



# CyberTech

Systems and Software Ltd.

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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](http://www.cybertech.com).

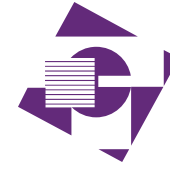
Kindly take the same on your record.

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

10<sup>th</sup> May 2017



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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**

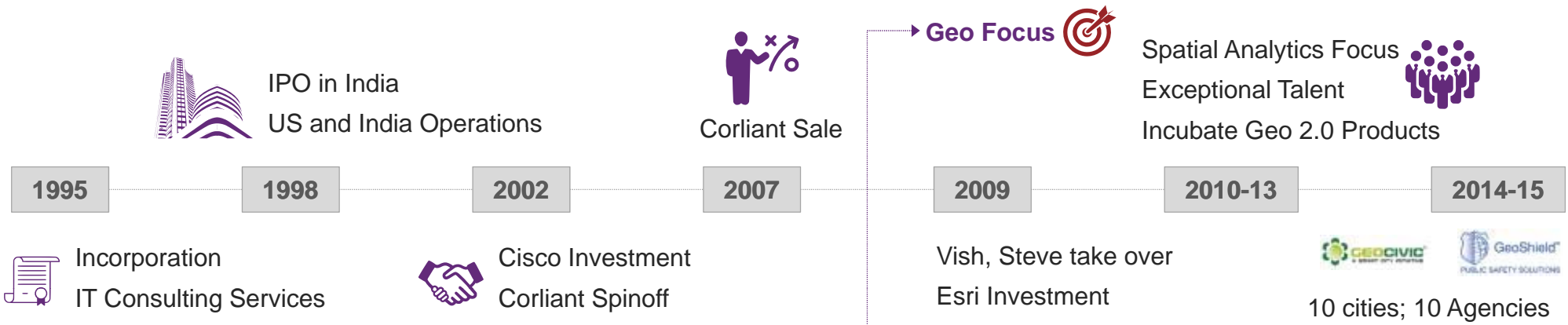
# About The Company

- **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.

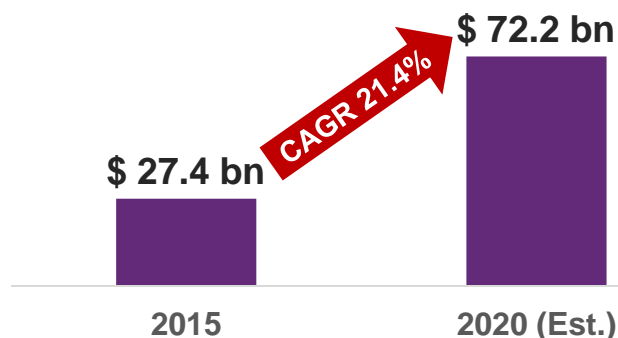
## Ramasubramanian S.

*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



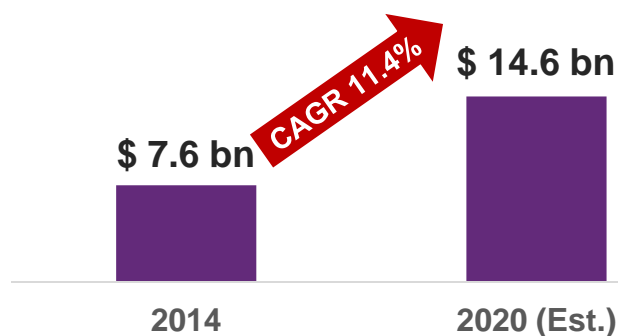
Source: Marketsandmarkets Report

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 31<sup>st</sup> March, 2017

## Dividend:

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

# Agenda

01 Company Overview

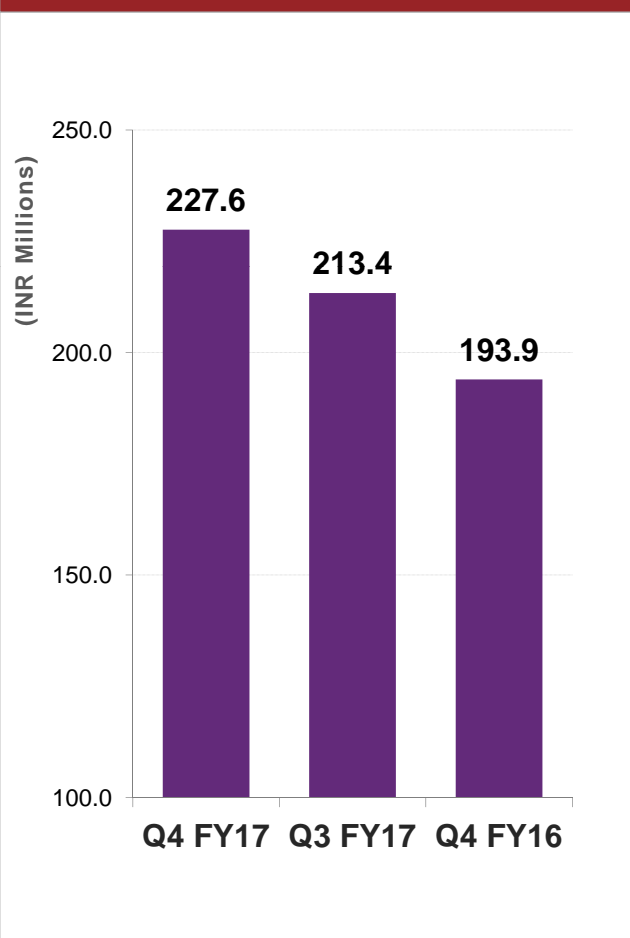
02 Quarter Highlights

**03 Financial Performance**

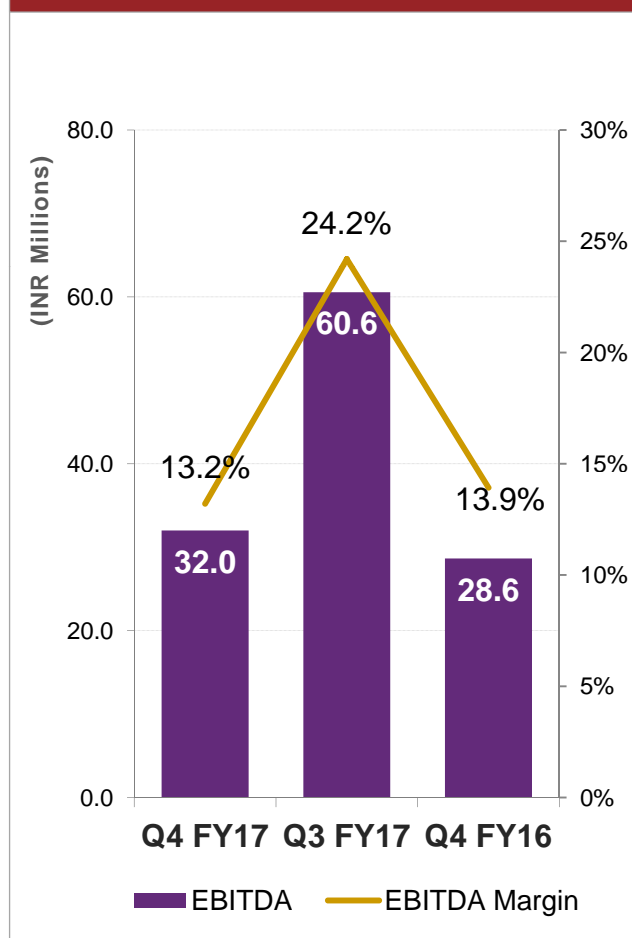


# Financial Summary – Q4 FY17

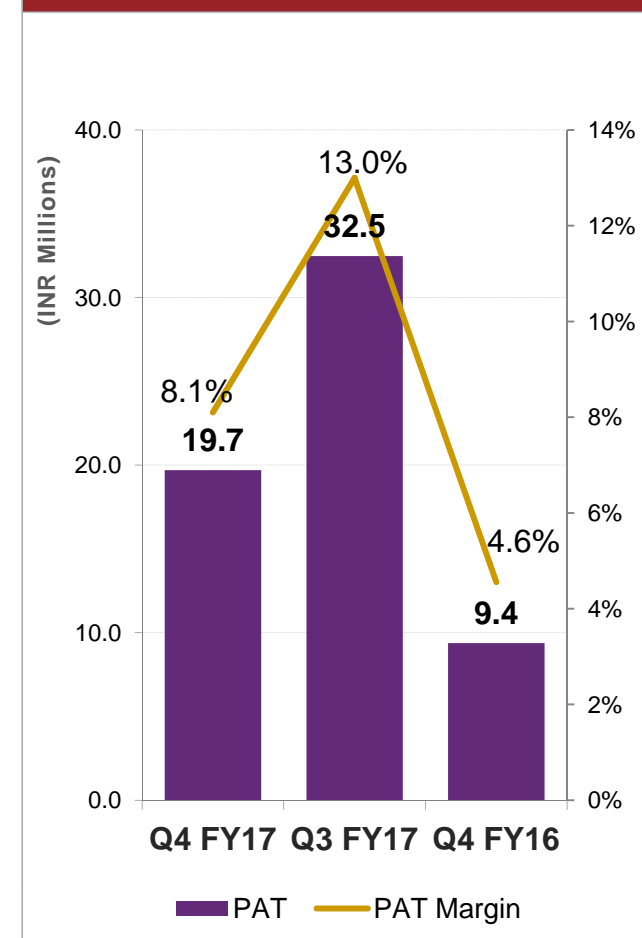
## Comparable Operating Revenue



## EBITDA



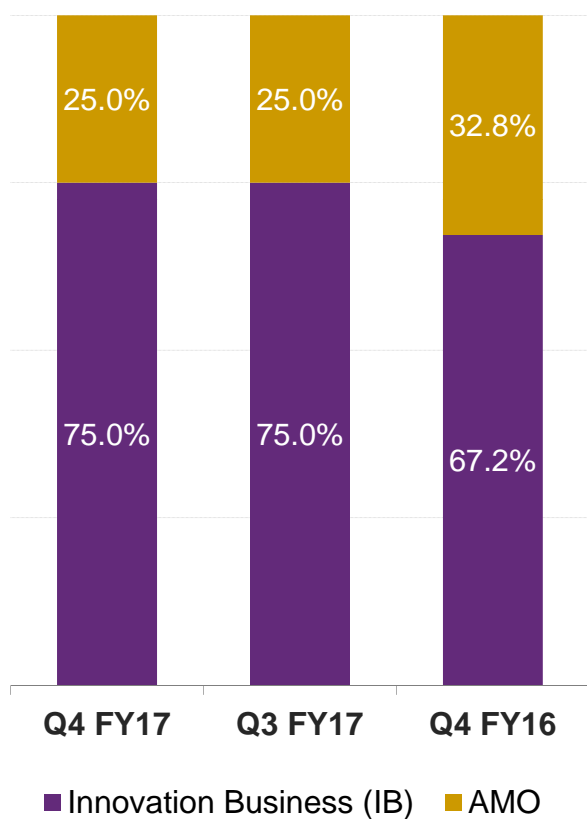
## PAT



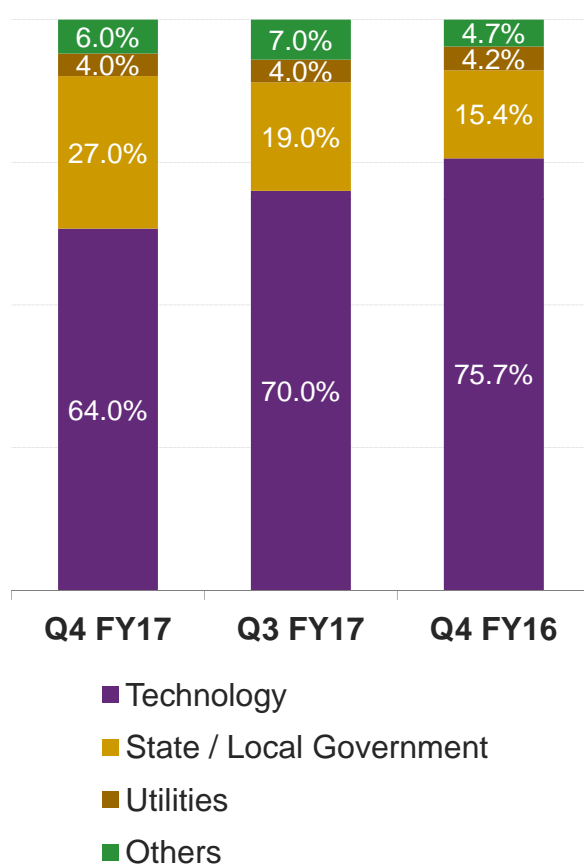
**\* Comparable Operating Revenue excludes Hardware Revenue for Q4 FY17 and Q3 FY17**

# Revenue Metrics – Q4 FY17

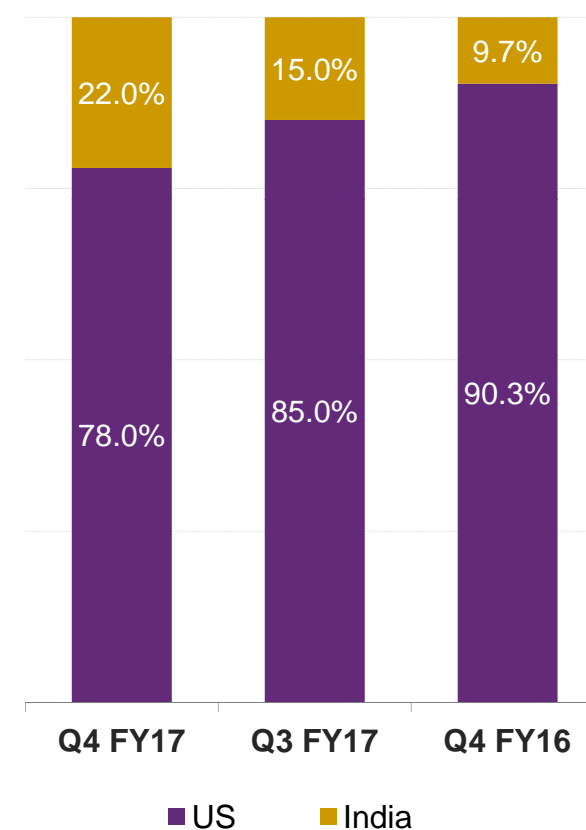
## Revenue By Business



## 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      |
| <b>1</b>  | <b>Income from Operation</b>  |              |              |             |              |             |              |              |             |
| (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%       |
|           | <b>Total Income from Operations</b>   | <b>227.6</b> | <b>213.4</b> | <b>7%</b>   | <b>193.9</b> | <b>17%</b>  | <b>890.6</b> | <b>742.3</b> | <b>20%</b>  |
| <b>2</b>  | <b>Expenses</b>   |              |              |             |              |             |              |              |             |
| (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%          |
|           | <b>Total Expenditure</b>  | <b>221.9</b> | <b>200.4</b> | <b>11%</b>  | <b>187.4</b> | <b>18%</b>  | <b>825.9</b> | <b>717.5</b> | <b>15%</b>  |
|           | <b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>                 | <b>5.7</b>   | <b>12.9</b>  | <b>-56%</b> | <b>6.6</b>   | <b>-13%</b> | <b>64.7</b>  | <b>24.8</b>  | <b>161%</b> |
| 4         | Other Income  | 15.1         | 36.4         | -59%        | 11.8         | 28%         | 91.5         | 29.5         | 210%        |
| <b>5</b>  | <b>Profit before Finance Costs and Exceptional Items (3+4)</b>  | <b>20.8</b>  | <b>49.3</b>  | <b>-58%</b> | <b>18.4</b>  | <b>13%</b>  | <b>156.1</b> | <b>54.3</b>  | <b>187%</b> |
| 6         | Finance Costs   | 2.2          | 2.0          | 8%          | 2.7          | -19%        | 10.4         | 8.4          | 25%         |
| <b>7</b>  | <b>Profit after Finance Cost but before Exceptional Items (5-6)</b>                                       | <b>18.6</b>  | <b>47.3</b>  | <b>-61%</b> | <b>15.6</b>  | <b>19%</b>  | <b>145.7</b> | <b>46.0</b>  | <b>217%</b> |
| 8         | Exceptional Items   | -            | -            |             | -            |             | -            | -            |             |
| <b>9</b>  | <b>Profit/ Loss from Ordinary Activities before Tax (7+8)</b>   | <b>18.6</b>  | <b>47.3</b>  | <b>-61%</b> | <b>15.6</b>  | <b>19%</b>  | <b>145.7</b> | <b>46.0</b>  | <b>217%</b> |
| 10        | Tax Expenses  | (1.1)        | 14.8         | -107%       | 6.3          | -118%       | 33.5         | 22.7         | 48%         |
| <b>11</b> | <b>Net Profit/ Loss from Ordinary Activities after Tax (9-10)</b>   | <b>19.7</b>  | <b>32.5</b>  | <b>-39%</b> | <b>9.4</b>   | <b>110%</b> | <b>112.2</b> | <b>23.3</b>  | <b>382%</b> |
| 12        | Extraordinary Items   | -            | -            |             | -            |             | -            | -            |             |
| <b>13</b> | <b>Net Profit/ Loss for the Period (11-12)</b>  | <b>19.7</b>  | <b>32.5</b>  | <b>-39%</b> | <b>9.4</b>   | <b>110%</b> | <b>112.2</b> | <b>23.3</b>  | <b>382%</b> |
| 14        | Minority Interest   | -            | -            |             | -            |             | -            | -            |             |
| <b>15</b> | <b>Net Profit / (Loss) after Taxes and Minority Interest (13 - 14)</b>                                    | <b>19.7</b>  | <b>32.5</b>  | <b>-39%</b> | <b>9.4</b>   | <b>110%</b> | <b>112.2</b> | <b>23.3</b>  | <b>382%</b> |
| 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        |             |
| <b>18</b> | <b>Earnings Per Share (EPS) in Rs.</b>  |              |              |             |              |             |              |              |             |
| (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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