



CyberTech Total Revenue for Q1 FY19 was Rs 231.7 million

Mumbai, India – 14th August, 2018: CyberTech Systems and Software Ltd. (BSE:532173; NSE:CYBERTECH), a CMMi Level 3 Next Gen Location Analytics organization announced its financial results for the **first quarter FY19** ended on 30th June, 2018.

Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, said: "The quarter ended June 30, 2018 marked a turning point for CyberTech. It marked the formation of our new US-based subsidiary, Spatialitics LLC, which was created to focus on our spatial analytics based fabric and products. We continue to invest in the engineering developments under the Spatialitics brand. I am pleased to share with you the launch of the world's first HIPAA Compliant Geocoding services during the Esri User Conference in July. We are also launching our Synchronization Framework and the SAP IS-Utilities extensions for SAP's GeoFramework as announced during SAP's Sapphire 2018. Both these solutions were developed based on our unique and proprietary Spatialitics spatial analytics platform and will have a transformation impact on spatial analytics for HealthCare and Utility customers.

Our US business continues to maintain steady growth, having increased 13% compared to the prior year. Our existing accounts continued to grow and we have several new large opportunities in pipeline. Our Products are gaining traction through our Channel Partners such as SAP, Esri and Cisco. We have branded our HIPAA-compliant GeoCoding product with Esri and are marketing our Synchronization products through SAP. Cisco has provided its first sale of our GeoShield product through its channel.

Last year we made a conscious decision to hold any new engagements from our GeoCivic product line. GeoCivic remains a powerful product for helping municipalities manage property taxes and fits a niche in the India market. The moratorium on new engagements caused our India based revenue to be substantially reduced this year. We are focused on completing our existing GeoCivic accounts by the end of this year. These planned actions will continue to impact our profitability in coming 2-3 quarters. We are being conservative in recording GeoCivic revenue as we complete this work. We intend to relaunch GeoCivic through Channel partners in the upcoming year.

We endeavour to maintain our steady growth going forward mainly driven by our next-gen enterprise solutions offerings and direct sales model. 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 long term. "

Performance Highlights

Consolidated Q1 FY19 Q-o-Q Review

- Operating revenue was Rs 217.7 million during the quarter under review as compared to Rs 211.5 million in Q4FY18, reflecting a growth of 2.9% on Q-o-Q basis.
- Total revenue was Rs 231.7 million during the quarter under review in line with revenue of Rs 232.0 million during the previous quarter.
- The Company's reported EBITDA increased to Rs 21.4 million for the quarter under review as compared to Rs 8.2 million during the previous quarter.
- EBITDA Margin stood at 9.2% for Q1FY19.
- Net Profit for the quarter under review stood at Rs 2.9 million as compared to net loss of Rs 13.9 million during the previous quarter.

Consolidated Q1 FY19 Y-o-Y Review

- Operating revenue was Rs 217.7 million for the quarter under review as compared to Rs 206.4 million (inclusive of hardware revenue) in the corresponding period of previous year, reflecting a growth of 5.5%.
- Total revenue for the quarter was Rs 231.7 million in line with the Rs 226.4 million in corresponding period of previous year.
- The Company reported EBITDA of Rs 21.4 million during the quarter under review as compared to Rs 30.1 million in the corresponding period of previous year.
- Net profit stood at Rs 2.9 million during the quarter under review as compared to Rs 12.3 million in the corresponding period of previous year.

Business highlights – Q1 FY19

- Total active client as of 30th June, 2018 was 44(LTM)
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 74% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 92% towards operating revenue
- As on 30th June, 2018, the company had 432 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

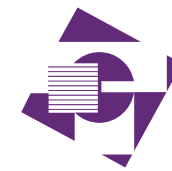
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CyberTech
Systems and Software Limited



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

Earnings Presentation

Q1FY19

14th August, 2018

Safe Harbor



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Agenda



Company Overview



Quarter Highlights



Financial Performance

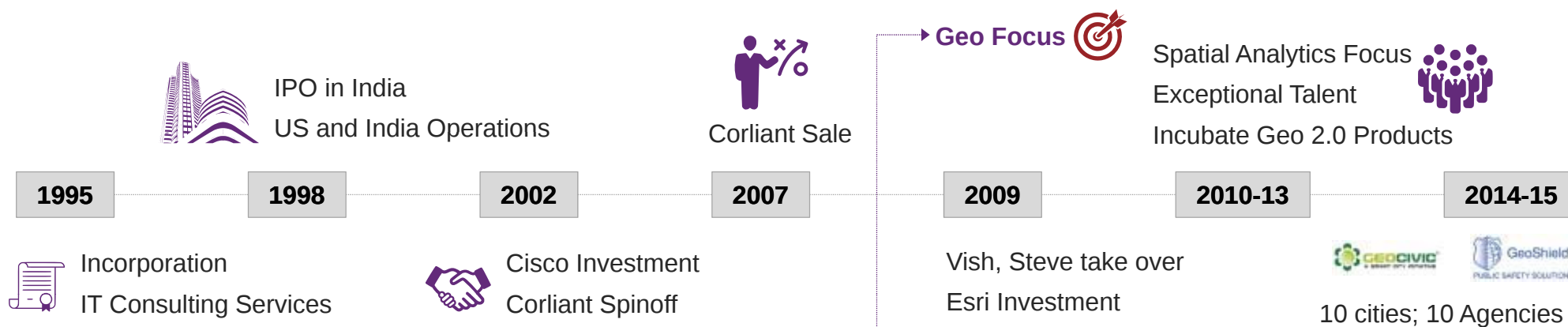
About The Company

- **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
- 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



- 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.

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



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 – Q1 FY19



Revenue:

- Total Revenue of Rs 231.7 Mn, in line with previous quarter
- Operating Revenue of Rs 217.7 Mn, up 2.9% Q-o-Q

Profit:

- EBITDA was at Rs 21.4 Mn as against Rs 8.2 Mn in Q4FY18
- EBITDA Margin of 9.2% in Q1FY19 as against 3.5% in Q4FY18
- Net Profit of Rs 2.9 Mn as against net loss of Rs 13.9 Mn in Q4FY18
- PAT Margin of 1.2% in Q1FY19 as against (-)6.0% in Q4FY18

Demand:

- Number of Projects – 80
- Strong growth in Innovation Business and AMO; U.S and India

Operational Highlights – Q1FY19

Client:

- No new clients added
- Total active client 44 (LTM)
- Top Client revenue 51%
- Top 3 Client revenue 71%

Employee:

- Total Employees 432 as on 30th June, 2018

Agenda



Company Overview



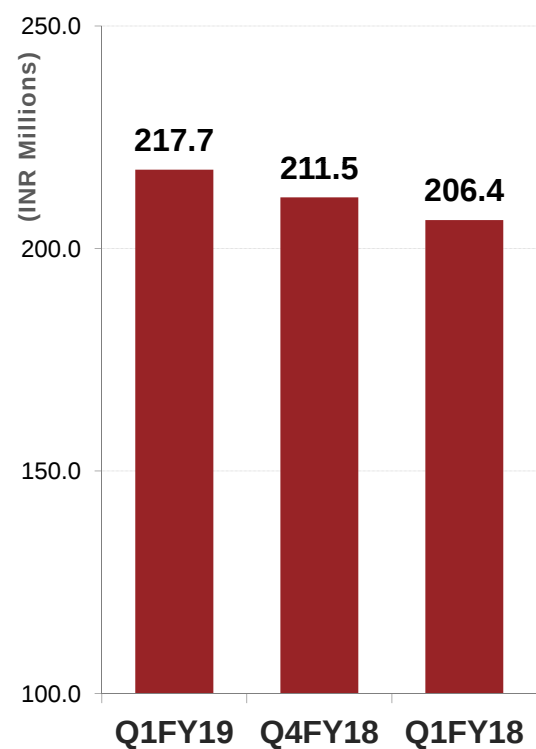
Quarter Highlights



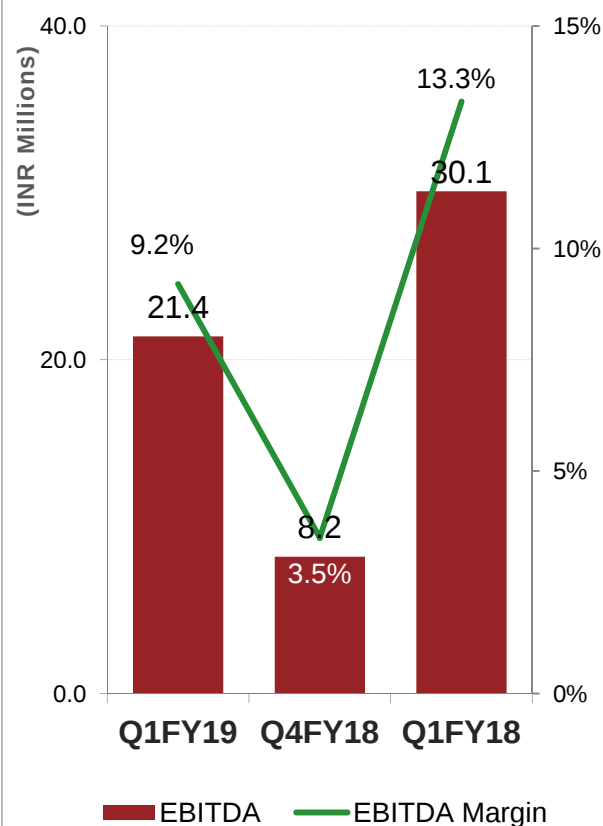
Financial Performance

Financial Summary – Q1 FY19

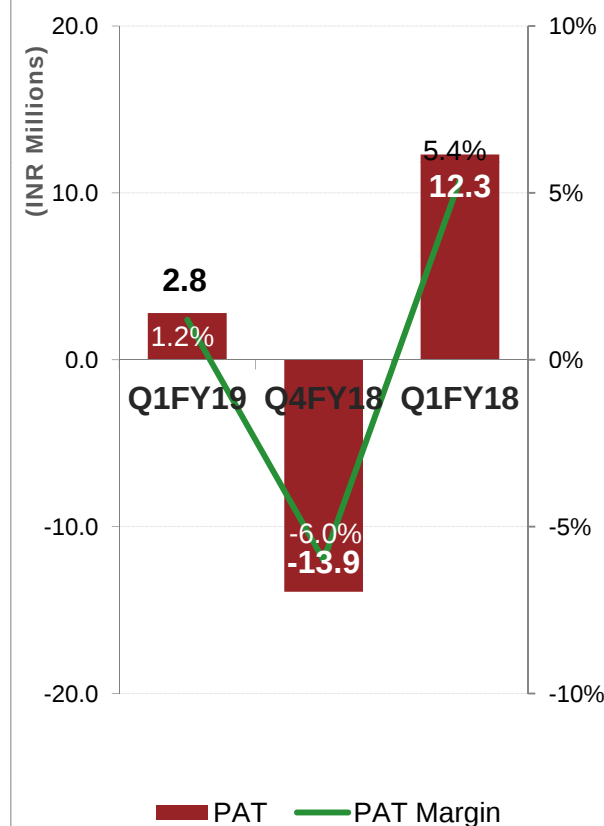
Comparable Operating Revenue



EBITDA



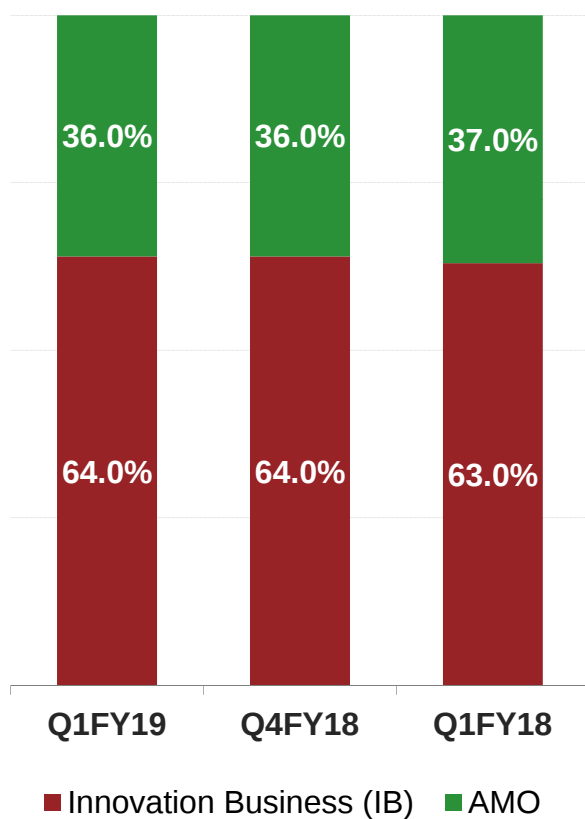
PAT



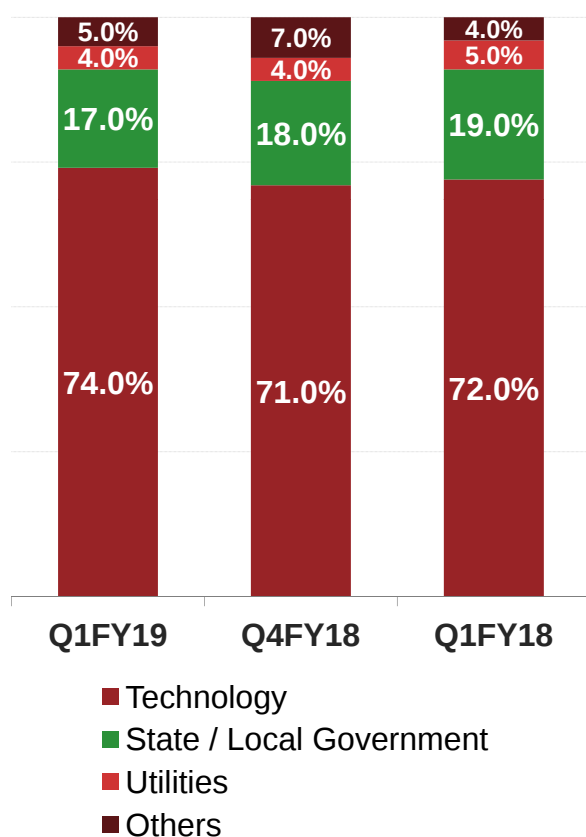
*** Comparable Operating Revenue includes Hardware Revenue**

Revenue Metrics – Q1 FY19

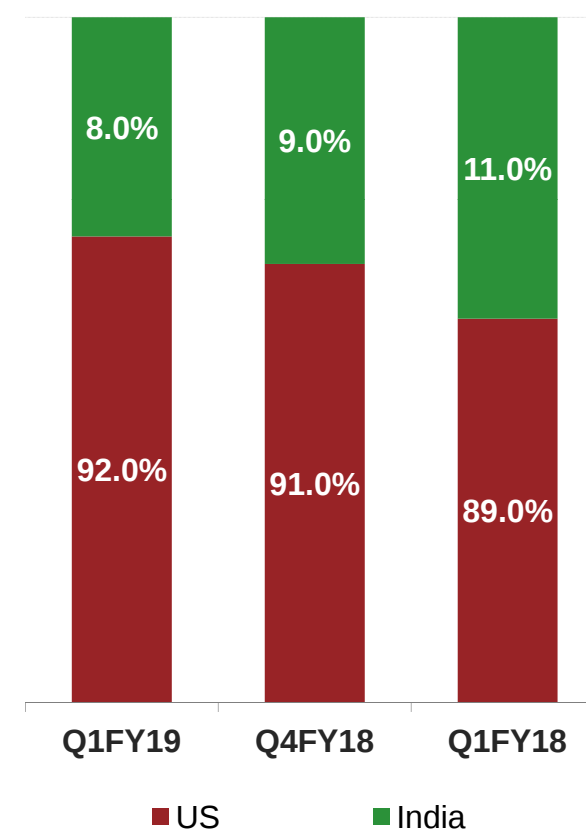
Revenue By Business



Revenue By Industry



Revenue By Region



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-18	31-Mar-18	Q-o-Q	30-Jun-17	Y-o-Y
		Q1FY19	Q4FY18	Growth	Q1FY18	Growth
1	Revenue from Operations	217.7	211.5	2.9%	206.4	5.5%
2	Other Income	14.0	20.4	-31.5%	20.0	-30.0%
3	Total Revenue (1+2)	231.7	232.0	-0.1%	226.4	2.3%
4	Expenses					
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	19.1	10.9	76.0%	19.8	-3.3%
	b) Employee Benefits expense	143.3	147.8	-3.1%	133.7	7.2%
	c) Depreciation and amortization expense	15.8	15.5	2.1%	12.2	29.3%
	d) Finance Costs	2.4	10.1	-76.5%	2.8	-15.3%
	e) Other expenses	48.0	65.2	-26.4%	42.8	12.0%
	Total Expenses	228.5	249.3	-8.4%	211.3	8.2%
5	Profit before Tax (3-4)	3.2	(17.4)	-118.5%	15.1	-78.8%
6	Tax Expense					
	a) Current Tax	0.7	0.7		3.1	
	b) Deferred Tax	(0.3)	(4.2)		(0.2)	
7	Profit for the period (5-6)	2.87	(13.9)	-120.7%	12.3	-76.6%
8	Other Comprehensive Income					
	Items that will not be classified to Profit and Loss					
	a) Remeasurement of the net defined benefit liabilities	(0.1)	0.9		(0.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.0	(0.3)		0.1	
	Items that will be reclassified to Profit and Loss					
	a) Foreign currency translation reserve	2.2	-		-	
9	Total Comprehensive Income for the period (7-8)	5.01	(13.18)	-138.0%	11.99	-58.2%
10	Paid up equity share capital (Face value: Rs.10 per share)		274.1		273.0	
11	Earnings per share (of Rs.10 each)					
	Basic (Not annualised)	0.10	(0.51)	-119.6%	0.45	-77.8%
	Diluted (Not annualised)	0.10	(0.50)	-120.0%	0.44	-77.3%



CyberTech

Systems and Software Limited

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