



## **CyberTech Total Income for Q3FY17 was Rs 249.7 million; Up 26.0% Y-o-Y basis**

**Mumbai, India – 31<sup>st</sup> January, 2017:** CyberTech Systems and Software Ltd. (BSE: 532173; NSE:CYBERTECH), a CMMi Level 3 Next Gen Spatial Analytics Platform provider announced today its financial results for the **Q3 FY17 and 9M FY17** ended on 31<sup>st</sup> December, 2016.

### **Performance Highlights**

#### **Consolidated Q3 FY17 Y-o-Y Review**

- Total income for the quarter was Rs 249.7 million, including interest income of Rs 21 million on tax refund and net rental income from operations of Rs 13.9 million. This was up 26.0% over the comparable quarter of the prior financial year's total income of Rs 198.3 million.
- Operating revenue was Rs 213.4 million for the quarter under review as compared to Rs 193.0 million in the comparable prior year quarter reflecting an increase of 10.6%.
- Q3 FY17 operating profit was Rs 12.9 million; up by 678.2% over the comparable prior financial year quarter.
- Company reported EBITDA (including rental and interest income on tax refund) of Rs 60.6 million as compared to Rs 16.7 million in the comparable prior year quarter; up 262.1% Y-o-Y.
- EBITDA Margin stood at 24.2% for Q3 FY17 compared to 8.4% in Q3 FY16.
- Net Profit after tax stood at Rs 32.5 million during the quarter under review as compared to Net loss of Rs 3.6 million in the comparable prior year quarter; up 993.1% Y-o-Y.
- The Company reported Basic EPS of Rs 1.20 for Q3 FY17; up 984.1% Y-o-Y.

#### **Consolidated Q3 FY17 Q-o-Q Review**

- Total income for Q3 FY17 was Rs 249.7 million, consistent with Rs 245.5 million achieved in Q2 FY17.
- Q3 FY17 Comparable Operating revenue\* was Rs 213.4 million as against Rs 212.7 million in Q2 FY17.
- Q3 FY17 Comparable Operating Profit was Rs 12.9 million (6.1% of Operating Revenue) as compared to Rs 23.3 million (11% of Operating Revenue) in Q2 FY17.

- Company reported EBITDA (including rental and interest income on tax refund) of Rs 60.6 million as compared to Rs 66.9 million in Q2 FY17.
  - EBITDA Margin stood at 24.2% for Q3 FY17 as compared to 27.2% in Q2 FY17.
  - Profit after tax stood at Rs 32.5 million during the quarter under review as compared to Rs 40.9 million during the previous quarter.
  - Basic EPS was Rs 1.20 in Q3 FY17 as compared to Rs 1.52 for Q2 FY17.
- \* Comparable Operating Revenue excludes Hardware Revenue for Q3 and Q2*

## Consolidated 9M FY17 Review

- Total income was Rs 739.4 million for the nine month period under review as compared to Rs 566.1 million in the corresponding period of previous year, reflecting an increase of 30.6% on Y-o-Y basis.
- Operating revenue was Rs 663.0 million for the nine month period ended 31<sup>st</sup> December, 2016 as compared to Rs 548.4 million in the corresponding period of previous year reflecting an increase of 20.9%.
- The Company reported EBITDA of Rs 167.3 million (22.6% of total revenue) for the nine month period under review as compared to an EBITDA of Rs 61.7 million (10.9% of total revenue) to the same period of previous year.
- Net profit stood at Rs 92.5 million for the nine month period under review as against a profit of Rs 13.9 million in corresponding period of previous year reflecting an increase of 564.2%.

## Business highlights – Q3FY17

- The Company added 1 new client during the quarter under review. Total active client as of 31<sup>st</sup> December, 2016 was 47 (LTM).
- From an industry perspective, revenue from the technology sector continued to witness strong momentum which contributed 70% of operating revenue during the quarter under review as compared to 67% of operating revenue in Q2FY17.
- In terms of geography, US business remain the major contributor during the quarter which contributed 85% of operating revenue in Q3FY17, same as in Q2 FY17.
- As on 31<sup>st</sup> December, 2016, the company had 419 total employees.

*Commenting on the results, Mr. Vish Tadimety, Founder and CEO, CyberTech, said: "The quarter and the first nine months saw strong improvement in terms of revenue and profitability over comparable period of the last financial year. Our revenue grew by 26% Y-o-Y, our EBITDA and PAT both saw triple digit growth. I am pleased with the 9M FY17's total revenue which grew by 30.6% on Y-o-Y basis. Our EBITDA for the nine month period ended on 31<sup>st</sup> December, 2016 grew from Rs 61.7 million to Rs 167.3 million with the double digit EBITDA margin of 22.6%. This growth is led by our Spatial Analytics offerings and we are confident about growth in our business and our product lines going forward."*

## About CyberTech

CyberTech is the leader in Next-generation Spatial and LocationAnalytics. CyberTech's Spatial Analytics products GeoShield, GeoCivic, CyberServe and GeoServe cater to broad vertical markets. For more information, past results or conference call transcripts, please visit our web site [www.cybertech.com](http://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](http://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.*