

Ref: 8K/CHN/2017-18/E016
3rd October 2017

The Deputy General Manager, Department of Corporate Services, Bombay Stock Exchange Ltd, 14th Floor, Rotunda Building 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 -INE650K01013	EQ- 8KMILES ISIN -INE650K01013

Dear Sir/Madam,

Sub: Analyst/Investors Meeting- Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements, 2015

Further to our intimation dated 19th September 2017, the Company has conducted the Analyst/Investor meeting on 3rd of October 2017 at “Sofitel Mumbai BKC”, Mumbai as scheduled.

The Company’s senior management has presented the company’s strategy, business model and growth plans to the attendees. The Meeting commenced at 4 pm and ended around 8.30 pm.

We are pleased to attach the presentation shared to the group of Analysts and Investors presented. For the sake of other members’ information and the same is sent, and the same will also be uploaded in the company’s website (www.8kmilessoftwareservices.com)

For 8K Miles Software Services Limited

J. Jayashree



Jayashree Jagannathan
Company Secretary & Compliance Officer
Encl: As above



Analysts & Investors Presentation

Oct 3, 2017 @ Mumbai, India



8K Miles Cloud Journey – Company Overview

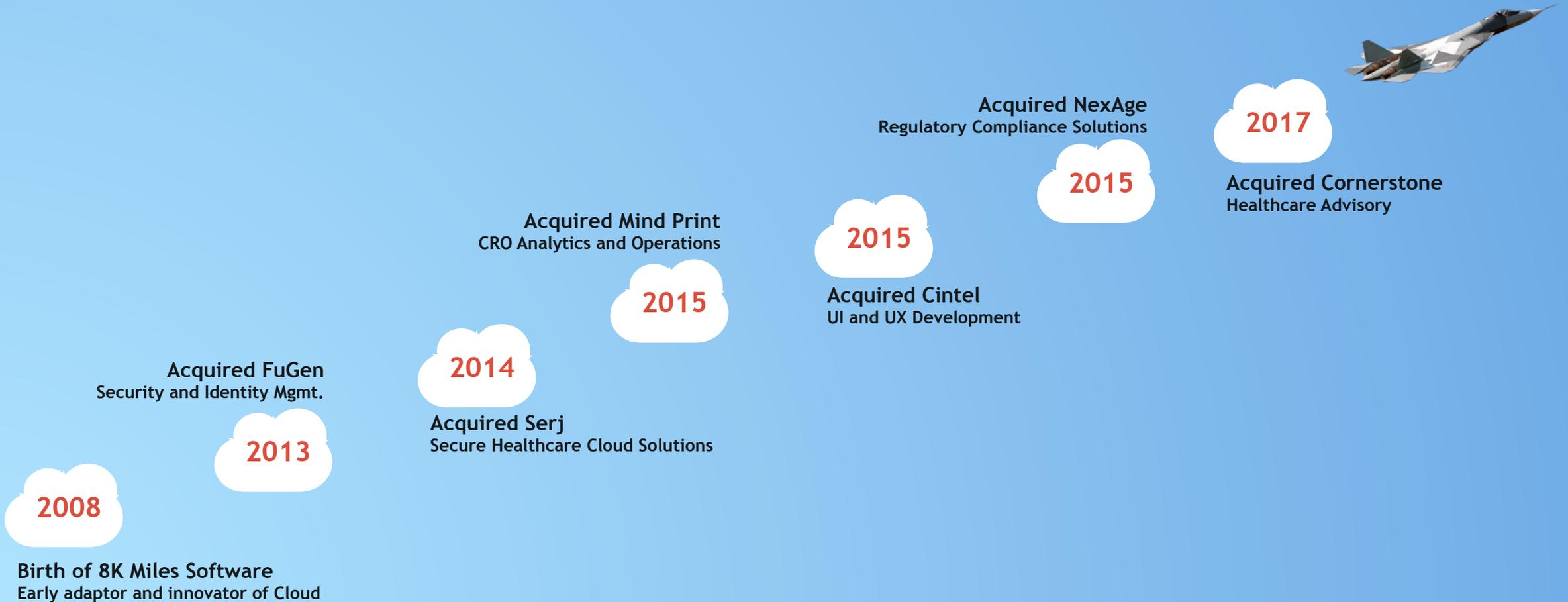
Suresh Venkatachari, Chairman & CEO

8K Miles is a Global Leader in Cloud Experience Solutions since 2008 having Numerous Success Stories in the Highly Regulated Industries with Emphasis on Cloud Security, Compliance & Automation.



Our Rapid Growth is Fueled both Organically – our People, Products & Processes as well as thru M&As.

Our M&A Journey



Why Our Customers Choose Us...

We Understand Their Challenges

Apply Right Technology

Provide Unique Values

Bring Portfolio of Solutions

Offer NextGen MSP Services

Drive Automation & Quality

People Agree With Us...

- Ever Changing Technology
- Ever Challenging Security and Compliances
- Less Resources means more Automation
- High expectations on End User *Experience*



“How do I Migrate to Cloud?” is not the challenge for Customers. Unknowns of life after migration are. 8K Miles understands this and has battle-proven experiences.

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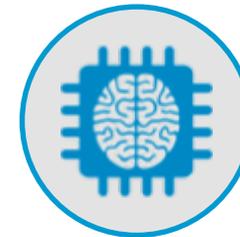
Limitless & On-Demand
Always ON Access to
Capabilities



Secure & Compliant
Trusted Solutions



Economy of Scale
Simplification, Automation
& Cost Effective



AI Inside
Smart Solutions (e.g.,
Machine Learning)



Seamless Integration
Delivering Unified
Experience

Taking *Cloud Experience* Forward

Why Our Customers Choose Us...

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Apply Right Technology

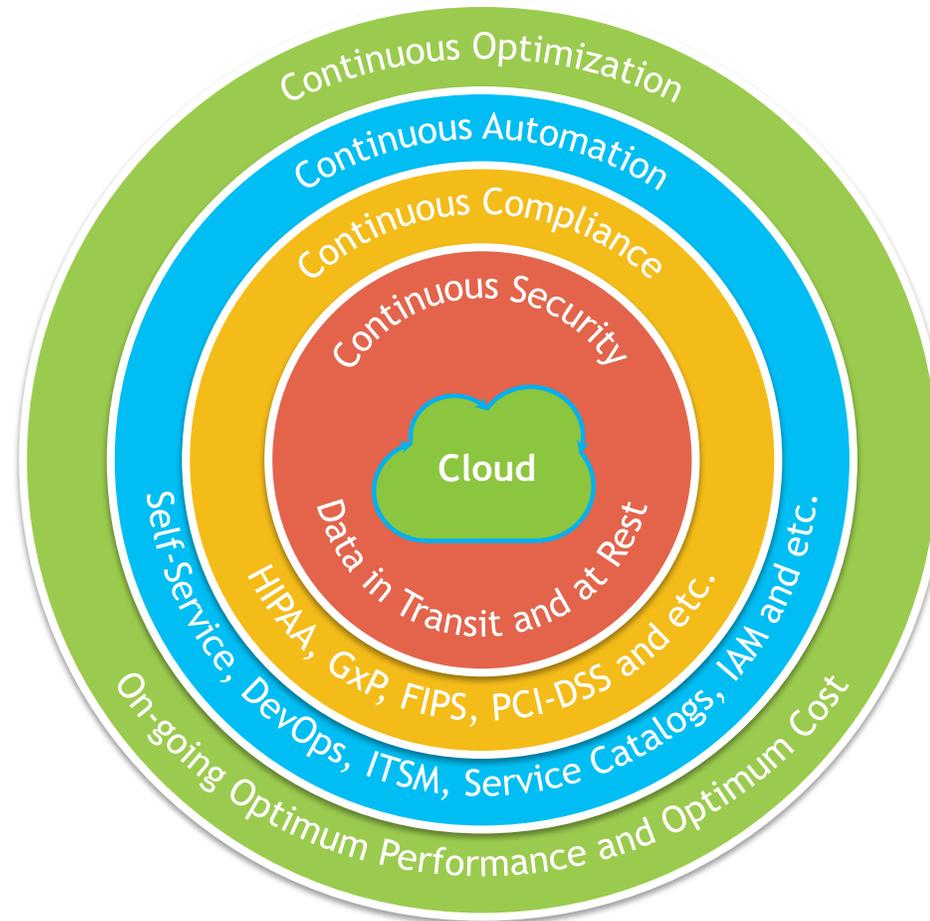
Provide Unique Values

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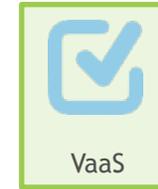
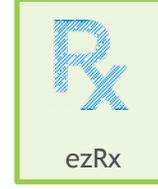
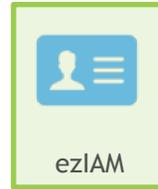
Provide Unique Values

Bring Portfolio of Solutions

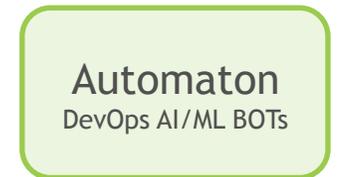
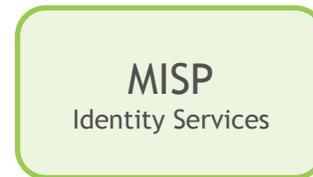
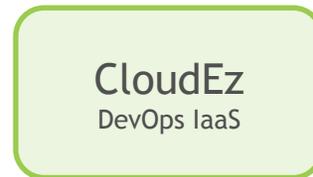
Offer NextGen MSP Services

Drive Automation & Quality

People Agree With Us...



8K Solutions



8K Platforms



Competencies

Growing Portfolio of Solutions + Strong Partnership Strategy
(AWS, Microsoft, Oracle, Google, Service NOW and others)

Why Our Customers Choose Us...

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Apply Right Technology

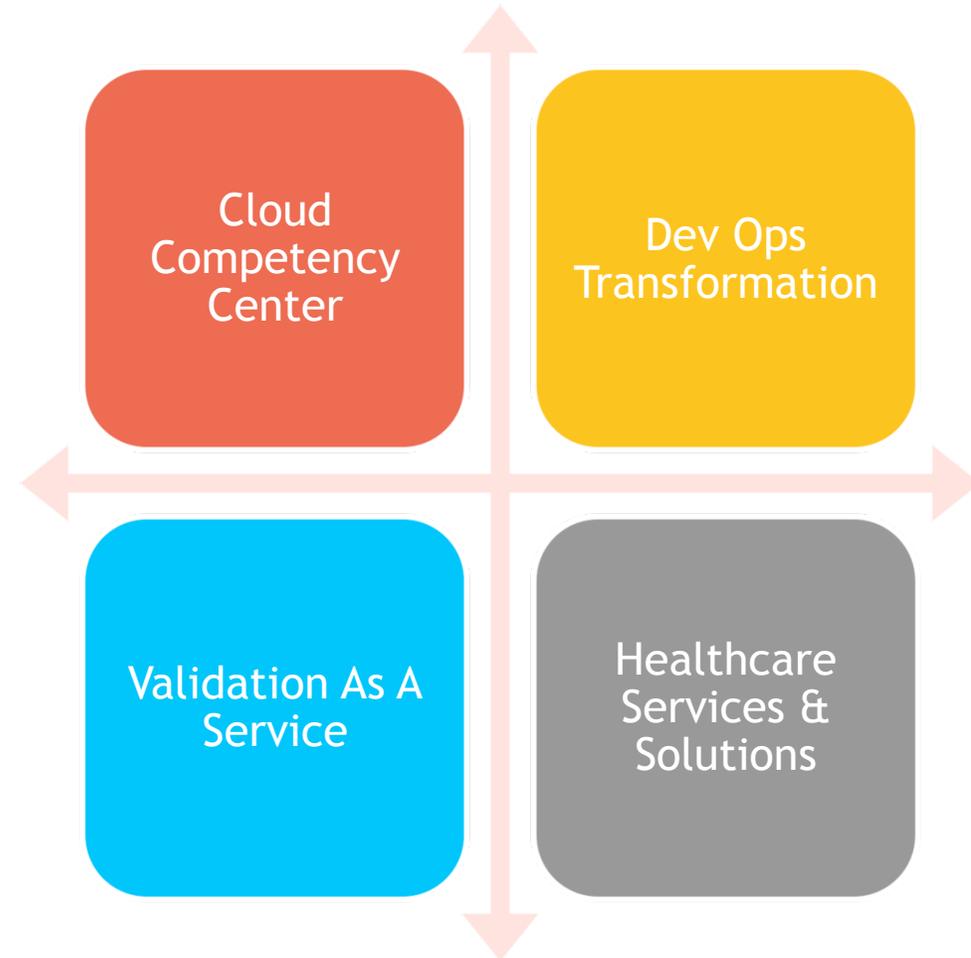
Provide Unique Values

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People Agree With Us...



Why Our Customers Choose Us...

We Understand Their Challenges

Apply Right Technology

Provide Unique Values

Bring Portfolio of Solutions

Offer NextGen MSP Services

Drive Automation & Quality

People Agree With Us...

- Highly Skilled & Experienced *Premium* Workforce
 - Serve as a Cloud Competency Center
 - Offer and Enforce Best Methods & Procedures
- Cloud-Native Delivery Processes and Methodologies
 - DevOps
 - CI/CD (Continuous Integration/Continuous Delivery)
 - ITSM & ITOM
- Automation, Automation and Some More Automation
 - Monitoring, Operations, Implementation & Testing Automation
 - Need Less Resources & Take Less Time
 - Repeatable & Reliable

Our ability to provide Automation of Cloud including AI/ML capabilities and built-in Security & Compliance delivers value simultaneously to both IT and Business. This makes us '*Niche*' Vendors

Why Our Customers Choose Us...

We Understand Their Challenges

Apply Right Technology

Provide Unique Values

Bring Portfolio of Solutions

Offer NextGen MSP Services

Drive Automation & Quality

People Agree With Us...

- Testimonials from
 - ✓ Our Partners
 - ✓ Industry Experts and
 - ✓ Our Clients

Why Our Customers Choose Us...

We Understand Their Challenges

Apply Right Technology

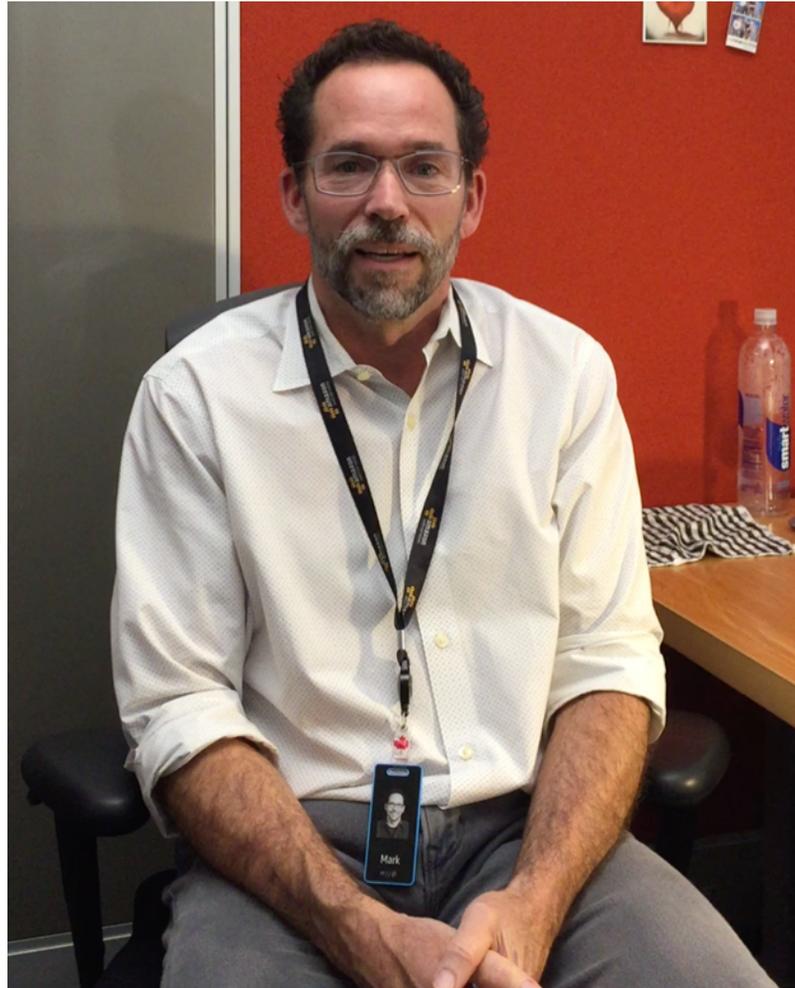
Provide Unique Values

Bring Portfolio of Solutions

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People Agree With Us...



Mark Johnston
Director of Global Business
Development,
Healthcare Lifesciences Vertical
AWS

Why Our Customers Choose Us...

We Understand Their Challenges

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People Agree With Us...



Philippe Poutonnet,
Global Product Marketing Lead,
AI & Machine Learning,
Google Cloud

“8KMiles has been a reliable partner to our Product Management team in our successful new product launches.”

Why Our Customers Choose Us...

We Understand Their Challenges

Apply Right Technology

Provide Unique Values

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People Agree With Us...

“Trimble is a global leader with its solutions transforming the way world works, it’s critical that we have robust Cloud adoption strategy to stay ahead in the latest technology. We started our journey to migrate our critical applications to the cloud and also looked at cloud based delivery models for newer applications.

We could tell from the beginning that 8K Miles would be a great partner. 8K Miles has a proven history and experience with AWS, Cloud Security and DevOps. As a result, 8K Miles is enabling our Cloud journey by helping us deliver applications with 24x7 availability, security and customer satisfaction”



- Clay Parker, Security Operations Director @ Trimble

Why Our Customers Choose Us...

We Understand Their Challenges

Apply Right Technology

Provide Unique Values

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Drive Automation & Quality

People Agree With Us...

“At -----, we are applying our expertise in science and innovation to society’s biggest health challenges and providing solutions that address the evolving needs of patients worldwide. Cloud is an integral part of our strategy to drive innovation and deliver new drugs to the market sooner and more cost effectively.

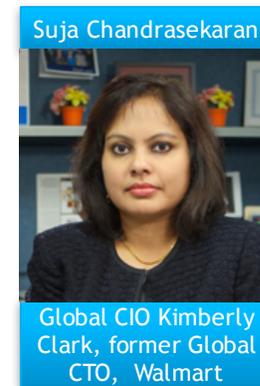
8KMiles has that unique blend of skills specifically for Pharmaceutical/Life Sciences organizations. Since day one they fully understood our mission and brought the team, the skills and the enthusiasm to make our vision a reality. Their DevOps methodology and Continuous Integration and Continuous Automation approach is allowing us to deliver innovative Cloud services to business users at record rates.

I wish 8K Miles good luck!”

- Global CIO of a Tier-0 Pharma Company

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



8K Product Portfolio & Demos

Harish Ganesan, CTO

8K Miles Portfolio

Strengths

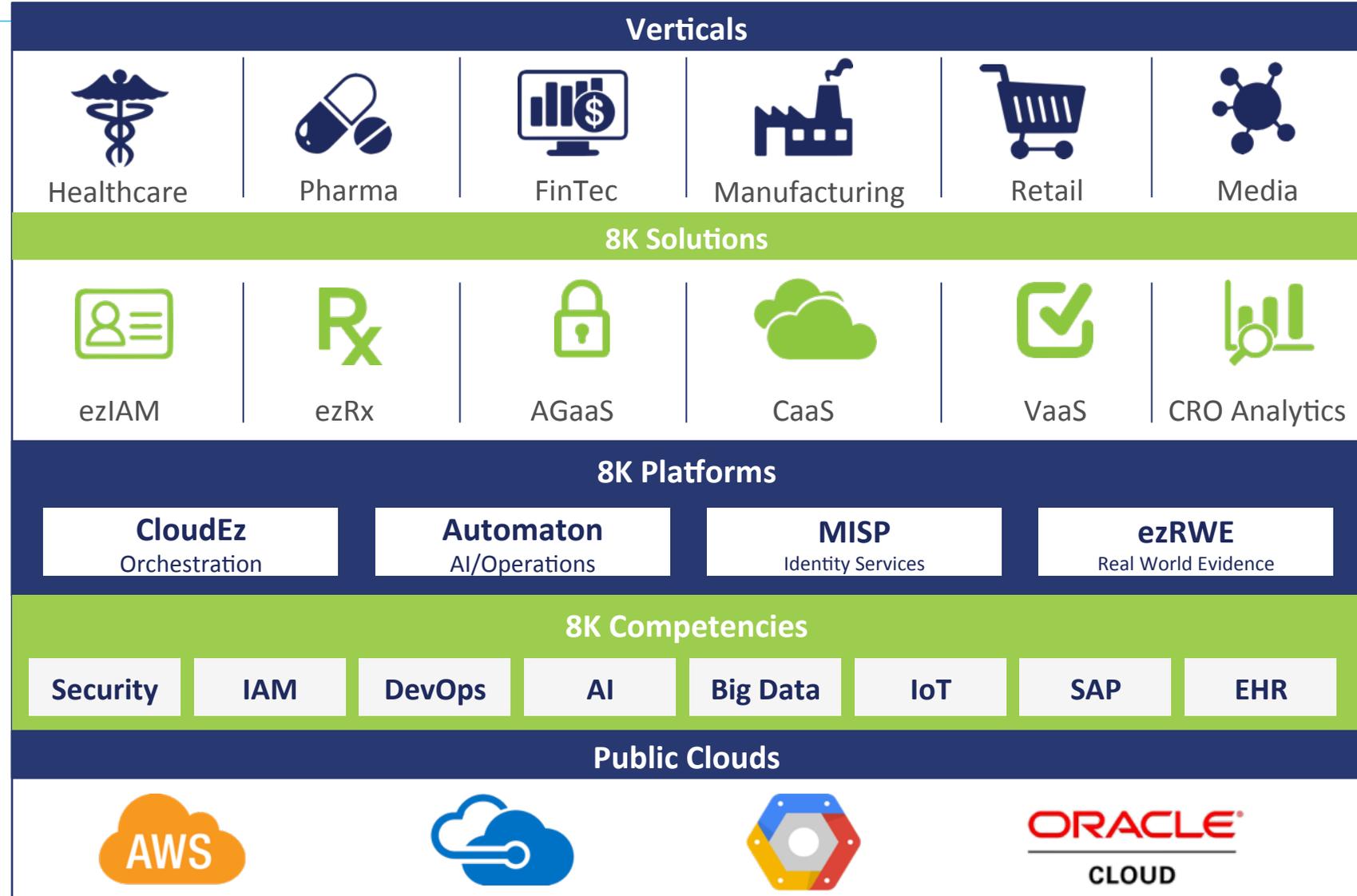
Our Competencies are Audited Annually by 3rd Party and Amazon

8K is Solution / Platform Centric (vs) People Centric

Depth in Life sciences and Health Care Domain

Next Gen Managed Services provider with AI driven Operations

8K helps top players in Cloud and IAM space

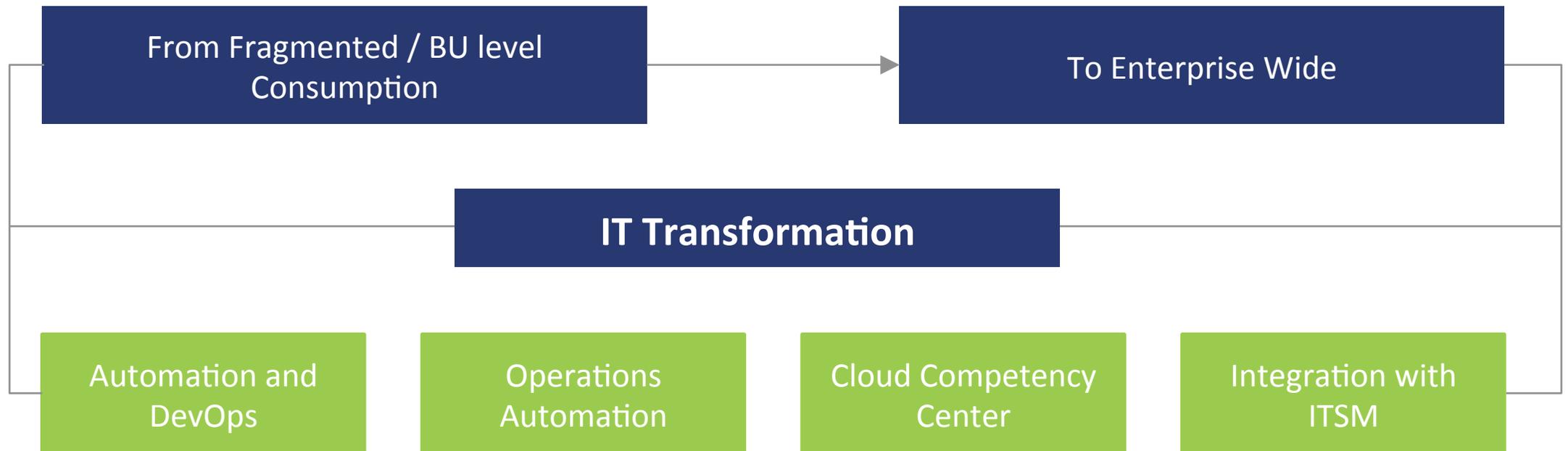




8K Product Portfolio & Demos

CloudEz Overview

Evolving Enterprise IT Landscape



Cloud Transformation



CloudEz™ Enterprise - Architecture

| PCI | GxP | HIPAA | Reporting

CloudEz Business Services Operations and Management Portal

Enterprise Cloud Engagement Platform
Manage and Operate your Cloud Services Lifecycle

Self Service Service Catalog CMDB ITIL

CloudEz Business Services Engine
8KMiles Compliant Cloud Platform

<p>Cloud Services Fulfillment</p> <p>IAM Control</p> <p>Security Audit Compliance</p> <p>Financial Management</p>	<p>Cloud Services Operations</p> <p>Machine Learning and Predictive Analytics</p> <p>Auto-Remediation</p> <p>Cloud Monitoring</p>
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AWS, MS Azure, Google

Accelerated Qualified Templates

Next Gen Cloud Fulfillment & Operations Engine

Fulfillment Engine

- Orchestrates the automation artifacts such as CFTs, CLI, Azure ARM, Chef, Ansible, etc.
- Provisions a Complex Catalogue comprising Infrastructure, OS, Network, Load balancers, Auto Scaling, Storage & Application(s) in minutes
- Applications are automatically Integrated with Foundational Services, SIEM, Backups, Monitoring, Vulnerability/Security Tools during launch
- Built on ServiceNow ITSM Engine. Workflows are maker/approver based

Operations Engine

- Designed to predict, identify and automatically address risks in the Cloud Infrastructure
- AI driven Operations
 - Predictive analytics for security events
 - Auto – Remediation and Automated ticketing for compliance and security alerts
 - Machine Learning based Intelligent Traffic and Log Analysis

CloudEz Demo

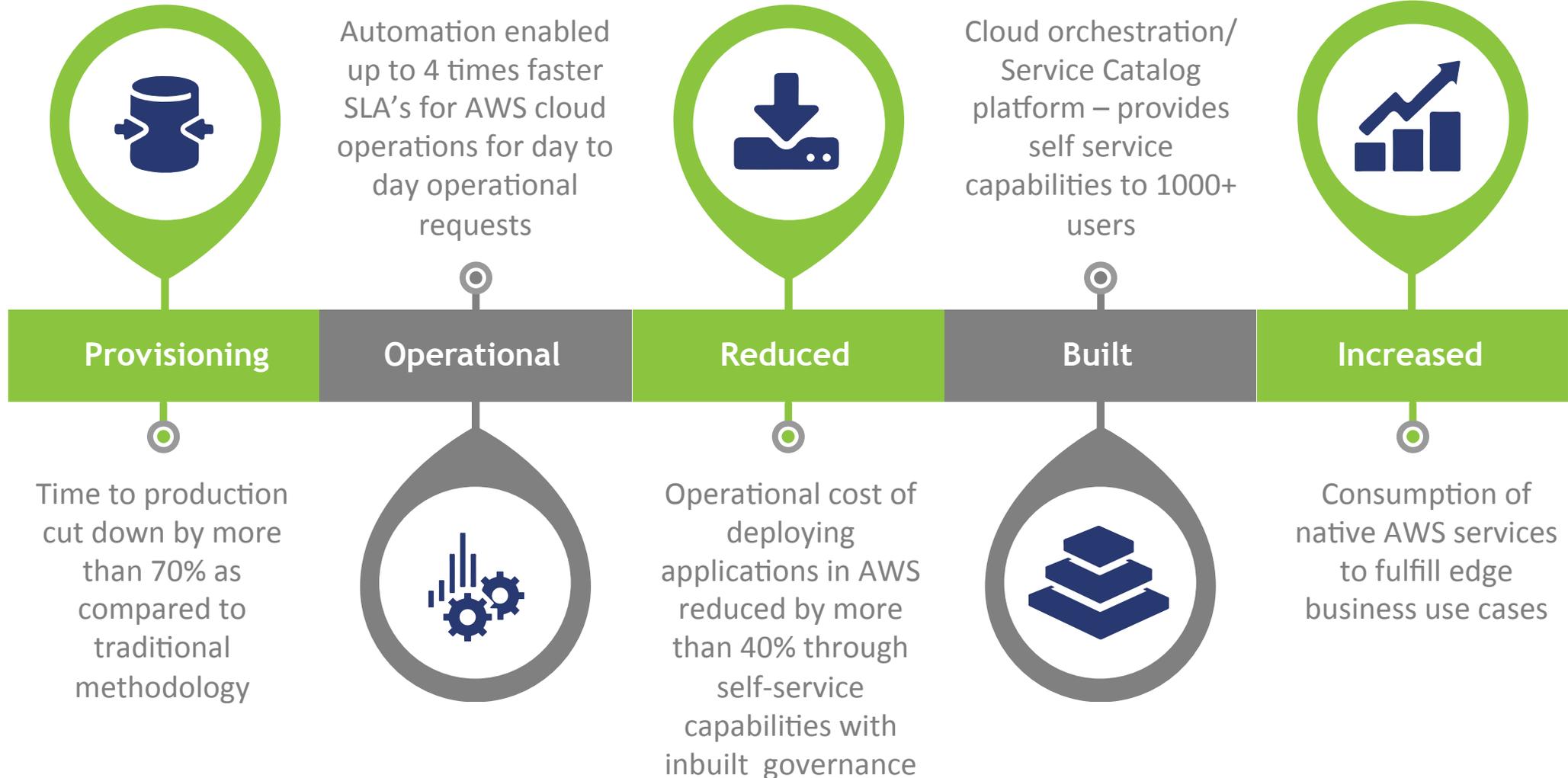
- ▶ **Login as Business User & Operations Admin**

ITIL compliant, Requestor and Approver workflow built on Service Now

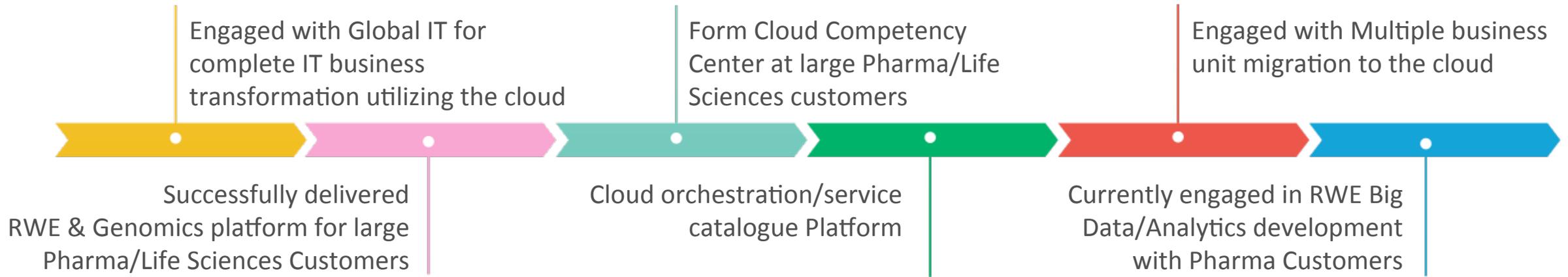
- ▶ **Launch a Stack**

A infrastructure comprised of Web Tier, Load Balancer, Auto Scaling, Data base with Tagging , Network, Security , Storage etc. provisioned in minutes

Global Enterprise Case Study



Global Enterprise Case Study





8K Product Portfolio & Demos

Automaton Overview

Recent Cloud Security Breaches



July, 2017

Verizon exposed 14 million customer records, including phone numbers and PINs on Amazon Web Services



July, 2017

Dow Jones exposed data including names, addresses, and partial credit card numbers from millions of customers



Sep, 2017

Four million Time Warner Cable customers Details on Amazon S3 leaked on Misconfiguration



Sep, 2017

Viacom exposes crown jewels to world - Passwords, server schematics and encryption keys up for grabs in open file store



June, 2017

Personal information about nearly 200 million voters was left exposed on an Amazon Web Services



Aug, 2017

Open AWS S3 bucket leaked hotel booking credit card authorizations

- Infrastructure as Code
- Hundreds of changes every minute
- Thousands of Containers / VM launched every hour
- Release is Agile, Audits are yearly
- Humanly impossible

- Agent Smith (Matrix)



Agent Smith: Never send a human to do a machine's job.

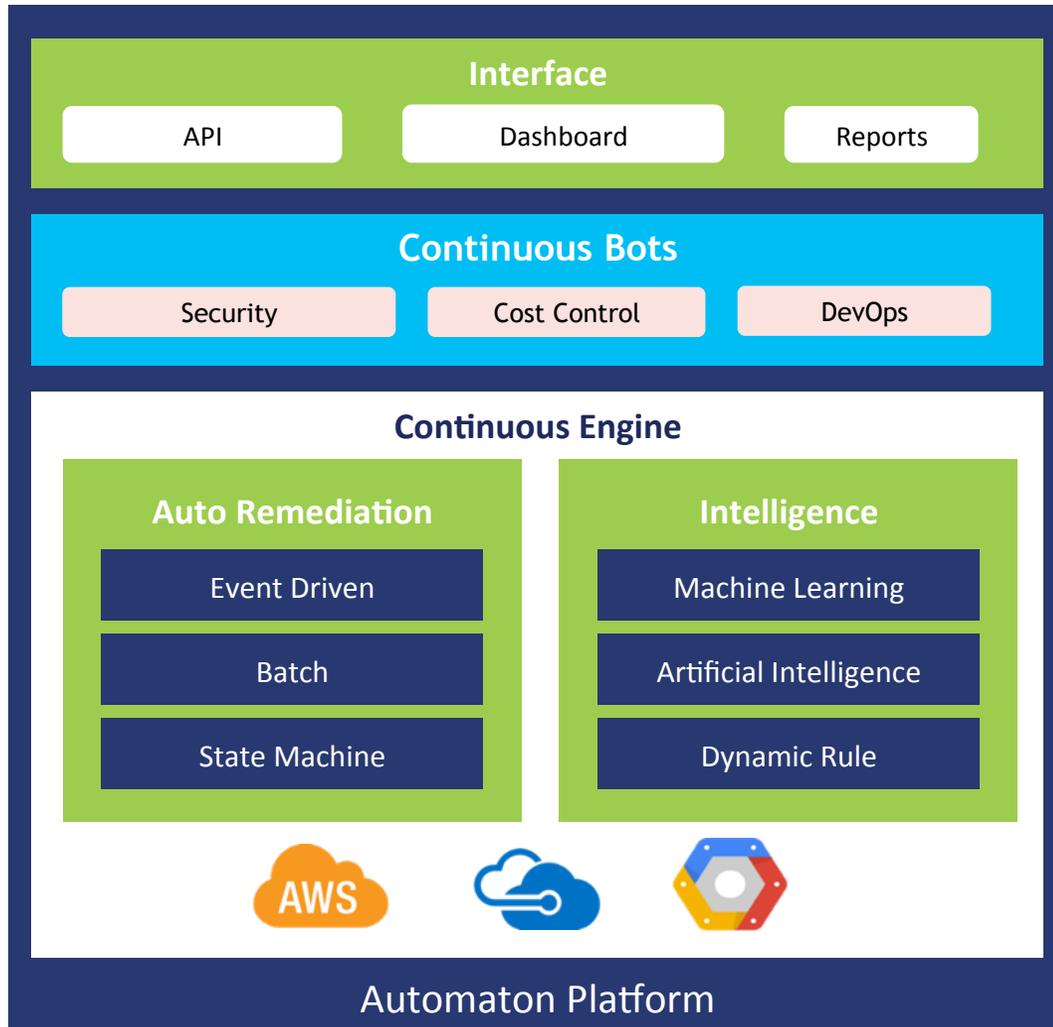
Think intelligent, Add bots and AI into your operations



Introducing “Automaton” - self operating machine

- Homer

Automaton - Architecture

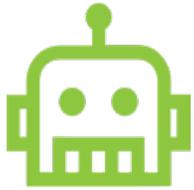


- **Continuous Bots**
 - Security Bots detects risks and misconfigurations on Cloud continuously
 - Over 600+ In built Preventive and Reactive Security / Compliance Controls
 - Cost Control Bots analysis Cost leakages
 - DevOps bots does routine operational jobs automatically
 - Intelligently eliminates manual DevOps jobs
- **Intelligent Traffic Analysis**
 - Analyzes Traffic logs /events
 - Applies Dynamic Rules and AI models for analysis
- **Auto Remediation**
 - Continuously analyzes the risks
 - Applies Machine learning models
 - Fixes them instantly
- API/Dashboard view for Hourly and Daily reports
- Integrated with ITSM like ServiceNow, Fresh Service, Zen Desk etc.

Automaton Demo

- Automated Bots
- Intelligent Traffic Analysis
- Artificial Intelligence
- Auto – Remediation
- Reports
- Multi-Region

Automaton Metrics



Continuous Bots

Over 1M security and compliance violations are detected per month



Auto Remediation

1.2 Million risks have been identified and fixed by Automaton



DevOps

Over 180K Cloud Operations tasks are automated intelligently every month



AI Ops

Saves over 620K person hours of manual effort every month

Automaton Benefits

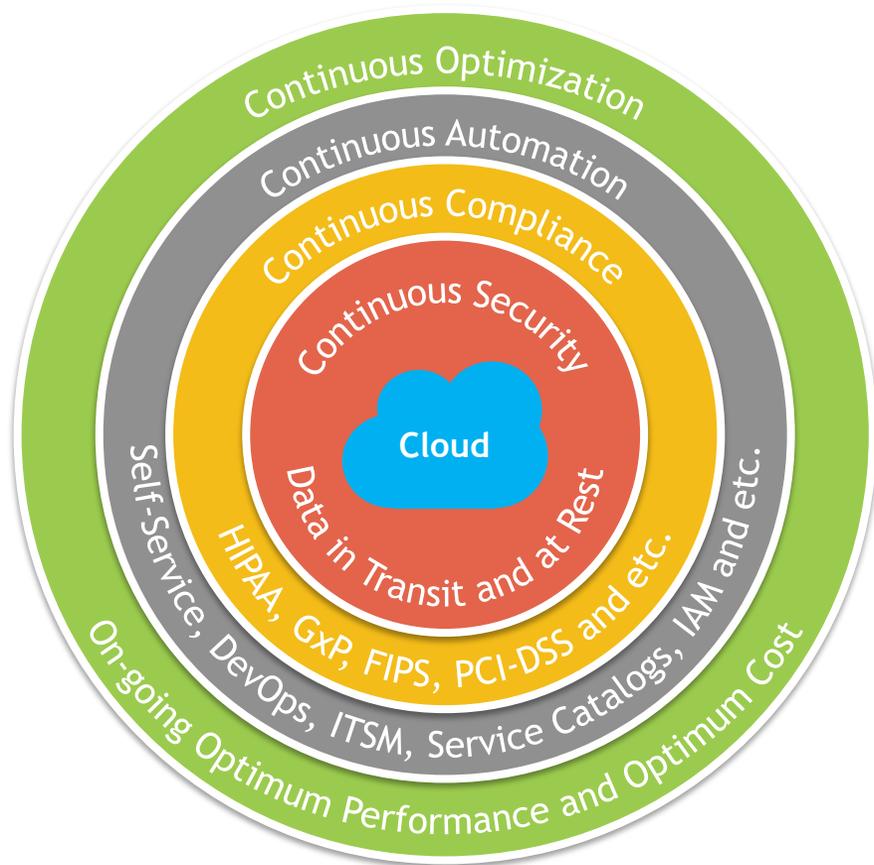
- ▶ **Identify potential Cloud**
vulnerabilities before they become
business challenges
- ▶ **Intelligent remediation**
enhances Cloud Operations
- ▶ **Fix cloud cost leaks**
and realize savings
- ▶ **Bullet proof**
your Cloud Continuously
- ▶ **Artificial Intelligence**
helps customers make the
right decisions faster
- ▶ Helps customers focus on
their business!
Not on Cloud Infra.



Executing on Our Strategy & Vision

Lena Kannappan, COO

Our Core Values



- Cloud Native, Born-on-the-cloud company
- SAML 2.0 Contributor
- First to Market Cloud-SaaS IdM Onboarding
- Multiple Patents
- R&D-level Partnerships with AWS, Google and Oracle
- Early DevOps Accelerators
- Proven Success Stories
 - 470+ Engagements
 - 120+ ISV Migrations
 - 650+ SaaS Apps Integrations
- Battle Tested at Highly Regulated Industries

4 Pillars of 8K Miles Differentiation

Technology

Cloud Advisory, Agile/
DevOps, Business Services
Automation and Security

IoT and Mobile Devices

Big Data and Analytics on
the Cloud

Domain Expertise

GxP, HIPAA, PCI and SOX
Audits and Compliance
Validations

Solutions across Healthcare
and Life Sciences

EHR, ICD-10, Revenue cycle,
Managed care, “..ologies”
for Health care and Pharma
Customers

Innovation

Enable DevOps Accelerated
Transformations

Federated Identity and
Access Management

IP driven differentiators -
SaaS, Solutions, Platforms,
Managed Services for
Recurring revenues

Customer

Achieve Enterprise wide
Secure Cloud Transformation

Accelerate innovation and
achieve agility yet keeping
our costs low

Potential opportunities to
both Up-sell and Cross-sell
our existing solutions and
platforms



Next Gen MSP Model and DevOps Acceleration

The Evolving Managed Services Landscape

*Customers are searching for qualified MSPs to help them leverage the benefits of Public Cloud for their business critical workloads across the full customer engagement lifecycle:
plan/design, build/migrate, run, & optimize.*

Qualified NextGen MSP Partners are the independently verified, go-to-partners to deliver that experience.

Next-Gen Cloud Managed Services Providers

Traditional MSP	Next-Gen MSP
“Your mess for less” - Outsourced management of poorly designed solutions	Design, architect, automate - Leveraging infrastructure as code
Hardware based solutions - Capital Expenditures + fixed MSP cost	Software/Cloud based solutions - Consumption based cost models
Centralized operations - Onsite resources for hardware resolution	Distributed operations and resources - Manipulating code for resolution
Device based SLAs - Exclusive focus on infrastructure	Solution/Application based SLAs - Full stack ownership, Infrastructure → Application
Complex, manual change management	DevOps - CI/CD, ITSM/ITOM
Static monitoring with fixed thresholds	Dynamic monitoring with anomaly detection - Machine learning
Security risk mitigation	Security by design - Continuous compliance, Continuous Security
Outsourcing vendor	Trusted advisor and partner

AWS Shared Responsibility Model

Customers

Customer content

Platform, Applications, Identity & Access Management

Operating System, Network & Firewall Configuration

Client-side Data Encryption

Server-side Data Encryption

Network Traffic Protection

Customers are responsible for their security and compliance IN the Cloud

AWS Foundation Services

Compute

Storage

Database

Networking

AWS is responsible for the security OF the Cloud

AWS Global Infrastructure

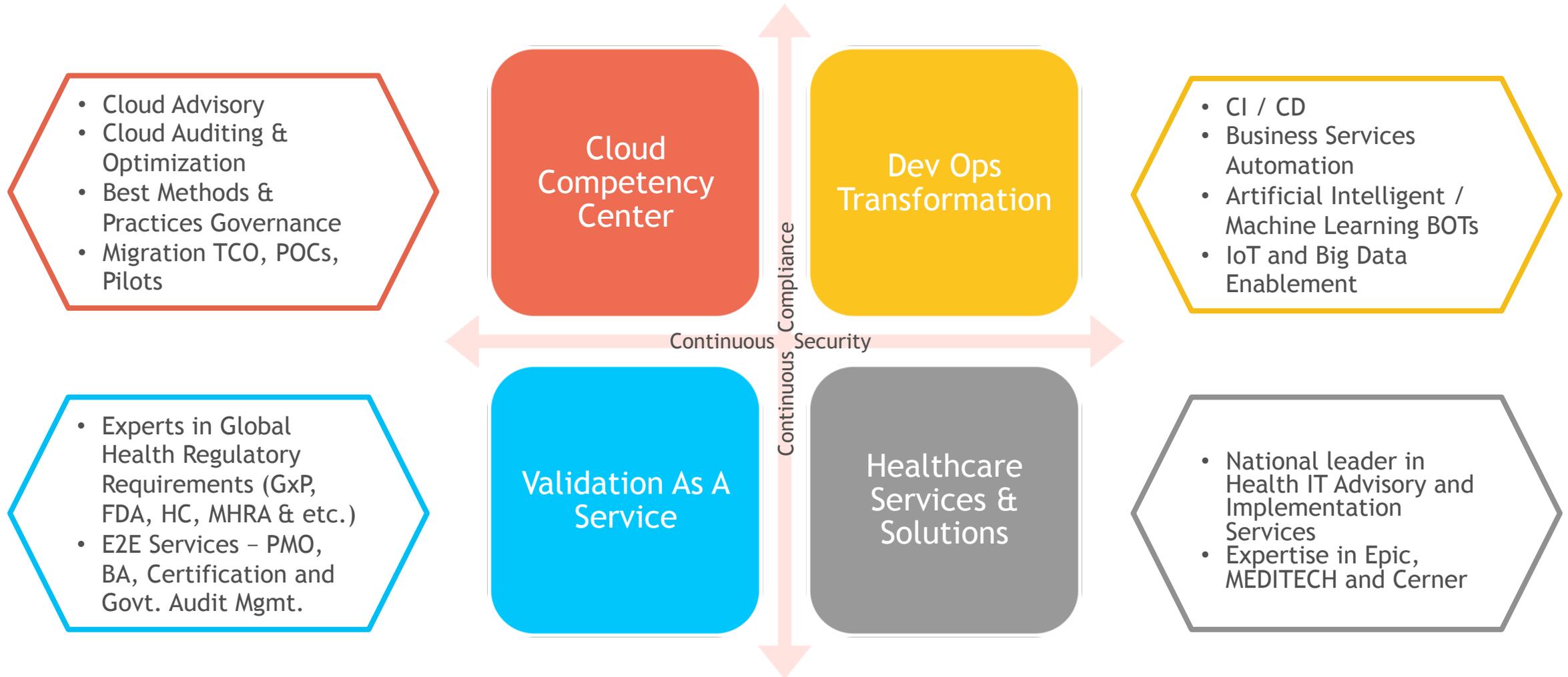
Availability Zones

Regions

Edge Locations



Our NextGen MSP Services

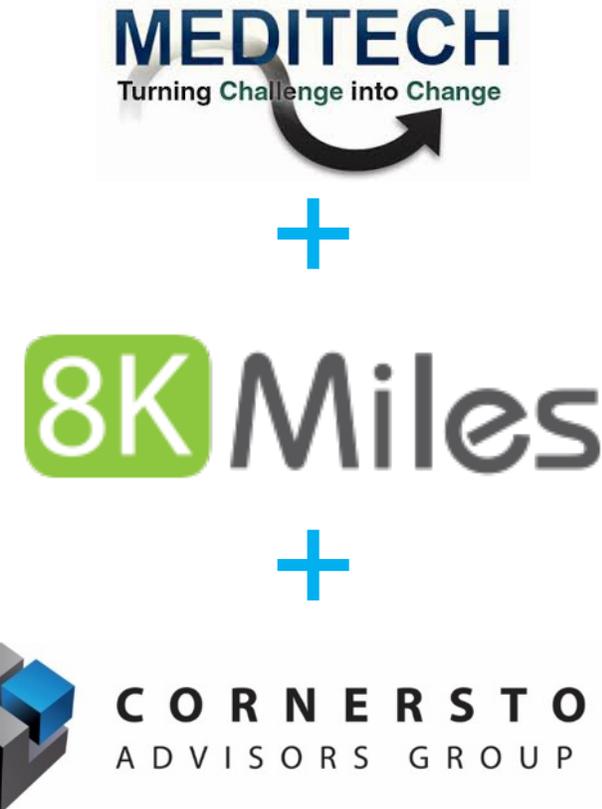




Healthcare : Meditech-as-a-Service

Certified MEDITECH Implementation Partner

- As a Certified MEDITECH Consulting Partner, Cornerstone Advisors has domain knowledge as well as an intimate understanding of MEDITECH's application architecture
- Given 8kMiles' relationship with AWS (Amazon Web Services) coupled with extensive cloud architecture expertise, we can improve MEDITECH's speed-to-market
- We are willing to invest in the relationship in order to drive value for MEDITECH, Cornerstone & 8kMiles, and our collective client base
- A cloud-based application delivery architecture will:
 - Satisfy unmet customer demand
 - Improve win rates against competitor offerings (i.e., Cerner)
 - Establish a more "sticky" relationship with customers

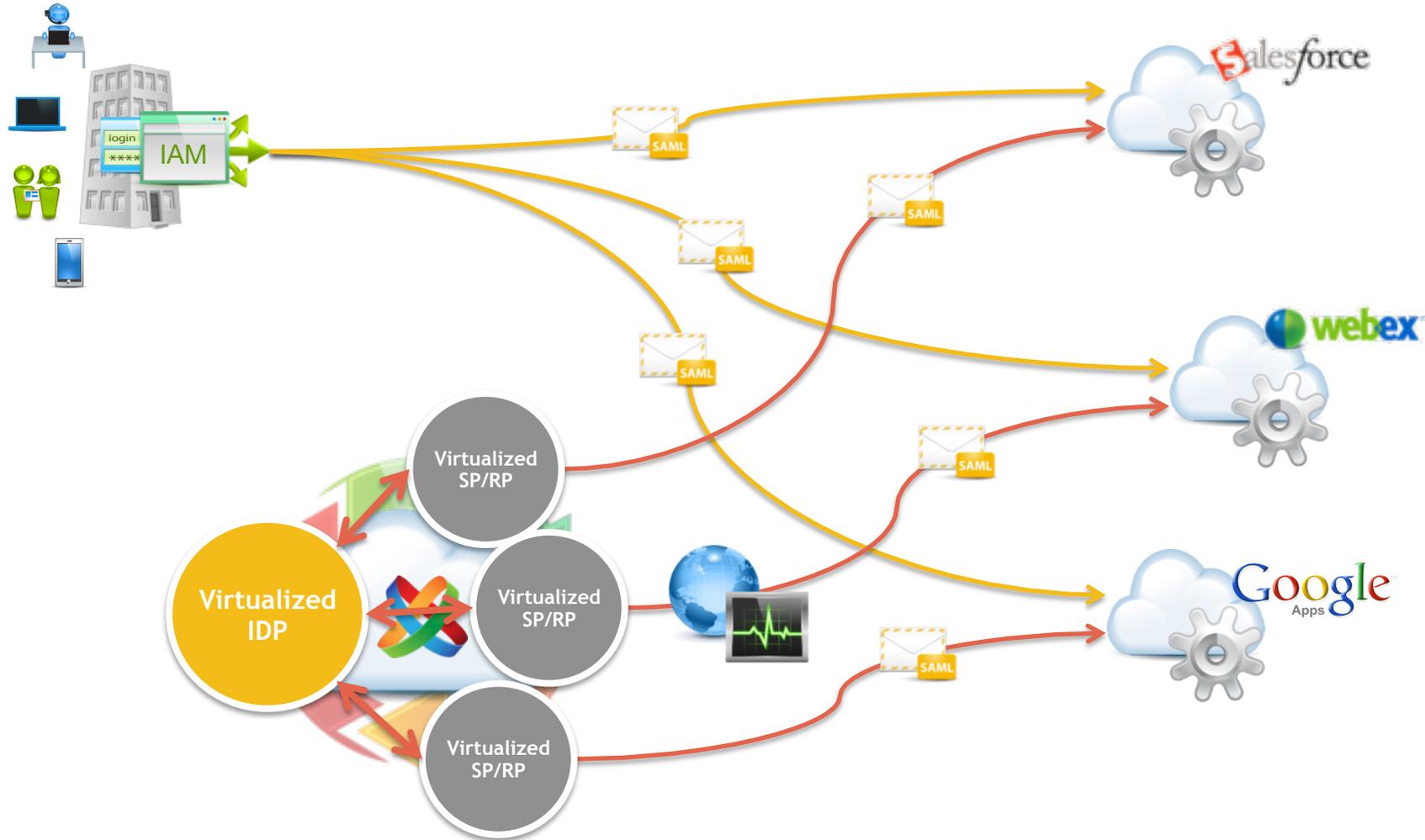


While MEDITECH Customers desire an alternative offering to private cloud, early data suggests that public cloud solutions could offer up to a 65% reduction in annualized spend over the 1st generation private cloud offerings

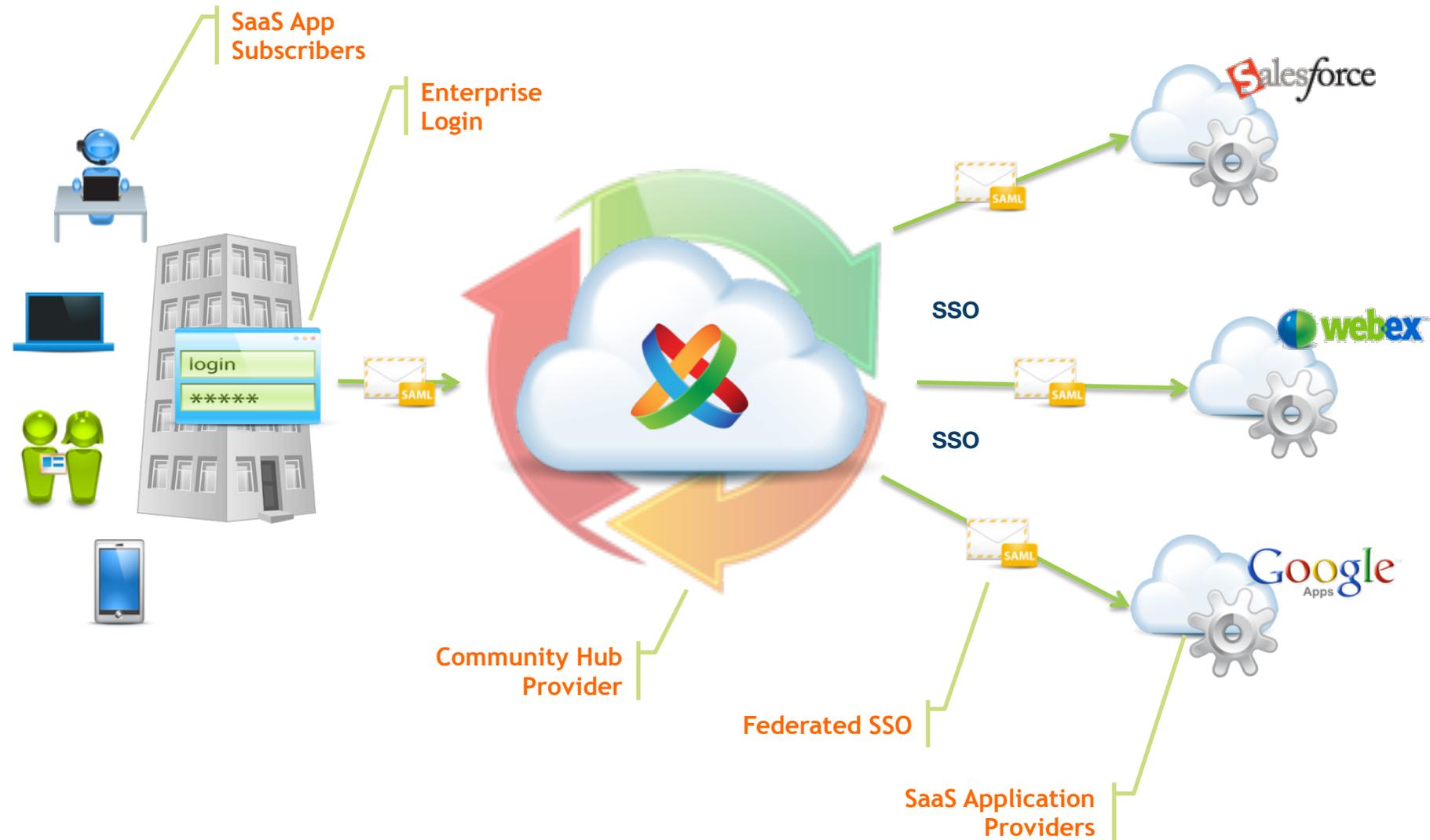


Next Gen Cloud Identity Management for SaaS Providers

Rapid SaaS Apps Integration using 8K Miles MISP

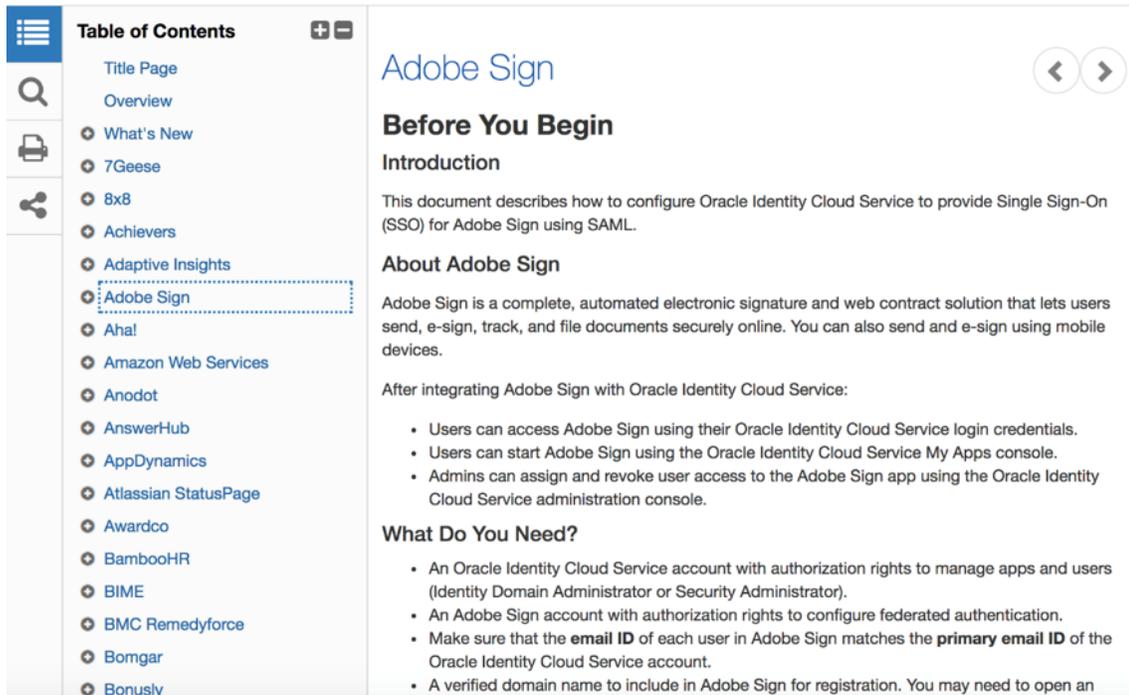


8K MISP SaaS Apps IDM Hub



Case Study - 1

Fortune 100 Customer



The screenshot shows a documentation interface with a left-hand navigation menu and a main content area. The navigation menu includes a 'Table of Contents' section with a search icon and a list of items: Title Page, Overview, What's New, 7Geese, 8x8, Achievers, Adaptive Insights, Adobe Sign (highlighted with a dashed box), Aha!, Amazon Web Services, Anodot, AnswerHub, AppDynamics, Atlassian StatusPage, Awardco, BambooHR, BIME, BMC Remedyforce, Bomgar, and Bonusly. The main content area is titled 'Adobe Sign' and contains the following sections: 'Before You Begin', 'Introduction' (with a sub-heading 'Introduction'), 'About Adobe Sign', and 'What Do You Need?'. The 'Introduction' section states: 'This document describes how to configure Oracle Identity Cloud Service to provide Single Sign-On (SSO) for Adobe Sign using SAML.' The 'About Adobe Sign' section states: 'Adobe Sign is a complete, automated electronic signature and web contract solution that lets users send, e-sign, track, and file documents securely online. You can also send and e-sign using mobile devices.' The 'What Do You Need?' section lists three requirements: 1. An Oracle Identity Cloud Service account with authorization rights to manage apps and users (Identity Domain Administrator or Security Administrator). 2. An Adobe Sign account with authorization rights to configure federated authentication. 3. Make sure that the email ID of each user in Adobe Sign matches the primary email ID of the Oracle Identity Cloud Service account. A fourth requirement is partially visible: 'A verified domain name to include in Adobe Sign for registration. You may need to open an'.

Challenge:

- Customer's Identity Cloud Service needed to onboard hundreds of SaaS applications
 - Customers require vast ecosystem of compatible applications for SSO
 - Competitive pressure
 - Time to market

Solution:

- 8K Miles Multi-Domain Identity Services Platform
 - Pre-integrated hundreds of popular SaaS apps
 - Configuration, testing and validation services
 - Business, technical and marketing coordination across hundreds of companies

Benefits:

- Accelerated time to market enabling sales teams to engage with customers sooner
- Significant cost savings by offloading vendor coordination to 8KMiles
- Enabled product team to focus on growth

Case Study - 2

Large Financial Institution use case



The screenshot displays a user interface for adding credit cards. It features three credit cards stacked vertically, each with a corresponding 'Add this card' checkbox and a CVV input field. The cards are labeled 'Credit Card' and show a card number '1234 5678 9876 5432', an expiration date '05 12/21', and the name 'John Doe'. The CVV input fields are labeled 'CVV #' and contain the value '000'.

Create New Account
(or)
Existing Account

Username

Challenge:

- FSI needed a partner to create environments for testing and validating digital wallet before launching the service
 - 8KMiles to set up bank environments to send in users through an identity federation process to FSI environment
 - 8KMiles to test all critical use cases that a user will encounter when logging into digital wallet service from a Bank

Solution:

- 8KMiles was identified by FSI as security pioneer to execute critical use cases
 - Multiple combinations of federation use-cases were auto-tested to ensure there are no security lapses
 - Multiple such mock banks were setup by 8K Miles to make sure traffic from more than one bank could be handled seamlessly and securely
 - Several downstream use cases that included addition and deletion of credit cards with the associated user personal were tested from these different test banks through automatic testing suites written by 8K Miles Engineering team.

Benefits:

- Accelerated time to market
- Significant cost savings by offloading testing and validation services to 8KMiles
- Enabled product team to focus on growth

8K Miles - Growing List of SaaS Apps Integrations (1000+)



Future Vision for Cloud Identity Exchange





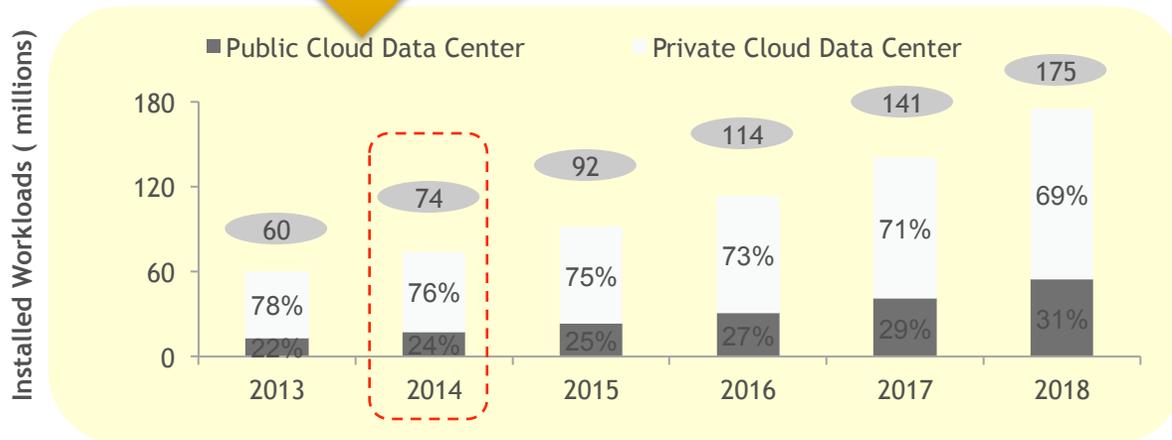
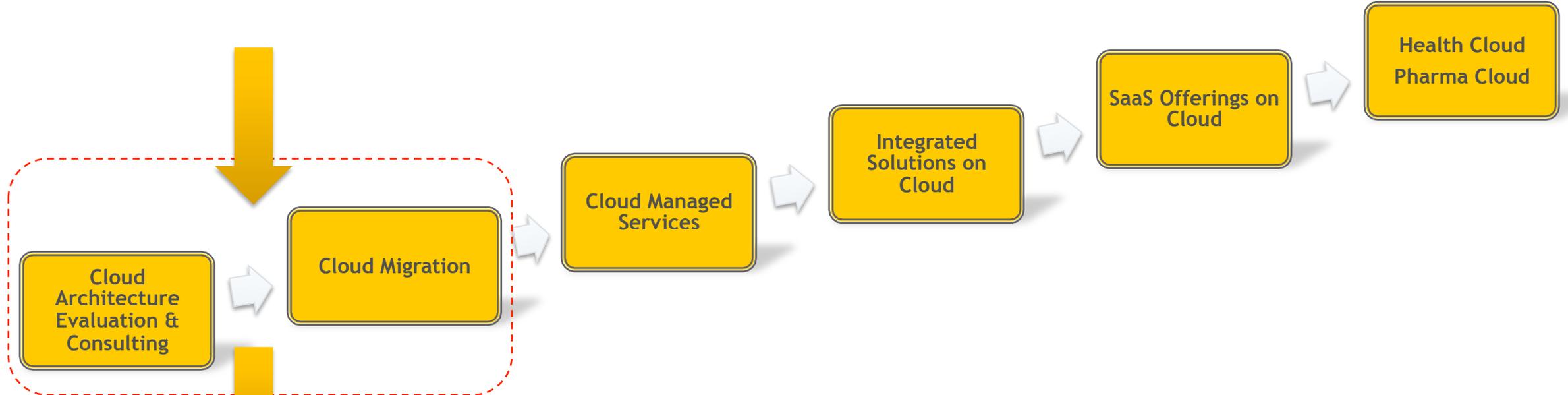
Scaling Growth through Recurring Revenues

Top Objectives – Strategic Partnerships

- Top Partner in highly regulated industries
 - HCLS
 - Recognized and recommended to our Enterprise Clients by major cloud providers such as AWS, Azure, Oracle & Google
 - Strategic working relationship with HCLS teams
 - Fintech
 - Build strategic relationship with AWS and Azure for FinTech market
 - Grow Fintech Cloud market segment
- Multiply Organic Growth
 - Focus on recurring revenue
 - Building long term customer relationships
 - Expanding market presence in defined segments such as Oracle and Service NOW

Future of Enterprise Cloud Computing and 8K Miles Cloud Strategy

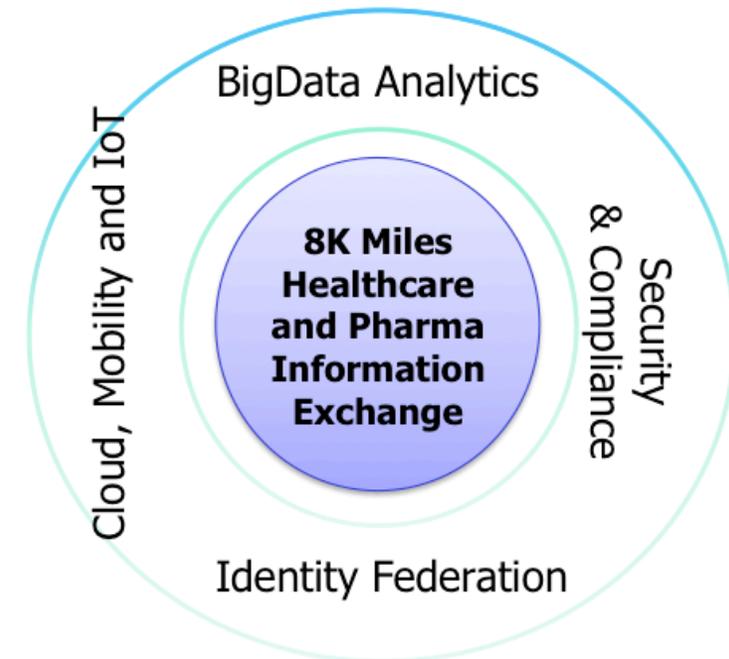
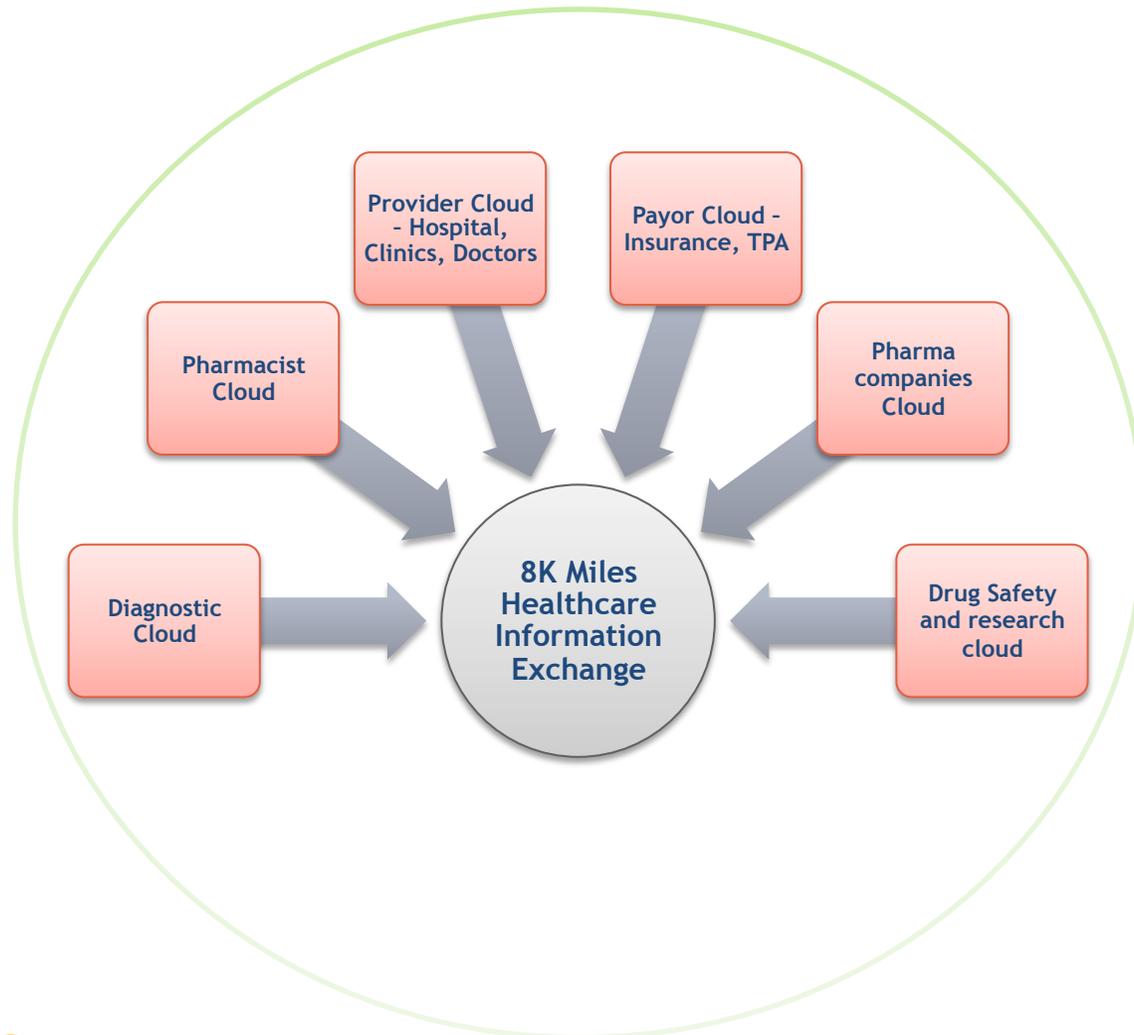
Cloud Computing: Value Chain



Huge Opportunity Exists for Growth in Revenues

- ❖ Cloud Migration & Optimization, Big Data Analytics, Digital Experience and Cloud IAM
- ❖ Annuity revenue from managed services, application development & maintenance etc.

Healthcare and Pharma Public/Private Cloud (Hybrid)



8K Cloud EzCare Platform

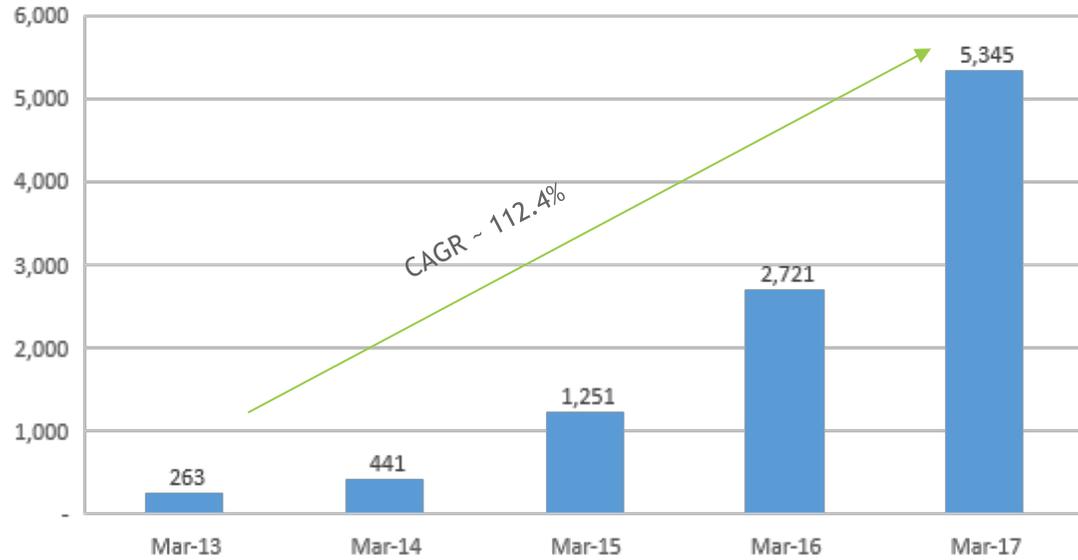


Financial Outlook

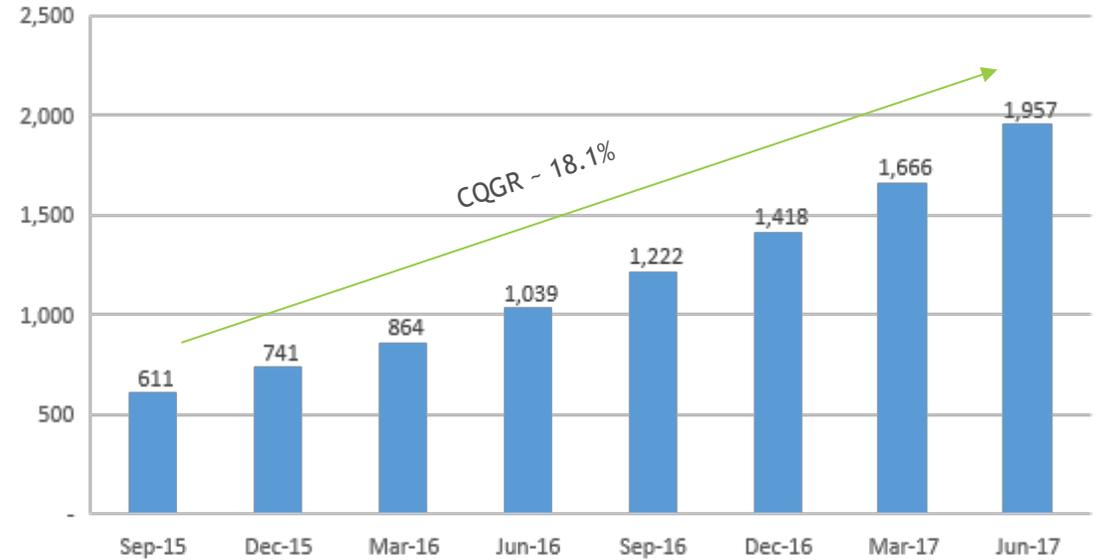
RS Ramani & Sumit Chugh

An overview of growth

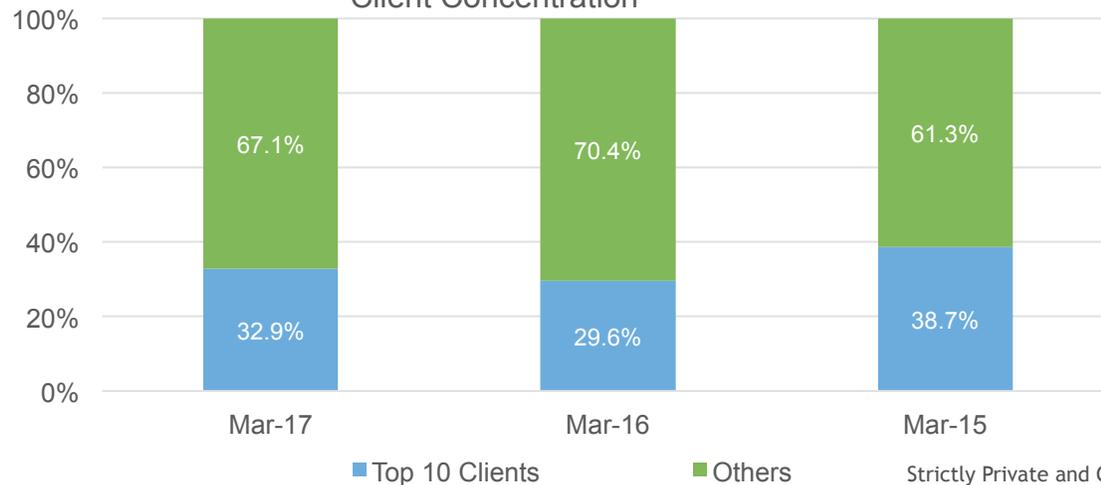
Annual Revenue



Quarterly Revenue



Client Concentration



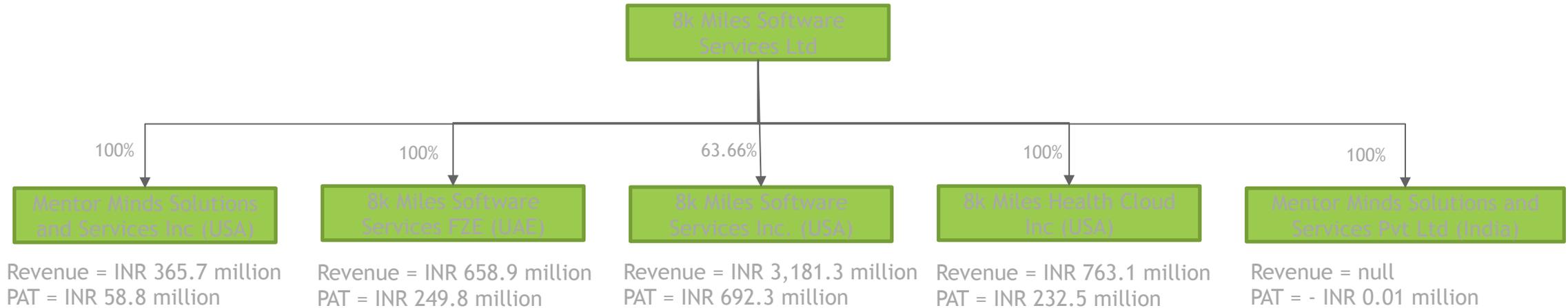
Number of clients by size of account

	> \$1 million	> \$2 million	> \$3 million	> \$5 million
Mar-17	13	4	2	1
Mar-16	8	-	-	
Mar-15	3			

Figures are in INR Millions



Legal structure - subsidiary companies



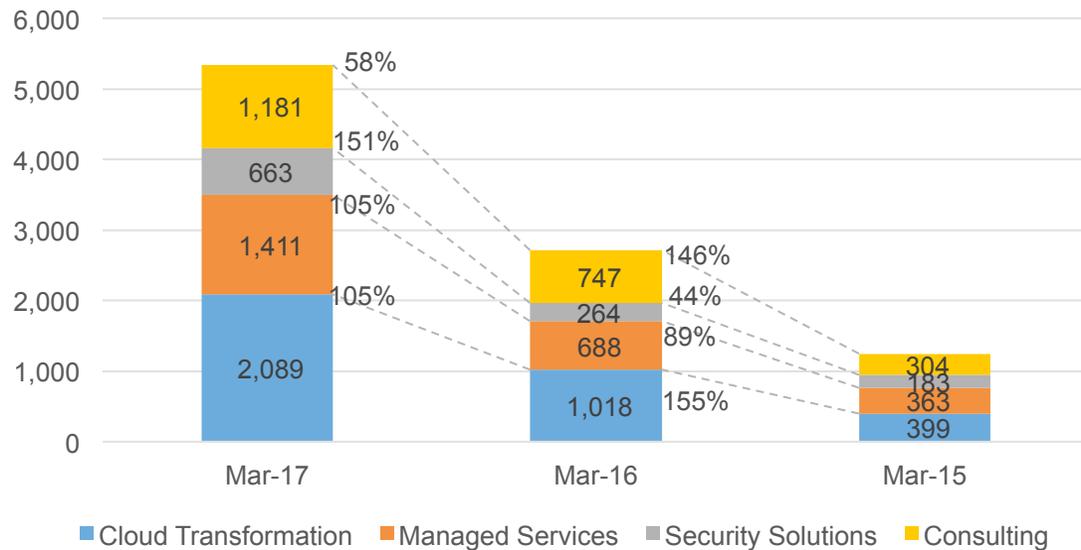
Movement in Minority Interest in 8k Miles Software Services Inc (Mar-14 to Mar-17)

	Mar 2017	Mar 2016	Mar 2015	Mar 2014
Employees stocks	6.50%	6.96%	11.38%	11.38%
Stock issued (incl in lieu of consideration for targets)	29.84%	30.37%	28.90%	28.90%
Total MI	36.34%	37.34%	40.28%	40.28%

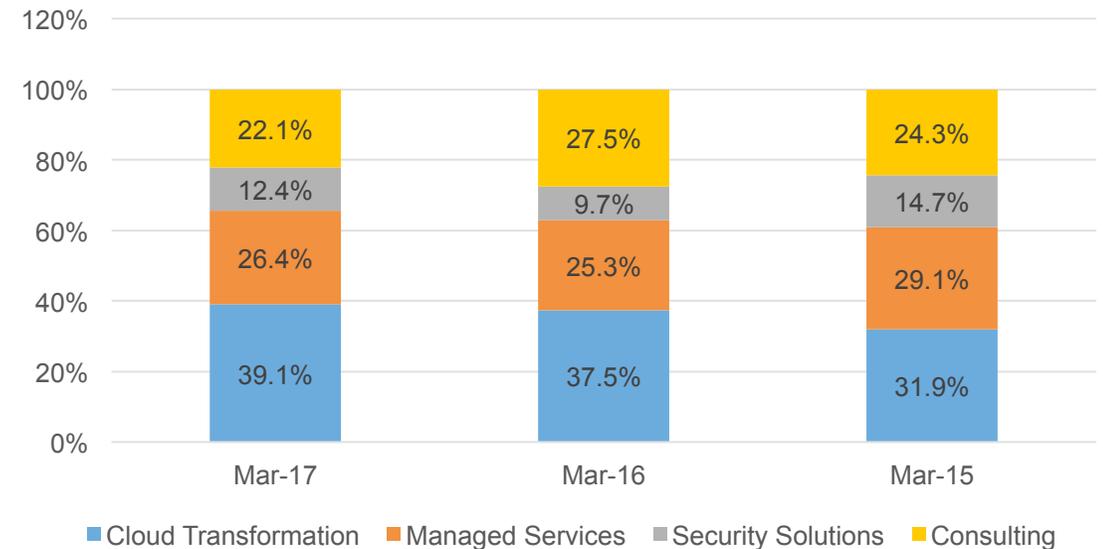
Revenue - Service offerings view

- FY 2017 was a year where enterprise clients laid significant emphasis on security and cloud managed services
- Our Security solutions business grew over 151% to clock revenue of INR 663 million as compared to INR 264 million in FY16. FY18 has started on similar positive note and mid-year results should reflect the same
- Our managed services business had another year of good performance when segmental revenue grew from INR 688 million in FY16 to INR 1,411 million in FY17. Cloud managed services observed enormous activity in the market with
 - Microsoft acquiring Couldyn,
 - HPE acquiring startup Cloud Cruiser,
 - CloudHealth Technologies closing US\$ 45 mn funding round

Service View - Growth

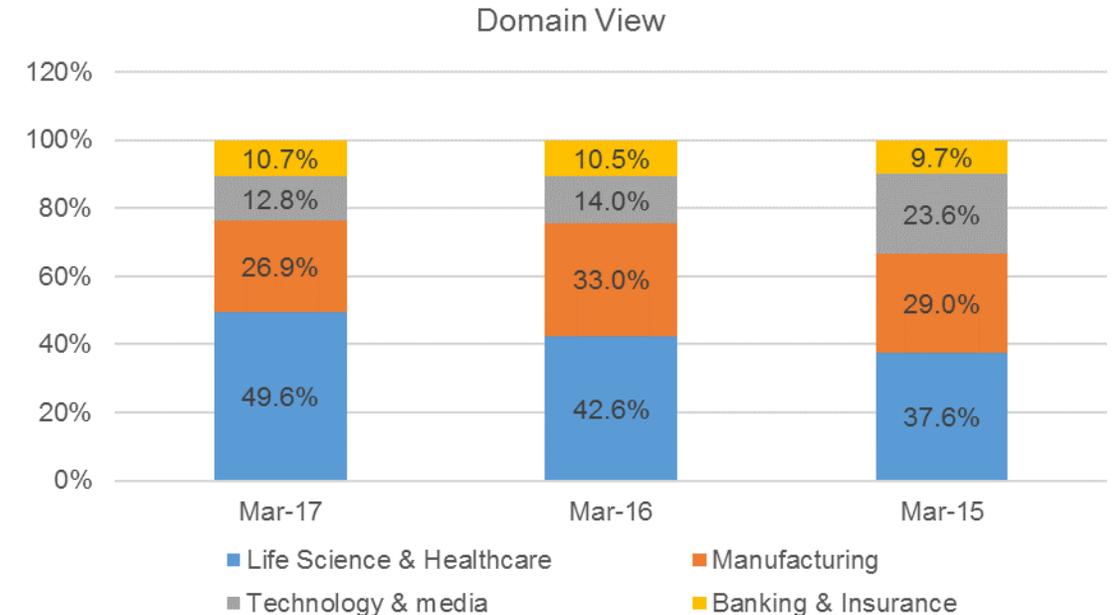
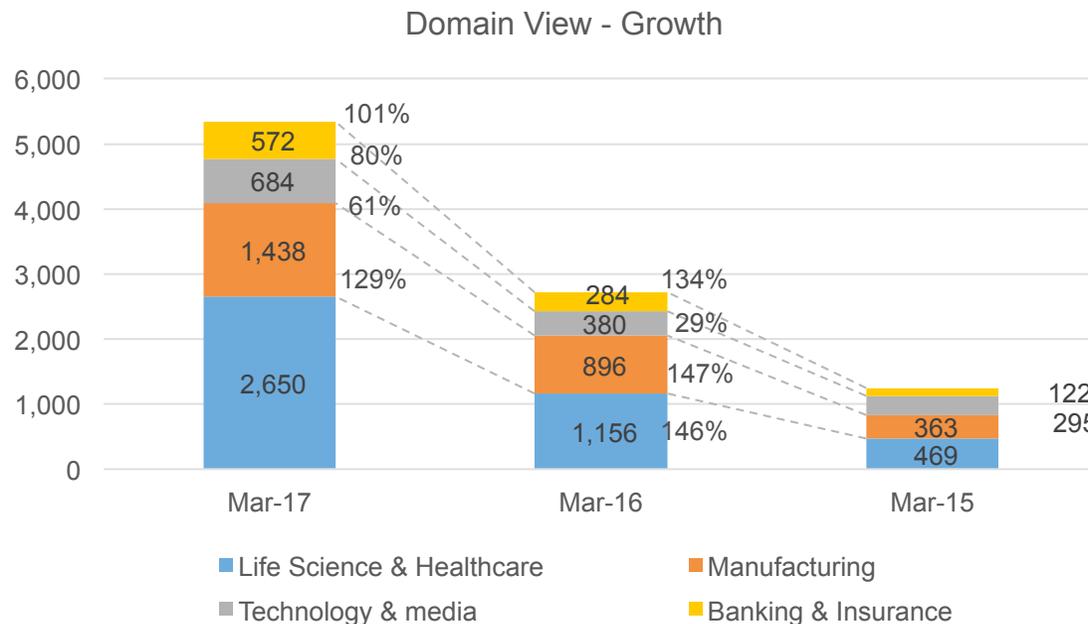


Service View



Revenue - Domain view

- Highly regulated domains remain our focus area
- Our domain focused approach and investments in Life Science & Healthcare have started yielding results. We have added several Fortune 100 clients in last 2 years. Older relationships continue to observe healthy growth. Our recent wins include 2 of top 5 life sciences company
- Top 5 clients from LS&H domain contribute 21.1% of aggregate revenue. We have 16 Fortune clients on LS&H domain and our average relationship with top clients in LS&H is over 3 years old
- Other 2 promising domain for us are a) Banking & Insurance and b) Manufacturing. Our target is to reach meaningful mass in B&I soon though LS&H is likely to continue to be largest contributor of aggregate revenue



Figures are in INR Millions

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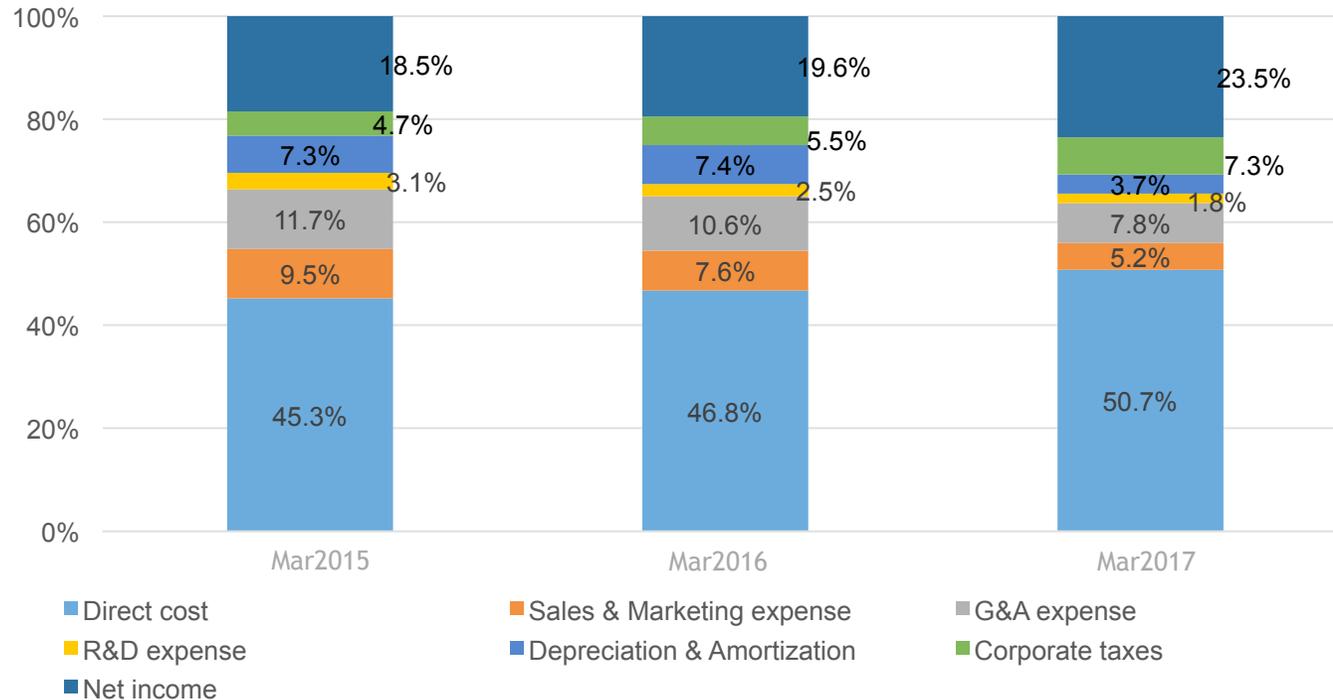
Organic vs. Inorganic Growth Analysis

Revenue in INR Millions (EBITDA %)

	Acq year	TTM (prior to acq)	Mar 2017	CAGR (since Yr 1)
Organic			3,715.4 (40.0%)	115.2%
Acq 1. Fugen	May 2013	52.5 (12.4%)	242.8 (21.9%)	52.8%
Acq 2. Serj	Nov 2014	198.0 (13.8%)	463.3 (20.5%)	94.4%
Acq 3. Mindprint	Apr 2015	18.0 (15.6%)	28.3 (29.3%)	13.2%
Acq 4. Cintel	May 2015	234.5 (22.1%)	388.3 (27.2%)	38.6%
Acq 5. Nexage	Sep 2015	336.4 (20.5%)	506.0 (26.3%)	50.4%

- Our inorganic strategy revolves around two key parameters - Capability gap and Acquisition of clientele that is sticky growth potential and long gestation period to win
- Capability gap acquisitions
 - Fugen - expertise in IAM and Security. The solution is well-integrated with CloudEz platform of 8k Miles
 - Nexage and Cintel - Cintel added mobility capabilities to our portfolio and Nexage provided strength in governance, risk and compliance
- Client acquisition/ Domain specific
 - Serj - entry in healthcare vertical. Brought in some demonstrable use cases and clients. We foresee healthcare to be key vertical for our growth
 - Mindprint - marked our entry in CRO. Our platform has several use cases for the industry vertical but penetration in vertical would have taken us long

Common size statement analysis



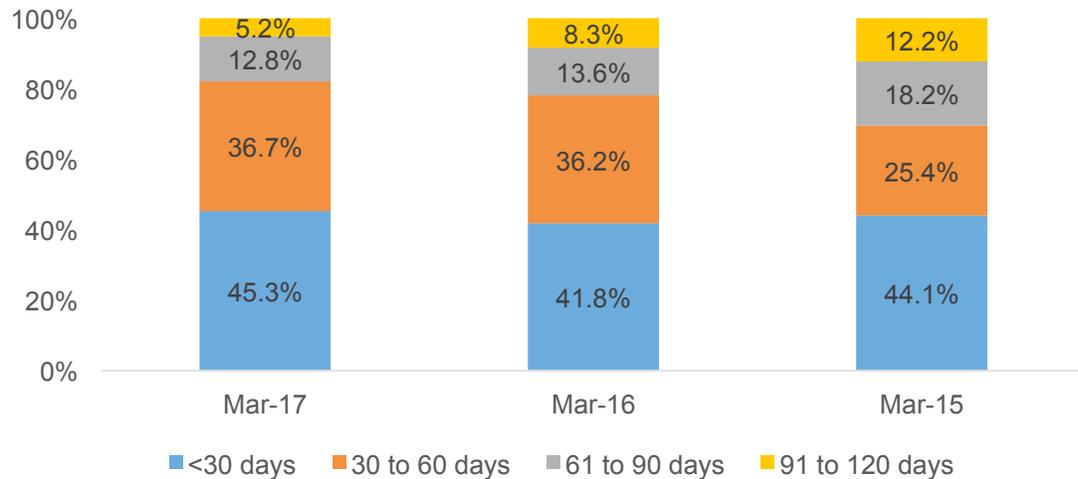
- FY2017 was first full year of consolidation of Nexage, Cintel and Mindprint. There is significant room for automation of delivery for these acquisitions, which is likely to yield 200 to 300 basis points gain in Gross Margin in FY18. In FY17, direct cost increased by 390 basis points
- We completed integration of all three acquisitions done in FY16 at corporate over-head level

Trade receivables

Receivables

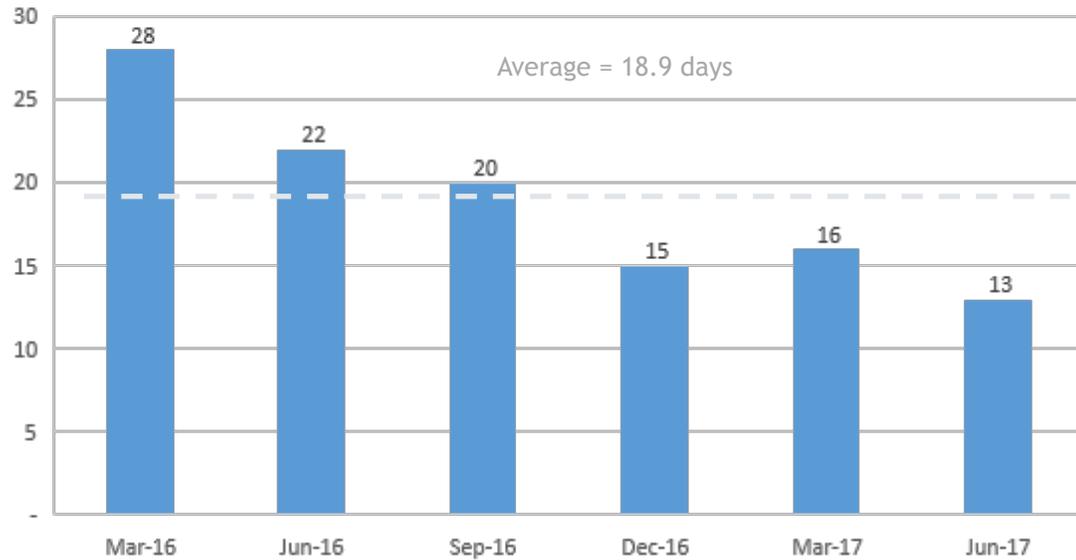
- Collection: For FY17, AR as % of Sales stands at 24.6%, 4.9% lower than the ratio in FY16. Currently, we are at par with industry average. Our target is to maintain it below 20% in future
- Aging of receivables: We do not capture any invoice under 'Not Due' category. An invoice starts to age from the date it is raised and does not wait for aging to start from time it becomes due for payment in 30/ 45 days
- As per our accounting policy for AR, comparison of aging is as follows:

Days Sales Outstanding

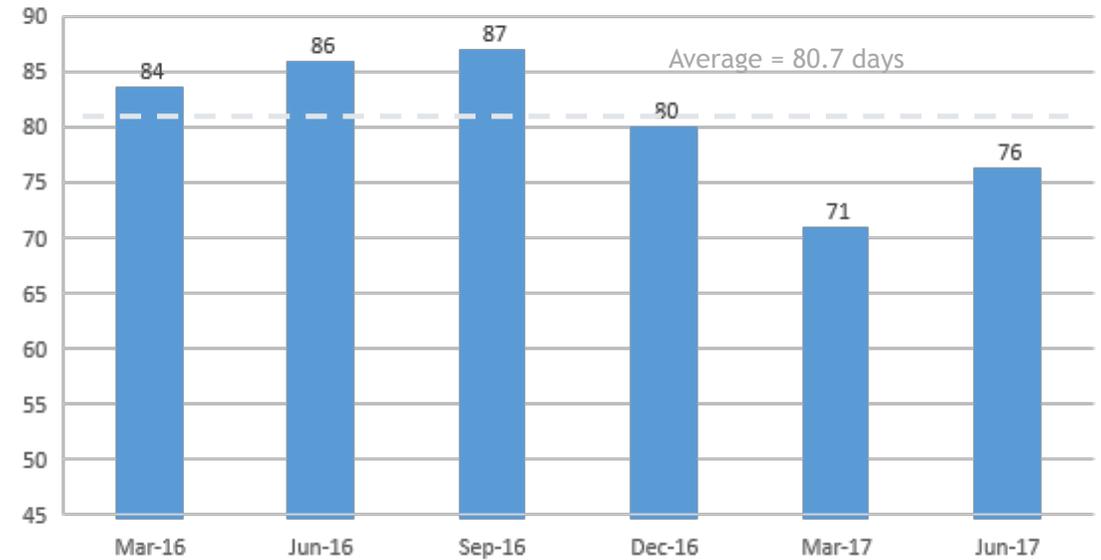


Q-o-Q trend of Receivables and Unbilled Revenue

Unbilled Revenue (No. of days)



Receivables (No. of days)



Cash generated and Utilization

<u>All figures in INR million</u>	Mar-17	Mar-16	Mar-15
Operations			
Operating Profit after tax	1,472.3	736.7	326.6
WC	558.5	476.4	219.0
Cash generated from Operations	913.9	260.4	107.5
Investments			
Tangible assets	79.5	91.3	24.8
Product/ IP	422.9	332.8	151.2
Total investment in business	502.4	424.2	176.0
Acquisitions			
Acquisition cost (non-stock)	-	165.7	159.4
Acquisition cost (stock)	-	272.0	-
Acquisition cost (total)	-	437.7	159.4
Advance towards acquisition	249.2		
Free Cash Flow before fund infusion	162.3	(329.5)	(227.9)

Investment in Products/ IP

Amount Capitalized during the year				
All figures in INR million	2014-15	2015-16	2016-17	As at 31-Mar-17
EzIAM Frameworks/Tools	51.9	48.7	6.7	219.3
Cloud Ez	99.3	247.5	244.4	713.2
Automaton	-	36.6	171.9	208.4
Total	151.2	332.8	422.9	1,140.9

Snapshot - Income statement

	<u>2016-17</u>	<u>2015-16</u>	<u>2014-15</u>
<u>Income</u>			
Revenue from operations	5,343,771,386	2,719,309,981	1,248,529,812
Other Income	1,503,003	2,128,766	2,858,341
Total Income	5,345,274,389	2,721,438,747	1,251,388,153
<u>Expenses</u>			
Direct Costs	2,709,692,616	1,273,267,088	566,643,431
S G & A	772,163,303	560,893,275	299,267,058
EBIDTA	1,863,418,470	887,278,384	385,477,664
EBIDTA %	34.87%	32.63%	30.87%
Finance costs	19,413,117	2,095,142	4,476,280
Depreciation & Amortization	196,888,932	202,288,601	91,194,778
Profit Before TAX	1,647,116,421	682,894,641	289,806,606
Tax	391,081,142	150,534,617	59,001,609
Profit After Tax	1,256,035,279	532,360,024	230,804,997
PAT %	23.50%	19.58%	18.49%

Snapshot - balance sheet

	31-Mar-17	31-Mar-16	31-Mar-15
<u>Equity & Liabilities</u>			
Equity & Reserves	4,208,987,885	2,705,247,731	1,365,296,089
Share Capital	152,588,025	108,941,020	103,441,020
Reserves & Surplus	4,056,399,860	2,596,306,711	1,261,855,069
Non Current Assets	201,531,777	6,189,879	5,779,094
Long Term Borrowings	201,531,777	2,223,150	-
DTL	-	3,966,729	5,779,094
Current Liabilities	535,775,428	429,681,835	147,459,871
Total Equity and Liabilities	4,946,295,090	3,141,119,445	1,518,535,054
<u>Assets</u>			
Non Current Assets	1,995,386,173	1,714,628,047	1,059,795,019
Tangible Assets	149,692,625	108,459,640	29,151,947
In-tangible Assets & Products under Dev	1,761,781,969	1,536,485,089	961,035,279
Other long term assets	83,911,579	69,683,318	69,607,793
Current Assets	2,950,908,917	1,426,491,398	458,740,033
Trade Receivables	1,315,021,310	802,129,754	281,425,658
Cash and Cash equivalents	907,366,252	285,551,170	147,831,232
Other current assets	728,521,355	338,810,474	29,483,143
 Total Assets	4,946,295,090	3,141,119,445	1,518,535,052



Thank YOU!!!