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To

The General Manager, Listing Department, BSE 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
Scrip Code: 519602	Scrip Code: KELLTONTEC

Subject: Transcript of Q2/FY 26 Earnings Call

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the transcript of Q2/FY 26 Earnings Call held on Thursday, November 13, 2025.

Further, in accordance to Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the transcript is also available on the website of the Company.

This is for your information and record.

Thanking You,

***For and on behalf of
Kellton Tech Solutions Limited***

**Rahul Jain
Company Secretary and Compliance Officer
ICSI M No. ACS62949**

Date: November 19, 2025

Place: Hyderabad

Kellton Tech Solutions Limited
Q2 and H1 FY'26 Earnings Conference Call
November 13, 2025

Moderator: Ladies and gentlemen, good day and welcome to the Kellton Tech Solutions Limited Q2 and H1 FY'26 Earnings Conference Call.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “*” then “0” on your touch-tone phone. Please note that this conference has been recorded. I would now like to thank you all for participating in the company's earnings call for the second quarter of the financial year 2026.

Before we begin, I would now like to mention a short cautionary statement. Some of the statements made in today's call may be forward-looking in nature and such forward-looking statements are subject to risks and uncertainties which could cause actual results to differ from those anticipated. Such statements are based on management beliefs as well as assumptions made from the information currently available to the management. Audiences are cautioned not to place any undue reliance on these forward-looking statements in making any investment decisions. The purpose of today's earnings conference call is purely to educate and bring awareness about the company's fundamental business and a financial quarter under review.

Now, I would like to introduce to the management participating with us in today's earnings call. We have with us Mr. Niranjana Chintam, Chairman and Whole-time Director, Mr. Karanjit Singh, Chief Executive Officer, India, and Ms. Srinivas Potluri, Chief Executive Officer, US.

Thank you and over to you, Mr. Niranjana Chintam.

Niranjana Chintam: Thank you, Anushka. Ladies and gentlemen, apologies in advance. I have a severe cold and cough, so I may be coughing on the call, so I apologize for that. Okay, with that, I am going to start off with thank you for joining our Q2 financial year'26 earnings call.

For this financial year, we have achieved Rs. 300 crores in revenue, which is about 11.1% year-on-year growth, Rs. 37.8 crores of EBITDA, and a net profit of Rs. 24 crores. EBITDA margin is around 12.6, which is higher than last quarter. The PAT margin is again 8%. EPS is 42 paisa. Despite the profit being high, the EPS is almost in line with what we had last quarter. The reason for that is the whole FCCB round 1 has been completely converted into equity. The number of equity shares went up, hence the EPS is like flat.

Now, for H1 FY'26, we have Rs. 597 crores, Rs. 73 crores in EBITDA, and Rs. 46.8 crores in net profit. EBITDA margin is today 12.3%, a PAT margin of 7.8%, and the EPS is at 90 paisa.

Okay, with that, I want to hand it off to Karanjit. Can you talk about operational highlight as well as the customer wins this quarter?

Karanjit Singh:

Sure. Thank you, Niranjana, and hello everyone. So, let me first start off by speaking about the operational highlights, and then I will speak about the new client wins.

So, this quarter, we have had about five, six major highlights-

So, the first one, let me start off by talking about we basically went live. We have implemented a next generation integration platform for a global food services company, and this was done across 10 countries and over 1,500 stores. So, what this meant was they basically would decommission their legacy middleware and move to the more seamless and native scalable architecture.

The other one, this was really something that was in the media. So, we basically played a key role in powering a leading OTT platform in the live streaming of the recently concluded Asia Cup. So, this was the first time that they were kind of scaling it up to this level, and this involved a lot of deep expertise in the area of cloud native engineering, low latency streaming, and large scale digital platform. The whole event went very absolutely flawlessly, and this was thanks to all the readiness and the PSR that the teams had jointly done with the customer before the event.

We were also recognized by a leading agri-tech enterprise for basically helping them with problem solving and technical excellence and exceptional collaboration during a critical production phase. They are a longstanding customer, and they were very appreciative of the kind of deep technical analysis and coordination that the team did during this critical phase for them.

We also went live with a platform, a taxation platform, that we were building. It is basically we are modernizing or completely building a new taxation platform for a Big Four consulting company. So, this was basically something that they are trying to launch at scale and also modular, something that they can also give in the hands of their customers eventually. So, this involved the absolute, it is almost like what we see in our taxation portals. So, it has got all that complexity as dynamic schedule creation, customizable summaries, and all that. So, this will eventually replace the old dated platform that we have.

Some of you must have also noticed, we basically signed a memorandum of understanding with a leading European technology company to help them develop a sovereign human-centric AI ecosystem under the EU-India Framework Agreement. So, this is something that Europe is

focusing on AI sovereignty for the Europe region, and they are basically trying to build a complete AI stack, including AI gigafactory. And we are very happy as Kellton to basically collaborate and have a part to play with that particular thing. This, of course, will include everything from basically the AI gigafactory, build out to enhancing capacity for advanced AI, cloud, and cyber security, which is where we would sort of on the services side is where we would help them.

We also, the last one that I would like to highlight is that we partnered with a leading industrial solutions enterprise, where we are helping them modernize the customer engagement and streamline the internal operation through a complete end-to-end digital transformation initiative. That will help them basically provide a seamless experience to both their customers as well as employees. So, those were all basically the kind of significant operational highlights that we had.

Let me also quickly move to the customer acquisitions in this quarter before I hand it off back to Niranjana.

So, Kellton, we have had four or five engagements that I would like to highlight-

The first one, we basically partnered with a leading global packaging solution provider to help expand its intelligent payment processing framework across the international entities. So, we have already done after having supported the U.S. rollout successfully. Now, we are moving it to the international area. So, we just started off with Netherlands. So, basically, we are helping that and also optimize the whole SAP-based payment interface that we have and also add an AI-assisted automation layer to the whole thing.

We were also recently empaneled as a key technology partner by a leading global logistics provider and we have initiated offshore IT support services. Also, basically, this will expand into basically helping them, first of all, define and then implement the AI-driven initiatives.

The other one that we have basically won is basically a partnership with a leading U.S. consumer finance company to reimagine, basically, redo their operational efficiency through applied artificial intelligence. So, we are basically working with them to integrate frameworks and basically automate risk modeling, portfolio evaluation, and decision workflows. So, that is another client.

We also partnered with a leading engineering and industrial enterprise, again, to drive a large-scale digital transformation to modernize the ERP system and transition to a unified SAP S4 HANA landscape.

And the last one that is in the healthcare space, so we basically just about started a collaboration with a pioneering healthcare AI company to develop an agentic AI-powered risk adjustment solution that will basically autonomously manage complex pair workflows.

So, these were sort of some of the wins that we have had this quarter. Thank you. Niranjan, over to you.

Niranjan Chintam: Thank you, Karanjit. I think a lot of people might have questions related to H1, the impact of H1 on Kellton. We have a little over 400 people in the U.S. Of them, about 40 are H1s. And as everybody is aware, the existing H1s have been grandfathered. It is only impacting the new H1s. And also, you must have been reading the news that because of the 100K that new H1s would be required to pay, a lot of companies are outsourcing the work to India. So, our impact has been none at this point. We will have to wait and watch what happens next year. But as we have been hearing the news, the rules that have been framed are getting easier and easier. So, basically, when initially what people thought to what it is now is completely different. So, there is no impact at this point to Kellton's business.

Okay, with that, Anushka, I want to open up for questions.

Moderator: Thank you very much. We will now begin the question and answer session. We take the first question from the line of Jaymin Soni, an individual investor. Please proceed.

Niranjan Chintam: Good evening, Jaymin.

Jaymin Soni: Good evening, sir. Thank you for giving me an opportunity. My question is I could not find any clarification from management for the requirement of this huge fundraising till now.

Niranjan Chintam: So far, okay, let me clarify what that is for, right? See, when we initially, our company has so far been self-funded. This is the first time where we are taking money from outside entities. That is to be around one of \$10 million that we are taking. Okay, that we are using for building our IP, because a lot of, I guess, research is going on in the AI world, a lot of dollars that we are spending. And also, the second one is for working capital. The third is to increase our reach. Right now, Kellton's brand is known very well in India, but outside India, it is not known. We are trying to spend money there. And the last one is we are looking at opportunistic buys of companies. So that is what the first round of FCCB that, you know, we have sought the money, and now we are deploying that money. Now, coming to the new round of FCCB, that is primarily, again, some part is going to be for working capital reasons. As we are growing in size, we would need working capital to go after contracts like LIC and HRMS too, where our payment cycles are stretched. For that reason, we are taking money for that. However, the biggest chunk, we are setting aside for acquisitions.

Jaymin Soni: Sir, acquisition up to what time frame?

Niranjan Chintam: See, as soon as we get the money, right, we would like to deploy it within a year.

Jaymin Soni: So our current market capitalization is Rs. 1100 crores. Okay?

Niranjan Chintam: Okay.

Jaymin Soni: And up till, for USD 40 million, it sums to around Rs. 350 odd crores.

Niranjan Chintam: Okay.

Jaymin Soni: And more of Rs. 250 crores of QIP. So we have a total amount of around Rs. 600 odd crores. So what is the targeted company's market capitalization?

Niranjan Chintam: See, I do not know what the market capitalization would be. But if you are looking at the revenue that we are targeting, we do not go after revenue. So we go after what we call the technology, where, you know, we need to beef up our existing technology capability to go after. As you can imagine, every day, AI is like changing. What was good yesterday is not good today anymore. So when we start building something, six months down the road, we find out that whatever we built is not current to what the market is. So since the technology is evolving rapidly, we want to invest or acquire companies who are into this deep tech, who are into data-related companies that would get us the capability to go after additional customers. Mind you, existing customers are going to continue on. We are trying to go after new customers. So when we acquire, we acquire either for capability or for customers is what we look at. Okay, those are the two targets.

So to answer your question about QIP, at this point, right, the QIP round is probably a year or so away, whereas the FCCB round that we are doing is immediate, that we are doing at this point, and we would continue to look for targets. As we speak, you know, we are actually looking around and seeing what is out there. What can we look at by that would make sense for us from the two reasons that I talked about capability and or new customers that we can acquire.

Jaymin Soni: So what margin management is chasing for?

Niranjan Chintam: What margin?

Jaymin Soni: So what margin profile, or let us say, if a company is going to acquire a new company, so what margin profile you are also chasing for?

Niranjan Chintam: See, the margin, again, these are new tech companies, right? In some cases there may not be any margin there. Okay, minimal margin would be there. What our target is, if you look at it, 20% EBITDA is our target, is what we want to go after. But with the new deep tech kind of companies, right, the margin could be in the single digits. I am talking about EBITDA level, right?

But what the capability that we bring to the table is, once we take on, we can get better EBITDA. So whatever single digit, we will want to get it to the teams. You know, almost like six months to a year, we want to increase that to our teams. So that is the target that we look at. So we are not looking for, okay, I want to get a 20, let us say, 20% EBITDA number that I buy, you know, I have to give EBITDA multiples. So I will be shelling out a lot more dollars for a 20% EBITDA company that has it, versus, let us say, a single digit number, and then improve the margins by our management, taking out some of the overhead that is not required, use economies of scale that we bring to the table. So those are the way we operate, and we have successfully operated before.

Jaymin Soni: Okay. Thank you.

Moderator: Thank you. We take the next question from the line of Siddharth, an individual investor, please proceed.

Siddharth: Good morning, and a very happy Diwali.

Niranjan Chintam: Thank you, Siddharth, same to you.

Siddharth: I have a question regarding the company that you told about the H1B crisis, H1B problem. So most of the IT companies, including Kellton also the revenue comes from the North American market, most of 80%. So this has exposed very much the risk of the market of geopolitical uncertainty. So what have you planned for the future planning to diversify the market beyond the North American, like in Southeast Asia, Middle East or Europe?

Niranjan Chintam: So Europe has been our focus area, but as you are aware, Europe is pretty much in recession because of the Ukraine war. We have not grown to the extent that we wanted to grow. That has always been our focus area. To answer your question, yes, there is a geographic risk, especially America. Let us not just talk about North America, but you probably must have noticed in the news, Canada is opening up. They are saying they want to welcome all H1s there into Canada. So that is a market that we already are present and we will expand there. So those are the markets that we grow, and Asia Pacific is growing for us. We continue to grow. Middle East is growing for us. We continue to grow there. So those are the markets that we have. Yes, huge concentration is still America. I do not believe that anything is going to happen with the American market, despite all the talk and speculations that are going there. Other than the recession that might come about in America, I do not believe anything else that the media or the talking heads are talking.

Siddharth: Okay. Thank you.

Niranjan Chintam: Thank you, Siddharth.

Moderator: Thank you.

Moderator: As there are no further questions from the participants, I would now like to hand the conference over to Mr. Niranjan Chintam for closing comments. Over to you, sir.

Niranjan Chintam: Thank you. Ladies and gentlemen, thank you for joining the earnings call. So, we look forward to talking to you soon in the next quarter's earnings call. Have a great day and we will see you soon. Talk to you. Bye-bye.

Moderator: On behalf of Kellton Tech Solutions Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.