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May 30, 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 audited financial results of the Company for the quarter and year ended March 31, 2024.

The presentation will also be available on the Company's website – [www.securekloud.com](http://www.securekloud.com).

This is for your information and records.

Thanking you,

Yours Truly

For SecureKloud Technologies Limited



Jayashree Vasudevan

Company Secretary and Compliance Officer

**SECUREKLOUD**

Delivering Cloud Excellence With Trust

# FY24 Q4 Earnings Presentation

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

**May 30, 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; New Jersey; Pleasanton, CA
- ✓ DevOps Centers: Pleasanton, CA and Chennai, India

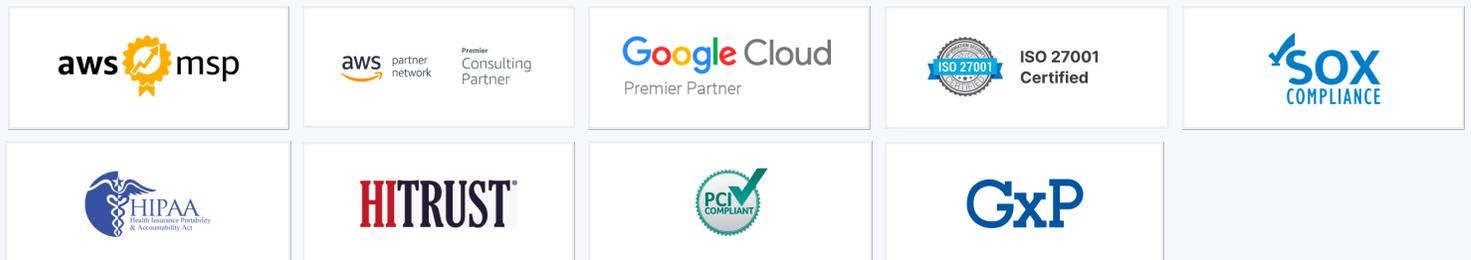
### Client Network

- ✓ 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

## Business Highlights - FY



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- Added 5 new customer logos in Healthcare and Life Science segment
- Increased wallet share with an Iowa based Medical center to provide MEDITECH Expanse interface
- 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
- 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.
- Hosted a roundtable discussion on "Generative AI and Data modernization strategies for Healthcare"

# Financial Highlights - Q4 FY24



- Revenue of **INR 5,967 lakhs**
- Healthcare and Life Science revenue of **INR 3,411 lakhs**
- Information, Communication & Technology revenue of **INR 2,556 lakhs**
- R&D spends of **INR 140 lakhs**
- One-time non- cash impairment loss of **INR 3,239 lakhs**

# Financial Highlights – FY24



- Revenue of **INR 34,032 lakhs**
- Healthcare and Life Science revenue of **INR 22,707 lakhs**
- Information, Communication & Technology revenue of **INR 11,324 lakhs**
- R&D spends of **INR 974 lakhs**; **2.8%** of the total revenue
- One-time non- cash impairment cost **INR 3,239 lakhs**
- Raised **INR 1,660 lakhs** through convertible note; converted **INR 623 lakhs** into equity.

# Income Statement (₹ in Lakhs)

	Q4 FY24	Q4 FY23	YoY	FY24	FY23	YoY
Revenue	5,967	10,655	-44.0%	34,032	45,844	-25.8%
Cost of Sales	4,415	8,292		25,945	34,950	
Gross Profit	1,552	2,364	-34.3%	8,087	10,893	-25.8%
R&D Expenses	140	1,376		974	4,147	
Selling, General & Administration Expenses	2,540	3,321		10,183	14,050	
<b>EBITDA</b>	<b>(1,128)</b>	<b>(2,334)</b>		<b>(3,070)</b>	<b>(7,304)</b>	
Depreciation and Amortisation	362	462		1,737	1,798	
EBIT	(1,489)	(2,796)		(4,807)	(9,102)	
PAT	(1,694)	(2,932)		(6,343)	(9,886)	
Margins %						
Gross Profit %	26.0%	22.2%		23.8%	23.8%	
R&D to Revenue %	2.3%	12.9%		2.9%	9.0%	
EBITDA %	-18.9%	-21.9%		-9.0%	-15.9%	

# Q4FY24 and FY24 PAT excludes impact of one-time impairment loss of INR 3,239 Lakhs

# Balance Sheet (₹ in Lakhs)

	FY24	FY23
<b>Assets</b>		
Property, plant and equipment and Right-of-use assets	441	738
Other intangible assets and goodwill	14,445	19,457
Trade receivables	3,283	6,652
Cash and cash equivalents	357	494
Other financial assets	263	419
Current and non-current tax assets	80	361
Other current and non-current assets	688	642
<b>Total Assets</b>	<b>19,558</b>	<b>28,763</b>
<b>Equity and liabilities</b>		
Equity attributable to owners of the company	(601)	2,167
Non Controlling Interest	(997)	4,578
Borrowings	8,813	10,619
Other financial liabilities	4,751	6,506
Trade payables	6,988	4,355
Current liabilities and provisions	604	538
<b>Total Liabilities</b>	<b>19,558</b>	<b>28,763</b>

# Cashflow Statement (₹ in Lakhs)

	FY24	FY23
Cash flow from operating activities	421	(4,833)
Cash flow from investing activities	15	(142)
Cash flow from financing activities	(885)	3,775
<b>Net Increase/ (Decrease) in Cash and Cash Equivalents</b>	<b>(137)</b>	<b>(1,082)</b>
Cash and cash equivalents at the beginning of the year	494	1,576
Cash and cash equivalents at the end of the year	357	494

# Key Metrics – segmental revenue

	Q4 FY24	Q3 FY24	FY24	FY23
Healthcare and Life Science	57.2%	76.8%	66.7%	74.7%
Information, Communication & Technology	42.8%	23.2%	33.3%	25.3%

# Key Metrics

Client contribution to revenue	Q4 FY24	Q3 FY24	Q4 FY23
Top 5 customers	44.6%	56.6%	63.8%
Top 10 customers	63.9%	68.9%	73.9%
Top 20 customers	74.2%	75.1%	82.8%
Net debt position (INR Lakhs)	Q4 FY24	Q3 FY24	Q4 FY23
Term loans and working capital loan	8,644	9,678	7,481
Promoters	3,138	3,138	3,138
<b>Gross Debt</b>	<b>11,782</b>	<b>12,816</b>	<b>10,619</b>
Cash in Hand	357	1,175	494
<b>Net Debt</b>	<b>11,425</b>	<b>11,641</b>	<b>10,125</b>
Other metrics	Q4 FY24	Q4 FY23	Q4 FY23
DSO	50	53	58
Employee head count	423	524	692

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