



EARNINGS PRESENTATION – H1-FY21 / Q2-FY21

EXECUTIVE SUMMARY

Company Overview:



- Kellton Tech Solutions Ltd. (Kellton) is a new age IT services company with global footprint in the US, United Kingdom, Ireland, Singapore, and India.
- The Company offers digital solutions, advisory services, along with serving as systems integrator to over 300 clients globally, ranging from start-ups to Fortune 1,000 enterprises.

Business Mix (Q2 - FY21):

Digital Transformation (81%)



Leveraging on a potent mixture of digital technologies for profoundly disrupting business activities and competencies through Digital Transformation.

Enterprise Solutions (14%)



Kellton, as part of its founding philosophy, believes in developing customized solutions for large enterprises, as straitjacket fit solutions don't work for every business.

Other Services (5%)



Headed by a passionate team of individuals, Kellton offers a large gamut of IT consulting services to organizations in a transparent and scalable manner.

Servicing the following sectors:

Retail & E-commerce | Travel, Tourism & Hospitality | Media & Entertainment | Healthcare

Professional Services | Manufacturing | Food & Beverage | Oil & Gas | BFSI | IT

Financial Highlights:

Revenue from Operations

Q2-FY21	Q1-FY21
INR 1,908.8 Mn	INR 1,800.1 Mn

EBITDA

Q2-FY21	Q1-FY21
INR 259.6 Mn	INR 252.5 Mn

PAT

Q2-FY21	Q1-FY21
INR 158.8 Mn	INR 144.6 Mn

COMPANY OVERVIEW

Kellton Tech Solutions Ltd. (Kellton) is a CMMI Level 5 and ISO 9001:2015 certified technology consulting and services company founded on the belief of **‘Infinite Possibilities with Technology.’**

Following industry best practices and agile principles for developing solutions by harnessing the power of disruptive technologies such as IoT, AI/ML, Blockchain, AR/VR, Chatbot, etc., is coherently ingrained in Kellton’s genealogy.

With operations across the US, Europe, and Asia-Pacific, the team of 1,500 dedicated Kellton’ites take a technology agnostic approach to delivering solutions and serves as a bridge between the technology options and the clients’ business needs.

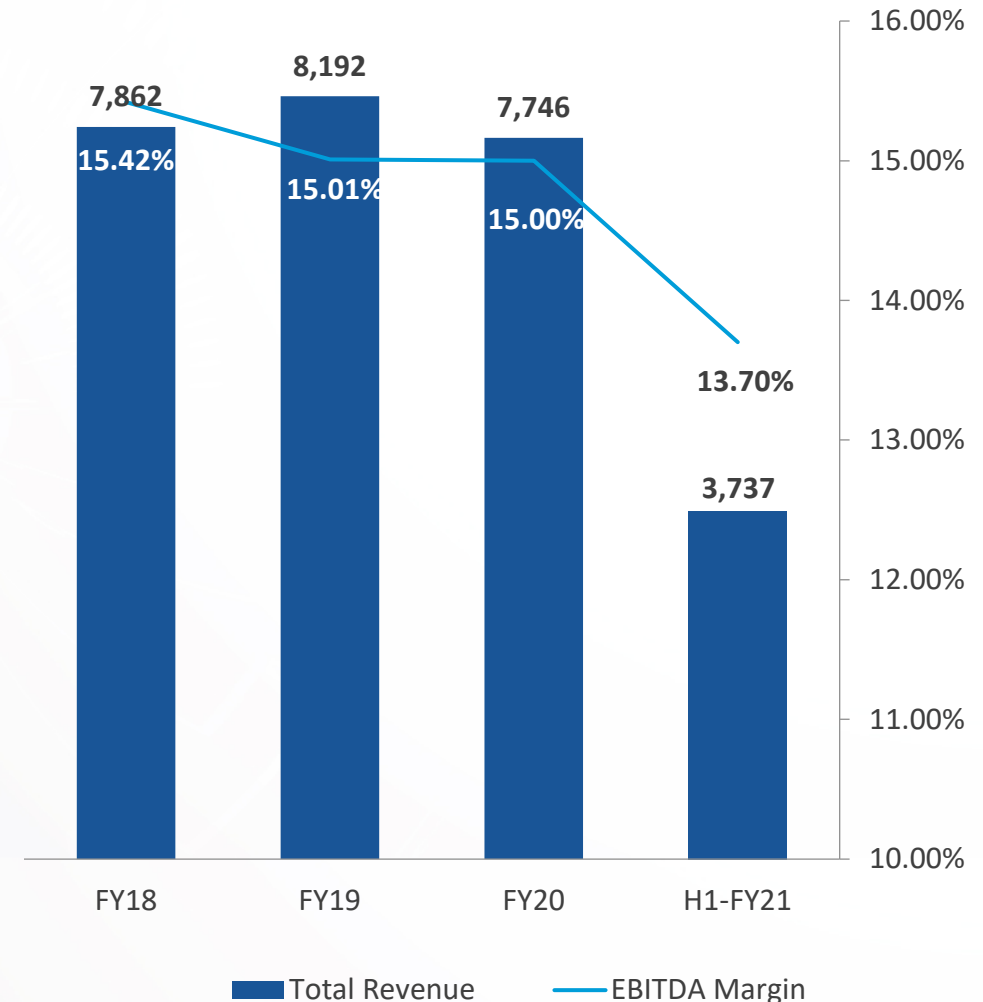
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

We have helped startups to Fortune 500 clients build disruptive Digital Transformation solutions and leverage technology as a competitive differentiator for their businesses.

Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

The company has meticulously built a comprehensive and impressive portfolio through strategic acquisitions in the United States, India, and Singapore.

Total Revenues (INR Mn) & EBITDA Margins (%)





H1 / Q2-FY21 FINANCIAL OVERVIEW

H1/Q2-FY21 FINANCIAL HIGHLIGHTS

H1-FY21 Financial Highlights:

- Total Revenue of INR 3,737.3 Mn;
- EBITDA was at INR 512.1 Mn;
- EBITDA Margin stood at 13.7%
- Net Profit stood at INR 303.5 Mn;
- PAT Margin of 8.1%
- EPS (Diluted) was at INR 3.09 per share;

Q2-FY21 Financial Highlights:

- Total Revenue of INR 1,917.8 Mn; up 5.4% QoQ
- EBITDA was at INR 259.6 Mn; up 2.8% QoQ
- EBITDA Margin stood at 13.6%
- Net Profit stood at INR 158.8 Mn; up 9.8% QoQ
- PAT Margin of 8.3%
- EPS (Diluted) was at INR 1.59 per share;

Q2-FY21 OPERATIONAL HIGHLIGHTS

- Momentive Quartz Technologies (MQT) Selects Kellton Tech to Implement SAP S/4HANA.
- Kellton Tech Selected by Riyadh Digital to Drive Transformation in Digital E-Commerce Payments.
- Kellton Tech Expands Its Partnership with Google Cloud's Apigee API Platform, to transform digital user experiences faster and more seamlessly.
- Kellton Tech Announces Partnership with Workato to Accelerate Enterprise iPaaS Integration and Automation.
- Kellton Tech Partners with Automation Anywhere to Create End-to-End Transformative Experiences for Customers.

Q2-FY21 NEW CLIENT WINS

Won 9 new clients, some big wins are:



A Food & Beverage Firm

Kellton Tech was awarded a contract to develop a full-scale enterprise mobility solution for an F&B company in the Middle East that will simplify buying journeys for customers and re-platform the existing experience as agile, interactive, and on-demand.



A Startup in Cyber Security Industry

Kellton Tech was selected as a digital partner by a startup to disrupt the security industry through AI innovation. Kellton Tech is developing a cognitive engine for automated intruder detection, which is also powered by video analytics by AWS



A leading NBFC Firm

Kellton Tech was selected as a digital partner by a reputed NBFC to implement a digitized infrastructure that will transform the lending experience and ensure ease in collaborating with stakeholders across multiple geographies



A FinTech Company

Kellton Tech has been chosen as a digital transformation partner by a rapidly growing FINTECH organization to build a high-performance Loyalty Platform and Digital Wallet



A Management Consulting Firm

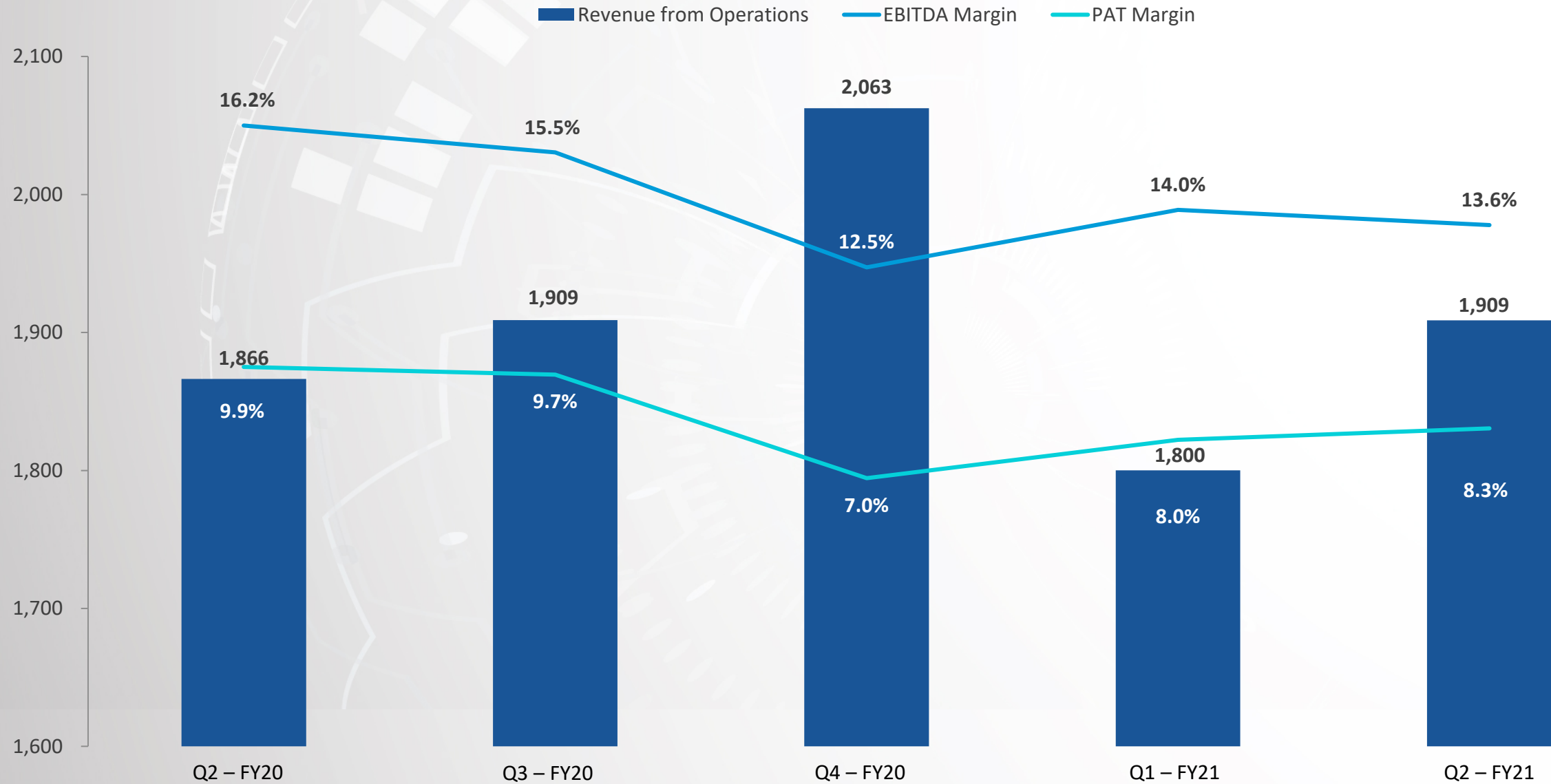
Kellton Tech has been selected by a Consulting Firm to create an online platform that brings experienced professionals in direct contact with start-ups, allowing a deeper collaboration to facilitate the formalization of ideas, and jumpstart small businesses' growth.



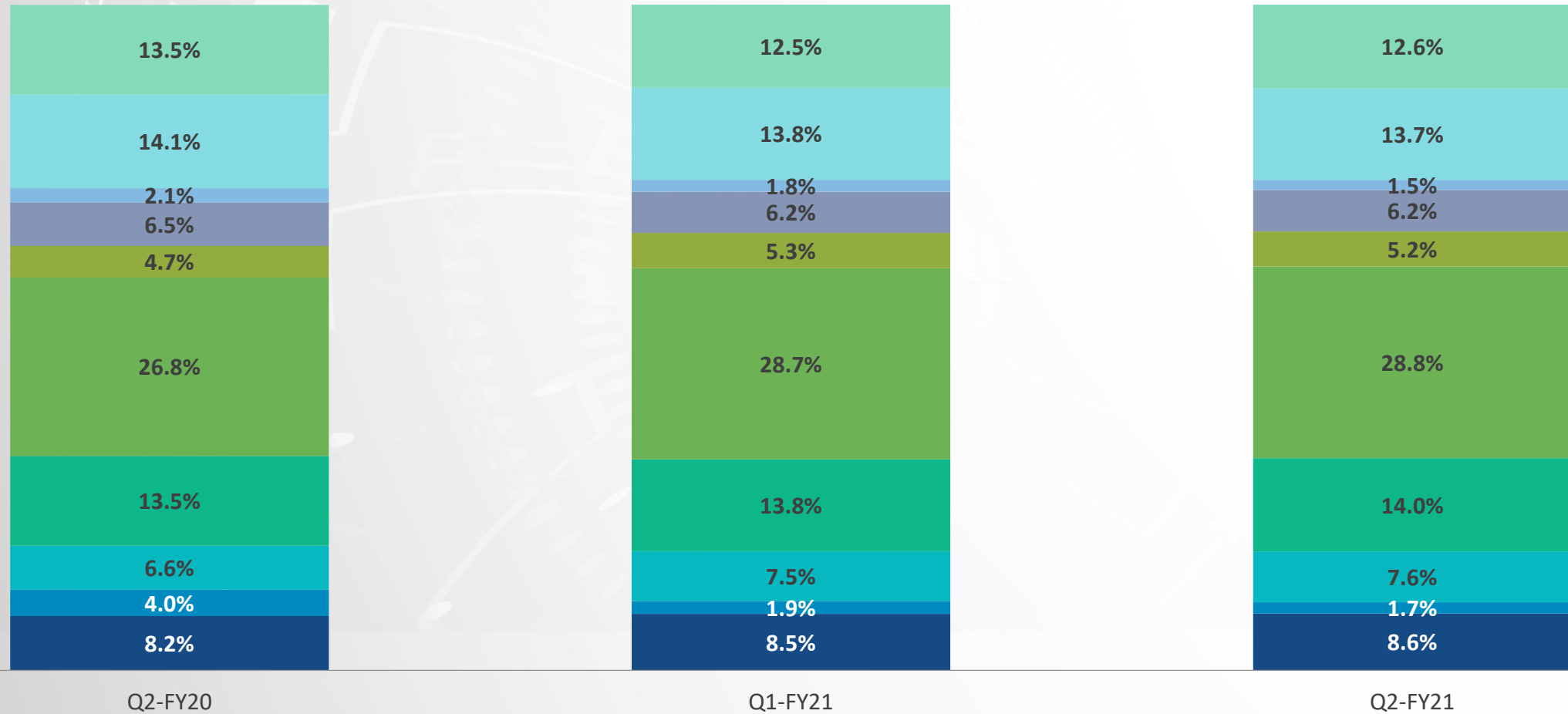
A Firm in the Consulting Industry

Kellton Tech has been selected as a digital transformation partner by a startup to deploy an advanced backend system that supports an AI-based hiring platform and synchronizes data with real-time opportunities

Q2-FY21 REVENUE SUMMARY

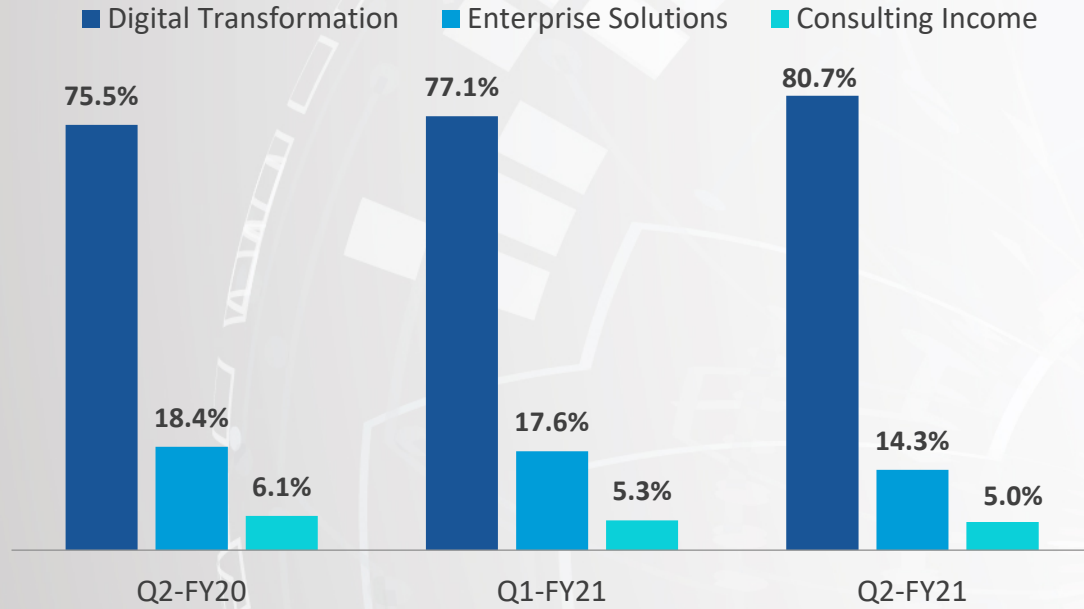


Q2-FY21 REVENUE BY INDUSTRY

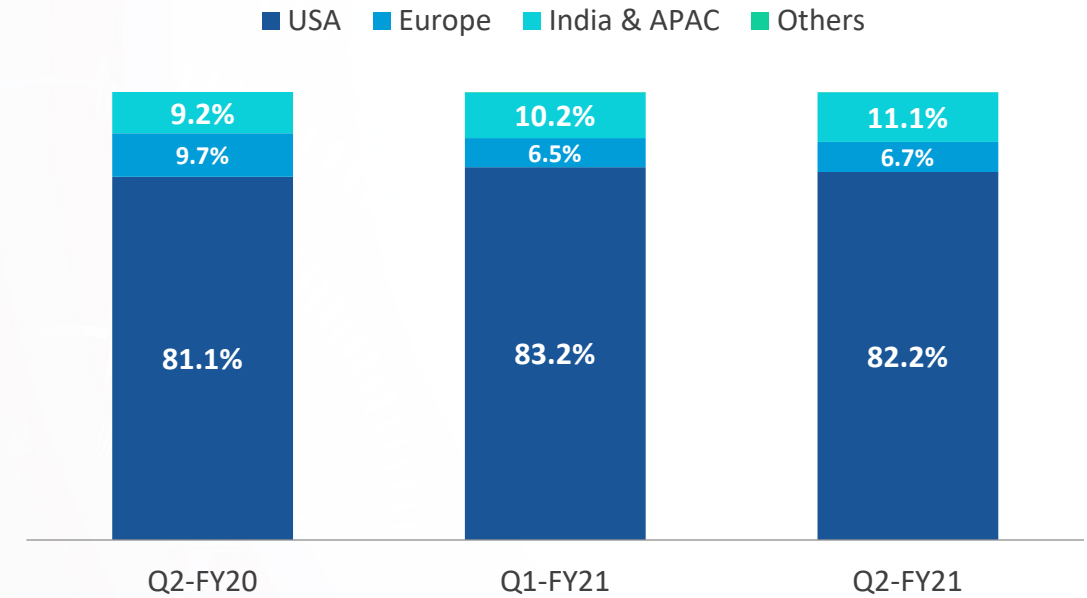


Q2-FY21 KEY METRICS

By Business



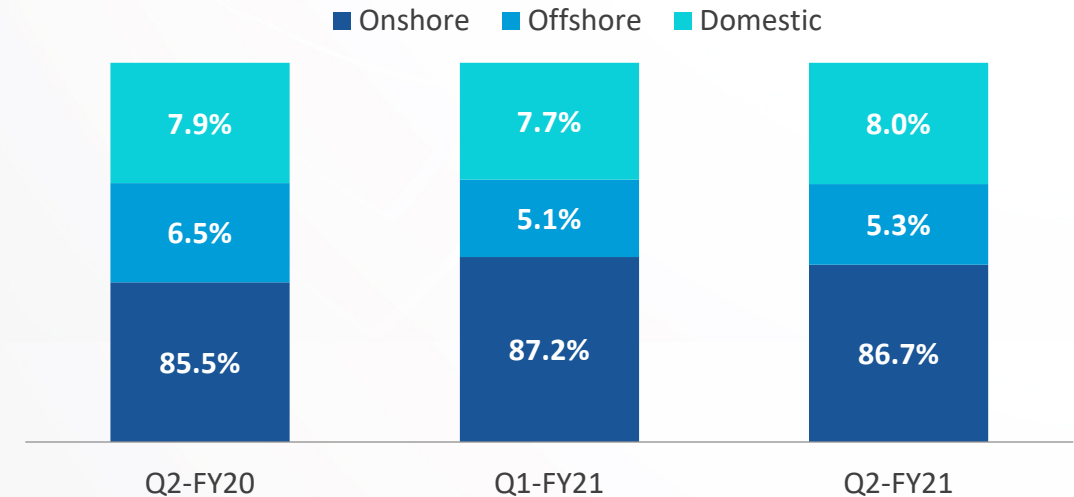
By Geography



By Clients



Revenue Mix



Q2-FY21 CONSOLIDATED INCOME STATEMENT (IND-AS)

INCOME STATEMENT (INR Mn)	Q2-FY21	Q1-FY21	Q-o-Q	Q2-FY20	Y-o-Y
Revenue from operations	1,909	1,800	6.0%	1,866	2.3%
Other Income	9	19		7	
Total Income	1,918	1,819	5.4%	1,873	2.4%
Total Expenses	1,658	1,566	5.9%	1,569	5.7%
EBITDA	260	253	2.8%	304	(14.5)%
EBITDA Margin (%)	13.6%	14.0%		16.2%	
Depreciation	39	33		34	
Finance Cost	30	40		42	
PBT	191	180	9.7%	228	(16.2)%
Tax	32	35		43	
Profit After Tax	159	145	9.8%	185	(14.1)%
PAT Margins (%)	8.3%	8.0%		9.9%	
Other Comprehensive Income	(6)	1		2	
Total Comprehensive Income (After Tax)	153	146		187	
Diluted EPS (INR)	1.59	1.50		1.94	



HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS

INCOME STATEMENT (INR Mn)	FY20**	FY19*	FY18*	FY17
Revenue from operations	7,707	8,141	7,835	6,148
Other Income	39	51	27	37
Total Income	7,746	8,192	7,862	6,185
Total Expenses	6,583	6,962	6,650	5,328
EBITDA	1,163	1,230	1,212	857
EBITDA Margin	15.01%	15.01%	15.42%	13.86%
Depreciation	128	67	54	42
Finance Cost	164	189	163	103
PBT	871	974	995	712
Tax	165	205	311	181
Profit After Tax	705	769	684	531
PAT Margins	9.1%	9.39%	8.70%	8.59%
Other Comprehensive Income	37	(18)	(48)	-
Total Comprehensive Income (After Tax)	743	751	636	531
EPS (INR)	7.70	7.79	6.60	5.38

* As per IND-As

**Note: The Consolidated Financials of the full year ended 31 March, 2020 are not comparable with FY19 Financials, as the Company has sold one of its step-down US Subsidiary

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)

Equity and Liabilities (INR Mn)	FY20*	FY19
Shareholder Funds		
(A) Equity Share Capital	482	482
(B) Other Equity	3,681	2,809
Total -Shareholder Funds	4,163	3,291
Non-Current Liabilities		
Financial Liabilities		
(I) Borrowings	286	359
(ii) Other Financial Liabilities	363	220
(iii)Other non-current Liabilities	60	-
Provisions	24	18
Lease Liabilities	155	-
Deferred Tax Liabilities	16	26
Total - Non-Current Liabilities	904	623
Current Liabilities		
Financial Liabilities		
(I) Borrowings	669	692
(ii) Trade Payables	393	365
(iii) Other Financial Liabilities	208	183
Other Current Liabilities	155	181
Provisions	454	454
Current Tax Liabilities (Net)	238	201
Total – Current Liabilities	2,117	2,076
GRAND TOTAL - EQUITIES & LIABILITES	7,184	5,990

Assets (INR Mn)	FY20*	FY19
Non-Current Assets		
Property, Plant & Equipment	103	100
Capital Work in Progress	-	-
Right to use assets	124	-
Goodwill	2,257	1,990
Other Intangible Assets	294	107
Financial Assets		
(I) Investments	-	-
(II) Loans	-	-
Other Financial Assets	17	20
Other Non-Current Assets	205	213
Total - Non-Current Assets	3,000	2,430
Current Assets		
Inventories	1	27
Financial Assets		
(I) Trade Receivables	2,026	1,804
(II) Cash & Cash Equivalents	300	259
(III) Loans	-	-
(IV) Other Financial Assets	1,155	852
Other current assets	703	618
Total – Current Assets	4,184	3,560
GRAND TOTAL – ASSETS	7,184	5,990

*Note: The Consolidated Financials of the full year ended 31 March, 2020 are not comparable with FY19 Financials, as the Company has sold one of its step-down US Subsidiary

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