



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, February 14th, 2020

To

The General Manager, Listing Department, Bombay Stock Exchange 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/Madam,

Sub:

- 1. Press Release on Financial Results for the for the quarter ended December 31,2019.**
- 2. Earnings Presentation for the quarter ended December 31,2019.**

It is hereby informed that the Company has planned for press release about the financial results for the quarter ended December 31, 2019 and also submitting to exchanges the Earnings Presentation for the quarter ended December 31, 2019.

The contents of the proposed press release and earnings presentation is enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited


Ahsan Ajani
Company Secretary
& Compliance Officer
Membership No. A47596



Encl: As above



KELLTON TECH

Kellton Tech Q3 FY20 Total Revenue at Rs 1,925.6 Million; Up 2.7% on Q-o-Q basis

Hyderabad, India – 14th February, 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 **Third Quarter & Nine Months FY20** ended on 31st December, 2019.

Review of financial performance for 9M FY20 ended 31st December, 2019

- Total Revenue was Rs 5,671.2 million during the nine month period under review
- Diluted EPS stood at Rs 5.86 for 9M FY20
- The Company reported an EBITDA of Rs 908.7 million in 9M FY20
- The EBITDA margin for 9M FY20 stood at 16.0%.
- Net profit stood at Rs 565.2 million for 9M FY20

Review of financial performance for the quarter ended 31th December, 2019

On a Quarter-on Quarter basis:

- Total revenue was Rs 1,925.6 million during the quarter under review as compared to Rs 1,875.0 million during the previous quarter reflecting a increase of 2.7% on Q-o-Q basis.
- The EBITDA margin for the quarter under review was 15.7%.
- Net profit stood at Rs 193.1 million for the quarter under review as compared to Rs 187.1 million during the previous quarter, up by 3.2% on Q-o-Q basis.
- Diluted EPS stood at Rs 2.00 for the quarter under review as compared to Rs 1.94 during the previous quarter, up by 3.1% on Q-o-Q basis.

Operational Highlights of Q3 FY20

- Kellton Tech wins 'Integration Partner of the Year' Award at Software AG's London Innovation Tour
- Kellton Tech was the silver sponsor at 'The Digital Transformation Conference 2019' held in Boston.

New Client Wins during Q3 FY20

Acquired **13** new clients during the quarter, some big wins are:

- Kellton Tech has been chosen as an automation solution partner by one of the largest natural resources company to make their business processes efficient.
- Kellton Tech has been chosen as the consulting partner by a new-age financial service provider for digital business solutions.
- Kellton Tech is developing a front-end frameworks for a leading payment network company.
- Kellton Tech has been chosen as a technology partner by a leading British multinational consumer goods company for building multiple platforms to enable business transformation.
- Managing a digital marketing and web development project for a non-profit organization.
- Kellton Tech signed a new contract for implementing strategic services for an organization providing governmental services.
- Developing and implementing an ERP-based Process Management solution for a regulatory and carrier testing services organization

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "This quarter, we have added 13 new clients to our ecosystem of partnerships, while creating more value in our digital transformation engagements. As we look ahead, we are committed to building sustainable digital solutions for our clients and helping them drive business agility to generate a unique competitive advantage. We are adding more muscle to our sales and account management teams to facilitate fast-paced growth for the company and create paths towards future success."

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.



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EARNINGS PRESENTATION – 9M / Q3-FY20

EXECUTIVE SUMMARY

Company Overview:



- 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 (FY19):

Digital Transformation (71%)



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

Enterprise Solutions (17%)



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 (12%)



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:

Operational Income

FY18	FY19
INR 7,835 Mn	INR 8,141 Mn

EBITDA

FY18	FY19
INR 1,185 Mn	INR 1,179 Mn

PAT

FY18	FY19
INR 684 Mn	INR 769 Mn

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.

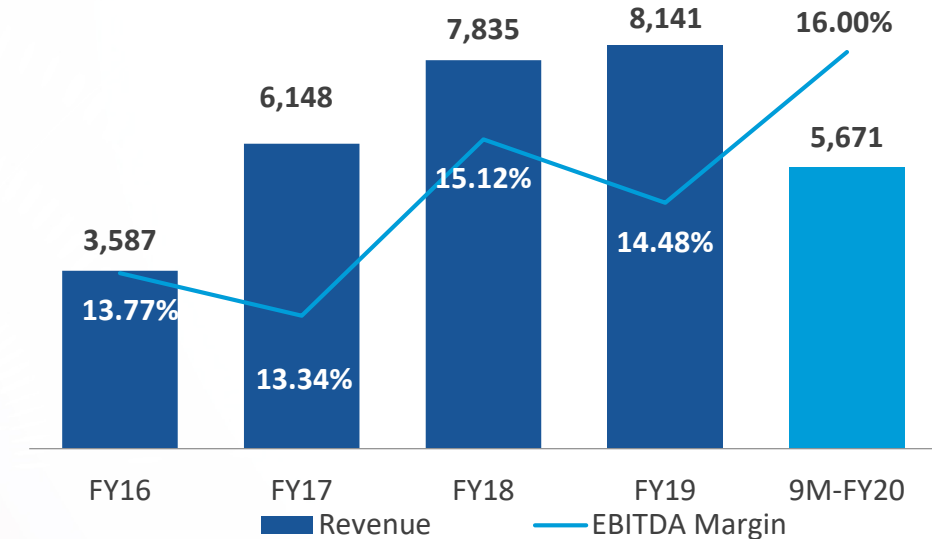
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

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

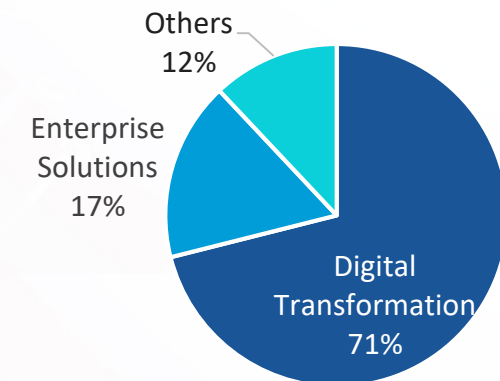
Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

The company has meticulously built a comprehensive and impressive portfolio through strategic acquisitions in the United States, India, and Singapore.

Operational Revenues (INR Mn) & EBITDA Margins (%)



Segmental Revenue Break-up (FY19)





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9M / Q3-FY20 FINANCIAL OVERVIEW

9M-FY20 FINANCIAL HIGHLIGHTS

➤ 9M-FY20 Financial Highlights:

- ✓ Total revenue of INR 5,671 Mn
- ✓ EBITDA was at INR 909 Mn
- ✓ EBITDA Margin stood at 16.00%
- ✓ Net Profit stood at INR 565 Mn
- ✓ PAT Margin of 10.00%
- ✓ EPS was at INR 5.86 per share

Q3-FY20 FINANCIAL HIGHLIGHTS

➤ Q3-FY20 Financial Highlights:

- ✓ Total revenue of INR 1,926 Mn; up 2.7% QoQ
- ✓ EBITDA was at INR 303 Mn; down 0.8% QoQ
- ✓ EBITDA Margin stood at 15.70%
- ✓ Net Profit stood at INR 193 Mn; up 3.2% QoQ
- ✓ PAT Margin of 10.00%
- ✓ Diluted EPS was at INR 2.00 per share; up 3.1% QoQ

➤ Q3-FY20 Operational Highlights:

- ✓ Kellton Tech wins 'Integration Partner of the Year' Award at Software AG's London Innovation Tour
- ✓ Kellton Tech was the silver sponsor at 'The Digital Transformation Conference 2019' held in Boston.

Q3-FY20 NEW CLIENT WINS

Acquired 13 new clients, some big wins are:



A large Natural Resource Company

Kellton Tech has been chosen as an automation solution partner by one of the largest natural resources company to make their business processes efficient



A Financial Services Provider

Kellton Tech has been chosen as the consulting partner by a new-age financial service provider for digital business solutions



A Leading Payment Network Company

Kellton Tech is developing a front-end frameworks for a leading payment network company.



A Leading Consumer Goods Company

Kellton Tech has been chosen as a technology partner by a leading British multinational consumer goods company for building multiple platforms to enable business transformation



A large Non-Profit Organization

Managing a digital marketing and web development project for a non-profit organization.



A Leading Inter Govt. Agency

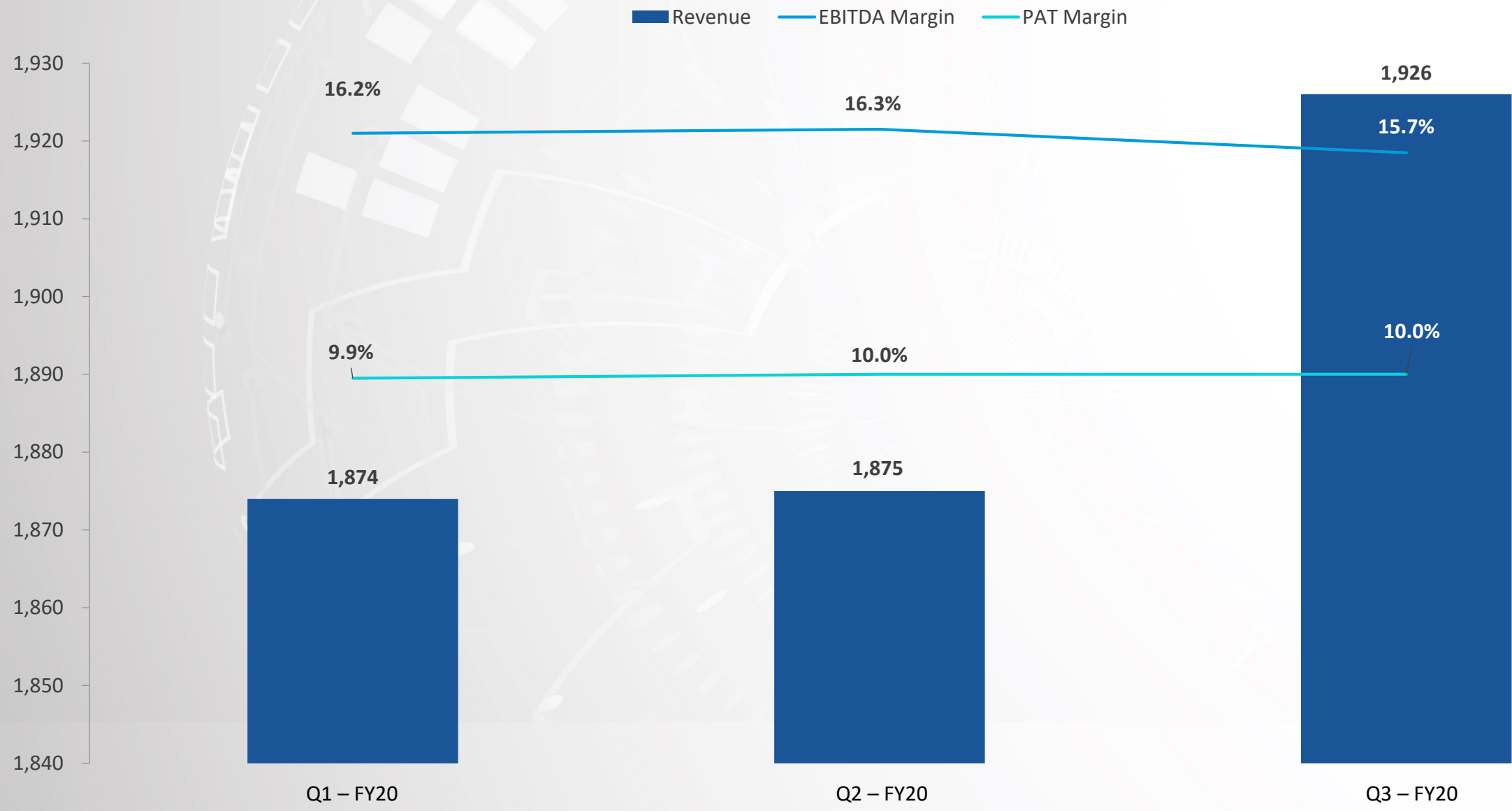
Kellton Tech signed a new contract for implementing strategic services for an organization providing governmental services.



A Leading Services Company

Developing and implementing an ERP-based Process Management solution for a regulatory and carrier testing services organization

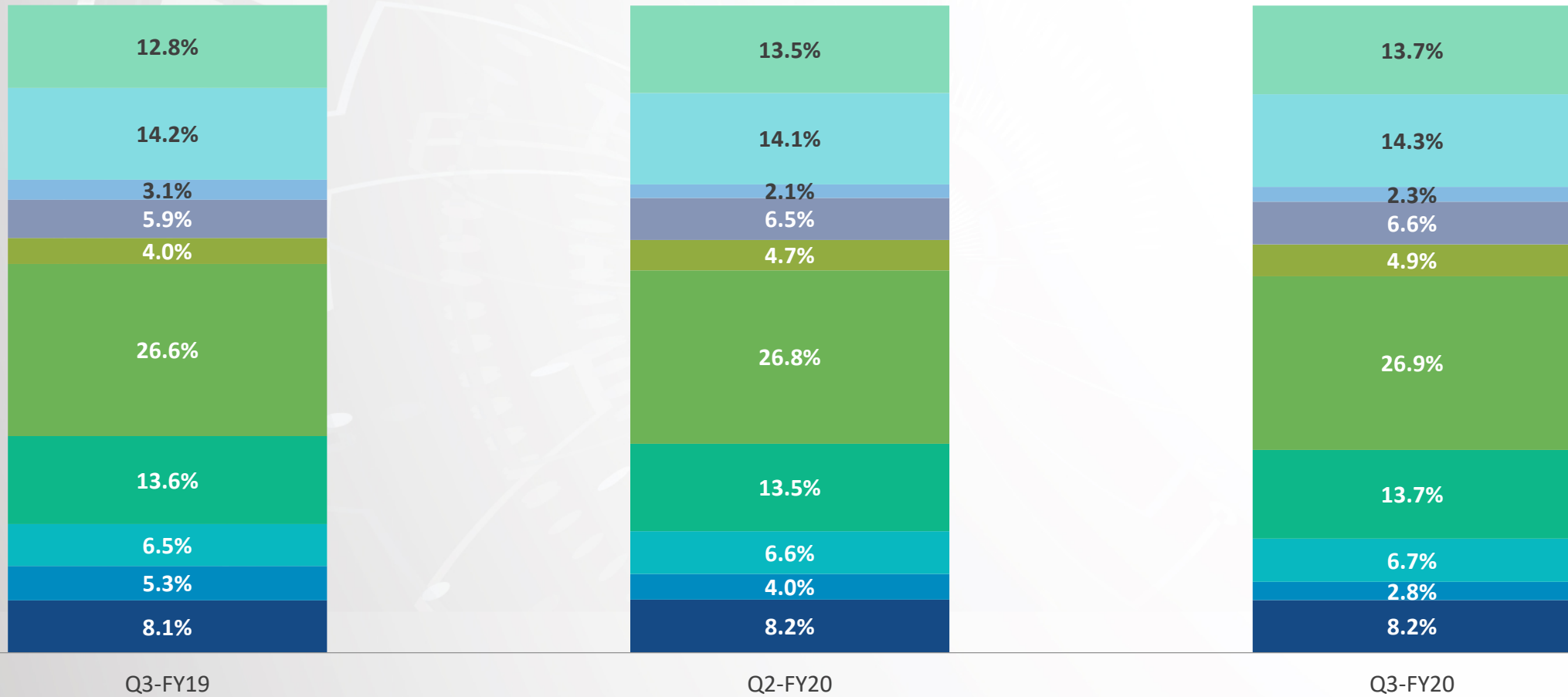
Q3-FY20 REVENUE SUMMARY



Q3-FY20 REVENUE BY INDUSTRY

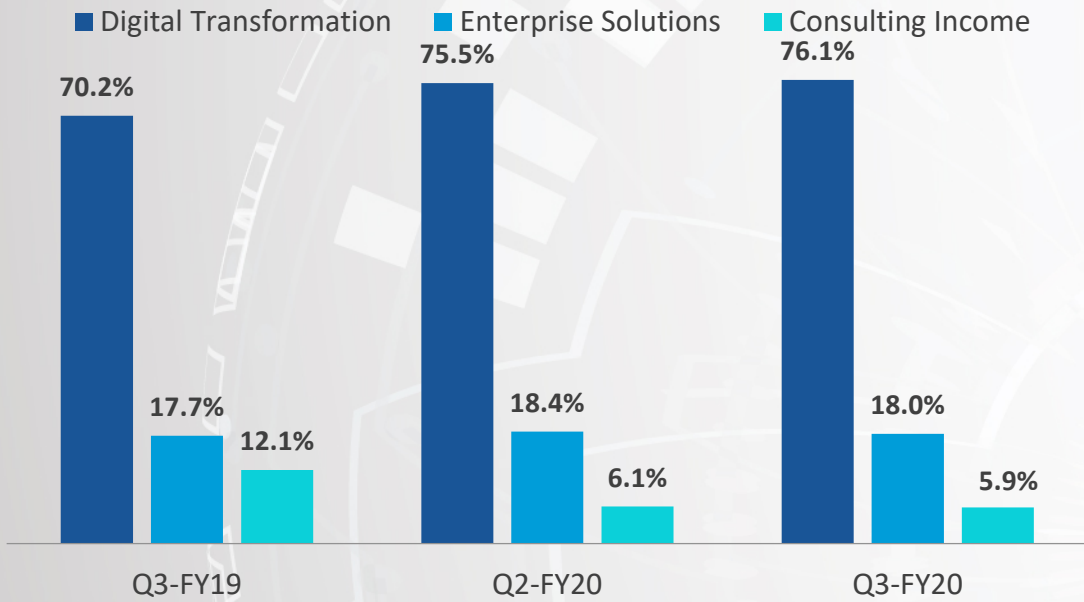


- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail

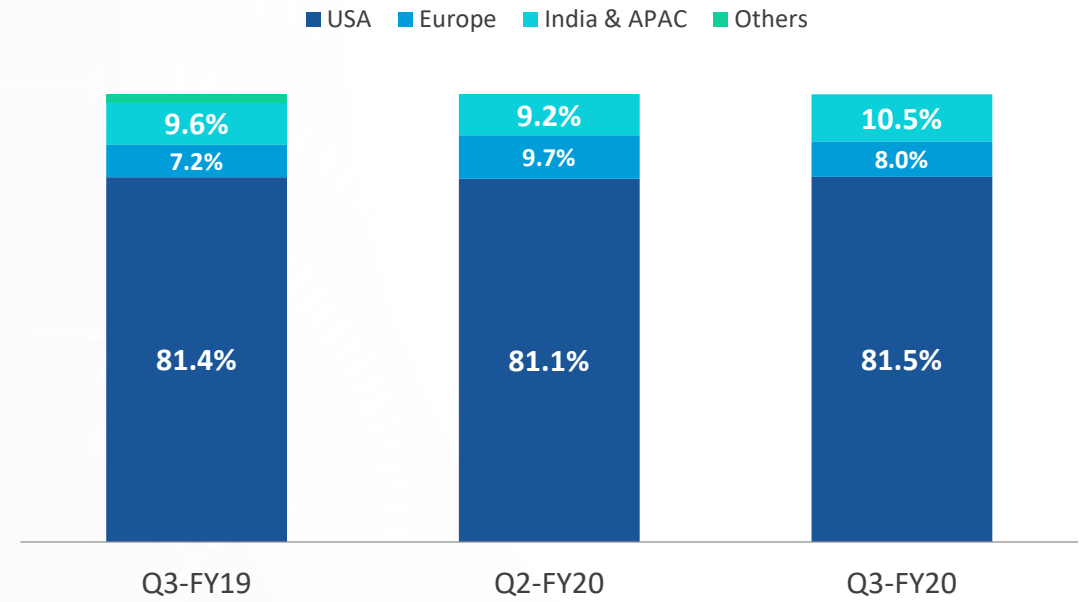


Q3-FY20 KEY METRICS

By Business



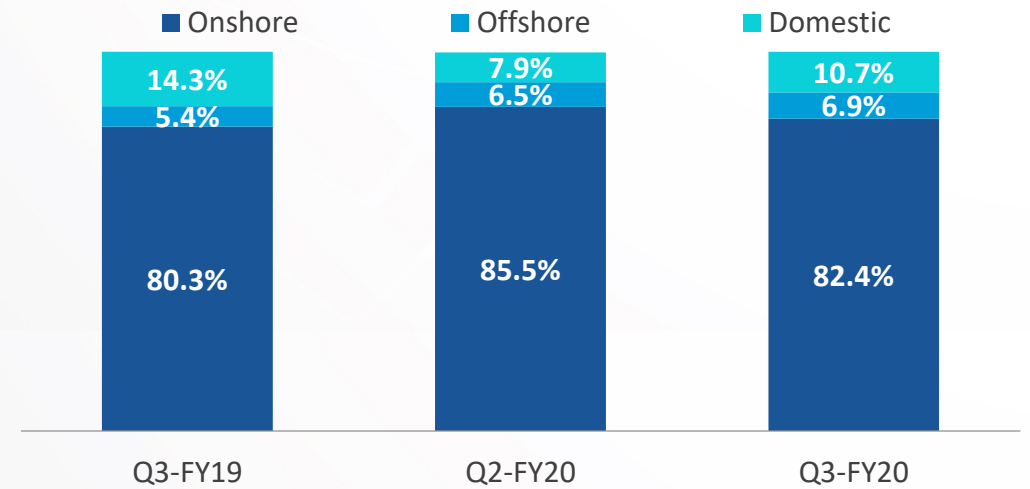
By Geography



By Clients



Revenue Mix





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HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS

INCOME STATEMENT (INR Mn)	FY16	FY17*	FY18*	FY19*
Revenue from operations	3,587	6,148	7,835	8,141
Other Income	10	37	27	51
Total Income	3,597	6,185	7,862	8,192
Total Expenses	3,093	5,328	6,650	6,962
EBITDA	504	857	1,212	1,230
EBITDA Margin	14.01%	13.86%	15.42%	15.01%
Depreciation	25	42	54	67
Finance Cost	88	103	163	189
PBT	391	712	995	974
Tax	81	181	311	205
Profit After Tax	310	531	684	769
PAT Margins	8.62%	8.59%	8.70%	9.39%
Other Comprehensive Income	-	-	(48)	(18)
Total Comprehensive Income (After Tax)	310	531	636	751
Diluted EPS (INR)	6.95	5.38	6.58	7.77

* As per IND-As

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)

Equity and Liabilities (INR Mn)	FY18	FY19	Assets (INR Mn)	FY18	FY19
Shareholder Funds			Non-Current Assets		
(A) Equity Share Capital	482	482	Property, Plant & Equipment	81	100
(B) Other Equity	2,119	3,809	Capital Work in Progress	-	-
Total -Shareholder Funds	2,601	3,291	Goodwill	2,112	1,990
Non-Current Liabilities			Other Intangible Assets	83	107
Financial Liabilities			Financial Assets		
(I) Borrowings	320	359	(I) Investments	-	-
(ii) Other Financial Liabilities	613	220	(II) Loans	-	-
Provisions	13	18	Other Financial Assets	16	20
Deferred Tax Liabilities	20	26	Other Non-Current Assets	114	213
Total - Non-Current Liabilities	966	623	Total - Non-Current Assets	2,406	2,430
Current Liabilities			Current Assets		
Financial Liabilities			Inventories	24	27
(I) Borrowings	670	692	Financial Assets		
(ii) Trade Payables	469	365	(I) Trade Receivables	1,873	1,804
(iii) Other Financial Liabilities	150	183	(II) Cash & Cash Equivalents	206	259
Other Current Liabilities	191	181	(III) Loans	-	-
Provisions	482	454	(IV) Other Financial Assets	807	852
Current Tax Liabilities (Net)	279	201	Other current assets	492	618
Total – Current Liabilities	2,241	2,076	Total – Current Assets	3,402	3,560
GRAND TOTAL - EQUITIES & LIABILITES	5,808	5,990	GRAND TOTAL – ASSETS	5,808	5,990



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THANK YOU