
Varanium Cloud Limited

(NSE Emerge: Cloud)

Q1FY24 Earnings Discussion

July 26, 2023


Varanium

UFR For Q1FY24



PART-I		Rs. In Lakhs (Except EPS)			
SN	PARTICULARS	QUARTER ENDED		YEAR ENDED	
		30.06.2023 (Unaudited)	31.03.2023 (Audited)	30.06.2022 (Unaudited)	31.03.2023 (Audited)
1.	Total Income From Operations	17,061.41	15,032.99	5,213.42	38,337.36
2.	Net Profit / (Loss) For The Period (Before Tax, Exceptional And / Or Extra Ordinary Items)	5,509.16	4,237.88	3,241.34	11,718.05
3.	Net Profit / (Loss) For The Period Before Tax (After Exceptional And / Or Extra Ordinary Items)	5,509.16	4,237.88	3,241.34	11,718.05
4.	Net Profit / (Loss) For The Period After Tax (After Exceptional And / Or Extra Ordinary Items)	4,068.51	2,948.99	2,450.37	8,546.44
5.	Total Comprehensive Income For The Period (Comprising Profit For The Period (After Tax) And Other Comprehensive Income (After Tax))	4,068.51	2,948.99	2,450.37	8,244.90
6.	Paid Up Equity Share Capital (F. V. of Re. 5/- Each)	2,010.29	1,005.14	1,005.14	1,005.14
7.	Other Equity	-	-	-	-
8.	Earnings Per Share (Of 5/- Each)				
	A) Basic- Rs.	10.12	29.34	24.38	82.03
	B) Diluted- Rs.	10.12	29.34	24.38	82.03

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 21st July, 2023. The Statutory Auditors of the Company have carried out a "Limited Review" of the financial results for the Quarter Ended on 30th June, 2023.
- Figures for the Previous period /quarter have been rearranged/re-grouped wherever necessary, to confirm with the figures for the current year/quarter.
- The financial results are prepared in accordance with the Indian Accounting Standard ("Ind AS") as prescribed under section 133 of the Companies Act, 2013 read with relevant rules thereunder.
- The Entire Operation of the Company relate to only one Segment viz. IT Services; Hence, Ind AS - 108 is not applicable. Thus, no separate disclosure for segment reporting is made.
- The Board of Directors have approved and declared the Interim Dividend of Rs. 1.50/- per equity share each of the Company for the quarter ended June 30, 2023.

For and on behalf of the Board
For VARANIUM CLOUD LIMITED

Sd/-
HARSHAWARDHAN HANMANT SABALE
DIN: 00168418
MANAGING DIRECTOR

LISTED ON
 NSE | Emerge

Place: Mumbai
Date: 21.07.2023

INR Lacs	Q1 FY 24	Q4 FY 23	% Change Q-o-Q	Management Analysis & Guidance
Total Income from Operations	17,061	15,033	13.5%	<ul style="list-style-type: none"> • Increase in revenue in line with organic growth expected for the quarter; • Improvement in gross margins in line with expectations as EDC start coming on stream; • Reduction in employee costs due to reduction in MD remuneration and transition of roles to Sawantwadi & Kudal from Mumbai; • Drop in other expenses to normalised levels as reduction in feasibility tests expenses, recce visits etc for roll out of EDCs; • We expect PAT margins to sustain at the ~22-23% levels in the long term.
Data Center, bandwidth & hosting Charges (Direct Costs)	11,242	10,349	8.6%	
<i>Gross Margin</i>	<i>34.1%</i>	<i>31.2%</i>		
Employee Benefit Expenses	28	39	-27.7%	
Depreciation & Amortisation Expenses	210	195	7.8%	
Other Expenses	72	213	-66.0%	
Total Expenses	11,552	10,795	7.0%	
Profit Before Tax	5,509	4,238	30.0%	
Tax Expenses	1,441	1,289	11.8%	
Net Profit After Tax	4,069	2,949	38.0%	
Net Profit Margin	23.8%	19.6%		



Summary areas of questions received

- Rolta
- AI Plans
- Drop in employee costs
- FY23 final dividend
- Mumbai EDC
- EDC economics
- Varied business lines



Milestones for Q2FY24

- Roll out one additional contract for Hydra BPO of up to 200 seats
- Launch Mumbai EDC
- Launch Cable Cloud video SaaS streaming platform
- Transition head office to Sawantwadi



Thank you.


Varanium

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LinkedIn: <https://www.linkedin.com/company/varanium-cloud/>
