Q4 and Full Year FY17 Earnings Presentation

May 30, 2017

Infinite possibilities with technology

SAFE HARBOR

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AGENDA

- **Performance Highlight**

- Financial Performance

FY17 – HIGHLIGHTS

➤Financial Highlights

✓ Total revenue of Rs. 6157.4 Million; growth of 32.7% YoY

✓ EBITDA was at Rs. 867.60 Million; growth of 36.2% YoY

✓ EBITDA Margin stood at 14.1%

✓ Net Profit stood at Rs. 537.6 Million; growth of 35.9% YoY

✓ PAT Margin of 8.7%

✓ EPS stood at Rs. 11.43

Note: 1. Kellton Tech has changed its fiscal year end from June to March (effective FY2015-16)
2. For comparative purpose, FY2016 refers to the 12 months period from 1st April'16 to 1st March'17.

HIGHLIGHTS OF THE YEAR – FY 17

- Won 'Best e-Governance Initiative of the Year' Award at the Digital India Summit organized by BusinessWorld

- Featured in 'Best Places to Work' by 'The CEO Magazine'

- Acquired Lenmar Group to strengthen our capabilities in the BFSI sector

- mSehat, a Kellton Tech project which earlier in the year was featured as a case study in a WHO report, won the Skoch Award for Best Health Initiative in India

- Ranked 19th and 193rd in the 2016 Deloitte Technology Fast 50 India and Fast 500 Asia-Pacific respectively

- Won the prestigious Digitizing India Award, a Cisco initiative in collaboration with CNBC

- Brand consolidation of all group companies under umbrella brand Kellton Tech.

- Credit Rating of A- by ICRA

Q4 FY17 – HIGHLIGHTS

➢Financial Highlights

- ✓ Total revenue of Rs. 1658.0 Million; up 4.7% QoQ and up 24.9% YoY
- ✓ EBITDA was at Rs. 240.4 Million; up 8.6% QoQ and up 35.9% YoY
- ✓ EBITDA Margin stood at 14.5%
- ✓ Net Profit stood at Rs. 143.1 Million; up 2.5% QoQ and up 26.9% YoY
- ✓ PAT Margin of 8.6%

➢People:

- ✓ Net addition of 130 in the Quarter
- ✓ Total Headcount ~1400

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NEW CLIENT WINS – Q4 FY 2017
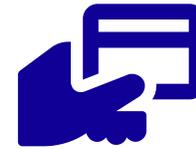
Acquired 9 new clients, prominent of them are:

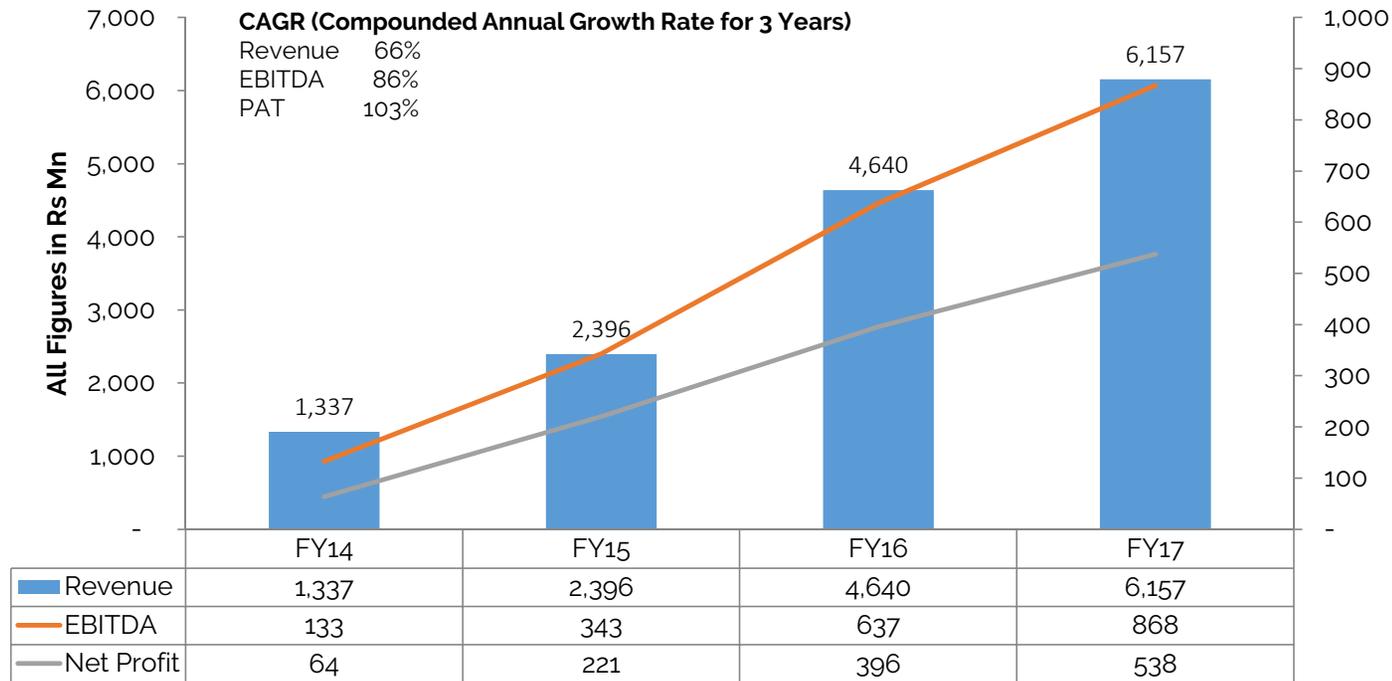| A leading insurance provider	A major airport	A leading credit-reporting agency	A leading US mobile communication solutions provider
Kellton Tech is providing a cognitive virtual agent solution using chatbots, artificial intelligence to improve customer service and satisfaction.	Kellton Tech is implementing an end-to-end Digital Transformation solution utilizing blockchain, advanced analytics and cloud services enhancing security	Kellton Tech is developing a Digital Roadmap and advanced analytics platforms to enhance their digital capability and improve credit accuracy.	Kellton Tech is scaling up their enterprise systems to support increased demand and enabling them to achieve performance optimization.

AGENDA

- Performance Highlight
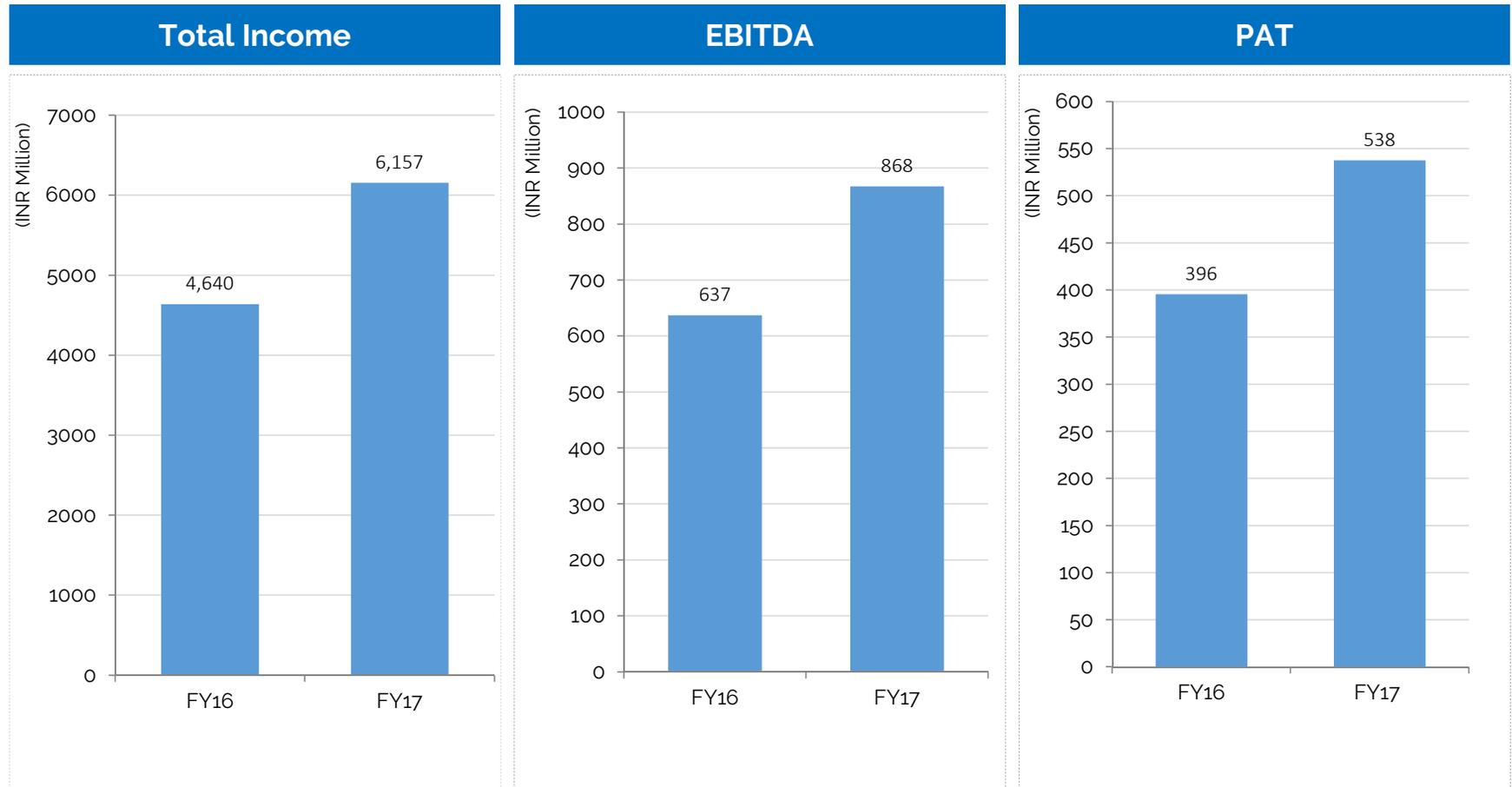
- **Financial Performance**

FINANCIAL SUMMARY – FY17

CAGR (Compounded Annual Growth Rate for 3 Years)

Revenue	66%
EBITDA	86%
PAT	103%

All Figures in Rs Mn

	FY14	FY15	FY16	FY17
Revenue	1,337	2,396	4,640	6,157
EBITDA	133	343	637	868
Net Profit	64	221	396	538

- Increasing focus on BFSI market, extending digital transformation to banking and financial sector
- Growth in European market, led by growth in digital opportunities
- Won multiple prestigious awards from industry-leading platforms; enhancing brand value and recognition

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FINANCIAL SUMMARY – FY17

Total Income	EBITDA	PAT

Total Income (INR Million): FY16 = 4,640; FY17 = 6,157

EBITDA (INR Million): FY16 = 637; FY17 = 868

PAT (INR Million): FY16 = 396; FY17 = 538
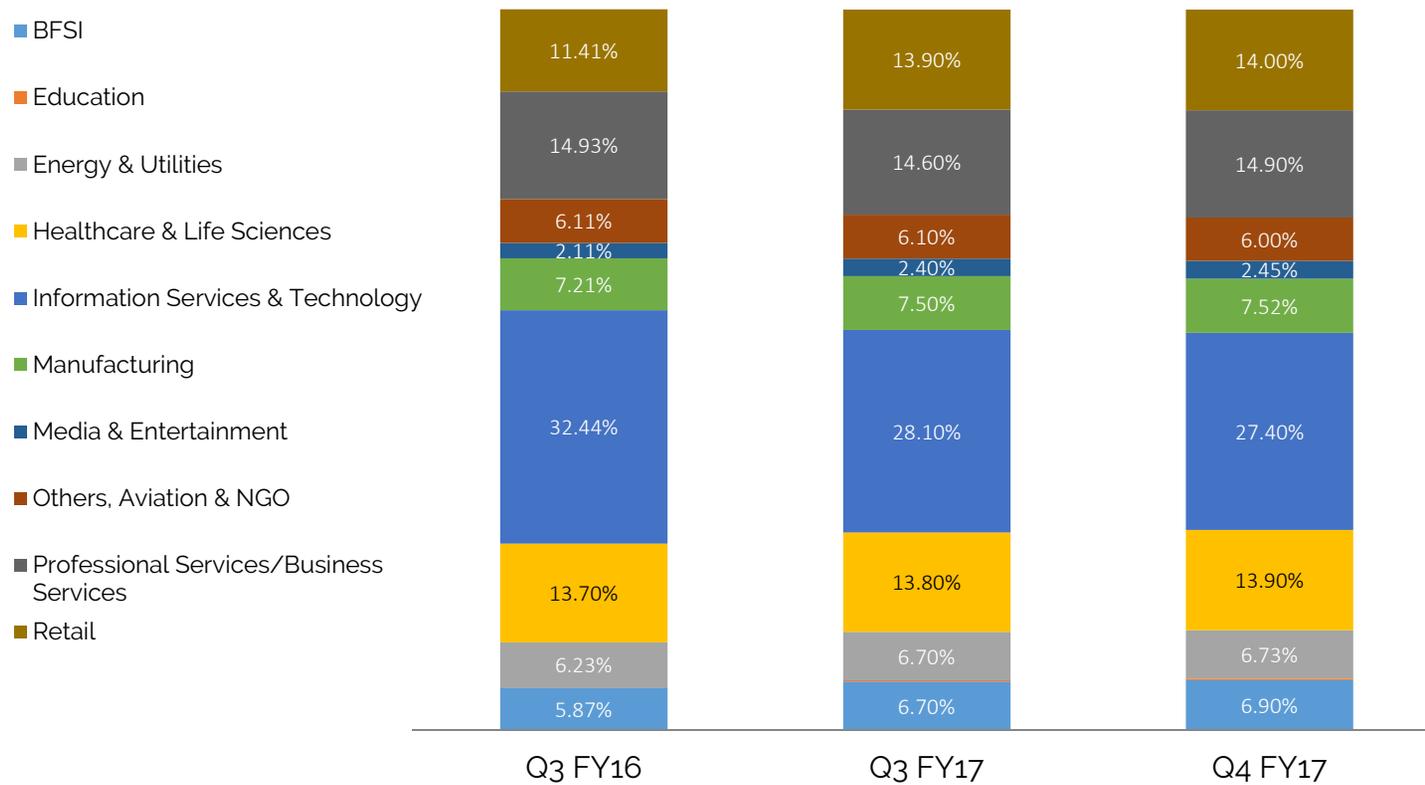
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FINANCIAL SUMMARY – Q4 FY17
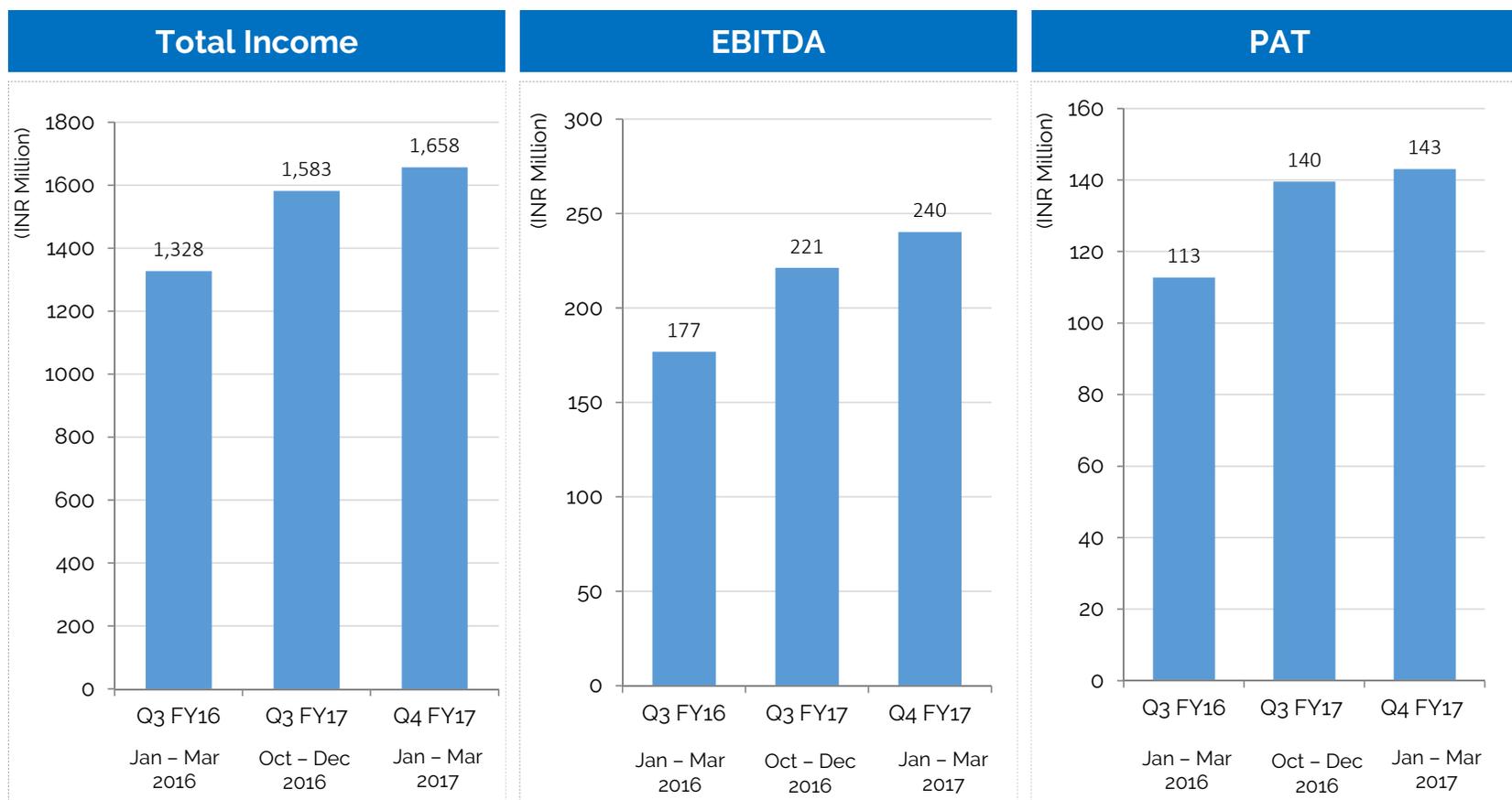
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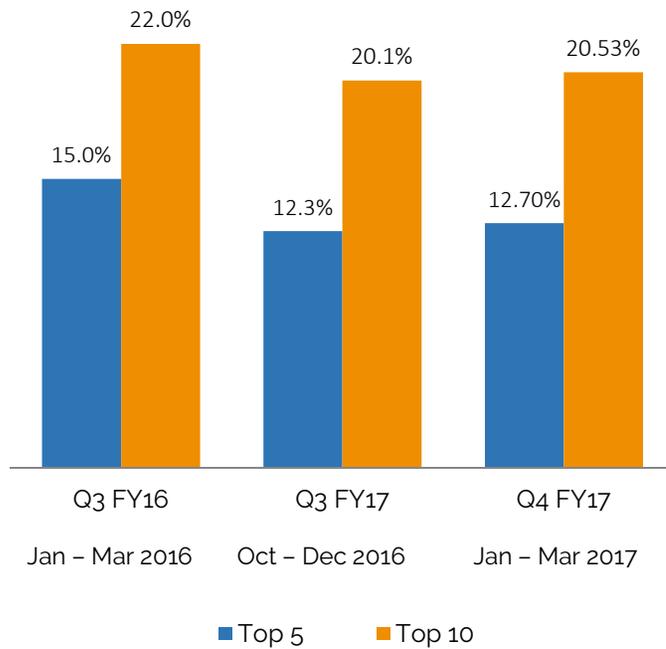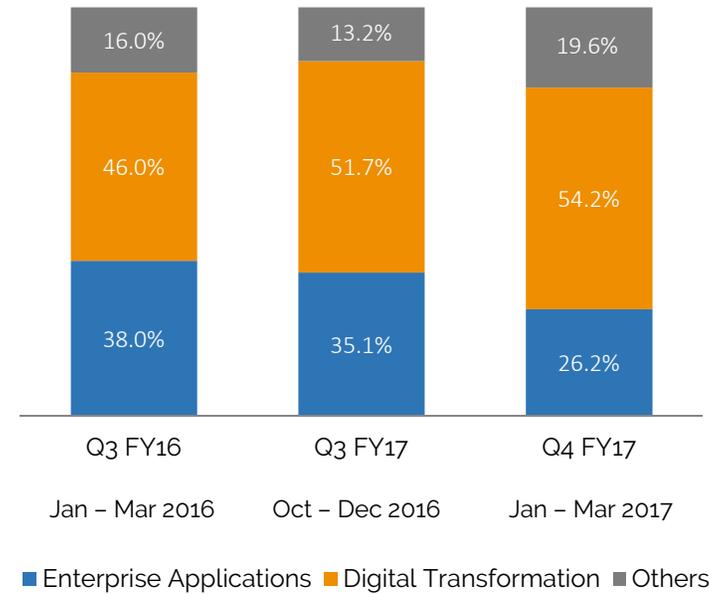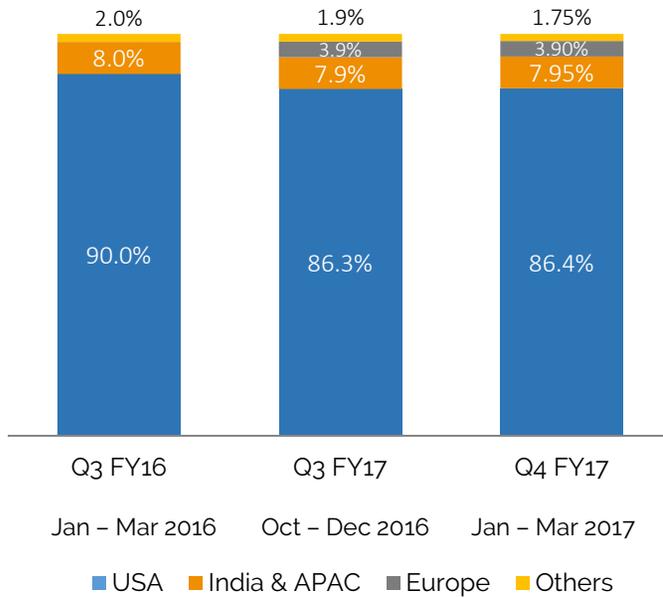
REVENUE BY INDUSTRY – Q4 FY17

Legend:
- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail

Q3 FY16
- 11.41%
- 14.93%
- 6.11%
- 2.11%
- 7.21%
- 32.44%
- 13.70%
- 6.23%
- 5.87%

Q3 FY17
- 13.90%
- 14.60%
- 6.10%
- 2.40%
- 7.50%
- 28.10%
- 13.80%
- 6.70%
- 6.70%

Q4 FY17
- 14.00%
- 14.90%
- 6.00%
- 2.45%
- 7.52%
- 27.40%
- 13.90%
- 6.73%
- 6.90%

REVENUE ANALYSIS – Q4 FY17

By Clients

	Q3 FY16	Q3 FY17	Q4 FY17
Top 5	15.0%	12.3%	12.70%
Top 10	22.0%	20.1%	20.53%
	Jan – Mar 2016	Oct – Dec 2016	Jan – Mar 2017

By Business

	Q3 FY16	Q3 FY17	Q4 FY17
Others	16.0%	13.2%	19.6%
Digital Transformation	46.0%	51.7%	54.2%
Enterprise Applications	38.0%	35.1%	26.2%
	Jan – Mar 2016	Oct – Dec 2016	Jan – Mar 2017

REVENUE ANALYSIS – Q4 FY17

By Geography

	Q3 FY16	Q3 FY17	Q4 FY17
Others	2.0%	1.9%	1.75%
Europe		3.9%	3.90%
India & APAC	8.0%	7.9%	7.95%
USA	90.0%	86.3%	86.4%
	Jan – Mar 2016	Oct – Dec 2016	Jan – Mar 2017

■ USA ■ India & APAC ■ Europe ■ Others

By Delivery Location

	Q3 FY16	Q3 FY17	Q4 FY17
Domestic	7.3%	7.3%	7.7%
Offshore	6.3%	4.8%	5.1%
Onshore	86.4%	87.9%	87.2%
	Jan – Mar 2016	Oct – Dec 2016	Jan – Mar 2017

■ Onshore ■ Offshore ■ Domestic

KELLTON TECH