



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

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

Sub: Regulation 30 of SEBI (listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

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Kindly take the same on record.

Thanking you,

Yours faithfully,

For CyberTech Systems and Software Ltd.

Sarita

Sarita Leelaramani
Company Secretary & Compliance Officer

Date: January 04, 2018

Place: Thane





Presentation on:



CyberTech Systems and Software

*An opportunity to invest in a
next generation spatial analytics platform provider*

January 2018



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The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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CyberTech Systems and Software Ltd: Overview



Company Overview

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 - ✦ Public- BSE (Rs.202 cr¹)
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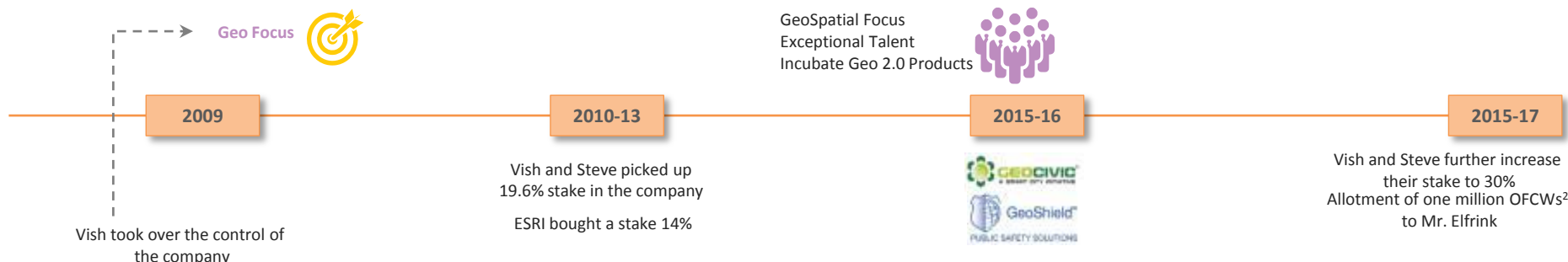
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Steven Jeske	2,431,433	8.98%
Indotech Holdings Llc (Esri)	3,900,000	14.40%

Significant Presence Across Two Geographies

	US	India
% of Business	85%	15%
Business Components	GeoShield and CyberServe	GeoCivic and Enterprise Solutions
Functions	Primary sales origination, sales support and client management	Client consulting, support and solution development services and activities
Company	CyberTech Systems and Software, Inc.	CyberTech Systems and Software Ltd
Headcount	35	415
Assets	No significant Fixed Asset	Owns outright its 100,000+ square foot building, a portion of which is leased to outside parties

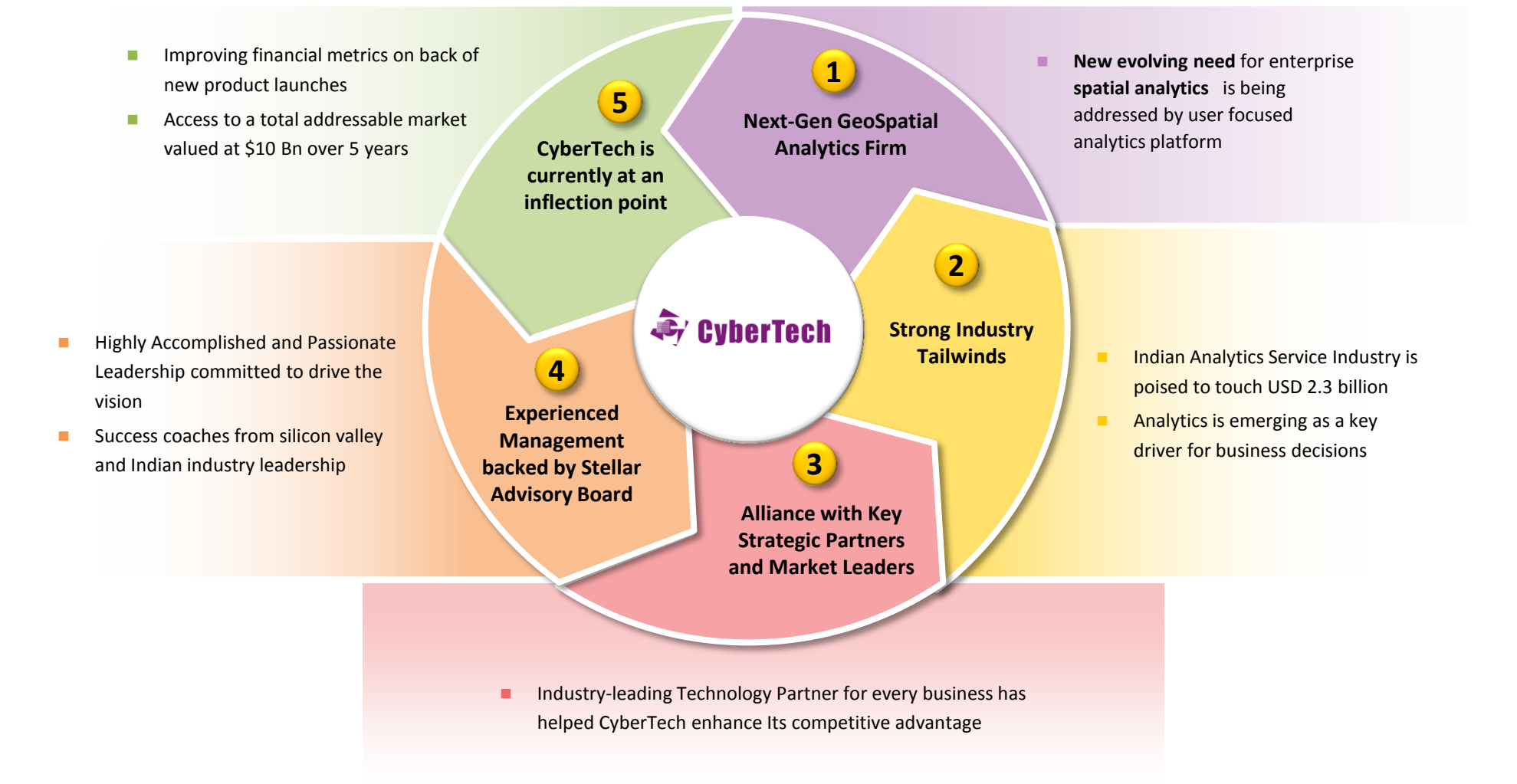
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CyberTech Provides an Unique Opportunity



New Evolving Need for Enterprise Spatial Analytics



Current Need in the Market for Map Based Analytics is not being met by Existing Solutions

Enterprise Spatial Analytics and its Value



Spatial Dimension of Enterprise Data is largely under-utilized

- *Current enterprise systems are not designed for analytics on spatial information*



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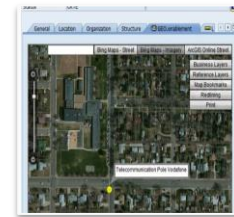
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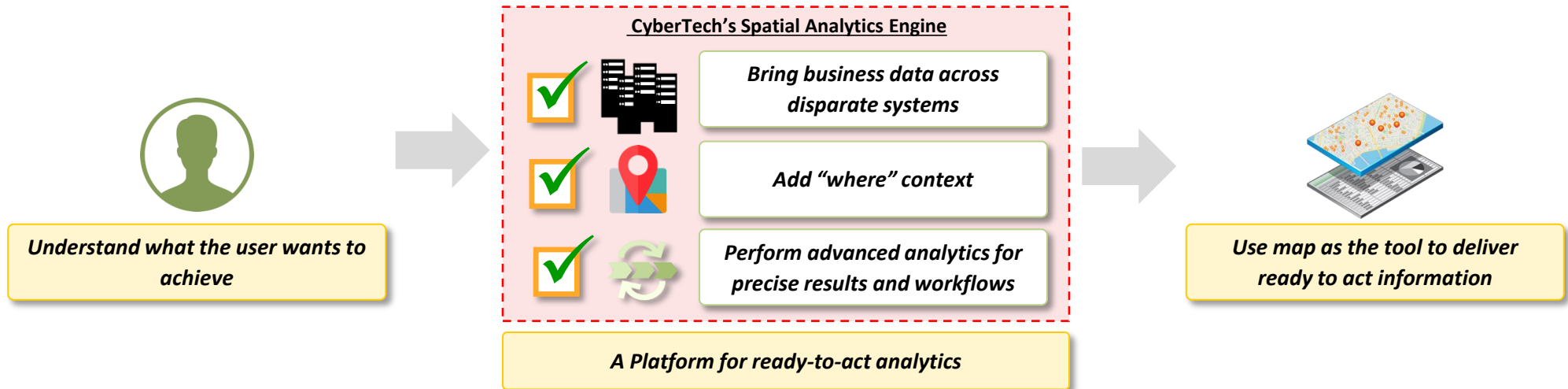
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Platform designed by CyberTech with ready to act analytics



Forms the central component for Enterprise Spatial Analytics



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Intelligence led policing



Smart City

Property tax management



Healthcare

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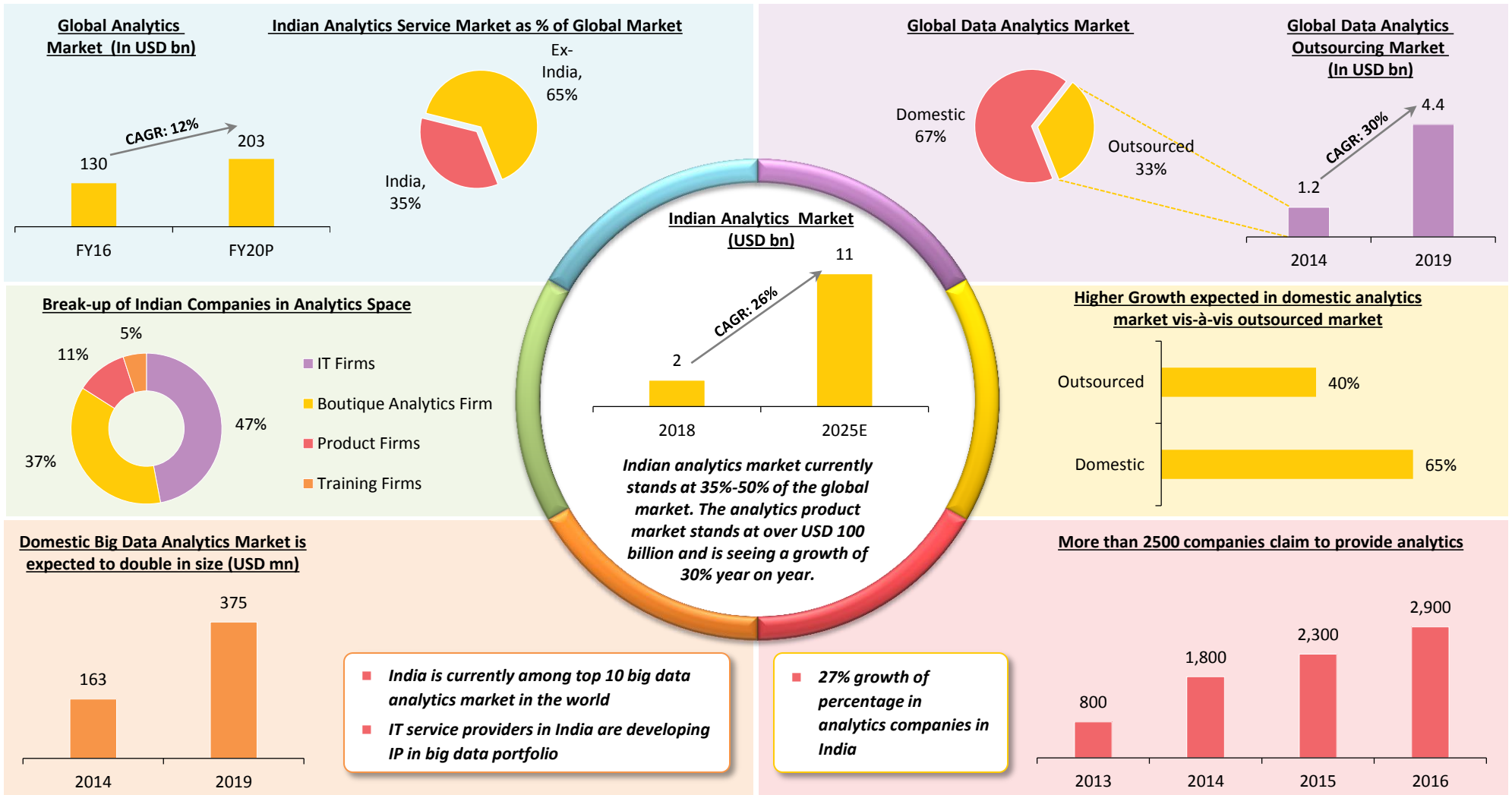


Utilities

Asset and workforce management

Common platform (GeoFabric) is created which has been applied to specific industries to deliver specific platforms

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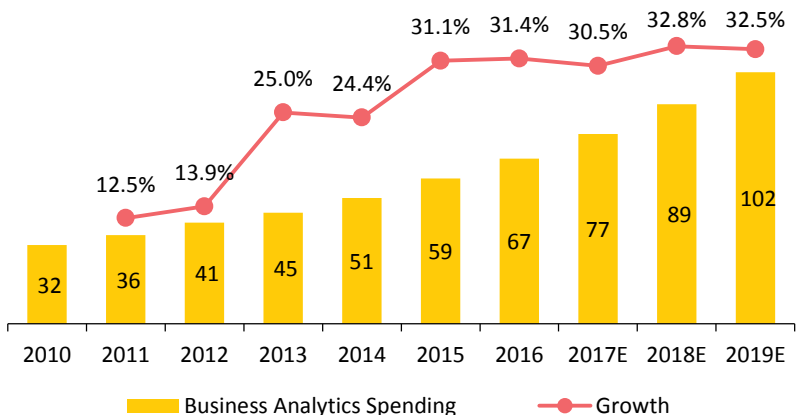
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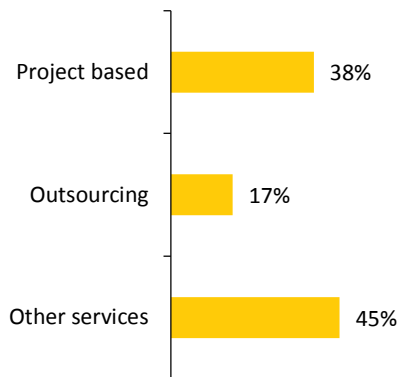


Worldwide Business Analytics Services forecast to grow at CAGR of 15% over four years⁽¹⁾

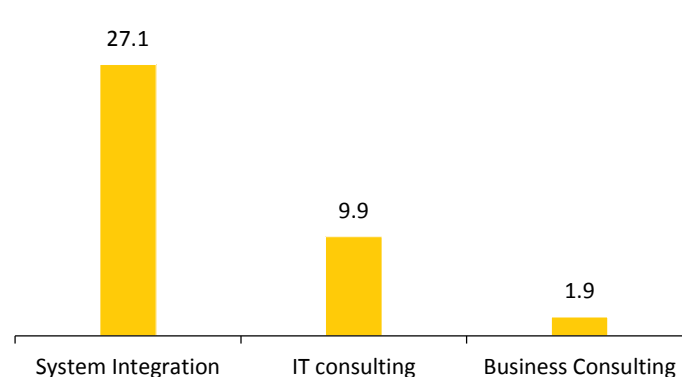
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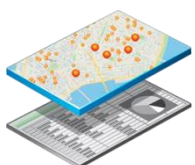
IT Services in business analytics market (2019E) (In USD bn)



A New Emerging Market for Enterprise Spatial Analytics



Real time analytics on enterprise data from disparate sources



High Precision Mapping and Enterprise specific spatial view



Deliver Advanced Enterprise Analytics on location data (Predictive and Prescriptive)



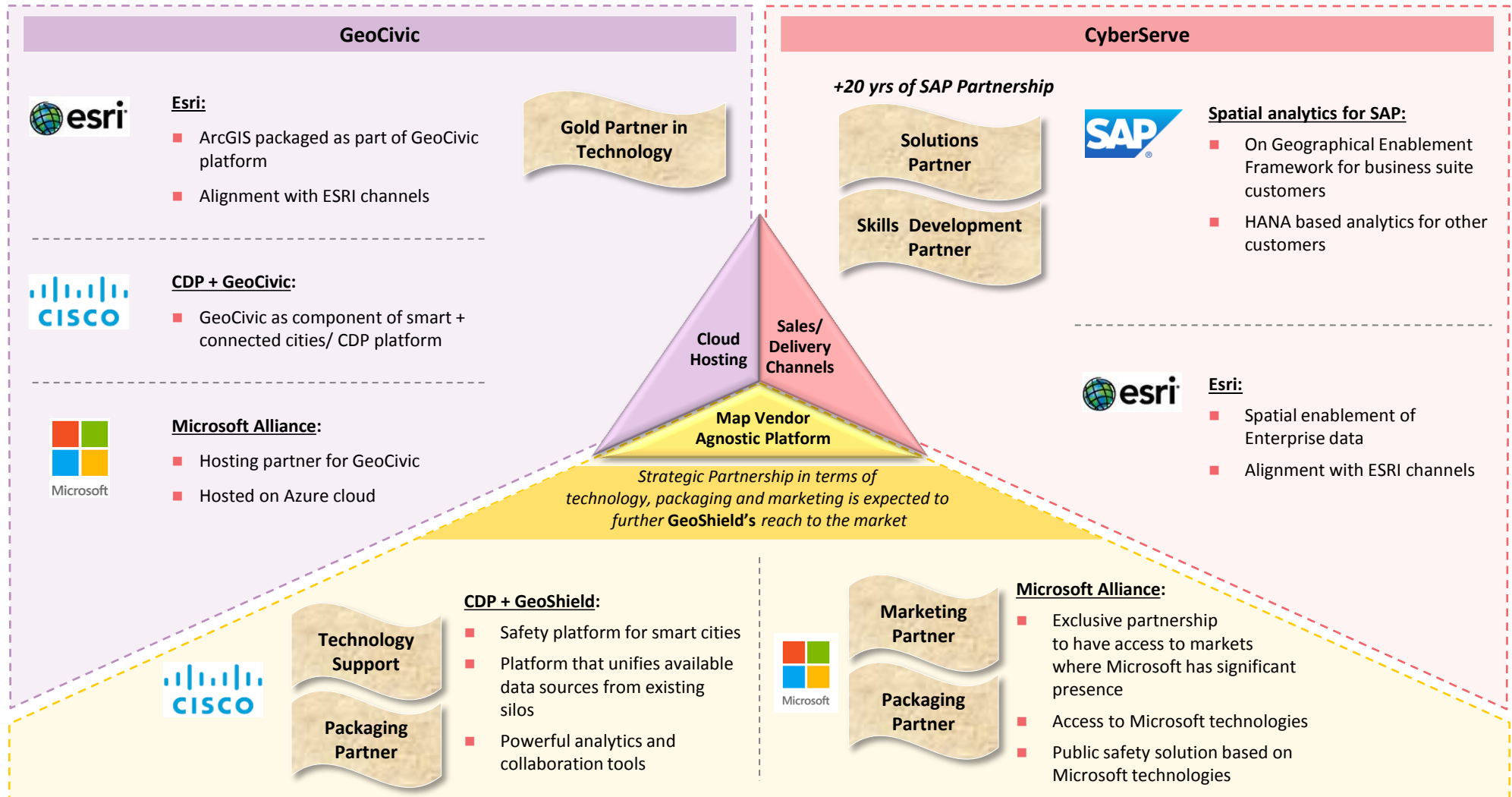
Configurable Operational Workflows, Sharing of Information & Collaboration

All delivered by a single Enterprise Spatial Analytics Fabric

Adoption of new technologies and lack of internal skill sets is driving increased spending on business analytics services

(1) Source: Establishment of IT Services in Big Data analytics and its application in Government –Govt. of Gujarat

Alliance with Key Strategic Partners and Market Leaders



Having A Suitable Technology Partner For Every Business Has Helped CyberTech Enhance Its Competitive Advantage

Source: Company Reports



Jack Dangermond

Mentor and Strategic Investor

- Founder and CEO, Esri

Widely regarded as father of Digital Maps



Wim Elfrink

Chairman - CyberTech Advisory board

- President, WPE Ventures Digitized Solutions
- Ex-Chief Globalization Officer, Cisco

Amongst the most respected leaders in IoT and Digital Transformation



Vish Tadimety

President and CEO - CyberTech

- Serial Entrepreneur
- Proven experience in building multi-million dollar businesses in emerging technologies
- Deep experience in Capital raising and transactions

Experienced Management Backed by a Stellar Advisory Board



Highly Accomplished and Passionate Leadership committed to drive the vision

- Vish Tadimety**
Chairman and CEO
- Co-founded CyberTech in 1990
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 - Set up and managed multiple international offices in Europe, APAC, Latin America and Japan

Co-founded Corliant in 2007 with Cisco partnership which was later acquired by Accenture

- Steven Jeske**
Group CFO & Director
- Group CFO of CyberTech since 1999, Key partner of strategy and financial decisions
 - A serial entrepreneur having been involved in the formation, financing and growth of several high profile start-ups
 - CPA, Former manager at PWC

- Raman Subramanian**
COO & Director
- +25 years of experience and heads the global operations
 - An expert in strategic planning, budgeting, forecasting and taxation
 - Responsible for bringing critical financial controls to the company

In Combination with a Stellar Advisory Board

Mr. Wim Elfrink
*Founder & President;
WPE Ventures Digitized Solutions*

- Advisor to a number of Smart-City initiatives, worldwide. Dubai Smart city development is example of one such initiative
- Formerly worked as Cisco's Executive Vice President of Industry Solutions and Chief Globalization Officer
 - ↳ Instrumental in establishing Cisco's second world headquarters in India
- He helps the companies transition from success to leadership in the areas of Advanced Mapping Analytics and Digital Transformation

Mr. Faiyaz Shahpurwala
Platform Transformation Leader

- He holds a Master's Degree in Computer Engineering from Western Michigan University
 - ↳ the inventor and patent holder of NatKit
- +23 years tenure at Cisco, he managed a wide range of responsibilities at leadership level
- He is helping the company in transforming the platform architecture to support its non-linear growth

Mr. Joseph M. Vanek
Owner of Vanek, Vickers and Masini, P.C.

- Renowned commercial litigation practitioner, with a focus on IP and Anti-trust
- A passionate serial entrepreneur
 - Co-founded AutoMark Technical Systems, LLC and grew it to \$100 mn
- He holds a Juris Doctor (Honors) degree from Boston College Law School and a Bachelor's (Honors) degree from Creighton University
- He helps the company formulate corporate strategy to support non-linear growth

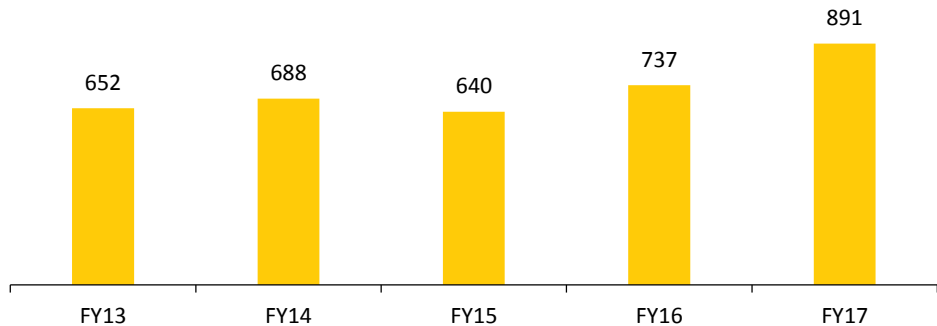
CyberTech is currently at an inflection point



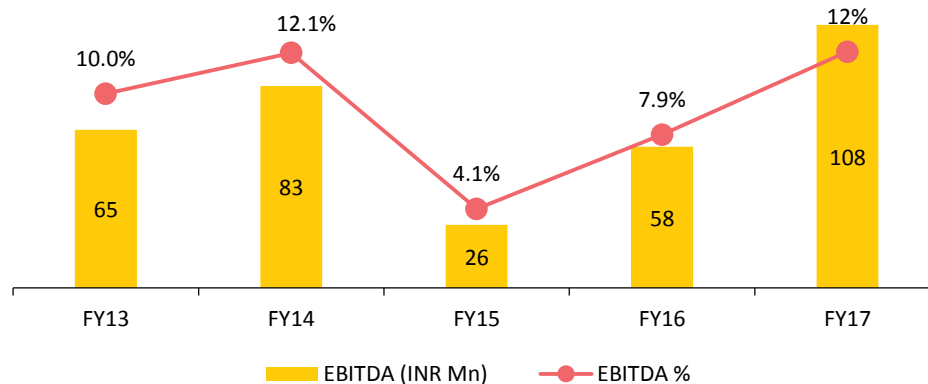
Revenue and EBITDA is expected to grow exponentially on back of new product launches

(All figures in mn)

Operating Revenue

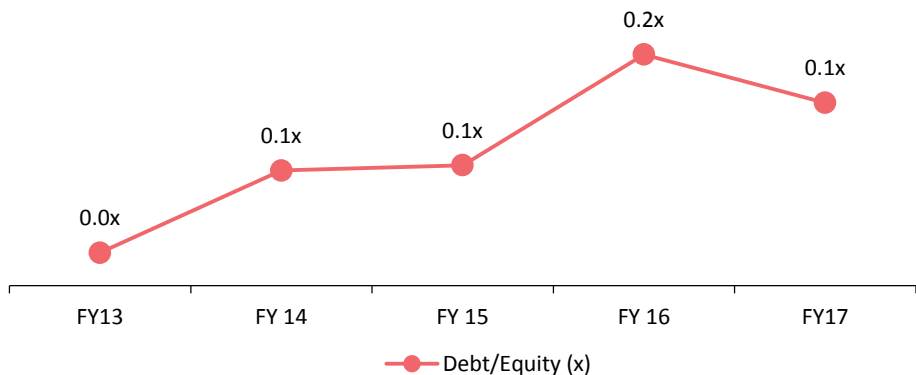


Operating EBITDA

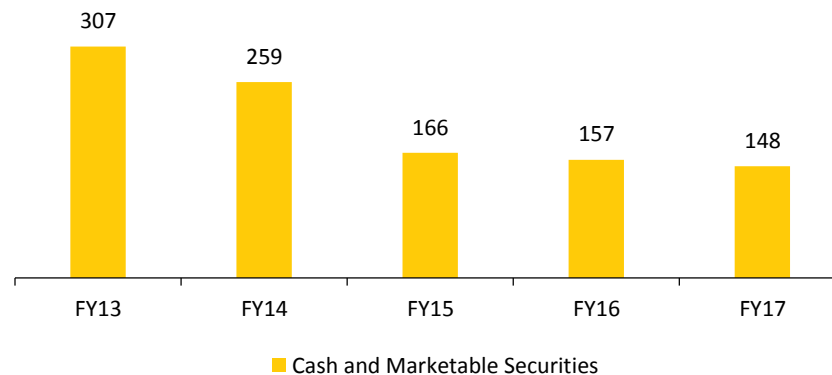


CyberTech has been primarily self-funded in the past

Minimal Reliance on External Borrowing...



....Favorable Liquidity Profile...



Operating Revenue and EBITDA: (Excluding rental income)



End-User Segments



Smart Cities



Law Enforcement



Fusion Centers



Correctional Facilities



Healthcare



Utilities

Growth Drivers and Outlook

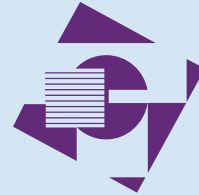
- Growth is driven by increase in no. of deals as the company reaches out to more municipalities and upcoming smart cities
- Margins are expected to improve on account of operating leverage

- Growth in top line is driven by increase in number of deals and average deal size
- Improvement in margin in primarily driven by operating leverage

- No. of new deals in healthcare and utilities are expected to drive growth. Average deal size is expected to remain constant over the years



Thank You



CyberTech
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*For more information please
contact:*

Vish Tadimety, Ramasubramanian S
& Steven Jeske
CyberTech Systems & Software Ltd.

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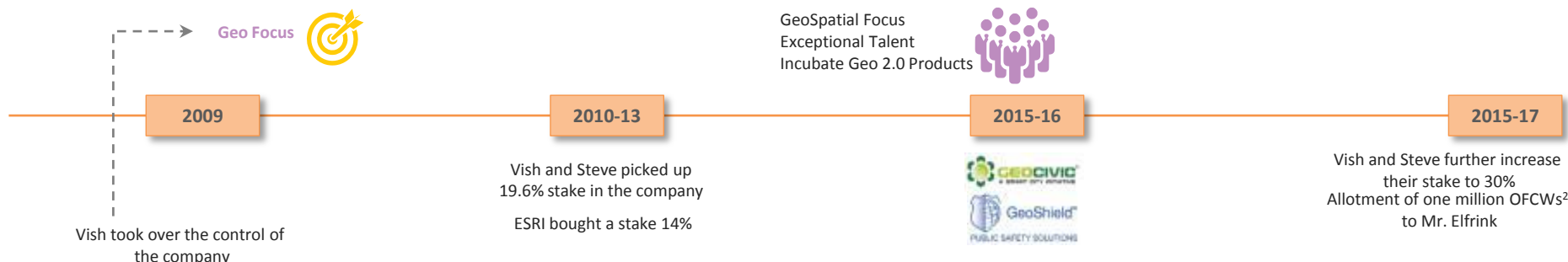
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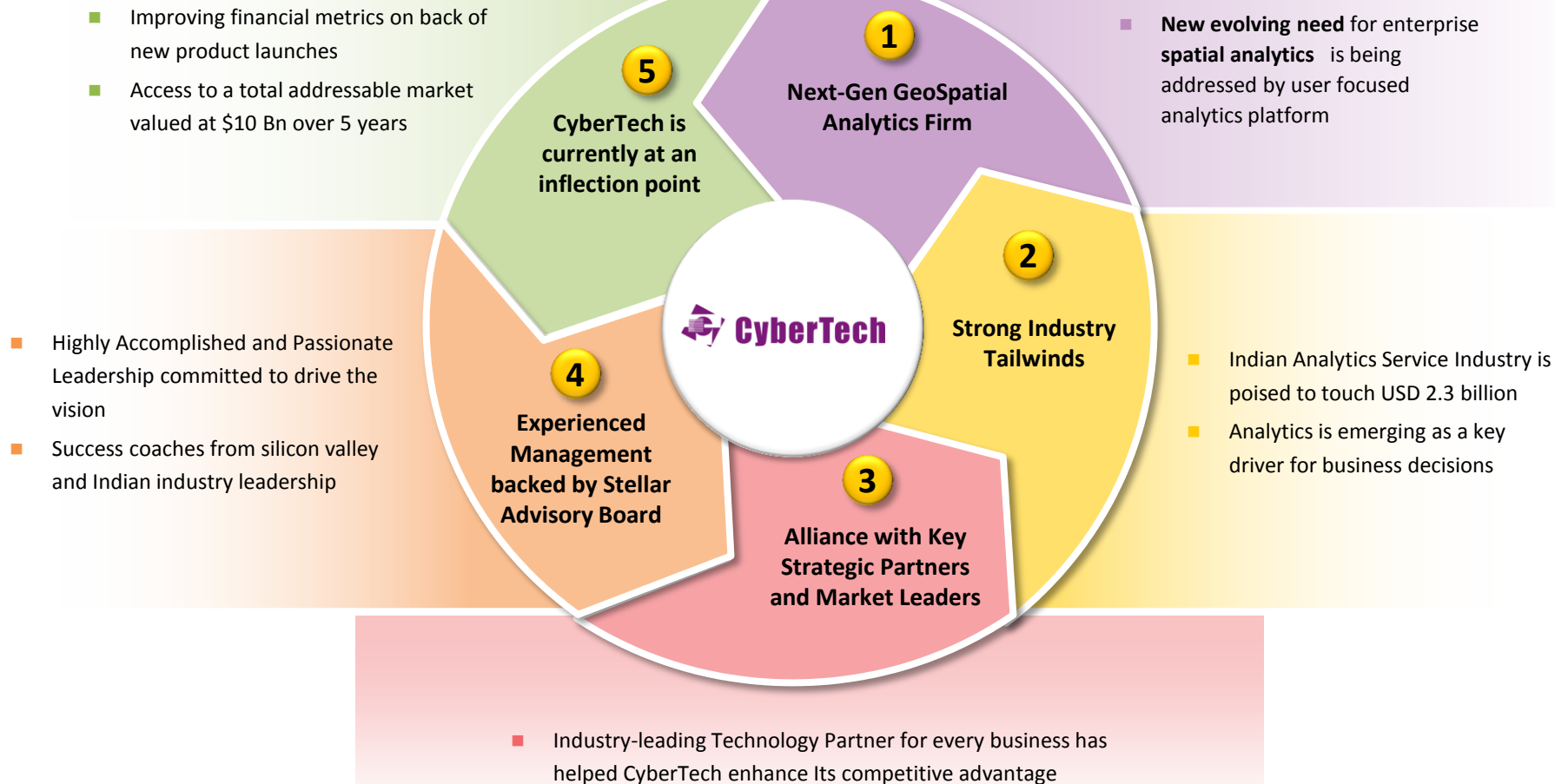
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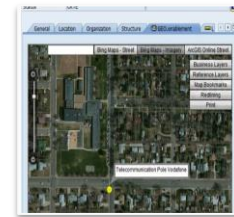
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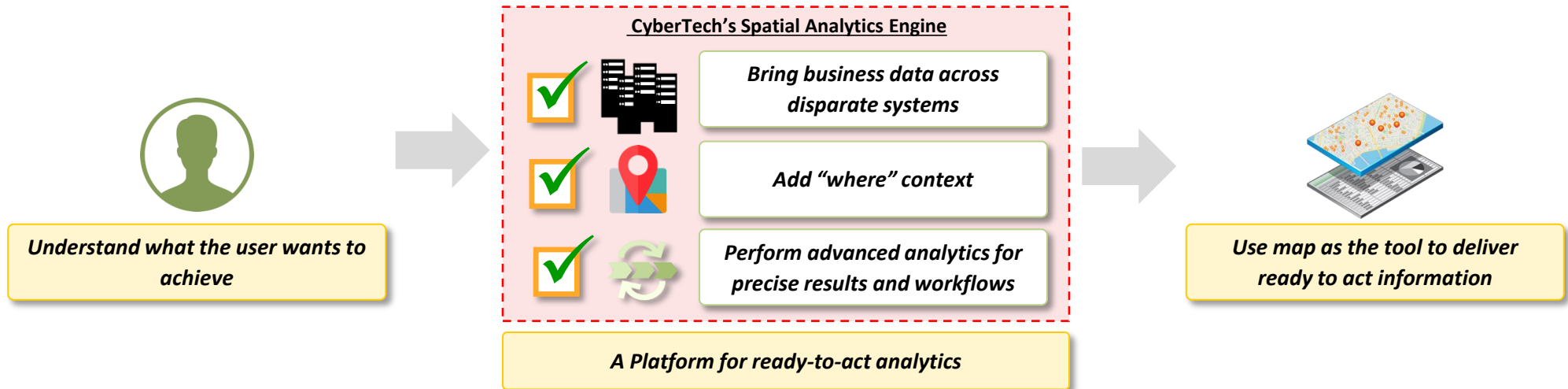
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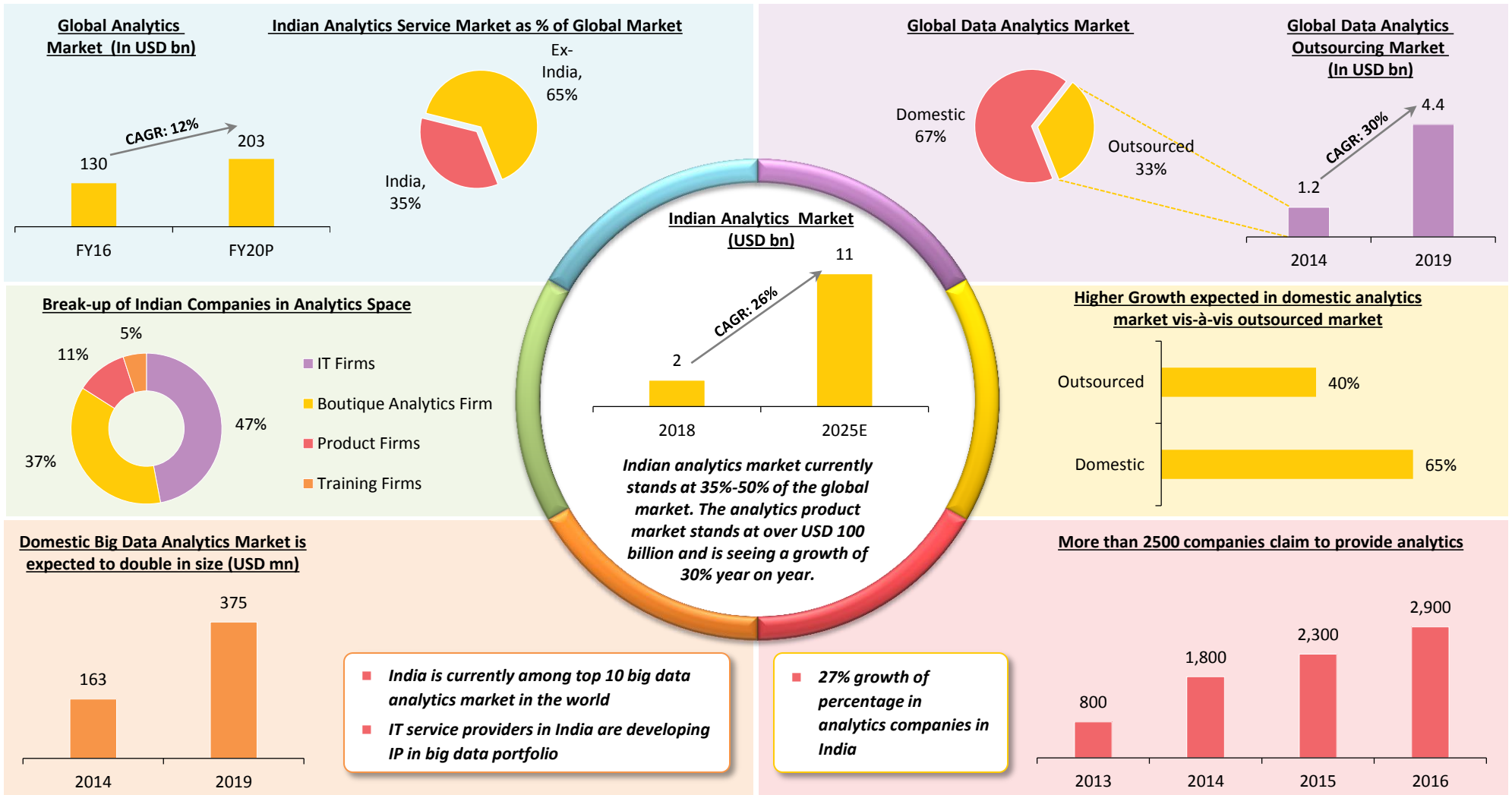


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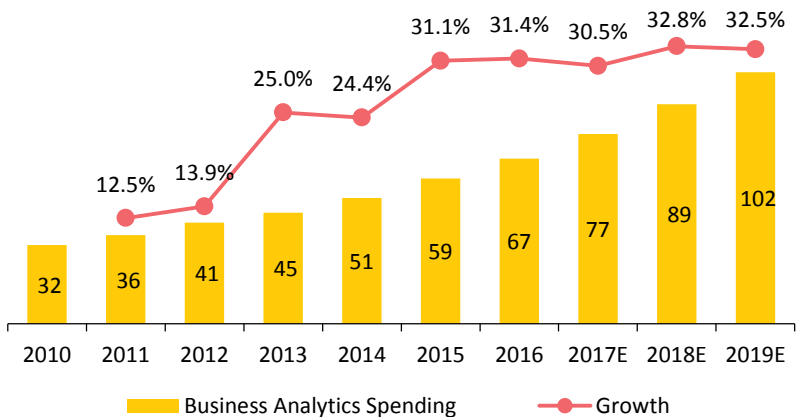
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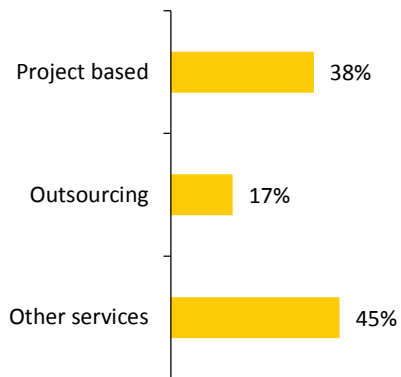


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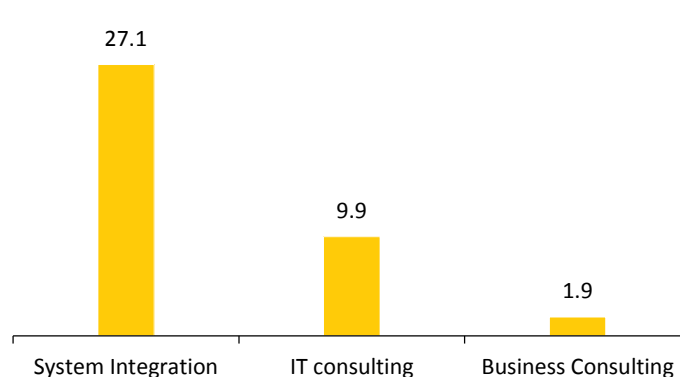
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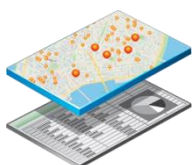
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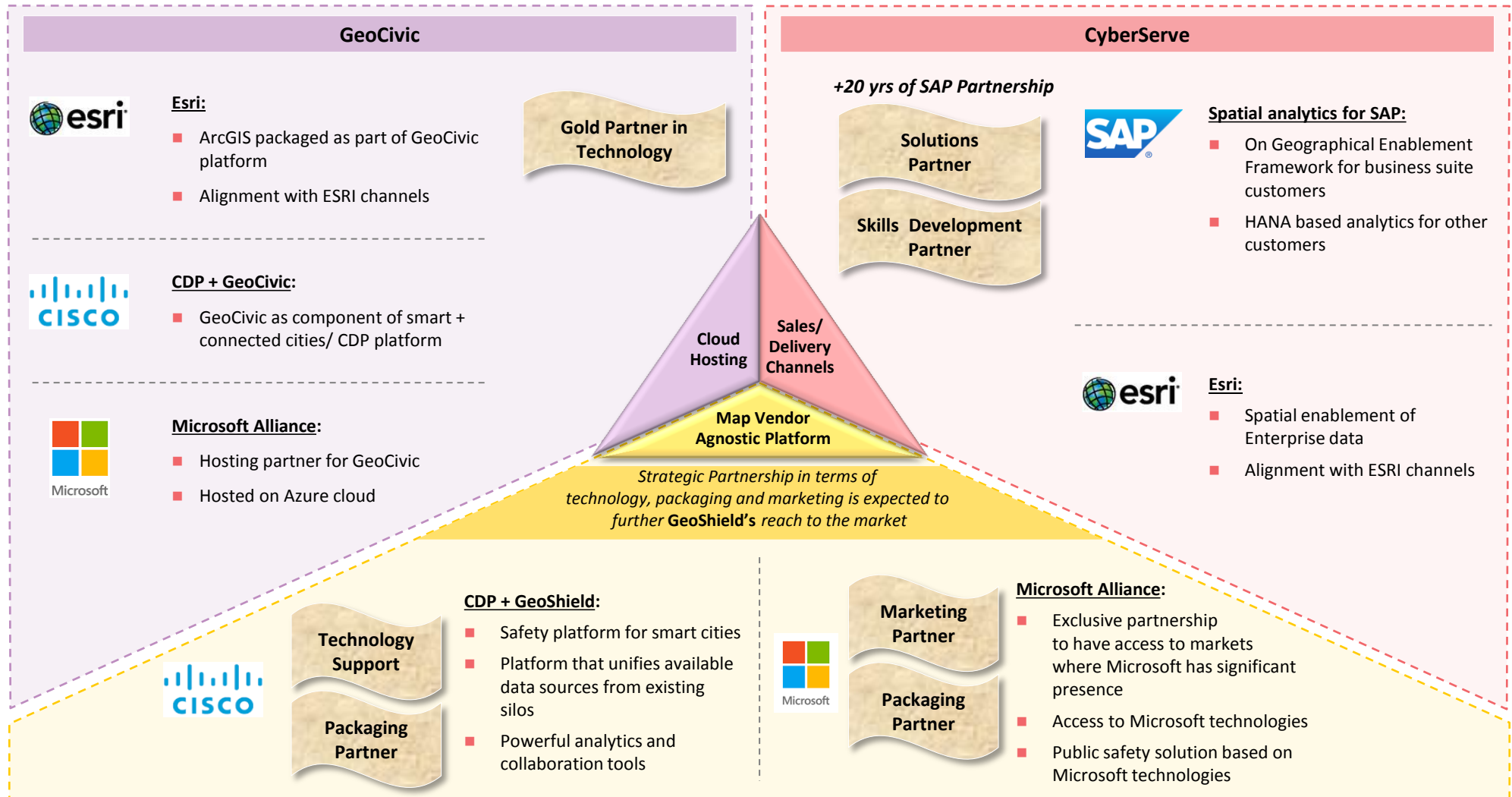
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 - A serial entrepreneur having been involved in the formation, financing and growth of several high profile start-ups
 - CPA, Former manager at PWC

- Raman Subramanian**
COO & Director
- +25 years of experience and heads the global operations
 - An expert in strategic planning, budgeting, forecasting and taxation
 - Responsible for bringing critical financial controls to the company

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*Founder & President;
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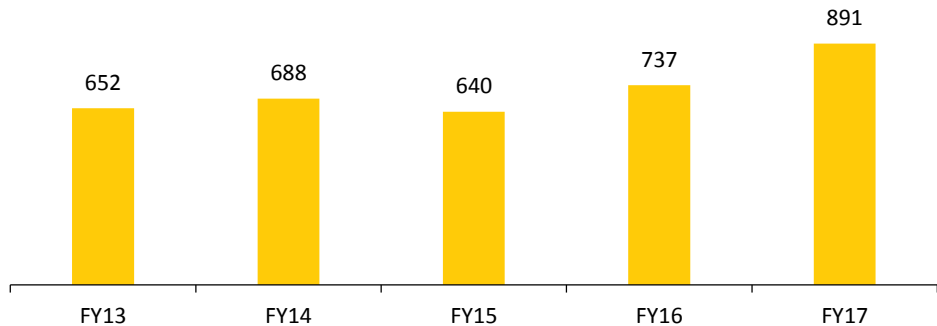
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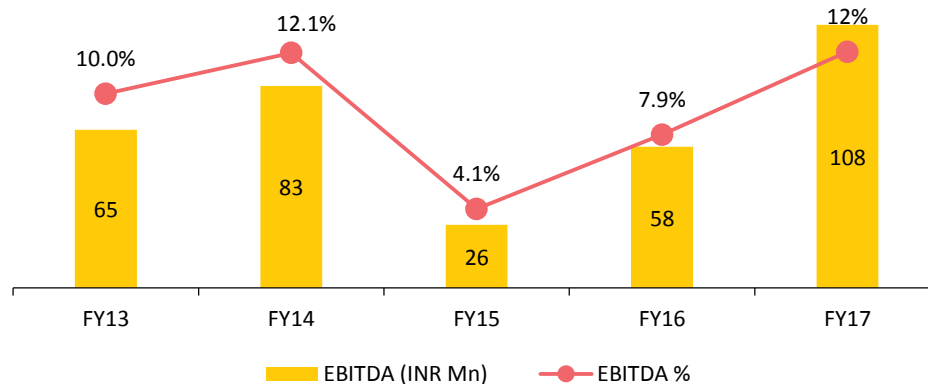
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(All figures in mn)

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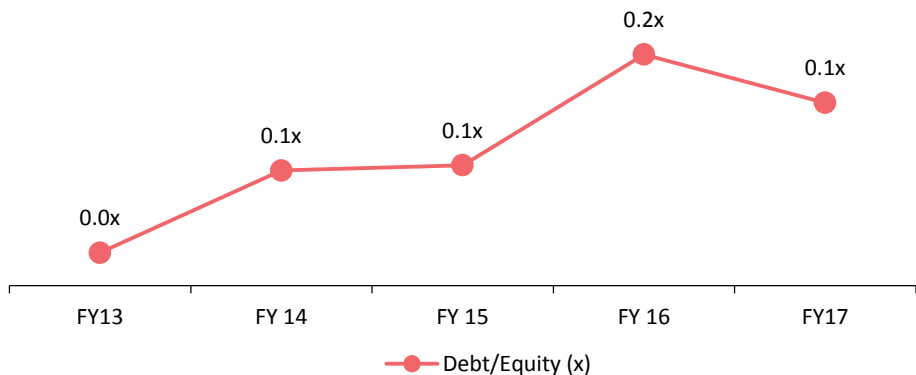


Operating EBITDA

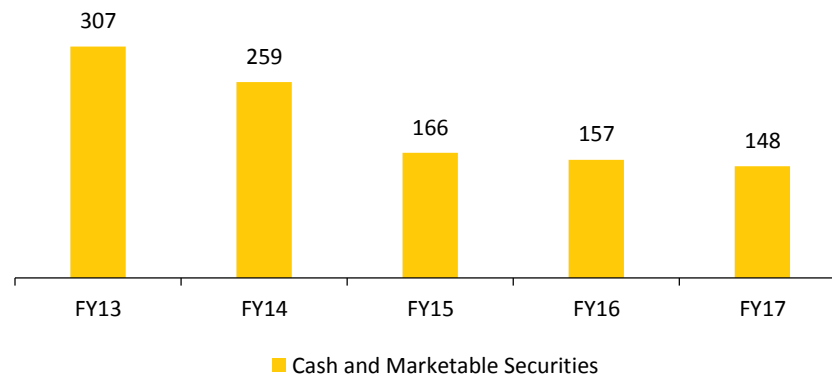


CyberTech has been primarily self-funded in the past

Minimal Reliance on External Borrowing...



....Favorable Liquidity Profile...



Operating Revenue and EBITDA: (Excluding rental income)



End-User Segments



Smart Cities



Law Enforcement



Fusion Centers



Correctional Facilities



Healthcare



Utilities

Growth Drivers and Outlook

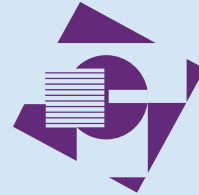
- Growth is driven by increase in no. of deals as the company reaches out to more municipalities and upcoming smart cities
- Margins are expected to improve on account of operating leverage

- Growth in top line is driven by increase in number of deals and average deal size
- Improvement in margin in primarily driven by operating leverage

- No. of new deals in healthcare and utilities are expected to drive growth. Average deal size is expected to remain constant over the years



Thank You



CyberTech
Systems and Software Limited

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