

Ref: 8K/CHN/2018-19/E019

8th August 2018

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 August 08, 2018-Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements, 2015

Further to our letter 8K/CHN/2018-19/E011 dated July 20, 2018 we hereby submit the outcome of the meeting of Board of Directors of the Company held today (August 08, 2018) at the Registered Office of the Company at Srinivas Towers, No.5, Cenotaph Road, II Floor, Teynampet, Chennai-600018. The Meeting commenced at 4.00 PM and concluded at 8.00 PM

Financial Results for the Quarter ended 30th June 2018

The Board has approved the unaudited Standalone financial results for the quarter ended June 30, 2018 prepared in accordance with **IND AS**.

We are attaching the below documents to be submitted within 30 minutes of closure of the meeting as required under SEBI (LODR) Regulation, 2015. We would also upload the same in NSE NEAPS and BSE listing Centre:

1. The unaudited Standalone financial results of the Company for the quarter ended 30th June 2018 in accordance with **IND AS**;
2. Limited Review Report from the statutory Auditors;
3. Press release on Consolidated Unaudited Financial Performance of the company for the quarter ended 30th June 2018.
4. Presentation on Consolidated Unaudited Financial results of the Company for the quarter ended 30th June 2018.

Please take a note of the above at your end.

Thanking You,

Yours Truly,

For 8K Miles Software Services Limited



R.S.Ramani
Whole-time Director

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 ended 30 June 2018 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016.

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 Standard 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.

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


Jaideep S. Trasi
Partner
(Membership No. 211095)

CHENNAI, 8 August 2018
JT/RB/2018/57

8K MILES SOFTWARE SERVICES LIMITED
(CIN: L72300TN1993PLC101852)
Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Iyengarpet, Chennai - 600 018
STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2018

S.No.	Particulars	(Amount in INR in lakhs except EPS)			
		Quarter Ended		Year Ended	
		30 June 2017 (Unaudited)	31 March 2018 (Refer Note 2)	30 June 2017 (Unaudited) (Refer Note 4)	31 March 2018 (Audited)
1	Income				
a)	Revenue from operations	1,48,234	1,627.85	1,110.84	5,056.52
b)	Other income (Refer Note 6)	359.57	119.90	53.38	359.84
	Total Income	1,8,1,91	1,747.75	1,164.22	5,416.36
2	Expenses				
a)	Employee benefits expenses	403.74	435.41	303.93	1,452.95
b)	Finance costs	27.88	245.42	125.18	755.42
c)	Depreciation and amortization expenses	51.35	10.74	31.66	83.87
d)	Other expenses	67.154	717.39	613.39	2,402.65
	Total expenses	1,28,1,51	1,408.96	1,074.16	4,694.89
3	Profit before exceptional items and tax (1-2)	57.40	338.79	90.06	721.47
4	Exceptional items				
5	Profit before tax (3-4)	57.40	338.79	90.06	721.47
6	Tax expense				
-	Current tax	168.17	132.71	24.81	244.05
-	Deferred tax	(10.92)	(4.51)	(5.94)	(10.42)
7	Net profit for the period (5-6)	416.15	210.59	71.19	487.84
8	Other comprehensive income / (loss)				
(a)	Items that will not be reclassified to the statement of profit and loss	-	16.62	(1.29)	14.95
(b)	Income tax relating to items that will not be reclassified to the statement of profit or loss	-	(4.58)	0.04	(4.12)
9	Total other comprehensive income / (loss) (Net of tax)	-	12.04	(1.25)	10.83
10	Total comprehensive income for the period (7+8)	416.15	222.63	69.94	498.67
11	Earnings per equity share (EPS) [Face value of Rs. 5/- each]				
(a)	Basic EPS	1.36	0.69	0.23	1.60
(b)	Diluted EPS	1.36	0.69	0.23	1.60
		[not annualised]	[not annualised]	[not annualised]	



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 08 August 2018. The above results for the quarter ended 30 June 2018 has also been subjected to limited review by the Statutory Auditors of the Company.
- 2 Figures for the quarter ended 31 March 2018 are the balancing figures between audited figures in respect of the full financial year and the unaudited published year to date figures for the nine months ended 31 December 2017 which were subject to limited review by the Statutory Auditors.
- 3 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.
- 4 The Ind AS financial results of the Company for the quarter ended 30 June 2017, were reviewed by the GHG Associates, Chartered Accountants, (Firms' Registration Number 0087035), the predecessor auditor.
- 5 Effective 01 April 2018, the Company has adopted Ind AS 115 'Revenue from Contracts with Customers'. The application of Ind AS 115 did not have any material impact on the financial results of the Company
- 6 Other Income in the financial results for the quarter ended 30 June 2018 includes foreign exchange gain (both realised and unrealised gain) of Rs. 310.43 lakhs arising on account of increased exchange rate fluctuations.



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

**R S Ramani
Whole-time Director
DIN No. 03206731**

Place: Chennai
Date : 08 August 2018



Press Release
Chennai, India
8th August 2018

8K Miles Q1, FY18-19

Gross Revenues grew 22.92 % YoY and 5.74 % QoQ
EBITDA up by 38.42 % YoY and 7.24 % QoQ

8K Miles Software Services Limited, G I B C
N G M P J B D

Highlights of the Results:

- G
- EBI DA
- N

AI M L I
D O ML
G N G C D
G A I G C L
AI B C E M C M D
H L K M

Consolidated Financial Highlights for the Quarter ended 30th June 2018:

Particulars	Q1 FY 19	Q-o-Q growth	Y-o-Y growth
IN L			
EBI DA IN L			
PB IN L			
PA			
PA			

Key Business Highlights of Q1, FY 2019:

Trusted Go-To Partner for Top-10 Pharma Clients:

- L K M C E
P C
- D O P G P C
I
- E C P



Rapidly Growing Healthcare Business:

- K M M EM
 - A C H K M M EM E P
 - EPIC P K M PEA L
A
 - K M C H E H
 - K M EPIC C
 - C P K M C M O L C
 - K M CO MAGIC
 - K M C A A H
- P E A I P H

Making Inroads into FinTech and Blockchain opportunities:

- E F C F C
- F C B

Strategic Partner Updates:

- P A C
- A M K M G C P
- H CIO P C P N A E
F
- K M I O IEC I M
P C



Consolidated Performance

A Ind AS C
Q

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

(Rupees in Lakhs except EPS)

Particulars	3 Months ended			Year To Date		Year ended
	30-Jun-18	31-Mar-18	30-Jun-17	30-Jun-18	30-Jun-17	31-Mar-18
	Ind AS	Ind AS	IGAAP	Ind AS	IGAAP	Ind AS
	Un-audited	Audited	Un-audited	Un-audited	Un-audited	Audited
Revenue from Operations	24,021.91	22,718.54	19,542.12	24,021.91	19,542.12	84,923.87
Income	485.82	143.06	31.31	313.52	31.31	845.24
Total Income	24,507.73	22,861.60	19,573.43	24,335.43	19,573.43	85,769.11
Expenses						Expenses
Employee benefits and other direct costs	11,040.73	10,177.54	9,855.07	10,940.72	9,855.07	39,930.67
Other expenses	4,611.17	4,425.98	3,274.35	4,561.17	3,274.35	15,751.40
Depreciation & Amortization	1,176.10	439.33	570.34	1,176.10	570.34	2,518.68
Finance costs	207.88	461.68	150.05	207.88	150.05	971.49
Total expenses	17,035.88	15,504.53	13,849.81	16,885.87	13,849.81	59,172.24
Profit/(loss) before Tax	7,471.85	7,357.07	5,723.62	7,449.56	5,723.62	26,596.87
Tax expenses	1,622.25	1,784.57	1,297.54	1,616.67	1,297.54	6,044.71
Profit/(loss) after Tax	5,849.60	5,572.50	4,426.08	5,832.89	4,426.08	20,552.16
Minority Interest	1,098.30	1,430.52	605.96	1,062.82	605.96	3,379.69
Profit attributable to shareholders	4,751.30	4,142.00	3,820.12	4,770.07	3,820.12	17,172.47
Number of Equity Shares	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605
Earnings Per Share (EPS) – Basic & Diluted	15.57	13.54	12.52	15.63	12.52	5.63

Note

P I
A Q
A C
D
C I GAAP I A

About 8K Miles:

K M C N G C M P
F B I
E N E B E K M C G P HIPAA PCI O
GLB C K M C E
A G K M MI P A
C I M
F K M L
D

Celebrating 10 Years!

A 8K M

G L E C

- Born on Cloud in 2008
- HQ: San Francisco, USA
- Total Headcount: 712
 - India -197 Employees
 - USA – 515 Emp./Contractors
- FY18: Rs. 858 Cr Revenue
- Doubled Recurring (Managed Svc.) Revenues

Our Corporate

Our Expertise

D	-	C		
C		I	& C	H
P	-	C	G	

Our Values

Revenue Drivers

D	O	(N	G	M	P)
H	()		
M	C			M	

C

C
C

C
G

AI/ML Automation BOTs

Q1 F 19 - B

Rs.240 CR Q1, 5.74% Q Q 22.92%

33% /M

34% Top-10 C

L Enterprise Cloud Transformations H
I

Making in-roads into FinTech vertical

Secured first customer for Blockchain Platform



A C N G M P P

M C G P

C P G

Q1 F 19 F

H

Gross Revenue Rs. 240 CR
Up 5.74% QoQ / 22.92% YoY



EBITDA Rs. 88 CR
Up 7.24% QoQ / 38.42% YoY



Post MI Net Profits INR 47 CR
Up 14.96% QoQ / 24.73% YoY



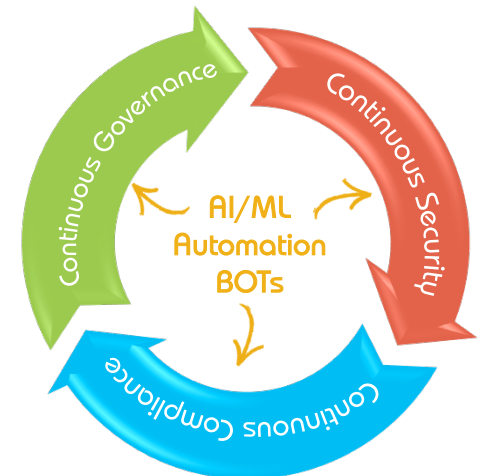
K A

Trusted Go-To Partner for Top-10 Pharma Clients

- L 8K M C E ,
P C .
- D O -1 P G P C
- I
- E C P

Rapidly Growing Healthcare Business

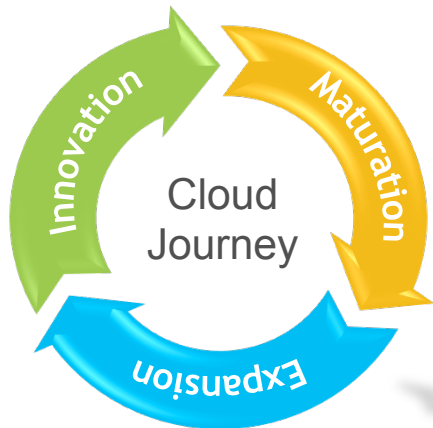
- Accelerating Cloud: 4
 - I -
- M 8K M -C EH
- EM I H C A



K A

Opening New Frontiers

- A 2 C F I I C J 2.0
 - B P
 - P A C
 - H CIO P C P N A & E
- 8K M



Core Technology / IP Driven Growth

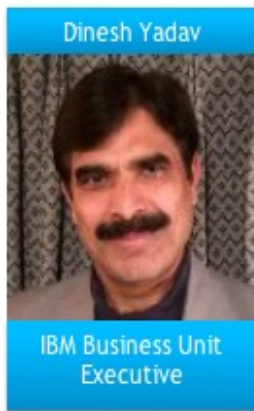
- M M D O
- L C E P
- A C AI/ML BO O A

8K

A

B

, & ,

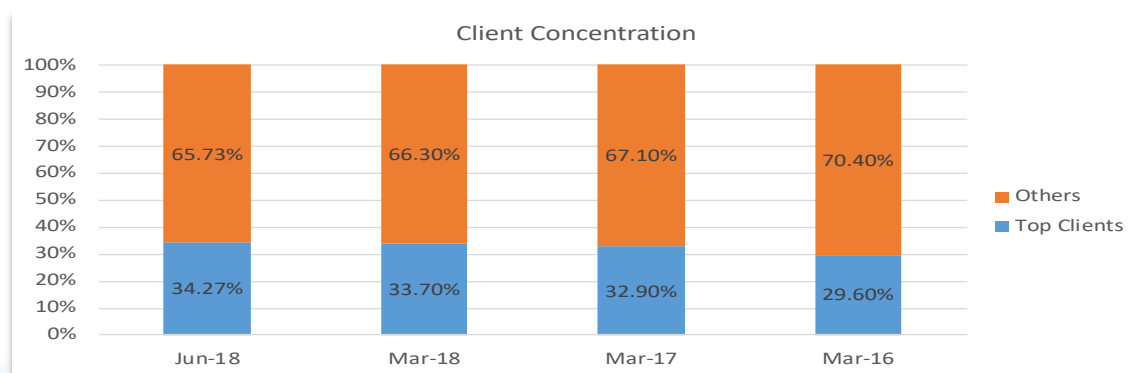
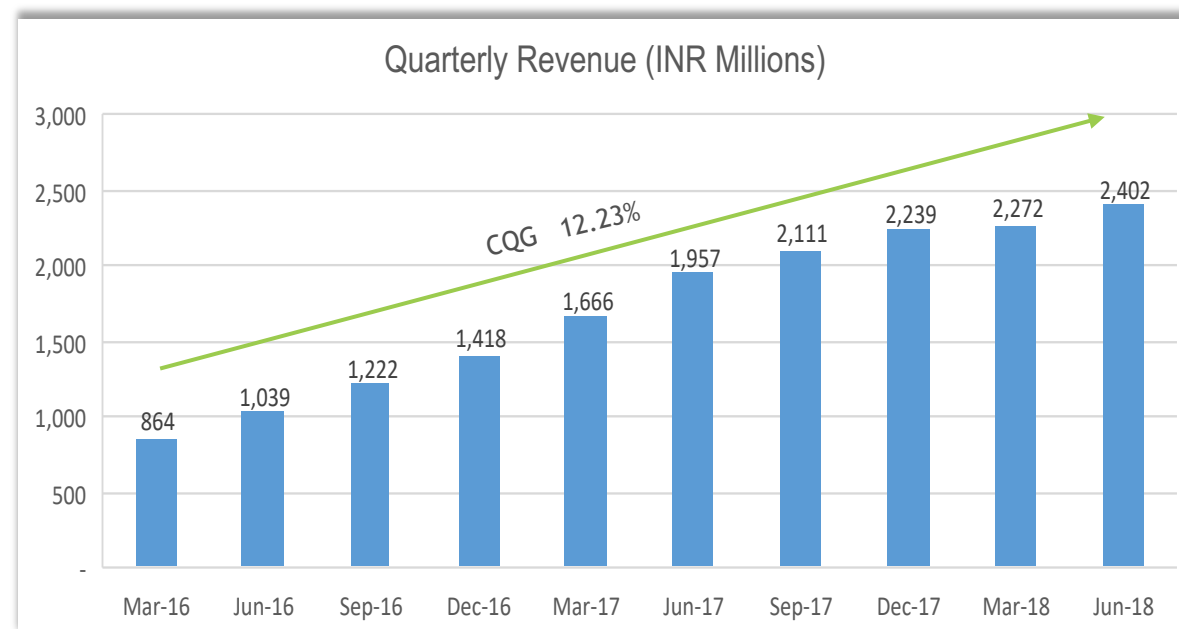
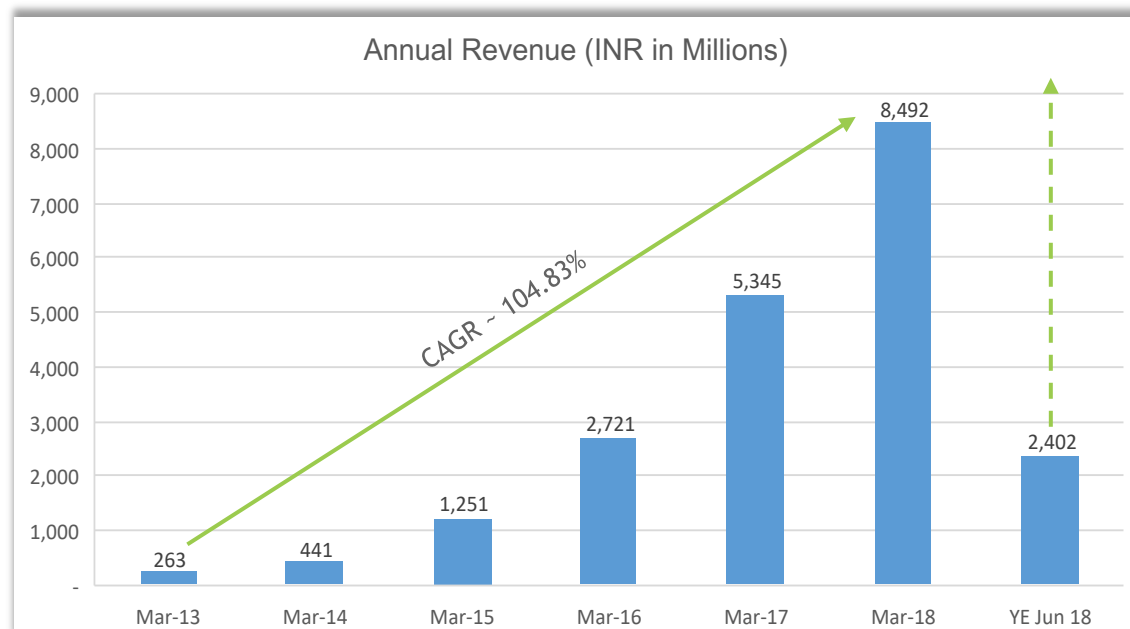


➤ D
G
➤ A
O
➤ L
➤ C
M&A
E



Financial Summary

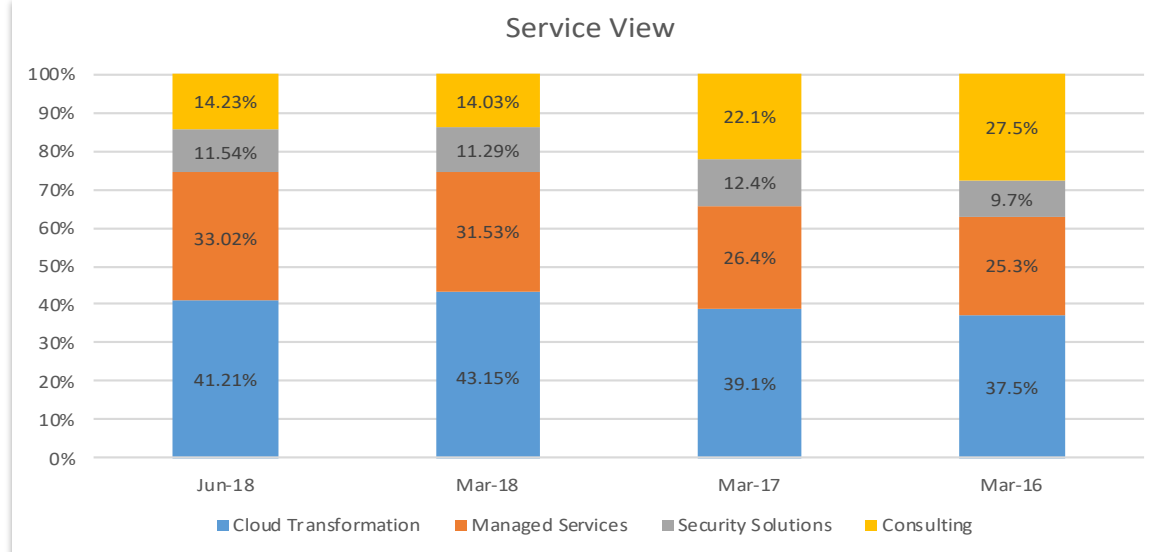
A O G



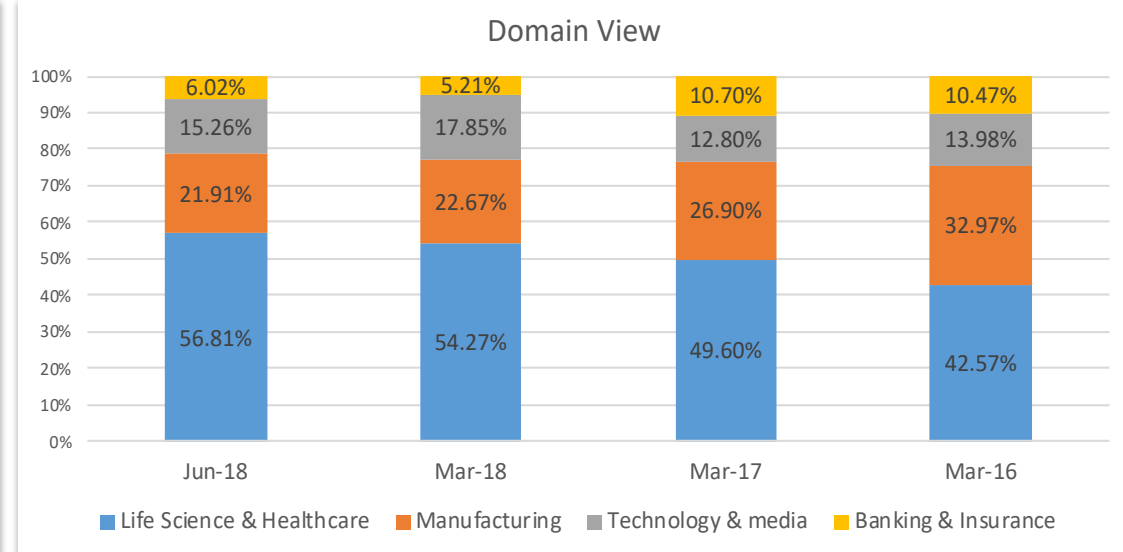
	N C A :			
	> \$1M	> \$2M	> \$3M	> \$5M
Q1 FY19	19	6	5	1
FY18	18	6	5	1
FY17	13	4	2	1
FY16	8	—	—	—

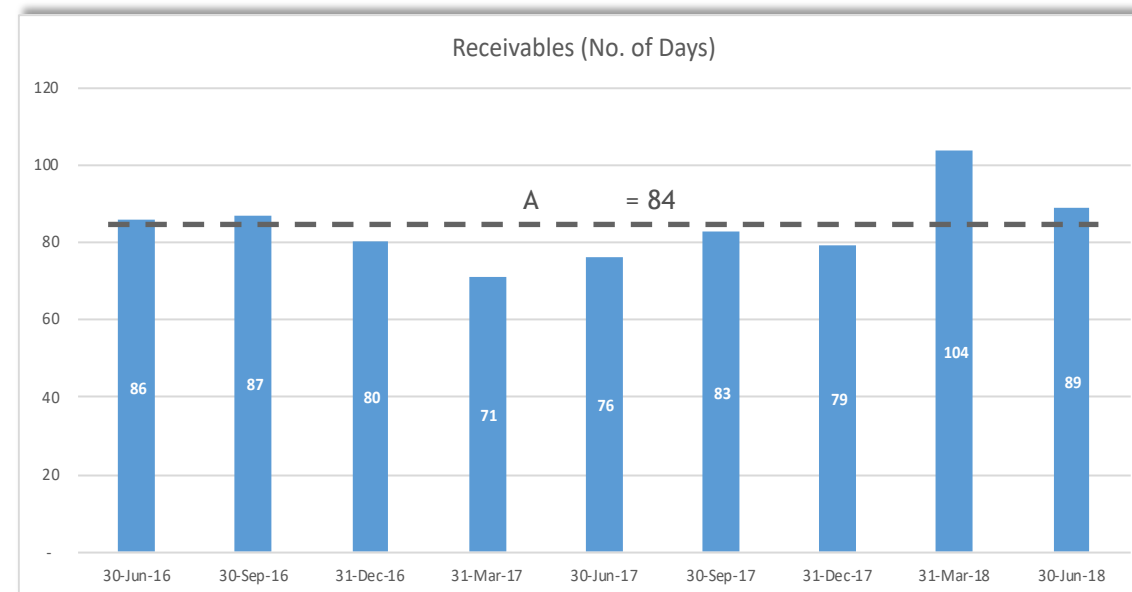
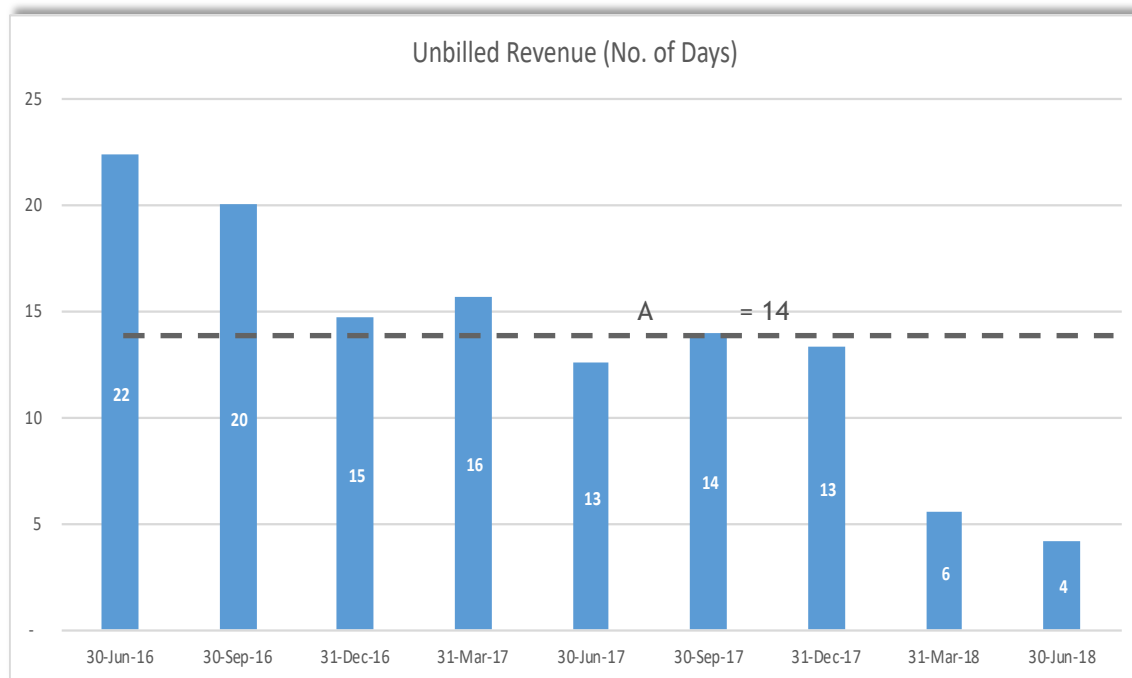
Q1 FY19 Revenue Break-up

Growth by Service	Q1 FY19	FY18	FY17	FY16
C	. 990!	. 3,664	. 2,089	. 1,018
M	. 793!	. 2,678	. 1,411	. 688
	. 277	. 959	. 663	. 264
C	. 342	. 1,191	. 1,181	. 747
Total	Rs. 2,402	Rs. 8,492	Rs. 5,344	Rs. 2,716



Growth by Domain	Q1 FY19	FY18	FY17	FY16
L & H	. 1,365!	. 4,609	. 2,650	. 1,156
M	. 526	. 1,925	. 1,438	. 896
& M	. 367	. 1,516	. 684	. 380
B & I	. 145	. 442	. 572	. 284
Total	Rs. 2,402	Rs. 8,492	Rs. 5,344	Rs. 2,716





Receivables Aging	Jun-18 (INR in Cr.)	Jun-18 %
0-30	95.15	40.1%
31-60	83.24	35.1%
61-90*	40.74	17.2%
Over 90*	18.15	7.6%
Total	237.28	100%

* L E C

75-120

Intangibles	Amortization Period	31-Mar-18 (INR in Cr.)	30-Jun-18 (INR in Cr.)
IP D C E , E IAM, P !	5 !	132.25!	140.61!
B C P !	5 !	53.67!	50.90!
A C C , B A !	5-10 !	39.97!	38.73 !
G A !	N/A!	119.94!	119.94!
Total Intangibles		345.84	350.19
I A ()!		27.96!	29.62!

F 19 C

P&L

Particulars	QE	QE	Year ended
	30-Jun-18	31-Mar-18	31-Mar-18
	Un-audited	Audited	Audited
Revenue from Operations	₹ 24,021.91	₹ 22,718.54	₹ 84,923.87
Other Income	₹ 485.82	₹ 143.06	₹ 845.24
Total Income	₹ 24,507.73	₹ 22,861.60	₹ 85,769.11
<u>Expenses</u>			
Employee benefits and other direct costs	₹ 11,040.72	₹ 10,177.54	₹ 39,930.67
Other expenses	₹ 4,611.17	₹ 4,425.98	₹ 15,751.40
Depreciation & Amortization	₹ 1,176.10	₹ 439.33	₹ 2,518.68
Finance costs	₹ 207.88	₹ 461.68	₹ 971.49
Total expenses	₹ 17,035.87	₹ 15,504.53	₹ 59,172.24
Profit/(loss) before Tax	₹ 7,471.86	₹ 7,357.07	₹ 26,596.87
Tax expenses	₹ 1,622.25	₹ 1,784.57	₹ 6,044.71
Profit/(loss) after Tax	₹ 5,849.61	₹ 5,572.50	₹ 20,552.16
Minority Interest	₹ 1,098.30	₹ 1,439.52	₹ 3,379.69
Profit attributable to shareholders	₹ 4,751.31	₹ 4,132.98	₹ 17,172.47
Number of Equity Shares	30,517,605	30,517,605	30,517,605
Earnings Per Share (EPS) - Basic & Diluted	₹ 15.57	₹ 13.54	₹ 56.24

*

L

EP



Thank You

Cloud Experience ▶ Forward