



KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, 06th March, 2019

To

The General Manager, Listing Department, Bombay Stock Exchange Limited, 1 st 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: Investor Presentation

Ref: Symbol: KELLTONTEC

Scrip Code: 519602

It is hereby informed that the Company is submitting to exchanges the recent Investor Presentation for their record.

The contents of the investor presentation is enclosed herewith.

Kindly take the information on record and acknowledge.

Thanking you,

Yours faithfully,

For Kellton Tech Solutions Limited


Ahsan Ajani
Company Secretary
Membership No. A47596



Encl: As above



INVESTOR PRESENTATION – March 2019

EXECUTIVE SUMMARY

Company Overview:



- Incorporated in 2009, Kellton Tech Solutions Ltd. (Kellton) is a new age IT services company with global footprint in the US, United Kingdom, Ireland, Singapore, and India.
- The Company offers digital solutions, advisory services, along with serving as systems integrator to over 300 clients globally, ranging from start-ups to Fortune 500 enterprises.

Business Distribution (9M-FY19):

Digital Transformation (70%)



Delivering holistic solutions right from digital offerings, modernizing legacy systems, mobilizing workforces, implementing cloud to leveraging big data with innovative digital platforms.

Enterprise Solutions (17%)



Improving business processes by implementing differentiating IT strategies, designing and implementing data-driven business architectures and transformation to enterprise-wide software applications.

Other Services (13%)



Providing need based value added services enable clients to take advantage of emerging opportunities and market dynamics.

Servicing the following sectors:

Retail & E-commerce | Travel, Tourism & Hospitality | Media & Entertainment | Healthcare

Professional Services | Manufacturing | Food & Beverage | Oil & Gas | BFSI | IT

FY18 Financial Highlights:

Total Income
INR 7,862 Mn

CAGR (3 years)
47.84%

EBITDA
INR 1,212 Mn

PAT
INR 684 Mn

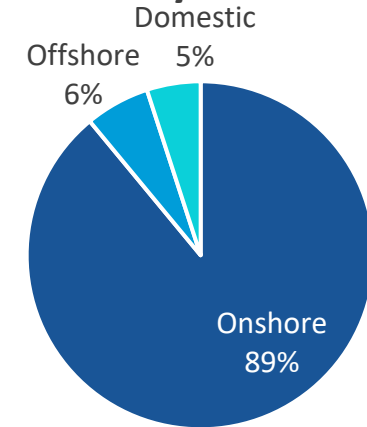
Key Metrics

<p>56% 5 Year Revenue CAGR</p>	<p>300+ Clients served Globally</p>	<p>1,500+ Employee strength as on 30th September, 2018</p>	<p>~23% Revenue from top 10 customers in FY18</p>
<p>41% EBITDA growth in FY18</p>	<p>20 Customers contributing up to USD 5 Mn in revenue</p>	<p>~92% Revenue from software services in FY18</p>	<p>14 Catering to different sectors</p>
<p>31.71% Gross Profit margins in FY18</p>		<p>15.42% EBITDA margins in FY18</p>	

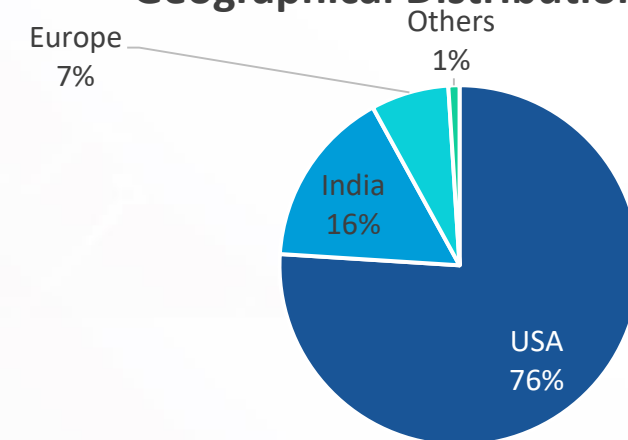
Global Office Presence

14 offices in 13 cities spread across 5 countries

Global Delivery Locations – FY18



Geographical Distribution – FY18



Key Performance Indicators

Performance Index

TOTAL REVENUES – FY18

INR 7,862 Mn

Increase of ~27% YoY

GEOGRAPHIC REVENUE DISTRIBUTION – FY18

USA	INDIA & APAC	EUROPE	ROW
76%	16%	7%	1%

CUSTOMER REVENUE – FY18

Share in revenue from major clients



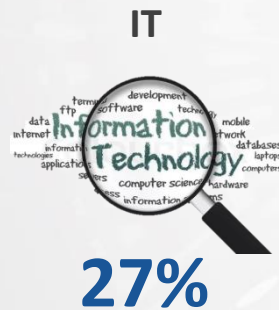
13.61 % increase Y-o-Y



21.4% increase Y-o-Y

OPERATIONS GROUPS – FY18

Major revenue contribution from industry



EPS – FY18

INR 6.58



22% increase
Y-o-Y

‘Digital Transformation’ – Future Technologies

More than
60%
Revenues

Focusing on new technology

- IoT
- CHATBOT
- BLOCKCHAIN
- AR/VR
- AI/ML
- ROBOTIC AUTOMATION

New Customer Wins

32
Addition in clients
during FY18



KELLTON TECH

COMPANY OVERVIEW

COMPANY OVERVIEW

Kellton Tech Solutions Ltd. (Kellton) is a CMMI Level 5 and ISO 9001:2015 certified technology consulting and services company founded on the belief of **'Infinite Possibilities with Technology.'**

We are a 'Born Digital' company following industry best practices and agile principles for developing solutions that harness the power of disruptive technologies such as IoT, AI/ML, Blockchain, AR/VR, Chatbot, and more.

With operations across the US, Europe, and Asia-Pacific, the team of 1,500 dedicated Kellton'ites take a technology agnostic approach to delivering solutions and serves as a bridge between the technology options and the clients' business needs.

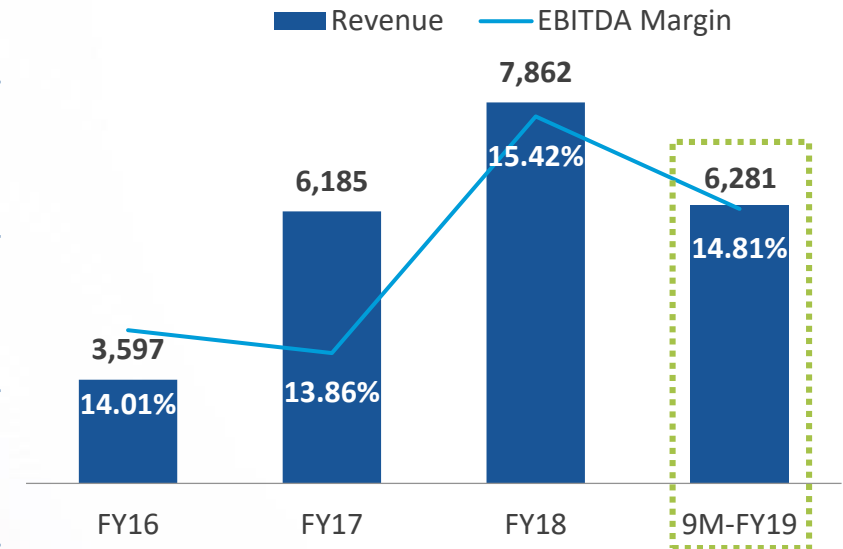
The company has vast experience in rendering its services to various industry verticals such as retail and e-commerce; travel, tourism and hospitality; healthcare, energy, BFSI; media, entertainment and lifestyle, amongst others.

We have helped startups to Fortune 500 clients build disruptive Digital Transformation solutions and leverage technology as a competitive differentiator for their businesses.

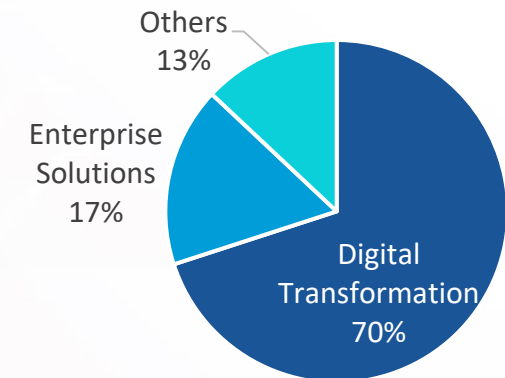
Driven by deep domain knowledge and technology expertise, we are also trusted partners of SAP, Software AG, MuleSoft, and IBM.

The company has meticulously built a comprehensive and impressive portfolio through strategic acquisitions in the United States, India, and Singapore.

Total Revenues (INR Mn) & EBITDA Margins (%)



Segmental Revenue Break-up (9M-FY19)



Board of Directors

Mr. Niranjan Chintam
Chairman & Whole-time director

Mr. Krishna Chintam
Managing Director

Mr. Karanjit Singh
CEO, India (Whole-time Director)

Mr. Srinivas Potluri
CEO, US

Mr. A S Vijay Kumar
Non-Executive Director

Mr. Brijmohan Venkata Mandala
Non-Executive Director

Mr. Kunda Kalpana
Non-Executive Director

Mr. P V V Srinivasa Rao
Non-Executive Director

Key Management Team

Niranjan Chintam, Executive Chairman & Whole-Time Director

- 20+ years of experience in helping businesses reimagine and reinvent their business amid digital disruption and plays a key role in positioning the company as a global technology company
- An MBA from Wharton Business School and an Engineering Degree from India

Krishna Chintam, Managing Director

- 20+ years of experience in IT, Marketing, Finance, Strategy, and Operational Management and plays a key role in the company's acquisition strategy to power its inorganic growth
- An MBA from Kellogg School of Business, Northwestern University and Master of Electrical Engineering from Virginia Tech, USA.

Karanjit Singh, Chief Executive Officer, India

- 29+ years of experience working with large enterprises and SMEs for building complex, enterprise class software applications
- Master of Industrial Engineering from National Institute of Industrial Engineering and a Bachelor in Electrical & Electronics Engineering from Andhra University, India.

Srinivas Potluri, Chief Executive Officer, USA

- 18+ years of global experience in engineering and technological services with a special focus on system integration and large system deployments
- An MBA from Kellogg School of Management, Northwestern University and a Master Degree in Environmental Engineering from Virginia Tech, Blacksburg, VA & Bachelor Degree in Bombay University.

Brian Bokanyi, Chief Operating Officer

- 20+ years of experience in areas like Sales and Distribution, Integration Testing, Cutover Planning, and ERP implementations
- Bachelor of Science from Ohio University

Gerard Eivers, General Manager, Europe

- 20+ years of experience in Business Development, Delivery, Operations, Project Management, and Relationship Management
- Bachelor of Science (Electronics & Microcomputer Systems) from the University of Dundee and Diploma in Electronic Engineering (Product development) from Dundalk Institute of Technology

GLOBAL EXPANSION AND ACQUISITIONS



2009

Birth of Kellton Tech

Early adopter in ISMAC space



2010

Tekriti Software Pvt. Ltd. (India)

A software development company



2012

Skan DbyDx Software Pvt. Ltd. (India)

Mobility solution company



2013

Supremesoft Global (US)

US based IT consulting firm



2014

Vivos Professional Services (US)

Focused in life science & healthcare space



2014

eVantage Technologies (US)
implementation of ERP solutions



2015

ProSoft Group (US)
US based ERP,EAI solution company



2016

Bokanyi Group (US)
US based cloud and analytics service provider and specializes in SAP HANA



2017

Lenmar Group (US)
BFSI focused company

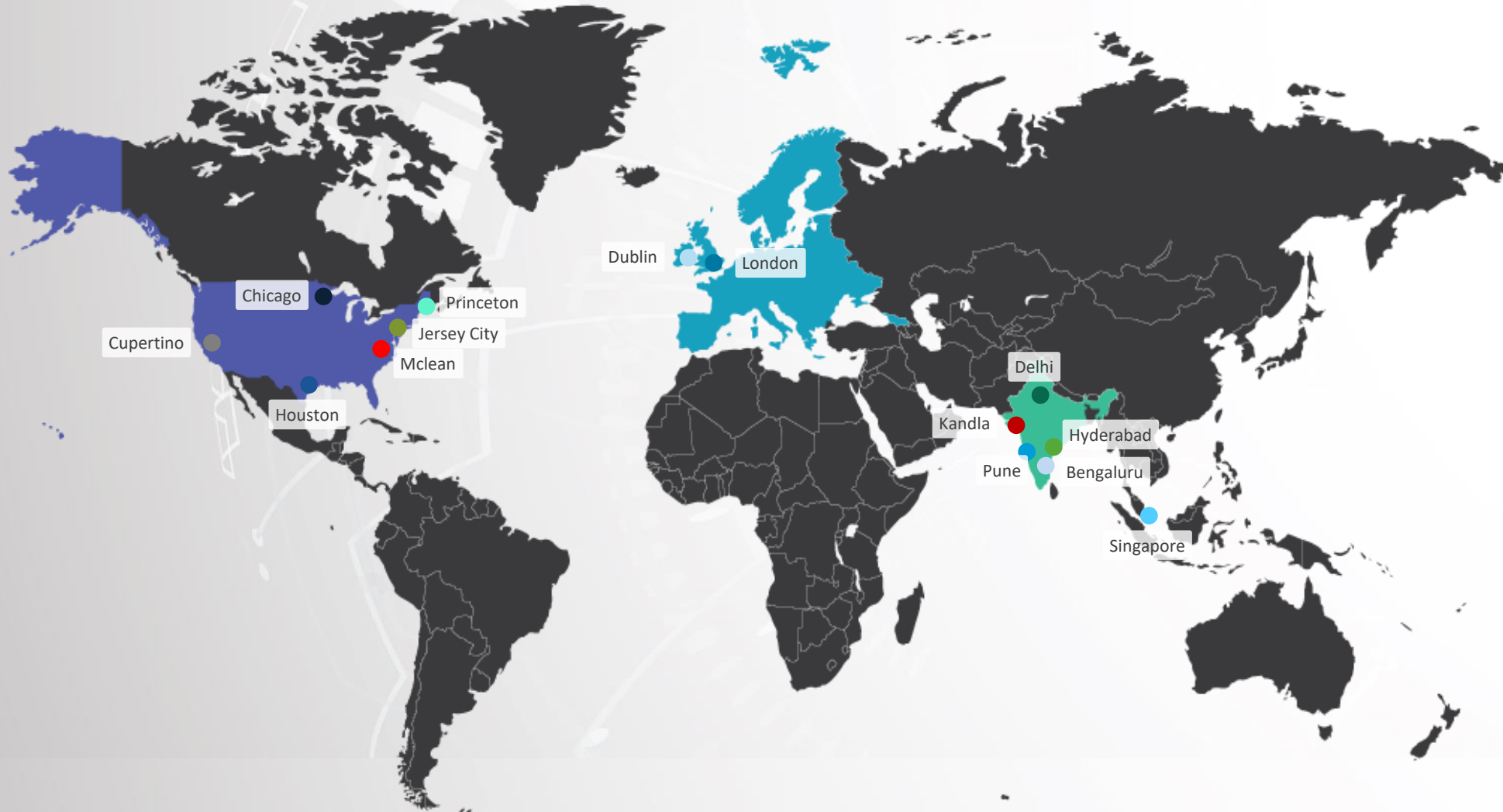


2018

Planet Pro (US)
Silicon Valley-based global firm providing Salesforce.com, analytics, and custom program services to enterprise clients



GEOGRAPHICAL PRESENCE



USA

Team Size
612

Clients
241

EUROPE

Team Size
15

Clients
6

INDIA

Team Size
833

Clients
52

OTHERS

Team Size
35

Clients
5

AWARDS AND TECHNOLOGY PARTNERS



Deloitte.

Technology Fast50

Ranked 23rd at Deloitte Technology

Fast 50 India 2017



mSehat Case Study
featured in WHO Report



Forbes Asia's
"Best under a Billion"

Deloitte.

Technology Fast50

Ranked 19th at Deloitte Technology

Fast 50 India 2016



"Digitizing India" Award as
"Best Service Provider" by CISCO CNBC



Best Place to Work For

Deloitte.

Technology Fast50

Ranked 21st at Deloitte Technology

Fast 50 India 2014



Best E-Governance Initiative
of the year



Leading IT services in India

TECHNOLOGY PARTNERS



KEY STRENGTHS



A trusted name in building scalable solutions for managing business operations, increasing brand loyalty and achieving operational efficiency

1

Innovator and agile leadership in next generation technologies

2

Early adopter of open source technologies, IoT, Bots and DevOps

3

Built and scaled the core platform for many start-ups that grew to become unicorns

4

Agility of a smaller company with the stability of a larger one

5

Successfully managed large and complex digital initiatives for Fortune 500 companies

6

An army of avant-garde thinkers with experience across multiple technologies

7



KELLTON TECH

BUSINESS OVERVIEW

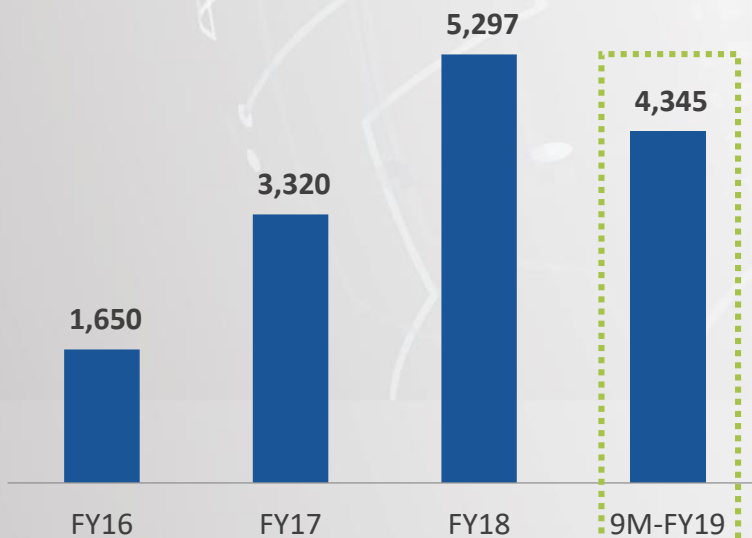
SERVICE OFFERINGS



KELLTON TECH

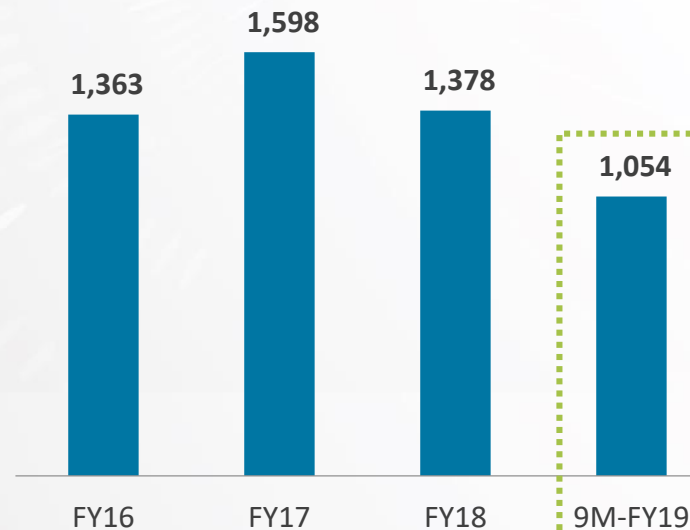
Digital Transformation Solutions (70%)

Revenue Trend (INR Mn)



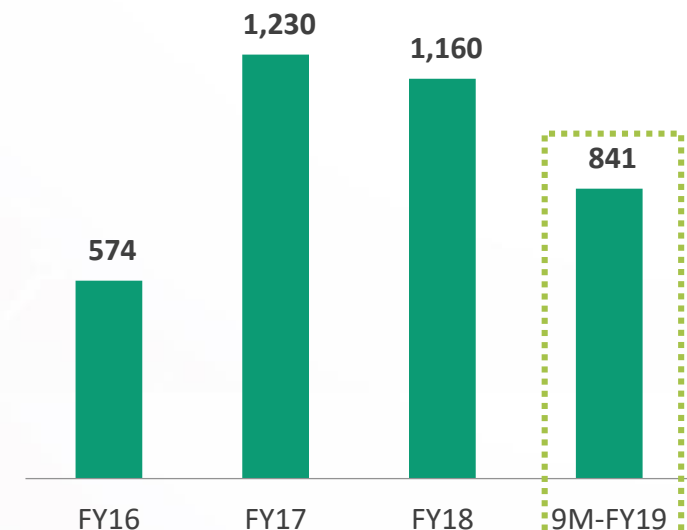
Enterprise Solutions (17%)

Revenue Trend (INR Mn)



Other Services (13%)

Revenue Trend (INR Mn)



MAJOR SOLUTIONS ACROSS SECTORS



Cutting-edge industrial IoT (IIoT) solutions designed for Industry 4.0 that bring together cloud computing, IIoT, and AI.



Developed by Kellton, Optima is a digital oilfield operations management platform that integrates IoT and cutting-edge domain-driven analytics.



India's leading low-cost airline marked its entry into mobility space with a mobile app developed by Kellton. The company's core digital technology powers many travel portals.



Revolutionizing public healthcare through its pioneering mega mHealth implementation, Kellton has so far touched over 12 Mn lives with over 2 Mn registered beneficiaries.



Kellton cooked up a digital recipe for helping a leading multinational restaurant chain delight its customers. The restaurant was able to register over 1 Mn users within months through the solution.



Kellton Tech integrated pricing, taxation, payment, omnichannel customer service and fulfillment, and cloud-based SAP Hybris in 90 days for an international player in the B2B retailing sector.



Built a fully-integrated IoT-based smart solution for a global specialist in Power Management and Automation systems.



Kellton engaged with its media giant client and provided a Drupal-based CMS solution which helped cut costs and improve operational efficiency.



Kellton helped a leading property and loan advisory firm rethink their operation structures and transform the digital experiences of their customers



Kellton developed, installed and commissioned end-to-end security management systems at various places in Vadinar, Kandla and Gandhidham of Kandla Port Trust in western India.



Kellton transformed the customer facing infrastructure utilizing RPA and Blockchain for a multinational life insurance, pension, and asset management company.



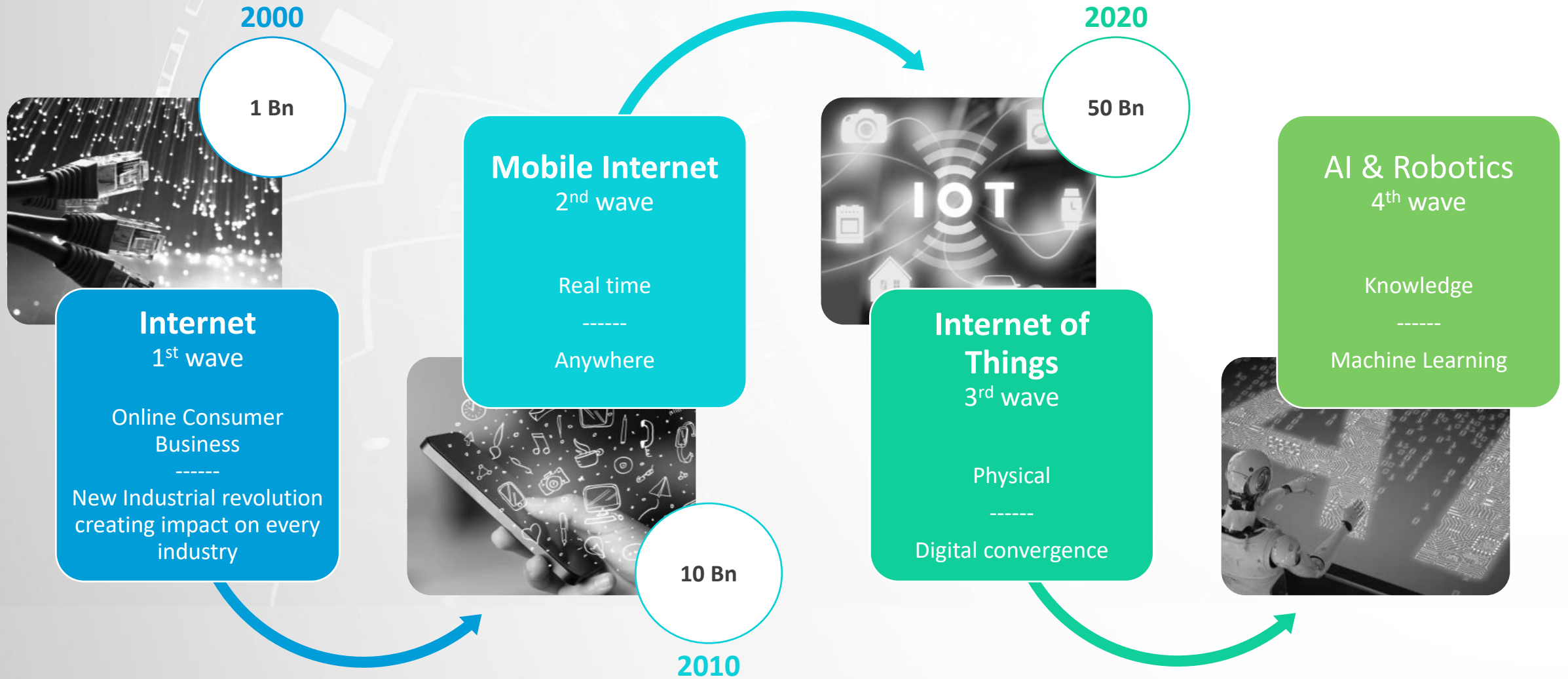
Kellton with its robust solution helped one of the world's largest chemical companies address productivity issues. The solution enabled a complete Business Process Re-engineering for sales and operations vertical for the company.



KELLTON TECH

DIGITAL TRANSFORMATION

Digital Waves - Creative Disruption



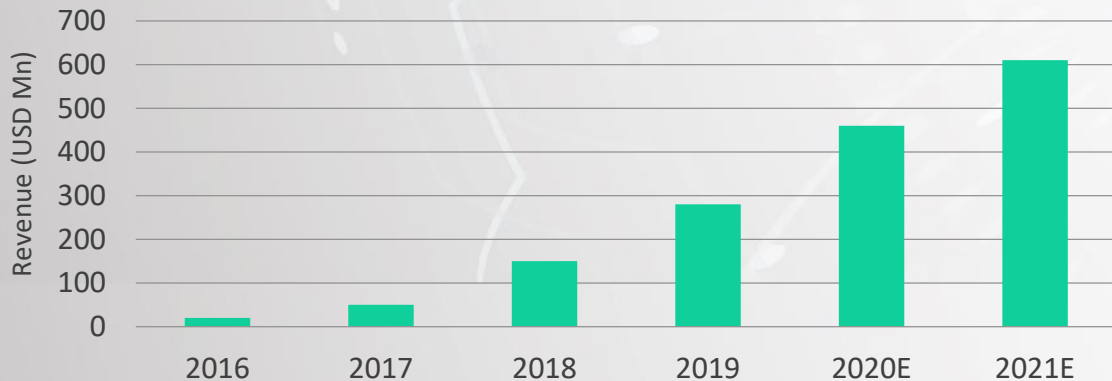
DIGITAL TRANSFORMATION

As the temporal nature of digital transformation becomes completely foundational to future business, the proportion of **“digital related”** consulting engagements will increase from about half of all business and **IT consulting engagements in 2013–2015 to approximately 70% of all engagements in 2020 or 2021**, driving the total market for digital strategy and agency services well over USD 100 Bn in opportunity worldwide by 2021.

Digital Services market expected to be a **USD 138 Bn** market by 2021 and to grow at **21.5% per year**

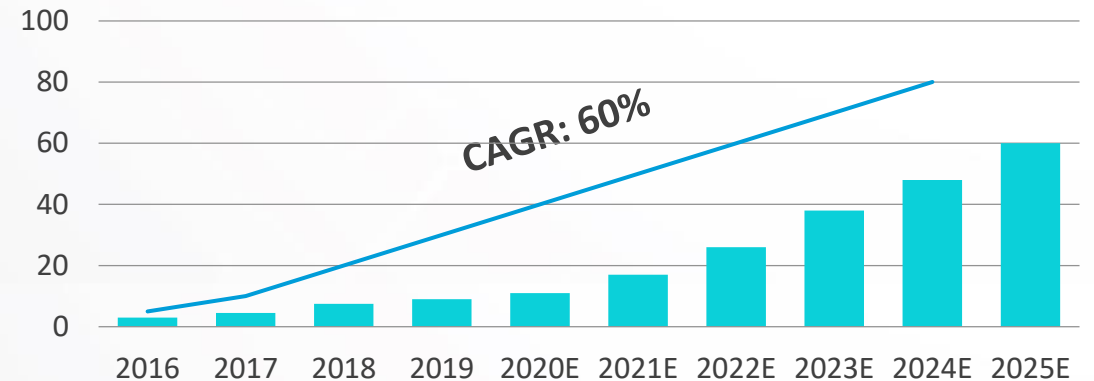
Worldwide Digital Strategy and Agency Services Spending from 2015-2021 (USD Bn)								
	2015	2016	2017	2018	2019	2020	2021	2016-2021 CAGR (%)
Digital Operations	18.7	22.7	28.3	33.6	41.5	46.5	61.1	21.9
Customer and brand management	13.1	14.9	18.7	25.7	30.7	36.7	41.4	22.6
Digital products and services	11.0	14.6	17.3	20.2	23.9	31.1	35.8	19.7
Total	42.8	52.2	64.3	79.5	96.1	114.3	138.3	21.4

AI Revenue is expected to grow at a 60% CAGR through 2025



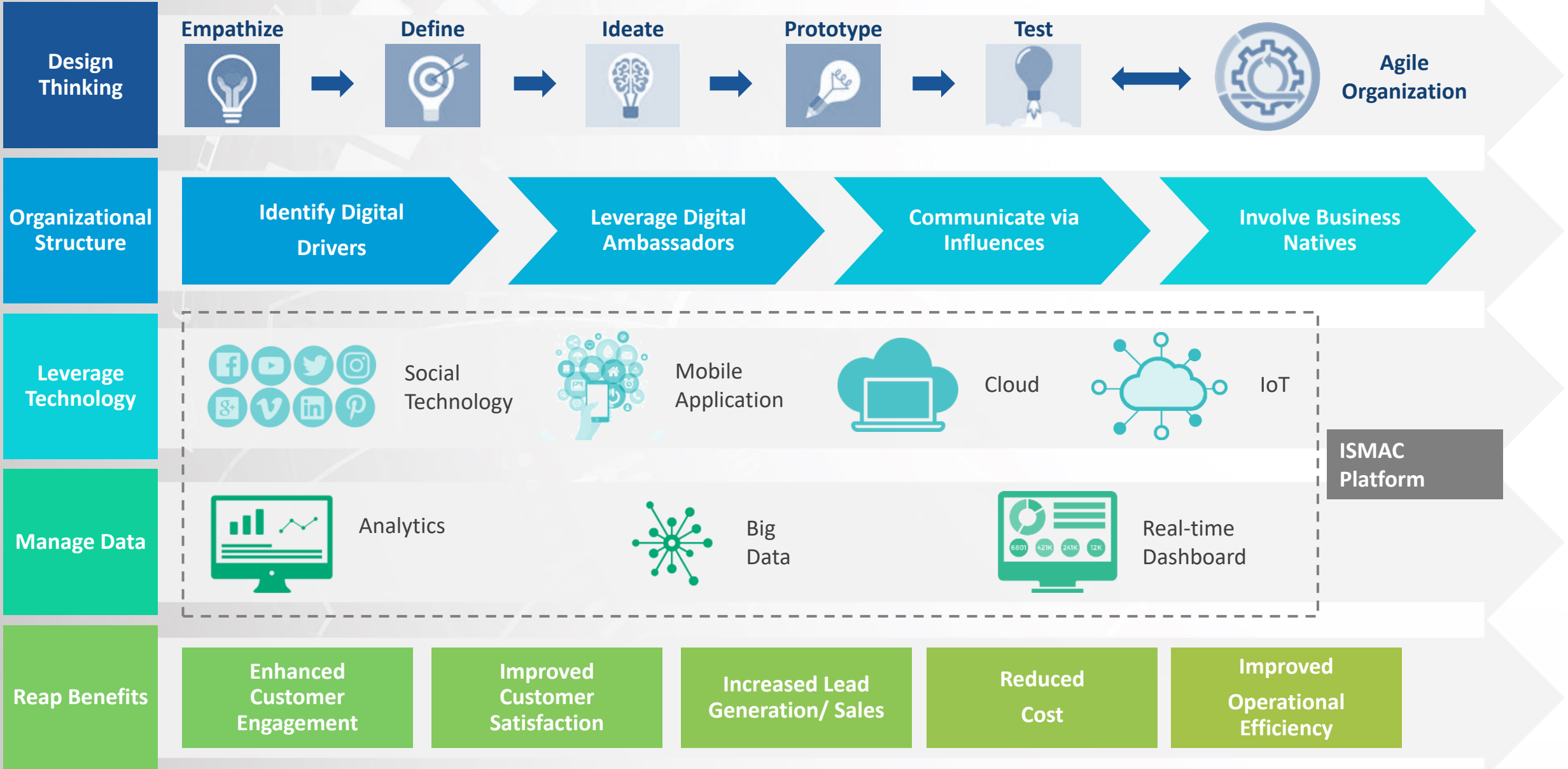
Source: Digi-capital

Mobile AR to drive USD 108 billion VR/AR market by 2021



Source: Tractica

DIGITAL TRANSFORMATION



DIGITAL TRANSFORMATION

- Kellton leads the pack as industry's trusted digital transformation partner. We aim at driving true disruptive value for our clients and help them monetize digital shifts for achieving competitive advantage.
- Service Excellence remains the keystone of our performance values. Right from delivering digital offerings, modernizing legacy systems, mobilizing workforces, implementing cloud to leveraging big data for insights, we focus on delivering holistic digital transformation solutions and facilitate enterprises of today to become the disruptors of tomorrow.
- Kellton accelerates digital transformation journeys by delivering differentiating strategies for customer research, marketing, and business innovation. We empower them to seize the digital opportunities and redefine the frontiers of next-level growth.

Key Services

Design Studio	Mobility Solutions	Internet of Things (IoT)
Data Science & Analytics	Cloud and DevOps	Testing and Automation


Digital Innovations



Augmented Reality & Virtual Reality




Artificial Intelligence & Machine Learning



Chatbots



Blockchain



Robotic Process Automation



Quantum Computing

Solution Pack



AngularJS, Python, Java, Android, Apple, Drupal, LAMP, PHP, Preact, Microsoft, Node.js, React, MEAN



Integrating businesses with IoT

- Real time delivery
- Disaster planning
- Inventory Tracking
- Predictive Maintenance



Helping companies develop social media marketing strategy

- Brand building value and reputation
- Real-time & genuine feedback
- Predictive marketing
- 360 Interactive Customer engagement



Build mobile applications to craft engaging experiences

- Location based services
- AR/VR capability
- Application innovation
- User Interface Design
- Support and Optimization



Interpreting patterns for effective decision-making

- Prescriptive Analysis
- Customer Analytics
- Real time availability of data to aid decision making
- Visualization & Dashboarding



Providing resources on demand without direct management by the user

- Cost Reduction Mechanisms
- Governance Risk management
- Customizing SaaS packages
- Virtualized infrastructure

Our Expertise



7+ years



10+ customers



50+ experts

Solution Stack



ANDROID



ROBOTIC PROCESS AUTOMATION (RPA)

Services offered

- Identify and examine high-impact processes
- Defining an optimal roadmap
- Select fit-to-purpose tools for desirable impact
- Set an operating model, perform governance, and set up the right team
- Create a pilot, test drive, and calibrate performance
- Implement, run, and scale
- Provide support and maintenance for seamless experience

Strengths

- Dedicated Center of Excellence to define, develop, and extend RPA accelerators
- World-class team of architects, business analysts, and RPA evangelists with diverse industry experience
- Consulting Services—knowledge sharing and value creation
- Innovation-led processes for successful RPA implementation
- Flexible engagement models for improved cost control and quick scale up on demand

Solution Stack



Our Expertise



3+
years



5+
customers



20+
experts

RPA Approach



Evangelize the concept of robotics to businesses and empower processes with automation



Build a rule-based virtual workforce, providing process efficiency by reducing human errors

RPA - Future Outlook

By 2024, the RPA technology market size will cross the **USD 5 Bn** mark

65% reduction in costs

30 – 200% increase in ROI

ARTIFICIAL INTELLIGENCE

Services Offered

- Define technical and creative strategies for simulating experiences that drive tangible gains
- Apply intelligent AI algorithms to analyze core business requirements and build most suitable data models
- Build business cases to outline rationale, potential business benefits, and cost parameters
- Perform process assessment and redesign experiences to deliver purposeful AI
- Ensure compliance with industry standards and help mitigate risks



Efficiency Tracking System



Machine and Deep Learning



Customer Satisfaction Reporting systems



Advertisement Efficiency Analysis

Solution Stack



pandorabots API



Our Expertise



3+ years



5+ customers



20+ experts

AI Approach



Self-learning machines with approximate reasoning and logic for examining ontologies and deriving new information



Significant increments in business productivity (44%), cost savings (44%) and revenue (39%)

AI - Future Outlook

61% business leaders find AI an important aspect for innovation strategy

30-40% increase in labour productivity

USD 31.3 billion expected global funding on cognitive systems by 2019

THE INTERNET OF THINGS

Services offered

- Consulting services to identify improvement areas across service lines and geographical units, and suggest the best solution blueprinting
- Build IoT devices using vendor-agnostic hardware and retrofit design principles for industrialized connectivity
- Integrate multiple functions at single point of access to effectively manage workflows and swiftly respond to deviations
- Conduct functional and non-functional testing across multiple environments for optimum performance
- Implement fail-fast and iterative approaches to optimize strategic assets and build consistent value

Strengths

- Create IoT innovation strategy for tangible business impact
- Dedicated CoE to innovate and build turnkey IoT solutions
- Handpicked team of strategists and architects with deep dive focus on delivering connected solutions

Solution Stack



Our Expertise



7+
years

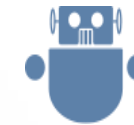


10+
industries
served



50+
experts

IoT Approach



Enablement of IoT software solutions with supreme agility based on iterative and incremental development.



Strong focus on scope flexibility and adaptive planning to maximize tangible business impact and breakthrough value.

IoT - Future Outlook

By 2019, the Internet of Things devices is forecast to grow to almost **20.3 Bn.**

IoT marketplace expected to be worth **USD 1.7 trillion** by 2020

USD 6 trillion FTEs replaceable by one robot

KLGAME

Features

- KLGAME is Kellton Tech's proprietary platform that sends real-time notifications (text, audio, or video) to the users using smartphones and wearable devices
- It uses iBeacon technology to locate and engage users, enable location-based advertising and real-time monitoring, send promotional videos, and calculate ROI
- Analytics and Big Data is an integral part of KLGAME™ to provide minute-to-minute details about the user activity and demographics and help in decision-making

Key Services

Automated Check-ins

Location based advertising

Push Notifications

Navigation Assistance

Info and Lead tracking

Gamification

Event Networking

Crowd Management

Exhibitor quantification

Solution Stack



Our Expertise



5+
years



1,00,000
Users served



50+
experts

Industries Served



Travel



Retail



Hospitality



Entertainment



Healthcare



Advertising

OPTIMA - PLATFORM FOR FIELD OPERATIONS

Characteristics

- A robust, scalable and futuristic platform specially designed to address the operational challenges by leveraging the power of Artificial Intelligence, the Internet of Things, and Big Data technologies.
- The platform collects and aggregates data from various sources and provides effective medium for operations management and seamless monitoring of all resources and assets.
- By enabling workflow and process automation, it helps enterprises make real-time decisions by leveraging IoT and cutting-edge domain driven analytics solutions.

Key Features

Field Operations & Monitoring	Alerts & Notifications	Data Management & Integration	Access Upstream Data Anytime, Anywhere
Contract Management and Process Automation	Smooth Communication between Engineers	Workflow Automation	Dashboards, Analytics, and Reports

Solution Stack



Value Proposition



Access all upstream data anytime, anywhere



Provide data-driven actionable insights



Use predictive and prescriptive technologies to predict the future

Industries Served



Manufacturing



Telecommunication



Oil & Gas



Power & Utilities



Manufacturing

ENTERPRISE SOLUTIONS

- **Kellton** draws from deep **Enterprise Solutions** knowledge and long-term experience from large-scale complex client engagements across major industry sectors to enable our clients take advantage of emerging opportunities and market dynamics..
- Through our Centers of Excellence and Innovation Labs, we unlock the true value of people, processes, and technology by means of an interconnected fabric which facilitates the convergence of the traditional systems of records with systems of differentiation to create a common production platform.
- Our success is bolstered by long-term strategic alliances with the world's most advanced business software companies such as IBM, SoftwareAG, MuleSoft, and SAP
- From IT strategy, designing and implementing data-driven business architectures, and transformation to enterprise-wide software applications, we optimize technology and business processes

Key Services

S/4 HANA	BPM and Integration	Enterprise Service Bus
Cloud Solutions	Data Analytics	Device and Application Management IoT
B2B and B2C Omnichannel	Interactive Marketing	PIM and MDM

Enterprise Technology



Industries Served



Manufacturing



Retails & E-commerce



Oil & Gas



Financial Services



Healthcare



Food & Beverages



Chemicals



Travel

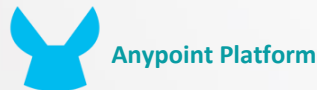
And more.....

INTEGRATION SOLUTIONS

Services Offered

- We are leaders in enterprise-level integration, API management, and multi-speed IT strategy providing R&D, design and analysis, Enterprise Reference Architecture, Digital Maturity roadmaps, and governance services to our clients
- Unified API portal frameworks
- API Management: APIs for legacy modernization and digital transformation
- Normalizing SaaS integration with CloudStreams
- Upgrade and Modernization to Digital Business Platform with DevOps
- Real-time analytics of IoT and big data
- Rapid B2B and partner integration solutions
- Nimble adhoc support services
- High throughput data-as-a-service architecture leveraging in-memory data grids

Technology Stack



Our Expertise



20+
years



60+
projects



200+
experts

Strengths

- Certified professionals with cross-domain vertical experience
- Global delivery model (Onshore/Offsite/Offshore) with development centers in North America, Europe, and India
- Short-term, Project-Based, Fixed-Cost, and T&M engagement models
- State-of-the-art development centers, infrastructure, and dedicated servers for application development, testing, and hosting

DIGITAL COMMERCE SOLUTIONS

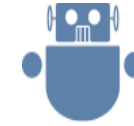
Services Offered

- **We are the leading digital commerce & marketing solutions provider offering services that** encompass all aspects of e-commerce value chain —marketing, commerce, sales, customer service, billing, order management solutions, store operations, warehousing and fulfillment.
- **We help companies execute their digital commerce & marketing strategies** by selling their goods directly to customers online or by providing services to assist with their operations.
- **Driven by technology**, we dig into each area of customer interaction and make customized solutions for brands and build highly scalable network with supply chain.
- **Technology is the essence of future retail and it is in our DNA.** By integrating cloud computing, big data, and AI technology, we continuously invest to help clients build a leading e-commerce technology platform.

Strengths

- 90 days MVP development
- Decade long experience working with small to mid size companies, transforming their digital ambitions to grow their online business and customer
- Inventory of commerce and marketing business processes and user stories applicable to online businesses to address customer problems
- Predictive analysis model based on KPIs
- Ready-to-use SAP Hybris architecture blueprints to understand building blocks of Hybris data-model, business services, integration and user experience design
- Expertise in content and data integration to create a highly scalable and efficient operating environment
- SAP Hybris customized accelerator to integrate with backend SAP using Data Services

Approach



Quickly identify functional gaps in your core business processes



Integrate your campaigns with a commerce engine for template sharing



Determine your stakeholders' needs

Industries Served



Manufacturing



Retail & E-commerce



Distribution

TRUSTED BY THE BEST



TRUSTED BY THE BEST



CASE STUDY – DIGITAL TRANSFORMATION

IoT-based Smart Energy Management Solution for a Global Specialist in Energy Management and Automation

Background

Our client is a distinguished leader in Power Management and Automation systems with a focus on building sustainable and energy-efficient solutions. With a global footprint in over **36 countries** and **6000 employees** serving **more than 60,000** channel partners, the client is an energy behemoth with a vast portfolio of expertise.

Requirement

- ✓ Facilitate large-scale solar deployments
- ✓ Build a fully integrated energy management solution
- ✓ Enable direct sourcing of customers
- ✓ Dashboard for delivering business insights

Solutions Offered

Innovative, end-to-end energy management solution

Unique architecture with a Solar Calculator and Dashboard

AI-enabled progressive app integrated with website for real-time weather prediction

Personalized news feed and static blog section

Back-end project management

After sales assistance using efficient IoT technologies

CASE STUDY – DIGITAL TRANSFORMATION

Transforming the customer facing digital infrastructure for a leading life insurance provider

Background

The company is a multinational life insurance, pension, and asset management company with clients in **20 countries**. The company employs more than **30,000 people** and serves millions of customers.

Requirement

- ✓ Instant quote-generating engine
- ✓ Integrate data from disparate standalone systems
- ✓ Consolidation of all the internal systems
- ✓ Smooth policy issuance process

Solutions Offered

Built a new digital ecosystem and a technology framework

Powerful rules engine to seamlessly generate quotes

Unified all standalone systems to a cloud platform

Robust CMS to improve lead management

Consolidated processes to support the changing business environment

Marketing communication processes aligned with the digital roadmap

CASE STUDY – ENTERPRISE SOLUTION

Intelligent ESB solution for a Public Utility in Florida

Background

Our client is the **second-largest municipally-owned public utility** in Florida and the **14th largest municipality in the United States**. With more than **240,000 customers**, **7 water plants** and a **distribution network of 1700+ miles** of pipe; the client provides basic amenities to people.

Requirement

- ✓ Digitize legacy applications
- ✓ Integrated services
- ✓ Avant-garde payment platform
- ✓ Automate internal systems

Solutions Offered

Full-scale, robust Enterprise Bus Architecture for integrating services

Enterprise-wide Digitization

Real-time SMS alerts to customers

CAD system for automated handling of assignments

Self-service Payment Gateway

Data-driven Process Integration

CASE STUDY – ENTERPRISE SOLUTION

Robust E-commerce Platform for an International Player in the B2B Retailing Sector



Background

The company is one of the biggest players in the B2B retailing space. They have an international presence with a catalogue of more than **50,000 products**.

Requirement

- ✓ Digitalize the order processing system
- ✓ Integrate internal systems
- ✓ Enable seamless user journey
- ✓ Bespoke solution

Solutions Offered

Robust and scalable ecommerce platform

30 custom features in the Cloud-based solution

Integrated all systems

Robust data analytics to deliver customer insights

No language and geographic constraint

Full wireframe development



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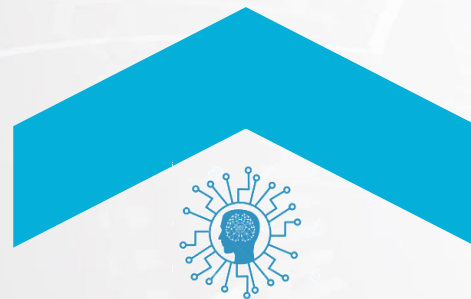
STRATEGIC OVERVIEW

GROWTH DRIVERS

- **Focused Investments** in advanced technology innovations at the core for quality delivery to our customers
 - Machine & deep learning, Artificial Intelligence, Robotic Automation Process and Big data Analytics
- **Disciplined approach to traditional offerings** supporting digital growth
- **Targeted acquisitions** to enhance growth and accelerate new digital capabilities
- **Continued geographic expansion** and industry diversification to support growth



Invest in new
age digital
capabilities



Artificial
Intelligence and
Robotic Process
Automation



Continuous
training to
workforce to
scale business
operations



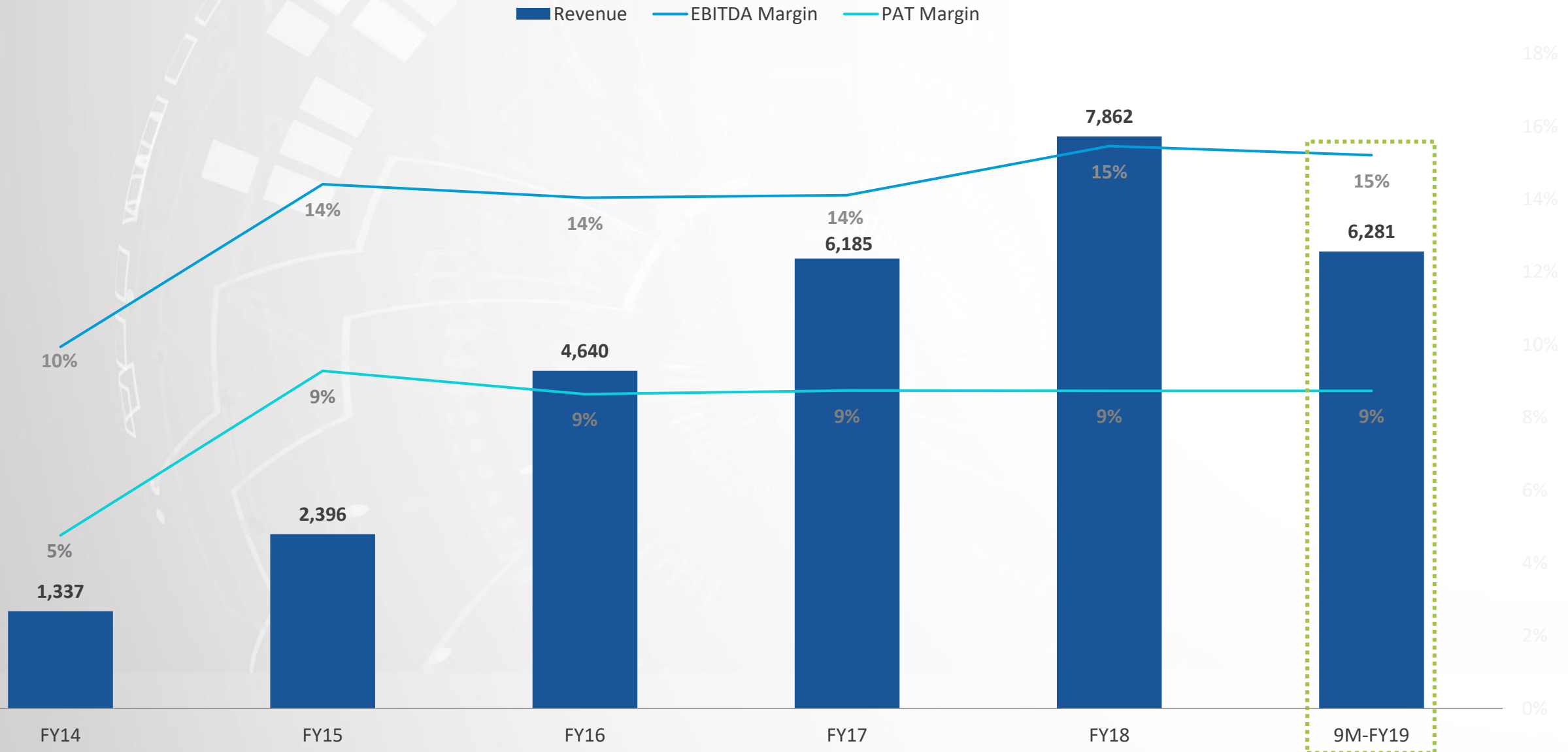
Diversifying into
new and
untapped
markets &
industries



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FINANCIAL OVERVIEW

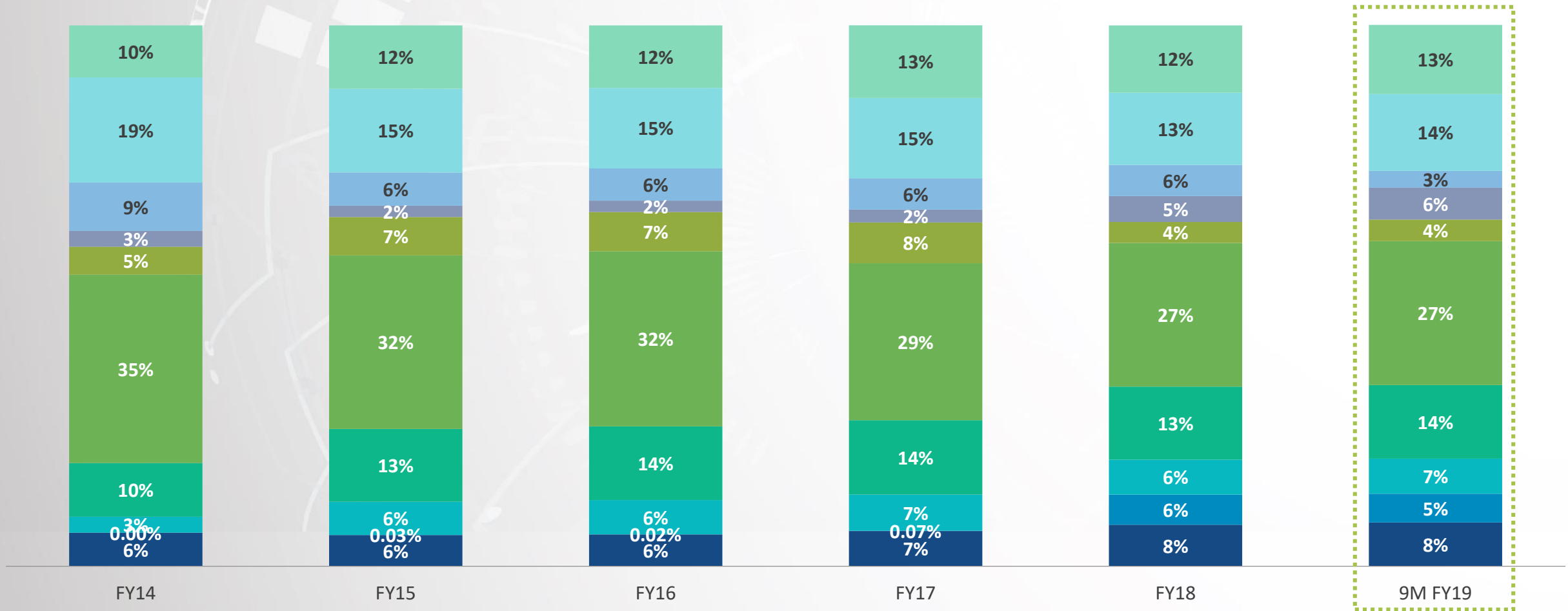
REVENUE SUMMARY HISTORICAL CONSOLIDATED REVENUES (INR MN)



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

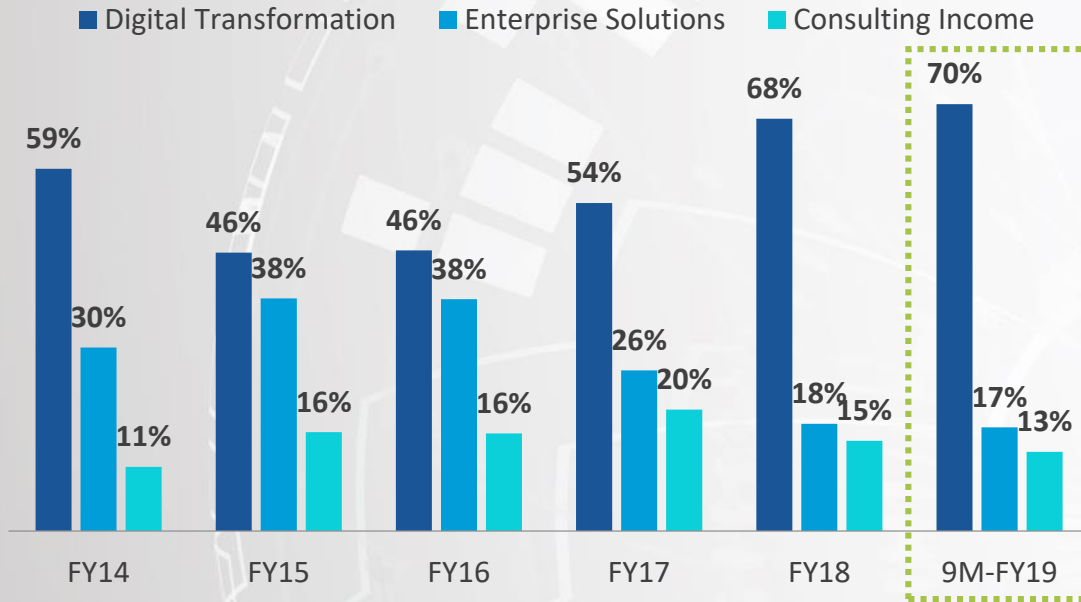
REVENUE BY INDUSTRY

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

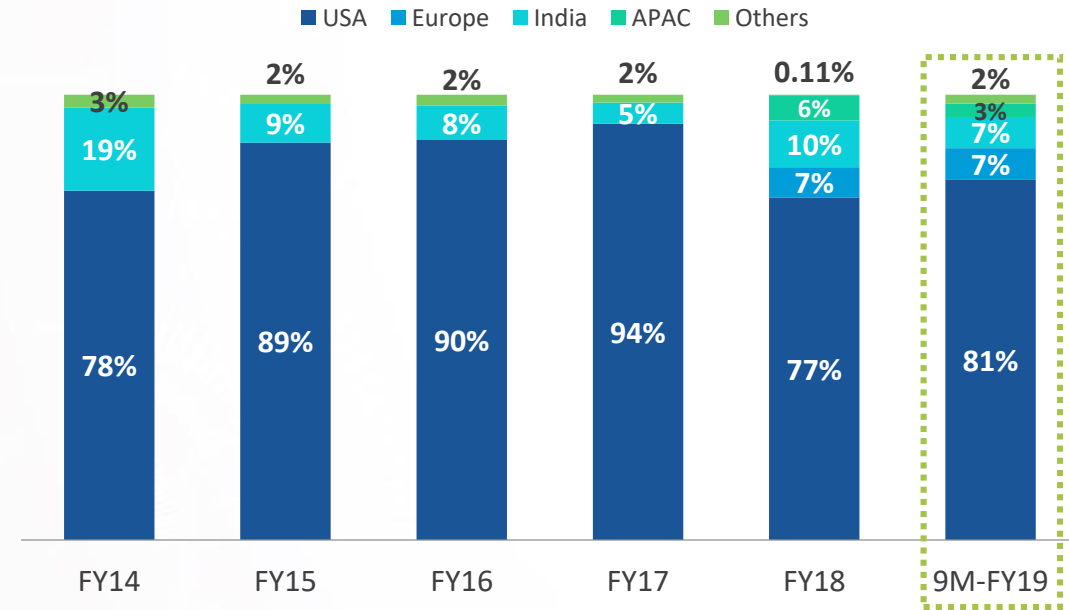


KEY METRICS

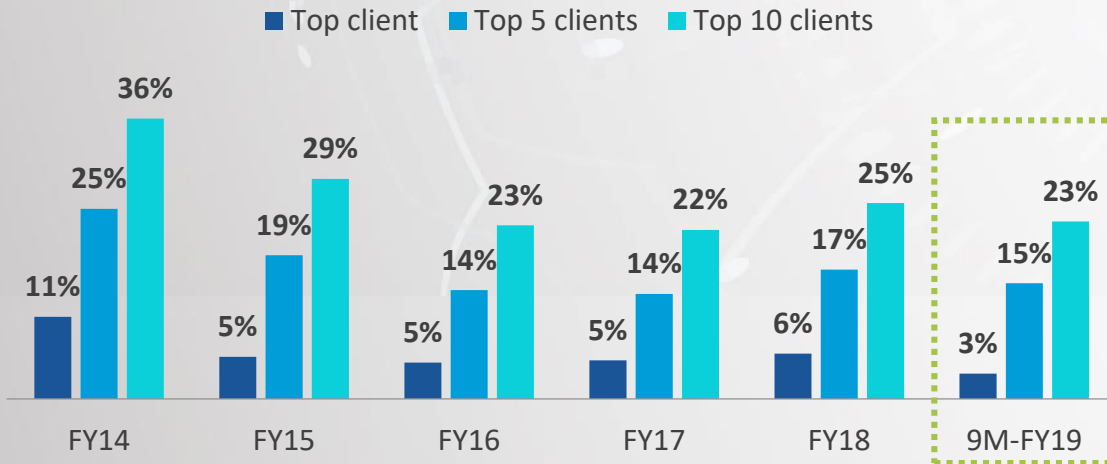
By Business



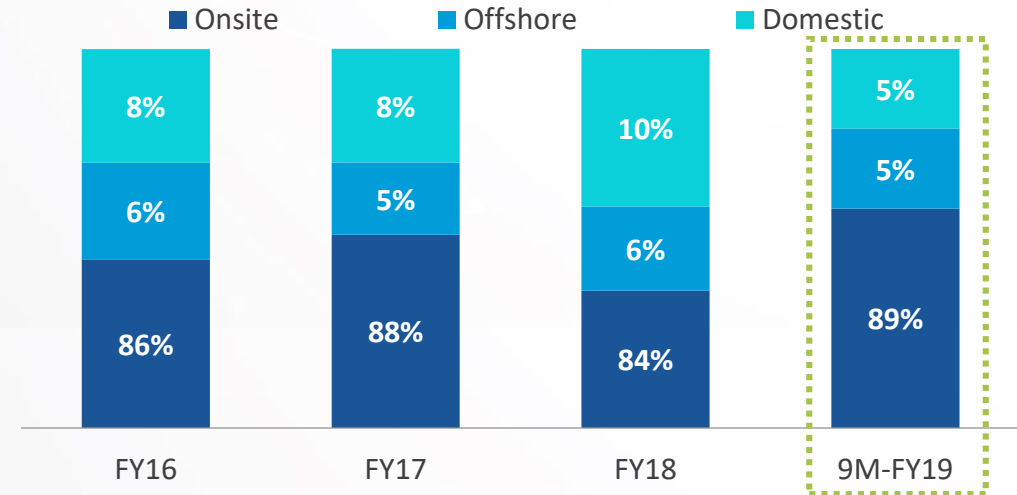
By Geography



By Clients

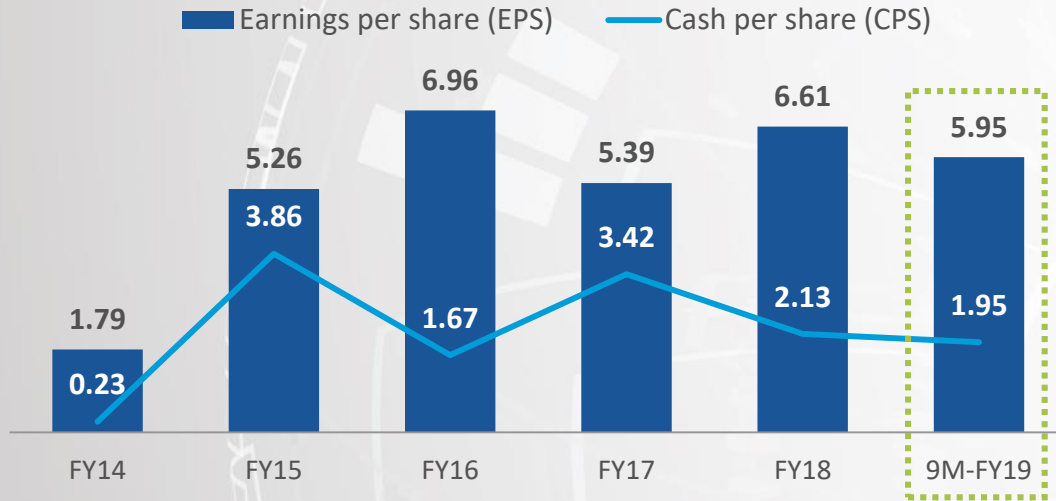


Revenue Mix

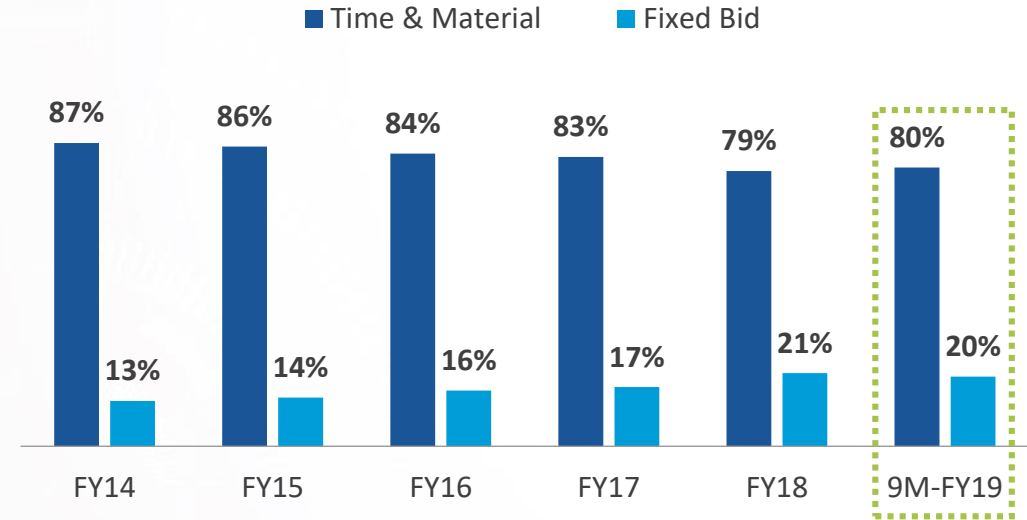


KEY METRICS

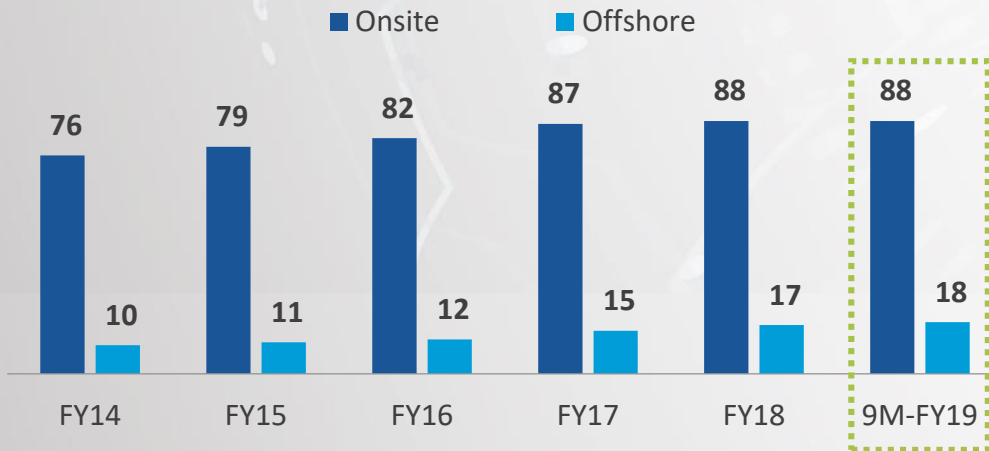
EPS Metrics



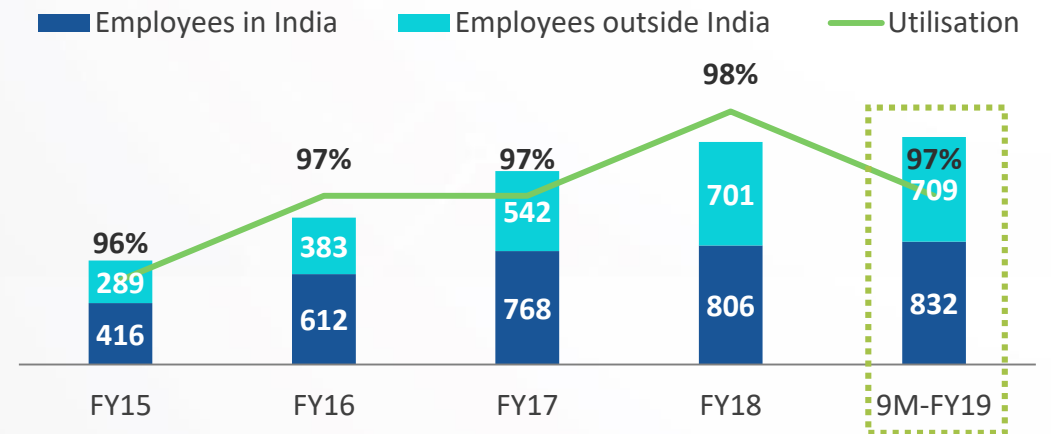
Revenue by Model



Revenue by Model (In USD)



Employee Metric



HISTORICAL STANDALONE FINANCIAL STATEMENTS

INCOME STATEMENT (INR Mn)	FY16	FY17	FY18	9M-FY19
Revenue from operations	488	765	1,225	848
Other Income	3	22	25	40
Total Income	491	787	1,250	888
Total Expenses	371	628	1,049	751
EBITDA	120	159	201	137
EBITDA Margin	24.4%	20.20%	16.08%	15.42%
Depreciation	11	18	22	16
Finance Cost	18	20	39	33
PBT	91	121	140	88
Tax	24	41	42	20
Profit After Tax	67	80	98	68
PAT Margins	13.64%	10.18%	7.84%	7.65%
Other Comprehensive Income	-	-	2	-
Total Comprehensive Income (After Tax)	67	80	100	68
EPS (Diluted)	1.51	0.84	1.04	0.70

HISTORICAL STANDALONE BALANCE SHEET

Equity and Liabilities (INR Mn)	FY17	FY18	H1-FY19
Shareholder Funds			
(A) Share Capital	236	482	482
(B) Reserves & Surplus	660	550	706
Total -Shareholder Funds	896	1,032	1,188
Non-Current Liabilities			
Financial Liabilities			
(I) Borrowings	20	22	38
(ii) Provisions	10	13	15
(iii) Other Financial Liabilities	342	268	234
Deferred Tax Liabilities (Net)	-	-	-
Total - Non-Current Liabilities	372	303	287
Current Liabilities			
Financial Liabilities			
(I) Borrowings	199	287	293
(ii) Trade Payables	31	167	125
Other Financial Liabilities	1	-	-
Other Current Liabilities	77	76	79
Provisions	30	32	44
Current Tax Liabilities (Net)	24	20	16
Total – Current Liabilities	362	582	557
GRAND TOTAL - EQUITIES & LIABILITES	1,630	1,917	2,032

Assets (INR Mn)	FY17	FY18	H1-FY19
Non-Current Assets			
Property plant & Equipment	84	77	72
Capital Work in Progress	10	-	-
Goodwill	97	96	96
Other Intangible Assets	1	12	10
Financial Assets			
(I) Investment	594	701	736
(II) Loans	11	13	13
(iii) Others	-	-	-
Deferred Tax (Net)	19	2	2
Other Non-Current Assets	357	290	353
Total - Non-Current Assets	1,173	1,191	1,282
Current Assets			
Inventories	24	24	25
Financial Assets			
(I) Trade Receivables	223	491	428
(II) Cash & Cash Equivalents	71	78	87
(III) Loans	14	-	-
Other Financial Assets	32	55	127
Other current assets	93	78	84
Total – Current Assets	457	726	748
GRAND TOTAL – ASSETS	1,630	1,917	2032

HISTORICAL CONSOLIDATED FINANCIAL STATEMENTS

INCOME STATEMENT (INR Mn)	FY16	FY17	FY18	9M-FY19
Revenue from operations	3,587	6,148	7,835	6,240
Other Income	10	37	27	41
Total Income	3,597	6,185	7,862	6,281
Total Expenses	3,093	5,328	6,650	5,351
EBITDA	504	857	1,212	930
EBITDA Margin	14.01%	13.86%	15.42%	14.81%
Depreciation	25	42	54	43
Finance Cost	88	103	163	142
PBT	391	712	995	745
Tax	81	181	311	171
Profit After Tax	310	531	684	574
PAT Margins	8.62%	8.59%	8.70%	9.14%
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income (After Tax)	310	531	684	574
EPS (Diluted)	6.95	5.38	6.58	5.93

HISTORICAL CONSOLIDATED BALANCE SHEET

Equity and Liabilities (INR Mn)	FY17	FY18	H1-FY19
Shareholder Funds			
(A) Share Capital	236	482	482
(B) Reserves & Surplus	1,538	2,120	2,539
Total -Shareholder Funds	1,774	2,601	3,021
Non-Current Liabilities			
Financial Liabilities			
(I) Borrowings	438	320	489
(ii) Other Financial Liabilities	653	613	391
Provisions	12	13	16
Deferred Tax Liabilities (Net)		20	26
Total - Non-Current Liabilities	1,102	966	922
Current Liabilities			
Financial Liabilities			
(I) Borrowings	538	670	551
(ii) Trade Payables	205	469	374
Other Financial Liabilities	223	150	297
Other Current Liabilities	92	191	134
Provisions	444	482	474
Current Tax Liabilities (Net)	138	279	184
Total – Current Liabilities	1,640	2,241	2,014
GRAND TOTAL - EQUITIES & LIABILITES	4,516	5,808	5,957

Assets (INR Mn)	FY17	FY18	H1-FY19
Non-Current Assets			
Property plant & Equipment	89	81	121
Capital Work in Progress	10	0	-
Goodwill	2,092	2,112	2,265
Other Intangible Assets	37	82	55
Financial Assets			
(I) Loans	11	13	13
(II) Deferred Tax Asset (Net)	11	0	0
Other Non-Current Assets	6	114	126
Total - Non-Current Assets	2,258	2,402	2,580
Current Assets			
Inventories	24	24	25
Financial Assets			
(I) Trade Receivables	1,468	1,873	1,829
(II) Cash & Cash Equivalents	161	206	184
(III) Loans	1	4	6
(IV) Other Financial Assets	490	807	878
Other current assets	115	492	455
Total – Current Assets	2,259	3,406	3,377
GRAND TOTAL – ASSETS	4,516	5,808	5,957

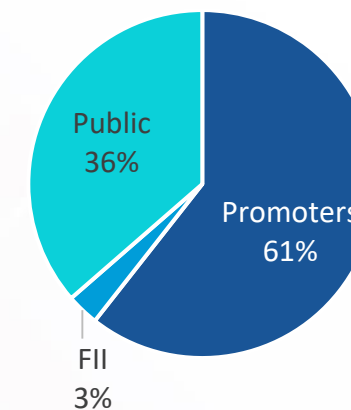
CAPITAL MARKET INFORMATION



PRICE DATA (AS ON 31st December, 2018)

Face value (INR)	5
Market Price (INR)	36.0
52 Week H/L (INR)	84.7/25.7
Market Cap (INR Mn)	3,469.8
Equity Shares Outstanding (Mn)	963.8
1 Year Avg. trading volume ('000)	178.8

Shareholding pattern as on 31st December, 2018



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THANK YOU