



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, May 30, 2016

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
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Dear Sir/Madam,

Sub:

1. Press Release on financial results for the quarter and year ended March 2016.

Ref: Symbol: KELLTONTEC

Scrip Code: 519602

It is hereby informed that the Company has planned for press release about the financial results for the quarter and year ended March 2016.

The contents of the proposed press release are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

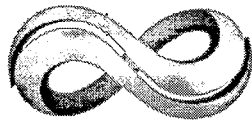
For Kellton Tech Solutions Limited


Niranjan Chintam
Director

DIN: 01658591



Encl: As above



KELLTON TECH

Kellton Tech Q3 FY16 Revenue at Rs. 132 crore; consolidates its position in digital transformation

Added 10 new clients during the quarter

Hyderabad, India – 30th May 2016: Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a CMMi Level 3 and ISO 9001:2008 certified IT services organization providing end-to-end IT solutions, strategic technology consulting, and offshore product development services worldwide, announced today its financial results for the **third quarter and nine months of FY16.**

Review of financial performance for the quarter ended 31st March, 2016:

On a quarter-on-quarter basis:

- Total income was Rs. 132.3 crore during the quarter under review as compared to Rs 116.6 crore during the previous quarter, up 13.8% on Q-o-Q basis.
- The Company reported EBITDA of Rs. 17.7 crore (13.3% of total income) in Q3 FY16 as compared to Rs. 16.6 crore (14.2% of total income) in Q2 FY16.
- Net profit stood at Rs. 11.3 crore in Q3 FY16 as against Rs. 10.1 crore in Q2 FY16, up by 11.4% on QoQ basis.

For the Nine-month period ended 31st March, 2016:

- Total income was Rs. 359.7 crore during the nine month period under review as compared to Rs. 135.3 crore during the corresponding period of previous year, up by 166% on YoY basis.
- The company reported an EBITDA of Rs. 50.4 crore (14.0% of total income) for the nine month period under review as compared to an EBITDA of Rs. 21.0 crore (15.5% of total income) during the corresponding period of previous year, posting a jump of 140% on YoY basis.
- Net profit stood at Rs. 30.9 crore for the nine month period under review as against a profit of Rs. 13.5 crore in corresponding period of previous year, a rise of 130% on YoY basis.



Business highlights – 9M FY16

- The Company added 10 new clients during Q3 FY16. Total client count as of 31st March, 2016 was 310 (LTM). Prominent clients added during the quarter include a Casino Entertainment Company, a National leader in Fire Protection and Ambulance Services in the US, a full range Financial Services Company and one of the largest Electric Power Holding companies in the US.
- Kellton Tech is developing a mobile application for mSehat, an initiative by Uttar Pradesh Government to improve maternal and infant mortality rate in Uttar Pradesh. The mobile application will assist health superintendents to maintain health reports of mother and the child and ensure proper and timely medication of both. mSehat mobile app shall provide a consolidated platform to health inspectors that would ensure work efficiency with a channelized way of maintaining documentation and reports of the mother and the child.
- The Company acquired US-based ProSoft Group, a leading enterprise solutions & business integration provider in July, 2015. This acquisition enables Kellton Tech to expand in enterprise resource planning (SAP lifecycle services), business process management, business integration services (IBM WebSphere, WebMethods), and business analytics solutions among a host of other services.
- The Company also acquired US-based Bokanyi Consulting, a leading organization serving in enterprise, cloud and in-memory analytics space that bolsters its cross-selling opportunities. Bokanyi Consulting was the among the first to successfully deploy the latest version of SAP S/4HANA Enterprise Management.
- Kellton Tech's European operations were strengthened with the addition of office in Ireland in December, 2015. This office will offer services in the areas of ISMAC (Internet of Things, Social, Mobile, Analytics, Cloud) and ERP-EAI (Enterprise Resource Planning & Enterprise Application integration) among other IT services.
- The Company listed its shares on the National Stock Exchange (NSE) in March 2016 with a view to open up more opportunities for investors to be a part of its growth story.

Commenting on the results, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech, said: "We are happy to announce another quarter of strong growth with our income at Rs. 132.3 crore. The key highlight of the quarter was the addition of 10 marquee clients in the US across our service offerings and this sets us up well to mine the clients for the next fiscal."

He also added, " We have been strengthening our capabilities and offerings in the Digital and the Enterprise space through a twin strategy of acquisitions supplemented by organic growth. While our acquisition of ProSoft Group reinforces our capabilities in the ERP-EAI space, Bokanyi Consulting places us in a pole position as far as offerings in the SAP area is concerned."



About Kellton Tech Solutions

Kellton Tech Solutions Limited is a publicly listed (BSE & NSE: 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. For more information and past results & conference call transcripts, please visit our web site www.kelltontech.com

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Q3 and 9mFY16 Earnings Presentation

May 30, 2016

BSE: 519602 | NSE: KELLTONTEC | ISIN: INE164B01022 | Bloomberg: KTSL:IN | Reuters: KELL.BO | www.kelltontech.com

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Agenda

01 | Performance Highlight

02 | Financial Performance

03 | Business Outlook



Q3 FY16 – Highlights

- Revenue:
 - ✓ INR Revenue of **Rs 1322.6 Mn**, up **13.83%** QoQ

- Profit:
 - ✓ EBITDA was at **Rs 176.8 Mn**, EBITDA Margin of **13.3%**
 - ✓ Net Profit stood at **Rs 112.8 Mn**, PAT Margin of **8.5%**

- Cash & Debt Position:
 - ✓ Cash and cash equivalents of **Rs 78.84 Mn** as on March 31, 2016
 - ✓ Net Long Term Debt of **Rs 321.47 Mn** as on March 31, 2016

- Demand:
 - ✓ Consolidated its position in Digital Transformation
 - ✓ Clients in \$0.5M to \$1.0M revenue band increased from **13 to 16** and in \$1.0M to \$3.0M revenue band increased to **15 from 12**
 - ✓ Strong growth in BFSI, Retail, Life Sciences and Telecom; North America & UK

9MFY16 – Highlights

- Revenue:
 - ✓ INR Revenue of **Rs 3586.8 Mn**, up **165.8%** YoY
- Profit:
 - ✓ EBITDA was at **Rs 503.7 Mn**, EBITDA Margin of **14.04%**
 - ✓ Net Profit stood at **Rs 309.7 Mn**, PAT Margin of **8.6%**
- Demand:
 - ✓ Clients in \$0.5M to \$1.0M revenue band increased by **60%** and in \$1.0M to \$2.0M revenue band by **150%**
 - ✓ Steady growth across verticals
- People:
 - ✓ Gross addition of 680 people, Net addition of 550
 - ✓ Total Headcount 1153

Business Highlights



- ✓ Won 10 new clients during the quarter. Prominent clients include:
 - ✓ A Casino Entertainment Company
 - ✓ National leader in Fire Protection and Ambulance Services in the US
 - ✓ A full range Financial Services Company
 - ✓ Largest Electric Power Holding Company in US

- ✓ Listed on the NSE Exchange in March 2016
- ✓ Strengthened European operations by opening an office in Ireland
- ✓ Acquisitions of Prosoft Group and Bokanyi Consulting during this fiscal add capabilities to our ERP-EAI and SAP practice

Agenda

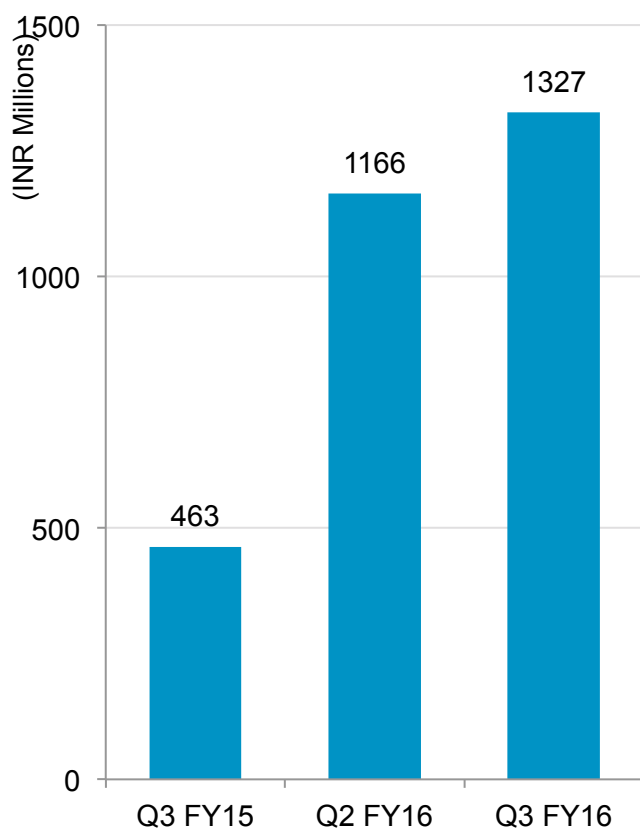
- 01 | Performance Highlight
- 02 | **Financial Performance**
- 03 | Business Outlook



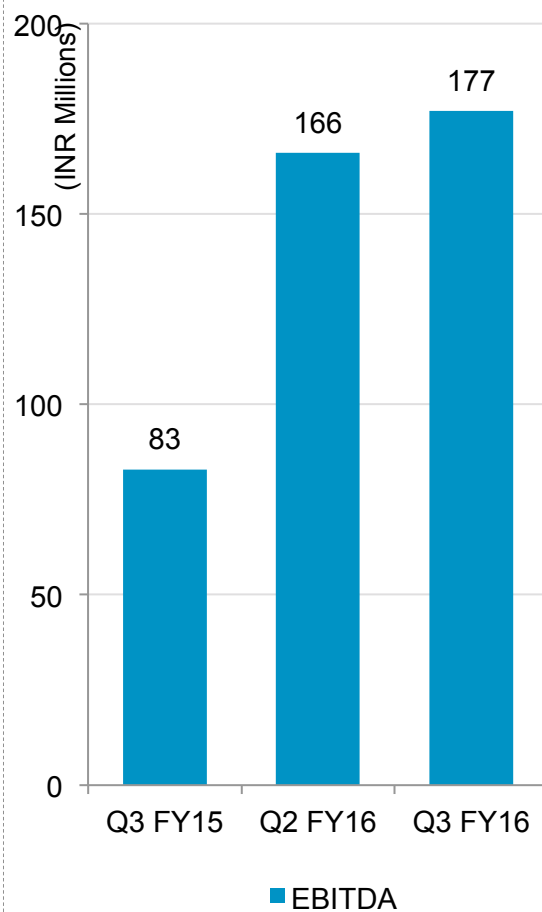
Financial Summary – Q3FY16



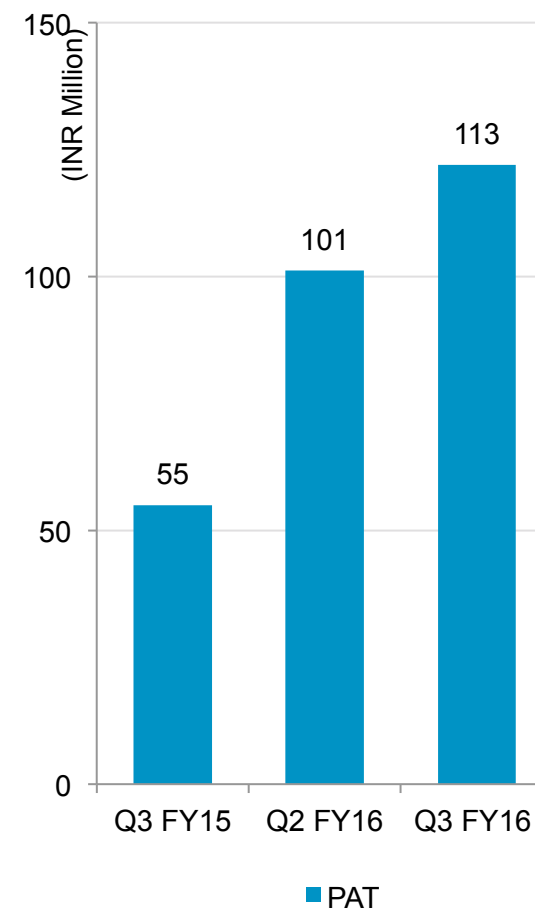
Revenue



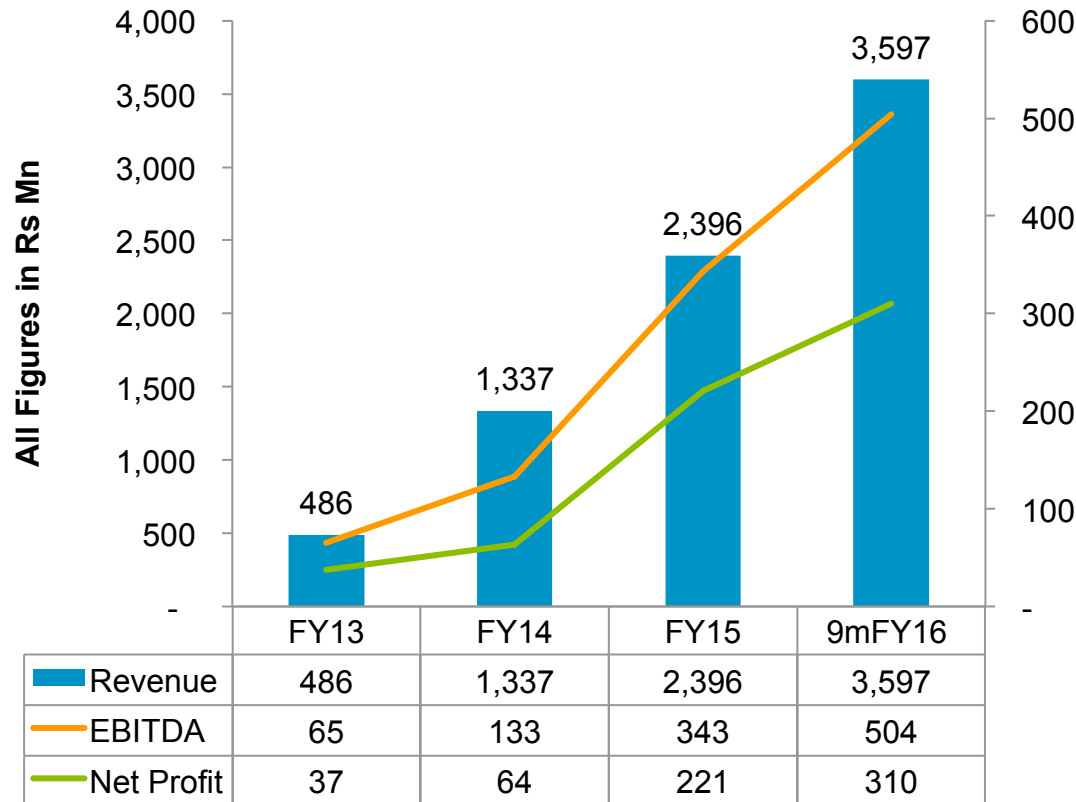
EBITDA



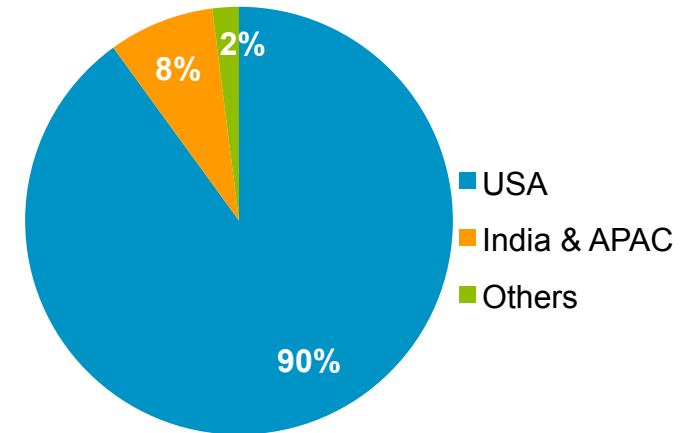
PAT



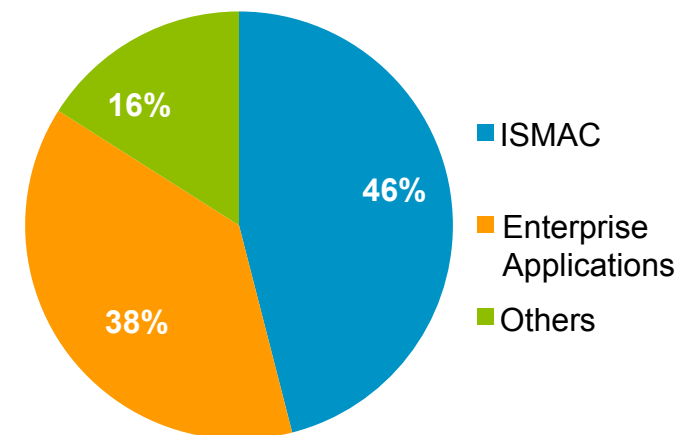
Financial Summary – 9MFY2016



Revenue By Geography (9mFY16)

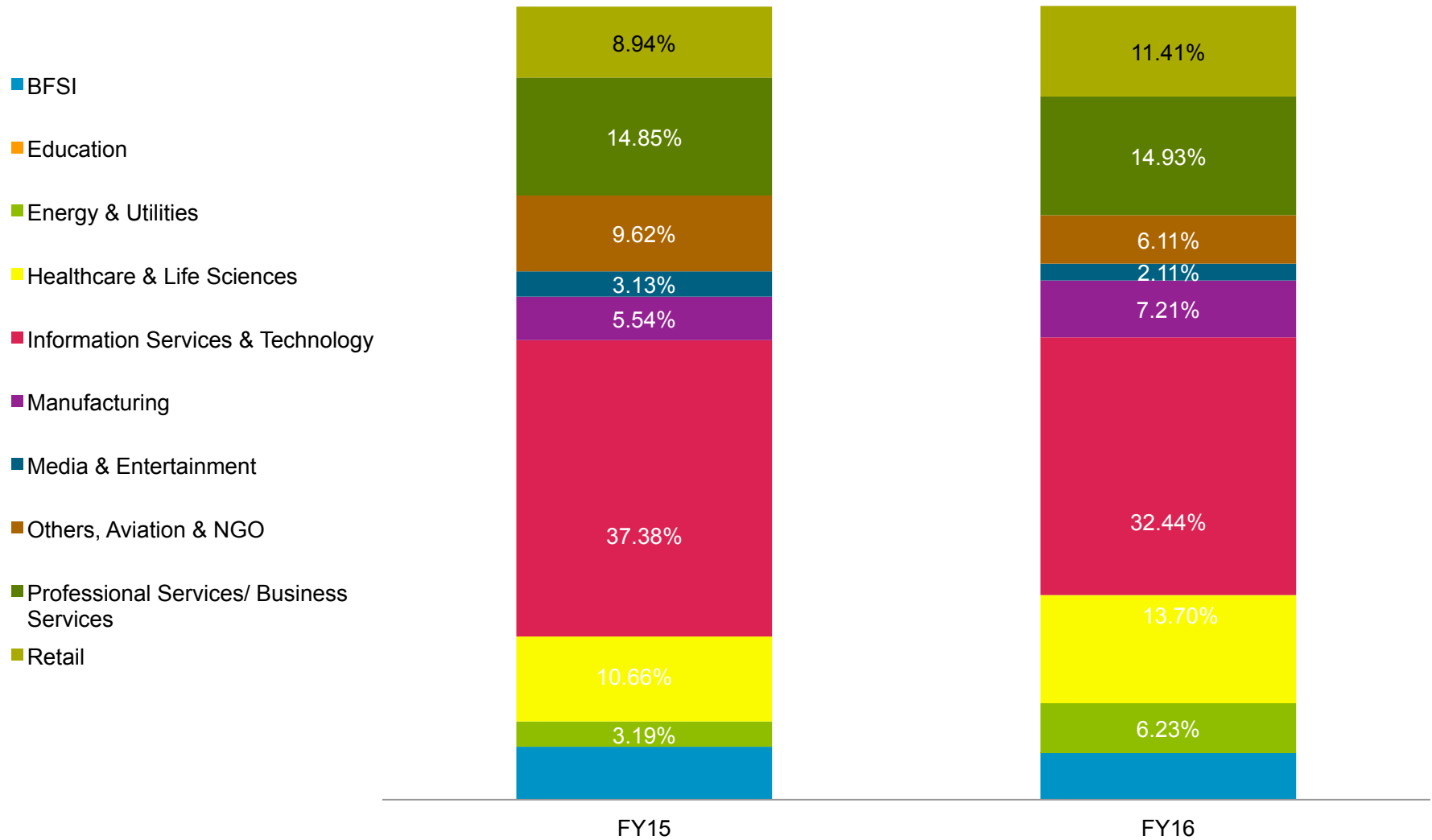


Revenue By Business (9mFY16)



- Consistent growth in revenues and profits
- Increasing focus on digitalization and mobility will provide future growth opportunities
- 9MFY16 revenue witnessed a growth led by broad base growth and acquisition.

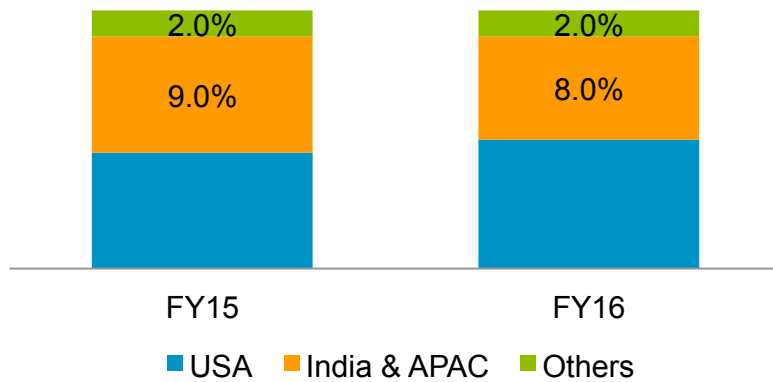
Revenue By Industry - Q3FY16



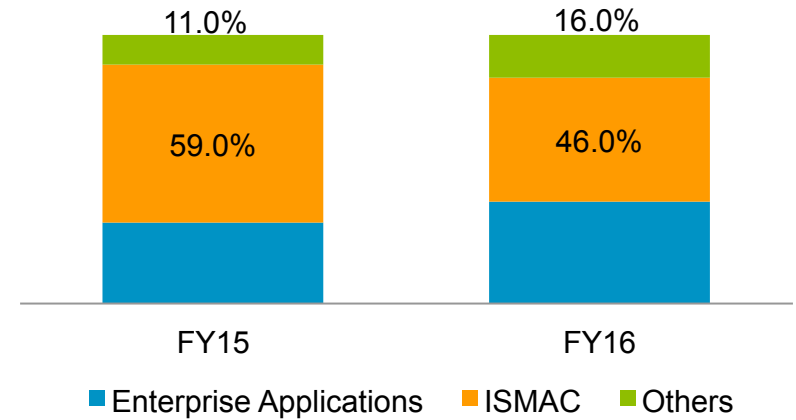
Revenue Analysis - Q3FY16



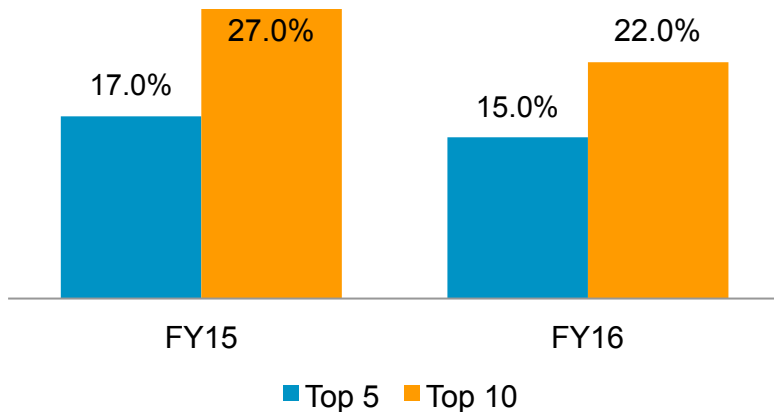
By Geography



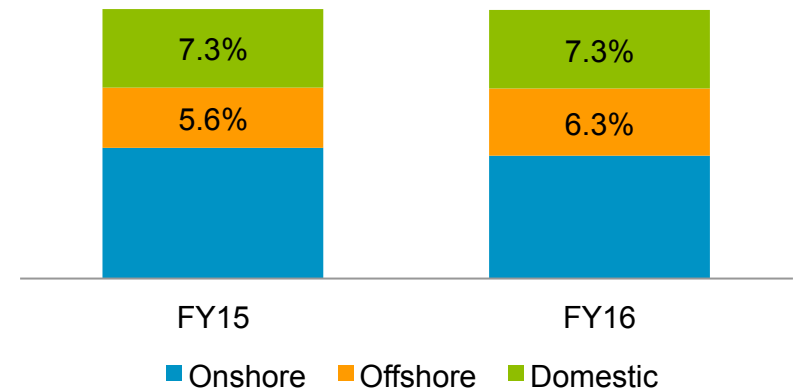
By Business



By Clients



By Delivery Location



Agenda

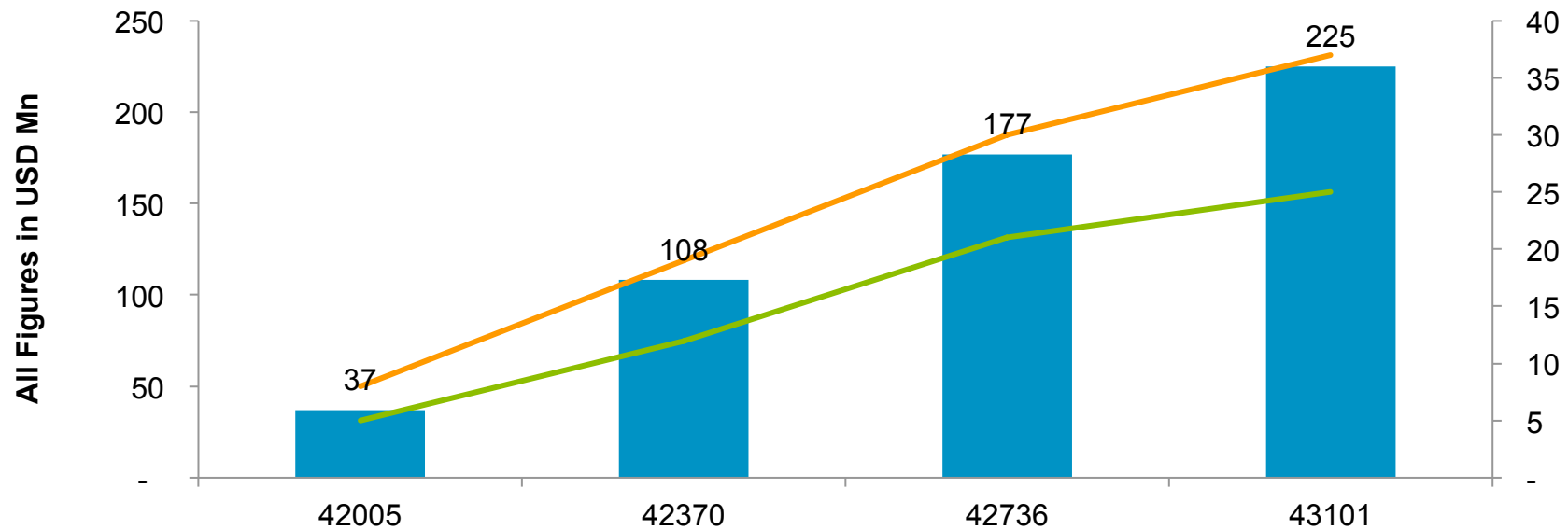
01 | Performance Highlight

02 | Financial Performance

03 | **Business Outlook**

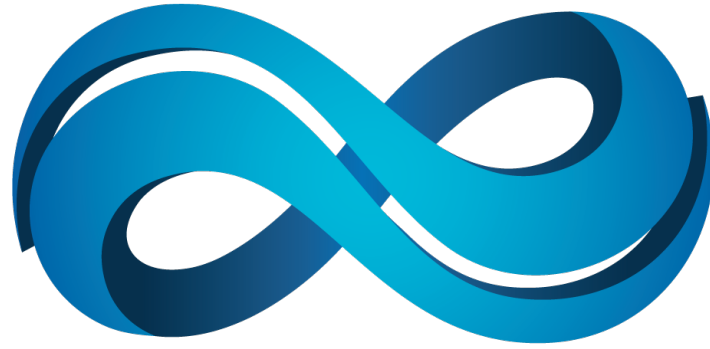


Road Ahead



	Jun-15	Dec-16	Dec-17	Dec-18
Revenue	37	108	177	225
EBITDA	8	19	30	37
Net Profit	5	12	21	25

- ✓ Dec 19 Revenue is estimated to be at USD 306mn; growth is expected to be led by strategic acquisitions; restructuring and consolidation in business units across functional domains



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