

KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, September 12, 2017

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 ended June 30, 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 ended June, 2017.

The contents of the proposed press release along with presentation on results are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For **Kellton Tech Solutions Limited**


Niranjana Chintam

Director

DIN: 01658591



Encl: As above



**Kellton Tech Q1 FY18 Total Revenue at Rs 1,753.1 Million;
Up 24.8% on Y-o-Y basis**

Clarification Note

With respect to the financial results for the first quarter ended 30th June, 2017 (Q1FY18) for Kellton Tech Solutions Limited, please note that the Company has adopted Indian Accounting Standards (IND AS) effective 1st April, 2017 (transition date being 1st April, 2016).

The financial results for Q1 FY18, Q4 FY17 and Q1 FY17 quarters have been prepared in accordance with the recognition and measurement principles laid down in the IND AS prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India. The comparative period results have been restated accordingly.

Hyderabad, India – 12th September, 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 **First quarter FY18** ended on 30th June, 2017.

Review of financial performance for the quarter ended 30th June, 2017

On a year-on-year basis:

- Total revenue was Rs 1,753.1 million during the quarter under review as compared to Rs 1,404.3 million during the corresponding period of previous year reflecting a growth of 24.8% on Y-o-Y basis.
- The company reported an EBITDA of Rs 254.2 million for the quarter under review as compared to Rs 190.9 million during the corresponding period of previous year, registering an increase of 33.2% on Y-o-Y basis.
- The EBITDA margin for the quarter under review stood at 14.5% as compared to 13.6% in Q1FY17.
- Net profit stood at Rs 144.7 million for the quarter under review as compared to Rs 120.3 million in corresponding period of previous year, up by 20.3% on Y-o-Y basis.
- EPS stood at Rs 3.10 for the quarter under review as compared to Rs 2.57 in the corresponding period of previous year, up by 20.6% on Y-o-Y basis.

On a quarter-on-quarter basis:

- Total revenue was Rs 1753.1 million during the quarter under review as compared to Rs 1,658.0 million during the previous quarter reflecting a growth of 5.7% on Q-o-Q basis.
- The Company reported an EBITDA of Rs 254.2 million in Q1 FY18 as compared to Rs 237.8 million in Q4 FY17, an increase of 6.9% on Q-o-Q basis.

- The EBITDA margin for the quarter under review was 14.5% as compared to 14.3% in Q4 FY17.
- Net profit stood at Rs 144.7 million in Q1 FY18 as compared to Rs 141.4 million, registering 2.4% increase on Q-o-Q basis.
- EPS stood at Rs 3.10 for the quarter under review as compared to Rs 2.92, registering 6.2% increase on Q-o-Q basis.

Business Highlights of Q1 FY18

- Won the prestigious 'Early Digital Learning Program (EDLP)' project of the Republic of Mauritius from EdCIL, a Government of India Mini Ratna Enterprise. The project involves Supply, Commissioning, and Maintenance of Tablet based Learning programs in Mauritius. The order value is estimated to be around Rs 62 crore.
- Upgraded to CMMI Level 5 Certified company, thus scaling the pinnacle of global quality and process standards.
- Featured in the Forbes Asia's latest 'Best under a Billion' list of the top 200 publicly traded companies in the Asia-Pacific region.

New Client Wins during Q1 FY18

We acquired a total of nine new clients. Some of the big projects are:

- A cutting edge solution utilizing analytics, cloud and SaaS to provide leasing clients with a complete digital lending experience; gaining real-time insights and actionable intelligence to increase operational efficiency for a leading land services provider
- A Digital Transformation solution, leveraging real-time analytics and technologies like smartwatch to increase sales efficiency of a leading global biotechnology company
- A mobile first health care solution to enhance the quality of healthcare services for a leading online healthcare platform
- A content rich online portal for students, enhancing user experience and catering to all the information needs of a leading educational institution

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "We are well poised to drive digital transformation change occurring across key industries. Achieving CMMI Level 5 certification and being featured on Forbes Asia's 'Best under a Billion' are prestigious validations of the digital mind-set embedded in our work culture. Our success in propelling enterprises into their future springs from this enabling environment. As we continue our deep dive into disruptive technologies, we are best-positioned than ever to lead the way to a future of infinite possibilities."

About Kellton Tech Solutions

Kellton Tech Solutions Limited is a publicly listed (BSE& NSE: KELLTONTEC), CMMi Level 5 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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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.



Q1 FY18 Earnings Presentation

September 12th, 2017

Infinite possibilities with technology

SAFE HARBOR



This presentation has been prepared by Kellton Tech Solutions Limited solely to provide information about the Company.

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Please note that this presentation is based on the publicly available information on Kellton Tech including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

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

HIGHLIGHTS OF THE QUARTER – Q1FY18



- Won the prestigious 'Early Digital Learning Program (EDLP)' project of the Republic of Mauritius from EdCIL, a Government of India Mini Ratna Enterprise. The project involves Supply, Commissioning, and Maintenance of Tablet based Learning programs in Mauritius. The order value is estimated to be around Rs 62 crore.
- Upgraded to CMMI Level 5 Certified company, thus scaling the pinnacle of global quality and process standards.
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Q1 FY18 – HIGHLIGHTS



➤ Financial Highlights

- ✓ Total revenue of Rs 1,753.1 Million; up 5.7% QoQ and up 24.8% YoY
- ✓ EBITDA was at Rs 254.2 Million; up 6.9% QoQ and up 33.2% YoY
- ✓ EBITDA Margin stood at 14.5%
- ✓ Net Profit stood at Rs 144.7 Million; up 2.4% QoQ and up 20.3% YoY
- ✓ PAT Margin of 8.3%
- ✓ EPS was at Rs. 3.10; up 6.2% QoQ and up 20.6% YoY

➤ People:

- ✓ Net addition of 15 in the Quarter
- ✓ Total Headcount ~ 1,415

**Note: 1. Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)
2. Financial performance Q1FY18, Q4FY17 and Q1FY17 are as per IND AS**

NEW CLIENT WINS – Q1 FY18

Acquired 9 new clients, prominent of them are:



A leading land services provider

A cutting edge solution utilizing analytics, cloud and SaaS to provide leasing clients with a complete digital lending experience; gaining real-time insights and actionable intelligence to increase operational efficiency



A leading global biotechnology company

A Digital Transformation solution, leveraging real-time analytics and technologies like smartwatch to increase sales efficiency of a leading global biotechnology company



A leading higher educational institution

A content rich online portal for students, enhancing user experience and catering to all the information needs of a leading educational institution



A leading online healthcare platform

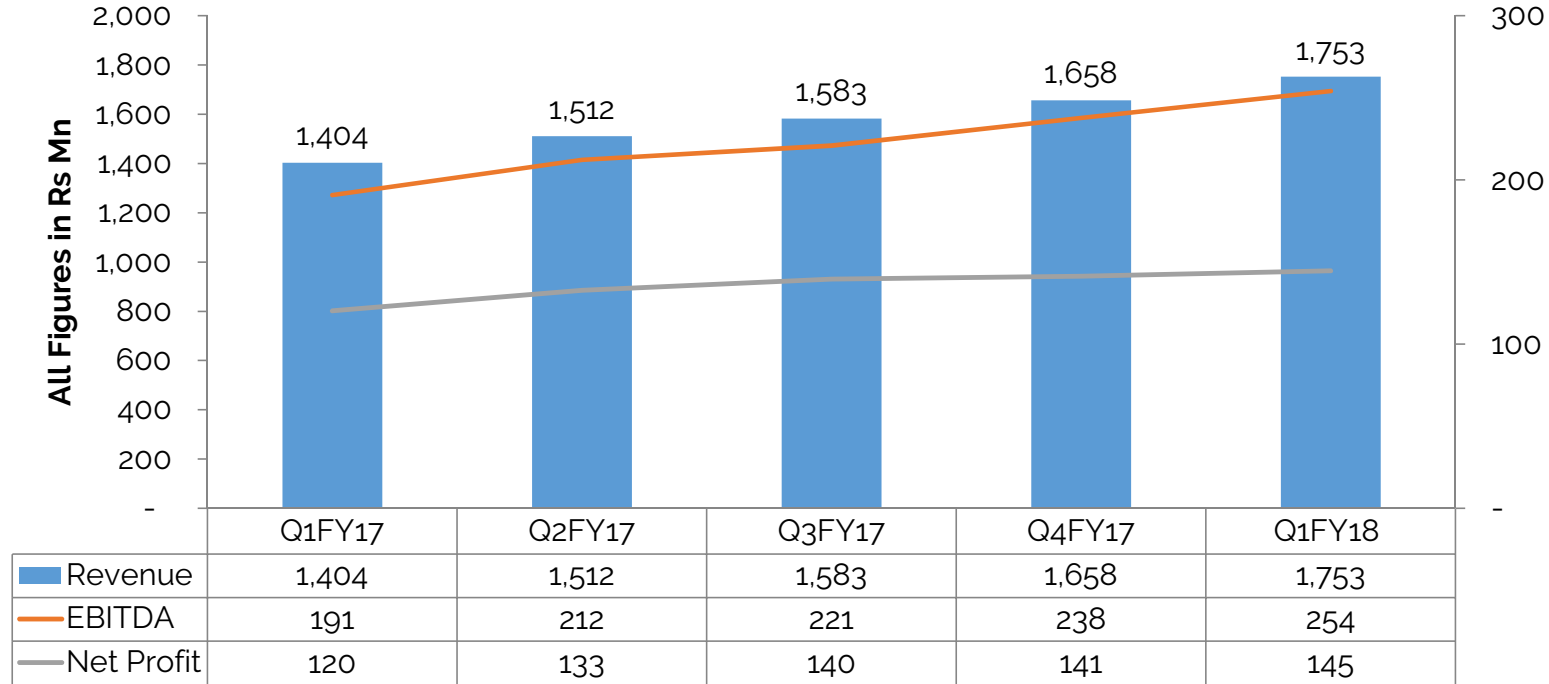
A mobile first health care solution to enhance the quality of healthcare services for a leading online healthcare platform

AGENDA



- Performance Highlight
- **Financial Performance**

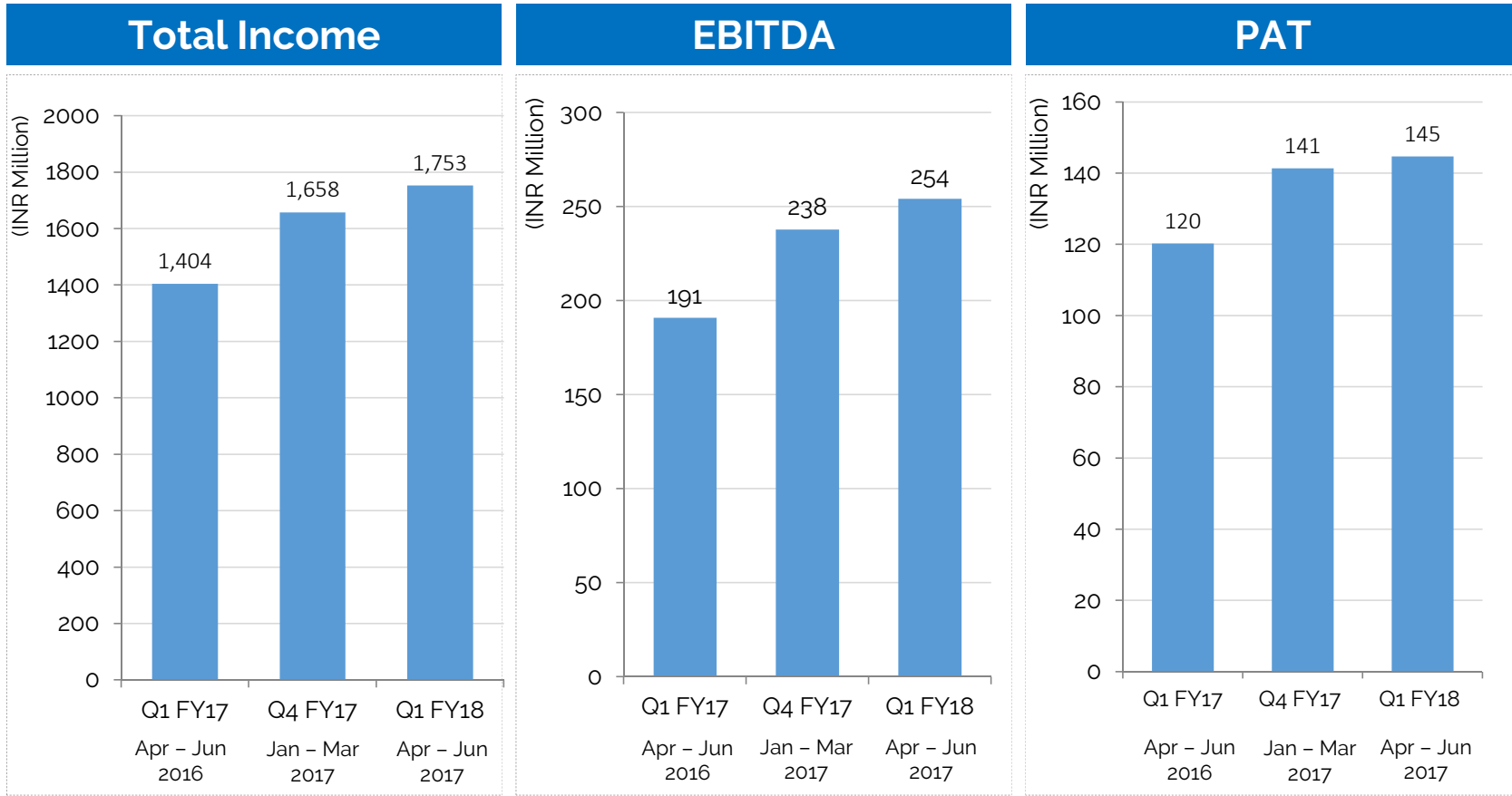
FINANCIAL SUMMARY – Q1 FY18



- Growth in APAC market, due to increased traction for digital opportunities
- Increasing focus on BFSI market, extending digital transformation to banking and financial sector
- Won multiple prestigious awards from industry-leading platforms; enhancing brand value and recognition

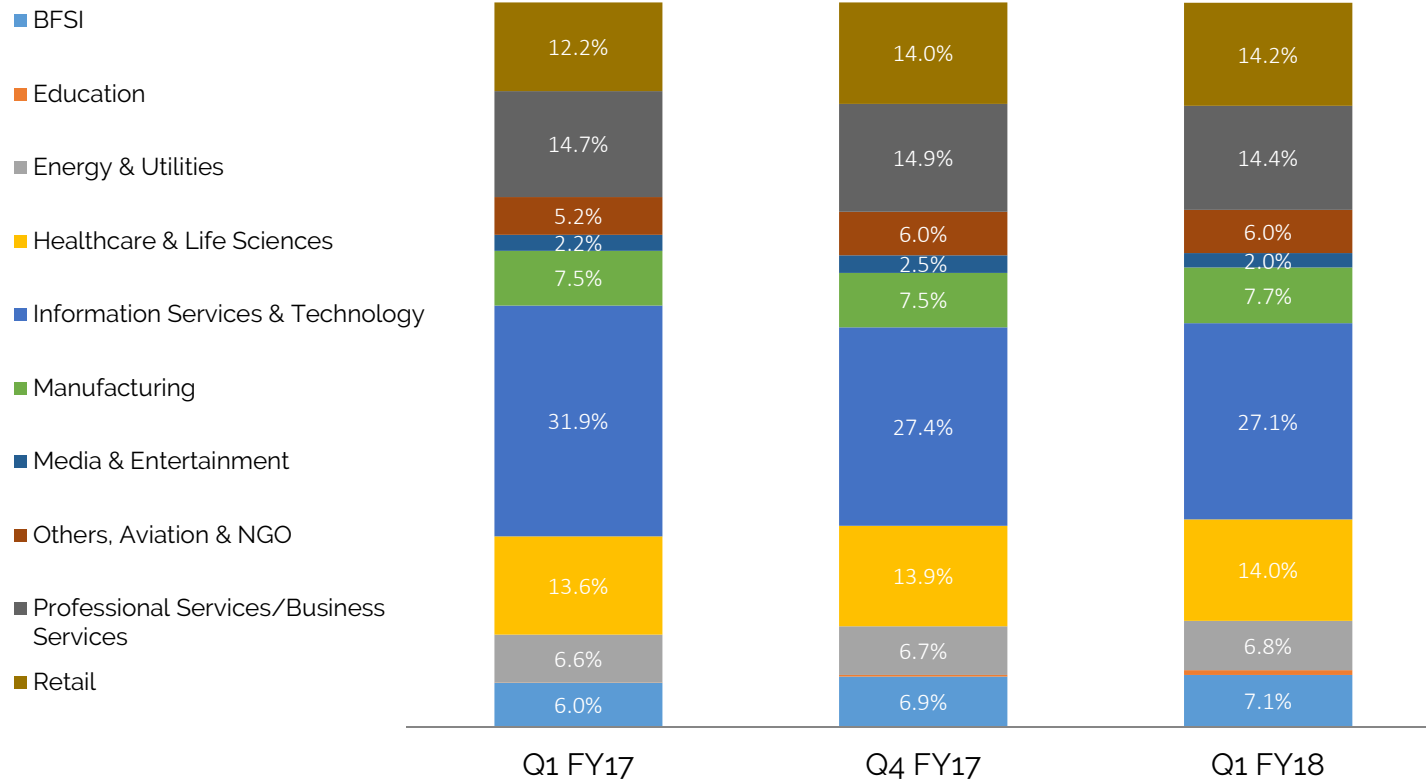
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FINANCIAL SUMMARY – Q1 FY18



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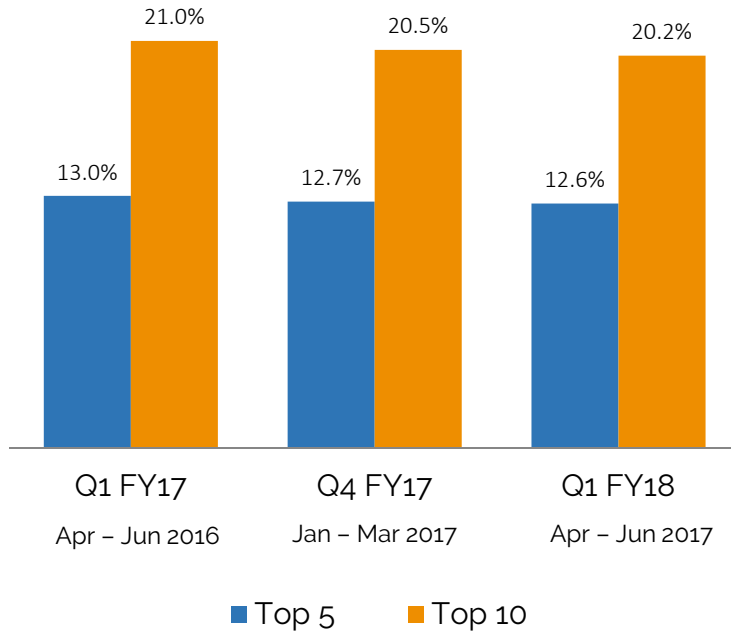
REVENUE BY INDUSTRY – Q1 FY18



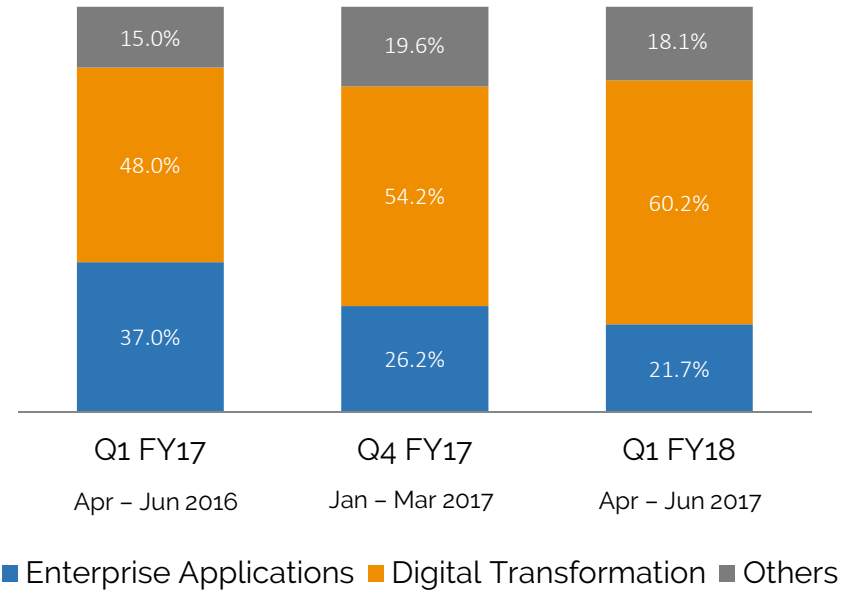
REVENUE ANALYSIS – Q1 FY18



By Clients



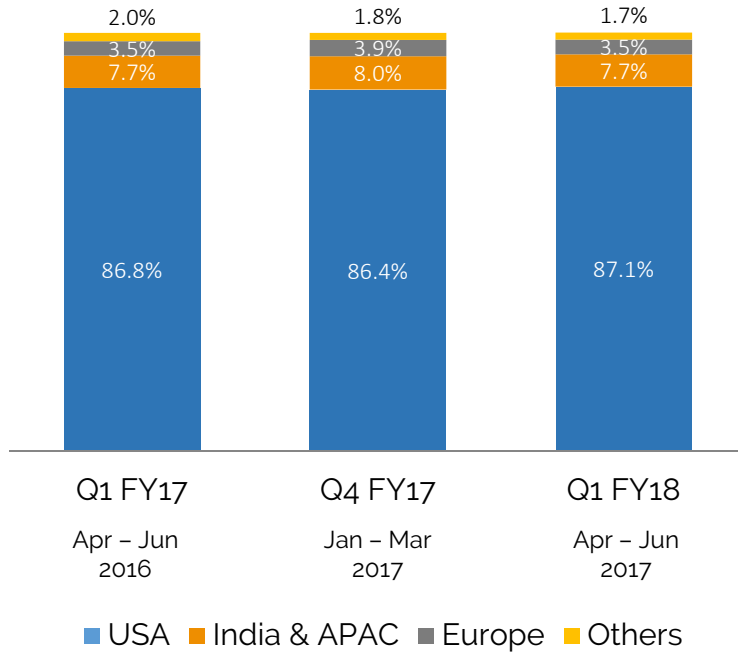
By Business



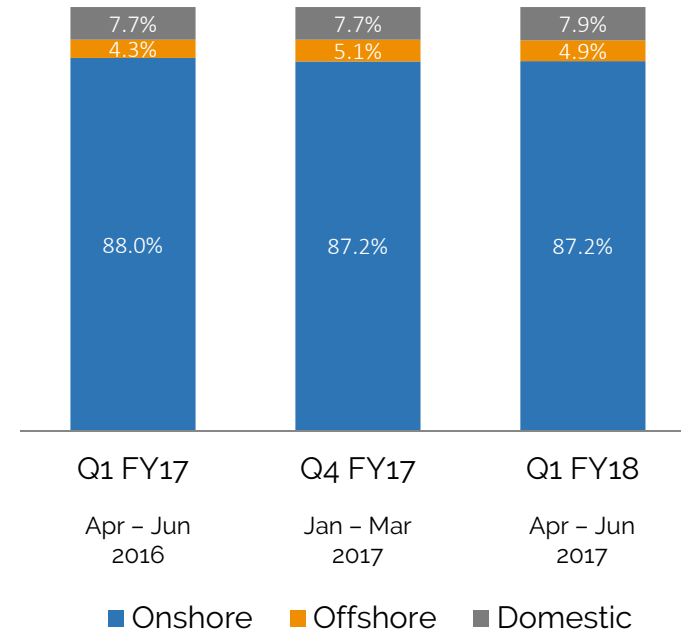
REVENUE ANALYSIS – Q1 FY18



By Geography



By Delivery Location





KELLTON TECH

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