



KELLTON TECH

Q2 FY17 Earnings Presentation

November 01, 2016

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Agenda

01 | **Performance Highlight**

02 | Financial Performance



Q2 FY17 – Highlights



- Revenue:
 - ✓ Operating revenue of Rs 1510.7 Million; up 7.8% QoQ and up 37.1% YoY
 - ✓ Total revenue of Rs 1512.3 Million; up 7.7% QoQ and up 37.2% YoY

- Profit:
 - ✓ EBITDA was at Rs 212.3 Million; up 9.7% QoQ and up 32% YoY
 - ✓ EBITDA Margin stood at 14%
 - ✓ Net Profit stood at Rs 132.8 Million; up 8.8% QoQ and up 38.7% YoY
 - ✓ PAT Margin of 8.8%

- People:
 - ✓ Net addition of 43 in the Quarter
 - ✓ Total Headcount 1250+

H1 FY17 – Highlights

- Revenue:
 - ✓ Operating revenue of Rs 2911.6 Million; up 36.1% YoY
 - ✓ Total revenue of Rs 2916.6 Million; up 35.9% YoY

- Profit:
 - ✓ EBITDA was at Rs 405.9 Million; up 37.9% YoY
 - ✓ EBITDA Margin stood at 13.9%
 - ✓ Net Profit stood at Rs 254.9 Million; up 40.4% YoY
 - ✓ PAT Margin of 8.7%

Business Highlights



- Achieved a major branding milestone by unifying all brands under Kellton Tech.
- Acquired 10 new clients.
- Enabled the digital transformation of one of the largest online payment processing company in the MENA region.
- Designed and implemented enterprise solution to the largest independently owned precast concrete company in the United States.
- Drove the digital connected enterprise consolidation of the world's largest processor and marketer of meat which exports the largest percentage of meat out of the United States.
- Powered the digital business transformation and consolidation for a leading provider of pallet and container pooling services.
- Lead the digital connected enterprise consolidation and optimization for a leader in consumer goods offering a wide range of innovative products and services.

Agenda

01 | Performance Highlight

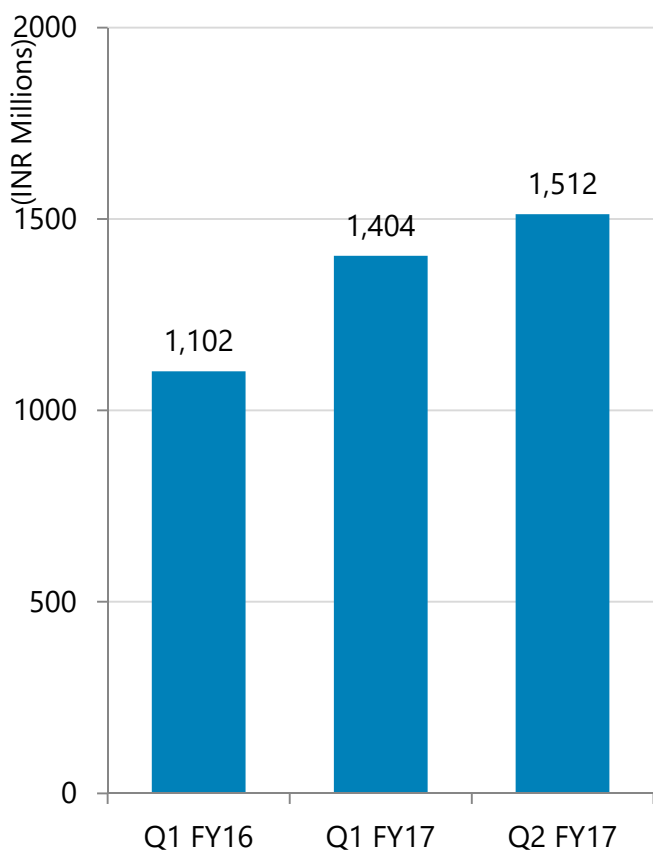
02 | **Financial Performance**



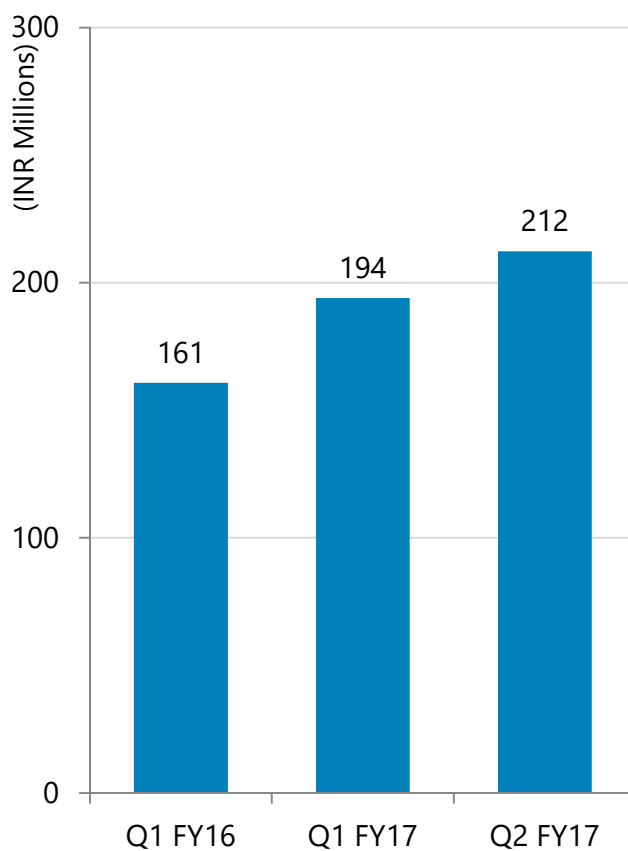
Financial Summary – Q2 FY17



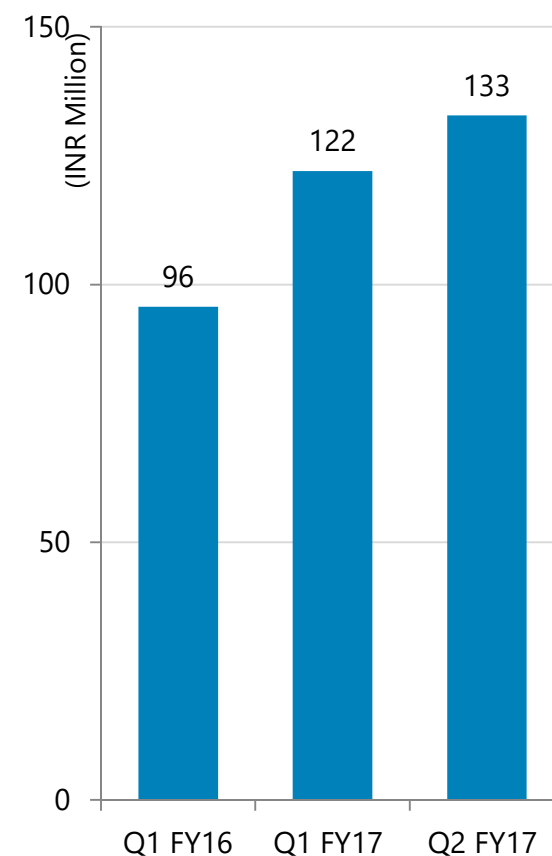
Total Income



EBITDA

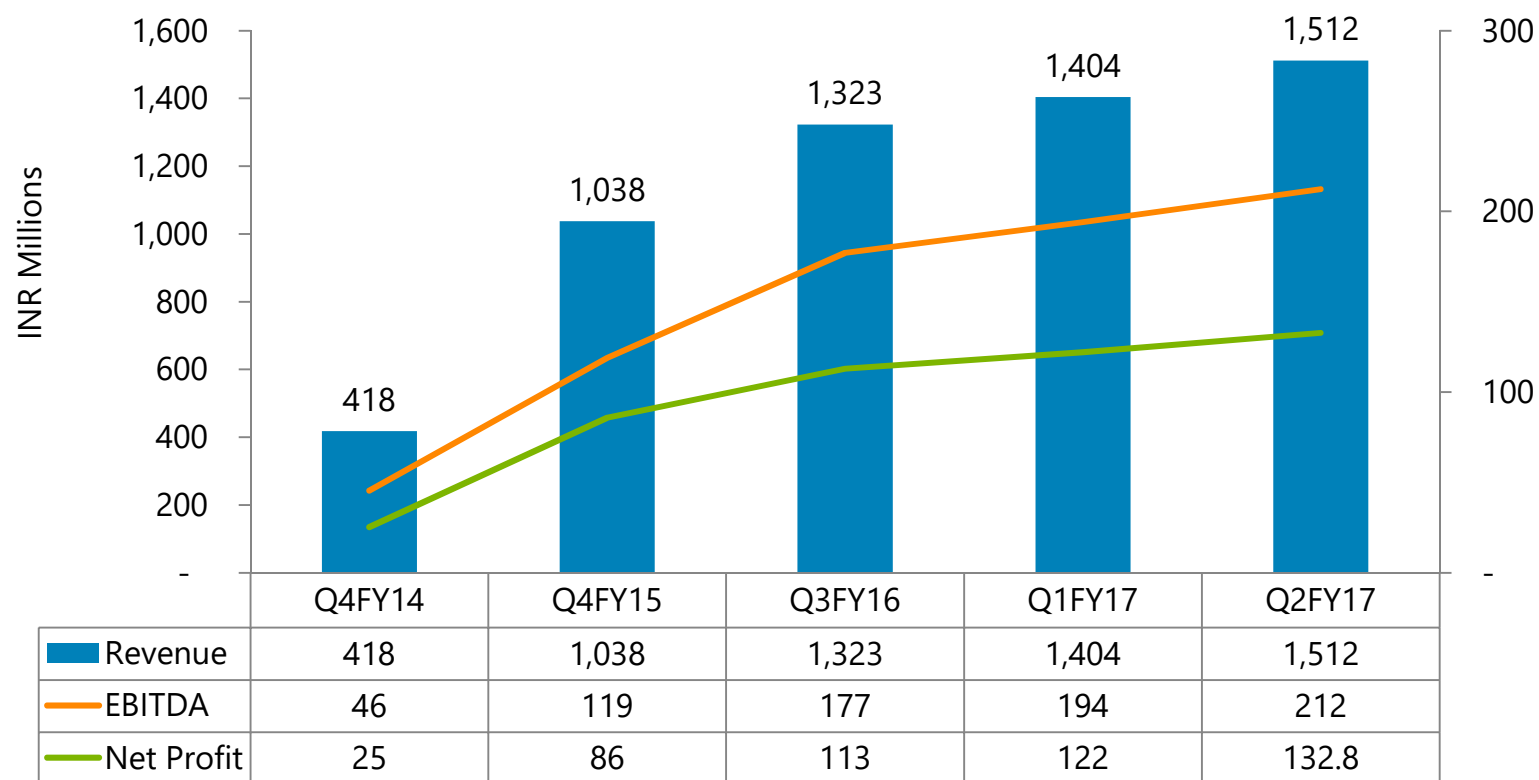


PAT



Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)

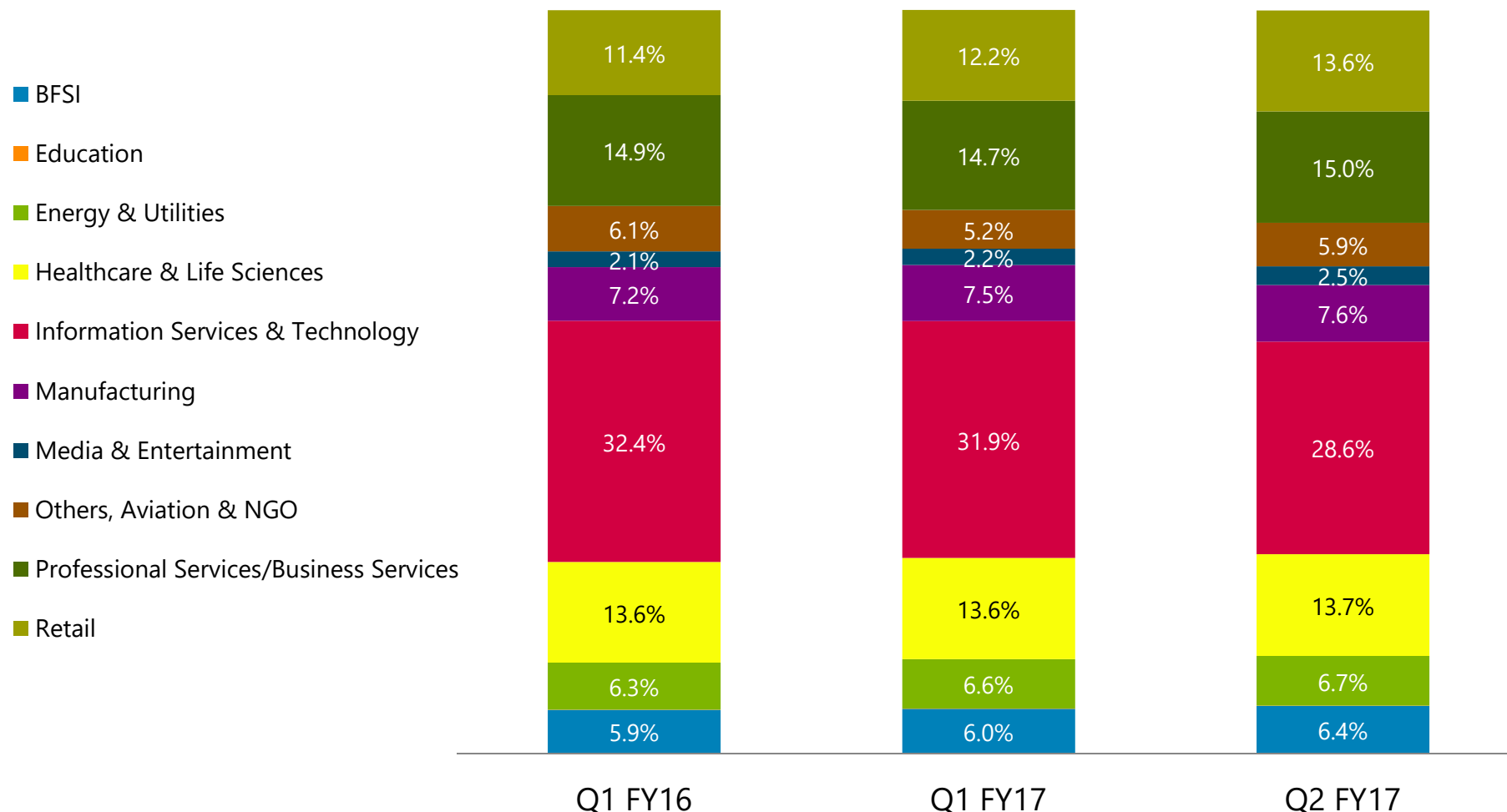
Financial Summary – Q2 FY17



- Consistent growth in revenues and profits
- Increasing focus on digitalization and mobility will provide future growth opportunities
- Q2 FY17 revenue witnessed a growth led by an increase in adoption of Digital Transformation

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Revenue By Industry – Q2 FY17

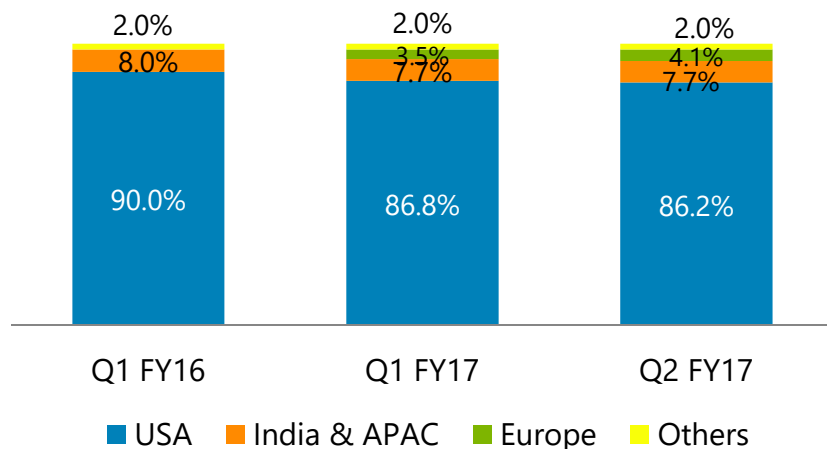


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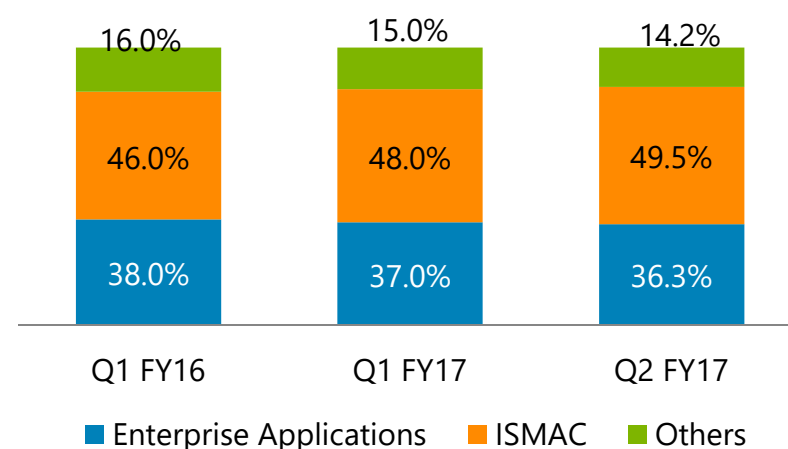
Revenue Analysis – Q2 FY17



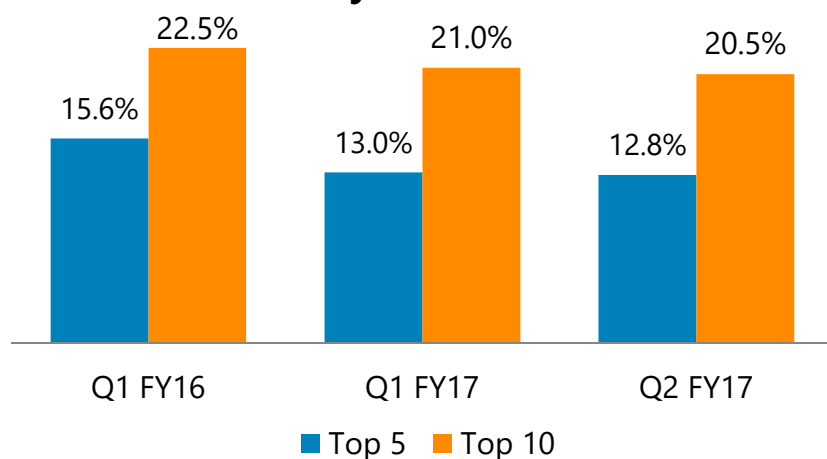
By Geography



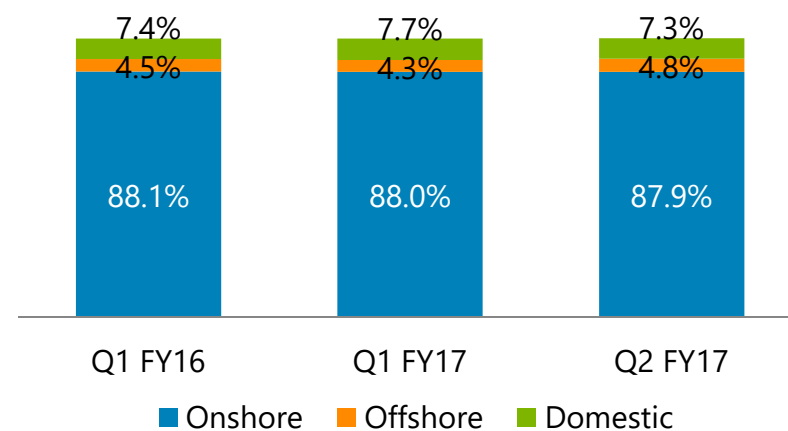
By Business



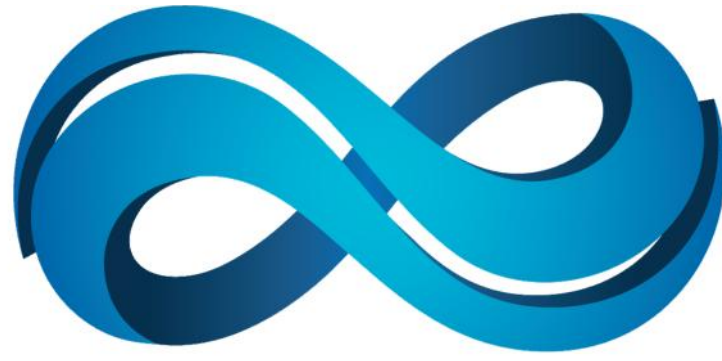
By Clients



By Delivery Location



Note: Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)



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