



**CyberTech**  
Systems and Software Limited

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

# Q1 FY17 Earnings Presentation

June 2016



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**01** **Company Overview**

**02** **Quarter Highlights**

**03** **Financial Performance**

# About The Company

- **Next generation GeoSpatial Solutions leader**  
Strategic relationship with mapping software leader Esri
- **CMMI Level3** Product & Services Company with deep GeoSpatial expertise
- **World-class CoE** aligned to the growing field of Geospatial technologies and Location services
- **Managed IT Services**  
Microsoft and SAP
- Public- BSE/NSE (\$20-40M)
- 450 Employees : US & India
- Locations  
**USA:** Chicago, Philadelphia, Los Angeles, Denver, Salt Lake City  
**India:** Mumbai, Hyderabad

## Partnerships



## Services

- **Next generation geospatial solutions**
- Cloud Transformation – Cloud first
- End to end spatial infrastructure management
- Business Transformation Consulting
- Enterprise Consulting - SAP and Salesforce
- Enterprise Mobility

## Products



A geo-enabled 'All-In-A-Box Solution' which combines Platform, Software, Hardware and Processes for efficient **Property Tax Management** for Urban Local Bodies (ULBs)



A mission oriented platform for **Public Safety** which caters to Law Enforcement Agencies, Correctional Facilities and Fusion Centers

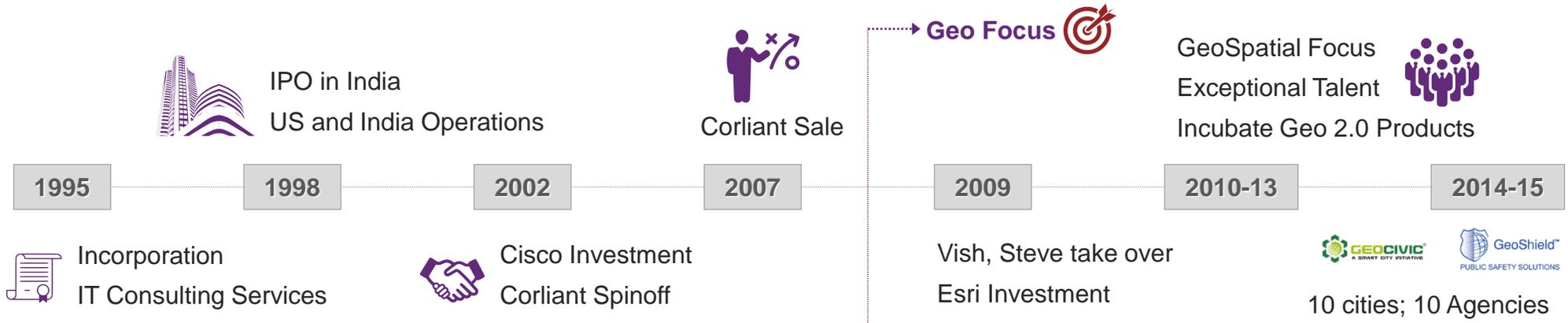


Leverages GIS data and capabilities to **visualize ERP data**, perform transactions in real-time and present reporting & analytics on map interface



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

# 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

## CyberTech

- Established the 1st Geospatial center of excellence in India
- Substantial proprietary data being collected
- Developed 3 leading Location Analytics platforms
  - **GeoCivic™** leads to Increased Tax Collection and reduce field leakage
  - **GeoShield™** leads to Increased Citizen and Officer Safety
  - **CyberServe** Increases ROI on Enterprise Applications using location

**\$500M+** Combined Market Opportunity of CyberTech's Geo platforms

**\$2.5M+** Substantial investments in Geo products till now

## 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*

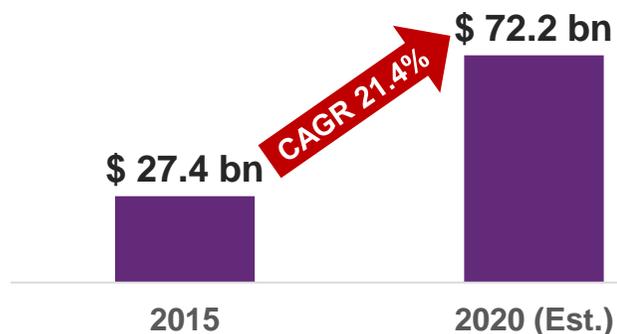
- Steve is a serial entrepreneur having been involved in the formation, financing and growth of several high profile start-ups.
- Group CFO of CyberTech since 1999.
- Key partner of strategy and financial decisions.
- Co founder of Corliant, along with Vish.
- CPA, former manager at PWC. Holds an undergraduate 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*

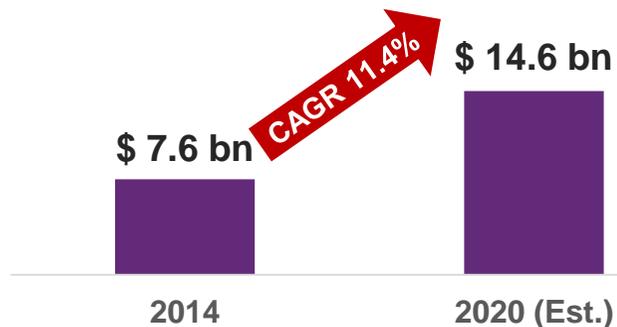
- Raman has a vast experience of 25 years and heads the global operations . He is an expert in strategic planning, budgeting, forecasting and taxation.
- Responsible for bringing critical financial controls to the Company
- His experience has helped in streamlining the Company's accounting policies, procedures, strengthen controls and facilitated relationships with the Company's auditors, bankers, lawyers, and consultants.

## Global Geospatial Analytics Market



Source: Marketsandmarkets Report

## Global Geographic Information System (GIS) Market



Source: P&S Market Research

The geospatial and the GIS industry is expected to grow to roughly US\$ 72 bn and US\$ 15 bn by 2020.

### Growth Drivers:

- ✓ Increasing investment in GIS based infrastructure by Government
- ✓ Increase in usage of GIS technology across utilities and healthcare sector
- ✓ Large capital funding for urban development in developing countries
- ✓ Increased Demand for 3D based GIS, 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

# Geospatial Potential in India

Major Projects	Sector	Estimated Budget	Remarks
100 Smart Cities	Urban Development	Allocated Rs 50,802 Cr from centre for 5 years	20 cities were shortlisted in the first phase in 2016, to be followed by 40 cities each in subsequent years
AMRUT	Urban Development	Allocated Rs 50,000 Cr for 5 years	Atal Mission for Rejuvenation and Urban Transformation - 500 urban habitations to be provided, support for renewal of infrastructure and services in next 10 years
Chennai Mono Rail Project	Urban Development	111-km long, first phase of project proposed at a cost of Rs 166.50 billion	Main focus for Geospatial is in Master Plan Creation and Design and Engineering
Metro in Ahmedabad and Lucknow	Urban Development	Rs 10,773 Cr – Phase 1 - Ahmedabad Metro Rs 6,928 Cr - Phase 1 - Lucknow Metro	Japan International Co-operation Agency (JICA) agreed to fund Rs 5,968 Cr - Ahmedabad Metro. Lucknow Metro the funding proposed from JICA
Digital India	Information Technology (IT)	Allocated Rs1,00,000 Cr	Geospatial Component: NCoG announced as a Centre of Excellence for Geoinformatics with total budget of approx. 98 Crores
Integrated Watershed Management Programme (IWMP) and Neeranchal	Land Resources - Rural Development	Rs 36,460 Cr (IWMP) allocated in 12th FYP + USD 357 Million for Neeranchal	Estimated to be completed in 5 years. All disbursements for these schemes from Centre. Budget for Neeranchal funded by World Bank and Govt. of India on 50-50 sharing basis.
Rural Housing	Rural Development	Rs 1,49,930 Cr - allocated (Rs 16,000 Cr for FY 2015-16)	Geospatial component to be used for acquisition and preparation of the spatial data
Pradhan Mantri Gram Sadak Yojana-Phase II	Rural Development	Allocated Rs 49,750 Cr for 12th FYP 2012-17.	Funding pattern to be 75:25 shared between centre and states
KCIRDP	National Highways/ Roads	Not Available	Kolhapur City Integrated Road Development Project (KCIRDP); expected to be completed in next 3 years
Jal Marg Vikas on Ganga River	Waterways	Allocated Rs 4,200 Cr	The World Bank extending a project preparation fund (PPF) of \$3.5 million
Green India mission	Environment and Forests	Allocated Rs 46,000 Cr over 10-year period	The scheme is now converged with MNREGA for afforestation, water harvesting and other works.

*Geospatial requirement for most of the projects mentioned above are Satellite Imagery, Base Map, Land Use Map, Zonal Development Plans, Utilities Map, Underground Maps, Cadastral Maps, Hydrological Maps, Watershed Maps, Drainage Maps, Digital Elevation Model, Slope and Aspect Map, Soil Map etc...*

## Mapping is a part of the investment and growth strategy for leading technology giants



- Focus on Indoor Mapping
- Google Auto LLC formed in 2011, makes driverless cars - Requires high precision maps



- Launched Uber Advanced Technologies Center in Pittsburgh to do R&D in the areas of mapping, vehicle safety, autonomy technology
- Company gearing towards offering driverless cars as a service



- Acquired Mapsense - Cloud-based high-speed mapping system with Data analytics and tools. Customers can upload data, and create custom visualizations on maps
- Acquired Coherent - specializing in highly accurate GPS hardware and software
- Initiatives on vehicle and indoor Mapping



- Invested in CartoDB, an online mapmaker and business intelligence startup
- CartoDB allows users to make tremendously rich data visualization maps



- Connected Grid Network Management System: End-to-End Connected grid network management
- Map-based visualization, monitoring, troubleshooting, and alarm notifications



- Investing on sensor based real time mapping
- Heavy focus on cloud, apps and marketplace

01 Company Overview

02 **Quarter Highlights**

03 Financial Performance

## Revenue:

- Operating Revenue of Rs 236.9 Mn, up 22% Q-o-Q
- Total Revenue of Rs 244.2 Mn, up 19% Q-o-Q

## Profit:

- EBITDA was at Rs 39.9 Mn, EBITDA Margin of 16.3%
- Net Profit stood at Rs 19.1 Mn, up 104% Q-o-Q
- PAT Margin of 7.8%

## Demand:

- Number of Projects – 133
- Strong growth in Innovation Business and AMO; U.S and India

## **Client:**

- Added 4 new clients
- Total active client 43 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 67%

## **Employee:**

- Total Employees 450 as on 30th June,2016

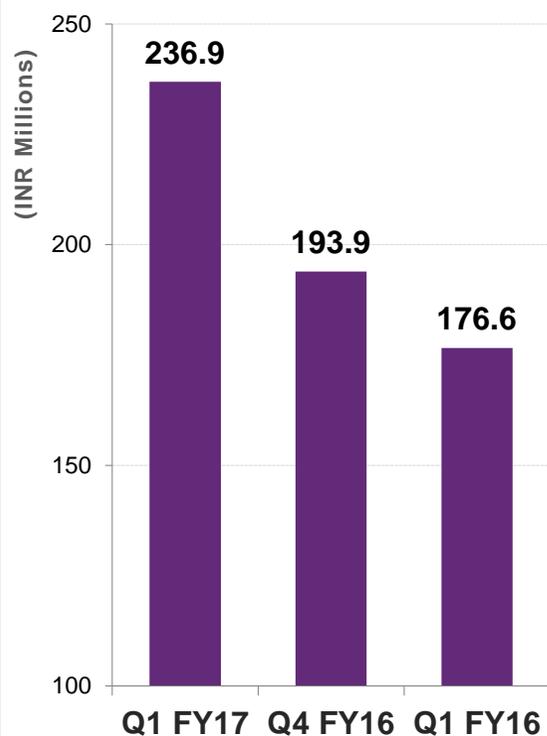
**01** Company Overview

**02** Quarter Highlights

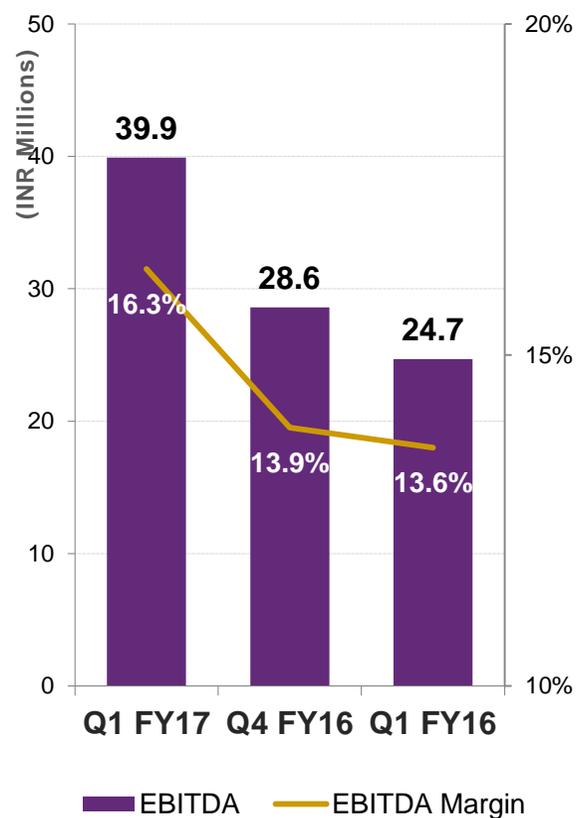
**03** Financial Performance

# Financial Summary – Q1 FY17

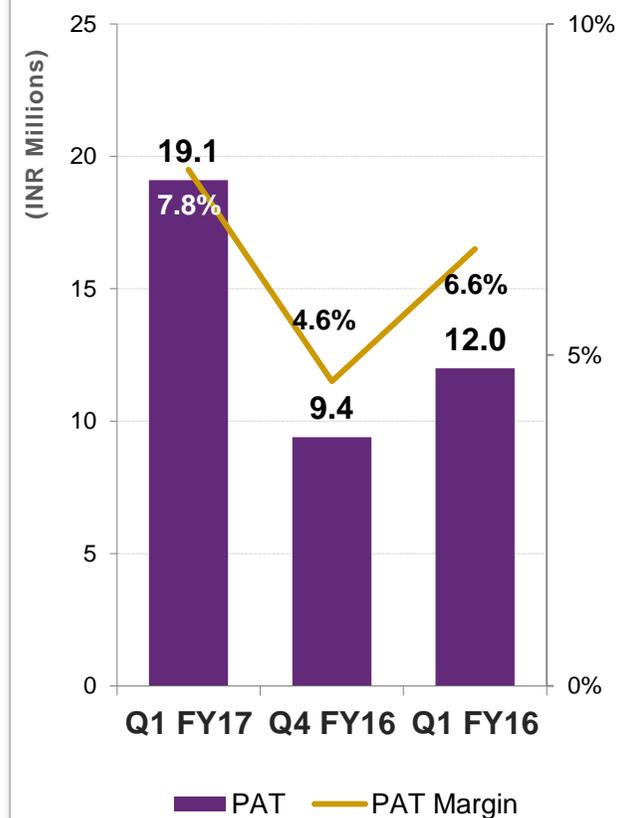
## Revenue



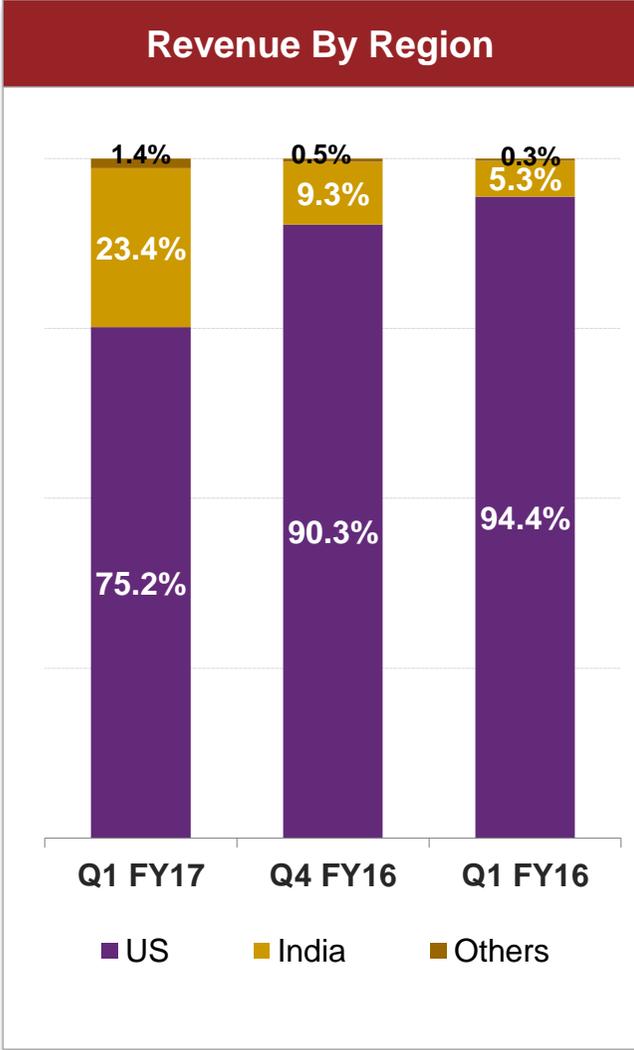
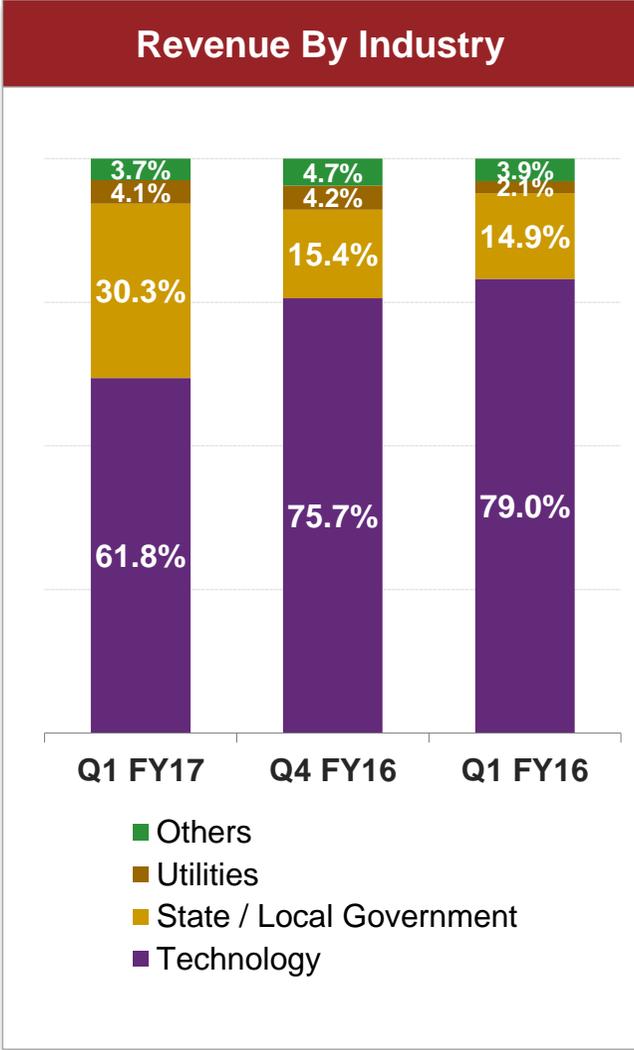
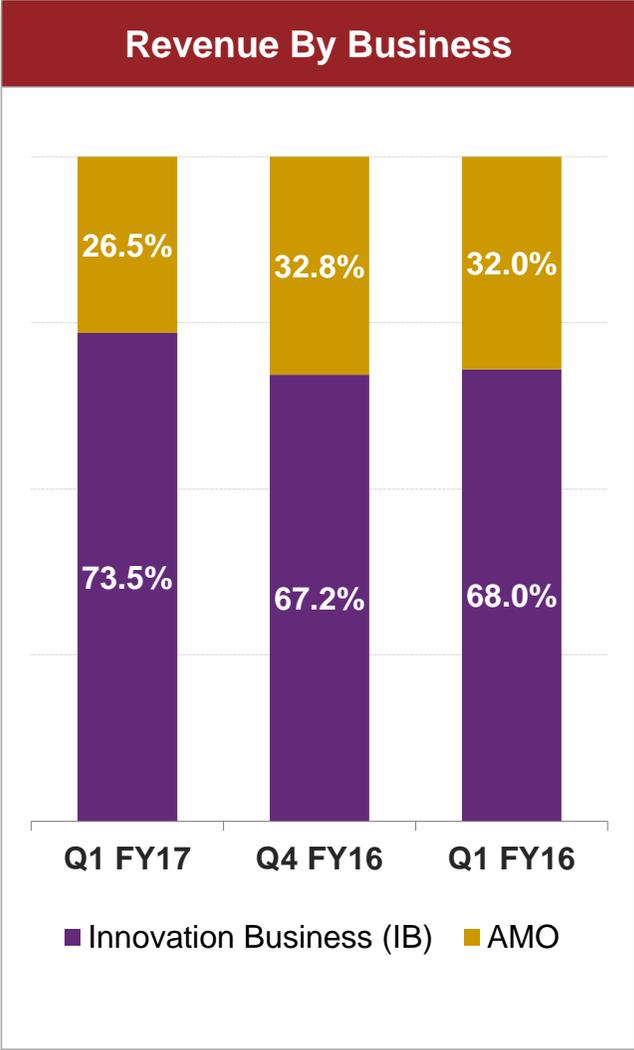
## EBITDA



## PAT



# Revenue Metrics – Q1 FY17



# Consolidated Quarterly P&L – Q1 FY17

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-16	31-Mar-16	Q-o-Q	30-Jun-15	Y-o-Y
		Q1FY17	Q4FY16	Growth	Q1FY16	Growth
<b>1</b>	<b>Income from Operation</b>					
(a)	Net sales / Income from Operations	232.8	192.7	21%	174.0	34%
(b)	Other Operating Income	4.11	1.24	231%	2.60	58%
	<b>Total Income from Operations</b>	<b>237</b>	<b>194</b>	<b>22%</b>	<b>177</b>	<b>34%</b>
<b>2</b>	<b>Expenses</b>					
(a)	Cost of Hardware/ Software package for service delivery	28.1	-		0.4	
(b)	Employee Benefit Expense	132.8	137.6	-3%	121.5	9%
(c)	Depreciation and Amortization	10.0	10.3	-3%	7.1	40%
(d)	Other Expenditure	43.4	39.5	10%	35.1	24%
	<b>Total Expenditure</b>	<b>214.3</b>	<b>187.4</b>	<b>14%</b>	<b>164.2</b>	<b>31%</b>
<b>3</b>	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>22.7</b>	<b>6.6</b>	<b>244%</b>	<b>12.4</b>	<b>83%</b>
4	Other Income	7.2	11.8	-39%	5.2	39%
5	<b>Profit before Finance Costs and Exceptional Items (3+4)</b>	<b>29.9</b>	<b>18.4</b>	<b>63%</b>	<b>17.6</b>	<b>70%</b>
6	Finance Costs	3.2	2.7	18%	1.7	88%
7	<b>Profit after Finance Cost but before Exceptional Items (5-6)</b>	<b>26.7</b>	<b>15.6</b>	<b>71%</b>	<b>15.9</b>	<b>68%</b>
8	Exceptional Items	-	-		-	
9	<b>Profit/ Loss from Ordinary Activities before Tax (7+8)</b>	<b>26.7</b>	<b>15.6</b>	<b>71%</b>	<b>15.9</b>	<b>68%</b>
10	Tax Expenses	7.5	6.3	21%	3.8	96%
11	<b>Net Profit/ Loss from Ordinary Activities after Tax (9-10)</b>	<b>19.1</b>	<b>9.4</b>	<b>104%</b>	<b>12.0</b>	<b>59%</b>
12	Extraordinary Items	-	-		-	
13	<b>Net Profit/ Loss for the Period (11-12)</b>	<b>19.1</b>	<b>9.4</b>	<b>104%</b>	<b>12.0</b>	<b>59%</b>
14	Minority Interest	-	-		-	
15	<b>Net Profit/ (Loss) after Taxes and Minority Interest (13 - 14)</b>	<b>19.1</b>	<b>9.4</b>	<b>104%</b>	<b>12.0</b>	<b>59%</b>
16	Paid-up Equity Share Capital of Rs10/- each	269.5	268.7		268.0	
17	Reserves Excluding Revaluation Reserve	-	-		-	
18	<b>Earnings Per Share (EPS) in Rs.</b>					
(a)	Basic (not annualized)	0.71	0.35	103%	0.45	58%
(b)	Diluted (not annualized)	0.69	0.34	103%	0.45	53%



# CyberTech

Systems and Software Limited

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