



Presentation on:



CyberTech Systems and Software

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

January 2018



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CyberTech Systems and Software Ltd: Overview



Company Overview

- **CyberTech Systems & Software Ltd.** (CSSL) is a software company, engaged in providing **advanced spatial analytics** of business data through multiple location analytics platforms developed over a period of 5 years.
- Key Facts:
 - ✦ 450 employees including US & India
 - ✦ Public- BSE (Rs.202 cr¹)
- World class CoE aligned to the field of geospatial technologies and location services
- Locations
 - ✦ USA: Chicago, Philadelphia, Los Angeles, Denver, Salt Lake City
 - ✦ India: Mumbai, Hyderabad
- **CMMI Level3** Product & Services company with 1st Geospatial center of excellence in India
- Strategic relationship with leader ESRI with 360 degree alignment and investment

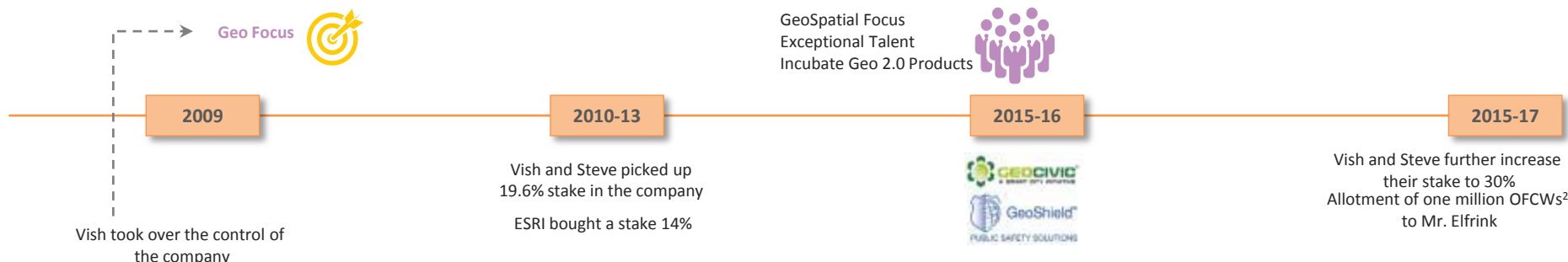
Major Shareholders – As on December 31, 2017

Key Shareholders	No. of Shares	Stake (%)
Viswanath Tadimety	5,624,870	20.52%
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

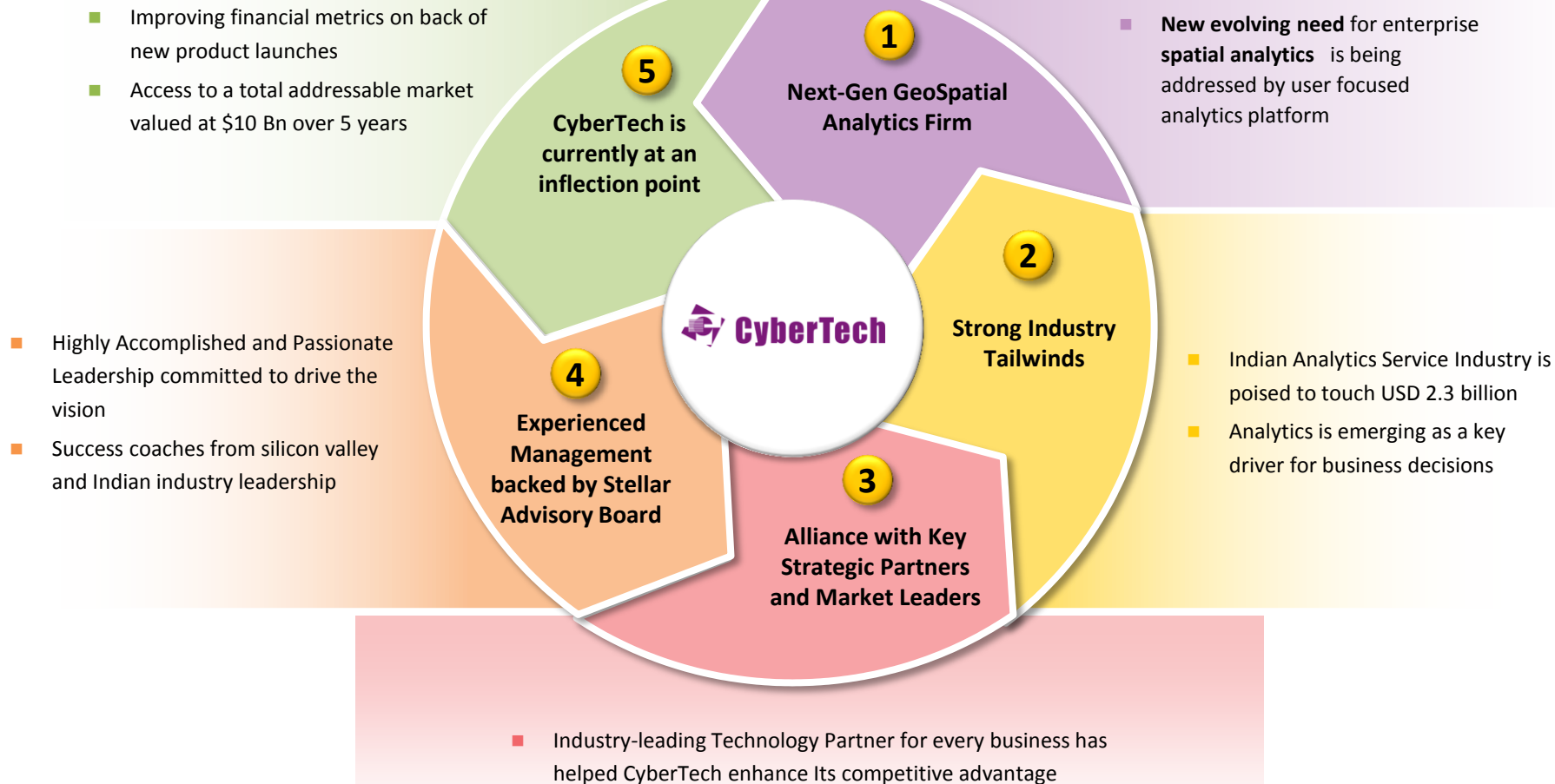
Corporate Time-line



(1) As on closing of April 11, 2017 (2) OFCW (Optionally fully convertible warrants)



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*



Spatial enables Innovative Forms of analytics

- *Spatial analytics provide very unique ways to analyze data*



Everyone understands maps

- *Map is one of the most intuitive forms of visualizing complex information*

Solutions that exist in the market don't meet the requirement



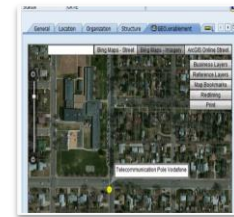
Geographical Information Systems

- *Analytics limited to data in GIS*
- *Disjoint from other enterprise systems*



Consumer Mapping Platforms

- *Limited capabilities for Enterprise specific analytics*
- *Handles only basic spatial scenarios*



Spatial Extensions from ERP Vendors

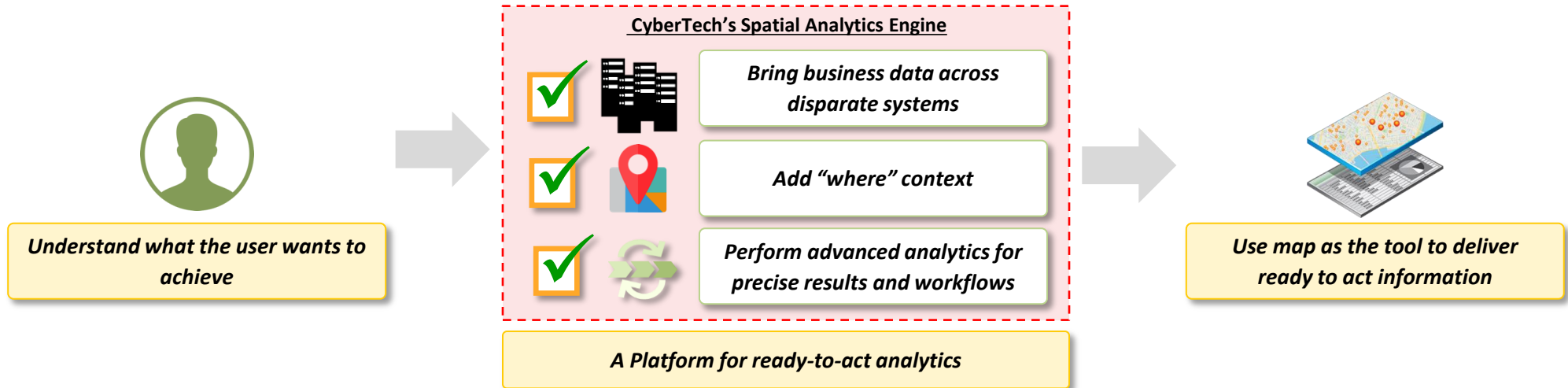
- *Analytics limited to ERP data*
- *Disjoint from other Enterprise Systems*
- *Limited geo-processing capabilities*

Advanced spatial analytics of business data can deliver unprecedented decision making power for enterprises

CyberTech addresses this challenge by user focused analytics engine



Platform designed by CyberTech with ready to act analytics



Forms the central component for Enterprise Spatial Analytics



Public Safety

Intelligence led policing



Smart City

Property tax management



Healthcare

Population Health

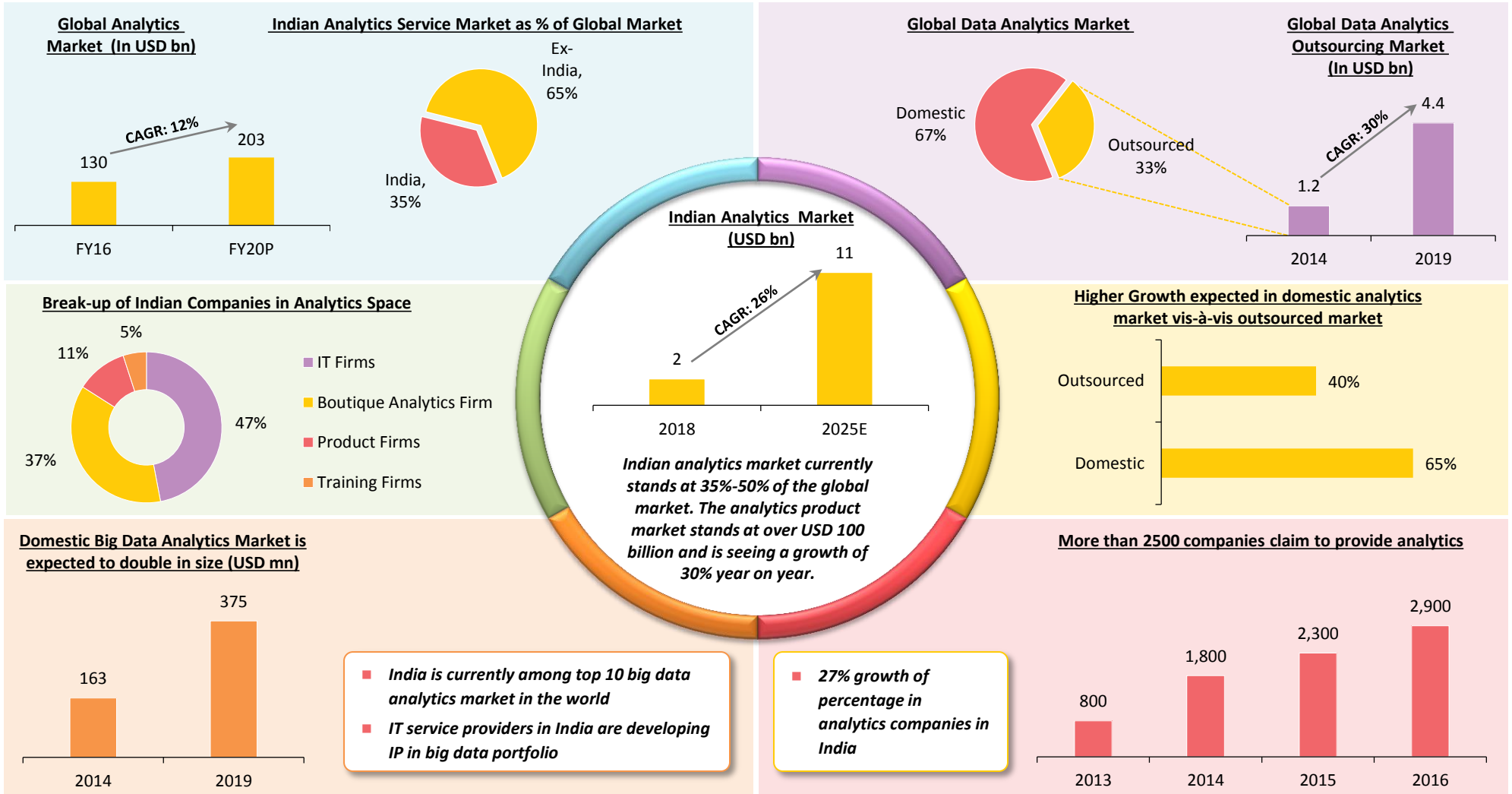


Utilities

Asset and workforce management

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

Indian Analytics Service Industry is poised to touch USD 2.3 billion by 2018



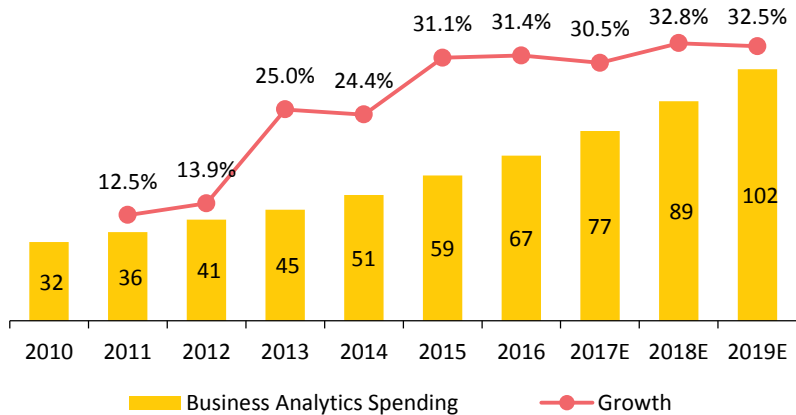
Enterprises are now increasingly outsourcing data analytics process to talent rich, cost efficient regions such as India

Analytics is emerging as a key driver for business decisions

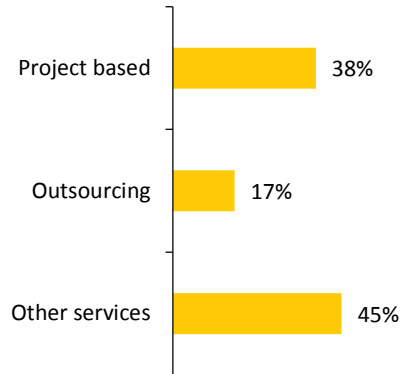


Worldwide Business Analytics Services forecast to grow at CAGR of 15% over four years⁽¹⁾

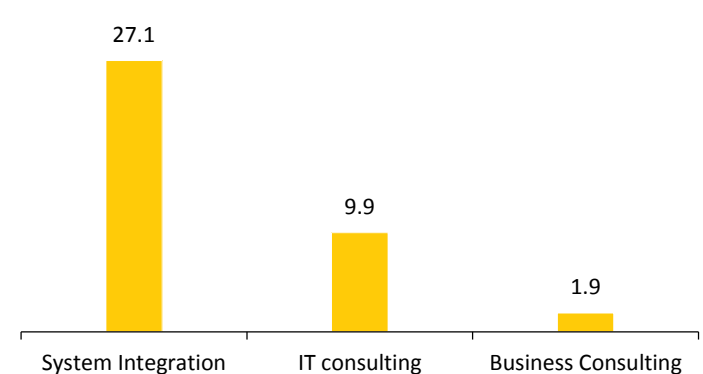
Worldwide business analytics spending (USD billion)



Worldwide business analytics market by service type (2019E)



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)



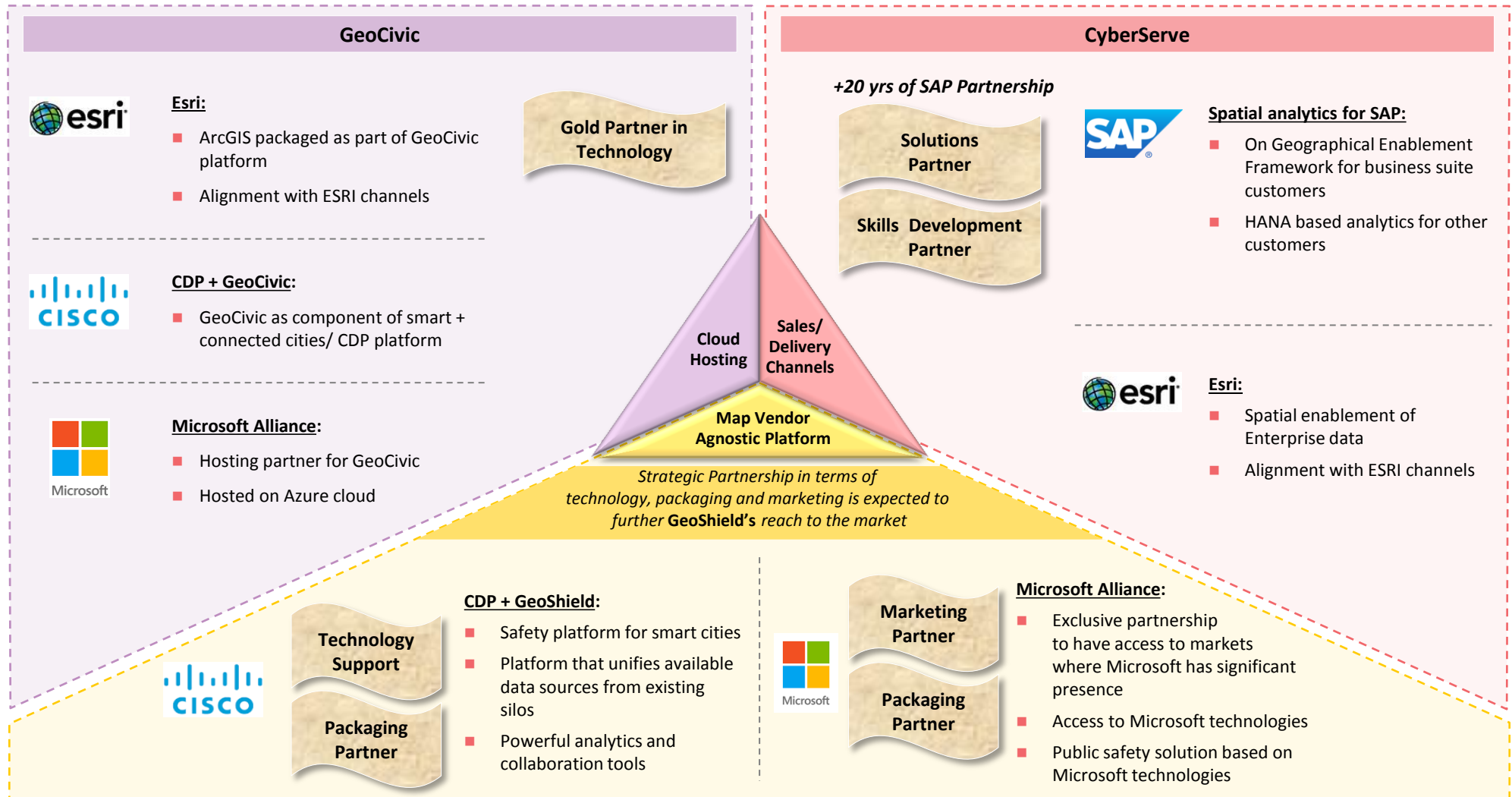
Configurable Operational Workflows, Sharing of Information & Collaboration

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
 - Extensive experience as a turnaround specialist, raising capital from public markets, strategic partners and venture funds
 - 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

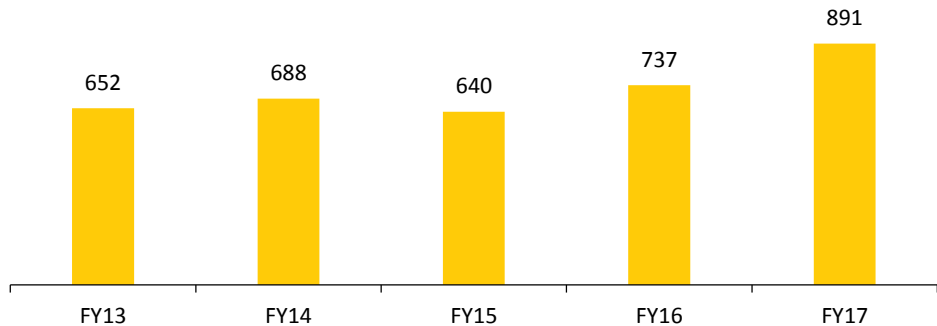
CyberTech is currently at an inflection point



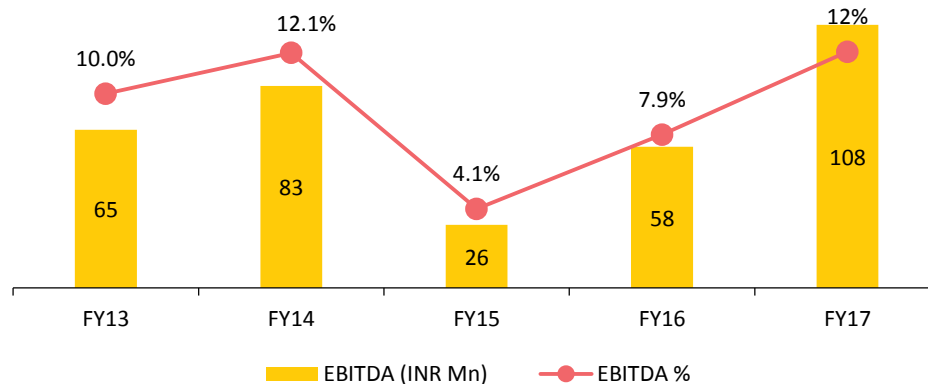
Revenue and EBITDA is expected to grow exponentially on back of new product launches

(All figures in mn)

Operating Revenue

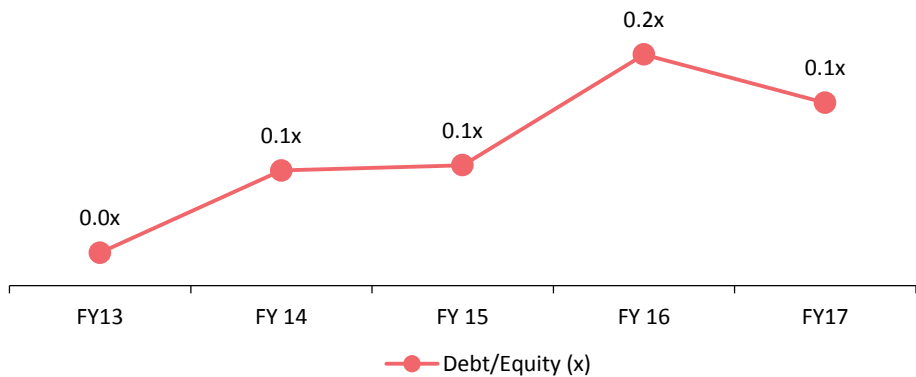


Operating EBITDA

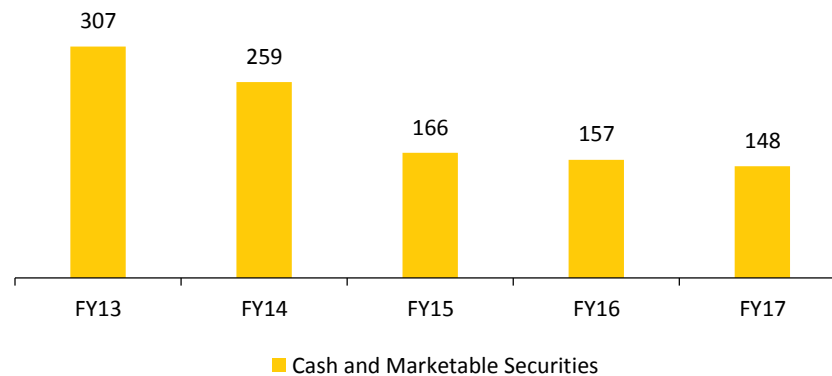


CyberTech has been primarily self-funded in the past

Minimal Reliance on External Borrowing...



....Favorable Liquidity Profile...



Operating Revenue and EBITDA: (Excluding rental income)

Spatial Products – Addressable Market



End-User Segments



Smart Cities



Law Enforcement



Fusion Centers



Correctional Facilities



Healthcare



Utilities

Growth Drivers and Outlook

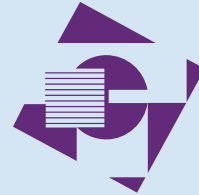
- Growth is driven by increase in no. of deals as the company reaches out to more municipalities and upcoming smart cities
- Margins are expected to improve on account of operating leverage

- 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

*For more information please
contact:*

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& Steven Jeske
CyberTech Systems & Software Ltd.

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