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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

[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 Press Release for financial results for the fourth quarter and year ended on 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 FY18 Operating Revenue at Rs 870.5 million Recommended Dividend of Rs 1 Per Share

Clarification Note

With respect to the financial results for the fourth quarter and full year ended 31st March, 2018 for CyberTech Systems and Software Ltd, please note that the Company has adopted Indian Accounting Standards (IND AS) effective 1st April, 2017 (transition date being 1st April, 2016) and accordingly, the financial results for mentioned periods have been prepared in accordance with the recognition and measurement principles laid down in the IND AS prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.

Mumbai, India – 9th **May, 2018**: CyberTech Systems and Software Ltd. (BSE: CYBERTECH), a CMMi Level 3 Next Gen Spatial Analytics organization announced its financial results for the **fourth quarter** and full year FY18 ended on 31st March, 2018.

Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, stated "We have had a year of steady growth and success in the US based business of the company. However, this was partially offset during the fourth quarter by planned reductions in GeoCivic revenue. During the quarter we rationalized our GeoCivic business and made a decision to forego new opportunities and complete all current accounts. As we transition to providing a Spatial Analytics platform, our focus is to make the software available through our GeoCivic channel partners. This decision necessitated a partial provision against receivables in several accounts. We have also adopted several newly promoted accounting standards requiring that non-cash expenses be recorded starting this year to recognize the cost of (i) stock option granted but not exercised, (ii) to adjust investments to current market values, (iii) to recognize exchange gain or loss based on current changes in exchange rates, and (iv) to adjust capital asset net book value. The net result of these adjustments caused the Company to incur a net loss for the quarter."

"Overall, we are very pleased with the progress made in offering new solutions based on our Spatial Analytics platform. Our go-to-market strategy with our partners in the Healthcare, Utility and Public Safety as well as Smart Cities is gaining traction while we continue to invest in top resources to drive the business growing forward." We continue to invest a significant resources in our efforts toward developing our cloud-based Spatial Analytics Platform which we believe will add to the Company's long term intrinsic value."

"Our relationships with our partners SAP and Esri is stronger and we are increasing our pipeline of new US accounts. We will be announcing several new offerings over the summer in connection with our partners and their annual user conferences."



He further added, "At the beginning of the new fiscal year, we have incorporated Spatialitics Inc., a new wholly owned subsidiary of CyberTech to focus on growth opportunities in the US market related to GIS solutions and Spatial Analytics and to hold our Intellectual Property created in connection with these activities. The GeoSpatial Analytics market has grown rapidly and become a significant opportunity and market assisting enterprise customers with their shift to digital solutions by allowing data to be analysed spatially to produce more meaningful analysis and results. We believe our Spatialitics Platform will provide a fabric for CyberTech to rapidly create specific spatial offerings for us and our channel partners as a core part of our respective go-to-market strategies, which we believe will add value to the Company and our investors in the longer term."

"I would like to thank all our shareholders, customers and employees for your continued support of CyberTech."

Performance Highlights

Consolidated FY18 Review

- Operating revenue was Rs 870.5 million for the year ended 31st March, 2018 as compared to Rs 875.7 million in the corresponding period of previous year. Our US based business maintained growth of 10% for the year, while India based operations decreased as a result of a purposeful decision to eliminate new services relating to GeoCivic and focus on software platform sales.
- Total revenue was Rs 952.1 million for the year ended 31st March, 2018 as compared to Rs 973.9 million in the corresponding period of previous year.
- The Company reported an EBITDA of Rs 114 million for FY18 as compared to Rs 186.6 million in the corresponding period of previous year. The prior year included several one time gains aggregating Rs 41 million.
- EBITDA Margin stood at 12.0% for FY18 as compared to 19.2% in the corresponding period of previous year.
- Profit after tax stood at Rs 31.7 million for FY18 as compared to Rs 98.1 million in the corresponding period of the previous year.

Consolidated Q4 FY18 Q-o-Q Review

- Operating revenue was Rs 211.5 million during the quarter under review as compared to Rs 225 million during the previous quarter. US based revenue grew 7% offset by the aforementioned planned reduction in GeoCivic.
- Total revenue was Rs 232 million during the quarter under review as compared to Rs 243.5 million during the previous quarter, a decrease of 4.7%.
- The Company reported an EBITDA of Rs 8.2 million for the quarter under review as compared to Rs 32.2 million during the previous quarter.
- EBITDA Margin stood at 3.5% for Q4FY18 compared to 13.2% in Q3FY18.



- Net loss for the quarter under review stood at Rs 13.9 million as compared net profit of Rs 9.9 million during the previous quarter. Profit was affected by several adjustments including a provision against receivables andthe initial booking of the following items required under changes to adopt India AS (Accounting Standards) as mandated as of year end as follows:
 - o Provision against receivables (13.3) million
 - o The non-cash imputed value of options vested to date (2.7) million
 - o Fair value of security deposits (6.0) million
 - o Provision against credit losses (1.3) million
 - Non-cash adjustment of investments to fair market value on a quarterly basis 2.0 millions

Consolidated Q4 FY18 Y-o-Y Review

- Operating revenue was Rs 211.5 million as compared to Rs 221.9 million (inclusive of hardware revenue) in the corresponding period of previous year, reflecting a drop of 4.7%.
- Total revenue for the quarter was Rs 232.0 million as compared to the Rs 247.4 million in the corresponding period of previous year, reflecting a decline of 6.2%.
- The Company reported an EBITDA of Rs 8.2 million during the quarter under review as compared to Rs 36.3 million in the corresponding period of previous year.
- EBITDA Margin stood at 3.5% for Q4FY18 as compared to 14.7% in Q4FY17.
- Net loss stood at Rs 13.9 million during the quarter under review as compared to Rs 20.0 million in the corresponding period of previous year.

Business highlights - Q4 FY18

- Total active client as of 31st March, 2018 was 52 (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, 2018, the company had 416 total employees
- The Board of Directors recommend 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.



About CyberTech

CyberTech is a CMMI Level 3 Next-generation Spatial analytics and transformative geospatial solutions provider. CyberTech's Map-analytics based digitization products, including GeoShield, GeoCivic and CyberServe 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.