



KELLTON TECH

“Infinite possibilities with technology”

H1 / Q2-FY19 Earnings Presentation

- 14th November 2018



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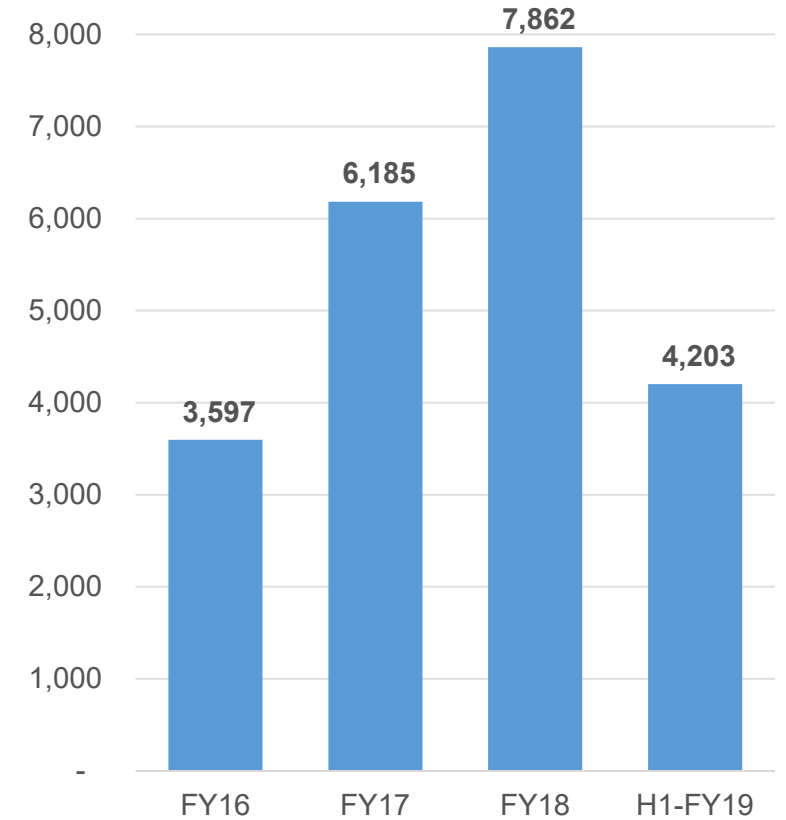
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COMPANY OVERVIEW



- 1** Kellton Tech Solutions Limited (earlier known as VMF Softech Limited) was taken over by new management in the year 2009
- 2** Kellton Tech Solutions Limited is an India based CMMI level 5 & ISO 9001:2015 certified IT Services Company having offices in India (Gurugram, Hyderabad and Lucknow) ; USA (California, Virginia and Chicago) & Europe (Ireland, United Kingdom)
- 3** Offers digital transformation solutions, technical consulting, integration solutions and enterprise solutions for over 200 clients worldwide ranging to enter level enterprises to Fortune 1000 companies)
- 4** Workforce of over 1,500 employees delivering excellent customer service and industry-leading growth and managed by experienced second in line management team.
- 5** Range of products include KLGAME, OPTIMA, Kellton Tech Mobility Platform and Drupal Wizard.

Consolidated Revenues (INR Mn)



KELLTON TECH, A PIONEER OF DIGITAL TRANSFORMATION



Footprint

USA, UK, Ireland, Singapore and India



Foundation

2009

Core Strength

People and Technology
ISO 9001:2015 & CMMi Level 5



Clients

Startups to Fortune 500



Ownership

Public Limited
BSE, NSE: KELLTOTEC

Team

1500+ Employees



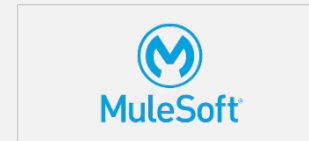
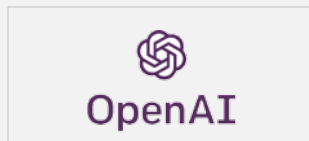
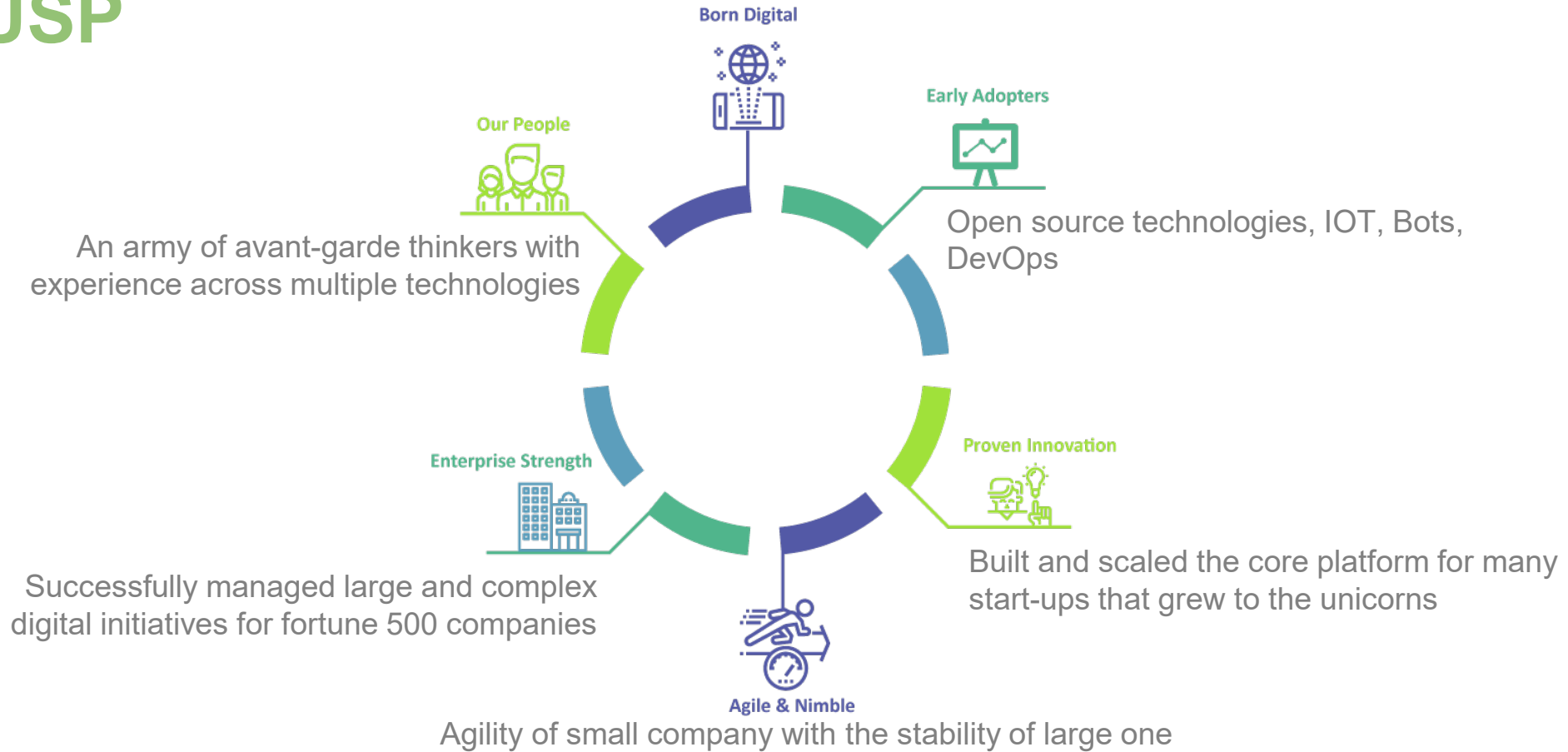
McLean | Princeton | Jersey City | Chicago | Houston | Cupertino | Dublin | London
Singapore | Delhi | Hyderabad | Kandla | Pune

WHAT WE DO?



OUR USP

Pioneer and agile leadership in next gen technologies



FINANCIAL HIGHLIGHTS - Q2-FY19



➤ Financial Highlights:

- ✓ Total revenue of INR 2,106.4 Mn; up 14.0% YoY
- ✓ EBITDA was at INR 305.4 Mn; up 10.7% YoY
- ✓ EBITDA Margin stood at 14.5%
- ✓ Net Profit stood at INR 198.5 Mn; up 32.6% YoY
- ✓ PAT Margin of 9.4%
- ✓ EPS was at INR 2.1 per share; up 29.6% YoY

FINANCIAL HIGHLIGHTS - H1-FY19



➤ Financial Highlights:

- ✓ Total Revenue of INR 4,203.2 Mn; up 16.6% YoY
- ✓ EBITDA was at 635.2 INR Mn; up 19.8% YoY
- ✓ EBITDA Margin stood at 15.1%
- ✓ Net Profit stood at INR 395.6 Mn; up 33.8% YoY
- ✓ PAT Margin of 9.4%
- ✓ EPS was at INR 4.1 per share; up 31.3% YoY

BUSINESS PERFORMANCE HIGHLIGHTS – Q2-FY19



- Kellton Tech for the 4th time made it to Deloitte Technology Fast50 India
- Kellton Tech was the Mobile App Partner for NASSCOM Annual Technology Conference (NATC) 2018
- As a Software AG partner, we were the proud sponsor of the Software AG North America User Group 2018 events—New York and Chicago—held in Sep 2018.

NEW CLIENT WINS – Q2-FY19

Acquired 16 new clients, some big wins are:



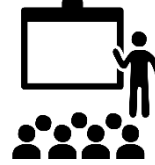
A Real Estate Lending Company

Revamping and architecting a robust and responsive platform for a commercial real estate lending company.



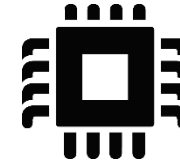
A Global Security Group

A cloud-first IoT-led SaaS platform that will connect a million devices with pre-packaged solution accelerators for a global security group based in Switzerland.



A Leading Education Services Institution

Redefined and recreated the digital buying experience for the partner with focus on user experience and e-commerce best practices.



A Product Marketing & Technology Company

Creating a product marketing and showcase platform rich with new age user experience targeted at young generation and new parents.



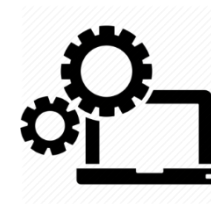
A Leading Value Chain Management Company

Designing a reporting interface to mine relevant insight from the created database that will empower the enterprise to run informed and optimised operations.



Payments & Liquidity Management Company

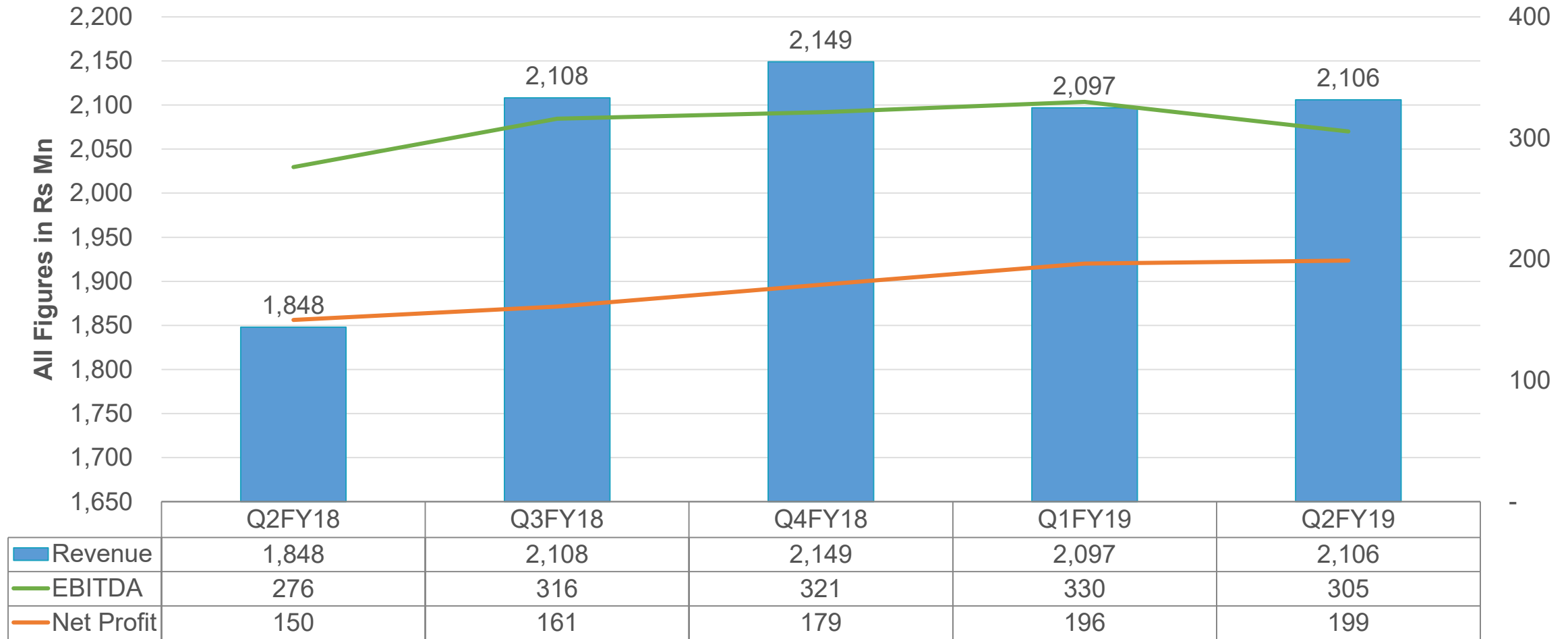
Helping the client in building new Digital platforms for increasing customer engagement, new sales and self servicing



A Leading Software Company

Building new frontend system to enhance customer journey of local county councils for this B2G player.

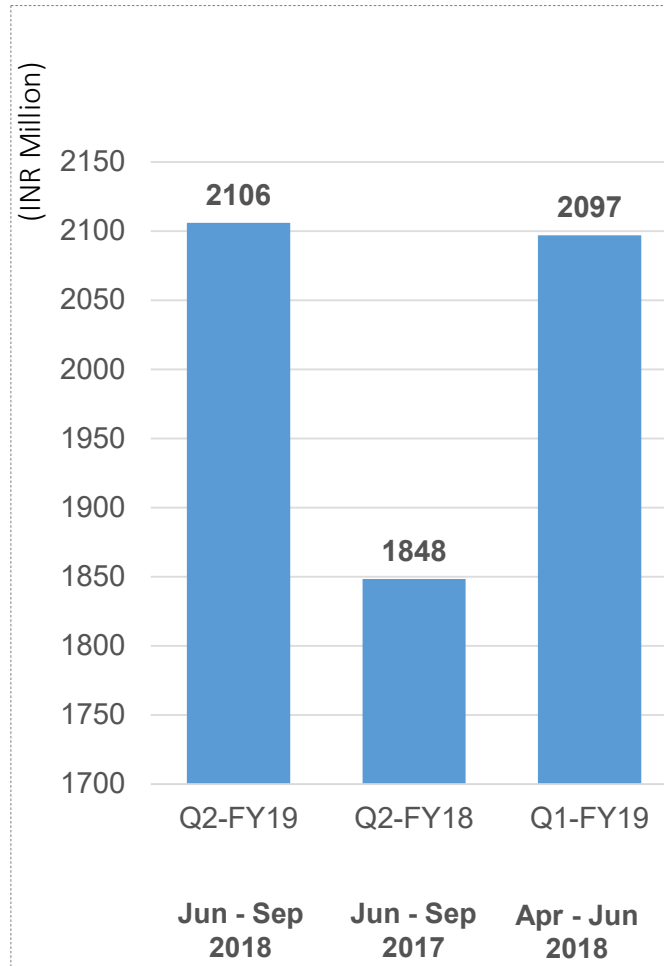
FINANCIAL SUMMARY – Q2-FY19



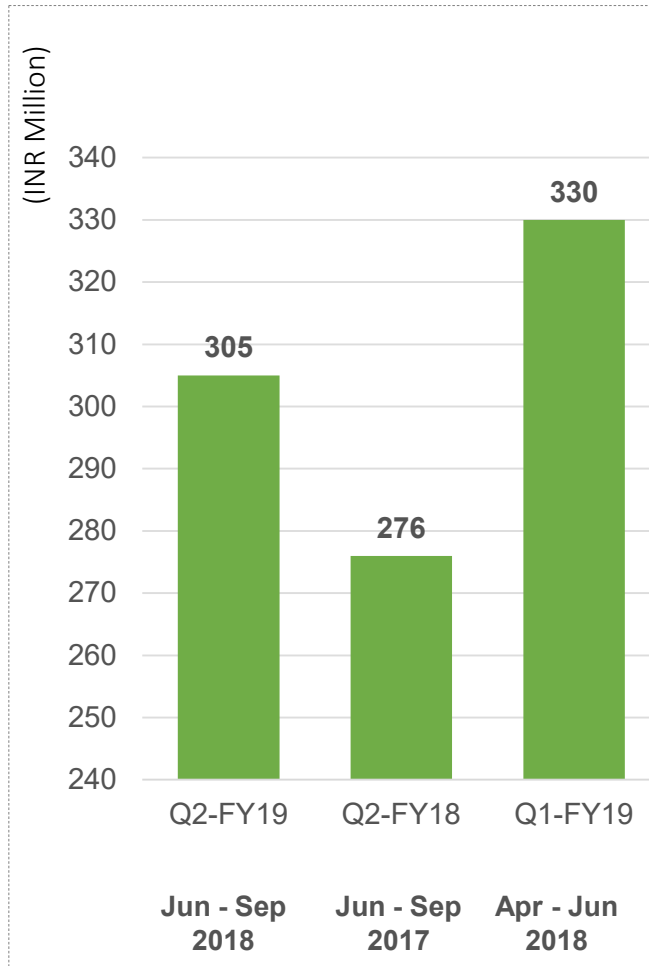
Note: 1. Financial performance Q1FY19, Q4FY18 and Q1FY18 are as per IND AS

FINANCIAL SUMMARY – Q2-FY19

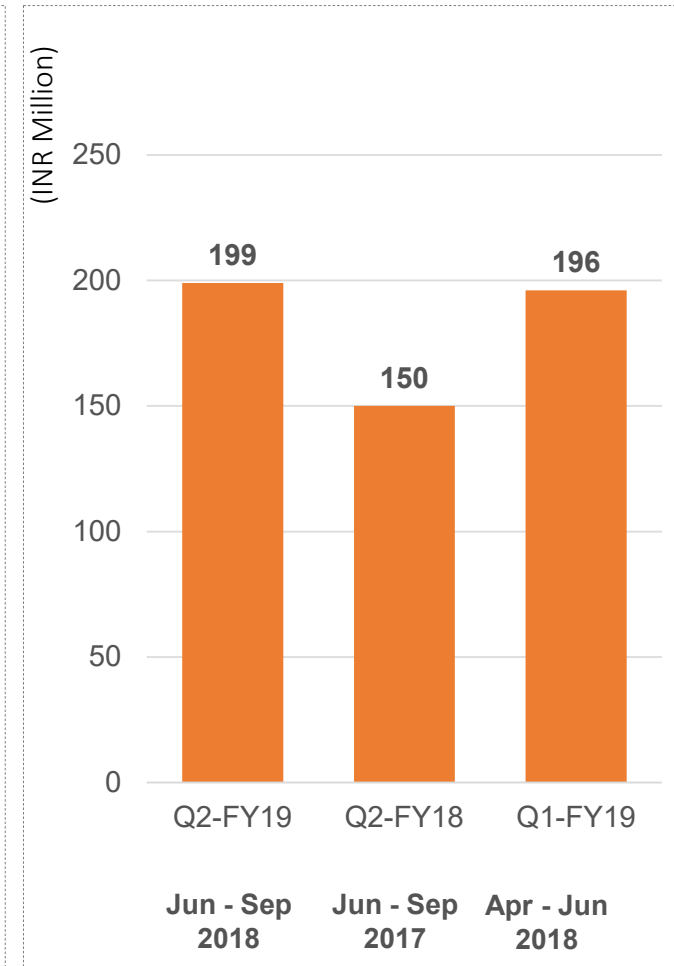
TOTAL INCOME



EBITDA



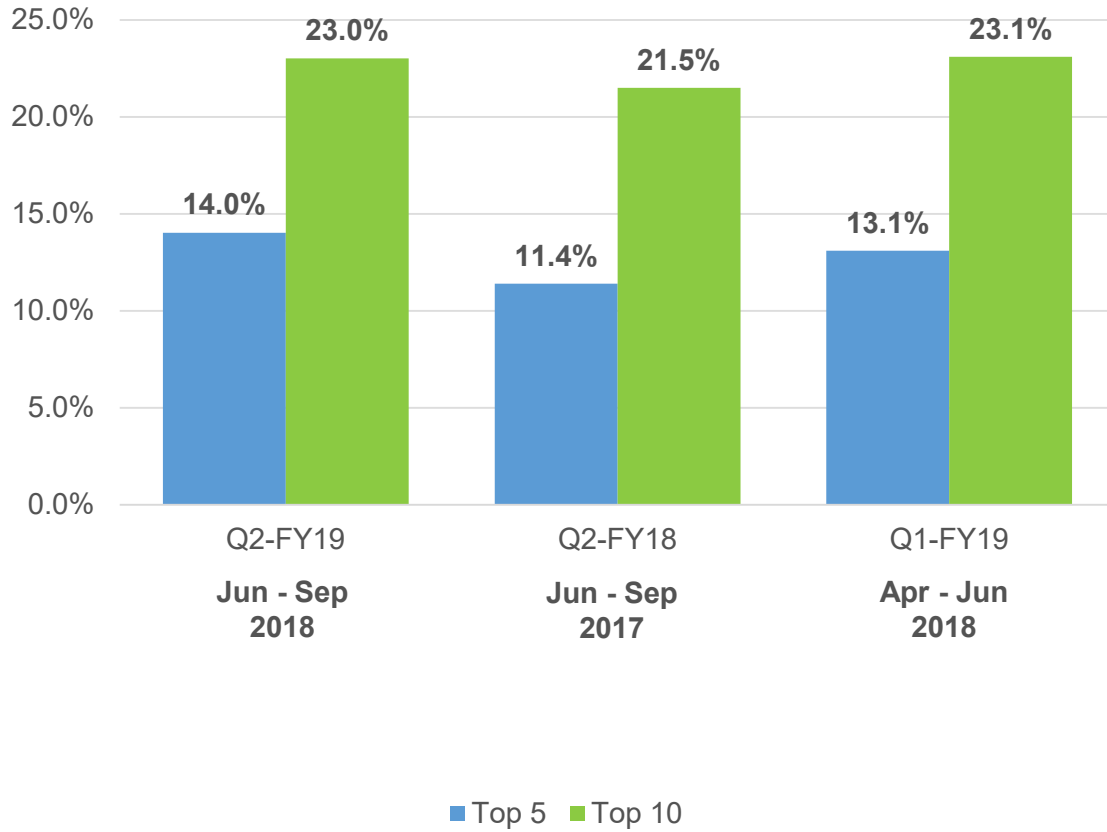
PAT



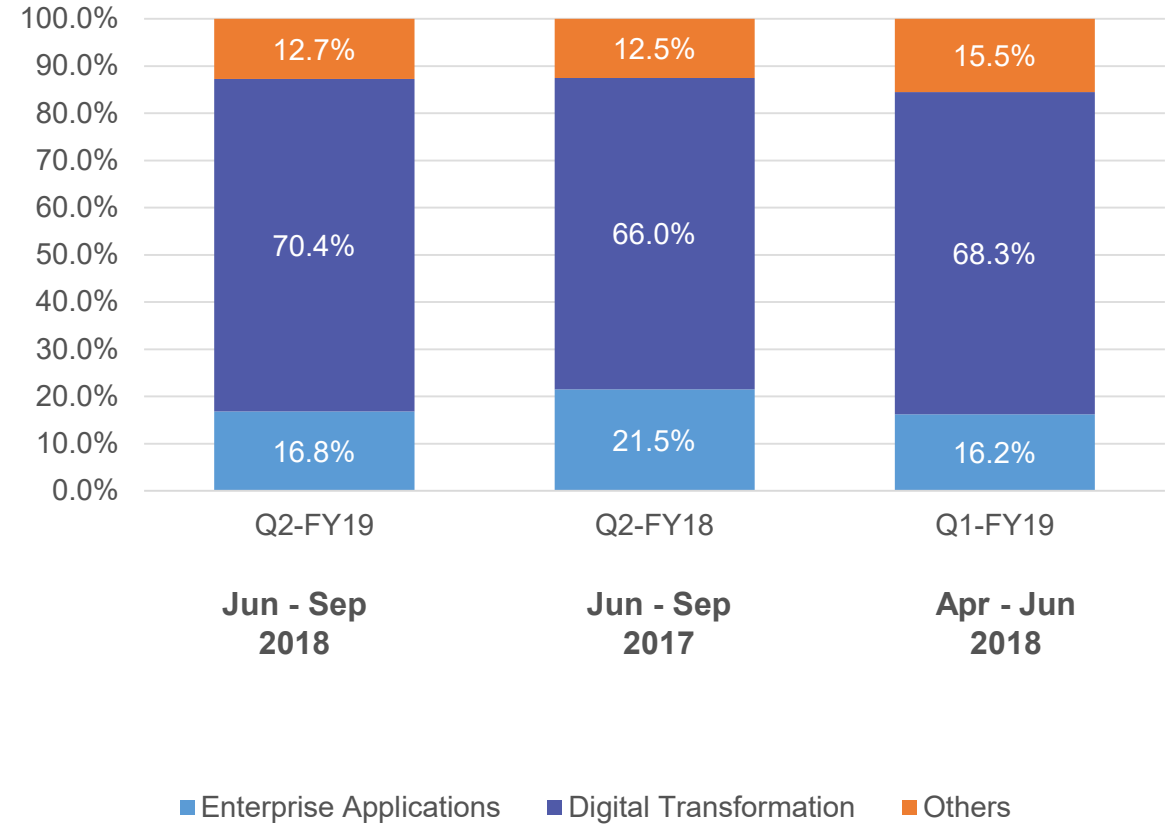
REVENUE BY INDUSTRY– Q2-FY19



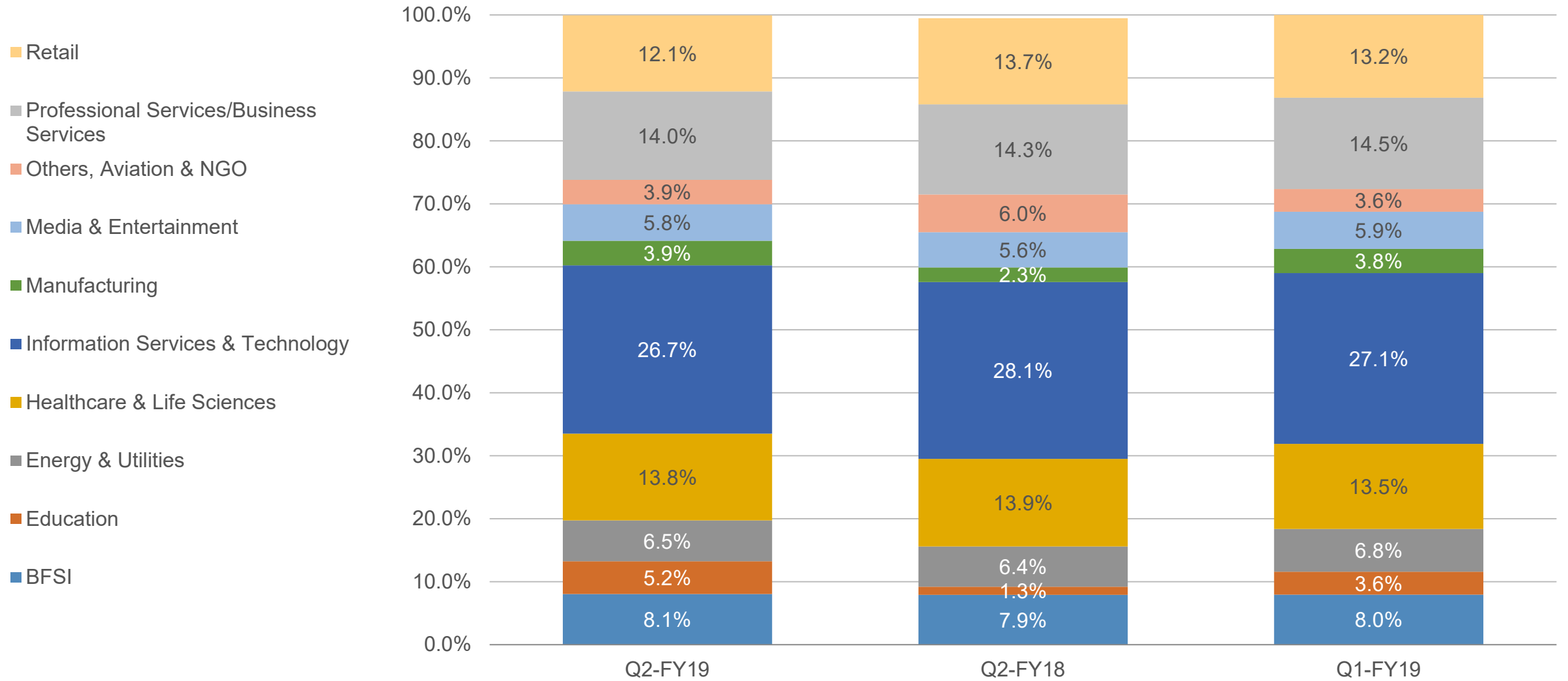
By Clients



By Business

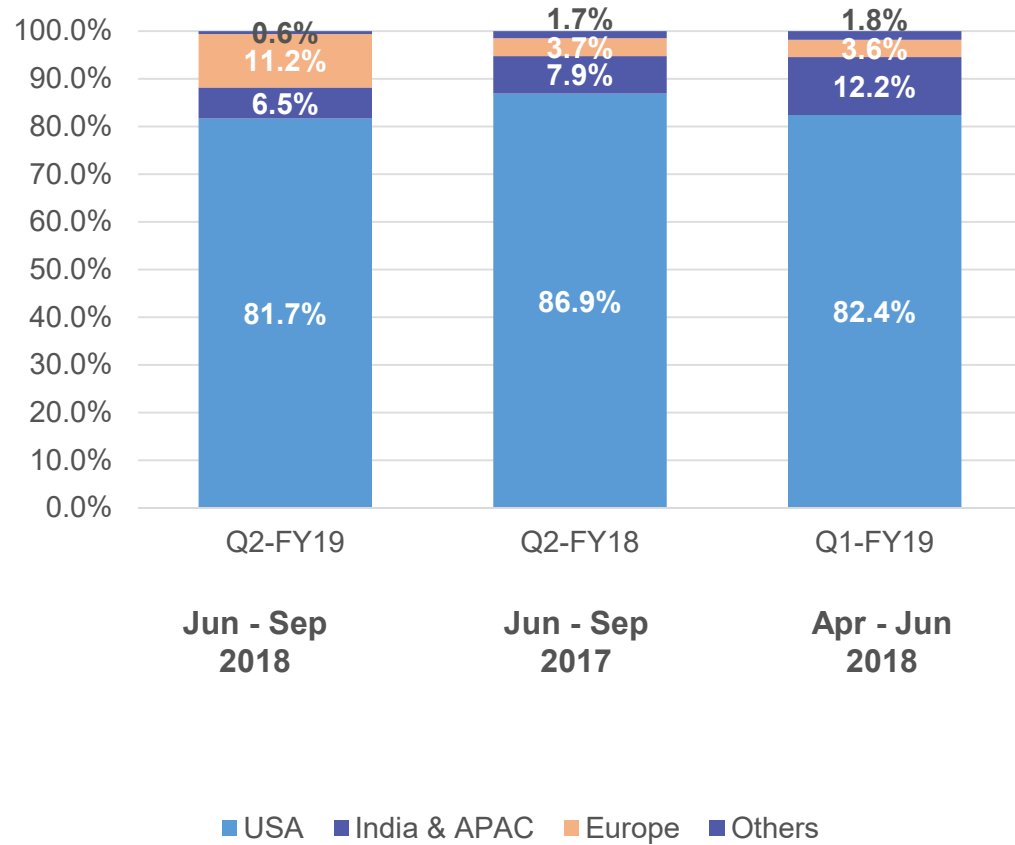


REVENUE BY SECTOR – Q2-FY19

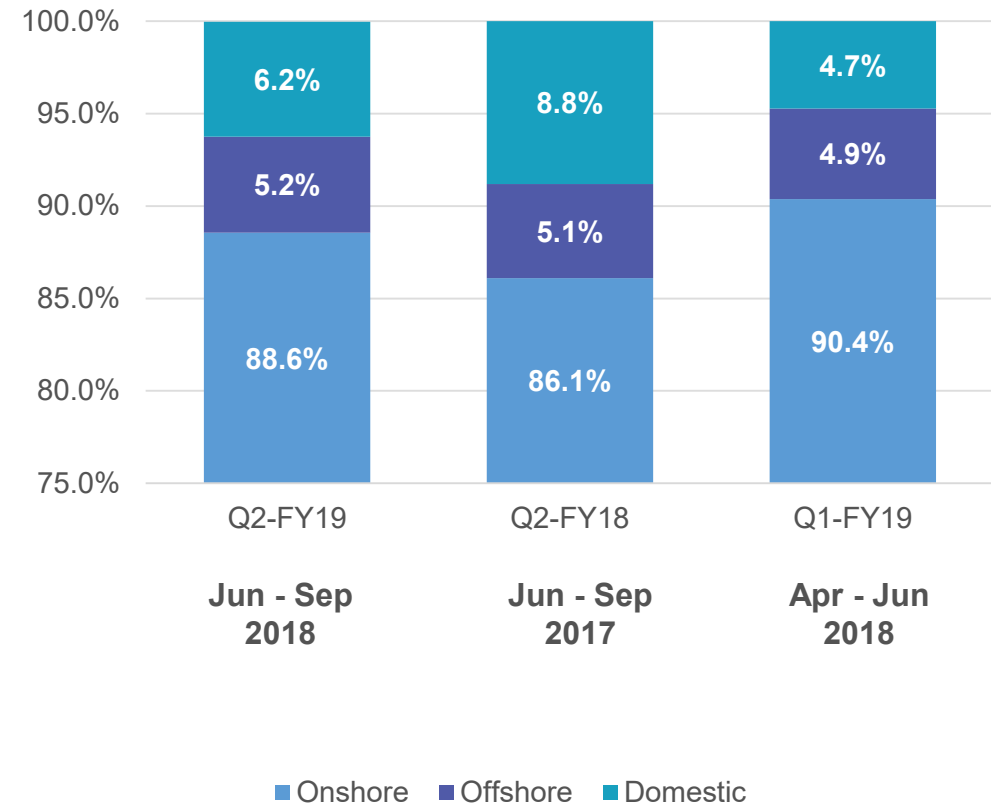


REVENUE ANALYSIS – Q2-FY19

By Geography



By Delivery Location





KELLTON TECH

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THANK YOU

