

**KELLTON TECH SOLUTIONS LIMITED.**

Hyderabad, November 1, 2016

To

The General Manager, Listing Department, Bombay Stock Exchange Limited, 1 <sup>st</sup> Floor, New Trading Wing, Rotunda Building, P.J. Towers, Dalal Street Fort, Mumbai-400001	The Manager, Listing Department, National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051
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Dear Sir/Madam,

**Sub:**

1. Press Release on financial results for the quarter ended September 2016.

**Ref: Symbol: KELLTONTEC**

**Scrip Code: 519602**

It is hereby informed that the Company has planned for press release about the financial results for the quarter ended September 2016.

The contents of the proposed press release along with presentation on results are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited

Niranjan Chintam  
Director

DIN: 01658591



Encl: As above



**Kellton Tech H1FY17 Total Revenue at Rs 2916.6 million;  
Up 35.9 % on Y-o-Y basis**

**Hyderabad, India – 1<sup>st</sup> November, 2016:** Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a CMMi Level 3 and ISO 9001:2008 certified IT services organization providing end-to-end IT solutions, strategic technology consulting, and offshore product development services worldwide, announced today its financial results for **second quarter** and **first half** of **FY2017** ended on 30<sup>th</sup> September, 2016.

**Review of financial performance for the quarter ended 30<sup>th</sup>September, 2016**

On a quarter-on-quarter basis:

- Total income was Rs 1512.3 million during the quarter under review as compared to Rs 1404 million during the previous quarter, up 7.7% on Q-o-Q basis.
- The Company reported EBITDA of Rs 212.3 million (14% of total income) in Q2FY17 as compared to Rs. 194 million (13.8% of total income) in Q1FY17, an increase of 9.7% on Q-o-Q basis.
- Net profit stood at Rs 132.8 million in Q2FY17 as against Rs 122 million in Q1FY17, registering 8.8% increase on Q-o-Q basis.

**Review of financial performance for H1FY17**

- Total income was Rs 2916.6 million during the six month period under review as compared to Rs 2146 million during the corresponding period in the previous year reflecting a growth of 35.9% on Y-o-Y basis.
- Company reported an EBITDA of Rs 405.9 million in H1FY17 as compared to an EBITDA of Rs 294 million during the corresponding period in the previous year.
- Net profit stood at Rs 254.9 million for H1FY17 as against Rs 182 million in corresponding period of the previous year reflecting a growth of 40.4% on Y-o-Y basis.

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

## Business Highlights – Q2FY17

- 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.

*Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "During the quarter, we consolidated our brand globally and positioned Kellton Tech as the market-facing brand identity of the entire group. We are tapping into synergies emerging from our expanded digital technologies arsenal to provide cutting-edge solutions to our customers. Today, we are uniquely positioned to empower businesses at every stage of their digital transformation process to accelerate their journey towards becoming a full-fledged digital enterprise."*

## About Kellton Tech Solutions

Kellton Tech Solutions Limited is a publicly listed (BSE & NSE: KELLTONTEC), CMMi Level 3 and ISO 9001:2008 certified global IT services organization. It is headquartered in Hyderabad, India and has development centers in the United States and India. For two innovative decades, Kellton Tech has put into practice the vision upon which it was founded viz. "to offer infinite possibilities with technology". The company is committed to providing end-to-end IT solutions, strategic technology consulting, and offshore product development services. Kellton Tech serves the full gamut of customers including startups, SMBs, enterprises, and Fortune 500 businesses. The organization has serviced customers representing a wide range of verticals including retail, travel, e-commerce, education, hospitality, advertising, market research, manufacturing, consumer goods, logistics, SCM, and non-profits. Kellton Tech is also a global leader in providing Enterprise Mobility Solutions, Mobile Application Development & Internet of Things. For more information and past results & conference call transcripts, please visit our web site [www.kelltontech.com](http://www.kelltontech.com)

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*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website [www.kelltontech.com](http://www.kelltontech.com). Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.*



**KELLTON TECH**

# Q2 FY17 Earnings Presentation

November 01, 2016

BSE: 519602 | NSE: KELLTONTEC | ISIN: INE164B01022 | Bloomberg: KTSL:IN | Reuters: KELL.BO | [www.kelltontech.com](http://www.kelltontech.com)

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This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

# 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.
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# Agenda

01 | Performance Highlight

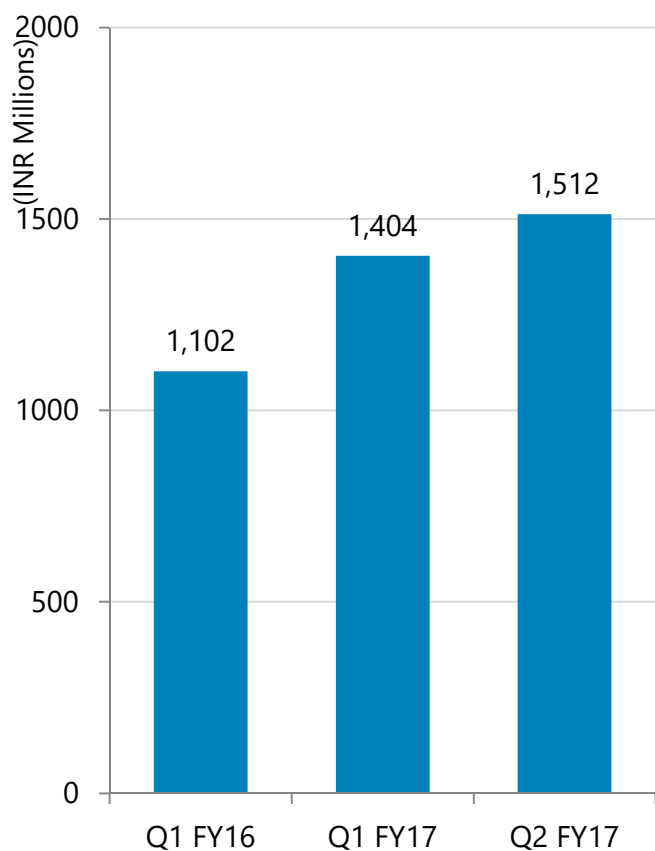
02 | **Financial Performance**



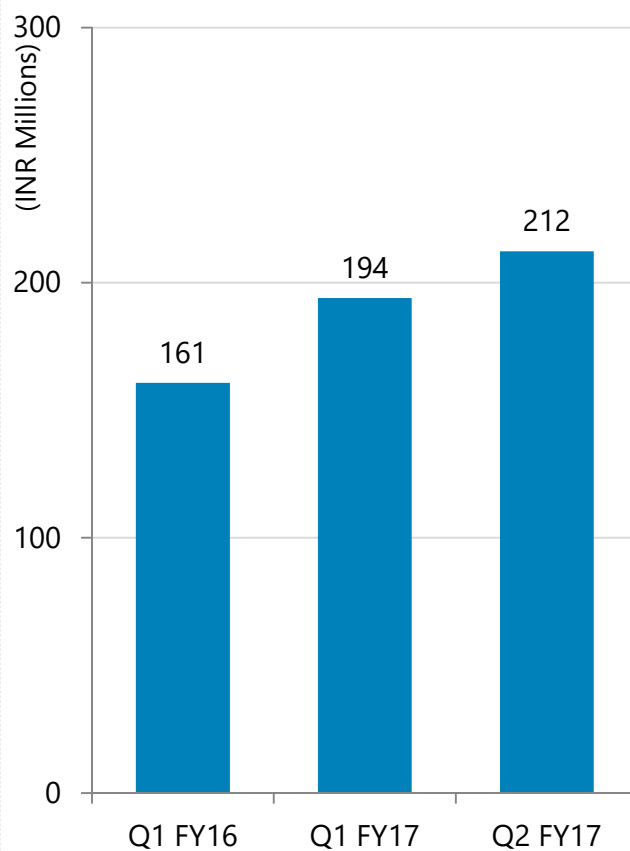
# Financial Summary – Q2 FY17



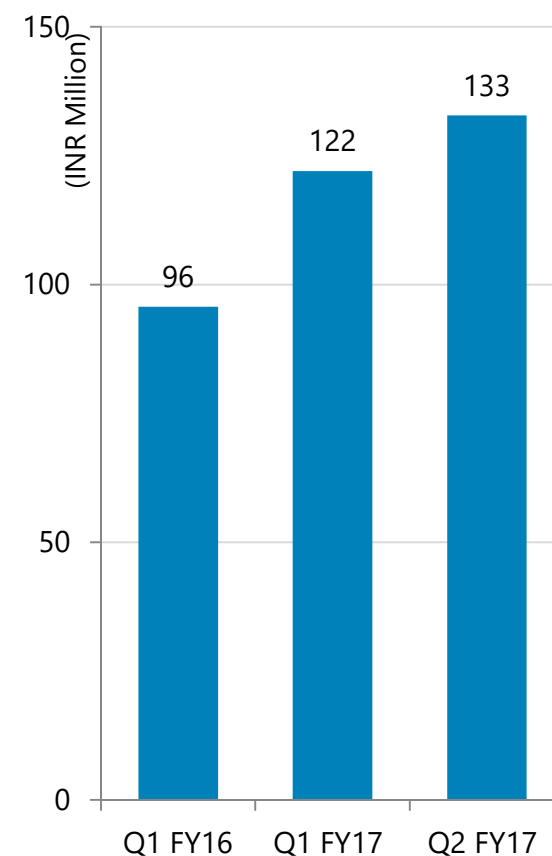
## Total Income



## EBITDA

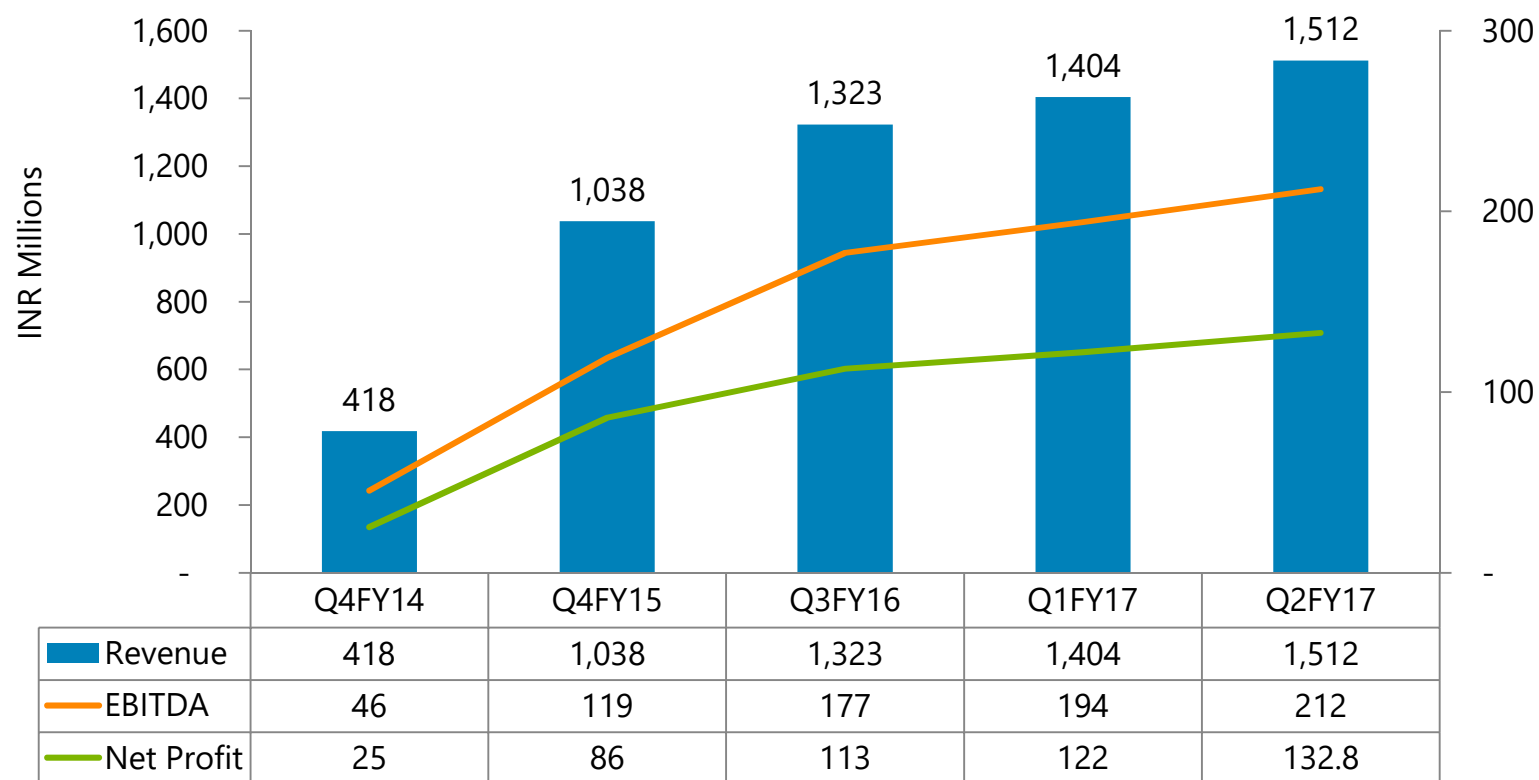


## PAT



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

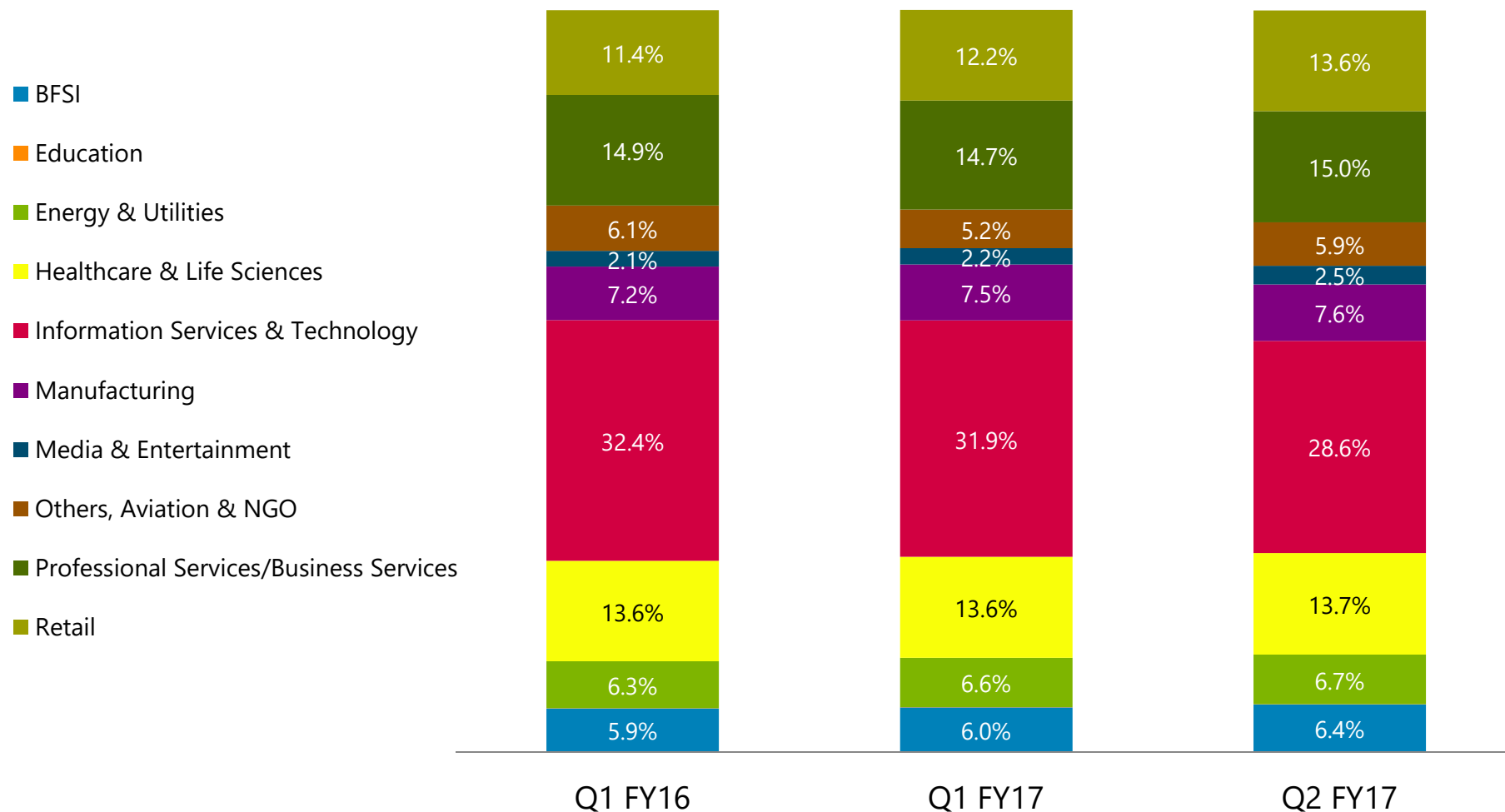
# Financial Summary – Q2 FY17



- 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

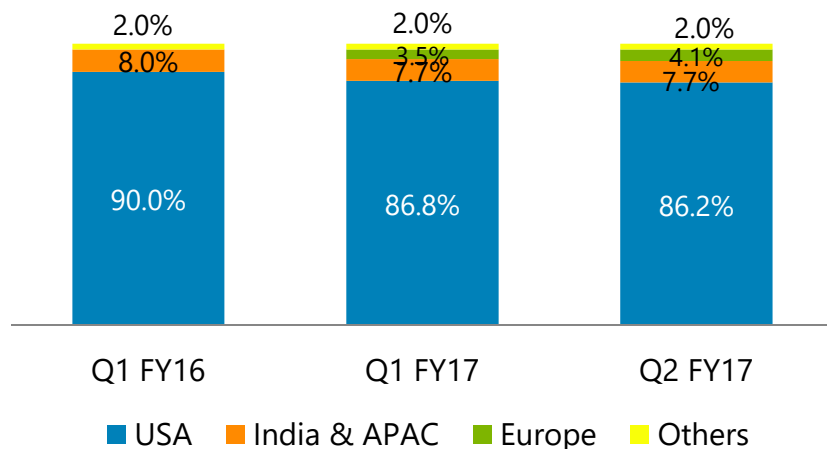


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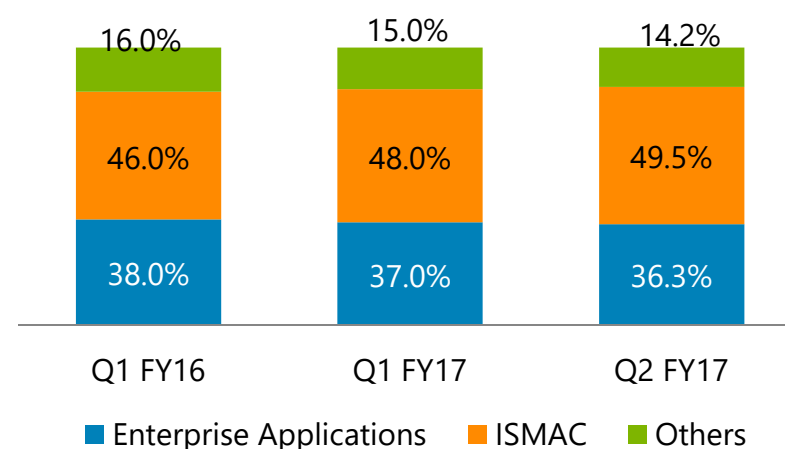
# Revenue Analysis – Q2 FY17



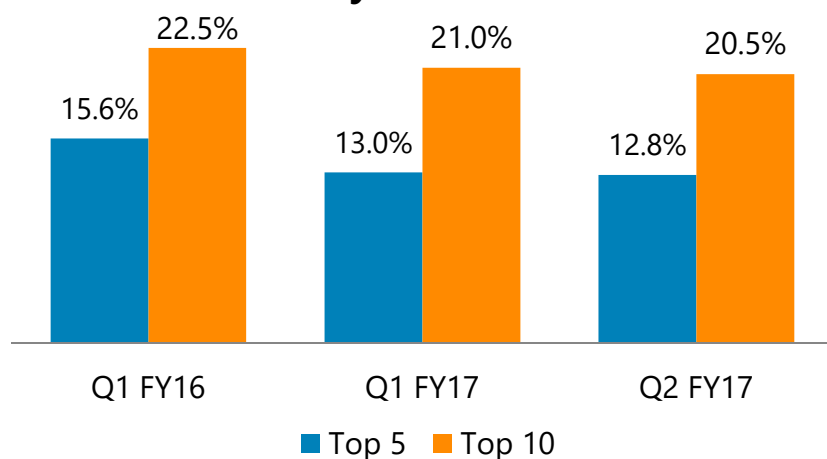
### By Geography



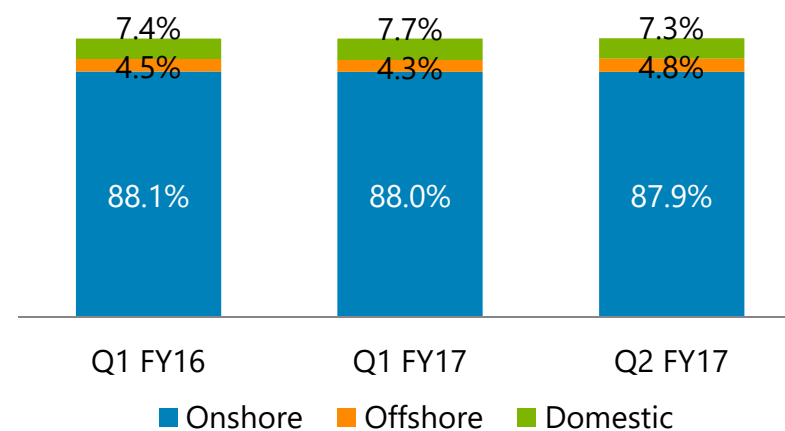
### By Business



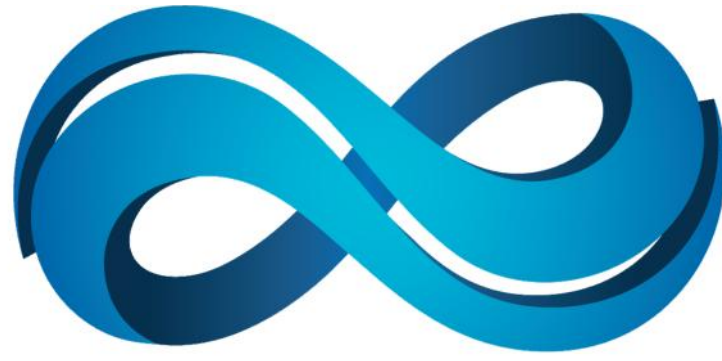
### By Clients



### By Delivery Location



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



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