

## SECUREKLOUD REPORTS RECURRING REVENUE OF 39% IN Q2 FY22

- Revenue Rs 87.1 Crores
- Gross Profit Margin at 26.3%
- Recurring Revenue 39%
- R&D peaked in the quarter at Rs 18.7 crores from Rs 9.3 Crores in Q1 FY 22 as our Platform is SaaS enabled and made available in marketplace.
- One-time expenses of Rs 5 Crores on Stock based compensation, ESOP and Pre-IPO in step-down subsidiary

Chennai, November 13, 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 and half year ended September 30, 2021, as approved by its board of directors.

Suresh Venkatachari, Chairman & CEO of SecureKloud Technologies Limited stated “We are very pleased to announce that your company’s step-down subsidiary Healthcare Triangle Inc, HCTI is listed in NASDAQ. This is a path-breaking moment in our corporate journey; we are one among the 5-6 Technology Companies to list in the US Markets and testimony to the stringent corporate governance we have put in place through diligence, dedication and commitment of our employees, management and the unwavering support of the Board of HCTI, SecureKloud and all the investors”.

“Our client acquisitions were strong across all revenue segments in this quarter with a clear shift from one-time to recurring revenue model. We expect our revenue growth acceleration and profit margin expansion in the coming 2 to 3 quarters”.

Thyagarajan R, CFO, stated that “we have continued with our investments in Sales and Marketing and on our platforms; the growth in recurring revenues has been encouraging and demonstrates the consistent progress toward our long-term operating model”.

### CONSOLIDATED FINANCIAL HIGHLIGHTS

(Rs Cr)	Q2 FY22	Q1 FY22	Q2 FY21	QoQ	YoY
Revenue	87.1	90.3	89.0	(3.5)%	(2.1)%
Gross Profit	22.9	23.4	32.5	(2.1)%	(29.5)%
Gross Profit %	26.3%	25.9%	36.5%	0.4%	(10.2)%
EBITDA	(19.4)	(4.9)	12.6		
EBITDA %	(22.3)%	(5.4)%	14.2%	(16.9)%	(8.1)%

## BUSINESS HIGHLIGHTS

### HEALTHCARE AND LIFE SCIENCES VERTICAL

- Added 2 new customer logos and 4 returning logos
- Signed a multi-year deal for Readable.AI and DRaaS (Disaster Recovery as a Service)/MEDITECH
- Acquired new logo for DRaaS (Disaster Recovery as a Service)

### OTHER VERTICALS

- Signed a multiyear contract with a leading Logistics company on Azure IaaS Service
- Renewed all our enterprise customers contracts
- Secured multiyear Managed Services contract with our key customer
- Supported various divisions of our long-term client in the PaaS (Product-as-a-Service) segment in Cloud architecting and implementation

### BLOCKEDGE.IO

- Launched its plug & play Blockchain-as-a-Service (BaaS) platform for automotive and supply chain segments in the US, UK, Europe, and India markets
- Partnered with MOBI to advance blockchain adoption for the Automotive industry
- Forayed into Healthcare and Life science verticals by partnering with Healthcare Triangle Inc (HCTI)

### PARTNERSHIP

- AWS
  - Signed Premier Partnership for 2021-22
- GCP
  - Achieved Global Premier Partner Status
- Healthcare Triangle Inc presented two webinars in conjunction with NEHIMSS, one on AI/ML/NLP and the other on Data and Data Management.

### ABOUT SECUREKLOUD

SecureKloud 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.

# FY22 Q2 Earnings Presentation

November 13, 2021



SECUREKLOUD