

SECUREKLOUD

Delivering Cloud Excellence With Trust

FY23 Q3 Earnings Presentation

*Pioneering the Digital
Transformation Journey with
Platform-based Offerings*

January 31, 2023



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SecureKloud Technologies is an industry-recognized global leader in the Cloud services arena. Our experience in cloud consulting and servicing for highly regulated industries extends more than a decade.

Our Locations

- ✓ HQ: Chennai, India
- ✓ US HQ: Pleasanton, CA
- ✓ Sales Office: Chicago, IL; New Jersey; Pleasanton, CA
- ✓ DevOps Centers: Pleasanton, CA and Chennai, India

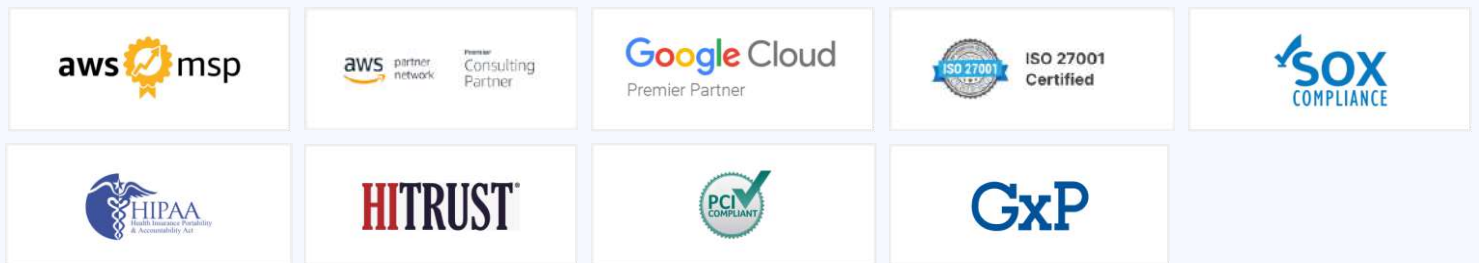
Client Network

- ✓ USA
- ✓ Canada
- ✓ Europe
- ✓ Singapore
- ✓ India

Industry Verticals

- ✓ Healthcare & Life Sciences
- ✓ Automotive
- ✓ BFSI
- ✓ Media & Entertainment
- ✓ Manufacturing & Supply chain

Our Cloud Partnerships & Top-notch Industry Certifications





Platform-led Growth

Spearheading
Platform-centric,
Recurring Revenue Model

CloudEdge

Neutral Zone

Cloud Transformation

blockedge
Build and scale blockchains faster



DataEdge

readabl.ai





Now Data Collaboration is made easy:
Powering seamless data sharing and collaboration while maintaining full control of privacy in a multi-tenant environment

Highly Automated AI powered & Data Analytics Platform: Transforming data into actionable insights while enabling faster insight-driven decision-making

Powering Enterprise Blockchain Transformation:
Plug and play blockchains effortlessly while focused on providing better prospects for data security and governance

No more paper documents:
Empowering businesses with easy data extraction and digitization. AI/ML based self-learning product purpose-built to unlock siloed data across multiple documents

Cloud Foundation Platform:
Highly automated, fully secure, and compliant cloud platform-as-a-service Enabling 10x faster cloud deployment.



The Arc of Transformation

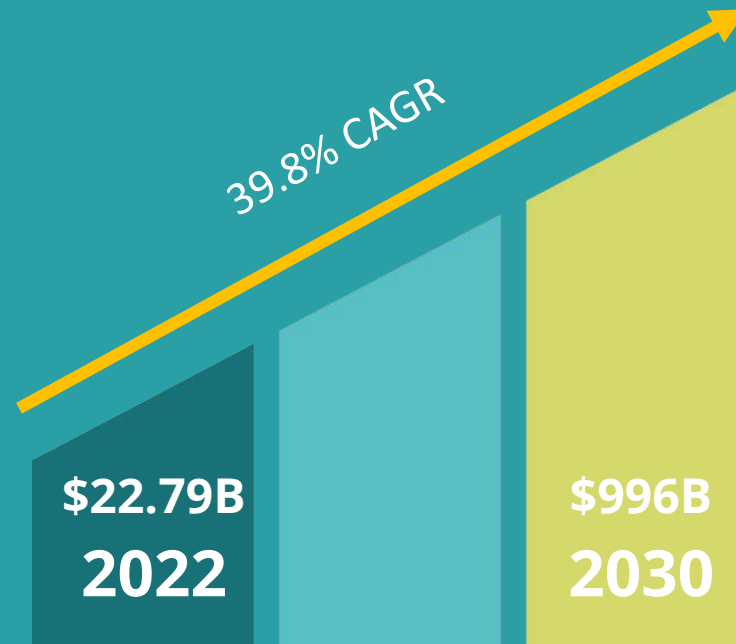


New Solutions to Accelerate Innovation - **Metaverse**

We challenge ourselves every day, to deliver excellence for our customers across all industries

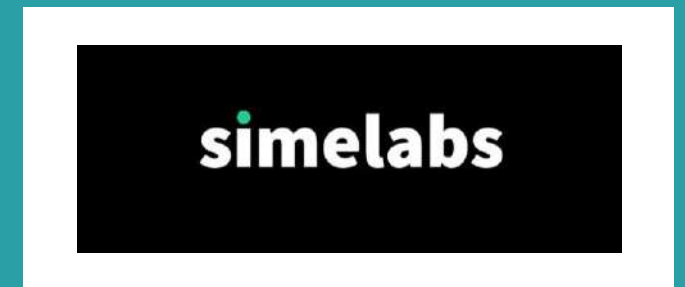
\$996B

TAM for Global Metaverse



Source: GlobalData

Strategic Partnerships





Q3 Key Updates

Healthcare Triangle Inc., enables virtual immersive experiences and interactions through Metaverse

Hired Chief Operating Officer for Healthcare and Life Science business

Platform and Managed support services revenue came in at 32%





Business Highlights - new wins and expansions

Added 2 new customer logos in healthcare and life sciences business

Signed a contract for Enterprise EPIC support for one of the largest Georgia-based Medical Center

Increased wallet share with one of the top cancer treatment and research hospitals in California through multi-period renewals and new business

Executed data management & advanced analytical services for our existing Global Fortune 500 Life Sciences customer

Signed a deal to provide MEDITECH Expanse implementation support for a Nebraska based Medical Center





Financial Highlights

- ✓ Revenue of **INR 12,162 lakhs** for the quarter; growth **27.4% YoY**
- ✓ Healthcare and Life Science revenue of **INR 9,342 lakhs** for the quarter, growth **51.6% YoY**
- ✓ Information, Communication & Technology revenue of **INR 2,820 lakhs** for the quarter
- ✓ R&D spends of **INR 1,034 lakhs** for the quarter
- ✓ Recurring revenue at **40.7%** driven by Managed services and Platform deals



Income Statement

(₹ in Lakhs)

- ✓ Gross margins for the quarter lower due to one-time software implementation cost INR 310 lakhs
- ✓ R&D cost towards Blockedge Web 3 development INR 110 lakhs
- ✓ Compliance and legal cost INR 119 lakhs
- ✓ One time SEBI related penalty cost provided on a prudent basis INR 425 lakhs

	Q3 FY23	Q2 FY23	Q3 FY22	QoQ	YoY
Revenue	12,162	11,995	9,549	1.4%	27.4%
Cost of sales	9,238	8,870	7,013		
Gross Profit	2,924	3,125	2,536	(6.4)%	15.3%
R&D expenses	1,034	1,154	1,266		
Selling, General & Administration Expenses	3,843	3,568	5,036		
EBITDA	(1,953)	(1,597)	(3,766)		
Depreciation and amortisation	457	440	181		
EBIT	(2,410)	(2,037)	(3,947)		
PAT	(2,932)	(2,287)	(4,178)		
Margins					
Gross Profit	24.0%	26.1%	26.6%		
R&D to Revenue	8.5%	9.6%	13.3%		
EBITDA	(16.1)%	(13.3)%	(39.4)%		



Key Metrics

Revenue by vertical	Q3 FY23	Q2 FY23	Q3 FY22
Healthcare and Life Science	76.8%	78.8%	64.5%
Information, Communication & Technology	23.2%	21.2%	35.5%

Revenue mix	Q3 FY23	Q2 FY23	Q3 FY22
Recurring	40.7%	42.2%	40.5%
Non-Recurring	59.3%	57.8%	59.5%

Revenue mix by service line	Q3 FY23	Q2 FY23	Q3 FY22
Software Services	68%	66%	71%
Managed Support Services	24%	26%	21%
Platform Services	8%	8%	7%
Total	100%	100%	100%

Key Metrics

Client contribution to revenue	Q3 FY23	Q2 FY23	Q3 FY22
Top 5 customers	56.5%	62.4%	53.7%
Top 10 customers	72.0%	73.6%	67.8%
Top 20 customers	82.5%	81.4%	76.7%

(₹ in lakhs)

Net debt position	Q3 FY23	Q2 FY23	Q3 FY22
Term loans and working capital loan	7,139	7,388	5,542
Promoters	3,138	3,138	4,512
Gross Debt	10,277	10,526	10,054
Cash in Hand	1,534	3,697	1,653
Net Debt	8,743	6,829	8,401

Other metrics	Q3 FY23	Q2 FY23	Q3 FY22
DSO	55	54	46
Employee count	694	715	739

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