

Ref: SK/CHN/2023-24/E20

August 10, 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 unaudited financial results of the Company for the quarter ended June 30, 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

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FY24 Q1 Earnings Presentation

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

August 10, 2023

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SecureCloud 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

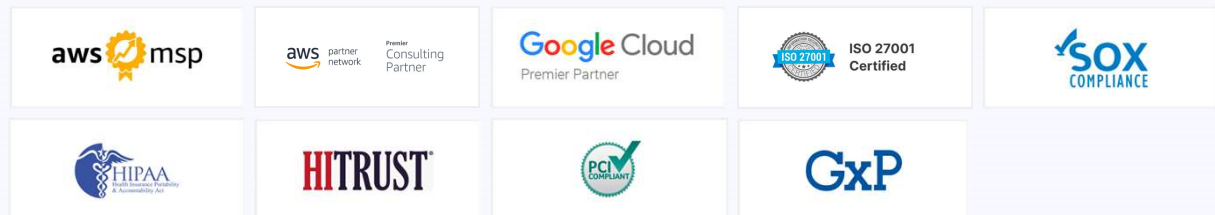
Client Network

- ✓ 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

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Q1 KEY UPDATES

- Healthcare Triangle Inc, a step-down subsidiary of the Company had announced a 1-for-10 reverse stock split of its common stock on May 26, 2023, as a part of the NASDAQ Compliance Plan
- Healthcare Triangle Inc raised approximately INR 410 lakhs (USD 0.5 million) during the quarter through private placement
- Participated in 2023 MUSE Inspire Conference as an exhibitor for the 9th consecutive year, with our three top influencers leading “tech talks” and focus group
- Launched Ransomware initiative with critical tools aimed at protection and prevention of ransomware incidents for healthcare providers



Business Highlights

- Added 5 new customer logos in Healthcare and Life Science segment
- Secured multi-million-dollar multi-year managed services contract with one of the top cancer treatment and research hospitals in California
- Increased wallet share with an Iowa based Medical center to provide MEDITECH Expanse interface support services
- Partnered with Connecticut's leading community healthcare network to provide MEDITECH support in the implementation of integrated lab analyzers
- Awarded contract expansion with an existing Fortune 500 Biopharmaceutical customer to develop software and tools for its Clinical Pharmacology department
- Signed a multi-period contract for providing IT management support to Oklahoma based medical center

Financial Highlights – Q1 FY24

- ✓ Revenue of **INR 9,902 lakhs**
- ✓ Healthcare and Life Science revenue of **INR 7,109 lakhs (71.8%)** for the quarter
- ✓ Information, Communication & Technology revenue of **INR 2,794 lakhs (28.2%)** for the quarter
- ✓ R&D spends of **INR 361 lakhs** for the quarter
- ✓ Recurring revenue at **41.4%** driven by Managed Services
- ✓ EBITDA loss for the quarter came down by **INR 1,578 lakhs**

Income Statement (₹ in Lakhs)

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	Q1 FY24*	Q4 FY23	Q1 FY23	QoQ	YoY
Revenue	9,902	10,655	11,031	(7.1)%	(10.2)%
Cost of sales	7,629	8,292	8,550		
Gross Profit	2,273	2,363	2,481	(3.8)%	(8.4)%
R&D expenses	361	1,376	583		
Selling, General & Administration Expenses	2,668	3,321	3,318		
EBITDA	(756)	(2,334)	(1,420)		
Depreciation and amortisation	459	462	439		
EBIT	(1,215)	(2,796)	(1,859)		
PAT	(1,591)	(2,633)	(2,034)		
Margins %					
Gross Profit %	22.9%	22.2%	22.5%		
R&D to Revenue %	3.7%	12.9%	5.3%		
EBITDA %	(7.6)%	(21.9)%	(12.9)%		

*Efficiency in EBITDA for the quarter was built through


- Improvement of delivery efficiency through elimination of non-productive costs
- R&D cost rationalisation
- Efficiency in Selling, general and administrative expenses

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Key Metrics

Revenue by vertical	Q1 FY24	Q4 FY23	Q1 FY23
Healthcare and Life Science	71.8%	70.1%	72.3%
Information, Communication & Technology	28.2%	29.9%	27.7%



Revenue mix	Q1 FY24	Q4 FY23	Q1 FY23
Recurring	41.4%	40.3%	42.4%
Non-Recurring	58.6%	59.7%	57.6%

Revenue mix by service line	Q1 FY24	Q4 FY23	Q1 FY23
Software Services	70.1%	65.5%	63.7%
Managed Support Services	25.5%	25.2%	28.6%
Platform Services	4.3%	9.3%	7.7%
Total	100.0%	100.0%	100.0%

Key Metrics

Client contribution to revenue	Q1 FY24	Q4 FY23	Q1 FY23
Top 5 customers	62.2%	63.8%	60.9%
Top 10 customers	71.7%	73.9%	72.9%
Top 20 customers	80.7%	82.8%	82.2%

(₹ in lakhs)

Net debt position	Q1 FY24	Q4 FY23	Q1 FY23
Term loans and working capital loan	7,344	7,481	8,211
Promoters	3,138	3,138	3,138
Gross Debt	10,482	10,619	11,349
Cash in Hand	255	494	1,182
Net Debt	10,227	10,125	10,167

Other metrics	Q1 FY24	Q4 FY23	Q1 FY23
DSO	54	58	59
Employee head count	630	692	730

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