



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, May 30th, 2018

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
--	--

Dear Sir/Madam,

Sub:

1. Press Release on financial results for the quarter and year ended March 31st, 2018.

Ref: Symbol: KELLTONTTEC

Scrip Code: 519602

It is hereby informed that the Company has planned for press release about the financial results for the quarter ended March 31st, 2018.

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


Pawni Bhawe

Company Secretary

Membership No. A48587

Encl: As above



KELLTON TECH

Kellton Tech FY18 Total Revenue at Rs 7,862.2 Million;

Up 27.1% on Y-o-Y basis

Clarification Note

With respect to the financial results for the full year and fourth quarter ended 31st March, 2018, for Kellton Tech Solutions Limited, please note that the Company has transitioned to Indian Accounting Standard (IND AS) with effect from April 1, 2017. Accordingly, the quarter and full year ended March, 2018 have been restated. Financial results for all the periods presented have been prepared in accordance with the recognition and measurement principles of IND AS 34, Interim Financial Reporting.

Hyderabad, India – 30th May, 2018 : 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 FY18** ended on 31st March, 2018.

Review of financial performance for FY18 ended 31st March, 2018

- Total revenue was Rs. 7,862.2 million for FY18 as compared to Rs. 6,184.9 million in FY17 reflecting a growth of 27.1% on Y-o-Y basis.
- The company reported an EBITDA of Rs. 1,211.2 million for FY18 as compared to Rs. 857.0 million in FY17 reflecting an increase of 41.3% on Y-o-Y basis.
- EBITDA Margin for FY18 was 15.4% as compared to 13.9% in FY17
- Net profit stood at Rs 683.9 million for FY18 as compared to Rs 530.6 million in FY17 reflecting a growth of 28.9% on Y-o-Y basis.
- EPS stood at Rs 6.60 for FY18 as compared to Rs 5.39 in FY17, up by 22.4 % on Y-o-Y basis.

Review of financial performance for the quarter ended 31st March, 2018

- Total revenue was Rs 2,149.3 million during the quarter under review, up 2.0% on Q-o-Q basis and 28.7% increase on Y-o-Y basis.
- The Company reported an EBITDA of Rs 365.2 million for Q4FY18, an increase of 15.6% on Q-o-Q basis and up 53.7% on Y-o-Y basis.
- EBITDA margin for the quarter under review was 17.0% as compared to 15.0% in Q3 FY18 and 14.2% in Q4FY17.
- Net profit stood at Rs 223.1 million for Q4FY18, reflecting a growth of 31.0% on Q-o-Q basis and 57.9% on Y-o-Y basis.
- EPS stood at Rs 1.86 for Q4FY18, registering 9.4% increase on Q-o-Q basis and 29.0% increase on Y-o-Y basis.

Business Highlights of FY18

- Acquired PlanetPro, a Silicon Valley-based global firm providing Salesforce.com, Analytics, and Custom Program services to enterprise clients
- Kellton Tech drives innovation in the Energy Sector with its IoT enabled AI Platform
- Upgraded to CMMI Level 5 Certified company, thus scaling the pinnacle of global quality and process standards
- Kellton Tech ranked number 23 fastest growing technology company on the Deloitte Technology Fast50 India 2017

New Client Wins during Q4 FY18

Acquired 10 new clients, prominent of them are:

- Redefining the customer journey using an advanced Cloud-based, digital healthcare platform for one of the largest medical technology manufacturer in the US
- Delivering resilient, scalable cloud based solution for a leading Non-Banking Finance Company
- Fueling the next wave of growth with Artificial Intelligence for the largest corporate & leisure travel agencies in Indonesia
- Implementing Network Analysis and Anomaly Detection for an award-winning provider of intelligence products and advanced analytics solutions
- Redefining the Operations using analytics and location based technologies for the largest and the fastest growing food service company in India

Commenting on the results, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech, said: "The year ended on a positive note. With investments in leadership development, brand building, technology, and innovation, we are now trusted digital transformation partners for our clients. This year leveraging our expertise in Artificial Intelligence, Analytics, Cloud, and the Internet of Things (IoT) we will deliver innovative solutions for our clients, sustaining growth and improving shareholder value said, Mr. Niranjana Chintam, Chairman & Whole-time Director, Kellton Tech."

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.kellontech.com

Investor / Analyst contact:

Asha Gupta
Christensen IR
+91-22-4215-0210
agupta@christensenir.com

Media Contact

Anupam Kumari
Kellton Tech Solutions Ltd
+91-81795 92650
anupam.kumari@kellontech.com

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.kellontech.com. Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.



KELLTON TECH

“Infinite possibilities with technology”

Q4 FY18 Earnings Presentation

- May 30, 2018



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

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company’s business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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

➤ Financial Highlights:

- ✓ Total revenue of Rs 7,862.2 Million; up 27.1% YoY

➤ Profit:

- ✓ EBITDA was at Rs 1,211.3 Million; up 41.3% YoY
- ✓ EBITDA Margin stood at 15.4%
- ✓ Net Profit stood at Rs 683.9 Million; up 28.9% YoY
- ✓ PAT Margin of 8.7%
- ✓ EPS was at Rs 6.60; up 22.4 % YoY

HIGHLIGHTS OF THE YEAR - FY18



- Acquired PlanetPro, a Silicon Valley-based global firm providing Salesforce.com, Analytics, and Custom Program services to enterprise clients
- Kellton Tech drives innovation in the Energy Sector with its IoT enabled AI Platform
- Upgraded to CMMI Level 5 Certified company, thus scaling the pinnacle of global quality and process standards
- Kellton Tech ranked number 23 fastest growing technology company on the Deloitte Technology Fast50 India 2017

Q4 FY18 – HIGHLIGHTS

➤ Financial Highlights:

- ✓ Total revenue of Rs 2,149.3 Million; up 2.0% QoQ and up 28.7% YoY

➤ Profit:

- ✓ EBITDA was at Rs 365.2 Million; up 15.6% QoQ and up 53.7% YoY
- ✓ EBITDA Margin stood at 17.0%
- ✓ Net Profit stood at Rs 223.1 Million; up 31% QoQ and up 57.9% YoY
- ✓ PAT Margin of 10.4%
- ✓ EPS was at Rs. 1.86; up 9.4% QoQ and up 29.0% YoY

Note: 1. Financial performance Q4FY18, Q3FY18 and Q4FY17 are as per IND AS

NEW CLIENT WINS – Q4 FY18

Acquired 10 new clients, prominent of them are:



**Digital
Healthcare
Platform**

Redefining the customer journey using an advanced Cloud-based, digital healthcare platform for one of the largest medical technology manufacturer in the US



**A leading Non-
Banking Finance
Company**

Delivering resilient, scalable cloud based solution for a leading Non-Banking Finance Company



**Largest corporate &
leisure travel
agencies**

Fueling the next wave of growth with Artificial Intelligence for the largest corporate & leisure travel agencies in Indonesia



**An award-winning
provider of
intelligence products**

Implementing Network Analysis and Anomaly Detection for an award-winning provider of intelligence products and advanced analytics solutions



**Fastest growing food
service company**

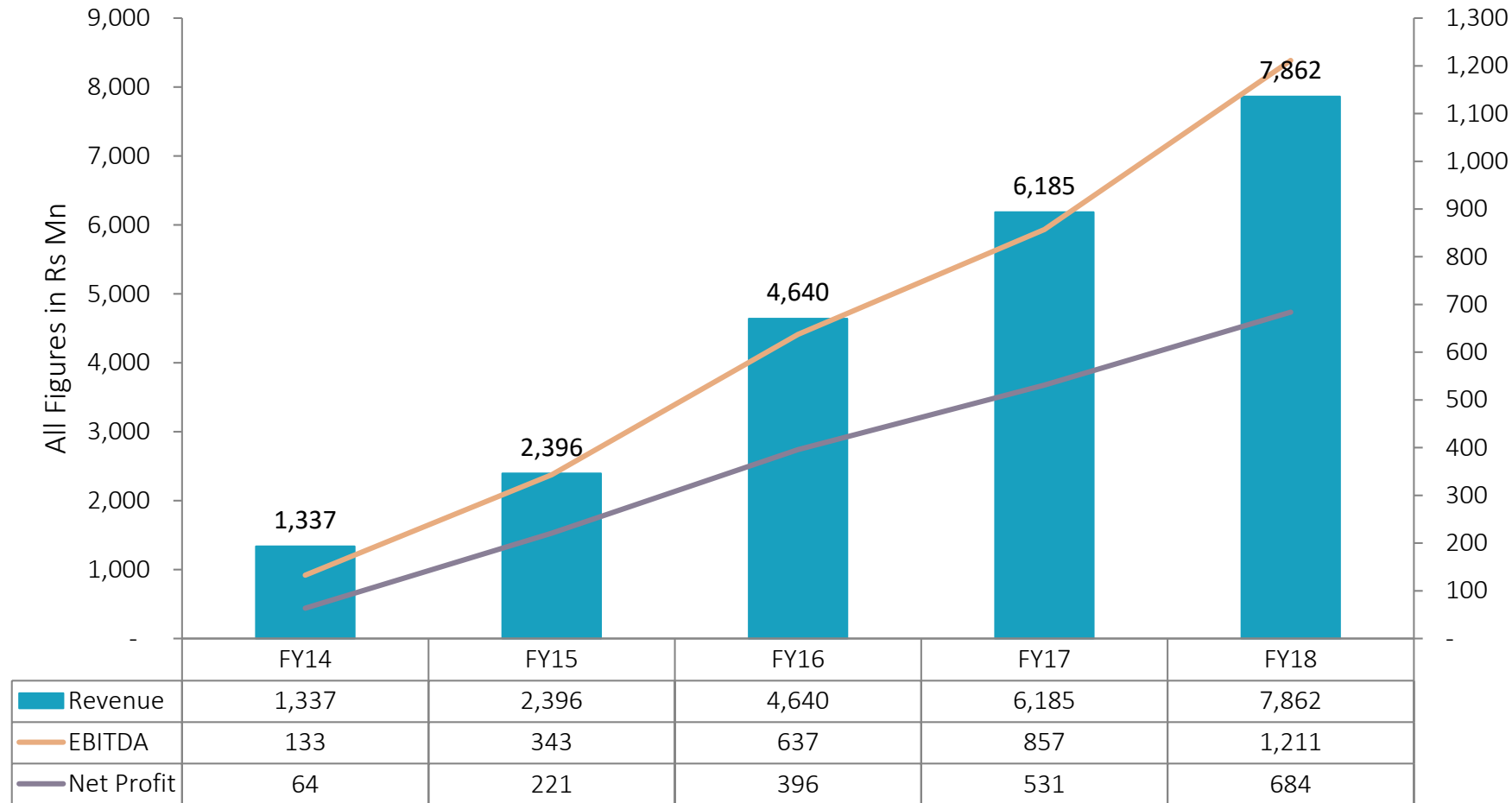
Redefining the Operations using analytics and location based technologies for the largest and the fastest growing food service company in India

AGENDA



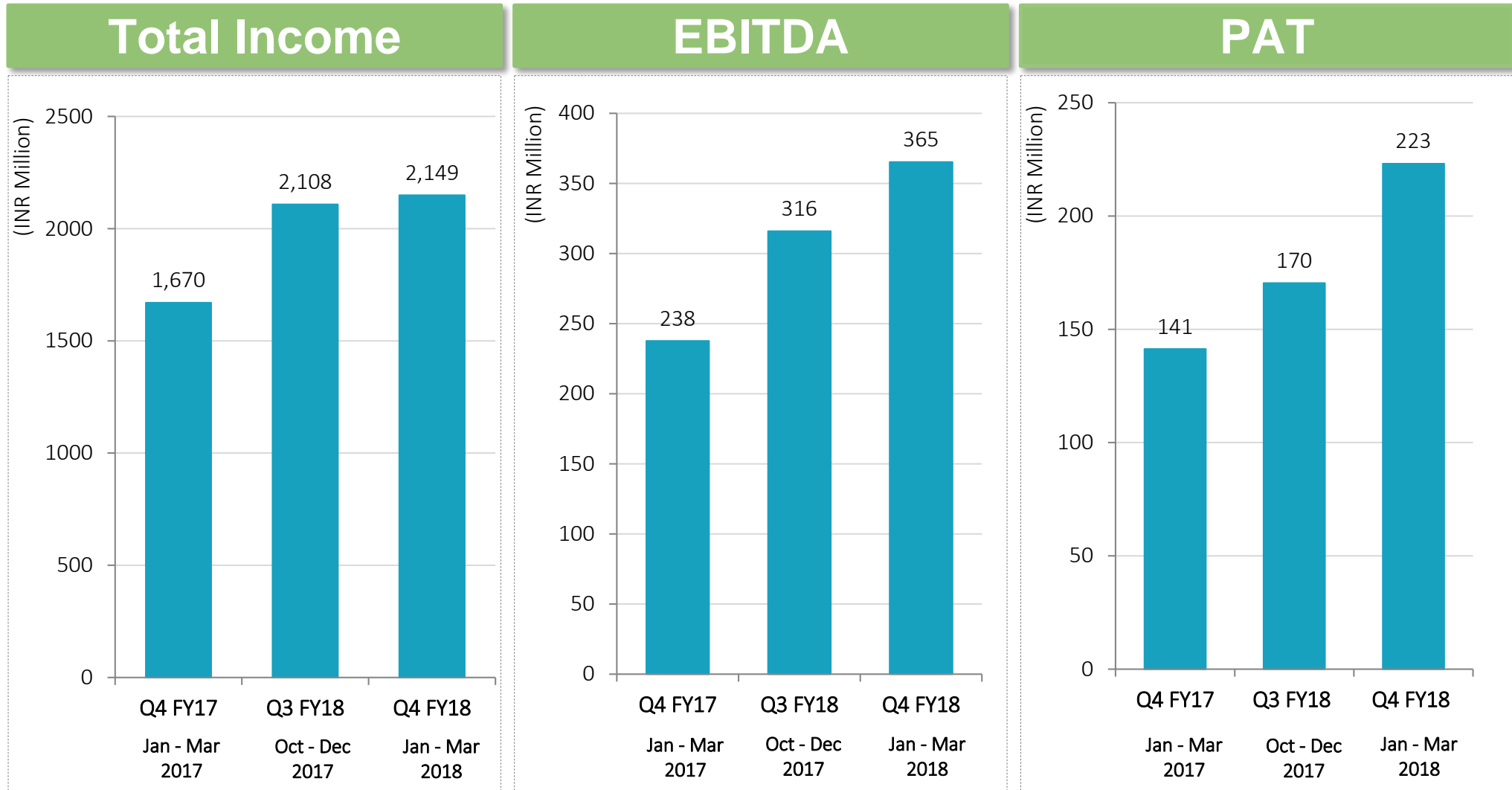
- Performance Highlight
- **Financial Performance**

FINANCIAL SUMMARY – FY18



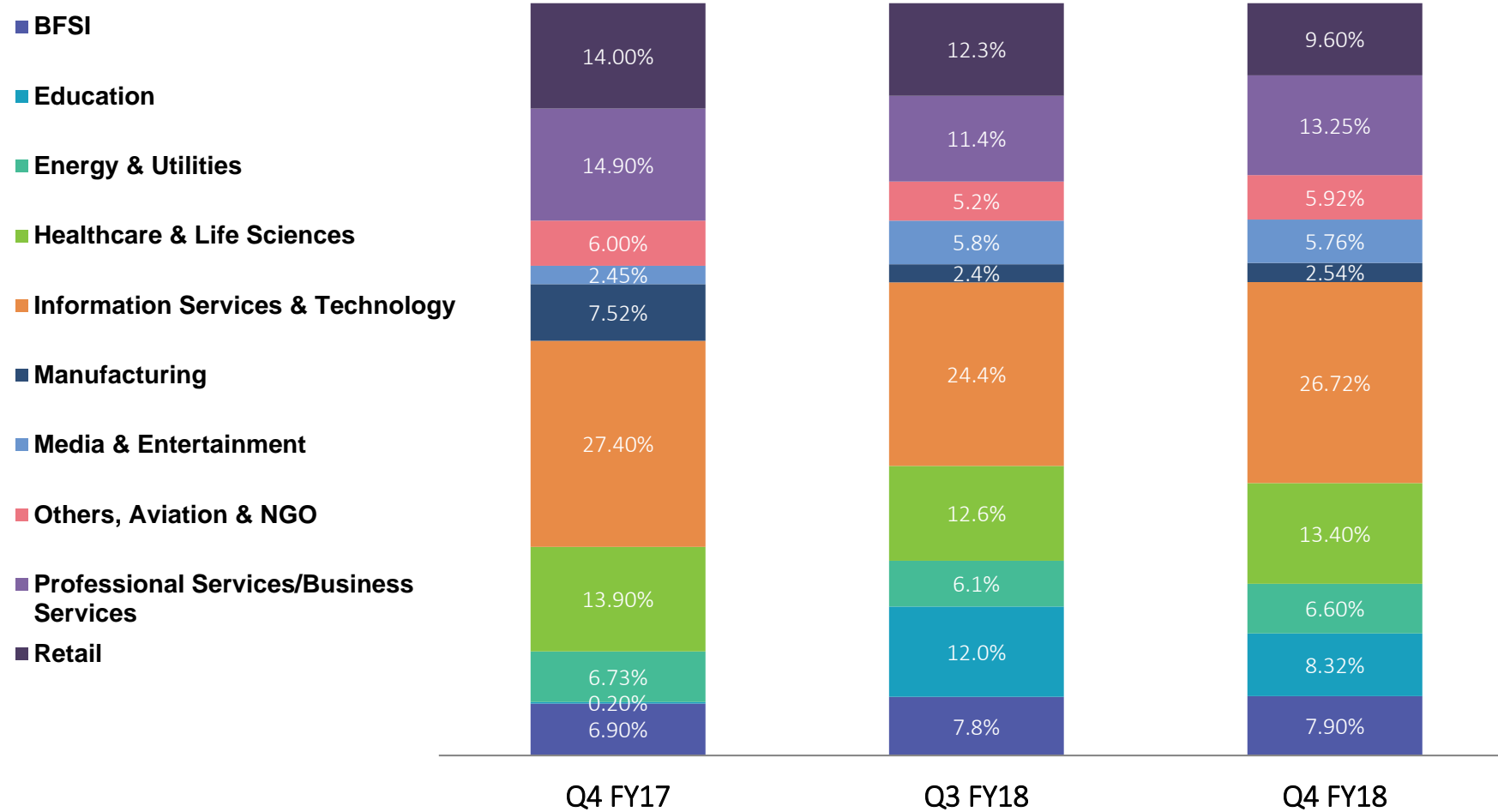
Note: 1. FY14, FY15 and FY16 are as per old accounting standard, this may change based on IND AS requirement

FINANCIAL SUMMARY – Q4 FY18



Note: 1. Financial performance Q4FY18, Q3FY18 and Q4FY17 are as per IND AS

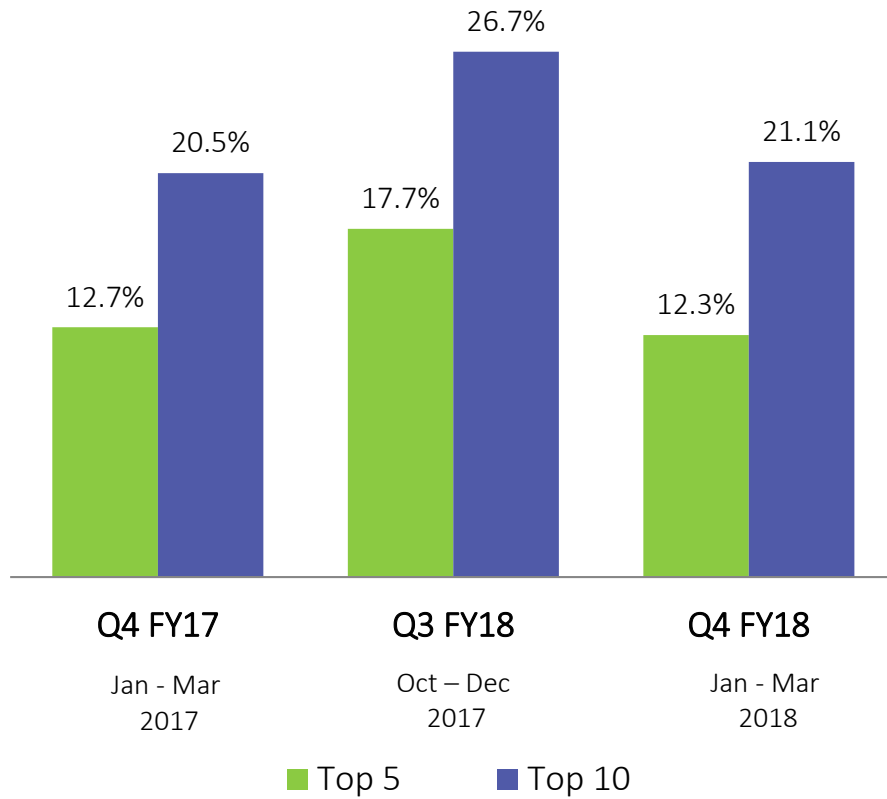
REVENUE BY INDUSTRY – Q4 FY18



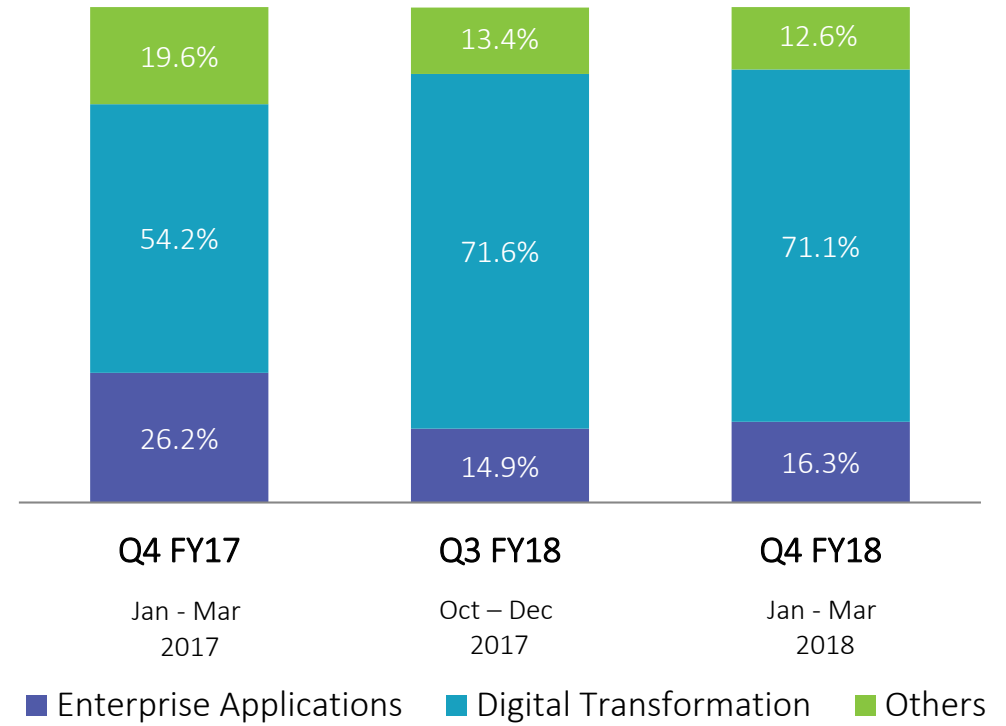
REVENUE ANALYSIS – Q4 FY18



By Clients



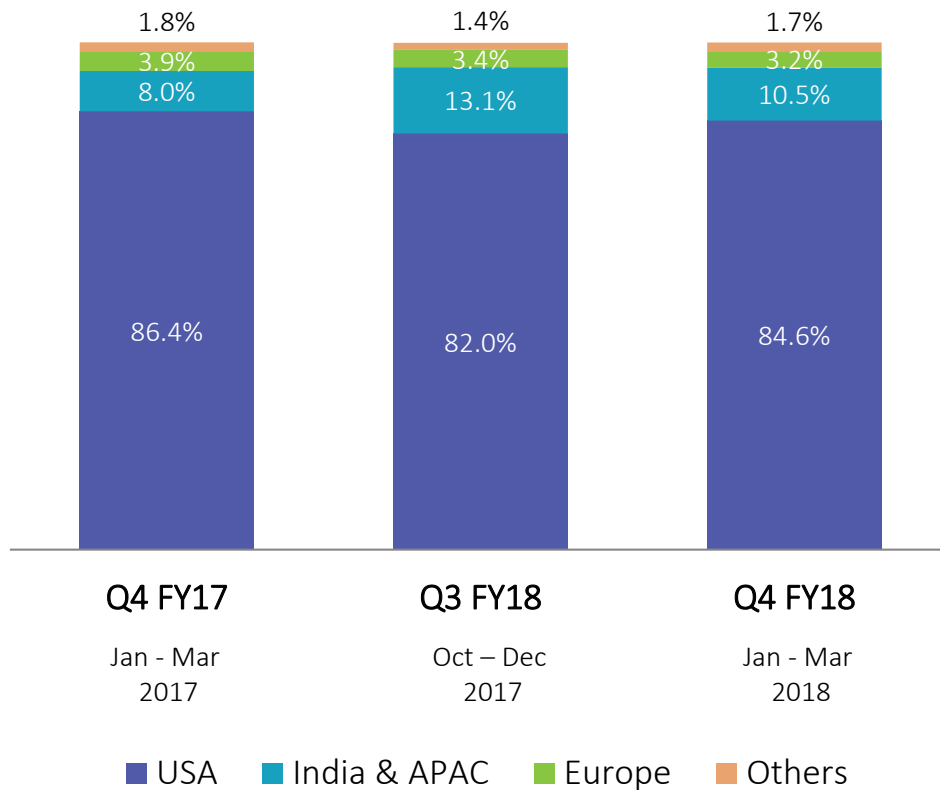
By Business



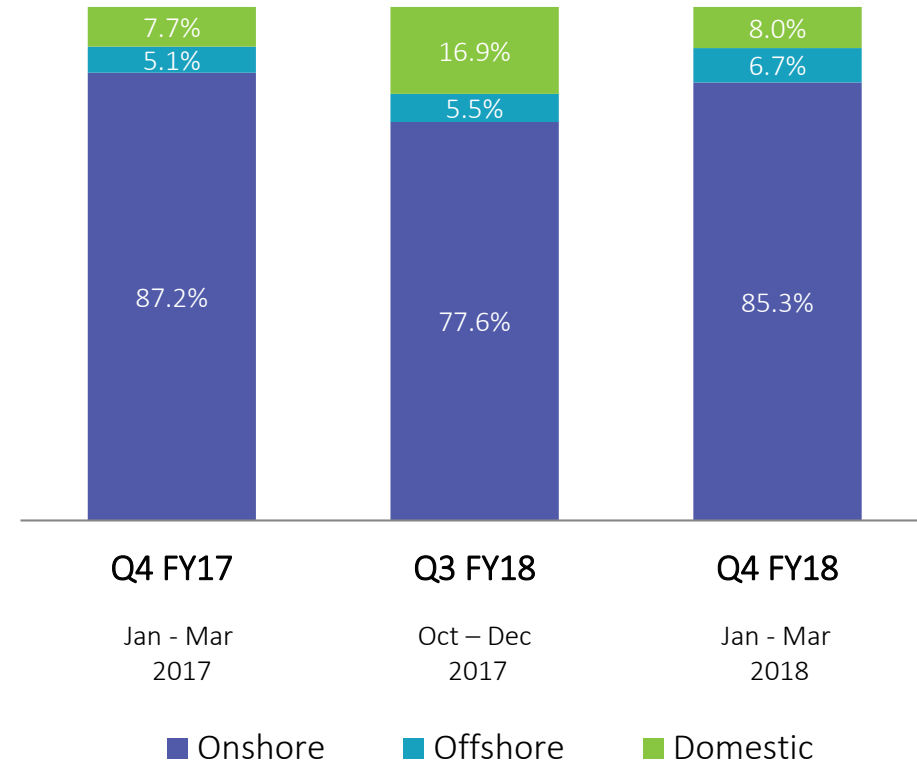
REVENUE ANALYSIS – Q4 FY18

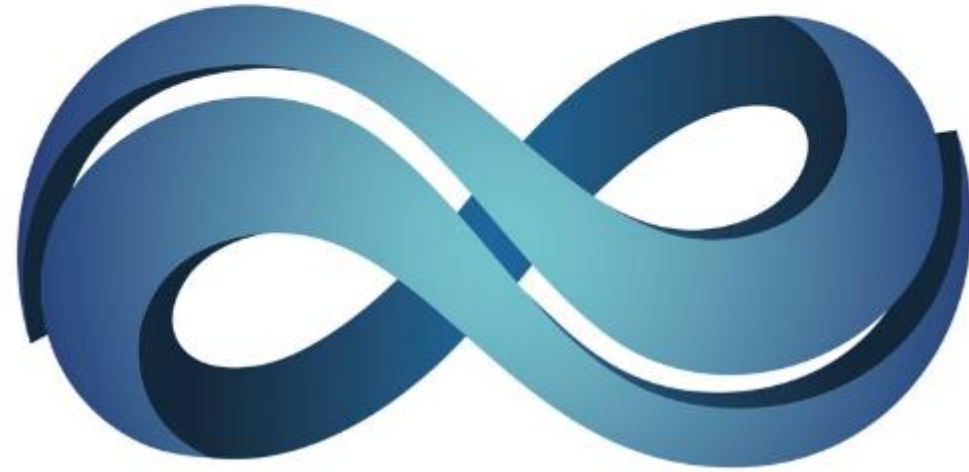


By Geography



By Delivery Location





KELLTON TECH

© 2018 Kellton Tech Solutions Limited, All Rights Reserved.

Kellton Tech Solutions Limited Logo is trademarks of Kellton Tech Solutions Limited

In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.