To	To
BSE Limited	**National Stock Exchange of India Ltd.**
Listing Department,	Exchange Plaza, Plot No. C/1,
Phiroze Jeejeebhoy Towers	G Block, Bandra Kurla Complex
Dalal Street	Bandra (East)
Mumbai-400 001	Mumbai - 400 051

[Scrip Code: 532173; Symbol: CYBERTECH]

Sub: 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 Earnings Presentation in respect of financial results for the fourth quarter and year ended March 31, 2018.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For CyberTech Systems and Software Ltd.

Sarita Leelaramani
Company Secretary & Compliance Officer
Membership No.: A35587
Date: May 10, 2018
Place: Thane

CyberTech
Systems and Software Limited

Earnings Presentation
Q4 and Full Year FY18
9th May, 2018

Safe Harbor

This presentation has been prepared by CyberTech Systems and Software Limited solely to provide information about the Company.

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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

Company Overview

Quarter Highlights
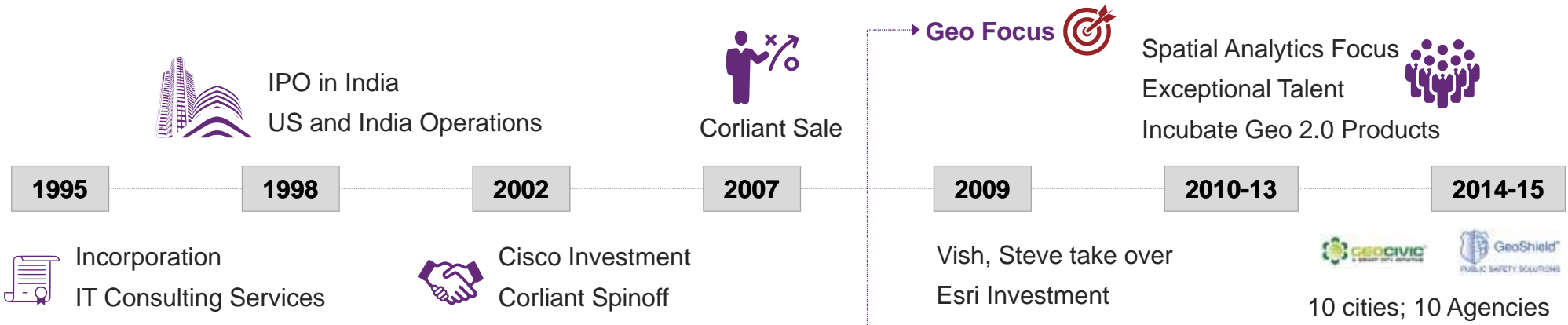
Financial Performance

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

- FY18 saw steady growth in US based business

- Continue to invest in Cloud-based Spatial Analytics Platform

- Incorporated Spatialitics Inc., a new wholly owned subsidiary of CyberTech to focus on growth opportunities in the US market

- 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

CyberTech
Systems and Software Limited

1995	**1998**	**2002**	**2007**	**2009**	**2010-13**	**2014-15**

IPO in India
US and India Operations

Corliant Sale

Geo Focus

Spatial Analytics Focus
Exceptional Talent
Incubate Geo 2.0 Products

Incorporation
IT Consulting Services

Cisco Investment
Corliant Spinoff

Vish, Steve take over
Esri Investment

GEOCIVIC
A SMART CITY INITIATIVE

GeoShield™
PUBLIC SAFETY SOLUTIONS

10 cities; 10 Agencies

- 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

CyberTech
Systems and Software Limited

Solutions

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay

- High-impact Mapping
- IoT
- Smart City Digitization

Products

GeoShield™
PUBLIC SAFETY SOLUTIONS

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

CyberServe
SAP-GIS Integration

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

geoserve

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

GEOCIVIC
A SMART CITY INITIATIVE

A SaaS-based **Property Tax Digitalization Platform** that helps increase Property Tax collection

Industry Leading Board of Advisors

CyberTech
Systems and Software Limited

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.

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.

Joseph M. Vanek
Advisory Board Member

- Owner of Vaenk, Vickers and Masini, P.C. and a renowned commercial litigation practitioner.

- He is also a passionate, serial entrepreneur. He co-founded AutoMark Technical Systems, LLC and grew it to $100 mn

- Mr. Vanek received the William J. Kenealy, SJ, Alumnus of the Year Award.

- He holds a Juris Doctor (Honors) degree from Boston College Law School and a Bachelor's (Honors) degree from Creighton University.

- As a member of the Advisory Board, Mr. Vanek will assist with the formulation of corporate strategy and help drive and support CyberTech's

Executive Management

CyberTech
Systems and Software Limited

Vish Tadimety	Steven Jeske	Ramasubramanian S.
Chairman and CEO	*Group CFO and Director*	*Executive Director*

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. — *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.

Agenda

Company Overview

Quarter Highlights

Financial Performance

Financial Summary – Q4 FY18

Revenue:

- Total Revenue of Rs 232.0 Mn, down 4.7% Q-o-Q
- Operating Revenue of Rs 211.5 Mn, down 6.0% Q-o-Q

Profit:

- EBITDA was at Rs 8.2 Mn as against Rs 32.2 Mn in Q3FY18
- EBITDA Margin of 3.5% in Q4FY18 as against 13.2% in Q3FY18
- Net Loss stood at Rs 13.9 Mn as against net profit of Rs 9.9 Mn in Q3FY18 mainly impacted by the initial booking of the following items required under changes to adopt India AS:
  - ✓ Provision against receivables Rs (-)13.3 Mn
  - ✓ The non-cash imputed value of options vested to date Rs (-) 2.7 Mn
  - ✓ Fair value of security deposits Rs (-) 6.0 Mn
  - ✓ Provision against credit losses Rs (-) 1.3 Mn
  - ✓ Non-cash adjustment of investments to fair market value on a Q-o-Q basis Rs 2.0 Mn

Financial performance of current quarter and comparative periods are as per INDAS

Financial Summary – FY18

Revenue:

- Total Revenue of Rs 952.1 Mn, compared to 973.9 Mn in FY17
- Operating Revenue of Rs 870.5 Mn, compared to 875.7 Mn in FY17

Profit:

- EBITDA was at Rs 114.0 Mn as against Rs 186.6 Mn in FY17
- EBITDA Margin of 12.0% in FY18 as against 19.2% in FY17
- Net Profit stood at Rs 31.7 Mn as against Rs 98.1 Mn in FY17
- Net Profit Margin of 3.3% in FY18 as against 10.1% in FY17

Demand:

- Number of Projects – 76
- Strong growth in Innovation Business and AMO; U.S

Operational Highlights – Q4FY18

Client:
- Added 2 new clients
- Total active client 50 (LTM)
- Top Client revenue 49%
- Top 3 Client revenue 68%

Employee:
- Total Employees 416 as on 31st March, 2018

Dividend:
- The Board of Directors recommended a dividend of Rs 1 per equity share of Rs.10 each for the FY18 subject to the approval of the shareholders in the ensuing Annual General Meeting
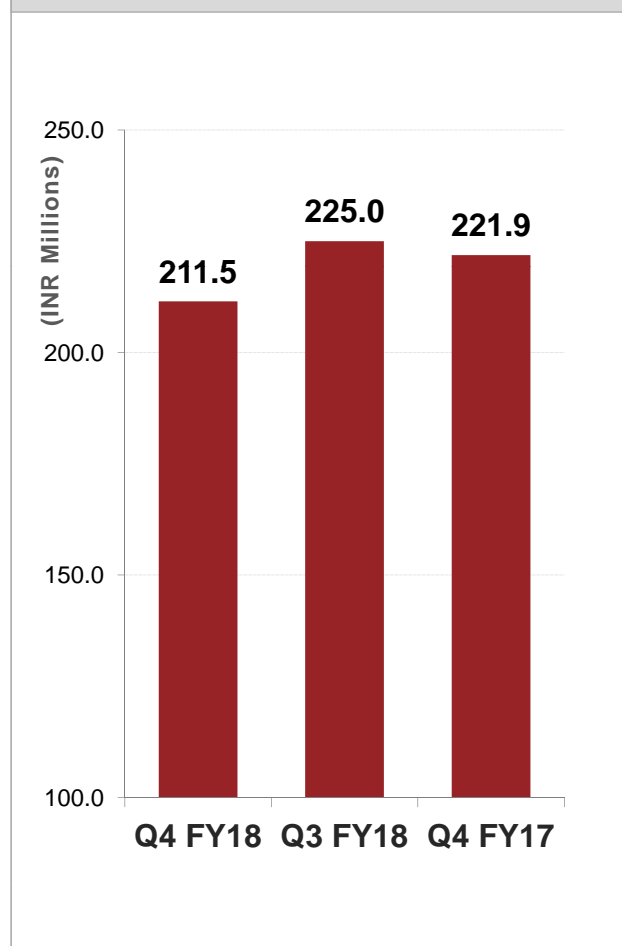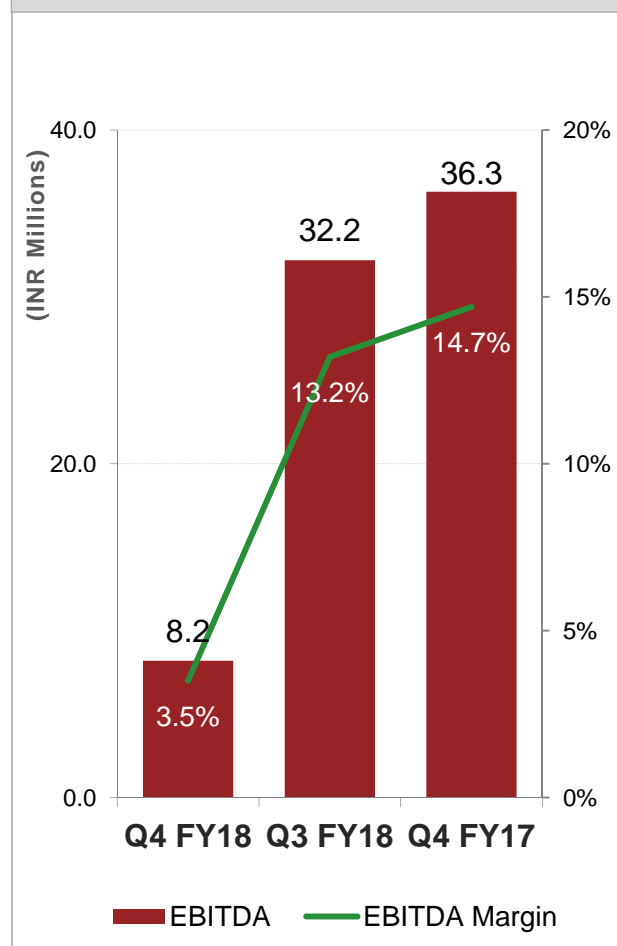
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Company Overview

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Financial Summary – Q4 FY18

CyberTech
Systems and Software Limited

Comparable Operating Revenue

(INR Millions)

Q4 FY18	Q3 FY18	Q4 FY17
211.5	225.0	221.9

EBITDA

(INR Millions)

	Q4 FY18	Q3 FY18	Q4 FY17
EBITDA	8.2	32.2	36.3
EBITDA Margin	3.5%	13.2%	14.7%

PAT

(INR Millions)

	Q4 FY18	Q3 FY18	Q4 FY17
PAT	-13.9	9.9	20
PAT Margin	-6.0%	4.1%	8.1%
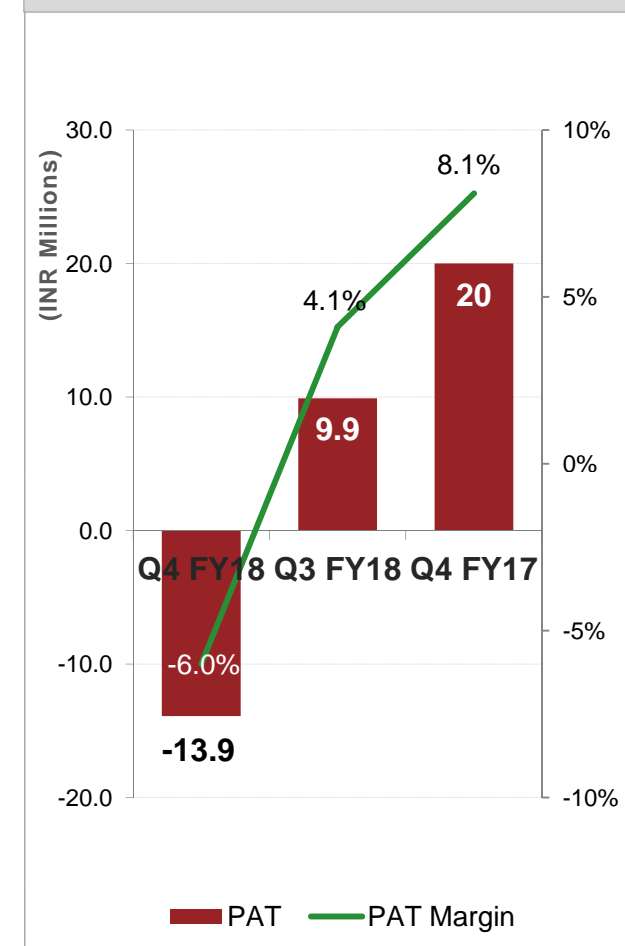
Comparable Operating Revenue includes Hardware Revenue
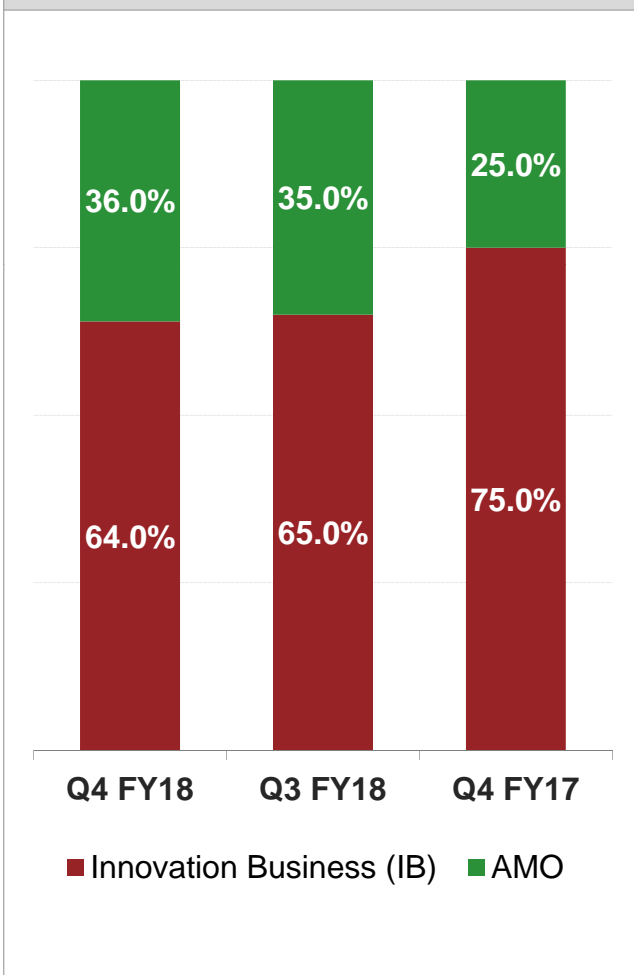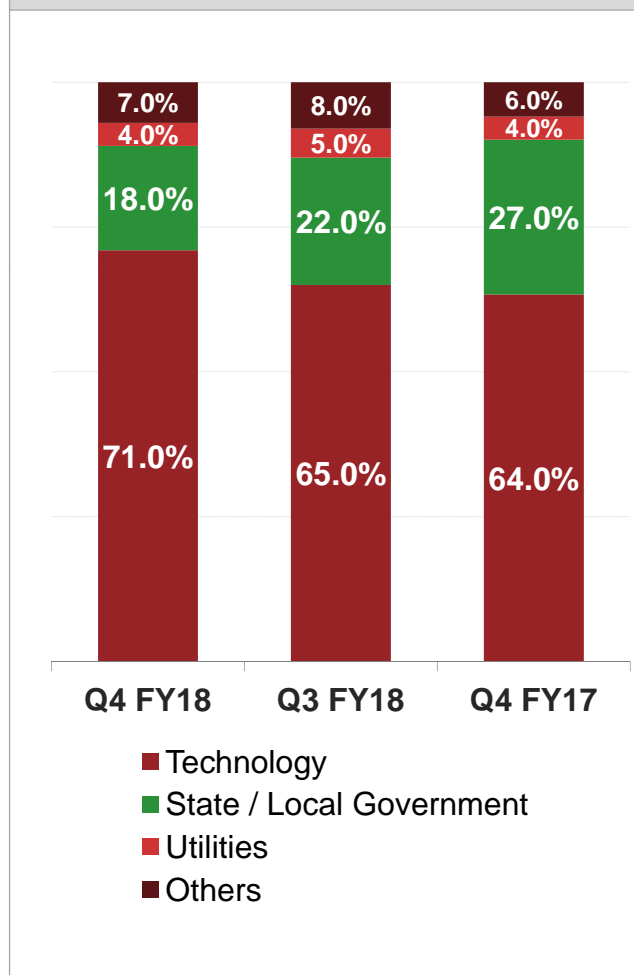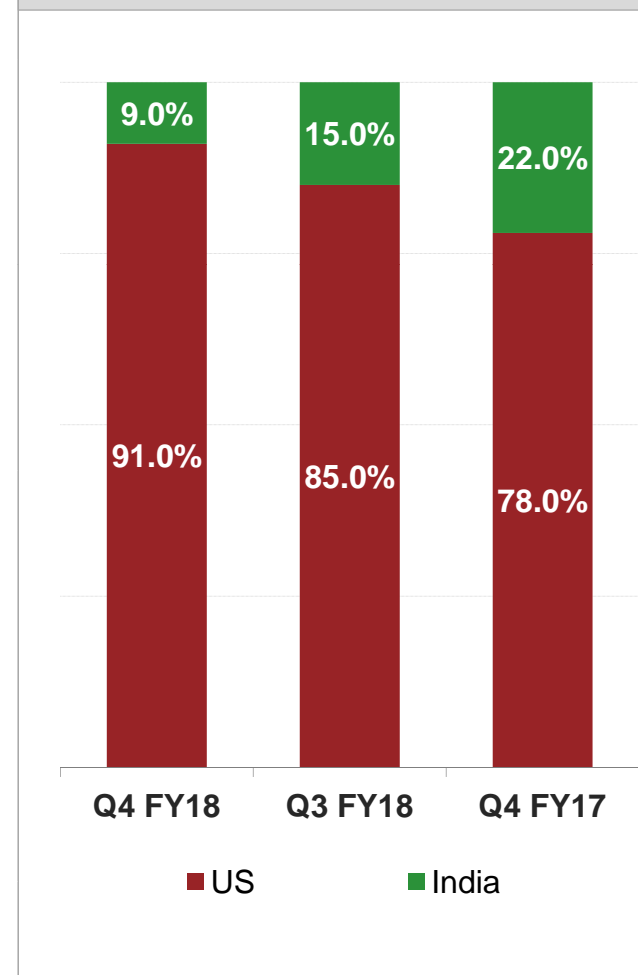
Consolidated Quarterly P&L – Q4 FY18

CyberTech
Systems and Software Limited

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-18	31-Dec-17	Q-o-Q	31-Mar-17	Y-o-Y	31-Mar-18	31-Mar-17	Y-o-Y
		Q4FY18	Q3FY18	Growth	Q4FY17	Growth	FY18	FY17	Growth
1	Revenue from Operations	211.5	225.0	-6.0%	221.9	-4.7%	870.5	875.7	-0.6%
2	Other Income	20.4	18.5	10.4%	25.5	-20.0%	81.5	98.2	-17.0%
3	**Total Revenue (1+2)**	232.0	243.5	-4.7%	247.4	-6.2%	952.1	973.9	-2.2%
4	**Expenses**								
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	18.7	27.7	-32.3%	42.2	-55.6%	91.9	98.8	-7.0%
	b) Employee Benefits expense	147.8	139.6	5.9%	137.6	7.4%	559.0	538.3	3.8%
	c) Depreciation and amortization expense	15.5	15.7	-1.7%	11.2	37.9%	55.8	43.2	29.2%
	d) Finance Costs	10.1	3.2	215.3%	4.1	145.0%	18.7	14.0	33.1%
	e) Other expenses	57.3	44.1	30.0%	31.3	83.0%	187.3	150.2	24.7%
	Total Expenses	249.3	230.2	8.3%	226.4	10.2%	912.6	844.5	8.1%
5	**Profit before Tax (3-4)**	(17.4)	13.3	-230.8%	21.0	-182.6%	39.5	129.4	-69.5%
6	Tax Expense								
	a) Current Tax	0.7	4.9		2.9		15.2	33.7	
	b) Deferred Tax	(4.2)	(1.5)		(1.9)		(7.4)	(2.3)	
7	**Profit for the period (5-6)**	(13.9)	9.9	-239.7%	20.0	-169.3%	31.7	98.1	-67.7%
8	**Other Comprehensive Income**								
	Items that will not be classified to Profit and Loss								
	a) Remeasurement of the net defined benefit liabilities	(0.9)	0.4		0.8		0.3	1.6	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	(0.1)		(0.3)		(0.1)	(0.5)	
9	**Total Comprehensive Income for the period (7-8)**	(13.2)	9.6	-236.8%	19.5	-167.5%	31.5	97.0	-67.5%
10	Paid up equity share capital (Face value: Rs.10 per share)	274.1	274.1		270.5		274.1	270.5	
11	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	(0.51)	0.36	-241.7%	0.74	-168.9%	1.16	3.63	-68.0%
	Diluted (Not annualised)	(0.50)	0.36	-238.9%	0.71	-170.4%	1.14	3.52	-67.6%

CyberTech
Systems and Software Limited

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