

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

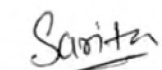
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter and half year ended September 30, 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

Date: November 14, 2018

Place: Thane



Encl.: a/a



CyberTech Revenue for Q2FY19 was Rs 239.7 million;

Up 10.1% Q-o-Q basis

Mumbai, India – 14th November, 2018: CyberTech Systems and Software Ltd. (BSE: CYBERTECH), a CMMi Level 3 Next Gen Location Analytics organization announced today its financial results for the **second quarter and half year FY19** ended on 30th September, 2018.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “The quarter gone by was inline with our expectations. We witnessed a significant increase in both revenue (growth of 10.1%) and EBITDA margin on a QoQ basis in absolute dollar term. We continue to see strong growth in our US business which constitutes 93% of revenue and grew by 6% over the prior quarter primarily led by orders from both new and existing clients.

We are pleased to share with you that we recently were awarded our first contract for S/4 HANA implementation from a large chemical company. Additionally, our product portfolio continues to be promoted through our Channel Partners including SAP, Esri and Cisco. We have received our second GeoShield deal through the Cisco Kinetic channel. This will be recognized in the third quarter.

We continue to pay attention to strict cost control. Due to our cost controls, revenue increases tend to largely fall to the bottom line. This will amplify as we complete lower margin activities that are labor intensive related to GeoCivic.

Our new US-based subsidiary, Spatialitics LLC, which was formed to focus on our spatial analytics based fabric and product portfolio, is growing inline with our strategy. During the past quarter, we launched the World’s first HIPAA Compliant Geocoding services platform – powered by Esri. Our SAP and ArcGIS Synchronization Framework will be releasing its first version during next quarter. Both these solutions were developed based on our unique and proprietary Spatialitics spatial analytics platform and should have a transformational impact on performing spatial analytics for HealthCare and Utility customers. We will continue to invest in our engineering developments under the Spatialitics brand.

Since last year, we have paused taking any new engagements for our GeoCivic product line and are in the process of wrapping up our current ongoing projects. Further GeoCivic sales will come from a sales channel. GeoCivic successfully went live during the quarter for the Municipal Corporation of Patiala. We will continue to focus on completing our existing

GeoCivic accounts by end of this year. As mentioned earlier, 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.

We intend to maintain steady growth going forward, driven by our next-gen products and solutions offerings, and subscription sales. We remain committed to helping our customers achieve better performance in their respective industries and to deliver enhanced value to all our key shareholders.”

Performance Highlights

Consolidated Q2FY19 Q-o-Q Review

- Operating revenue was Rs 239.7 million during the quarter under review as compared to Rs 217.7 million during the previous quarter, reflecting a growth of 10.1% on a Q-o-Q basis.
- Total revenue was Rs 254.3 million during the quarter under review as compared to Rs 231.7 million during the previous quarter.
- The Company reported an EBITDA of Rs 43.5 million for the quarter under review as compared to Rs 21.4 million during the previous quarter, a growth of 104% on Q-o-Q.
- EBITDA Margin stood at 17.1% for Q2FY19 as compared to 9.2% for Q1FY19.
- Net Profit for the quarter under review showed the leverage from our sales increase and stood at Rs 20.4 million for the quarter as compared to Rs 2.9 million during the previous quarter.

Consolidated H1FY19 Review

- Operating revenue was Rs 457.4 million for the half year ended 30th September, 2018 as compared to Rs 434.0 million in the corresponding period of previous year, reflecting a growth of 5.4% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 64.8 million (13.3%) for H1FY19 as compared to Rs 73.6 million (15.3%) in the corresponding period of previous year.
- Net Profit stood at Rs 23.2 million for H1FY19 as compared to Rs 35.6 million in the corresponding period of previous year.

Business highlights – Q2FY19

- Total active client count as of 30th September, 2018 was 36 (LTM)
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 70% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 93% towards operating revenue
- As on 30th September, 2018, the Company had 440 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

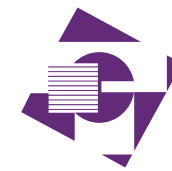
Investor / Analyst contact:

Asha Gupta
Christensen IR
Ph: +91 22 4215 0210
agupta@christensenir.com

Media Contact:

Saumitra Banerjee
CyberTech Systems and Software Ltd.
Ph: +91 22 2580 9312
saumitra.banerjee@cybertech.com

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



CyberTech
Systems and Software Limited



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

Earnings Presentation

Q2FY19

14th November, 2018

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

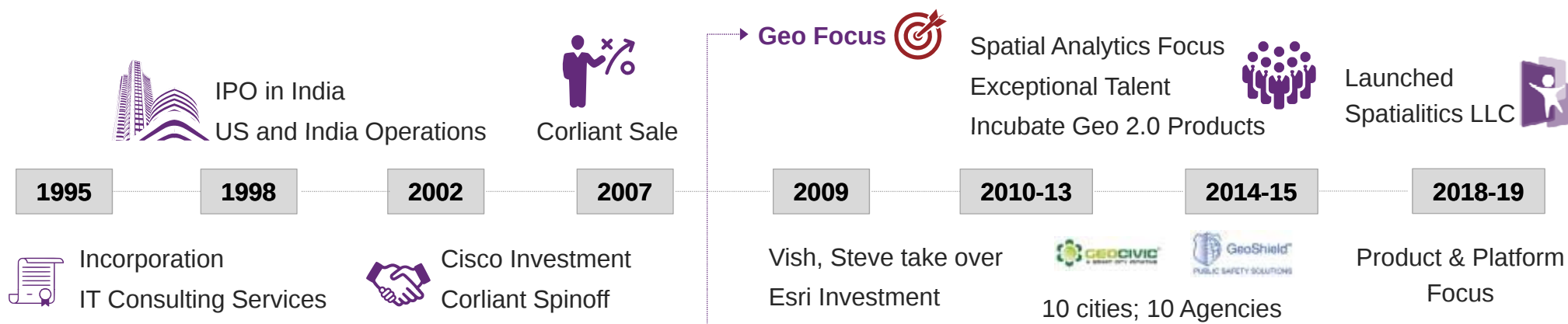
About The Company

- **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
- H1FY19 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

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



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 – Q2FY19



Revenue:

- Total Revenue of Rs 254.3 Mn, up 9.7% Q-o-Q
- Operating Revenue of Rs 239.7 Mn, up 10.1% Q-o-Q

Profit:

- EBITDA was at Rs 43.5 Mn as against Rs 21.4 Mn in Q1FY19
- EBITDA Margin of 17.1% in Q2FY19 as against 9.2% in Q1FY19
- Net Profit of Rs 20.4 Mn as against Rs 2.9 Mn in Q1FY19
- PAT Margin of 8.0% in Q2FY19 as against 1.2% in Q1FY19

Demand:

- Number of Projects – 68
- Strong growth in Innovation Business and AMO; U.S and India

Financial Summary – H1FY19



Revenue:

- Operating Revenue of Rs 457.4 Mn, up 5.4% Y-o-Y
- Total Revenue of Rs 486.1 Mn, up 1.2% Y-o-Y

Profit:

- EBITDA was at Rs 64.8 Mn as compared to Rs 73.6 Mn in H1FY18
- EBITDA Margin of 13.3% in H1FY19 as against 15.3% in H1FY18
- Net Profit stood at Rs 23.2 Mn as compared to Rs 35.6 Mn in H1FY18
- Net Profit Margin of 4.8% in H1FY19 as against 7.4% in H1FY18

Operational Highlights – Q2FY19

Client:

- Added 2 new clients
- Total active client 36 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 67%

Employee:

- Total Employees 440 as on 30th September, 2018

Agenda



Company Overview



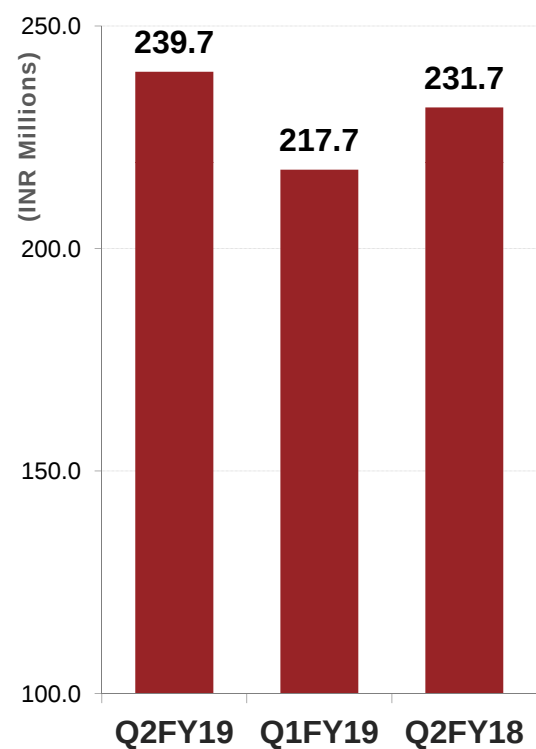
Quarter Highlights



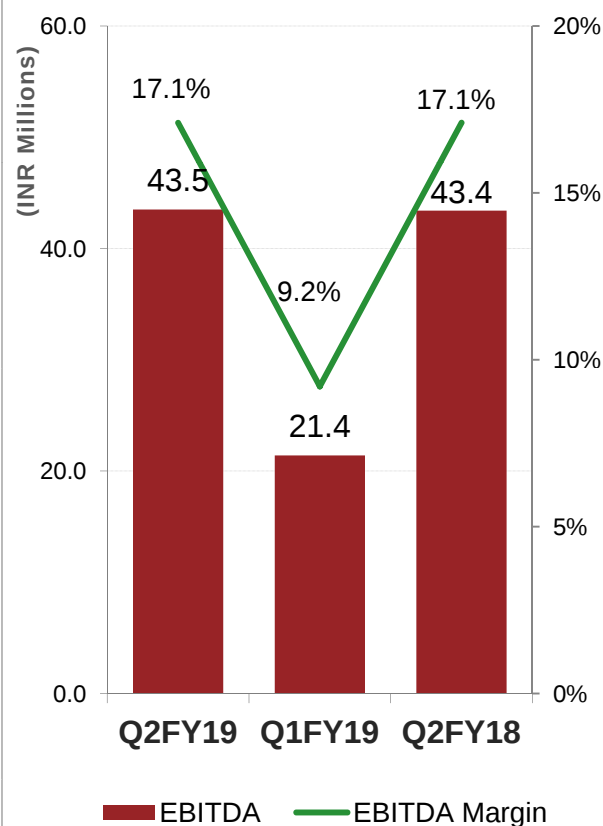
Financial Performance

Financial Summary – Q2FY19

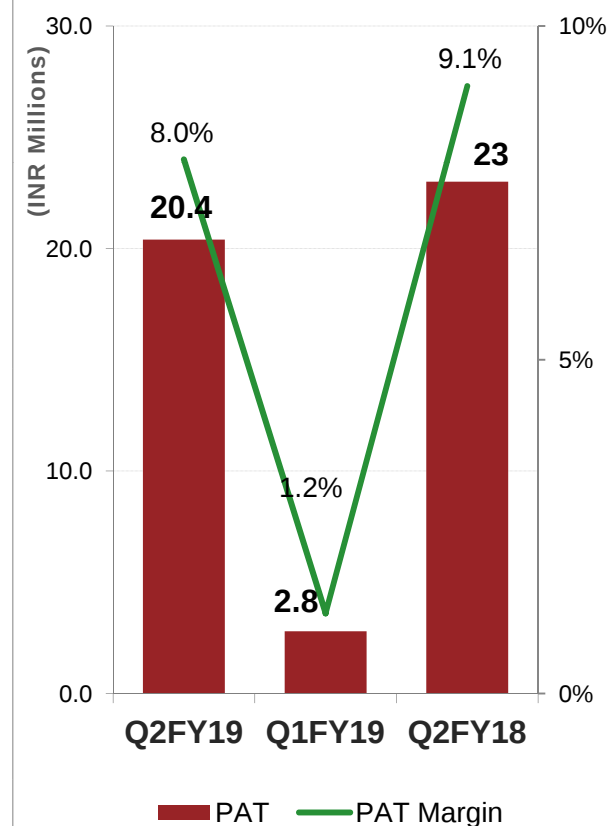
Comparable Operating Revenue



EBITDA



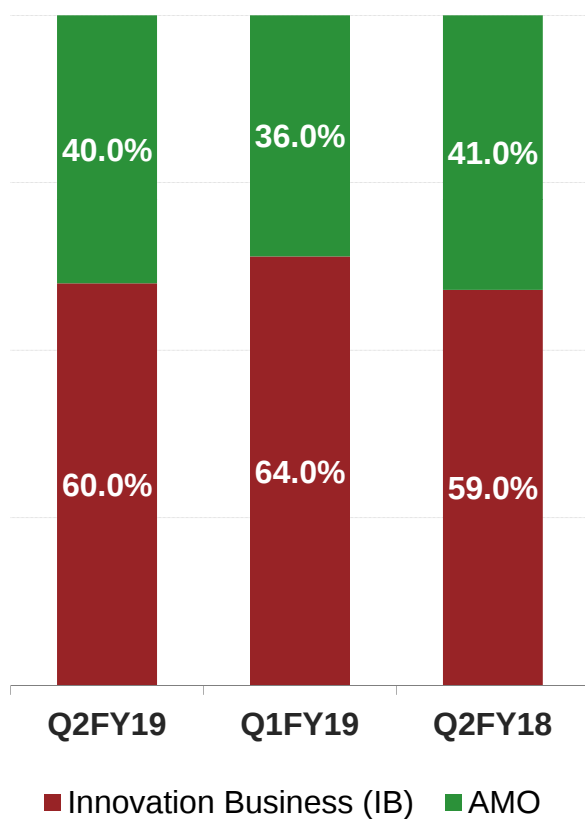
PAT



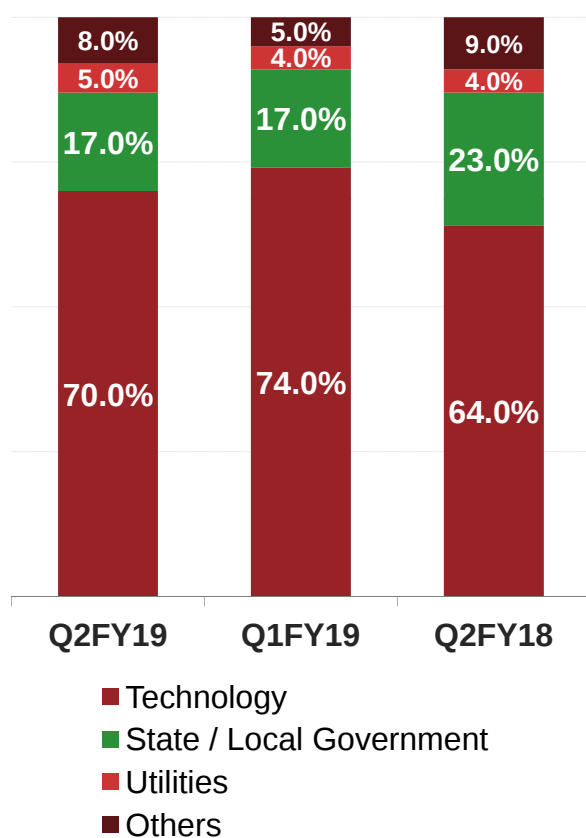
*** Comparable Operating Revenue includes Hardware Revenue**

Revenue Metrics – Q2FY19

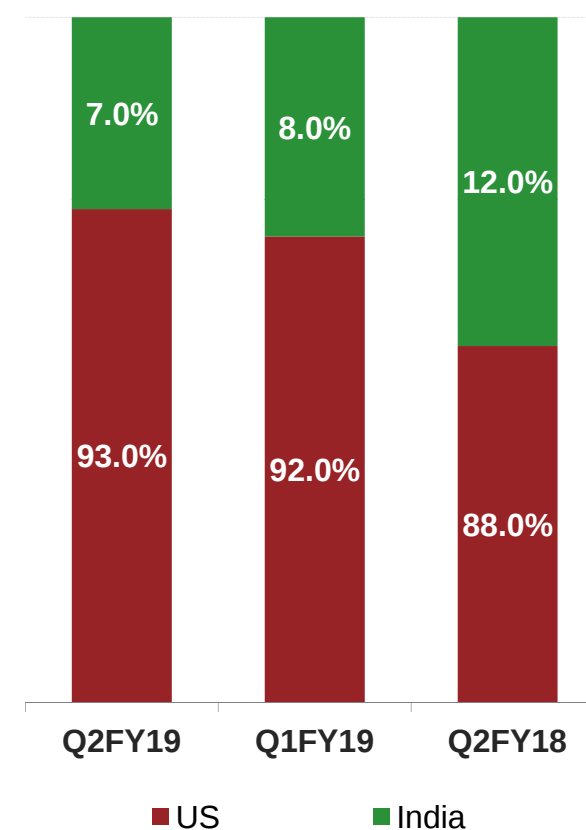
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q2FY19



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-18	30-Jun-18	Q-o-Q	30-Sep-17	Y-o-Y	30-Sep-18	30-Sep-17	Y-o-Y
		Q2FY19	Q1FY19	Growth	Q2FY18	Growth	H1FY19	H1FY18	Growth
1	Revenue from Operations	239.7	217.7	10.1%	227.6	5.3%	457.4	434.0	5.4%
2	Other Income	14.7	14.0	4.8%	26.3	-44.1%	28.7	46.3	-38.0%
3	Total Revenue (1+2)	254.3	231.7	9.7%	253.8	0.2%	486.1	480.2	1.2%
4	Expenses								
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	19.5	19.1	2.2%	25.7	-24.0%	38.7	45.5	-15.0%
	b) Employee Benefits expense	149.6	143.3	4.4%	138.0	8.4%	292.9	271.6	7.8%
	c) Depreciation and amortization expense	16.0	15.8	1.4%	12.4	29.2%	31.8	24.6	29.2%
	d) Finance Costs	2.6	2.4	11.9%	2.6	1.8%	5.0	5.4	-7.5%
	e) Other expenses	41.7	48.0	-13.2%	46.7	-10.7%	89.7	89.5	0.2%
	Total Expenses	229.5	228.5	0.4%	225.4	1.8%	458.0	436.7	4.9%
5	Profit before Tax (3-4)	24.8	3.2	671.9%	28.5	-12.7%	28.1	43.6	-35.6%
6	Tax Expense								
	a) Current Tax	4.7	0.7	594.7%	6.5	-8.5%	5.4	9.6	-43.9%
	b) Deferred Tax	(0.2)	(0.3)	-28.4%	(1.4)	-79.8%	(0.6)	(1.6)	-65.8%
7	Profit for the period (5-6)	20.37	2.87	610.3%	23.4	-12.8%	23.24	35.63	-34.8%
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)	-200.0%	0.4	-605.1%	0.1	0.8	-84.1%
	b) Income tax relating to items that will not be reclassified to profit and loss	(0.0)	0.0	-190.0%	(0.1)	1643.1%	(0.0)	(0.2)	-83.9%
	Items that will be reclassified to Profit and Loss								
	c) Foreign currency translation reserve	2.9	2.2	33.1%	-		5.1	-	
9	Total Comprehensive Income for the period (7-8)	23.24	5.10	355.8%	23.1	-84.6%	28.24	35.05	-19.4%
10	Paid up equity share capital (Face value: Rs.10 per share)	275.2	274.4		274.1		275.2	274.1	
11	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	0.74	0.10	640.0%	0.85	-12.9%	0.85	1.31	-35.1%
	Diluted (Not annualised)	0.74	0.10	640.0%	0.85	-12.9%	0.84	1.29	-34.9%



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For more information please contact:

Saumitra Banerjee

CyberTech Systems & Software Ltd.

saumitra.banerjee@cybertech.com

Asha Gupta

Christensen IR

agupta@christensenir.com

Regd. Office: 'CyberTech House', Plot No. B-63/64/65, Road No. 21/34, J. B. Sawant Marg, MIDC, Wagle Estate, Thane (West), 400 604.

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