



Press Release

(8K Miles – Q3 Financial Results)

Chennai, India -
January 9, 2017

**8K Miles Q3 Gross Revenue grew 91% YoY and 16% QoQ
EBITDA up by 92% YoY and 15% 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 31st December 2016 as approved by the Board of Directors.

Highlights of the Results:

- Gross Revenues grew to 142 crores, an increase of 91% YoY
- EBITDA grew to 49 crores, an increase of 92% YoY
- Net profit after minority interest grew to 27 crores, up by 138% YoY

"Recent AWS re:Invent 2016 event reported that AWS now has an annual revenue run rate of \$13 billion growing 55 percent annually which accounts for most of the profits for the entire company. Cloud paradigm shift is not just about on-premise IT to public cloud. As companies prepare for new IT era, enterprise customers need to get ready to adopt dynamic, cloud-based business operating models, continuous security and compliance governance, IT operations automation and position for cost optimization and increased competitiveness. There will be a lot of benefit from these next generation technologies including Cloud, Analytics, Big Data, IoT, and Mobility to Healthcare IT organizations within Providers and Payors industry. Acquisition of Cornerstone Advisors during December 2016 will further strengthen the 8K Miles position as a Partner, Consultant and Technology Solution Provider to US Healthcare clients. " Said Mr. Suresh Venkatachari, Chairman and Managing Director, 8K Miles Software Services, Ltd.

Lena Kannappan, Chief Operating Officer, 8K Miles added "There is a critical need for differentiated cyber security, continuous compliance and governance solutions while moving agency applications from on- premise to public cloud. Our CloudEz platform along with secure and compliance control framework brings a huge value to Government customers using the cloud."

Consolidated Financial Highlights for the Quarter ended 31 December 2016:

Particulars	Q3 FY 17	Q-o-Q growth	Y-o-Y growth
Revenue (INR Lakhs)	14177	16%	91%
EBITDA (INR Lakhs)	4880	15%	92%
PBT (INR Lakhs)	4351	15%	123%
PAT before minority interest	3260	14%	115%
PAT after minority interest	2686	14%	138%





Key Business Highlights:

- 8K Miles now strengthens its foothold in the US Healthcare market by acquiring Cornerstone Advisors Group, LLC: 8K Miles Software Services, Inc. has entered into a definitive Agreement to acquire Cornerstone Advisors Group, LLC., a leading US Healthcare Information Technology company, for \$10,250,000. Cornerstone Advisors Group provides executive level Information Technology Advisory, Consulting, and Implementation services to the US Healthcare Provider industry. Cornerstone's vast areas of expertise include: Population Health and ACO Enablement, Physician and Post-Acute Care Integration, EMR Selection and Implementation, Strategy Definition and Total Cost of Ownership Planning, Compliance, Change Management, and Value Realization.
- US based Fortune 100 Enterprise, the Cloud Applications and Platform Service Provider chose 8KMiles, amongst its competitors, to integrate top SaaS Applications with their Cloud Security platform in December 2016. This multi-year cloud managed services contract will include on boarding of SaaS Applications and also provide on-going monitoring and cloud management services.
- Won additional cloud competency center opportunities for building enterprise wide cloud transformation capabilities for a large life sciences company including demand generation and business innovation architecture areas.
- Won two large enterprise customer opportunities to provide enterprise wide Identity and Access Management implementation and managed services.
- Signed MSA with one of the top 4 SIs in the US to work on Healthcare and Life Sciences opportunities.
- Closed Pharma Validation contracts with multiple mid-size Pharmaceutical customers.
- During this quarter, added two healthcare providers in the US for providing EHR implementation and project management services.

Recognitions during Q3 FY2017

- 8K Miles was recognized as a go to market partner for Amazon's newly released AWS Managed Service product offering addressing Enterprise cloud customers alongwith other select cloud managed service providers including Rackspace, Accenture, Capgemini, and CSC.
- 8K Miles was third party certified as an AWS DevOps Competency partner during this quarter Q3. This is in addition to other competencies 8K Miles had already achieved: AWS Healthcare competency, AWS Life Sciences competency and AWS Audited MSP competency partner.
- 8KMiles got top-listed for AWS Public Sector Partner program in US Government category.

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, CloudEzRx™ solution for cloud automation and our patented MISPTM platform for onboarding and accelerated Business Partner 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

GHG ASSOCIATES

CHARTERED ACCOUNTANTS

Partners : **V.V. GANESH**, B.Sc., FCA
S. HARESH, B.Com., FCA, DISA (ICA)

New No.22, (Old No.20) Govindu Street,
T.Nagar Chennai - 600 017.

Phone : 2815 5757 Mob : 93835 82388 / 98412 71163

E-mail : ca.vvganesh@gmail.com

E-mail : hareshauditor@gmail.com

LIMITED REVIEW REPORT

Independent Auditors' Review Report

To the Board of Directors of

8K Miles Software Services Limited

Chennai – 600 018

We have reviewed the accompanying statement of Standalone and Consolidated Unaudited Financial Results of **M/s. 8K Miles Software Services Limited** ("the Company") for the quarter ended 31st December 2016. This statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2400, "Engagements to Review of Financial Statements 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 the Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our notice that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For GHG Associates
Chartered Accountants



S. Hareesh

S.Hareesh
Partner

Membership # 205204

Place: Chennai

Date: 9th January 2017