8K Miles Software Services Limited A

Ref: 8K/CHN/2017-18/E034
14th February 2018

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Sub: Outcome of Board Meeting held on February 14, 2018-Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements, 2015

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For 8K Miles Software Services Limited

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Jayashree JagannathanA
Company Secretary & Compliance Officer

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BK 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 NINE MONTHS ENDED 31 DECEMBER 2017

(Amount in INR in lakhs except EPS)

S.No.	Particulars	Quarter Ended			Year to Date	
		31 December 2017	30 September 2017	31 December 2016	31 December 2017	31 December 2016
		(Unaudited) (Refer Note 4 below)	(Unaudited) (Refer Note 4 below)	(Unaudited) (Refer Note 2 & 3 below)	(Unaudited)	(Unaudited) (Refer Note 2 & 3 below)
1	**Income**					
	a) Revenue from operations	959.65	1,358.18	1,053.69	3,428.67	2,643.59
	b) Other income	125.50	121.76	1.68	247.47	5.85
	Total income	**1,085.15**	**1,479.94**	**1,055.37**	**3,676.14**	**2,649.44**
2	**Expenses**					
	a) Employee benefits expenses	351.10	362.51	312.35	1,017.54	905.01
	b) Finance costs	207.23	177.59	13.92	510.00	30.46
	c) Depreciation and amortization expenses	9.51	31.96	51.57	73.13	273.54
	d) Other expenses	432.44	700.13	571.00	1,692.79	1,195.30
	Total expenses	**1,000.28**	**1,272.19**	**948.84**	**3,293.46**	**2,404.31**
3	**Profit before exceptional items and tax (1-2)**	**84.87**	**207.75**	**106.53**	**382.68**	**245.13**
4	Exceptional items	-	-	-	-	-
5	**Profit before tax (3-4)**	**84.87**	**207.75**	**106.53**	**382.68**	**245.13**
6	Tax expense					
	- Current tax	21.73	64.80	35.87	111.34	74.53
	- Deferred tax	1.64	(1.61)	(4.06)	(5.91)	(0.35)
7	**Net profit for the period (5-6)**	**61.50**	**144.56**	**74.72**	**277.25**	**170.95**
8	Other comprehensive income / (loss)					
	(a) Items that will not be reclassified to the statement of profit and Loss	-	(0.38)	(0.56)	(1.67)	(1.68)
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	-	0.42	0.19	0.46	0.56
	Total other comprehensive income / (loss) (Net of tax)	**-**	**0.04**	**(0.37)**	**(1.21)**	**(1.12)**
9	**Total comprehensive income for the period (7+8)**	**61.50**	**144.60**	**74.35**	**276.04**	**169.83**
10	Paid-up equity share capital (Face value of Rs. 5/- each)	1,525.88	1,525.88	1,525.88	1,525.88	1,525.88
11	**Earnings per equity share (EPS) [Face value of Rs. 5/- each]**					
	(a) Basic EPS	0.20	0.47	0.24	0.91	0.56
	(b) Diluted EPS	0.20	0.47	0.24	0.91	0.56
		[not annualised]	[not annualised]	[not annualised]	[not annualised]	[not annualised]

DELOITTE HASKINS & SELLS LLP CHARTERED ACCOUNTANTS CHENNAI-17

BK MILES SOFTWARE SERVICES LTD. CHENNAI

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

Notes :

1. 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 14 February 2018. The above results for the quarter and nine months ended 31 December 2017 has also been subject to limited review by the Statutory Auditors of the Company. Also refer Note 3 below.

2. 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 nine months ended 31 December 2016, as previously reported (referred to as 'Previous GAAP') and Ind AS is as under:

(Amount in INR in Lakhs)

Particulars	Quarter Ended 31 December 2016 (Refer Note 3 below)	Period Ended 31 December 2016 (Refer Note 3 below)
Net profit under previous GAAP	**83.70**	**173.91**
Interest income on security deposits	1.68	3.13
Amortisation of lease rentals	(1.96)	(3.52)
Expected credit loss adjustment	(7.56)	(10.32)
Others	(5.20)	7.40
Tax impact	4.06	0.35
Net profit for the period under Ind AS	**74.72**	**170.95**
Other comprehensive income (net of tax)	(0.37)	(1.12)
Total comprehensive income under Ind AS	**74.35**	**169.83**

3. The previously reported financial results pertaining to the quarter and nine months ended 31 December 2016 were prepared in accordance with the Companies (Accounting Standards) Rules, 2006 and were reviewed by the predecessor auditors. These financial results have been restated to comply with Indian Accounting Standards ("Ind AS") and the adjustments made to the previously issued financial results vis-a-vis the financial results as per Ind AS have been reviewed by the statutory auditors of the Company.

4. Pursuant to the revision in certain operational terms with regard to the revenue contracts with the Company's subsidiary, the Company has during the quarter finalised the terms of agreement, including the transfer pricing model for the revenue contracts with the subsidiary, which has been duly approved by the Board of Directors. Based on this agreement which is effective 1 April 2017, the Company has, during the current quarter, carried out a cumulative adjustment relating to the year to date revenue. The adjusted total income, profit before tax, profit after tax, total comprehensive income and EPS (Basic & Diluted) for the quarters in the current year are as follows -

(Amount in INR in Lakhs)

Particulars	Quarter Ended 31 December 2017		Quarter Ended 30 September 2017		Quarter Ended 30 June 2017		Period Ended 30 September 2017	
	As reported above	Excluding Transfer Pricing Adjustments for earlier quarters	Previously Stated	As adjusted for Transfer Pricing	Previously Stated	As adjusted for Transfer Pricing	Previously Stated	As adjusted for Transfer Pricing
Total Income	1,085.15	995.85	1,479.04	1,563.32	1,104.22	1,170.14	2,644.16	2,733.46
Profit / (Loss) before tax	84.87	(4.43)	267.75	291.13	90.06	95.98	297.81	387.11
Profit / (Loss) after tax	61.50	(6.07)	144.56	204.97	71.10	75.48	215.75	280.45
Total Comprehensive Income / (Loss)	61.50	(6.07)	144.60	205.01	69.04	74.23	214.54	279.24
EPS (Basic & Diluted)	0.20	(0.02)	0.47	0.67	0.23	0.25	0.71	0.92

5. 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.

6. 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.

7. 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 31 December 2017.

DELOITTE HASKINS & SELLS LLP CHENNAI-17 CHARTERED ACCOUNTANTS

8K MILES SOFTWARE SERVICES LTD. CHENNAI

Place: Chennai
Date : 14 February 2018

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, Venkatnarayana 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 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 Nine months ended 31 December 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.

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. Based on our review conducted as stated 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.

4. The previously issued financial results of the Company for the quarter and nine months ended 31 December 2016 prepared in accordance with the Companies (Accounting Standards) Rules, 2006 and reviewed by the predecessor auditor (whose report dated 9 January 2017 expressed an unmodified conclusion) have been restated to comply with Indian Accounting Standards ("Ind AS") and included in this Statement as corresponding financial information. Adjustments made to the previously issued financial results vis-a-vis the financial results as per Ind AS have been reviewed by us.

DELOITTE HASKINS & SELLS LLP CHENNAI-17 CHARTERED ACCOUNTANTS

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

V Balaji
Partner
(Membership No. 203685)

CHENNAI, 14 February 2018
VB/JT/RB/2018/04

Press Release
Chennai, India
14th February 2018

8K Miles Q3, FY17-18

Gross Revenues grew 58 % YoY and 7 % QoQ
EBITDA up by 59 % YoY and 10% QoQ

8K Miles Software Services Limited, 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 31st December, 2017 as approved by the Board of Directors.

Highlights of the Results:

- Gross Revenues grew to Rs. 224.46 crores, an increase of 58% YoY
- EBITDA grew to Rs. 77.33 crores, an increase of 59 % YoY
- Net profit after minority interest grew to Rs. 44.80 crores, up by 67% YoY

"Leveraging the success in the US, we are working to expand our business across Europe and Asia – in both public and private sectors. We are very bullish about this as our platforms such as CloudEz™ and Automaton™ are easily and seamlessly extensible to address local regulatory compliances globally. Consumers are impacted by the current inefficient health care system with the rapidly spiraling cost of medical treatment. It's important now to drive innovation faster and provide new ways of delivering care for patients across the globe." said Mr. Suresh Venkatachari, Chairman and Managing Director, 8K Miles Software Services, Ltd.

Consolidated Financial Highlights for the Quarter ended 31 December 2017:

Particulars	Q3 FY 18	Q-o-Q growth	Y-o-Y growth
Revenue (INR Lakhs)	Rs. 22,446	7%	58%
EBITDA (INR Lakhs)	Rs. 7,733	10%	59%
PBT (INR Lakhs)	Rs. 6724	6%	53%
PAT before minority interest	Rs. 5,150	8%	58%
PAT after minority interest	Rs. 4,480	9%	67%

Key Business Highlights of Q3, FY 2018:

- 8K Miles enabled the major cloud provider to launch their first SaaS SSO service with top 25 SaaS Applications during Q3 FY2018. 8K Miles MISP identity platform was used to onboard, integrate, test and certify these top SaaS Applications with the public cloud provider's infrastrusture.
- Engaged with a large european pharma customer to provide hybrid and Microsoft Azure cloud services. Also, 8K Miles will be supporting Enterprise Cloud Risk Mitigation efforts.
- Won the Enterprise Cloud Maturation project with US based Biotechnology company during this Q3 FY2018.

- Engaged with multiple large pharmaceutical companies on early stage discussions on cloud transformation.
- 8K Miles is launching additional new cloud capabilities as part of its Cloud Ez platform this year which include:
    - Multi-Platform Billing Module
    - DevOps as a Service
    - Bots for Cloud Operations and Pro-Active Security and Compliance
    - Business Fulfillment Engine
- 8K Miles signed MSA with a major US legal research and risk management services company to perform Azure Cloud Managed technology services.
- Won a renewed cloud contract with an existing large global manufacturing company.
- 8K Miles was selected by an US based healthcare provider to assist with the selection of a remote hosted hospital information system solution which has a potential to support multiple hospitals in the future.
- Signed additional EHR implementation project with an US hospital.
- US Healthcare provider selected 8K Miles to lead the development of their Epic Connect program. 8K Miles will also be providing advisory and project management services.
- Achieved Microsoft Gold Cloud Platform competency partner status during Q3, FY2018.
- Secured AWS Certification as Nextgen MSP for 3rd consecutive year
- Partnering with ServiceNow for CMP (Cloud Management Platform) Delivery.

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 31st December 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 Quarter ended 31st December 2017

(Rupees in Lakhs except EPS)

Pa ticula	3 Months ended			Yea T □ate		Yea e ded
	31-□ec-17	30-Se -17	31-□ec-16	31-□ec-17	31-□ec-16	31 Ma ch 17
	U -audited	U -audited	U -audited	U -audited	U -audited	**Audited**
Reve ue f m O e ati	22□387.61	21□062.33	14□173.17	62□992.06	36□778.17	53□437.71
Othe I c me	58.50	49.80	4.25	144.19	10.49	15.03
Total Income	**22,446.11**	**21,112.13**	**14,177.42**	**63,136.25**	**36,788.66**	**53,452.74**
Expenses						
Em l yee be efit a d the di ect c t	10□926.17	10□242.91	7□348.67	30□625.05	18□824.84	27□096.94
Othe ex e e	3□787.27	3□813.60	1□948.60	11□325.31	5□162.83	7□721.64
□e eciati & Am tizati	860.64	707.45	498.36	2□138.43	1□510.11	1□968.88
Fi a ce c t	207.23	177.39	31.03	509.80	48.34	194.13
Total expenses	**15,781.31**	**14,941.35**	**9,826.66**	**44,598.59**	**25,546.12**	**36,981.59**
Profit/(loss) before Tax	**6,664.80**	**6,170.78**	**4,350.76**	**18,537.66**	**11,242.54**	**16,471.15**
Tax ex e e	1□514.48	1□399.69	1□090.73	4□201.06	2□700.27	3□910.82
Profit/(loss) after Tax	**5,150.32**	**4,771.09**	**3,260.03**	**14,336.60**	**8,542.27**	**12,560.33**
Mi ity I te e t	670.75	662.75	574.42	1□939.46	1□561.23	2□145.78
Profit attributable to shareholders	**4,479.57**	**4,108.34**	**2,685.61**	**12,397.14**	**6,981.04**	**10,414.55**
Numbe f E uity Sha e	30□517□605	30□517□605	30□517□605	30□517□605	30□517□605	30□517□605
Earnings Per Share (EPS) – Basic & Diluted	***14.68***	***13.46***	***8.80***	***40.62***	***22.88***	***34.13***

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

[redacted]

R S Ramani
Whole-time Director

8K Miles

Corporate Overview and Q3 FY18 Results

Feb 2018

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8K Miles, born in Cloud in 2008, is the Market Leader of **Enterprise Cloud Transformations** in the Highly Regulated Industries with complex Cloud Security & Compliance needs (entry-barriers).

Non-linear Profitability growth leveraging our Domain-centric Cloud Automation Framework and Nextgen Managed Services

8Miles
Celebrating 10 Years!

FY 18 Q3 - Growth Highlights

- Enabled the major cloud provider to launch their first SaaS SSO service with top 25 SaaS Applications
  - MISP identity platform was used to onboard, integrate, test and certify these SaaS Applications with the public cloud provider's infrastructure.
- Engaged with a large European pharma customer to provide Hybrid and Microsoft Azure cloud services
  - 8K Miles will also support Enterprise Cloud Risk Mitigation efforts
- Won the Enterprise Cloud Maturation project with US based Biotechnology company
- Engaged with multiple large pharmaceutical companies on early stage discussions on cloud transformation

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FY 18 Q3 - Growth Highlights (Continued…)

- Signed MSA with a major US legal research and risk management services company to perform Azure Cloud Managed technology services.
- Won a renewed cloud contract with an existing large global manufacturing company.
- Selected by an US based healthcare provider to assist with the selection of a remote hosted hospital information system solution which has a potential to support multiple hospitals in the future
- Signed an EHR implementation project with an US hospital.
- US Healthcare provider selected 8K Miles to lead the development of their Epic Connect program.
  - 8K Miles will also be providing advisory and project management services

8K Miles Celebrating 10 Years!

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FY 18 Q3 - Technology Highlights

- 8K Miles is launching additional new cloud capabilities as part of its Cloud Ez platform this year which include:
  - Multi-Platform Billing Module
  - DevOps as a Service
  - Bots for Cloud Operations and Pro-Active Security and Compliance
  - Business Fulfillment Engine
- Partnering with ServiceNow for CMP (Cloud Management Platform) Delivery
- Partner Recognitions
  - Achieved Microsoft Gold Cloud Platform Competency Partner status during Q3, FY2018.
  - Secured AWS Certification as Nextgen MSP for 3rd consecutive year

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Key Competitive Advantages

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Key Competitive Advantages

1. 1.Domain-centric Automation Framework
2. 1.Security & Regulatory Compliance
3. 1.Platform-centric Cloud Management

Right Strategic Partnerships

AWS

ORACLE CLOUD

servicenow

Miles
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1 Domain-centric Automation Framework

- End to End Pharma & Lifesciences Business Services Automation
- Leveraging AI/ML BOTs Technology
- Self-Service and Continuous Optimization of Cloud
- 'One-stop' Solution across Public Clouds
  - AWS, Azure, Oracle and Google Cloud
- On-phase with Speed of Innovation
  - 1300 new features by AWS in 2017
  - 800 new features by Azure in 2017

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

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2 Security & Regulatory Compliance

- Industry leaders in Security and Compliance Validation Automation
- Regulatory Compliance Experts
  - HIPAA, GxP, FIPS, PCI-DSS and 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

Continuous Security
8K
Continuous Compliance

Miles
Celebrating 10 Years!

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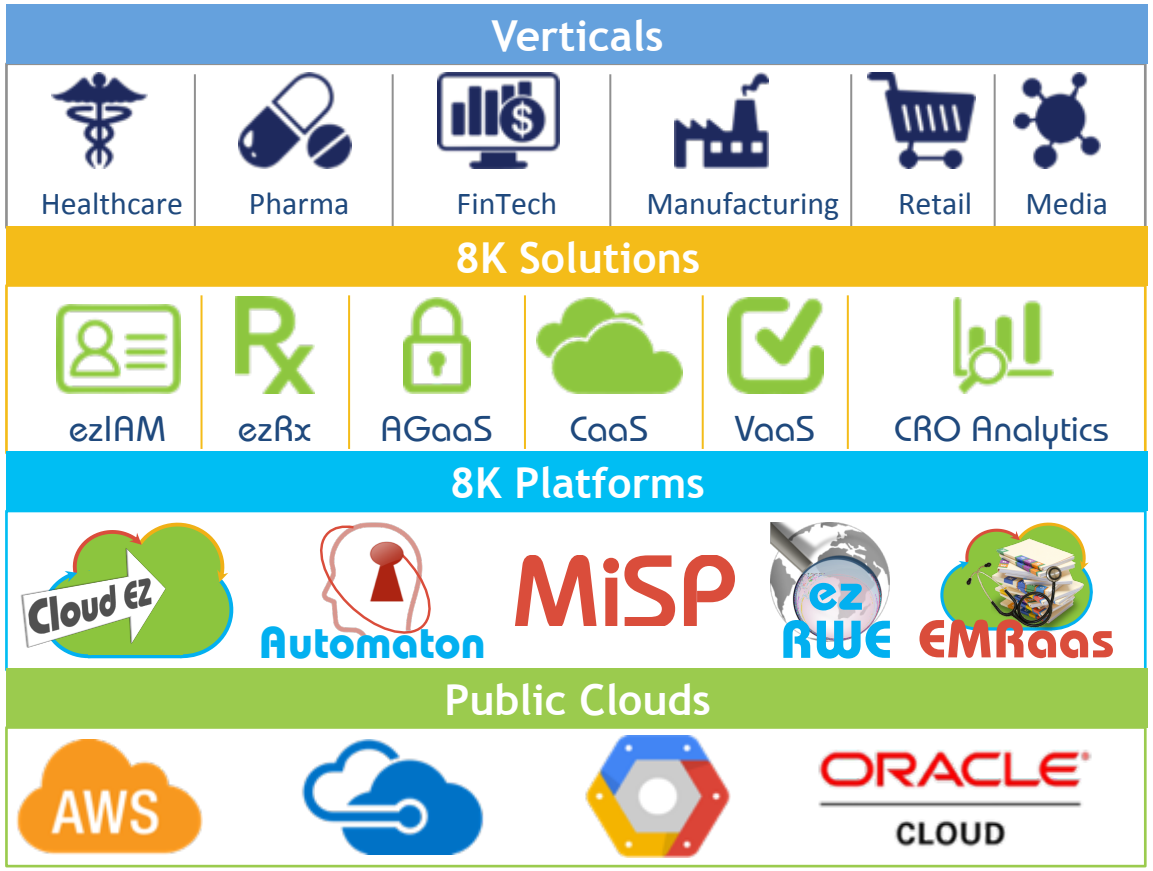
3 Platform-centric Cloud Management

8K Platforms enable:

- Multi-Cloud strategy and adaption easy for Enterprise Clients
- High Quality Implementations with low Resources, Time and Cost
- Up-to-date Security & Compliance readily available

8K Solutions provide:

- Vertical specific turn-key solutions
- Faster Time-to-Market
- Built on top of 8K Platforms for effective cross-sell and stickiness



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Our Growth Strategy

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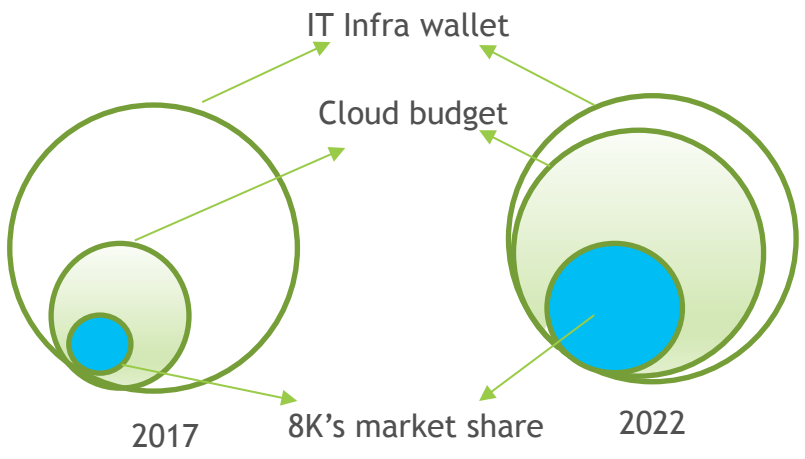
1 Grow with Client's Cloud Budget

In 2017

- Clients' Cloud budget is 15-20% of overall IT Infra budget
- While 8K's revenue is at 10-15% of that Cloud budget

In 4-5 Years, we estimate that

- Clients' Cloud budget to be 70-80% of IT Infra budget
- This is likely to yield CAGR of over 40% over next 4 to 5 years
- 8K has made significant investments in automation and IP to increase market share to ~15-20%
- **Around 15 such accounts can produce average recurring revenue of about $15-20M per account**



Addressable Market:

- **Gartner:** Cloud IaaS will reach $70B Market by 2020
- **Gartner:** Cloud Shift will affect more than $1 Trillion in IT spending by 2020.
- **IDC:** Overall Cloud spending will grow from $67B to $162B by 2020, with a 19% CAGR

Number of clients by size of account

	> $1M	> $2M	> $3M	> $5M
Dec-17	15	5	3	1
Mar-17	13	4	2	1
Mar-16	8			
Mar-15	3			

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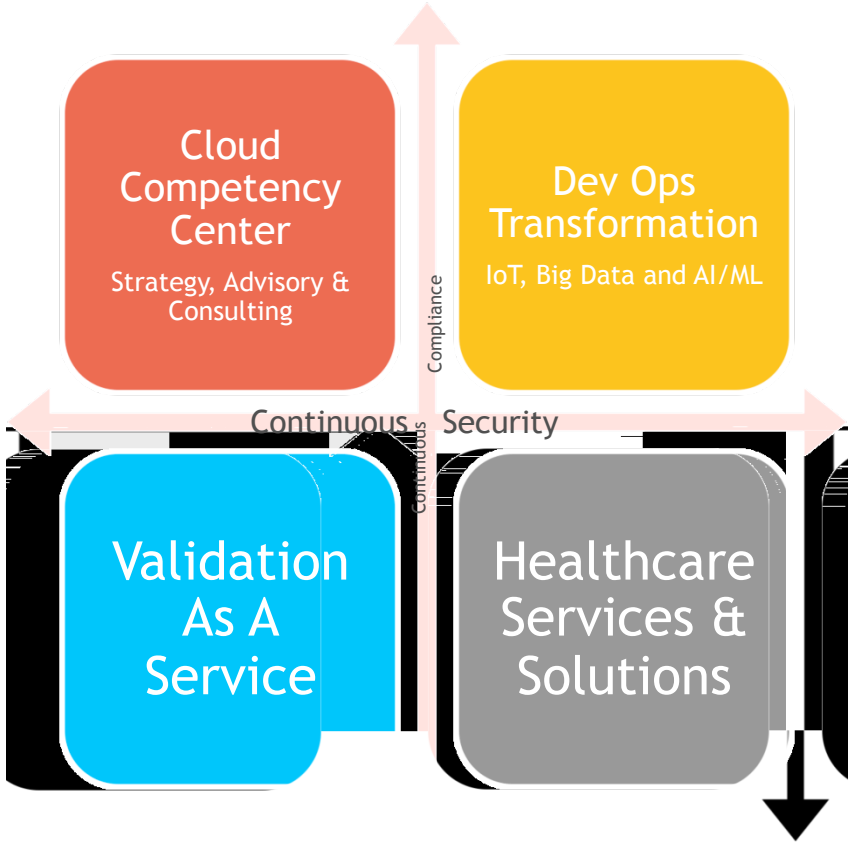
2 Drive Recurring Revenue as Nextgen MSP

- Leverage stickiness of 8K Platforms already implemented at clients
- Move to Managed Services from Competency / Transformation engagement
- CVaaS (Compliance Validation as a Service)
  - Pharma and Healthcare clients
- CaaS (Cloud as a Service)
  - End-to-End Cloud Management Solutions built on 8K Platforms



Audited Cloud Competencies:

Security → IAM → DevOps → Big Data → AI/ML → IoT → SAP → EHR

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3 Launch EMR as a Service (EMRaaS)

- Partnering with MEDITECH
  - ‘as a Service’ offering over AWS & Azure Clouds
- Target Small to Mid-sized Healthcare Providers
- Satisfy unmet customer demand
- Establish a more “sticky” client relationship
- Drive Recurring Revenue
- Exploring similar opportunities with other EMR Vendors

As 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

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4 Expand Globally

- Establishing Cloud Transformation MSP leadership across Pharma and Lifesciences companies globally
- Leverage 8K's robust platforms and positioning
  - Proven history & track-record / strong references from USA
  - **Easily and Seamlessly extensible** for Global regulatory compliances
- Already acquired clients in Europe
  - Establishing sales operations
  - Engaging Govt. Healthcare initiatives
- Partnering with AWS for Japan and other APAC Markets

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Our M&A Journey

2008

Birth of 8K Miles Software
>> Early adaptor and innovator of Cloud

2013

Acquired FuGen
+ Security and IAM
>> Secure Inter-operable Cloud

2014

Acquired Serj
+ Secure & HIPAA Healthcare Solutions
>> 8K Entry into Healthcare

2015

Acquired Mind Print
+ Clinical Research Solutions
>> 8K Entry into Lifesciences

2015

Acquired Cintel
+ UI and UX Development

2015

Acquired NexAge
+ Regulatory (GxP) Compliance & Validations
>> Expanding Lifesciences and Pharma Engagements

2017

Acquired Cornerstone
+ Healthcare Advisory and EHR Hosting
>> Expanding Healthcare Engagements

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8K Strategic Advisory Board

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

Jay Vijayan

Ex-CIO, Tesla

Reza Nazeman

Former CIO, Microsoft EMEA

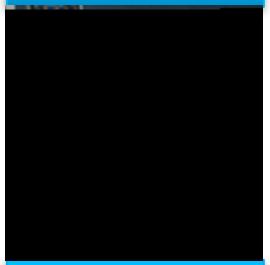
Jason Rouault

Head of OpenStack Cloud, Time Warner Cable

John Cuny

International Healthcare Executive

Suja Chandrasekaran



Global CIO Kimberly Clark, former Global CTO, Walmart

Dr. Rajan Natarajan

Transportation Former Deputy Cabinet, State

Dinesh Yadav

IBM Business Unit Executive

Charles Soto

Former VP, Motorola Solutions

Jeff Nigriny

Founder & President of Certipath

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

Miles
Celebrating 10 Years!

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Financial Summary

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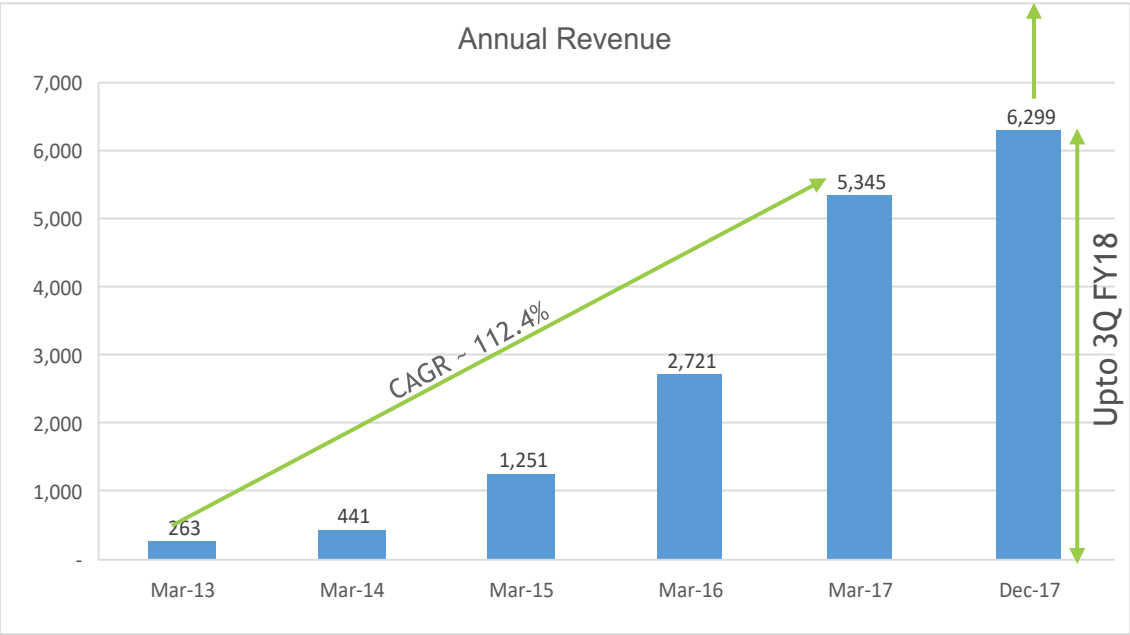
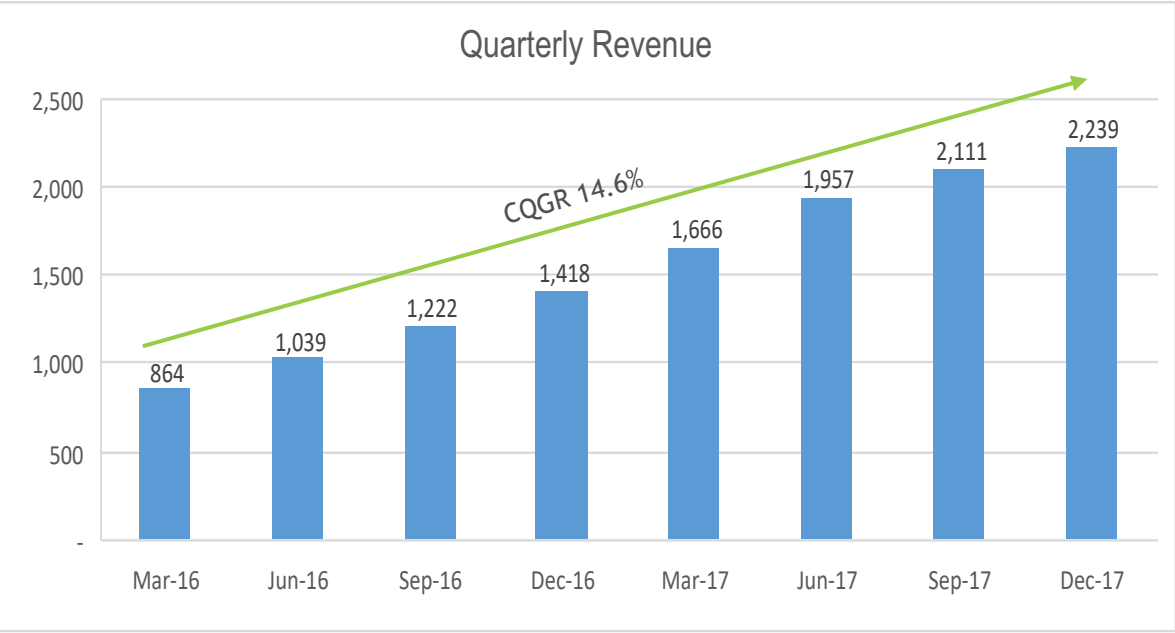
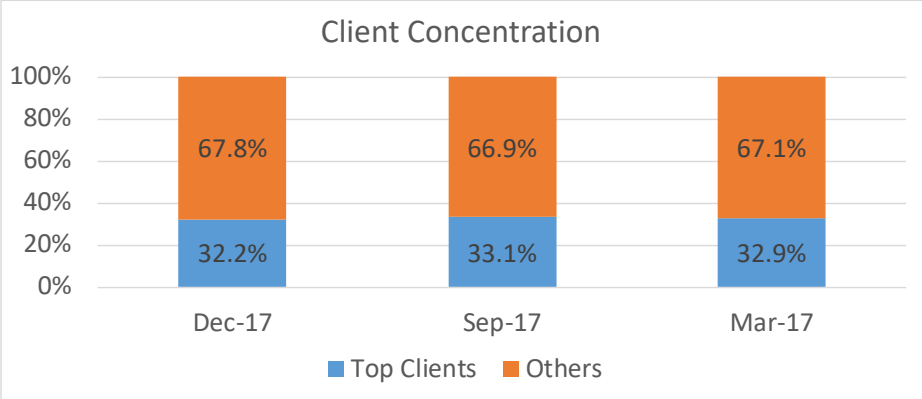
An overview of growth







Number of clients by size of account

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

Miles
Celebrating 10 Years!

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* Rs. IN Lakhs

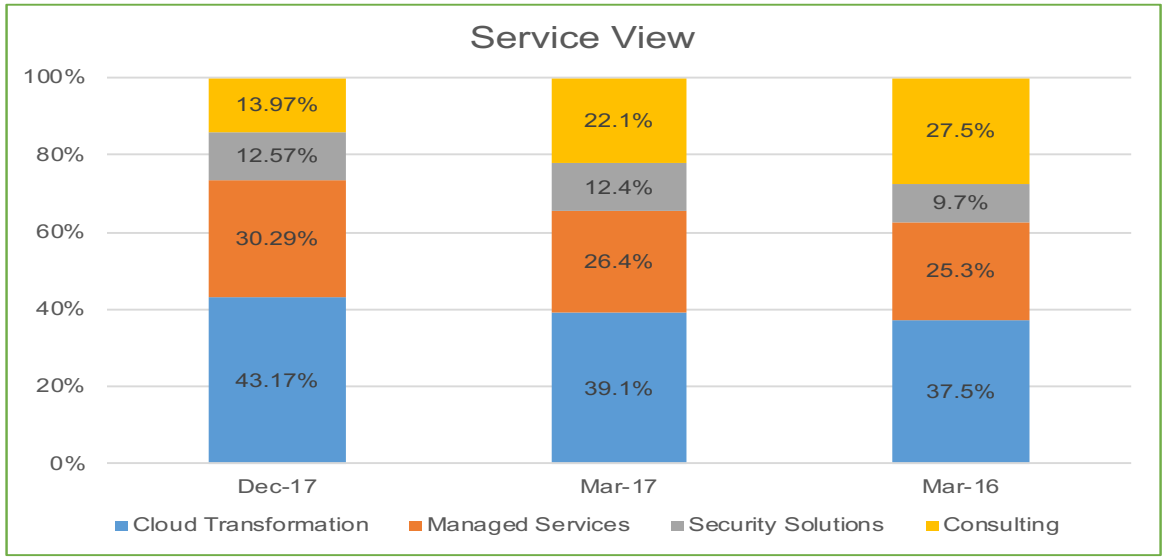
Revenue (YTD Dec -17) – Healthcare and cloud focus strengthens growth

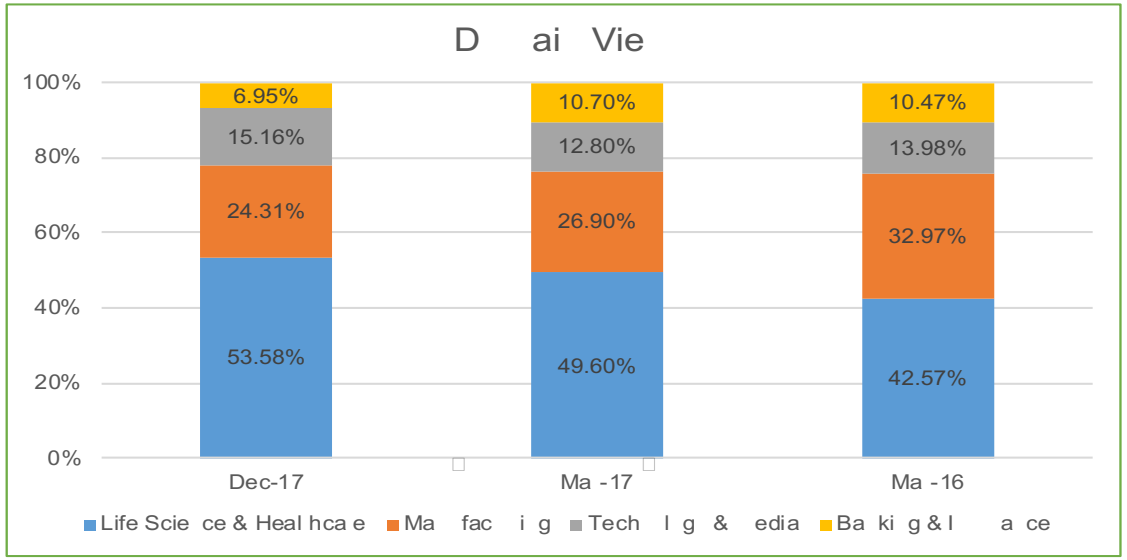
Service View - Growth

	YTD Dec-17	Mar-17	Mar-16
Cloud Transformation	Rs. 2719	Rs. 2,089	Rs. 1,018
Managed Services	Rs.1908	Rs. 1,411	Rs. 688
Security Solutions	Rs. 792	Rs. 663	Rs. 264
Consulting	Rs. 880	Rs. 1,181	Rs. 747
Total	**Rs. 6,299**	**Rs. 5,344**	**Rs. 2,716**

Domain View - Growth

	YTD Dec-17	Mar-17	Mar-16
Life Science & Healthcare	Rs. 3,375	Rs. 2,650	Rs. 1,156
Manufacturing	Rs. 1,531	Rs. 1,438	Rs. 896
Technology & Media	Rs. 955	Rs. 684	Rs. 380
Banking & Insurance	Rs. 438	Rs. 572	Rs. 284
Total	**Rs. 6,299**	**Rs. 5,344**	**Rs. 2,716**





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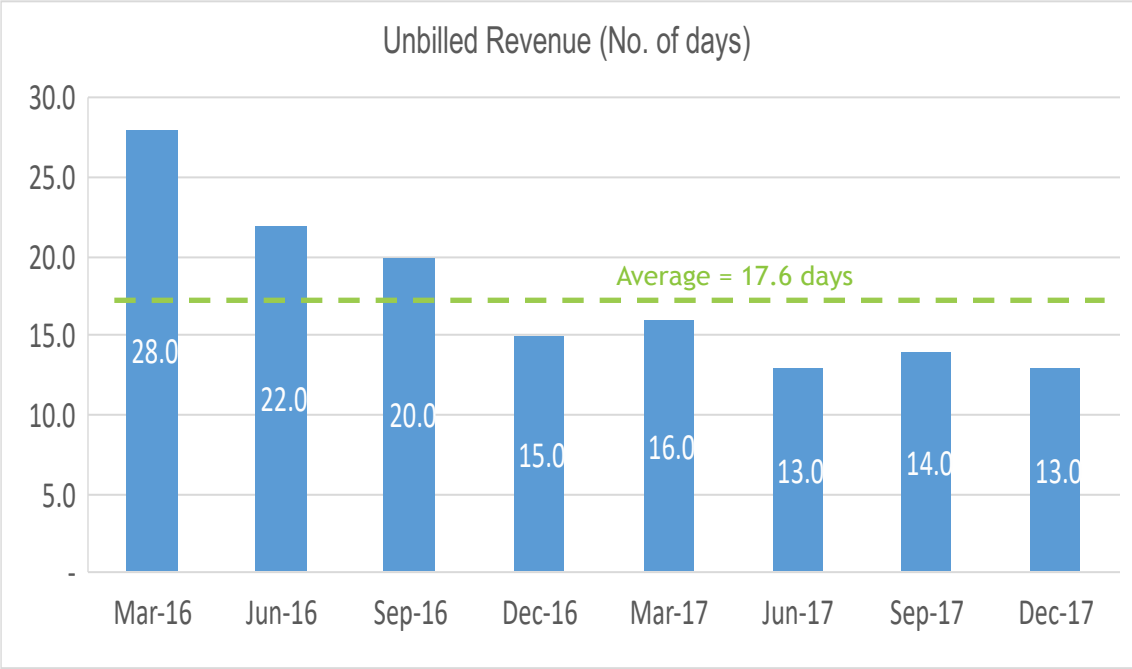
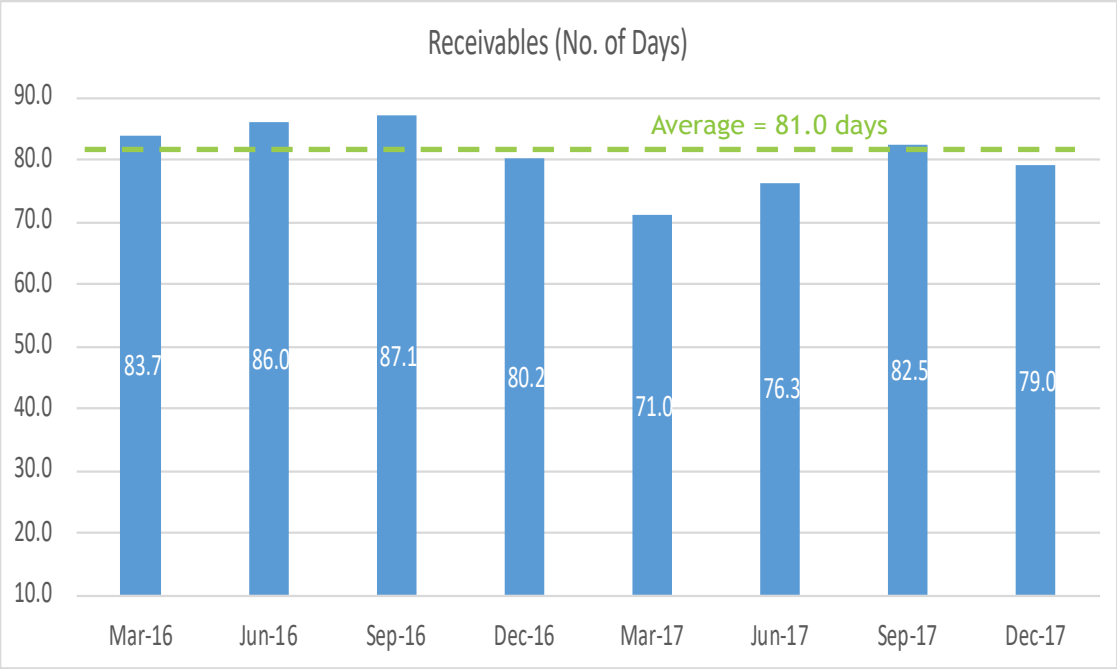
* Rs. IN Lakhs

Trend of Receivables and Unbilled Revenue

QoQ FY18





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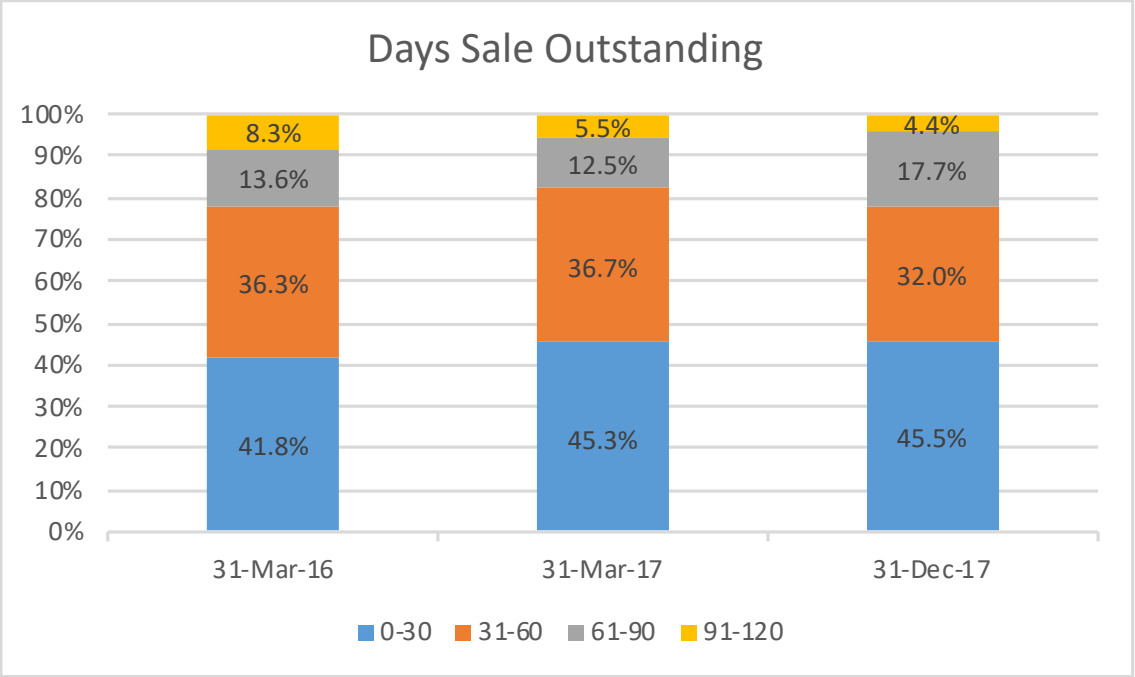
Trade Receivables

- 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:



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Thank You

Taking *Cloud Experience Forward*

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