



KELLTON TECH

Q1 FY18 Earnings Presentation

September 12th, 2017

Infinite possibilities with technology

SAFE HARBOR



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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.
- Featured in the Forbes Asia's latest 'Best under a Billion' list of the top 200 publicly traded companies in the Asia-Pacific region.

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



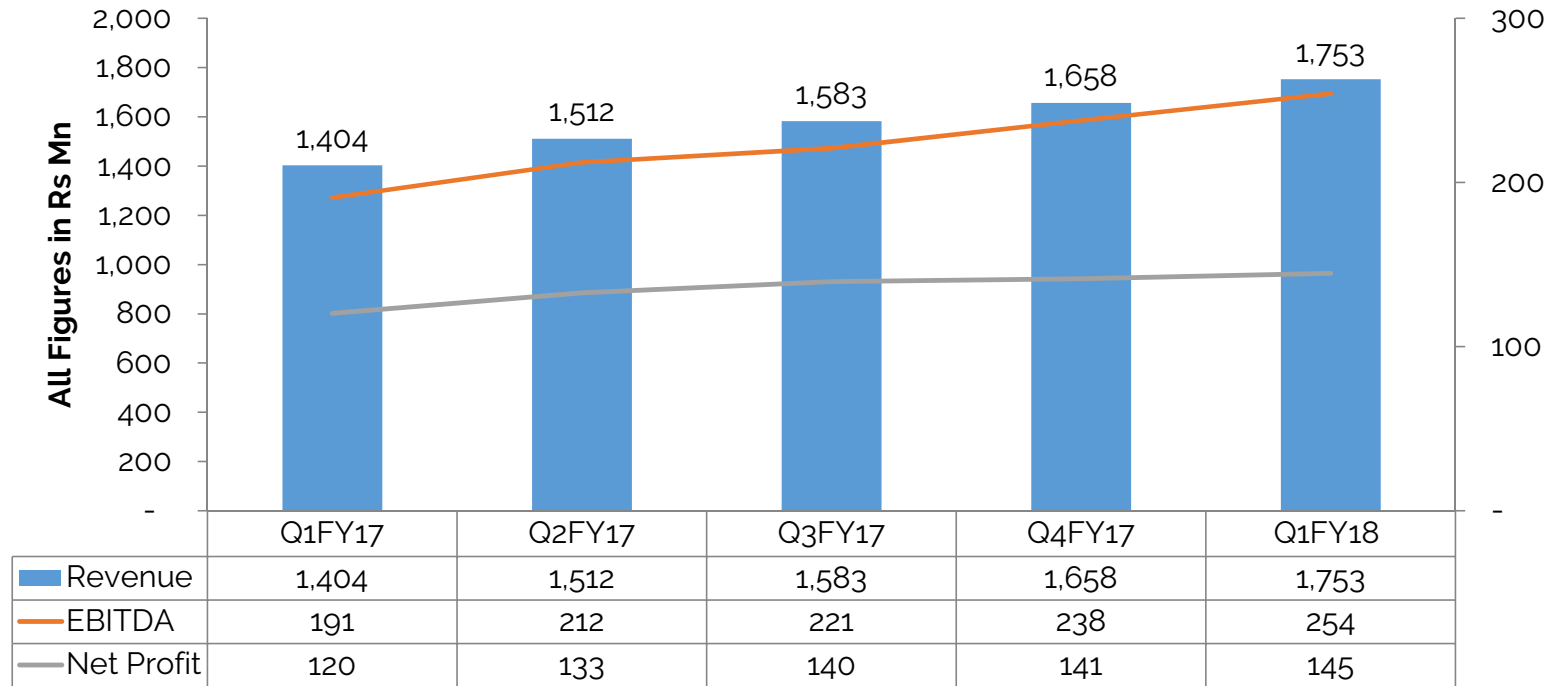
A leading online healthcare platform

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

AGENDA

- Performance Highlight
- **Financial Performance**

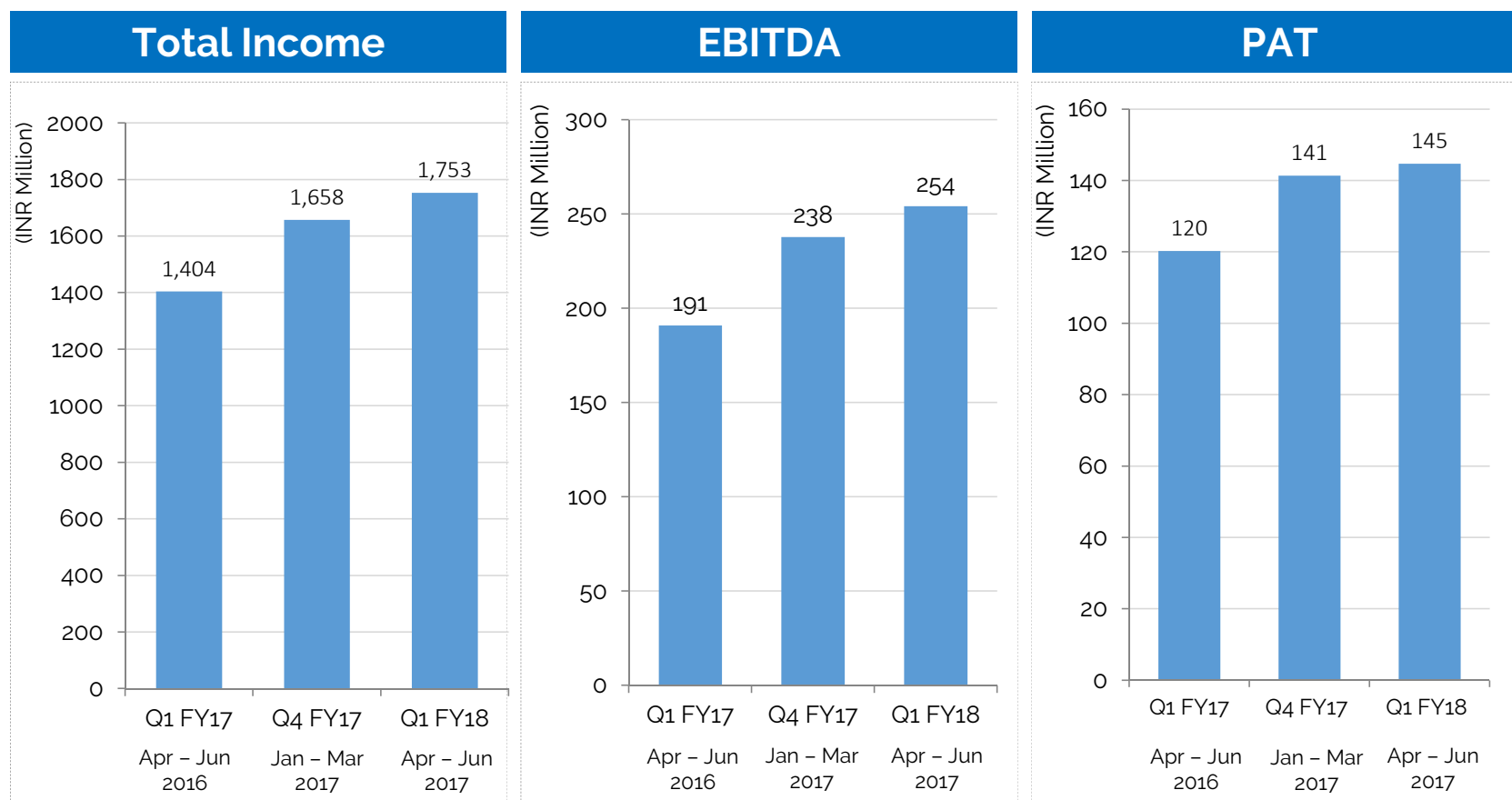
FINANCIAL SUMMARY – Q1 FY18



- 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

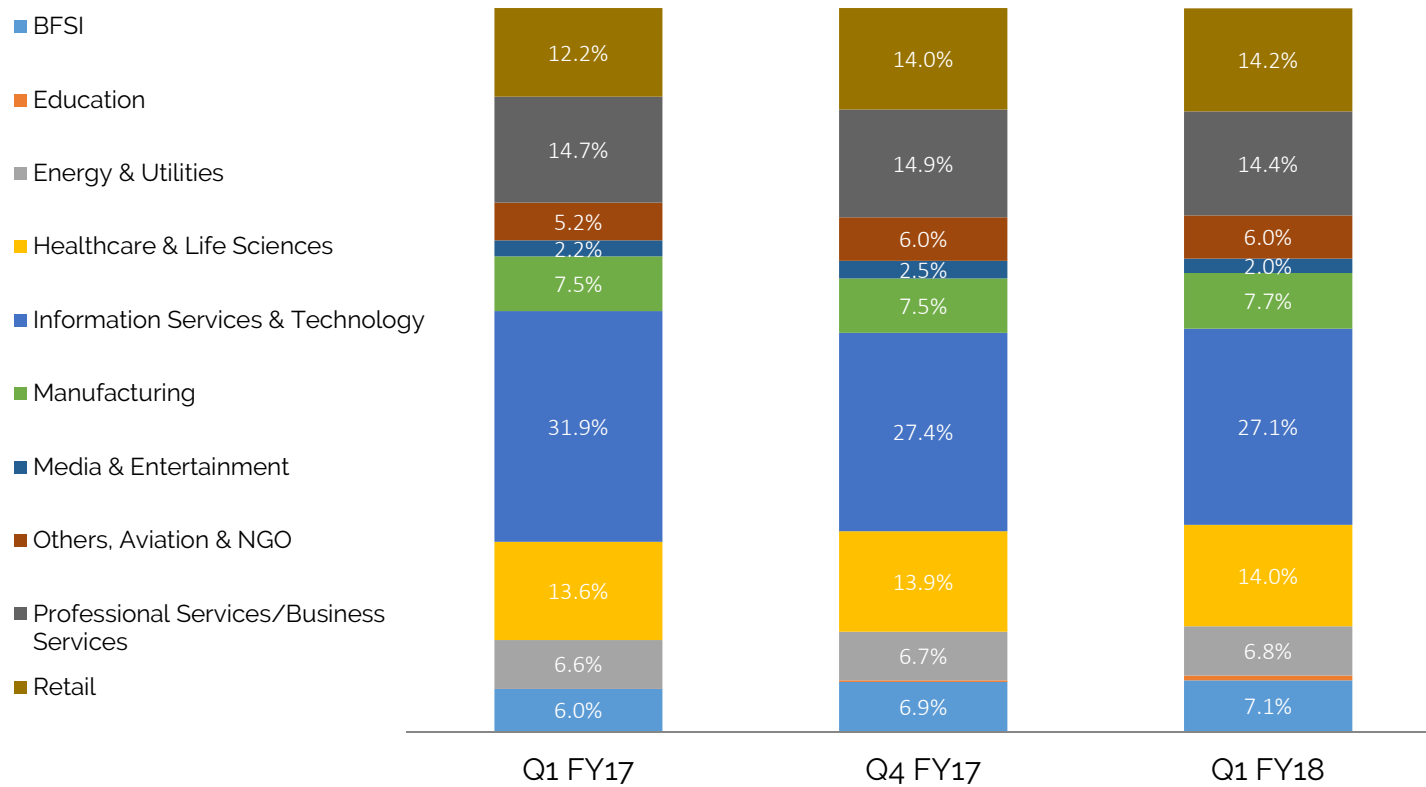
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FINANCIAL SUMMARY – Q1 FY18



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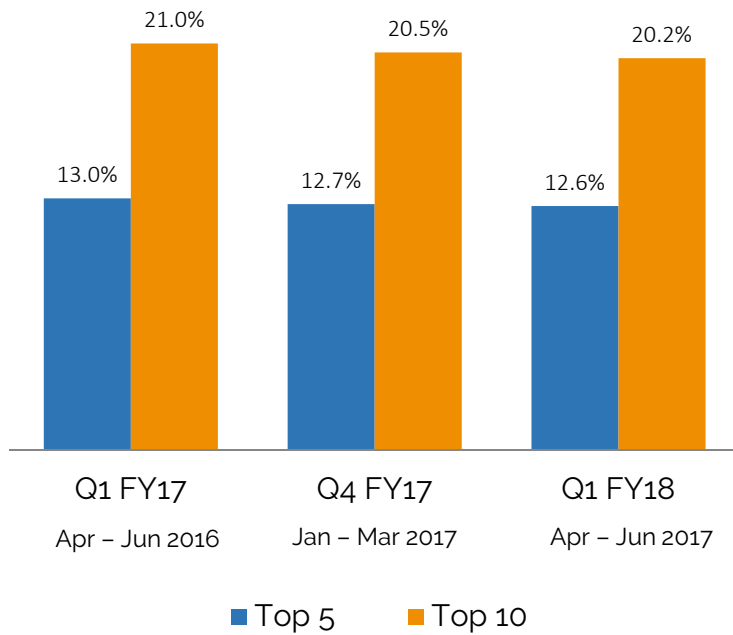
REVENUE BY INDUSTRY – Q1 FY18



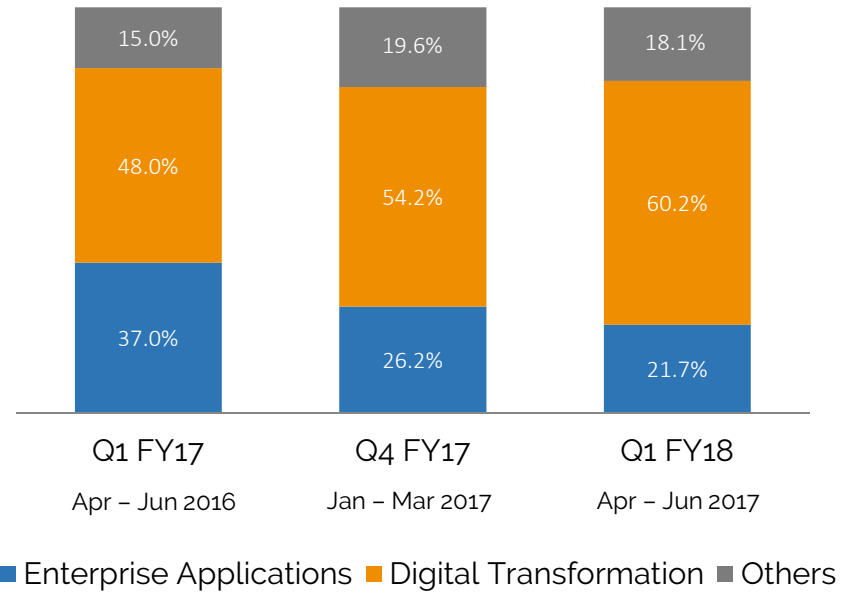
REVENUE ANALYSIS – Q1 FY18



By Clients



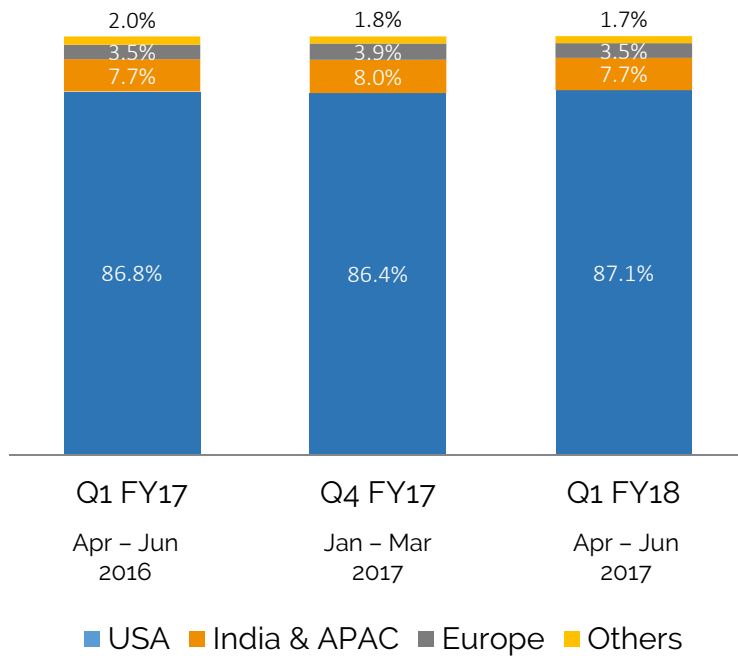
By Business



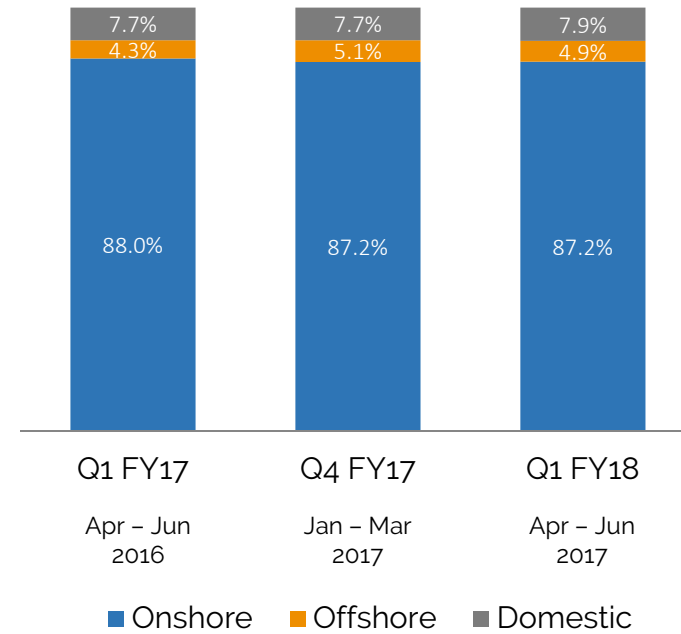
REVENUE ANALYSIS – Q1 FY18

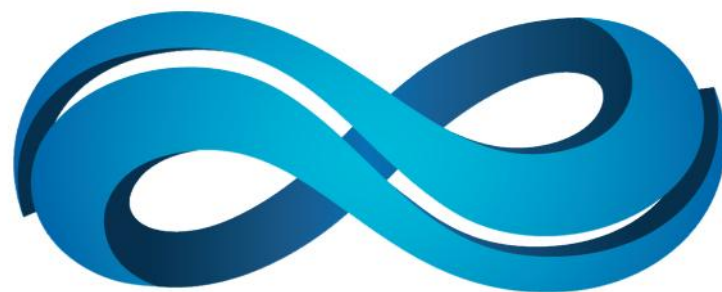


By Geography



By Delivery Location





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