
Varanium Cloud Limited

(NSE Emerge: Cloud)

Shareholder & Analyst Meet

March 22, 2023


Varanium

HAPPY
Gudi
PADWA





Summary of questions received

Financial Queries

- Expected revenue and EBITDA growth rate for future years and growth plans;
- Sustainable margins;

Overall Operations

- Details on SaaS and ECaaS verticals and Varanium's strategy?
- Data Centres – details on the agreement signed recently for the commissioning and supply of containerized edge data centres – cost/benefit analysis between our containerized edge data centre and regular data centre. How are they being funded currently? Post Fastway acquisition debt, how will they be funded? Unit economics and growth plans? If we plan to open more than 1000+ data centres in 4 countries, do we have offices/business partners in those countries?
- Fintech – details on products and services offered.
- Misc – Any plans to enter IT security services and smart city surveillance projects?

Queries at Corporate Level

- Malta!
- Shareholding pattern as of 20 March 2023;
- Preferential Allotment status;



Summary of questions received

Fastway Acquisition

- What is the objective of such a big acquisition?
- Is there a binding agreement?
- When will it be completed?
- Why is it a 100% acquisition v/s 51%?
- Are there additional business prospects from this?
- How will it be financed?
- What will be the interest rate post-acquisition?
- What consolidated revenue is expected in 1st year of acquisition? What will be the bottom line of the company?
- Alleged history of conflict with cable operators - How are we safeguarding ourselves? Have we received a reply from Fastway?



Summary Income Statements

INR Lacs	H1 FY23 (01.04.22 to 30.09.22)	Q3 FY23 (01.10.22 to 31.12.22)
Total Income From Operations	12,355.73	10,948.64
Data centre & Hosting Charges	8,129.04	6,659.15
Gross Margin	4,226.69	4,289.49
Gross Margin %	34.2%	39.1%
Employee Benefit Expenses	83.40	52.76
Finance Cost	-	0.03
Depreciation & Amortisation Expenses	9.30	8.18
Other Expenses	608.80	275.8
Profit Before Tax	3,525.19	3,952.73
Profit Before Tax Margin %	28.5%	36.1%
Tax Expense	887.29	994.86
Profit After Tax	2,637.90	2957.86
Profit After Tax Margin %	21.3%	27.0%



Revenue Analysis

INR Lacs	H1 FY23 (01.04.22 to 30.09.22)	Q3 FY23 (01.10.22 to 31.12.22)
Total Income From Operations	12,355.73	10,948.64

Revenue Split By Geography (INR Lacs)	H1 FY23 (01.04.22 to 30.09.22)	Q3 FY23 (01.10.22 to 31.12.22)
Export Revenue	10,570.30	9,156.73
Domestic Revenue	1,785.43	1,791.91
Total Income From Operations	12,355.73	10,948.64

Revenue Split By Service (INR Lacs)	H1 FY23 (01.04.22 to 30.09.22)	Q3 FY23 (01.10.22 to 31.12.22)
SaaS Revenue (VoIP)	10,570.30	9,156.73
Online PayFac Commission Revenue	1,539.23	631.24
eCommerce-as-a-Service (EaaS/ITES Revenue)	246.20	887.10
Edmission (EdTech)	-	273.57
Total Income From Operations	12,355.73	10,948.64

Milestones Review FY 23

Milestone	Status
Quarterly reporting of financial results for transparency to public shareholders;	Achieved
Additional clients wins in Europe & Africa for VoIP SaaS;	Partly achieved; Will be completed by June 2023
Deployment of at least 3 containerized data centers under proprietary design to improve gross margins;	Achieved
Commissioning of at least 1 more edtech “Edmission” centre in Sindhudurg;	Partly achieved; Space closed in Kudal, centre to be live by September 2023
At least 3 more client wins for EaaS services;	Achieved
At least 1 more large client win from Europe for PayFac services.	Not achieved



Thank you.


Varanium

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