

SECUREKLOUD REPORTS Q-O-Q REVENUE GROWTH OF 8.8% IN Q1 FY22

- Revenue Rs 90.3 Crores
- Recurring Revenue 33.3 Crores, 36.9% of Revenue
- Gross Profit Margin at 26%

Chennai, August 06, 2021 - **SECUREKLOUD TECHNOLOGIES LIMITED**, a leading Global IT Business Transformation, Secure Cloud Solutions and NextGen Managed Service Provider, announced its consolidated un-audited financial results for the quarter ended June 30, 2021, as approved by its board of directors.

Suresh Venkatachari, Chairman & CEO of SecureKloud Technologies Limited stated “We are continuing to witness healthy growth in our recurring revenue business and multi-year contracts through our innovative platform-based services that is fast gaining traction in the market-place as evidenced by our recent customer wins. We have also made inroads into new industry verticals like Logistics and Telco as we continue to expand in new geographies. We are accelerating our sales initiatives through direct and partner lead engagements in multiple geographies for acquiring new customer logos”.

Thyagarajan R, CFO, stated that the recurring revenue growth has been commendable. In line with our strategy, we continue to invest in Platform development and S&M. We are confident of delivering double digit revenue growth in FY 22.

CONSOLIDATED FINANCIAL HIGHLIGHTS

(INR Cr)	Q1 FY22	Q4 FY21	Change	Q1 FY21	Change
Revenue	90.3	82.9	7.3	88.1	2.2
Gross Profit	23.4	26.3	(2.9)	26.4	(3.0)
Gross Profit %	25.9%	31.7%	-5.8%	30.0%	-4.1%
EBITDA	(4.9)	3.2	(8.0)	3.4	(8.3)
EBITDA %	-5.4%	3.8%	-9.2%	3.9%	-9.3%

BUSINESS HIGHLIGHTS

HEALTHCARE AND LIFE SCIENCES VERTICAL

- Closed 24 new deals this quarter across new and existing customers
- 3 new customers went live on MEDITECH / EPIC Technical services
- Added 4 new customer logos and 3 returning Logos
- Added a new customer for Readabl.ai, our flagship Healthcare AI product
- Closed the first hosting deal along with our partner CareTech
- Signed/extended contracts with existing customers for MEDITECH Expanse
- Signed long term, multi-year contract for our Cloud Hosting / DRaaS (Disaster Recovery as a Service) offering with existing/new customers

PRESS RELEASE

- Renewed our contract with a Global Fortune 500 Life Sciences customer for delivering Cloud and Data Analytics services through CloudEz and DataEz platforms
- Renewed yearly Cloud and DevOps support for several customers in Life Sciences segment

OTHER VERTICALS

- Setting up AWS Landing Zone to enable Cloud Transformation Services for a leading Telecom provider in Italy
- Providing Azure Cloud Transformation Services to a leading European Nexgen Cx company for their GIC (Global Inhouse Centre) in India
- Signed a contract to develop a prototype for drone-based and AI/ML enabled construction monitoring for solar farms
- Signed GNOE acceleration project with one of our existing customers
- Signed a multi-year contract with a leading Logistics company to provide Managed Services support
- Signed SWE Ground Apps Migration to AWS

PARTNERSHIP

- AWS
 - Healthcare Triangle joined the WMP with AWS and re-qualified for GTM support.
 - Healthcare Triangle will be presenting DataEz at HIMSS Global Health Conference co-hosted with AWS in August at Las Vegas
- Healthcare Triangle will present a webinar on data management on 18 Aug 2021 in conjunction with CHIME (College of Healthcare Information Management Executives) for healthcare CIO's
- Signed partnership agreements to expand our presence in MEA and Japan

ABOUT SECURECLOUD:

SecureCloud Technologies Limited is a leading Global IT Business Transformation, Secure Cloud Solutions and Managed Services Provider based in the San Francisco Bay area and a publicly traded company listed on Indian Stock Exchanges (NSE and BSE). We support healthcare providers and payors, hospitals, Pharma/Life Sciences organizations, Manufacturing and Automotive companies to improve business outcomes by providing digital transformation on the cloud, security and compliance, data enlightenment, empowering business agility, and accelerating the value of their IT investments.