

Ref: SK/CHN/2023-24/E10

May 29, 2023

National Stock Exchange of India Limited Capital Market – Listing, Exchange Plaza, 5th Floor, Plot No. C/1 G Block, Bandra – Kurla Complex, Bandra (E), Mumbai 400 051	BSE Limited 25th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400001
EQ-SECURKLOUD – ISIN – INE650K01021	Scrip code: 512161 – ISIN – INE650K01021

Dear Sir/ Madam,

Subject: Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015 please find enclosed, a copy of the investor presentation on audited financial results of the Company for the quarter and year ended March 31, 2023.

The presentation will also be available on the Company's website – www.securekloud.com.

This is for your information and records.

Thanking you,

Yours Truly

For SecureKloud Technologies Limited



Roshini Selvakumar

Company Secretary and Compliance Officer

SECUREKLOUD

Delivering Cloud Excellence With Trust

Proprietary and Confidential. © 2023 SecureKloud Technologies Ltd.

FY23 Q4 Earnings Presentation

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

May 29, 2023

Proprietary and Confidential. © 2023 SecureKloud Technologies Ltd.



Safe Harbor Notice

This presentation has been prepared by SecureKloud Technologies Ltd. solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers, or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify, or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal, and social conditions in India. Please note that this presentation is based on the publicly available information on SecureKloud Technologies Ltd. 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 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.

Proprietary and Confidential. © 2023 SecureKloud Technologies Ltd.





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

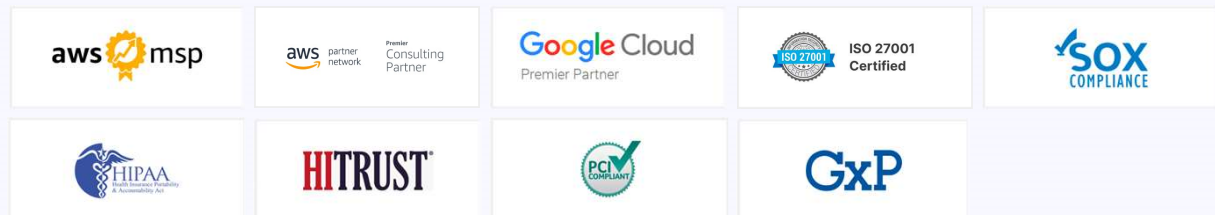
Client Network

- ✓ 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



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

Proprietary and Confidential. © 2023 SecureCloud Technologies Ltd.



New Solutions to Accelerate Innovation - **Metaverse**

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

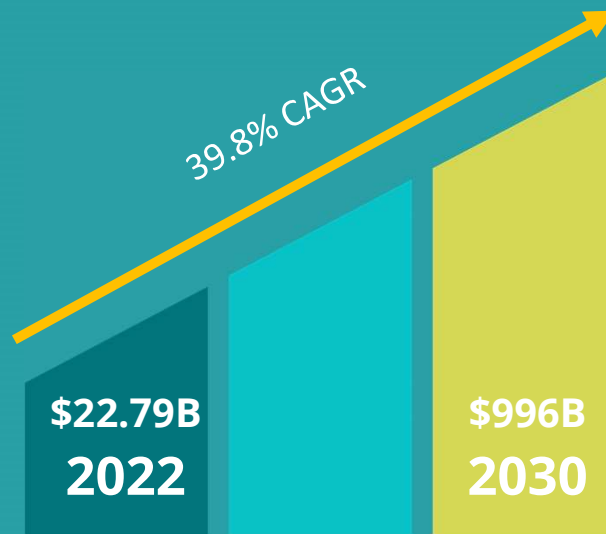
Strategic Partnerships



simelabs

\$996B

TAM for Global Metaverse



Source: GlobalData

Business Highlights

- Added 4 new customer logos in Healthcare and Life Science segment
- Partnered with a leading oncology company to build and deploy its enterprise cloud foundation platform in a DevOps environment.
- Signed a multi-year SaaS readabl.ai contract with long-standing customer for document workflow process automation to improve efficiency and optimize costs.
- Successful implementation of MEDITECH Expanse EHR for an Iowa based Medical center
- Attended the HIMSS23 Global Health Conference and Exhibition as a guest speaker for Amazon Web Services
- Participated in the recent ViVE 2023 conference as a sponsor and presenter, hosting a “Tech Talk” featuring client Calvert Health

Financial Highlights - Q4 FY23

- ✓ Revenue of **INR 10,655 lakhs**
- ✓ Healthcare and Life Science revenue of **INR 7,470 lakhs** for the quarter, growth **15.2%**
- ✓ Information, Communication & Technology revenue of **INR 3,185 lakhs** for the quarter, growth of **10.8%**
- ✓ R&D spends of **INR 1,376 lakhs** for the quarter
- ✓ Recurring revenue at **40.3%** driven by Managed Services
- ✓ One time cost relating to contingent consideration provided during the quarter **INR 492 lakhs**



Financial Highlights – FY23

- ✓ Revenue of **INR 45,844 lakhs**; growth of **20.8% YoY**
- ✓ Healthcare and Life Science revenue of **INR 34,247 lakhs**; growth of **28.8% YoY**.
- ✓ Information, Communication & Technology revenue of **INR 11,597 lakhs**; growth of **2.1% YoY**.
- ✓ R&D spends of **INR 4,147**; **9%** of the total revenue compared to **13.2%** in FY22
- ✓ Invested in Blockedge Web 3 development and Neutral zone related spends.
- ✓ One time cost relating to contingent consideration provided during the year **INR 492 lakhs**
- ✓ One time SEBI related penalty **INR 425 lakhs**

Income Statement (₹ in Lakhs)

5

	Q4 FY23	Q3 FY23	Q4 FY22	QoQ	YoY	FY23	FY22	YoY
Revenue	10,655	12,162	10,651	(12.4)%	0.0%	45,844	37,940	20.8%
Cost of sales	8,292	9,238	8,286			34,950	28,406	
Gross Profit	2,363	2,924	2,365	(19.2)%	(0.1)%	10,893	9,534	14.3%
R&D expenses	1,376	1,035	930			4,147	5,004	
Selling, General & Administration Expenses	3,321	3,843	3,530			14,060	12,821	
EBITDA	(2,334)	(1,953)	(2,095)			(7,314)	(8,291)	
Depreciation and amortisation	462	457	590			1,798	1,141	
EBIT	(2,796)	(2,410)	(2,685)			(9,112)	(9,432)	
PAT	(2,633)	(2,932)	(2,888)			(9,886)	(9,818)	
Margins %								
Gross Profit %	22.2%	24.0%	22.2%			23.8%	25.1%	
R&D to Revenue %	12.9%	8.5%	8.7%			9.0%	13.2%	
EBITDA %	(22.0)%	(16.1)%	(19.7)%			(16.0)%	(21.9)%	

One time cost relating to contingent consideration provided during the quarter INR 492 lakhs

Balance Sheet (₹ in Lakhs)

	FY23	FY22
Assets		
Property, plant and equipment and Right-of-use assets	738	894
Other intangible assets and goodwill	19,457	20,391
Trade receivables	6,652	6,682
Cash and cash equivalents	494	1,576
Other financial assets	419	961
Current and non-current tax assets	361	334
Other current and non-current assets	642	414
Total Assets	28,763	31,252
Equity and liabilities		
Equity attributable to owners of the company	2,167	5,139
Non Controlling Interest	4,578	5,591
Borrowings	10,619	10,711
Other financial liabilities	6,506	5,491
Trade payables	4,355	3,800
Non-current and current liabilities and provisions	538	520
Total liabilities	28,763	31,252

Cashflow Statement (₹ in Lakhs)

	FY23	FY22
Cash flow from operating activities	(4,833)	(6,902)
Cash flow from investing activities	(142)	(3,715)
Cash flow from financing activities	3,775	7,265
Net Increase/ (Decrease) in Cash and Cash Equivalents	(1,082)	(3,130)
Cash and cash equivalents at the beginning of the year	1,576	3,448
Cash and cash equivalents taken over on acquisition of controlling interest in DevCool Inc	-	1,258
Cash and cash equivalents at the end of the year	494	1,576



Key Metrics

Revenue by vertical	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
Healthcare and Life Science	70.1%	76.8%	76.1%	74.7%	70.1%
Information, Communication & Technology	29.9%	23.2%	23.9%	25.3%	29.9%

Revenue mix by service line	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
Recurring	40.3%	40.7%	34.3%	41.7%	37.5%
Non-Recurring	59.7%	59.3%	65.7%	58.3%	62.5%

Revenue mix by service line	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
Software Services	65.5%	67.8%	69.0%	65.9%	61.5%
Managed Support Services	25.2%	23.8%	22.0%	25.8%	30.3%
Platform Services	9.3%	8.4%	9.0%	8.3%	8.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

Key Metrics

Client contribution to revenue	Q4 FY23	Q3 FY23	Q4 FY22
Top 5 customers	63.8%	56.5%	56.3%
Top 10 customers	73.9%	72.0%	70.6%
Top 20 customers	82.8%	82.5%	79.9%

(₹ in lakhs)

Net debt position	Q4 FY23	Q3 FY23	Q4 FY22
Term loans and working capital loan	7,481	7,139	6,582
Promoters	3,138	3,138	4,129
Gross Debt	10,619	10,277	10,711
Cash in Hand	494	1,534	1,576
Net Debt	10,125	8,743	9,135

Other metrics	Q4 FY23	Q3 FY23	Q4 FY22
DSO	58	55	61
Employee head count	692	694	799

SECUREKLOUD

Delivering Cloud Excellence With Trust