

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 November 13, 2018-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 8K/CHN/2018-19/E034 dated November 02, 2018 we hereby submit the outcome of the meeting of Board of Directors of the Company held today (November 13, 2018) at the Registered Office of the Company at Srinivas Towers, No.5, Cenotaph Road, II Floor, Teynampet, Chennai-600018. The Meeting commenced at 4.30 p.m and concluded at 02.00 a.m on 14<sup>th</sup> November 2018.

The board has approved the unaudited Standalone financial results of the company for the quarter ended 30<sup>th</sup> September 2018 in accordance with IND AS.

We are attaching 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> September 2018 in accordance with IND AS;
2. Limited Review Report from the statutory Auditors;
3. Press release & Presentation on Consolidated Unaudited Financial Results of the company for the quarter ended 30<sup>th</sup> September 2018.

Please take a note of the above at your end.

Thanking You,

Yours Truly,  
For 8K Miles Software Services Limited

*J. Ashwin*

Ashwin.J  
Company Secretary



**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 HALF YEAR ENDED 30 SEPTEMBER 2018**

(Amount in INR in lakhs except EPS)

S.No.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		30 September 2018	30 June 2018	30 September 2017	30 September 2018	30 September 2017	31 March 2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1</b>	<b>Income</b>						
	a) Revenue from operations	1,639.96	1,469.34	1,358.18	3,109.30	2,469.02	5,056.52
	b) Other income (Refer Note 4)	523.89	386.57	121.76	910.46	175.14	359.84
	<b>Total income</b>	<b>2,163.85</b>	<b>1,855.91</b>	<b>1,479.94</b>	<b>4,019.76</b>	<b>2,644.16</b>	<b>5,416.36</b>
<b>2</b>	<b>Expenses</b>						
	a) Employee benefits expense	465.52	408.74	362.51	874.26	666.44	1,452.95
	b) Finance costs	296.87	207.88	177.59	504.75	302.77	755.42
	c) Depreciation and amortization expenses	8.83	8.35	31.96	17.18	63.62	83.87
	d) Other expenses	780.12	657.54	700.13	1,437.66	1,313.52	2,402.65
	<b>Total expenses</b>	<b>1,551.34</b>	<b>1,282.51</b>	<b>1,272.19</b>	<b>2,833.85</b>	<b>2,346.35</b>	<b>4,694.89</b>
<b>3</b>	<b>Profit before exceptional items and tax (1-2)</b>	<b>612.51</b>	<b>573.40</b>	<b>207.75</b>	<b>1,185.91</b>	<b>297.81</b>	<b>721.47</b>
<b>4</b>	Exceptional items	-	-	-	-	-	-
<b>5</b>	<b>Profit before tax (3-4)</b>	<b>612.51</b>	<b>573.40</b>	<b>207.75</b>	<b>1,185.91</b>	<b>297.81</b>	<b>721.47</b>
<b>6</b>	Tax expense						
	- Current tax	35.47	168.17	64.80	203.64	89.61	244.05
	- Deferred tax	139.60	(10.92)	(1.61)	128.68	(7.55)	(10.42)
<b>7</b>	<b>Net profit for the period (5-6)</b>	<b>437.44</b>	<b>416.15</b>	<b>144.56</b>	<b>853.59</b>	<b>215.75</b>	<b>487.84</b>
<b>8</b>	Other comprehensive income / (loss)						
	(a) Items that will not be reclassified to the statement of profit and Loss	9.56	-	(0.38)	9.56	(1.67)	14.95
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	(2.78)	-	0.42	(2.78)	0.46	(4.12)
	<b>Total other comprehensive income / (loss) (Net of tax)</b>	<b>6.78</b>	<b>-</b>	<b>0.04</b>	<b>6.78</b>	<b>(1.21)</b>	<b>10.83</b>
<b>9</b>	<b>Total comprehensive income for the period (7+8)</b>	<b>444.22</b>	<b>416.15</b>	<b>144.60</b>	<b>860.37</b>	<b>214.54</b>	<b>498.67</b>
<b>10</b>	Paid-up equity share capital (Face value of Rs. 5/- each) Reserves (Other Equity) - excluding any revaluation reserve	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88 6,294.39
<b>11</b>	<b>Earnings per equity share (EPS) [Face value of Rs. 5/- each]</b>						
	(a) Basic EPS	1.44	1.36	0.47	2.80	0.71	1.60
	(b) Diluted EPS	1.44	1.36	0.47	2.80	0.71	1.60
		[not annualised]	[not annualised]	[not annualised]	[not annualised]	[not annualised]	[annualised]



**8K MILES SOFTWARE SERVICES LIMITED**  
(CIN: L72300TN1993PLC101852)  
Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road,  
Tevnampet, Chennai - 600 018

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30 SEPTEMBER 2018**  
**STANDALONE BALANCE SHEET AS ON 30 SEPTEMBER 2018**

(Amount in INR in Lakhs)

Particulars	As at 30 September 2018 (Unaudited)	As at 31 March 2018 (Audited)
<b>A ASSETS</b>		
<b>1 Non-current assets</b>		
(a) Property, plant and equipment	71.03	83.25
(b) Capital work-in-progress	101.55	10.60
(c) Financial assets		
(i) Investments	9,352.04	9,352.04
(ii) Loans	2,912.45	2,618.37
(d) Deferred tax assets (Net)	102.17	233.62
(e) Other non-current assets	168.44	169.00
<b>Total non-current assets</b>	<b>12,707.68</b>	<b>12,466.88</b>
<b>2 Current assets</b>		
(a) Financial assets		
(i) Trade receivables	5,992.16	3,679.84
(ii) Cash and cash equivalents	24.57	14.37
(iii) Bank balances other than (ii) above	76.00	76.00
(iv) Other financial assets	438.66	248.06
(b) Other current assets	60.01	116.92
<b>Total current assets</b>	<b>6,591.40</b>	<b>4,135.19</b>
<b>Total Assets (1+2)</b>	<b>19,299.08</b>	<b>16,602.07</b>
<b>B EQUITY AND LIABILITIES</b>		
<b>3 Equity</b>		
(a) Equity share capital	1,525.88	1,525.88
(b) Other equity	7,154.76	6,294.39
<b>Total equity</b>	<b>8,680.64</b>	<b>7,820.27</b>
<b>4 Non-current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	5,971.43	5,007.15
(b) Provisions	65.69	63.10
(c) Other non-current liabilities	7.50	10.61
<b>Total non-current liabilities</b>	<b>6,044.62</b>	<b>5,080.86</b>
<b>5 Current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	1,214.13	1,198.60
(ii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	-	-
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	1,608.20	948.02
(iii) Other financial liabilities	1,319.34	1,269.33
(b) Other current liabilities	68.64	125.07
(c) Provisions	67.56	32.17
(d) Current tax liabilities (Net)	295.95	127.75
<b>Total current liabilities</b>	<b>4,573.82</b>	<b>3,700.94</b>
<b>Total Equity and Liabilities (3+4+5)</b>	<b>19,299.08</b>	<b>16,602.07</b>



**8K MILES SOFTWARE SERVICES LIMITED**  
(CIN: L72300TN1993PLC101852)

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**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30 SEPTEMBER 2018**

**Notes :**

- 1 The above 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 November 2018. The above results for the quarter and half year ended 30 September 2018 have also 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 Other Income in the financial results for the quarter and half year ended 30 September 2018 includes foreign exchange gain (both realised and unrealised gain) of Rs. 443.51 lakhs and Rs. 753.94 lakhs, respectively arising on account of increased exchange rate fluctuations.
- 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 and half year ended 30 September 2017 are not strictly comparable to the amounts disclosed for the quarter and half year ended 30 September 2018.
- 6 On 28 September 2018, the Board of Directors ("Board") accepted the resignation of Mr. R. S. Ramani as the Whole Time Director and Chief Financial Officer of the Company with immediate effect. Ramani, however, continues to be a non-executive and non-independent Director on the Board. The Company is in the process of identifying the new Chief Financial Officer.
- 7 With reference to the Basis of Qualification given by Auditors in their Limited Review Report dated 13 November 2018:

**Point No. 4.1**

The Board of Directors of the Company ("Board") have been informed by the management of 8K Media that the necessary legal action has been initiated against the baseless allegations. The Board has additionally requested the management of 8K Media to conduct a forensic audit to quash the false allegation.

The Board is of the opinion that the above allegations and resignation of the statutory auditor of 8K Media has no impact on the Company's business performance and operations.

**Point No. 4.3**

The Company's subsidiary has received an amount of USD 42.60 Lakhs (equivalent to Rs. 2,914.69 Lakhs) between 01 April 2018 and 30 September 2018. Thus, reducing the outstanding from USD 89.61 Lakhs (equivalent to Rs. 5,808.44 lakhs) to USD 47.01 lakhs (equivalent to Rs. 3,404.24 lakhs) at 30 September 2018. The entire outstanding receivable is planned to be collected prior to 31 December 2018.

In view of the above, the Board is confident about the ability of the Company's subsidiary to repay its dues to the Company.

**Point No. 5**

The Company has received certain remittances in October 2018 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.

**Point No. 6**

The Company was planning to avail a borrowing for acquisition purposes and had paid processing fee of Rs. 36.11 lakhs. Due to the current market conditions, the Company has currently deferred the plan for such borrowing and on a prudent basis has charged such expenses to the income statement.



Place: Chennai  
Date: 13 November 2018



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

R S Ramani  
Director  
DIN No. 03206751

**8K MILES SOFTWARE SERVICES LIMITED**  
(CIN: 172300TN1993PLC101852)  
Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30 SEPTEMBER 2018**

(Amount in INR in Lakhs except EPS)

Particulars	Quarter Ended			Half Year Ended		Year Ended
	30 September 2018 (Unaudited)	30 June 2018 (Unaudited)	30 September 2017 (Unaudited)	30 September 2018 (Unaudited)	30 September 2017 (Unaudited)	31 March 2018 (Audited)
Revenue from operations	1,639.96	1,469.34	1,358.18	3,109.30	2,469.02	5,056.52
Net profit for the period (before tax, exceptional and/or extraordinary items)	612.51	573.40	207.75	1,185.91	297.81	721.47
Net profit for the period before tax (after exceptional and/or extraordinary items)	612.51	573.40	207.75	1,185.91	297.81	721.47
Net Profit for the period after tax (after exceptional and/or extraordinary items)	437.44	416.15	144.56	853.59	215.75	487.84
Total comprehensive income for the period (Comprising profit for the period (after tax) and other comprehensive income (after tax))	444.22	416.15	144.60	860.37	214.54	498.67
Paid-up equity share capital (Face value of Rs. 5/- per share)	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88
Reserves (Other Equity) - excluding any revaluation reserve						6,294.39
Earnings per share [Face Value Rs. of 5/- each] (for continuing and discontinued operations):						
(a) Basic	1.44	1.36	0.47	2.80	0.71	1.60
(b) Diluted	1.44	1.36	0.47	2.80	0.71	1.60
	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Annualised)

**Note:**

1. The above is an extract of the detailed format of Quarter and Half year ended Standalone Unaudited Financial Results filed with the Stock Exchange under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the Quarter ended and Half year ended Standalone Unaudited Financial Results is available on the stock exchange website ([www.bseindia.com](http://www.bseindia.com) / [www.nseindia.com](http://www.nseindia.com)) and the Company's website ([www.8kmiles.com](http://www.8kmiles.com)).

Place: Chennai  
Date: 13 November 2018



For 8K Miles Software Services Limited

*R S Ramani*

R S Ramani  
Director  
DIN No. 03206751

**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 Half Year ended 30 September, 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 March 31, 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. 6,225.95 lakhs as at 30 September, 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 USD 89.61 lakhs (Rs. 5,808.44 lakhs) as at 31 March, 2018. We are informed by the management that such balance is USD 47.01 lakhs (Rs. 3,404.24 lakhs) as at 30 September, 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, in view of the loans receivable by it from the entities of 8K Miles Media Group in the USA as described in paragraph 4.3 above; and
  - (c) the consequential impact, if any, of the same on the Statement.
5. The Company has export trade receivables aggregating Rs. 1,458.49 lakhs outstanding for more than nine months from the invoice date as at 30 September, 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.
6. During the period, the Company has paid amounts aggregating Rs. 36.11 lakhs to a bank, which has been fully expensed under finance cost in the Statement. We are informed that the same is towards processing fees for loans. However, we have not been provided with the details of the borrowing/proposed borrowing towards which the processing fees has been incurred. In the absence of such details, we are unable to conclude on the borrowing/proposed borrowing, the appropriateness of the amounts incurred and the consequential impact, if any, of the same on the Statement.



**Qualified Conclusion**

7. Except for the possible effects of the matters described in paragraphs 4 to 6 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)



A handwritten signature in black ink, appearing to read "V. Balaji".

**V. Balaji**  
Partner  
(Membership No. 203685)

CHENNAI, 13 November, 2018  
VB/JT/RB/2018/20

**Management Responses with reference to the basis of Qualification given by Auditors in their Limited Review Report dated 13<sup>th</sup> November 2018:****Point No. 4.1**

*The Board of Directors of the Company ("Board") have been informed by the management of 8K Media that the necessary legal action has been initiated against the baseless allegations. The Board has additionally requested the management of 8K Media to conduct a forensic audit to quash the false allegation.*

*The Board is of the opinion that the above allegations and resignation of the statutory auditor of 8K Media has no impact on the Company's business performance and operations.*

**Point No. 4.3**

*The Company's subsidiary has received an amount of USD 42.60 Lakhs (equivalent to Rs.2,914.69 Lakhs) between 1<sup>st</sup> April 2018 and 30<sup>th</sup> September 2018. Thus, reducing the outstanding from USD 89.61 Lakhs (equivalent to Rs.5,808.44 Lakhs) to USD 47.01 Lakhs (equivalent to Rs.3,404.24 Lakhs) at 30<sup>th</sup> September 2018. The entire outstanding receivable is planned to be collected prior to December 31, 2018.*

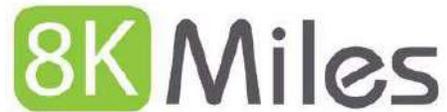
*In view of the above, the Board is confident about the ability of the Company's subsidiary to repay its dues to the Company.*

**Point No. 5**

*The Company has received certain remittances in October 2018 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.*

**Point No. 6**

*The Company was planning to avail a borrowing for acquisition purposes and had paid processing fee of Rs.36.11 lakhs. Due to the current market conditions, the Company has currently deferred the plan for such borrowing and on a prudent basis has charged such expenses to the income statement.*



## **Media Release-13/11/2018**

**8K Miles Software Services Ltd Q2FY19 Net Profit up YoY 23.93% at Rs 50.90 Cr  
Q2FY19 Revenue grew YoY by 34.16% to Rs. 282.57 Cr**

### **Consolidated Financial Performance for Q2FY19 v/s Q2FY18 (Corresponding Quarter)**

- Revenue of **Rs. 282.57** Crores v/s. **Rs. 210.62** Crores[↑ 34.16%]
- EBITDA before exceptional items of **Rs. 96.96** Crores v/s. **Rs. 70.55** Crores
- PAT after minority interest at **Rs. 50.90** Crores v/s. **Rs. 41.08** Crores

### **Consolidated Financial Performance for Q2FY19 vs Q1FY19 (Sequential Quarter)**

- Revenue of **Rs. 282.57** Crores v/s. **Rs. 240.22** Crores[↑ 17.63%]
- EBITDA before exceptional items of **Rs. 96.96** Crores v/s. **Rs. 88.56** Crores
- PAT after minority interest at **Rs. 50.90** Crores v/s. **Rs. 47.51** Crores

**Chennai, November 13, 2018:** 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 30th September, 2018 as approved by the Board of Directors.

### **Q2 FY2019 Highlights**

The company's Net Profit for Q2FY19 rose by 23.93% to Rs 50.90 Crores as against Net Profit of Rs 41.08 Crores in Q2FY18.

The Company's Revenue from operations for the quarter under consideration stood at Rs 282.57 Crores as against Rs 210.62 Crores in Q2FY18.

EBIDTA for the September quarter was at Rs 96.96 Crores and EBIDTA margin stood at 34.31%.

### **H1 FY2019 Highlights**

The company's net profit for H1FY19 stood at Rs 98.42 Crores up 24.31% as against Rs 79.17 Crores reported in the same period of last fiscal.

Revenue for the period was at Rs 522.79 Crores up 28.76% as against Rs 406.04 Crores reported in H1FY18.



### **Business Highlights for the quarter ended September 30, 2018**

- 4 clients added during the quarter
- AWS Infrastructure Services Qualification and Application Validation Project for 5 AWS Services was kicked off at a large pharma customer in the US. Currently in discussion for Qualification of 40 more AWS Services.
- Engaged with a new pharma client building an IoT Application Platform on public cloud.
- Working with a healthcare company to provide DevOps and Application Development, Data-Lake and Data Analysis Platform on AWS.
- For an existing large life sciences customer, successfully Delivered Multi Cloud Platform and Cloud Operations capabilities. 8K Miles has been selected to deliver on their Big-data and Data Lake platform on public cloud. Multiple BUs within the organization are reaching out to do more business with this cloud platform.
- Started offering Microsoft Azure Cloud operations capabilities for an existing Pharma customer.
- Helping a highly regulated customer with their cloud platform integration with its parent company, a large pharma company after its acquisition.
- Recently won a Public Cloud Management Platform opportunity with a multi-national large corporation. Developing Data lake, Identity Access management and Application Migration efforts are part of the upcoming phases of work.
- 8K Miles Cornerstone was selected to lead the MEDITECH Expanse implementation at a Medical Center in West Plains, Missouri. The electronic health record (EHR) implementation will transition from a multitude of systems including MEDITECH Client Server (inpatient), Allscripts (ambulatory), and T-Systems (ED), to the single, highly integrated, web-based MEDITECH Expanse platform
- 8K Miles Cornerstone was selected to lead the MEDITECH Expanse implementation at Rehabilitation Center in Jackson, Mississippi. The implementation will transition Methodist Rehabilitation Center from various other vendor financial and revenue cycle solutions to the highly integrated MEDITECH Expanse platform.
- One of Our Regional Health client based in Emporia, KS went live in January with MEDITECH's web-based Electronic Health Record (EHR) platform Expanse in the acute setting and in August in the Ambulatory setting. As a beta site for moving to Expanse from 6.15, they are an exceptional case study for physician leadership engagement and for workflow/process redesign. In the month of going live, usage reports in Expanse for CPOE showed 88% and PDOC at 94%. These rates are nearly 100% today, far exceeding the initial targets set by their executive committee and physician champions. With a single Expanse EHR across the entire health system, the providers and patients can enjoy a "One Patient, One Record" experience.
- In July, 8K Miles Cornerstone launched a new webinar series called "MEDITECH Expanse Field Notes." This webinar series provides 45-minute, online educational sessions designed to provide useful content to enhance an Expanse implementation and optimization, and to keep our clients and prospects informed on the newest additions to MEDITECH's web-based EHR platform. Each webinar will examine and dive deep into a specific element of Expanse, led by the Cornerstone experts and physicians using the product today. To date, over 150 people have participated in these webinars.



### **Management Commentary**

Commenting on the result **Mr. Suresh Venkatachari, Chairman and Managing Director, 8K Miles Software Services, Ltd** said *“I am pleased to announce that we have continued in delivering another quarter of good performance which are in line with our set goals. As a company we would implement strategies to increase the revenue from existing customers, acquire new regulated enterprise customers, increase our recurring revenue portion, extend our footprint in other geographies and enhance our cloud offerings. I would like to extend my gratitude to our dedicated employees, clients and customers for their constant support. We would continue our efforts in expanding the business globally and maintaining a healthy order book”.*

*The Company’s subsidiary has received an amount of Rs.3,671.38 Lakhs from 8K Media Group Inc. USA from 1<sup>st</sup> April 2018 to 13<sup>th</sup> November 2018. The Outstanding as at November 13<sup>th</sup> November 2018 from 8K Media Group Inc. USA is Rs.2,137.06 Lakhs (Rs.5,808.44 Lakhs as at 31<sup>st</sup> March 2018)*

“Using 8K Miles cloud management and automated compliance solutions, BOTs based accelerators, DevOps automation on multi cloud platforms, customers can now deploy qualified and validated applications in discovery, drug development and manufacturing, quickly innovate and leverage new ways for clinical trials, research and development on the cloud with opportunities for global collaboration, use data analytics, AI/ML to make decisions and more efficiently leverage digital marketing resources to promote their product brands. These capabilities will help to drive more personalized medicine, new product development and with an efficient operating model for life sciences and pharma companies.” said Mr. Lena Kannappan, Chief Operating Officer and Board of Director of 8K Miles Software Services, Ltd.

### **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:**

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[raveena.shetty@adfactorspr.com](mailto:raveena.shetty@adfactorspr.com)



**8K Miles Software Services Limited**  
**Consolidated Statement of Assets & Liabilities**

**(Amount in INR in Lakhs)**

Particulars	As at 30 September 2018 (Un-Audited)	As at 31 March 2018 (Audited)
<b>Assets</b>		
(a) Property, plant and equipment	1,171.60	1,249.05
(b) Capital Work-in-progress	101.55	10.60
(c) Goodwill	13,390.77	11,994.47
(d) Other Intangible assets	25,490.51	22,590.02
(e) Intangible asses under development	7,697.50	2,795.68
(f) Financial assets		
(i) Loans	178.99	171.42
(g) Deferred tax assets (Net)	102.17	-
(h) Other non-current assets	5,141.89	4,382.27
Total non-current assets	<b>53,274.98</b>	<b>43,193.51</b>
<b>Current assets</b>		
(a) Financial assets		
(i) Trade receivables	29,780.07	25,252.35
(ii) Cash and cash equivalents	5,890.66	1,023.13
(iii) Bank balances other than (ii) above	76.00	76.00
(iv) Loans	3,637.47	6,518.41
(v) Other financial assets	3,966.35	3,306.36
(b) Other current assets	3,301.17	2,516.51
Total Current Assets	<b>46,651.72</b>	<b>38,692.76</b>
Total Assets	<b>99,926.70</b>	<b>81,886.27</b>
<b>EQUITY AND LIABILITIES</b>		
Equity		
(a) Equity share capital	1,525.88	1,525.88
(b) Other equity	63,400.77	47,583.61
	<b>64,926.65</b>	<b>49,109.49</b>
Minority Interest	18,830.16	14,723.63
<b>Total Equity</b>	<b>83,756.81</b>	<b>63,833.12</b>
Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	7,038.41	5,007.15
(b) Provisions	85.58	63.10
(c) Deferred Tax liabilities	-	308.40
(d) Other non-current liabilities	7.50	10.61
<b>Total non-current liabilities</b>	<b>7,131.49</b>	<b>5,389.26</b>
Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	1,165.39	2,592.27
(ii) Trade payables	5,111.12	4,136.41
(iii) Other financial liabilities	253.64	3,412.47
(b) Other current liabilities	794.39	750.35
(c) Provisions	47.67	32.17
(d) Current tax liabilities (Net)	1,666.19	1,740.22
Total Current Liabilities	<b>9,038.40</b>	<b>12,663.89</b>
<b>Total equity and liabilities</b>	<b>99,926.70</b>	<b>81,886.27</b>

**Consolidated Statement of Profit & Loss for the Quarter ended 30th September 2018**

(Rupees in Lakhs except EPS)

Particulars	Quarter ended			Year To Date		Year ended
	30-Sep-18	30-Jun-18	30-Sep-17	30-Sep-18	30-Sep-17	31-Mar-18
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	₹ 28,256.89	₹ 24,021.91	₹ 21,062.33	₹ 52,278.80	₹ 40,604.45	₹ 84,923.87
Other Income	₹ 569.80	₹ 485.82	₹ 49.80	₹ 1,055.62	₹ 85.69	₹ 845.24
<b>Total Income</b>	<b>₹ 28,826.69</b>	<b>₹ 24,507.73</b>	<b>₹ 21,112.13</b>	<b>₹ 53,334.42</b>	<b>₹ 40,690.14</b>	<b>₹ 85,769.11</b>
<b>Expenses</b>						
Employee benefits and other direct costs	₹ 14,256.05	₹ 11,040.72	₹ 10,242.91	₹ 25,296.77	₹ 19,698.88	₹ 39,930.67
Other expenses	₹ 4,875.12	₹ 4,611.17	₹ 3,813.60	₹ 9,486.29	₹ 7,538.04	₹ 15,751.40
Depreciation & Amortization	₹ 1,299.03	₹ 1,176.10	₹ 707.45	₹ 2,475.13	₹ 1,277.79	₹ 2,518.68
Finance costs	₹ 334.92	₹ 207.88	₹ 177.39	₹ 542.80	₹ 302.57	₹ 971.49
<b>Total expenses</b>	<b>₹ 20,765.12</b>	<b>₹ 17,035.87</b>	<b>₹ 14,941.35</b>	<b>₹ 37,800.99</b>	<b>₹ 28,817.28</b>	<b>₹ 59,172.24</b>
<b>Profit/(loss) before Tax</b>	<b>₹ 8,061.57</b>	<b>₹ 7,471.86</b>	<b>₹ 6,170.78</b>	<b>₹ 15,533.43</b>	<b>₹ 11,872.86</b>	<b>₹ 26,596.87</b>
Tax expenses	₹ 1,767.55	₹ 1,622.25	₹ 1,399.69	₹ 3,389.80	₹ 2,686.58	₹ 6,044.71
<b>Profit/(loss) after Tax</b>	<b>₹ 6,294.02</b>	<b>₹ 5,849.61</b>	<b>₹ 4,771.09</b>	<b>₹ 12,143.63</b>	<b>₹ 9,186.28</b>	<b>₹ 20,552.16</b>
Minority Interest	₹ 1,203.58	₹ 1,098.30	₹ 662.75	₹ 2,301.88	₹ 1,268.71	₹ 3,379.69
<b>Profit attributable to shareholders</b>	<b>₹ 5,090.44</b>	<b>₹ 4,751.31</b>	<b>₹ 4,108.34</b>	<b>₹ 9,841.75</b>	<b>₹ 7,917.57</b>	<b>₹ 17,172.47</b>
<b>Number of Equity Shares</b>	<b>30,517,605</b>	<b>30,517,605</b>	<b>30,517,605</b>	<b>30,517,605</b>	<b>30,517,605</b>	<b>30,517,605</b>
<b>Earnings Per Share (EPS) - Basic &amp; Diluted</b>	<b>₹ 16.68</b>	<b>₹ 15.57</b>	<b>₹ 13.46</b>	<b>₹ 32.25</b>	<b>₹ 25.94</b>	<b>₹ 56.24</b>



# Q2 FY19 Business Results

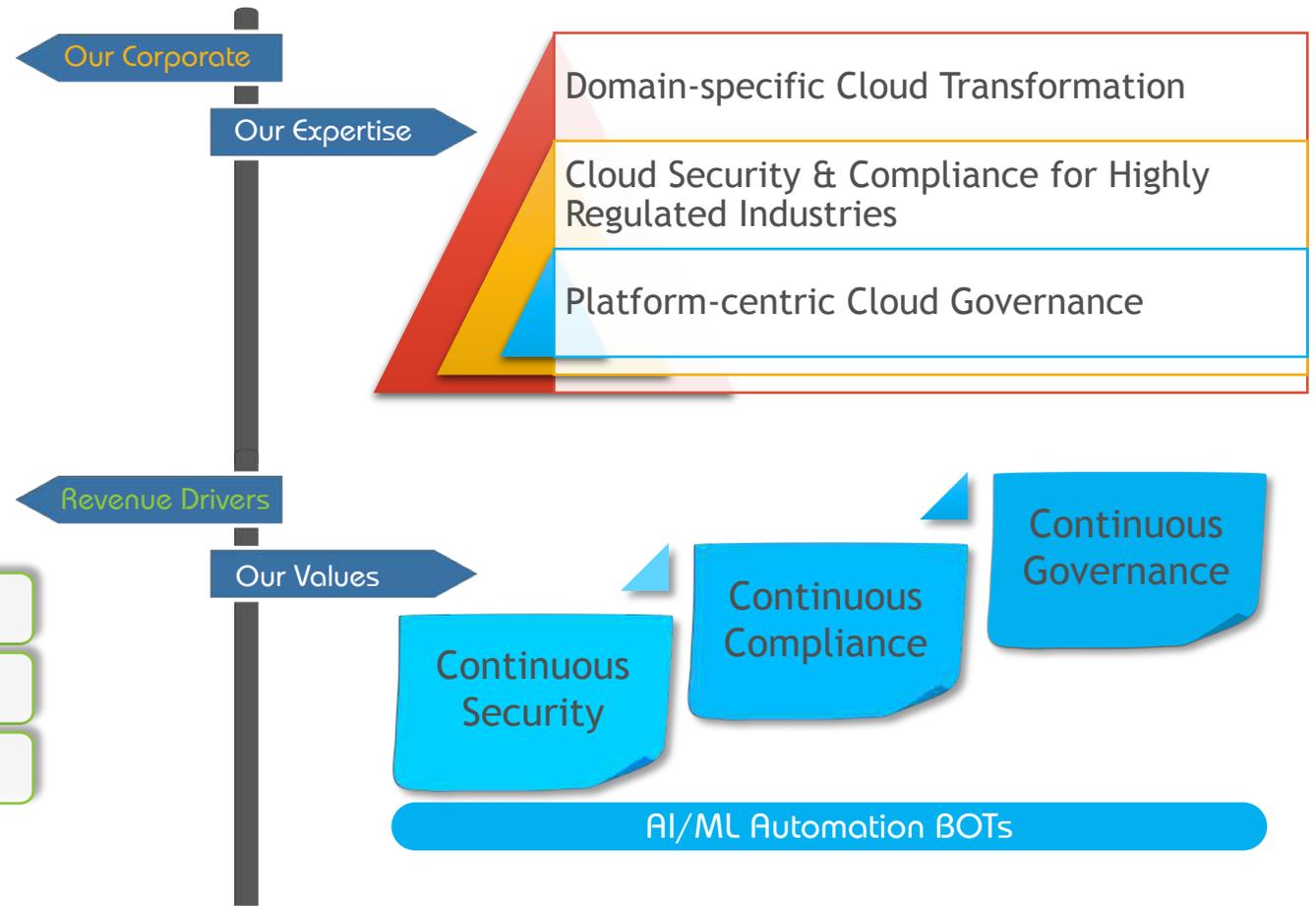
Cloud | Identity | Big Data | AI/ML | Blockchain

# About 8K Miles

## Global Leader in Enterprise Cloud Transformations

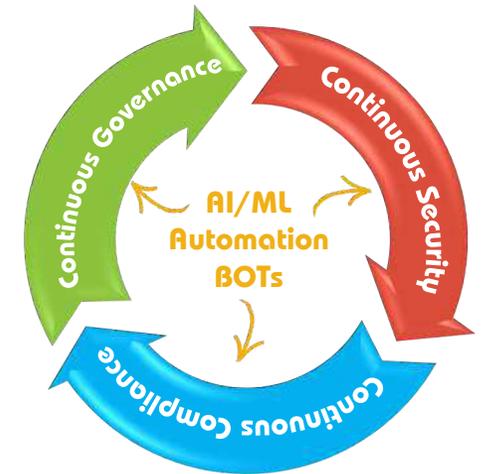
- Born on Cloud in 2008
- HQ: San Francisco, USA
- Total Headcount: 712
  - India ~210 Employees
  - USA ~520 Emp./Contractors
- FY18: Rs. 858 Cr Annual Revenue
  - Doubled Recurring (Managed Svc.) Revenues

- DevOps as a Service (NextGen MSP)
- Hosted (as a Service) Solutions
- Mature Cloud Transformation Models



# Q2 FY19 - State of Business

- Rs.282 CR Revenue in Q2, Up 17.63% QoQ / 34.16% YoY
- 33% of Revenue from Recurring/Managed Services
- 32% Revenue from Top Clients
- 4 New Clients Added during the Quarter
- Major Momentum on MEDITECH Expanse Implementation for Several Hospitals
- Enterprise Cloud Transformations Leadership across Healthcare Industry



AWS Certified NextGen MSP Partner

Microsoft Certified Gold Partner

Recognized Cloud Partner of Google

# Q1 FY19 Financial Highlights

Gross Revenue Rs. 282.57 CR  
Up 17.63% QoQ / 34.16% YoY

EBITDA Rs. 96.96 CR  
Up 9.48% QoQ / 37.42% YoY

Post MI Net Profits INR 50.90 CR  
Up 7.14% QoQ / 23.93% YoY



# Q2 Key Accomplishments

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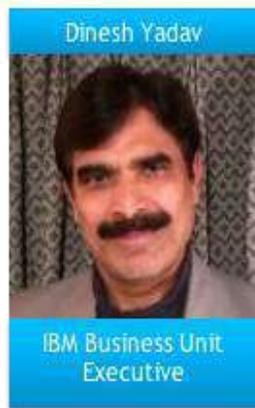
- AWS Infrastructure Services Qualification and Application Validation Project for 5 AWS Services was kicked off at a large pharma customer in the US. Currently in discussion for Qualification of 40 more AWS Services.
- Engaged with a new pharma client building an IoT Application Platform on public cloud.
- Working with a healthcare company to provide DevOps and Application Development, Data-Lake and Data Analysis Platform on AWS.
- For an existing large life sciences customer, successfully Delivered Multi Cloud Platform and Cloud Operations capabilities. 8K Miles has been selected to deliver on their Big-data and Data Lake platform on public cloud. Multiple BUs within the organization are reaching out to do more business with this cloud platform.
- Started offering Microsoft Azure Cloud operations capabilities for an existing Pharma customer.
- Helping a highly regulated customer with their cloud platform integration with its parent company, a large pharma company after its acquisition.
- Recently won a Public Cloud Management Platform opportunity with a multi-national large corporation. Developing Data lake, Identity Access management and Application Migration efforts are part of the upcoming phases of work.

# Q2 Key Accomplishments

- 8K Miles Cornerstone was selected to lead the MEDITECH Expanse implementation at a Medical Center in West Plains, Missouri. The electronic health record (EHR) implementation will transition from a multitude of systems including MEDITECH Client Server (inpatient), Allscripts (ambulatory), and T-Systems (ED), to the single, highly integrated, web-based MEDITECH Expanse platform
- 8K Miles Cornerstone was selected to lead the MEDITECH Expanse implementation at Rehabilitation Center in Jackson, Mississippi. The implementation will transition Methodist Rehabilitation Center from various other vendor financial and revenue cycle solutions to the highly integrated MEDITECH Expanse platform.
- One of Our Regional Health client based in Emporia, KS went live in January with MEDITECH's web-based Electronic Health Record (EHR) platform Expanse in the acute setting and in August in the Ambulatory setting. As a beta site for moving to Expanse from 6.15, they are an exceptional case study for physician leadership engagement and for workflow/process redesign. In the month of going live, usage reports in Expanse for CPOE showed 88% and PDOC at 94%. These rates are nearly 100% today, far exceeding the initial targets set by their executive committee and physician champions. With a single Expanse EHR across the entire health system, the providers and patients can enjoy a "One Patient, One Record" experience.
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# 8K Strategic Advisory Board

With the help, support & direction from these industry veterans, to scale our growth



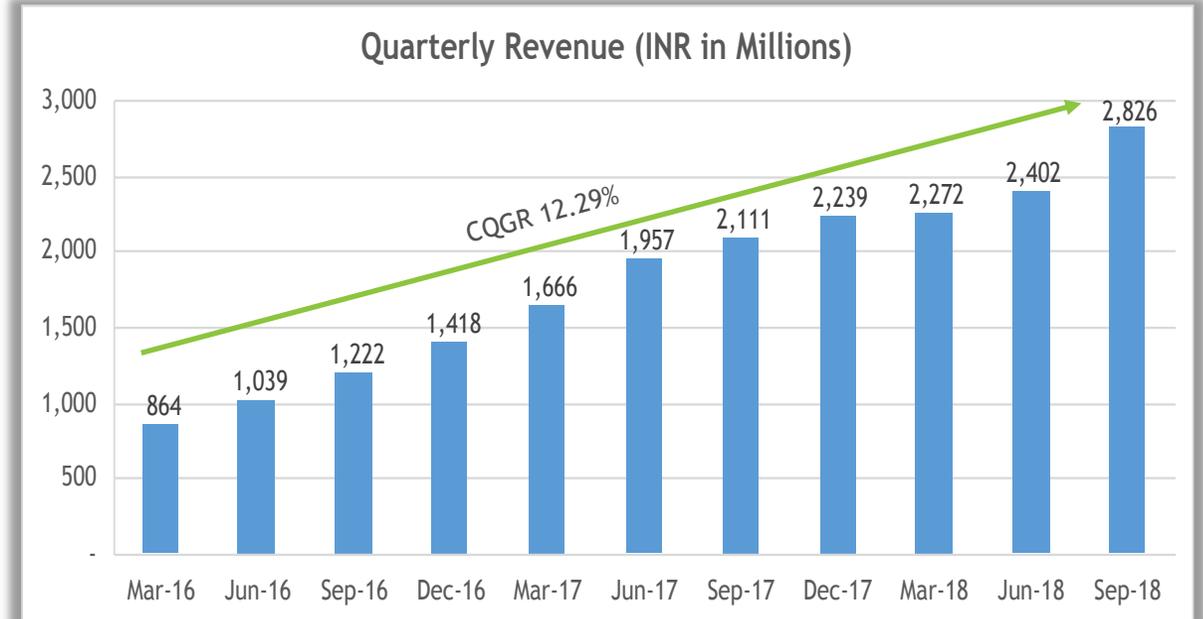
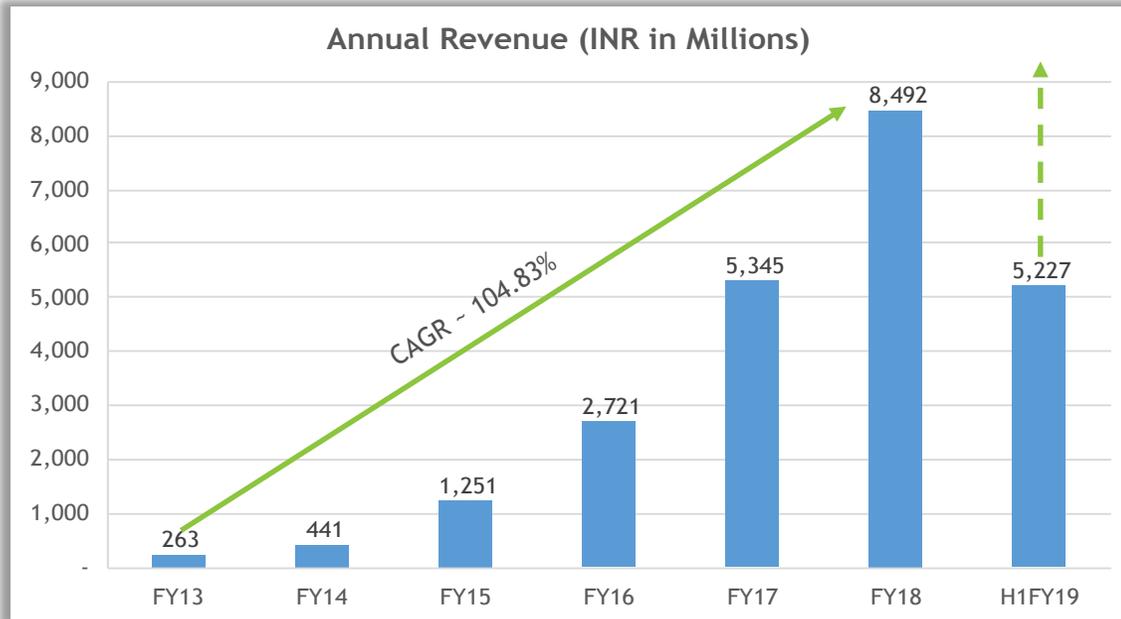
- Strategic Directions and Goals
- Advise on Technology, Offerings and M&A
- Scale to Enterprise Level
- Customer References



# Financial Summary

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# An Overview of Growth



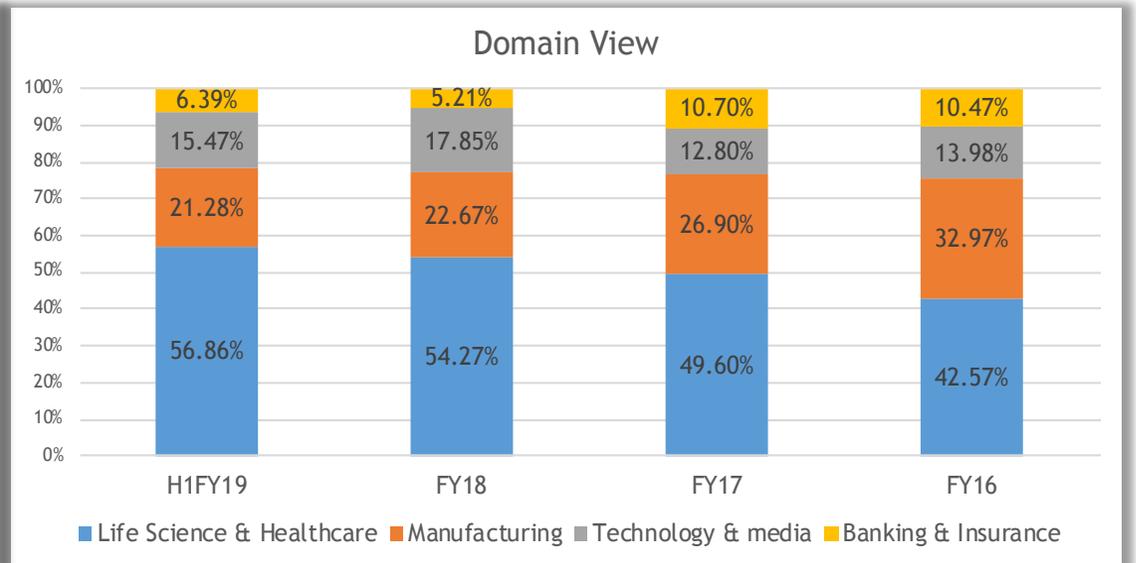
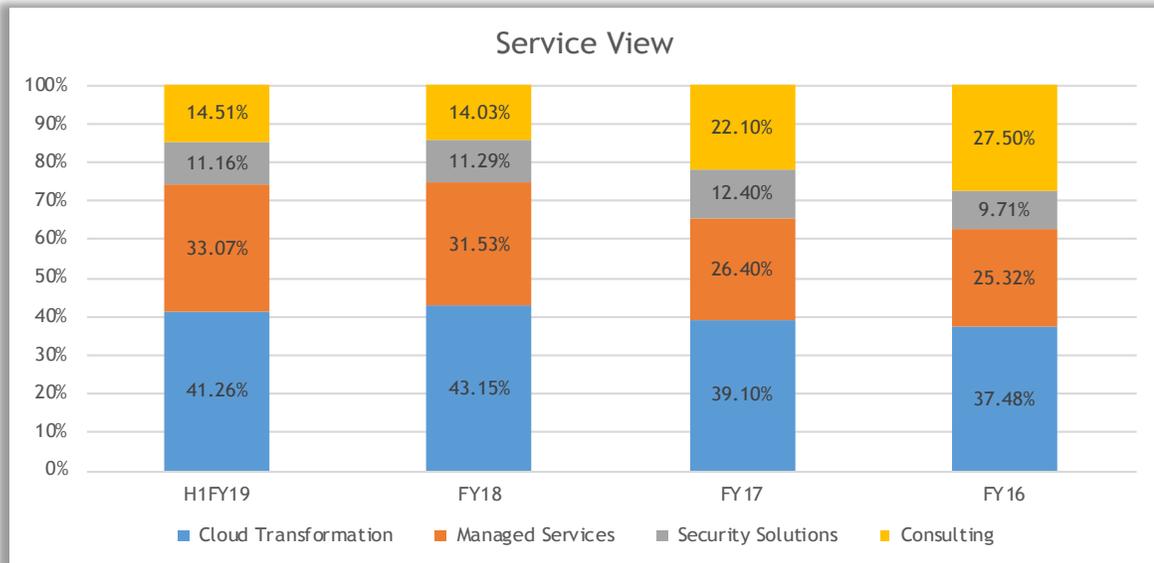
Number of Clients by Size of Account:

	> \$1M	> \$2M	> \$3M	> \$5M
H1FY19	20	6	5	1
FY18	18	6	5	1
FY17	13	4	2	1
FY16	8	-	-	-

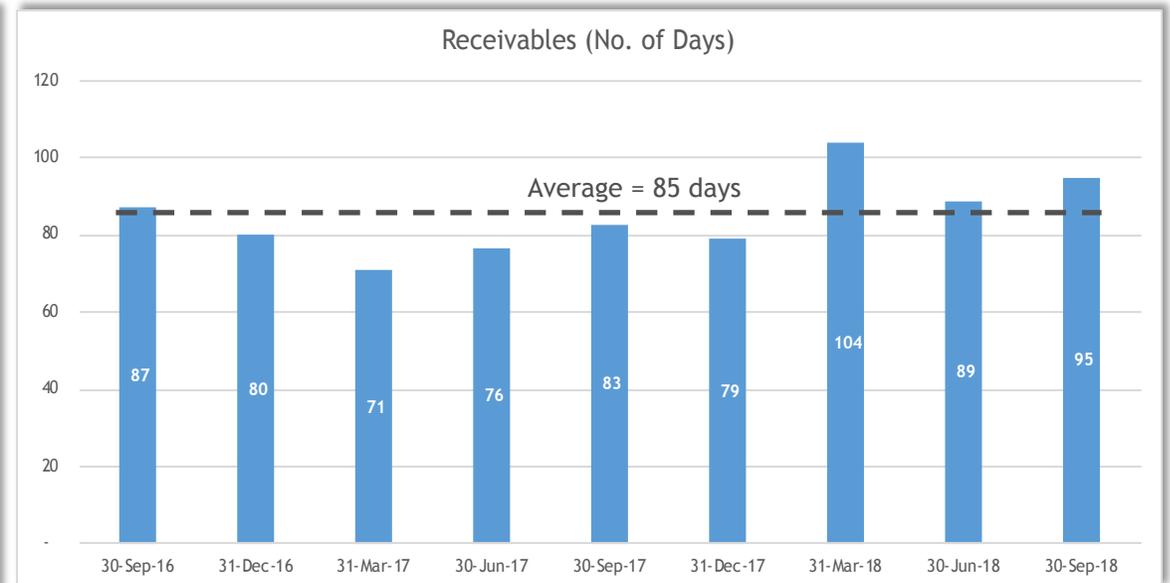
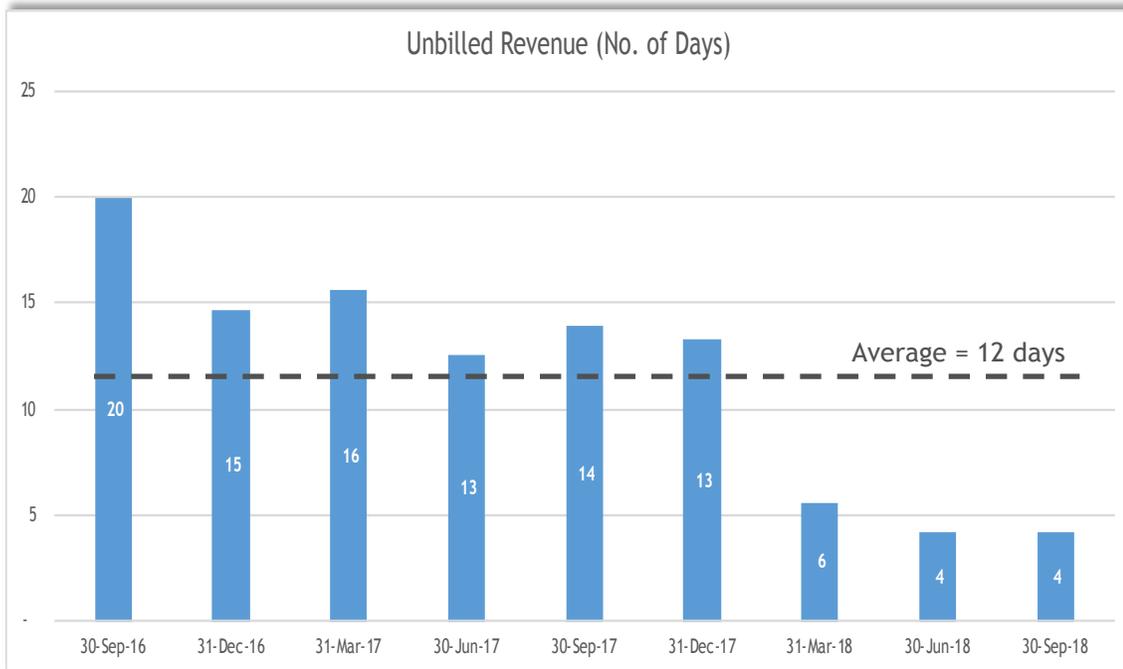
# H1FY19 Revenue Break-up

Growth by Service	H1FY19	FY18	FY17	FY16
Cloud Transformation	Rs. 2,157	Rs. 3,664	Rs. 2,089	Rs. 1,018
Managed Services	Rs. 1,729	Rs. 2,678	Rs. 1,411	Rs. 688
Security Solutions	Rs. 583	Rs. 959	Rs. 663	Rs. 264
Consulting	Rs. 759	Rs. 1,191	Rs. 1,181	Rs. 747
<b>Total</b>	<b>Rs. 5,227</b>	<b>Rs. 8,492</b>	<b>Rs. 5,344</b>	<b>Rs. 2,716</b>

Growth by Domain	H1FY19	FY18	FY17	FY16
Life Science & Healthcare	Rs. 2,972	Rs. 4,609	Rs. 2,650	Rs. 1,156
Manufacturing	Rs. 1,111	Rs. 1,925	Rs. 1,438	Rs. 896
Technology & Media	Rs. 809	Rs. 1,516	Rs. 684	Rs. 380
Banking & Insurance	Rs. 334	Rs. 442	Rs. 572	Rs. 284
<b>Total</b>	<b>Rs. 5,227</b>	<b>Rs. 8,492</b>	<b>Rs. 5,344</b>	<b>Rs. 2,716</b>



# Trend of Unbilled Revenue and Receivables



Receivables Aging	Sep-18 (INR in Cr.)	Sep-18 %
0-30	126.49	42.5%
31-60	94.57	31.8%
61-90*	54.89	18.4%
Over 90*	21.85	7.3%
<b>Total</b>	<b>297.80</b>	<b>100%</b>

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

# FY19 Consolidated P&L Statement

Particulars	QE	QE	QE	YTD	YTD	Year ended
	30-Sep-18	30-Jun-18	30-Sep-17	30-Sep-18	30-Sep-17	31-Mar-18
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	₹ 28,256.89	₹ 24,021.91	₹ 21,062.33	₹ 52,278.80	₹ 40,604.45	₹ 84,923.87
Other Income	₹ 569.80	₹ 485.82	₹ 49.80	₹ 1,055.62	₹ 85.69	₹ 845.24
<b>Total Income</b>	<b>₹ 28,826.69</b>	<b>₹ 24,507.73</b>	<b>₹ 21,112.13</b>	<b>₹ 53,334.42</b>	<b>₹ 40,690.14</b>	<b>₹ 85,769.11</b>
<b>Expenses</b>						
Employee benefits and other direct costs	₹ 14,256.05	₹ 11,040.72	₹ 10,242.91	₹ 25,296.77	₹ 19,698.88	₹ 39,930.67
Other expenses	₹ 4,875.12	₹ 4,611.17	₹ 3,813.60	₹ 9,486.29	₹ 7,538.04	₹ 15,751.40
Depreciation & Amortization	₹ 1,299.03	₹ 1,176.10	₹ 707.45	₹ 2,475.13	₹ 1,277.79	₹ 2,518.68
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<b>Total expenses</b>	<b>₹ 20,765.12</b>	<b>₹ 17,035.87</b>	<b>₹ 14,941.35</b>	<b>₹ 37,800.99</b>	<b>₹ 28,817.28</b>	<b>₹ 59,172.24</b>
Profit/(loss) before Tax	₹ 8,061.57	₹ 7,471.86	₹ 6,170.78	₹ 15,533.43	₹ 11,872.86	₹ 26,596.87
Tax expenses	₹ 1,767.55	₹ 1,622.25	₹ 1,399.69	₹ 3,389.80	₹ 2,686.58	₹ 6,044.71
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Minority Interest	₹ 1,203.58	₹ 1,098.30	₹ 662.75	₹ 2,301.88	₹ 1,268.71	₹ 3,379.69
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Number of Equity Shares	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605
<b>Earnings Per Share (EPS) - Basic &amp; Diluted</b>	<b>₹ 16.68</b>	<b>₹ 15.57</b>	<b>₹ 13.46</b>	<b>₹ 32.25</b>	<b>₹ 25.94</b>	<b>₹ 56.24</b>

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			<b>Total equity and liabilities</b>	<b>99,926.70</b>	<b>81,886.27</b>



# Thank You

Cloud | Identity | Big Data | AI/ML | Blockchain