

Date: May 10, 2019

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 532173	To, National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (E), Mumbai-400051 Symbol: CYBERTECH
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Dear Sir/Madam,

Sub.: Press Release and Earning Presentation

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

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter and year ended March 31, 2019 is attached for your perusal.

Kindly take the same on record.

Thanking you,
Yours Faithfully

For **CYBERTECH SYSTEMS AND SOFTWARE LIMITED**



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



Place: Thane

Encl.: a/a



CyberTech Total Revenue for Q4FY19 was Rs 280 million; up 21% Y-o-Y basis

Mumbai, India – 9th May, 2019: CyberTech Systems and Software Ltd. (BSE SCRIP CODE: 532173 NSE: CYBERTECH), a CMMi Level 3 Next Gen Location Analytics organization announced today its financial results for the **fourth quarter and full year FY19** ended on 31st March, 2019.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “The fourth quarter and the year ended March 31st was a greatly improved year for us. Results for the quarter included Revenue of 28 Cr, an increase of 26% over the comparable quarter of the prior year, EBITDA of 7.6 Cr and Net Profit of 4.7 Cr, representing 17% of revenue. Our Revenue for the year was Rs.103 Cr, EBITDA was Rs.20 Cr and Net Profit stood at Rs.10 Cr. I should attribute this growth momentum primarily to our growth in US business which constitutes 91% of Revenue and grew 19% over previous year, in rupee term and Net Profit increased by 223%.

I am pleased to share with you that CyberTech was honoured as an Esri Cornerstone Partner at the Esri Partner Conference 2019. This is an acknowledgement of our commitment towards the GeoSpatial community. Our long term collaboration with Esri has consistently demonstrated that with strong and unparalleled GeoSpatial expertise, we can help our mutual customers derive tremendous GeoSpatial insights.

We see SAP S/4HANA Move is a great opportunity for us going forward and we continue to focus on deepening our SAP relationship. Our joint workshop offering with SAP Database Migration Factory in India and is gaining traction from several Indian enterprises. Our US based subsidiary Spatialitics developed a research paper with SAP on SAP HANA as an Enterprise Geodatabase.

We have recently formed an Industry Advisory Board with prominent industry leaders from various domains during the third quarter of this year. During this quarter, Captain Brandon Gillespie, from Modesto Police Department, agreed to join the Industry Advisory Board as our Public Safety expert. His addition to our board will provide us with invaluable insight and counsel, and will help us revolutionize the public safety sector with the use of spatial analytics.

We continued to have a strong focus on marketing to generate demand. During the quarter, we participated and showcased our SAP offerings and Spatialitics products in SAP FKOM (SAP Field Kick-Off Meeting) 2019 and GeoSpatial World Forum 2019. Our experts were part

of panel discussions in several SAP and Esri events. We have also become a member of American Water Works Association (AWWA).

We are confident that the growth momentum and the margin resilience observed in this quarter will continue moving forward and our focus is to add value to our customers driven by our next-gen products and solutions offerings through subscription sales.”

Performance Highlights

Consolidated Q4FY19 Q-o-Q Review

- Operating revenue was Rs 263.3 million during the quarter under review as compared to Rs 247.0 million during the previous quarter; reflecting a growth of 6.6% on Q-o-Q basis.
- Total revenue was Rs 280.0 million during the quarter under review as compared to Rs 265.0 million during the previous quarter.
- The Company reported an EBITDA of Rs 75.6 million for the quarter under review as compared to Rs 58.2 million during the previous quarter; a growth of 29.9% on Q-o-Q.
- EBITDA Margin stood at 27.0% for Q4FY19.
- Net Profit for the quarter continued to show increasing leverage over revenue and was reported at Rs 47.0 million during the quarter under review as compared to Rs 32.1 million during the previous quarter, reflecting growth of 46.5%.

Consolidated Q4FY19 Y-o-Y Review

- Operating revenue was Rs 263.3 million during the quarter as compared to Rs 211.5 in the corresponding period of previous year; reflecting a growth of 24.5% in rupee terms
- The Company reported EBITDA of Rs 75.6 million during the quarter under review as compared to Rs 8.2 million in the corresponding period of previous year.
- EBITDA Margin was 27.0% for Q4FY19.
- Profit after tax was Rs 47.0 million during the quarter under review as compared to Rs 13.9 million in the corresponding period of previous year.

Consolidated FY19 Review

- Operating revenue was Rs 967.6 million for FY19 as compared to Rs 870.5 million in FY18; reflecting a growth of 11.2% on Y-o-Y basis.
- Total revenue was Rs 1031.0 million for FY19 as compared to Rs 952.1 million in FY18, an increase of 8.3%.

- The Company reported EBITDA of Rs 198.7 million for FY19 as compared to Rs 114.0 million in FY18.
- EBITDA Margin was 19.3% for FY19.
- Net Profit was Rs 102.3 million for FY19 as compared to Rs 31.7 million in FY18; reflecting a growth of 222.8% on Y-o-Y basis.

Business highlights – Q4FY19

- Total active client count as of 31st March, 2019 was 38 (LTM)
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 71% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 91% towards operating revenue
- As on 31st March, 2019, the Company had 457 total employees

About CyberTech

CyberTech is a CMMI Level 3 Next-generation Location 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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CyberTech
Systems and Software Limited



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

Earnings Presentation

Q4 and Full Year FY19

9th May, 2019

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.



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
- FY19 saw steady growth
- Continue to invest in Cloud-based Spatial Analytics Platform
- Incorporated Spatialitics LLC, 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



- 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
- SAP S/4HANA Transformation
- SAP Analytics Cloud
- Smart City Digitization

Products



Public Safety

Intelligence Led
Policing



Smart City

Property Tax
Management



Healthcare

Healthcare



Utilities

Asset & Workforce
Management



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.

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 – Q4FY19



Q-o-Q Review

Revenue:

- Total Revenue of Rs 280.0 Mn, up 5.7% Q-o-Q
- Operating Revenue of Rs 263.3 Mn, up 6.6% Q-o-Q

Profit:

- EBITDA was at Rs 75.6 Mn as against Rs 58.2 Mn in Q3FY19; up 29.9%
- EBITDA Margin of 27.0% as against 22.0% in Q3FY19; up 503 bps
- Net Profit of Rs 47.0 Mn as against Rs 32.1 Mn in Q3FY19; up 46.5%
- PAT Margin of 16.8% as against 12.1% in Q3FY19; up 468 bps

Demand:

- Number of Projects – 61
- Strong growth in Innovation Business and AMO; US and India

Financial Summary – Q4FY19



Y-o-Y Review

Revenue:

- Total Revenue of Rs 280.0 Mn, up 20.7% Y-o-Y
- Operating Revenue of Rs 263.3 Mn, up 24.5% Y-o-Y

Profit:

- EBITDA was at Rs 75.6 Mn as against Rs 8.2 Mn in Q4FY18
- EBITDA Margin of 27.0% as against 3.5% in Q4FY18
- Net Profit of Rs 47.0 Mn as against Net loss of Rs 13.9 Mn in Q4FY18
- PAT Margin of 16.8% as against negative margin of 6.1% in Q4FY18

Financial Summary – FY19



Revenue:

- Total Revenue of Rs 1,031.1 Mn, up 8.3% Y-o-Y
- Operating Revenue of Rs 967.6 Mn, up 11.2% Y-o-Y

Profit:

- EBITDA was at Rs 198.7 Mn as against Rs 114.0 Mn in FY18; up 74.4%
- EBITDA Margin of 19.3% as against 12.0% in FY18; up 730 bps
- Net Profit stood at Rs 102.3 Mn as against Rs 31.7 Mn in FY18
- Net Profit Margin of 9.9% as against 3.3% in FY18; up 659 bps

Operational Highlights – FY19

Client:

- Added 2 new clients
- Total active client 38 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 65%

Employee:

- Total Employees 457 as on 31st March, 2019



Company Overview



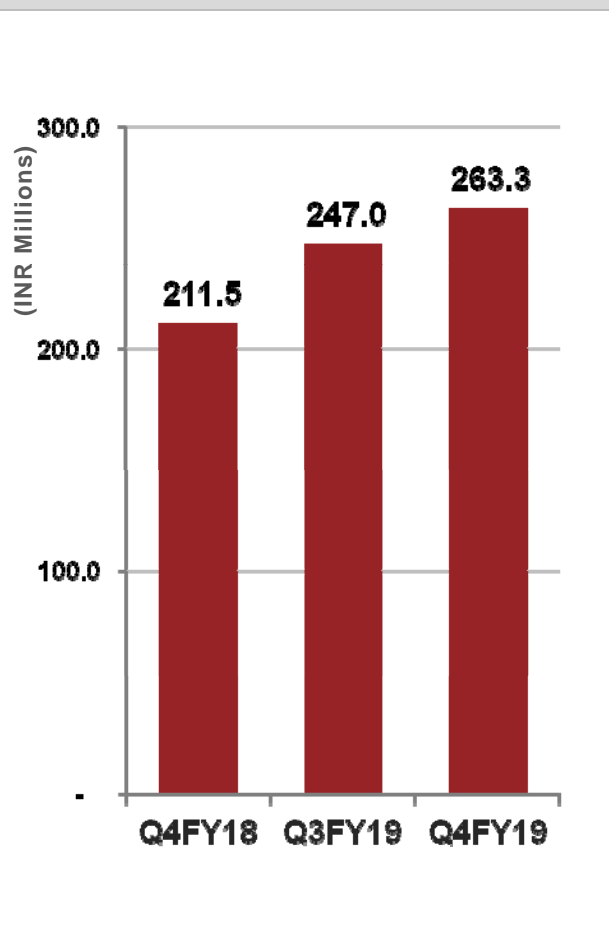
Quarter Highlights



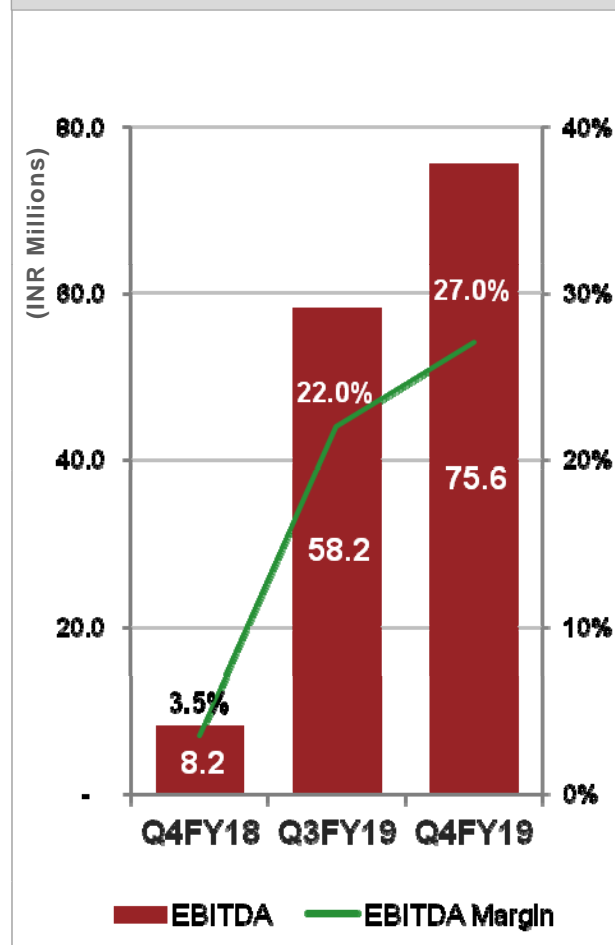
Financial Performance

Financial Summary – Q4FY19

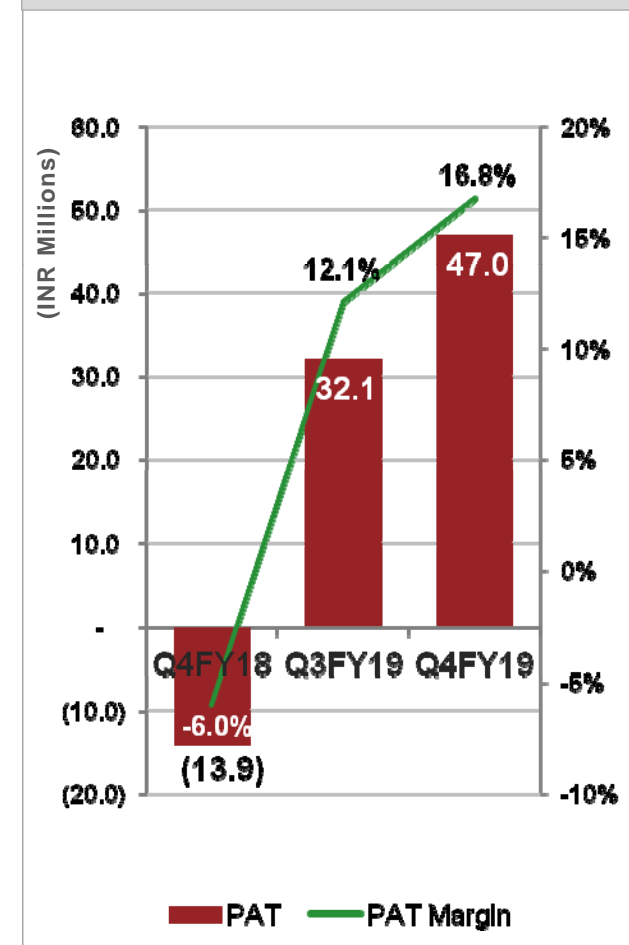
Comparable Operating Revenue



EBITDA



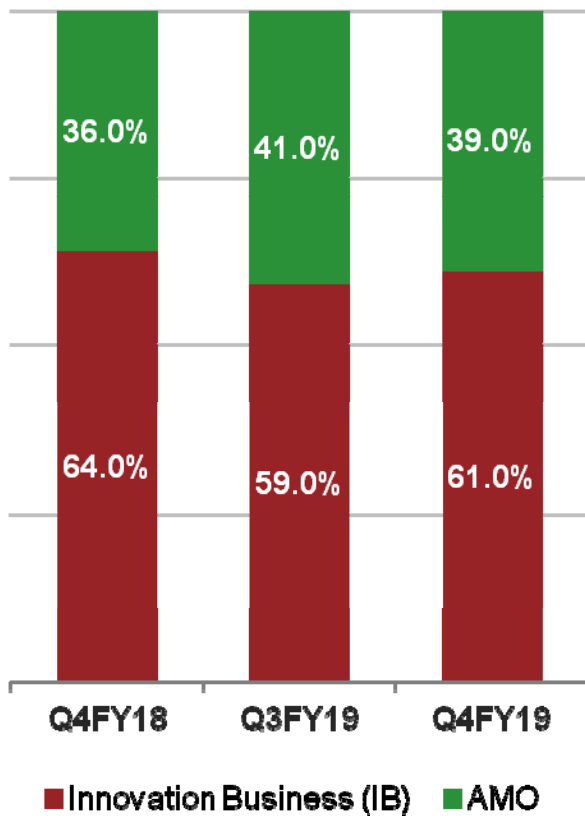
PAT



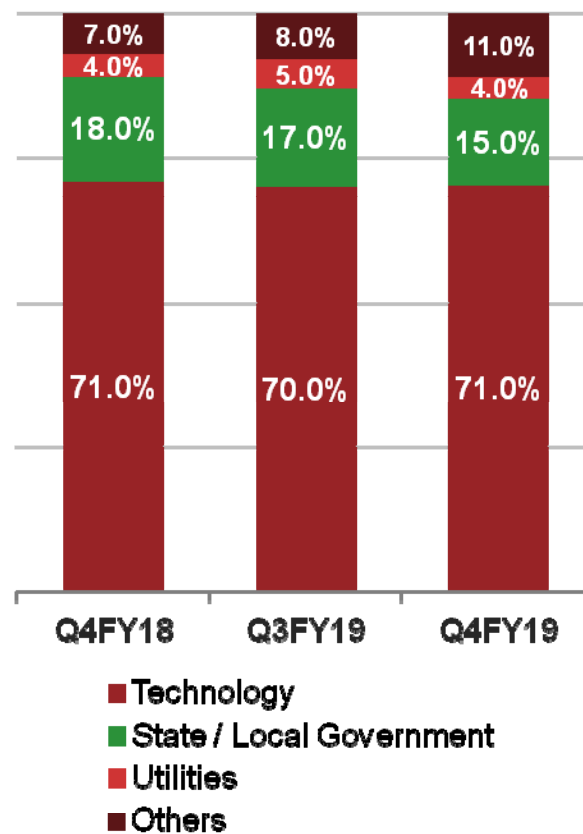
* Comparable Operating Revenue includes Hardware Revenue

Revenue Metrics – Q4FY19

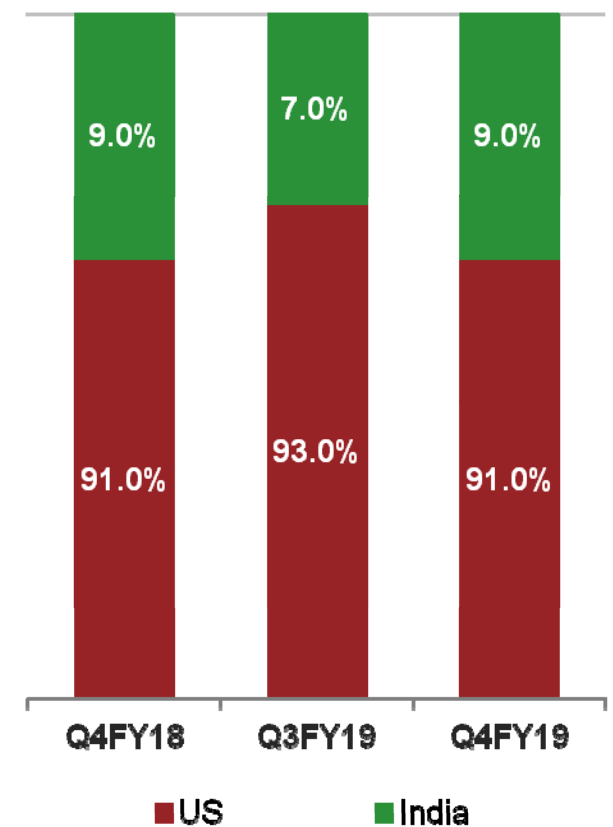
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q4FY19



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-19	31-Dec-18	Q-o-Q	31-Mar-18	Y-o-Y	31-Mar-19	31-Mar-18	Y-o-Y
		Q4FY19	Q3FY19	Growth	Q4FY18	Growth	FY19	FY18	Growth
1	Revenue from Operations	263.3	247.0	6.6%	211.5	24.5%	967.6	870.5	11.2%
2	Other Income	16.7	18.0	-7.2%	20.4	-18.1%	63.4	81.5	-22.2%
3	Total Revenue (1+2)	280.0	265.0	5.7%	232.0	20.7%	1,031.087	952.1	8.3%
4	Expenses								
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	12.6	16.2	-22.1%	18.7	-32.6%	67.5	91.9	-26.5%
	b) Employee Benefits expense	153.3	151.5	1.2%	147.8	3.8%	597.0	557.3	7.1%
	c) Depreciation and amortization expense	17.2	16.7	2.6%	15.5	11.1%	65.7	55.8	17.8%
	d) Finance Costs	2.7	3.2	-15.1%	10.1	-73.1%	10.9	18.7	-41.7%
	e) Other expenses	38.4	39.1	-1.8%	57.3	-33.0%	167.9	188.9	-11.1%
	Total Expenses	224.3	226.7	-1.1%	249.3	-10.1%	909.0	912.6	-0.4%
5	Profit before Tax (3-4)	55.7	38.3	45.5%	(17.4)	-420.9%	122.1	39.5	209.2%
6	Tax Expense								
	a) Current Tax	11.7	6.2	88.4%	0.7	1574.0%	23.3	15.2	53.9%
	b) Deferred Tax	(3.0)	0.0	-18568.8%	(4.2)	-29.8%	(3.5)	(7.4)	-52.4%
7	Profit for the period (5-6)	46.99	32.1	46.5%	(13.9)	-439.0%	102.30	31.7	222.8%
8	Other Comprehensive Income								
	Items that will not be classified to Profit and Loss								
	a) Remeasurement of the net defined benefit liabilities	(1.5)	(0.1)	2252.4%	0.9	-258.2%	(1.7)	(0.3)	563.1%
	b) Income tax relating to items that will not be reclassified to profit and loss	0.4	0.0	2323.5%	(0.3)	-259.7%	0.5	0.1	572.5%
	Items that will be reclassified to Profit and Loss								
	c) Foreign currency translation reserve	1.3	(2.6)	-150.5%	1.3		3.8	1.3	
9	Total Comprehensive Income for the period (7-8)	47.2	29.4	60.7%	(11.9)	-496.8%	104.9	32.8	220.0%
10	Paid up equity share capital (Face value: Rs.10 per share)	275.2	275.2		274.1		275.2	274.1	
11	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.7	1.17	46.2%	(0.51)	-435.3%	3.68	1.16	217.2%
	Diluted (Not annualised)	1.7	1.16	46.6%	(0.50)	-440.0%	3.65	1.14	220.2%



CyberTech

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