

Ref: SK/CHN/2023-24/E30

November 06, 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 and half year ended September 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 Q2 Earnings Presentation

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

November 6, 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

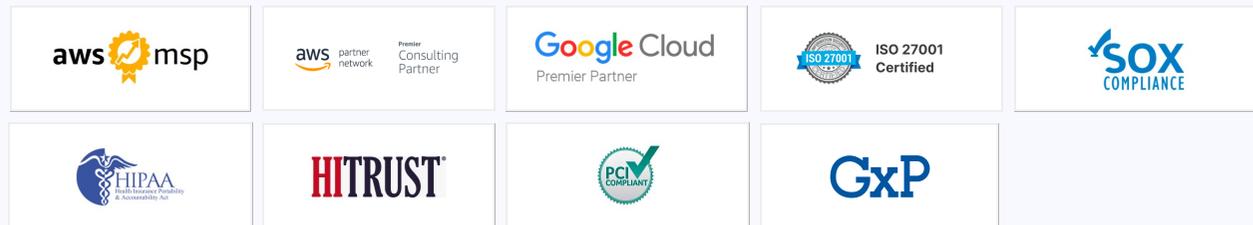
Client Network

- ✓ 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

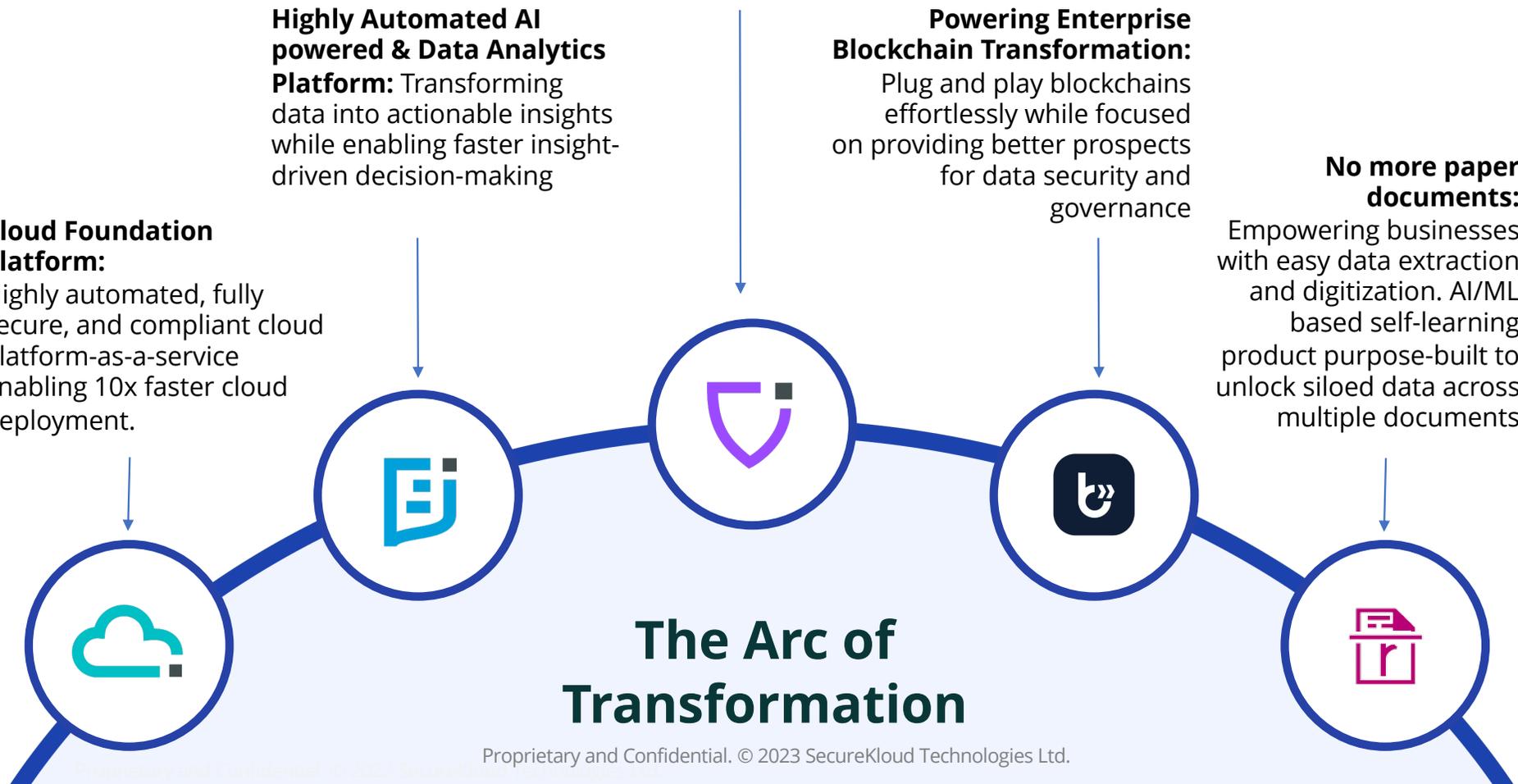
Now Data Collaboration is made easy:
Powering seamless data sharing and collaboration while maintaining full control of privacy in a multi-tenant environment

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

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Business Highlights



- Collaborating with a California based identity and access management company to develop and enhance connectors to integrate with EPIC.
- Secured a contract with a global commercial stage bio-technology company to develop a solution for migration to client's platform and to provide post migration Hypercare support.
- Won a deal from a Nebraska based Critical Care Hospital to implement EPIC.
- Won a deal to design, build, test and provide go-live support, and post go-live stabilization for EPIC related activities for a Georgia based healthcare provider
- Hosted a roundtable discussion on "Generative AI and Data modernization strategies for Healthcare"

Financial Highlights – Q2 FY24



- ✓ Revenue of **INR 9,397 lakhs**
- ✓ Healthcare and Life Science revenue of **INR 6,427 lakhs (68.4%)** for the quarter
- ☰ ✓ Information, Communication & Technology revenue of **INR 2,970 lakhs (31.6%)** for the quarter
- ✓ R&D spends of **INR 269 lakhs** for the quarter
- ✓ Recurring revenue at **40.2%** driven by Managed Services

Income Statement (₹ in Lakhs)

	Q2 FY24	Q1 FY24	Q2 FY23	QoQ	YoY
Revenue	9,397	9,902	11,995	(5.1)%	(21.7)%
Cost of sales	7,157	7,629	8,870		
Gross Profit	2,240	2,273	3,125	(1.5)%	(28.3)%
R&D expenses	269	361	1,154		
Selling, General & Administration expenses	2,714	2,668	3,568		
EBITDA	(743)	(756)	(1,597)		
Depreciation and amortisation	453	459	440		
EBIT	(1,196)	(1,215)	(2,037)		
PAT	(1,711)	(1,591)	(2,287)		
Margins %					
Gross Profit %	23.84%	22.95%	26.05%		
R&D to Revenue %	2.86%	3.65%	9.62%		
EBITDA %	(7.91)%	(7.63)%	(13.31)%		

Balance Sheet (₹ in Lakhs)

	H1 FY24	FY23
Assets		
Property, plant and equipment and Right-of-use assets	579	738
Other intangible assets and goodwill	18,764	19,456
Trade receivables	5,355	6,653
Cash and cash equivalents	200	494
Other financial assets	882	419
Current and non-current tax assets	202	361
Other current and non-current assets	231	642
Total assets	26,213	28,763
Equity and liabilities		
Equity attributable to owners of the company	1,098	2,167
Non Controlling Interest	2,766	4,578
Borrowings	11,873	12,141
Other financial liabilities	6,635	6,506
Trade payables	3,404	2,833
Non-current and current liabilities and provisions	437	538
Total liabilities	26,213	28,763

Cashflow Statement (₹ in Lakhs)

	H1 FY24	FY23
Cash flow from operating activities	538	(6,355)
Cash flow from investing activities	29	(142)
Cash flow from financing activities	(845)	5,297
Net increase/ (decrease) in cash and cash equivalents	(294)	(1,081)
Cash and cash equivalents at the beginning of the year	494	1,576
Cash and cash equivalents at the end of the year	200	494



Key Metrics

Revenue by vertical	Q2 FY24	Q1 FY24	Q2 FY23
Healthcare and Life Science	68.4%	71.8%	78.8%
Information, Communication & Technology	31.6%	28.2%	21.2%



Revenue mix	Q2 FY24	Q1 FY24	Q2 FY23
Recurring	40.2%	41.4%	42.2%
Non-Recurring	59.8%	58.6%	57.8%

Revenue mix by service line	Q2 FY24	Q1 FY24	Q2 FY23
Software Services	77.1%	70.1%	66.5%
Managed Support Services	18.9%	25.6%	25.8%
Platform Services	4.0%	4.3%	7.7%
Total	100.0%	100.0%	100.0%

Key Metrics

Client contribution to revenue	Q2 FY24	Q1 FY24	Q2 FY23
Top 5 customers	60.5%	62.2%	62.4%
Top 10 customers	71.2%	71.7%	73.6%
Top 20 customers	82.5%	80.7%	81.4%

(₹ in lakhs)

Net debt position	Q2 FY24	Q1 FY24	Q2 FY23
Term loans and working capital loan	8,735	9,003	7,388
Promoters	3,138	3,138	3,138
Gross Debt	11,873	12,141	10,526
Cash in Hand	200	255	3,697
Net Debt	11,673	11,886	6,829

Other metrics	Q2 FY24	Q1 FY24	Q2 FY23
DSO	58	54	54
Employee head count	571	630	715

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