



8K Miles Software Services Limited

Ref: 8K/CHN/2017-18/E010

28<sup>th</sup> August 2017

The Deputy General Manager, Department of Corporate Services, Bombay Stock Exchange Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001.	The General Manager, Listing Department, National Stock Exchange Limited, Exchange Plaza, C-1, Block G, Bandra 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 August 28, 2017-Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements, 2015**

Further to our letter dated August 18, 2017, we would like to inform that the Board of Directors of the Company was held today (August 28, 2017) at the Registered Office of the Company at “Srinivas” Towers, No.5, Cenotaph Road, II Floor, Teynampet, Chennai-600018. The Meeting commenced at 11.30 AM and concluded at 7.00 PM.

The Board of directors have approved and taken on record the following: -

**Financial Results for the Quarter ended 30<sup>th</sup> June 2017**

- The Board has approved the unaudited Standalone financial results for the quarter ended June 30, 2017 prepared in accordance with **IND AS**. The company has adopted “**IND AS**” as prescribed under section 133 of the Companies Act, 2013 for the first time effective 1<sup>st</sup> April 2017 with the transition date of 01<sup>st</sup> April 2016. Being the first time adopter of **IND AS**, the company is availing exemptions and evaluating the implications of **IND AS 103** on consolidated financial statements.

Pursuant to Regulation 33 of SEBI Listing Obligation and Disclosure Requirements, 2015, we hereby submit the unaudited Standalone financial results along with the Limited Review Report from the statutory Auditors of the company as approved by the audit committee meeting held on 28<sup>th</sup> August, 2017.

Further the board at its meeting held today has approved the following:

- The present statutory auditors M/s. GHG Associates have expressed their inability to continue as statutory auditors effective end of the forthcoming Annual General Meeting (AGM) due to their other professional commitments. Due to this, the board has proposed appointment of **Deloitte Haskins & Sells LLP** (Registration No.117366W/W-100018) as their Statutory Auditors effective from the conclusion of the ensuing AGM of the Company till 37th AGM covering the financial period from 1st April 2017 to 31st March 2022, subject to approval of the shareholders.

8K Miles Software Services Limited  
Regd. Office: No.5, Cenotaph Road,  
“Srinivas” Towers, II Floor, Teynampet,  
Chennai – 600 018 Phone: +91-44-6602-8000  
Email: [contactus@8kmilessoftwareservices.com](mailto:contactus@8kmilessoftwareservices.com),  
[www.8kmiles.com](http://www.8kmiles.com) CIN # L72300TN1993PLC101852

2. To convene the Thirty Second (32) Annual General Meeting (AGM) of the Company on September 30, 2017 at The Raintree, St.Mary's Road, Alwarpet, Chennai- 600 018.
3. Draft AGM notice convening the AGM and Directors Report of the company for the year ended March 31, 2017.

Please find enclosed the below documents to be submitted within 30 minutes of closure of the meeting as required under SEBI (LODR) Regulation, 2015. We would also upload the same in NSE NEAPS and BSE listing Centre:

1. The unaudited Standalone financial results of the Company for the quarter ended 30<sup>th</sup> June 2017 in accordance with **IND AS**;
2. Limited Review Report from the statutory Auditors;
3. Press release on Unaudited Financial Performance of the company for the quarter ended 30<sup>th</sup> June 2017.

Please take a note of the above at your end.

Thanking You,

Yours Truly,

**For 8K Miles Software Services Limited**



**Jayashree Jagannathan**  
**Company Secretary & Compliance Officer**

**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 ENDED 30 JUNE 2017**

(Amount in INR in lakhs except EPS)

Particulars	Quarter Ended	
	30 June 2017	30 June 2016
	(Unaudited)	(Unaudited) (Refer Note 3 below)
<b>1 Income</b>		
a) Revenue from Operations	1,110.84	707.42
b) Other Income	27.24	3.44
<b>Total Income</b>	<b>1,138.08</b>	<b>710.86</b>
<b>2 Expenses</b>		
a) Employee Benefits Expenses	711.21	394.27
b) Finance Costs	142.57	11.34
c) Depreciation and Amortization Expenses	31.66	96.78
d) Other Expenses	162.58	141.62
<b>Total Expenses</b>	<b>1,048.02</b>	<b>644.01</b>
<b>3 Profit / (Loss) before Exceptional Items and Tax (1-2)</b>	<b>90.06</b>	<b>66.85</b>
4 Exceptional Items	-	-
<b>5 Profit / (Loss) before Tax (3-4)</b>	<b>90.06</b>	<b>66.85</b>
6 Tax Expense		
- Current Tax	24.81	15.40
- Deferred Tax	(5.94)	5.13
<b>7 Net Profit / (Loss) after Tax (5-6)</b>	<b>71.19</b>	<b>46.32</b>
8 Other Comprehensive Income / (Loss)		
(a) Items that will not be reclassified to the Statement of Profit and Loss	(1.29)	(0.56)
(b) Income tax relating to items that will not be reclassified to profit or loss	0.04	0.19
<b>Total Other Comprehensive Income / (Loss) (net of tax)</b>	<b>(1.25)</b>	<b>(0.37)</b>
<b>9 Total Comprehensive Income / (Loss) for the Period (7+8)</b>	<b>69.94</b>	<b>45.95</b>
10 Paid up Equity Share Capital (Face Value Rs. 5/- each (Prior period Rs.10/-))	1,525.88	1,144.41
<b>11 Earnings Per Equity Share (EPS) [(Face Value Rs. 5/- each)(Prior period Rs.10/-)]</b>		
(a) Basic	0.23	0.42
(b) Diluted	0.23	0.42
	[not Annualised]	[not Annualised]

**Notes :**

- The above 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 28 August 2017. The above unaudited results for the quarter ended 30 June 2017 has also been subject to limited review by the Statutory Auditors of the Company. Also refer Note 3 below.
- The Company adopted Indian Accounting Standards ("Ind AS") from 1 April 2017 and accordingly, these financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 - Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India. The reconciliation between standalone financial results for the quarter ended 30 June 2016, as previously reported (referred to as 'Previous GAAP') and Ind AS is as under:

(INR in Lakhs)

Particulars	Quarter Ended 30 June 2016 (Refer Note 3 below)
Net Profit under Previous GAAP	35.94
Interest Income on Security Deposits	0.72
Expected Credit Loss Adjustment	(2.73)
Others	17.52
Impact of Deferred Tax in respect of the above adjustments	(5.13)
<b>Net Profit for the period under Ind AS</b>	<b>46.32</b>
Other Comprehensive Income (net of tax)	(0.37)
<b>Total Comprehensive Income under Ind AS</b>	<b>45.95</b>

- The aforesaid Ind AS financial results pertaining to the quarter ended 30 June 2016 have not been subjected to a limited review or audit and have been presented based on the information compiled by the Management. The Management has exercised necessary due diligence to ensure that the financial results provide a true and fair view of its affairs in accordance with the Ind AS.
- The Company operates in a single segment, i.e., "Information & Technology Services" and hence, does not have any additional disclosures to be made under Ind AS 108 - Operating Segments.

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



*(Signature)*

**R S Ramani**  
Whole-time Director & CFO  
DIN No. 03206751

Place: Chennai  
Date : 28 August 2017

# GHG ASSOCIATES

CHARTERED ACCOUNTANTS

Partners : **V.V. GANESH**, B.Sc., FCA  
**S. HARESH**, B.Com., FCA, DISA (ICA)

New No.22, (Old No.20) Govindu Street,  
T.Nagar, Chennai - 600 017,

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E-mail : ca.vvganesh@gmail.com

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## LIMITED REVIEW REPORT

Independent Auditors' Review Report

To the Board of Directors of

**8K Miles Software Services Limited**

**Chennai – 600 018**

We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **M/s. 8K Miles Software Services Limited** ("the Company") for the quarter ended 30<sup>th</sup> June 2017. This statement is the responsibility of the Company's management and has been approved by the Board of Directors.

We draw attention to the Note 2, to the Statement which states that the Company has adopted **IND AS** for the Financial Year commencing from 1<sup>st</sup> April, 2017 and accordingly, the Statement has been prepared by the Company's Management in compliance with the Companies (Indian Accounting Standards) Rules, 2015, **IND AS**, prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and Policies. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (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 the Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our notice that causes us to believe that the accompanying Statement has not been prepared in accordance with **IND AS** and other recognized accounting practices and policies. The Company has disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No.CIR/CFD/FAC/62/2016 dated 5<sup>th</sup> July 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

We have not reviewed the comparative figures including the reconciliation to the Total Comprehensive Income for the quarter ended 30<sup>th</sup> June 2016 and accordingly, we do not express any conclusion on the results in the Statement for the quarter ended 30<sup>th</sup> June 2016. As set out in Note 3, to the Statement, these figures have been furnished by the Management.

For GHG Associates  
Chartered Accountants



*S. Haresh*

S.Haresh  
Partner

Membership # 205204

Place: Chennai

Date: 28<sup>th</sup> August 2017



**Press Release**  
**Chennai, India**  
**August 28, 2017**

**8K Miles Q1, FY2017-18 Gross Revenues grew 88.40 % YoY and 17.46 % QoQ**  
**EBITDA up by 75.22 % YoY and 10.47 % QoQ**

**8K Miles Software Services, Ltd.**, a leading Global IT Business Transformation, Secure Cloud Solutions and Managed Services Provider, today announced the Company's unaudited financial results for the quarter ended 30<sup>th</sup> June, 2017 as approved by the Board of Directors.

**Highlights of the Results :**

- Gross Revenues Rs.195.73 crore, an increase of 88.40 % YoY
- EBITDA of Rs.64.44 crore, an increase of 75.22 % YoY
- Net profit stood at Rs.44.26 crore, up by 83.25% YoY

During this quarter, the company made significant progress with highly regulated industry focus and cloud business strategy by acquiring Cornerstone Advisors, a leading Electronic Medical Records implementation and advisory services firm based in the US with many hospital clients across the country. This is a great timing for 8K Miles when Apple and Amazon are talking to hospitals and healthcare organizations as quoted by HealthcareIT News and others to bring health records data together and developing healthcare apps on mobile and IoT devices to be delivered directly to users, and exploring business prospects in healthcare sector such as EHR, and telemedicine.

8K Miles was recognized by Forbes India as one of the top 8 value creators for investors during May 2017. 8K Miles is also one of the 3 companies from India to make it to Forbes Asia's 'Best Under a Billion' list.

"The explosion of clinical and research data and the demand for sharing and access to patient data has caused unprecedented digital disruption. Big data sharing and analytics will play a vital role in the transformation of healthcare as we shift toward value-based, patient-centric care. This is fueled by growing number of major trends, including: Genomic research, Precision/personalized medicine, Predictive modeling using large, EHR-derived patient data sets, AI-assisted medicine, population health management, growth of telemedicine and real-time monitoring of patients. Completion of our recent acquisition of Cornerstone Advisors in May 2017, brings the world-class Cloud technology solutions and next generation cloud managed services experts of 8K Miles to Cornerstone's clients, allowing them to further optimize their EHR efforts, manage data more effectively with 8K Miles' highly secured and HIPAA compliant cloud solutions, improve patient care, and reduce healthcare costs." said **Mr. Suresh Venkatachari, CEO and Managing Director**, 8K Miles.





“8K’s existing cloud and security platform coupled with Cornerstone’s management consulting, healthcare information technology implementation and advisory services enhances 8K Miles’ mission of guiding the US healthcare industry in Cloud Managed Services, Secured Cloud solutions and strategy consulting. The synergistic opportunities enable to drive new value to the clients. The acquisition of Cornerstone enabled more than 50 top health care experts, consultants and practices. EMR selection and implementation will enable us to achieve better EBITDA during the coming quarters” said **Mr. R S Ramani, CFO & Whole-time Director**, 8K Miles.

### **Consolidated Performance**

As the first time adopter of **Ind AS**, the Company is availing exemptions and evaluating the implications of **Ind AS** on consolidated financial statements.

Given below is the consolidated financial performance for the Quarter ended 30<sup>th</sup> June 2017 prepared by the management in accordance with IGAAP for investors’ information. Such information has not been subjected to any review or audit by the auditors of the Company.

*(Rupees in Lakhs except EPS)*

Particulars	Un-audited QE 30 June 17	Un-audited QE 31 March 17	Un-audited QE 30 June 16	Audited YE 31 March 17
Revenue from Operations	19542.12	16659.54	10386.75	53437.71
Other Income	31.31	4.54	2.72	15.03
<b>Total Income</b>	<b>19573.43</b>	<b>16664.08</b>	<b>10389.47</b>	<b>53452.74</b>
<b>Expenses</b>				
Employee benefits and other direct costs	9855.07	8272.10	5160.32	27096.94
Other expenses	3274.35	2558.81	1551.44	7721.64
Depreciation & Amortization	570.34	458.77	558.01	1968.88
Finance costs	150.05	145.79	7.90	194.13
<b>Total expenses</b>	<b>13849.81</b>	<b>11435.47</b>	<b>7277.67</b>	<b>36981.59</b>
<b>Profit/(loss) before Tax</b>	<b>5723.62</b>	<b>5228.61</b>	<b>3111.80</b>	<b>16471.16</b>
Tax expenses	1297.54	1210.55	696.44	3910.82
<b>Profit/(loss) after Tax</b>	<b>4426.08</b>	<b>4018.06</b>	<b>2415.36</b>	<b>12560.34</b>
Minority Interest	605.96	584.55	482.62	2145.78
<b>Profit attributable to shareholders</b>	<b>3820.12</b>	<b>3433.51</b>	<b>1932.74</b>	<b>10414.56</b>
Number of Equity Shares	30517605	30517605	11444102	30517605
<b>Earnings Per Share (EPS) – Basic &amp; Diluted</b>	<b>12.52</b>	<b>11.25</b>	<b>16.89</b>	<b>34.13</b>

### **Change in Statutory Auditors**

The present statutory auditors M/s. GHG Associates have expressed their inability to continue effective end of the forthcoming Annual General Meeting (AGM) due to their other professional commitments. Due to this, The board has proposed appointment of **Deloitte Haskins & Sells LLP** (Regn. No.117366W/W-100018) as their Statutory Auditors effective from the conclusion of the ensuing AGM of the Company till 37<sup>th</sup> AGM covering the financial period from 1<sup>st</sup> April 2017 to 31<sup>st</sup> March 2022, subject to approval of the shareholders. The notice to the shareholders for the purpose of AGM will carry this appointment.



**Consolidated Financial Highlights for the Quarter ended 30 June 2017** (in accordance with IGAAP):

Particulars	Q1 FY 2017-18	Q-o-Q growth	Y-o-Y growth
Revenue (INR Lakhs)	19,573.43	17.46%	88.40%
EBITDA (INR Lakhs)	6,444.01	10.47%	75.22%
PBT (INR Lakhs)	5,723.62	6.50%	83.47%
PAT before minority interest	4,426.08	10.15%	83.25%
PAT after minority interest	3,820.12	11.26%	97.65%

“Every healthcare organization understands the seriousness of regulatory compliance requirements to which it is subject to, particularly under HIPAA compliance, and HITRUST certification, hospitals and health systems are required to retain patient data over a very long term. As electronic clinical data are shared more widely supporting collaboration among healthcare providers within the continuum of care and patients and supporting applications such as research analytics that require sharing of anonymized data across organizations securing PHI and other sensitive data will become far more important, and even more challenging. 8K Miles cloud platform, security, compliance and IAM expertise, alongwith healthcare domain and business process experts directly address these challenges by bringing the healthcloud ready solutions to market.” quoted by **Lena Kannappan, Chief Operating Officer** and Security expert from 8K Miles.

**Key Business Highlights of Q1 FY 2017-18:**

- **8K Miles Software Services and Cornerstone Advisors Group Join Forces to Expand Services to U.S. Healthcare Organizations:** 8K Miles completed the acquisition of Cornerstone Advisors on May 01, 2017. The company’s existing Cloud and Security platforms coupled with Cornerstone’s management consulting, healthcare information technology implementation, and advisory services enhances 8K Miles’ mission of guiding the U.S. healthcare industry in Cloud managed services, secured Cloud solutions, and strategy consulting.
- 8K Miles has added a new Fortune 500 pharmaceutical customer during Q1 FY 2017-18. The company will be building their global enterprise cloud foundation capabilities supported by cloud competency center and move their current ITSM tools to 8K Miles – ServiceNow Offering.
- Renewed the annual contract with the Healthcare division of a large Fortune 50 company to provide cloud solutions and services.
- Signed a long term AWS and Azure cloud solutions/services contract with Digital Transformation division of a large Fortune 50 company.
- Signed two project deals to migrate on-prem healthcare/life sciences software solutions to public cloud to enable software as a service (SaaS) offering which include one European customer.
- Won an additional cloud competency center opportunity for building enterprise wide cloud transformation capabilities for a major pharmaceutical company headquartered in the US east coast.
- Providing product development support in Vision Custom Model space for major cloud providers.
- Won Meditech EHR implementation opportunities with multiple mid-size hospitals.
- Won EPIC EHR Community Connect project with a South Dakota based Health System.
- Providing discovery and data migration solution for Michigan based hospital.
- Currently working on joint Healthcare go to market strategy with major cloud providers.



**Recognitions during Q1, FY2017-18:**

- 8K Miles was recognized by Forbes India as **one of the top 8 value creators** for investors during May 2017.
- 8K Miles was recognized as one of the **first launch partners of AWS Security Competency** during this quarter.
- 8K Miles already hold the following AWS competencies which were third party certified: AWS Big Data Competency, AWS Devops competency, AWS Healthcare competency, AWS Life Sciences competency and AWS Audited MSP competency partner.
- 8K Miles entered into **Google Cloud Service Partner** program during June 2017.

**About 8K Miles:**

8K Miles Software Services is a leading Global IT Business Transformation, Secure Cloud Solutions and Managed Services Provider company based in the San Francisco Bay area and a publicly traded company listed on Indian Stock Exchanges (NSE and BSE). 8KMiles Software Services provides digital technology solutions – SMAC (Social, Mobile, Analytics and Cloud) for seamless connectivity between consumers, SMBs, large enterprises, healthcare providers and pharmaceutical companies secured with EzIAM™ SaaS offering, CloudEz™ solution for cloud automation, compliance validation and our patented MISPTM platform for onboarding and accelerated Business Partners and SaaS providers identity federations.

For 8K Miles Software Services Limited

A handwritten signature in blue ink, appearing to read "R S Ramani".



R S Ramani  
Whole-time Director