

**To,**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1,  
G Block, Bandra Kurla Complex  
Bandra (E)  
Mumbai-400 051.

**To,**  
**BSE Limited**  
Listing Department  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400 023.

Dear Sirs/Madam,

**Ref.: Scrip Code: 532173; CYBERTECH**  
**Sub: Press Release**

With reference to the above captioned subject, please find enclosed the copy of Press Release and Earnings Presentation in respect of Un-Audited Financial Results for the quarter and half year ended September 30, 2017.

You are requested to take note of the same.

Thanking you,

Yours faithfully,

**For CyberTech Systems and Software Limited**

*Sarita*

**Sarita Leelaramani**

**Company Secretary and Compliance officer**

**Membership No.: A35587**

**November 20, 2017**



Encl: Press Release and Earnings Presentation



## CyberTech Q2FY18 Total Revenue at Rs 254 million; up by 12 % on Q-o-Q basis

Clarification Note
<p>With respect to the financial results for the second quarter ended 30th September, 2017 (Q2FY18) for CyberTech Systems and Software Ltd, please note that the Company has adopted Indian Accounting Standards (IND AS) effective 1st April, 2017 (transition date being 1st April, 2016) and accordingly, the financial results for mentioned periods have been prepared in accordance with the recognition and measurement principles laid down in the IND AS 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.</p>

**Mumbai, India – 20<sup>th</sup> November 2017:** CyberTech Systems and Software Ltd. (BSE: CYBERTECH), a CMMi Level 3 Next Gen Spatial Analytics organization announced today its financial results for the **second quarter and half year FY18** ended on 30<sup>th</sup> September, 2017.

*Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, stated: “This quarter was an eventful quarter. Mr. Pankaj Srivastava, former VP and GM of Cisco’s platform business, joined us as the SVP and CTO of Software Platforms. Pankaj is a highly-experienced technology leader and a known figure globally in the industry. We are delighted to have him lead our next generation spatial analytics and IoT platforms. This addition to the leadership of the company is in line with our strategy of investing in building top-level talent to transform our spatial analytics and applications platform.*

*Second quarter typically is a strong quarter for us. Our total revenue grew by 12%, EBITDA up 44% and PAT up 87% on Q-o-Q basis. This growth was primarily backed by new Enterprise Solutions engagements awarded by our existing customers in US. This is a testimonial to our strong relationships with our clients. We continued to deliver a steady EBITDA and PAT margin during the quarter.*

*The company will continue to invest in the coming quarters to achieve our platform transformation goal, while having a steady growth focus on our enterprise solutions offerings. The management will also continue to work towards building a strong partner eco-system and sales model.”*

## Performance Highlights

### Consolidated Q2 FY18 Q-o-Q Review

- Operating revenue was Rs 231.7 million during the quarter under review as compared to Rs 206.4 million during the previous quarter, reflecting an increase of 12% in rupee terms.
- Total revenue was Rs 253.8 million during the quarter under review as compared to Rs 226.4 million during the previous quarter, reflecting a growth of 12% on Q-o-Q.
- Company reported an EBITDA (including other income) of Rs 43.4 million for the quarter under review as compared to Rs 30.1 million during the previous quarter, up by 44% on Q-o-Q basis.
- EBITDA Margin stood at 17.1% for Q2FY18 compared to 13.3% in Q1FY18.
- Profit after tax stood at Rs 23.0 million during the quarter under review as compared to Rs 12.3 million during the previous quarter; up 87% on a Q-o-Q basis.
- Basic EPS increased by 89% at Rs 0.85 as compared to Rs 0.45 for Q1FY18.

### Consolidated Q2FY18 Y-o-Y Review

- Q2FY18 Operating revenue was Rs 231.7 million as compared to Rs 212.7 million (inclusive of hardware revenue) in Q2FY17 reflecting a growth of 9% in rupee terms.
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- Company reported an EBITDA of Rs 43.4 million during the quarter under review as compared to Rs 51.6 million during the corresponding period of previous year, down by 16% on Y-o-Y basis. Last year's Q2 EBITDA included a one time investment income of Rs 20 million. Also, the company made significant investment for platform development and will continue to invest in the coming years.
- EBITDA Margin stood at 17.1% for Q2FY18 as compared to 22.3% in Q2FY17.
- Profit after tax stood at Rs 23.0 million during the quarter under review as compared to Rs 29.6 million during the corresponding period of previous year, down by 22% on Y-o-Y basis.
- Basic EPS stood at Rs 0.85 during the quarter under review as compared to Rs 1.10 in Q2FY17.

### Consolidated H1FY18 Review

- Operating revenue was Rs 438.1 million for the half year ended 30<sup>th</sup> September, 2017 in line with Rs 449.7 million in the corresponding period of previous year.
- Total revenue was Rs 480.2 million for the half year ended 30<sup>th</sup> September, 2017 in line with Rs 489.7 million in the corresponding period of previous year.
- Company reported an EBITDA of Rs 73.5 million for H1FY18 as compared to an EBITDA of Rs 106.7 million in the corresponding period of previous year, down by 31% Y-o-Y basis.

- EBITDA Margin stood at 15.3% for H1FY18 compared to 21.8% in H1FY17.
- Profit after tax stood at Rs 35.6 million for H1FY18 as against a profit of Rs 60.0 million in corresponding period of the previous year, down by 41% on Y-o-Y basis.

### Business highlights – Q2FY18

- The Company added 2 new clients during the quarter under review. Total active client as of 30<sup>th</sup> September, 2017 was 51 (LTM).
- From Industry perspective, revenue from the Government sector continued to witness strong momentum which contributed 23% of operating revenue during the quarter under review as compared to 19% of operating revenue in Q1FY18.
- In terms of geography, US business continued to be the major contributor with a contribution of 89% towards operating revenue.
- As on 30<sup>th</sup> September, 2017, the company had 411 total employees.

### About CyberTech

CyberTech is a CMMI Level 3 Next-generation Spatial analytics and transformative geospatial solutions provider. CyberTech's Map-analytics based digitization products GeoShield, GeoCivic, CyberServe and GeoServe cater to broad vertical markets. For more information and past results & conference call transcripts, please visit our web site [www.cybertech.com](http://www.cybertech.com)

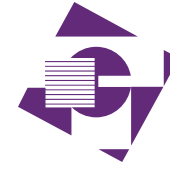
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Asha Gupta  
Christensen IR  
[+agupta@christensenir.com](mailto:+agupta@christensenir.com)

#### **Media Contact**

Saumitra Banerjee  
CyberTech Systems and Software Ltd  
[saumitra.banerjee@cybertech.com](mailto:saumitra.banerjee@cybertech.com)

*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website [www.cybertech.com](http://www.cybertech.com). CyberTech Systems and Software Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.*



**CyberTech**  
Systems and Software Limited

BSE: 532173 | NSE: CYBERTECH | ISIN: INE214A01019 | CIN: L72100MH1995PLC084788

# Q2 FY18 Earnings Presentation

20<sup>th</sup> November 2017



# Safe Harbor



This presentation has been prepared by CyberTech Systems and Software Limited solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

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Please note that this presentation is based on the publicly available information on CyberTech including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

# Agenda

**01** **Company Overview**

**02** **Quarter Highlights**

**03** **Financial Performance**

# About The Company

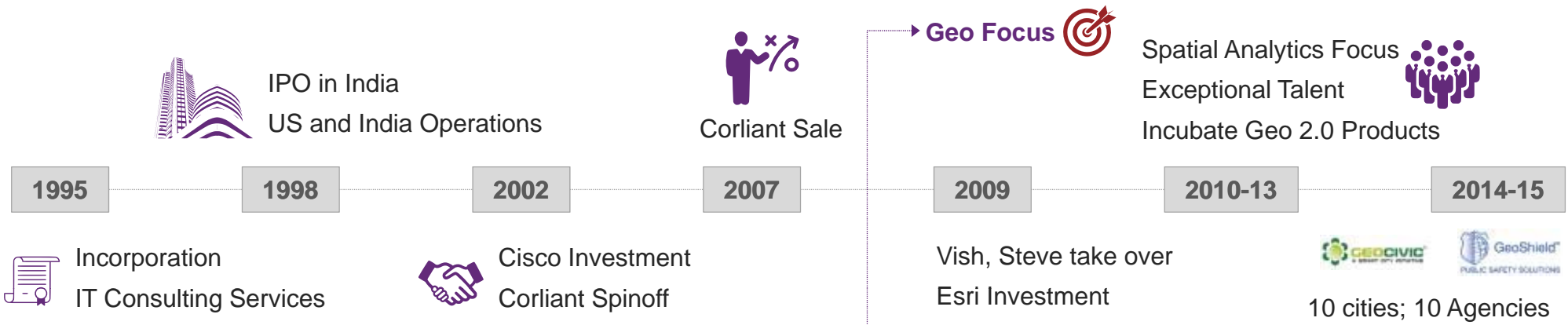
- **Next generation Spatial and Location Analytics Company**  
Mapping software leader Esri – a Strategic Investor
- **CMMI Level3** Company with deep Spatial Analytics expertise
- **World-class CoE** aligned to the growing field of Spatial technologies and IoT
- **Partners and Alliances**  
Cisco, Microsoft and SAP
- H1FY18 showed substantial growth
  - ✓ Total Revenue Rs 480.2 Mn
  - ✓ EBITDA Rs 73.5 Mn
- Public - BSE/NSE (\$30-40Mn)
- 400+ Employees : US & India
- Locations
  - USA:** Chicago, Philadelphia, Los Angeles, Denver, Salt Lake City
  - India:** Mumbai, Hyderabad

## Partnerships





# Transformative Focus on Mapping and Location



- Considerable resources spent in last 5 years in building IP and platforms for spatial analytics
- Strategic relationship with leader Esri with 360 degree alignment and investment
- Focused on building up the channel

## CyberTech

- Established the 1st Spatial Analytics center of excellence in India
- Substantial proprietary data being collected
- Substantial Investment in 4 leading Location Analytics platforms
  - ❑ GeoShield™ leads to Increased Citizen and Officer Safety
  - ❑ CyberServe Increases ROI on Enterprise Applications using location
  - ❑ GeoCivic™ leads to Increased Tax Collection and reduce field leakage

**\$500M+** Combined Market Opportunity of CyberTech's Geo platforms

**\$2.5M+** Substantial investments in Geo products till now

# Next – Generation Offerings

## Solutions

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay
- High-impact Mapping
- IoT
- Smart City Digitization

## Spatial Analytics Platforms



A mission oriented platform for **Public Safety planning and analytics** which supports Intelligence-Ide Policing and caters to Law Enforcement Agencies, Correctional Facilities and Fusion Centers



Leverages Spatial information and capabilities to **visualize ERP data**, perform transactions in real-time and present reporting & analytics on map interface; Currently addressing Healthcare and Utilities vertical



A SaaS-based **Property Tax Digitalization Platform** that helps increase Property Tax collection

# Industry Leading Board of Advisors



## Wim Elfrink

### *Advisory Board Chairman*

- Founder and President of WPE Ventures Digitized Solutions focused on security and digitized solution that leverage the Internet of Things (IoT) technology to drive transformational business outcomes. Pioneer in field of IoT and Digitization.
- Senior Cisco Officer responsible for establishing Cisco's second world headquarters in India.
- Named by Daily New and Analysis as one of Bangalore's 50 Most Influential People in 2009. Received the Ambassador C. Howard Wilkins, Jr. Award in 2013.
- As Chairman of the Advisory Board, Wim will help drive CyberTech's transition from Success to Leadership in the areas of Advanced Spatial Analytics and Digital Transformation as well as driving the Channel Model.

## Faiyaz Shahpurwala

### *Advisory Board Member*

- Mr. Shahpurwala is a global technology leader who operates with a start-up mentality; focused on building strong teams that are centered on a culture of innovation, with a record of creating, building and leading multiple services and product organizations.
- Senior technology leader in Cisco and an expert in Cloud-based infrastructure, Cyber Security and other emerging solutions.
- Inventor and patent holder of NatKit, a remote network monitoring tool.
- Mr. Shahpurwala holds a Master's Degree in Computer Engineering from Western Michigan University.
- As a member of the board, Mr. Faiyaz Shahpurwala will help CyberTech in transforming the platform architecture to support the non-linear growth.

## Joseph M. Vanek

### *Advisory Board Member*

- Owner of Vaenk, Vickers and Masini, P.C. and a renowned commercial litigation practitioner.
- He is also a passionate, serial entrepreneur. He co-founded AutoMark Technical Systems, LLC and grew it to \$100 mn
- Mr. Vanek received the William J. Kenealy, SJ, Alumnus of the Year Award.
- He holds a Juris Doctor (Honors) degree from Boston College Law School and a Bachelor's (Honors) degree from Creighton University.
- As a member of the Advisory Board, Mr. Vanek will assist with the formulation of corporate strategy and help drive and support CyberTech's

# Executive Management



## Vish Tadimety

*Chairman and CEO*

- Co-founded the company in 1990 and led the company's growth in several practice areas including networking, enterprise solutions and GIS to a substantial scale.
- Set up and managed multiple international offices in Europe, APAC, Latin America and Japan.
- Co-founded Corliant in 2007 with Cisco partnership and later acquired by Accenture.
- Has extensive experience as a turnaround specialist, raising capital from public markets, strategic partners and venture funds

## Steven Jeske

*Group CFO and Director*

- Steve is a serial entrepreneur having been involved in the formation, financing and growth of several high profile start-ups.
- Group CFO of CyberTech since 1999.
- Key partner of strategy and financial decisions.
- Co founder of Corliant, along with Vish.
- CPA, former manager at PWC. Holds an undergraduate degree in accounting from the University of Illinois and a Masters of Business Administration degree from the University of Chicago.

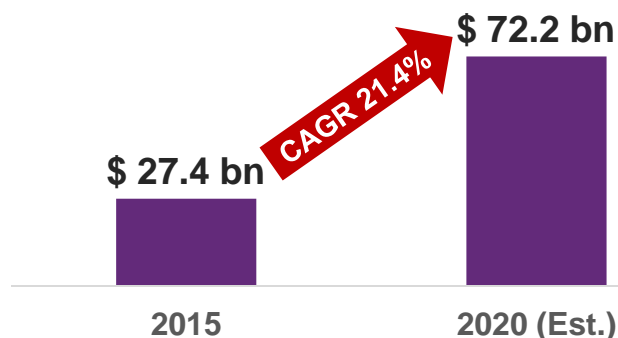
## Ramasubramanian S.

*CFO and Executive Director*

- Raman has a vast experience of 25 years and heads the global operations . He is an expert in strategic planning, budgeting, forecasting and taxation.
- Responsible for bringing critical financial controls to the Company
- His experience has helped in streamlining the Company's accounting policies, procedures, strengthen controls and facilitated relationships with the Company's auditors, bankers, lawyers, and consultants.

# Global Spatial Analytics and GIS Market

## Global Spatial Analytics Market



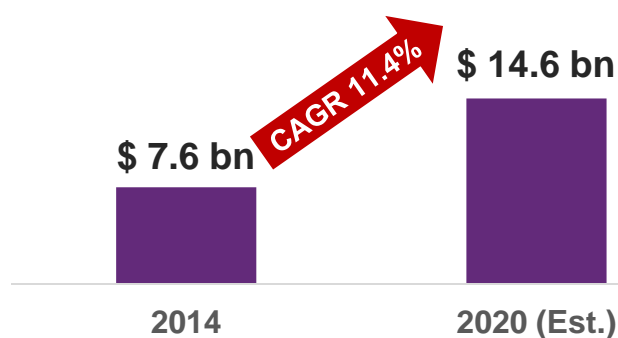
Source: Marketsandmarkets Report

The Global Spatial Analytics Market is expected to grow at faster rate as compared to GIS industry

## Growth Drivers:

- ✔ Increase in usage of Location Analytics across utilities and healthcare sector
- ✔ Large capital funding for urban civic standard development in developing countries
- ✔ Increased Demand for Multi-layer Location Analytics and 3D Map Visualization, owing to the development of smart cities in developing countries, especially China and India
- ✔ Increased penetration of consumer navigation system, owing to the growth of connected mobile devices

## Global Geographic Information System (GIS) Market



Source: P&S Market Research

# Agenda

**01** Company Overview

**02** Quarter Highlights

**03** Financial Performance

# Financial Summary – Q2 FY18



## Revenue:

- Total Revenue of Rs 253.8 Mn, up 12% Q-o-Q
- Comparable Operating Revenue (without hardware revenue) of Rs 231.7 Mn, up 12% Q-o-Q

## Profit:

- EBITDA was at Rs 43.4 Mn, up 44% Q-o-Q
- EBITDA Margin of 17.1% in Q2FY18 as against 13.3% in Q1FY18
- Net Profit stood at Rs 23 Mn, up 87% Q-o-Q
- Net Profit Margin of 9.1% in Q2FY18 as against 5.4% in Q1FY18

## Demand:

- Number of Projects – 84
- Strong growth in Innovation Business and AMO; U.S and India

# Financial Summary – H1 FY18

## Revenue:

- Operating Revenue of Rs 438.1 Mn, in line with H1 FY17
- Total Revenue of Rs 480.2 Mn, in line with H1 FY17

## Profit:

- EBITDA was at Rs 73.5 Mn, down 31% Y-o-Y
- EBITDA Margin of 15.3% in H1FY18 as against 21.8% in H1FY17
- Net Profit stood at Rs 35.6 Mn, down 41% Y-o-Y
- Net Profit Margin of 7.4% in H1FY18 as against 12.3% in H1FY17



# Operational Highlights – Q2 FY18



## Client:

- Added 2 new clients
- Total active client 40 (LTM)
- Top Client revenue 41%
- Top 3 Client revenue 62%

## Employee:

- Total Employees 411 as on 30<sup>th</sup> September, 2017

# Agenda

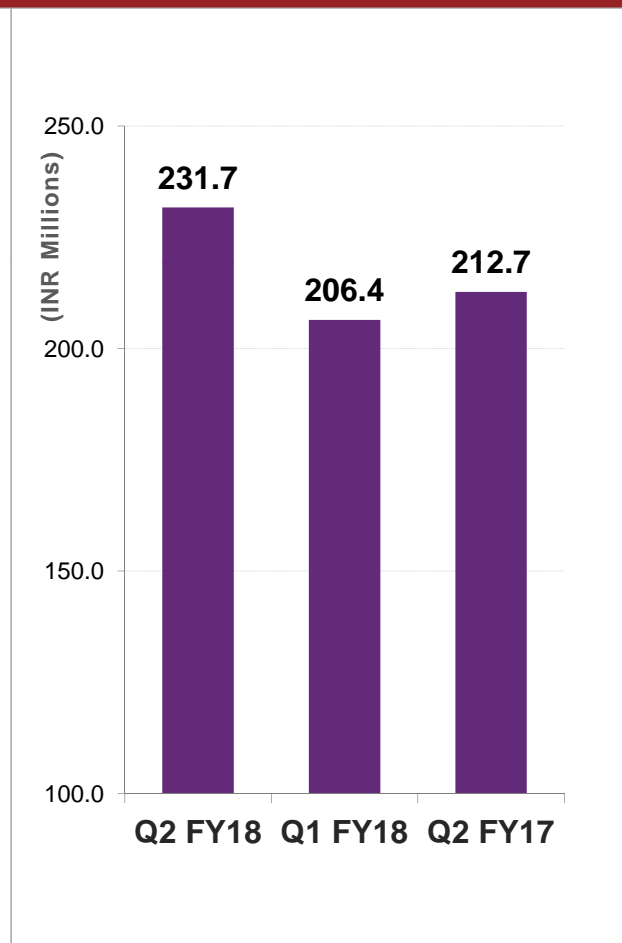
01 Company Overview

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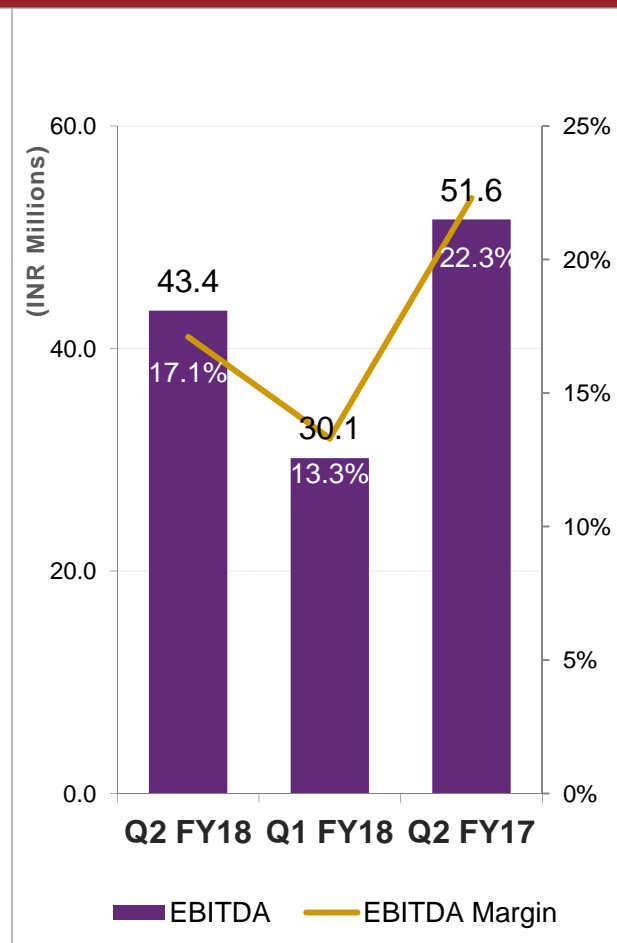
**03 Financial Performance**

# Financial Summary – Q2 FY18

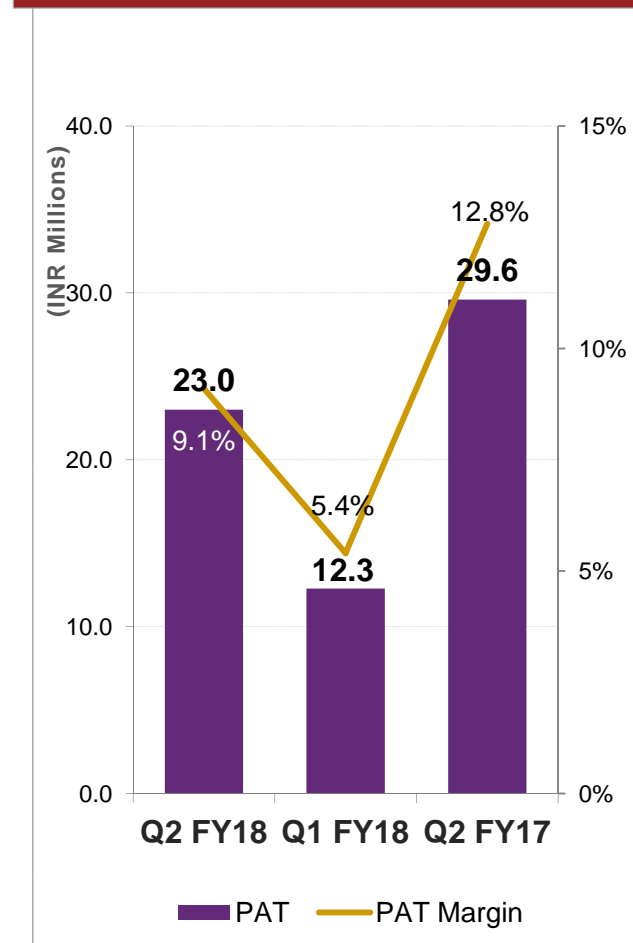
## Comparable Operating Revenue



## EBITDA



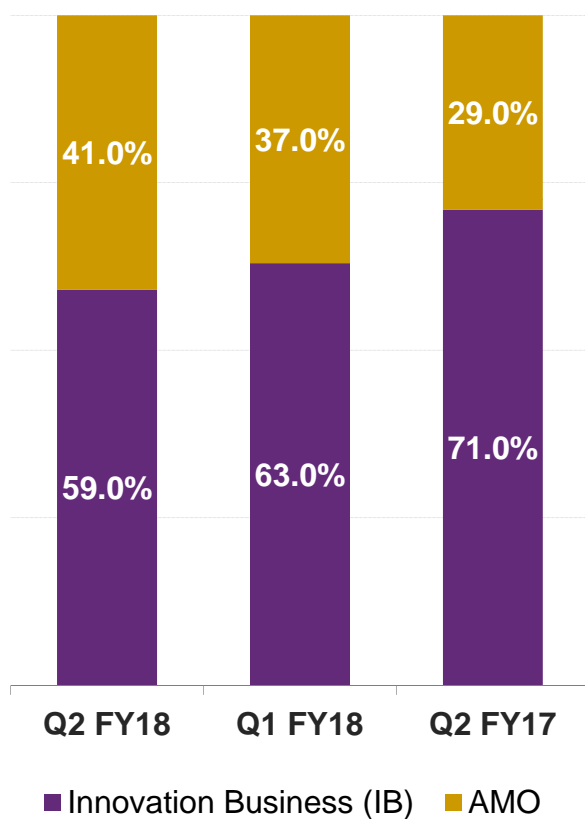
## PAT



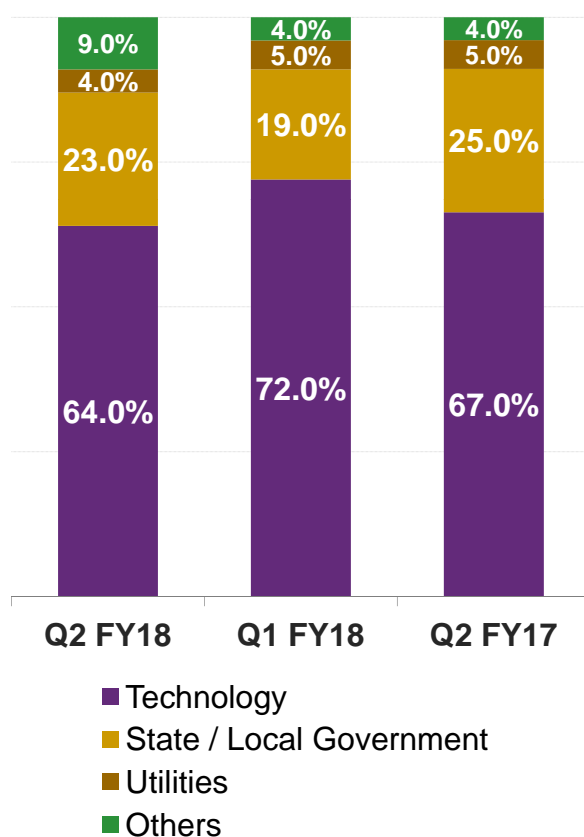
\* Comparable Operating Revenue includes Hardware Revenue

# Revenue Metrics – Q2 FY18

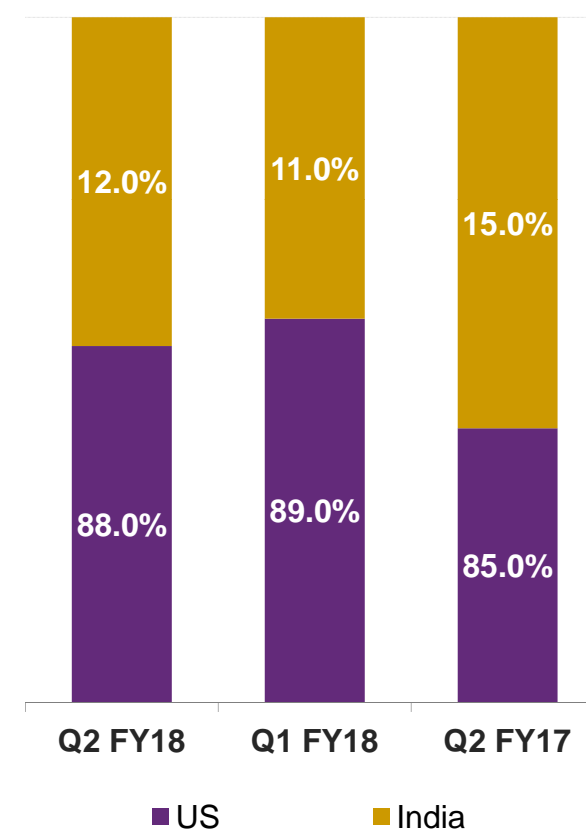
### Revenue By Business



### Revenue By Industry



### Revenue By Region



# Consolidated Quarterly P&L – Q2 FY18



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-17	30-Jun-17	Q-o-Q	30-Sep-16	Y-o-Y	30-Sep-17	30-Sep-16	Y-o-Y
		Q2FY18	Q1FY18	Growth	Q2FY17	Growth	H1FY18	H1FY17	Growth
1	<b>Income from Operation</b>								
(a)	Net sales / Income from Operations	227.5	206.4	10%	210.8	8%	433.9	443.6	-2%
(b)	Other Operating Income	4.20	-	-	2.0	114%	4.20	6.08	-31%
	<b>Total Income from Operations</b>	231.7	206.4	12%	212.7	9%	438.1	449.7	-3%
2	<b>Expenses</b>								
(a)	Cost of Hardware/ Software package for service delivery	25.7	19.8	30%	0.6	-	45.5	28.7	59%
(b)	Employee Benefit Expense	138.0	133.7	3%	134.7	2%	271.7	266.3	2%
(c)	Depreciation and Amortization	12.4	12.2	2%	10.8	15%	24.6	20.7	19%
(d)	Other Expenditure	46.7	42.8	9%	44.5	5%	89.5	88.0	2%
	<b>Total Expenditure</b>	222.8	208.5	7%	190.6	17%	431.3	403.7	7%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	8.9	(2.0)	-	22.2	-	6.9	46.0	-
4	Other Income	22.1	20.0	11%	18.7	18%	42.1	40.0	5%
5	<b>Profit before Finance Costs and Exceptional Items (3+4)</b>	31.0	17.9	73%	40.9	-24%	48.9	86.0	-43%
6	Finance Costs	2.6	2.8	-7%	3.1	-16%	5.4	6.2	-13%
7	<b>Profit after Finance Cost but before Exceptional Items (5-6)</b>	28.4	15.1	87%	37.8	-25%	43.5	79.8	-45%
8	Exceptional Items	-	-		-		-	-	
9	<b>Profit/ Loss from Ordinary Activities before Tax (7+8)</b>	28.4	15.1	87%	37.8	-25%	43.5	79.8	-45%
10	Tax Expenses	5.1	2.9	78%	8.2	-38%	8.0	19.8	-60%
11	<b>Net Profit/ Loss from Ordinary Activities after Tax (9-10)</b>	23.3	12.3	90%	29.6	-21%	35.6	60.0	-41%
12	Extraordinary Items	0.3	-		-		-	-	
13	<b>Net Profit/ Loss for the Period (11-12)</b>	23.0	12.3	87%	29.6	-22%	35.6	60.0	-41%
14	Minority Interest	-	-		-		-	-	
15	<b>Net Profit / (Loss) after Taxes and Minority Interest (13 - 14)</b>	23.0	12.3	87%	29.6	-22%	35.6	60.0	-41%
16	Paid-up Equity Share Capital of Rs 10/- each	-	269.5		270.5		-	270.5	
17	Reserves Excluding Revaluation Reserve	-	-		-		-	-	
18	<b>Earnings Per Share (EPS) in Rs.</b>								
(a)	Basic (not annualized)	0.85	0.45	89%	1.10	-23%	1.31	1.80	-27%
(b)	Diluted (not annualized)	0.85	0.44	93%	1.06	-20%	1.29	1.74	-26%



# CyberTech

Systems and Software Limited

**For more information please contact:**

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*CyberTech Systems & Software Ltd.*

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**Asha Gupta**

*Christensen IR*

[agupta@christensenir.com](mailto:agupta@christensenir.com)

**Regd. Office:** 'CyberTech House', Plot No. B-63/64/65, Road No. 21/34, J. B. Sawant Marg, MIDC, Wagle Estate, Thane (West), 400 604.

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### Consolidated H1FY18 Review

- Operating revenue was Rs 438.1 million for the half year ended 30<sup>th</sup> September, 2017 in line with Rs 449.7 million in the corresponding period of previous year.
- Total revenue was Rs 480.2 million for the half year ended 30<sup>th</sup> September, 2017 in line with Rs 489.7 million in the corresponding period of previous year.
- Company reported an EBITDA of Rs 73.5 million for H1FY18 as compared to an EBITDA of Rs 106.7 million in the corresponding period of previous year, down by 31% Y-o-Y basis.



- EBITDA Margin stood at 15.3% for H1FY18 compared to 21.8% in H1FY17.
- Profit after tax stood at Rs 35.6 million for H1FY18 as against a profit of Rs 60.0 million in corresponding period of the previous year, down by 41% on Y-o-Y basis.

### Business highlights – Q2FY18

- The Company added 2 new clients during the quarter under review. Total active client as of 30<sup>th</sup> September, 2017 was 51 (LTM).
- From Industry perspective, revenue from the Government sector continued to witness strong momentum which contributed 23% of operating revenue during the quarter under review as compared to 19% of operating revenue in Q1FY18.
- In terms of geography, US business continued to be the major contributor with a contribution of 89% towards operating revenue.
- As on 30<sup>th</sup> September, 2017, the company had 411 total employees.

### About CyberTech

CyberTech is a CMMI Level 3 Next-generation Spatial analytics and transformative geospatial solutions provider. CyberTech's Map-analytics based digitization products GeoShield, GeoCivic, CyberServe and GeoServe cater to broad vertical markets. For more information and past results & conference call transcripts, please visit our web site [www.cybertech.com](http://www.cybertech.com)

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*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website [www.cybertech.com](http://www.cybertech.com). CyberTech Systems and Software Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.*