



KELLTON TECH

“Infinite possibilities with technology”

Q1 FY19 Earnings Presentation

- August 14, 2018



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AGENDA



- Performance Highlight
- Financial Performance

Q1 FY19 – HIGHLIGHTS

➤ Financial Highlights:

- ✓ Total revenue of Rs 2,096.9 Million; up 19.6% YoY

➤ Profit:

- ✓ EBITDA was at Rs 329.8 Million; up 29.8% YoY
- ✓ EBITDA Margin stood at 15.7%
- ✓ Net Profit stood at Rs 196.4 Million; up 35.7% YoY
- ✓ PAT Margin of 9.4%
- ✓ EPS was at Rs. 2.05; up 10.2% QoQ and up 32.3% YoY

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

Business Performance Highlights – Q1FY19



- Kellton Tech demonstrated a range of digital transformation solutions at ConnectTechAsia Singapore 2018 to help enterprises improve customer experience and create new levels of transparency.
- As an SAP Gold partner, we were a proud sponsor of this year's SAPPHIRE NOW and the Americas' SAP Users' Group (ASUG) annual conference in Orlando. We showcased our SAP qualified solution—Analytics Cloud for Professional Services— SAP Fiori UX/Mobile solutions for ECC, and much more.
- Hosted Drupal Delhi Meetup 2018 at our Gurgaon facilities for the community to come together and discuss the latest trends in Drupal 8 development

NEW CLIENT WINS – Q1 FY19

Acquired 12 new clients, some big wins are:



A large Manufacturing Firm

Developing an end-to-end digital strategy roadmap for a large manufacturing firm



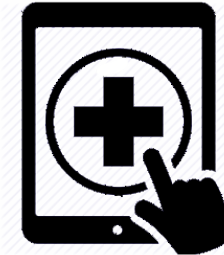
A Design & Software Development Company

Implementing a secure, high-capacity online payment platform for a US-based design and software development company



A leading Fin-Tech & Mobile Wallet Company

Transforming customer engagement to drive profitable growth for a Leading Middle-East Fin Tech & Mobile Wallet company



Fastest growing Health & Wellness Organization

Accelerating the speed of innovation with an Omni-channel portal for the fastest-growing health and wellness organization



A Worldwide Leader in IT & Networking

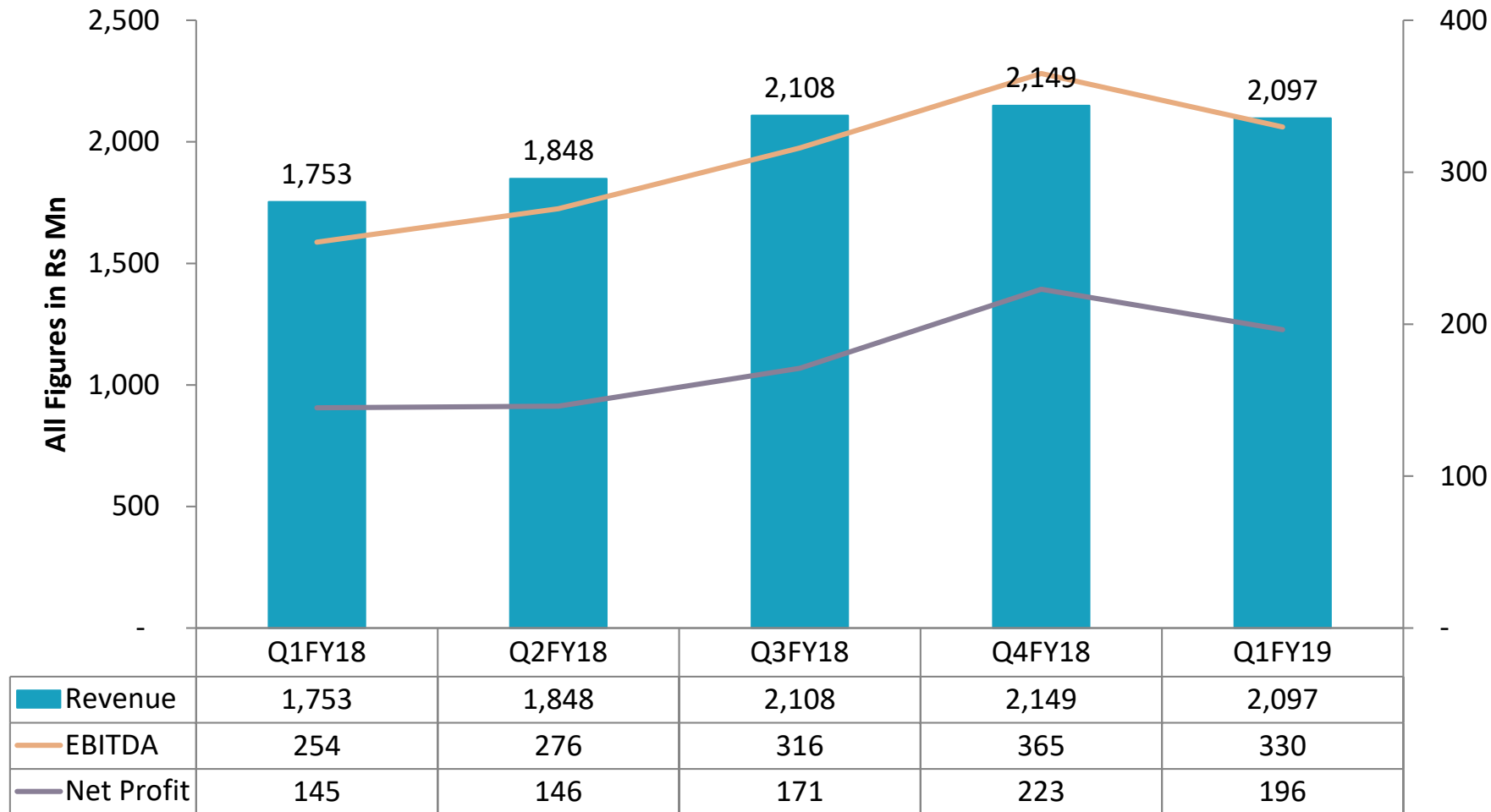
Reinventing the loyalty program for a US-based worldwide leader in IT and networking

AGENDA



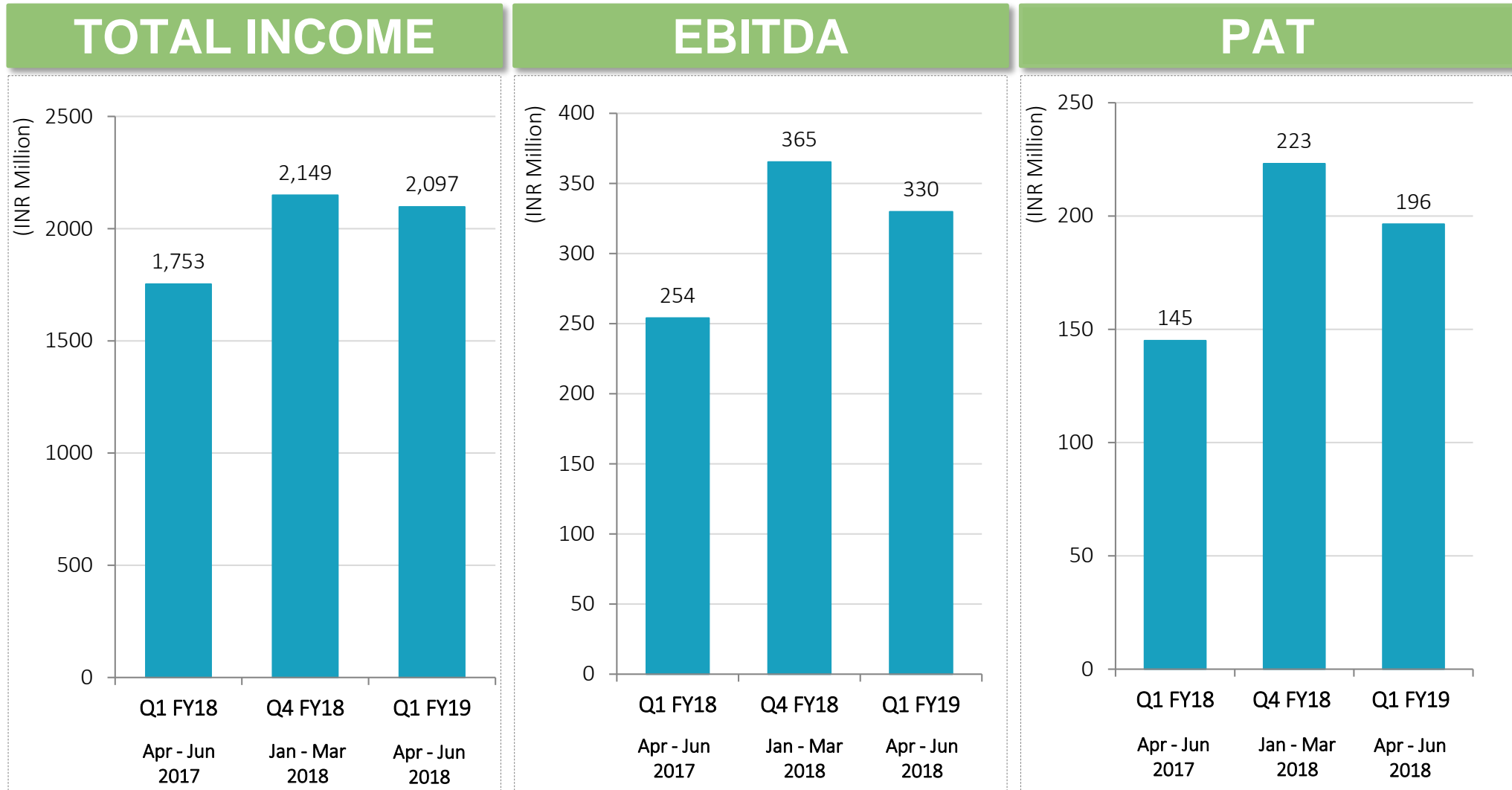
- Performance Highlight
- **Financial Performance**

FINANCIAL SUMMARY – Q1 FY19



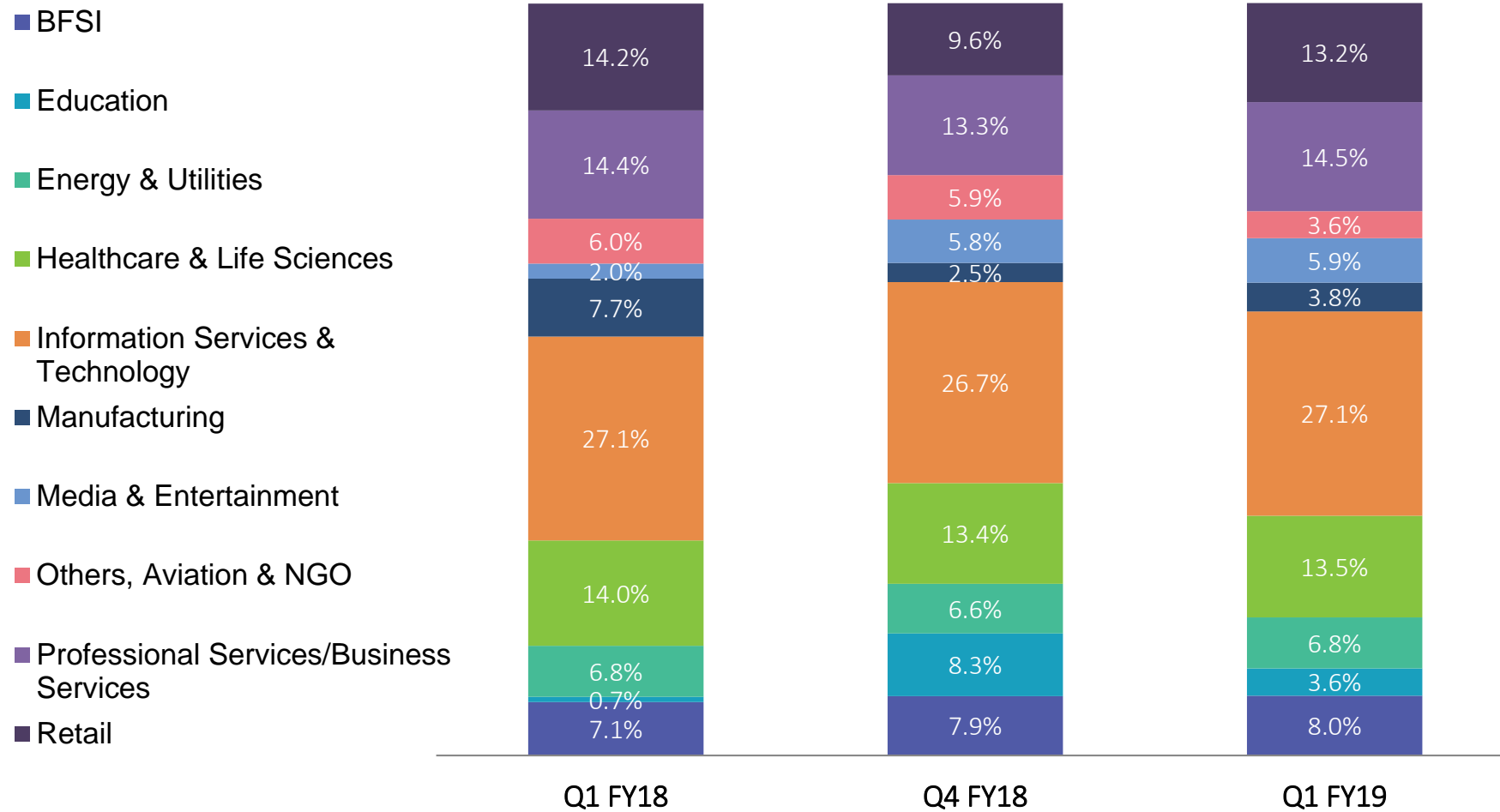
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FINANCIAL SUMMARY – Q1 FY19



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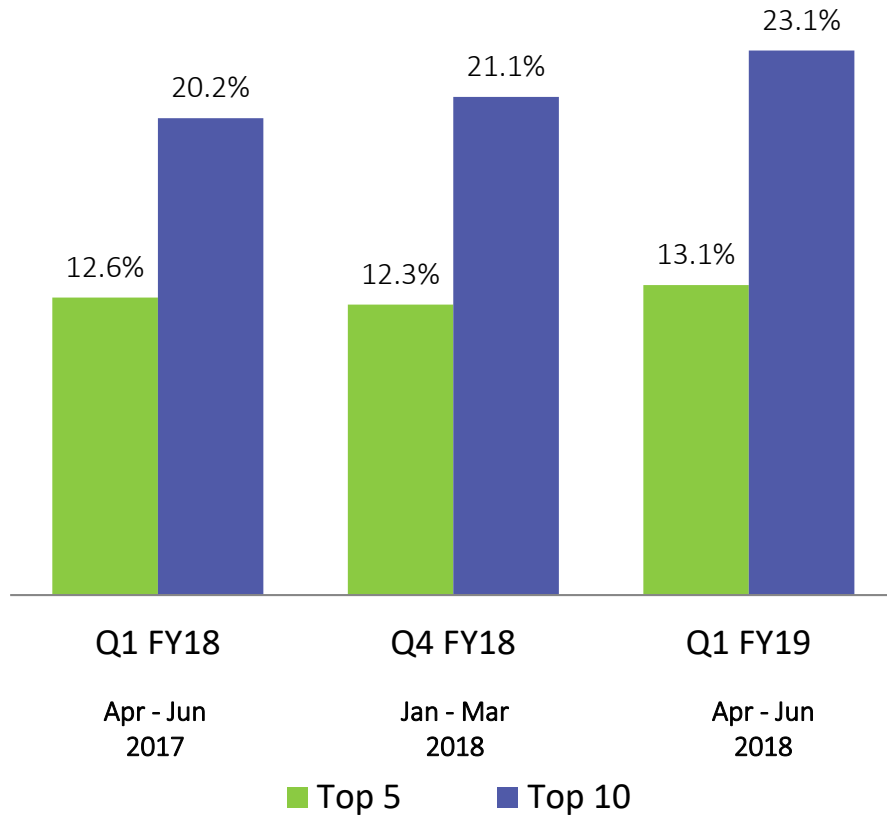
REVENUE BY INDUSTRY – Q1 FY19



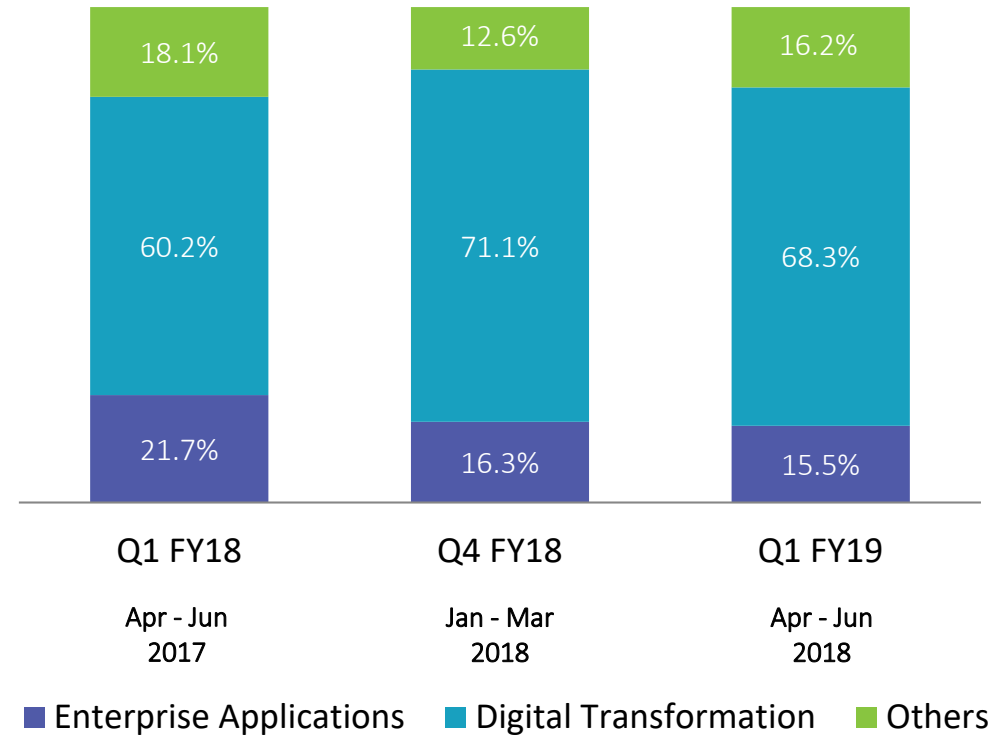
REVENUE ANALYSIS – Q1 FY19



By Clients



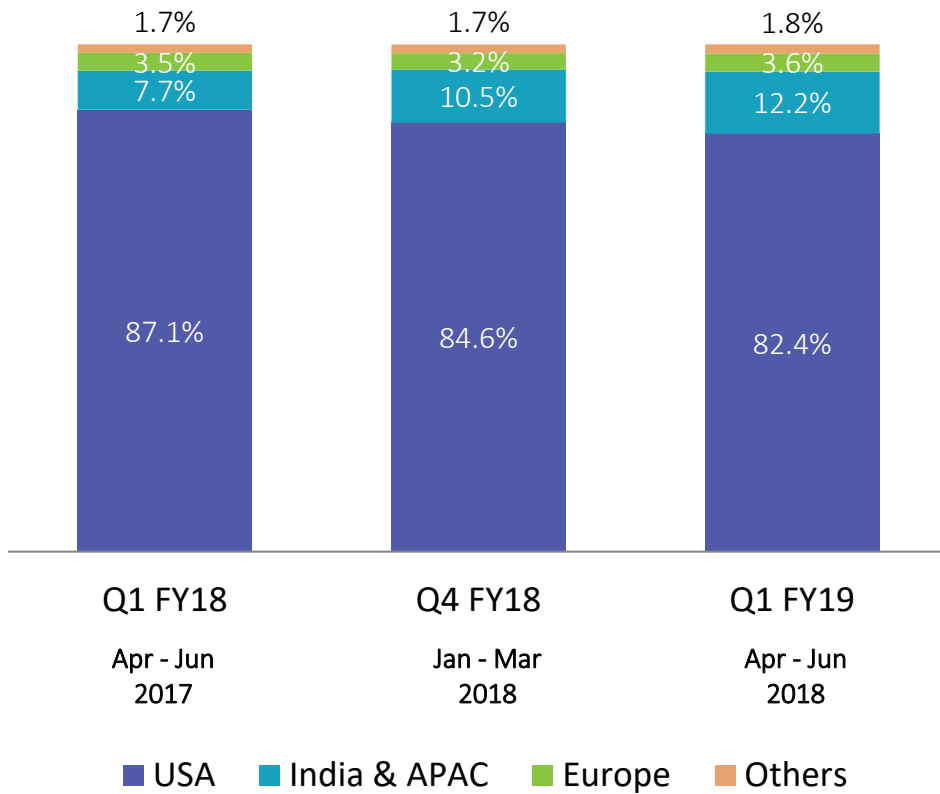
By Business



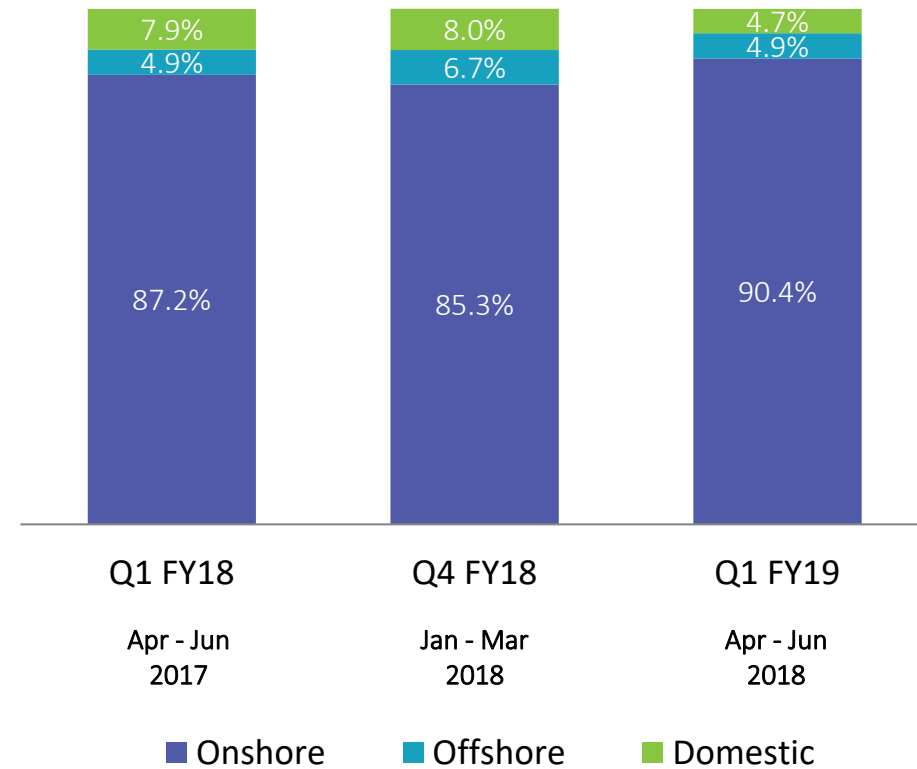
REVENUE ANALYSIS – Q1 FY19

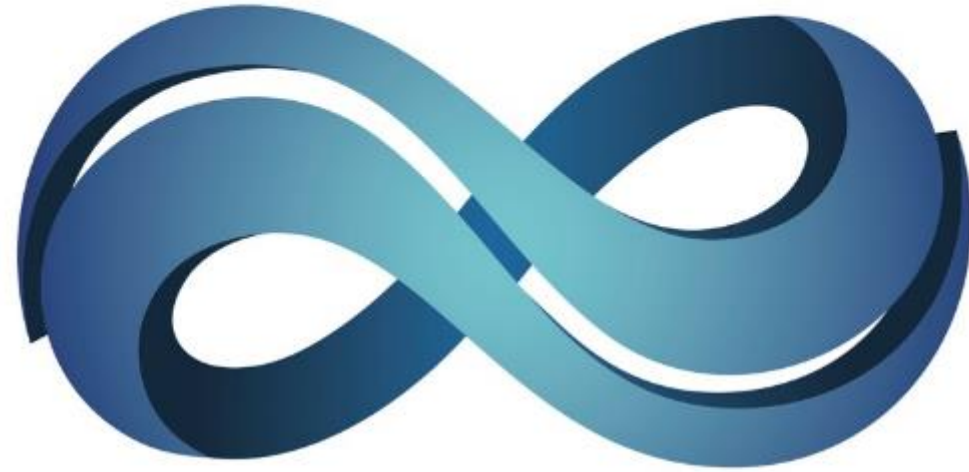


By Geography



By Delivery Location





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