



# CyberTech

Systems and Software Ltd.

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Date: January 31, 2017

To <b>BSE Limited</b> Listing Department, Phiroze Jeejeebhoy Towers Dalal Street Mumbai-400 001	To <b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex Bandra (East) Mumbai - 400 051
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**Ref: Scrip Code: 532173; Symbol: CYBERTECH**  
**SUB: PRESS RELEASE**

Dear Sir/Madam,

In Compliance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose the copy of press release being issued by our Company today for your records.

The said press release will also be made available on the Company's website [www.cybertech.com](http://www.cybertech.com)  
Kindly take the same on record

Thanking you,

Yours Faithfully

**For CyberTech Systems and Software Limited**

*Sarita*

Sarita Leelaramani  
Company Secretary & Compliance Officer  
ACS35587



Encl: Press Release





## **CyberTech Total Income for Q3FY17 was Rs 249.7 million; Up 26.0% Y-o-Y basis**

**Mumbai, India – 31<sup>st</sup> January, 2017:** CyberTech Systems and Software Ltd. (BSE: 532173; NSE:CYBERTECH), a CMMi Level 3 Next Gen Spatial Analytics Platform provider announced today its financial results for the **Q3 FY17 and 9M FY17** ended on 31<sup>st</sup> December, 2016.

### **Performance Highlights**

#### **Consolidated Q3 FY17 Y-o-Y Review**

- Total income for the quarter was Rs 249.7 million, including interest income of Rs 21 million on tax refund and net rental income from operations of Rs 13.9 million. This was up 26.0% over the comparable quarter of the prior financial year's total income of Rs 198.3 million.
- Operating revenue was Rs 213.4 million for the quarter under review as compared to Rs 193.0 million in the comparable prior year quarter reflecting an increase of 10.6%.
- Q3 FY17 operating profit was Rs 12.9 million; up by 678.2% over the comparable prior financial year quarter.
- Company reported EBITDA (including rental and interest income on tax refund) of Rs 60.6 million as compared to Rs 16.7 million in the comparable prior year quarter; up 262.1% Y-o-Y.
- EBITDA Margin stood at 24.2% for Q3 FY17 compared to 8.4% in Q3 FY16.
- Net Profit after tax stood at Rs 32.5 million during the quarter under review as compared to Net loss of Rs 3.6 million in the comparable prior year quarter; up 993.1% Y-o-Y.
- The Company reported Basic EPS of Rs 1.20 for Q3 FY17; up 984.1% Y-o-Y.

#### **Consolidated Q3 FY17 Q-o-Q Review**

- Total income for Q3 FY17 was Rs 249.7 million, consistent with Rs 245.5 million achieved in Q2 FY17.
- Q3 FY17 Comparable Operating revenue\* was Rs 213.4 million as against Rs 212.7 million in Q2 FY17.
- Q3 FY17 Comparable Operating Profit was Rs 12.9 million (6.1% of Operating Revenue) as compared to Rs 23.3 million (11% of Operating Revenue) in Q2 FY17.

- Company reported EBITDA (including rental and interest income on tax refund) of Rs 60.6 million as compared to Rs 66.9 million in Q2 FY17.
  - EBITDA Margin stood at 24.2% for Q3 FY17 as compared to 27.2% in Q2 FY17.
  - Profit after tax stood at Rs 32.5 million during the quarter under review as compared to Rs 40.9 million during the previous quarter.
  - Basic EPS was Rs 1.20 in Q3 FY17 as compared to Rs 1.52 for Q2 FY17.
- \* Comparable Operating Revenue excludes Hardware Revenue for Q3 and Q2*

## Consolidated 9M FY17 Review

- Total income was Rs 739.4 million for the nine month period under review as compared to Rs 566.1 million in the corresponding period of previous year, reflecting an increase of 30.6% on Y-o-Y basis.
- Operating revenue was Rs 663.0 million for the nine month period ended 31<sup>st</sup> December, 2016 as compared to Rs 548.4 million in the corresponding period of previous year reflecting an increase of 20.9%.
- The Company reported EBITDA of Rs 167.3 million (22.6% of total revenue) for the nine month period under review as compared to an EBITDA of Rs 61.7 million (10.9% of total revenue) to the same period of previous year.
- Net profit stood at Rs 92.5 million for the nine month period under review as against a profit of Rs 13.9 million in corresponding period of previous year reflecting an increase of 564.2%.

## Business highlights – Q3FY17

- The Company added 1 new client during the quarter under review. Total active client as of 31<sup>st</sup> December, 2016 was 47 (LTM).
- From an industry perspective, revenue from the technology sector continued to witness strong momentum which contributed 70% of operating revenue during the quarter under review as compared to 67% of operating revenue in Q2FY17.
- In terms of geography, US business remain the major contributor during the quarter which contributed 85% of operating revenue in Q3FY17, same as in Q2 FY17.
- As on 31<sup>st</sup> December, 2016, the company had 419 total employees.

*Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, said: "The quarter and the first nine months saw strong improvement in terms of revenue and profitability over comparable period of the last financial year. Our revenue grew by 26% Y-o-Y, our EBITDA and PAT both saw triple digit growth. I am pleased with the 9M FY17's total revenue which grew by 30.6% on Y-o-Y basis. Our EBITDA for the nine month period ended on 31<sup>st</sup> December, 2016 grew from Rs 61.7 million to Rs 167.3 million with the double digit EBITDA margin of 22.6%. This growth is led by our Spatial Analytics offerings and we are confident about growth in our business and our product lines going forward."*

## About CyberTech

CyberTech is the leader in Next-generation Spatial and LocationAnalytics. CyberTech's Spatial Analytics products GeoShield, GeoCivic, CyberServe and GeoServe cater to broad vertical markets. For more information, past results or conference call transcripts, please visit our web site [www.cybertech.com](http://www.cybertech.com)

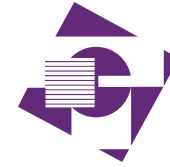
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*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results 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.*



**CyberTech**  
Systems and Software Limited

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

# Q3 FY17 Earnings Presentation

31<sup>st</sup> January 2017



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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

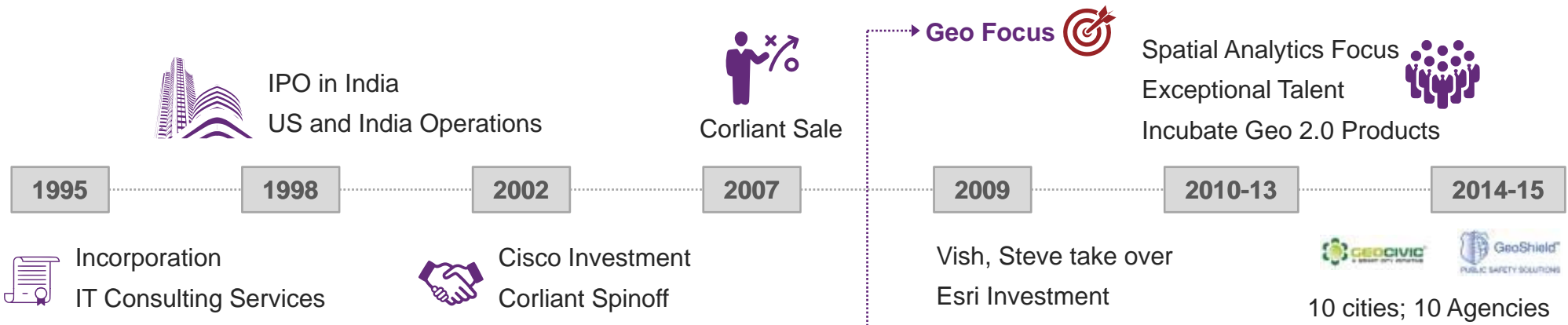
- **Next generation Spatial and Location Analytics Company**  
Mapping software leader Esri – a Strategic Investor
- **CMMI Level3** Company with deep Spatial Analytics expertise
- **World-class CoE** aligned to the growing field of Spatial technologies and IoT
- **Partners and Alliances**  
Cisco, Microsoft and SAP
- 9MFY17 shows substantial growth
  - ✓ Total Revenue Rs 739.4 Mn, up 30.6% Y-o-Y
  - ✓ EBITDA Rs 167.3 Mn, up 171.3% Y-o-Y
- 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
  - ❑ GeoServe helps visualize spatial relationships within BI
  - ❑ 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

## Products



A mission oriented platform for **Public Safety planning and analytics** which 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



Combines spatial and business information for analysis and prediction to support **precise decision making**



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.

## Vikram Limaye

### *Advisory Board Member*

- Mr. Limaye is the managing Director & CEO of IDFC Limited. He has over 25 years of experience working with Financial Institutions, Global Investment Banks, International Commercial Banks and Global Accounting Firms.
- Successfully handled various roles with some of the world's biggest firms including Arthur Anderson, Ernst & Young, Credit Suisse, First Boston, et al.
- Member of various government and industry association committees on topics surrounding infrastructure, economic policy, trade and minority affairs. Member of international government delegations for infrastructure and direct foreign investments into India.
- As a member of the committee, Vikram will help CyberTech drive strategic alliances leading to transformation impact.

# Industry Leading Board of Advisors



## 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.

## Christopher White

*Advisory Board Member*

- Mr. White is the head of Cisco's Sales, Strategy and GTM. He is an expert in igniting high-growth businesses and transforming start-ups to multi-billion dollar global enterprises.
- He is a well-known industry spokesperson and has been recognized as a digital transformation leader with forums like TEDx, NASCIO, IoT World Forum, etc.
- In 2013, Mr. White was awarded with British American Business Award for Business Excellence.
- Mr. White holds B.A. (Honors) in Business from Kingston College of University of London.
- As a member of the board, Mr. Chris White will help CyberTech in Channel Sales Model development to achieve non-linear growth.

## TBA

*Advisory Board Member*

- Seasoned customer focused technology executive with proven track record of bringing technology products to market. Throughout a career with a major enterprise has gained rigorous cross functional experience in software development and operations driving profitability and superior return on investment.
- Will have participated in consecutive highly successful startups in applications and infrastructure technology development
- As a member of the committee, this member will help integrate CyberTech's approach to Spatial Analytics into the enterprise market and drive leading strategic alliances leading to transformation impact.

# 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.

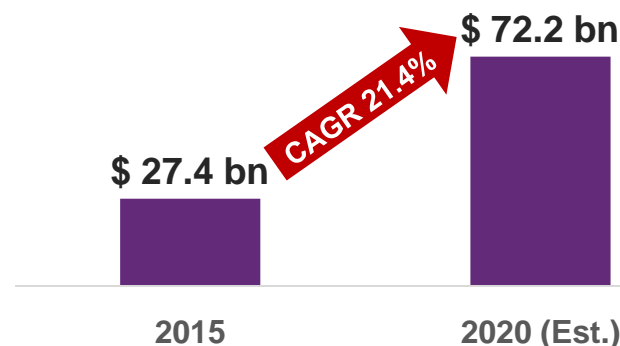
## Ramasubramanian S.

*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



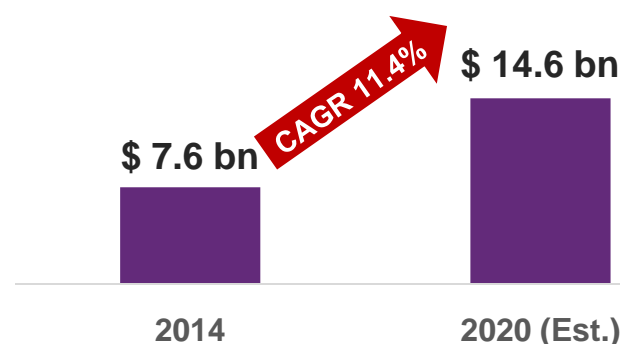
Source: Marketsandmarkets Report

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 – Q3 FY17



## Revenue:

- Total Revenue of Rs 249.7 Mn, up 1.7% Q-o-Q; up 26.0% Y-o-Y
- Comparable Operating Revenue (excluding hardware revenue) of Rs 213.4 Mn as against Rs 212.7 Mn in Q2FY17; up 0.3% Q-o-Q; up 10.6% Y-o-Y

## Profit:

- Operating Profit Margin of 6.1% in Q3FY17 as against 11.0% in Q2FY17
- EBITDA was at Rs 60.6 Mn, down 9.4% Q-o-Q; up 262.1% Y-o-Y
- EBITDA Margin of 24.2% in Q3FY17 as against 27.2% in Q2FY17
- Net Profit stood at Rs 32.5 Mn, down 20.7% Q-o-Q; up 993.1% Y-o-Y
- Net Profit Margin of 13.0% in Q3FY17 as against 16.7% in Q2FY17

## Demand:

- Number of Projects – 87
- Strong growth in Innovation Business and AMO; U.S and India



# Financial Summary – 9M FY17



## Revenue:

- Total Revenue of Rs 739.4 Mn, up 30.6% Y-o-Y
- Operating Revenue of Rs 663.0 Mn, up 20.9% Y-o-Y

## Profit:

- Operating Profit Margin of 8.9% in 9M FY17 as against 3.3% in 9M FY16
- EBITDA was at Rs 167.3 Mn, up 171.3% Y-o-Y
- EBITDA Margin of 22.6% in 9M FY17 as against 10.9% in 9M FY16
- Net Profit stood at Rs 92.5 Mn, up 564.2% Y-o-Y
- Net Profit Margin of 12.5% in 9M FY17 as against 2.5% in 9M FY16

# Operational Highlights – Q3 FY17



## Client:

- Added 1 new client
- Total active client 47 (LTM)
- Top Client revenue 44%
- Top 3 Client revenue 65%

## Employee:

- Total Employees 419 as on 31<sup>st</sup> December, 2016

# Agenda

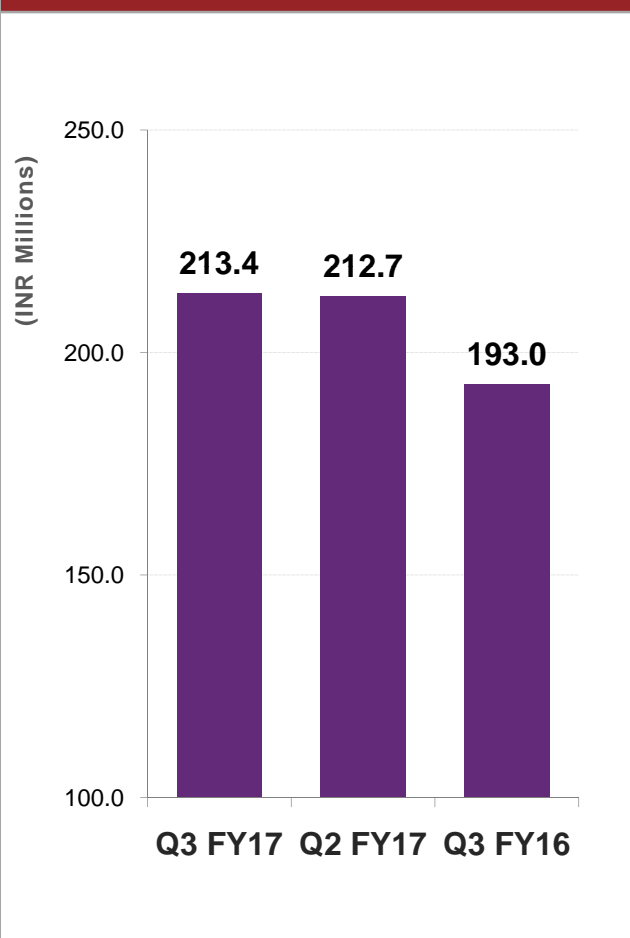
01 Company Overview

02 Quarter Highlights

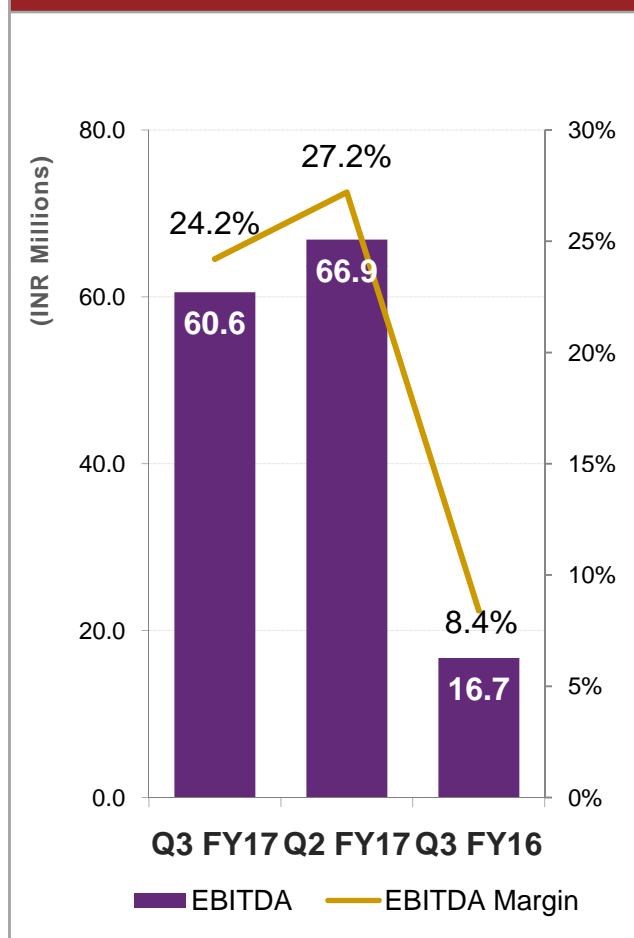
**03 Financial Performance**

# Financial Summary – Q3 FY17

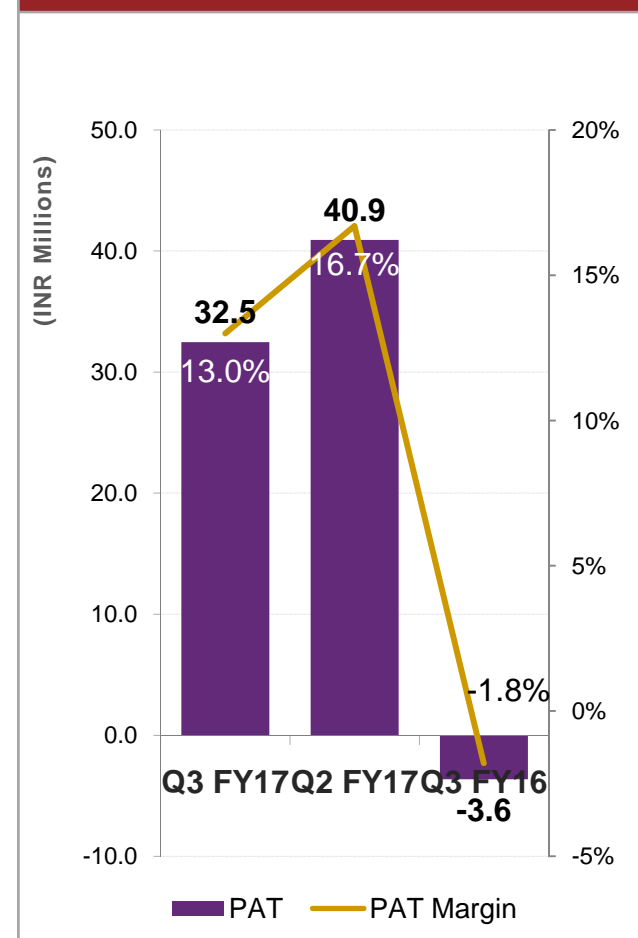
## Comparable Operating Revenue



## EBITDA



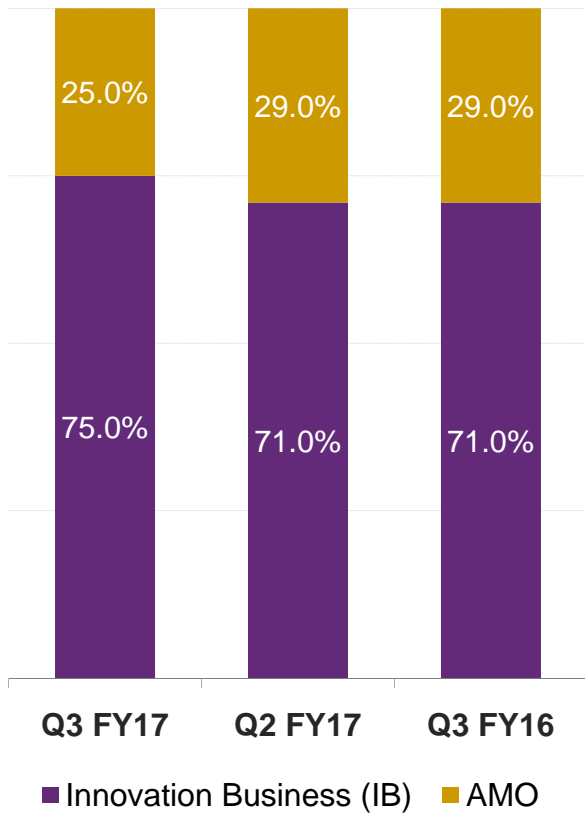
## PAT



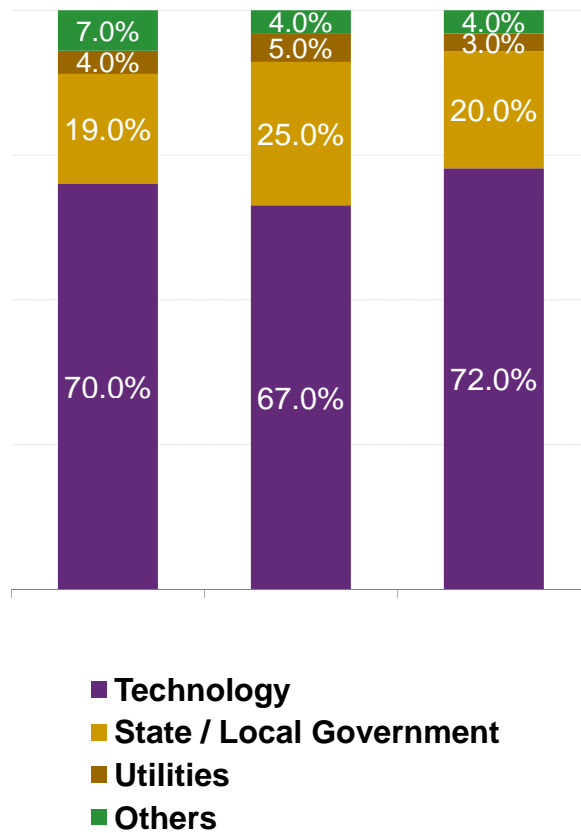
**\* Comparable Operating Revenue excludes Hardware Revenue for Q3 FY17 and Q2 FY17**

# Revenue Metrics – Q3 FY17

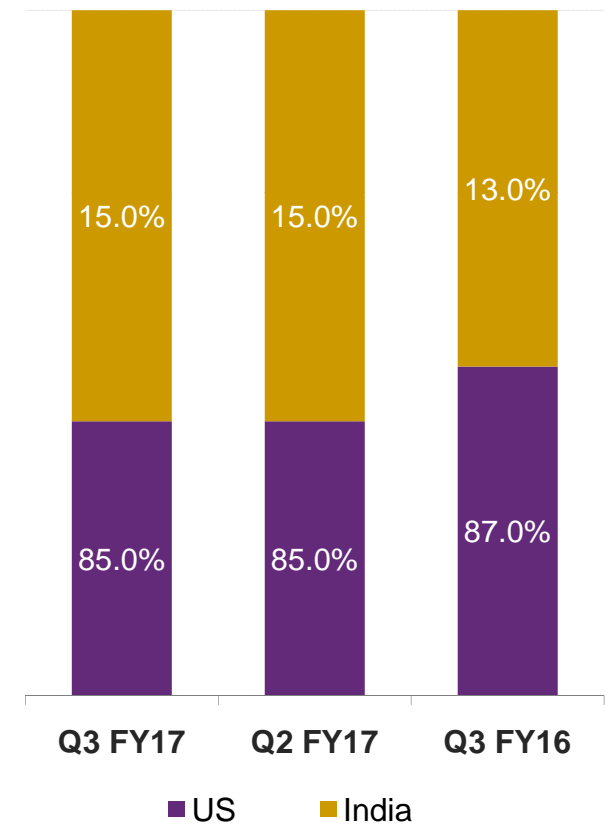
### Revenue By Business



### Revenue By Industry



### Revenue By Region



# Consolidated Quarterly P&L – Q3 FY17



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-16	30-Sep-16	Q-o-Q	31-Dec-16	Y-o-Y	31-Dec-16	31-Dec-15	Y-o-Y
		Q3FY17	Q2FY17	Growth	Q3FY16	Growth	9M FY17	9M FY16	Growth
1	<b>Income from Operation</b>								
(a)	Net sales / Income from Operations	210.3	210.8	-0.2%	187.9	11.9%	653.8	536.4	21.9%
(b)	Other Operating Income	3.10	2.0	57.5%	5.0	-38.3%	9.18	11.9	-23.1%
	<b>Total Income from Operations</b>	213.4	212.7	0.3%	193.0	10.6%	663.0	548.4	20.9%
2	<b>Expenses</b>								
(a)	Cost of Hardware/ Software package for service delivery	16.8	11.0	52.5%	13.5	24.6%	69.6	27.2	155.8%
(b)	Employee Benefit Expense	130.4	133.5	-2.3%	121.8	7.1%	396.7	368.5	7.6%
(c)	Depreciation and Amortization	11.2	10.8	4.1%	9.8	14.8%	32.0	25.7	24.4%
(d)	Other Expenditure	42.0	34.1	23.0%	46.3	-9.3%	105.9	108.7	-2.6%
	<b>Total Expenditure</b>	200.4	189.4	5.8%	191.3	4.8%	604.1	530.1	13.9%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	12.9	23.3	-44.5%	1.7	678.2%	58.9	18.2	223.2%
4	Other Income	36.4	32.8	11.0%	5.3	587.6%	76.4	17.7	330.7%
5	<b>Profit before Finance Costs and Exceptional Items (3+4)</b>	49.3	56.1	-12.0%	7.0	609.3%	135.3	36.0	276.2%
6	Finance Costs	2.0	3.0	-30.6%	2.4	-14.5%	8.2	5.6	46.0%
7	<b>Profit after Finance Cost but before Exceptional Items (5-6)</b>	47.3	53.1	-11.0%	4.6	936.6%	127.1	30.3	318.9%
8	Exceptional Items	-	-		-		-	-	
9	<b>Profit/ Loss from Ordinary Activities before Tax (7+8)</b>	47.3	53.1	-11.0%	4.6	936.6%	127.1	30.3	318.9%
10	Tax Expenses	14.8	12.2	21.3%	8.2	80.7%	34.6	16.4	110.7%
11	<b>Net Profit/ Loss from Ordinary Activities after Tax (9-10)</b>	32.5	40.9	-20.7%	(3.6)	993.1%	92.5	13.9	564.2%
12	Extraordinary Items	-	-		-		-	-	
13	<b>Net Profit/ Loss for the Period (11-12)</b>	32.5	40.9	-20.7%	(3.6)	993.1%	92.5	13.9	564.2%
14	Minority Interest	-	-		-		-	-	
15	<b>Net Profit/ (Loss) after Taxes and Minority Interest (13 - 14)</b>	32.5	40.9	-20.7%	(3.6)	993.1%	92.5	13.9	564.2%
16	Paid-up Equity Share Capital of Rs 10/- each	270.8	270.5		268.0		270.8	268.0	
17	Reserves Excluding Revaluation Reserve	-	-		-		-	-	
18	<b>Earnings Per Share (EPS) in Rs.</b>								
(a)	Basic (not annualized)	1.20	1.52	-20.8%	(0.14)	984.1%	3.43	0.52	559.6%
(b)	Diluted (not annualized)	1.15	1.47	-21.5%	(0.14)	948.1%	3.32	0.52	539.5%



# CyberTech

Systems and Software Limited

**For more information please contact:**

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