



# Q3 FY18 Earnings Presentation

06 February, 2018

*Infinite possibilities with technology*

# SAFE HARBOR



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# AGENDA

Performance Highlight

Financial Performance

# HIGHLIGHTS OF THE QUARTER - Q3 FY18



- Kellton Tech drives innovation in the Energy Sector with its IoT enabled AI Platform. The Platform enables remote monitoring of real-time data from various energy assets and resources at multiple locations. Leveraging predictive and prescriptive analytics it allows clients to make smarter, faster, and informed decisions.
- Kellton Tech continues to blaze new paths in innovation with SAP Qualified “Analytics for Professional Services” a cloud based solution with pre-built integration to S/4HANA which offers customers with actionable business insights.
- We were the mobile app partner at NASSCOM BPM Strategy Summit 2017. Our powerful IoT-enabled app helped NASSCOM build an efficient communication channel and offer endless possibilities for app users.

# Q3 FY18 - HIGHLIGHTS



## ➤ Financial Highlights:

- ✓ Total revenue of Rs 2,107.8 Million; up 14% QoQ and up 32.7% YoY

## ➤ Profit:

- ✓ EBITDA was at Rs 316.0 Million; up 14.5% QoQ and up 44.5% YoY
- ✓ EBITDA Margin stood at 15%
- ✓ Net Profit stood at Rs 170.5 Million; up 17.1% QoQ and up 23.6% YoY
- ✓ PAT Margin of 8.1%
- ✓ EPS was at Rs. 3.4; up 7.3% QoQ and up 29.3% YoY

Note: 1. Financial performance Q3FY18, Q2FY18 and Q3FY17 are as per IND AS

# 9M FY18 - HIGHLIGHTS



## ➤ Financial Highlights:

- ✓ Total revenue of Rs 5,713.2 Million; up 26.5% YoY

## ➤ Profit:

- ✓ EBITDA was at Rs 846.2 Million; up 36.6% YoY
- ✓ EBITDA Margin stood at 14.8%
- ✓ Net Profit stood at Rs 460.8 Million; up 18.4% YoY
- ✓ PAT Margin of 8.1%
- ✓ EPS was at Rs 9.67; up 20.7% YoY

Note: 1. Financial performance Q3FY18, Q2FY18 and Q3FY17 are as per IND AS

# NEW CLIENT WINS - Q3 FY18

Acquired Seven new clients, prominent of them are:



## A leading digital cable & internet services provider

Developing an enterprise-wide Digital Transformation strategy and modernizing legacy systems for a leading MSO & cable broadband services provider in India.



## A market leading manufacturer

Implementing an end-to-end, customer-centric digital transformation solution to enhance online corporate identity of a market-leading manufacturer of innovative optical and photonic products in the US.



## A leading insurance company

Redefining the business process models for a leading insurance company in India with our end-to-end digital transformation solution.



## A leading facility services provider

Developing a robust performance measurement SaaS platform for a Fortune 500 facility services company.



## A large media company

Enabling high-performance with an innovative digital strategy for one of the fastest growing media agency in the US.

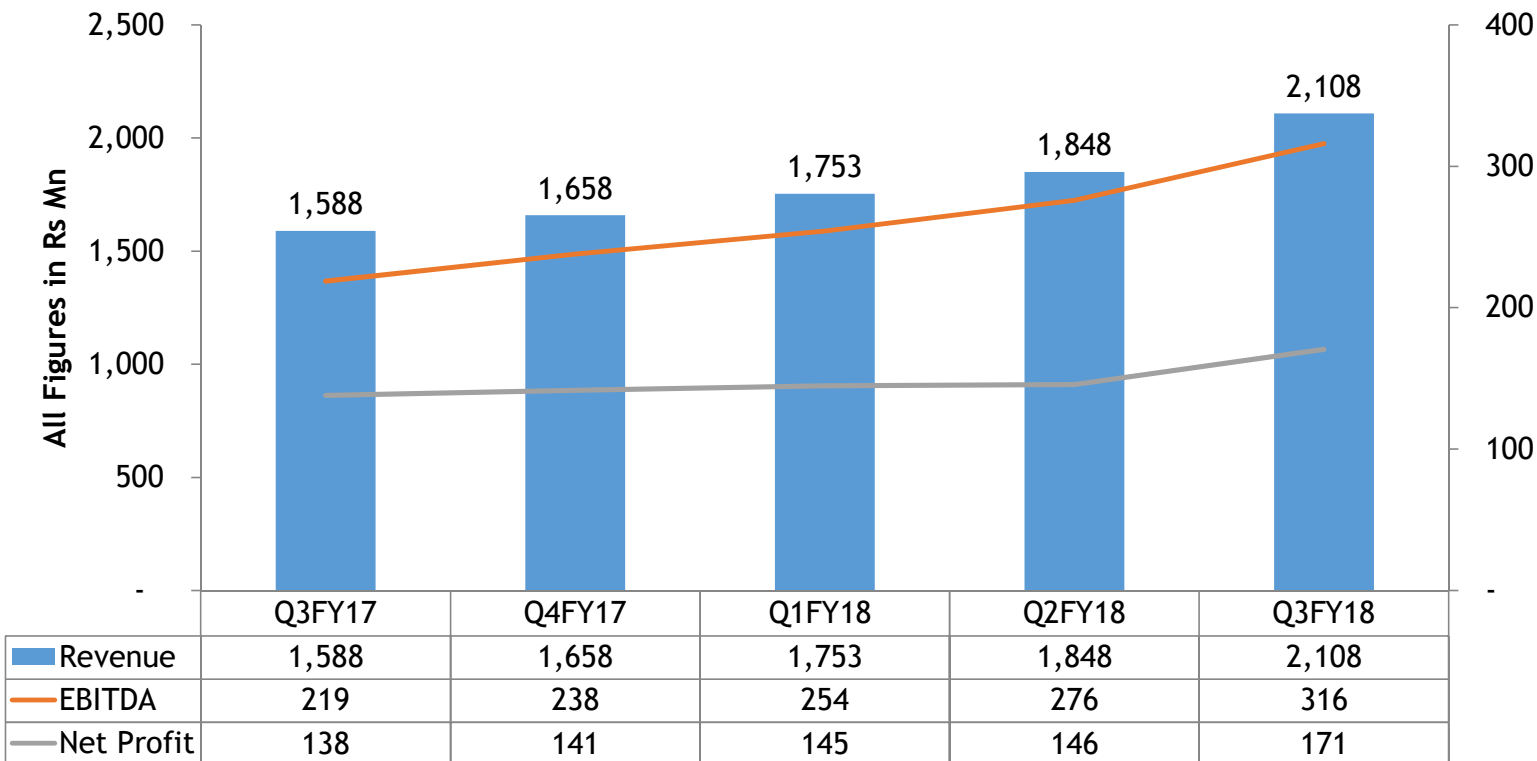
# AGENDA

Performance Highlight

**Financial Performance**

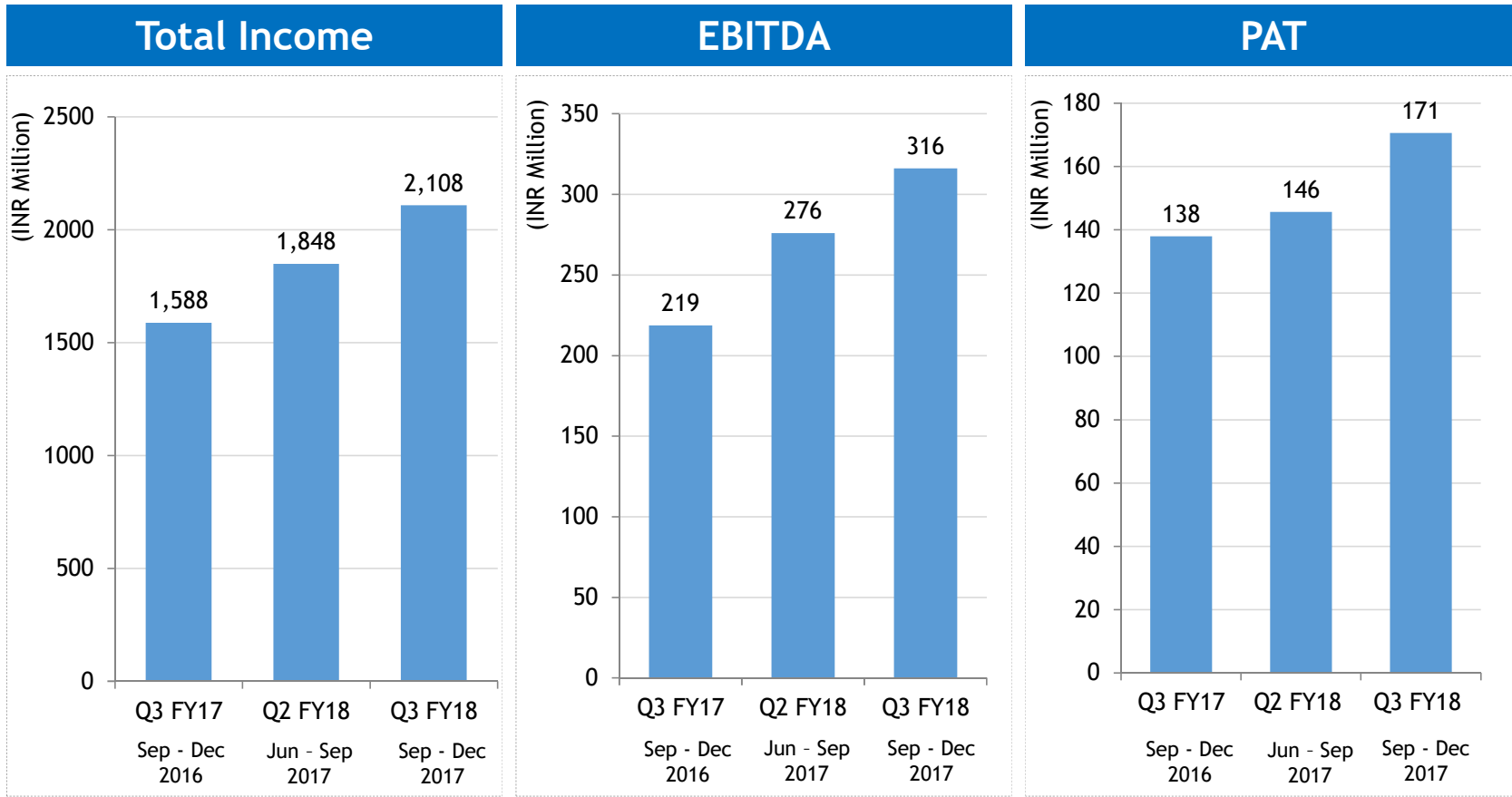


# FINANCIAL SUMMARY - Q3 FY18



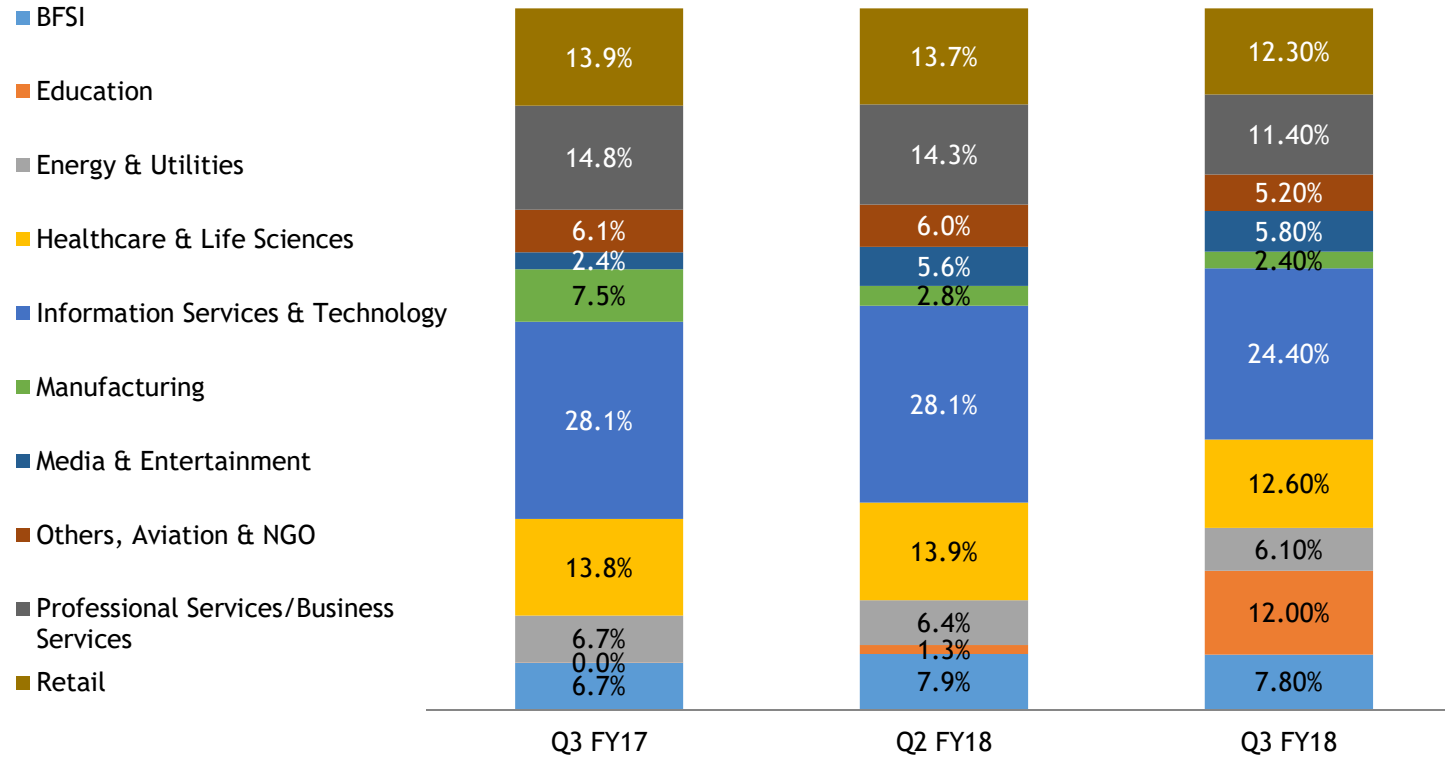
Note: 1. Q4FY17 are as per old accounting standard, this may change based on IND As requirement

# FINANCIAL SUMMARY - Q3 FY18



Note: Financial performance Q3FY18, Q2FY18 and Q3FY17 are as per IND AS

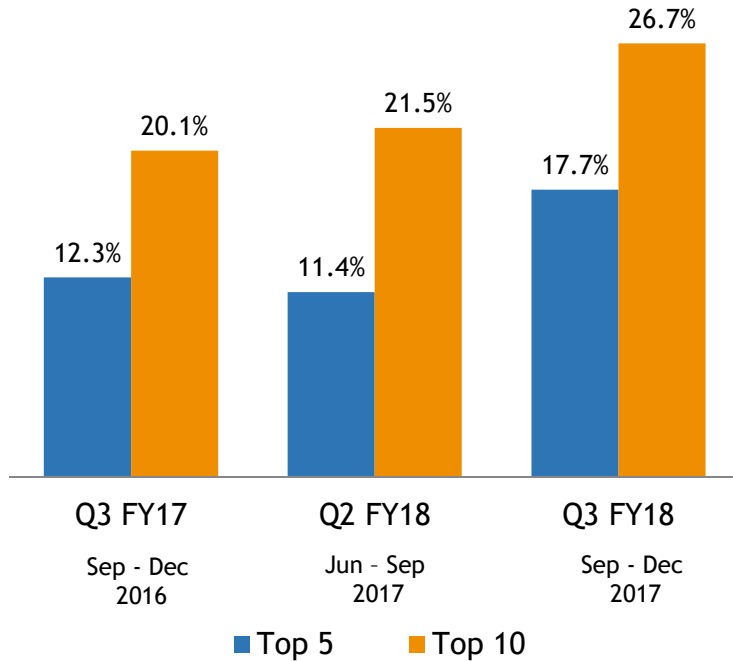
# REVENUE BY INDUSTRY - Q3 FY18



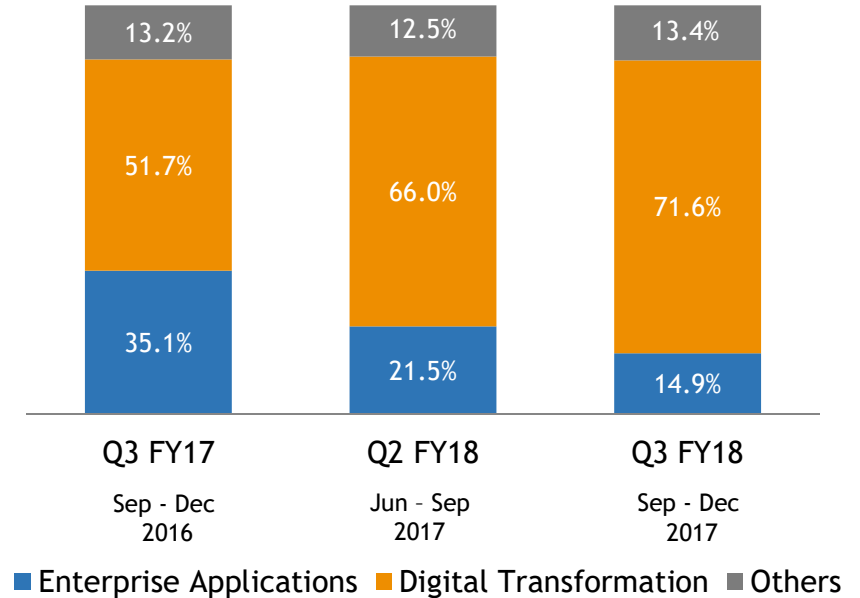
# REVENUE ANALYSIS - Q3 FY18



### By Clients



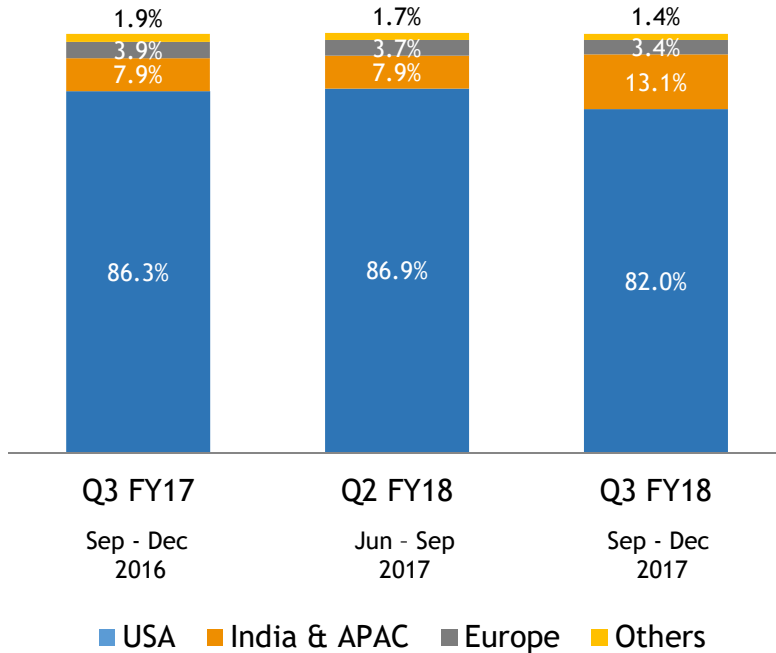
### By Business



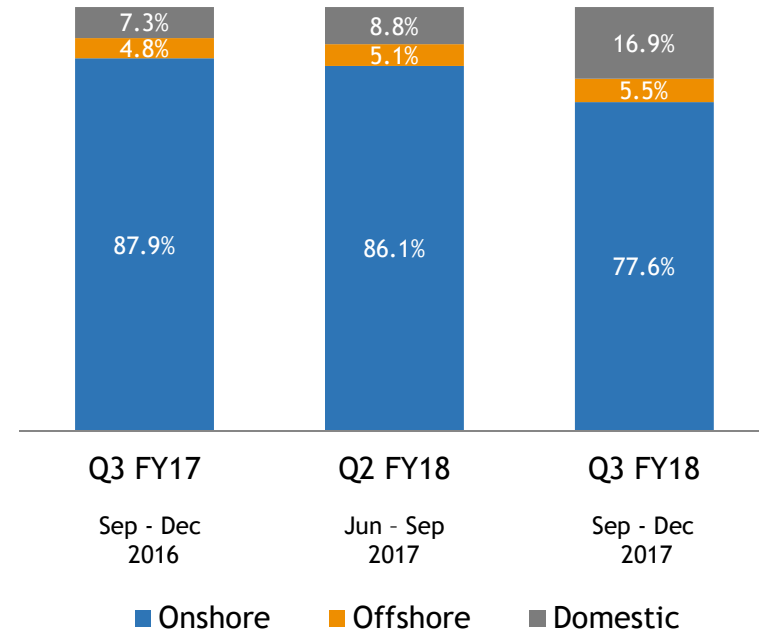
# REVENUE ANALYSIS - Q3 FY18

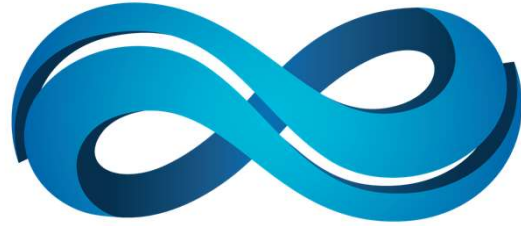


## By Geography



## By Delivery Location





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