

Ref: SK/CHN/2024-25/E35

August 14, 2024

National Stock Exchange of India Limited Capital Market – Listing, Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1 G Block, Bandra – Kurla Complex, Bandra (E), Mumbai 400 051	BSE Limited 25 <sup>th</sup> 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 June 30, 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

# FY25 Q1 Earnings Presentation

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

**August 14, 2024**



# Safe Harbor Notice

This presentation has been prepared by SecureKloud Technologies Ltd. solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers, or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify, or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal, and social conditions in India. Please note that this presentation is based on the publicly available information on SecureKloud Technologies Ltd. including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any person. Please note that investments in securities are subject to risks including loss of principal amount. This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.



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

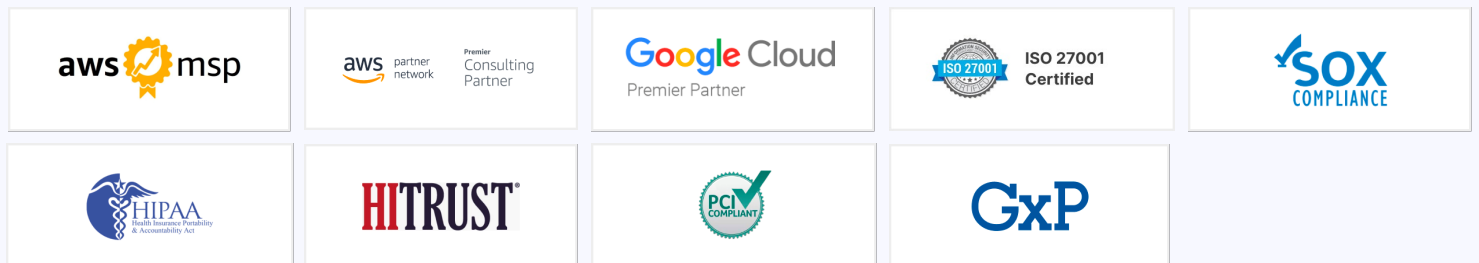
### Client Network

- ✓ 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

# Financial Highlights – Q1 FY25



- ✓ Revenue of **INR 4,745 lakhs**
- ✓ Healthcare and Life Science revenue of **INR 2,674 lakhs (56.4%)**
- ✓ Information, Communication & Technology revenue of **INR 2,071 lakhs (43.6%)**
- ✓ Recurring revenue at **53.2%** driven by Managed Services



# Income Statement (₹ in Lakhs)

5

	Q1 FY25	Q4 FY24	Q1 FY24	QoQ	YoY
<b>Revenue</b>	<b>4,745</b>	<b>5,967</b>	<b>9,902</b>	<b>(20.5)%</b>	<b>(52.1)%</b>
Cost of sales	3,348	4,415	7,629		
<b>Gross Profit</b>	<b>1,397</b>	<b>1,552</b>	<b>2,273</b>	<b>(10)%</b>	<b>(38.5)%</b>
R&D expenses	33	140	361		
Selling, General & Administration Expenses	2,160	2,540	2,668		
<b>EBITDA</b>	<b>(796)</b>	<b>(1,128)</b>	<b>(756)</b>		
Depreciation and amortisation	208	362	459		
<b>EBIT</b>	<b>(1,004)</b>	<b>(1,490)</b>	<b>(1,215)</b>		
<b>PAT</b>	<b>(1,416)</b>	<b>(1,694)</b>	<b>(1,591)</b>		
<b>Margins %</b>					
Gross Profit %	29.5%	26%	23%		
R&D to Revenue %	0.7%	2.4%	3.7%		
EBITDA %	(16.8)%	(18.9)%	(7.6)%		



# Key Metrics

Revenue by vertical	Q1 FY25	Q4 FY24	Q1 FY24
Healthcare and Life Science	56.4%	57.2%	72.3%
Information, Communication & Technology	43.6%	42.8%	27.7%

Client contribution to revenue	Q1 FY25	Q4 FY24	Q1 FY24
Top 5 customers	45.2%	44.6%	62.2%
Top 10 customers	57.5%	63.9%	71.7%
Top 20 customers	69.4%	74.2%	80.7%

Other metrics	Q1 FY25	Q4 FY24	Q1 FY24
DSO	64	50	54
Employee head count	375	423	630

SECUREKLOUD

Delivering Cloud Excellence With Trust