



CyberTech
Systems and Software Ltd.

REGD. OFFICE : 'CyberTech House', Plot No. B-63/64/65, Road # 21/34, J.B.Sawant Marg, MIDC, Wagle Estate, Thane - 400 604
• Tel : 91-22-2583 4643 / 44 / 45 • Fax : 91-22-2583 2574
• CIN L72100MH1995PLC084788 • E-mail : cssl.investors@cybertech.com • Website : www.cybertech.com

August 23, 2017

The Manager
The Department of Corporate Services
BSE Limited
Ground Floor, P. J. Towers
Dalal Street, Mumbai – 400 001

The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai – 400 051

Dear Sir / Madam,

Ref.: Scrip Code: 532173; Symbol: CYBERTECH
Subject: Earnings Presentation

Please find enclosed herewith the copy of Earnings Presentation for the quarter ended 30th June, 2017.

Kindly take the same on record.

Thanking you,

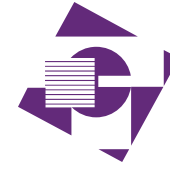
Yours Faithfully

For CyberTech Systems and Software Limited

Sarita
Sarita Leelaramani
Company Secretary & Compliance Officer
Membership No.: A35587



Encl: As stated above.



CyberTech
Systems and Software Limited

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

Q1 FY18 Earnings Presentation

23rd August 2017



Safe Harbor



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Agenda

01 **Company Overview**

02 **Quarter Highlights**

03 **Financial Performance**

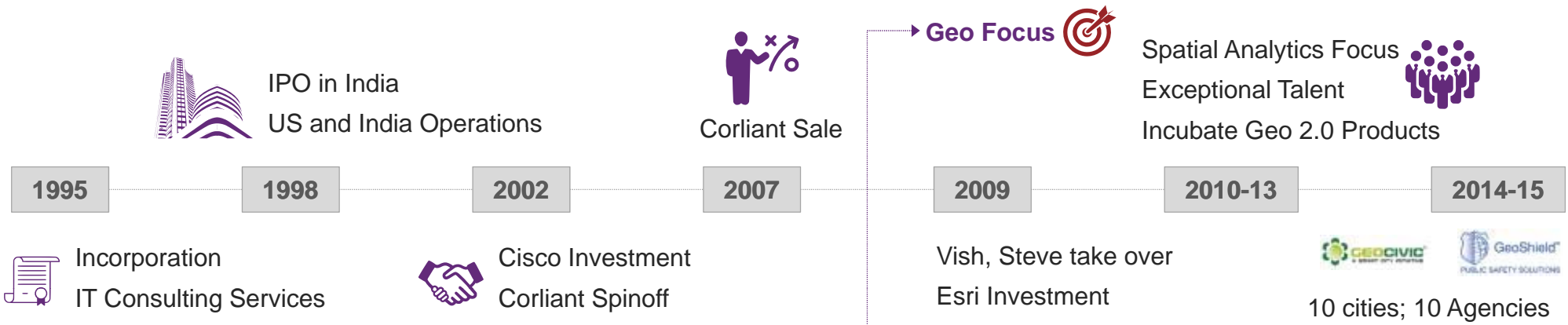
About The Company

- **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
- FY17 showed substantial growth
 - ✓ Total Revenue Rs 982 Mn, 27% Y-o-Y
 - ✓ EBITDA Rs 199 Mn, 121% 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
 - ❑ 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.

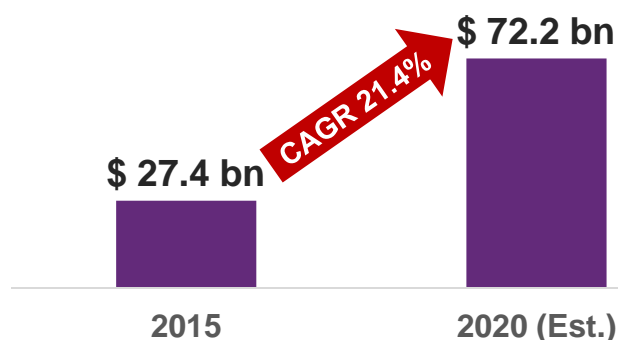
Ramasubramanian S.

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.

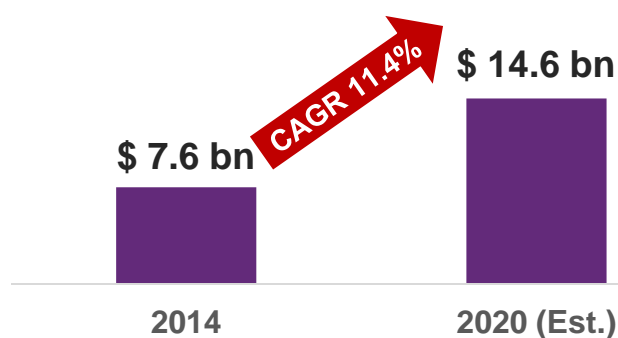
Global Spatial Analytics and GIS Market

Global Spatial Analytics Market



Source: Marketsandmarkets Report

Global Geographic Information System (GIS) Market



Source: P&S Market Research

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

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02 Quarter Highlights

03 Financial Performance

Financial Summary – Q1 FY18

Revenue:

- Total Income of Rs 226.4 Mn as against Rs 245.7 Mn in Q1FY17
- Operating Revenue was Rs 206.4 Mn as against Rs 232.8 Mn (inclusive of hardware revenue) in Q1FY17

Profit:

- EBITDA was at Rs 30.1 Mn as against Rs 40.6 Mn in Q1FY17
- EBITDA Margin of 13.3% in Q1FY18 as against 16.5% in Q1FY17
- Net Profit stood at Rs 12.3 Mn as against Rs 19.0 Mn in Q1FY17
- Net Profit Margin of 5.4% in Q1FY18 as against 7.7% in Q1FY17

Demand:,

- Number of Projects – 80
- Strong growth in Innovation Business and AMO; U.S and India

**Financial performance of current quarter and comparative periods are as per INDAS*

Operational Highlights – Q1 FY18



Client:

- Added 3 new client
- Total active client 39 (LTM)
- Top Client revenue 45%
- Top 3 Client revenue 66%

Employee:

- Total Employees 414 as on 30th June, 2017

Agenda

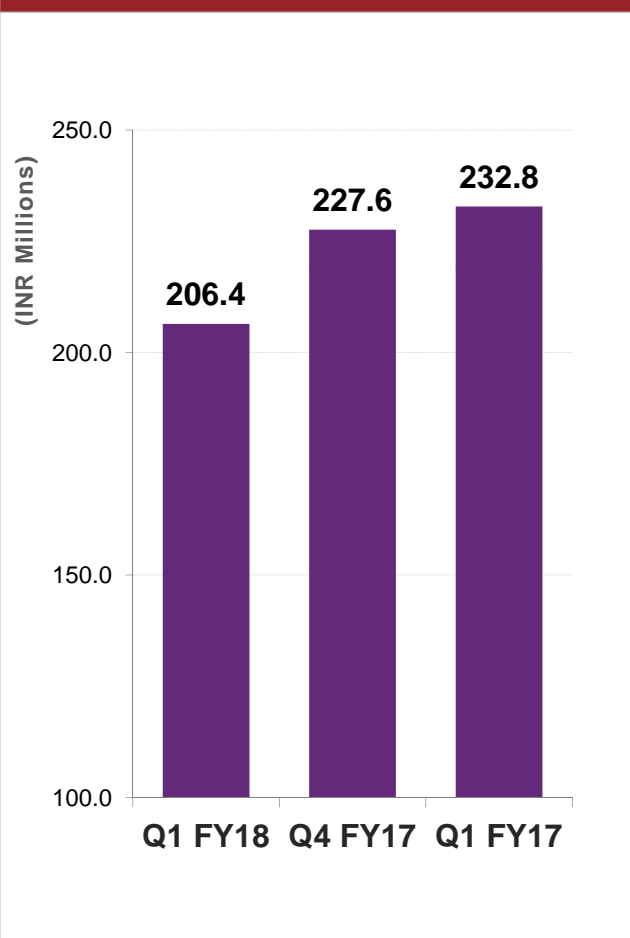
01 Company Overview

02 Quarter Highlights

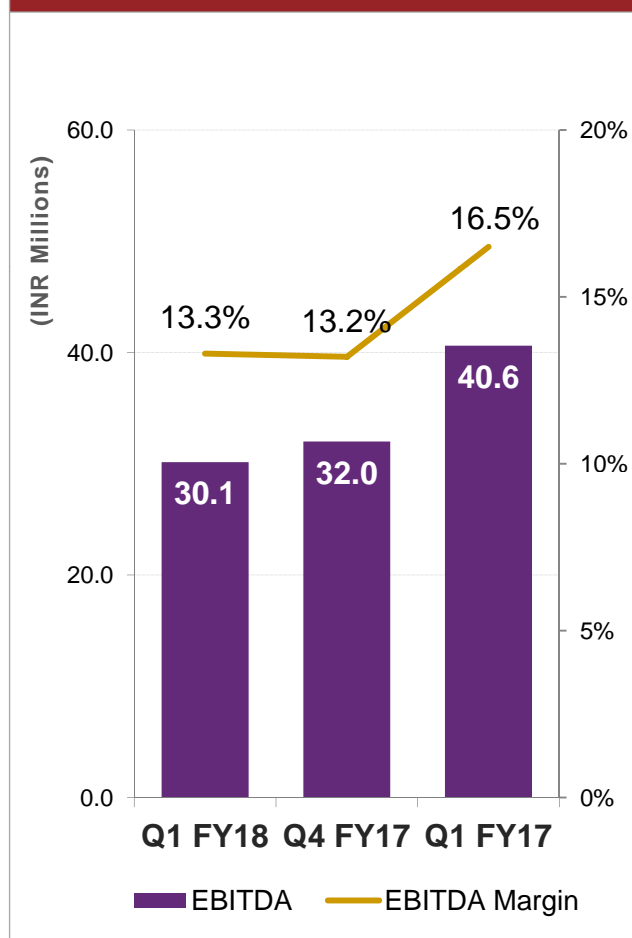
03 Financial Performance

Financial Summary – Q1 FY18

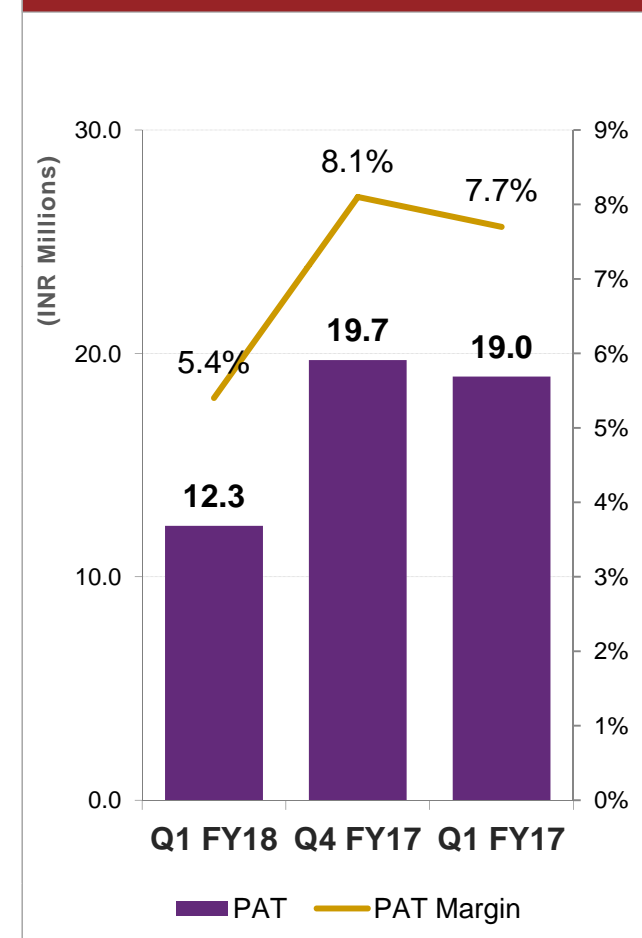
Comparable Operating Revenue



EBITDA



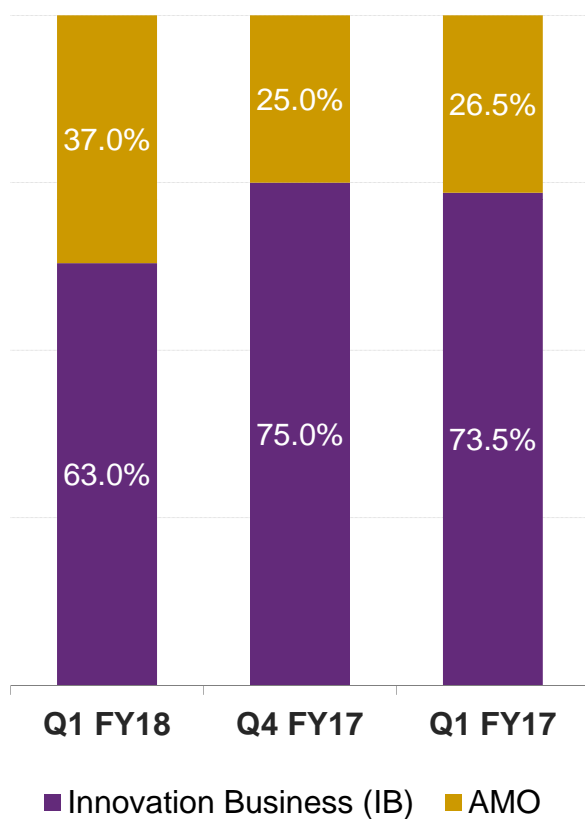
PAT



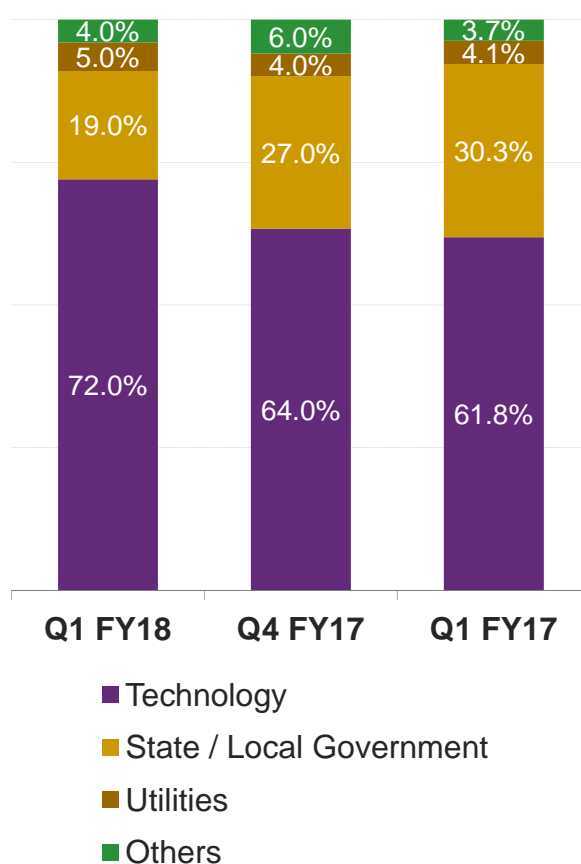
*** Comparable Operating Revenue includes Hardware Revenue**

Revenue Metrics – Q1 FY18

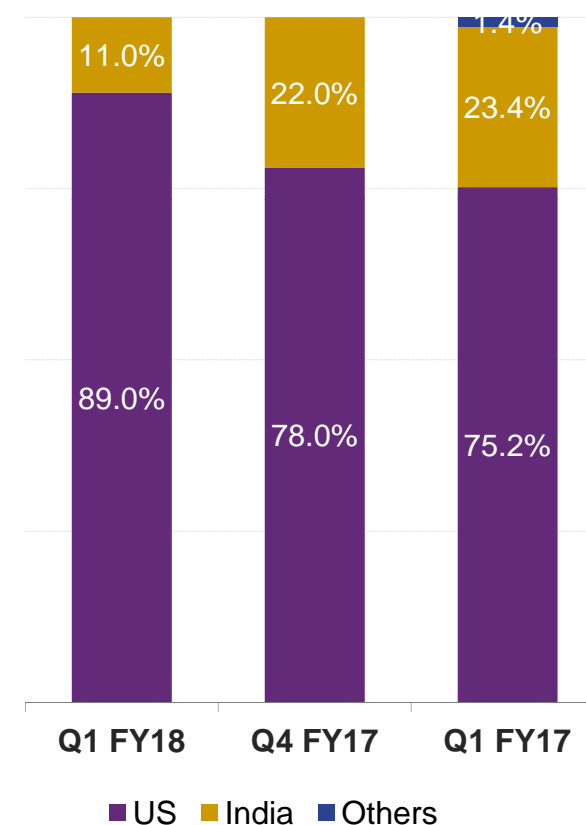
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q1 FY18



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-17	31-Mar-17	Q-o-Q	30-Jun-16	Y-o-Y
		Q1FY18	Q4FY17	Growth	Q1FY17	Growth
1	Income from Operation					
(a)	Net sales / Income from Operations	206.4	227.6	-9%	232.8	-11%
(b)	Other Operating Income	-	-			
	Total Income from Operations	206.4	227.6	-9%	232.8	-11%
2	Expenses					
(a)	Cost of Hardware/ Software package for service delivery	19.8	24.7	-20%	28.1	-30%
(b)	Employee Benefit Expense	133.7	136.0	-2%	133.6	0%
(c)	Depreciation and Amortization	12.2	11.2	9%	10.0	22%
(d)	Other Expenditure	42.8	50.0	-14%	43.4	-1%
	Total Expenditure	208.5	221.9	-6%	215.1	-3%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	(2.0)	5.7	-136%	17.8	-112%
4	Other Income	20.0	15.1	32%	12.9	55%
5	Profit before Finance Costs and Exceptional Items (3+4)	17.9	20.8	-14%	30.7	-41%
6	Finance Costs	2.8	2.2	27%	3.7	-24%
7	Profit after Finance Cost but before Exceptional Items (5-6)	15.1	18.6	-18%	27.0	-44%
8	Exceptional Items	-	-		-	
9	Profit/ Loss from Ordinary Activities before Tax (7+8)	15.1	18.6	-18%	27.0	-44%
10	Tax Expenses	2.9	(1.1)	361%	8.0	-64%
11	Net Profit/ Loss from Ordinary Activities after Tax (9-10)	12.3	19.7	-38%	19.0	-35%
12	Extraordinary Items	-	-		-	
13	Net Profit/ Loss for the Period (11-12)	12.3	19.7	-38%	19.0	-35%
14	Minority Interest	-	-		-	
15	Net Profit / (Loss) after Taxes and Minority Interest (13 - 14)	12.3	19.7	-38%	19.0	-35%
16	Paid-up Equity Share Capital of Rs 10/- each	-	270.8		-	
17	Reserves Excluding Revaluation Reserve	-	-		-	
18	Earnings Per Share (EPS) in Rs.					
(a)	Basic (not annualized)	0.45	0.73	-38%	0.70	-36%
(b)	Diluted (not annualized)	0.44	0.70	-37%	0.68	-35%



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For more information please contact:

Saumitra Banerjee

CyberTech Systems & Software Ltd.

saumitra.banerjee@cybertech.com

Asha Gupta

Christensen IR

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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