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# Agenda



- 01 Company Overview
- **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**



**Products** 

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay

- High-impact Mapping
- IoT
- Smart City Digitization



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



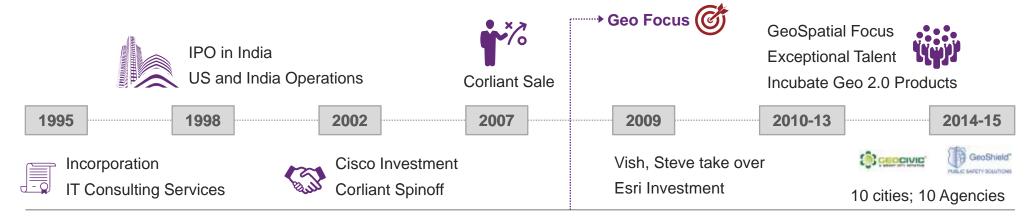
Combines spatial and business information for analysis and prediction to support precise decision making



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 4





- 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<sup>™</sup> leads to Increased Tax Collection and reduce field leakage



### **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*

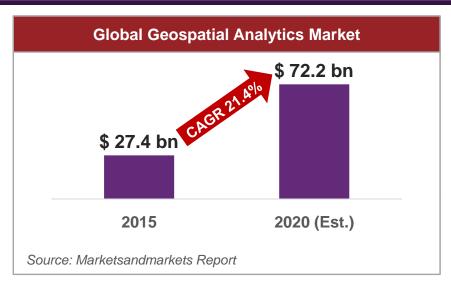
- Steve is a serial entrepreneur having been involved in the formation, financing and growth of several high profile start-ups.
- Group CFO of CyberTech since 1999.
- Key partner of strategy and financial decisions.
- Co founder of Corliant, along with Vish.
- CPA, former manager at PWC.
   Holds an undergraduate degree in accounting from the University of Illinois and a Masters of Business Administration degree from the University of Chicago.

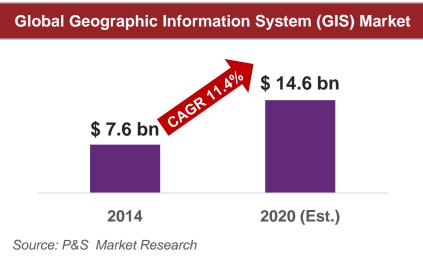
# Ramasubramanian S. CFO and Executive Director

- 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







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
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### 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

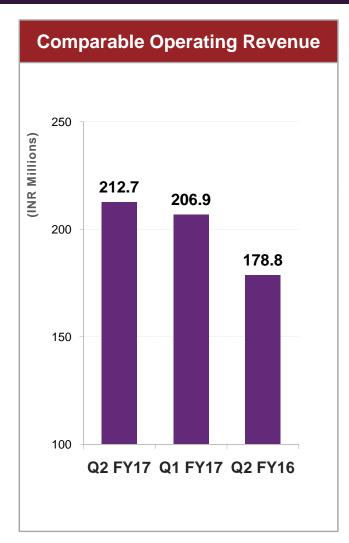
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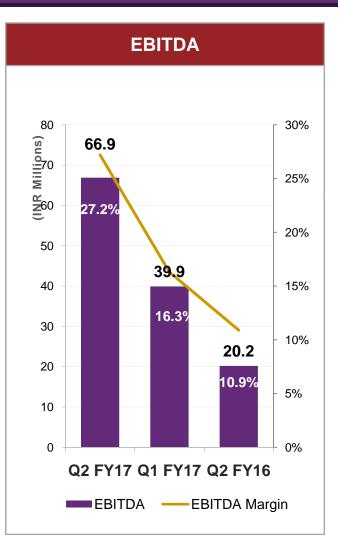


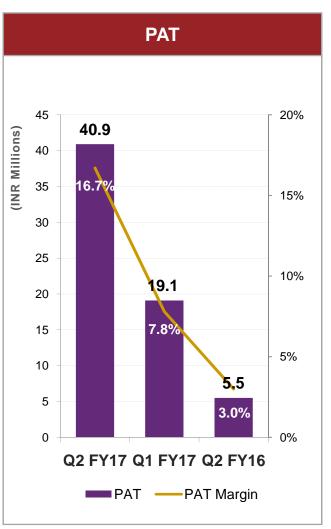
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### Financial Summary – Q2 FY17





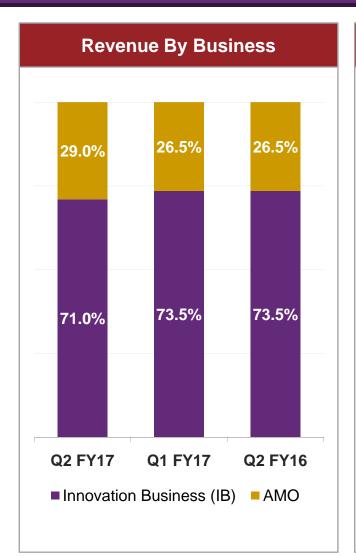


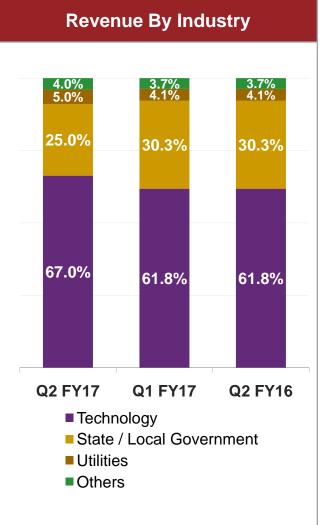


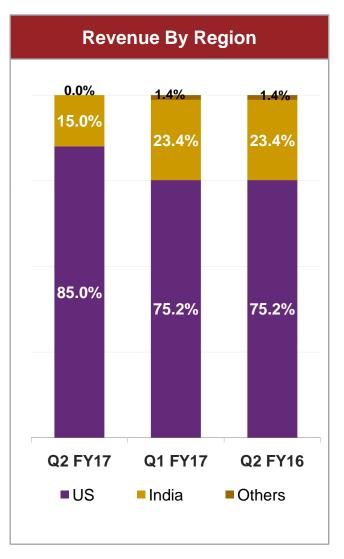
<sup>\*</sup> Comparable Operating Revenue excludes Hardware Revenue for Q2 FY17 and Q1 FY17

### **Revenue Metrics – Q2 FY17**









# **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%
3	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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