KELLTON TECH SOLUTIONS LIMITED.

Hyderabad, February 6th, 2018

To

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

Dear Sir/Madam,

Sub:

1. **Press Release on financial results for the quarter and nine months ended December 31st, 2017.**
2. **Press Release on New Product Launch "IoT enabled AI Platform".**

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 December 31st, 2017 and is launching a new product "IoT enabled AI Platform" for the Energy Sector.

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**

Pawni Bhave
Company Secretary
Membership No. A48587

Encl: As above

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CIN:L72200TG1993PLC016819

KELLTON TECH

Kellton Tech Q3FY18 Total Revenue at Rs 2,107.8 Million; Up 32.7% on Y-o-Y basis

Clarification Note
With respect to the financial results for the third quarter ended 31st December, 2017 (Q3FY18), for Kellton Tech Solutions Limited, please note that the Company has transitioned to Indian Accounting Standard (IND AS) with effect from April 1, 2017. Accordingly, the quarter and nine month ended December, 2017 have been restated. Financial results for all the periods presented have been prepared in accordance with the recognition and measurement principles of IND AS 34, Interim Financial Reporting.

Hyderabad, India – 6th February, 2018 : Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a global leader in digital transformation with strong expertise in enterprise solutions, announced today its financial results for **Third quarter and Nine Months FY18** ended on 31st December, 2017.

Review of financial performance for the quarter ended 31st December, 2017

On a quarter-on-quarter basis:

- Total revenue was Rs 2,107.8 million during the quarter under review as compared to Rs 1,848.4 million during the previous quarter reflecting a growth of 14.0% on Q-o-Q basis.
- The Company reported an EBITDA of Rs 316.0 million in Q3FY18 as compared to Rs 276.0 million in Q2FY18, an increase of 14.5% on Q-o-Q basis.
- The EBITDA margin for the quarter under review was 15.0% as compared to 14.9% in Q2FY18.
- Net profit stood at Rs 170.5 million in Q3FY18 as compared to Rs 145.6 million, reflecting a growth of 17.1% on Q-o-Q basis.
- EPS stood at Rs 3.40 for Q3FY18 as compared to Rs 3.17, registering 7.3% increase on Q-o-Q basis.

On a year-on-year basis:

- Total revenue was Rs 2,107.8 million during the quarter under review as compared to Rs 1,588.2 million in the corresponding period of previous year reflecting a growth of 32.7% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 316.0 million for the quarter under review as compared to Rs 218.7 million in the corresponding period of previous year, an increase of 44.5% on Y-o-Y basis.
- The EBITDA margin for the quarter under review was 15.0% as compared to 13.8% in Q3FY17.
- Net profit stood at Rs 170.5 million for the quarter under review as compared to Rs 137.9 million in the corresponding period of previous year, up by 23.6% on Y-o-Y basis.

- EPS stood at Rs 3.40 for the quarter under review as compared to Rs 2.63 in the corresponding period of previous year, up by 29.3% on Y-o-Y basis.

Review of financial performance for 9M FY18 ended 31st December, 2017

- Total Revenue was Rs 5,713.2 million during the nine month period under review as compared to Rs 4,514.6 million during the corresponding period of previous year, an increase of 26.5% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 846.2 million for the nine month period under review as compared to an EBITDA of Rs 619.3 million during the corresponding period of previous year reflecting a growth of 36.6% on Y-o-Y basis.
- The EBITDA margin for 9M FY18 stood at 14.8% as compared to 13.7% in 9M FY17.
- Net profit stood at Rs 460.8 million for the nine month period under review as compared to Rs 389.3 million during the corresponding period of previous year, an increase of 18.4% on Y-o-Y basis.
- EPS stood at Rs 9.67 for 9M FY18 as compared to Rs 8.01 in 9M FY17, up by 20.7% on Y-o-Y basis.

Business Highlights of Q3 FY18

- Kellton Tech drives innovation in the Energy Sector with its IoT enabled AI Platform. The Platform enables remote monitoring of real-time data from various energy assets and resources at multiple locations. Leveraging predictive and prescriptive analytics it allows clients to make smarter, faster, and informed decisions.
- Kellton Tech continues to blaze new paths in innovation with SAP Qualified "Analytics for Professional Services" a cloud based solution with pre-built integration to S/4HANA which offers customers with actionable business insights.
- We were the mobile app partner at NASSCOM BPM Strategy Summit 2017. Our powerful IoT-enabled app helped NASSCOM build an efficient communication channel and offer endless possibilities for app users.

New Client Wins during Q3 FY18

We acquired Seven new clients during the quarter. Some of the big wins are:

- Developing an enterprise-wide Digital Transformation strategy and modernizing legacy systems for a leading MSO & cable broadband services provider in India.
- Implementing an end-to-end, customer-centric digital transformation solution to enhance online corporate identity of a market-leading manufacturer of innovative optical and photonic products in the US.

- Redefining the business process models for a leading insurance company in India with our end-to-end digital transformation solution.
- Developing a robust performance measurement SaaS platform for a Fortune 500 facility services company.
- Enabling high-performance with an innovative digital strategy for one of the fastest growing media agency in the US.

Commenting on the results, Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: *"We continue to make good progress on our journey of transformation. Our topline grew by 32.7%, EBITDA up 44.5% and PAT up 23.6% on Y-o-Y basis. These good results also reflect our leadership in Digital which continues to strengthen with over 70% of our revenues from next-generation Digital transformation. We expect the momentum to continue going forward."*

About Kellton Tech Solutions

Kellton Tech Solutions Limited is a publicly listed (BSE & NSE: KELLTONTEC), CMMi Level 5 and ISO 9001:2015 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 Digital Transformation, Enterprise Mobility, Augumented Reality (AR)/ Virtual Reality (VR), Analytics, Internet of Things and Artificial Intelligence (AI) . For more information and past results & conference call transcripts, please visit our web site 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. Kellton Tech Solutions Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

KELLTON TECH

Kellton Tech Drives Innovation in the Energy Sector with its IoT enabled AI Platform

Hyderabad, India – 6th February, 2018: Kellton Tech Solutions Ltd. (BSE & NSE: KELLTONTEC), a new-age digital transformation company, today announced that they are expanding their presence in the energy vertical with an innovative and first of its kind IoT-enabled AI platform.

The Platform enables remote monitoring of real-time data from various energy assets and resources at multiple locations. Its architecture provides communication between man and machine at any point in time with the help of smart IoT devices, streamlining and improving operations. The solution is based on predictive and prescriptive analytics and allows clients to make smarter, faster, and informed decisions. It also ensures operational efficiency, maximum utilization of assets and reduction in downtime.

Mr. Niranjan Chintam, Chairman & Whole-time Director, Kellton Tech, said: The global market for IoT in energy and utility sector is expected to reach $59.9 billion by 2022. The IoT enabled AI platform is another milestone in Kellton Tech's journey which aims at providing end-to-end solutions for greater business value to our clients. We are continuously enhancing our capabilities through investments in new emerging technologies, partnerships, and skills to deliver exceptional customer value and operational excellence and drive industry disruption."

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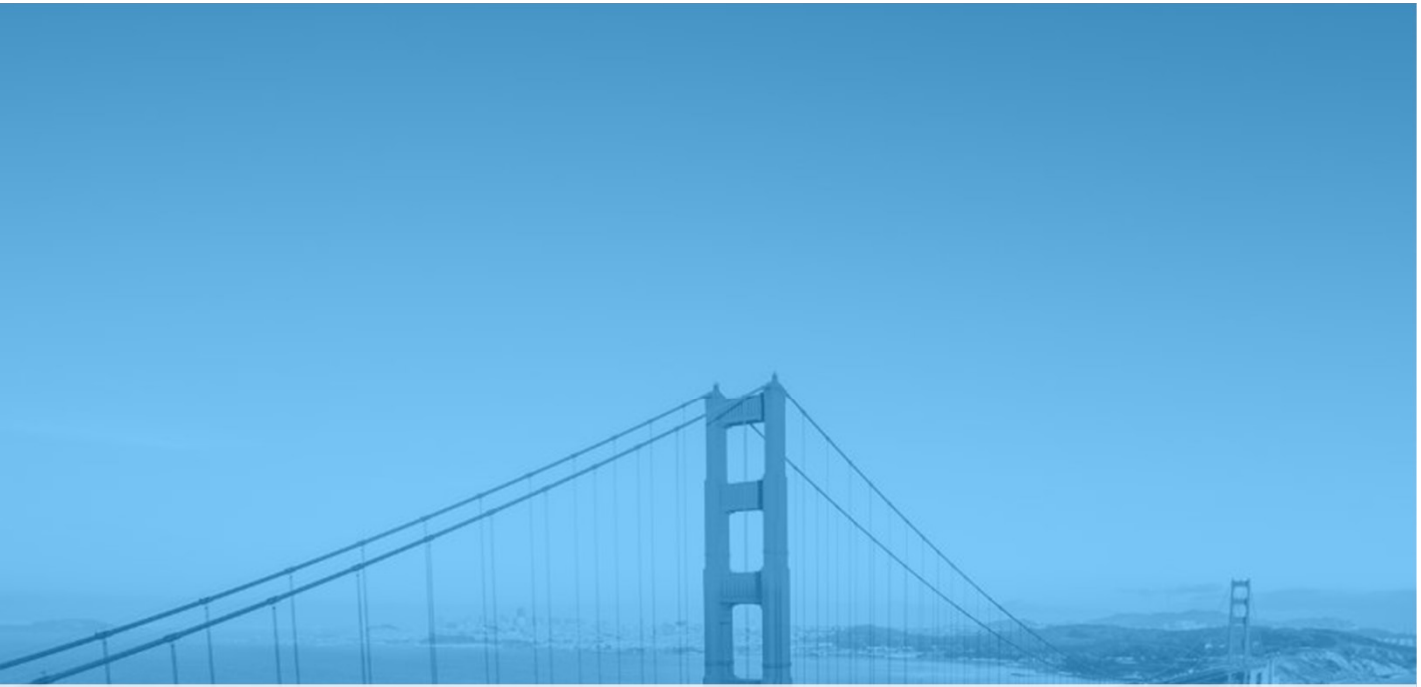

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Q3 FY18 Earnings Presentation

06 February, 2018

Infinite possibilities with technology

SAFE HARBOR

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Please note that this presentation is based on the publicly available information on Kellton Tech including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

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

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Performance Highlight

Financial Performance

HIGHLIGHTS OF THE QUARTER – Q3 FY18

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- Kellton Tech continues to blaze new paths in innovation with SAP Qualified "Analytics for Professional Services" a cloud based solution with pre-built integration to S/4HANA which offers customers with actionable business insights.

- We were the mobile app partner at NASSCOM BPM Strategy Summit 2017. Our powerful IoT-enabled app helped NASSCOM build an efficient communication channel and offer endless possibilities for app users.

Q3 FY18 – HIGHLIGHTS

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- Financial Highlights:
  - ✓ Total revenue of Rs 2,107.8 Million; up 14% QoQ and up 32.7% YoY
- Profit:
  - ✓ EBITDA was at Rs 316.0 Million; up 14.5% QoQ and up 44.5% YoY
  - ✓ EBITDA Margin stood at 15%
  - ✓ Net Profit stood at Rs 170.5 Million; up 17.1% QoQ and up 23.6% YoY
  - ✓ PAT Margin of 8.1%
  - ✓ EPS was at Rs. 3.4; up 7.3% QoQ and up 29.3% YoY

Note: 1. Financial performance Q3FY18, Q2FY18 and Q3FY17 are as per IND AS

9M FY18 – HIGHLIGHTS

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- Financial Highlights:
  - ✓ Total revenue of Rs 5,713.2 Million; up 26.5% YoY

- Profit:
  - ✓ EBITDA was at Rs 846.2 Million; up 36.6% YoY
  - ✓ EBITDA Margin stood at 14.8%
  - ✓ Net Profit stood at Rs 460.8 Million; up 18.4% YoY
  - ✓ PAT Margin of 8.1%
  - ✓ EPS was at Rs 9.67; up 20.7% YoY

Note: 1. Financial performance Q3FY18, Q2FY18 and Q3FY17 are as per IND AS

NEW CLIENT WINS – Q3 FY18

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Acquired Seven new clients, prominent of them are:

A leading digital cable & internet services provider

Developing an enterprise-wide Digital Transformation strategy and modernizing legacy systems for a leading MSO & cable broadband services provider in India.

A market leading manufacturer

Implementing an end-to-end, customer-centric digital transformation solution to enhance online corporate identity of a market-leading manufacturer of innovative optical and photonic products in the US.

A leading insurance company

Redefining the business process models for a leading insurance company in India with our end-to-end digital transformation solution.

A leading facility services provider

Developing a robust performance measurement SaaS platform for a Fortune 500 facility services company.

A large media company

Enabling high-performance with an innovative digital strategy for one of the fastest growing media agency in the US.

AGENDA

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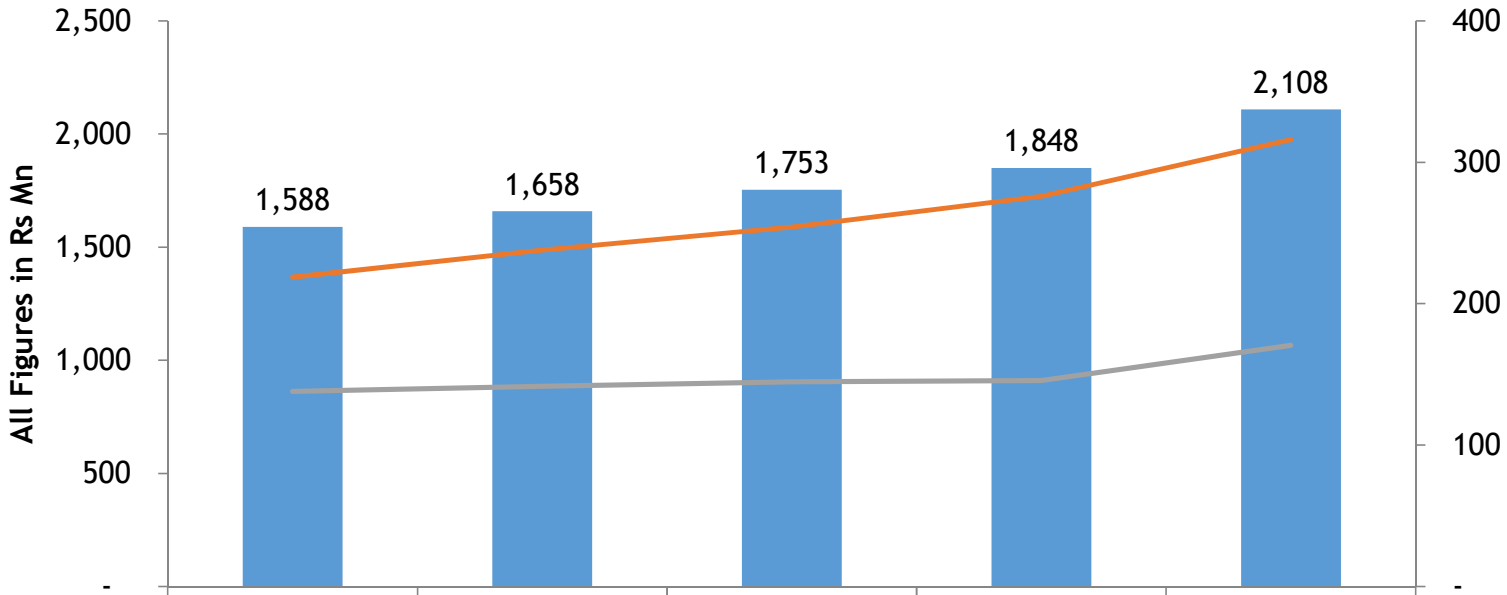
Performance Highlight

Financial Performance

FINANCIAL SUMMARY – Q3 FY18



	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18
Revenue	1,588	1,658	1,753	1,848	2,108
EBITDA	219	238	254	276	316
Net Profit	138	141	145	146	171

Note: 1. Q4FY17 are as per old accounting standard, this may change based on IND As requirement

FINANCIAL SUMMARY – Q3 FY18

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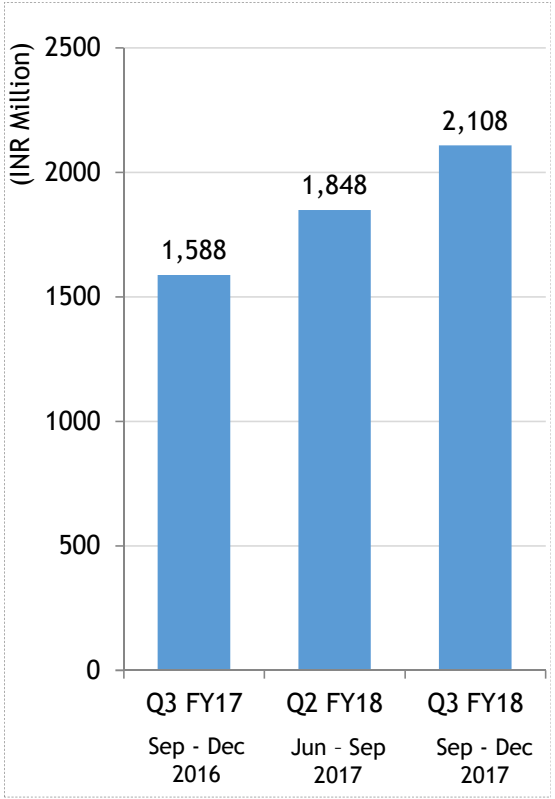
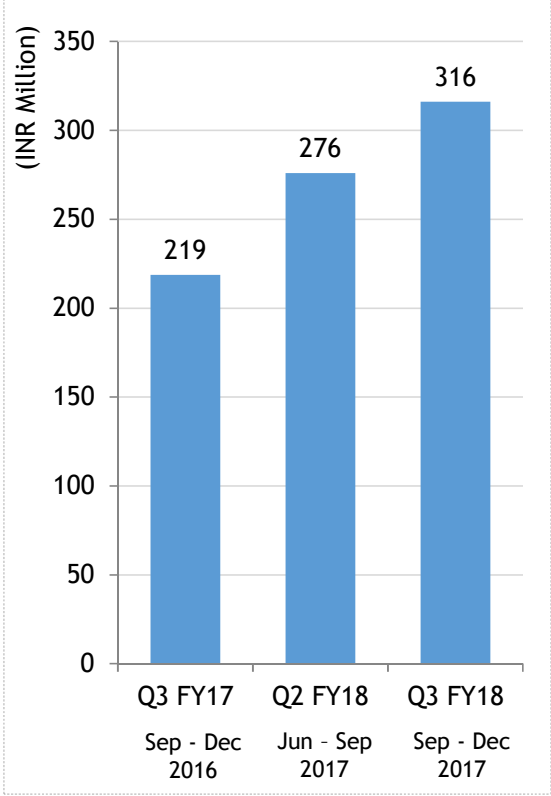
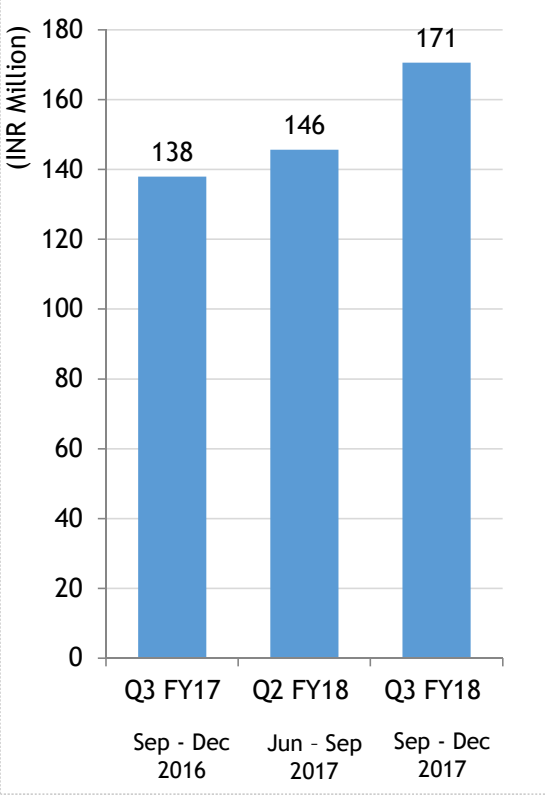
Total Income



EBITDA

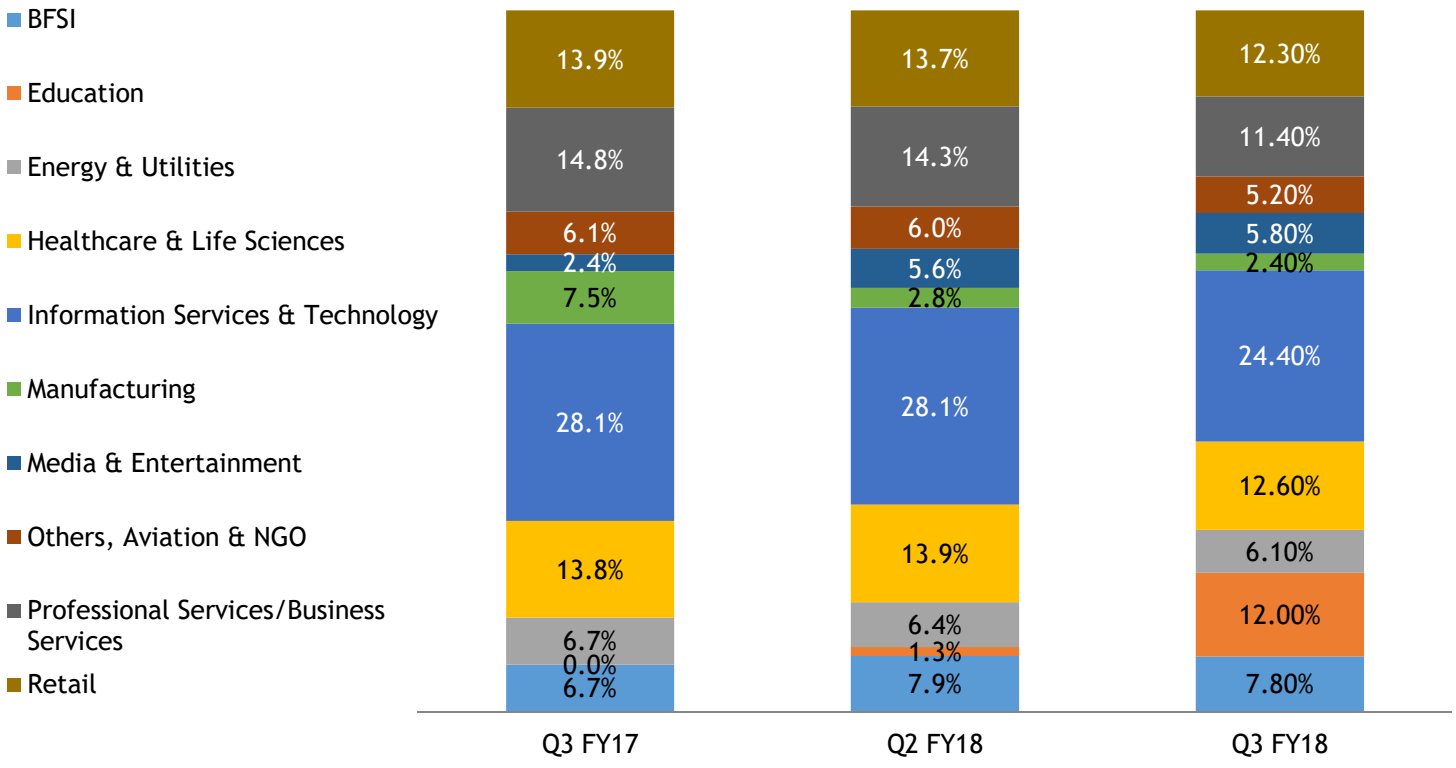


PAT



Note: Financial performance Q3FY18, Q2FY18 and Q3FY17 are as per IND AS

REVENUE BY INDUSTRY – Q3 FY18



REVENUE ANALYSIS – Q3 FY18

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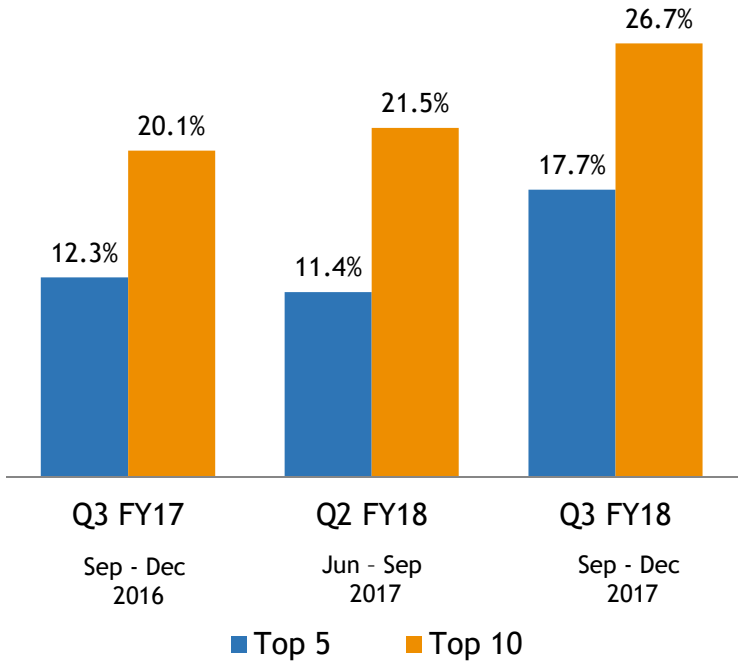
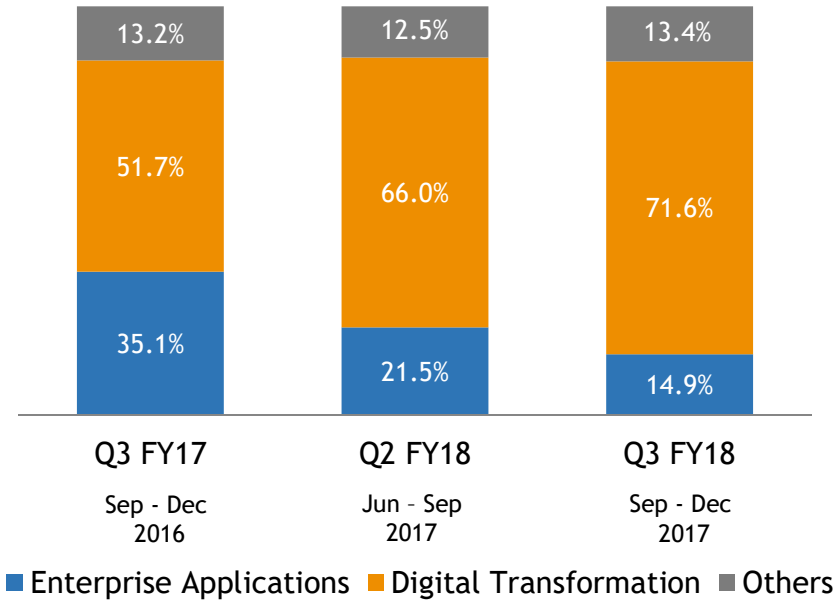
By Clients



By Business



REVENUE ANALYSIS – Q3 FY18

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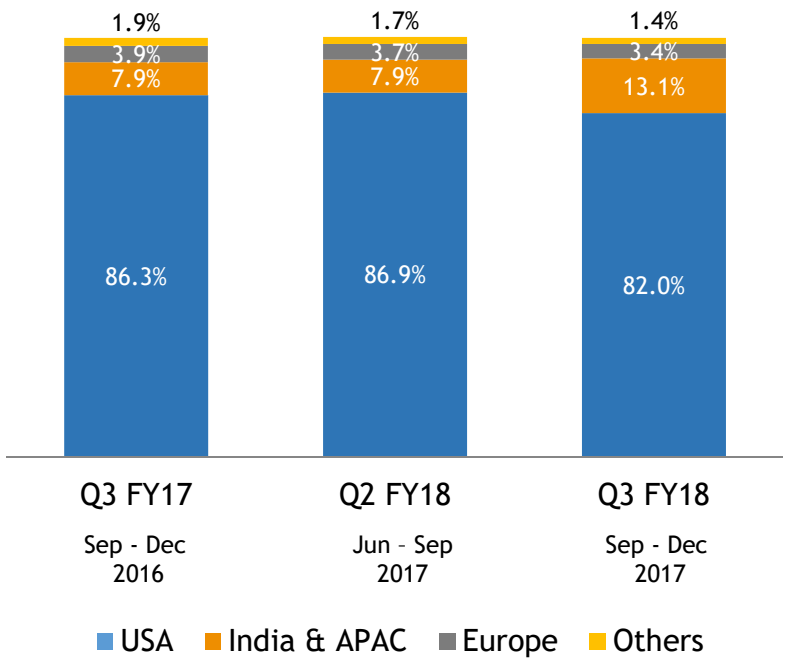
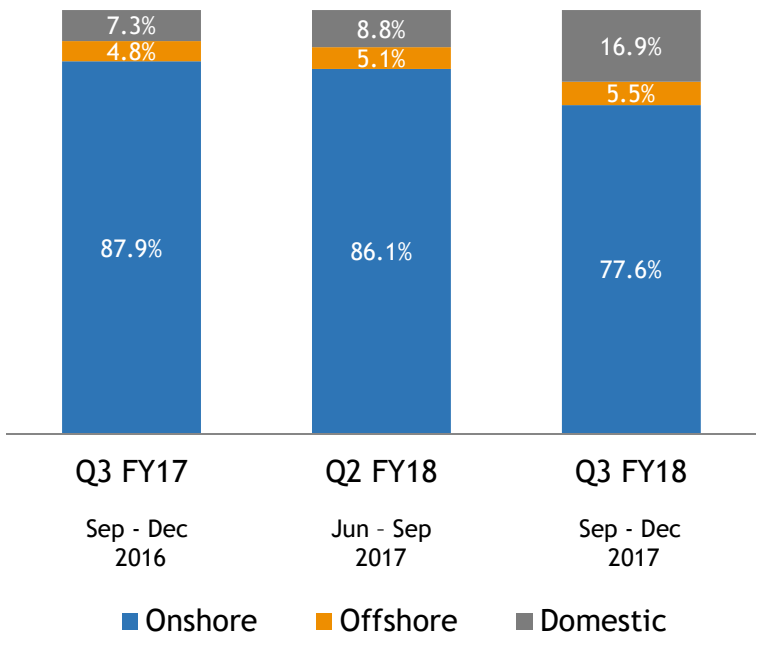
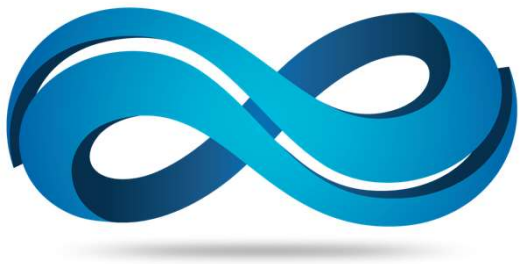
By Geography



By Delivery Location





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