



CyberTech

Systems and Software Ltd.

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• **CIN L72100MH1995PLC084788** • E-mail : cssl.investors@cybertech.com • Website : <http://India.cybertech.com>

To National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1 G Block, Bandra Kurla Complex Bandra (East) Mumbai - 400 051	To BSE Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 023
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Dear Sirs/Madam,

Ref.: Scrip Code: 532173; CYBERTECH
Sub: Press Release

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

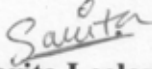

The said press release will also be made available on the Company's website www.cybertech.com

Kindly take the same on record

Thanking you,

Yours faithfully

For CyberTech Systems and Software Limited



Sarita Leelaramani
Company Secretary & Compliance Officer
Membership No: A35587

Date: October 27, 2016

Encl: Press Release



CyberTech Total Revenue for Q2FY17 was Rs 245million; Up 32% Y-o-Y basis

Mumbai, India – 27th October, 2016: CyberTech Systems and Software Ltd. (BSE: 532173; NSE:CYBERTECH), a CMMi Level 3 Next Gen Location Analytics organization announced today its financial results for the **Q2 FY17 and H1 FY17** ended on 30th September, 2016.

Performance Highlights

Consolidated Q2 FY17 Y-o-Y Review

- Total income for the quarter was Rs 245.5 million, including investment income of Rs 20.0 million and rental income from operations of Rs 11.4 million. This was up 32% over the comparable quarter of the prior financial year total income of Rs 186.1 million.
- Q2 FY17 Operating Profit was Rs 23.3million; up by461% over the comparable prior financial year quarter. Operating Profit was in line with expectations at 11% of operating revenue.
- Company reported an EBITDA (including rental and investment income) of Rs66.9million compared to Rs 20.2million in the comparable prior yearquarter; up 231% Y-o-Y.
- EBITDA Margin stood at 27.2% for Q2 FY17 compared to 10.9% in Q2 FY16.
- Net Profit after tax stood at Rs 40.9million during the quarter under review as compared to Rs 5.5million during the previous year quarter; up 641% Y-o-Y.
- Basic EPS increased by 624% at Rs 1.52compared to Rs 0.21for Q2 FY16.

Consolidated Q2 FY17 Q-o-Q Review

- CyberTechQ2 FY17 results continued the growth trend achieved in the Q1 FY17.
- Total income for Q2 FY17was Rs 245.5 million consistent withRs 244.2 million achieved in Q1 FY17.
- Q2 FY17 Comparable Operating revenue* was Rs 212.7 million as against Rs 206.9 million in Q2 FY17; up by 3% on Q-o-Q basis.
- Q2FY17 Comparable Operating Profit was Rs 23.3 million (11% of Operating Revenue) as compared to Rs 22.7 million (10% of Operating Revenue) in Q1 FY17.
- Company reported an EBITDA (including rental andinvestment income) of Rs 66.9 million compared to Rs 39.9 million in Q1 FY17.
- EBITDA Margin stood at 27.2% for Q2 FY17 compared to 16.3% in Q1 FY17.

- Profit after tax stood at Rs 40.9million during the quarter under review as compared to Rs 19.1 million during the previous quarter; up 114% on a Q-o-Q basis.
 - Basic EPS increased by 114% at Rs 1.52compared to Rs 0.71for Q1 FY17.
- * Comparable Operating Revenue excludes Hardware Revenue for Q2 and Q1*

Consolidated H1 FY17 Review

- Operating revenue was Rs 449.6 million for the half year ended 30th September,2016 compared to Rs 355.4 million in the corresponding period of previous year reflecting anincrease of 26.5%.
- The Company reported an EBITDA of Rs 106.7million compared to an EBITDA of Rs 44.9 million to the same period last year; an increase of 137% Y-o-Y basis.
- Net profit stood at Rs 60.0million for H1FY17 as against a profit of Rs 17.6 million in corresponding period of the previous year reflecting a growth of 242% on Y-o-Y basis.

Business highlights – Q2 FY17

- The Company added 3new clients during the quarter under review. Total active client as of 30th September, 2016 was 46 (LTM).
- From anIndustry perspective, revenue from thetechnology sector witnessed strong momentum which contributed 67% of operating revenue during the quarter under review as compared to 62% of operating revenue in Q1FY17.
- In terms of geography, US business grewfaster during the quarter which contributed 85% of operating revenue in Q2FY17 as compared to 75% of operating revenue in Q1 FY17.
- As on 30th September, 2016, the company had 414 total employees.
- Allotment of 1,000,000 (One Million) Optionally Fully Convertible Warrants (OFCWs) to Mr. Willem P. Elfrink (Strategic Investor) was made on a Preferential Allotment Basis.

Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, said:“We had another great quarter. Our margins continued to improve. EBITDA was tripled on a Y-o-Y basis on the back of highly non-linear growth.Our GeoShield and GeoCivic Platforms continued to gain tractions.”

He further said, “We are transforming ourselves from success to leadership. In terms of strategic partnership and alliances, we partnered with Cisco for Smart Cityand Digitization Solutions. Mr. Wim Elfrink, a pioneer in IoT, Smart Cities and Digitization of Society, joined our Advisory Board as its Chairman. In coming quarters, Wim’s vision will help us achieve greater heights providing mapping analytics and digital overlay solutions for the IoT world.”

About CyberTech

CyberTech is a CMMI Level 3 Next-generation Location Analytics and Digital Transformation 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

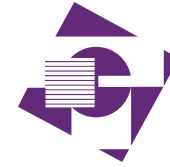
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Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results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

Q2 FY17 Earnings Presentation

27th October 2016



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 GeoSpatial and Mapping Analytics Company**
Mapping software leader Esri – a Strategic Investor
- **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
- FY16 revenue at Rs 742.3 Mn with EBITDA of Rs 90.3 Mn.
No debt on books
- Public- BSE/NSE (\$20-40M)
- 400+ Employees : US & India
- Locations
USA: Chicago, Philadelphia, Los Angeles, Denver, Salt Lake City
India: Mumbai, Hyderabad

Partnerships



Portfolio

Solutions

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay
- High-impact Mapping
- IoT
- Smart City Digitization

Products



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

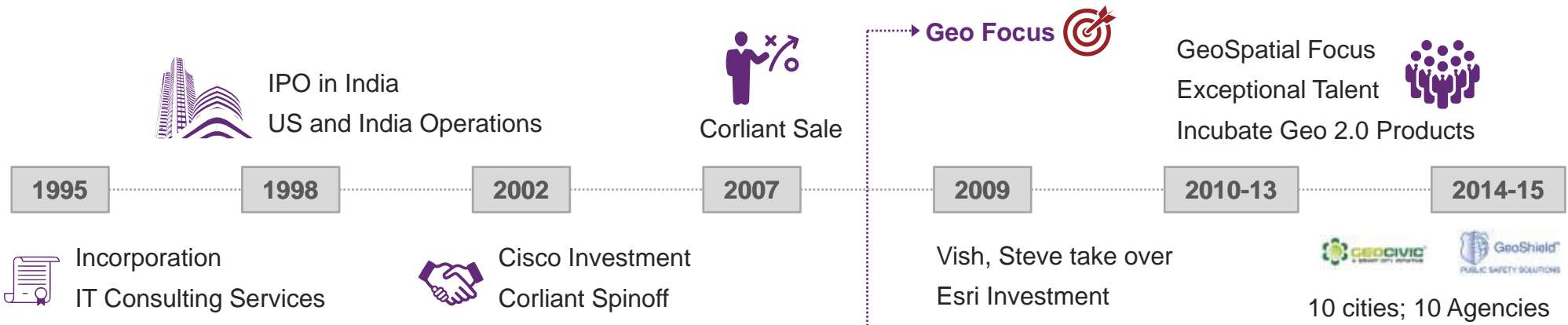


Combines spatial and business information for analysis and prediction to support **precise decision making**



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)

Transformative Focus on Mapping and Location



- Considerable resources spent in last 5 years in building IP and platforms for spatial analytics
- Map Analytics and Location Intelligence Company
- Location platforms which clients can use from first day
- Focused on building up the channel

CyberTech

- Established the 1st Geospatial 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 geospatial 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

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.

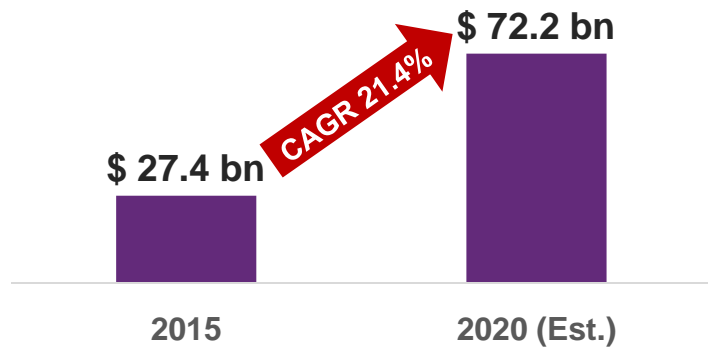
Ramasubramanian S.

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.

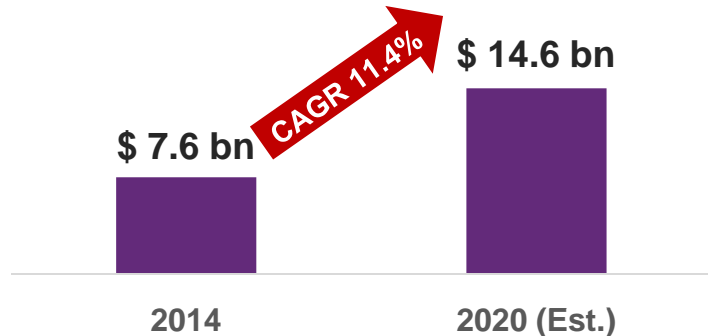
Global Geospatial Analytics and GIS Market

Global Geospatial Analytics Market



Source: Marketsandmarkets Report

Global Geographic Information System (GIS) Market



Source: P&S Market Research

The Global Geospatial Analytics Market is expected to grow at the faster rate as compared to GIS industry

Growth Drivers:

- ✓ Convergence and Integration, Commoditization and Security & Safety – key drivers of the Global Geospatial Analytics Market
- ✓ Convergence and Integration paved the way for a solution-centric approach, allowing technology developers to work in close collaboration with the end users, directly or through solution partners
- ✓ Increased penetration of consumer navigation system, owing to the growth of connected mobile devices

Agenda

01 Company Overview

02 Quarter Highlights

03 Financial Performance

Financial Summary – Q2 FY17



Revenue:

- Total Revenue of Rs 245.5 Mn, up 1% Q-o-Q; up 32% Y-o-Y
- Comparable Operating Revenue (excluding hardware revenue) of Rs 212.7 Mn as against Rs 206.9 Mn in Q1FY17; up 3% Q-o-Q; up 19% Y-o-Y

Profit:

- Operating Profit Margin of 11% in Q2FY17 as against 10% in Q1FY17
- EBITDA was at Rs 66.9 Mn, up 68% Q-o-Q; 231% Y-o-Y
- EBITDA Margin of 27.2% in Q2FY17 as against 16.3% in Q1FY17
- Net Profit stood at Rs 40.9 Mn, up 114% Q-o-Q; 641% Y-o-Y
- Net Profit Margin of 16.7% in Q2FY17 as against 7.8% in Q1FY17

Demand:

- Number of Projects – 121
- Strong growth in Innovation Business and AMO; U.S and India

Financial Summary – H1 FY17



Revenue:

- Operating Revenue of Rs 449.7 Mn, up 27% Y-o-Y
- Total Revenue of Rs 489.7 Mn, up 33% Y-o-Y

Profit:

- EBITDA was at Rs 106.7 Mn, up 137% Y-o-Y
- EBITDA Margin of 21.8% in H1FY17 as against 12.2% in H1FY16
- Net Profit stood at Rs 60 Mn, up 242% Y-o-Y
- Net Profit Margin of 12.3% in H1FY17 as against 4.8% in H1FY16

Operational Highlights – Q2 FY17



Client:

- Added 3 new clients
- Total active client 46 (LTM)
- Top Client revenue 43%
- Top 3 Client revenue 62%

Employee:

- Total Employees 414 as on 30th September,2016

Agenda

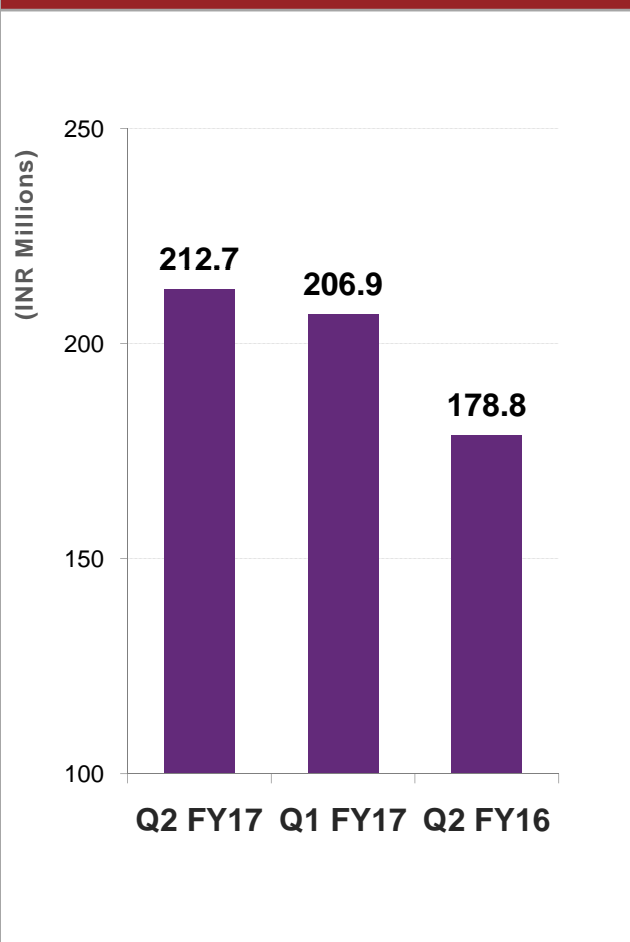
01 Company Overview

02 Quarter Highlights

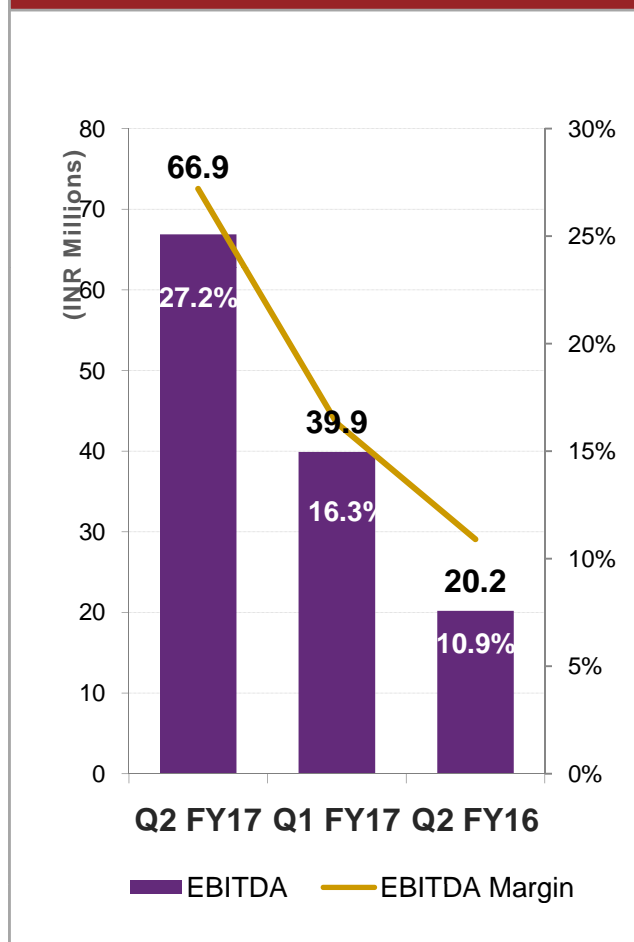
03 Financial Performance

Financial Summary – Q2 FY17

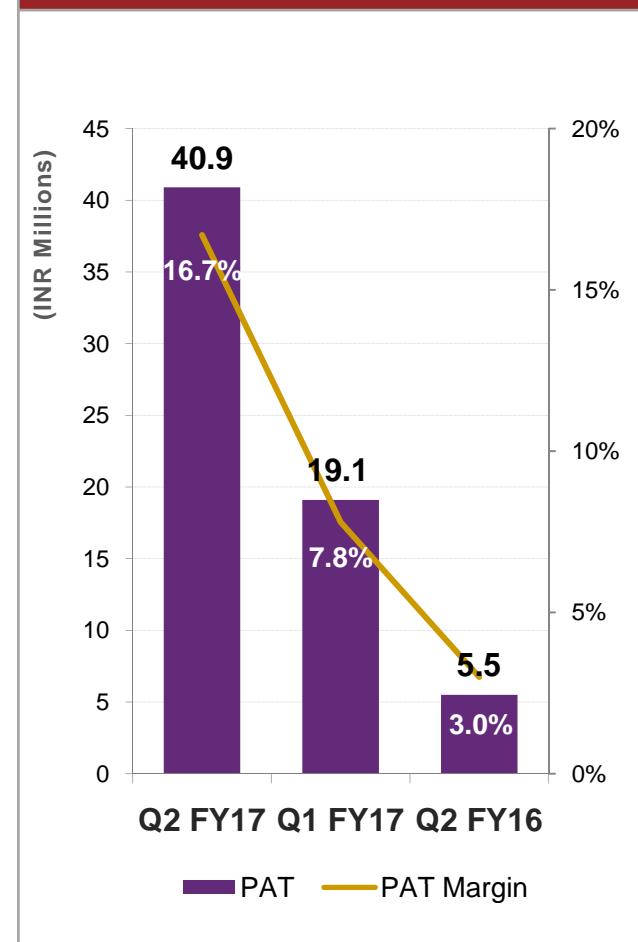
Comparable Operating Revenue



EBITDA



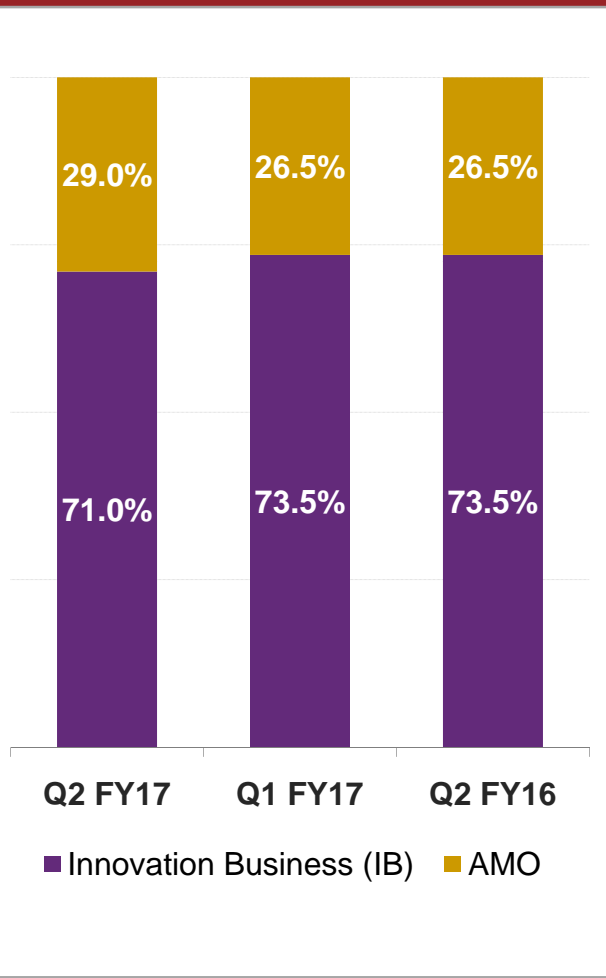
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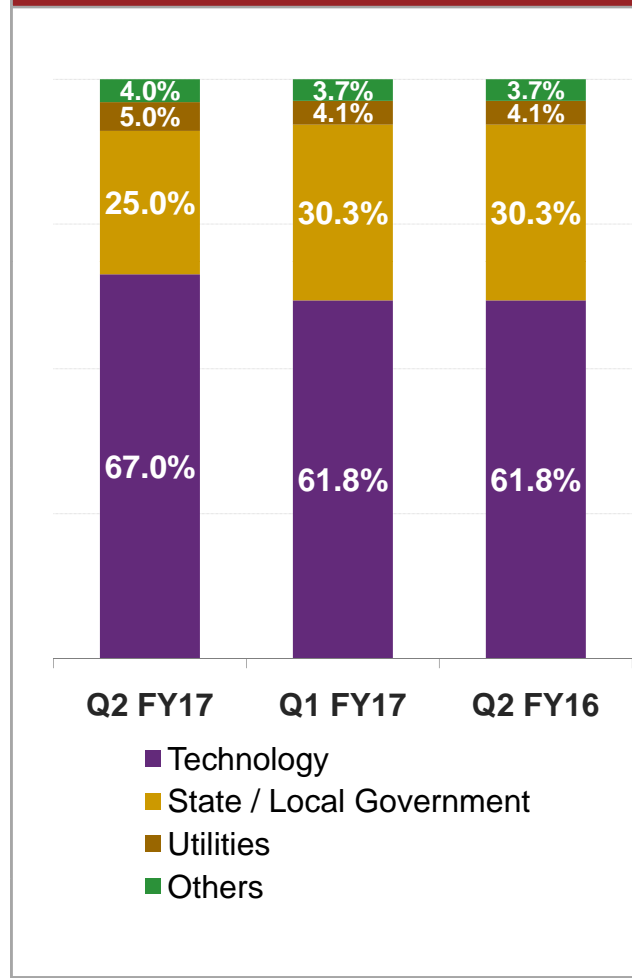
* Comparable Operating Revenue excludes Hardware Revenue for Q2 FY17 and Q1 FY17

Revenue Metrics – Q2 FY17

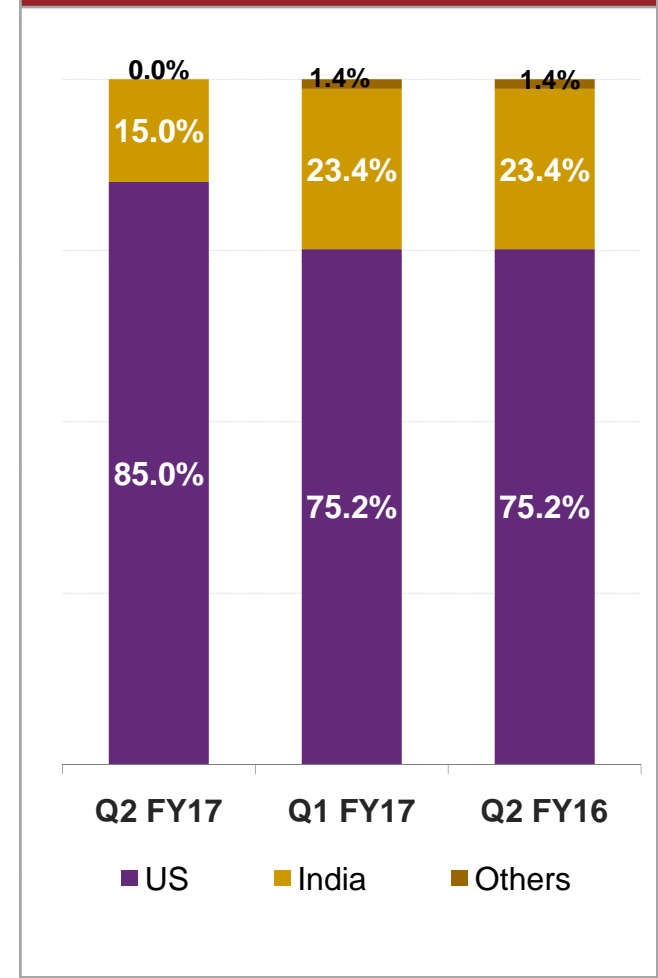
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q2 FY17



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-16	30-Jun-16	Q-o-Q	30-Sep-15	Y-o-Y	30-Sep-16	30-Sep-15	Y-o-Y
		Q2FY17	Q1FY17	Growth	Q2FY16	Growth	H1FY17	H1FY16	Growth
1	Income from Operation								
(a)	Net sales / Income from Operations	210.8	232.8	-9%	174.5	21%	443.6	348.5	27%
(b)	Other Operating Income	1.97	4.11	-52%	4.31	-54%	6.08	6.9	-12%
	Total Income from Operations	212.7	236.9	-10%	178.8	19%	449.7	355.4	27%
2	Expenses								
(a)	Cost of Hardware/ Software package for service delivery	0.6	28.1		0.6		28.7	1.0	2678%
(b)	Employee Benefit Expense	133.5	132.8	1%	125.2	7%	266.3	246.8	8%
(c)	Depreciation and Amortization	10.8	10.0	8%	8.8	22%	20.7	15.9	30%
(d)	Other Expenditure	44.5	43.4	3%	40.0	11%	88.0	75.1	17%
	Total Expenditure	189.4	214.3	-12%	174.7	8%	403.7	338.8	19%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	23.3	22.7	3%	4.2	461%	46.0	16.6	178%
4	Other Income	32.8	7.2	353%	7.3	352%	40.0	12.4	221%
5	Profit before Finance Costs and Exceptional Items (3+4)	56.1	29.9	88%	11.4	392%	86.0	29.0	196%
6	Finance Costs	3.0	3.2	-8%	1.5	94%	6.2	3.2	91%
7	Profit after Finance Cost but before Exceptional Items (5-6)	53.1	26.7	99%	9.9	437%	79.8	25.8	210%
8	Exceptional Items	-	-		-		-	-	
9	Profit/ Loss from Ordinary Activities before Tax (7+8)	53.1	26.7	99%	9.9	437%	79.8	25.8	210%
10	Tax Expenses	12.2	7.5	62%	4.4	180%	19.8	8.2	141%
11	Net Profit/ Loss from Ordinary Activities after Tax (9-10)	40.9	19.1	114%	5.5	641%	60.0	17.6	242%
12	Extraordinary Items	-	-		-		-	-	
13	Net Profit/ Loss for the Period (11-12)	40.9	19.1	114%	5.5	641%	60.0	17.6	242%
14	Minority Interest	-	-		-		-	-	
15	Net Profit / (Loss) after Taxes and Minority Interest (13 - 14)	40.9	19.1	114%	5.5	641%	60.0	17.6	242%
16	Paid-up Equity Share Capital of Rs 10/- each	270.5	269.5		268.0		270.5	268.0	
17	Reserves Excluding Revaluation Reserve	-	-		-		-	-	
18	Earnings Per Share (EPS) in Rs.								
(a)	Basic (not annualized)	1.52	0.71	114%	0.21	624%	2.23	0.7	238%
(b)	Diluted (not annualized)	1.47	0.69	113%	0.21	600%	2.16	0.7	227%



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