



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, June 14, 2021

To

The Bombay Stock Exchange Limited P.J. Towers, Dalal Street, Mumbai-400 001 Fax No: 022-22722037/39/41/61	The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai -400 051 Fax No: 022-26598237/38
Scrip Code: 519602	Scrip Code: KELLTONTEC

Sir/Madam,

Sub: Press Release on financial results for the quarter and year ended March 31, 2021.

It is hereby informed that the Company has planned for press release about the financial results for the quarter and year ended March 31, 2021. The contents of the proposed press release are enclosed herewith.

Kindly take the above information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited

Surabi Jain
Company Secretary
ACS 49557

Note: *This intimation is signed as Sd/- as authorised person is away due to pandemic COVID-19.*

Encl. as above



Kellton Tech Q4 FY21 PAT at Rs 189.1 Million; Up 30.0% on Y-o-Y basis

Hyderabad, India – 14th June, 2021 : Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation serving startups to Fortune 500 companies announced today its financial results for **Fourth Quarter & Year Ended 31st March, 2021**.

Review of financial performance for FY21 ended 31st March, 2021

- Total Revenue was Rs 7,803 million for FY21 under review
- The Company reported an EBITDA of Rs 1,125 million for FY21
- The EBITDA margin for FY21 stood at 14.4%
- Net profit stood at Rs 711 million for FY21
- PAT Margin for FY21 stood at 9.1%
- Diluted EPS stood at Rs 7.34 for FY21

Review of financial performance for the quarter ended 31th March, 2021

- Total revenue was Rs 2,088 million during the quarter under review as compared to Rs 1,977 million during the previous quarter reflecting an increase of 5.6% on Q-o-Q basis.
- The Company reported an EBITDA of Rs 297 million for the quarter under review
- The EBITDA margin for the quarter under review was 14.2%.
- Net profit stood at Rs 189 million for Q4 FY21 for the quarter under review as compared to Rs. 146 million during the corresponding quarter in the previous year reflecting an increase of 30.0% Y-o-Y basis.
- PAT Margin for FY21 stood at 9.1%
- EPS stood at Rs 2.08 for Q4 FY21

Operational Highlights of FY21

- Launched tHRive+ – a Smart, Analytics-Based Solution to Reimagine HRM Experiences, the solution transforms core HR processes, reduce costs and build a fully engaged and compliant global workforce management solution for clients
- Launched KeLive — a Building Management Solution Underpinned with AI and Smart Analytics, KeLive is engineered to help real estate agencies and property management

companies automate rule-based tasks and manage administrative operations anywhere, anytime, and across devices.

- Tech Expands Its Partnership with Google Cloud's Apigee API Platform, to transform digital user experiences faster and more seamlessly
- Momentive Quartz Technologies (MQT) Selects Kellton Tech to Implement SAP S/4HANA.

New Client Wins during Q4 FY21

Acquired **12** new clients during the quarter, some big wins are:

- Kellton Tech has been selected as a strategic digital partner by a supply chain management company. We are integrating our client's core-critical software product with a range of hand-picked external systems to build a digital mesh that, includes all-in-one data access, more insightful reporting, and workflow automation.
- Kellton Tech has been chosen as a technology partner to help a leading healthcare organization to amplify its online presence. We are optimizing our client's legacy digital landscape and making significant improvements to make it resonate better with shifts in the market and drive strategic business initiatives
- Kellton Tech has been selected as a digital partner by a US-based real estate company. Under the collaboration, we are building a new-age engagement and loyalty platform to help our client attract and retain customers, generate a positive ROI, and achieve a competitive edge in the market.
- Kellton Tech has been chosen as a digital partner by a leading financial technology company to build a comprehensive digital payment ecosystem – bringing customers, merchants, banks, and third-party service providers making processing payments as more agile, efficient and transparent.
- Kellton Tech has been chosen as a digital partner by a leading travel company. We are building a progressive, travel-oriented mobility solution that allows the personalization of itineraries in real-time based on historical data, gets all of the travelers' information at virtual fingertips—just like a digital travel assistant.
- Kellton Tech has been selected as a digital partner by a leading automotive technology company. We are developing critical software components for their next-generation OEM and aftermarket infotainment systems and helping them achieve economies of scale that translate into higher productivity and cost-efficiency.

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: "We continued to build our core strengths in digital and strengthened our ability to deliver solutions—rapidly and securely. I want to recognize the dedication and perseverance that our team demonstrated in serving our customers and partners tirelessly and creating even more value for them. Making our employees' safety and well-being a top priority, we focused on allowing an element of flexibility, ensuring work/life balance, and launching meaningful initiatives, including a vaccination drive."

“Kellton Tech remains committed to supporting our people and partners in these challenging times and enabling shared success for all. Together with our differentiated offerings and passionate teams, we will continue to serve individuals and businesses and help them thrive in this new normal.”

About Kellton Tech Solutions

Kellton Tech is a ‘Born Digital’ technology consulting and services company founded on the belief of ‘Infinite Possibilities with Technology.’ The Company has helped startups to Fortune 500 clients build disruptive Digital Transformation solutions and leverage technology as a competitive differentiator for their businesses. Driven by deep domain knowledge and technology expertise, Kellton Tech adds value to the relationship by acting as a Trusted Partner to its clients. A rapidly growing company, Kellton Tech has made it to the Deloitte’s ‘Technology Fast50’ India list four times, Forbes Asia’s ‘Best Under a Billion’ list, and has been recognized amongst the best tech companies to work for. With operations across the US, Europe, India, and Asia-Pacific, the team of 1500 dedicated Kellton’ites is consistently on the lookout for the next gripping challenge, please visit our web site www.kelltontech.com

Media Contact & Investor Relations

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Kellton Tech Solutions Ltd
anupam.kumari@kelltontech.com

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. Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.



KELLTON TECH

EARNINGS PRESENTATION – FY21/Q4 FY21

EXECUTIVE SUMMARY



Company Overview

- Kellton Tech is a global leader in Digital Experience Innovations and Technology Solutions with a strong footprint in the United States, the United Kingdom, Singapore, Ireland, and India.
- With nearly two decades of experience in driving business excellence for over 300+ clients, our core strength lies in scalable engineering that helps prioritize the enablement of change and take the lead in today's digital era.

Business Mix (FY 21)



Digital Transformation (79.34%)

We adopt evolving digital technologies to enable new channels of working and help enterprises turn experiences as a competitive advantage to lead across business disruptions.



Enterprise Solutions (15.25%)

We leverage insights with our deep, cross-industry experience to create digital solutions poised to solve the biggest and the most complex enterprise challenges.

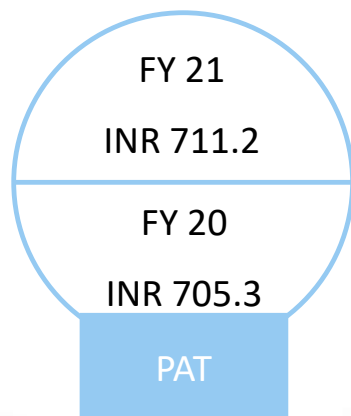
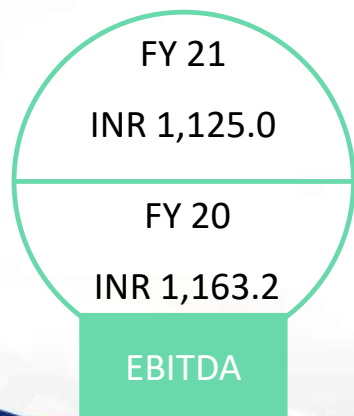
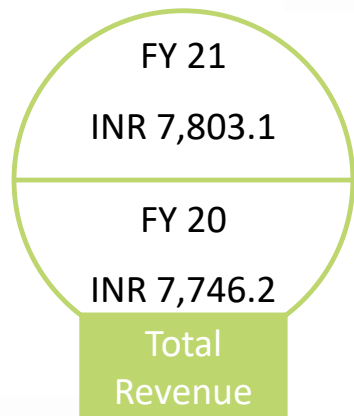


Other Services (5.41%)

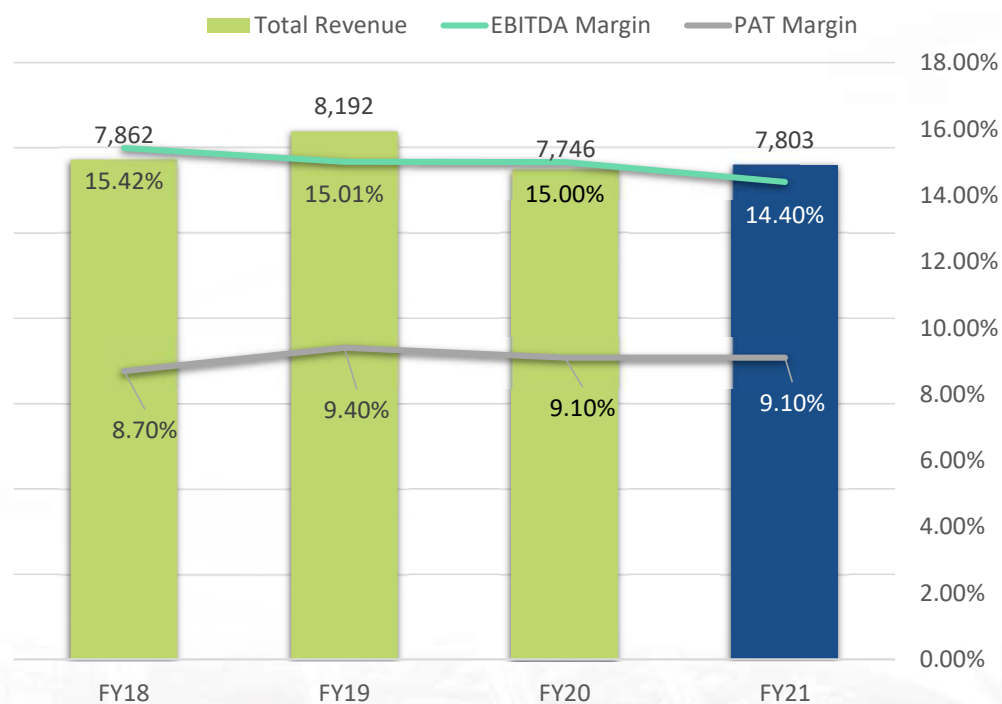
We help shape the future of businesses by delivering a wide gamut of IT strategy, innovation, and management services in an agile, scalable, and cost-effective manner.

EXECUTIVE SUMMARY

Financial Highlights FY21



Total Revenue, PAT & EBITDA Margins – FY21



COMPANY OVERVIEW



- Kellton Tech Solutions Ltd., also known as Kellton, is a CMMI Level-5 company and ISO 9001:2015 certified technology consulting and services company founded on the belief of 'Infinite Possibilities of Technology.'
- Our overarching aim is to build enterprise systems using data, IoT, AI, cloud, and ever-evolving digital systems and help global enterprises realize exceptional value.
- With over 1500+ dedicated practitioners, a global ecosystem of operations across the US, Europe, and Asia, and futuristic operating models, we strive to build technology-agnostic solutions in a more strategic, customer-driven approach.
- Kellton Tech has the unique ability to address business requirements of various industry verticals, including Retail, Travel, BFSI, Media and Entertainment, Healthcare, Energy, and more – and help companies transform into strategic organizations through digital transformation.
- From start-ups at incubation to Fortune 500 companies, we have helped several clients build agile, effective supply chains with the value of the new IT and navigate disruptions confidently.
- We partner with a vast set of industry partners – Software AG, MuleSoft, SAP, and IBM to name a few – to push the boundaries of innovation and bring novel capabilities to enterprises that support growth.
- Over the years, Kellton Tech has extended its reach via strategic acquisitions in the US, India, and Singapore and is continuously scaling with an exceptional focus on economic growth.



KELLTON TECH

FINANCIAL & OPERATIONAL OVERVIEW - FY21/ Q4 FY21

FINANCIAL HIGHLIGHTS – FY21/Q4 FY21



FY21 - HIGHLIGHTS

Total Revenue
of INR 7,803.1
Mn

Total
Revenue

EBITDA of INR
1,125.0 Mn

EBITDA

EBITDA
Margin of
14.4%

EBITDA
Margin %

Net Profit of
INR 711.2 Mn

Net Profit

PAT Margin of
9.1%

PAT Margin
%

EPS of INR
7.34

EPS

Q4 FY21 - HIGHLIGHTS

Total Revenue
of INR 2088.2
Mn up 5.6%
QoQ

Total
Revenue

EBITDA of INR
297.1 Mn

EBITDA

EBITDA
Margin of
14.2%

EBITDA
Margin %

Net Profit of
INR 189.1 Mn

Net Profit

PAT Margin of
9.1%

PAT Margin
%

EPS of INR
2.08

EPS

FY21 OPERATIONAL HIGHLIGHTS



The Company had several key launches won new contracts throughout the year some key highlights are:

1st

Launched tHRive+ – a Smart, Analytics-Based Solution to Reimagine HRM Experiences, the solution transforms core HR processes, reduce costs and build a fully engaged and compliant global workforce management solution for clients

2nd

Launched KeLive — a Building Management Solution Underpinned with AI and Smart Analytics, KeLive is engineered to help real estate agencies and property management companies automate rule-based tasks and manage administrative operations anywhere, anytime, and across devices.

3rd

Tech Expands Its Partnership with Google Cloud's Apigee API Platform, to transform digital user experiences faster and more seamlessly

4th

Momentive Quartz Technologies (MQT) Selects Kellton Tech to Implement SAP S/4HANA.

Q4 FY21 CLIENT WINS

We have won 12 new clients this quarter, some big wins are

A Supply Chain Management Company

Kellton Tech has been selected as a strategic digital partner by a supply chain management company. We are integrating our client's core-critical software product with a range of hand-picked external systems to build a digital mesh that, includes all-in-one data access, more insightful reporting, and workflow automation.

A Leading Healthcare Organization

Kellton Tech has been chosen as a technology partner to help a leading healthcare organization to amplify its online presence. We are optimizing our client's legacy digital landscape and making significant improvements to make it resonate better with shifts in the market and drive strategic business initiatives

A Real Estate Company

Kellton Tech has been selected as a digital partner by a US-based real estate company. Under the collaboration, we are building a new-age engagement and loyalty platform to help our client attract and retain customers, generate a positive ROI, and achieve a competitive edge in the market.

A Leading Financial Technology Company

Kellton Tech has been chosen as a digital partner by a leading financial technology company to build a comprehensive digital payment ecosystem – bringing customers, merchants, banks, and third-party service providers making processing payments as more agile, efficient and transparent.

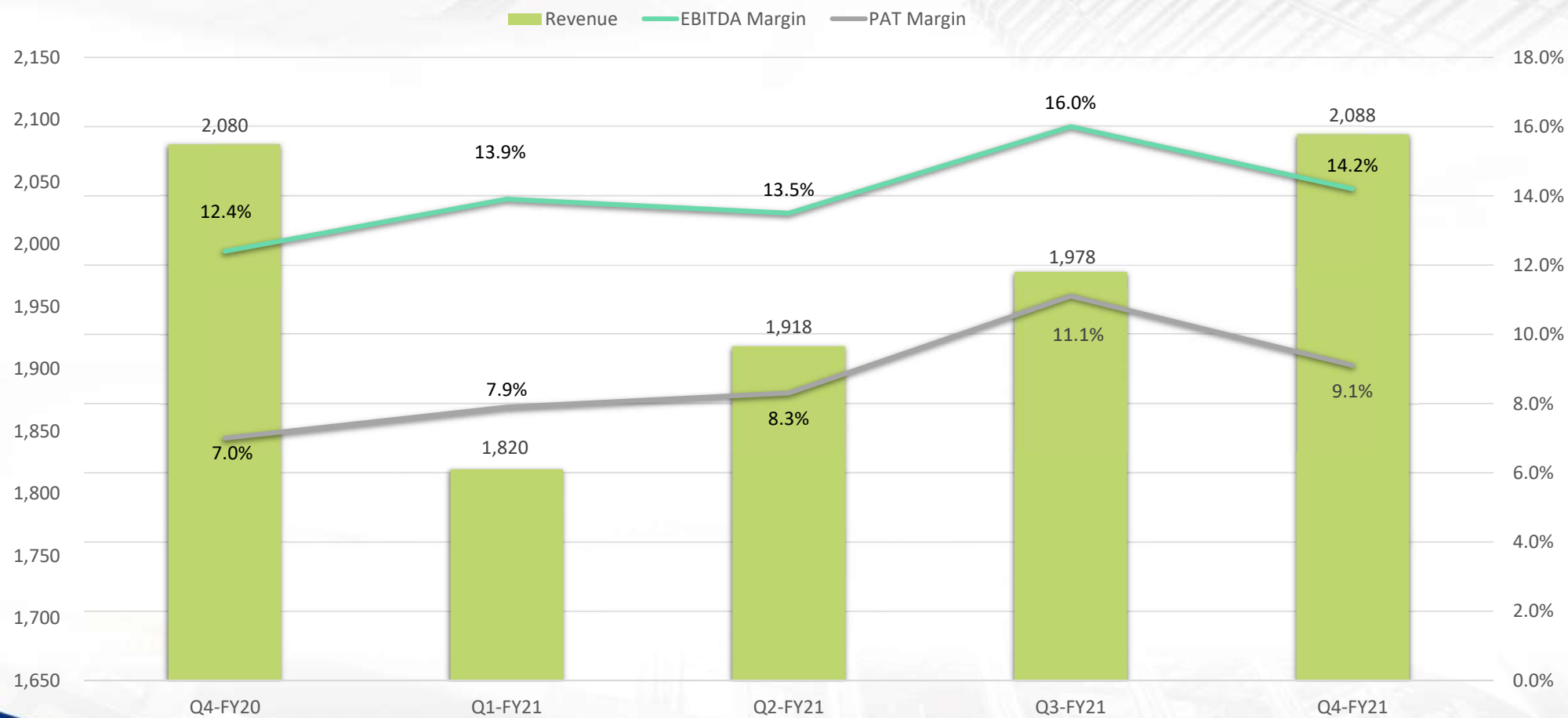
A Leading Travel Company

Kellton Tech has been chosen as a digital partner by a leading travel company. We are building a progressive, travel-oriented mobility solution that allows the personalization of itineraries in real-time based on historical data, gets all of the travelers' information at virtual fingertips– just like a digital travel assistant.

A Leading Automotive Technology Company

Kellton Tech has been selected as a digital partner by a leading automotive technology company. We are developing critical software components for their next-generation OEM and aftermarket infotainment systems and helping them achieve economies of scale that translate into higher productivity and cost-efficiency.

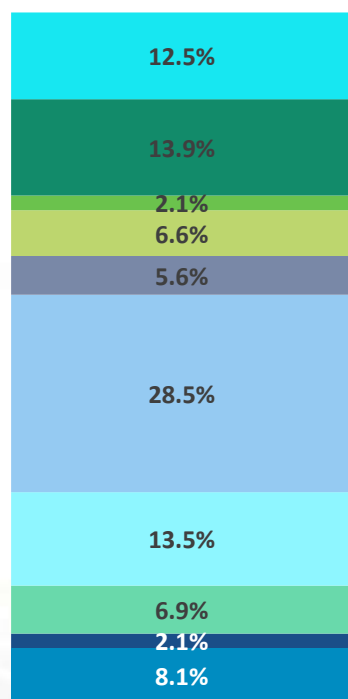
Q4 FY21 REVENUE SUMMARY



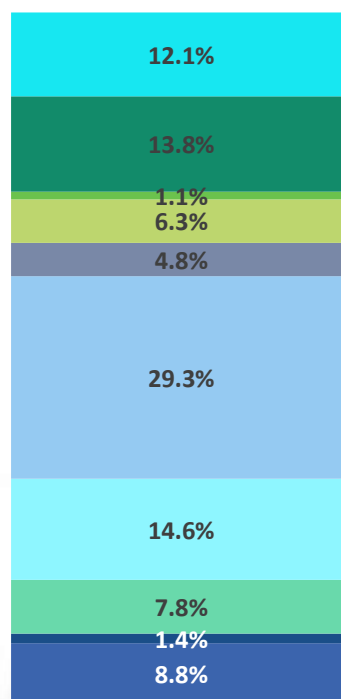
Q4 FY21 REVENUE BY INDUSTRY



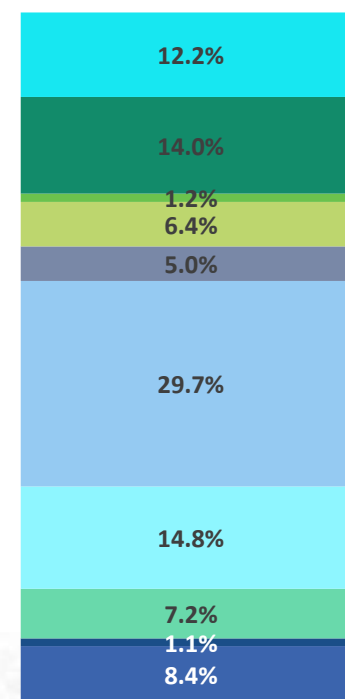
- BFSI
- Education
- Energy & Utilities
- Healthcare & Life Sciences
- Information Services & Technology
- Manufacturing
- Media & Entertainment
- Others, Aviation & NGO
- Professional Services/Business Services
- Retail



Q4-FY20

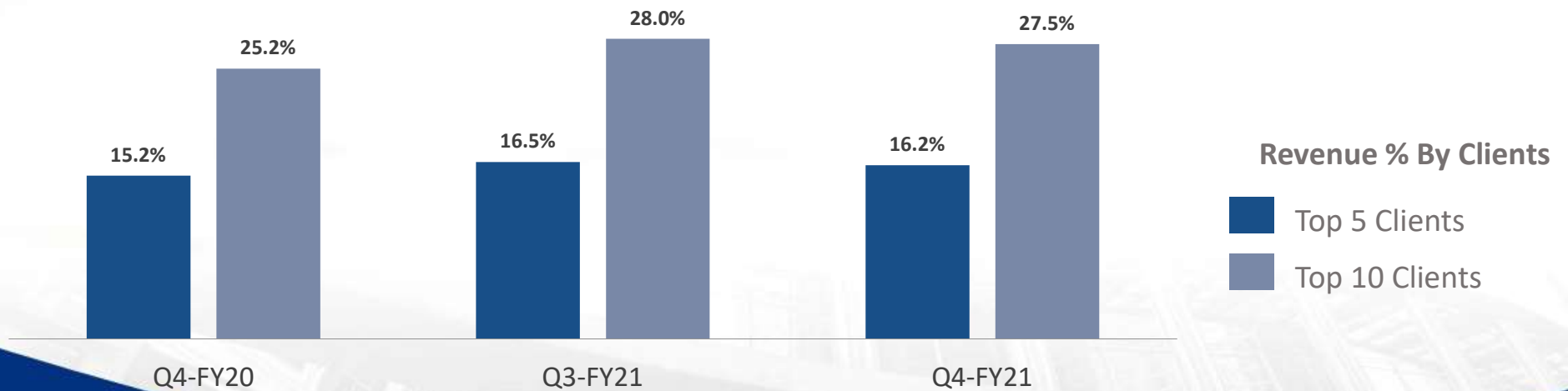
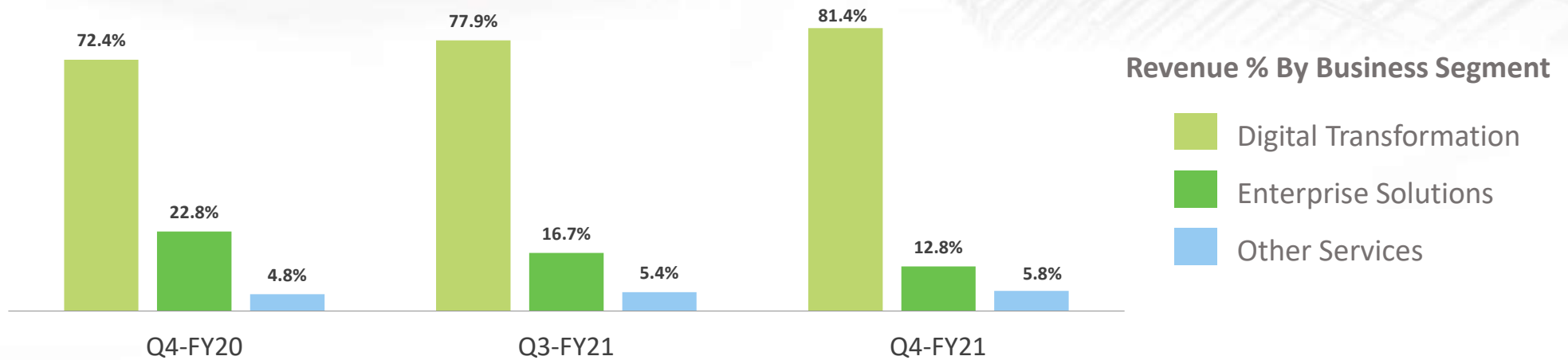


Q3-FY21

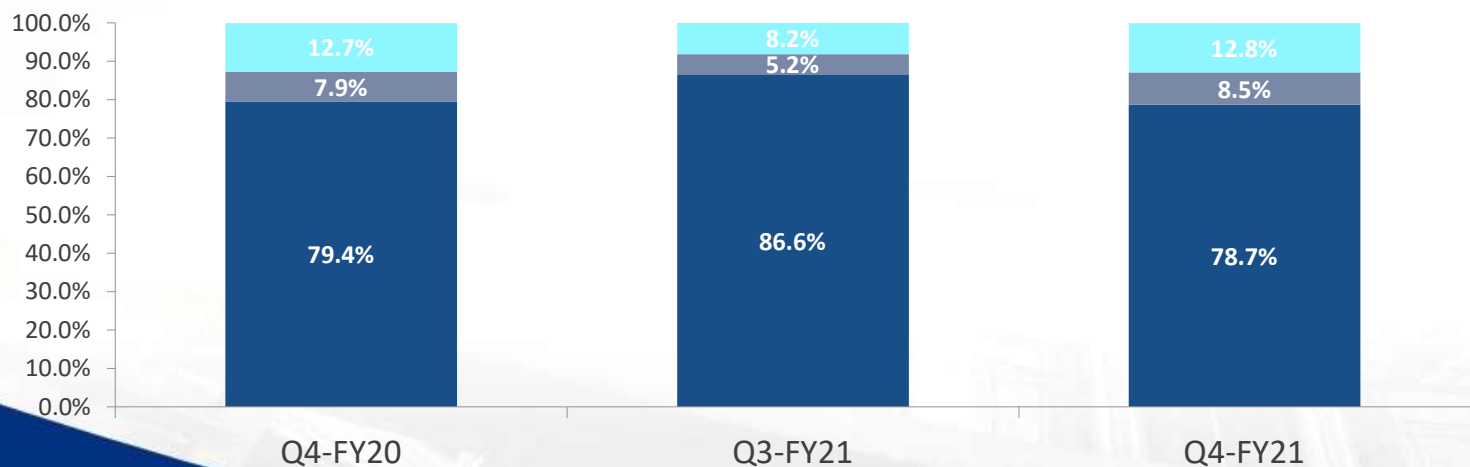
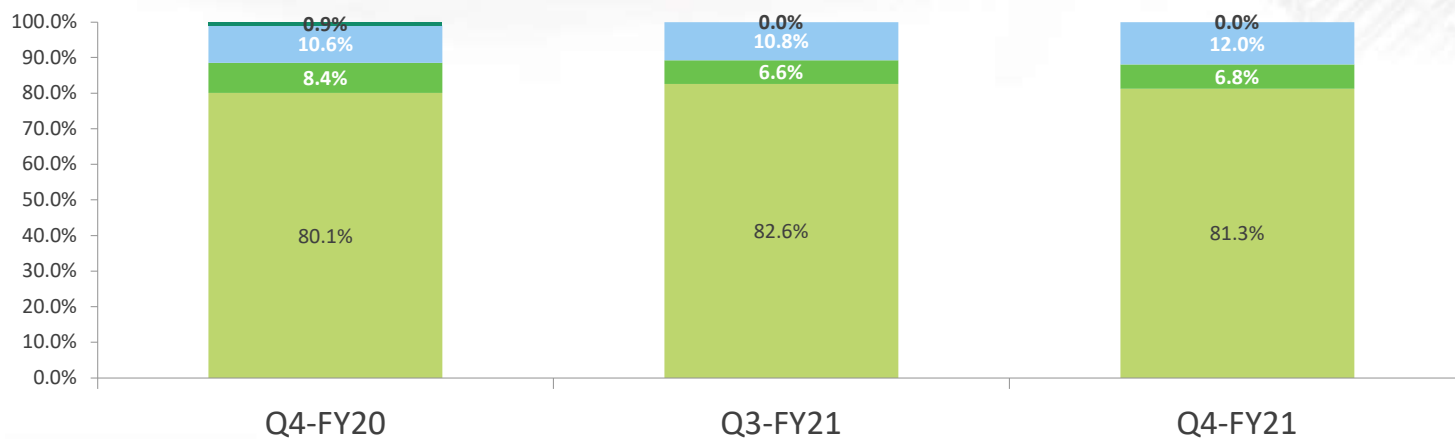


Q4-FY21

Q4 FY21 KEY METRICS



Q4 FY21 KEY METRICS



Q4 FY21 CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (INR Mn)	Q4-FY21	Q3-FY21	Q-o-Q	Q4-FY20	Y-o-Y
Revenue from operations	2,083	1,964	6.1%	2,063	1.0%
Other Income	5	14	(64.3)%	18	(71.7)%
Total Income	2,088	1,978	5.6%	2,081	0.4%
Total Expenses	1,791	1,662	7.8%	1,821	(1.6)%
EBITDA	297	316	(5.9)%	260	14.3%
EBITDA Margin (%)	14.2%	16.0%		12.4%	
Depreciation	27	31		28	
Finance Cost	26	33		42	
PBT	244	252	(3.2)%	190	28.6%
Tax	55	34		44	
Profit After Tax	189	218	(13.5)%	146	30.0%
PAT Margins (%)	9.1%	11.1%		7.0%	
Other Comprehensive Income	12	(10)		32	
Total Comprehensive Income (After Tax)	201	208		178	
Diluted EPS (INR)	2.08	2.16		1.84	

FY21 CONSOLIDATED INCOME STATEMENT (IND-AS)



INCOME STATEMENT (INR Mn)	FY21	FY20	Y-o-Y
Revenue from operations	7,756	7,707	0.6%
Other Income	47	39	20.5%
Total Income	7,803	7,746	0.7%
Total Expenses	6,678	6,583	1.4%
EBITDA	1,125	1,163	(3.3)%
EBITDA Margin	14.4%	15.0%	
Depreciation	129	128	
Finance Cost	128	164	
PBT	868	871	(0.4)%
Tax	156	165	
Profit After Tax	712	705	0.8%
PAT Margins	9.1%	9.1%	
Other Comprehensive Income	(4)	37	
Total Comprehensive Income (After Tax)	708	743	
EPS (INR)	7.34	7.70	



KELLTON TECH

HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENTS



INCOME STATEMENT (INR Mn)	FY21**	FY20**	FY19*	FY18*
Revenue from operations	7,756	7,707	8,141	7,835
Other Income	47	39	51	27
Total Income	7,803	7,746	8,192	7,862
Total Expenses	6,678	6,583	6,962	6,650
EBITDA	1,125	1,163	1,230	1,212
EBITDA Margin	14.4%	15.01%	15.01%	15.42%
Depreciation	129	128	67	54
Finance Cost	128	164	189	163
PBT	868	871	974	995
Tax	156	165	205	311
Profit After Tax	712	705	769	684
PAT Margins	9.1%	9.1%	9.39%	8.70%
Other Comprehensive Income	(4)	37	(18)	(48)
Total Comprehensive Income (After Tax)	708	743	751	636
EPS (INR)	7.34	7.70	7.79	6.60

HISTORICAL CONSOLIDATED BALANCE SHEET (IND-AS)



Equity and Liabilities (INR Mn)	FY21*	FY20*
Shareholder Funds		
(A) Equity Share Capital	482	482
(B) Other Equity	3,723	3,681
Total -Shareholder Funds	4,205	4,163
Non-Current Liabilities		
Financial Liabilities		
(I) Borrowings	226	286
(ii) Other Financial Liabilities	95	363
(iii)Other non-current Liabilities	17	60
Provisions	30	24
Lease Liabilities	80	155
Deferred Tax Liabilities	23	16
Total - Non-Current Liabilities	471	904
Current Liabilities		
Financial Liabilities		
(I) Borrowings	649	669
(ii) Trade Payables	162	393
(iii) Other Financial Liabilities	136	208
Other Current Liabilities	107	155
Provisions	412	454
Current Tax Liabilities (Net)	177	238
Total – Current Liabilities	1,643	2,117
GRAND TOTAL - EQUITIES & LIABILITES	6,319	7,184

Assets (INR Mn)	FY21*	FY20*
Non-Current Assets		
Property, Plant & Equipment	100	103
Capital Work in Progress	-	-
Right to use assets	61	124
Goodwill	1,616	2,257
Other Intangible Assets	288	294
Financial Assets		
(I) Investments	-	-
(II) Loans	-	-
Other Financial Assets	8	17
Other Non-Current Assets	118	205
Total - Non-Current Assets	2,191	3,000
Current Assets		
Inventories	0	1
Financial Assets		
(I) Trade Receivables	2,058	2,026
(II) Cash & Cash Equivalents	389	300
(III) Loans	-	-
(IV) Other Financial Assets	1,132	1,155
Other current assets	549	703
Total – Current Assets	4,128	4,184
GRAND TOTAL – ASSETS	6,319	7,184

DISCLAIMER



Kellton Tech Solutions Limited Disclaimer:

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For further details, please feel free to contact our Investor Relations Representative:

Ms. Anupam Kumari

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