

To

The General Manager, Listing Department, BSE Limited, 1 <sup>st</sup> 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
<b>Scrip Code: 519602</b>	<b>Scrip Code: KELLTONTEC</b>

Dear Sir/Madam,

**Sub: Earning Presentation on Audited Financial Results of the Company for the Quarter and Year ended March 31, 2024.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Earning Presentation on the Audited Financial Results of the Company for the quarter and Financial year ended March 31, 2024.

This Information is also made available at the website of Company at [www.kellton.com](http://www.kellton.com)

This is for your information and record

**Kindly take the same on record.**

***For and on behalf of  
Kelton Tech Solutions Limited***

**Rahul Jain  
Company Secretary and Compliance Officer  
ICSI M. No- A62949**

# Earnings Presentation & Fact Sheet: FY24/Q4 FY 24

March 2024

# Executive Summary



Kellton Tech 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', a global leader in Digital Experience Innovations and Technology Solutions.

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.



**Digital Transformation - (82.1%)**

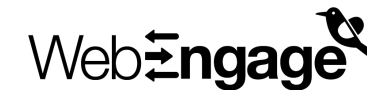
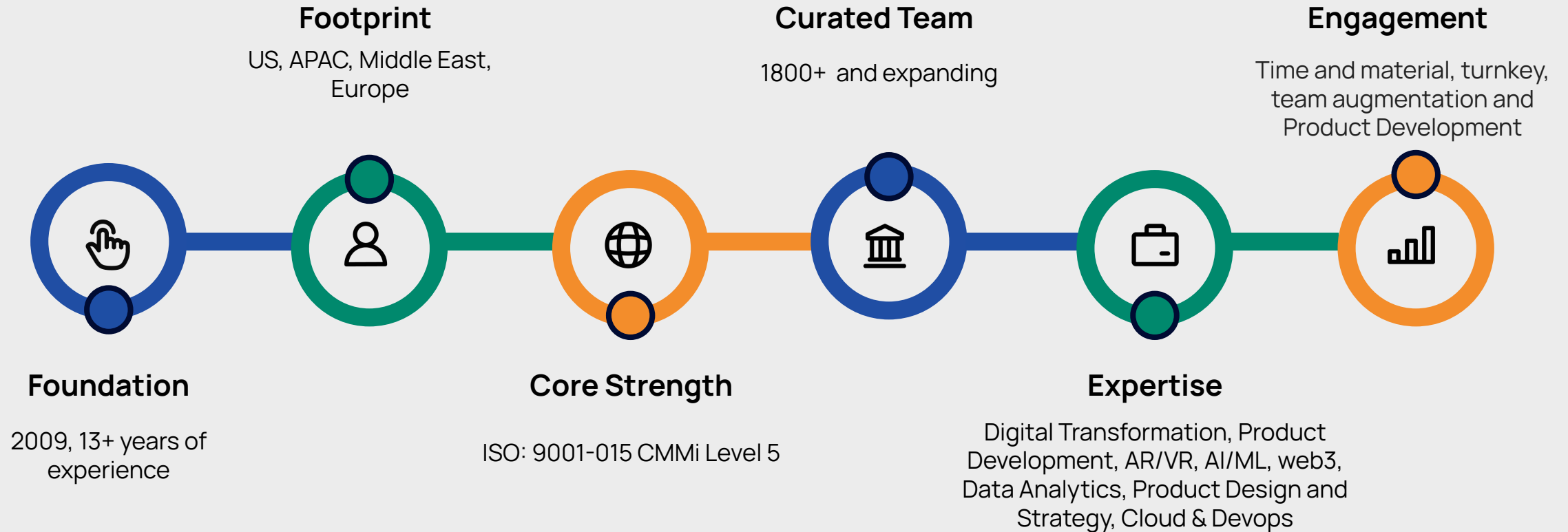


**Enterprise Solutions - (14.0%)**



**Other Services - (3.9%)**

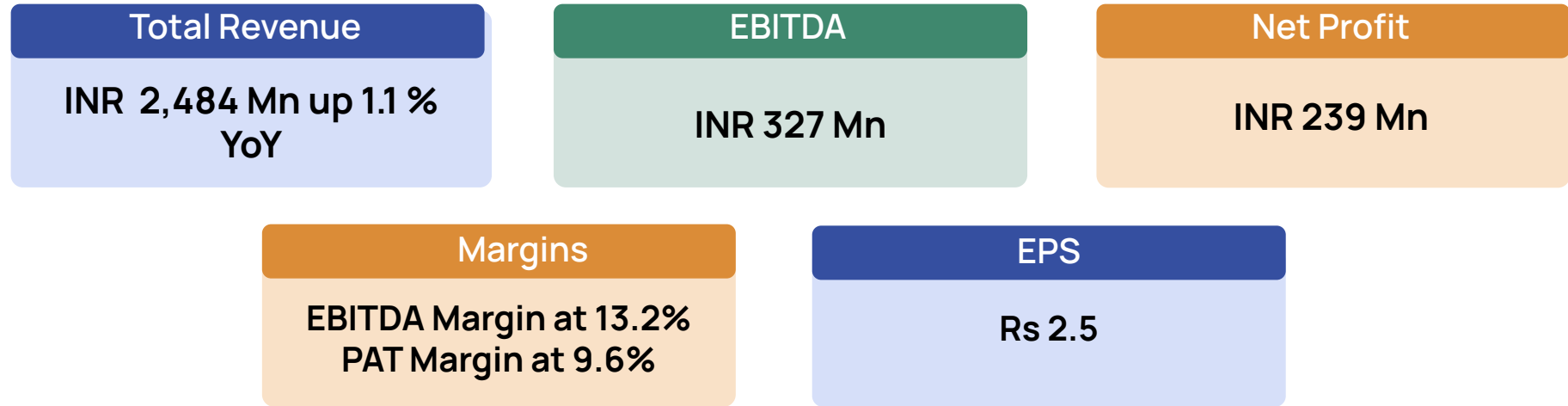
# Company Overview



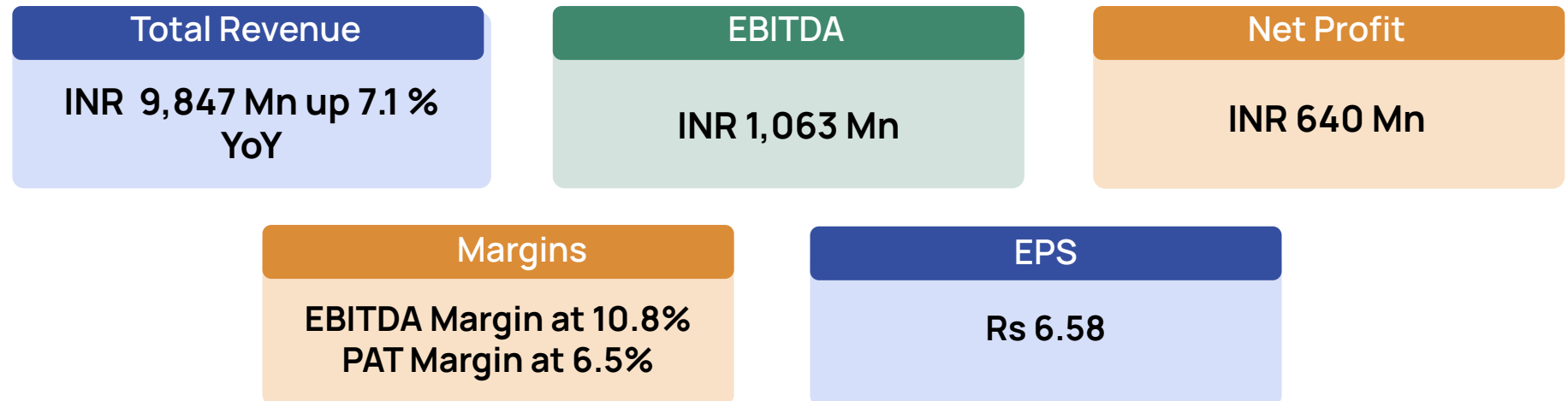
# Snapshot Q4 FY 24/FY24



Q4 FY24



FY24





## 01

Kellton has been recognized as a Leader in Zinnov Zones Digital Engineering and ER&D Services Ratings, 2023 for Small & Medium Service Providers, showcasing its expertise in Digital Engineering and Experience Engineering. Zinnov also featured Kellton as a noteworthy player in the Consumer Software segment, highlighting its advancements in platforms and frameworks.

## 02

Kellton was recognized as a 'Challenger' in Avasant's SAP S/4HANA Services 2023-2024 RadarView™, further validating its strong capabilities in the SAP domain. This accolade adds to Kellton's previous recognition in the ISG Provider Lens™ SAP Ecosystem Report, solidifying its expertise in the SAP ecosystem.



01

Kellton partners with a Broadcast Media Production client to build a robust system for real-time TV viewership tracking using IoT devices.

02

Kellton Tech is developing a comprehensive app integrating restaurant reservations, movie ticketing, and in-mall navigation for a privately-owned prominent player in the commercial sector. This app will help them transform the way customers interact with their shopping destination and set new industry benchmarks.

03

Kellton partners with a leading Motor Vehicle Manufacturer to develop an Engineering Data Security and Communication App.

04

Kellton Tech is developing a comprehensive app integrating restaurant reservations, movie ticketing, and in-mall navigation for a privately-owned prominent player in the commercial sector. This app will help them transform the way customers interact with their shopping destination and set new industry benchmarks.



05

Kellton is providing managed services support in the SAP space to a global leader in blood component, therapeutic apheresis and cellular technologies.

06

Kellton Tech is developing a comprehensive app integrating restaurant reservations, movie ticketing, and in-mall navigation for a privately-owned prominent player in the commercial sector. This app will help them transform the way customers interact with their shopping destination and set new industry benchmarks.

07

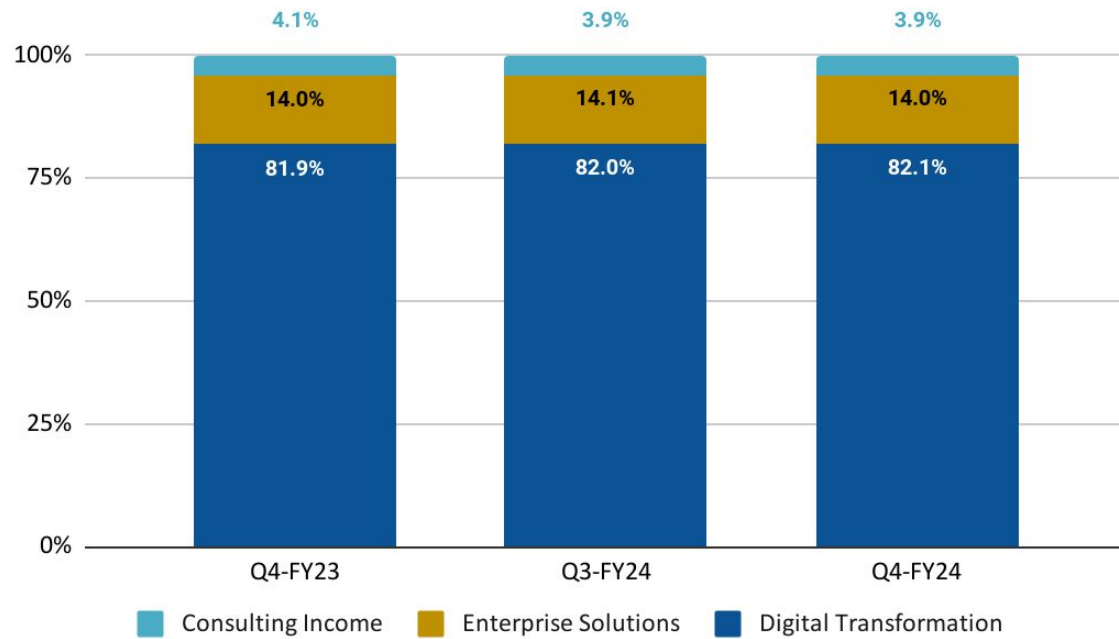
Kellton is revolutionizing federal grant processing by developing a tailored solution that harnesses the power of advanced AI models for a leading consulting firm.



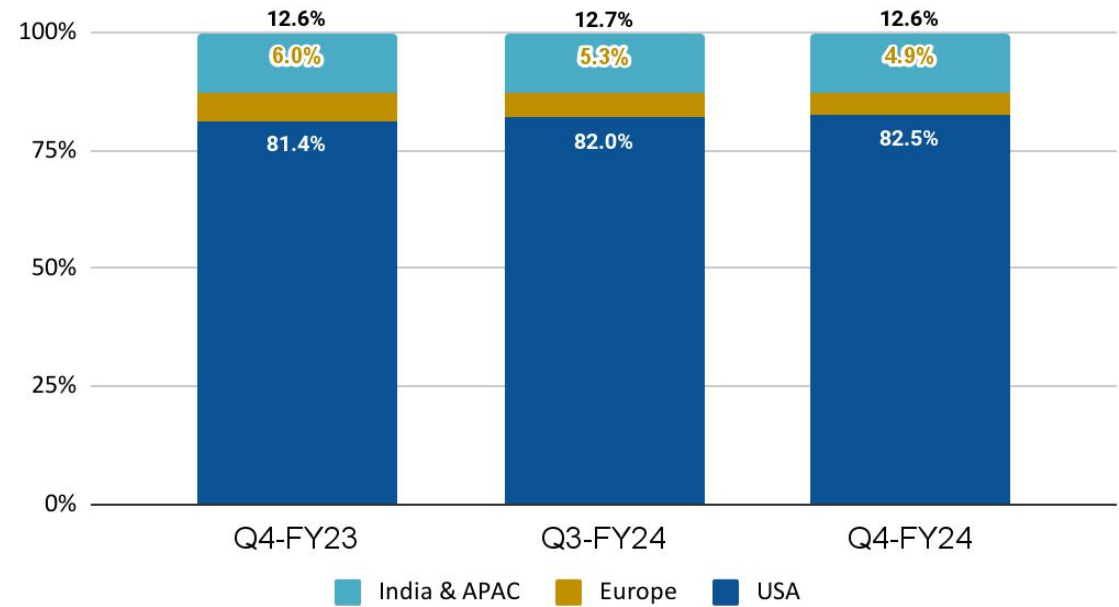
# Q4FY24: Key Metrics



## Revenue By Business Segment (%)



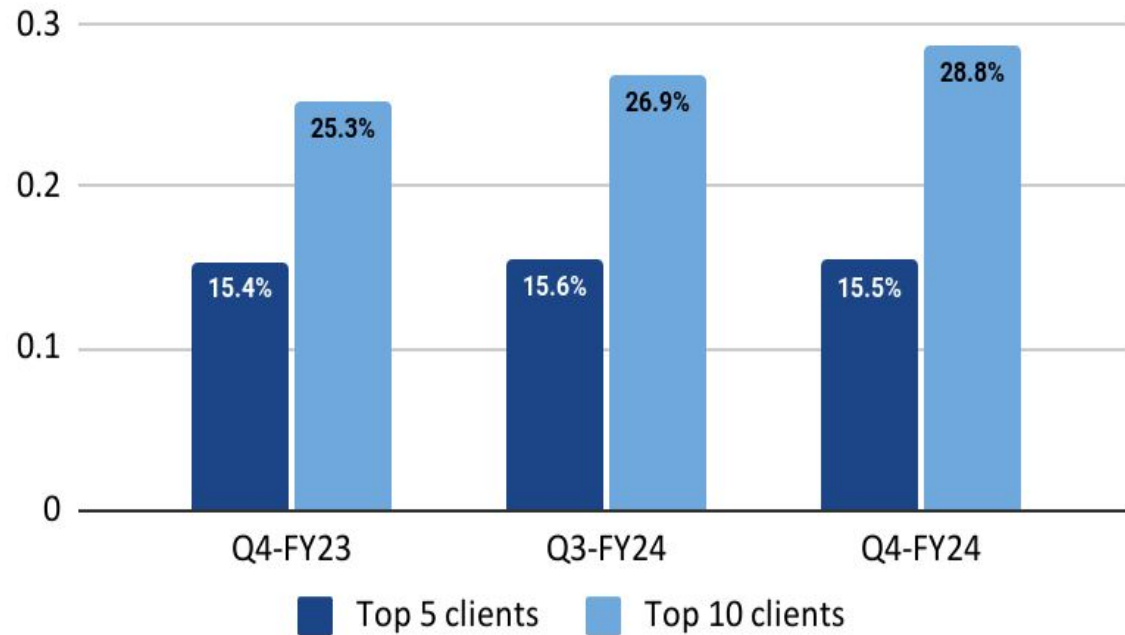
## Revenue By Geography (%)



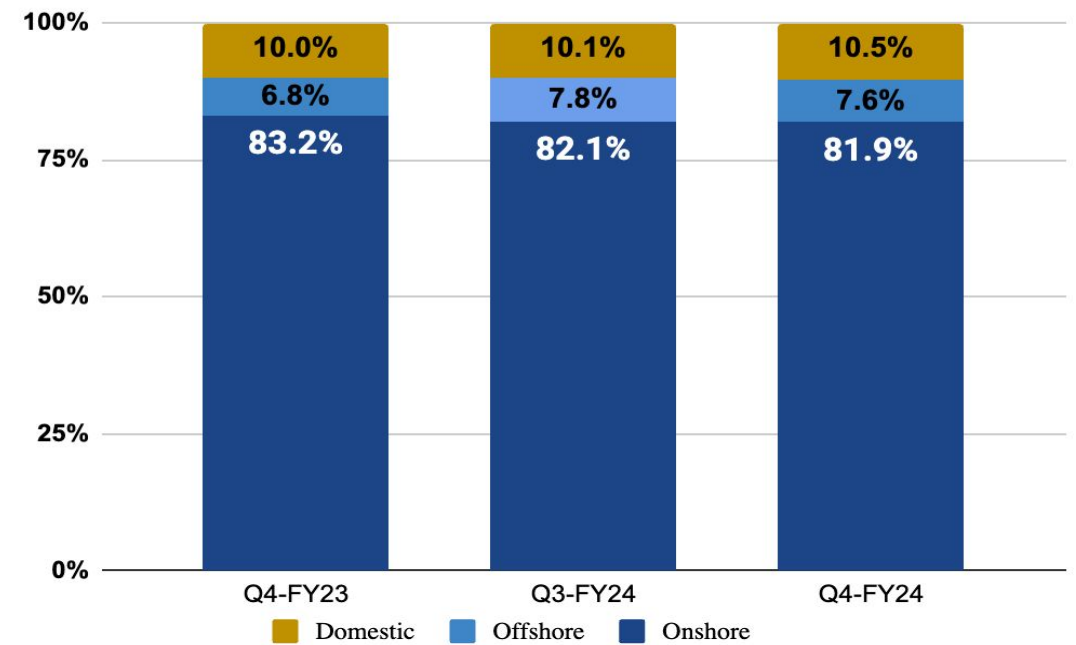
# Q4FY24: Key Metrics



## Revenue % By Clients



## Revenue Mix



# Q4 FY24 and FY24: Consolidated Summary



Particulars	Metrics	31-Mar-2024	31-Dec-2023	Q-o-Q	31-Mar-2023	Y-o-Y	31-Mar-2024	31-Mar-2023	Y-o-Y
		Q4FY24	Q3FY24		Q4FY23		FY24	FY23	
Revenue	Total Revenue (INR Mn)	2,484	2,458	1.1%	2,434	2.1%	9,847	9,196	7.1%
	Net Revenue (INR Mn)	2,478	2,454	1.0%	2,427	2.1%	9,829	9,173	7.2%
Profit	EBITDA (INR Mn)	327	188		174		1,063	957	11.1%
	PBT (INR Mn)	241	95		97		719	698	3.0%
	PAT (INR Mn)	239	81		77		640	573	11.7%
Margin (%)	EBITDA	13.2%	7.6%		7.2%		10.8%	10.4%	
	PBT	9.7%	3.9%		4.0%		7.3%	7.6%	
	PAT	9.6%	3.3%		3.2%		6.5%	6.2%	
EPS	Basic (Rs.)	2.5	0.8		0.1		6.6	5.5	
	Diluted (Rs.)	2.5	0.8		0.1		6.6	5.5	

\*FY23 Figures are without exceptional items

# Historical Financial Overview



# Historical Consolidated Income Statement



INCOME STATEMENT (INR Mn)	FY 24	FY23	FY22	FY21	FY20
Revenue from operations	9,829	9,173	8,427	7,756	7,707
Other Income	18	22	12	47	39
<b>Total Income</b>	<b>9,847</b>	<b>9,195</b>	<b>8,439</b>	<b>7,803</b>	<b>7,746</b>
Total Expenses	8,785	8,238	7,380	6,678	6,583
<b>EBITDA</b>	<b>1,063</b>	<b>957</b>	<b>1,059</b>	<b>1,125</b>	<b>1,163</b>
<b>EBITDA Margin</b>	<b>10.8%</b>	<b>10.4%</b>	<b>12.6%</b>	<b>14.5%</b>	<b>15.1%</b>
Depreciation	160	145	109	129	128
Finance Cost	184	114	116	128	164
<b>PBT</b>	<b>719</b>	<b>698</b>	<b>834</b>	<b>868</b>	<b>871</b>
Tax	79	125	130	156	165
<b>Profit After Tax</b>	<b>640</b>	<b>573</b>	<b>704</b>	<b>712</b>	<b>706</b>
<b>PAT Margins</b>	<b>6.5%</b>	<b>6.2%</b>	<b>8.4%</b>	<b>9.2%</b>	<b>9.2%</b>
Other Comprehensive Income	1	-41	9	-4	37
<b>Total Comprehensive Income (After Tax)</b>	<b>641</b>	<b>532</b>	<b>713</b>	<b>708</b>	<b>743</b>
EPS (INR)	6.6	5.5	7.4	7.3	7.7

\*FY23 Figures are without exceptional items

# Historical Consolidated Balance Sheet



Equity and Liabilities (INR Mn)	FY24	FY23
Shareholder Funds		
(A) Equity Share Capital	487	483
(B) Other Equity	3,947	3,248
<b>Total - Shareholder Funds</b>	<b>4,434</b>	<b>3,730</b>
Non-Current Liabilities		
<i>Financial Liabilities</i>		
(i) Borrowings	330	384
(ii) Other Financial Liabilities	3	2
(iii) Other non-current Liabilities	-	4
Provisions	62	45
Lease Liabilities	91	124
Deferred Tax Liabilities	12	18
<b>Total - Non-Current Liabilities</b>	<b>498</b>	<b>577</b>
Current Liabilities		
Financial Liabilities		
(i) Borrowings	960	969
(ii) Trade Payables	182	201
(iii) Other Financial Liabilities	179	143
Other Current Liabilities	117	118
Provisions	235	227
Current Tax Liabilities (Net)	-	-
<b>Total - Current Liabilities</b>	<b>1,673</b>	<b>1,658</b>
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>6,605</b>	<b>5,965</b>

Assets (INR Mn)	FY24	FY23
Non-Current Assets		
Property, Plant & Equipment	128	97
Capital Work in Progress	182	-
Right to use assets	82	113
Goodwill	115	115
<i>Other Intangible Assets</i>	369	313
Financial Assets		
Investments	-	-
(II) Loans	-	-
Other Financial Assets	15	9
Other Non-Current Assets	94	103
<b>Total - Non-Current Assets</b>	<b>985</b>	<b>750</b>
Current Assets		
Inventories	0	0
Financial Assets		
(I) Trade Receivables	2,689	2,566
(II) Cash & Cash Equivalents	277	298
(III) Loans	-	-
(IV) Other Financial Assets	2,100	1,785
Current Tax Assets (Net)	50	49
Other current assets	504	517
<b>Total - Current Assets</b>	<b>5,620</b>	<b>5,215</b>
<b>GRAND TOTAL - ASSETS</b>	<b>6,605</b>	<b>5,965</b>

# Disclaimer



## **Kellton Tech Solutions Limited Disclaimer:**

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

**Mr. Rahul Jain**

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# Thank you

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