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November 14, 2024

National Stock Exchange of India Limited Capital Market – Listing, Exchange Plaza, 5 th Floor, Plot No. C/1 G Block, Bandra – Kurla Complex, Bandra (E), Mumbai 400 051	BSE Limited 25 th 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 Requirements) Regulations, 2015 please find enclosed, a copy of the investor presentation on unaudited financial results of the Company for the quarter ended September 30, 2024.

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



Jayashree Vasudevan
Company Secretary and Compliance Officer
MNO. A58225

SECUREKLOUD

Delivering Cloud Excellence With Trust

FY25 Q2 Earnings Presentation

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

November 14, 2024



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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

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

Financial Highlights – Q2 FY25



- ✓ Revenue of **INR 4,345 lakhs**
- ✓ Healthcare and Life Science revenue of **INR 2,161 lakhs (49.7%)** for the quarter
- ✓ Information, Communication & Technology revenue of **INR 2,184 lakhs (50.3%)** for the quarter
- ✓ Recurring revenue at **46.2%** driven by Managed Services

Income Statement (₹ in Lakhs)

	Q2 FY25	Q1 FY25	Q2 FY24	QoQ	YoY
Revenue	4345	4745	9397	-8%	-54%
Cost of sales	3002	3348	7157		
Gross Profit	1343	1397	2240	-4%	-40%
R&D expenses	39	33	269		
Selling, General & Administration Expenses	1784	2160	2714		
EBITDA	(480)	(796)	(743)		
Depreciation and amortisation	204	208	453		
EBIT	(683)	(1004)	(1196)		
PAT	(1072)	(1416)	(1711)		
Margins %					
Gross Profit %	30.91%	29.45%	23.84%		
R&D to Revenue %	0.89%	0.70%	2.86%		
EBITDA %	-11.04%	-16.78%	-7.91%		

Balance Sheet (₹ in Lakhs)

	H1 FY25	FY24
Assets		
Property, plant and equipment and Right-of-use assets	293	441
Other intangible assets and goodwill	14,190	14,445
Trade receivables	3,072	3,283
Cash and cash equivalents	41	357
Other financial assets	278	320
Current and non-current tax assets	20	23
Other current and non-current assets	640	688
Total Assets	18,535	19,557
Equity and liabilities		
Equity attributable to owners of the company	-945	-602
Non Controlling Interest	-1,958	-997
Borrowings	11,209	11,782
Other financial liabilities	5,411	4,463
Trade payables	3,733	4,020
Non-current and current liabilities and provisions	1,086	892
Total liabilities	18,535	19,557

Cashflow Statement (₹ in Lakhs)

	H1 FY25	FY24
Cash flow from operating activities	(45)	452
Cash flow from investing activities	-	(24)
Cash flow from financing activities	180	(885)
Net Increase/ (Decrease) in Cash and Cash Equivalents	(316)	(137)
Cash and cash equivalents at the beginning of the year	357	494
Cash and cash equivalents at the end of the year	41	357



Key Metrics

Revenue by vertical	Q2 FY25	Q1 FY25	Q2 FY24
Healthcare and Life Science	49.7%	56.4%	68.4%
Information, Communication & Technology	50.3%	43.6%	31.6%



Revenue mix by service line	Q2 FY25	Q1 FY25	Q2 FY24
Recurring	46.2%	53.2%	40.2%
Non-Recurring	53.8%	46.8%	59.8%

Revenue Mix by Service Line	Q2 FY25	Q1 FY25	Q2 FY24
Software Services	53.8%	46.8%	77.2%
Managed Support Services	45.0%	52.0%	18.9%
Platform Services	1.3%	1.2%	4.0%
Total	100.0%	100.0%	100.0%

Key Metrics

Client contribution to revenue	Q2 FY25	Q1 FY25	Q2 FY24
Top 5 customers	42.8%	45.2%	60.5%
Top 10 customers	54.0%	57.5%	71.2%
Top 20 customers	67.2%	69.4%	82.5%



Other metrics	Q2 FY25	Q1 FY25	Q2 FY24
DSO	64	64	58
Employee head count	356	630	571

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