

# FY23 Q1 Earnings Presentation

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**SECUREKLOUD**

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# Q1 KEY UPDATES

- Healthcare Triangle Inc., raised approximately INR 5,119 lakhs (USD 6.5 million) through private placement
- Launched DataEdge, a cloud-based data analytics and AI engineering platform.
- Launched Neutral Zone engineered on DataEz platform which facilitates secure data sharing for drug discovery
- Recurring revenues continue to grow steadily
- The Promoter subscribed to preferential warrants and was allotted 12.25 lakh shares.

# BUSINESS HIGHLIGHTS

## HEALTH CARE AND LIFESCIENCES

- Added 4 new customer logos
- Signed a deal for cloud migration and managed services with a leading American telecommunications company
- Added a new logo of a client specialized in oncology device manufacturing
- Added a new logo of a client specialized in genomics-based drug discovery
- Increased wallet share with a global biotechnology giant
- Launched Healthcare Triangle in Singapore with focus to bolster digital healthcare across the Asia Pacific (APAC)

## OTHER VERTICALS

- Signed a contract with a leading Logistics company to offer cloud managed services
- Added new logo of a multimillion-dollar asset management company for managed services
- Signed new deal for a social impact platform to support its cloud migration and managed services

# FINANCIAL HIGHLIGHTS

- Revenue of **INR 11,031 lakhs** for the quarter; growth of **3.6% QoQ** and **22.2% YoY**
- HCLS revenue of **INR 7,980 lakhs** for the quarter, decline of **1.6% QoQ** and growth of **25.6% YoY**
- ICT revenue of **INR 3,052 lakhs** for the quarter, growth of **19.9% QoQ** and **14.4% YoY**
- R&D spends of **INR 583 lakhs** for the quarter; decline of **37.4% QoQ** and decline of **37.8% YoY**
- Recurring revenue continues to grow steadily – growth of **6.3% QoQ** and **40.6% YoY**

# INCOME STATEMENT (₹ in lakhs)

	Q1 FY23	Q4 FY22	Q1 FY22	QoQ	YoY
<b>Revenue</b>	<b>11,031</b>	<b>10,651</b>	<b>9,026</b>	<b>3.6%</b>	<b>22.2%</b>
Cost of sales	8,550	8,286	6,685		
<b>Gross Profit</b>	<b>2,481</b>	<b>2,365</b>	<b>2,341</b>	<b>4.9%</b>	<b>6.0%</b>
R&D expenses	583	930	937		
Selling, General & Administration Expenses	3,318	3,530	1,889		
<b>EBITDA</b>	<b>(1,420)</b>	<b>(2,095)</b>	<b>(485)</b>		
Depreciation and amortisation	439	590	208		
<b>EBIT</b>	<b>(1,859)</b>	<b>(2,685)</b>	<b>(693)</b>		
<b>PAT</b>	<b>(2,034)</b>	<b>(2,889)</b>	<b>(327)</b>		
<b>Margins</b>					
Gross Profit %	22.5%	22.2%	25.9%		
R&D to Revenue %	5.3%	8.7%	10.4%		
EBITDA %	(12.9)%	(19.7)%	(5.4)%		

# KEY METRICS

## REVENUE BY VERTICAL

	Q1 FY23	Q4 FY22	Q1 FY22
HCLS	72.3%	76.1%	70.4%
ICT	27.7%	23.9%	29.6%

## REVENUE MIX

	Q1 FY23	Q4 FY22	Q1 FY22
Recurring	42.4%	41.3%	36.9%
Non-Recurring	57.6%	58.7%	63.1%

## REVENUE MIX BY SERVICE LINE

	Q1 FY23	Q4 FY22	Q1 FY22
Software Services	64%	69%	73%
Managed Support Services	28%	22%	18%
Platform Services	8%	9%	9%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# KEY METRICS

CLIENT CONTRIBUTION TO REVENUE	Q1 FY23	Q4 FY22	Q1 FY22
Top 5 customers	60.9%	56.3%	65.5%
Top 10 customers	72.9%	70.6%	74.4%
Top 20 customers	82.2%	79.9%	81.6%

NET DEBT POSITION	Q1 FY23	Q4 FY22	Q1 FY22
Term loans and working capital loan	8,211	6,582	9,104
Promoters	3,138	4,129	5,259
Convertible-Note	-	-	3,150
<b>Gross Debt</b>	<b>11,349</b>	<b>10,711</b>	<b>17,513</b>
Cash in Hand	1,182	1,576	1,517
<b>Net Debt</b>	<b>10,167</b>	<b>9,135</b>	<b>15,996</b>

DSO	Q1 FY23	Q4 FY22	Q1 FY22
DSO	59	61	79



Thank You



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