

**Ref: 8K/CHN/2020-21/E018****26<sup>th</sup> May, 2020**

The Deputy General Manager, Department of Corporate Services, <b>BSE Limited</b> , Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001.	The General Manager, Listing Department, <b>National Stock Exchange of India Ltd</b> , Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai 400 051
Scrip Code: 512161 ISIN NO-INE650K01021	EQ- 8KMILES

Dear Sir/Madam,

**Sub: Outcome of Board Meeting held on May 26, 2020 -Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (SEBI LODR)**

**Ref: Letter No 8K/CHN/2020-21/E017 dated 19<sup>th</sup> May 2020**

We hereby submit the outcome of the meeting of Board of Directors of the Company held today (May 26, 2020) through Video Conference. The Meeting commenced at 11.00 AM and concluded at 01:10 PM

Pursuant to Regulation 33 of SEBI LODR, we hereby submit the Unaudited Standalone and Consolidated Financial Results along with the Limited Review Report from the statutory auditors of the company as recommended by the audit committee and approved at the Board meeting held on May 26, 2020.

1. The Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended December 31, 2019.
2. Limited Review Reports from Statutory Auditors M/s. K. Gopal Rao & Co, Chartered Accountants for the quarter and nine months ended December 31, 2019.

We have also attached a copy of Business highlights / Press Release for the quarter and nine months ended December 31, 2019.

The above-mentioned documents will be made available on Company's website [www.8kmiles.com](http://www.8kmiles.com).

Kindly treat this as compliance of aforementioned SEBI LODR Regulations.

Please take a note of the above at your end.

Thanking You,

Yours Truly,

**For 8K Miles Software Services Limited**



**Diya Venkatesan**  
**Company Secretary**

**8K MILES SOFTWARE SERVICES LIMITED**

(CIN: L72300TN1993PLC101852)

Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE PERIOD ENDED 31ST DECEMBER 2019**

(Amount in INR in lakhs except EPS)

S.No.	Particulars	Quarter Ended			9 Months ended		Year Ended
		31-Dec-19	30-Sep-19	31-Dec-18	31-Dec-19	31-Dec-18	31-Mar-19
		Un-Audited	Un-Audited	Un-Audited	Un-Audited	Un-Audited	Audited
<b>1</b>	<b>Income</b>						
	a) Revenue from operations	1,112.32	1,108.16	1,264.33	3,223.70	4,373.63	5,694.44
	b) Other income (including foreign exchange gain / (loss) - Refer Note 4)	141.89	0.70	(226.76)	143.27	683.70	686.98
	<b>Total income</b>	<b>1,254.21</b>	<b>1,108.86</b>	<b>1,037.57</b>	<b>3,366.97</b>	<b>5,057.33</b>	<b>6,381.42</b>
<b>2</b>	<b>Expenses</b>						
	a) Employee benefits expense	493.98	507.48	394.39	1,480.79	1,268.65	1,732.87
	b) Finance costs	234.78	229.13	215.66	699.57	720.41	969.66
	c) Depreciation and amortization expense	8.81	7.84	9.20	22.70	26.38	34.05
	d) Other expenses	140.18	133.35	463.36	402.70	1,901.02	2,281.79
	<b>Total expenses</b>	<b>877.75</b>	<b>877.80</b>	<b>1,082.61</b>	<b>2,605.76</b>	<b>3,916.46</b>	<b>5,018.37</b>
<b>3</b>	<b>Profit / (Loss) before exceptional items and tax (1-2)</b>	<b>376.46</b>	<b>231.06</b>	<b>(45.04)</b>	<b>761.21</b>	<b>1,140.87</b>	<b>1,363.05</b>
<b>4</b>	Exceptional items	-	-	-	-	-	-
<b>5</b>	<b>Profit / (Loss) before tax (3-4)</b>	<b>376.46</b>	<b>231.06</b>	<b>(45.04)</b>	<b>761.21</b>	<b>1,140.87</b>	<b>1,363.05</b>
<b>6</b>	Tax expense						
	- Current tax (including prior period)	121.76	80.76	(16.84)	252.53	186.80	219.90
	- Deferred tax	(17.04)	(16.47)	5.68	(39.30)	134.36	169.92
<b>7</b>	<b>Net profit / (loss) for the period (5-6)</b>	<b>271.74</b>	<b>166.77</b>	<b>(33.97)</b>	<b>547.96</b>	<b>819.71</b>	<b>973.22</b>
<b>8</b>	Other comprehensive income / (loss)						
	Items that will not be reclassified to the statement of profit and Loss						
	(a) Actuarial gain / (loss) on defined benefit obligation	-	(7.90)	4.78	(7.90)	14.34	9.74
	(b) Income tax relating to items that will not be reclassified to the statement of profit or loss	-	-	(1.40)	-	(4.18)	(2.81)
	<b>Total other comprehensive income / (loss) (Net of tax)</b>	<b>-</b>	<b>(7.90)</b>	<b>3.38</b>	<b>(7.90)</b>	<b>10.16</b>	<b>6.93</b>
<b>9</b>	<b>Total comprehensive income / (loss) for the period (7+8)</b>	<b>271.74</b>	<b>158.86</b>	<b>(30.50)</b>	<b>540.08</b>	<b>829.87</b>	<b>980.16</b>
<b>10</b>	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	1,525.88
	Number of equity shares	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605	30,517,605
<b>11</b>	<b>Earnings per equity share (EPS) [Face value of Rs. 5/- each]</b>						
	(a) Basic EPS	0.89	0.55	(0.11)	1.80	2.69	3.19
	(b) Diluted EPS	0.89	0.55	(0.11)	1.80	2.69	3.19

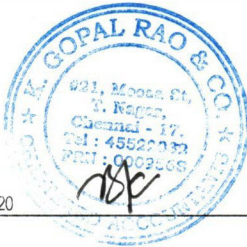
**Notes:**

- The above statement of standalone financial results have been reviewed by the Audit Committee, approved and taken on record by the Board of Directors in their meeting held on 26 May 2020.
- 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.
- 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.
- Statement of standalone financial results includes foreign exchange gain / (loss) as given below:

(Amount in INR in lakhs)

Particulars	Quarter Ended 31 Dec 2019	Quarter Ended 30 Sept 2019	Quarter Ended 30 June 2019	Nine Months Ended 31 Dec 2019	Year Ended 31 March 2019
Foreign exchange gain / (loss) included under:					
(a) Other Income	138.11	(3.12)	(7.76)	127.23	420.08

Place: Chennai  
Date : 26 May 2020



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

*Suresh Venkatachari*

**Suresh Venkatachari**  
Managing Director  
DIN No. 00365522



## INDEPENDENT AUDITOR'S REPORT ON REVIEW OF UNAUDITED QUARTERLY FINANCIAL RESULTS

To  
**THE Board of Directors**  
**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 **31<sup>st</sup> December, 2019** and period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2019 ("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/CMDI/44/2019 dated 29<sup>th</sup> March 2019 ("the Circular")

### 2. Management's Responsibility

The Management of the Company is responsible for preparation of the Statement 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 there under and other accounting principles generally accepted in India. The Board of Directors have approved the Statement.

### 3. Auditor's Responsibility

Our responsibility is to issue a report on the Statement based on our review. 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.

### 4. Basis of Disclaimer

- 4.1 The Company has trade receivables Rs.4,082 Lakhs as at 31<sup>st</sup> December, 2019 from its subsidiary 8K Miles Software Services Inc. It may be noted that this subsidiary has made an advance of Rs.4,628 Lakhs towards acquisition.
- 4.2 The Company has export trade receivables aggregating Rs.3,769 Lakhs outstanding for more than twelve months from the invoice date as at 31<sup>st</sup> December, 2019, which is beyond the time limit stipulated under the Foreign Exchange Management (Export of Goods & Services) Regulations, 2015, for repatriation of foreign currency receivables.
- 4.3 The amount of Rs.3,769 Lakhs referred above includes dues from overseas customers aggregating to Rs.2,609 Lakhs. It may be noted that there has been no transaction for more than ten months.

#### Branches :

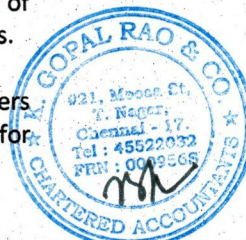
- ◆ Mumbai
- ◆ Bengaluru
- ◆ Hyderabad
- ◆ Madurai
- ◆ Tiruchirappalli
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- 4.4 We are informed that as on the date of this report, the final investigation report of the external firm of Chartered Accountants for the matters reported u/s 143(12) not received by the Company and hence the same has not been made available to us.

We are unable to conclude on the consequential impact, if any, of the same on the financial statement.

## 5. Conclusion

We are unable to express our opinion on the results/figures for the year ended 31st March, 2019 disclosed in the financial statements for the quarter ended 31st December 2019 and for the period from 1st April 2019 to 31st December 2019 as the disclaimers made by the previous statutory auditors in their audit report for the financial year 2018-19 continue to hold good.

6. Except for the possible effects of the matters described in paragraphs 4 and 5 under the Basis of Disclaimer above, we are unable to conclude on the financial statements for the reasons stated therein and based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statements, prepared in accordance with the aforesaid Indian Accounting Standard specified under Section 133 of the Companies Act 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.

For K.Gopal Rao & Co.  
Chartered Accountants  
FRN No.000956S



CA Basyakar Mattapalli  
Partner

(M Number: 015932)  
UDIN: 20015932AAAAAF3354

Chennai  
26<sup>th</sup> May 2020

**8K MILES SOFTWARE SERVICES LIMITED**

(CIN: L72300TN1993PLC101852)

Registered Office: Second Floor, Srinivas Towers, No. 5, Cenotaph Road, Teynampet, Chennai - 600 018

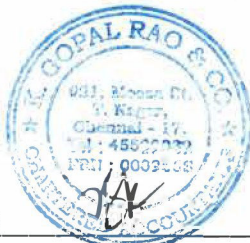
**STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 31 DECEMBER 2019**

(Amount in INR in lakhs except EPS)

S.No.	Particulars	Quarter Ended			9 Months ended		Year Ended
		31-Dec-19	30-Sep-19	31-Dec-18	31-Dec-19	31-Dec-18	31-Mar-19
		Un-Audited	Un-Audited	Un-Audited	Un-Audited	Un-Audited	Audited
<b>1</b>	<b>Income</b>						
	a) Revenue from operations	11,343.43	10,867.75	26,055.90	31,385.28	78,334.70	84,219.15
	b) Other income	153.11	10.97	(130.41)	164.25	925.21	819.42
	<b>Total income</b>	<b>11,496.54</b>	<b>10,878.72</b>	<b>25,925.49</b>	<b>31,549.53</b>	<b>79,259.91</b>	<b>85,038.57</b>
<b>2</b>	<b>Expenses</b>						
	a) Employee benefits expense	5,103.98	5,401.17	12,117.83	17,405.00	37,414.60	29,052.51
	b) Finance costs	307.43	294.16	221.18	912.85	763.98	1,162.49
	c) Depreciation and amortization expense	265.77	256.13	1,165.52	3,097.70	3,640.65	6,959.83
	d) Other expenses	4,556.84	3,468.94	4,993.51	14,553.40	14,479.80	38,220.86
	<b>Total expenses</b>	<b>10,234.03</b>	<b>9,420.40</b>	<b>18,498.04</b>	<b>35,968.95</b>	<b>56,299.03</b>	<b>75,395.69</b>
<b>3</b>	<b>Profit before exceptional items and tax (1-2)</b>	<b>1,262.51</b>	<b>1,458.32</b>	<b>7,427.45</b>	<b>(4,419.42)</b>	<b>22,960.88</b>	<b>9,642.88</b>
<b>4</b>	Exceptional items	-	-	-	48,732.69	-	-
<b>5</b>	<b>Profit before tax (3-4)</b>	<b>1,262.51</b>	<b>1,458.32</b>	<b>7,427.45</b>	<b>(53,152.12)</b>	<b>22,960.88</b>	<b>9,642.88</b>
<b>6</b>	Tax expense						
	- Current tax	173.61	81.17	1,645.01	311.57	5,053.18	1,300.58
	- Deferred tax	(17.03)	20.08	5.68	178.89	(5.91)	359.81
<b>7</b>	<b>Net profit after tax for the period (5-6)</b>	<b>1,105.93</b>	<b>1,357.07</b>	<b>5,776.76</b>	<b>(53,642.58)</b>	<b>17,913.61</b>	<b>7,982.49</b>
<b>8</b>	Other comprehensive income / (loss)						
	(i) Items that will not be reclassified to profit or loss:						
	(a) Remeasurements of the defined benefit plans	-	(7.90)	-	(7.90)	-	9.74
	(b) Income tax relating to items that will not be reclassified to profit or loss	-	-	(1.40)	-	(4.18)	(2.81)
	(ii) Items that will be reclassified to profit and loss:						
	(a) Foreign currency translation differences	10.97	(10.97)	4.78	-	14.34	3,246.43
	<b>Total other comprehensive income</b>	<b>10.97</b>	<b>(18.87)</b>	<b>3.38</b>	<b>(7.90)</b>	<b>10.16</b>	<b>3,253.36</b>
<b>9</b>	<b>Total comprehensive income for the period (7+8)</b>	<b>1,116.90</b>	<b>1,338.20</b>	<b>5,780.14</b>	<b>(53,650.47)</b>	<b>17,923.77</b>	<b>11,235.85</b>
<b>10</b>	<b>Profit attributable to:</b>						
	Owners of the company	1,053.03	1,175.47	4,611.77	(37,289.81)	14,446.74	6,671.77
	Non-controlling Interest	52.89	180.59	1,164.99	(16,352.77)	3,466.87	1,110.72
<b>11</b>	<b>Other comprehensive income attributable to:</b>						
	Owners of the company	10.97	(18.87)	3.38	(7.90)	10.16	3,253.36
	Non-controlling Interest	-	-	-	-	-	-
<b>12</b>	<b>Total comprehensive income attributable to:</b>						
	Owners of the company	<b>1,064.00</b>	<b>1,157.60</b>	<b>4,615.15</b>	<b>(37,297.70)</b>	<b>14,456.90</b>	<b>10,125.13</b>
	Non-controlling Interest	<b>52.89</b>	<b>180.59</b>	<b>1,164.99</b>	<b>(16,352.77)</b>	<b>3,466.87</b>	<b>1,110.72</b>
<b>13</b>	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	1,525.88
	Reserves (Other Equity) - excluding any revaluation reserve	-	-	-	-	-	57,706.55
<b>14</b>	<b>Earnings per equity share (EPS) [Face value of Rs. 5/- each]</b>						
	(a) Basic EPS (Rs.)	3.45	3.86	15.11	(122.19)	47.34	22.52
	(b) Diluted EPS (Rs.)	3.45	3.86	15.11	(122.19)	47.34	22.52

**Notes**

- The above statement of consolidated financial results have been reviewed by the Audit Committee and thereafter approved and taken on record by the Board in its meeting held on 26 May 2020. The above statements for the period ended 31st December 2019 have been subjected to limited review by the Statutory Auditors of the Company.
- The Consolidated financial results have been prepared in accordance with applicable Indian Accounting Standards as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and Amended Rules, 2016.
- 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.
- Effective 01 April 2018, the Company has adopted Ind AS 115 Revenue from Contracts with Customers wherever necessary.



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

*Suresh Venkatachari*

**Suresh Venkatachari**  
Managing Director  
DIN No. 00365522

Place: Chennai  
Date: 26 May 2020



**INDEPENDENT AUDITOR'S REVIEW REPORT ON  
CONSOLIDATED UNAUDITED QUARTERLY RESULTS**

To

The Board of Directors

8K Miles Software Services Limited

1. We have reviewed the accompanying unaudited consolidated financial statement of **8K Miles Software Services Limited** ("the Parent"), its foreign subsidiaries (together referred to as "the Group") for the quarter ended **31<sup>st</sup> December, 2019** and for the period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2019 (the "Statement") attached herewith being submitted by the Parent Company pursuant to the requirements of Regulations 33 of the SEBI (Listing, Obligations and Disclosure requirements) Regulations, 2015 as amended ("Regulations") read with SEBI Circular No. CIR/CFD/CMD1/44/2019 dated 29<sup>th</sup> March 2019 ("the Circular").
2. This Statement, which is the responsibility of the Parent Company's Management and approved by the Parent Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended read with relevant rules issued thereunder the other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our review.
3. 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. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion. We could not perform procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, due to prevailing lock down on account of COVID-19.
4. The Statement includes the results of the following Four foreign subsidiaries: 8K Miles Software Services Inc., USA, 8K Miles Software Services FZE, UAE, 8K Miles Health Cloud Inc., USA and Mentor Minds Solutions & Services Inc., USA.
5. **Basis of Disclaimer**
  - 5.1 We are informed that as on the date of this report, the final investigation report of the external firm of Chartered Accountants for the matters reported u/s 143(12) has not been received by the Company and hence the same has not been made available to us.

**Branches :**

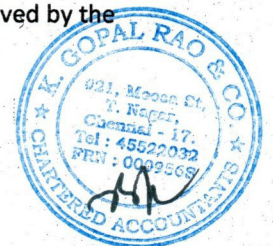
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- 5.2 We are unable to express our opinion on the financial results for the year ended 31st March, 2019 disclosed in the financial statements for the quarter ended December 31, 2019 and for the period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2019 as the disclaimers reported by the previous statutory auditors in their audit report for the year ended 31st March, 2019 continue to hold good as on date.
6. Subject to the disclaimers described in Para 5 and based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review of the auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, 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 amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
7. We did not review the standalone unaudited financial statements of the subsidiaries included in the Group, whose results reflect total assets of Rs.36,998 Lakhs as at 31<sup>st</sup> December 2019, whose results reflect total revenues of Rs.29,522 Lakhs for the period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2019 and total net profit/(loss) after tax of Rs.(55,024) Lakhs for the period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2019 as considered in the respective standalone unaudited financial statements of the subsidiaries included in the Group. The financial statements of these subsidiaries, except 8K Miles Software Services FZE, and Mentor Minds Solutions & Services Inc., USA. have been certified by the management and reviewed by the respective auditors whose reports have been furnished to us. The financial statements of 8K Miles Software Services FZE, UAE and Mentor Minds Solutions & Services Inc., USA. have been certified by the management. Our conclusions in so far as they relates to the amounts and disclosures included in respect of these subsidiaries, are based solely on the report of such auditors/Management and the procedures performed by us as stated in paragraph 3 above. Our conclusion on the Statement is not modified in respect of the above matters.

For K.Gopal Rao & Co.  
Chartered Accountants  
FRN: 000956S



**CA Bashyakar Mattapalli**  
Partner  
(M Number: 015932)  
UDIN: 20015932AAAAAE4761

Chennai  
26<sup>th</sup> May 2020

## **8K Miles Q3, FY 19-20**

**8K Miles Software Services Limited**, a leading Global IT Business Transformation, Secure Cloud Solutions and NextGen Managed Service Provider, today announced the Company's unaudited financial results for the quarter ended 31<sup>st</sup> December 2019.

We are continuing to execute our transformational strategy we embarked on at the beginning of the year - to enhance the depth of our engagement with existing customers while increasing our direct customer acquisition focus. That strategy is gaining traction and more customers are placing their confidence in choosing us to be their partner of choice in their cloud transformation journey.

We continue to relentlessly focus on Healthcare and Life Sciences (HCLS) strategy differentiating ourselves against our competition through an IP-Centric, domain specific and platform-based cloud transformation services.

In order to stay even more razor sharp focused in the HCLS market and develop more state-of-the art innovative solutions for the HCLS customers, we have created a 8K Miles wholly owned subsidiary Healthcare Triangle Inc, in the US and India. 8K Miles will focus and grow in the Manufacturing, Automotive, Aviation , Banking & Financial Services sectors by helping them in their cloud transformation journey.

### **Business Highlights for the period:**

#### **Growing Healthcare and Life Sciences Business (HCLS)**

- Signed first MEDITECH Backup & DR hospital client (Fort Madison) and kicked off implementation.
- EHR implementation extensions finalized and/or engagements added at multiple US regional hospitals.
- Presented at the Rural Health Annual Forum, engaged with leaders from all 50 states to open a number of new direct client opportunities.
- ServiceNow integration, network operations support opportunity with multiple large pharma customers.
- Won a Datalake management deal with a California based life sciences customer.

#### **Growing Cloud Opportunities across multiple industries**

- The customer is a major manufacturing enterprise organization whose purpose-built products to enterprise lifecycle solutions, software, hardware and services are transforming industries such as agriculture, construction, geospatial, transportation and logistics across 150 countries. 8K Miles have been supporting this customer for the past 5 years as an extended arm for all their IT infrastructure including assisting them with cloud architecture, implementation, managed services and security operations.



- The customer, a global innovative systems partner of automotive manufacturers, develops and produces roof and convertible roof systems, heating, and cooling systems as well as charging solutions and battery systems for electromobility. As part of their Digital Transformation journey, 8K Miles designed and developed a scalable multitenant resilient cloud based IoT software application service to manage their electric charging solution, its resources using a web portal and continuously providing managing the services 24/7.
- 8K Miles is enabling the leading provider of in-flight entertainment systems to provide their customers with personalized entertainment services using native cloud capabilities and next generation managed services on AWS cloud.
- 8K Miles continues to provide benchmarking services for Google Cloud AI/ML services which include several NLP, AutoML and Document parsing APIs.
- Continuing to support the Online location sharing platform customer with all-in native Cloud approach that supports their key initiatives around security, data lakes and DevOps on AWS cloud.

## New Customer wins

- 8K Miles won the deal from a major automobile manufacturer to setup their Center of Excellence (CoE) and build a SME team of DevOps, Analytics and Cloud engineering consultants to support them in analyzing their cloud needs and implement the solution.
- Won the deal with a Computer Vision and Artificial Intelligence company, to build the AI architecture of the future. The customer builds models of generalizable intelligence on scale, that can be deployed through meaningful applications across industries. This initiative will involve setting up a data pipeline and artificial intelligence for data analytics in multi-cloud leveraging Azure Analytics Services. 8K Miles will also setup a highly available & scalable infrastructure in Azure using Terraform and Kubernetes Container services.

## Partnership Highlights for the period

- 8K Miles announced as the first next generation cloud Managed Service Provider (MSP) to launch a Backup/DR solution for MEDITECH running on Amazon Web Services (AWS) cloud for a large hospital network based in Midwest US. When EHR as a Service goes to production stage, it would enable secure and greater access to patient data, facilitating interoperability and enhancing scalability.
- Continued progress on AWS partnership programs.
- Continued working with Bridgehead Software and Pure Storage on a partnership to market Backup and DR as a service for EHR through their partnership channels
- Engaged on initial efforts with Google Cloud as a healthcare solution partner
- Partnering with Microsoft Azure on AI/ML initiative with a large pharma customer

**CONSOLIDATED FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED 31<sup>ST</sup> DECEMBER 2019:**

Gross Revenue for Q3 2020 stands at 115 Crores with EBITDA of 18 Crores (16%).

Particulars	Q3 FY 20	Q-o-Q growth
Revenue (INR Lakhs)	11,496.54	5.68%
EBITDA (INR Lakhs)	1,835.71	-8.60%
PAT before minority interest	1,116.90	-16.54%
PAT after minority interest	1,064.00	-8.09%

**Consolidated performance**

Consolidated Statement of Profit & Loss for the Quarter ended 31<sup>st</sup> December 2019

*(Rupees in Lakhs except EPS)*

Particulars	Quarter ended			Year to Date		Year ended
	31 Dec 2019	30 Sep 2019	31 Dec 2018	31 Dec 2019	31 Dec 2018	31 Mar 2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	11,343.15	10,867.75	26,055.90	31,385.28	78,334.70	84,219.15
Other Income	153.11	10.97	-130.41	164.25	925.21	819.42
<b>Total Income</b>	<b>11,496.54</b>	<b>10,878.72</b>	<b>25,925.49</b>	<b>31,549.53</b>	<b>79,259.91</b>	<b>85,038.57</b>
<b>Expenses</b>	10,234.03	9,420.40	18,498.04	35,968.95	56,299.03	75,395.69
Profit / (Loss) after Tax	1,116.90	1,338.20	5,780.14	-53,650.47	17,923.77	11,235.85
Minority Interest	52.89	180.59	1,164.99	-16,352.77	3,466.87	1,110.72
Profit attributable to shareholders	1,064.00	1,157.60	4,615.15	-37,297.70	14,456.90	10,125.13
Number of Equity Shares	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605	3,05,17,605
Earnings Per Share (EPS) - Basic & Diluted	3.45	3.86	15.11	-122.19	47.34	22.52

**Note:**

Our customer base continues to grow and our existing customers always put the trust on us and help us to expand within the account as demonstrated by increased revenues. However, the H1B visa related issues have directly impacted 8K Miles in executing several projects, lost opportunities, increased staff expenses due to hiring of more contractors and local employees thereby contributing to lesser revenue/margin. There is a significant drop in US H1B visa approvals for IT companies and the rejections stood at 32% in FY 2019 compared to 6% in 2015. In order to mitigate the risks around H1B visas, we are recommending that our customers move some of the work to our offices in Chennai, India. This is the beginning to get traction and we have already taken another office space in Chennai to execute some of the projects. We believe that this trend will accelerate further, and more work will move to Chennai, India, in the coming quarters resulting in increased margin. This will also mean that we will be hiring more engineers in India and leasing additional office space.

As we continue to minimize intermediary business and focus on the direct customer relationships to improve the quality of revenues, we would expect to have a marginal growth in revenues in the next couple of quarters. While there had been challenges that impacted us in the last few quarters, we are pleased that we now have a better strategy in place for the future that will ensure we stay in the forefront of technology and ahead of our competition, enhancing our depth of engagement with our customers, acquire new direct customers and improve our profitability from operations and we have already started seeing the results. Overall, this was a period of transformational journey that will position us to win and grow more customers.

**For 8K Miles Software Services Limited**

Diya Venkatesan  
Company Secretary