

February 03, 2021

National Stock Exchange of India Ltd. Capital, Market – Listing, Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051.	BSE Ltd, 25th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001.
EQ- SECURKLOUD– ISIN NO- INE650K01021	Scrip Code: 512161 - ISIN NO-INE650K01021

Dear Sir/Madam,

Sub: Intimation of the outcome of the Board Meeting under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").

In terms of Regulation 30 read with Schedule III of the Listing Regulations, we hereby inform you that at the meeting of the Board of Directors ("Board") of SecureKloud Technologies Limited (Formerly 8K Miles Software Services Limited) ("Company") held today, i.e. Wednesday, February 03, 2021, the Board has approved, inter alia, the following:

1. Unaudited financial results:

Unaudited financial results (Standalone and Consolidated) for the quarter and nine months ended December 31, 2020. In this regard, we enclose copies of the following as prescribed under Regulation 33 of the Listing Regulations:

- The detailed format of the unaudited financial results (Standalone and Consolidated) being submitted as per the listing regulations. The said results will be uploaded on the websites of the Company;
- Limited Review report from the statutory auditors, M/s. K. Gopal Rao & Co., Chartered Accountants, for the Financial Results (Standalone and Consolidated) for quarter and nine months ended December 31, 2020;
- Press release about the above financial results being released for publication.

2. Issue of Fully Convertible Warrants on preferential basis:

Subject to receipt of requisite statutory and regulatory approval including approval of the shareholders of the Company the Board has approved issue and allotment of upto 45,00,000 (Forty-five Lakhs) Warrants ('Preferential issue of Convertible Warrants') at a price of Rs. 100/- (Rupees One Hundred only) per warrant each convertible into 1 (one) Equity Share of face value of 5/- (Rupees Five Only) each ("the Equity Shares") at a price of 100/- (Rupees One Hundred Only) per share {including premium of 95/- (Rupees Ninety Five Only) per share}, aggregating up-to Rs. 45,00,00,000/- (Rs. Forty-five Crores) on a preferential basis subject to compliance with applicable pricing regulations and in accordance with the provisions of Chapter V of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended ("SEBI ICDR Regulations") and applicable provisions of the Companies Act, 2013 and rules made thereunder ("Companies Act"). Disclosures as required under Regulation 30 of the Listing Regulations read with the Securities and Exchange Board of India Circular (CIR/CFD/CMD/4/2015) dated September 9, 2015 ("SEBI Circular"), are enclosed as **Annexure A**.

An Extraordinary General Meeting ('EGM') of the members of the Company will be held on **Monday, March 01, 2021**, through Video Conferencing/ Other Audio Video Means, for seeking



SecureKloud Technologies Limited

(Formerly 8K Miles Software Services Limited)

approval of the members for the aforesaid preferential issue and the notice of the EGM will be dispatched in due course.

The Board meeting commenced at 4.30 P.M and concluded at 06.05 P.M

We request you to kindly take the above information on record.

Yours Truly,
For SecureKloud Technologies Limited

G Sri Vignesh
Company Secretary and Compliance Officer
Membership No: A57475

Disclosure pursuant to SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 read with SEBI circular no. CIR/CFD/CMD/4/2015 dated September 09, 2015

S. No	Particulars	Details
1	Type of securities proposed to be issued (viz. equity shares, convertibles etc.)	Warrants ("Preferential Issue of Convertible Warrants"). Each Warrant will be convertible into 1 (One) Equity Share of the face value of Rs. 5/- (Rupees five Only) each.
2	Type of issuance (further public offering, rights issue, depository receipts (ADR/GDR), qualified Institutions placement, preferential allotment etc.)	Preferential Allotment
3	Total number of securities proposed to be issued or the total amount for which the securities will be issued.	45,00,000 (Forty-Five Lakhs) Warrants convertible into or exchangeable for 1 (One) Equity Share of face value of Rs. 5/- (Rupees Five Only) each. The total amount of investment into the Company would be up-to Rs. 45,00,00,000/- (Rupees Forty-Five Crore Only).
4	In case of preferential issue, the listed entity shall disclose the following additional details to the stock exchange(s)	<p>i. Name of the investor: Mr. Suresh Venkatachari, Promoter & CEO</p> <p>ii. Post allotment of securities - outcome of the subscription, issue price, allotted price (in case of convertibles), number of investors:</p> <p>a. <i>Number of Investor:</i> 1</p> <p>b. The warrants will be issued at a price of not lower than the price specified under SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018. Warrant would be allotted only upon payment of 25% of the price of warrant at the time of allotment.</p> <p>iii. In case of convertibles - intimation on conversion of securities or on lapse of the tenure of the instrument:</p> <p>Each warrant is convertible into (1) One Equity Share and the conversion can be exercised at any time within a period of 18 months from the date of allotment, in one or more tranches, as the case may be and on such other terms and conditions as applicable.</p> <p>Option for conversion of warrants into Equity Shares will be available upon payment of full price of warrant before such exercise of option. The requisite intimation will be given at the time of conversion of warrants.</p>



INDEPENDENT AUDITOR'S REPORT ON REVIEW OF UN-AUDITED QUARTERLY RESULTS

TO
THE BOARD OF DIRECTORS
SECUREKLOUD TECHNOLOGIES LIMITED
(formerly known as 8K Miles Software Services Limited)

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **SECUREKLOUD TECHNOLOGIES LIMITED (formerly known as 8K Miles Software Services Limited)** ("the Company"), for the Quarter and nine month ended 31st December, 2020 ("the Statement"), being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/CMDI/44/2019 dated 29th March 2019 ("the Circular")
2. **Management's Responsibility**
The Management of the Company is responsible for preparation of the Statement in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued there under and other accounting principles generally accepted in India. The Board of Directors have approved the Statement.
3. **Auditor's Responsibility**
Our responsibility is to issue a report on the Statement based on our review. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to make inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. **Emphasis of Matter paragraph**
We draw your attention to the 32% increase in receivables (due for more than one year) from overseas subsidiary **SECUREKLOUD TECHNOLOGIES INC (formerly known as 8K Miles Software Services Inc)** a related party, from Rs 1,334.32 lakhs (31st March 2020) to Rs 1,990.15 lakhs (31st December 2020). Immediate action is suggested to realize the overdues to improve the liquidity and avoid interest on working capital.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For K. Gopal Rao & Co.
Chartered Accountants
FRN: 000956SS




CA Bashyakar Mattappalli

Partner
M Number: 015932
UDIN: 21015932AAAAAC5696

Place: Chennai
Date: February 3, 2021

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- ❖ Mumbai ❖ Madurai
- ❖ Bengaluru ❖ Tiruchirappalli
- ❖ Hyderabad ❖ Tiruvallur

Registered Office :

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SECUREKLOUD TECHNOLOGIES LIMITED
(Formerly known as 8K Miles Software Services Limited)
(CIN: L72300TN1993PLC101852)

Registered Office: Second Floor, Srinivasa Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER/NINE MONTHS ENDED 31ST DECEMBER 2020

S.No.	Particulars	Quarter ended			Nine Months Ended		Year ended
		31 Dec'20	30 Sep'20	31 Dec 2019	31 Dec'20	31 Dec'19	31 Mar'20
		Unaudited	Unaudited	Un-Audited	Unaudited	Unaudited	Audited
		(₹ in lakhs except EPS)					
1	Income						
	a) Revenue from operations	936.78	1,031.78	1,112.32	3,369.27	3,223.70	4,245.67
	b) Other income (including foreign exchange gain / (loss))	(36.85)	(121.96)	141.89	(111.59)	143.27	303.17
	Total income	899.93	909.82	1,254.21	3,257.68	3,366.97	4,548.84
2	Expenses						
	a) Employee benefits expense	754.93	728.85	493.98	2,029.86	1,480.79	1,833.73
	b) Finance costs	216.49	216.91	234.78	635.71	699.57	920.21
	c) Depreciation and amortization expense	13.42	12.89	8.81	32.34	22.71	31.85
	d) Other expenses	110.79	139.45	140.18	333.25	402.69	2,277.06
	Total expenses	1,095.63	1,098.10	877.75	3,031.16	2,605.76	5,062.85
3	Profit / (Loss) before exceptional items and tax (1-2)	(195.70)	(188.28)	376.46	226.52	761.21	(514.01)
4	Exceptional items	-	-	-	-	-	18.41
5	Profit / (Loss) before tax (3-4)	(195.70)	(188.28)	376.46	226.52	761.21	(532.42)
6	Tax expense						
	- Current tax (including prior period)	(44.77)	(63.90)	121.76	68.05	252.53	-
	- Deferred tax	(8.37)	(1.60)	(17.04)	(16.85)	(39.30)	(7.18)
7	Net profit / (loss) for the year (5-6)	(142.56)	(122.78)	271.74	175.32	547.98	(525.24)
8	Other comprehensive income / (loss)						
	Items that will not be reclassified to the statement of profit and Loss						
	(a) Actuarial gain / (loss) on defined benefit obligation	-	(2.95)	-	(2.95)	(7.90)	(2.78)
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	-	-	-	-	-	-
	Total other comprehensive income / (loss) (Net of tax)	-	(2.95)	-	(2.95)	(7.90)	(2.78)
9	Total comprehensive income / (loss) for the year (7+8)	(142.56)	(125.73)	271.74	172.37	540.08	(528.02)
10	Paid-up equity share capital (Face value of Rs. 5/- each)	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88
	Number of equity shares	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605
	Reserves (Other Equity)						6,746.55
11	Earnings per equity share (EPS) [Face value of Rs. 5/- each]						
	(a) Basic EPS	(0.47)	(0.40)	0.89	0.57	1.80	(1.72)
	(b) Diluted EPS	(0.47)	(0.40)	0.89	0.57	1.80	(1.72)
		[not annualised]	[not annualised]	[not annualised]	[not annualised]	[not annualised]	[Annualised]

Notes:

- The above financial results of the Company were reviewed by the Audit Committee and approved by the Board of Directors in its meeting held on 3rd February 2021. The Financial Results are prepared in accordance with the Indian Accounting Standards (Ind-AS) as prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder.
- The Company operates in a single segment, i.e., "Information And Technology Services" and hence, does not have any additional disclosures to be made under Ind AS 108 - Operating Segments.
- Figures in the previous period financial statements have been reclassified to conform to the presentation of the current quarter financial statements. These reclassifications have no effect on the previously reported net loss/profit.

By Order of the Board
For and behalf of the Board of Directors

Place: Chennai
Date: February 3, 2021


Suresh Venkatachari
 Chief Executive Officer
 DIN No.00365522





INDEPENDENT AUDITOR'S REPORT ON REVIEW OF UN-AUDITED QUARTERLY RESULTS

To
The Board of Directors
SECUREKLOUD TECHNOLOGIES LIMITED
(formerly known as 8K Miles Software Services Limited)

1. We have reviewed the accompanying statement of unaudited consolidated financial results of **SECUREKLOUD TECHNOLOGIES LIMITED (formerly known as 8K Miles Software Services Limited)** ("the Parent"), its Indian and Foreign subsidiaries (together referred to as "the Group") for the quarter and nine month ended **31th December, 2020** (the "Statement") attached herewith being submitted by the Parent Company pursuant to the requirements of Regulations 33 of the SEBI (Listing, Obligations and Disclosure requirements) Regulations, 2015 as amended ("Regulations") read with SEBI Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019 ("the Circular").
2. This Statement, which is the responsibility of the Parent Company's Management and approved by the Parent Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion. We have performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

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4. The Statement includes the results of the following entities:

Sr No	Name of the Company	Relationship with the Holding Company
1	SECUREKLOUD TECHNOLOGIES INC (formerly known as 8K Miles Software Services Inc, USA)	Subsidiary
2	Nexage Technologies Inc, USA	Step down subsidiary
3	Cornerstone Advisors Group LLC, USA	Step down subsidiary
4	Healthcare Triangle Inc, USA	Step down subsidiary
5	BLOCKEDGE TECHNOLOGIES INC (formerly known as 8K Miles Health Cloud Inc, USA)	Subsidiary
6	Serj Solutions Inc, USA	Step down subsidiary
7	Mentor Minds Solutions & Services Inc, USA	Subsidiary
8	8K Miles Software Services FZE, UAE (till 29 th February, 2020)	Subsidiary
9	Healthcare Triangle Pvt Limited, India	Subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For K. Gopal Rao & Co.
Chartered Accountants
FRN: 000956SS



CA Bashyakar Mattapalli
Partner

M Number: 015932

UDIN: **21015932AAAAAAB5200**

Place: Chennai
Date: February 3, 2021

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SECUREKLOUD TECHNOLOGIES LIMITED
(Formerly known as 8K Miles Software Services Limited)
(CIN: L72300TN1993PLC101852)

Registered Office: Second Floor, Srinivasa Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER/NINE MONTHS ENDED 31ST DECEMBER 2020

S.No.	Particulars	Quarter Ended			9 Months ended		Year Ended
		31 Dec'20	30 Sep'20	31 Dec'19	31 Dec'20	31 Dec'19	31 March 2020
		Un-Audited	Un-Audited	Un-Audited	Un-Audited	Un-Audited	Audited
1	Income						
	a) Revenue from operations	9,050.68	8,903.67	11,343.43	26,761.73	31,385.28	38,208.48
	b) Other income	(36.59)	(86.54)	153.11	(75.91)	164.25	434.97
	Total income	9,014.09	8,817.13	11,496.54	26,685.82	31,549.53	38,643.45
2	Expenses						
	a) Employee benefits expense	4,596.75	4,108.97	5,103.98	14,375.75	17,405.00	21,158.40
	b) Finance costs	287.30	314.41	307.43	909.79	912.85	1,302.65
	c) Depreciation and amortization expense	587.67	536.80	265.77	1,672.84	3,097.70	2,157.45
	d) Other expenses	3,079.98	3,531.36	4,556.85	9,405.37	14,553.41	19,903.10
	Total expenses	8,551.70	8,491.54	10,234.03	26,363.75	35,968.96	44,521.60
3	Profit before exceptional items and tax (1-2)	462.39	325.59	1,262.51	322.07	(4,419.43)	(5,878.15)
4	Exceptional items	-	-	-	-	48,732.69	61,293.95
5	Profit before tax (3-4)	462.39	325.59	1,262.51	322.07	(53,152.12)	(67,172.10)
6	Tax expense						
	- Current tax	(44.77)	(62.95)	173.61	69.33	311.57	-
	- Deferred tax	(8.37)	(1.60)	(17.03)	(16.85)	178.89	279.06
7	Net profit after tax for the period (5-6)	515.53	390.14	1,105.93	269.59	(53,642.58)	(67,451.16)
8	Other comprehensive income / (loss)						
	(i) Items that will not be reclassified to profit or loss:						
	(a) Remeasurements of the defined benefit plans	-	(2.95)	-	(2.95)	(7.90)	(2.78)
	(b) Income tax relating to items that will not be reclassified to profit or loss	-	-	-	-	-	0.80
	(ii) Items that will be reclassified to profit and loss:						
	(a) Foreign currency translation differences	-	-	10.97	-	-	(2,543.10)
	Total other comprehensive income	-	(2.95)	10.97	(2.95)	(7.90)	(2,545.08)
9	Total comprehensive income for the period (7+8)	515.53	387.19	1,116.90	266.64	(53,650.48)	(69,996.24)
10	Profit attributable to:						
	Owners of the company	238.32	314.59	1,053.04	272.66	(37,289.81)	(50,178.22)
	Non-controlling Interest	277.21	75.55	52.89	(3.07)	(16,352.77)	(17,272.94)
11	Other comprehensive income attributable to:						
	Owners of the company	-	(2.95)	10.97	(2.95)	(7.90)	(2,545.08)
	Non-controlling Interest	-	-	-	-	-	-
12	Total comprehensive income attributable to:						
	Owners of the company	238.32	311.64	1,064.01	269.71	(37,297.71)	(52,723.30)
	Non-controlling Interest	277.21	75.55	52.89	(3.07)	(16,352.77)	(17,272.94)
13	Paid-up equity share capital (Face value of Rs. 5/- each)	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88
	Number of equity shares	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605
	Reserves (Other Equity) - excluding any revaluation reserve						1,600.17
14	Earnings per equity share (EPS) [Face value of Rs. 5/- each]						
	(a) Basic EPS	0.78	1.02	3.45	0.88	(122.19)	(164.42)
	(b) Diluted EPS	0.78	1.02	3.45	0.88	(122.19)	(164.42)

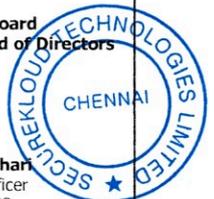
Notes

- The above financial results of the company were reviewed by the audit committee and approved by the Board in its meeting held on 3rd February, 2021.
- The Consolidated financial results have been prepared in accordance with applicable Indian Accounting Standards as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and Amended Rules, 2016.
- The Company operates in a single segment, i.e., "Information And Technology Services" and hence, does not have any additional disclosures to be made under Ind AS 108 - Operating Segments.
- Figures in the previous period financial statements have been reclassified to conform to the presentation of the current quarter financial statements. These reclassifications have no effect on the previously reported net loss/profit.

By Order of the Board
For and behalf of the Board of Directors

V. Suresh

Suresh Venkatachari
Chief Executive officer
DIN No.00365522



Place: Chennai
Date: February 3, 2021

SECUREKLOUD REPORTS STRONG Q-O-Q PAT GROWTH OF 32% IN Q3 FY 21

- Revenue Rs 90 Crores
- Recurring Revenue 31.3 Crores, 34.7% of Revenue
- Gross Profit Margin at 38.4%
- EBITDA margins at 15.2%

Chennai, 3rd February, 2021 - **SECUREKLOUD TECHNOLOGIES LIMITED**, a leading Global IT Business Transformation, Secure Cloud Solutions and NextGen Managed Service Provider, announced its consolidated unaudited financial results for the third quarter ended 31st December, 2020 as approved by its board of directors.

Suresh Venkatachari, Chairman & CEO of SecureKloud Technologies Limited stated “I am pleased to announce that we have successfully rebranded ourselves as SecureKloud to reflect our leadership position and strength in the cloud transformation business with a strong focus on security through a comprehensive suite of offerings covering the Blockchain, IDAM and Data Engineering space. We differentiate ourselves as a mid-sized company with the aura and energy of a startup and stability of a large company offering the best of both worlds to our customers, employees and partners.

In keeping with our commitment to focus on growing the Cloud and Blockchain Technologies, I propose to make an investment in the Company for the growth of our business. I am confident that this will open newer avenues and reflect the true underlying value of the business. While the proposed investment in Convertible Warrants is at a premium to the SEBI pricing, it reaffirms our faith in the business model that we have set out to build. We have had our share of hiccups along the way; I am grateful to our committed group of stakeholders who have stayed with us through this period”.

Thyagarajan R, CFO, added that there is tremendous acceleration in the Cloud Adoption, Digital and IT solutions across our enterprise customers and we remain confident of our long term growth aspirations as well as our margin resilience.

CONSOLIDATED FINANCIAL HIGHLIGHTS

(In Rs Cr)	Q3 FY21	Q2 FY21	Q-Q Growth
Revenue	90.5	89.0	1.7%
Gross Profit	34.7	32.5	6.8%
Gross Profit %	38.4%	36.5%	1.8%
EBITDA	13.7	12.6	8.8%
EBITDA %	15.2%	14.2%	1%
PAT	5.2	3.9	32.1%
PAT %	5.7%	4.4%	1.3%

BUSINESS HIGHLIGHTS

CONTINUED TO WITNESS GROWTH IN THE PHARMA VERTICAL

- Signed early renewal of our existing large Pharma customers
- Expanded our footprint with a Pharma customer for DevOps and Architecture support
- Expanding the Sales team for new customer acquisition
- Launching CloudEz and DataEz on AWS Marketplace

GROWTH IN HEALTHCARE VERTICAL

- The revenue stream and opportunity pipeline started picking up to pre-Covid level including annual renewals of contracts. However, Covid-19 continues to be a challenge as the second wave is beginning to affect some parts of the US
- Won a major customer for MEDITECH Regulatory Consulting
- Won a major customer for Tier 3 systems support
- Readable.ai, flagship Data Engineering product, has been approved by Google and will be available from Marketplace from Q1 2021

GROWTH FROM NON-HEALTHCARE VERTICALS

- We are continuing to grow with our existing customers in Automotive, Aviation, Manufacturing & ICT verticals
- Secured 24x7 support for a large aviation customer
- Acquired a new customer in BFSI for assessing their SOC2 compliance and readiness to implement including 24x7 support
- Acquired a new customer for developing and managing 3rd party application connectors for their Identity Management platform
- Building competency in SOC compliance

PARTNERSHIP

- AWS
 - Participated in joint AWS webinar and presented a case study on Healthcare Datalake Management platform for personalized healthcare services
 - Participated in joint AWS public case study on building data platform for inflight entertainment system for a large aviation customer
 - Received premier partner status for the 6th consecutive year
 - Continue to be one of the top 10 healthcare partners for AWS
 - Signed Meditech EMR backup/DR deals on AWS
- Google
 - Recognized as one of the top 8 cloud managed service providers for Healthcare Interoperability readiness program
- Looker (acquired by Google recently)
 - Signed partnership for leveraging their Data Analytics platform

ABOUT SECUREKLOUD:

SecureKloud Technology Limited is a leading Global IT Business Transformation, Secure Cloud Solutions and Managed Services Provider based in the San Francisco Bay area and a publicly traded company listed on Indian Stock Exchanges (NSE and BSE). We support healthcare providers and payors, hospitals, Pharma/Life Sciences organizations, Manufacturing and Automotive companies to improve business outcomes by providing digital transformation on the cloud, security and compliance, data enlightenment, empowering business agility, and accelerating the value of their IT investments.

Q3 FY 21: Earnings presentation

Feb 3, 2021

Safe Harbor Notice

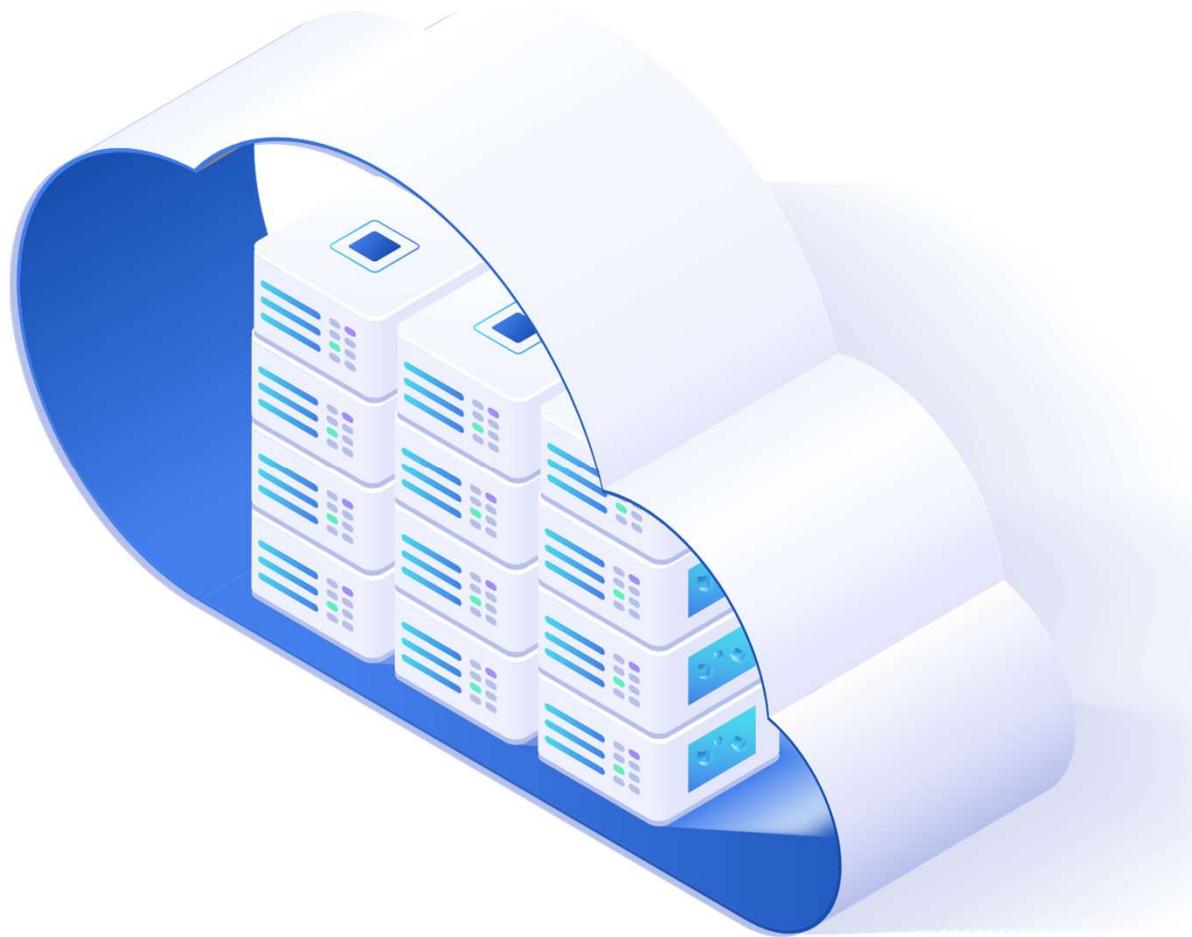
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SECUREKLOUD



Rebranding update



Suresh Venkatachari

Chairman & CEO, SecureKloud
Technologies

SECUREKLOUD

“ I am pleased to announce that we have successfully rebranded ourselves as SecureKloud, that reflects our leadership position and strength in the cloud transformation business with a strong focus on security, through a comprehensive suite of offerings covering the Blockchain, IDAM and Data Engineering space. A revamped brand identity is testament to the fact that we are the same trailblazing company we were when we got into the cloud business 12 years ago; however, we are going to differentiate ourselves by an intrinsic ideology where we would approach business objectives with an aura and energy of a startup with the stability of a large company, offering the best of both the worlds to our customers, employees and partners”

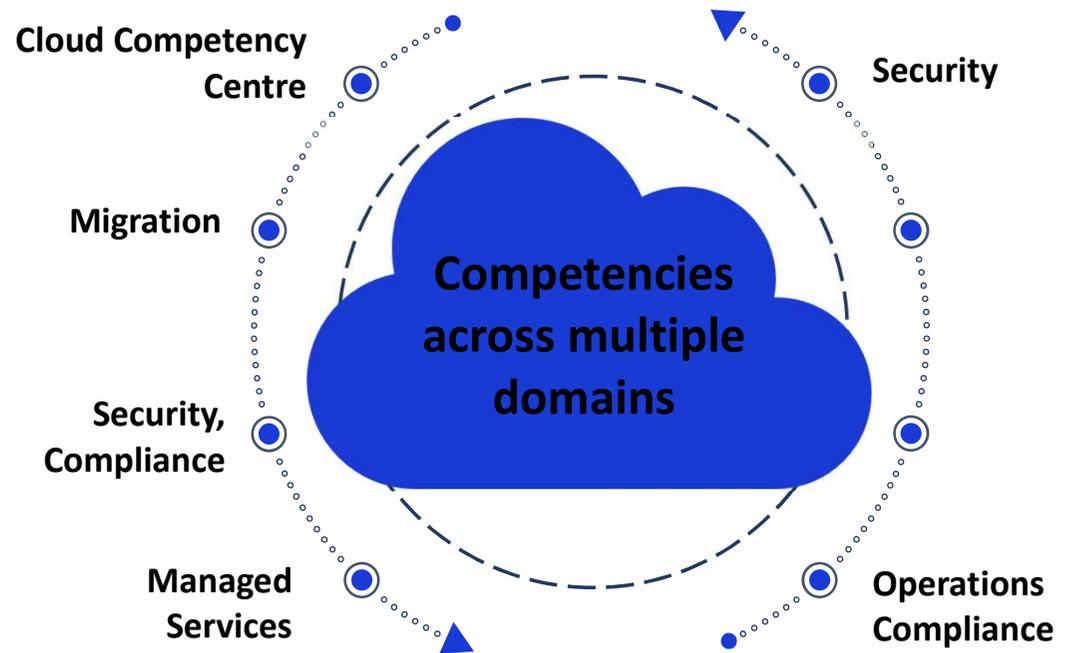
Company Overview

SecureKloud, formerly 8K Miles a Market Leader in **Enterprise Cloud Transformation** in highly regulated industries with stringent Cloud Security & Compliance requirements

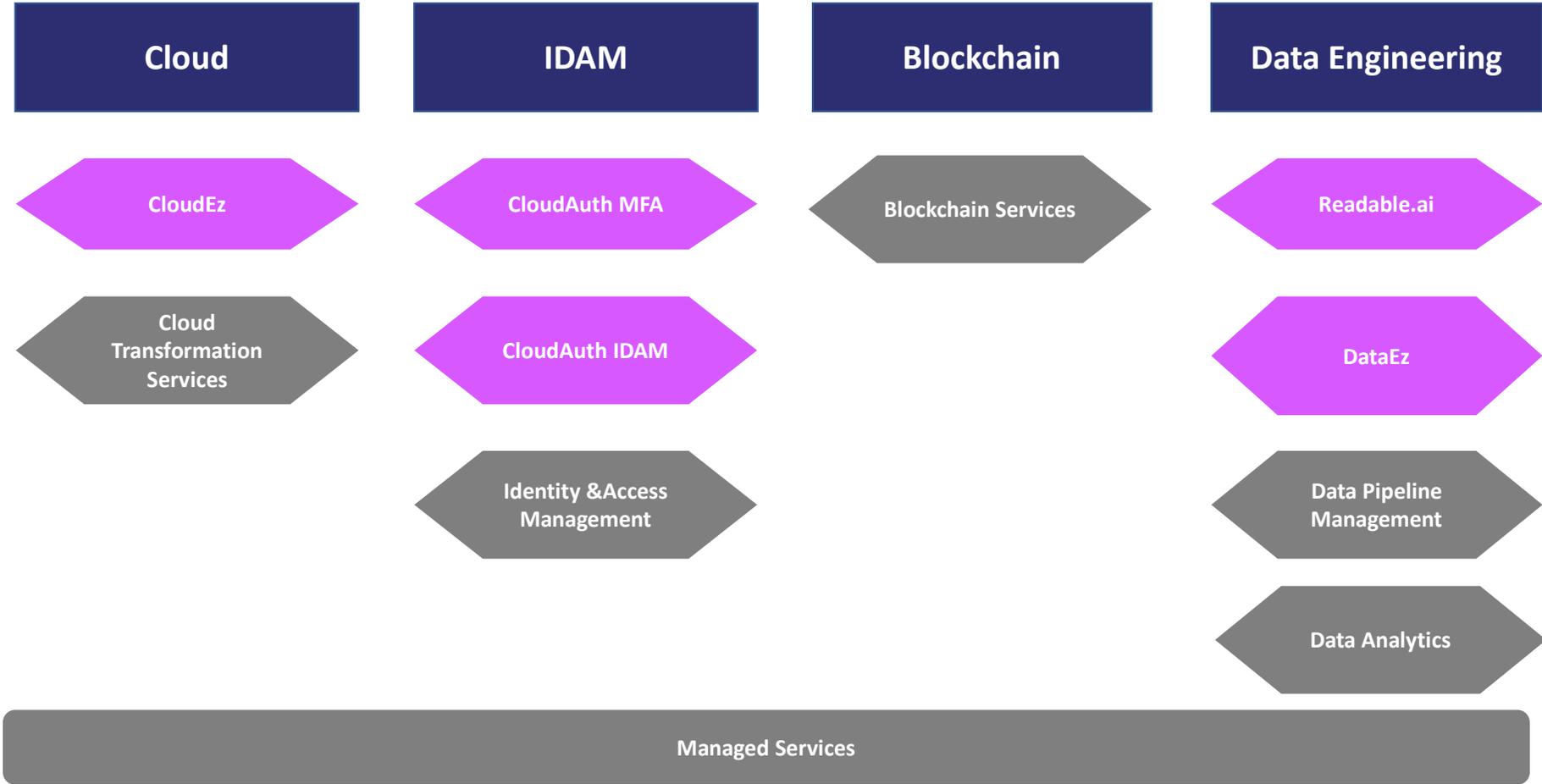


Our Cloud Expertise

- AWS Premier Consulting Partner
- Top 10 Healthcare Partner for AWS
- 3rd Party Audited Next Gen Managed Services Provider
- Extensive Knowledge & Expertise in Microsoft Azure
- Google Cloud Partner
- Complete Business Transformation Services
- Framework / Service Platform



Our Offerings



Security & Regulatory Compliance

- Regulatory Compliance Experts
 - ✓ HIPAA, GxP, FIPS, PCI-DSS, etc.
- Battle Tested at Highly Regulated Industries
- Chaired & contributed to SAML 2.0 Specification
- Developed multiple Patents
- First to market Cloud-SaaS IDM On-boarding
- HiTrust Certification – In Progress
- ISO 27001:2013 Certified



Business Highlights

Continued To Grow Business In Pharma Vertical Despite Covid-19

- Signed early renewal of our existing large Pharma customers
- Successfully delivered PoC for one of the large Healthcare customer with our Readable.ai product
- Expanded our footprint with a Pharma customer with DevOps and Architecture support
- Expanding the Sales team for now customer acquisition
- Launching CloudEz and DataEz on AWS Marketplace

Sales Recovery From In Healthcare vertical since Covid-19 delayed several projects across US Hospital Clients

- The revenue stream and opportunity pipeline started picking up to pre-Covid level including annual renewals of contracts. However, Covid-19 continues to be a challenge as the second wave is beginning to affect some parts of US
- Won a major customer for MEDITECH Regulatory Consulting
- Won a major customer for Tier 3 systems support
- Readable.ai, flagship Data Engineering product, has been approved by Google and will be available from Marketplace from Q1 2021

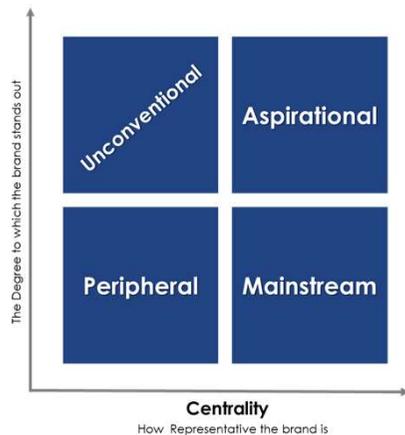
Business Highlights

Cloud Business growth from non-Healthcare Verticals

- We are continuing to grow with our existing customers in Automotive, Aviation, Manufacturing & ICT
- Started engaging with one of our large aviation customer to provide 24x7 support
- Acquired a new customer in BFSI for assessing their SOC2 compliance and readiness to implement including 24x7 support
- Acquired a new customer for developing and managing 3rd party application connectors for their Identity Management platform
- Building competency in SOC compliance

Business Highlights

Marketing and Branding Updates



Objective to focus on being an aspirational brand

SECUREKLOUD

- New Logo designed to reflect the brand positioning, with a clean and minimalistic design

SECUREKLOUD

Partnership updates

AWS:

- Participated in joint AWS webinar and presented a case study on Healthcare Datalake Management platform for Personalized healthcare services
- Participated in joint AWS public case study on building data platform for inflight entertainment system for a large aviation customer
- Received premier partner status for 6th consecutive year
- Continue to be one of the top 10 healthcare partners for AWS
- Signed Meditech EMR backup/DR deals on AWS

Google Cloud:

- Recognized by Google Cloud as one of the top 8 cloud managed services providers for Healthcare Interoperability readiness program launched during this Q3 quarter.

Looker:

- Signed partnership with Looker (acquired by Google recently) for leveraging their Data Analytics platform.

Consolidated Financial Highlights (Rs Lakhs)

Key Indicators	Q3 FY21	Q2 FY21	Q1 FY21
Revenue 	9,050.7	8,903.7	8,807.4
Recurring Revenue 	34.7%	34.0%	32.5%
Gross Profit	3,473.0	3,251.9	2,641.5
Gross Profit Margin %	38.4%	36.5%	30.0%
R&D Expenses	759.9	579.2	741.8
R&D to Revenue %	8.4%	6.5%	8.4%
SG&A Expenses	1,339.2	1,409.3	1,509.2
SG&A to Revenue %	14.8%	15.8%	17.1%
Operating Expenses	7,676.7	7,640.3	8,416.9
EBITDA 	1,373.9	1,263.3	390.5
EBITDA %	15.2%	14.2%	4.4%

- **Recurring revenue at 34.7%**
- **Gross Profit Margin at 38.4%**
- **EBITDA Margin at 15.2%**

Q3 Snapshot (Rs Lakhs)



Revenue
9,050.7

Q-o-Q

1.7%



Gross Profit
3,473.0 | 38.4%

Q-o-Q

6.8%



EBITDA
1,373.9 | 15.2%

Q-o-Q

8.8%



PAT
515.5 | 5.7%

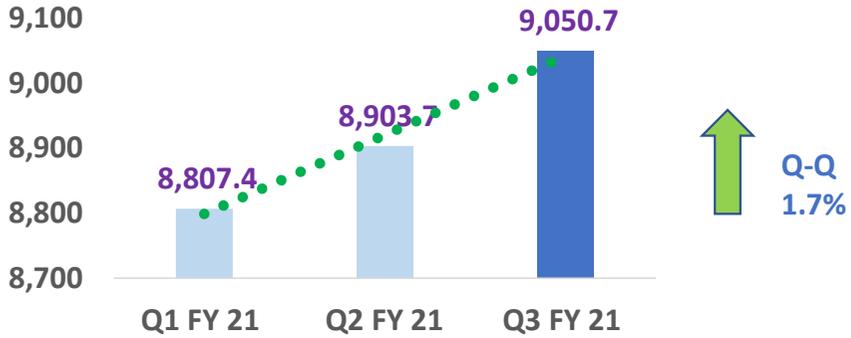
Q-o-Q

32.1%

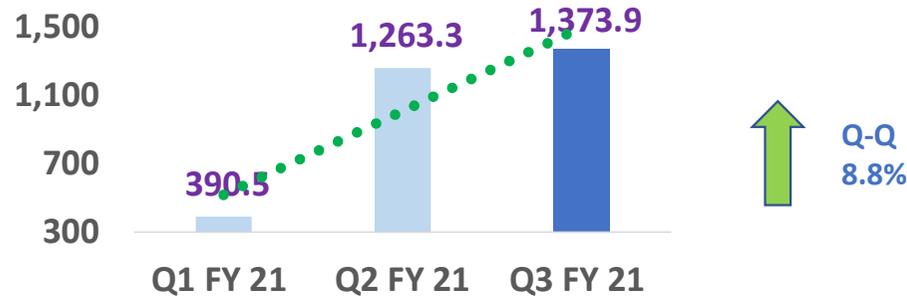


Quarter Financials (Rs Lakhs)

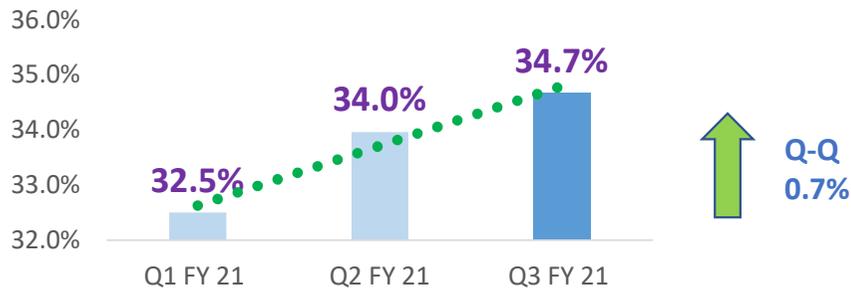
REVENUE



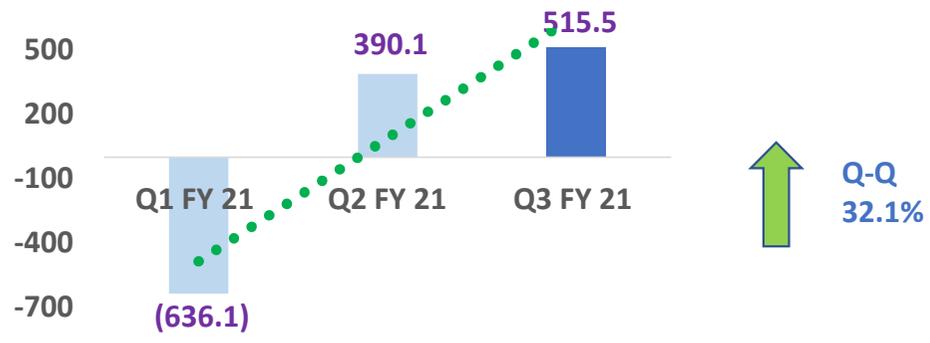
EBITDA



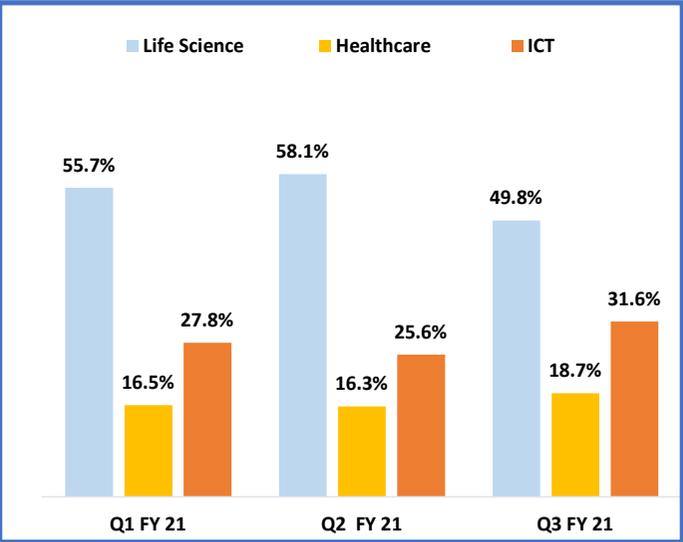
RECURRING REVENUE



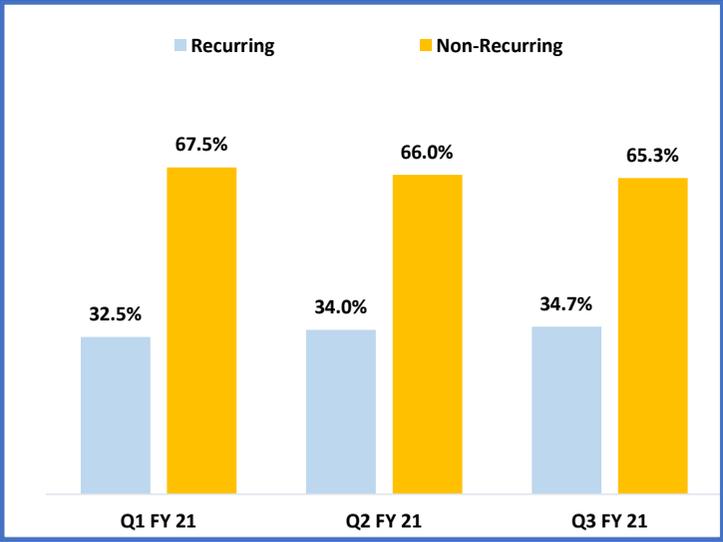
PAT



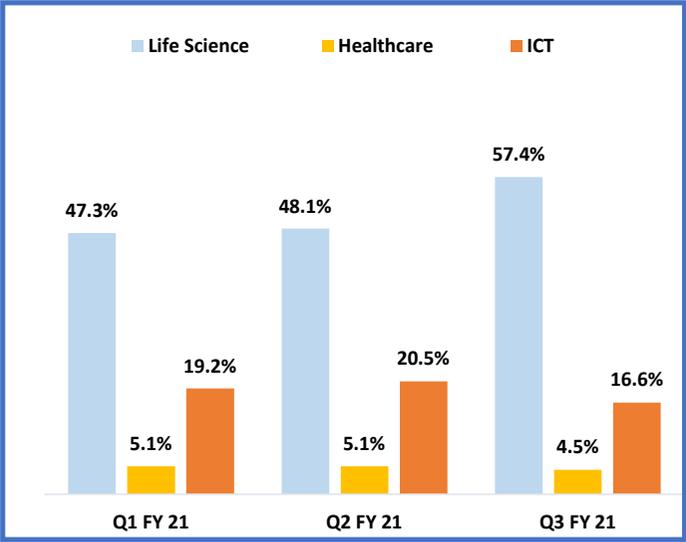
Revenue Metrics



Segmental Revenue



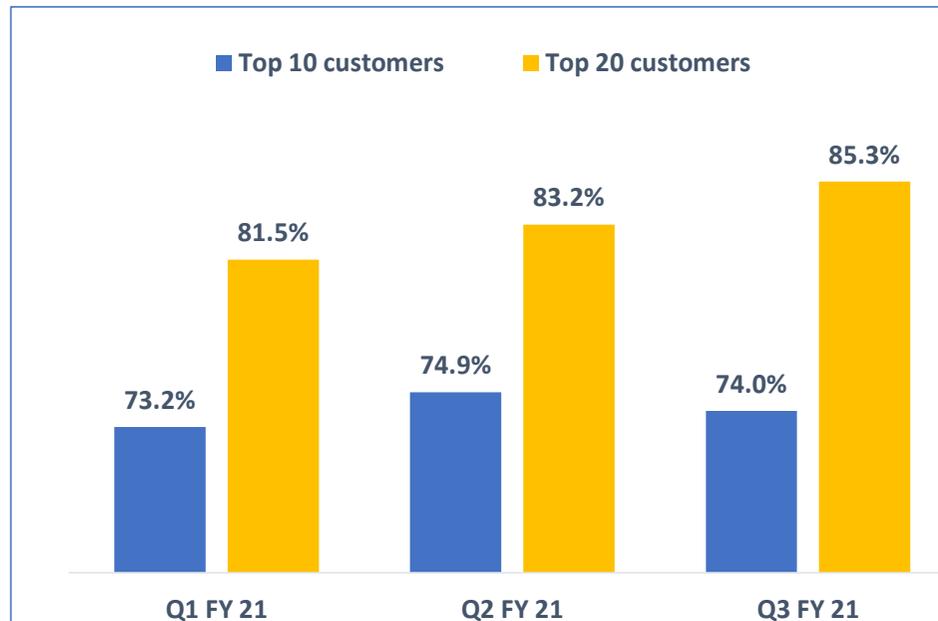
Recurring / Non-Recurring Revenue



Segmental Recurring Revenue

Client Composition and Relationship

Client Contribution to Revenue

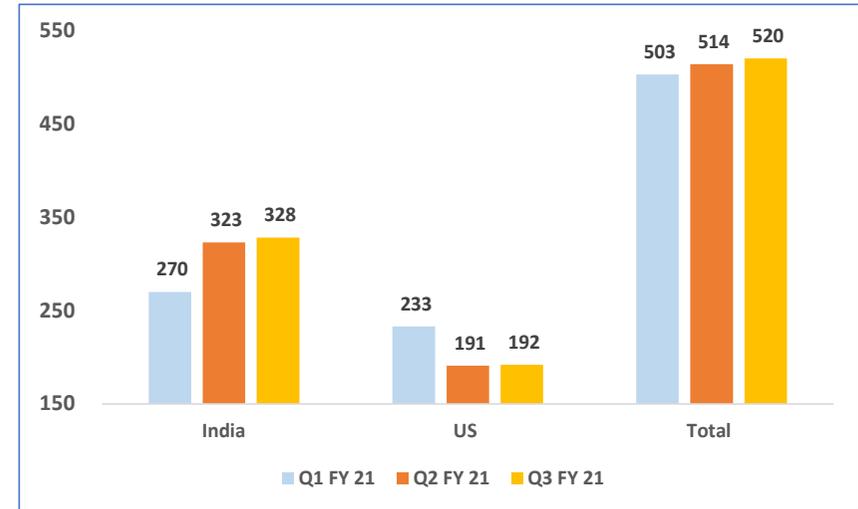


Employee metrics – Headcount

Head Count	Q1 FY 21	Q2 FY 21	Q3 FY 21
Software Professional*	417	425	432
S&M	33	39	42
G&A	53	50	46
Total	503	514	520

Women Employee represent 24 % of total HC in Q3

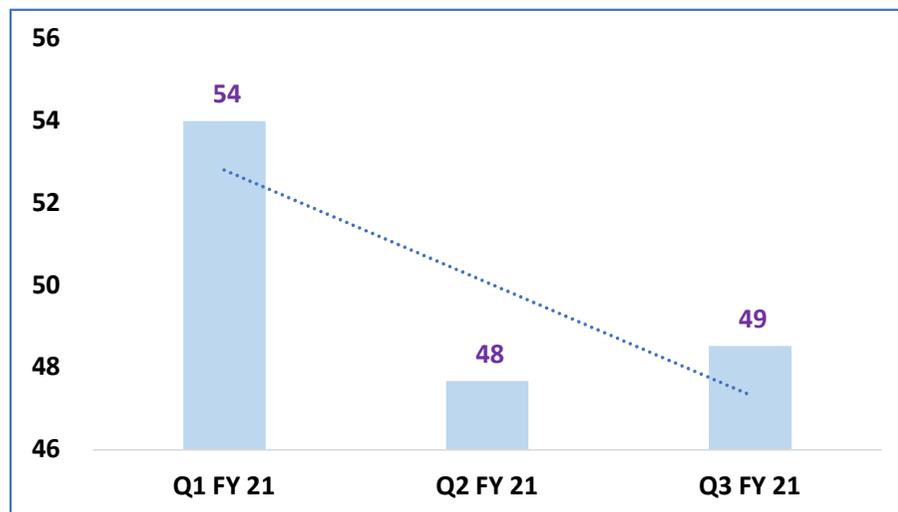
*Includes contractors



Net DEBT Status (Rs Lakhs)

Debt Status	As on Jun,30	As on Sep,30	As on Dec,31
Gross Debt	14,372	13,367	12,798
Cash in Hand	872	672	1,258
Net Debt	13,500	12,696	11,540

DSO (in Days)





Thank You