



KELLTON TECH

“Infinite possibilities with technology”

Q4 FY18 Earnings Presentation

- May 30, 2018



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AGENDA



- Performance Highlight
- Financial Performance

➤ Financial Highlights:

- ✓ Total revenue of Rs 7,862.2 Million; up 27.1% YoY

➤ Profit:

- ✓ EBITDA was at Rs 1,211.3 Million; up 41.3% YoY
- ✓ EBITDA Margin stood at 15.4%
- ✓ Net Profit stood at Rs 683.9 Million; up 28.9% YoY
- ✓ PAT Margin of 8.7%
- ✓ EPS was at Rs 6.60; up 22.4 % YoY

HIGHLIGHTS OF THE YEAR - FY18



- Acquired PlanetPro, a Silicon Valley-based global firm providing Salesforce.com, Analytics, and Custom Program services to enterprise clients
- Kellton Tech drives innovation in the Energy Sector with its IoT enabled AI Platform
- Upgraded to CMMI Level 5 Certified company, thus scaling the pinnacle of global quality and process standards
- Kellton Tech ranked number 23 fastest growing technology company on the Deloitte Technology Fast50 India 2017

Q4 FY18 – HIGHLIGHTS



➤ Financial Highlights:

- ✓ Total revenue of Rs 2,149.3 Million; up 2.0% QoQ and up 28.7% YoY

➤ Profit:

- ✓ EBITDA was at Rs 365.2 Million; up 15.6% QoQ and up 53.7% YoY
- ✓ EBITDA Margin stood at 17.0%
- ✓ Net Profit stood at Rs 223.1 Million; up 31% QoQ and up 57.9% YoY
- ✓ PAT Margin of 10.4%
- ✓ EPS was at Rs. 1.86; up 9.4% QoQ and up 29.0% YoY

Note: 1. Financial performance Q4FY18, Q3FY18 and Q4FY17 are as per IND AS

NEW CLIENT WINS – Q4 FY18

Acquired 10 new clients, prominent of them are:



Digital Healthcare Platform

Redefining the customer journey using an advanced Cloud-based, digital healthcare platform for one of the largest medical technology manufacturer in the US



A leading Non-Banking Finance Company

Delivering resilient, scalable cloud based solution for a leading Non-Banking Finance Company



Largest corporate & leisure travel agencies

Fueling the next wave of growth with Artificial Intelligence for the largest corporate & leisure travel agencies in Indonesia



An award-winning provider of intelligence products

Implementing Network Analysis and Anomaly Detection for an award-winning provider of intelligence products and advanced analytics solutions



Fastest growing food service company

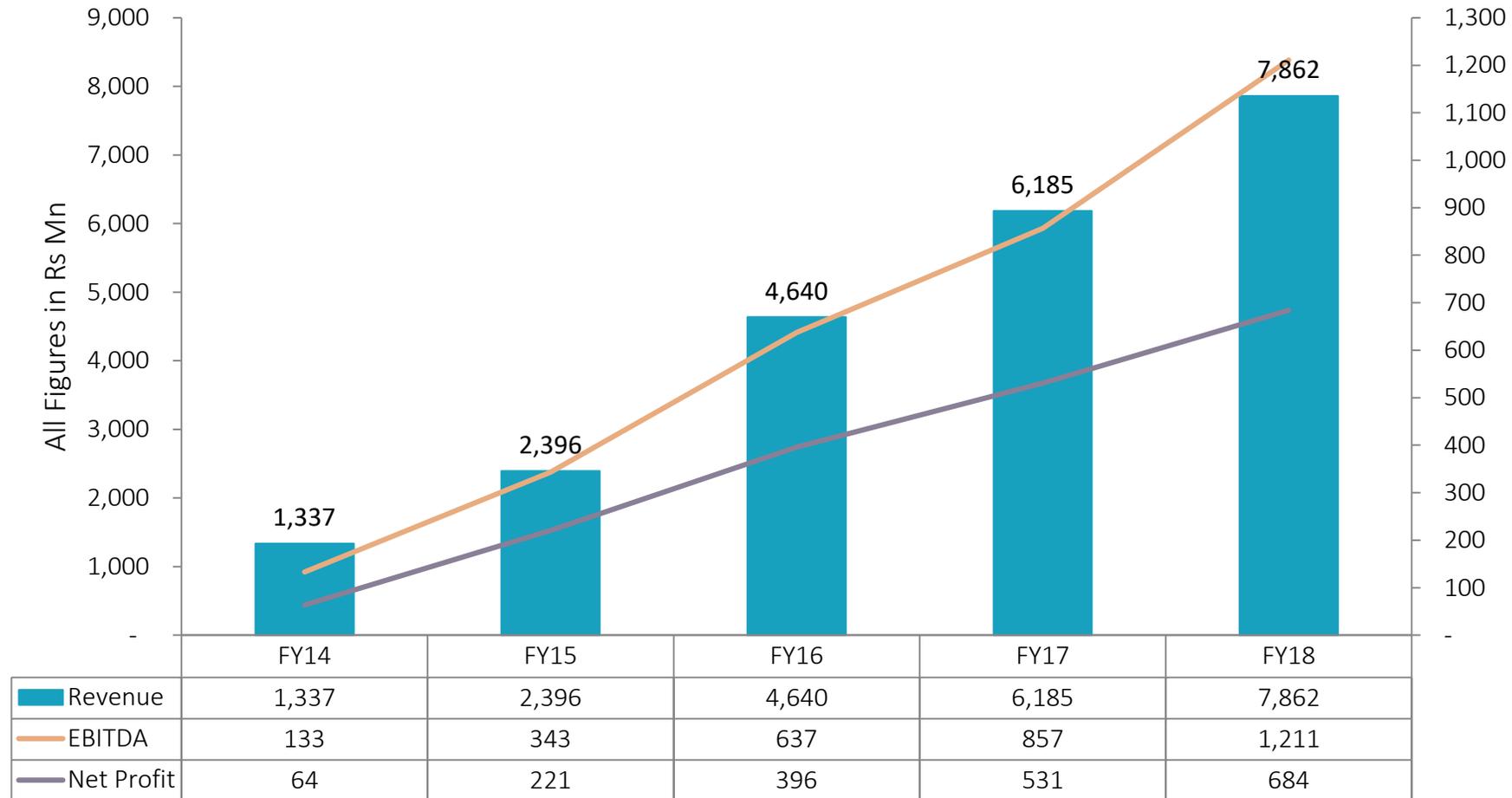
Redefining the Operations using analytics and location based technologies for the largest and the fastest growing food service company in India

AGENDA



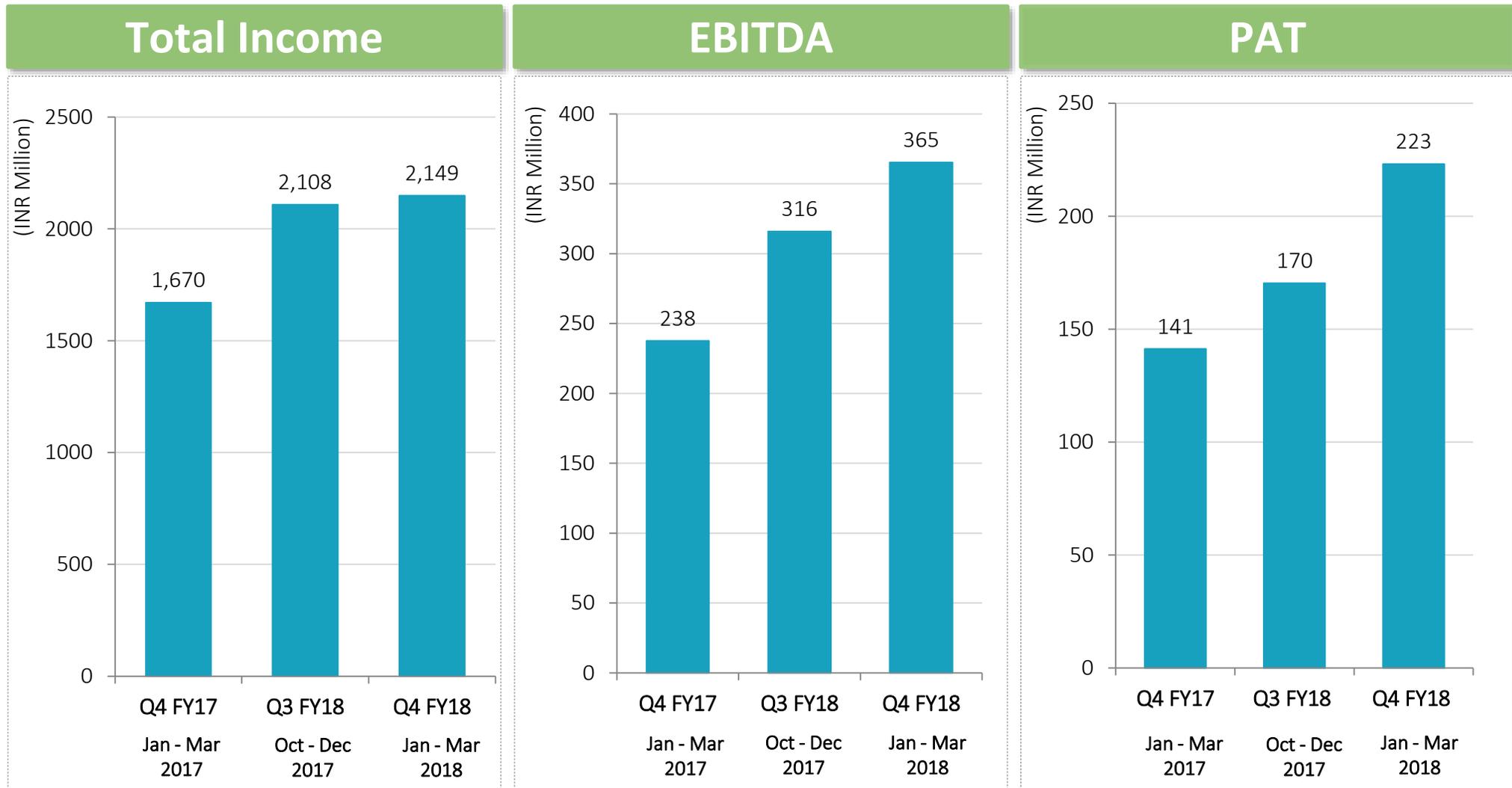
- Performance Highlight
- Financial Performance

FINANCIAL SUMMARY – FY18



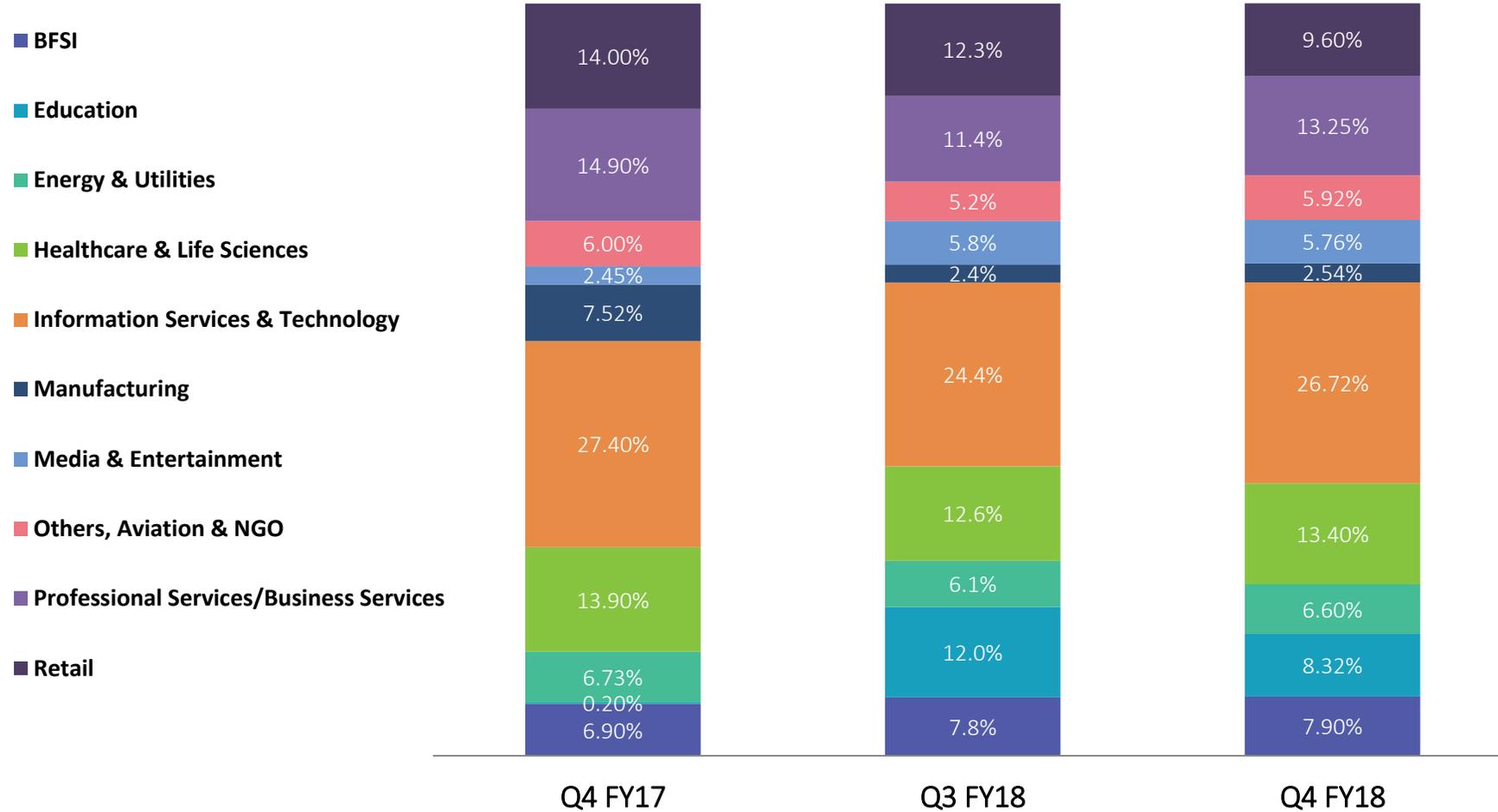
Note: 1. FY14, FY15 and FY16 are as per old accounting standard, this may change based on IND AS requirement

FINANCIAL SUMMARY – Q4 FY18



Note: 1. Financial performance Q4FY18, Q3FY18 and Q4FY17 are as per IND AS

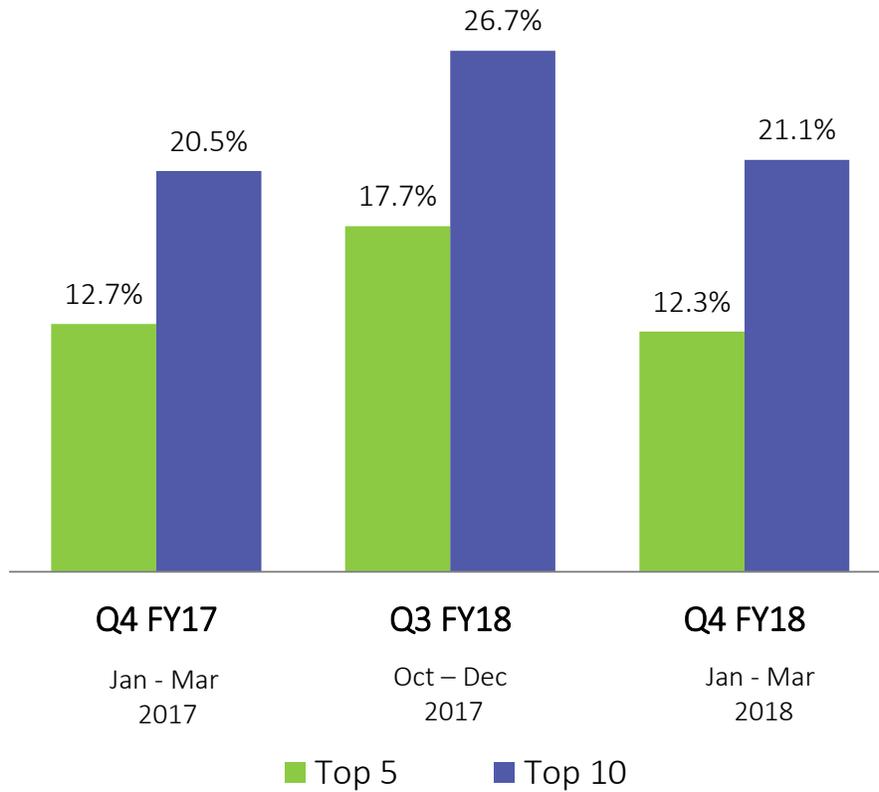
REVENUE BY INDUSTRY – Q4 FY18



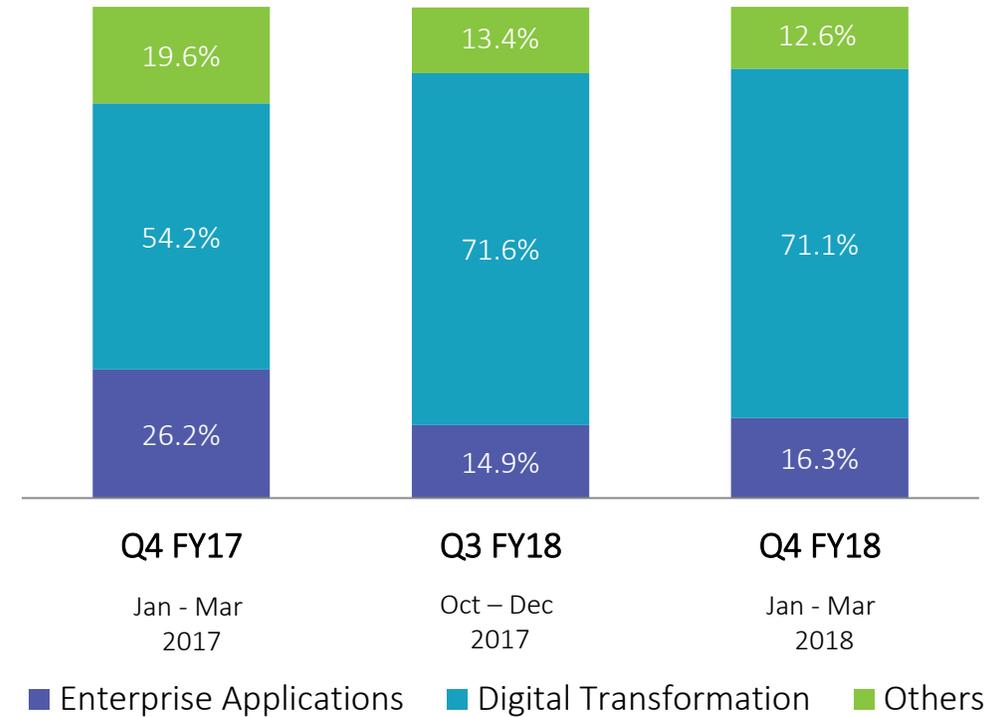
REVENUE ANALYSIS – Q4 FY18



By Clients



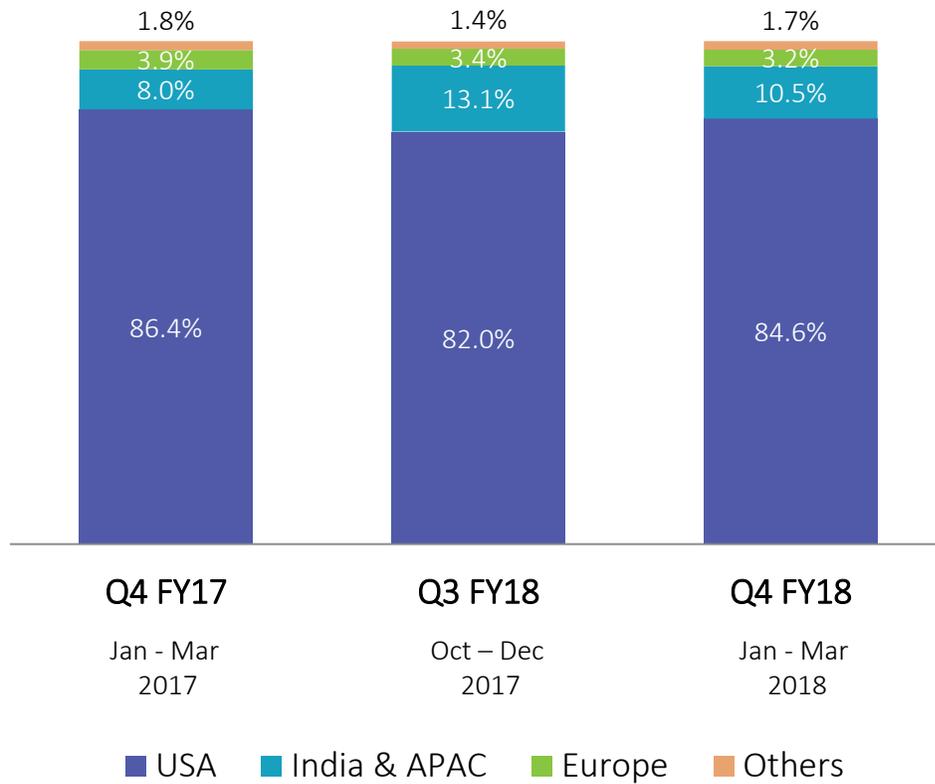
By Business



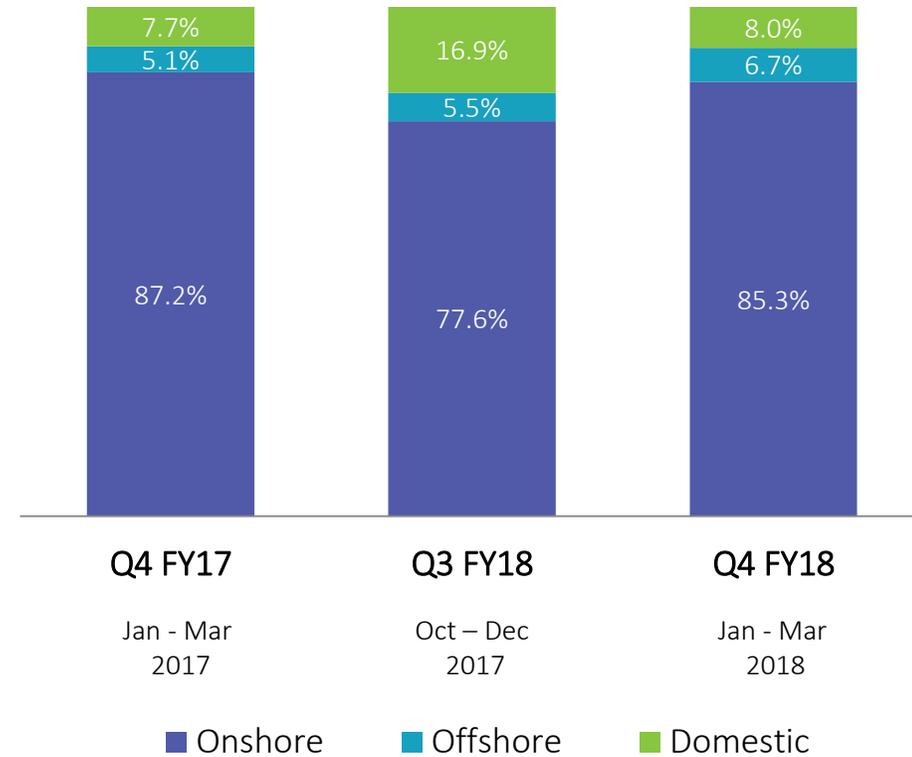
REVENUE ANALYSIS – Q4 FY18

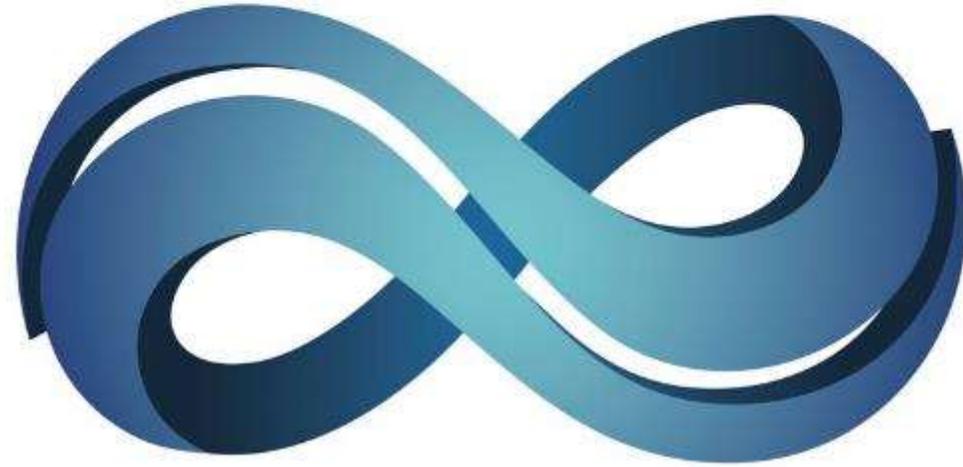


By Geography



By Delivery Location





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