

Sovereign Cloud Holdings Limited

Q1 FY24 4C Commentary

23 October 2023



FY24 Q1 4C Commentary



Strengthen Sales & Marketing

Q1 FY24 compared to Q4 FY23

- Revenue \$2.5m up 19%
- Annual Recurring Revenue (ARR) \$6.5m up 32%
- Net ARR Contracts Signed \$3.1m up 72%



Expand the AUCloud offering in Cyber Security

Cyber Security Revenue now the primary income stream; contributing 54% of ARR

- Expanded our offering in cyber security solutions; and we continue to explore how we can most effectively amplify our growth through building, partnering or acquiring capabilities in the cyber security sector.



Partner in the Multi-Cloud and Public Cloud markets

Preparing to partner in the Public Cloud market

- Rationalising our sovereign cloud environments, to better enable partnerships in the public cloud market is well advanced and will be completed in Q2 FY24. The company is currently undertaking the pre-requisite certifications to partner with a hyperscaler; which we expect to present new opportunities in 2024.



Targeted focus on industry specific solutions

Launched our 1st targeted industry solution - LexCloud

- AUCloud in partnership with leading legal industry MSP provider, LexVeritas, launched LexCloud. In Q1 we onboarded the first law firm to LexCloud; with a new 3-year contract.



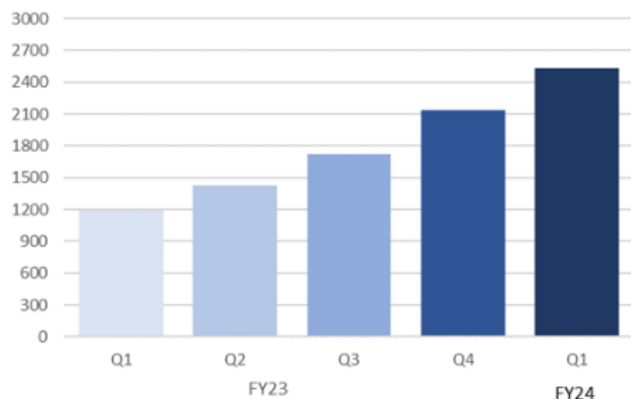
Align cost base

Aligning the cost base to focus only on the strategy

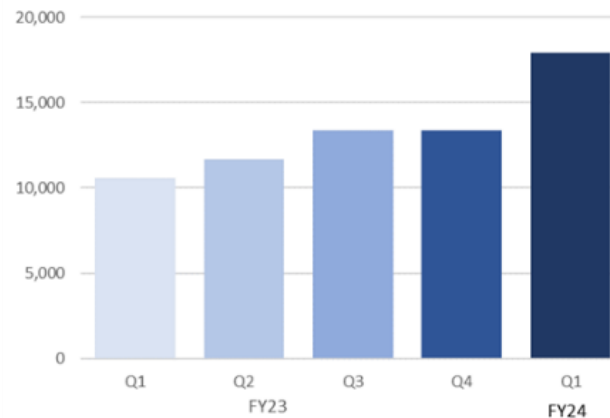
- Lower operating costs and wages expense; with headcount reduced to 60.

FY24 Q1 4C Commentary

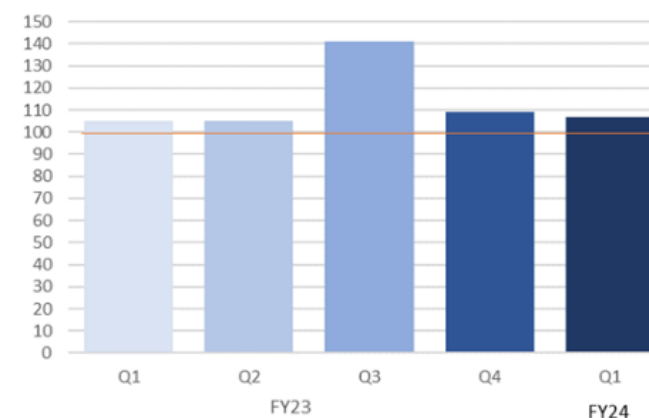
Quarterly Revenue



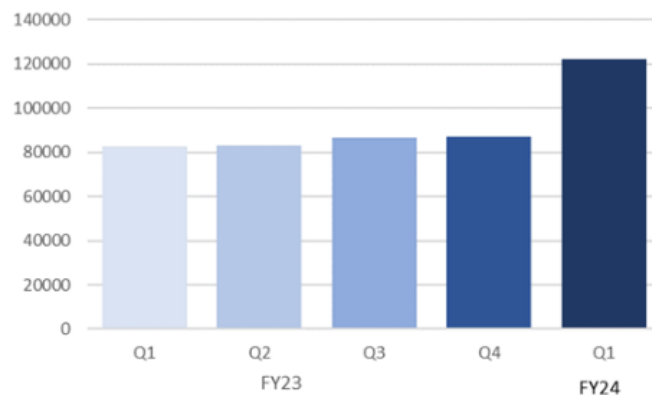
Quarterly Average Revenue Per Day



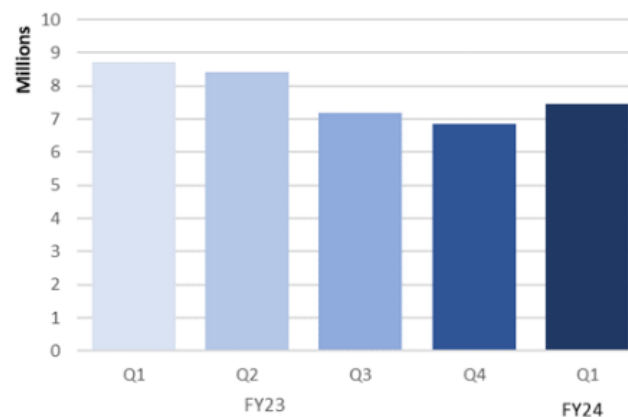
Net Revenue Retention %



Quarterly ARPU



Total Contract Value



Annual Recurring Revenue

