



**KELLTON TECH SOLUTIONS LIMITED.**

Hyderabad, May 30, 2017

To

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| The General Manager,<br>Listing Department,<br>Bombay Stock Exchange Limited,<br>1 <sup>st</sup> Floor, New Trading Wing,<br>Rotunda Building, P.J. Towers,<br>Dalal Street Fort,<br>Mumbai-400001 | The Manager,<br>Listing Department,<br>National Stock Exchange of India Ltd,<br>Exchange Plaza,<br>Bandra Kurla Complex, Bandra (East),<br>Mumbai – 400051 |
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Dear Sir/Madam,

**Sub:**

1. Press Release on financial results for the quarter and year ended March 2017.

**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 2017.

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 FY17 Total Revenue at Rs 6157.4 Million; Up 33% on Y-o-Y basis**

**Hyderabad, India – 30<sup>th</sup> May, 2017:** Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation with strong expertise in enterprise solutions, announced today its financial results for **Fourth quarter and Full Year FY17** ended on 31<sup>st</sup> March, 2017.

### **Review of financial performance for FY17 ended 31<sup>st</sup>March, 2017**

(Please note that Kellton Tech has changed its fiscal year end from June to March (effective FY15 -16). Thus, for comparative purpose, FY16 in press release refers to the 12 months period from 1<sup>st</sup> April'16 to 31<sup>st</sup> March'17)

- Total revenue was Rs. 6157.4 million for FY17 as compared to Rs. 4,640.1 million in FY16 reflecting a growth of 32.7% on Y-o-Y basis.
- The company reported an EBITDA of Rs. 867.6 million for FY17 as compared to an EBITDA of Rs. 637.2 million in FY16 reflecting an increase of 36.2% on Y-o-Y basis.
- EBITDA Margin for FY17 was 14.1% as compared to an EBITDA Margin of 13.7% in FY16.
- Net profit stood at Rs 537.6 million for FY17 as compared to net profit of Rs 395.6 million in FY16 reflecting a growth of 35.9% on Y-o-Y basis.
- EPS stood at Rs. 11.43

### **Review of financial performance for the quarter ended 31<sup>st</sup>March, 2017**

- Total income was Rs. 1,658 million during the quarter under review, up 4.7% on Q-o-Q basis and 24.9% increase on Y-o-Y basis.
- The Company reported EBITDA of Rs. 240.4 million in Q4FY17, an increase of 8.6% on Q-o-Q basis and up 35.9% on Y-o-Y basis.
- The EBITDA margin for the quarter under review was 14.5% as compared to 14.0% in Q3FY17.



- Net profit stood at Rs. 143.1 million in Q4FY17, registering 2.5% increase on Q-o-Q basis and up 26.9% on Y-o-Y basis.

### New Client Wins during Q4 FY17:

Acquired 9 new clients, prominent of them are:

- A leading insurance provider: Kellton Tech is providing a cognitive virtual agent solution using chatbots, artificial intelligence to improve customer service and satisfaction.
- A major airport: Kellton Tech is implementing an end-to-end Digital Transformation solution utilizing blockchain, advanced analytics and cloud services enhancing security.
- A leading credit-reporting agency: Kellton Tech is developing a Digital Roadmap and advanced analytics platforms to enhance their digital capability and improve credit accuracy.
- A leading US mobile communication solutions provider: Kellton Tech is scaling up their enterprise systems to support increased demand and enabling them to achieve performance optimization.

### Business Highlights of FY17

- Won 'Best e-Governance Initiative of the Year' Award at the Digital India Summit organized by BW BusinessWorld.
- Featured in 'Best Places to Work' by 'The CEO Magazine'.
- Acquired Lenmar Group to strengthen our capabilities in the BFSI sector.
- mSehat, a Kellton Tech project which earlier in the year was featured as a case study in a WHO report, won the Skoch Award for Best Health Initiative in India.
- Ranked 19<sup>th</sup> and 193<sup>rd</sup> in the 2016 Deloitte Technology Fast 50 India and Fast 500 Asia-Pacific respectively.
- Won the prestigious Digitizing India Award, a Cisco initiative in collaboration with CNBC.
- Brand consolidation of all group companies under umbrella brand Kellton Tech.
- Credit Rating of A- by ICRA

*Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "The year gone by was a vindication of our prescient focus, and culmination of our determined efforts towards becoming a global leader in digital transformation. We are amplifying our innovation lead in the digital by focusing on deep-tech like cognitive solutions, blockchain, artificial intelligence, internet of things (IoT) among others. We continue to be seen as the go-to digital partner for end-to-end enterprise transformation, thanks to our unique blend of digital talent and experience-led capabilities. Today, we are best positioned to drive digital transformation initiatives across the spectrum of industries."*



## 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](http://www.kelltontech.com)

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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](http://www.kelltontech.com). Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.*



# Q4 and Full Year FY17 Earnings Presentation

May 30, 2017

*Infinite possibilities with technology*

# SAFE HARBOR



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This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

# AGENDA

- **Performance Highlight**
- Financial Performance



# FY17 – HIGHLIGHTS



## ➤ Financial Highlights

- ✓ Total revenue of Rs. 6157.4 Million; growth of 32.7% YoY
- ✓ EBITDA was at Rs. 867.60 Million; growth of 36.2% YoY
- ✓ EBITDA Margin stood at 14.1%
- ✓ Net Profit stood at Rs. 537.6 Million; growth of 35.9% YoY
- ✓ PAT Margin of 8.7%
- ✓ EPS stood at Rs. 11.43

**Note: 1. Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)  
2. For comparative purpose, FY2016 refers to the 12 months period from 1st April'16 to 1st March'17.**



# HIGHLIGHTS OF THE YEAR – FY 17



- Won 'Best e-Governance Initiative of the Year' Award at the Digital India Summit organized by BusinessWorld
- Featured in 'Best Places to Work' by 'The CEO Magazine'
- Acquired Lenmar Group to strengthen our capabilities in the BFSI sector
- mSehat, a Kellton Tech project which earlier in the year was featured as a case study in a WHO report, won the Skoch Award for Best Health Initiative in India
- Ranked 19<sup>th</sup> and 193<sup>rd</sup> in the 2016 Deloitte Technology Fast 50 India and Fast 500 Asia-Pacific respectively
- Won the prestigious Digitizing India Award, a Cisco initiative in collaboration with CNBC
- Brand consolidation of all group companies under umbrella brand Kellton Tech.
- Credit Rating of A- by ICRA



# Q4 FY17 – HIGHLIGHTS



## ➤ Financial Highlights

- ✓ Total revenue of Rs. 1658.0 Million; up 4.7% QoQ and up 24.9% YoY
- ✓ EBITDA was at Rs. 240.4 Million; up 8.6% QoQ and up 35.9% YoY
- ✓ EBITDA Margin stood at 14.5%
- ✓ Net Profit stood at Rs. 143.1 Million; up 2.5% QoQ and up 26.9% YoY
- ✓ PAT Margin of 8.6%

## ➤ People:

- ✓ Net addition of 130 in the Quarter
- ✓ Total Headcount ~1400

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# NEW CLIENT WINS – Q4 FY 2017



Acquired 9 new clients, prominent of them are:



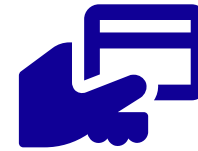
**A leading insurance provider**

Kellton Tech is providing a cognitive virtual agent solution using chatbots, artificial intelligence to improve customer service and satisfaction.



**A major airport**

Kellton Tech is implementing an end-to-end Digital Transformation solution utilizing blockchain, advanced analytics and cloud services enhancing security



**A leading credit-reporting agency**

Kellton Tech is developing a Digital Roadmap and advanced analytics platforms to enhance their digital capability and improve credit accuracy.



**A leading US mobile communication solutions provider**

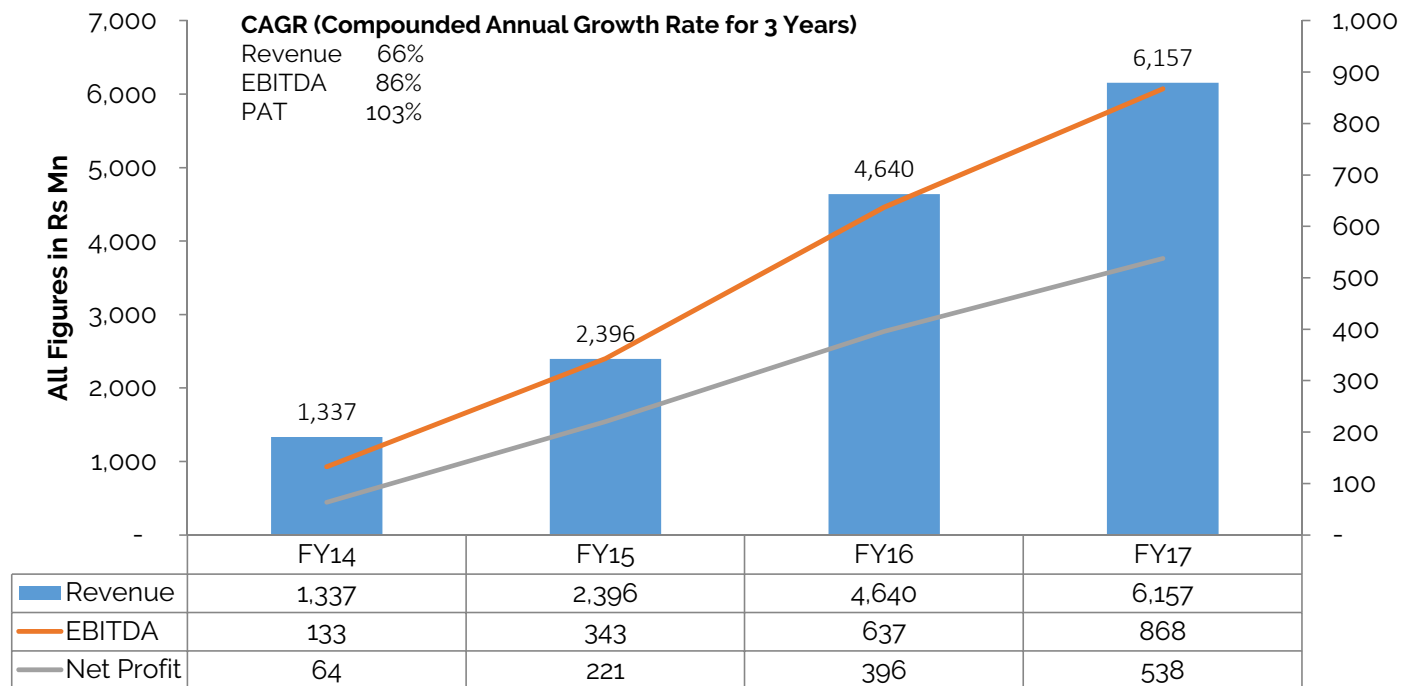
Kellton Tech is scaling up their enterprise systems to support increased demand and enabling them to achieve performance optimization.

# AGENDA

- Performance Highlight
- **Financial Performance**



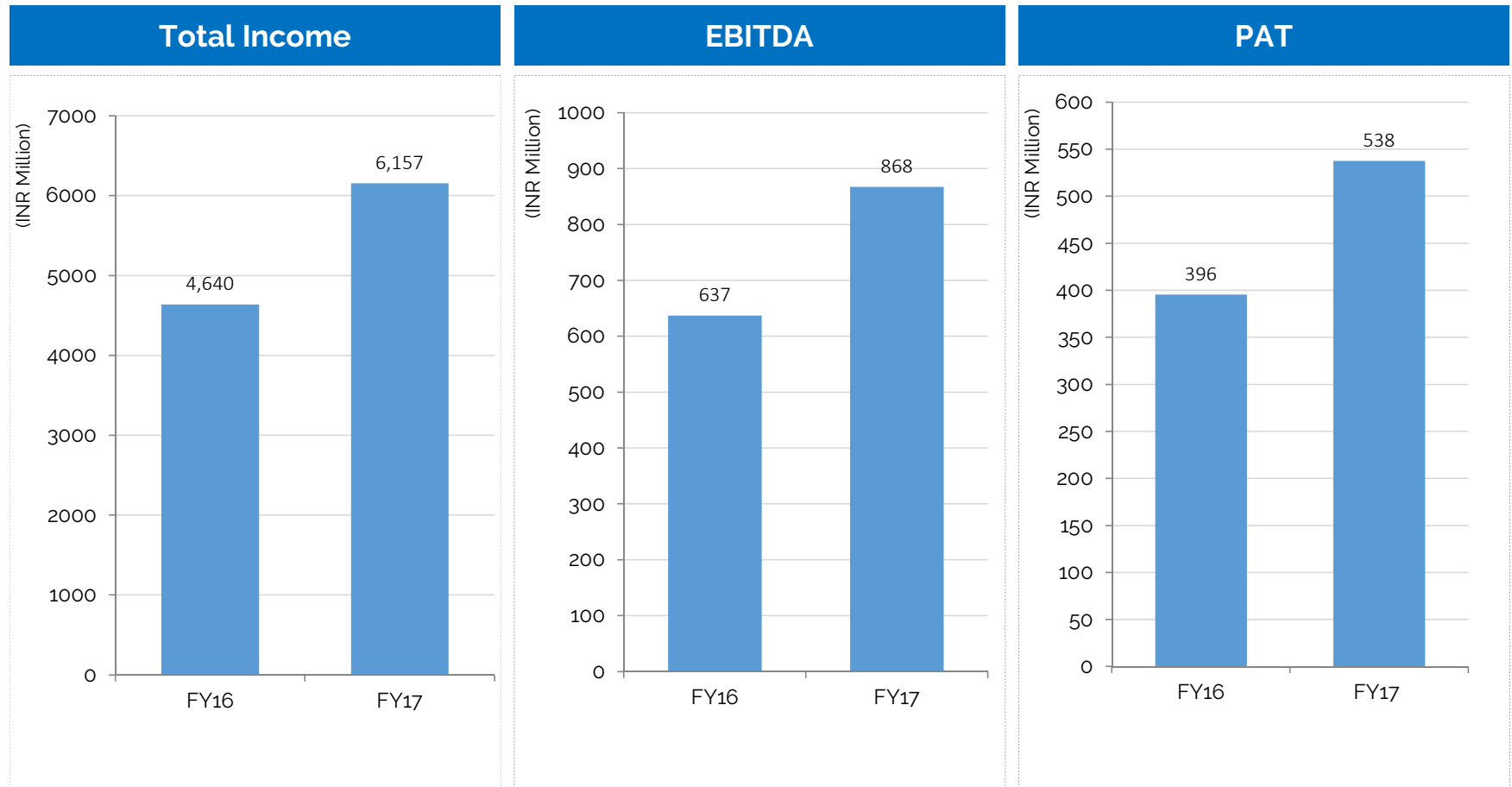
# FINANCIAL SUMMARY – FY17



- Increasing focus on BFSI market, extending digital transformation to banking and financial sector
- Growth in European market, led by growth in digital opportunities
- Won multiple prestigious awards from industry-leading platforms; enhancing brand value and recognition

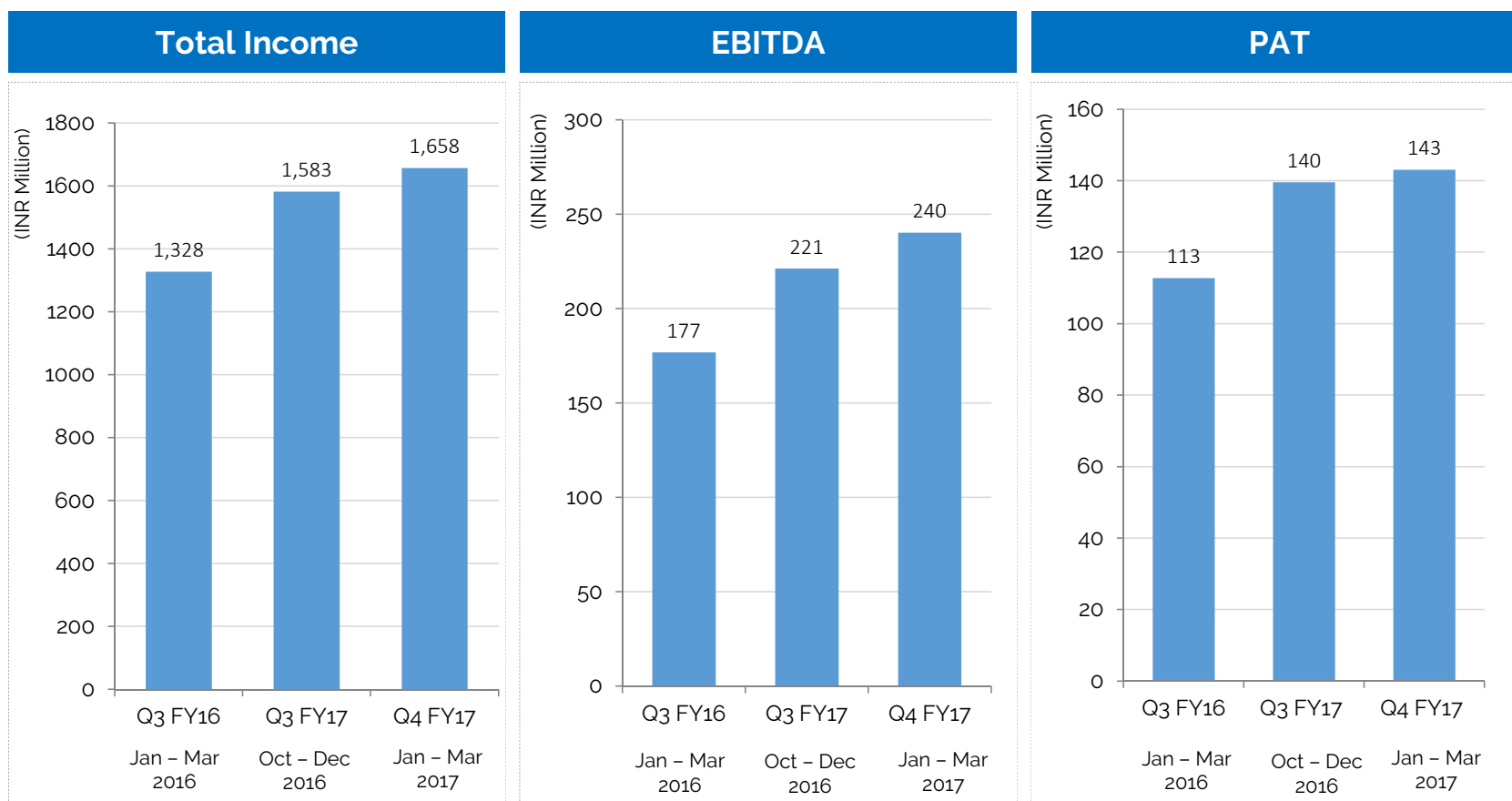
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# FINANCIAL SUMMARY – FY17



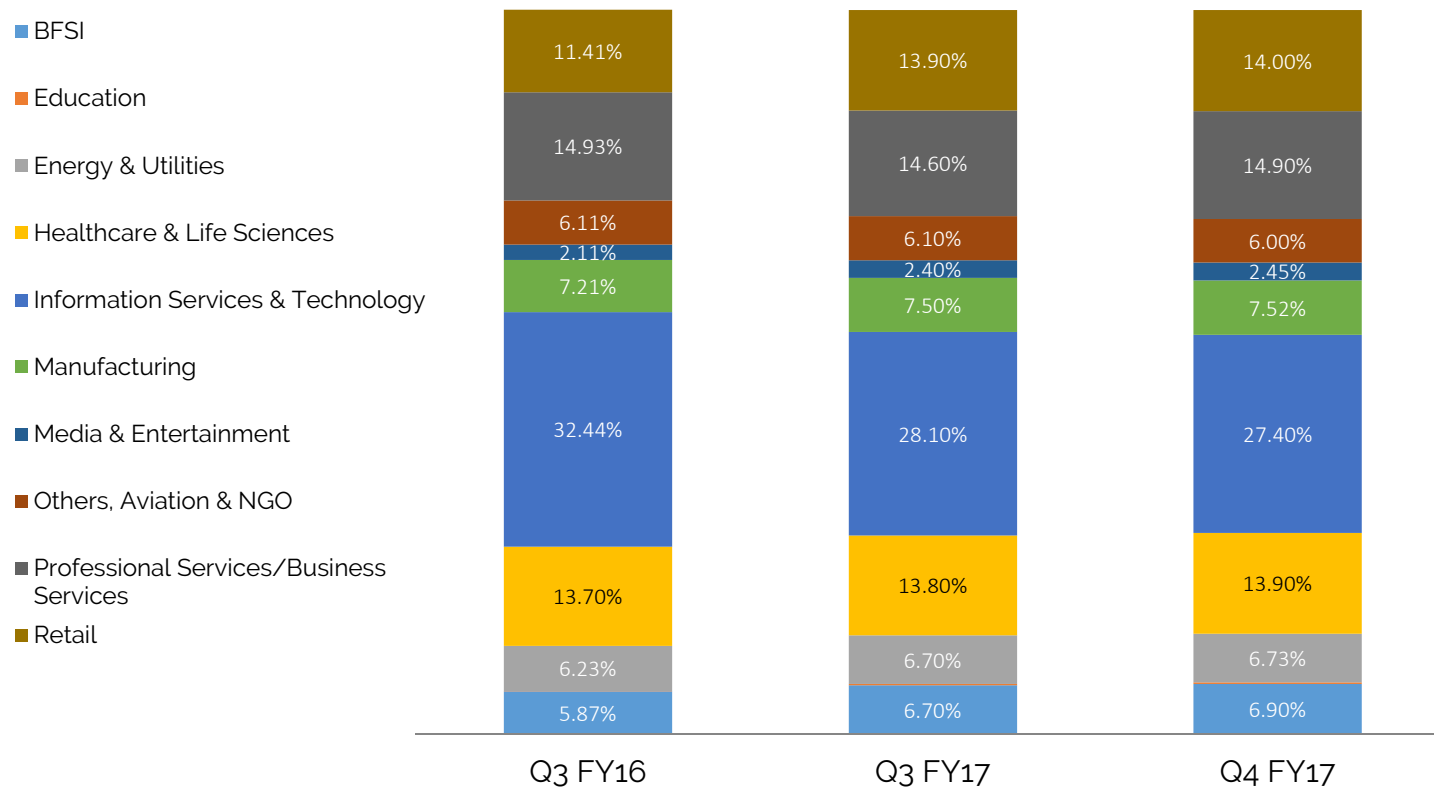
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# FINANCIAL SUMMARY – Q4 FY17



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# REVENUE BY INDUSTRY – Q4 FY17

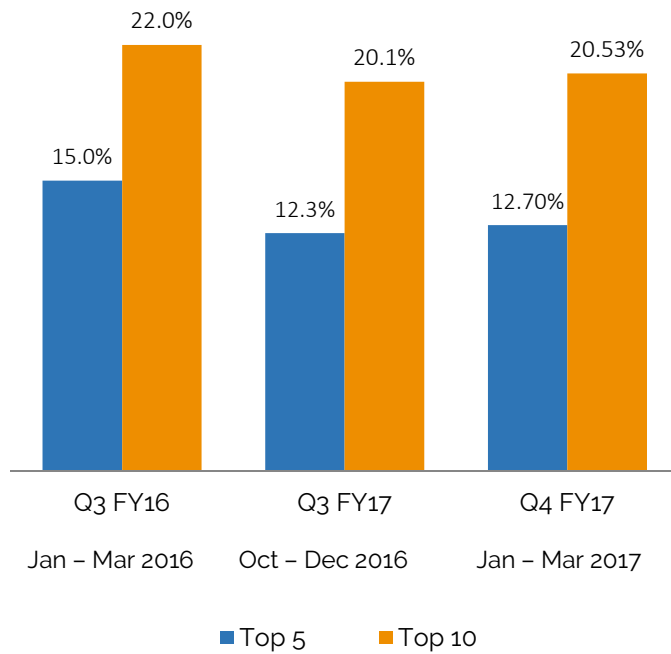




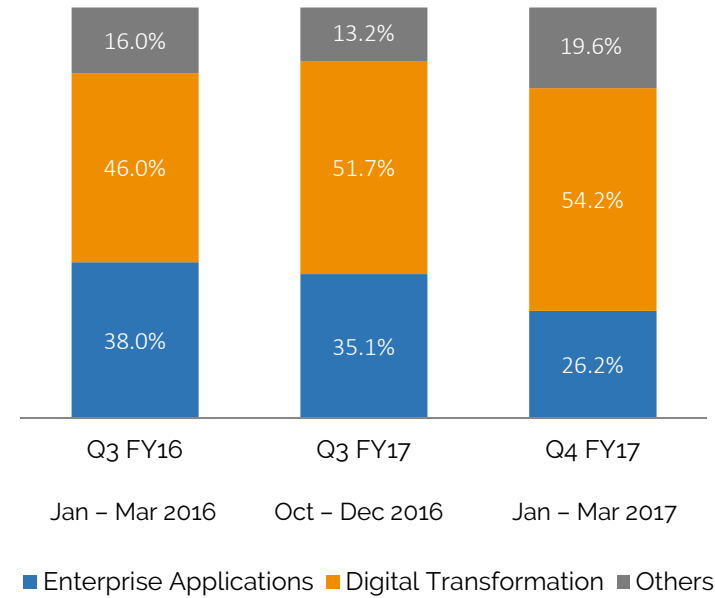
# REVENUE ANALYSIS – Q4 FY17



By Clients



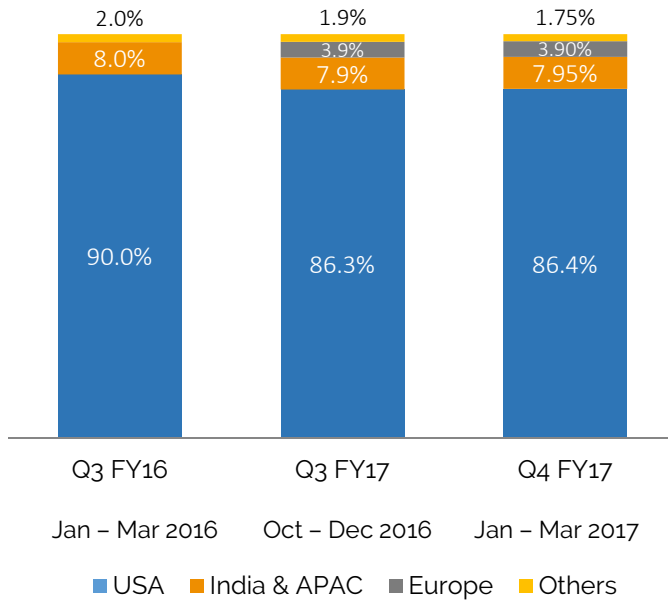
By Business



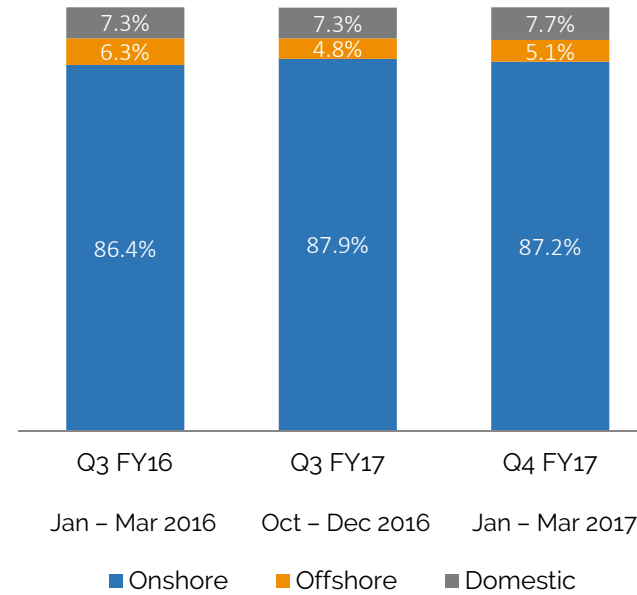
# REVENUE ANALYSIS – Q4 FY17



By Geography



By Delivery Location





**KELLTON TECH**

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