

CyberTech
Systems and Software Limited

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

Q2 FY17 Earnings Presentation

27th October 2016



Safe Harbor



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Agenda

01 **Company Overview**

02 **Quarter Highlights**

03 **Financial Performance**

About The Company

- **Next generation GeoSpatial and Mapping Analytics Company**
Mapping software leader Esri – a Strategic Investor
- **CMMI Level3** Product & Services Company with deep GeoSpatial expertise
- **World-class CoE** aligned to the growing field of Geospatial technologies and Location services
- **Managed IT Services**
Microsoft and SAP
- FY16 revenue at Rs 742.3 Mn with EBITDA of Rs 90.3 Mn.
No debt on books
- Public- BSE/NSE (\$20-40M)
- 400+ Employees : US & India
- Locations
USA: Chicago, Philadelphia, Los Angeles, Denver, Salt Lake City
India: Mumbai, Hyderabad

Partnerships



Portfolio

Solutions

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay
- High-impact Mapping
- IoT
- Smart City Digitization

Products



A mission oriented platform for **Public Safety** which caters to Law Enforcement Agencies, Correctional Facilities and Fusion Centers



Leverages GIS data and capabilities to **visualize ERP data**, perform transactions in real-time and present reporting & analytics on map interface

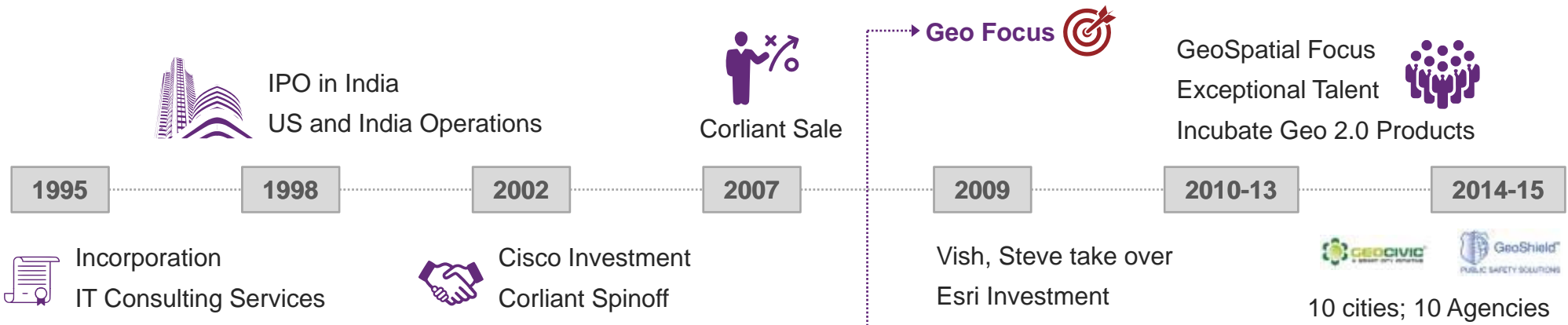


Combines spatial and business information for analysis and prediction to support **precise decision making**



A geo-enabled 'All-In-A-Box Solution' which combines Platform, Software, Hardware and Processes for efficient **Property Tax Management** for Urban Local Bodies (ULBs)

Transformative Focus on Mapping and Location



- Considerable resources spent in last 5 years in building IP and platforms for spatial analytics
- Map Analytics and Location Intelligence Company
- Location platforms which clients can use from first day
- Focused on building up the channel

CyberTech

- Established the 1st Geospatial 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 geospatial 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

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.

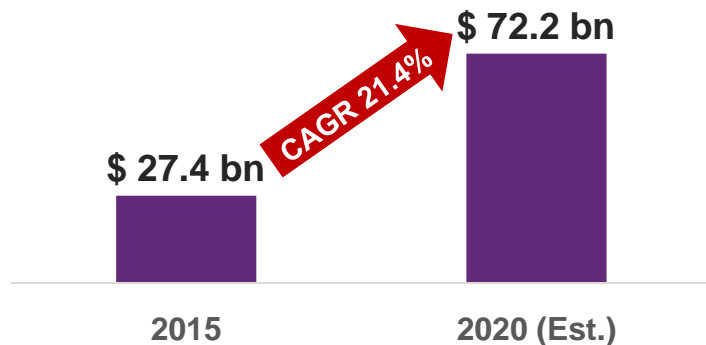
Ramasubramanian S.

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.

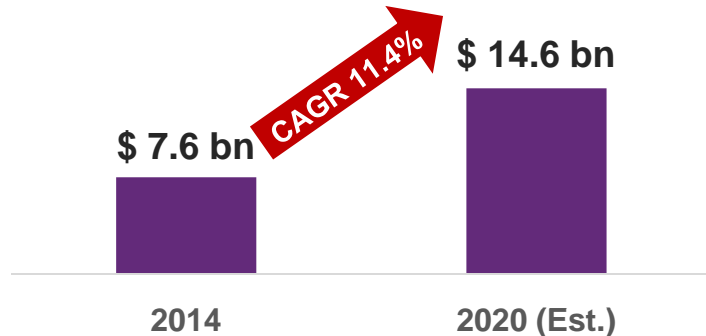
Global Geospatial Analytics and GIS Market

Global Geospatial Analytics Market



Source: Marketsandmarkets Report

Global Geographic Information System (GIS) Market



Source: P&S Market Research

The Global Geospatial Analytics Market is expected to grow at the faster rate as compared to GIS industry

Growth Drivers:

- ✓ Convergence and Integration, Commoditization and Security & Safety – key drivers of the Global Geospatial Analytics Market
- ✓ Convergence and Integration paved the way for a solution-centric approach, allowing technology developers to work in close collaboration with the end users, directly or through solution partners
- ✓ Increased penetration of consumer navigation system, owing to the growth of connected mobile devices

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01 Company Overview

02 Quarter Highlights

03 Financial Performance

Financial Summary – Q2 FY17



Revenue:

- Total Revenue of Rs 245.5 Mn, up 1% Q-o-Q; up 32% Y-o-Y
- Comparable Operating Revenue (excluding hardware revenue) of Rs 212.7 Mn as against Rs 206.9 Mn in Q1FY17; up 3% Q-o-Q; up 19% Y-o-Y

Profit:

- Operating Profit Margin of 11% in Q2FY17 as against 10% in Q1FY17
- EBITDA was at Rs 66.9 Mn, up 68% Q-o-Q; 231% Y-o-Y
- EBITDA Margin of 27.2% in Q2FY17 as against 16.3% in Q1FY17
- Net Profit stood at Rs 40.9 Mn, up 114% Q-o-Q; 641% Y-o-Y
- Net Profit Margin of 16.7% in Q2FY17 as against 7.8% in Q1FY17

Demand:

- Number of Projects – 121
- Strong growth in Innovation Business and AMO; U.S and India

Financial Summary – H1 FY17

Revenue:

- Operating Revenue of Rs 449.7 Mn, up 27% Y-o-Y
- Total Revenue of Rs 489.7 Mn, up 33% Y-o-Y

Profit:

- EBITDA was at Rs 106.7 Mn, up 137% Y-o-Y
- EBITDA Margin of 21.8% in H1FY17 as against 12.2% in H1FY16
- Net Profit stood at Rs 60 Mn, up 242% Y-o-Y
- Net Profit Margin of 12.3% in H1FY17 as against 4.8% in H1FY16

Operational Highlights – Q2 FY17



Client:

- Added 3 new clients
- Total active client 46 (LTM)
- Top Client revenue 43%
- Top 3 Client revenue 62%

Employee:

- Total Employees 414 as on 30th September,2016

Agenda

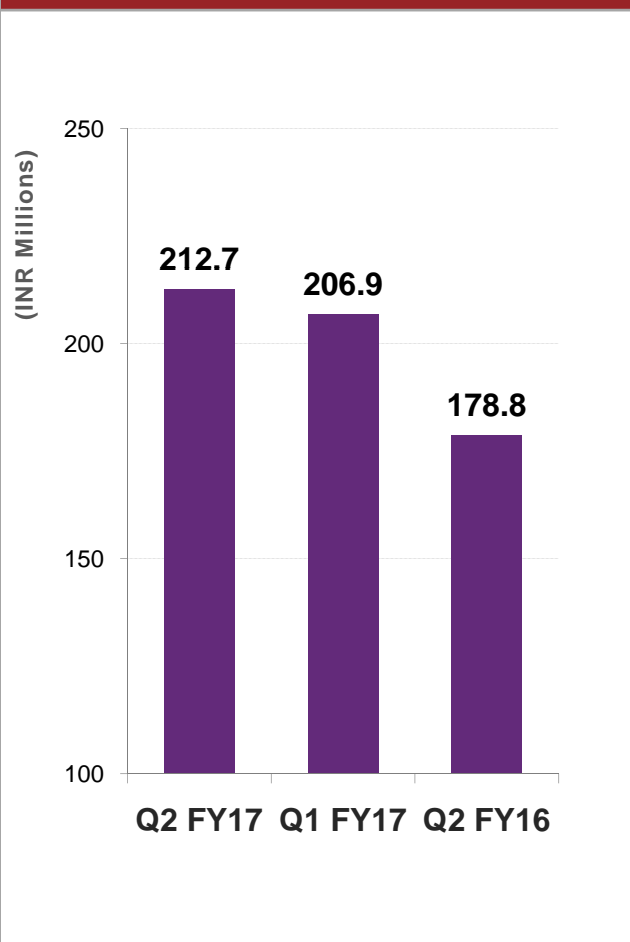
01 Company Overview

02 Quarter Highlights

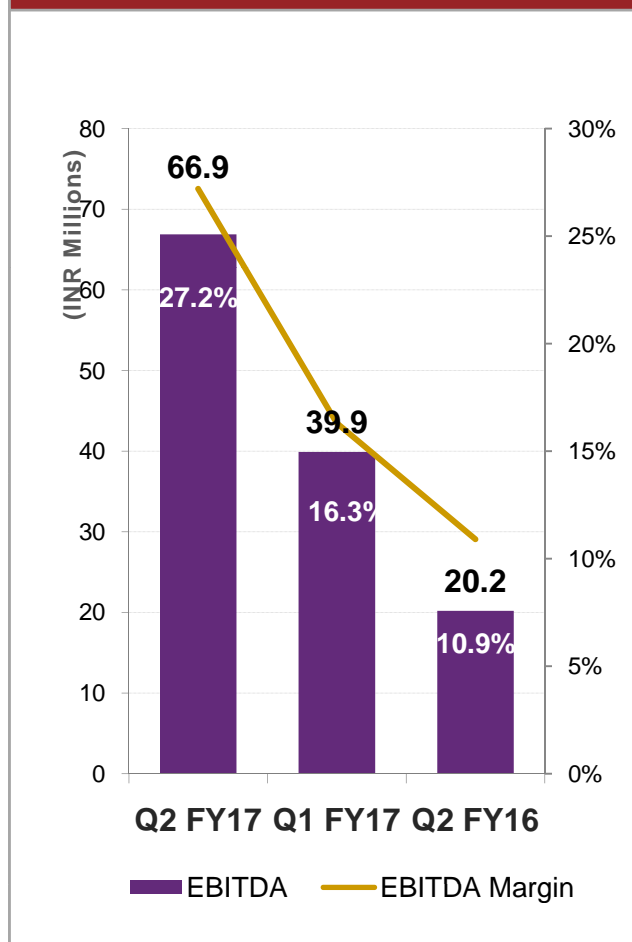
03 Financial Performance

Financial Summary – Q2 FY17

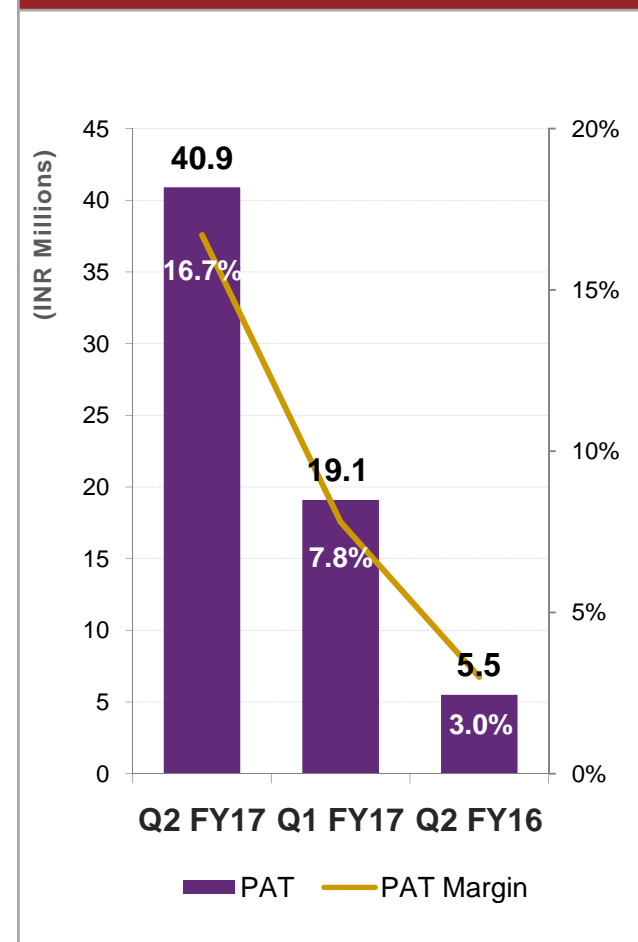
Comparable Operating Revenue



EBITDA



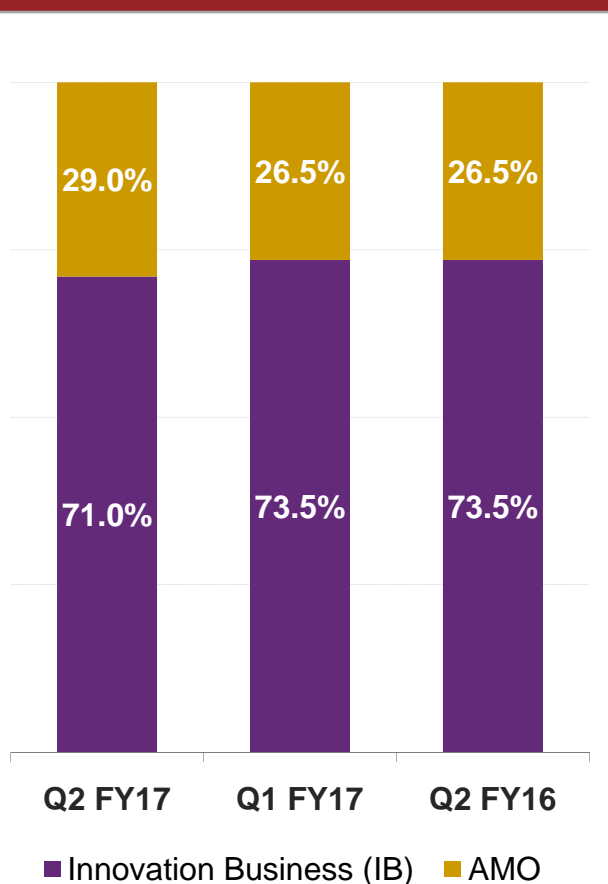
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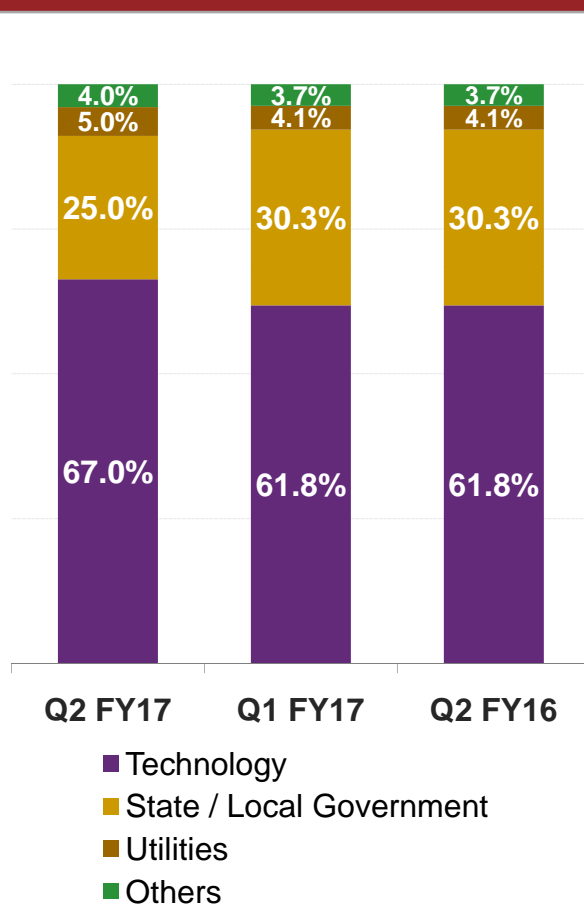
* Comparable Operating Revenue excludes Hardware Revenue for Q2 FY17 and Q1 FY17

Revenue Metrics – Q2 FY17

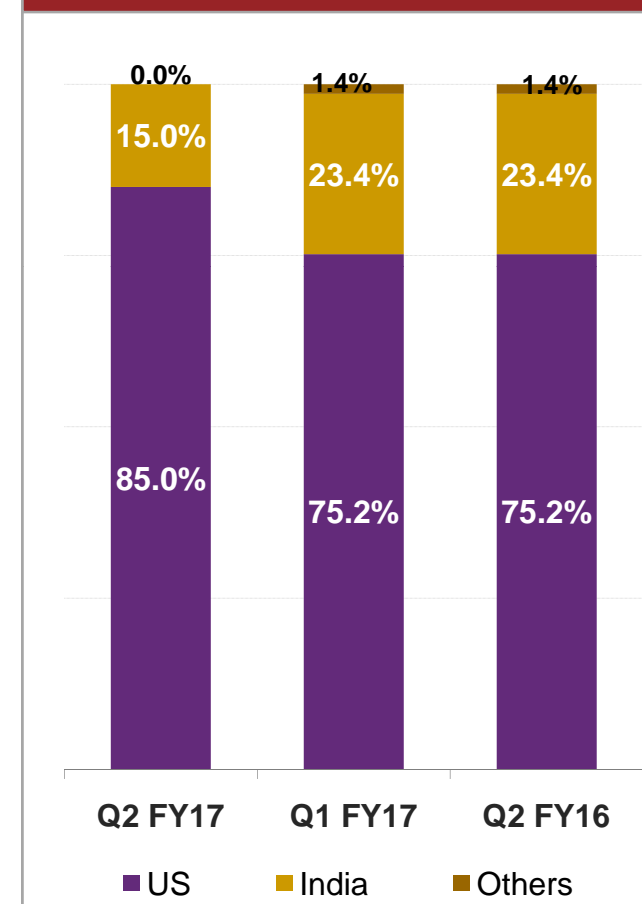
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q2 FY17



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-16	30-Jun-16	Q-o-Q	30-Sep-15	Y-o-Y	30-Sep-16	30-Sep-15	Y-o-Y
		Q2FY17	Q1FY17	Growth	Q2FY16	Growth	H1FY17	H1FY16	Growth
1	Income from Operation								
(a)	Net sales / Income from Operations	210.8	232.8	-9%	174.5	21%	443.6	348.5	27%
(b)	Other Operating Income	1.97	4.11	-52%	4.31	-54%	6.08	6.9	-12%
	Total Income from Operations	212.7	236.9	-10%	178.8	19%	449.7	355.4	27%
2	Expenses								
(a)	Cost of Hardware/ Software package for service delivery	0.6	28.1		0.6		28.7	1.0	2678%
(b)	Employee Benefit Expense	133.5	132.8	1%	125.2	7%	266.3	246.8	8%
(c)	Depreciation and Amortization	10.8	10.0	8%	8.8	22%	20.7	15.9	30%
(d)	Other Expenditure	44.5	43.4	3%	40.0	11%	88.0	75.1	17%
	Total Expenditure	189.4	214.3	-12%	174.7	8%	403.7	338.8	19%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	23.3	22.7	3%	4.2	461%	46.0	16.6	178%
4	Other Income	32.8	7.2	353%	7.3	352%	40.0	12.4	221%
5	Profit before Finance Costs and Exceptional Items (3+4)	56.1	29.9	88%	11.4	392%	86.0	29.0	196%
6	Finance Costs	3.0	3.2	-8%	1.5	94%	6.2	3.2	91%
7	Profit after Finance Cost but before Exceptional Items (5-6)	53.1	26.7	99%	9.9	437%	79.8	25.8	210%
8	Exceptional Items	-	-		-		-	-	
9	Profit/ Loss from Ordinary Activities before Tax (7+8)	53.1	26.7	99%	9.9	437%	79.8	25.8	210%
10	Tax Expenses	12.2	7.5	62%	4.4	180%	19.8	8.2	141%
11	Net Profit/ Loss from Ordinary Activities after Tax (9-10)	40.9	19.1	114%	5.5	641%	60.0	17.6	242%
12	Extraordinary Items	-	-		-		-	-	
13	Net Profit/ Loss for the Period (11-12)	40.9	19.1	114%	5.5	641%	60.0	17.6	242%
14	Minority Interest	-	-		-		-	-	
15	Net Profit / (Loss) after Taxes and Minority Interest (13 - 14)	40.9	19.1	114%	5.5	641%	60.0	17.6	242%
16	Paid-up Equity Share Capital of Rs 10/- each	270.5	269.5		268.0		270.5	268.0	
17	Reserves Excluding Revaluation Reserve	-	-		-		-	-	
18	Earnings Per Share (EPS) in Rs.								
(a)	Basic (not annualized)	1.52	0.71	114%	0.21	624%	2.23	0.7	238%
(b)	Diluted (not annualized)	1.47	0.69	113%	0.21	600%	2.16	0.7	227%



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