
Varanium

Cloud Limited

(NSE Emerge: Cloud)

*Q4FY23 & FY23 Earnings Analysis &
Guidance For FY24*


Varanium

Our audited results for Q4FY23 and FY23



Varanium
Cloud Ltd.

ॐ भूर्भुवः स्वः । तत् सवितुर्वरेण्यं
भर्गो देवस्य धीमहि । धियो यो नः प्रचोदयात् ॥

VARANIUM CLOUD LIMITED

CIN: U64200MH2017PLC303172

Regd. Office: Third Floor, Plot No. 244-A RDP 2, CTS 1374/B Vill. Versova, SVP Nagar, Four Bungalows, Mumbai 400053

Email: info@vrnm.com | Website: https://vrnm.com



EXTRACT OF STANDALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2023

Sr. No.	PARTICULARS	Rs. In Lakhs (Except EPS)				
		QUARTER ENDED			YEAR ENDED	
		31.03.2023 (Audited)	31.12.2022 (Unaudited)	31.03.2022 (Audited)	31.03.2023 (Audited)	31.03.2022 (Audited)
1.	Total Income From Operations	15,032.99	10,948.64	1332.15	38,337.36	3,535.21
2.	Net Profit / (Loss) For The Period (Before Tax, Exceptional And / Or Extra Ordinary Items)	4,237.88	3,952.72	-704.4	11,718.05	1,194.50
3.	Net Profit / (Loss) For The Period Before Tax (After Exceptional And / Or Extra Ordinary Items)	4,237.88	3,952.72	-704.4	11,718.05	1,194.50
4.	Net Profit / (Loss) For The Period After Tax (After Exceptional And / Or Extra Ordinary Items)	2,948.99	2,957.86	-793.22	8,546.44	840.19
5.	Total Comprehensive Income For The Period (Comprising Profit For The Period (After Tax) And Other Comprehensive Income (After Tax)	2,948.99	2,957.86	-793.22	8,244.89	840.19
6.	Paid Up Equity Share Capital (Fv Of Re. 10/- Each)	1,005.14	1,005.14	635.14	1,005.14	635.14
7.	Other Equity	0.00	0.00	0.00	0.00	0.00
8.	Earnings Per Share (Of 10/- Each)					
	A) Basic- Rs.	29.34	29.34	-15.01	82.03	15.9
	B) Diluted- Rs.	29.34	29.34	-15.01	82.03	15.9

NOTES:

- The Financial Results have been reviewed and recommended by the Audit Committee and thereafter approved by the Board of Directors in its meeting held on 28th April 2023. The above results have been audited by the Statutory Auditors of the Company.
- The above is an extract of the detailed format of fourth quarter and year ended Standalone Audited Financial result as on 31st March 2023 filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulation, 2015. The full format of the Quarterly Financial Results are available on stock exchange websites (www.nseindia.com) and on the Company's website (<https://vrnm.com>)
- The entire operation of the Company relate to only one segment viz. IT Services. Hence, Ind AS - 108 is not applicable.
- Figures for the Previous period /quarter have been rearranged / re-grouped wherever necessary, to confirm with the figures for the current year / quarter.
- The Board has recommended a final dividend at the rate of Rs. 7 per share of face value of Rs. 10 each on equity shares for the financial year ended March 31, 2023. The dividend payout is subject to the Members' approval at the forthcoming Annual General Meeting ("AGM") of the Company.

For and on behalf of the Board
For VARANIUM CLOUD LIMITED

Sd/-

HARSHAWARDHAN HANMANT SABALE

DIN: 00168418

MANAGING DIRECTOR

LISTED ON



Place: Mumbai
Date: 28.04.2023



INR Lacs	Q4FY23	Q3FY23	% change Q-o-Q	Management Analysis and FY24 Guidance
Total Income From Operations	15,032.99	10,948.64	37.3%	<ul style="list-style-type: none"> Q4 run rate will continue into FY24

Revenue Split By Geography (INR Lacs)	Q4FY23	Q3FY23	% change Q-o-Q	Management Analysis and FY24 Guidance
Export Revenue	12,896.35	9,156.73	40.8%	<ul style="list-style-type: none"> Reduction in Export Revenues as a % of Total Revenue expected over FY24 as other service lines come on stream
Domestic Revenue	2,136.64	1,791.91	19.2%	
Total Income From Operations	15,032.99	10,948.64	37.3%	

Revenue Split By Service (INR Lacs)	Q4FY23	Q3FY23	% change Q-o-Q	Management Analysis and FY24 Guidance
SaaS Revenue (VoIP)	12,896.35	9,156.73	40.8%	<ul style="list-style-type: none"> PayFac will be phased out completely by Q1FY24; EaaS gathering significant steam and we expect this to contribute heavily to the revenue mix in FY24 – expected to grow to up to 20% of Total Revenue in FY24; Edmission and Hydra Web Services expected to grow significantly as well up to 15% of the Total Revenue in FY24; A new business line – Cable Cloud (OTT streaming platform services) – expected to come on stream in Q1FY24.
Online PayFac Commission Revenue	229.21	631.24	-63.7%	
eCommerce-as-a-Service (EaaS/ITES Revenue)	1,527.13	887.10	38.3%	
Edmission (EdTech)	345.55	273.57	26.3%	
Hydra Web Services (BPO)	34.76	-	NA	
Total Income From Operations	15,032.99	10,948.64	37.3%	



INR Lacs	Q4FY23	Q3FY23	% change Q-o-Q	Management Analysis and FY24 Guidance
Data centre, bandwidth & hosting charges	10,348.76	6,659.15	55.4%	<ul style="list-style-type: none"> • Reduction in gross margins as additional hosting capacity had to be hired to meet strong growth in VoIP; • This further underlines our requirement to set up in our in-house data center capacity; • We hope to bring the gross margin up to 50-55% level in accordance with global vertical SaaS comparables over FY24; • Reduction in Employee Expenses compared to previous quarter as Diwali bonus was paid in previous quarter; • Depreciation has increased significantly as a result of capitalization of our data centres in Goa and Kudal as they came on stream in Q4FY23; • Overall drop in PBT and PAT margin as a direct result of reduction in Gross Margin – this drop will correct by Q1FY24; • We expect PAT margins to average out to between 22-25% in FY24.
Gross Margin	4,684.23	4,289.49		
Gross Margin %	31.2%	39.2%		
Employee Benefit Expenses	38.99	52.76	-26.1%	
Depreciation & Amortisation Expenses	194.81	8.18	2281.5%	
Other Expenses	212.56	275.83	-22.9%	
Profit Before Tax	4,237.88	3,952.72		
Profit Before Tax Margin %	28.2%	36.1%		
Tax Expense	1,288.89	994.86		
Profit After Tax	2,948.99	2,957.86		
Profit After Tax Margin %	19.6%	27.0%		



INR Lacs	FY23	FY22	% change Y-o-Y
Total Income From Operations	38,337.36	3,535.21	984.4%
Data centre, bandwidth & hosting charges	25,136.94	1,038.86	2319.7%
Gross Margin	13,200.42	2,496.35	
Gross Margin %	34.4%	70.6%	
Employee Benefit Expenses	175.15	903.82	-80.6%
Depreciation & Amortisation Expenses	210.3	9.66	2074.3%
Other Expenses	1,097.18	388.37	182.5%
Profit Before Tax	11,718.05	1,194.50	881.0%
Profit Before Tax Margin %	30.6%	33.8%	
Tax Expense	3,171.61	354.31	
Profit After Tax	8,546.44	840.19	
Profit After Tax Margin %	22.3%	23.8%	



Summary areas of questions received

- Preference issue
- Fastway acquisition
- Mumbai edge data center
- Growth plans
- Debtors/Receivables
- Customer mix
- Subsidiaries



Milestones for FY24

- Increase Hydra Web Services to 500 seats
- Complete roll out of 10 EDCs
- Complete rollout of 3 more Edmission centres
- Complete preferential issue
- Complete Fastway acquisition
- Sign 10 more clients for EaaS
- Launch Cable Cloud streaming platform



Thank you.


Varanium

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