



CyberTech

Systems and Software Ltd.

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• CIN L72100MH1995PLC084788 • E-mail : cssl.investors@cybertech.com • Website : www.cybertech.com

Date: May 10, 2017

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

Ref: Scrip Code: 532173; Symbol: CYBERTECH

Dear Sir/Madam,

Subject: Earnings Presentation

In Compliance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose the copy of Earnings presentation being issued by our Company today for your records.

The said presentation will also be made available on the Company's website www.cybertech.com.

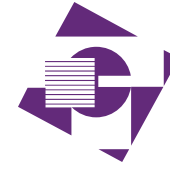
Kindly take the same on your record.

Thanking you,
Yours faithfully

For CyberTech Systems and Software Limited

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





CyberTech
Systems and Software Limited

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

Q4 and Full Year FY17 Earnings Presentation

10th May 2017



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**

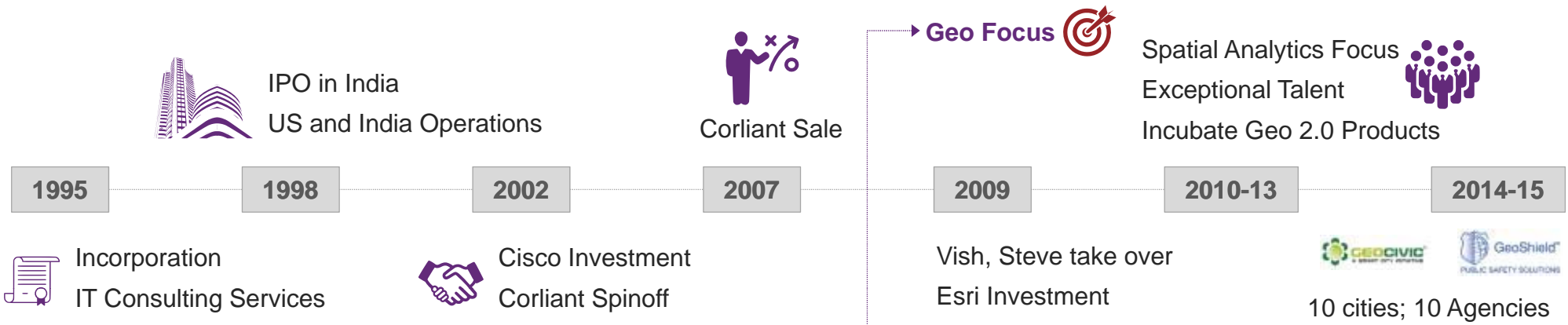
About The Company

- **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
- FY17 shows strong growth
 - ✓ Total Revenue Rs 982 Mn, up 27% Y-o-Y
 - ✓ EBITDA Rs 199 Mn, up 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
 - ❑ GeoServe helps visualize spatial relationships within BI
 - ❑ 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

Products



A mission oriented platform for **Public Safety planning and analytics** which 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



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



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.

Vikram Limaye

Advisory Board Member

- Mr. Limaye is the managing Director & CEO of IDFC Limited. He has over 25 years of experience working with Financial Institutions, Global Investment Banks, International Commercial Banks and Global Accounting Firms.
- Successfully handled various roles with some of the world's biggest firms including Arthur Anderson, Ernst & Young, Credit Suisse, First Boston, et al.
- Member of various government and industry association committees on topics surrounding infrastructure, economic policy, trade and minority affairs. Member of international government delegations for infrastructure and direct foreign investments into India.
- As a member of the committee, Vikram will help CyberTech drive strategic alliances leading to transformation impact.

Industry Leading Board of Advisors



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.

Christopher White

Advisory Board Member

- Mr. White is the head of Cisco's Sales, Strategy and GTM. He is an expert in igniting high-growth businesses and transforming start-ups to multi-billion dollar global enterprises.
- He is a well-known industry spokesperson and has been recognized as a digital transformation leader with forums like TEDx, NASCIO, IoT World Forum, etc.
- In 2013, Mr. White was awarded with British American Business Award for Business Excellence.
- Mr. White holds B.A. (Honors) in Business from Kingston College of University of London.
- As a member of the board, Mr. Chris White will help CyberTech in Channel Sales Model development to achieve non-linear growth.

TBA

Advisory Board Member

- Seasoned customer focused technology executive with proven track record of bringing technology products to market. Throughout a career with a major enterprise has gained rigorous cross functional experience in software development and operations driving profitability and superior return on investment.
- Will have participated in consecutive highly successful startups in applications and infrastructure technology development
- As a member of the committee, this member will help integrate CyberTech's approach to Spatial Analytics into the enterprise market and drive leading strategic alliances leading to transformation impact.

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.

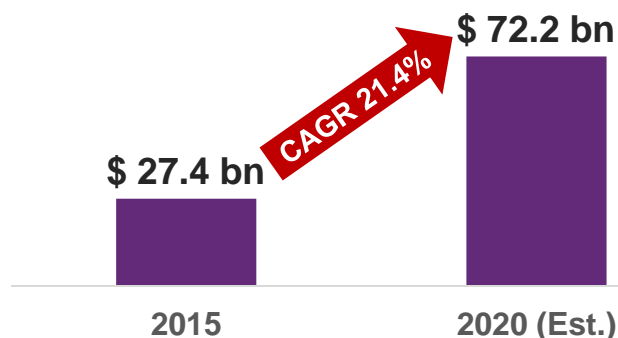
Ramasubramanian S.

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



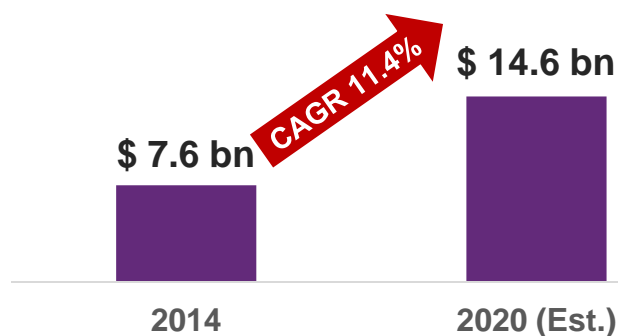
Source: Marketsandmarkets Report

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 – Q4 FY17



Revenue:

- Total Income of Rs 242.7 Mn, down 2.8% Q-o-Q; up 18.0% Y-o-Y
- Operating Revenue was Rs 227.6 Mn as against Rs 213.4 Mn in Q3FY17; up 6.7% Q-o-Q; up 17.3% Y-o-Y

Profit:

- EBITDA was at Rs 32 Mn, down 47.1% Q-o-Q; up 11.8% Y-o-Y
- EBITDA Margin of 13.2% in Q4FY17 as against 24.2% in Q3FY17
- Net Profit stood at Rs 19.7 Mn, down 39.3% Q-o-Q; up 110.3% Y-o-Y
- Net Profit Margin of 8.1% in Q4FY17 as against 13.0% in Q3FY17

Demand:,

- Number of Projects – 85
- Strong growth in Innovation Business and AMO; U.S and India

Financial Summary – FY17

Revenue:

- Total Revenue of Rs 982.1 Mn, up 27.2% Y-o-Y
- Operating Revenue of Rs 890.6 Mn, up 20.0% Y-o-Y

Profit:

- EBITDA was at Rs 199.3 Mn, up 120.7% Y-o-Y
- EBITDA Margin of 20.3% in FY17 as against 11.7% in FY16
- Net Profit stood at Rs 112.2 Mn, up 381.6% Y-o-Y
- Net Profit Margin of 11.4% in FY17 as against 3.0% in FY16

Operational Highlights – Q4 FY17



Client:

- Added 2 new client
- Total active client 44 (LTM)
- Top Client revenue 40%
- Top 3 Client revenue 60%

Employee:

- Total Employees 414 as on 31st March, 2017

Dividend:

- Board Recommended a dividend of Rs 1 per equity share for FY2016 - 17

Agenda

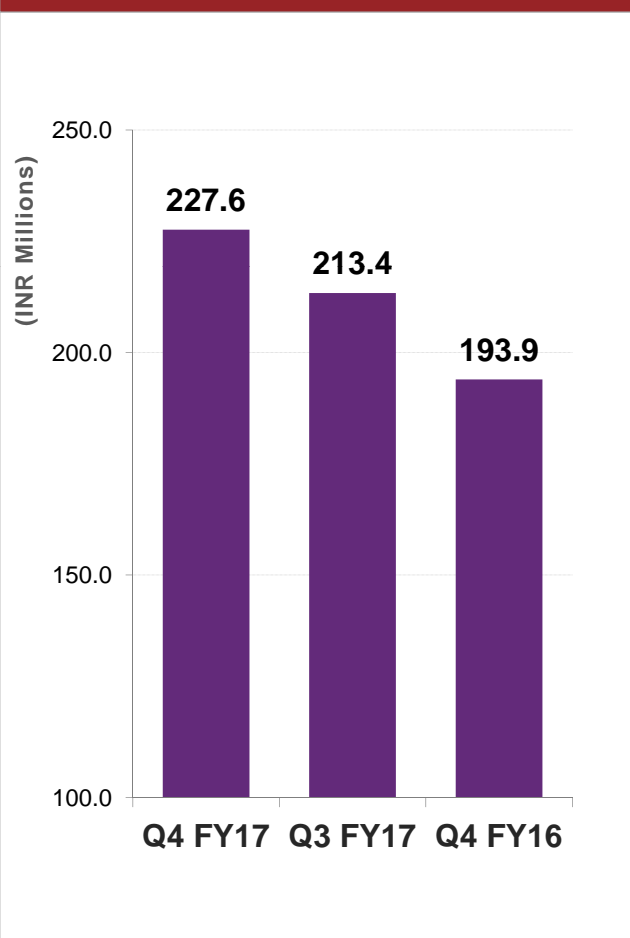
01 Company Overview

02 Quarter Highlights

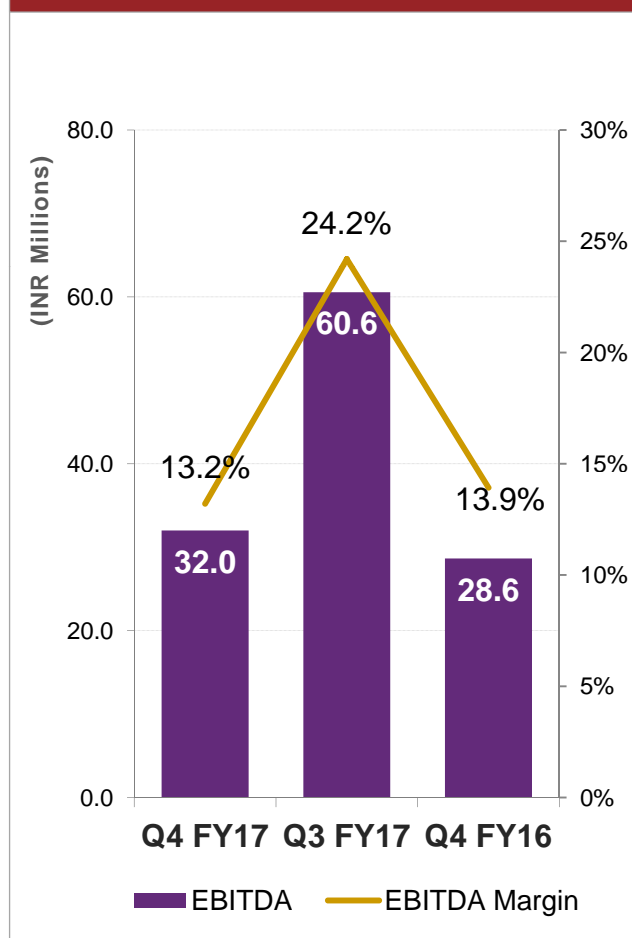
03 Financial Performance

Financial Summary – Q4 FY17

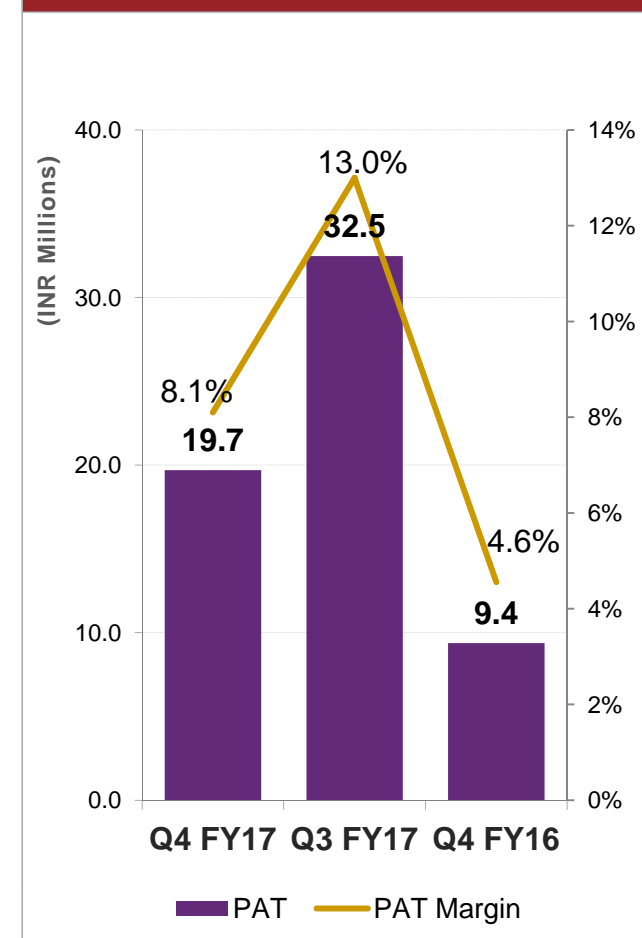
Comparable Operating Revenue



EBITDA



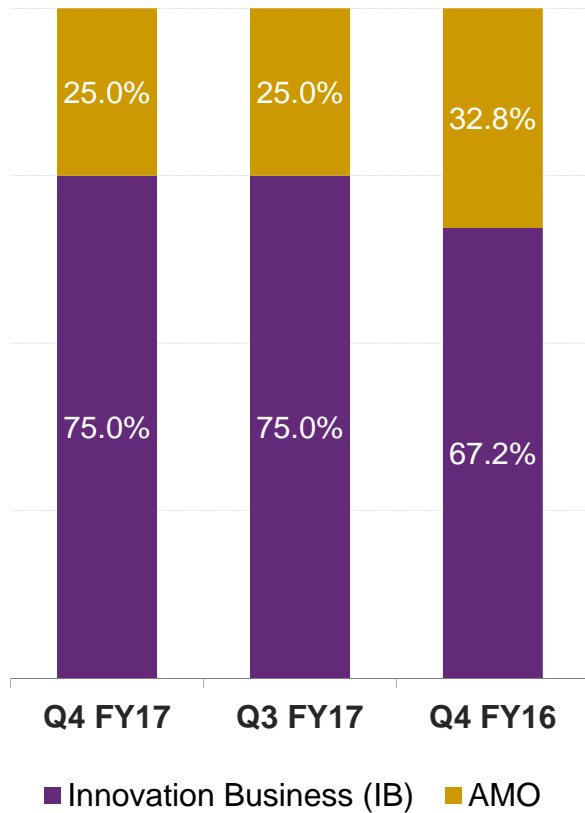
PAT



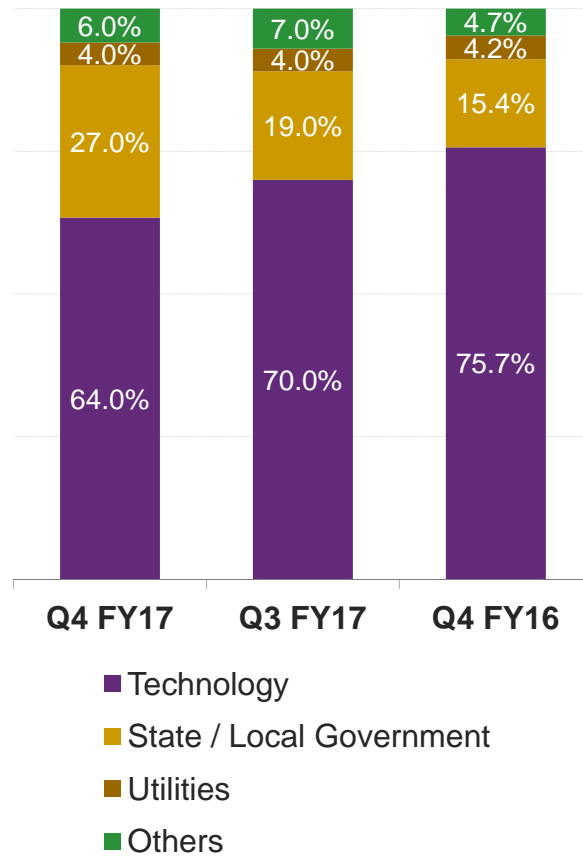
*** Comparable Operating Revenue excludes Hardware Revenue for Q4 FY17 and Q3 FY17**

Revenue Metrics – Q4 FY17

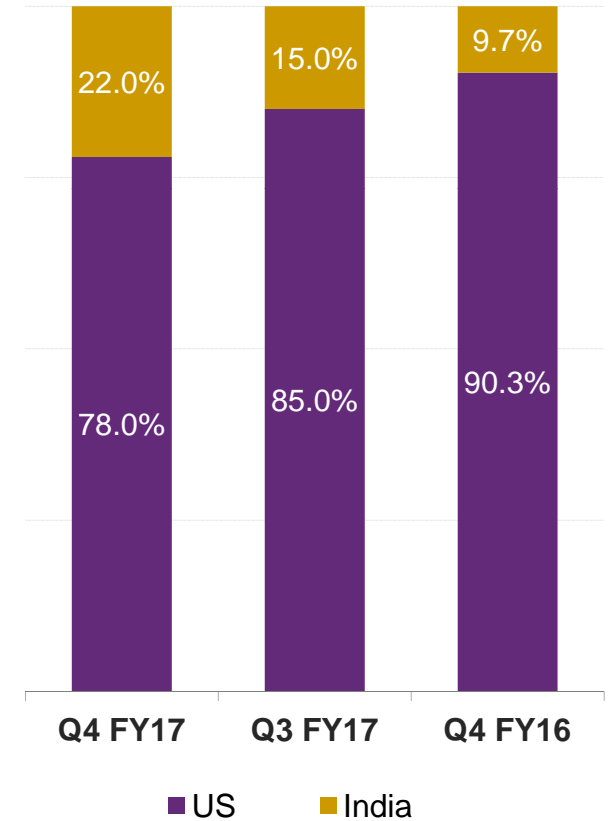
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-17	31-Dec-16	Q-o-Q	31-Mar-16	Y-o-Y	31-Mar-17	31-Mar-16	Y-o-Y
		Q4FY17	Q3FY17	Growth	Q4FY16	Growth	FY17	FY16	Growth
1	Income from Operation								
(a)	Net sales / Income from Operations	227.6	210.3	8%	192.7	18%	890.6	729.1	22%
(b)	Other Operating Income	-	3.10	-100%	1.24	-100%	-	13.2	-100%
	Total Income from Operations	227.6	213.4	7%	193.9	17%	890.6	742.3	20%
2	Expenses								
(a)	Cost of Hardware/ Software package for service delivery	24.7	16.8		5.7		94.4	32.9	187%
(b)	Employee Benefit Expense	136.0	130.4	4%	137.6	-1%	532.7	506.1	5%
(c)	Depreciation and Amortization	11.2	11.2	0%	10.3	9%	43.2	36.0	20%
(d)	Other Expenditure	50.0	42.0	19%	33.8	48%	155.7	142.5	9%
	Total Expenditure	221.9	200.4	11%	187.4	18%	825.9	717.5	15%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	5.7	12.9	-56%	6.6	-13%	64.7	24.8	161%
4	Other Income	15.1	36.4	-59%	11.8	28%	91.5	29.5	210%
5	Profit before Finance Costs and Exceptional Items (3+4)	20.8	49.3	-58%	18.4	13%	156.1	54.3	187%
6	Finance Costs	2.2	2.0	8%	2.7	-19%	10.4	8.4	25%
7	Profit after Finance Cost but before Exceptional Items (5-6)	18.6	47.3	-61%	15.6	19%	145.7	46.0	217%
8	Exceptional Items	-	-		-		-	-	
9	Profit/ Loss from Ordinary Activities before Tax (7+8)	18.6	47.3	-61%	15.6	19%	145.7	46.0	217%
10	Tax Expenses	(1.1)	14.8	-107%	6.3	-118%	33.5	22.7	48%
11	Net Profit/ Loss from Ordinary Activities after Tax (9-10)	19.7	32.5	-39%	9.4	110%	112.2	23.3	382%
12	Extraordinary Items	-	-		-		-	-	
13	Net Profit/ Loss for the Period (11-12)	19.7	32.5	-39%	9.4	110%	112.2	23.3	382%
14	Minority Interest	-	-		-		-	-	
15	Net Profit / (Loss) after Taxes and Minority Interest (13 - 14)	19.7	32.5	-39%	9.4	110%	112.2	23.3	382%
16	Paid-up Equity Share Capital of Rs 10/- each	270.8	270.8		268.7		270.8	268.7	
17	Reserves Excluding Revaluation Reserve	-	-		-		445.4	334.9	
18	Earnings Per Share (EPS) in Rs.								
(a)	Basic (not annualized)	0.73	1.20	-39%	0.35	109%	4.15	0.87	377%
(b)	Diluted (not annualized)	0.70	1.15	-39%	0.34	106%	4.03	0.85	374%



CyberTech

Systems and Software Limited

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CyberTech Total Revenue for FY17 was Rs 982.1 million; Up 27% Y-o-Y basis

Mumbai, India – 10th May, 2017: CyberTech Systems and Software Ltd. (BSE: CYBERTECH), a CMMi Level 3 Next Gen Spatial Analytics organization announced today its financial results for the **fourth quarter and full year FY17** ended on 31st March, 2017.

Commenting on the results, Mr. Vish Tadimety, founder and CEO, CyberTech, stated: *“We are pleased with our results for the Fiscal Year ended March 31, 2017. Our total revenue increased by 27% as we continued our shift in focus to Spatial Analytics. Our solutions addressing Municipal Budget in India and Intelligence Led Policing and Population Health in the United States continue to gain traction in the marketplace as we work with our partners from Cisco, Microsoft, Esri, and SAP.*

Overall, our results reflecting Total Revenue of Rs 982.1 million and EBITDA of Rs 199.3 million were in line with our expectations for the year. EBITDA reflected an increase of 121% over the prior fiscal year.

Our fourth quarter results were impacted by higher manpower and G&A costs as we absorb the cost of recruiting both additional senior management and a world-class board of advisors to the company. We believe that these investments in resources will help transform the company from success to leadership. In terms of strategic partnership and alliances, we partnered with Cisco for Smart City and Digitization Solutions and with Microsoft for intelligence led Policing solution. Our partnering with SAP and Esri focus on Digitized Solutions for Population Health.

We wish to acknowledge our investors for their continued support of the company.”

Performance Highlights

Consolidated FY17 Review

- Total income was Rs 982.1 million for the year ended 31st March, 2017 as compared to Rs 771.8 million in the corresponding period of previous year; a growth of 27%.
- Operating revenue was Rs 890.6 million for the year ended 31st March, 2017 as compared to Rs 742.3 million in the corresponding period of previous year reflecting an increase of 20%. The Company reported an EBITDA of Rs 199.3 million for FY17

compared to an EBITDA of Rs 90.3 million in the corresponding period of previous year reflecting an increase of 121%.

- EBITDA margin stood at 20.3% for FY17 as compared to 11.7% in the corresponding period of previous year.
- Net profit stood at Rs 112.2 million for FY17 as against a profit of Rs 23.3 million in corresponding period of the previous year reflecting a growth of 382% on Y-o-Y basis.

Consolidated Q4 FY17 Y-o-Y Review

- Total income for the quarter was Rs 242.7 million, including net rental income from operations of Rs 13.9 million. This was up by 18% over the comparable quarter of the prior year total income of Rs 205.7 million.
- Operating revenue was Rs 227.6 million for the quarter under review as compared to Rs 193.9 million in the comparable prior year's quarter reflecting a growth of 17%.
- Company reported an EBITDA (including rental and investment income) of Rs 32.0 million as compared to Rs 28.6 million in the comparable prior year's quarter.
- EBITDA Margin stood at 13.2% for Q4 FY17 as compared to 13.9% in Q4 FY16.
- Net Profit after tax stood at Rs 19.7 million during the quarter under review as compared to Rs 9.4 million in the comparable prior year's quarter reflecting a growth of 110%.
- Basic EPS increased by 109% at Rs 0.73 as compared to Rs 0.35 for Q4 FY16.

Business highlights – Q4 FY17

- The Company added two new clients during the quarter under review. Total active client as of 31st March, 2017 was 44 (LTM).
- From an Industry perspective, revenue from the State and Local Government sector witnessed strong momentum which contributed 27% of operating revenue during the quarter under review as compared to 19% of operating revenue in Q3 FY17.
- In terms of geography, India business grew faster during the quarter which contributed 22% of operating revenue in Q4 FY17 as compared to 15% of operating revenue in Q3 FY17. However, US business continued to be the major contributor with a contribution of 78% towards operating revenue.
- As on 31st March, 2017, the company had 414 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

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