



KELLTON TECH

Q2 FY18 Earnings Presentation

December 08th, 2017

Infinite possibilities with technology

SAFE HARBOR



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AGENDA



- **Performance Highlight**
- Financial Performance

HIGHLIGHTS OF THE QUARTER – Q2FY18



- Kellton Tech ranked number 23 fastest growing technology company on the Deloitte Technology Fast50 India 2017
- Kellton Tech has been listed among the “56 Most Highly Recommended Companies in the World” by Clutch

Q2 FY18 – HIGHLIGHTS

➤ Financial Highlights:

- ✓ Total revenue of Rs 1,852.5 million; up 5.4% QoQ and up 22.6% YoY

➤ Profit:

- ✓ EBITDA was at Rs 280.0 million; up 9.6% QoQ and up 34.6% YoY
- ✓ EBITDA Margin stood at 15.1%
- ✓ Net Profit stood at Rs 149.6 million; up 2.4% QoQ and up 15.6% YoY
- ✓ PAT Margin of 8.1%
- ✓ EPS was at Rs 3.17; up 2.3% QoQ and up 15.3% YoY

Note: 1. Financial performance Q2FY18, Q1FY18 and Q2FY17 are as per IND AS

H1 FY18 – HIGHLIGHTS

➤ Financial Highlights:

- ✓ Total revenue of Rs 3,610.7 million; up 23.8% YoY

➤ Profit:

- ✓ EBITDA was at Rs 535.6 million; up 34.0% YoY
- ✓ EBITDA Margin stood at 14.8%
- ✓ Net Profit stood at Rs 295.8 million; up 18.2% YoY
- ✓ PAT Margin of 8.2%
- ✓ EPS was at Rs 6.26; up 17.7% YoY

Note: 1. Financial performance Q2FY18, Q1FY18 and Q2FY17 are as per IND AS

NEW CLIENT WINS – Q2 FY18

Acquired 6 new clients, prominent of them are:



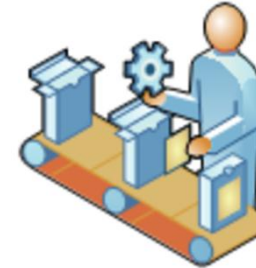
A leading financial firm

An end-to-end digital transformation solution that enabled high net worth individuals manage their wealth along with key financial trends and investment opportunities



Digital Learning Program

Implementing the 'Early Digital Learning Program (EDLP)' project for the Republic of Mauritius. The project involves Supply, Commissioning, and Maintenance of a Tablet-based learning program in Mauritius



A leading manufacturer

Developed a customer-centric and intelligent digital platform for one of the leading manufacturer of electric motors, mechanical, and electrical motion controls and power generation products



A leading pharmacy store chain

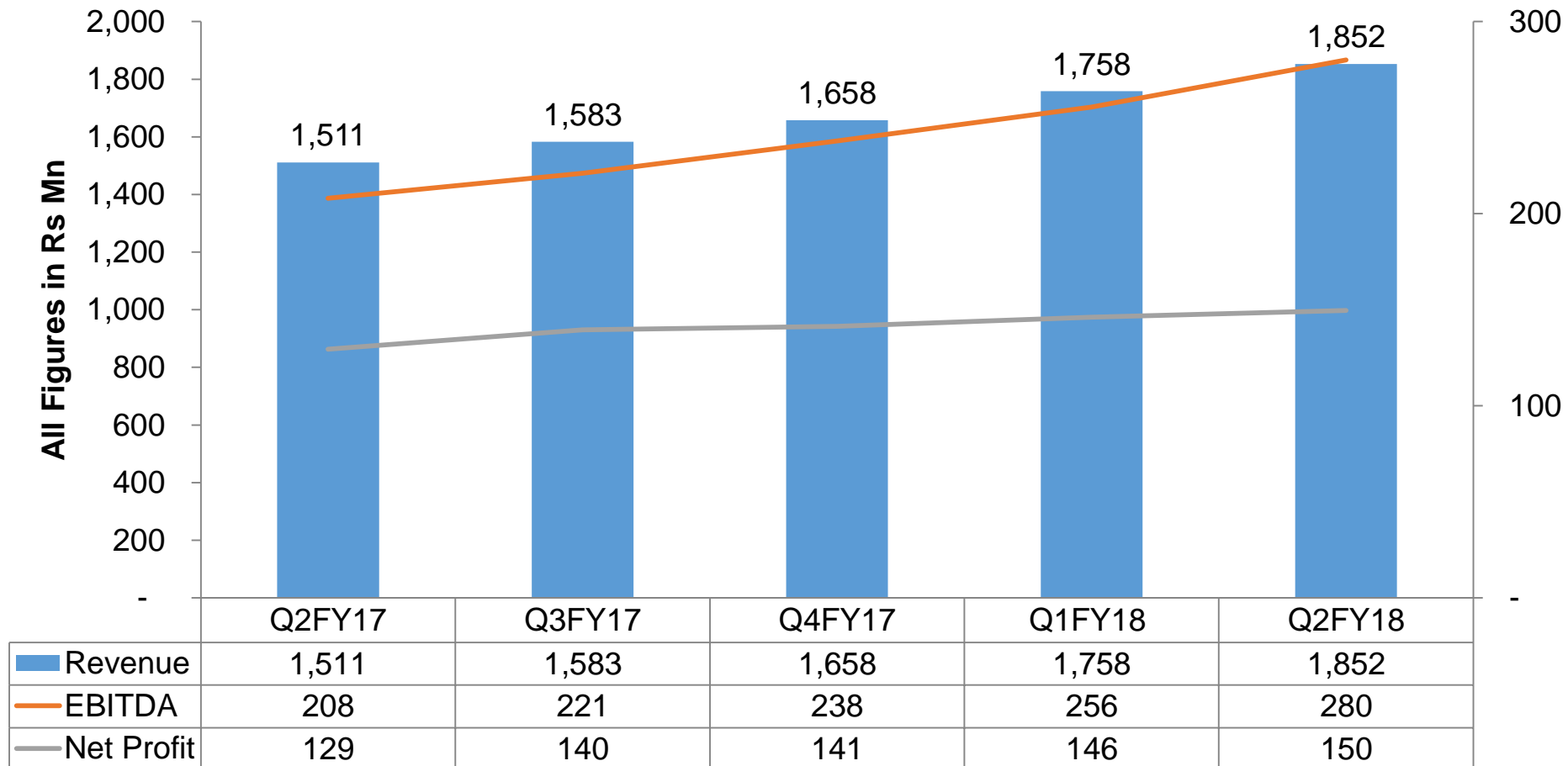
Developed a revolutionary, one-stop health care platform dedicated to extend the horizons of healthcare facilities and services

AGENDA



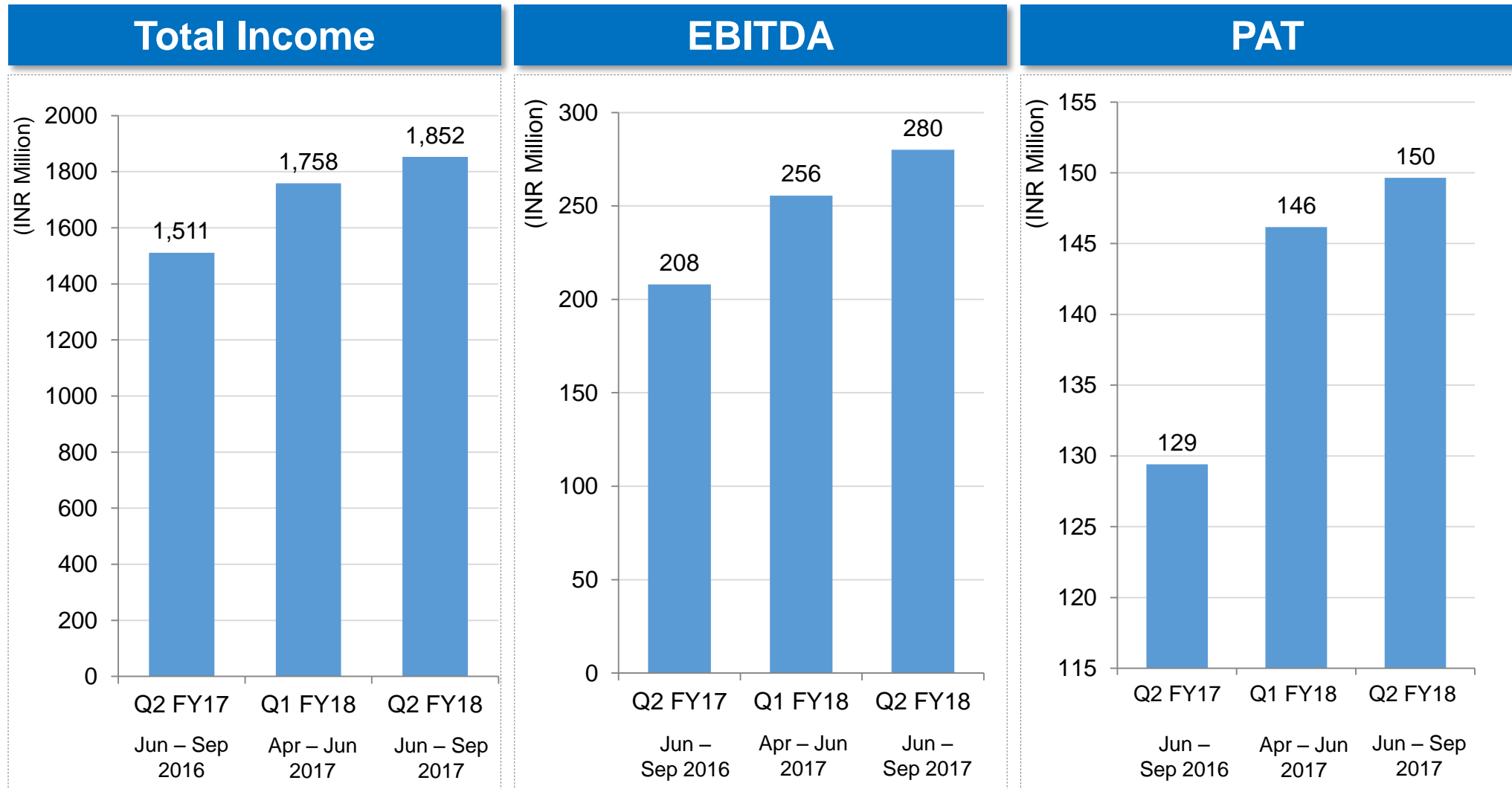
- Performance Highlight
- **Financial Performance**

FINANCIAL SUMMARY – Q2 FY18



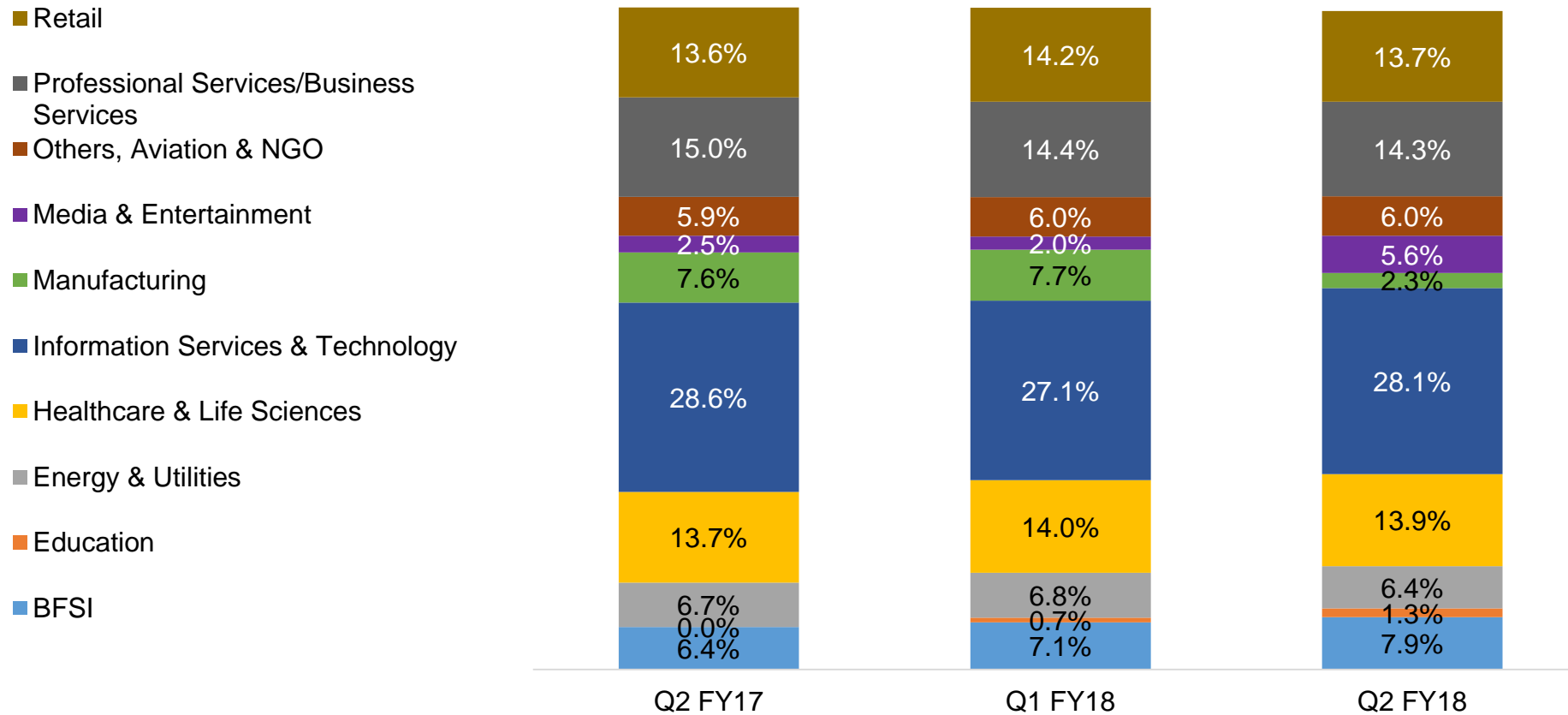
Note: 1. Q3FY17 and Q4FY17 are as per old accounting standard, this may change based on IND As requirement

FINANCIAL SUMMARY – Q2 FY18



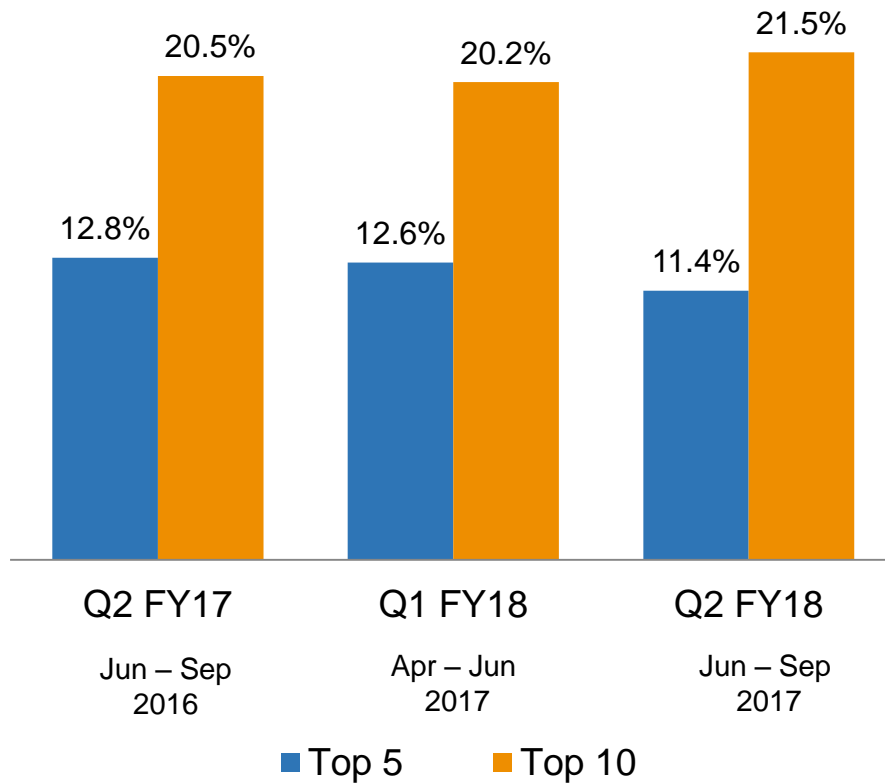
Note: 1). Financial performance Q2FY18, Q1FY18 and Q2FY17 are as per IND AS

REVENUE BY INDUSTRY – Q2 FY18

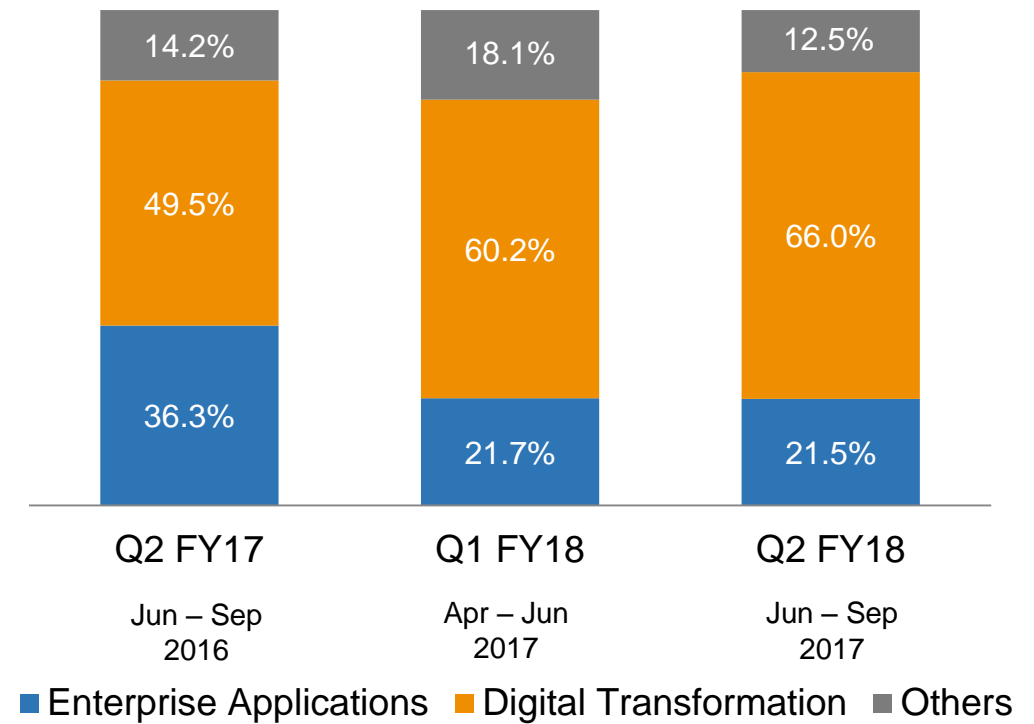


REVENUE ANALYSIS – Q2 FY18

By Clients

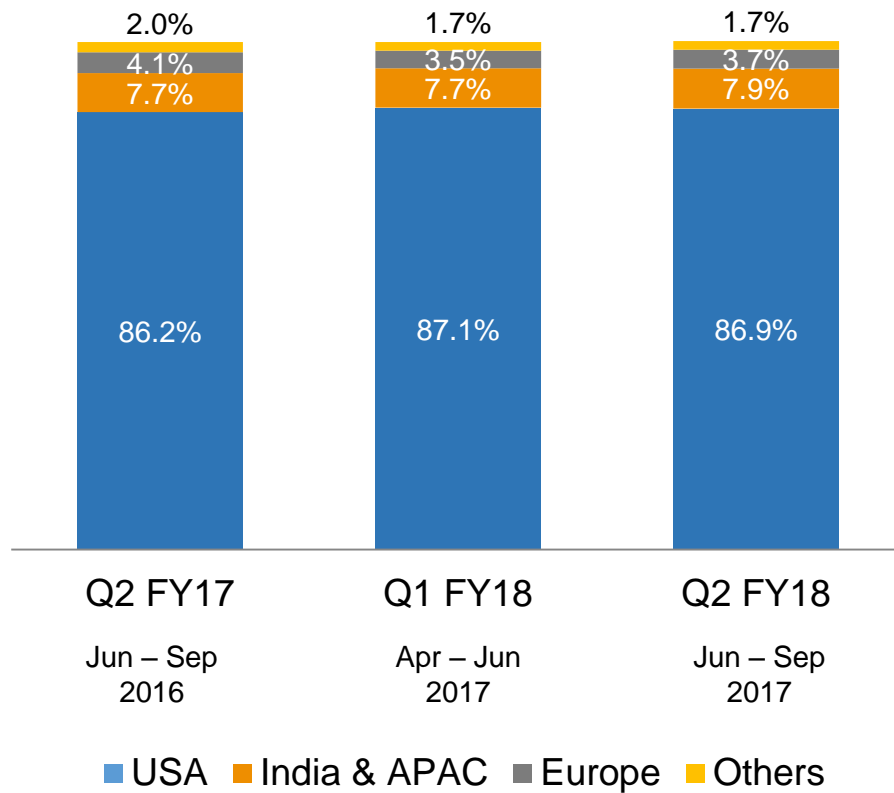


By Business

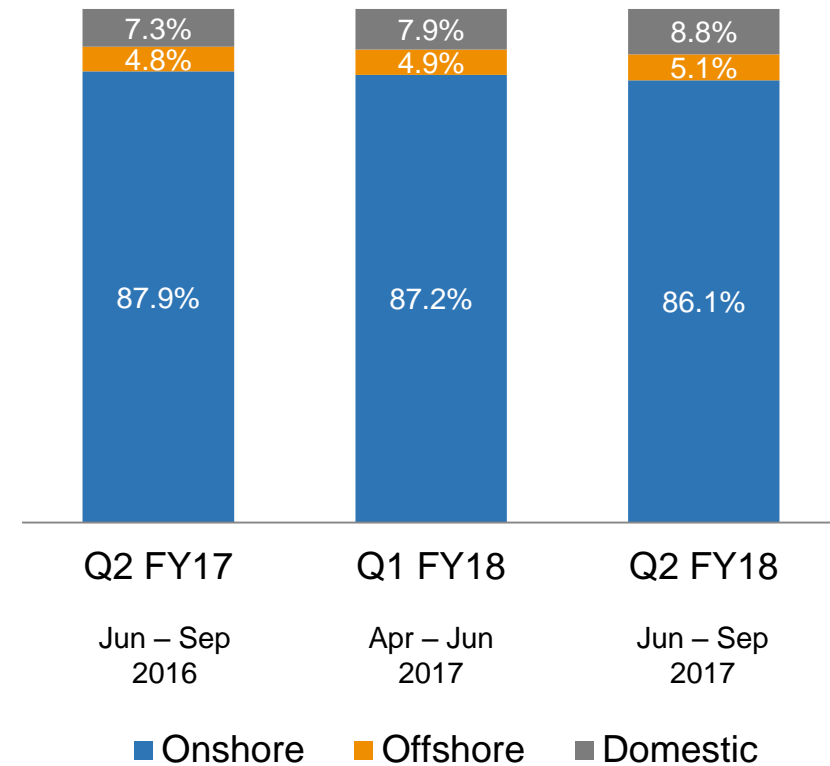


REVENUE ANALYSIS – Q2 FY18

By Geography



By Delivery Location





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