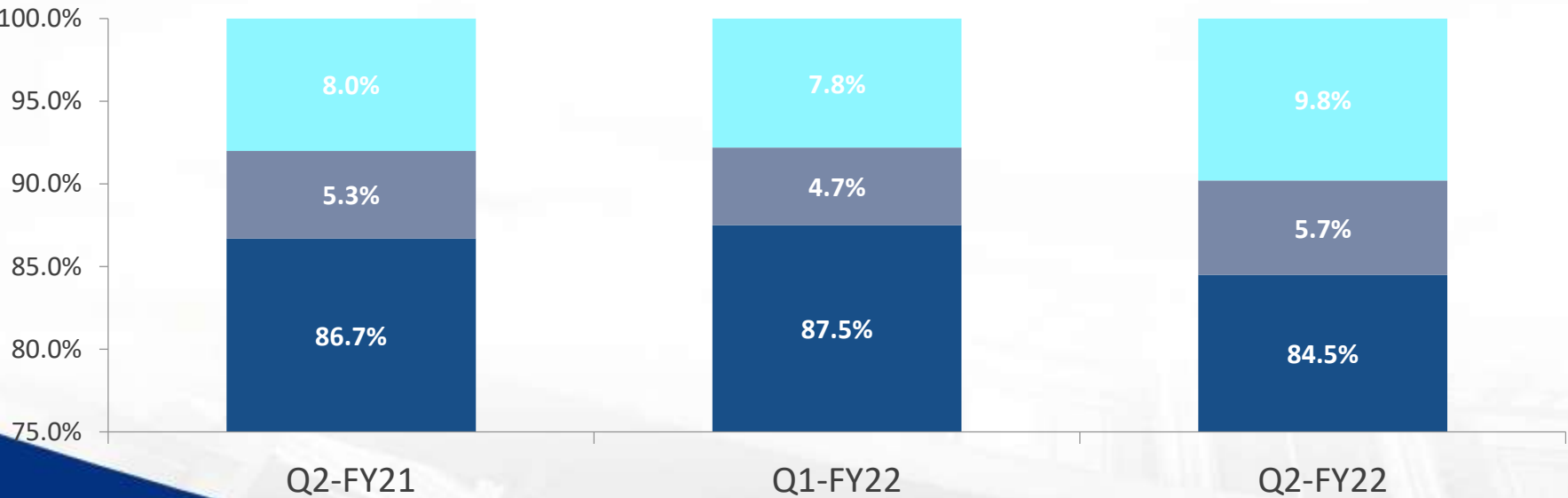
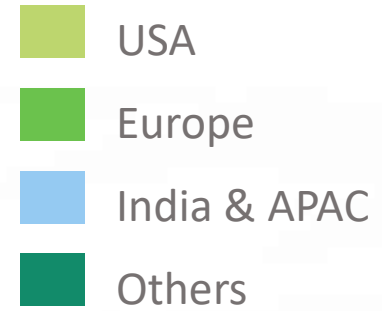
Revenue % By Clients

- Top 5 Clients
- Top 10 Clients

Q2 FY22 KEY METRICS



Revenue % By Geography



Revenue Mix



Q2 FY22 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q2-FY22	Q1-FY22	Q-o-Q	Q2-FY21	Y-o-Y
Revenue from operations	2,087	2,043	2.2%	1,909	9.4%
Other Income	2	4		9	
Total Income	2,089	2,047	2.1%	1,918	8.9%
Total Expenses	1,816	1,785	1.7%	1,658	9.5%
EBITDA	273	262	3.8%	260	5.2%
EBITDA Margin (%)	13.1%	12.8%		13.6%	
Depreciation	27	28		39	
Finance Cost	26	28		30	
PBT	220	206	6.6%	191	15.1%
Tax	45	42		32	
Profit After Tax	175	164	6.3%	159	9.8%
PAT Margins (%)	8.3%	8.0%		8.3%	
Other Comprehensive Income	2	0		(6)	
Total Comprehensive Income (After Tax)	177	164		153	
Diluted EPS (INR)	1.83	1.70		1.59	



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
Shareholder Funds		
(A) Equity Share Capital	482	482
(B) Other Equity	3,723	3,681
Total -Shareholder Funds	4,205	4,163
Non-Current Liabilities		
Financial Liabilities		
(I) Borrowings	226	286
(ii) Other Financial Liabilities	95	363
(iii)Other non-current Liabilities	17	60
Provisions	30	24
Lease Liabilities	80	155
Deferred Tax Liabilities	23	16
Total - Non-Current Liabilities	471	904
Current Liabilities		
Financial Liabilities		
(I) Borrowings	649	669
(ii) Trade Payables	162	393
(iii) Other Financial Liabilities	136	208
Other Current Liabilities	107	155
Provisions	412	454
Current Tax Liabilities (Net)	177	238
Total – Current Liabilities	1,643	2,117
GRAND TOTAL - EQUITIES & LIABILITES	6,319	7,184

Assets (INR Mn)	FY21	FY20
Non-Current Assets		
Property, Plant & Equipment	100	103
Capital Work in Progress	-	-
Right to use assets	61	124
Goodwill	1,616	2,257
Other Intangible Assets	288	294
Financial Assets		
(I) Investments	-	-
(II) Loans	-	-
Other Financial Assets	8	17
Other Non-Current Assets	118	205
Total - Non-Current Assets	2,191	3,000
Current Assets		
Inventories	0	1
Financial Assets		
(I) Trade Receivables	2,058	2,026
(II) Cash & Cash Equivalentents	389	300
(III) Loans	-	-
(IV) Other Financial Assets	1,132	1,155
Other current assets	549	703
Total – Current Assets	4,128	4,184
GRAND TOTAL – ASSETS	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:

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