



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, July 11, 2020

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 year ended March 31st, 2020.

It is hereby informed that the Company has planned for press release about the financial results for the quarter and year ended ended March 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

Note: This intimation is signed as Sd/- as authorised person is away due to pandemic COVID-19.

Encl. as above

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CIN:L72200TG1993PLC016819



KELLTON TECH

**Kellton Tech Q4 FY20 Total Revenue at Rs 2080 Million;
Up 8.4% on Q-o-Q basis**

Hyderabad, India – 11th July, 2020 : 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 **Fourth Quarter & Year Ended 31st March, 2020**.

Review of financial performance for FY20 ended 31st March, 2020

- Total Revenue was Rs 7,746 million for FY20 under review
- The Company reported an EBITDA of Rs 1,163 million for FY20
- The EBITDA margin for FY20 stood at 15.00%
- Net profit stood at Rs 705 million for FY20
- Diluted EPS stood at Rs 7.7 for FY20

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

- Total revenue was Rs 2,080 million during the quarter under review as compared to Rs 1,919 million during the corresponding period of previous year reflecting an increase of 8.4% on Q-o-Q basis.
- The Company reported an EBITDA of Rs 259 million for the quarter under review
- The EBITDA margin for the quarter under review was 12.50%.
- Net profit stood at Rs 146 million for Q4 FY20
- EPS stood at Rs 1.84 for Q4 FY20

***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*

Operational Highlights of FY20

- Kellton Tech has won a Rs 39 crore order from Food Corporation of India (FCI). The order is for the development, implementation, and maintenance of a Human Resource Management System
- Kellton Tech selected to Join Software AG's 'The Changemaker Network' as a Select Innovation Partner
- Kellton Tech earns a place in Software AG's "Partner in Excellence" Program as a Premier Innovation Partner

- Kellton Tech wins 'Integration Partner of the Year' Award at Software AG's London Innovation Tour
- Kellton Tech Partners with Dell Boomi to Strengthen iPaaS Integration Innovation
- Kellton Tech Partners with Jitterbit to Fast-Track iPaaS and API Enterprise Integration

New Client Wins during Q4 FY20

Acquired **12** new clients during the quarter, some big wins are:

- Kellton Tech was selected by a leading media and entertainment company as their digital partner to create a robust digital platform that performs analytics on real-time data and builds visibility into performance metrics, thereby enabling informed decision-making and value-driven outcomes.
- Kellton Tech collaborated with a leading logistics company to build a mobile app for preemptive operations management that helps them act on risks and opportunities proactively.
- Kellton Tech, has been selected as a strategic partner in a multi-year deal with a US-based manufacturing firm, transforming manual operations through process automation and optimized existing workloads while enhancing client experience.
- Kellton Tech was selected by a leading consumer services in the US to develop and deploy an intranet tool that simplifies information sharing and collaboration between employees across cross-functional teams in the organization.
- Kellton Tech has partnered with an e-commerce company to create an online payment gateway system that provides for seamless and secure transactions in an omnichannel ecosystem and drives evolutionary customer experiences.
- Kellton Tech is selected as a strategic partner for a leading online freelance platform enabling a new IT landscape by migrating core modules to the latest technologies. The new, redefined architecture will help the client boost scalability and meet future needs competitively.
- Kellton Tech is helping one of the leading US-based companies migrate from a traditional EDI solution to a fully integrated, scalable SAP S/4HANA ERP and bridge silos for greater trust and value.

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "The year 2019 was a lesson in resilience. Despite several challenges, we were able to respond to every crisis through a strategic eye for detail, redefined processes, and a team of solution-finders. As a result, we had experienced a robust quarter with strong deal closures and significant client wins in pharma, logistics and BFSI sectors.

The world is facing a huge disruption in the global economy. The COVID-19 pandemic has forced enterprises to adapt to the need of the hour and transform to digital. I'm immensely proud of how our thought leadership and employees are rallying together to help our clients realize their digital transformation—all while focusing on the general well-being and safety of each other. With their unwavering passion, drive, and spirit, we have been able to make progress on our growth strategy, land more opportunities, and consolidate our position as the industry partner of choice.



As we move ahead, we are committed to empowering our clients with solutions and services that help them navigate these certain times and create lasting value. We are focused on making investments to build a resilient workforce and unlock growth opportunities for them.”

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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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.



"INFINITE POSSIBILITIES
WITH TECHNOLOGY"

EARNINGS PRESENTATION – Q4-FY20 / FY20

EXECUTIVE SUMMARY

Company Overview:



KELLTON TECH

- 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 (FY20):

Digital Transformation (75%)



Leveraging on a potent mixture of digital technologies for profoundly disrupting business activities and competencies through Digital Transformation.

Enterprise Solutions (19%)



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 (6%)



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 Income

FY20*	FY19
INR 7,746.2 Mn	INR 8,191.5 Mn

EBITDA

FY20*	FY19
INR 1,163.2 Mn	INR 1,229.2Mn

PAT

FY20*	FY19
INR 705.3 Mn	INR 769.4 Mn

*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

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.

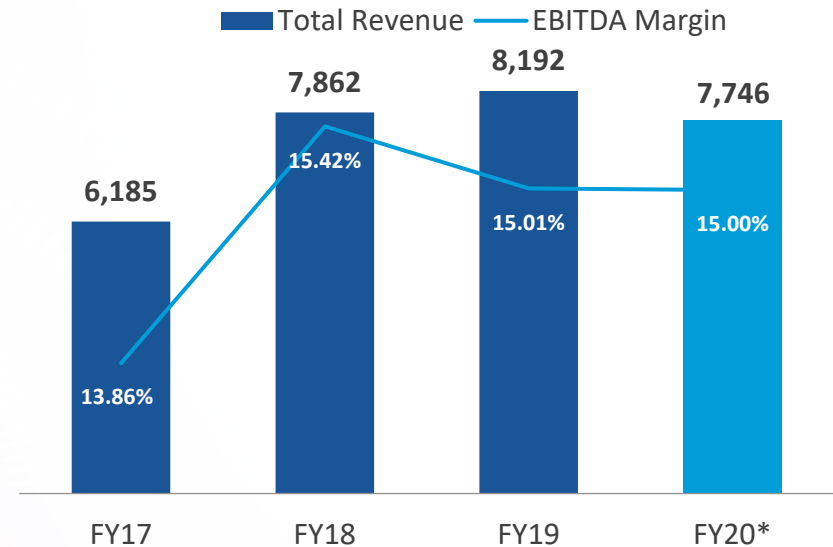
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

We have helped startups to Fortune 500 clients build disruptive Digital Transformation solutions and leverage technology as a competitive differentiator for their businesses.

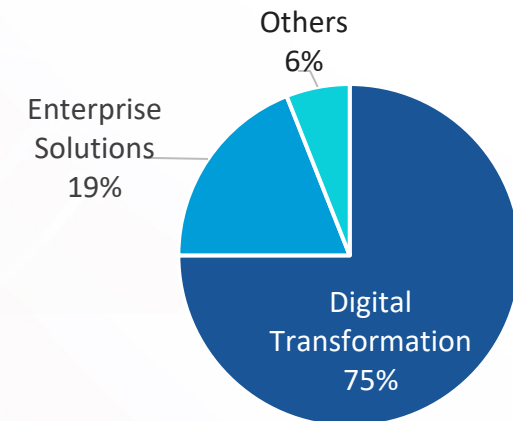
Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

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 (%)



Segmental Revenue Break-up (FY20)



*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



KELLTON TECH

FY20 /Q4-FY20 - FINANCIAL OVERVIEW

FY20 FINANCIAL HIGHLIGHTS

Total revenue

INR

down 5.4% YoY

7,746 Mn

EBITDA

INR

down 5.4% YoY

1,163 Mn

EBITDA Margin

Unchanged

15.01%

Net Profit

INR

down 8.3% YoY

705 Mn

PAT Margin

down 30 Bps

9.1%

EPS

INR

down 1.2% YoY

7.70/ Share

FY20 OPERATIONAL HIGHLIGHTS

- Kellton Tech has won a Rs 39 crore order from Food Corporation of India (FCI). The order is for the development, implementation, and maintenance of a Human Resource Management System
- Kellton Tech selected to Join Software AG's 'The Changemaker Network' as a Select Innovation Partner
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- Kellton Tech Partners with Jitterbit to Fast-Track iPaaS and API Enterprise Integration

Q4-FY20 FINANCIAL HIGHLIGHTS

Q4-FY20* Financial Highlights:

- Total revenue of INR 2,080.4 Mn;
- EBITDA was at INR 259.8 Mn;
- EBITDA Margin stood at 12.5%
- Net Profit stood at INR 145.5 Mn;
- PAT Margin of 7.0%
- EPS was at INR 1.84 per share;

Q4-FY20 NEW CLIENT WINS

Won 12 new clients, some big wins are:



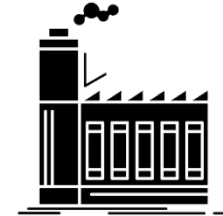
A Leading Media and Entertainment Company

Kellton Tech was selected by a leading media and entertainment company as their digital partner to create a robust digital platform that performs analytics on real-time data and builds visibility into performance metrics, thereby enabling informed decision-making and value-driven outcomes.



A Logistics Company

Kellton Tech collaborated with a leading logistics company to build a mobile app for preemptive operations management that helps them act on risks and opportunities proactively.



A Manufacturing Firm

Kellton Tech, has been selected as a strategic partner in a multi-year deal with a US-based manufacturing firm, transforming manual operations through process automation and optimized existing workloads while enhancing client experience.

Q4-FY20 NEW CLIENT WINS



A Leading Consumer Services Company

Kellton Tech was selected by a leading consumer services in the US to develop and deploy an intranet tool that simplifies information sharing and collaboration between employees across cross-functional teams in the organization.



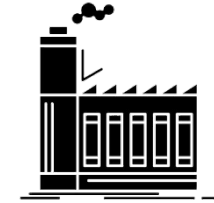
An e-Commerce Firm

Kellton Tech has partnered with an e-commerce company to create an online payment gateway system that provides for seamless and secure transactions in an omnichannel ecosystem and drives evolutionary customer experiences.



A Leading Online Platform

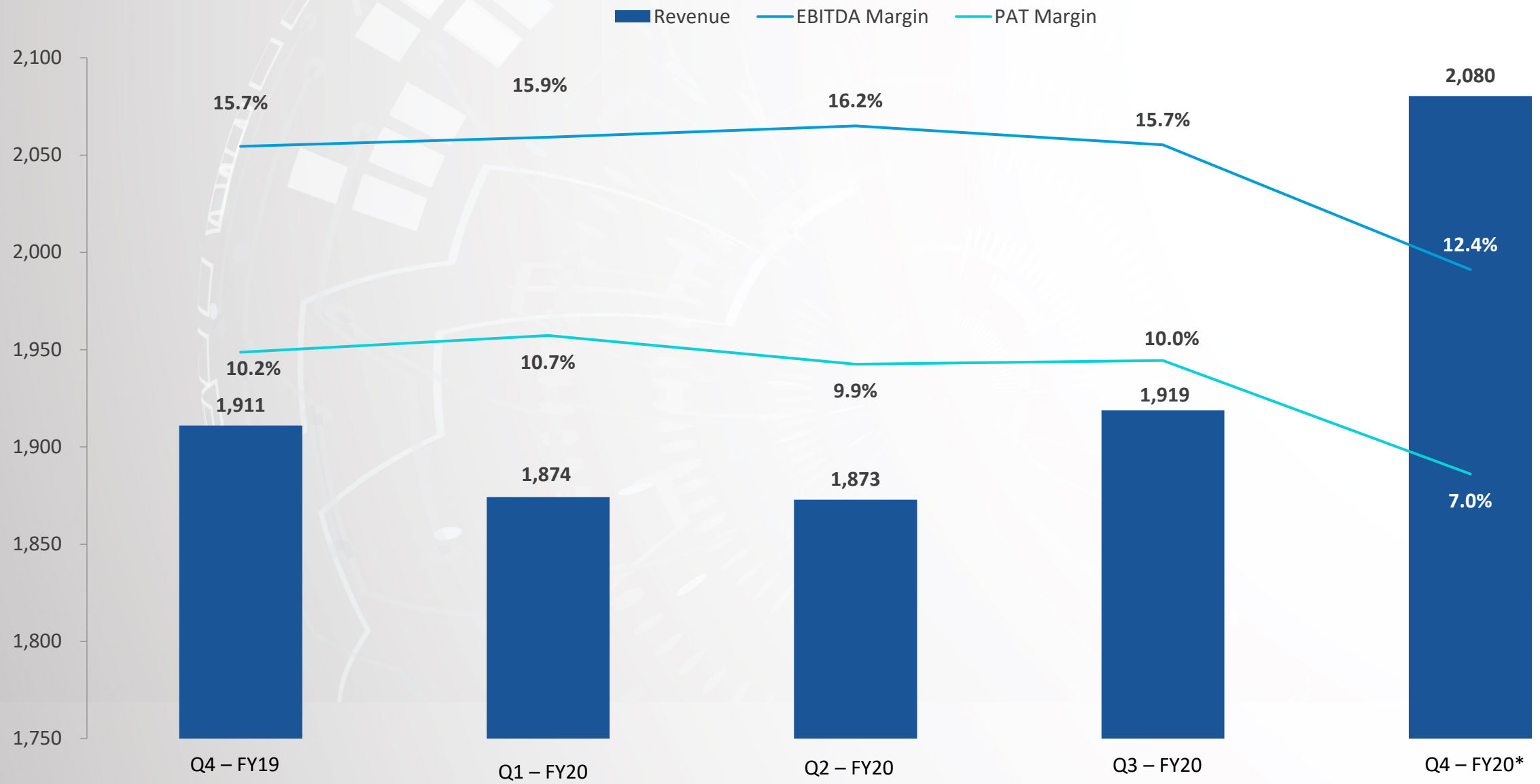
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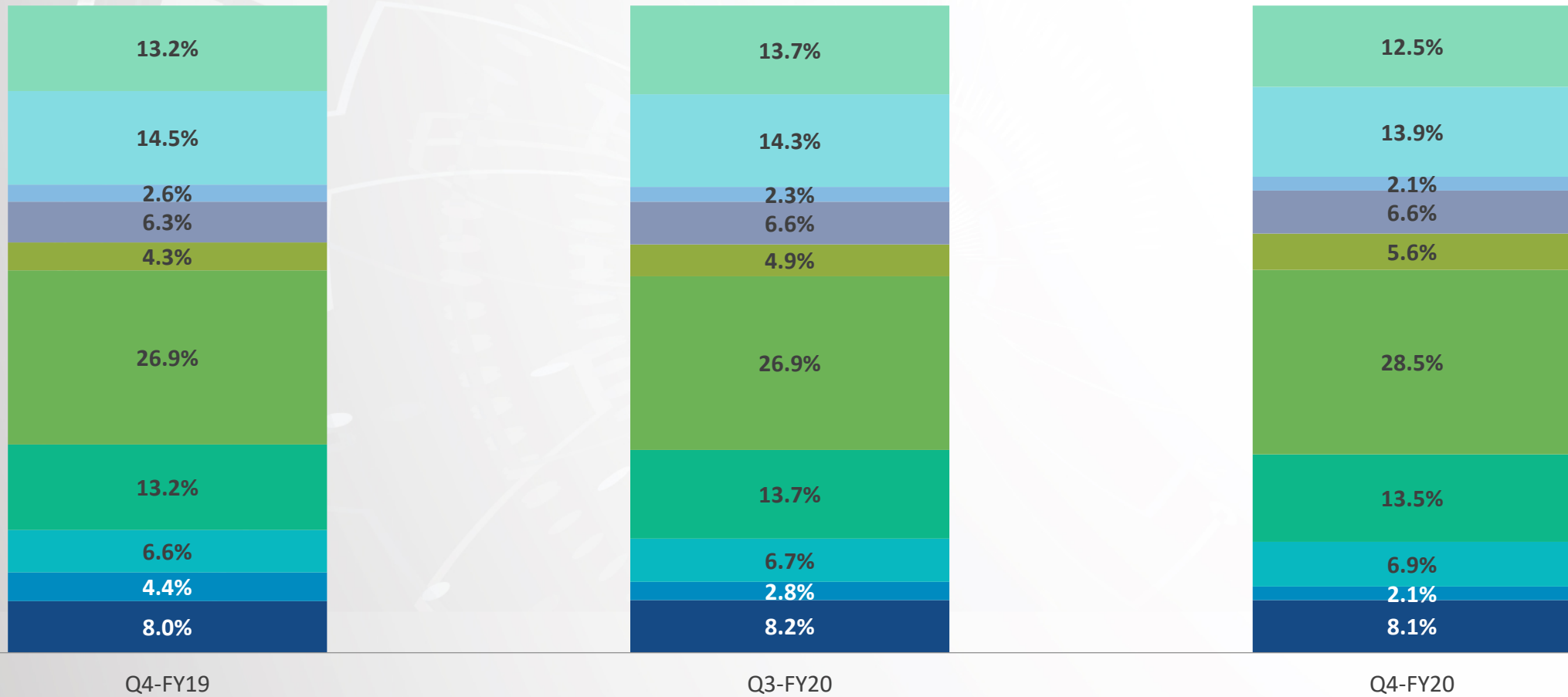
A Manufacturing Firm

Kellton Tech is helping one of the leading US-based companies migrate from a traditional EDI solution to a fully integrated, scalable SAP S/4HANA ERP and bridge silos for greater trust and value.

Q4-FY20 REVENUE SUMMARY

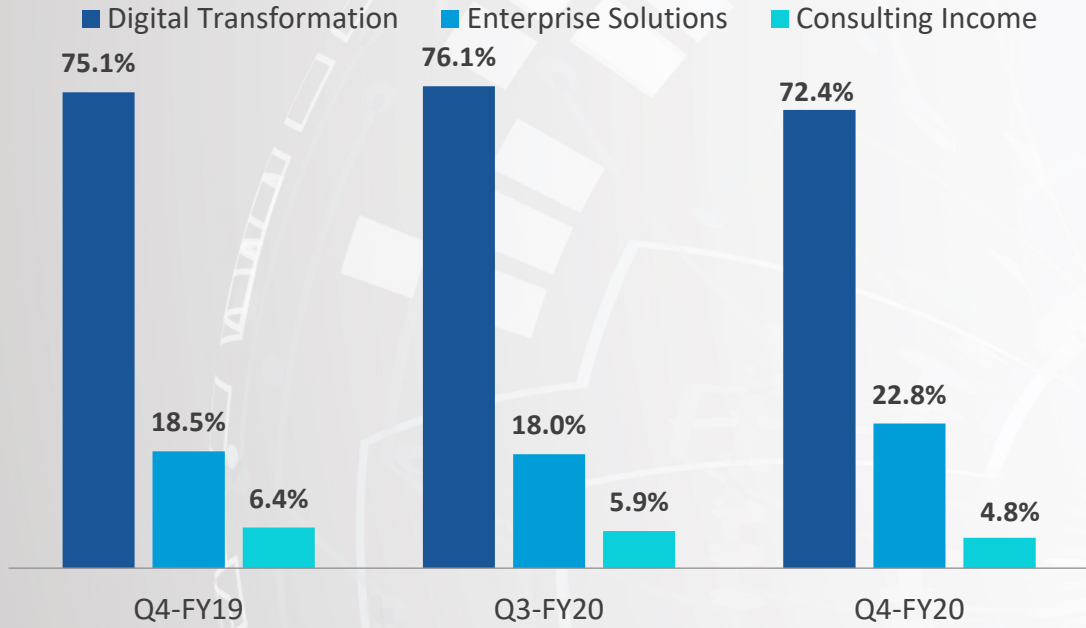


Q4-FY20 REVENUE BY INDUSTRY

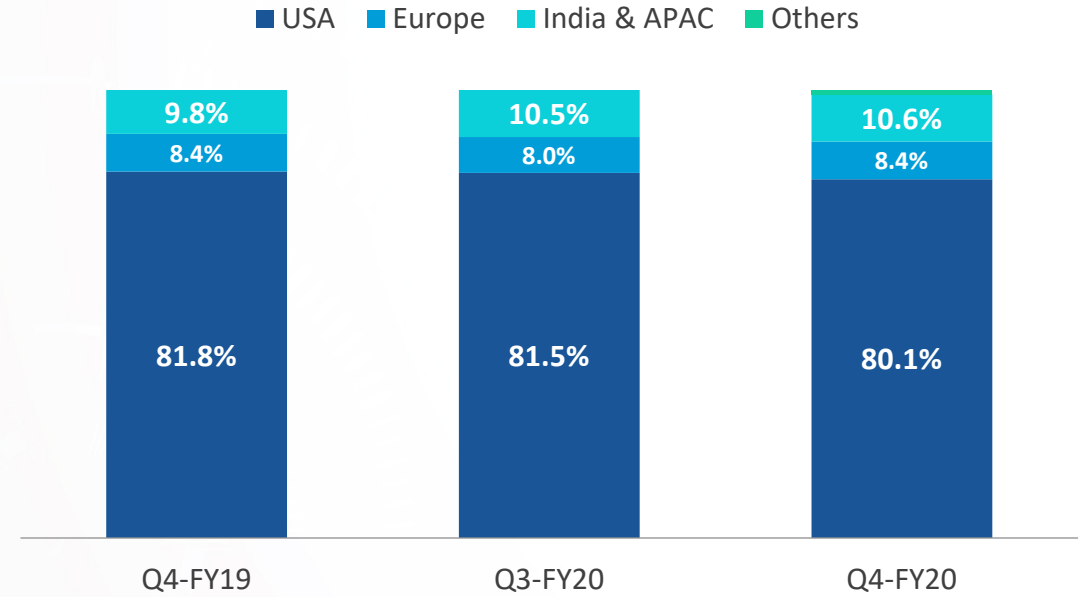


Q4-FY20 KEY METRICS

By Business



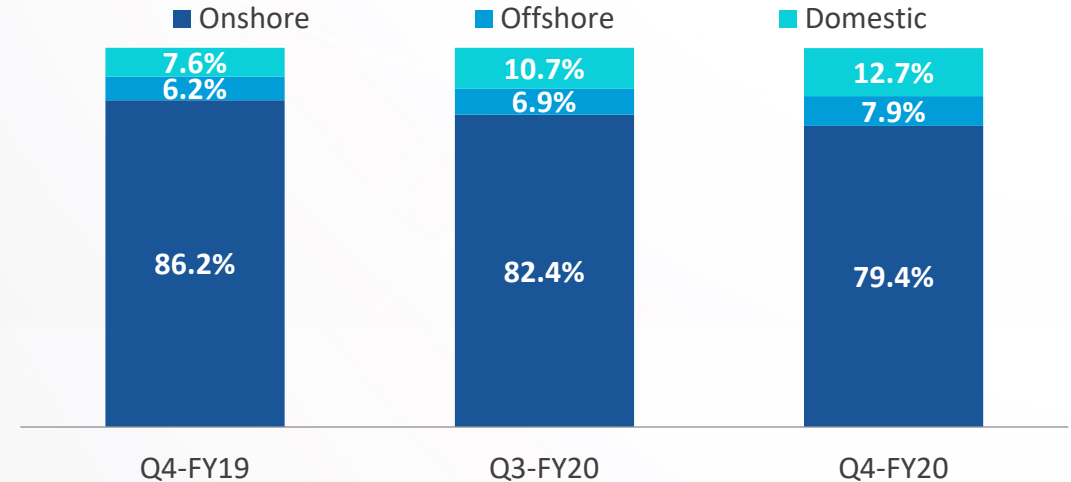
By Geography



By Clients



Revenue Mix



Q4-FY20 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	Q4-FY20	Q4-FY19	Y-o-Y	Q3-FY20	Q-o-Q
Revenue from operations	2,062	1,902	8.41%	1,909	8.28%
Other Income	18	9	100.00%	10	80.00%
Total Income	2,080	1,911	8.84%	1,919	8.39%
Total Expenses	1,890	1,681	12.43%	1,693	11.64%
EBITDA	260	299	(13.04)%	297	(12.46)%
EBITDA Margin	12.50%	15.70%	(32 bps)	15.5%	(30 bps)
Depreciation	28	24	16.67%	34	(17.65)%
Finance Cost	42	47	(10.64)%	36	16.67%
PBT	190	229	(17.47)%	226	(16.37)%
Tax	44	33	33.33%	40	10.00%
Profit After Tax	146	195	(25.64)%	186	(22.04)%
PAT Margins	7.00%	10.20%	(32 bps)	10.1%	(31 bps)
Other Comprehensive Income	32	(19)		7	
Total Comprehensive Income (After Tax)	177	176		193	
Diluted EPS (INR)	1.73	1.83	(5.46)%	1.98	(12.63)%

FY20 CONSOLIDATED INCOME STATEMENT (IND-AS)

INCOME STATEMENT (INR Mn)	FY20	FY19	Y-o-Y
Revenue from operations	7,707	8,141	(5.33)%
Other Income	39	51	(23.53)%
Total Income	7,746	8,192	(5.44)%
Total Expenses	6,875	6,962	(1.25)%
EBITDA	1,163	1,230	(5.45)%
EBITDA Margin	15.01%	15.01%	No Change
Depreciation	128	67	91.04%
Finance Cost	164	189	(13.23)%
PBT	871	974	(10.57)%
Tax	165	205	(19.51)%
Profit After Tax	705	769	(8.32)%
PAT Margins	9.1%	9.39%	(29 bps)
Other Comprehensive Income	37	(18)	
Total Comprehensive Income (After Tax)	743	751	
EPS (INR)	7.70	7.79	(1.16)%

*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



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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	6,875	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	6.58	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)



KELLTON TECH

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			

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Kellton Tech Solutions Limited Disclaimer:

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THANK YOU