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[Scrip Code: 532173; Symbol: CYBERTECH]

Sub: Investors' Conference call Transcript

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

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable provisions, Please find enclosed, the Investors' Conference call Transcript for your perusal.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **CYBERTECH SYSTEMS AND SOFTWARE LTD.**


Sarita Leelaramani

Company Secretary and Compliance Officer
Membership No.: A35587



Date: July 2, 2018

Place: Thane

Encl.: a/a



“CyberTech Systems and Software Limited Investor
Conference Call”

June 28, 2018



**MANAGEMENT: MR. VISH TADIMETY – CHAIRMAN AND CEO,
CYBERTECH SYSTEMS AND SOFTWARE LIMITED
MR. STEVEN JESKE – EXECUTIVE VICE PRESIDENT,
CYBERTECH SYSTEMS AND SOFTWARE LIMITED
MR. RAMASUBRAMANIAN S. – EXECUTIVE DIRECTOR,
CYBERTECH SYSTEMS AND SOFTWARE LIMITED**

MODERATOR: DIWAKAR PINGLE, CHRISTENSEN IR

Moderator: Ladies and Gentlemen, Good Day and Welcome to the CyberTech Systems and Software Limited Investor Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' and then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Diwakar Pingle. Thank you and over to you, Sir.

Diwakar Pingle: Thanks Raymond. Good Evening and Good Morning to all of you depending on which geography you are logged in from. Thanks for joining the conference call of CyberTech Systems and Software Limited. Please note that we have sent you an investor presentation and you can also view it on the website at www.cybertech.com.

To take us through the call today and to answer your questions, we have the top management of CyberTech represented by Mr. Vish Tadimety – Chairman and CEO; Mr. Steven Jeske – Executive Vice President and Mr. Ramasubramanian S. – Executive Director. Vish will basically start the call and give a brief outline of the company's update and transformation incorporation of the newly owned subsidiary Spatialitics LLC., and also talk about the strategy for future growth. This will be for about 15 minutes which will then be followed by the Q&A session. We are happy to take as many questions from the investors as possible.

I would like to remind you that everything that is said on this call that reflects any outlook for the future or which can be construed as forward-looking statement must be viewed in conjunction with the risk and uncertainties that we face. These uncertainties and risks are included but not limited to what we mentioned in our website. With that said, I would like to hand over the call to Vish. Vish, over to you.

Vish Tadimety: Thank you, Diwakar. Good Evening Ladies and Gentlemen and Good Morning to you joining from the United States. I want to welcome everybody and thanks for joining this call.

In today's call, I would like to talk in terms of our business and how things are going, our ongoing product and software platform development and also we recently incorporated a subsidiary in the US, Spatialitics for our future growth, so as Diwakar said, we planned this call for 30 minutes and take your questions. My colleagues, Ramasubramanian, who is our Executive Director and Steven Jeske, our Executive Vice President are both on the call, some of our Directors are also on the call. As I said I will address your questions, I will talk to you about what is going well, what challenges we had, what is opportunity we have and where I see the future of the company, but first of all I want to tell you that this is not a pure numbers presentation that as you know comes at the end of the quarter. Recently, one of the shareholders who is probably on this call wanted to meet me in May, so I had a family situation I could not meet him, but we decided it would make sense that I address all of you at the same time and prudent to share information with everybody, so that way all of us have

same information. Diwakar Pingle, who leads our investor relationship and if any of you want to meet the company, please reach him and he will be glad to coordinate.

Before I get into the business discussion, I want to talk for a second about the values and how we focus on this. Myself, Steven Jeske, Jack Dangermond of ESRI and other large shareholders of the company, so we want you to know that we have not sold shares. We want to rather buy and grow for the long-term. We are what we call as value investors, we buy good companies, we want to grow. I know most of the shareholders on this call are also like that, I can assure our shareholders and partners, so I want to say that growth will come with focus, with vision, with the vision to see the opportunities that is ahead of us and execute, so let me talk to you about what the change and what are the transformation that we are going through as we speak.

We are moving CyberTech's base into product business. Half of the IT business will face growth problems, it is going to be across board. Can we monetize our IT business? yes. Can we make every paisa? yes, but if you want to grow a business and dream of building something big, we need a software platform. We have to and we are transforming ourselves into engineering, into a software company and other IT companies, so what is the platform, what is this engineering platform. Fundamentally, if you have a platform you can sell once and monetize it for a long time. An example, cellular services, Reliance Cellular Service, they monetize for long time, SAP is a platform, Windows is a platform, so it costs trying to build a platform, but if you are successful and market accessing and you have the partner, we make a lot of money over a long period of time with platforms. Does the CyberTech have support platform, the classic CyberTech business is doing extremely good, because we have long-term recurring revenue contract, but to grow, we need a software platform. I am very excited about this ongoing development and the area that I am zeroing in here is this area called cloud-based spatial analytics, so what is spatial analytics. There are lot of opportunities in the United States and international markets that align with our opportunities. There is substantial traction, today in spatial analytics the need of the hour is to get lots of information on map, on location to provide right insights. Let me just give an example, let us see you are HDFC Bank or your favorite ICICI Bank, where are the highest net worth people, do we have bank close to them, are we providing right service to them, who else is the competitor for them, and what are the competitors revenues to these companies, who are my larger defaulters of non-operating assets, where are they. All this kind of analytics are extremely important, we need location. Location and mapping and this services is a very new area, it goes all the way from setting up from where etc. for the next D-Mart or McDonalds or where I set up a new hospital, do I have doctors to provide the services, where there is an emergency, can police respond, so it is all location services. To serve into this location services, we are building a platform. So, with every year growth we will become a deeper and stronger product company. To execute all this vision and the strategy, we put together one of the best Board of Advisors that I have, Faiyaz Shahpurwala who heads the IBM Cloud business, Mr. Wim Elfrink, who is Executive Vice President at Cisco, and we have Joe Vanek and we put together an outstanding Board of Advisors. Then Steven and myself we recruited Pankaj Srivastava who is a former Vice

President and General Manager who has experience building large platforms for Dorton, but building this platform's takes time, it takes months, it takes commitment, so with this kind of addition to leadership and our strategy for investing in the right people and building a platform is the way we are progressing, so how will we sell this platform. We go to market through our partners, so we have substantial traction with Cisco selling some of our products. I have SAP Sapphire where we have substantial traction with SAP India Utilities just for the investors to know. I do not know how many of them will turn into real clients, but we had standing only pace in our SAP Sapphire with potential clients walking in. This kind of traction with the right software is the way we can grow our business and I believe the spatial analytics platform will help us grow our revenue and when we do revenues, we grow value and when we grow value, we pass it on to the shareholders so I believe that we had unique opportunities, we have scalable intellectual property and we want others to sell our product, so this led us to how do we really grow the spatial business.

We set up new subsidiary, Spatialitics. Spatialitics is primarily focused on spatial analytics and it is 100% owned subsidiary of CyberTech. CyberTech will do the enterprise solution business like what we were doing in the past, it has long-term recurring revenue contracts, it does technology support and SAP support, it does all that. But all the spatial products will be in the spatial platform, and the rationale for setting up a separate company is because we want to create focus. Focus, model, and each company has its own different distinct adversity, different go-to markets, and so to capitalize on this, we set up this new company and the primary value proposition of Spatialitics is simple, it is going to help companies to do spatial analytics on a cloud-based model. We bring lots of information from them and do spatial analytics. Healthcare companies or discrete manufacturing companies, process companies or colleagues can do spatial analytics on Spatialitics platform, so we set up this company. It is a Delaware company and CyberTech will invest in Spatialitics and Spatialitics will accumulate all the IP and Spatialitics will depend on CyberTech for all the growth, for development growth, so this is where we set up. So things are extremely well and doing well with Spatialitics in US.

I also want to touch on couple of more things, from a financial perspective if you see we have seen a steady growth year after year in the US business. The US business has been growing at clip of 10% to 15% every year, year after year last couple of years. We also had growth in profit, but we ran into issues with our GeoCivic product in India. Primarily, GeoCivic in India has led to losses, so I wanted to just make that point and this is further increased with my decision not to take any new contract primarily what we have in hand, we made a conscious decision to reduce the inflow of this business and the now GeoCivic has huge opportunity, but we want to sell it with partners who can do service and this has affected our revenues, but in the last our US business has been successful, and going forward our strategy for GeoCivic is to reduce the inflow of work from India. Let other partner sell our software, so this is a long term calculative view we have taken to monetize on GeoCivic because India needs the platform, but it is better that some other SIs done it who can execute service on our platform. Now, getting into the sales model with all these new products that we are building in US, we are adjusting it further, we will go to market to a strong partnership we are taking ESRI and Cisco they have

the market reach, but they do not have spatial platform, SAP does not have spatial platform, Cisco does not have spatial platform, so they need to bring their data and provide spatial analytics, so our relationship with SAP and ESRI are stronger, right now US account is stronger. In the last several months, we launched Spatialitics Utilities, this is a software for electric, gas, water companies to do spatial analytics of all their pipes running underground, they are not straight lines, they need to find where the pipe is, are they have assets that are linear, so we have Spatialitics Utilities, we also have Spatialitics Health and I also wanted the team to know that we have got a GeoShield deal from China and we are in advanced discussion for opportunity for GeoShield in USA. We are focused heavily on marketing. I have asked the team to send all the shareholders a four-page presentation on some of the points that are made today, you will receive them courtesy Christensen, and this document will tell you how we are focusing on marketing initiatives. During this year, I participated in SAP Sapphire, next week we have ESRI User Conference and there is substantial traction SAP co-presented with us and we are announcing new product as to ESRI in the conference, so on closing, our US business is very steady, it is very successful, it is very profitable, it is mature, and then we have excellent assets as you have seen. We have zero debt. We have promoters and shareholders who are long-term oriented, I feel the shareholders some of them are with me for a long time and so I endeavour to maintain this and continue the focus on next generation products. I believe our Spatialitics platform will grow and this will add value and that is the reason we are focused on it, so I wanted to thank you all shareholders for having shown interest in the company that your support to CyberTech and before I hand over to the moderator for questions, I wanted to assure you that Steve, Raman, and myself and most of the leaders on the call are extremely passionate about the company and they are very involved, they are very committed to growing our business, so I consider this as our business, so we have great future. We will continue to succeed with your well wishes, we have extreme support of the Board and Council. Thank you for taking the time to listen to us. I believe our results could be wonderful going forward and continue to grow. With that I will pass it onto Raymond for Q&A session.

Moderator: Thank you very much. We will now begin with the question and answer session. We have the first question from the line of Manohar Bhatia who is an Individual Investor. Please go ahead.

Manohar Bhatia: Sir, I am Manohar Bhatia shareholder since last two decades, Sir, my question is our revenue are less than expenses. Expenses are higher but revenues are lower, no other company takes such a low-cost work, what is the problem, other companies are in profit, our company is profited only from properties, what is the problem, Sir?

Vish Tadimety: I will have Steve address this question, but primarily as I said, our loss really has happened from GeoCivic, our India business. Our US business between year 2017 and 2018, US business has grown over 10%, US profits have grown 10%, but our losses are led from our GeoCivic business in India and year after year that last two years, GeoCivic has led to the losses and that is the primary reason.

Steven Jeske: I will address a couple of points, Mr. Bhatia and other shareholders if you look at our business, our business historically is 85% to 90% comprised of revenue from the US. Like Vish said, our US business is very predictable, it grows 8%, 10%, 15% year over year historically. This has been happening since 2015 when we made a decision as the company and as a group to focus on long-term recurring revenue streams, so most of our business is either on long-term contract and when I say most, I mean over 80% of our business is on long-term contracts or is on subscription revenue and the benefit of that is that we maintain it for long periods of time and we keep growing this over that base, so that was a conscious decision that we made. In 2015, we saw a dip in revenue as a result of that as we got our project business into long-term recurring revenue business, but the impact of that is that we are growing 10% on the top line, but we have been recognizing stronger growth to the bottom line as a result of that focus. As Vish said, the impact of the top line consolidated has been GeoCivic. If you look at GeoCivic over the year FY17 and FY18, we made money on GeoCivic when we had a large increase in revenue in GeoCivic in FY17 compared to FY16, but then as we learned about the business and as we addressed some of the issues that we have in the business, we basically give that back in '18 and so this year, we are closing up like the existing accounts and we will focus on the part that is profitable for GeoCivic and that is providing the platform to customers. Hope that helped and we could talk later if more detail is needed.

Moderator: Thank you. The next question is from the line of Mr. Diwakar Pingle.

Diwakar Pingle: Just like to step in with a couple of questions especially on the Spatialitics business that we talked about. I think my key question to you Vish and Steve is why the need for a new company called Spatialitics, what value is it going to add to the business and are there multiple products under this platform and do we have a sense of what kind of revenues that Spatialitics could generate over the next one or two years, I presume there will be some investment, but obviously at the end of the day if an investor is looking at it, he is looking at what kind of revenues is going to come from it, so my key question is, a) the rationale for setting up something like this in US and b) how is it going to kind of pan out in the future?

Vish Tadimety: While I will answer this and pass this to Steve, the fundamental reason is it is a product business and product business and services are different than services business and if it is a separate company, it gives lot of focus so to create value, attract talent, and even to attract capital, Spatialitics has to be a separate company and that will allow us to build and get the right kind of newer investments and talent in the Company and help us to grow the business.

Steven Jeske: Thanks Vish, I will add a couple of points to that, Diwakar thanks to whoever sent this question, but Vish is right about creating the focus. One thing that I would add to this is that, this is an US company that was built that we are partnering in the US market with go to market with partners on this and as on the platform and the products that are associated with the platform. We are set as a separate company so that we can really capture the elements, the best elements, the best practices of what makes US start-up company that participate in technology like this and what makes them great, and that is really separate focus and the ability to create and attract great people and talent to the company, so the drivers are what Vish said about

value and capital, but we cannot underplay the role that people and talent and we are starting with the basis of putting together an outstanding team and our team is comprised of people both in Delaware right here and then also with people over in Bangalore and Thane in India.

Diwakar Pingle: Thanks for that and you did talk a bit about GeoShield or what is happening on the GeoShield in the US and where are we going with that particular product?

Vish Tadimety: I will have Raman or Steve add in chime into this, but yes there is interesting GeoShield and some shareholders have asked me in the past and we are seeing that is the impact of GeoShield through the multiple channels, the important channel is Cisco. When we started seeing great traction with GeoShield in Cisco, here this is a classic case of selling software and if you sell the software, Cisco pays us the money even before it is deployed, so we are seeing traction from Cisco and I am seeing that we have better growth and opportunities in GeoShield at this year end. There are several deals in pipeline with Cisco.

Steven Jeske: I will add to that just really briefly, we have believed in GeoShield as a good product and we stake it because our current customers are great references for GeoShield. What we found now is that we really need a good channel partner to get the breadth of reach to be in the market this and to accelerate the growth and so that is the stage that we are in today as Vish mentioned with Cisco and others. One of the real advantages though and that goes back to Spatialitics platform, but GeoShield is strengthened by putting it on the Spatialitics platform and it is strengthened because if you come to usable and easier to deliver product to customers and that we believe will make a big difference in the marketplace as well as the breadth of the channel.

Diwakar Pingle: As it stands, do you have any sense of what kind of revenues we can expect or I think that will be more as the business starts flowing in?

Steven Jeske: At this point, we are not prepared to make specific projections on GeoShield, but what we can say is that we believe we will have a pretty clear understanding of what the potential is through the channel by the end of this year.

Moderator: Thank you. Next, we have a follow question from the line of Manohar Bhatia who is an Individual Investor. Please go ahead.

Manohar Bhatia: What would be the revenue from GeoShield China?

Vish Tadimety: The revenue from GeoShield China, we can disclose the numbers at a specific breakdown level for that specific entity.

Steven Jeske: I would defer that to Diwakar, Vish because we see indications of that but we do not have the final signed documents. I think they need to wait and the answer to that is to state that we expect the final document shortly and when we do, we will issue a press release with the command at that contract.

Moderator: Thank you. That was the last question in the queue, I would now like to hand the conference back to the management for any closing comments.

Vish Tadimety: I thank all the shareholders for joining this call. I want to conclude by saying that if you want to meet the company Management, please meet through Diwakar and myself and Raman and Steve and the Management would be more than willing to sit and talk to you about any of the details that you are looking for, and we will be more than glad to share with you the information. Thank you for taking the time in the evening, I hope most of the people are from Mumbai and it is not raining and it is raining here in Philadelphia a lot, so I thank you for taking the time and I appreciate your support.

Moderator: Thank you very much. On behalf of CyberTech Systems and Software Limited, that concludes this conference. Thank you for joining us, Ladies and Gentlemen, you may now disconnect your lines.