

Ref: 8K/CHN/2020-21/E053

November 06, 2020

National Stock Exchange of India Limited Capital Market – Listing, Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051 EQ- 8KMILES – ISIN NO- INE650K01021	BSE Limited. 25th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001 Scrip Code: 512161 - ISIN NO-INE650K01021
---	--

Dear Sir/Madam,

Sub: Investor Presentation

Further to our letter dated November 03, 2020 vide no. 8K/CHN/2020-21/E51, we have enclosed the Investor/Earnings Presentation for the quarter and half year ended September 30, 2020.

Kindly take the above information on record and acknowledge receipt.

Yours Truly,
For 8K Miles Software Services Limited



G Sri Vignesh
Company Secretary
Membership No: A57475
Encl: a/a



Q2 FY 21: Earnings presentation

November 6, 2020



Proprietary and Confidential. © 2020 8K Miles Software Services Ltd.

Safe Harbor Notice

This presentation has been prepared by 8K Miles Software Services Ltd. solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India. Please note that this presentation is based on the publicly available information on 8K Miles Software Services Ltd. including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount. This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Company Overview

8K Miles, born in Cloud in 2008, is the Market Leader of **Enterprise Cloud Transformation** in the Highly Regulated Industries with stringent Cloud Security & Compliance requirements

LOCATIONS

- HQ: Chennai, India
- US HQ: Pleasanton, CA
- Sales Office: Chicago, IL; East Brunswick, NJ; Pleasanton, CA
- DevOps Centers: Pleasanton, CA and Chennai, India

HUMAN CAPITAL

- Total Headcount: 500+
- Certified Cloud and EMR Experts: 300+
- Sales, Management & Operations: 40+

OFFERINGS

- **Platforms:** CloudEz, DataEz, DocuRoute and CloudAuth
- Cloud and DevOps Automation and Nextgen Managed Services
- Data Science, Analytics and AI/ML Services
- Cloud Security and Compliance (HIPAA/GxP/HITRUST) Services
- Health IT Advisory, EMR Implementation & Managed Services

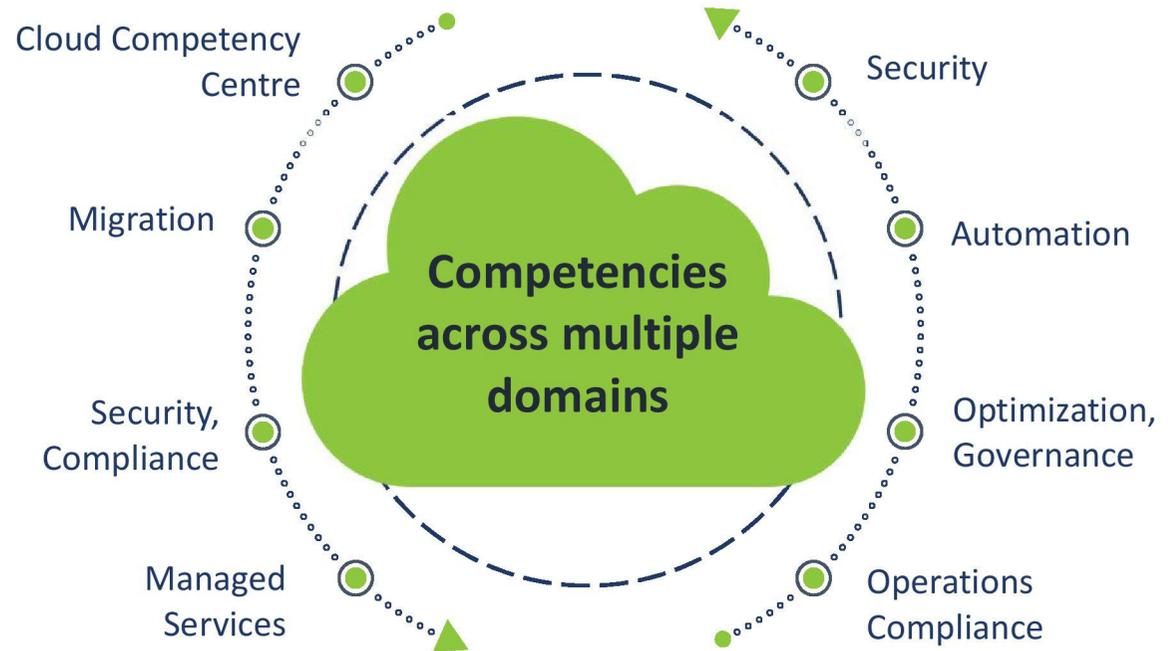
INDUSTRY VERTICALS

- Pharma / Life science
- Healthcare
- Automotive
- BFSI

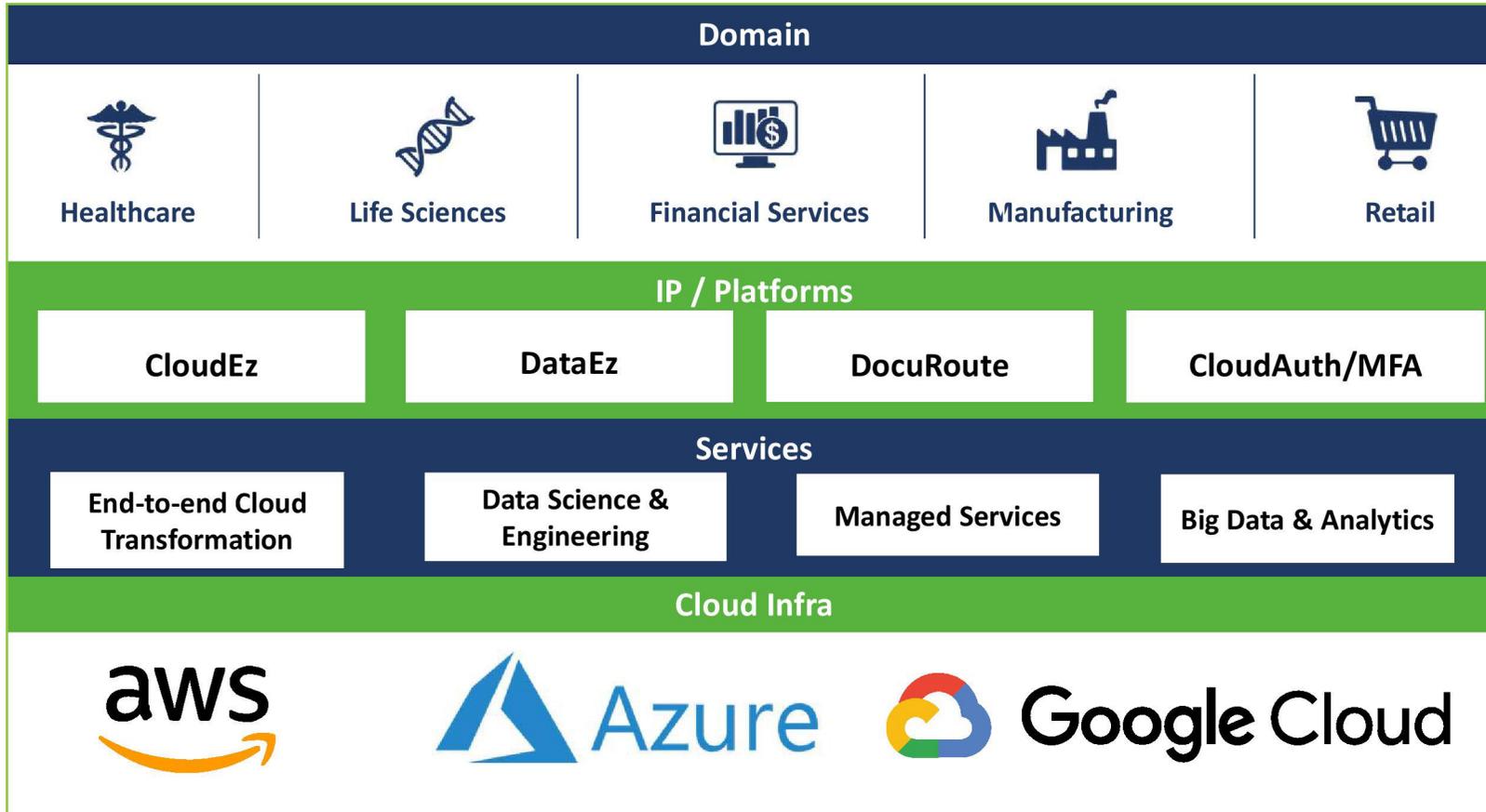


Our Cloud Expertise

- AWS Premier Consulting Partner
- Top 10 Healthcare Partner for AWS
- 3rd Party **Audited Next Gen Managed Services Provider**
- Extensive Knowledge & Expertise in **Microsoft Azure**
- Google Cloud Partner
- Complete Business Transformation Services
- Framework / Service Platform



8K Miles Offerings & Capabilities



Domain-centric Automation Framework

- End to End Enterprise Business Services Automation
- Leveraging AI/ML BOTs Technology
- Self-Service and Continuous Optimization of Cloud
- 'One-stop' Solution across Public Clouds
 - AWS, Azure and Google Cloud

Reduce Cloud Provisioning Time by 70%

Enable 4-times Faster SLAs

Reduce Operations Cost by > 40%

Cloud Self-Service to 1000+ Users

*Platform-centric model – not legacy
People-centric model*

Cloud Experts



Our Automation, Security & Compliance background and right blend of skills help customers build better solutions

Security & Regulatory Compliance

- Regulatory Compliance Experts
 - HIPAA, GxP, FIPS, PCI-DSS, etc.
- Battle Tested at Highly Regulated Industries
- Chaired & contributed to SAML 2.0 Specification
- Developed multiple Patents
- First to market Cloud-SaaS IDM On-boarding
- HiTrust Certification – In Progress
- ISO 27001:2013 Certified



Business Highlights

Healthcare & Lifesciences Vertical

- Won four new hospital customers for EMR implementation/optimization
- Won a major large US Pharma client to deploy DataEz platform
- Won a large DataEz project to handle data pipeline management for 70,000+ users

Other Verticals

- Assisted SaaS customer to attain SOC/HIPAA compliance certification
- Expanded public cloud and secure data platform for an existing inflight entertainment client which also involved refactoring, reengineering and cloud transformation
- Architect, design and build a secure cloud infrastructure for a large avionics client for deploying platform applications with application specific monitoring and enabling automated cloud platform security

Business Highlights

Marketing & Branding updates

- Healthcare Triangle Inc (HTI) launched a new website
- Branding for positioning HTI as a leader in Healthcare, Pharma / Life Sciences has already been initiated
- Marketing campaigns focused on healthcare clients are being run on “Return to Revenue Series” and “Interoperability and Virtual Care”

Partnership updates

- Attained Microsoft Gold Partnership for Healthcare Triangle Inc
- Continuing our partnership with AWS and offered DataEz through AWS Marketplace
- HTI partnered with Google to offer Healthcare Solutions on GCP



Financial Summary

Consolidated Financial Highlights



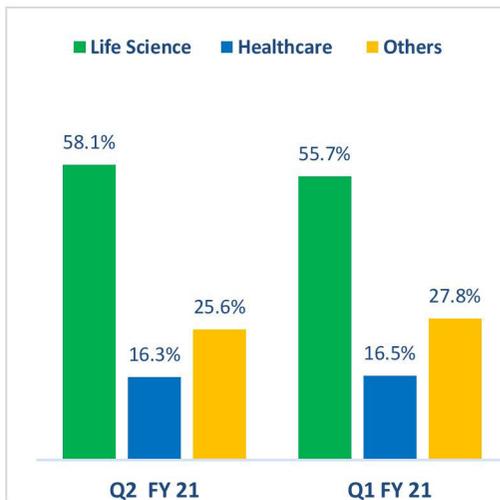
Amount in Rs Lakhs

Key Indicators	Q2 FY21	Q1 FY21	Q4 FY20
Revenue	8,903.7	8,807.4	6,823.2
Recurring Revenue 	34.0%	32.5%	30.8%
Gross Profit	3,251.9	2,641.5	744.3
Gross Profit Margin % 	36.5%	30.0%	10.9%
R&D Expenses	579.2	741.8	625.5
R&D to Revenue %	6.5%	8.4%	9.2%
SG&A Expenses	1,409.3	1,509.2	2,128.0
SG&A to Revenue %	15.8%	17.1%	31.2%
Operating Expenses	7,640.3	8,416.9	8,832.4
EBITDA	1,263.3	390.5	(2,009.2)
EBITDA % 	14.2%	4.4%	-29.4%

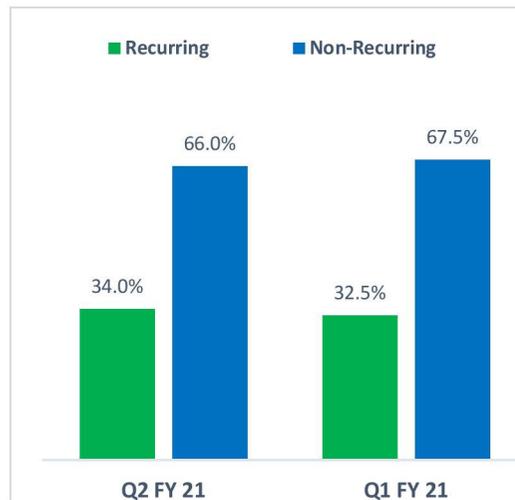
- **Recurring revenue at 34%**
- **Gross Profit Margin at 36.5%**
- **EBITDA Margin at 14.2%**

Revenue Metrics

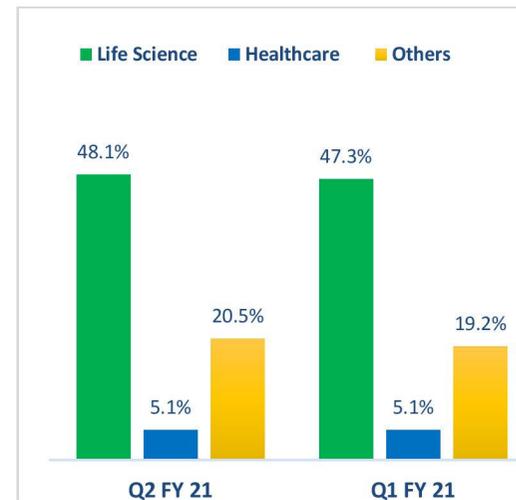
- Recurring revenues at 34%, QoQ growth of 1.5%
- 48.1 % of Life science revenue is recurring
- Top 10 customer revenue at 70.9%



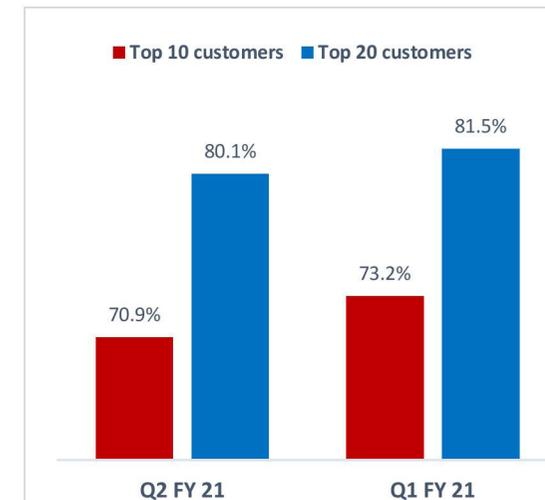
Segmental Revenue QoQ



Recurring / Non-Recurring Revenue



Segmental Recurring Revenue



Top 10/20 Customers

Debt Status

Amount in Rs Lakhs

Type	Classification	As on Sep,30	As on Mar,31
Promoters	Non Current	6,500.0	6,268.8*
Term Loan	Non Current	581.5	207.4
OD	Current	1,064.4	1,539.9
PPP Loan	Current	1,497.7	-
Working Capital US	Current	3,723.8	3,741.5
	Total Non Current	7,081.5	6,476.2
	Total Current	6,285.9	5,281.4
	Total Debt	13,367.4	11,757.6

* Rs.1,758.98 Lakhs has been reclassified from other financial liabilities to non-current borrowing due to change in the repayment terms.



Thank You