



8K Miles Software Services Limited

Ref: 8K/CHN/2018-19/E020

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: Press Release on Consolidated unaudited Financials for the quarter ended June 30,2018

Please find attached the Press Release (PR) on Consolidated Unaudited Financial Performance 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



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, 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 30th June 2018 as approved by the Board of Directors.

Highlights of the Results:

- Gross Revenues grew to Rs. 240.22 crores, an increase of 22.92 % YoY
- EBITDA grew to Rs. 88.56 crores, an increase of 38.42 % YoY
- Net profit after minority interest grew to Rs. 47.51 crores, up by 24.73 % YoY

"AI and Machine Learning will continue to impact the areas of IT infrastructure and operations, particularly in the DevOps space, where large enterprises can benefit from ML's ability to manage resources and predicting cloud consumption. During the recent GoogleNext 2018 conference, GoogleCloud's head Diane Greene stated that Artificial Intelligence is the number one opportunity for Google. We are investing in building additional AI Bots to our CloudEz platform which can further reduce the infrastructure costs for Life Sciences and Healthcare cloud customers." said Mr. Suresh Venkatachari, Chairman and Managing Director, 8K Miles Software Services Limited.

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

Particulars	Q1 FY 19	Q-o-Q growth	Y-o-Y growth
Revenue (INR Lakhs)	Rs. 24,022	5.74 %	22.92 %
EBITDA (INR Lakhs)	Rs. 8,856	7.24 %	38.42 %
PBT (INR Lakhs)	Rs. 7,472	1.56 %	28.22 %
PAT before minority interest	Rs. 5,850	4.97 %	32.49 %
PAT after minority interest	Rs. 4,751	14.96 %	24.73 %

Key Business Highlights of Q1, FY 2019:

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

- Leveraging 8K Miles CloudEz platform, continuing to win multi cloud projects and enhancing business with our Top Tier Pharma Customers.
- Successfully launched DevOps platform for our Tier-1 Pharma customer to Go live on Public Cloud Infrastructure.
- Won multiple customers in Europe on Cloud Transformation Projects.



Rapidly Growing Healthcare Business:

- 8K Miles has been selected to lead the implementation of new version of the leading Medical EMR at four new US hospital clients.
- Accelerating Cloud in Healthcare: 8K Miles also won a contract to provide hosting, consulting, and managed services for the leading Medical EMR ERP at US mid-west hospital.
- The EPIC Practice of 8K Miles has been selected by an existing US hospital clients to do a PEARL Training Assessment.
- 8K Miles has been chosen by Chicago based Health system to assist with their Electronic Health Record implementation project management.
- 8K Miles has been selected by US hospital client to lead and staff their EPIC Connect implementation.
- The Strategic and Cloud Solutions Practice of 8K Miles' healthcare division, is experiencing great growth with US east hospital client signing on for Chief Medical Officer Leadership Coaching, and signed a five year hosting contract for three of its facilities.
- 8K Miles signed a System Selection TCO and data archiving to retire MAGIC legacy data for US hospital clients.
- 8K Miles' healthcare division, Cornerstone Advisors, and Americore Health are jointly hosting a 2018 summer internship program to channel the highest quality talent into an innovation-centric program that showcases the excitement and energy of technology-driven millennials for improving healthcare through technology. The interns are focusing on four areas of healthcare delivery: Patient Engagement, Telehealth, Artificial Intelligence, and Population Health.

Making Inroads into FinTech and Blockchain opportunities:

- Engaged with a couple of new FinTech customers for transforming their Cloud Footprint and Cloud Transformation.
- Secured First Customer for Blockchain platform.

Strategic Partner Updates:

- Strategic Partnership with AWS in engaging new Clients and to help overcome challenges by leveraging proven 8K Miles technology platform and expertise.
- Achieved Microsoft Gold Cloud Partner status for consecutive years.
- Hosting CIO Sessions in Partnership with major Cloud Providers in North America & Europe throughout the year during FY19. This will enhance bigger opportunities to win large enterprise customers.
- 8K Miles has been recently awarded ISO/IEC 27001:2013 Information Security Management Systems for Provision of Cloud Services.



Consolidated Performance

As the first time adopter of **Ind AS**, the Company is availing exemptions on filing consolidated financial statements for this Quarter.

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
Other Income	485.82	143.06	31.31	485.82	31.31	845.24
Total Income	24,507.73	22,861.60	19,573.43	24,507.73	19,573.43	85,769.11
Expenses						
Employee benefits and other direct costs	11,040.73	10,177.54	9,855.07	11,040.73	9,855.07	39,930.67
Other expenses	4,611.17	4,425.98	3,274.35	4,611.17	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	17,035.88	13,849.81	59,172.24
Profit/(loss) before Tax	7,471.85	7,357.07	5,723.62	7,471.85	5,723.62	26,596.87
Tax expenses	1,622.25	1,784.57	1,297.54	1,622.25	1,297.54	6,044.71
Profit/(loss) after Tax	5,849.60	5,572.50	4,426.08	5,849.60	4,426.08	20,552.16
Minority Interest	1,098.30	1,439.52	605.96	1,098.30	605.96	3,379.69
Profit attributable to shareholders	4,751.30	4,132.98	3,820.12	4,751.30	3,820.12	17,161.64
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	15.57	12.52	56.24

Note:

Pursuant to the change in estimated life of Intangibles of subsidiaries based on technical evaluation carried out during the quarter effective 1st April 2018 (Q1), the board has accepted the recommendation of the Audit Committee to revise the period of amortization from 15 years to 5 years. Accordingly, the amortization was charged @ 20% per annum for all the intangibles. Due to this revision, the profit for the quarter is lowered by Rs.2.45 Crores (under I GAAP) and Rs 39.22 lakhs (under Ind AS).

About 8K Miles:

8K Miles Software Services is a global Cloud & Security solutions provider and Next Generation Cloud MSP headquartered in the San Francisco Bay area and a publicly traded company listed on Indian Stock Exchanges (NSE and BSE). 8K Miles Software Services offers secure Cloud solutions allowing for organizations in highly regulated industries to embrace the Cloud and that can meet GxP, HIPAA, PCI, SOX and GLB making it easy to meet regulatory compliance on the Cloud. 8K Miles CloudEz platform combines Automation, Security, Governance and Validation for regulatory compliance, helping to reduce costs and time to market. 8K Miles MISP provides automation capabilities for onboarding SaaS Applications and any cloud applications to Cloud Identity Management platforms.

For 8K Miles Software Services Limited

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Whole-time Director



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