

Ref: SK/CHN/2021-22/E010

June 30, 2021

National Stock Exchange of India Ltd. Capital, Market – Listing, Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051.	BSE Ltd, 25th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001.
EQ- SECURKLOUD– ISIN NO- INE650K01021	Scrip Code: 512161 - ISIN NO-INE650K01021

Dear Sir/Madam,

Sub: Intimation of the outcome of the Board Meeting under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").

In terms of Regulation 30 read with Schedule III of the Listing Regulations, we hereby inform you that at the meeting of the Board of Directors ("Board") of SecureKloud Technologies Limited (Formerly 8K Miles Software Services Limited) ("Company") held today, i.e., Wednesday, June 30, 2021, the Board has approved, inter alia, the following:

1. Audited financial results:

Audited financial results (Standalone and Consolidated) for the quarter and year ended March 31, 2021. In this regard, we enclose copies of the following as prescribed under Regulation 33 of the Listing Regulations:

- The detailed format of the audited financial results (standalone and consolidated) being submitted as per the listing regulations. The said results will be uploaded on the websites of the Company. The financial results will also be published as per the format prescribed in the listing regulations.
- Auditors Report from the statutory auditors, M/s. K. Gopal Rao & Co., Chartered Accountants, for the financial results (standalone and consolidated) for the quarter and year ended March 31, 2021.
- Declaration under Regulation 33(3)(d) of the Listing Regulations in respect of unmodified opinion on Audited Financial Statements for the Financial Year ended March 31, 2021.
- Press release about the above financial results being released for publication.
- Earnings call presentation.

2. Convening of Annual general meeting (AGM):

Convening of 36th AGM of the Company on Thursday, the September 30, 2021. The Register of Members will be closed from Sunday, September 26, 2021 to Thursday, September 30, 2021 (both days inclusive) for the purpose of Annual General.

3. Dissolution of CSR Committee:

Pursuant to Companies (CSR Policy) Amendment Rules, 2021 W.e.f 22/01/2021, CSR Committee not required, if amount to be spent by a company does not exceed fifty lakh rupees. Further to that, Board considered and dissolved the Committee since the amount required to be spent is less than the specified limit.

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SecureKloud Technologies Limited
(Formerly 8K Miles Software Services Limited)

The Board meeting commenced at 9.15 A.M and concluded at 10.45 A.M

We request you to kindly take the above information on record.

Yours Truly,
For SecureKloud Technologies Limited



G Sri Vignesh
Company Secretary and Compliance Officer
Membership No: A57475

FY21 Q4 Earnings Presentation

June 30, 2021



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Business Update

“We have been successful in penetrating healthcare providers market during the fiscal year 2021 by winning many new customers who are adopting our cloud managed services, healthcare AI and cloud backup/DR solutions in addition to EHR implementation and interoperability service offerings. We have also deepened our relationships with our existing Life Sciences customers and business partners including AWS and Google Cloud – a significant achievement given the business sentiment is not very upbeat across the world due to Covid-19. All our existing yearly contracts have been renewed clearly demonstrating our leadership position in the marketplace.

Our increased investment in Sales and Marketing, Research and Development in SaaS platforms have positioned us uniquely for accelerated revenue growth and we are confident that we can expect double digit growth in FY 22.”

- Suresh Venkatachari, Chairman & CEO

Company Overview

SecureKloud, a market leader in **Enterprise Cloud Transformation** for highly regulated industries that have stringent Cloud Security & Compliance requirements.

Location

- HQ: Chennai, India
- US HQ: Pleasanton, CA
- Sales Office: Chicago, IL; East Brunswick, NJ; Pleasanton, CA
- DevOps Centers: Pleasanton, CA and Chennai, India

Industry Verticals

- Healthcare & Life Sciences
- Automotive
- BFSI
- Media & Entertainment
- Manufacturing & Supply chain

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Partnerships

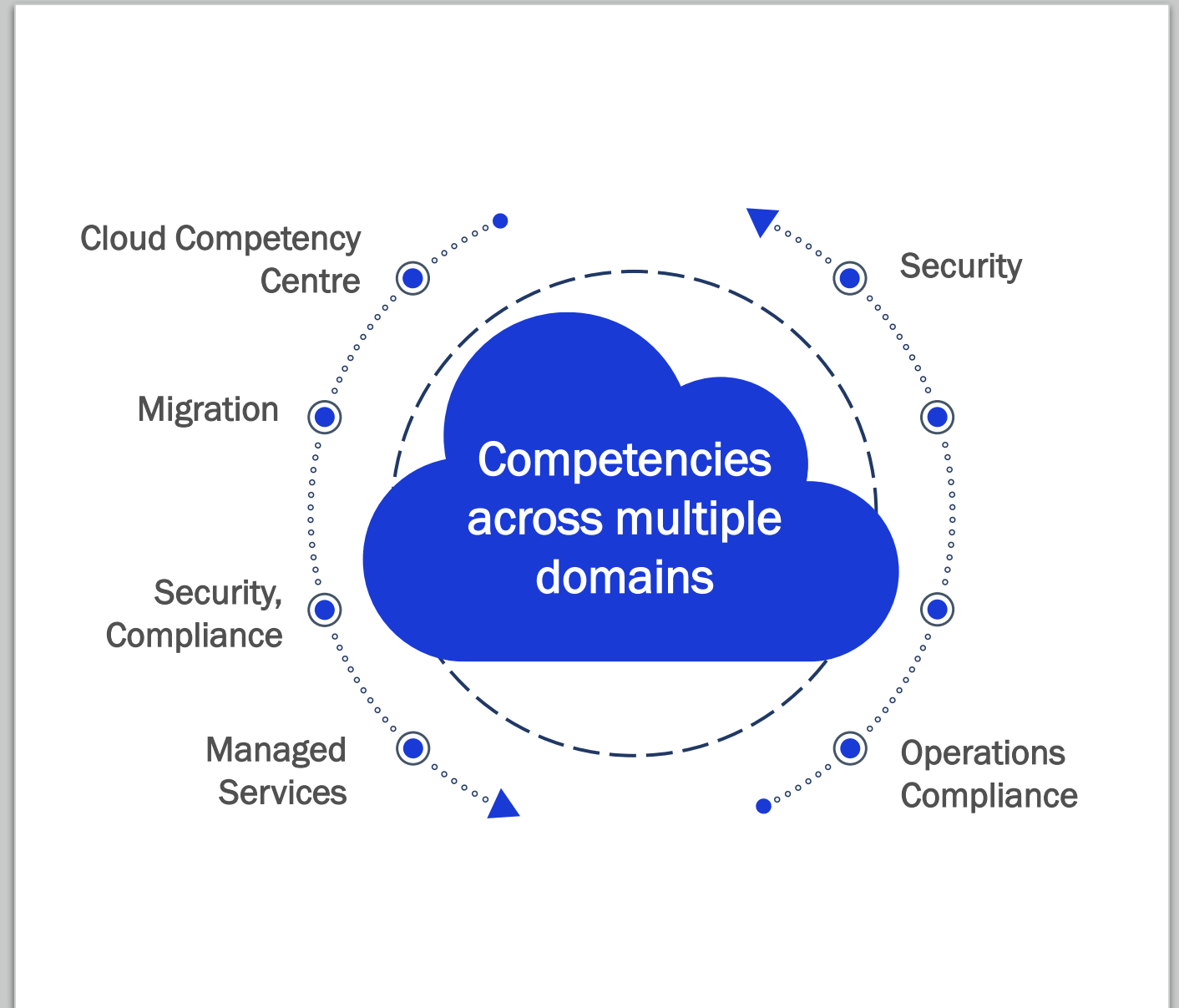
- AWS Premier Partner – 6 years in a row
- 4th consecutive year - Audited AWS managed services provider
- Google Cloud Services partner with top 8 healthcare interoperability provider status
- Extensive knowledge and expertise in Microsoft Azure

Offerings

- Platforms: CloudEz, DataEz, Readabl.AI, CloudAuth, Blockedge
- Cloud and DevOps Automation
- Nextgen Managed Services
- Data Science, Analytics and AI/ML Services
- Cloud Security and Compliance

Our Cloud Expertise

- Multi cloud automation expertise – AWS, Azure & GCP
- First to market SaaS based CloudEz, DataEz and Readabl.AI platforms for industry verticals
- Enterprise-wide business transformation services
- Industry recognized innovative Cloud and AI solutions





Security & Regulatory Compliance

- Regulatory Compliance Experts
✓ HIPAA, GxP, FIPS, PCI-DSS, etc.
- Battle Tested at Highly Regulated Industries
- Chaired & contributed to SAML 2.0 Specification
- HITRUST Certification – self assessed, pending 3rd party certification
- ISO 27001:2013 recertification achieved

FY21 Q4 Earnings

Business Highlights



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Growth in Healthcare and Life Sciences

- Added a new customer for Readabl.ai, our flagship Healthcare AI product
- Added three new customers for providing MEDITECH Technical services
- Closed multiple customer contracts to provide MEDITECH/EPIC related technical services and post live Managed Services
- Partnership signed to provide private cloud hosting production and cloud DR solution to our Meditech customers
- Renewed yearly Cloud and DevOps support for several Life Sciences customers
- Renewed our contract with a Global Fortune 500 Life Sciences customer for delivering Cloud and Data Analytics services through CloudEz and DataEz platforms

Growth in Other Industries

- Signed a multi-year contract with a leading Identity and Access Management vendor to build and manage identity provisioning capabilities for large enterprise applications and cloud providers
- Signed a new cloud transformation project with one of our large existing customers
- Signed a new project for one of our existing customers for developing their Data Platform on AWS
- Signed GNOE acceleration project with one of our existing customers
- Renewed all our enterprise customers in Automotive, AI and Industry technology areas
- Secured multiyear Managed Services contract signed with our key customers

Recognitions



Google Cloud highlighted HTI as a key partner for Healthcare Interoperability

HITRUST[®]

New Launches



Launched Readabl.ai – a SaaS-based, AI-powered Healthcare Document Workflow



Launched CloudEz – a Hybrid Cloud Management Platform as a SaaS Service on Marketplaces



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FY21 Q4 Earnings Financial Highlights

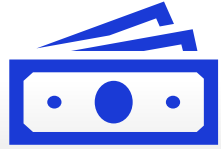
Consolidated Financial Highlights

(₹ in lakhs)

- Revenue growth of 21.5 % in Q4FY21 compared to Q4FY20
- Q4FY21 EBITDA Rs 317 Lakhs compared to Rs (2,009) Lakhs in Q4FY20
- EBITDA margin at 3.8% in Q4FY21 compared to (29.4%) in Q4FY20
- FY 20 numbers for Q4 and full year have been normalized for one time impact

Key Indicators	Q4 FY21	Q4 FY20	YoY	FY 21	FY 20	YoY
Revenue						
Revenue from Operation	8,293	6,823	21.5%	35,055	38,208	-8.3%
Expenses						
Employee Benefit Expenses	4,782	4,238	-11.4%	19,158	25,499	33.1%
Other Operating Expenses	3,194	4,595	43.8%	12,600	15,292	21.4%
Total Expenditure	7,976	8,832	10.7%	31,757	40,791	28.4%
EBITDA	317	(2,009)	115.8%	3,297	(2,582)	227.7%
EBITDA margin	3.8%	-29.4%		9.4%	-6.8%	
Other Income	(18)	271	-106.7%	(94)	435	-121.6%
Depreciation and Amortisation	177	489	63.8%	1,850	1,957	5.8%
Finance Cost	290	390	25.5%	1,200	1,303	8.5%
PBT	(169)	(2,618)	106.4%	153	(5,407)	97.2%
Tax	(17)	(211)	91.7%	35	279	
PAT	(151)	(2,406)	106.3%	118	(5,687)	97.9%

Q4 Snapshot (₹ in lakhs)



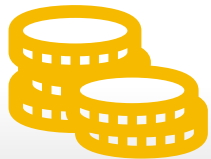
Revenue

8,293



Gross Profits

2,628 (31.7%)



EBITDA

317 (3.8%)

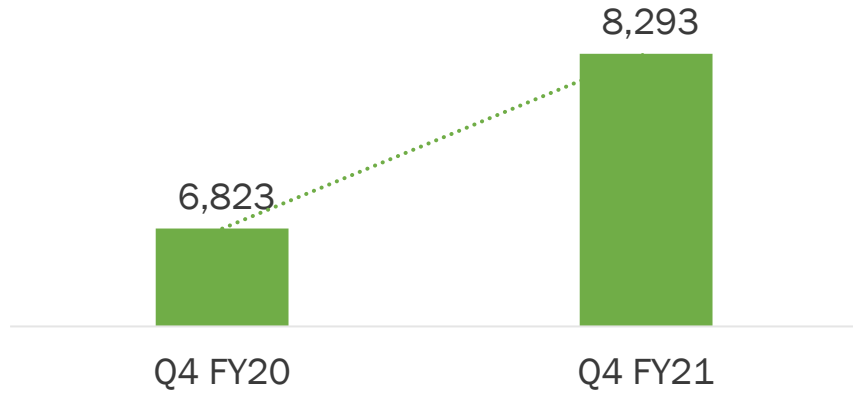


Recurring Revenue

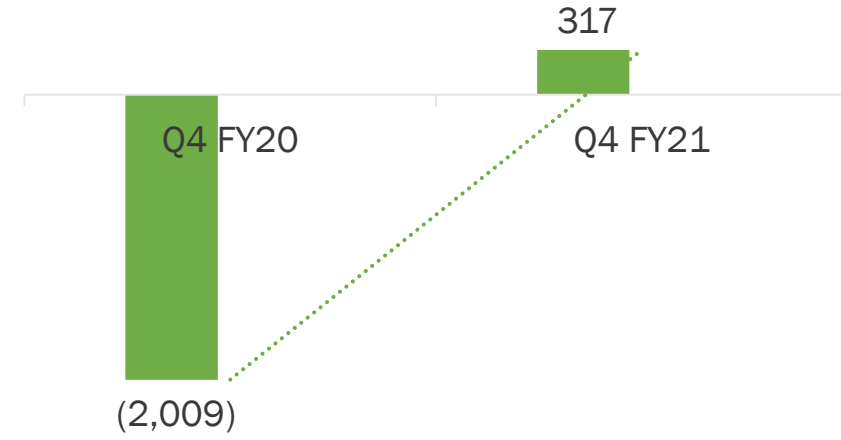
35.2%

FY 21: Revenue and EBITDA (₹ in lakhs)

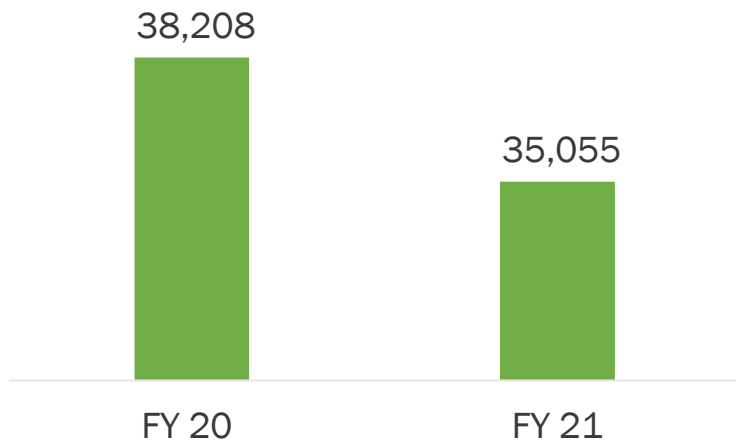
Revenue Q4 FY21



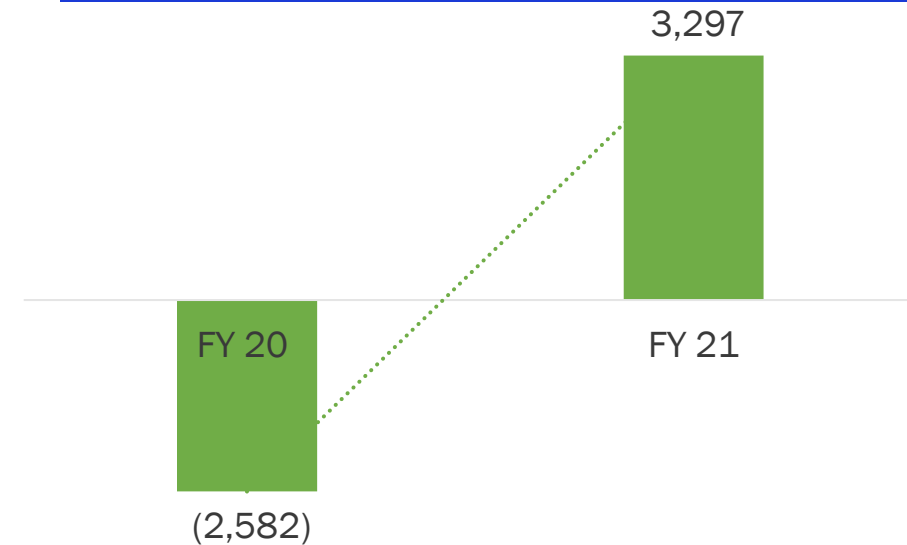
EBITDA Q4 FY21



Revenue FY21

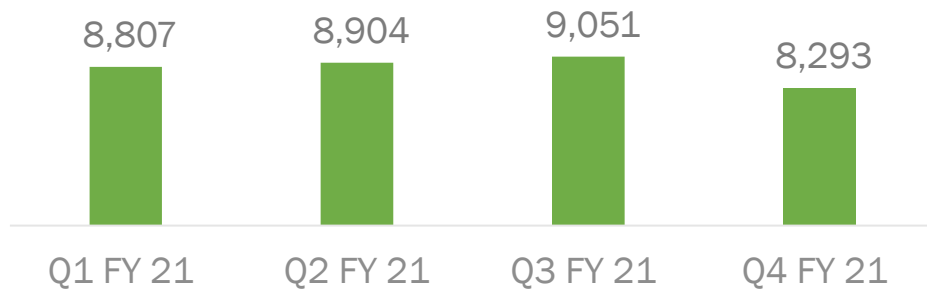


EBITDA FY21

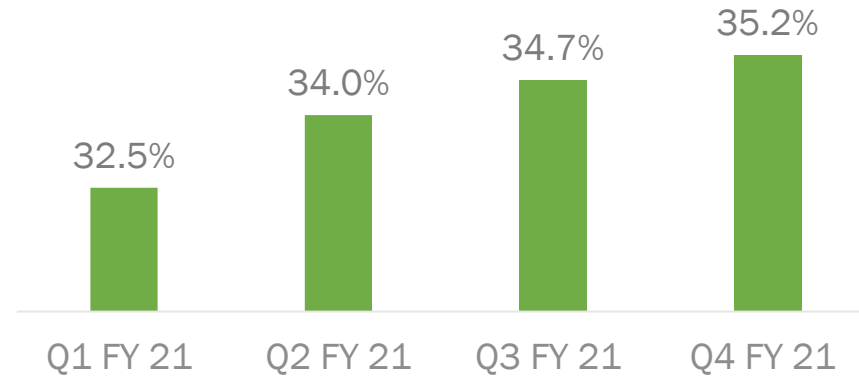


Quarter Financials (₹ in lakhs)

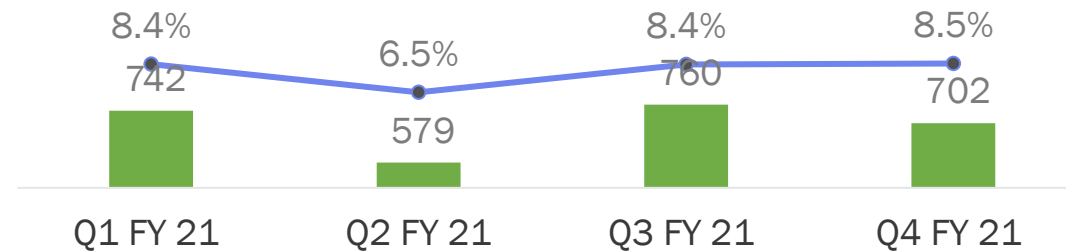
Revenue



Recurring revenue

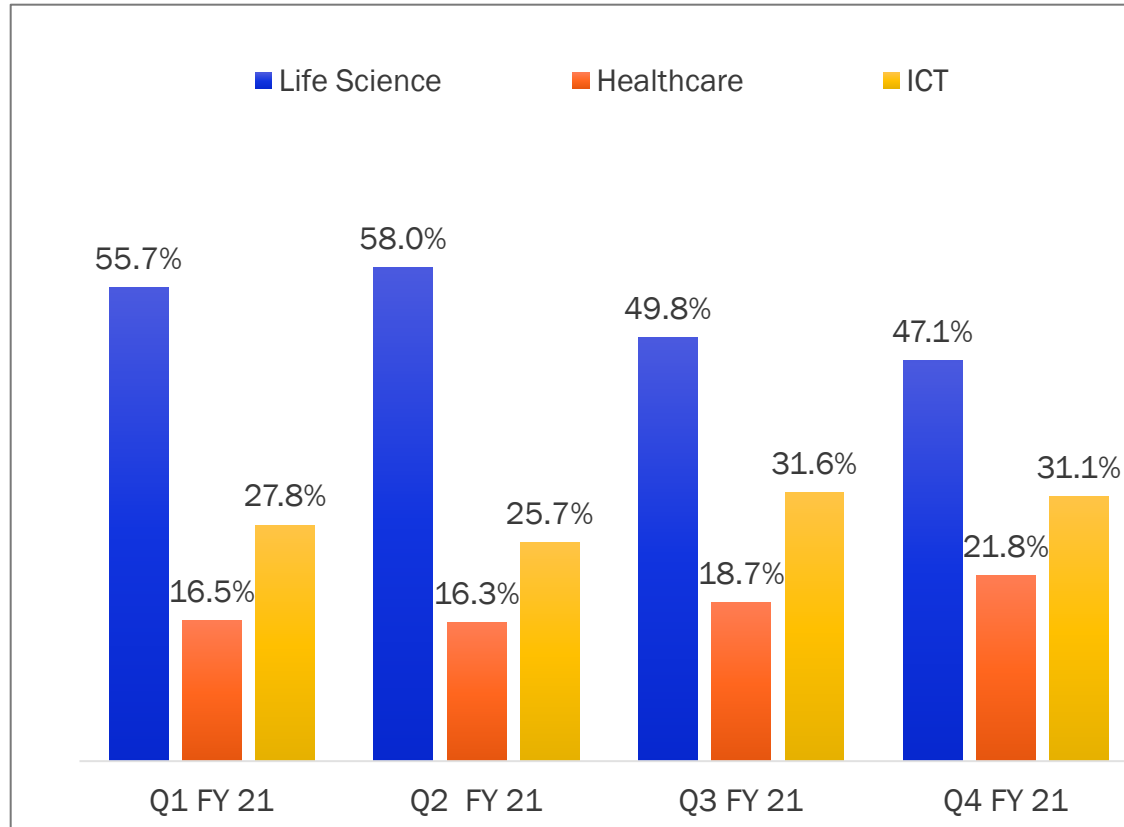


R & D Expenses and % to revenue

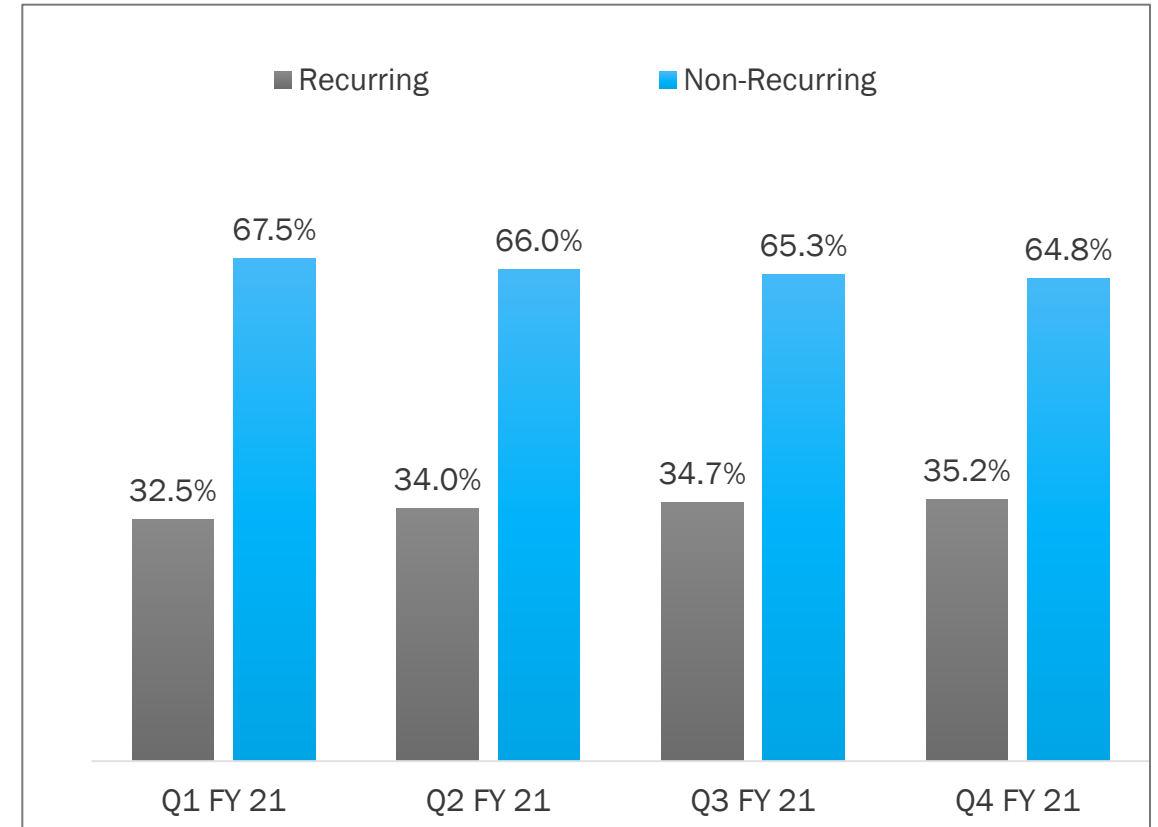


Revenue Metrics

Overall recurring revenue has gone up to 35.2% in Q4 FY 21 from 34.7% in Q3 FY 21

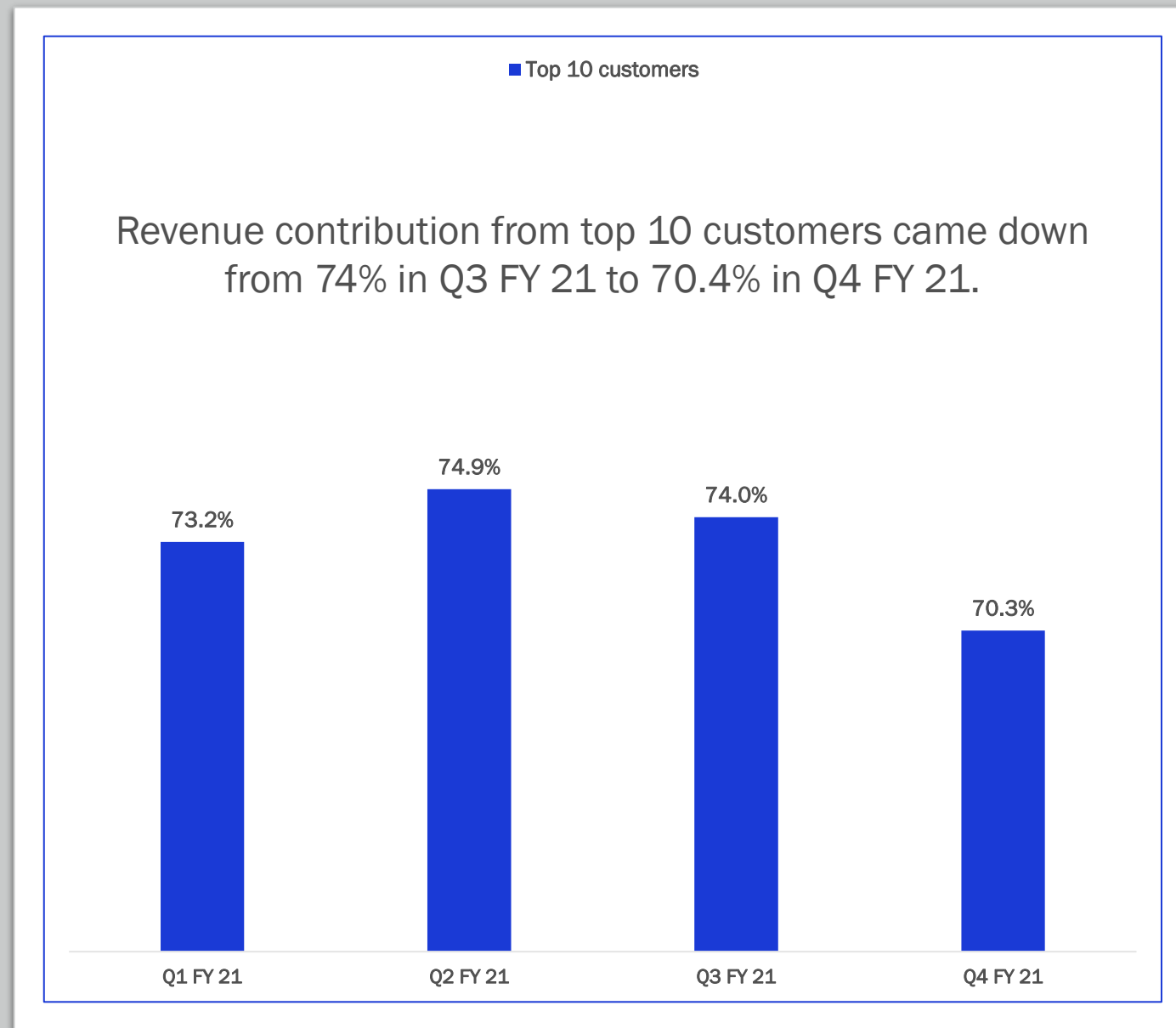


Segmental Revenue



Recurring / Non-Recurring Revenue

Client Composition and Relationship



Head count metrics

- Added 32 resources in Q4
- Invested in 18 additional S&M resources during the financial year
 - 12 of them were added in Q4 FY21 in the US and India to accelerate new customer acquisitions
- Ramped up support staff in India
- Head count includes full time and contractors

Head Count (Incl. Contractors)	Q1 FY 21	Q2 FY 21	Q3 FY 21	Q4 FY 21
Software Professional	417	425	432	447
S&M	33	39	39	51
G&A	53	50	49	54
Total	503	514	520	552

Women employees represent 23% of total headcounts

Statement of Audited Consolidated Financial Results (₹ in lakhs)

Particulars	Quarter Ended			Year Ended	
	31 Mar 2021	31 Dec 2020	31 Mar 2020	31 Mar 2021	31 Mar 2020
	Audited	Un-audited	Audited	Audited	Audited
Income					
a) Revenue from operations	8,293	9,051	6,823	35,055	38,208
b) Other income	(18)	(37)	271	(94)	435
Total income	8,275	9,014	7,094	34,961	38,643
Expenses					
a) Employee benefits expense	4,782	4,597	3,753	19,158	25,015
b) Finance costs	290	287	390	1,200	1,303
c) Depreciation and amortization expense	177	588	(2,140)	1,850	2,157
d) Other expenses	3,194	3,080	5,350	12,600	16,047
Total expenses	8,444	8,552	7,353	34,807	44,522
Profit before exceptional items and tax	(169)	462	(259)	153	(5,878)
Exceptional items	0	0	13,761	0	61,294
Profit before tax	(169)	462	(14,020)	153	(67,172)
Tax expense					
- Current tax	(42)	(45)	(312)	27	0
- Deferred tax	24	(8)	100	8	279
Net profit after tax for the period	(151)	516	(13,809)	118	(67,451)
Total comprehensive income for the period	(154)	516	(13,803)	112	(69,996)
Total comprehensive income attributable to:					
Owners of the company	(116)	238	(12,883)	154	(52,723)
Non-controlling Interest	(38)	277	(920)	(41)	(17,273)
Paid-up equity share capital (Face value of Rs. 5/- each)	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88
Number of equity shares	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605
Weighted average number of equity shares	30,702,537	30,517,605	30,517,605	30,702,537	30,517,605
Reserves (Other Equity) - excluding any revaluation reserve				2,571.42	1,243.32
Earnings per equity share (EPS) [Face value of Rs. 5/- each]					
(a) Basic (Rs.)	(0.37)	0.78	(42.23)	0.52	(164.42)
(b) Diluted (Rs.)	(0.37)	0.78	(42.23)	0.52	(164.42)

Audited Consolidated Balance Sheet (₹ in lakhs)

Particulars	As at 31 Mar 2021	As at 31 Mar 2020
Shareholder's Funds	4,097	2,769
Borrowings	13,998	11,758
Trade Payables	3,697	5,338
Other Liabilities	4,976	4,061
Total Liabilities	26,767	23,925
Fixed Assets	224	470
Goodwill	12,827	13,830
Intangible Assets	2,894	3,500
Trade Receivables	5,515	5,057
Cash, Bank & Investments	3,448	793
Other Assets	1,858	275
Total Assets	26,767	23,925

Audited Consolidated Cash Flow Statement (₹ in lakhs)

Particulars	31 Mar 2021	31 Mar 2020
I. Cash flow from operating activities		
(Loss) / Profit for the year	118	(67,451)
<i>Adjustments for:</i>		
Income tax expense recognised in the statement of profit and loss	35	279
Finance cost recognised in statement of profit and loss	1,200	1,303
Exceptional Item - Impairment of Assets	0	52,573
Depreciation and amortisation Expense	1,850	2,157
Net loss/ (gain) on Sale of Property, Plant and Equipment (Net)	0	103
Bad Receivables Written off	0	1,674
Net Unrealised Exchange Gain	(118)	(225)
Operating (loss) / profit before working capital and other changes	3,086	(9,588)
<i>Adjustments for (increase)/decrease in operating assets:</i>		
Trade Receivables	(459)	12,068
Other Non Current Financial Assets	1	(29)
Other Non Current Assets	(51)	(20)
Other Current Financial Assets	(924)	1,707
Other Current Assets	(270)	5,265
<i>Adjustments for increase/(decrease) in operating liabilities:</i>		
Trade Payables	(1,641)	(2,984)
Other Non Current Liabilities	(4)	0
Provisions (Non-current)	34	5
Provisions (Current)	(17)	1
Other Current Financial Liabilities	558	(844)
Other Current Liabilities	370	1,483
Cash generated from operations	682	7,063
Net Income Tax paid (including interest paid there on)	(338)	(186)
Net cash flow from operating activities (A)	344	6,878
II. Cash flow from investing activities		
Capital Expenditure on Property, Plant and Equipment	(29)	(29)
Proceeds from Sale of Property, Plant and Equipment	7	0
Net cash flow used in investing activities (B)	(22)	(29)
III. Cash flow from financing activities		
Proceeds from issue of Equity Shares (including premium / Share application money)	1,125	0
Borrowings taken during the year	3,421	1,473
Borrowings repaid during the year	(1,180)	(492)
Finance Costs	(1,200)	(1,303)
Net cash flow from financing activities (C)	2,165	(321)
Effect of foreign currency translation adjustment (D)	168	(6,550)
Net (Decrease) in Cash and Cash Equivalents (A) + (B) + (C) + (D)	2,655	(22)
Cash and cash equivalents at the beginning of the year	793	815
Cash and cash equivalents at the end of the year	3,448	793

Net DEBT Status (₹ in lakhs)

- The Net Debt position of the Company has come down from Rs 10,964 Lakhs in Mar 20 to Rs 10,549 lakhs in Mar 21
- Convertible Note of Rs 3,109 Lakhs will convert to equity on listing of Healthcare Triangle Inc, US

Type	As on Mar 20	As on Sep 20	As on Mar 21
Loan from Banks	5,489	5,370	5,599
Promoters	6,269	6,500	5,289
Convertible - Note	-	-	3,109
Gross Debt	11,758	11,870	13,997
Cash in Hand	793	672	3,448
Net Debt	10,964	11,198	10,549

OUTLOOK FOR FY22

Witnessing growth in Life Sciences and Healthcare business recovery post second wave of the pandemic

- Focusing on growing the recurring revenues
- Expecting accelerated growth in revenue in FY 22

Continued investment in Sales & Marketing, R&D and SaaS platforms have positioned us uniquely for accelerated revenue growth

- Expecting with confidence, a double-digit growth in FY 22

Thank You



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