

<p><b>To,</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex Bandra (E) Mumbai-400 051.</p>	<p><b>To,</b> <b>BSE Limited</b> Listing Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 023.</p>
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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 nine months ended December 31, 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

February 13, 2018



Encl: Press Release and Earnings Presentation



## CyberTech Q3FY18 Operating Revenue at Rs 225.0 million; up by 7% Y-o-Y basis

Clarification Note
<p>With respect to the financial results for the third quarter ended 31<sup>st</sup> December, 2017 (Q3FY18) 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 – 13<sup>th</sup> February, 2018:** CyberTech Systems and Software Ltd. (BSE: CYBERTECH), a CMMi Level 3 Next Gen Spatial Analytics organization announced its financial results for the **third quarter and nine months FY18** ended on 31<sup>st</sup> December, 2017.

*Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, stated “I am personally excited about the ongoing developments at the Company. The business is going through a transformational mode and we are positioning ourselves to become a leader in Cloud-based Spatial Analytics. The plethora of opportunities in the US market for spatial analytics augurs well for the business as we move forward. We continue to invest in people to take our offerings to the next level.”*

He further mentioned, *“US revenue is growing robustly in dollar terms, however the strength of the rupee in 2017 has partially offset this growth in rupee terms. We continue to make inroads with several strategic partners in taking our spatial analytic offerings to market. In connection with the joining of Mr. Pankaj Srivastava to manage our product development, we are focused on the productization of our GeoCivic property tax solution. We are readjusting our sales model to better serve the market and rationalize our growth. We are optimistic about Channel led sales for Geo Civic in the long run, though this could lead to short term lumpy revenues”*

He also added, *“We have also started focusing on marketing to generate demand. During the quarter, we participated and co-sponsored the Geospatial World Forum 2018 Conference and showcased our Geospatial platforms and solutions for smart Cities. In the panel we discussed about System integration and business process embedment extending the geospatial value chain. We are confident that Advanced Spatial Analytics of Enterprise data will be the key growth driver for the Geospatial market going forward and we are on right track to be central to this space.”*

## Performance Highlights

### Consolidated Q3 FY18 Q-o-Q Review

- Operating revenue was Rs 225 million during the quarter under review in line with Rs 227.6 million during the previous quarter
- Total revenue was Rs 243.5 million during the quarter under review as compared to Rs 250.2 million during the previous quarter, flat on Q-o-Q basis
- The Company reported an EBITDA (including other income) of Rs 32.2 million for the quarter under review as compared to Rs 43.4 million during the previous quarter
- EBITDA Margin stood at 13.2% for Q3FY18 compared to 17.4% in Q2FY18
- Profit after tax stood at Rs 9.9 million during the quarter under review as compared to Rs 23.3 million during the previous quarter

### Consolidated Q3FY18 Y-o-Y Review

- Q3FY18 Operating revenue was Rs 225.0 million as compared to Rs 210.3 million (inclusive of hardware revenue) in the corresponding period of previous year reflecting a growth of 7% in rupee terms
- Total revenue for the quarter was Rs 243.5 million as compared to the Rs 249.3 million in the corresponding period of previous year; reflecting a drop of 2.3% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 32.2 million during the quarter under review as compared to Rs 58.0 million in the corresponding period of previous year. Previous year's EBITDA included income tax refund of Rs 21.0 million
- EBITDA Margin stood at 13.2% for Q3FY18 as compared to 23.3% in Q3FY17.
- Profit after tax stood at Rs 9.9 million during the quarter under review as compared to Rs 29.5 million in the corresponding period of previous year.

### Consolidated 9MFY18 Review

- Operating revenue was Rs 659.0 million during the nine month period under review in line with Rs 653.8 million in the corresponding period of previous year
- Total revenue was Rs 720.1 million during the nine month period ended 31<sup>st</sup> December, 2017 in line with Rs 726.5 million in the corresponding period of previous year
- The Company reported an EBITDA of Rs 105.8 million for the nine month period under review as compared to an EBITDA of Rs 150.3 million in the corresponding period of previous year. Previous year's EBITDA included gain on investments in amount of Rs 20.0 million and income tax refund of Rs 21.0 million
- EBITDA Margin stood at 14.7% for 9MFY18 as compared to 20.7% in 9MFY17.
- Profit after tax stood at Rs 45.6 million during the nine month period under review as compared to Rs 78.1 million in the corresponding period of the previous year.

## Business highlights – Q3FY18

- Total active client as of 31<sup>st</sup> December, 2017 was 48 (LTM)
- From Industry perspective, revenue from the Technology and the Government sector continued to witness strong momentum which contributed 65% and 22% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 85% towards operating revenue
- As on 31<sup>st</sup> December, 2017, the company had 415 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)

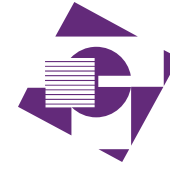
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*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results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



**CyberTech**  
Systems and Software Limited

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

# Q3 FY18 Earnings Presentation

13<sup>th</sup> February, 2018



# Safe Harbor



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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

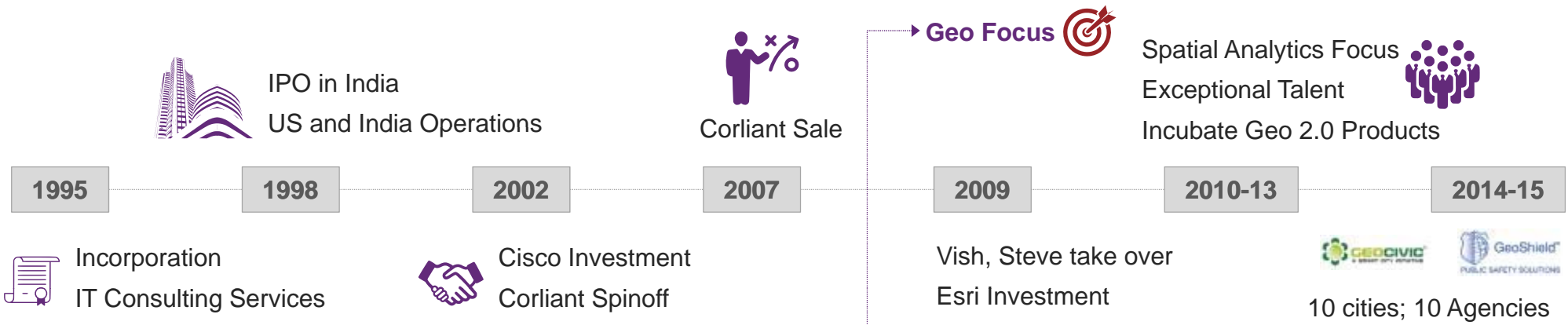
- **Next generation Spatial and Location Analytics Company**  
Mapping software leader Esri – a Strategic Investor
- **CMMI Level3** Company with deep Spatial Analytics expertise
- **World-class CoE** aligned to the growing field of Spatial technologies and IoT
- **Partners and Alliances**  
Cisco, Microsoft and SAP
- 9MFY18 showed steady performance
  - ✓ Total Revenue Rs 720.1 Mn
  - ✓ EBITDA Rs 105.8 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.

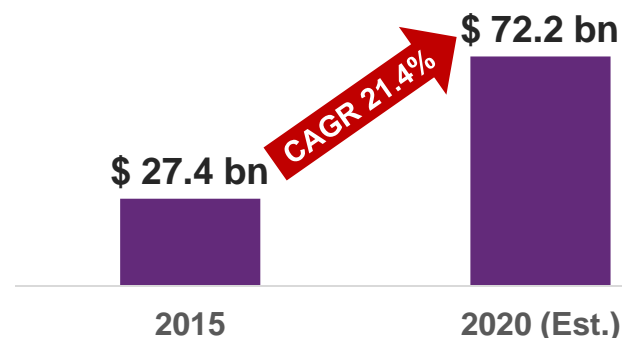
## Ramasubramanian S.

*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



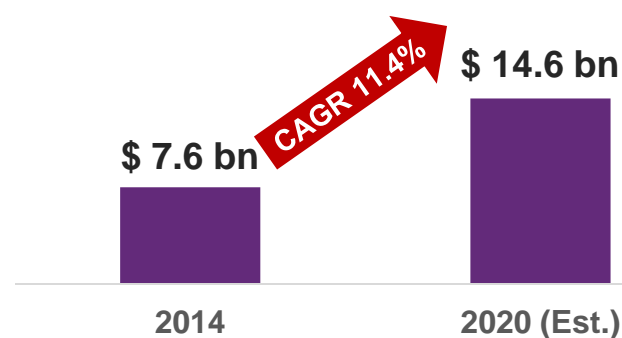
Source: Marketsandmarkets Report

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 – Q3 FY18



## Revenue:

- Total Revenue of Rs 243.5 Mn; down 2.7% Q-o-Q and 2.3% Y-o-Y
- Comparable Operating Revenue (without hardware revenue) of Rs 225.0 Mn; down 1.1% Q-o-Q and up 7.0% Y-o-Y

## Profit:

- EBITDA was at Rs 32.2 Mn; EBITDA Margin at 13.2%
- Net Profit stood at Rs 9.9 Mn; PAT Margin at 4.1%

## Demand:

- Number of Projects – 77
- Strong growth in Innovation Business and AMO; U.S and India

# Financial Summary – 9M FY18



## Revenue:

- Operating Revenue of Rs 659.0 Mn; up 0.8% Y-o-Y
- Total Revenue of Rs 720.1 Mn; down 0.9% Y-o-Y

## Profit:

- EBITDA was at Rs 105.8 Mn; EBITDA Margin at 14.7%
- Net Profit stood at Rs 45.6 Mn; PAT Margin at 6.3%



# Operational Highlights – Q3 FY18



## Client:

- Total active client 48 (LTM)
- Top Client revenue 45%
- Top 3 Client revenue 67%

## Employee:

- Total Employees 415 as on 31<sup>st</sup> December, 2017

# Agenda

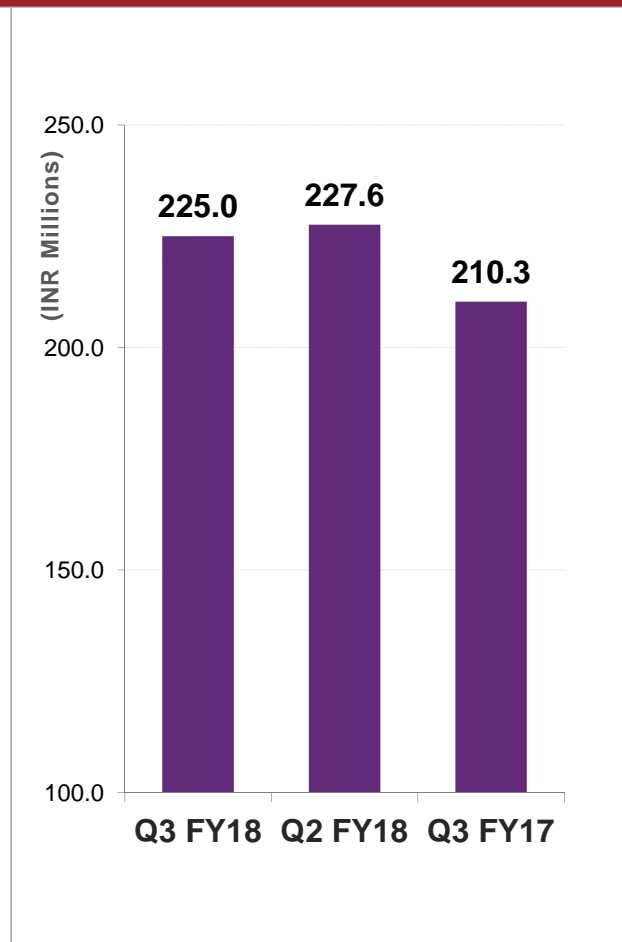
01 Company Overview

02 Quarter Highlights

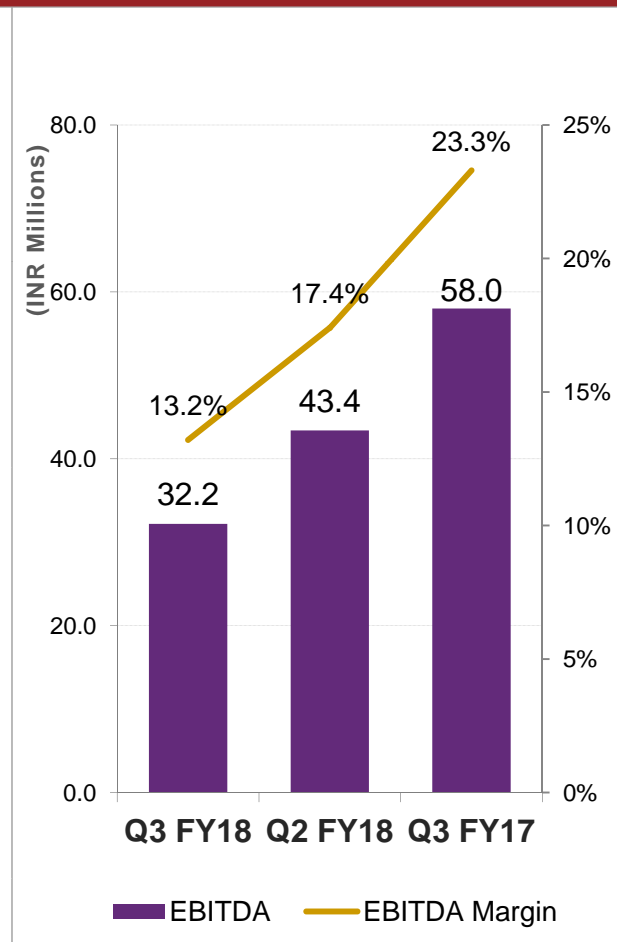
**03 Financial Performance**

# Financial Summary – Q3 FY18

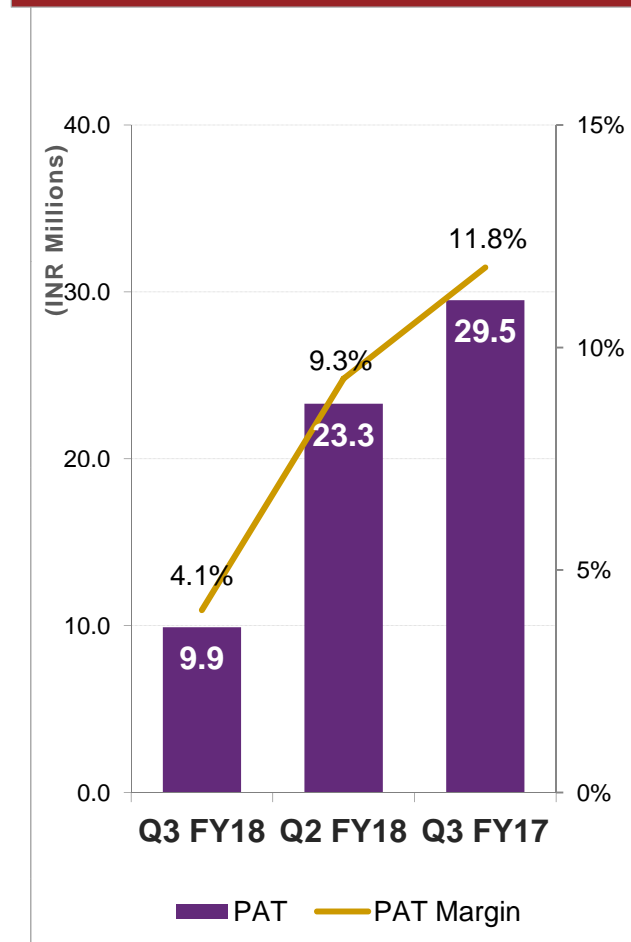
## Comparable Operating Revenue



## EBITDA



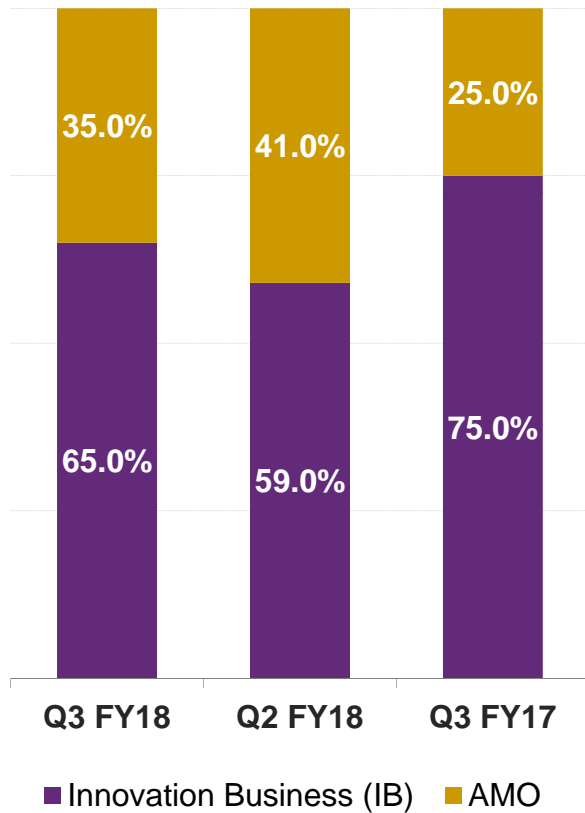
## PAT



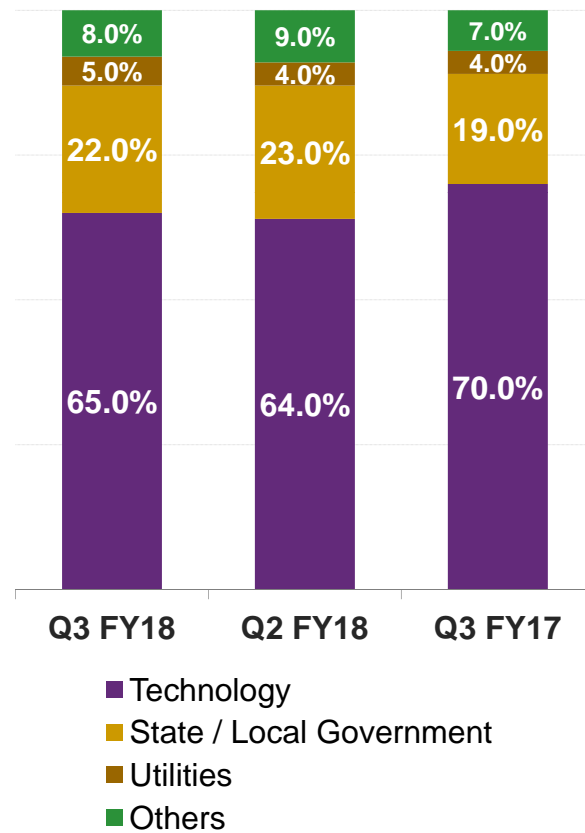
\* Comparable Operating Revenue includes Hardware Revenue

# Revenue Metrics – Q3 FY18

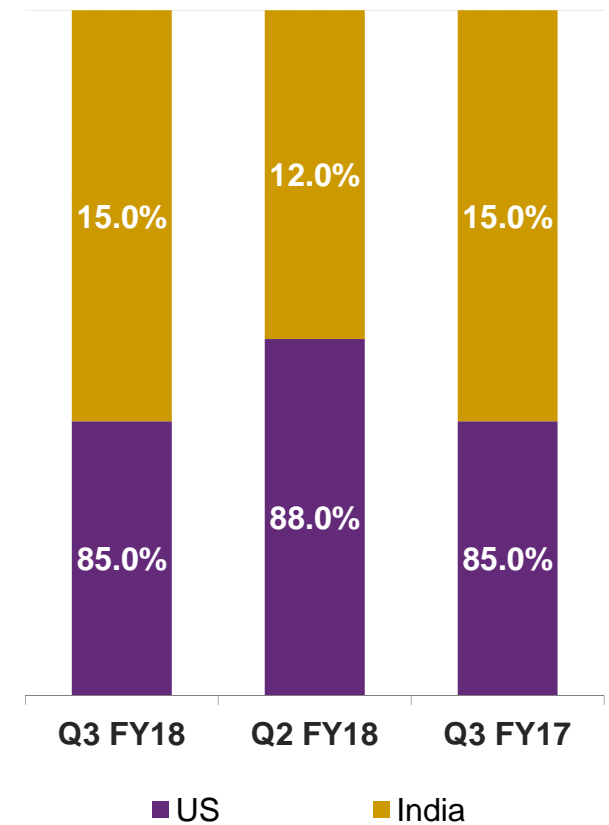
### Revenue By Business



### Revenue By Industry



### Revenue By Region



# Consolidated Quarterly P&L – Q3 FY18



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INRMillion except EPS)	31-Dec-17	30-Sep-17	Q-o-Q	31-Dec-16	Y-o-Y	31-Dec-17	31-Dec-16	Y-o-Y
		Q3FY18	Q2FY18	Growth	Q3FY17	Growth	9MFY18	9MFY17	Growth
1	Revenue from Operations	225.0	227.6	-1.1%	210.3	7.0%	659.0	653.8	0.8%
2	Other Income	18.5	22.6	-18.2%	39.1	-52.6%	61.1	72.7	-15.9%
3	<b>Total Revenue (1+2)</b>	243.5	250.2	-2.7%	249.3	-2.3%	720.1	726.5	-0.9%
4	<b>Expenses</b>								
	a) Cost of Hardware/ Software package and Outsourced project cost for service delivery	27.7	25.7	7.5%	28.0	-1.2%	73.1	56.6	29.2%
	b) Employee Benefits expense	139.6	138.0	1.1%	132.5	5.4%	411.2	400.7	2.6%
	c) Depreciation and amortization expense	15.7	12.4	27.0%	11.2	40.2%	40.3	32.0	26.1%
	d) Finance Costs	3.2	2.6	21.7%	3.1	1.9%	8.6	9.9	-13.2%
	e) Other expenses	44.1	43.0	2.4%	30.9	42.6%	130.0	118.9	9.3%
	<b>Total Expenses</b>	230.2	221.7	3.8%	205.7	11.9%	663.2	618.1	7.3%
5	<b>Profit before Tax (3-4)</b>	13.3	28.4	-53.3%	43.6	-69.6%	56.9	108.4	-47.5%
6	<b>Tax Expense</b>								
	a) Current Tax	4.9	6.5	-25.2%	14.1	-65.6%	14.5	30.8	-53.1%
	b) Deferred Tax	(1.5)	(1.4)		0.0		(3.1)	(0.5)	
7	<b>Profit for the period (5-6)</b>	9.9	23.3	-57.5%	29.5	-66.3%	45.6	78.1	-41.6%
8	<b>Other Comprehensive Income</b>								
	Items that will not be classified to Profit and Loss								
	a) Remeasurement of the net defined benefit liabilities	0.4	0.4	0.3%	0.3	41.8%	1.2	0.8	50.3%
	b) Income tax relating to items that will not be reclassified to profit and loss	(0.1)	(0.1)		(0.1)		(0.3)	(0.2)	
9	<b>Total Comprehensive Income for the period (7-8)</b>	9.6	23.1	-58.2%	29.3	-67.1%	44.7	77.5	-42.3%
10	Paid up equity share capital (Face value: Rs.10 per share)	274.1	274.1		270.8		274.1	270.8	
11	<b>Earnings per share (of Rs.10 each)</b>								
	Basic (Not annualised)	0.4	0.9	-56.5%	1.1	-65.8%	1.7	2.9	-41.5%
	Diluted (Not annualised)	0.4	0.9	-56.5%	1.0	-64.4%	1.7	2.8	-40.7%



# CyberTech

Systems and Software Limited

**For more information please contact:**

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