

Ref: SK/CHN/2023-24/E38

January 31, 2024

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 nine months ended December 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

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FY24 Q3 Earnings Presentation

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

January 31, 2024



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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; Plainsboro, NJ; 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



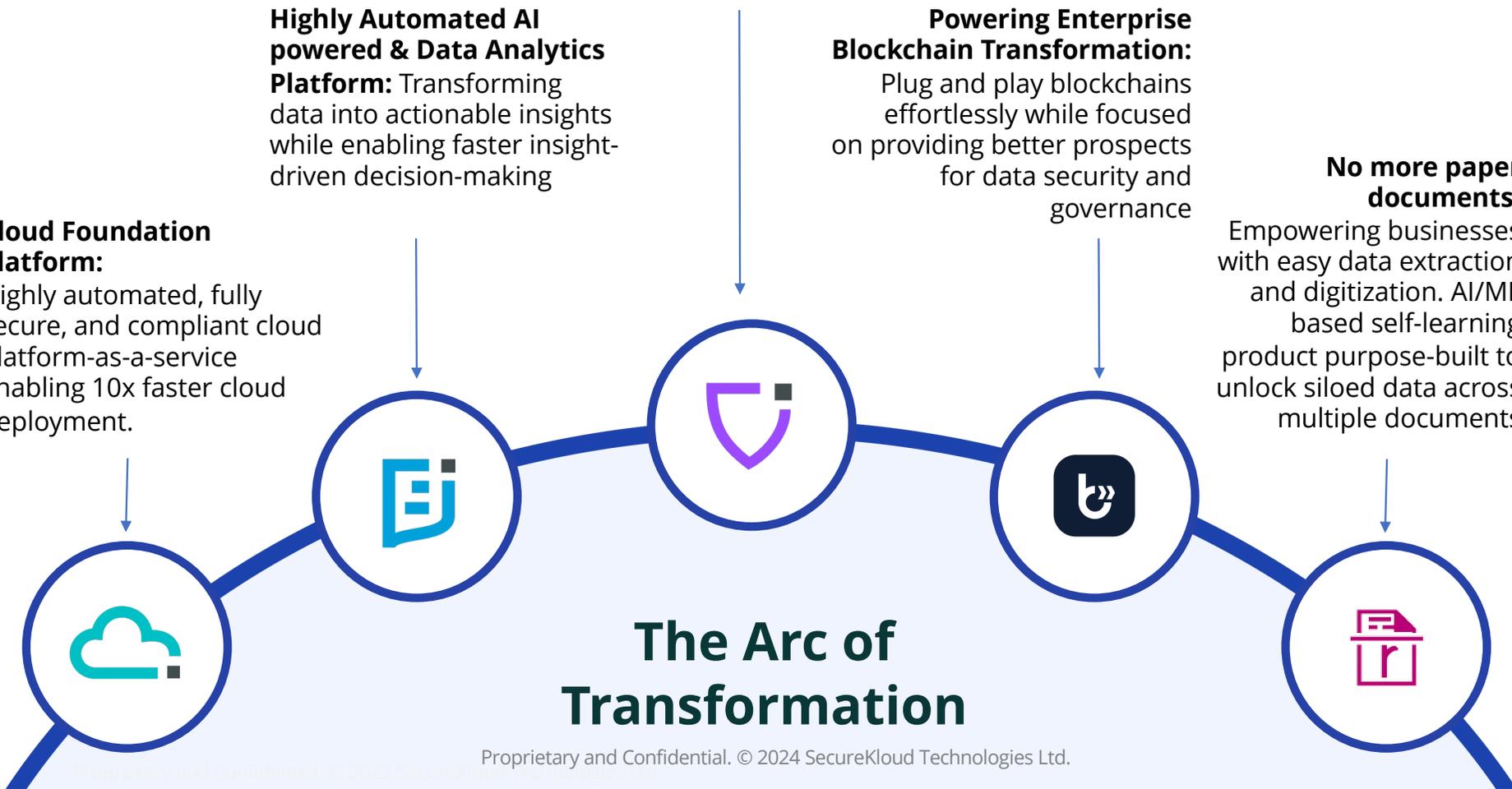
Now Data Collaboration is made easy:
 Powering seamless data sharing and collaboration while maintaining full control of privacy in a multi-tenant environment

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

Business Highlights

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- Healthcare Triangle Inc raised approximately INR 1,661 lakhs (USD 2 million) during the quarter through the issue of 15% Original issue discount Convertible Promissory Note as a part of a securities purchase agreement with an institutional investor for the sale of up to approximately USD 5.2 million to be executed in three tranches
- Secured a contract with a Nebraska based public healthcare provider to provide MaaS implementation support.
- Collaborating with a one of the largest Georgia-based Medical Center to analyze, design, build, test and provide go-live support for EPIC implementation related activities.
- Won a deal to provide MEDITECH Expanse support services for Arizona based to private non-profit organization.
- Secured a contract with a California based integrated healthcare center to provide EPIC implementation and go-live support services
- Increased wallet share with an Iowa based Medical center to provide Interoperability Operational Support services

Financial Highlights – Q3 FY24



✓ Revenue of **INR 8,765 lakhs**

✓ Healthcare and Life Science revenue of **INR 5,803 lakhs (66.2%)**

☰ ✓ Information, Communication & Technology revenue of **INR 2,962 lakhs (33.8%)**

✓ R&D spends of **INR 204 lakhs**

✓ Recurring revenue at **39.6%** driven by Managed Services

✓ EBITDA **INR (444) lakhs vs INR (743) lakhs** in Q2FY24

Income Statement (₹ in Lakhs)

	Q3 FY24	Q2 FY24	Q3 FY23	QoQ	YoY
Revenue	8,765	9,397	12,162	(6.7)%	(27.9)%
Cost of sales	6,744	7,157	9,238		
Gross Profit	2,021	2,240	2,924	(9.8)%	(30.8)%
R&D expenses	204	269	1,034		
Selling, General & Administration expenses	2,261	2,714	3,843		
EBITDA	(444)	(743)	(1,953)		
Depreciation and amortisation	463	453	457		
EBIT	(907)	(1,196)	(2,410)		
PAT	(1,346)	(1,711)	(2,932)		
Margins %					
Gross Profit %	23.1%	23.8%	24.0%		
R&D to Revenue %	2.3%	2.9%	8.5%		
EBITDA %	(5.1)%	(7.9)%	(16.1)%		



Key Metrics

Revenue by vertical	Q3 FY24	Q2 FY24	Q3 FY23
Healthcare and Life Science	66.2%	68.4%	76.8%
Information, Communication & Technology	33.8%	31.6%	23.2%



Revenue mix	Q3 FY24	Q2 FY24	Q3 FY23
Recurring	39.6%	40.2%	40.7%
Non-Recurring	60.4%	59.8%	59.3%

Revenue mix by service line	Q3 FY24	Q2 FY24	Q3 FY23
Software Services	78.0%	77.1%	67.8%
Managed Support Services	18.2%	18.9%	23.8%
Platform Services	3.8%	4.0%	8.4%
Total	100.0%	100.0%	100.0%



Key Metrics

Client contribution to revenue	Q3 FY24	Q2 FY24	Q3 FY23
Top 5 customers	56.6%	60.5%	56.5%
Top 10 customers	70.7%	71.2%	72.0%
Top 20 customers	81.9%	82.5%	82.5%

(₹ in lakhs)

Net debt position	Q3 FY24	Q2 FY24	Q3 FY23
Term loans and working capital loan	8,017	8,735	7,139
Promoters	3,138	3,138	3,138
Convertible Note	1,661	-	-
Gross Debt	12,816	11,873	10,277
Cash in Hand	1,175	200	1,534
Net Debt	11,641	11,673	8,743

Other metrics	Q3 FY24	Q2 FY24	Q3 FY23
DSO	53	58	55
Employee head count	524	571	694

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