

# FY22 Q1 Earnings Presentation

August 06, 2021



SECUREKLOUD

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## Business Update

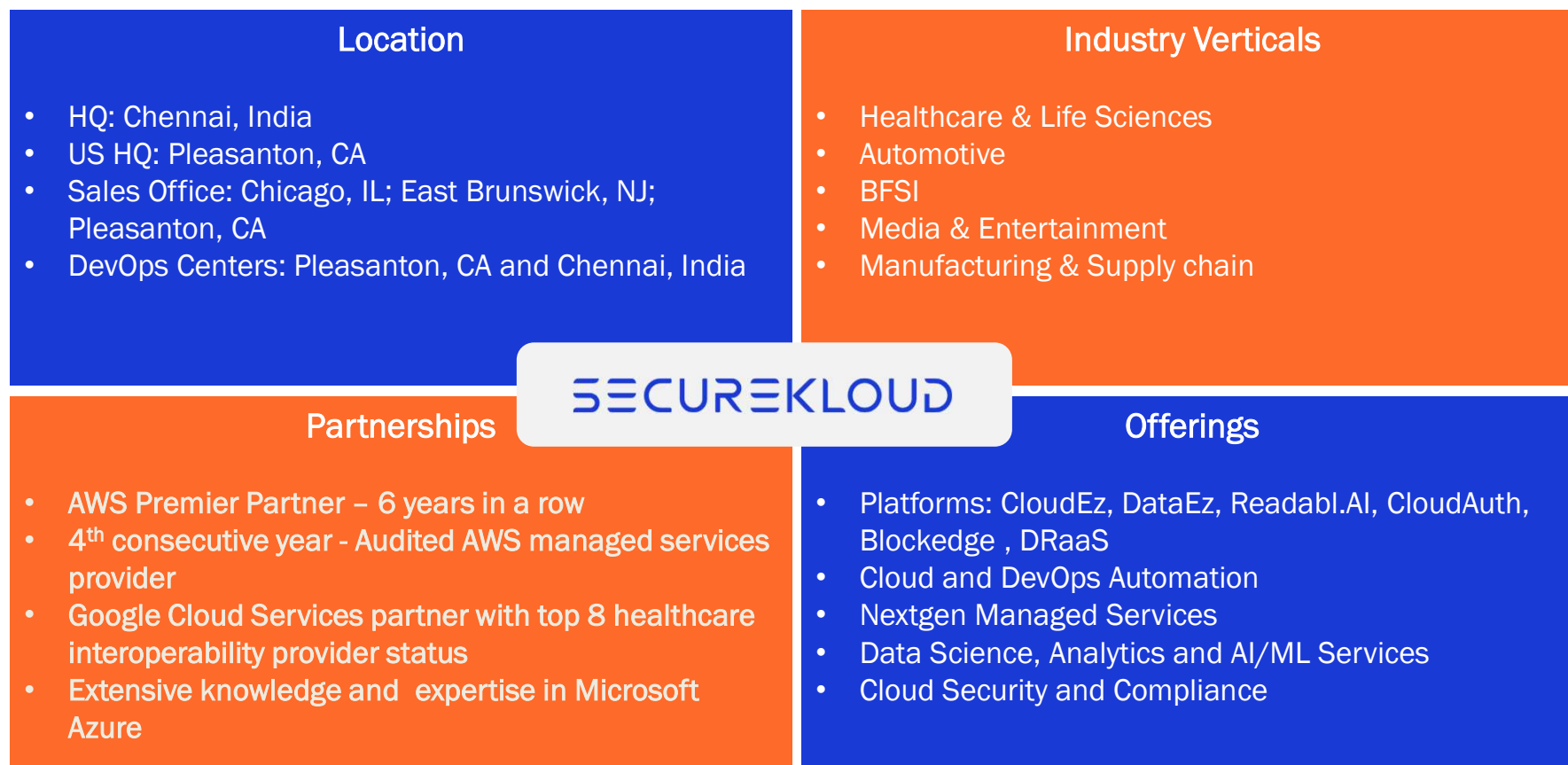
*“We are continuing to see growth in our recurring revenue business through our innovative, platform-based services which is gaining traction as evidenced by our recent customer wins. We have also made inroads into new industry verticals like Logistics and Telco and we continue to look for new industries and geographies to grow our revenue.*

*We are accelerating our sales initiatives through direct and partner-led engagements in multiple geographies for acquiring new customers”.*

**Suresh Venkatachari, Chairman & CEO**

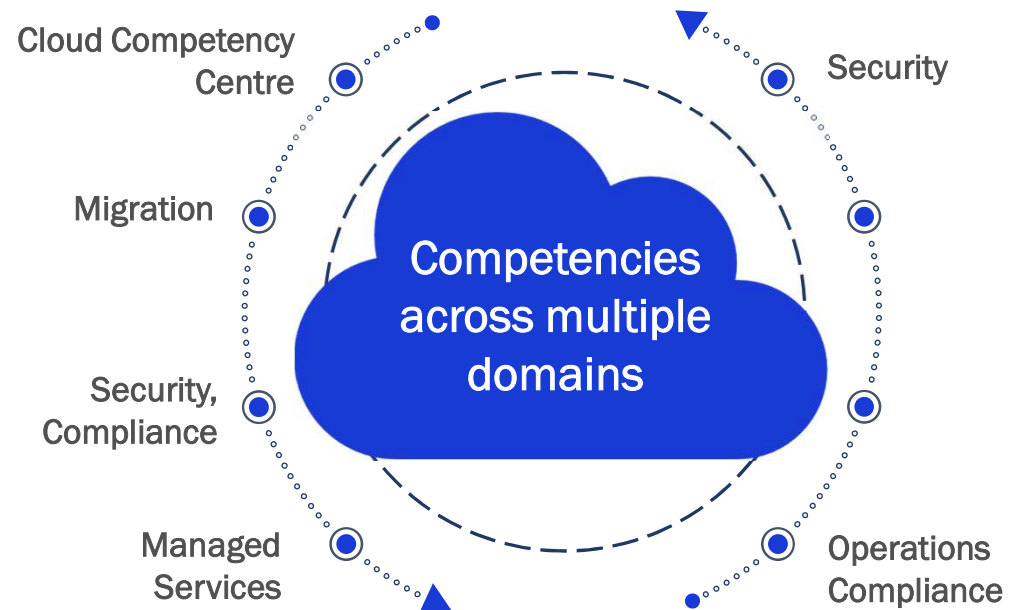
# Company Overview

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



# Our Cloud Expertise

- Multi cloud automation expertise – AWS, Azure & GCP
- First to market SaaS based CloudEz, DataEz, DRaaS 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 3<sup>rd</sup> party certification
- ISO 27001:2013 recertification achieved

# Business Highlights



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# Healthcare and Life Sciences

- 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
- 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

# Partnerships

- 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

# Financial Highlights



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## Consolidated Financial Highlights (₹ in lakhs)

- Revenue growth of 8.8 % in Q1 FY22 compared to Q4 FY21
- Cost higher in Q1 due to wage revision, cloud hosting and additions in S&M
- Continue to invest in R&D and S&M leading to increase in employee cost

Key Indicators	Q1 FY22	Q4 FY21	Q1 FY21	QoQ	YoY
<b>Revenue</b>					
<b>Revenue from Operations</b>	<b>9,026</b>	<b>8,293</b>	<b>8,807</b>	<b>8.8%</b>	<b>2.5%</b>
<b>Expenses</b>					
Employee Benefit Expenses	6,072	4,782	5,670	27.0%	7.1%
Other Operating Expenses	3,440	3,194	2,794	7.7%	23.1%
<b>Total Expenditure</b>	<b>9,512</b>	<b>7,976</b>	<b>8,464</b>	<b>19.3%</b>	<b>12.4%</b>
<b>EBITDA</b>	<b>(486)</b>	<b>317</b>	<b>343</b>	<b>(253.4)%</b>	<b>(241.5)%</b>
<b>EBITDA margin</b>	<b>(5.4)%</b>	<b>3.8%</b>	<b>3.9%</b>		
Other Income	36	(18)	47	299.7%	(23.9)%
Depreciation and Amortisation	208	177	548	17.3%	62.1%
Finance Cost	405	290	308	39.4%	(31.4)%
<b>PBT</b>	<b>(1,062)</b>	<b>(169)</b>	<b>(466)</b>	<b>(529.5)%</b>	<b>(328.1)%</b>
Tax	(732)	(17)	170		
<b>PAT</b>	<b>(330)</b>	<b>(151)</b>	<b>(636)</b>	<b>(118.2)%</b>	<b>48.1%</b>

## Q1 Snapshot (₹ in lakhs)



Revenue

9,026



Gross Profits

2,340 (26%)



R&D

937 (10.4%)

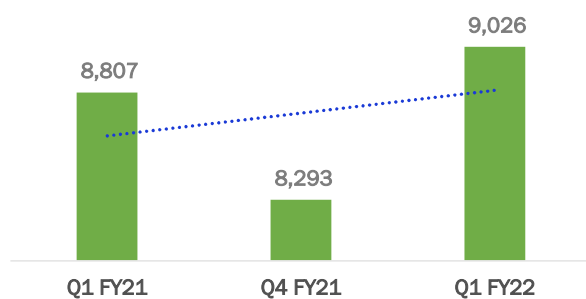


Recurring Revenue

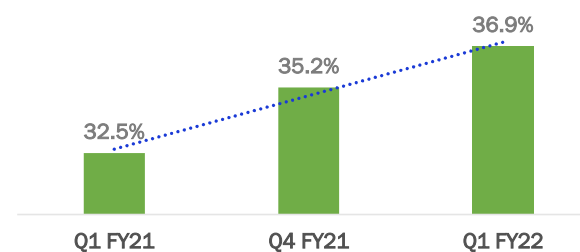
36.9%

# Quarterly KPIs (₹ in lakhs)

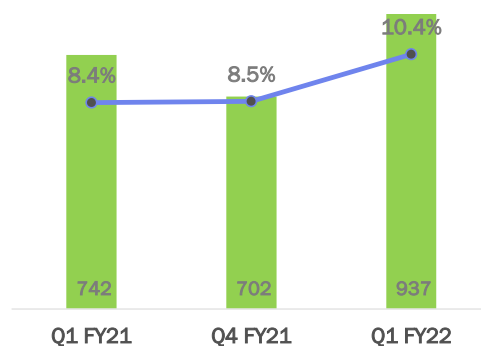
## Revenue



## Recurring revenue

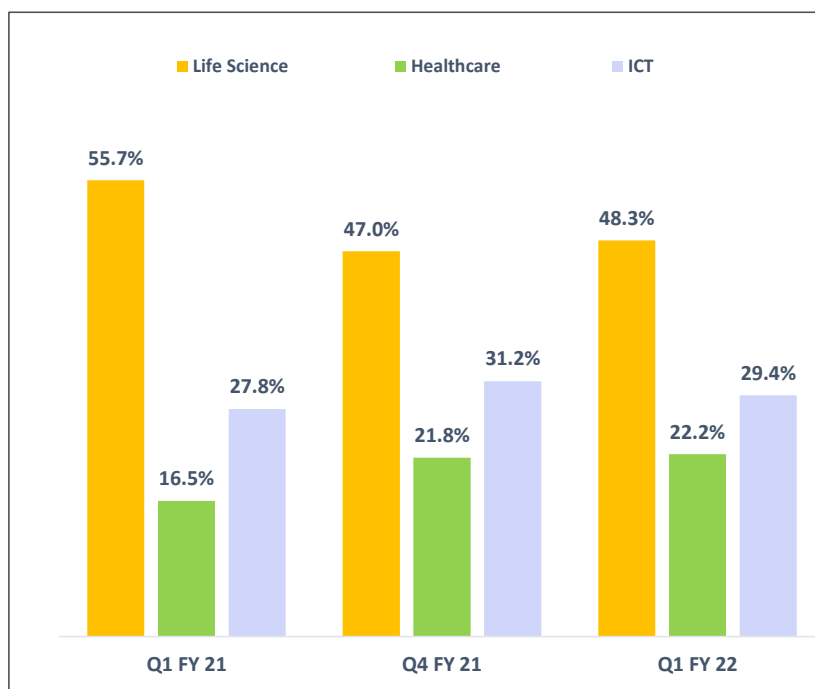


## R & D Expenses and % to revenue

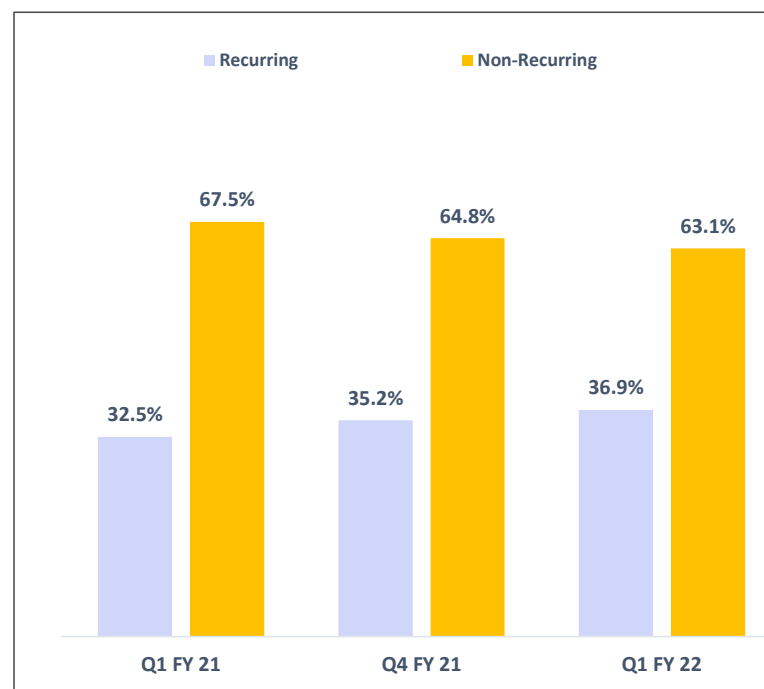


# Revenue Metrics

Overall recurring revenue has gone up to 36.9% in Q1 FY22 from 35.2% in Q4 FY21

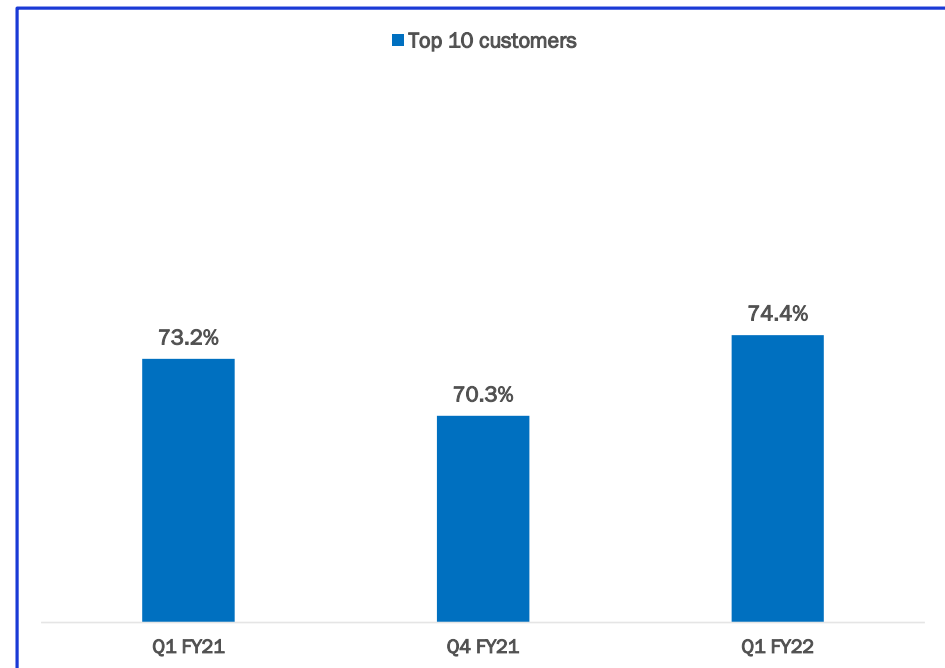


Segmental Revenue



Recurring / Non-Recurring Revenue

# Client Composition and Relationship





# Head count metrics

Head Count ( Incl Contractors)	Q1 FY 21	Q4 FY 21	Q1 FY22
Software Professional	417	447	474
S&M	33	51	60
G&A	53	54	56
<b>Total</b>	<b>503</b>	<b>552</b>	<b>590</b>

Women employees represent 24% of total headcount

Thank You



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