

Kellton Tech surges ahead in 2014-15

Hyderabad, IN – August 31, 2015: Kellton Tech announced its financial results for the fiscal year 2014-15 on August 29, 2015 and unveiled plans for expansion of its operations.

Kellton Tech continues to build on the promise it showed last year and kept up the momentum of previous years. Fresh from acquiring US-based ProSoft Technology Group, it is well on its way to reach its target of Rs.600 crore in 2016.

Consolidated Financial Results

	Quarterly Results			Yearly Results		
	June 2015	March 2015	QoQ	June 2015	June 2014	YoY
Revenue*	104.36	46.31	125%	239.64	133.77	79%
Net Profit*	8.59	5.50	56%	22.07	6.36	247%
EPS**	2.05	1.38	48%	5.26	1.79	193%

*Amount in crores of INR ** Amount in INR

The quarterly results show significant increase in all areas. Revenue for the quarter ending June 2015 is up by 125% and stands tall at 104.36 crores, net profit rose by 56% and EPS has increased by 48%. The annual results have been impressive too, revenue for July 2014 – June 2015 financial year was Rs. 239.64 crores, registering an increase of 79% over last year. The increase in annualised net profit has been enormous, going up by 247% while the annualised EPS grew by a remarkable 193%.

Kellton Tech targets Rs. 2,000 crore annual revenue in the next three years. This growth will be accomplished by strategic acquisitions; restructuring and consolidating its business units to optimise its global business and building strong tiers of middle and senior management across functional domains. Capitalising on the massive potential it sees in I-SMAC (Internet of Things – Social, Mobile, Analytics, Cloud), Kellton Tech intends to harness its power to help businesses offer great customer experiences.

Srinivas Potluri, CEO (USA) said, “Post-acquisition, we are rationalising our business strategy, branding and customer support. The US market contributes substantially to our global revenue and we have streamlined overlapping functions while retaining the distinct offerings of each company in the region. This enabled us to synergise our US operations and increase our efficiencies and profitability. We are in the process of putting together the appropriate team to embark on this journey to take Kellton Tech to the next orbit of growth.”

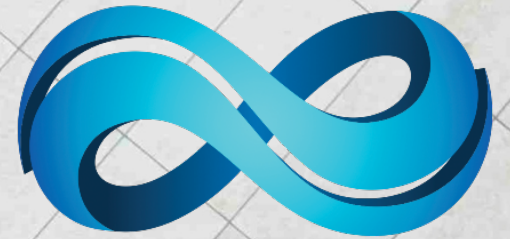
Krishna Chintam, Managing Director and Co-Founder said, “Our recent acquisitions were instrumental in this significant leap. We have a unified work culture that helps us constructively engage with all stakeholders and coherently integrate the business units of acquired companies. We are a fully-equipped organisation serving the complete spectrum of IT needs with a strong focus on I-SMAC. The enhanced capabilities and resources will allow us to build highly innovative solutions that will create a winning scenario for both our customers and stakeholders.”

About Kellton Tech Solutions Ltd.

Kellton Tech Solutions Limited is a publicly listed (BSE: [KELLTONTEC](#)), CMMi Level 3 and ISO 9001:2008 certified global IT services organization. It is headquartered in Hyderabad, India and has development centers in the United States and India. For two innovative decades, Kellton Tech has put into practice the vision upon which it was founded viz. "to offer infinite possibilities with technology". The company is committed to providing end-to-end IT solutions, strategic technology consulting, and offshore product development services. Kellton Tech serves the full gamut of customers including startups, SMBs, enterprises, and Fortune 500 businesses. The organization has serviced customers representing a wide range of verticals including retail, travel, e-commerce, education, hospitality, advertising, market research, manufacturing, consumer goods, logistics, SCM, and non-profits. Kellton Tech is also a global leader in providing [Enterprise Mobility Solutions](#), Mobile Application Development & [Internet of Things](#).

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KELLTON TECH

Q4 2015
Quarterly Statement

Financial Highlights

	Quarterly Results			Yearly Results		
	Jun-15	Mar-15	QoQ	Jun-15	Jun-14	YoY
REVENUE	104.36	46.31	125%	239.64	133.77	79%
EBIDTA	13.36	8.29	61%	34.31	13.28	158%
NET PROFIT	8.59	5.5	56%	22.07	6.36	247%
EPS	2.05	1.38	48%	5.26	1.79	193%

Amount in INR (Crores)

	Quarterly Results			Yearly Results		
	Jun-15	Mar-15	QoQ	Jun-15	Jun-14	YoY
Revenue	16.83	7.46	125%	38.65	21.58	79%
EBIDTA	2.15	1.33	61%	5.13	2.14	158%
Net Profit	1.38	0.89	56%	3.56	1.03	247%

Amount in \$ Millions



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Highlights for the Quarter ending June, 2015

Revenue crossed the mark of INR 1 Billion/ USD 16.7 Million in this quarter with growth 125% QoQ

EBITDA is INR 13.36 crores with growth of 61% QoQ

Net Profit is INR 8.59 crores with growth of 56 % QoQ

EPS is INR 2.05 with growth of 48% QoQ





Highlights for the Year ending June, 2015

Revenue crossed the mark of INR 240 Crores/ USD 38.7 Million in this year with growth 79% YoY

EBITDA is INR 34.31 crores with growth of 158% YoY

Net Profit is INR 22.07 crores with growth of 247 % YoY

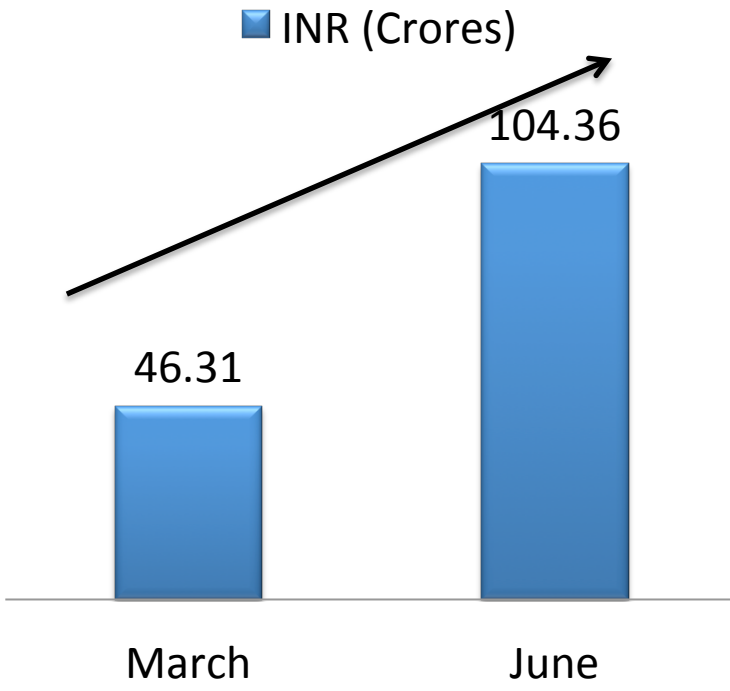
EPS is INR 5.26 with growth of 193% YoY



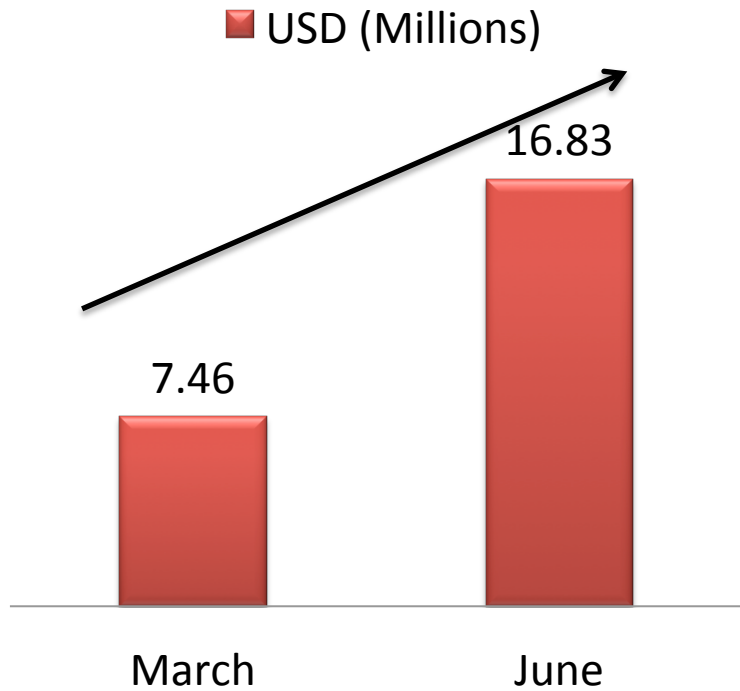


Performance Highlights

Revenue for QoQ 4



Revenue for QoQ 4

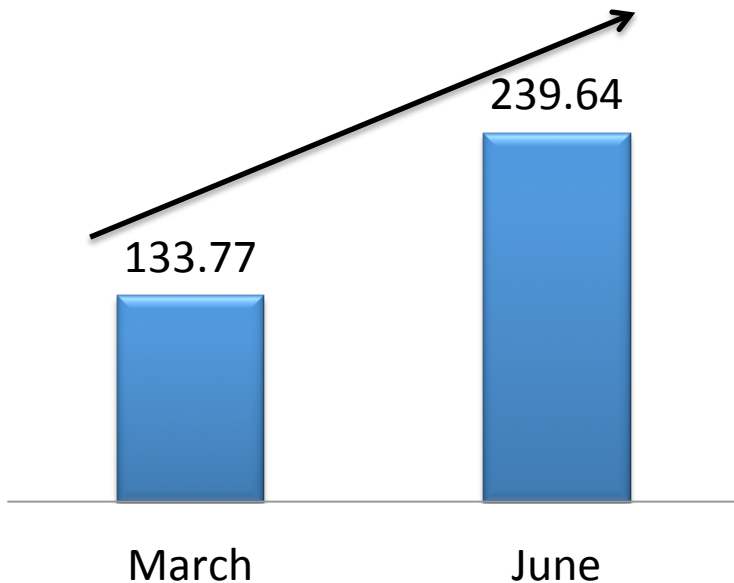




Performance Highlights

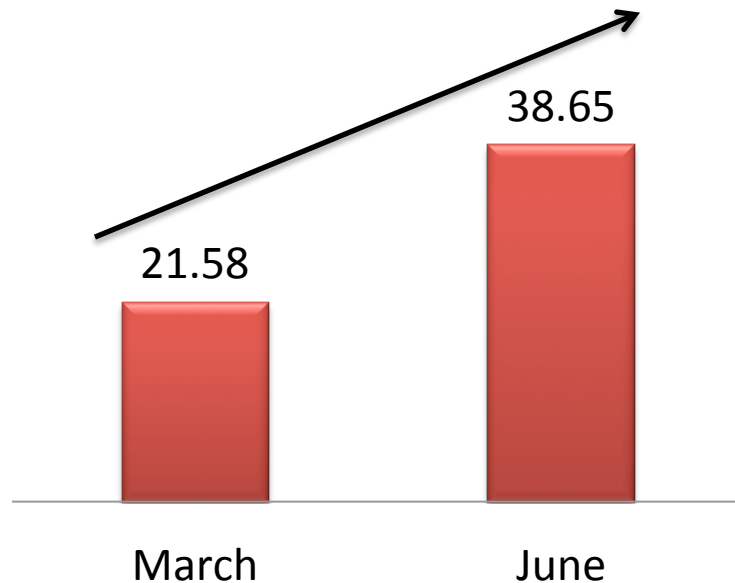
Revenue for YoY 14-15

■ INR (crores)



Revenue for YoY 14-15

■ USD (Millions)

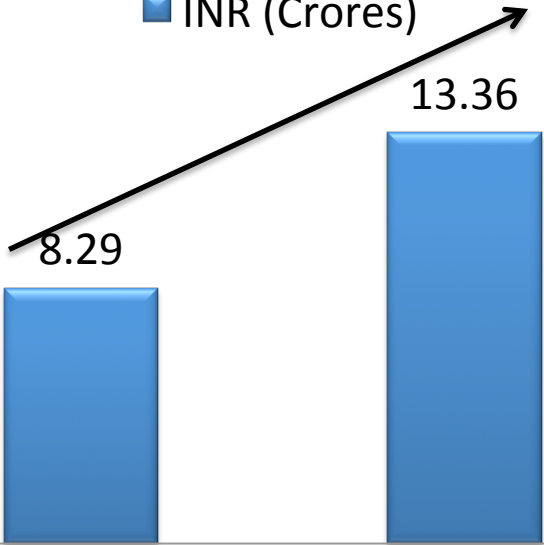




Performance Highlights - EBITDA

EBIDTA QoQ 4

■ INR (Crores)

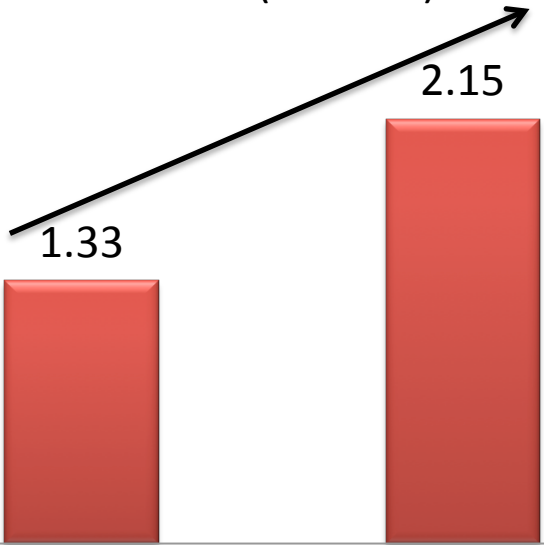


March

June

EBIDTA QoQ 4

■ USD (millions)



March

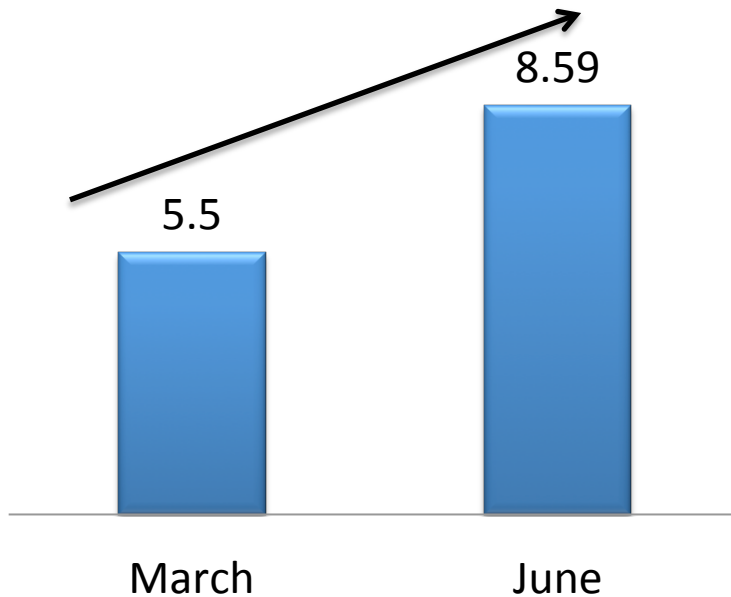
June

Performance Highlights – Net Profit



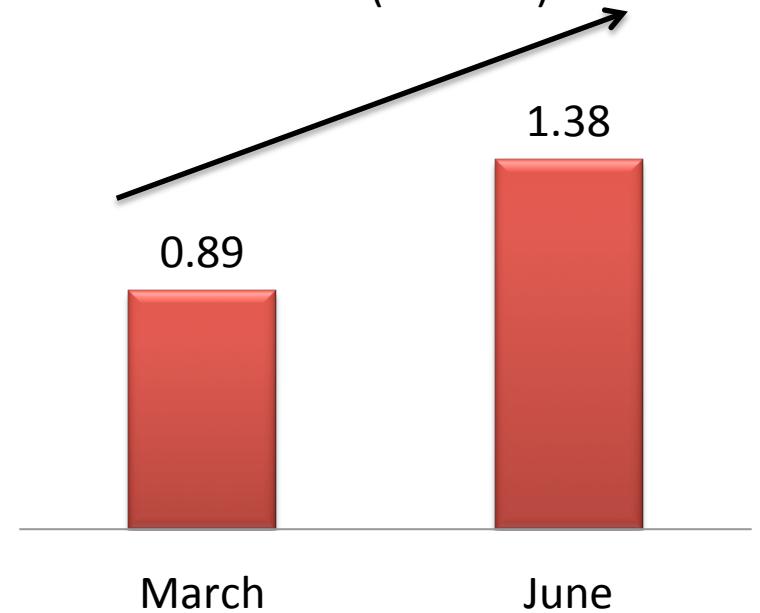
Net Profit QoQ 4

■ INR (Crores)



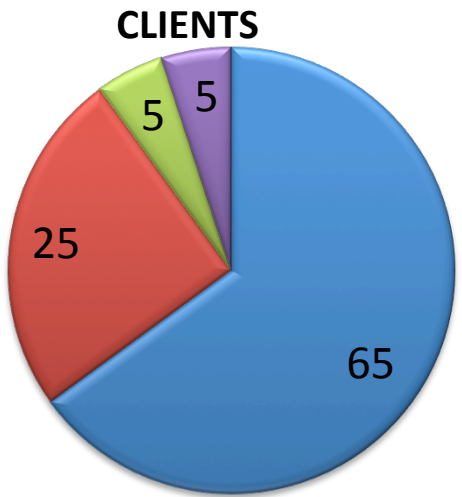
Net Profit QoQ 4

■ USD (millions)





Key catalysts for growth

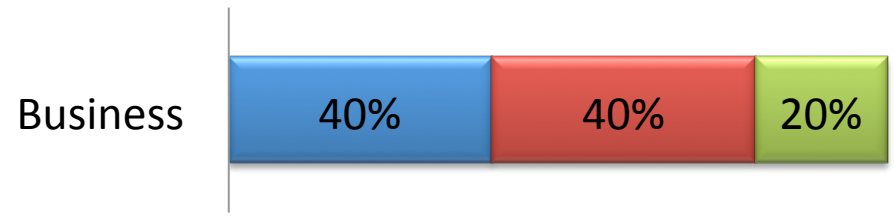


- North America
- India & APAC
- Europe
- Others

- INDIA
- USA
- Others



- Enterprise Solution
- Digital Solution
- Others



Income Statement

Particulars	30 June 2015	30 June 2014
Income		
Revenue from operations	237,90,07,337	1,33,67,12,729
Other Income	1,74,21,997	10,24,159
Total Revenue	239,64,29,333	1,33,77,36,889
Expenses:		
Cost of materials consumed	2,79,80,419	7,63,67,726
Employee benefit expense	127,97,51,234	80,47,97,184
Financial costs	5,87,21,478	3,34,04,246
Depreciation and amortization expense	2,83,93,793	2,33,41,178
Other expenses	74,55,32,984	32,37,12,372
Total Expenses	214,03,79,907	1,26,16,22,705
Profit / Loss before taxes	25,60,49,426	7,61,14,183
Tax expense:		
(1) Current tax	4,67,94,796	1,28,79,176
(2) Mat Credit	-1,13,41,504	-
(2) Deferred tax	-1,42,918	-6,37,513
(3) Taxes Prior Period	-	2,45,811
Profit / Loss for the period	22,07,39,052	6,36,26,708
Earning per equity share:		
(1) Basic	5.26	1.79
(2) Diluted	5.26	1.79



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Amount in INR

Balance Sheet

Particulars	30 June 2015	30th June 2014
I. EQUITY AND LIABILITIES		
(1) Shareholder's Funds		
(A) Share Capital	21,74,07,995	20,69,37,720
(B) Reserves and Surplus	43,53,36,212	22,14,61,618
(C) Money received against share warrants	12,36,50,000	71,30,840
(2) Share application money pending allotment		
(3) Non-Current Liabilities		
(A) Long-term borrowings	43,64,97,414	1,31,35,447
(B) Deferred tax liabilities (Net)	24,32,845	25,75,763
(C) Other Long term liabilities	11,61,66,603	16,70,83,958
(D) Long term provisions	36,39,050	31,58,758
(4) Current Liabilities		
(A) Short-term borrowings	38,66,41,350	24,38,29,780
(B) Trade payables	23,16,47,634	6,92,27,886
(C) Other current liabilities	4,68,32,402	58,57,211
(D) Short-term provisions	38,36,09,754	7,27,54,499
Total	238,38,61,259	1,01,31,53,479
II.Assets		
(1) Non-current assets		
(A) Fixed assets		
(i) Tangible assets	7,07,38,877	3,98,23,370
(ii) Intangible assets	100,34,29,375	49,57,92,878
(iii) Capital work-in-progress	14,81,917	39,00,000
(iv) Intangible assets under development	-	-
(B) Non-current investments	-	1,81,49,552
(C) Deferred tax assets (net)		
(D) Long term loans and advances	1,51,23,968	1,32,31,406
(E) Other non-current assets	9,05,356	11,87,830
(2) Current assets		
(A) Current investments		
(B) Inventories	46,72,756	61,92,703
(C) Trade receivables	76,37,87,778	29,27,91,184
(D) Cash and cash equivalents	16,78,15,662	4,90,83,995
(E) Short-term loans and advances	28,08,18,209	6,82,06,062
(F) Other current assets	7,50,87,361	2,47,94,499
Total	238,38,61,259	1,01,31,53,479

Amount in INR



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Cash Flow Statement

Particulars	30 June 2015	30 June 2014
a. Cash flow from operating activities		
Net Loss/Profit before tax	25,60,49,426	7,61,14,184
Depreciation	2,83,93,793	2,30,58,704
Interest & Finance Charges	5,87,21,478	3,34,04,246
Change in Foreign currency translation reserve	40,30,359	-
Operating profit before working capital changes	34,71,95,055	13,25,77,134
Trade & other Receivables	-47,09,96,594	-16,27,06,825
Short-Term Loans and Advances	-21,26,12,147	-2,35,92,650
Other Current Assets	-5,02,92,862	-2,09,08,509
Inventories	15,19,947	-61,92,703
Long Term Loans and Advances	-18,92,562	-16,84,811
Other Non-Current Assets	2,82,474	2,45,740
Other Current Liabilities	4,09,75,191	38,21,437
Short Term Borrowing	14,28,11,571	11,09,73,138
Short Term Provisions	31,08,55,255	4,54,53,580
Trade Payable	16,24,19,748	6,18,65,670
Long Term Provisions	4,80,292	31,58,758
Other Long-Term Liabilities	-5,09,17,355	10,31,27,297
Cash generated from operations	21,98,28,013	24,61,37,256
Interest & finance charges paid	-5,87,21,478	-3,34,04,246
Direct Taxes	-4,67,94,796	-1,28,79,176
Cash flow before extra ordinary items	11,43,11,739	19,98,53,834
Extra ordinary items	-34,37,925	-
Net cash from operating activity	11,08,73,814	19,98,53,834
b. Cash flow from investing activity		
Purchase of fixed assets	-58,06,36,558	-34,46,82,111
Increase in miscellaneous expenditure	-	-1,23,188
Investments	1,81,49,552	-
Net cash used in investing activities	-56,24,87,006	-34,48,05,299
c. Cash flow from financing activities		
Proceeds of share application and or allotment	1,04,70,275	2,94,92,220
Proceeds of long term borrowings	42,33,61,967	8,37,85,484
Increase/Decrease in General Reserves	-	51,56,058
Proceeds from Share Warrants	11,65,19,160	71,30,840
Proceeds from Securities Premium	1,99,93,456	5,89,84,440
Net cash accrued in Financing activities	57,03,44,858	18,45,49,042
Net increase in cash and cash equivalent	11,87,31,667	3,95,97,577
Cash & Cash equivalent as at 1 day	4,90,83,995	94,86,417
Cash & cash equivalent as at last day	16,78,15,662	4,90,83,995





Recent Developments

- We now power 30% of the 21 Billion Dollar eCommerce Market in India through our Clients.
- Added several fortune 500 clients
- Won India's largest mobile based eGovernment health initiative
- Launched world's first successful deployment of iBeacon powered conference app supporting indoor location, gamification and real time attendee analytics and heat maps.





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About Us

- Bombay Stock Exchange listed, CMMi level 3 & ISO 9001:2008 certified IT Services Company.
- Founded in 1993; accelerated growth from 2009 when new management took over.
- Headquartered in Hyderabad, India and has offices in US and India.
- Provides iSMAC solutions, ERP, EAI , Enterprise Mobility & Mobile Application Development.
- Range of products including KLGAME, Kellton Tech Mobility Platform & Drupal Wizard.



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