

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 December 1, 2017-Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements, 2015**

Please be informed that the meeting of Board of Directors of the Company was held today (December 1, 2017) at the Registered Office of the Company at “Srinivas” Towers, No.5, Cenotaph Road, II Floor, Teynampet, Chennai-600018. The Meeting commenced at 9.30 AM and concluded at 1.30 PM

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

- The unaudited financial results for the quarter ended September 30, 2017.

Pursuant to Regulation 33 of SEBI Listing Obligation and Disclosure Requirements, 2015, we hereby submit the unaudited financial results along with the Limited Review Report from the statutory Auditors of the company as approved at the audit committee meeting held on December 1, 2017.

- Appointment of Mrs. B. Chandra and Associates (Practicing Company Secretary) as Secretarial Auditor of the Company pursuant to the provisions of Section 204(1) of the Companies Act 2013, Rule 9 of Companies (Appointment and Remuneration personnel) Rules 2014 and other applicable provisions, if any, of the Companies Act, 2013 for the FY 2017-18.

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 financial results of the Company for the quarter ended September 30, 2017;
2. Limited Review Report from the statutory Auditors;
3. Press release on Unaudited Financial Performance of the company for the quarter ended September 30, 2017 on a consolidated basis.

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  
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

**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 2017**

S.No.	Particulars	(Amount in INR in lakhs except EPS)			
		30 September 2017 (Unaudited)	Quarter Ended 30 June 2017 (Unaudited) (Refer Note 1 below)	30 September 2016 (Unaudited) (Refer Note 3 below)	Half Year Ended 30 September 2016 (Unaudited) (Refer Note 3 below)
<b>1</b>	<b>Income</b>				
	a) Revenue from operations	1,358.18	1,110.84	882.48	2,469.02
	b) Other income	121.76	53.38	0.73	175.14
	<b>Total income</b>	<b>1,479.94</b>	<b>1,164.22</b>	<b>883.21</b>	<b>2,644.16</b>
<b>2</b>	<b>Expenses</b>				
	a) Employee benefits expenses	362.51	303.93	331.07	656.44
	b) Finance costs	177.59	125.18	9.33	302.77
	c) Depreciation and amortization expenses	31.96	31.66	125.19	63.12
	d) Other expenses	700.13	613.39	345.75	1,313.52
	<b>Total expenses</b>	<b>1,272.19</b>	<b>1,074.16</b>	<b>811.34</b>	<b>2,346.35</b>
<b>3</b>	<b>Profit before exceptional items and tax (1-2)</b>	<b>207.75</b>	<b>90.06</b>	<b>71.87</b>	<b>297.81</b>
<b>4</b>	Exceptional items				
<b>5</b>	<b>Profit before tax (3-4)</b>	<b>207.75</b>	<b>90.06</b>	<b>71.87</b>	<b>297.81</b>
<b>6</b>	Tax expense	64.80	24.81	23.26	89.61
	- Current tax	(1.63)	(5.94)	(1.41)	(7.55)
	- Deferred tax	<b>144.56</b>	<b>71.19</b>	<b>50.02</b>	<b>215.75</b>
<b>7</b>	<b>Net profit for the period (5-6)</b>	<b>(0.38)</b>	<b>(1.29)</b>	<b>(0.56)</b>	<b>(1.07)</b>
<b>8</b>	Other comprehensive income / (loss)	0.42	0.04	0.19	0.46
	(a) Items that will not be reclassified to the statement of profit or loss				
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	<b>0.04</b>	<b>(1.25)</b>	<b>(0.37)</b>	<b>(0.75)</b>
<b>9</b>	<b>Total other comprehensive income / (loss) (Net of tax)</b>	<b>144.60</b>	<b>69.94</b>	<b>49.65</b>	<b>214.54</b>
<b>10</b>	Paid-up equity share capital (Face value of Rs. 5/- each (Prior period - Rs.10/-))	1,525.88	1,525.88	1,144.41	1,525.88
<b>11</b>	Earnings per equity share (EPS) (Face value of Rs. 5/- each (Prior period - Rs.10/-))	0.47	0.23	0.16	0.71
	(a) Basic EPS	0.47	0.23	0.16	0.71
	(b) Diluted EPS				



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Teynampet, Chennai - 600 018

**STANDALONE BALANCE SHEET AS ON 30 SEPTEMBER 2017**

(Amount in INR in lakhs)

Particulars	As at 30 September 2017 Unaudited
<b>A ASSETS</b>	
<b>1 Non-current assets</b>	
(a) Property, plant and equipment	81.84
(b) Financial assets	
(i) Investments	9,440.13
(ii) Loans	135.35
(c) Deferred tax assets (Net)	235.33
(d) Other non-current assets	52.91
<b>Total non-current assets</b>	<b>9,945.56</b>
<b>2 Current assets</b>	
(a) Financial assets	
(i) Trade receivables	3,617.95
(ii) Cash and cash equivalents	9.72
(iii) Bank balances other than (ii) above	76.00
(iv) Loans	2,508.17
(v) Other financial assets	256.32
(b) Other current assets	41.47
<b>Total current assets</b>	<b>6,509.63</b>
<b>Total Assets (1+2)</b>	<b>16,455.19</b>
<b>B EQUITY AND LIABILITIES</b>	
<b>3 Equity</b>	
(a) Equity share capital	1,525.88
(b) Other equity	6,010.25
<b>Total equity</b>	<b>7,536.13</b>
<b>4 Non-current liabilities</b>	
(a) Financial liabilities	
(i) Borrowings	4,372.36
(b) Provisions	57.90
(c) Other non-current liabilities	12.06
<b>Total non-current liabilities</b>	<b>4,442.32</b>
<b>5 Current liabilities</b>	
(a) Financial liabilities	
(i) Borrowings	1,223.81
(ii) Trade payables	1,441.95
(iii) Other financial liabilities	1,405.70
(b) Other current liabilities	211.96
(c) Provisions	36.91
(d) Current tax liabilities (Net)	156.41
<b>Total current liabilities</b>	<b>4,476.74</b>
<b>Total Equity and Liabilities (3+4+5)</b>	<b>16,455.19</b>





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

Registered Office: Second Floor, Srinivas Towers, No. 5, Conotaph Road, Teyyanampet, Chennai - 600 011

**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 1 December 2017. The above results for the quarter and half year ended 30 September 2017 has also been subject to limited review by the Statutory Auditors of the Company. Further, the figure relating to the quarter ended 30 June 2017 was reviewed by the predecessor auditors, GHG Associates. 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 and half year ended 30 September 2016, as previously reported (referred to as 'Previous GAAP') and Ind AS is as under:

Particulars	(Amount in INR in Lakhs)	
	Quarter Ended 30 September 2016 (Refer Note 3 below)	Half Year Ended 30 September 2016 (Refer Note 3 below)
<b>Net profit under previous GAAP</b>	<b>54.27</b>	<b>90.21</b>
Interest income on security deposits	0.73	1.45
Amortisation of lease rentals	(0.79)	(1.56)
Expected credit loss adjustment	(0.03)	(2.75)
Others	(5.88)	12.68
Tax impact	1.41	(3.71)
<b>Net profit for the period under Ind AS</b>	<b>50.02</b>	<b>96.31</b>
Other comprehensive income (net of tax)	(0.37)	(0.75)
<b>Total comprehensive income under Ind AS</b>	<b>49.65</b>	<b>95.56</b>

- The aforesaid Ind AS financial results pertaining to the quarter and half year ended 30 September 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.
- Pursuant to the revision in certain operational terms with regard to the revenue contracts with the Company's subsidiaries, the Company is in the process of finalizing the terms or agreement, including the transfer price for the revenue contracts with the subsidiaries. The Company has currently recorded revenue based on its current transfer pricing arrangements and is initiating a detailed transfer pricing evaluation for the transactions completed and proposed with its subsidiaries during the year ending 31 March 2018, which is expected to be completed before the year end. The Company will carry out any adjustment in the subsequent quarters of the current year to the currently recognised revenue, based on the outcome of the transfer pricing study. The outcome of the transfer pricing study will not have any effect on the consolidated revenues of the Company. The statutory auditors of the Company have modified their report on this matter.
- 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.
- An amount of Rs. 367.31 Lakhs (including dividend distribution tax) has been paid as dividend to shareholders pursuant to the approval of the shareholders obtained on 30 September 2017 and the same has been reduced from Other Equity in the unaudited financial results.
- The Company has availed the exemption provided in the SEBI Circular dated 5 July 2016 with regard to the disclosure of the financial results for the year ended 31 March 2017 and the Balance Sheet as at 31 March 2017.
- One of the subsidiaries of the Company namely, 8K Miles Software Services Inc. USA has acquired Cornerstone Advisors Group, Connecticut, an entity in USA, during the current period ended 30 September 2017.
- Previous period figures have been regrouped / reclassified, wherever necessary, to conform with the current period presentation.

Place: Chennai  
Date : 1 December 2017

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



R S Ramani  
Whole-time Director  
DIN No. 03206751



# Deloitte Haskins & Sells LLP

**Chartered Accountants**  
ASV N Ramana Tower,  
52, Venkatharayana Road,  
T. Nagar,  
Chennai - 600 017,  
Tamil Nadu, India

Tel: +91 44 6688 5000  
Fax: +91 44 6688 5050

## INDEPENDENT AUDITOR'S REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

### TO THE BOARD OF DIRECTORS OF BK MILES SOFTWARE SERVICES LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **BK MILES SOFTWARE SERVICES LIMITED** ("the Company"), for the Quarter and Half Year ended 30 September 2017 ("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. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared 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. Our responsibility is to issue a report on the Statement based on our review.

As stated in Note 3 of the Statement, the corresponding figures relating to the quarter and half year ended 30 September 2016, including the reconciliation of net profit for the quarter and half year ended 30 September 2016 between the previous GAAP and the Indian Accounting Standards ("Ind AS") are as complied by the Management and have not been subjected to a review or audit.

2. 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.
3. As stated in Note 4 of the Statement, the Company is in the process of initiating a transfer pricing study for the revenue contracts with its subsidiaries and it plans to carry out any adjustment in the subsequent quarters of the current year to the currently recognised revenue, based on the outcome of the transfer pricing study.
4. Based on our review conducted as stated above, except for the matter described in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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



V. Balaji

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

CHENNAI, 1 December 2017  
VB/JT/RB/2017/17





Press Release  
Chennai, India  
December 1, 2017

## **8K Miles Q2, FY18**

Gross Revenues grew **72.74 % YoY** and **8.03% QoQ**  
EBITDA up by **66.28 % YoY** and **10.29 % 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> September, 2017 as approved by the Board of Directors.

### **Highlights of the Q2 Results:**

- Gross Revenues grew to **211.12** crores, an increase of **72.74 % YoY**
- EBITDA grew to **70.56** crores, an increase of **66.28 % YoY**
- Net profit after minority interest grew to **41.08** crores, up by **73.88 % YoY**

Gartner expects public cloud infrastructure market to grow by 38% in 2017 to reach \$34 billion by the end of the year and expected to reach \$71 billion by 2021, a CAGR of 29%. If IaaS maintains this growth rate through 2021, it will likely surpass software-as-a-service (SaaS) to become the 2nd largest segment of the cloud industry sometime in the next decade, behind only Cloud Advertising. The SaaS market is expected to grow by 20% to reach \$46 billion by the end of 2017. According to the same Gartner report, SaaS is forecasted to grow to \$75 billion by 2021 with a CAGR of 18%.

Amazon's cloud business AWS continues to see phenomenal growth as it's nearing \$18B revenue annual run rate in 2017. Andy Jassy, CEO of AWS told CNBC recently that Amazon might become the largest enterprise company in the world. Amazon announced AWS GuardDuty at AWS re:Invent 2017 in Las Vegas, a brand-new security service to protect and defend enterprise customers on the cloud as Cybersecurity market is expected to become huge in the coming years. AWS also announced a strategic business partnership with Cerner, the leading Electronic Health Records (EHR) company to provide public cloud infrastructure capabilities for healthcare providers in the US. Microsoft and Apple are also expected to partner or build their own EHR solutions on the cloud as healthcare providers start to embrace cloud in 2019 and beyond.

"Many US healthcare providers are starting to explore the opportunities to host patients' medical records in a hosted cloud environment and move away from traditional data centers to a more reliable and secure repository for EHR data. This innovation in healthcare should help to advance patient care and population health, protect the privacy and security of patient information, support outstanding clinical care and research, introduce new healthcare applications and ultimately reduce costs and bring greater efficiencies to IT operations. Cloud enables timely security updates and patching as well as heightened security controls and also allows easier disaster recovery with many backup options. 8K Miles is in the process of establishing a proof of concept with one of the major



EMR vendors in a public cloud environment.” said Mr. Suresh Venkatachari, Chairman and Managing Director, 8K Miles Software Services, Ltd.

**Consolidated Financial Highlights for the Quarter ended 30 September 2017:**

Particulars	Q2 FY 18	Q-o-Q growth	Y-o-Y growth
Revenue (INR Lakhs)	21,112.13	8.03 %	72.74 %
EBITDA (INR Lakhs)	7,055.62	10.29 %	66.28 %
PBT (INR Lakhs)	6,348.17	8.94 %	67.50 %
PAT before minority interest	4,771.09	8.06 %	66.42 %
PAT after minority interest	4,108.33	7.85 %	73.88 %

**Key Business Highlights of Q2, FY 2018:**

- 8K Miles has successfully delivered the launch of phase 1.0 of Pharma Science Cloud for a Fortune 500 pharmaceutical customer during Q2 FY2018. Also, 8K Miles signed a contract to do Enterprise Cloud Transformation and 24/7 cloud managed services with the enterprise division of the pharmaceutical customer to provide continuous security and compliance services through the automation platform.
- Signed an additional business contract with the large life sciences customer to provide multi-cloud enablement and also build DevOps as a Service for the enterprise IT.
- Recently 8K Miles signed an engagement with a large pharmaceutical customer from Europe in their Cloud Transformation initiative.
- Expanding services with top Pharma clients to include Microsoft Azure cloud along with AWS and defining their Multi-Cloud strategies
- Signed a MSA agreement with a major US consulting firm to partner on pharma validation and qualification business opportunities.
- 8K Miles entered into a business agreement with a large european company which does diagnostic and surgical imaging and brings clinicians and specialists together to share images, information and expertise in an accessible and workflow-optimized way on the healthcloud environment. 8K Miles will work with this customer to build their SaaS based collaborative medicine platform.
- Signed a MSA contract to benchmark and validate computer vision custom models and content classification schemes for a major cloud provider in their AI and machine learning efforts.
- Signed multiple MEDITECH EMR migration projects with various US hospitals.
- During this quarter Q2 FY2018, three healthcare providers organizations extended their original engagements with the continued development of Epic Connect Program, Epic Ambulatory and Epic Cadence Analyst services.
- 8K Miles healthcare division was recently selected to design cloud-based clinical archive for a US mid-west based hospital.
- 8K Miles extended its channel partner network with engagements at US east coast and west coast based medical centers.
- Fortune 100 Enterprise signed two additional contract opportunities with 8K Miles to onboard 500+ SaaS providers to their cloud identity services platform.



## 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> September 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.

Consolidated Statement of Profit & Loss for the half year ended 30th September 2017

*(Rupees in Lakhs except EPS)*

Particulars	3 Months ended			Year To Date		Year ended
	30-Sep-17	30-Jun-17	30-Sep-16	30-Sep-17	30-Sep-16	31 March 17
	Un-audited	Un-audited	Un-audited	Un-audited	Un-audited	<b>Audited</b>
Revenue from Operations	21,062.33	19,542.12	12,218.25	40,604.45	22,605.00	53,437.71
Other Income	49.80	35.89	3.52	85.69	6.24	15.03
<b>Total Income</b>	<b>21,112.13</b>	<b>19,578.01</b>	<b>12,221.77</b>	<b>40,690.14</b>	<b>22,611.24</b>	<b>53,452.74</b>
<b>Expenses</b>						
Employee benefits and other direct costs	10,242.91	9,455.97	6,315.85	19,698.88	11,476.17	27,096.94
Other expenses	3,813.60	3,724.44	1,662.79	7,538.04	3,214.23	7,721.64
Depreciation & Amortization	707.45	570.34	453.74	1,277.79	1,011.75	1,968.88
Finance costs	177.39	125.18	9.41	302.57	17.31	194.13
<b>Total expenses</b>	<b>14,941.35</b>	<b>13,875.93</b>	<b>8,441.79</b>	<b>28,817.28</b>	<b>15,719.46</b>	<b>36,981.59</b>
<b>Profit/(loss) before Tax</b>	<b>6,170.78</b>	<b>5,702.08</b>	<b>3,779.98</b>	<b>11,872.86</b>	<b>6,891.78</b>	<b>16,471.15</b>
Tax expenses	1,399.69	1,286.89	913.10	2,686.58	1,609.54	3,910.82
<b>Profit/(loss) after Tax</b>	<b>4,771.09</b>	<b>4,415.19</b>	<b>2,866.88</b>	<b>9,186.28</b>	<b>5,282.24</b>	<b>12,560.33</b>
Minority Interest	662.75	605.96	504.19	1,268.71	986.81	2,145.78
<b>Profit attributable to shareholders</b>	<b>4,108.34</b>	<b>3,809.23</b>	<b>2,362.69</b>	<b>7,917.57</b>	<b>4,295.43</b>	<b>10,414.55</b>
Number of Equity Shares	30,517,605	30,517,605	11,444,102	30,517,605	11,444,102	30,517,605
<b>Earnings Per Share (EPS) – Basic &amp; Diluted</b>	<b>13.46</b>	<b>12.48</b>	<b>20.65</b>	<b>25.94</b>	<b>37.53</b>	<b>34.13</b>





Consolidated Statement of Assets & Liabilities

(Amount in INR in Lakhs)

Particulars		Consolidated	
		Un-audited As at 30th September 2017	Audited As at 31st March 2017
<b>I</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1</b>	<b>SHAREHOLDERS' FUNDS</b>		
	(a) Share capital	1,525.88	1,525.88
	(b) Reserves and Surplus	40,297.81	32,386.69
	<i>Sub Total - Share holders' Funds</i>	<b>41,823.69</b>	<b>33,912.57</b>
<b>2</b>	<b>Minority Interest</b>	<b>9,446.02</b>	<b>8,177.31</b>
<b>3</b>	<b>NON-CURRENT LIABILITIES</b>		
	(a) Long Term Borrowings	4,372.37	2,015.32
	(b) Deferred Tax Liability	-	-
	(c) Other long term liabilities	69.97	-
	(d) Long Term Provision	-	-
	<i>Sub Total - Non Current Liabilities</i>	<b>4,442.34</b>	<b>2,015.32</b>
<b>4</b>	<b>CURRENT LIABILITIES</b>		
	(a) Short Term Borrowings	1,223.81	730.36
	(b) Trade Payables	1,872.68	672.13
	(c) Other Current Liabilities	2,327.87	1,805.44
	(d) Short Term Provisions	2,183.86	2,149.82
	<i>Sub Total - Current Liabilities</i>	<b>7,608.22</b>	<b>5,357.75</b>
	<b>TOTAL EQUITY and LIABILITIES</b>	<b>63,320.27</b>	<b>49,462.95</b>
<b>II</b>	<b>ASSETS</b>		
<b>1</b>	<b>NON-CURRENT ASSETS</b>		
	(a) Fixed Assets		
	(i) Tangible Assets	2,029.12	1,496.93
	(ii) Intangible Assets	19,661.15	15,545.58
	(iii) Product under development	2,409.78	2,072.24
		<b>24,100.05</b>	<b>19,114.75</b>
	(b) Non-Current Investments	-	-
	(c) Deferred Tax Assets	235.33	2.29
	(d) Long Term Loans and Advances	188.25	203.10
	(e) Other Non-Current Assets	-	633.73
	<i>Sub Total - Non Current Assets</i>	<b>423.58</b>	<b>839.12</b>
<b>2</b>	<b>CURRENT ASSETS</b>		
	(a) Current Investments	-	-
	(b) Inventories	-	-
	(c) Trade Receivables	19,366.19	13,150.21
	(d) Cash and Cash Equivalents	12,099.92	9,073.66
	(e) Short Term Loans and Advances	-	-
	(f) Other Current Assets	7,330.53	7,285.21
	<i>Sub Total - Current Assets</i>	<b>38,796.64</b>	<b>29,509.08</b>
	<b>TOTAL ASSETS</b>	<b>63,320.27</b>	<b>49,462.95</b>



**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 MISP™ 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



# 8K Miles

## FY18 Q2 Highlights

# 8K Miles, founded in 2008, is a Global Leader in Enterprise Cloud Transformations helping Clients adapt Multi Cloud Strategy.



Our Rapid Growth is fueled by numerous success stories in the Highly Regulated Industries with emphasis on Security, Compliance & Automation.



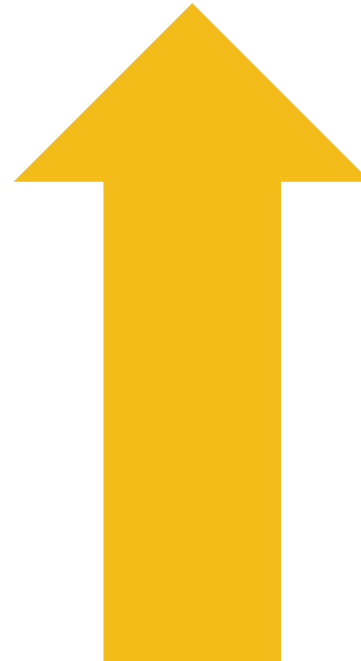
# FY 18 Q2 - Financial Highlights

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**Gross Revenue Rs. 211 CR**  
Up 73% YoY and 8% QoQ



**EBITDA Rs. 71 CR**  
Up 66% YoY and 10% QoQ



**Post MI Net Profits Rs. 41 CR**  
Up 74% YoY and 8% QoQ



# Key Accomplishments

## Defining Multi-Cloud Strategies with Azure and AWS

### Pharma

- Successfully delivered the launch of **Pharma Science Ph-1 Cloud** for a Fortune 500 Pharma Client.
  - Additionally, signed **Enterprise Cloud Transformation** and **24/7 cloud Managed Services** contact to provide Continuous Security and Compliance services through the automation platform.
- Signed an engagement with a large pharmaceutical customer from Europe in their **Cloud Transformation** initiative.
- Signed a MSA agreement with a major US consulting firm to partner on **Pharma validation and Qualification** business opportunities.

### Lifesciences

- Signed an additional business contracts with the large life sciences customer to provide **Multi-cloud Enablement** and also build **DevOps as a Service** for their enterprise IT.
- Entered into a business agreement with a large European company to build a **SaaS based Collaborative Medicine Platform**.
  - This client builds diagnostic and surgical imaging solutions and brings clinicians and specialists together to share images, information and expertise in an accessible and workflow-optimized way on the health cloud environment.

# Key Accomplishments

## Defining Multi-Cloud Strategies with Azure and AWS

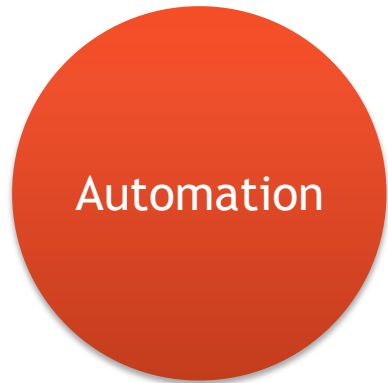
### Healthcare Providers

- Signed multiple **MEDITECH EMR Migration** projects with various US hospitals.
- Extended the existing engagements with three organizations to continue the development of **Epic Connect Program, Epic Ambulatory and Epic Cadence Analyst services**.
- 8K Miles healthcare division was recently selected to design **Cloud-based Clinical Archive** for a US mid-west based hospital.
- 8K Miles extended its **Channel Partner Network** with engagements at US east coast and west coast based medical centers.

### Cloud & AI/ML

- Signed a MSA contract to **benchmark and validate computer vision custom models and content classification schemes** for a major cloud provider in their AI and Machine Learning efforts.
- Fortune 100 Enterprise signed two additional contract opportunities with 8K Miles to **onboard 500+ SaaS providers** to their cloud identity services platform.

# Driving Success

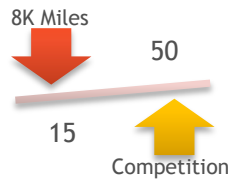


- Strong History Automation since 2010
- Cloud is not 'People' Model
- Advanced Capabilities such as AI, ML and Analytics

- Healthcare, Lifesciences and PCI
- HIPAA, GxP, FIPS, PCI-DSS and more
- Compliant Solutions Means Drive TTV for Clients

- Leverage 8K Platforms
- Highly Automated Solutions Requiring Less Operations
- Significant Cost Savings yet High Quality

- 100% YoY Growth over last 3 years
- Employee base grew from 350 to 675 only
- Continued Ability to Maintain High Margin



Strong FY18 YTD performance with impressive Q2 results

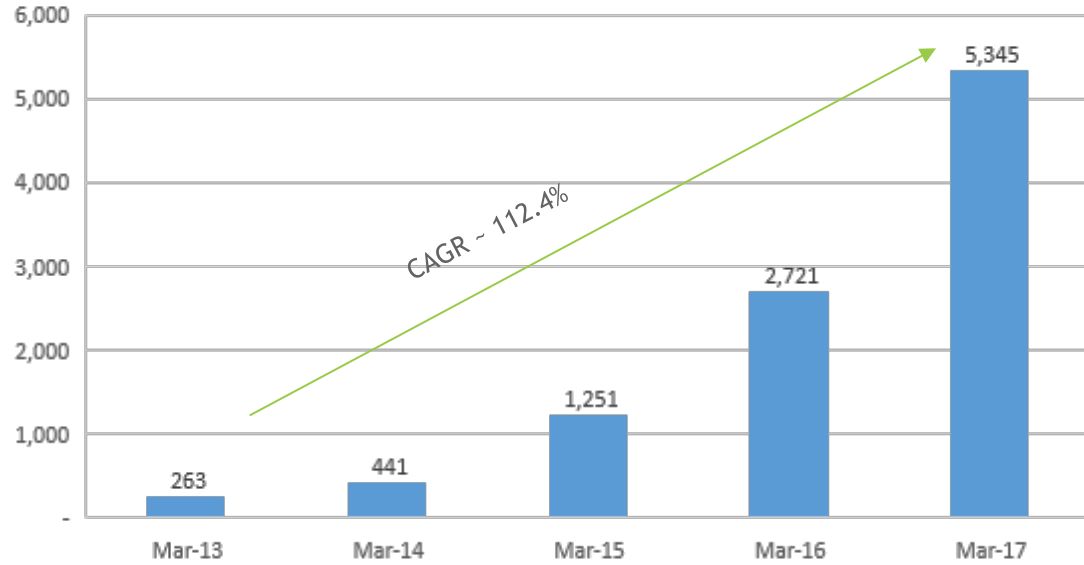


# Industry Highlights

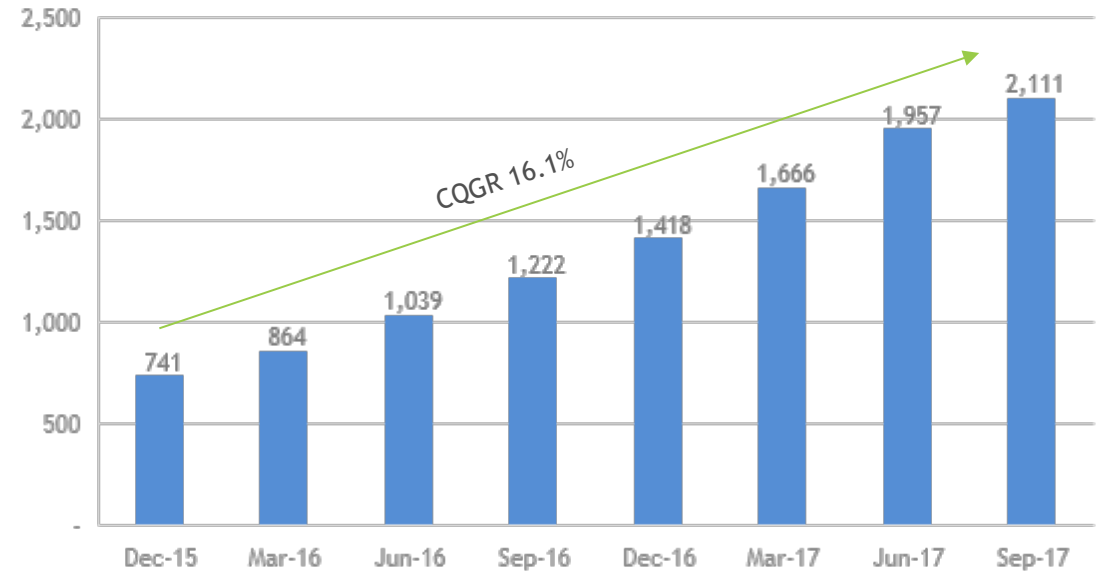
- Gartner Projects Strong IaaS Growth, likely to surpass SaaS by 2021
  - Grow by 38% in 2017 to reach \$34B by the end of the year
  - Expected to reach \$71B by 2021, a CAGR of 29%.
  - If IaaS maintains this growth rate through 2021, it will likely surpass software-as-a-service (SaaS) to become the 2nd largest segment of the cloud industry sometime in the next decade, behind only Cloud Advertising
  - The SaaS market is expected to grow by 20% to reach \$46B by the end of 2017. According to the same Gartner report, SaaS is forecasted to grow to \$75B by 2021 with a CAGR of 18%.
- AWS' Phenomenal Growth, likely to propel Amazon to be the largest in the world
  - Nearing \$18B revenue annual run rate in 2017
  - Andy Jassy, CEO of AWS told CNBC recently that Amazon might become the largest enterprise company in the world
  - re:Invent 2017 Highlights
    - AWS GuardDuty, a brand-new security service to protect and defend enterprise customers on the cloud as Cybersecurity market is expected to become huge in the coming years.
    - Announced a strategic business partnership with Cerner, the leading Electronic Health Records (EHR) company to provide public cloud infrastructure capabilities for healthcare providers in the US.
- Microsoft and Apple are also expected to partner or build their own EHR solutions on the cloud as healthcare providers start to embrace cloud in 2019 and beyond.

# An overview of growth

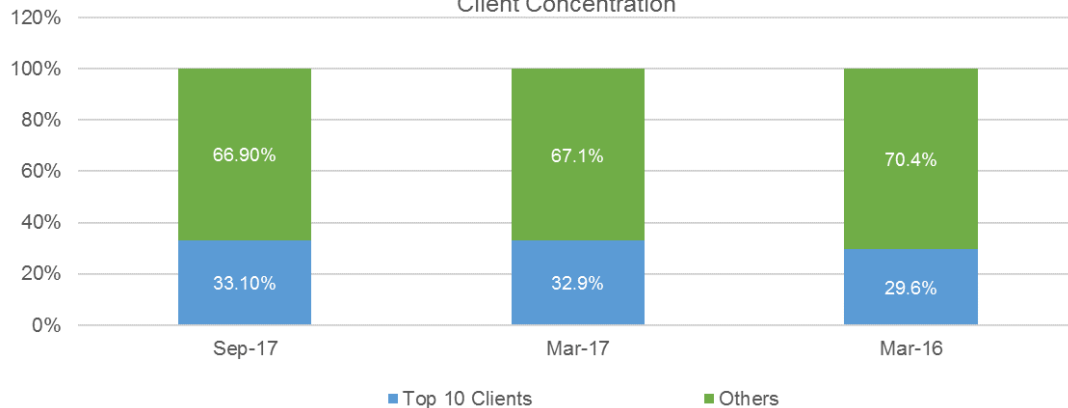
Annual Revenue



Quarterly Revenue



Client Concentration



Number of clients by size of account

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

# Revenue (HYE 18) - Healthcare and cloud focus strengthens growth

Service View - Growth

	HYE (Sep-17)	Mar-17	Mar-16
Cloud Transformation	1,731	2,089	1,018
Managed Services	1,205	1,411	688
Security Solutions	544	663	264
Consulting	589	1,181	747
<b>Total</b>	<b>4,069</b>	<b>5,344</b>	<b>2,716</b>

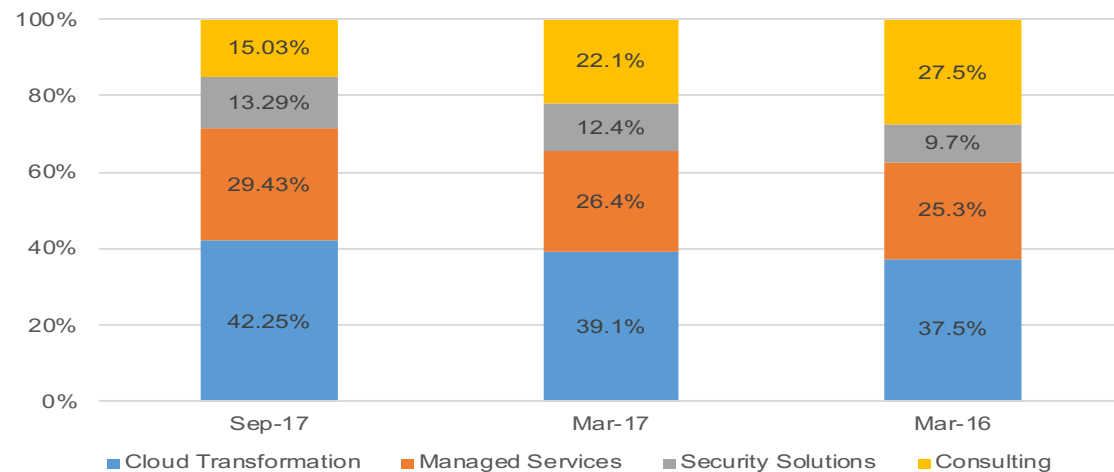
Currency: INR (In millions)

Domain View - Growth

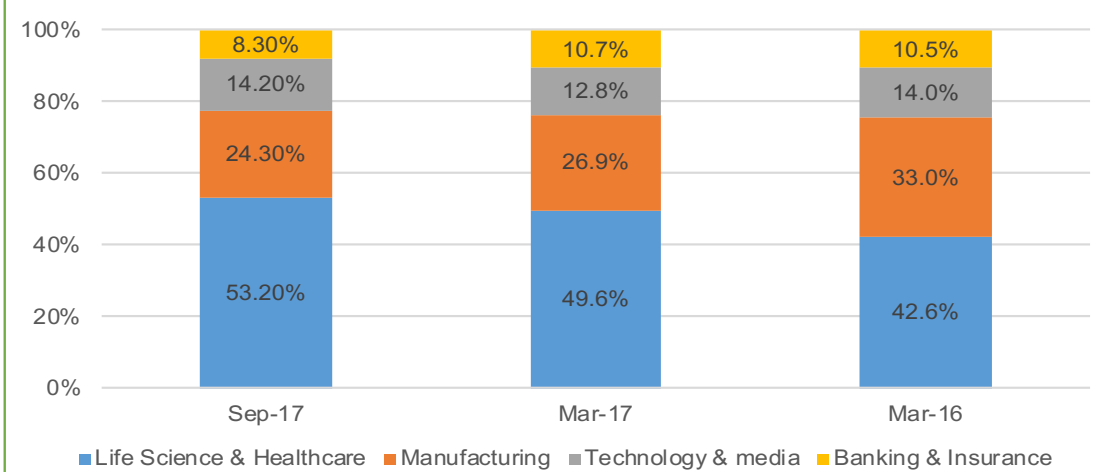
	HYE Sep-17	Mar-17	Mar-16
Life Science & Healthcare	2,165	2,650	1,156
Manufacturing	989	1,438	896
Technology & media	578	684	380
Banking & Insurance	337	572	284
<b>Total</b>	<b>4,069</b>	<b>5,344</b>	<b>2,716</b>

Currency: INR (In millions)

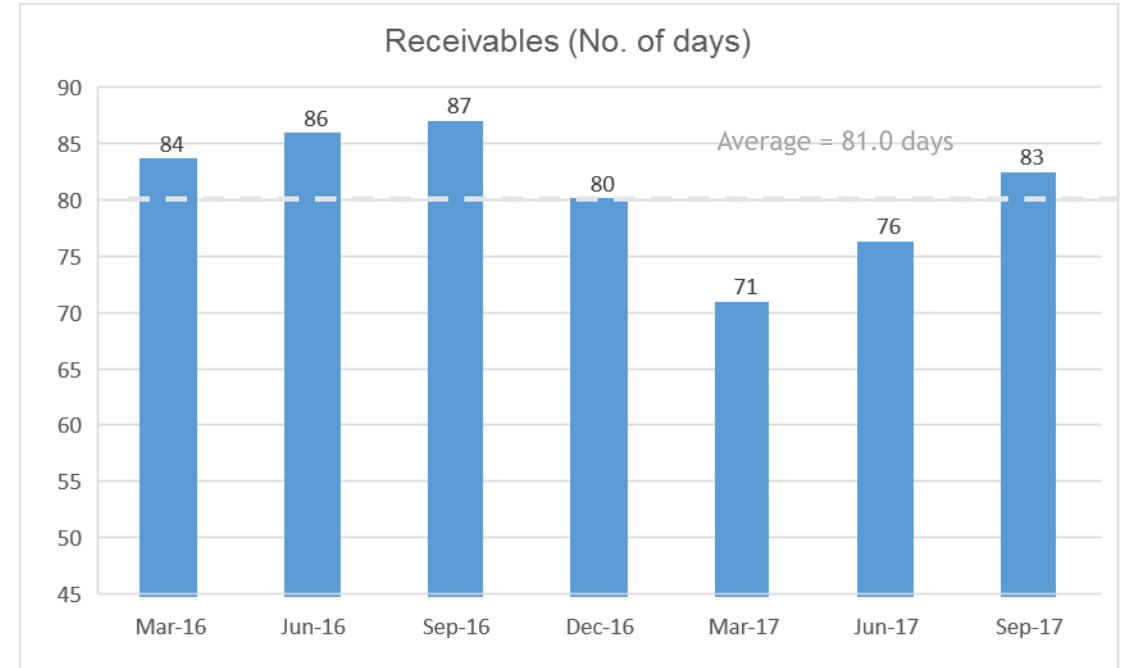
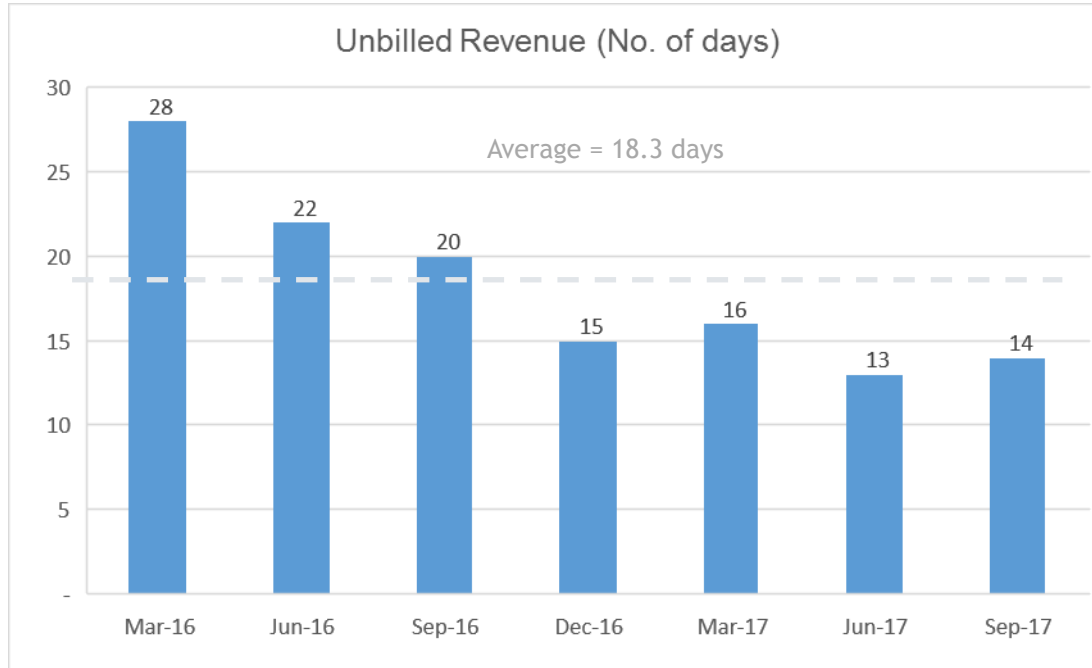
Service View



Domain View



# Q-o-Q trend of Receivables and Unbilled Revenue







Thank YOU!!!