

Ref: SK/CHN/2021-22/E021

August 06, 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., Friday, August 06, 2021, the Board has approved, inter alia, the following:

**1. Unaudited financial results:**

Unaudited financial results (standalone and consolidated) for the quarter ended June 30, 2021. In this regard, we enclose copies of the following as prescribed under Regulation 33 of the Listing Regulations:

- The detailed format of the unaudited 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.
- Limited Review Report from the statutory auditors, M/s. K. Gopal Rao & Co., Chartered Accountants.
- Press release about the above financial results being released for publication.
- Earnings call presentation.

**2. Approval for raising capital by overseas subsidiary:**

The Board accorded its consent for the proposal to raise USD 20 Million in single or multiple tranches by its overseas wholly owned subsidiary Blockedge Technologies Inc (Formerly 8K Health Cloud Inc, USA) for its further growth and expansion by way of PE Investments / Initial Public Offering (IPO) listing in US Capital markets and / or Other Strategic Investors subject to the approval of shareholders in the ensuing Annual General Meeting which is scheduled on September 30, 2021.

### 3. Change in Audit Committee Chairmanship:

The Board of Directors appointed Mr. Biju Chandran (DIN: 06540000) as the Chairperson of Audit Committee. We further confirm that, there is no other change in any Directorships and members of the Committee remains unchanged.

The Board meeting commenced at 9.15 A.M and concluded at 10.05 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



**Independent Auditor's Review Report on the Quarterly Unaudited Standalone Financial Results**

**Review Report to  
The Board of Directors  
SecureKloud Technologies Limited**  
*(Formerly known as 8K Miles Software Services Limited)*

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **SecureKloud Technologies Limited** formerly known as 8K Miles Software Services Limited ("the Company"), for the quarter ended June 30, 2021 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/CMDI/44/2019 dated March 29, 2019 ("the Circular")
2. The Management of the Company is responsible for preparation of the Statement in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India. The Board of Directors have approved the Statement.
3. Our responsibility is to issue a report on the Statement based on our review. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **K. Gopal Rao & Co.**  
Chartered Accountants  
FRN: 000956SS



**CA Bashyakar Mattapalli**

Partner  
M Number: 015932  
UDIN: 21015932AAAAA S2500

Place: Chennai  
Date: August 6, 2021

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- ❖ Tiruvallur

**Registered Office :**

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**SecureKloud Technologies Limited**  
(formerly known as 8K Miles Software Services Limited)  
(CIN: L72300TN1993PLC101852)

Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

**Statement of Unaudited Standalone Financial Results for the Quarter ended June 30, 2021**

S.No.	Particulars	Quarter Ended			Year Ended
		30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
		Unaudited	Audited	Unaudited	Audited
(₹ in lakhs)					
<b>1</b>	<b>Income</b>				
	a) Revenue from operations	1,011.96	756.85	1,400.71	4,126.12
	b) Other income (including foreign exchange gain / (loss))	36.41	2.99	47.22	(108.60)
	<b>Total income</b>	<b>1,048.37</b>	<b>759.84</b>	<b>1,447.93</b>	<b>4,017.52</b>
<b>2</b>	<b>Expenses</b>				
	a) Employee benefits expense	776.44	676.71	546.08	2,708.56
	b) Finance costs (Refer Note 5)	279.23	199.10	199.14	860.96
	c) Depreciation and amortization expense	12.11	9.48	6.03	41.82
	d) Other expenses	100.43	76.20	86.18	381.31
	<b>Total expenses</b>	<b>1,168.21</b>	<b>961.49</b>	<b>837.43</b>	<b>3,992.65</b>
<b>3</b>	<b>Profit / (Loss) before exceptional items and tax (1-2)</b>	<b>(119.84)</b>	<b>(201.65)</b>	<b>610.50</b>	<b>24.87</b>
4	Exceptional items	-	-	-	-
<b>5</b>	<b>Profit / (Loss) before tax (3-4)</b>	<b>(119.84)</b>	<b>(201.65)</b>	<b>610.50</b>	<b>24.87</b>
6	Tax expense				
	- Current tax	1.25	(46.58)	176.72	21.47
	- Tax related to previous period (Refer Note 5)	97.84	-	-	-
	- Deferred tax	(5.65)	24.44	(6.88)	7.59
<b>7</b>	<b>Net profit / (loss) for the period / year ended (5-6)</b>	<b>(213.28)</b>	<b>(179.51)</b>	<b>440.66</b>	<b>(4.19)</b>
8	Other comprehensive income / (loss)				
	Items that will not be reclassified to the statement of profit and loss				
	(a) Actuarial gain / (loss) on defined benefit obligation	-	(3.01)	-	(5.96)
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	-	-	-	-
	<b>Total other comprehensive income / (loss) (Net of tax)</b>	<b>-</b>	<b>(3.01)</b>	<b>-</b>	<b>(5.96)</b>
<b>9</b>	<b>Total comprehensive income / (loss) for the period / year ended (7+8)</b>	<b>(213.28)</b>	<b>(182.52)</b>	<b>440.66</b>	<b>(10.15)</b>
10	Paid-up equity share capital (Face value of INR 5/- each)	1,525.88	1,525.88	1,525.88	1,525.88
	Number of equity shares	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605
	Weighted average number of equity shares	3,50,17,605	3,07,02,537	3,05,17,605	3,07,02,537
	Reserves (Other Equity)				7,861.37
<b>11</b>	<b>Earnings per equity share (EPS) [Face value of INR 5/- each]</b>				
	(a) Basic (INR)	(0.70)	(0.59)	1.44	(0.01)
	(b) Diluted (INR)	(0.61)	(0.59)	1.44	(0.01)



V. Suresh

**SecureKloud Technologies Limited**  
(formerly known as 8K Miles Software Services Limited)  
(CIN: L72300TN1993PLC101852)

**Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018**

**Statement of Unaudited Standalone Financial Results for the Quarter ended June 30, 2021**

**Notes:**

- 1 The above financial results of the Company were reviewed by the Audit Committee and approved by the Board of Directors in its meeting held on August 06, 2021. The Statutory auditors of the company have carried out a limited review of the above unaudited standalone financial results for the quarter ended June 30, 2021 and have issued an unmodified review report. The review report of the statutory auditors is being filed with the National Stock Exchange of India Limited ('NSE') and BSE Ltd ('BSE') and is also available on the Company's website. The financial results are prepared in accordance with the Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder.
- 2 The Company operates in a single segment, i.e., "Information And Technology Services" and hence, does not have any additional disclosures to be made under Ind AS 108 - Operating Segments.
- 3 It is challenging to predict the full economic impact of COVID 19, which had affected the global business during the quarter. However, the Company, based on the information available, had made assessment of the situation, which led to form a view that COVID 19 does not materially affect the financial position at the end of current quarter. The eventual outcome of impact of the global health pandemic may be different from those estimated as on the date of approval of these financial results and the Company will keep monitoring the uncertainties caused by the pandemic to assess its impact on our future economic conditions.
- 4 The Company allotted 45,00,000 (Forty five Lakhs) convertible warrants of INR 100/- each to Mr Suresh Venkatachari, Promoter and CEO of the Company on March 17, 2021 on receipt of an upfront payment INR 11,25,00,000/- (Rupees Eleven Crores Twenty-Five Lakhs Only) equal to 25% of the total consideration as per the terms of preferential issue in compliance with Chapter V of SEBI (Issue of Capital & Disclosure Requirements) Regulations, 2018 and Section 42 & 62 of the Companies Act, 2013 and rules made thereunder as amended from time to time. The Company has considered equivalent shares of 45,00,000 (Forty five Lakhs) for the purpose of diluted EPS as per IND AS 33.
- 5 The Company has recognised taxes amounting to INR 97.84 lakhs and interest on taxes amounting to INR 93.62 lakhs included under finance costs relating to prior periods in relation to certain income taxes cases which were under dispute; the management was of the view that the claims were not tenable and accordingly had considered as contingent liabilities till the year ended March 31, 2021.
- 6 The figures of the quarter ended March 31, 2021 represent the balancing figures between audited figures in respect of the full financial year ended March 31, 2021 and the unaudited published year-to-date figures upto December 31, 2020 which were subjected to limited review.
- 7 The figures in the previous period financial results have been reclassified to conform to the presentation of the current quarter financial results. These reclassifications have no effect on the previously reported net loss/profit.



Place: Chennai  
Date: August 06, 2021



**By Order of the Board  
For and behalf of the Board of Directors**

**Suresh Venkatachari**  
Chief Executive Officer  
DIN No.00365522



## Independent Auditor's Review Report on the Quarterly Unaudited Consolidated Financial Results

### Review Report to The Board of Directors SecureKloud Technologies Limited (Formerly known as 8K Miles Software Services Limited)

1. We have reviewed the accompanying unaudited consolidated financial results of **SecureKloud Technologies Limited** formerly known as 8K Miles Software Services Limited ("the Parent"), its foreign subsidiaries (together referred to as "the Group") for the quarter ended **June 30, 2021** (the "Statement") attached herewith being submitted by the Parent Company pursuant to the requirements of Regulations 33 of the SEBI (Listing, Obligations and Disclosure requirements) Regulations, 2015 as amended ("Regulations") read with SEBI Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 ("the Circular").
2. This Statement, which is the responsibility of the Parent Company's Management and approved by the Parent Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended read with relevant rules issued thereunder the other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion. We have performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
4. The Statement includes the results of the following entities:

S.No.	Name of the Company	Relationship with the Holding Company
1	SecureKloud Technologies Inc, USA (Formerly known as 8K Miles Software Services Inc, USA)	Subsidiary
2	Blockedge Technologies Inc, USA (Formerly known as 8K Miles Health Cloud Inc, USA)	Subsidiary
3	Mentor Minds Solutions & Services Inc, USA	Subsidiary
4	Healthcare Triangle Pvt Limited, India	Subsidiary
5	Nexage Technologies Inc, USA	Step down subsidiary
6	Healthcare Triangle Inc, USA	Step down subsidiary
7	Serj Solutions Inc, USA	Step down subsidiary
8	SecureKloud Technologies Inc, Canada	Step down subsidiary



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**K. GOPAL RAO & CO.,**  
Chartered Accountants  
GSTIN : 33AAGFK3782M1ZZ

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **K. Gopal Rao & Co.**  
Chartered Accountants  
FRN: 000956SS



**CA Bashyakar Mattapalli**

Partner  
M Number: 015932  
UDIN: 21015932AAAAAT5333

Place: Chennai  
Date: August 6, 2021

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**SecureKloud Technologies Limited**  
(formerly known as 8K Miles Software Services Limited)  
(CIN: L72300TN1993PLC101852)

**Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018**

**Statement of Unaudited Consolidated Financial Results for the quarter ended June 30, 2021**

(₹ in lakhs)

S.No.	Particulars	Quarter Ended			Year Ended
		30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
		Unaudited	Audited	Unaudited	Audited
<b>1</b>	<b>Income</b>				
	a) Revenue from operations	9,025.86	8,292.88	8,807.38	35,054.61
	b) Other income (including foreign exchange gain / (loss))	35.96	(18.01)	47.22	(93.92)
	<b>Total income</b>	<b>9,061.82</b>	<b>8,274.87</b>	<b>8,854.60</b>	<b>34,960.69</b>
<b>2</b>	<b>Expenses</b>				
	a) Employee benefits expense	6,072.49	4,781.85	4,525.12	19,157.60
	b) Finance costs (Refer Note 5)	404.82	290.47	308.08	1,200.26
	c) Depreciation and amortization expense	207.60	177.06	548.37	1,849.90
	d) Other expenses	3,440.19	3,194.35	3,938.94	12,599.72
	<b>Total expenses</b>	<b>10,125.10</b>	<b>8,443.73</b>	<b>9,320.51</b>	<b>34,807.48</b>
<b>3</b>	<b>Profit / (Loss) before exceptional items and tax (1-2)</b>	<b>(1,063.28)</b>	<b>(168.86)</b>	<b>(465.91)</b>	<b>153.21</b>
4	Exceptional items	-	-	-	-
<b>5</b>	<b>Profit / (Loss) before tax (3-4)</b>	<b>(1,063.28)</b>	<b>(168.86)</b>	<b>(465.91)</b>	<b>153.21</b>
6	Tax expense				
	- Current tax	1.79	(41.90)	177.05	27.43
	- Tax related to previous period (Refer Note 5)	97.84	-	-	-
	- Deferred tax	(836.31)	24.44	(6.88)	7.59
<b>7</b>	<b>Net profit after tax for the period / year ended (5-6)</b>	<b>(326.60)</b>	<b>(151.40)</b>	<b>(636.08)</b>	<b>118.19</b>
8	Other comprehensive income / (loss)				
	Items that will not be reclassified to the statement of profit and loss				
	- Remeasurement of the defined benefit plans	-	(3.01)	-	(5.96)
	<b>Total other comprehensive income / (loss) (Net of tax)</b>	<b>-</b>	<b>(3.01)</b>	<b>-</b>	<b>(5.96)</b>
<b>9</b>	<b>Total comprehensive income / (loss) for the period / year ended (7+8)</b>	<b>(326.60)</b>	<b>(154.41)</b>	<b>(636.08)</b>	<b>112.23</b>
10	<b>Profit / (loss) attributable to:</b>				
	Owners of the company	(224.20)	(113.16)	(280.25)	159.50
	Non-controlling Interest	(102.40)	(38.24)	(355.83)	(41.31)
11	<b>Other comprehensive income / (loss) attributable to:</b>				
	Owners of the company	-	(3.01)	-	(5.96)
	Non-controlling Interest	-	-	-	-
12	<b>Total comprehensive income / (loss) attributable to:</b>				
	Owners of the company	(224.20)	(116.17)	(280.25)	153.54
	Non-controlling Interest	(102.40)	(38.24)	(355.83)	(41.31)
13	Paid-up equity share capital (Face value of INR 5/- each)	1,525.88	1,525.88	1,525.88	1,525.88
	Number of equity shares	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605
	Weighted average number of equity shares	3,50,17,605	3,07,02,537	3,05,17,605	3,07,02,537
	Reserves (Other Equity) - excluding any revaluation reserve				2,571.43
14	<b>Earnings per equity share (EPS) [Face value of INR 5/- each]</b>				
	(a) Basic (INR)	(0.73)	(0.37)	(0.92)	0.52
	(b) Diluted (INR)	(0.64)	(0.37)	(0.92)	0.52



**SecureCloud Technologies Limited**  
(formerly known as 8K Miles Software Services Limited)  
(CIN: L72300TN1993PLC101852)

**Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018**

**Statement of Unaudited Consolidated Financial Results for the quarter ended June 30, 2021**

**Notes:**

- 1 The above financial results of the company were reviewed by the audit committee and approved by the Board of Directors in its meeting held on August 06, 2021. The Statutory auditors of the company have carried out a limited review of the above unaudited consolidated financial results for the quarter ended June 30, 2021 and have issued an unmodified review report. The review report of the statutory auditors is being filed with the National Stock Exchange of India Limited ('NSE') and BSE Ltd ('BSE') and is also available on the Company's website. The Consolidated financial results have been prepared in accordance with applicable Indian Accounting Standards as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and Amended Rules, 2016.
- 2 The Company operates in a single segment, i.e., "Information And Technology Services" and hence, does not have any additional disclosures to be made under Ind AS 108 - Operating Segments.
- 3 It is challenging to predict the full economic impact of COVID 19, which had affected the global business during the quarter. However, the Company, based on the information available, had made assessment of the situation, which led to form a view that COVID 19 does not materially affect the financial position at the end of current quarter. The eventual outcome of impact of the global health pandemic may be different from those estimated as on the date of approval of these financial results and the Company will keep monitoring the uncertainties caused by the pandemic to assess its impact on our future economic conditions.
- 4 The Company allotted 45,00,000 (Forty five Lakhs) convertible warrants of INR 100/- each to Mr Suresh Venkatachari, Promoter and CEO of the Company on March 17, 2021 on receipt of an upfront payment INR 11,25,00,000/- (Rupees Eleven Crores Twenty-Five Lakhs Only) equal to 25% of the total consideration as per the terms of preferential issue in compliance with Chapter V of SEBI (Issue of Capital & Disclosure Requirements) Regulations, 2018 and Section 42 & 62 of the Companies Act, 2013 and rules made thereunder as amended from time to time. The Company has considered equivalent shares of 45,00,000 (Forty five Lakhs) for the purpose of diluted EPS as per IND AS 33.
- 5 The Company has recognised taxes amounting to INR 97.84 lakhs and interest on taxes amounting to INR 93.62 lakhs included under finance costs relating to prior periods in relation to certain income taxes cases which were under dispute; the management was of the view that the claims were not tenable and accordingly had considered as contingent liabilities till the year ended March 31, 2021.
- 6 The figures of the quarter ended March 31, 2021 represent the balancing figures between audited figures in respect of the full financial year ended March 31, 2021 and the unaudited published year-to-date figures upto December 31, 2020 which were subjected to limited review.
- 7 The figures in the previous period financial results have been reclassified to conform to the presentation of the current quarter financial results. These reclassifications have no effect on the previously reported net loss/profit.



Place: Chennai  
Date: August 06, 2021



**By Order of the Board  
For and behalf of the Board of Directors**

*V. Suresh*

**Suresh Venkatachari**  
Chief Executive Officer  
DIN No.00365522

**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
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## 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
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## 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 Q1 Earnings Presentation

August 06, 2021



**SECUREKLOUD**

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## Business Update

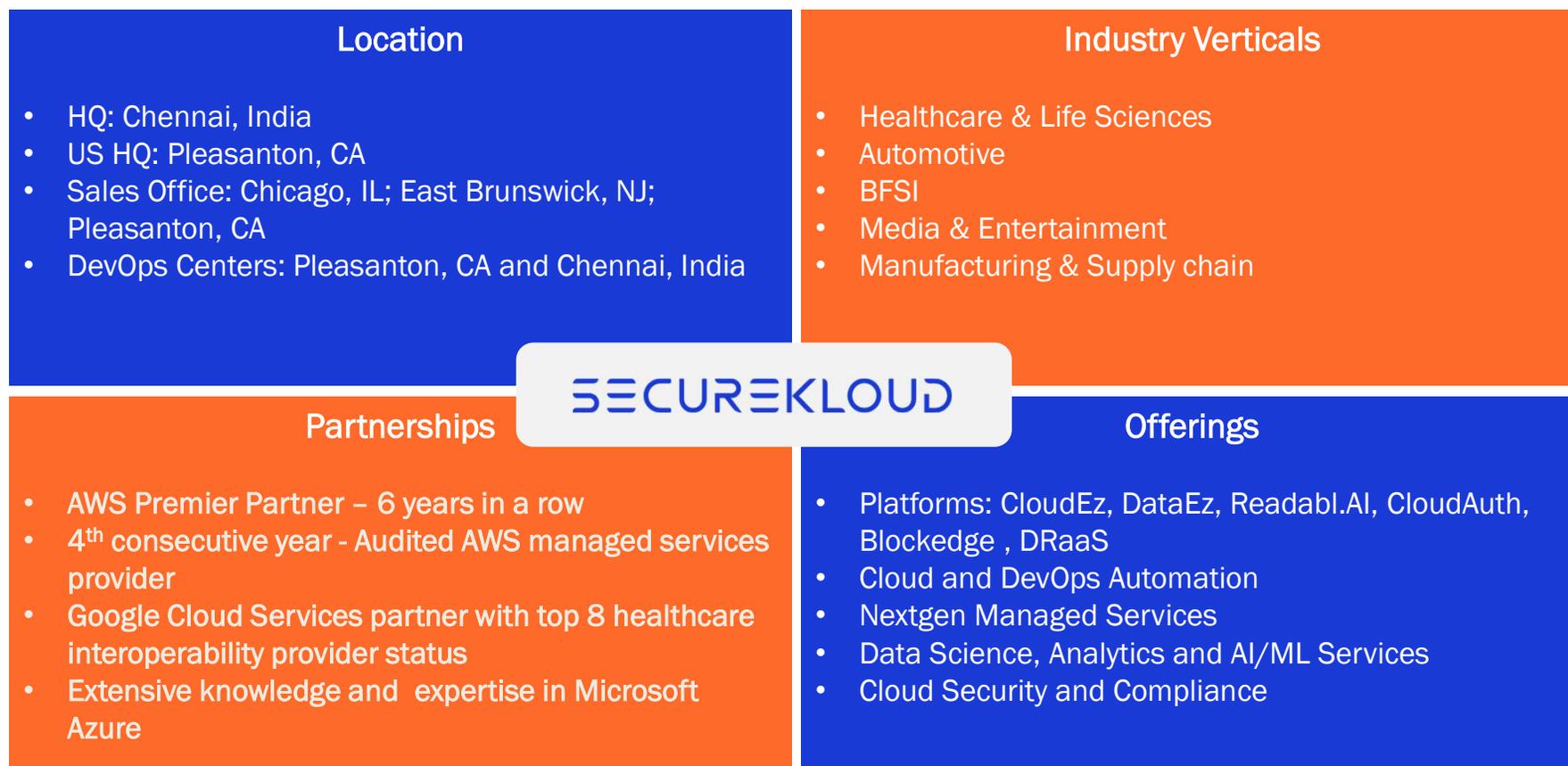
*“We are continuing to see growth in our recurring revenue business through our innovative, platform-based services which is gaining traction as evidenced by our recent customer wins. We have also made inroads into new industry verticals like Logistics and Telco and we continue to look for new industries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

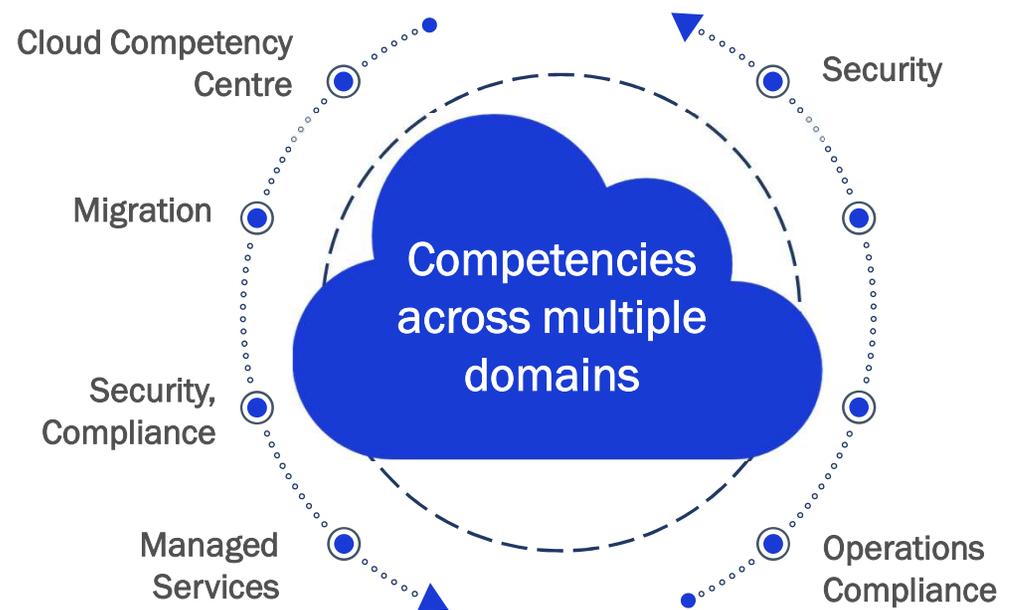
# Company Overview

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



**SECUREKLOUD**

# 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
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# Financial Highlights



**SECUREKLOUD**

## 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

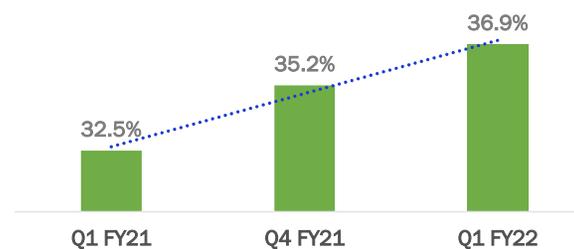
36.9%

# Quarterly KPIs (₹ in lakhs)

## Revenue



## Recurring revenue

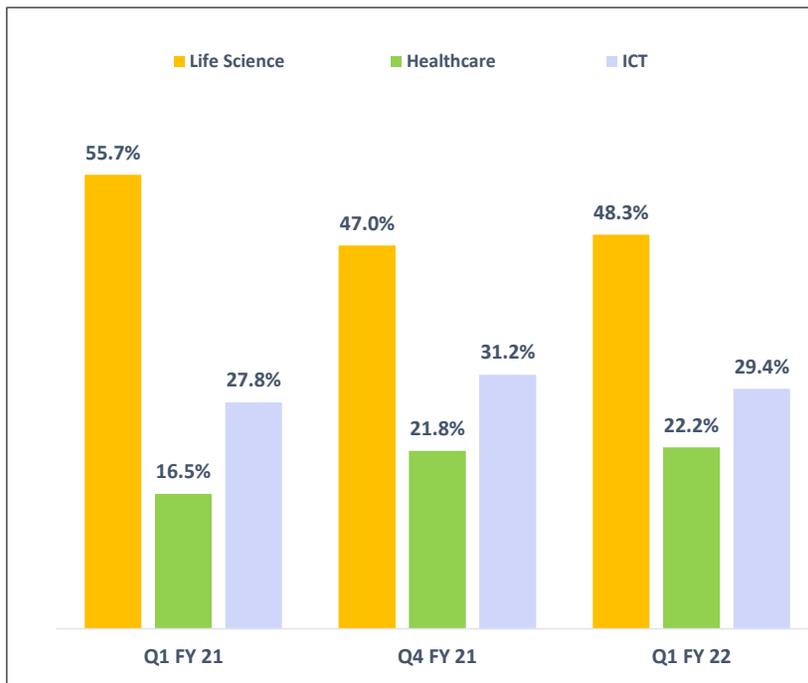


## R & D Expenses and % to revenue

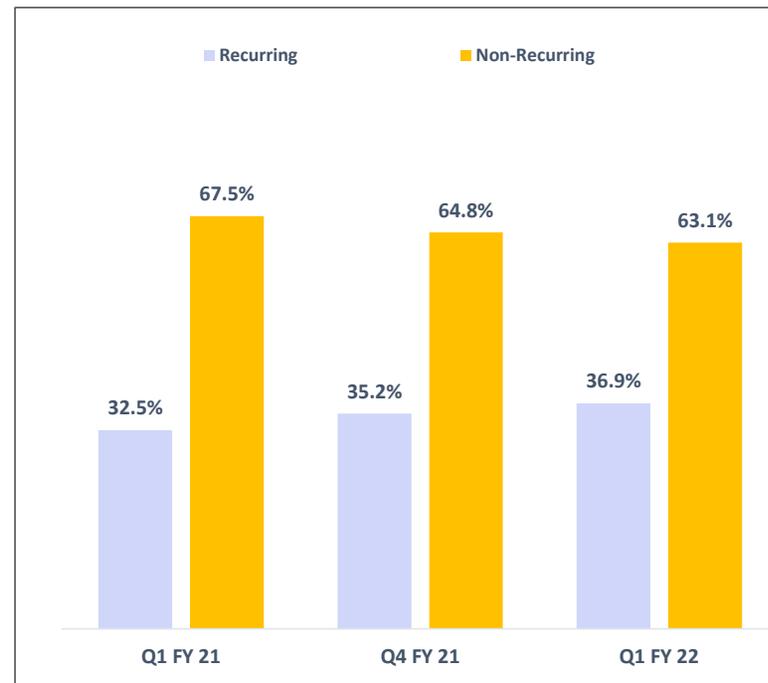


# Revenue Metrics

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

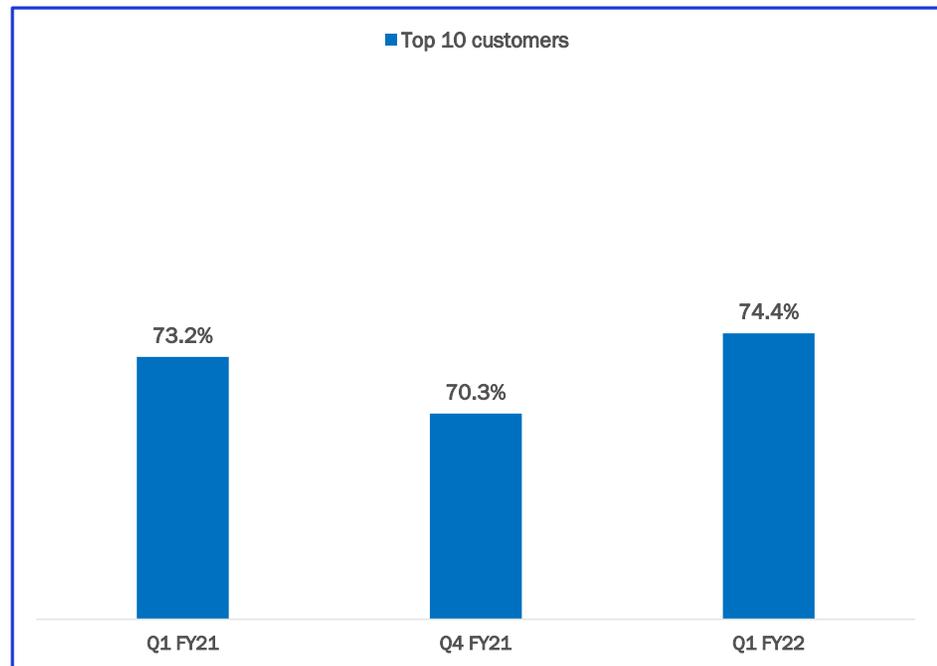


Segmental Revenue



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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