

Investment Teaser

CloudTech

Arranger : Investrust Capital (Pvt)Ltd,
Colombo, Sri Lanka



Business Overview

A leading South Asia-based cloud solutions company delivering enterprise-grade digital transformation services. Operating across Sri Lanka, Bangladesh, Maldives, and Singapore, the company is a Premier Google Partner and Microsoft-certified provider serving 500+ enterprise and SME clients across BFSI, healthcare, education, retail, and government sectors.

Value Proposition

The company delivers scalable, secure, and intelligent digital transformation solutions, enabling clients to boost efficiency, automate workflows, secure data, and integrate AI-driven services. It combines deep cloud expertise with industry-tailored implementation and support.

Market Opportunity

- ❑ South Asia's cloud and AI solutions market is expected to grow at 16% CAGR through 2028.
- ❑ Over 70% of organizations in target markets prioritize cloud migration and workflow automation.
- ❑ Strong tailwinds in cybersecurity, ERP/AI integration, and digital signature solutions.

Core Services

- ❑ **Cloud Productivity:** Google Workspace, Microsoft 365, Zoom, Docusign
- ❑ **Managed Security Services:** SOC, MDR, AI-led threat management
- ❑ **Digital Transformation:** Workflow automation, ERP, CRM, data analytics
- ❑ **AI & Enterprise Tools:** Google Gemini, Microsoft Copilot, custom no-code platforms.

Investment Highlights

- ❑ **Investment Opportunity:** Seeking USD 2 million in strategic investment to support regional expansion and accelerate product R&D.
- ❑ **Established Track Record:** 14+ years with major partnerships and regional expansion.
- ❑ **Diversified Customer Base:** 500+ clients and presence in 4 countries.
- ❑ **Regional Expansion Plan:** Singapore HQ serves as launchpad into Southeast Asia.
- ❑ **R&D Driven:** Focused on product innovation and scalable cloud architecture.

Financial Highlights (FY 2023/24)

- ❑ **Revenue:** LKR 1,208.6 Mn (USD 4Mn)
[+13.1% YoY growth]
- ❑ **Gross Profit:** LKR 274.7 Mn (USD 915K)
[22.2% margin]
- ❑ **Net Profit:** LKR 79.0 Mn (USD 263K).
[+81.8% YoY growth]
- ❑ **Equity Valuation (DCF):** LKR 1,836 Mn (~USD 6.1 Mn)

Exit Strategy

- ❑ Potential acquisition by regional system integrators, global CSPs, or PE-backed tech rollups.
- ❑ Strategic partnerships with hyperscalers (Google, Microsoft) support consolidation opportunities.
- ❑ Scalable recurring revenue model and strong client retention profile ideal for strategic buyers.

