

Ref:8K/CHN/2018-19/E054

13th February 2019

The Deputy General Manager, Department of Corporate Services, Bombay Stock Exchange Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	The General Manager, Listing Department, National Stock Exchange Limited, Exchange Plaza, C-1, Block G, Sandra Kurla Complex, Bandra (E), Mumbai 400 051
Scrip Code: 512161 ISIN NO – INE650K01021	EQ- 8KMILES ISIN NO – INE650K01021

Dear Sir/Madam,

Sub: Outcome of Board Meeting held on February 13, 2019 – Disclosure to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements Regulations, 2015

Further to our letter 8K/CHN/2018-19/E045 dated January 29, 2019 we hereby submit the outcome of the meeting of Board of Directors of the Company held today (February 13, 2019) at the Registered Office of the Company at Srinivas Towers, No.5, Cenotaph Road, II Floor, Teynampet, Chennai, 600018. The Meeting commenced at 4:00 p.m and concluded at 7:05 p.m on 13th February 2019.

The Board of Directors have approved the following:

1. The unaudited Standalone financial results of the company for the Quarter ended 31st December 2018 in accordance with IND AS.
2. Mr. Swasti Bhowmick as Chief financial officer (CFO) of the Company based on the assessment & recommendation of the Nomination & Remuneration Committee and approval of the Board of the Company.
3. Resignation of Mr. Ashwin Jayagopal from the position of Company Secretary and Compliance officer. His resignation was accepted by the Board at its meeting held on 13th February 2019.

We are attaching the below documents to be submitted within 30 minutes of closure of the meeting as required under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the same would also be uploaded in NSE NEAPS and BSE Listing Centre:

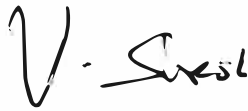
- a) The unaudited Standalone financial results of the Company for the quarter ended 31st December 2018 in accordance with INDAS;
- b) Limited Review Report from the Statutory Auditors;
- c) Press release & Presentation on Financial Results of the company for the quarter ended 31st December 2018.

Please take a note of the above at your end.

Thanking You,

Yours Truly,

For 8K Miles Software Services Limited



Suresh Venkatachari
Managing Director & CEO

8K MILES SOFTWARE SERVICES LIMITED
(CIN: L72300TN1993PLC101852)

Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018

(Amount in INR in lakhs except EPS)

S.No.	Particulars	Quarter Ended			Period Ended		Year Ended
		31 December 2018	30 September 2018	31 December 2017	31 December 2018	31 December 2017	31 March 2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income						
	a) Revenue from operations (Refer Note 5)	1,264.33	1,639.96	959.65	4,373.63	3,428.67	5,056.52
	b) Other income (including foreign exchange gain / (loss) - Refer Note 4)	(226.76)	523.89	125.50	683.70	247.47	359.84
	Total income	1,037.57	2,163.85	1,085.15	5,057.33	3,676.14	5,416.36
2	Expenses						
	a) Employee benefits expense	394.39	465.52	351.10	1,268.65	1,017.54	1,452.95
	b) Finance costs	215.66	296.87	207.23	720.41	510.00	755.42
	c) Depreciation and amortization expenses	9.20	8.83	9.51	26.38	73.13	83.87
	d) Other expenses (including foreign exchange loss - Refer Note 4)	463.36	780.12	432.44	1,901.02	1,692.79	2,402.65
	Total expenses	1,082.61	1,551.34	1,000.28	3,916.46	3,293.46	4,694.89
3	Profit / (Loss) before exceptional items and tax (1-2)	(45.04)	612.51	84.87	1,140.87	382.68	721.47
4	Exceptional items	-	-	-	-	-	-
5	Profit / (Loss) before tax (3-4)	(45.04)	612.51	84.87	1,140.87	382.68	721.47
6	Tax expense						
	- Current tax (including prior period)	(16.84)	35.47	21.73	186.80	111.34	244.05
	- Deferred tax	5.68	139.60	1.64	134.36	(5.91)	(10.42)
7	Net profit / (loss) for the period (5-6)	(33.88)	437.44	61.50	819.71	277.25	487.84
8	Other comprehensive income / (loss)						
	(a) Items that will not be reclassified to the statement of profit and loss	4.78	9.56	-	14.34	(1.67)	14.95
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	(1.40)	(2.78)	-	(4.18)	0.46	(4.12)
	Total other comprehensive income / (loss) (Net of tax)	3.38	6.78	-	10.16	(1.21)	10.83
9	Total comprehensive income / (loss) for the period (7+8)	(30.50)	444.22	61.50	829.87	276.04	498.67
10	Paid-up equity share capital [Face value of Rs. 5/- each]	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88
11	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year						6,294.39
12	Earnings per equity share (EPS) [Face value of Rs. 5/- each]						
	(a) Basic EPS	(0.11)	1.44	0.20	2.69	0.91	1.60
	(b) Diluted EPS	(0.11)	1.44	0.20	2.69	0.91	1.60
		[not annualised]	[not annualised]	[not annualised]	[not annualised]	[not annualised]	(annualised)



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018

Notes :

- 1 The above statement of standalone unaudited financial results have been reviewed by the Audit Committee, approved and taken on record by the Board of Directors in their meeting held on 13 February 2019. The above statement for the period ended 31 December 2018 have been subjected to limited review by the Statutory Auditors of the Company.
- 2 The Company operates in a single segment, i.e., "Information And Technology Services" and hence, does not have any additional disclosures to be made under Ind AS 108 - Operating Segments.
- 3 Effective 01 April 2018, the Company has adopted Ind AS 115 'Revenue from Contracts with Customers'. The application of Ind AS 115 did not have any material impact on the financial results of the Company.

- 4 Statement of standalone unaudited financial results includes foreign exchange gain / (loss) as given below:

Particulars	(Amount in INR in lakhs)					
	Quarter Ended 31 December 2018	Quarter Ended 30 September 2018	Quarter Ended 31 December 2017	Period Ended 31 December 2018	Period Ended 31 December 2017	Year Ended 31 March 2018
Foreign exchange gain / (loss) included under:						
(a) Other Income	(309.21)	443.51	-	444.73	-	31.68
(b) Other Expenses	-	-	(62.19)	-	(9.02)	-

- 5 Certain operational terms including the transfer pricing model for revenue contracts with the subsidiary were revised consequent to the approval received from the Board of Directors during the quarter ended 31 December 2017, with effect from 01 April 2017. The impact of the revision in the model and contract terms for the period up to 30 September 2017 was recorded in the books of account only during the quarter ended 31 December 2017. Accordingly, amounts disclosed for the quarter ended 31 December 2017 are not strictly comparable to the amounts disclosed for the quarter ended 31 December 2018.
- 6 The Board has appointed Mr. Swasti Bhowmick as the Chief Financial Officer of the Company effective from 05 December 2018 in its board meeting dated 13 February 2019.
- 7 On 13 February 2019, the Board of Directors accepted the resignation of Mr. Ashwin J, as the Company Secretary and Compliance Officer of the Company . The Company is in the process of identifying the new Company Secretary and Compliance Officer.
- 8 With reference to the Basis of Qualification given by Auditors in their Limited Review Report dated 13 February 2019:

Point 4.3:

The Company's subsidiary has received the entire amount that was outstanding as on 31 March 2018 between 1 April 2018 and 31 December 2018. Thus, reducing the outstanding from USD 89.61 Lakhs (equivalent to Rs.5,808.44 Lakhs) to USD. NIL as of 31 December 2018.

Point No 4.5:

The management of 8K Miles Media Pvt Ltd had initiated an independent forensic review to enable the authenticity of the signatures in the ODI certificates. The forensic report received by 8K Miles Media was placed before the Board of Directors. The Board took on record the report and noted that the report concluded there is no evidence to prove Forgery in the case.

Point No. 5:

The Company has started receiving remittances periodically against such export trade receivables and is expecting further collections in the short-term and intends to bring the export trade receivables outstanding within time limit stipulated to adhere the Foreign Exchange Management (Export of Goods & Services) Regulations, 2015. The management intends to make the necessary intimations to the authorized dealer as well prior to March 2019.



By Order of the Board
For and on behalf of the Board of Directors

V. Suresh

Suresh Venkatachari
Managing Director
DIN No. 00365522

INDEPENDENT AUDITOR'S REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF 8K MILES SOFTWARE SERVICES LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **8K MILES SOFTWARE SERVICES LIMITED** ("the Company"), for the Quarter and Nine months ended 31 December, 2018 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July, 2016.

Management's Responsibility

2. The Management of the Company is responsible for preparation of the Statement in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. The Board of Directors have approved the Statement.

Auditor's Responsibility

3. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

Basis of Qualified Conclusion

4. 8K Miles Media Private Limited ("8K Miles Media")
 - 4.1 Around the last week of September 2018, we were made aware of the resignation of the statutory auditor of 8K Miles Media, a company promoted by the promoter directors of the Company, vide their resignation letter dated 30 April, 2018. As per the said letter, the resignation was due to the misuse of the Audit Firm's Letter Head and signature of their Partner through forgery in certain ODI Certificates submitted by 8K Miles Media to their bankers for transfer of funds of USD 71.51 lakhs (Rs. 4,612.91 lakhs) to 8K Miles Media Holdings Inc. USA, a subsidiary of 8K Miles Media. 8K Miles Media and its subsidiaries (together "8K Miles Media Group") have been identified as a related party in the consolidated financial statements of the Company for the year ended 31 March, 2018.



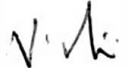
- 4.2 Further, during the last week of September 2018,
- (a) the CEO and Managing Director of the Company, who was also a promoter director in 8K Miles Media, resigned as a director in 8K Miles Media.
 - (b) the CFO and Executive Director of the Company, who was the other promoter director in 8K Miles Media, resigned from his role as CFO of the Company stating that his resignation was to have the necessary time to clear all the baseless allegations and unsubstantiated allegations of 8K Miles Media. However, he continues to be a director in both the Company as well as 8K Miles Media.
- 4.3 The Company has loans and trade receivables aggregating Rs. 5,868.97 lakhs as at 31 December, 2018 receivable from 8K Miles Software Services Inc., a subsidiary. It may be noted that this subsidiary has loans receivable from entities of 8K Miles Media Group in the USA which aggregate to USD 89.61 lakhs (Rs. 5,808.44 lakhs) as at 31 March, 2018.
- 4.4 We are unable to conclude if the above events in 8K Miles Media have any effect on:
- (a) the Company and its operations, in view of the nature of its relationship with 8K Miles Media and the allegations in the aforesaid resignation letter of the statutory auditor of that company, as described in paragraphs 4.1 and 4.2 above;
 - (b) the ability of the Company's subsidiary to repay its dues to the Company, as described in paragraph 4.3 above; and
 - (c) the consequential impact, if any, of the same on the Statement.
- 4.5 During the quarter ended 31 December 2018, the Management of 8K Miles Media initiated an independent forensic review to evaluate the authenticity of the signatures in the ODI Certificates referred in paragraph 4.1 above. 8K Miles Media has submitted a copy of the forensic report to the Company. The forensic report states that the writer of the signature in the ODI certificates is the same as the writer of the specimen signatures as provided to the forensic auditor thereby concluding that there was no forgery in the ODI certificates, which has been taken on record by the Board of Directors of the Company in its meeting held on 13 February, 2019. Since the forensic report has just been provided to us, we are yet to review the same and perform the necessary procedures to enable us to conclude on the matter.
5. The Company has export trade receivables aggregating Rs. 2,329.77 lakhs outstanding for more than nine months from the invoice date as at 31 December, 2018, which is beyond the time limit stipulated under the Foreign Exchange Management (Export of Goods & Services) Regulations, 2015, for repatriation of foreign currency receivables. We are unable to conclude on the consequential impact, if any, of the same on the Statement.



Qualified Conclusion

6. Except for the possible effects of the matters described in paragraphs 4 and 5 under the Basis of Qualified Conclusion above, which we are unable to conclude on for the reasons stated therein, based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



V. Balaji
Partner
(Membership No. 203685)

CHENNAI, 13 February, 2019
VB/JT/RB/2019/01





Management Responses with reference to the basis of Qualification given by Auditors in their Limited Review Report dated 13th February 2019 for Q3 Results

Point No. 4.3

The Company's subsidiary has received the entire amount that was outstanding as on 31st March 2018 between 1st April 2018 and 31st December 2018. Thus, reducing the outstanding from USD 89.61 Lakhs (equivalent to Rs.5,808.44 Lakhs) to USD. NIL as of 31st December 2018.

Point No 4.5

The management of 8K Miles Media Pvt Ltd had initiated an independent forensic review to enable the authenticity of the signatures in the ODI certificates. The forensic report received by 8K Miles Media was placed before the Board of Directors. The Board took on record the report and noted that the report concluded there is no evidence to prove Forgery in the case.

Point No. 5

The Company has started receiving remittances periodically against such export trade receivables and is expecting further collections in the short-term and intends to bring the export trade receivables outstanding within time limit stipulated to adhere the Foreign Exchange Management (Export of Goods & Services) Regulations, 2015. The management intends to make the necessary intimations to the authorized dealer as well prior to March 2019.



Press Release-13/02/2019 – Q3

**8K Miles Software Services Ltd Q3FY19 Net Profit up YoY 3.03% at Rs 46.15 Cr
Q3FY19 Revenue grew YoY by 16.08% to Rs. 260.56 Cr**

Consolidated Financial Performance for Q3FY19 v/s Q3FY18 (Corresponding Quarter)

- Revenue of **Rs. 260.56** Crores v/s. **Rs. 223.88** Crores [\uparrow 16.08%]
- EBITDA before exceptional items of **Rs. 89.45** Crores v/s. **Rs. 77.33** Crores
- PAT after minority interest at **Rs. 46.15** Crores v/s. **Rs. 44.79** Crores

Consolidated Financial Performance for Q3FY19 vs Q2FY19 (Sequential Quarter)

- Revenue of **Rs. 260.56** Crores v/s. **Rs. 282.56** Crores [\downarrow 7.79%]
- EBITDA before exceptional items of **Rs. 89.45** Crores v/s. **Rs. 96.96** Crores
- PAT after minority interest at **Rs. 46.15** Crores v/s. **Rs. 50.90** Crores

Consolidated Financial Performance for YTD19 vs YTD18

- Revenue of **Rs. 783.35** Crores v/s. **Rs. 629.92** Crores [\uparrow 24.36%]
- EBITDA before exceptional items of **Rs. 273.66** Crores v/s. **Rs. 211.86** Crores
- PAT after minority interest at **Rs. 144.57** Crores v/s. **Rs. 123.97** Crores

Chennai, February 13, 2019: 8K Miles Software Services, Ltd., a leading Global IT Business Transformation, Secure Cloud Solutions and NextGen Managed Services Provider, today announced the Company's unaudited financial results for the quarter ended December 31, 2018 as approved by the Board of Directors.

Business Highlights for the quarter ended December 31, 2018

- **8K Miles is a Certified AWS Premier Partner** – one of top 40 out of about 60,000 AWS Partners, while 8K Miles is already a **Microsoft Gold Cloud Platform Partner**
- Signed 2019 Annual Contract with potential to well exceed \$5M with a Global Pharma Account
- Major project awarded by a Large Pharma Account to build Nextgen Data Lake platform as we are actively working on several other projects.
- Another Top Pharma Client engaged 8K Miles to build Genomics Data Lake for their Nextgen Genome Analysis
- Added a new logo to implement their WebApp and Mobile Clouds along with Annual Support
- 8K Miles is actively working to rollout our *Data Analytics* and *Data Lake* Platforms as a Service



- 8K Miles Cornerstone was selected by 4 US Hospitals to drive EPIC Connect Implementations and Program Support
- Driving strong growth, 8K Miles Cornerstone MEDITECH Practice was selected for MEDITECH Expanse implementation by 6 US Hospitals while winning Go-Live and Post Go-Live Support across 4 Hospitals and Legacy Support and Services with 5 different Hospitals.
- To support the continued growth, 8K Miles is further expanding Sales and Account Operations in East and South West USA as well as Europe and APAC
- Continuing to excel on strategic partnerships with AWS, Microsoft, Google, Oracle and Service Now with Joint Sales Operations, Strategic and Tactical Planning as well as Joint Workshops
- 8K Miles was chosen as **Beta Partner for AWS WorkLink** Service. Also, **AWS chose 8K Miles as one of the top HCLS (Healthcare & Lifesciences) partners** along with other popular vendors VM Ware, Orion Health, Change Healthcare, Clear Data, and Infor

Management Statement

Commenting on the result **Mr. Suresh Venkatachari, Chairman and Managing Director, 8K Miles Software Services, Ltd** said “8K Miles continues to see strong business trend as the growth of Cloud and Cloud based advanced technologies revitalizing business growth as well as showing great potential of cost reductions. As a result, 8K Miles is continuing to Secure and Lead the Trust of Top Global Pharma, Life Sciences and Healthcare Clients and help them realize Enterprise Cloud Transformation, Multi & Hybrid Cloud Integrations, Data Lake, Genomics Platforms and Nextgen Implementation Services. I sincerely appreciate our Clients as well as dedicated employees for their continued support, whom make our business possible.”

Consolidated Statement of Profit & Loss for the Quarter ended 31st December 2018						
(Rupees in Lakhs except EPS)						
Particulars	Quarter ending			Year To Date		Year ended
	31-Dec-18	30-Sep-18	31-Dec-17	31-Dec-18	31-Dec-17	31-Mar-18
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	₹ 26,055.90	₹ 28,256.89	₹ 22,387.61	₹ 78,334.70	₹ 62,992.06	₹ 84,923.87
Other Income (includes Forex Gain/(Loss))	₹ -130.41	₹ 569.80	₹ 58.50	₹ 925.21	₹ 144.19	₹ 845.24
Total Income	₹ 25,925.49	₹ 28,826.69	₹ 22,446.11	₹ 79,259.91	₹ 63,136.25	₹ 85,769.11
Expenses						
Employee benefits and other direct costs	₹ 12,117.83	₹ 14,256.05	₹ 10,926.17	₹ 37,414.60	₹ 30,625.05	₹ 39,930.67
Other expenses	₹ 4,993.51	₹ 4,875.12	₹ 3,787.27	₹ 14,479.80	₹ 11,325.31	₹ 15,751.40
Depreciation & Amortization	₹ 1,165.52	₹ 1,299.03	₹ 860.64	₹ 3,640.65	₹ 2,138.43	₹ 2,518.68
Finance costs	₹ 221.18	₹ 334.92	₹ 207.23	₹ 763.98	₹ 509.80	₹ 971.49
Total expenses	₹ 18,498.04	₹ 20,765.12	₹ 15,781.31	₹ 56,299.03	₹ 44,598.59	₹ 59,172.24
Profit Before Tax	₹ 7,427.45	₹ 8,061.57	₹ 6,664.80	₹ 22,960.88	₹ 18,537.66	₹ 26,596.87
Tax expenses	₹ 1,647.31	₹ 1,767.55	₹ 1,514.48	₹ 5,037.11	₹ 4,201.06	₹ 6,044.71
Profit After Tax	₹ 5,780.14	₹ 6,294.02	₹ 5,150.32	₹ 17,923.77	₹ 14,336.60	₹ 20,552.16
Minority Interest	₹ 1,164.99	₹ 1,203.58	₹ 670.75	₹ 3,466.87	₹ 1,939.46	₹ 3,379.69
Profit attributable to shareholders	₹ 4,615.15	₹ 5,090.44	₹ 4,479.57	₹ 14,456.90	₹ 12,397.14	₹ 17,172.47
Number of Equity Shares	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605
Earnings Per Share (EPS) - Basic & Diluted	₹ 15.12	₹ 16.68	₹ 14.68	₹ 47.37	₹ 40.62	₹ 56.24



About 8K Miles Software Services Ltd

8K Miles Software Services is a global Cloud & Security solutions provider and Next Generation Cloud MSP headquartered in the San Francisco Bay area and a publicly traded company listed on Indian Stock Exchanges (NSE and BSE). 8K Miles Software Services offers secure Cloud solutions allowing for organizations in highly regulated industries to embrace the Cloud and that can meet GxP, HIPAA, PCI, SOX and GLB making it easy to meet regulatory compliance on the Cloud. 8K Miles CloudEz platform combines Automation, Security, Governance and Validation for regulatory compliance, helping to reduce costs and time to market. 8K Miles MISP provides automation capabilities for onboarding SaaS Applications and any cloud applications to Cloud Identity Management platforms.

For further information, please contact:

Sanket Rege / Raveena Shetty
Adfactors PR
Mob: +91 9819141925/9769539969
Email: sanket.rege@adfactorspr.com
raveena.shetty@adfactorspr.com



Q3 FY19 Business Results

Cloud | EMRs | Identity | AI/ML | Blockchain

About 8K Miles

Global Leader in Enterprise Cloud Transformations

- Born on Cloud in 2008
- HQ: San Francisco, USA
- Total Headcount: 722
 - India ~228 Employees
 - USA ~494 Emp./Contractors
- FY18 Annual Revenue: Rs. 858 Cr
- YTD 19 Revenue: Rs. 783 Cr

DevOps as a Service (NextGen MSP)

Hosted (as a Service) Solutions

Mature Cloud Transformation Models

Our Corporate

Our Expertise

Domain-specific Cloud Transformation

Cloud Security & Compliance for Highly Regulated Industries

Platform-centric Cloud Governance

Revenue Drivers

Our Values

Continuous Security

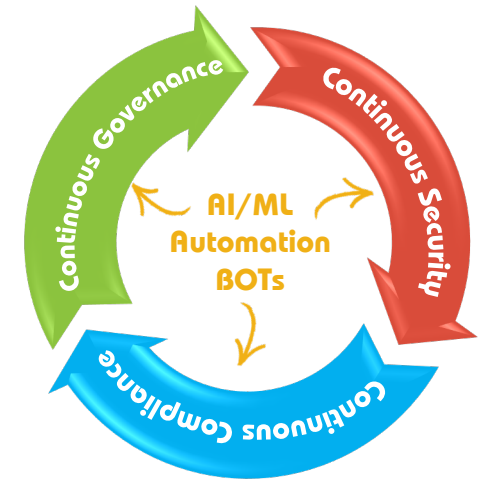
Continuous Compliance

Continuous Governance

AI/ML Automation BOTs

Q319 - State of Business

- Rs.260 CR Revenue in Q3, Up 16.08% YoY
- 33% of Revenue from Recurring/Managed Services
- 34% Revenue from Top Clients
- 3 New Clients Added during the Quarter
- Secured EPIC Connect and MEDITECH Expanse Implementation and Services across 19 US Hospitals
- Leading Pharma Clients with Enterprise Multi/Hybrid Cloud Integrations, Data Lakes and Genomics Platform Builds



AWS Premier Partner

Microsoft Certified Gold Partner

Recognized Cloud Partner of Google

YTD19 Financial Highlights

Gross Revenue Rs. 783.35 CR
Up 24.36% YoY



EBITDA Rs. 273.66 CR
Up 29.17% YoY



Post MI Net Profits INR 144.57 CR
Up 16.62% YoY



Q3 Key Accomplishments

- **8K Miles is a Certified AWS Premier Partner** - one of top 40 out of about 60,000 AWS Partners, while 8K Miles is already a **Microsoft Gold Cloud Platform Partner**
- Signed 2019 Annual Contract with potential to well exceed \$5M with a Global Pharma Account
- Major project awarded by a Large Pharma Account to build Nextgen Data Lake platform as we are actively working on several other projects.
- Another Top Pharma Client engaged 8K Miles to build Genomics Data Lake for their Nextgen Genome Analysis
- Added a new logo to implement their WebApp and Mobile Clouds along with Annual Support
- 8K Miles is actively working to rollout our *Data Analytics* and *Data Lake* Platforms as a Service
- 8K Miles Cornerstone was selected by 4 US Hospitals to drive EPIC Connect Implementations and Program Support
- Driving strong growth, 8K Miles Cornerstone MEDITECH Practice was selected for MEDITECH Expanse implementation by 6 US Hospitals while winning Go-Live and Post Go-Live Support across 4 Hospitals and Legacy Support and Services with 5 different Hospitals.

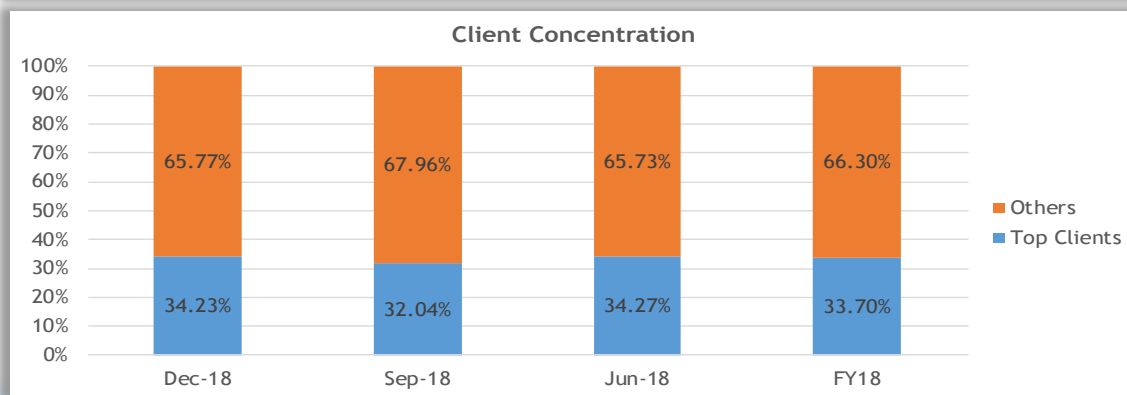
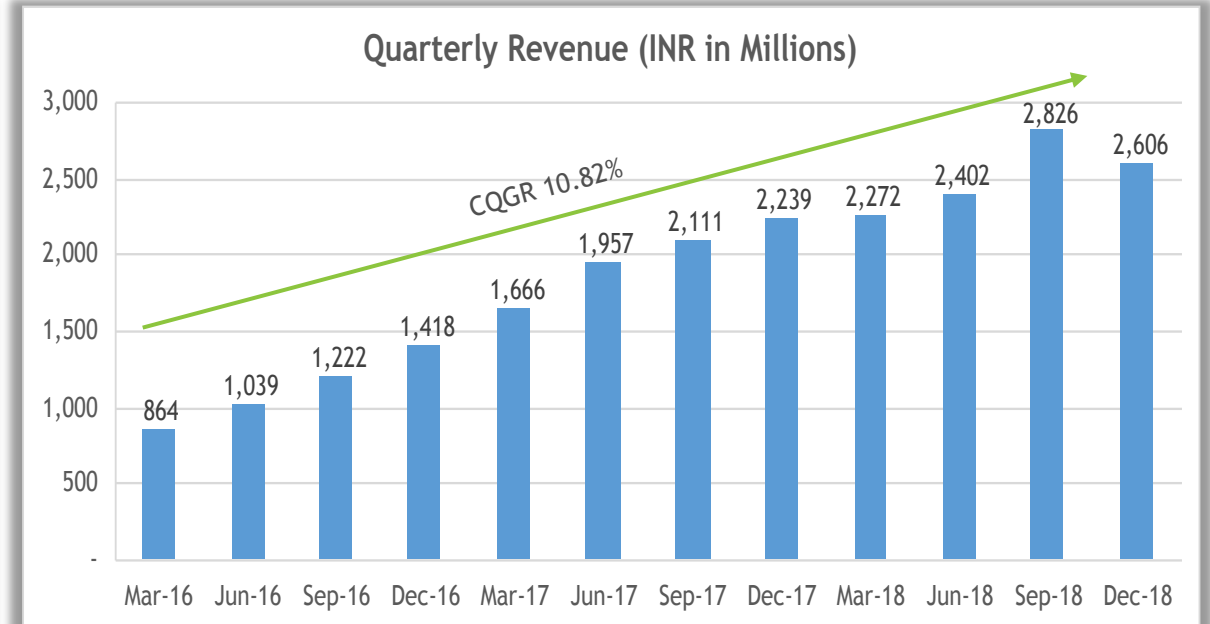
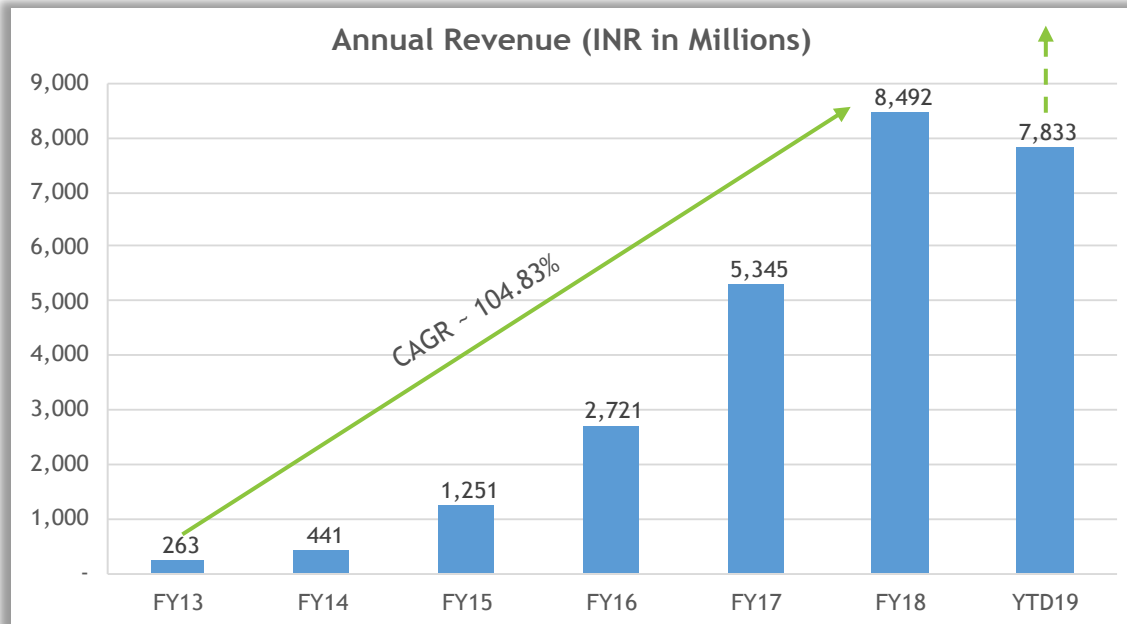
Q3 Key Accomplishments

- To support the continued growth, 8K Miles is further expanding Sales and Account Operations in East and South West USA as well as Europe and APAC
- Continuing to excel on strategic partnerships with AWS, Microsoft, Google, Oracle and Service Now with Joint Sales Operations, Strategic and Tactical Planning as well as Joint Workshops
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Financial Summary

An Overview of Growth



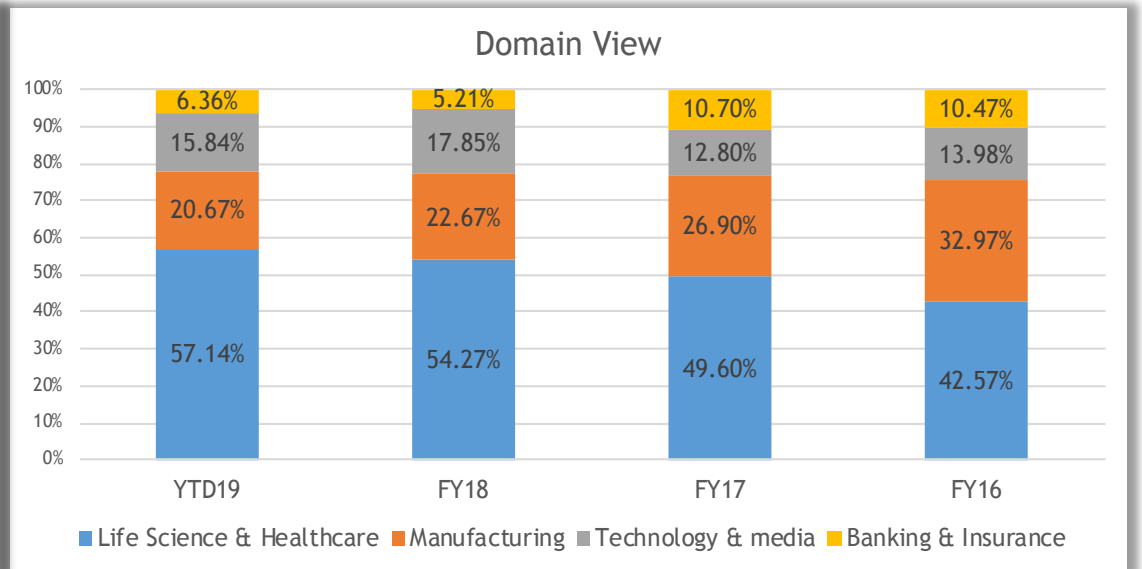
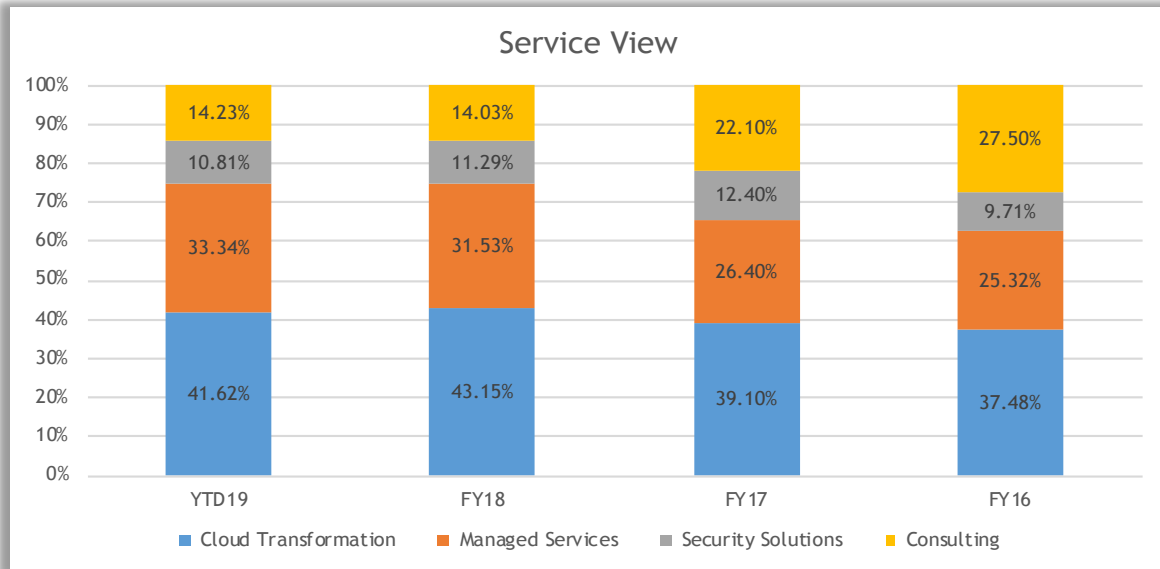
Number of Clients by Size of Account:

	> \$1M	> \$2M	> \$3M	> \$5M
YTD19	20	6	5	1
FY18	18	6	5	1
FY17	13	4	2	1
FY16	8	-	-	-

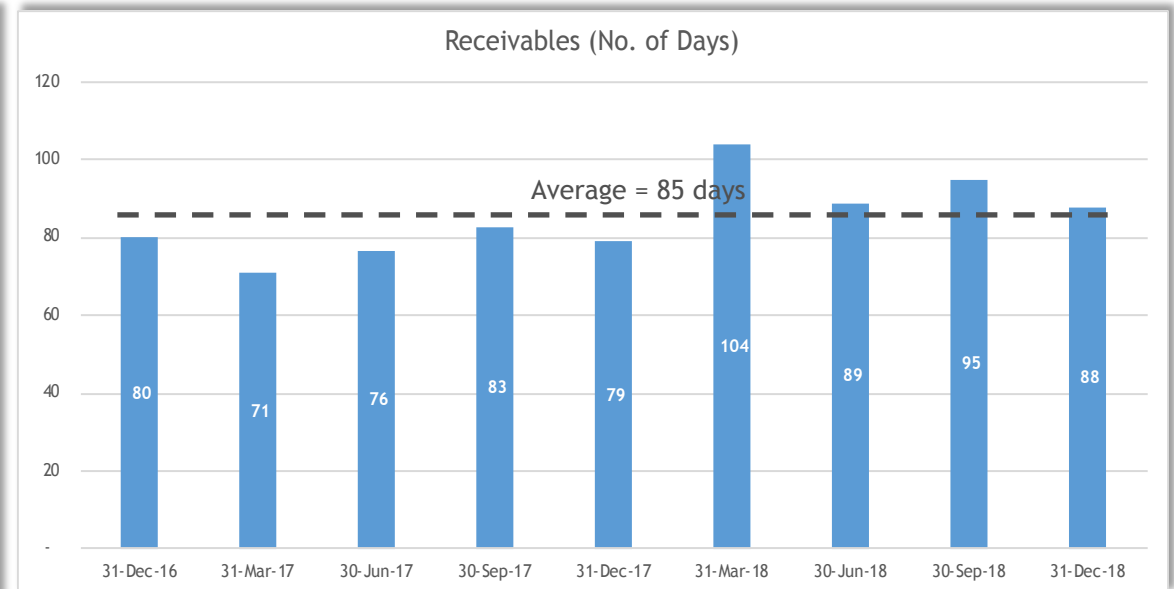
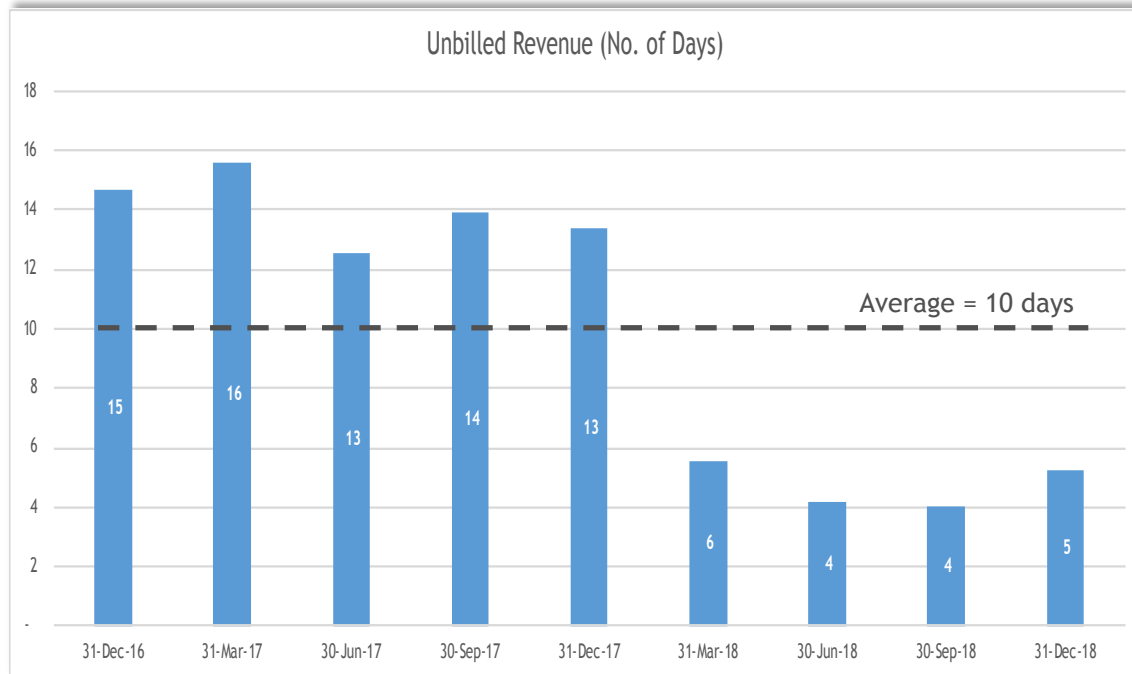
YTD 19 Revenue Break-up

Growth by Service	YTD19	FY18	FY17	FY16
Cloud Transformation	Rs. 3,260	Rs. 3,664	Rs. 2,089	Rs. 1,018
Managed Services	Rs. 2,611	Rs. 2,678	Rs. 1,411	Rs. 688
Security Solutions	Rs. 847	Rs. 959	Rs. 663	Rs. 264
Consulting	Rs. 1,114	Rs. 1,191	Rs. 1,181	Rs. 747
Total	Rs. 7,833	Rs. 8,492	Rs. 5,344	Rs. 2,716

Growth by Domain	YTD19	FY18	FY17	FY16
Life Science & Healthcare	Rs. 4,476	Rs. 4,609	Rs. 2,650	Rs. 1,156
Manufacturing	Rs. 1,619	Rs. 1,925	Rs. 1,438	Rs. 896
Technology & Media	Rs. 1,240	Rs. 1,516	Rs. 684	Rs. 380
Banking & Insurance	Rs. 498	Rs. 442	Rs. 572	Rs. 284
Total	Rs. 7,833	Rs. 8,492	Rs. 5,344	Rs. 2,716



Trend of Unbilled Revenue and Receivables



Receivables Aging	Dec-18 (INR in Cr.)	Dec-18 %
0-30	114.36	45.0%
31-60	81.22	32.0%
61-90*	39.12	15.4%
Over 90*	19.42	7.6%
Total	254.12	100%

* Larger Enterprise Customers have payment terms between 75-120 days

YTD19 Consolidated P&L Statement

Particulars	Quarter ended			Year To Date		Year ended
	31-Dec-18	30-Sep-18	31-Dec-17	31-Dec-18	31-Dec-17	31-Mar-18
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	₹ 26,055.90	₹ 28,256.89	₹ 22,387.61	₹ 78,334.70	₹ 62,992.06	₹ 84,923.87
Other Income (includes Forex Gain/(Loss))	₹ -130.41	₹ 569.80	₹ 58.50	₹ 925.21	₹ 144.19	₹ 845.24
Total Income	₹ 25,925.49	₹ 28,826.69	₹ 22,446.11	₹ 79,259.91	₹ 63,136.25	₹ 85,769.11
Expenses						
Employee benefits and other direct costs	₹ 12,117.83	₹ 14,256.05	₹ 10,926.17	₹ 37,414.60	₹ 30,625.05	₹ 39,930.67
Other expenses	₹ 4,993.51	₹ 4,875.12	₹ 3,787.27	₹ 14,479.80	₹ 11,325.31	₹ 15,751.40
Depreciation & Amortization	₹ 1,165.52	₹ 1,299.03	₹ 860.64	₹ 3,640.65	₹ 2,138.43	₹ 2,518.68
Finance costs	₹ 221.18	₹ 334.92	₹ 207.23	₹ 763.98	₹ 509.80	₹ 971.49
Total expenses	₹ 18,498.04	₹ 20,765.12	₹ 15,781.31	₹ 56,299.03	₹ 44,598.59	₹ 59,172.24
Profit Before Tax	₹ 7,427.45	₹ 8,061.57	₹ 6,664.80	₹ 22,960.88	₹ 18,537.66	₹ 26,596.87
Tax expenses	₹ 1,647.31	₹ 1,767.55	₹ 1,514.48	₹ 5,037.11	₹ 4,201.06	₹ 6,044.71
Profit After Tax	₹ 5,780.14	₹ 6,294.02	₹ 5,150.32	₹ 17,923.77	₹ 14,336.60	₹ 20,552.16
Minority Interest	₹ 1,164.99	₹ 1,203.58	₹ 670.75	₹ 3,466.87	₹ 1,939.46	₹ 3,379.69
Profit attributable to shareholders	₹ 4,615.15	₹ 5,090.44	₹ 4,479.57	₹ 14,456.90	₹ 12,397.14	₹ 17,172.47
Number of Equity Shares	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605
Earnings Per Share (EPS) - Basic & Diluted	₹ 15.12	₹ 16.68	₹ 14.68	₹ 47.37	₹ 40.62	₹ 56.24



Thank You

Cloud | EMRs | Identity | AI/ML | Blockchain