

Date: February 05, 2019

To, The General Manager Dept. of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 532173	To, The Managing Director National Stock Exchange of India Limited Corporate Communication Department Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051 Symbol: CYBERTECH
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Dear Sir/Madam,

Sub.: Press Release and Earning Presentation

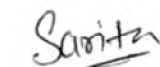
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter and nine months ended December 31, 2018 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 Revenue for Q3FY19 was Rs 265 million;

Up 9% Y-o-Y basis

Mumbai, India – 4th February, 2019: CyberTech Systems and Software Ltd. (BSE: CYBERTECH), a CMMi Level 3 Next Gen Location Analytics organization announced today its financial results for the **third quarter and nine months FY19** ended on 31st December, 2018.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am pleased to see significant momentum during the quarter. Our topline grew by 9% on a year on year basis and our EBITDA margin was 22%. The growth was mainly driven by growth in our US business which constitutes 94% of revenue.

I am delighted to inform you that we delivered our first ever S/4 HANA Transformation project, on-time and on-budget for a large US manufacturing company. Our proprietary Zero-risk S/4 HANA Transformation Methodology provided our customer a seamless transformation.

We have continued to make significant progress in strengthening our alliances. Additionally our CyberTech team has conducted several Geo-database migration readiness assessment workshops for Indian enterprises this quarter. These workshops were done in partnership with the SAP Database Migration Factory.

We have continue to pay strict attention to cost control and operational efficiencies. We will continue to focus on completing our existing GeoCivic accounts by end of this year. GeoCivic continues to be a powerful product for helping municipalities manage property taxes and we are intending to relaunch GeoCivic through Channel partners in the upcoming year.

Our new US based subsidiary, Spatialitics continues to progress. I am pleased to inform you that product development work continues and we are confident on releasing GeoShield 4.0, Spatialitics Utilities and Spatialitics Health as per plan. Our HIPAA-Compliant Geocoding service and Spatialitics Utilities Apps suite are gaining traction. The HIPAA-Compliant Geocoding service is in the process of developing several Proofs of Concept including one from a large US healthcare system. We are in advanced level of discussion with several of leading Utility players to become our “Lighthouse customers” for our product suite.

We have formed an Industry Advisory Board for Spatialitics with prominent industry leaders from various domains. It is our pleasure that Mr. Mike Armstrong, GM of WaterOne, agreed to be the Chairman of the Industry Advisory Board. His leadership will help us deliver

superior value to regulated industries, such as Utilities, using spatial analytics and establish Industry user groups.

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 Q3FY19 Q-o-Q Review

- Operating revenue was Rs 247.0 million during the quarter under review as compared to Rs 239.7 million during the previous quarter.
- Total revenue was Rs 265.0 million during the quarter under review as compared to Rs 254.3 million during the previous quarter.
- The Company reported an EBITDA of Rs 58.2 million for the quarter under review as compared to Rs 43.5 million during the previous quarter, reflecting a growth of 33.9%.
- EBITDA Margin stood at 22.0% for Q3FY19 as compared to 17.1% for Q2FY19.
- Net Profit for the quarter under review continued to show significant leverage on sales growth and was reported at Rs 32.1 million for the quarter as compared to Rs 20.4 million during the previous quarter, reflecting a growth of 57.5%.

Consolidated Q3FY19 Y-o-Y Review

- Q3FY19 Operating revenue was Rs 247.0 million as compared to Rs 225.0 in the corresponding period of previous year, reflecting a growth of 9.8% in rupee terms
- The Company reported an EBITDA of Rs 58.2 million during the quarter under review as compared to Rs 32.2 million in the corresponding period of the previous year, reflecting growth of 80.9% on Y-oY basis.
- EBITDA Margin was 22.0% for Q3FY19 as compared to 13.2% in Q3FY18, an increase of 87.5% on a Y-o-Y basis.

Consolidated 9MFY19 Y-o-Y Review

- Operating revenue was Rs 704.4 million for the nine month period ended 31st December, 2018 as compared to Rs 659.0 million in the corresponding period of previous year, reflecting a growth of 6.9% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 123.1 million (16.4%) for 9MFY19 as compared to Rs 105.8 million (14.7%) in the corresponding period of previous year, reflecting a growth of 16.3%.

- Net Profit stood at Rs 55.3 million for 9MFY19 as compared to Rs 45.6 million in the corresponding period of previous year.

Business highlights – Q3FY19

- Total active client count as of 31st December, 2018 was 39 (LTM)
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 73% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 94% towards operating revenue
- As on 31st December, 2018, the Company had 449 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

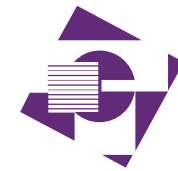
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CyberTech
Systems and Software Limited



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

Earnings Presentation

Q3FY19

4th February, 2019

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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.

Agenda



Company Overview



Quarter Highlights



Financial Performance

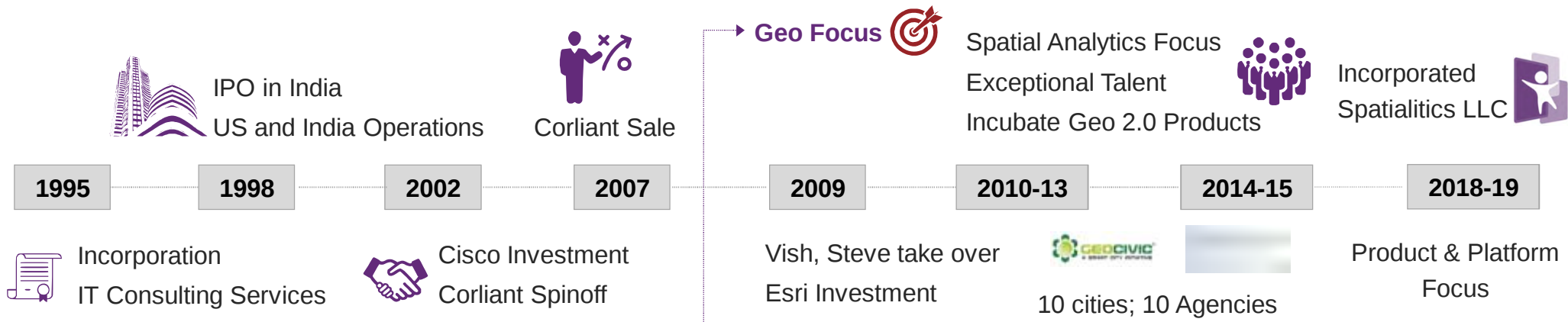
About The Company

- **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
- 9MFY19 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 – Q3FY19



Q-o-Q Review

Revenue:

- Total Revenue of Rs 265.0 Mn, up 4.2% Q-o-Q
- Operating Revenue of Rs 247.0 Mn, up 3.1% Q-o-Q

Profit:

- EBITDA was at Rs 58.2 Mn as against Rs 43.5 Mn in Q2FY19; up 33.9%
- EBITDA Margin of 22.0% as against 17.1% in Q2FY19; up 488bps
- Net Profit of Rs 32.1 Mn as against Rs 20.4 Mn in Q2FY19; up 57.5%
- PAT Margin of 12.1% as against 8.0% in Q2FY19; up 409bps

Demand:

- Number of Projects – 72
- Strong growth in Innovation Business and AMO; U.S and India

Financial Summary – Q3FY19



Y-o-Y Review

Revenue:

- Total Revenue of Rs 265.0 Mn, up 8.9% Y-o-Y
- Operating Revenue of Rs 247.0 Mn, up 9.8% Y-o-Y

Profit:

- EBITDA was at Rs 58.2 Mn as against Rs 32.2 Mn in Q3FY18; up 80.9%
- EBITDA Margin of 22.0% as against 13.2% in Q3FY18; up 875bps
- Net Profit of Rs 32.1 Mn as against Rs 9.9 Mn in Q3FY18; up 223.2%
- PAT Margin of 12.1% as against 4.1% in Q3FY18; up 803bps

Financial Summary – 9MFY19

Revenue:

- Total Revenue of Rs 751.1 Mn, up 4.3% Y-o-Y
- Operating Revenue of Rs 704.4 Mn, up 6.9% Y-o-Y

Profit:

- EBITDA was at Rs 123.1 Mn as against Rs 105.8 Mn in 9MFY18; up 16.3%
- EBITDA Margin of 16.4% as against 14.7% in 9MFY18; up 170bps
- Net Profit stood at Rs 55.3 Mn as against Rs 45.6 Mn in 9MFY18; up 21.4%
- Net Profit Margin of 7.4% as against 6.3% in 9MFY18; up 104bps

Operational Highlights – Q3FY19

Client:

- Added 3 new clients
- Total active client 39 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 68%

Employee:

- Total Employees 449 as on 31st December, 2018



Company Overview



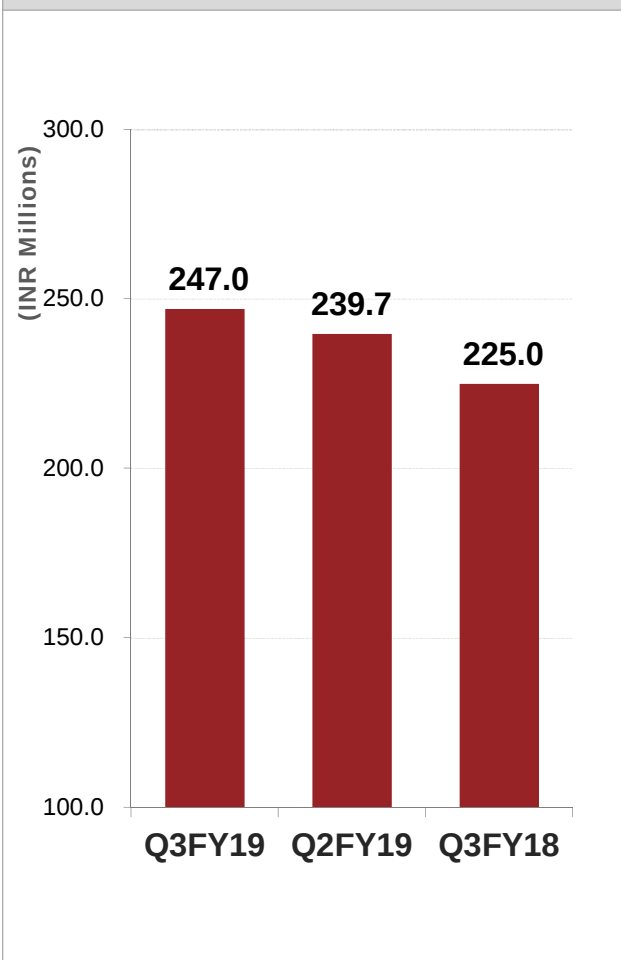
Quarter Highlights



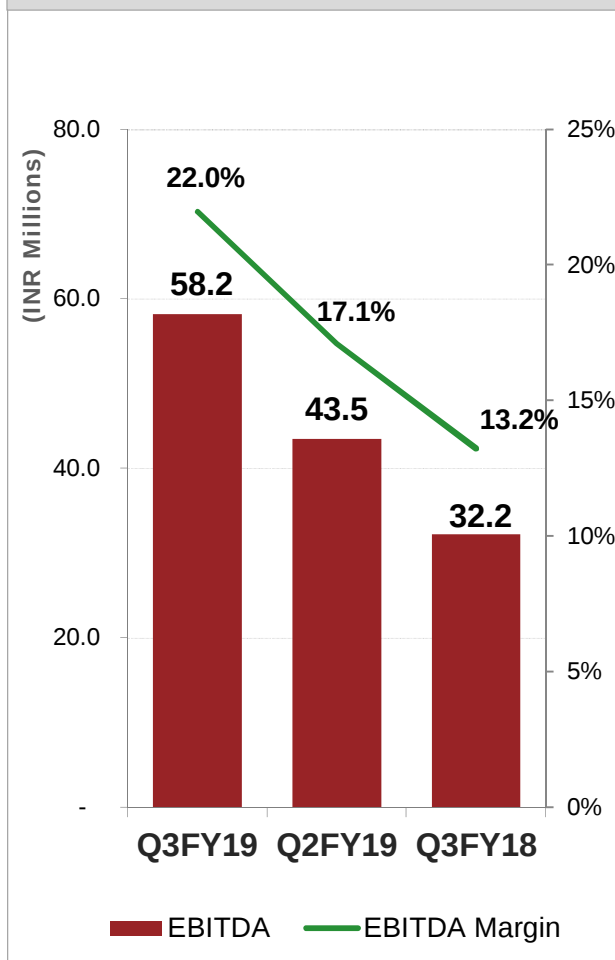
Financial Performance

Financial Summary – Q3FY19

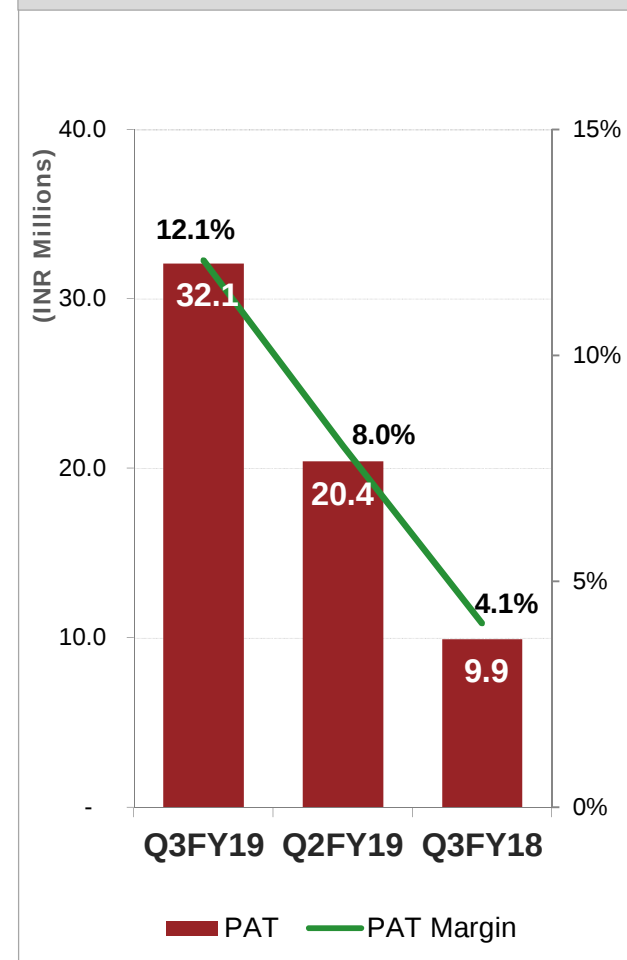
Comparable Operating Revenue



EBITDA



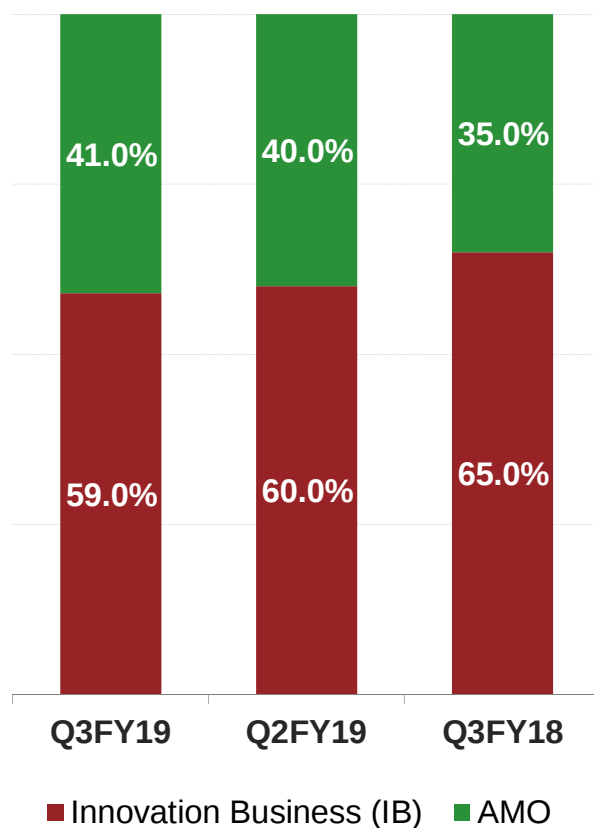
PAT



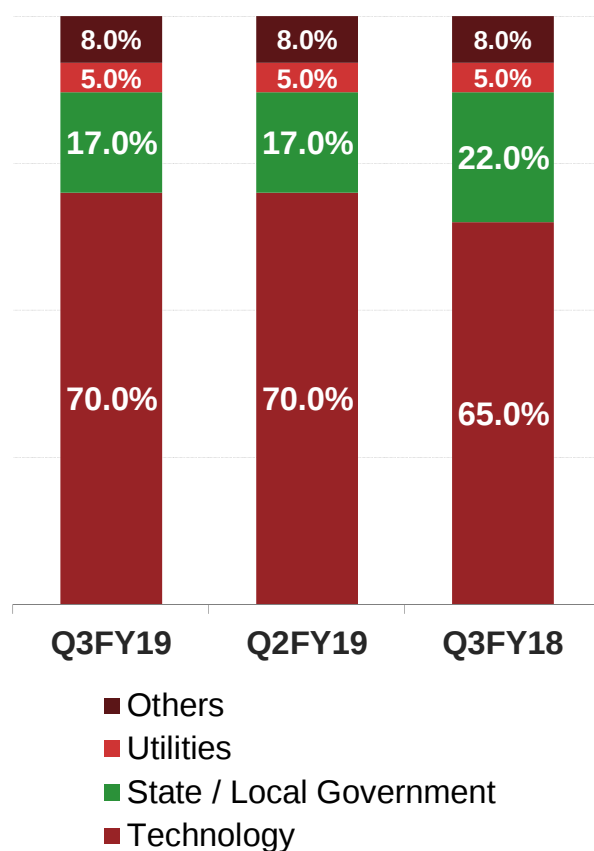
* Comparable Operating Revenue includes Hardware Revenue

Revenue Metrics – Q3FY19

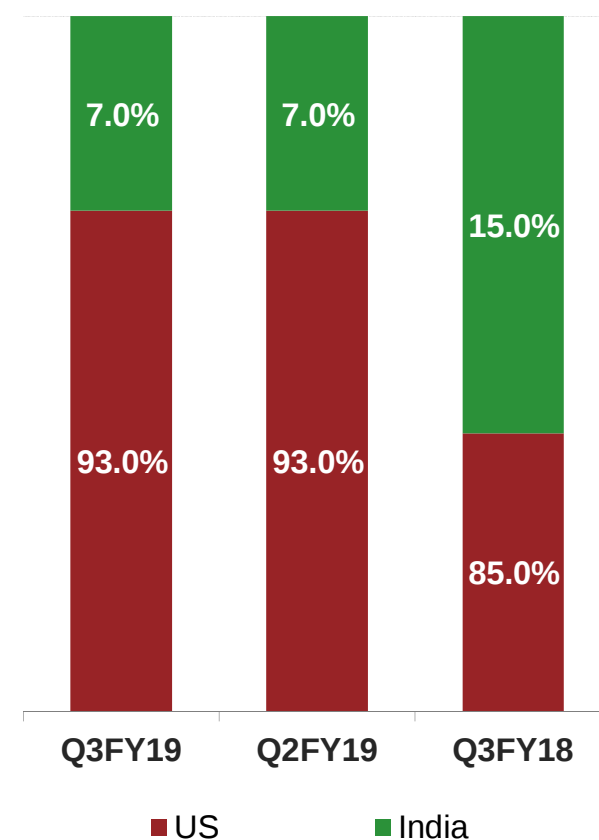
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q3FY19

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-18	30-Sep-18	Q-o-Q	31-Dec-17	Y-o-Y	31-Dec-18	31-Dec-17	Y-o-Y
		Q3FY19	Q2FY19	Growth	Q3FY18	Growth	9MFY19	9MFY18	Growth
1	Revenue from Operations	247.0	239.7	3.1%	225.0	9.8%	704.4	659.0	6.9%
2	Other Income	18.0	14.7	23.0%	18.5	-2.5%	46.7	61.1	-23.6%
3	Total Revenue (1+2)	265.0	254.3	4.2%	243.5	8.9%	751.084	720.1	4.3%
4	Expenses								
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	16.2	19.5	-17.1%	27.7	-41.4%	54.9	73.1	-25.0%
	b) Employee Benefits expense	151.5	149.3	1.5%	139.0	9.0%	443.7	409.8	8.3%
	c) Depreciation and amortization expense	16.7	16.0	4.7%	15.7	6.5%	48.5	40.3	20.4%
	d) Finance Costs	3.2	2.6	20.4%	3.2	-0.3%	8.2	8.6	-4.8%
	e) Other expenses	39.1	42.0	-6.9%	44.7	-12.4%	129.5	131.3	-1.4%
	Total Expenses	226.7	229.5	-1.2%	230.2	-1.5%	684.7	663.2	3.2%
5	Profit before Tax (3-4)	38.3	24.8	54.2%	13.3	188.4%	66.4	56.9	16.7%
6	Tax Expense								
	a) Current Tax	6.2	4.7		4.9		11.6	14.5	
	b) Deferred Tax	0.0	(0.2)		(1.5)		(0.5)	(3.1)	
7	Profit for the period (5-6)	32.08	20.37	57.5%	9.93	223.2%	55.31	45.55	21.4%
8	Other Comprehensive Income								
	Items that will not be classified to Profit and Loss								
	a) Remeasurement of the net defined benefit liabilities	(0.1)	(0.1)		(0.4)		(0.2)	(1.2)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.0	0.0		0.1		0.1	0.3	
	Items that will be reclassified to Profit and Loss								
	c) Foreign currency translation reserve	(2.6)	2.9		-		2.5	-	
9	Total Comprehensive Income for the period (7-8)	29.40	23.24	26.5%	9.64	205.1%	57.64	44.69	29.0%
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)	1.2	0.7	58.1%	0.4	225.0%	2.02	1.7	21.0%
	Diluted (Not annualised)	1.2	0.7	56.8%	0.4	222.2%	2.00	1.6	22.0%



CyberTech

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