



# CyberTech

Systems and Software Limited

**REGD OFFICE:** `CyberTech House' Plot No. B-63/64/65, Road # 21/34, J.B Sawant Marg, MIDC, Wagle Estate, Thane 400604

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**Date: July 28, 2023**

To <b>BSE Limited</b> Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400 001 <b>Scrip Code: 532173</b>	To <b>National Stock Exchange of India Ltd.</b> Listing Department Plot No. C1, Exchange Plaza G Block, Bandra Kurla Complex Bandra (East), Mumbai - 400 051 <b>Symbol: CYBERTECH</b>
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**Sub: Press Release and Earning Presentation for the quarter ended June 30, 2023.**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the press release and earning presentation on the Un-audited Financial Results for the quarter ended June 30, 2023.

The same has been uploaded on the website of the Company at <https://cybertech.com/Investor>.

Kindly take the same on your record.

Thanking you,  
Yours faithfully,

**For CYBERTECH SYSTEMS AND SOFTWARE LIMITED**

**Sarita Leelaramani**  
**Company Secretary and Compliance Officer**  
**Membership No.: A35587**

Encl.: a/a

## **CyberTech Total Revenue for Q1FY24 was ₹ 580.7 million; up by 44% Y-o-Y basis**

**Mumbai, India – 27<sup>th</sup> July 2023:** CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation Enterprise Cloud Transformations provider, announced today its financial results for the **first quarter** ended on 30<sup>th</sup> June 2023.

*Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am delighted to share that our company's growth momentum remains strong as evident in the latest quarter's financial results. Our revenue for the quarter surged by an impressive 44% compared to the previous year, reaching an outstanding figure of INR 580.7 million. This remarkable expansion can be attributed to our unwavering dedication to becoming experts in cloud transformation and our proactive efforts to fortify our sales team.*

*A significant driver of our success is our fruitful partnership with SAP, which has contributed to new business from SAP S/4 & HANA cloud migrations. As more enterprises accelerate their journey to the cloud, SAP remains our primary focus.*

*We also take pride in our Managed ArcGIS Cloud Services, and we are renowned for our excellence and a dedicated focus on meeting our clients' cloud requirements. This year, we were honored to be a Bronze Sponsor at the prestigious Esri User Conference, where our theme of "Security first ArcGIS Cloud Transformation" garnered substantial interest from participants.*

*Additionally, it brings me pleasure to announce that we have been awarded Esri's Utility Network Management Specialty for our exceptional expertise and services in the utility industry.*

*At the forefront of Spatialitics, our GeoShield product continues to be a major focus area. It has successfully achieved a strong product-market fit in terms of features, and now our goal is to scale the GeoShield product business further. To achieve this, we have made a strategic decision to reinforce our sales teams.*

*As with many organizations, we faced unprecedented competition for talent and witnessed significant wage inflation over the last year, resulting in higher payroll costs. Despite these headwinds impacting on net income, we remain confident in our ability to navigate these challenges and continue delivering long-term value for our shareholders.*

*In conclusion, I am proud of our accomplishments and our positive trajectory. With a focus on innovation, client satisfaction, and operational excellence, we are poised for success. I thank all our clients, my fellow shareholders and our CyberTech colleagues for their continued support of CyberTech.”*

## Key Financial Highlights – Q1FY24

Particulars (₹ in Million)	Q1 FY24	Q1 FY23	YoY %	Q4 FY23	QoQ %
Operating Revenue	553.1	385.5	43.5%	541.1	2.2%
Total Revenue	580.7	402.9	44.1%	562.8	3.2%
EBITDA	95.0	98.0	-3.1%	98.4	-3.4%
EBITDA Margin %	16.4%	24.3%		17.5%	
PBT	73.9	78.0	-5.2%	75.4	-2.0%
PBT Margin %	12.7%	19.4%		13.4%	
PAT	53.3	55.4	-3.9%	53.6	-0.6%
PAT Margin %	9.2%	13.8%		9.5%	

## Business highlights – Q1FY24

- Total active client counts as of 30<sup>th</sup> June 2023 was 69 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 69% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 99% towards our operating revenue.
- As on 30<sup>th</sup> June 2023, the Company had 625 total employees.

## About CyberTech

CyberTech's expertise is Enterprise Cloud Transformation. The Company delivers Cloud based SAP digitalized solutions and Esri ArcGIS Enterprise platforms. CyberTech's Clients realize the benefits of SAP S/4HANA with digital processes that improve customer experience, gain real-time insights and increased productivity. The Company's Spatial analytics deliver digitalization benefits by integrating maps with Enterprise data. CyberTech is a trusted partner for several global enterprise Cloud transformations. The Company has strategic relationships with Cisco, Microsoft, ESRI and SAP. For more information and past results, please visit our web site <https://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 <https://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

# Earnings Presentation Q4FY23

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27<sup>th</sup> July, 2023

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# Safe Harbor

This presentation has been prepared by CyberTech Systems and Software Limited solely to provide information about the Company.

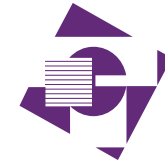
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This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal 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

- 1 Company Overview**
- 2 Financial Performance**



# Company Overview



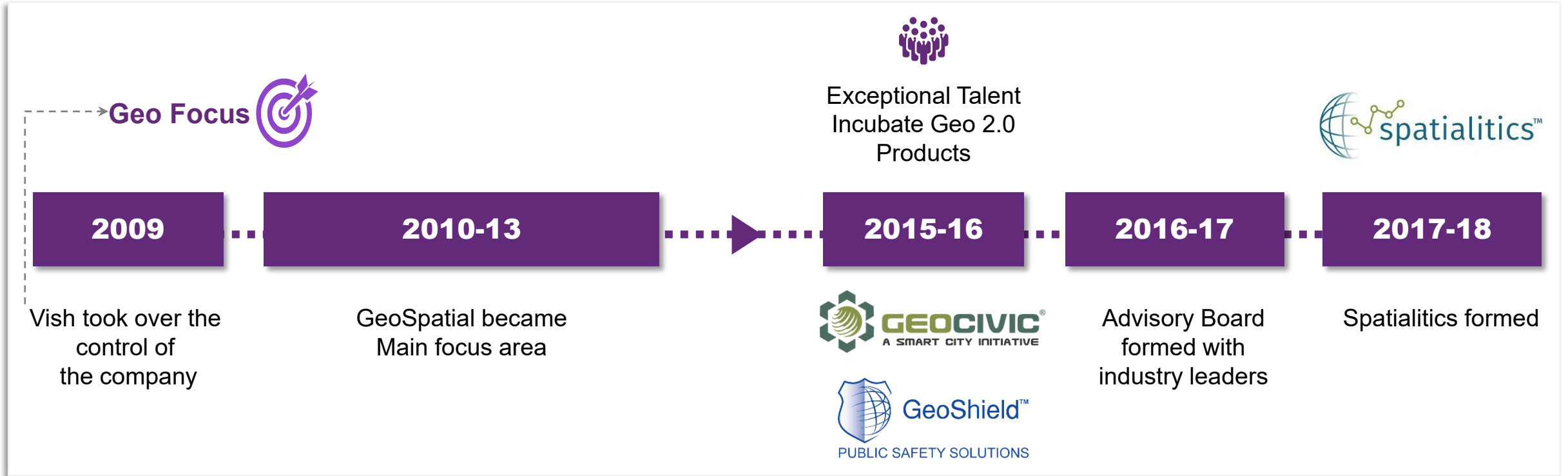
# About Company

- Enterprise Multi-Cloud Transformation Services provider – Focused on
  - Cloud-based SAP digitalized solutions
  - Esri ArcGIS Enterprise Cloud platforms
  - Spatialitics Cloud native SaaS
- Global footprint with a team of over 500 professionals
  - SAP CoE with 100+ SMEs
  - World's largest Geospatial CoE with 300+ Geospatial SMEs
- Partnerships with Leading Technology Players - SAP, Esri, Cisco, Salesforce and Microsoft
- Locations - USA (Chicago, Philadelphia, Aurora, Redlands) and India (Mumbai, Pune, Kolkata)
- Owns a state of the art development center at Thane














## PARTNERSHIPS



# Corporate Timeline



# Enterprise Multi-Cloud Transformation services

CyberTech Services	Technologies	Product Suite	Service Offerings			
		<p>SAP S/4HANA SAP Supply Chain SAP BTP SAP Spatial Enablement</p>	 Advisory	 Cloud Move	 Implementation & Integration	 AMS
		<p>ArcGIS Enterprise ArcGIS Utility Networks</p>	 Managed ArcGIS Cloud Services		 GIS Professional Services	
	<p>Sales Cloud Service Cloud Salesforce CPQ Community Cloud Tableau</p>	 Advisory	 Implementation	 Data & Integration	 Ongoing Support	

Cloud/SaaS

# Spatialitics Cloud Native SaaS offerings

Spatialitics Platform

## Industries



Public Safety



Healthcare



Utilities

## Product Suite



## Offerings



Real-Time Incident Management

What You Need. When You Need It.



Crime Analysis Hub

Empower crime analysts with fast and intuitive access



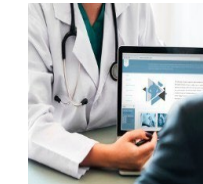
Insight Dashboard

Share Information



Geocoder

Map your Patients, Providers, and Locations



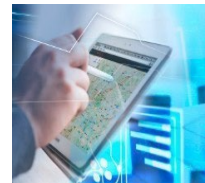
Clinical Apps

Bring Clinicians & Patients Together



Business Apps

Align Your Organization With Your Community



Unity Engine

Connect GIS with Enterprise Data



App Suite for Utilities

Empower Your Organization



Spatial Accelerator for SAP Utilities

Take Action from Maps

# 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.

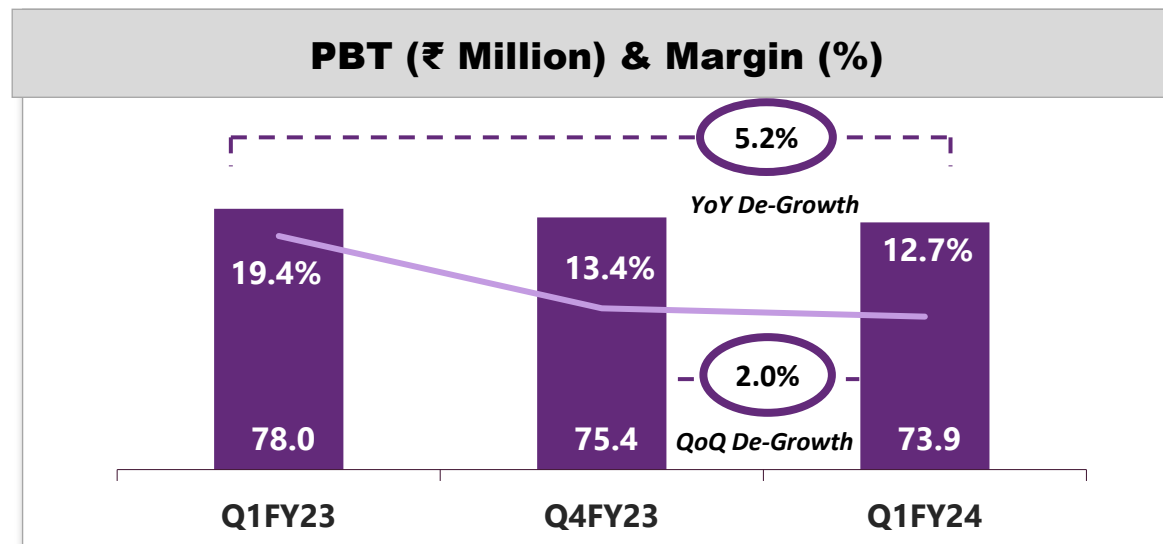
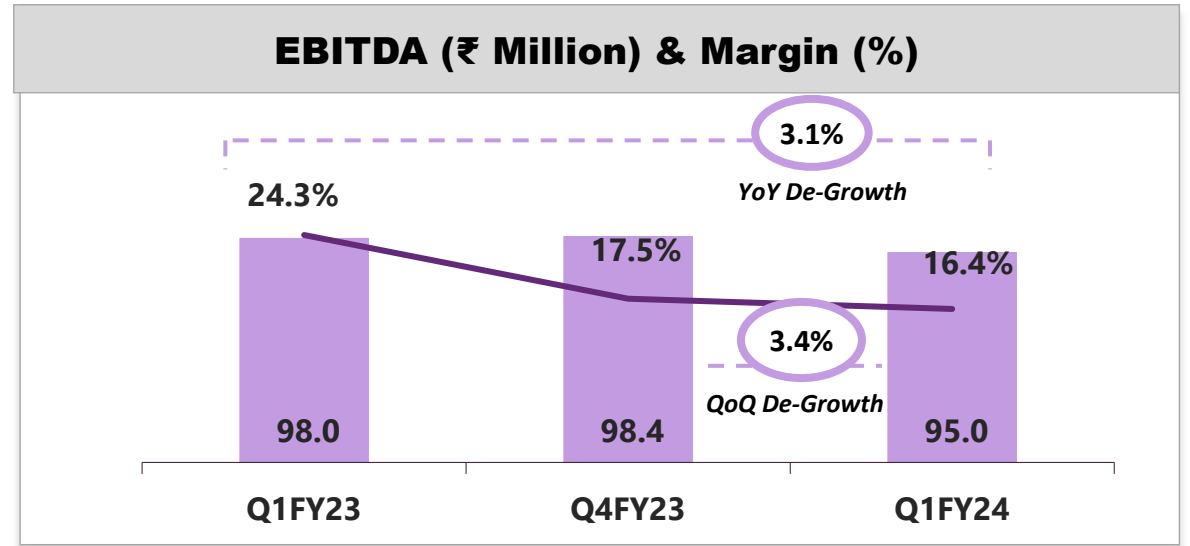
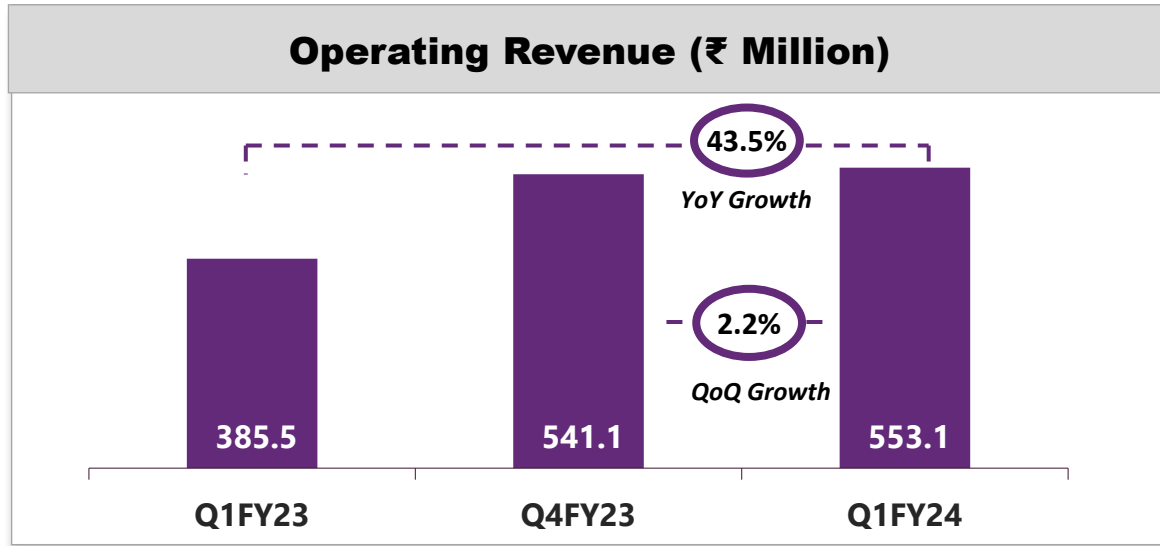


# Financial Performance

# Financial Summary – Q1FY24

- Total Revenue at ₹ 580.7 million; up 3.2% Q-o-Q and 44.1% Y-o-Y
- Operating Revenue at ₹ 553.1 million; up 2.2% Q-o-Q and 43.5% Y-o-Y
- Reported EBITDA at ₹ 95.0 million (16.4% of total revenue)
- PBT at ₹ 73.9 million (12.7% of total revenue)
- PAT at ₹ 53.3 million (9.2% of total revenue)

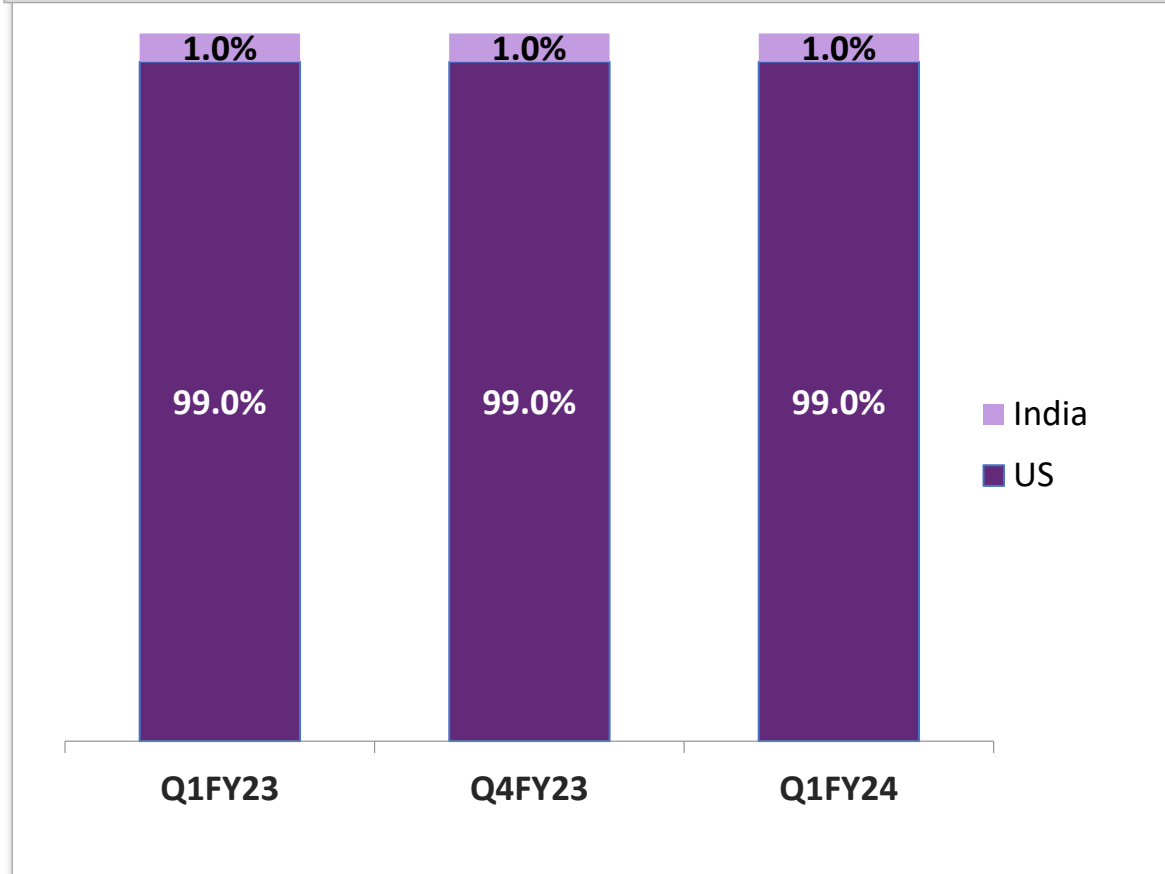
# Financial Highlights – Q1FY24



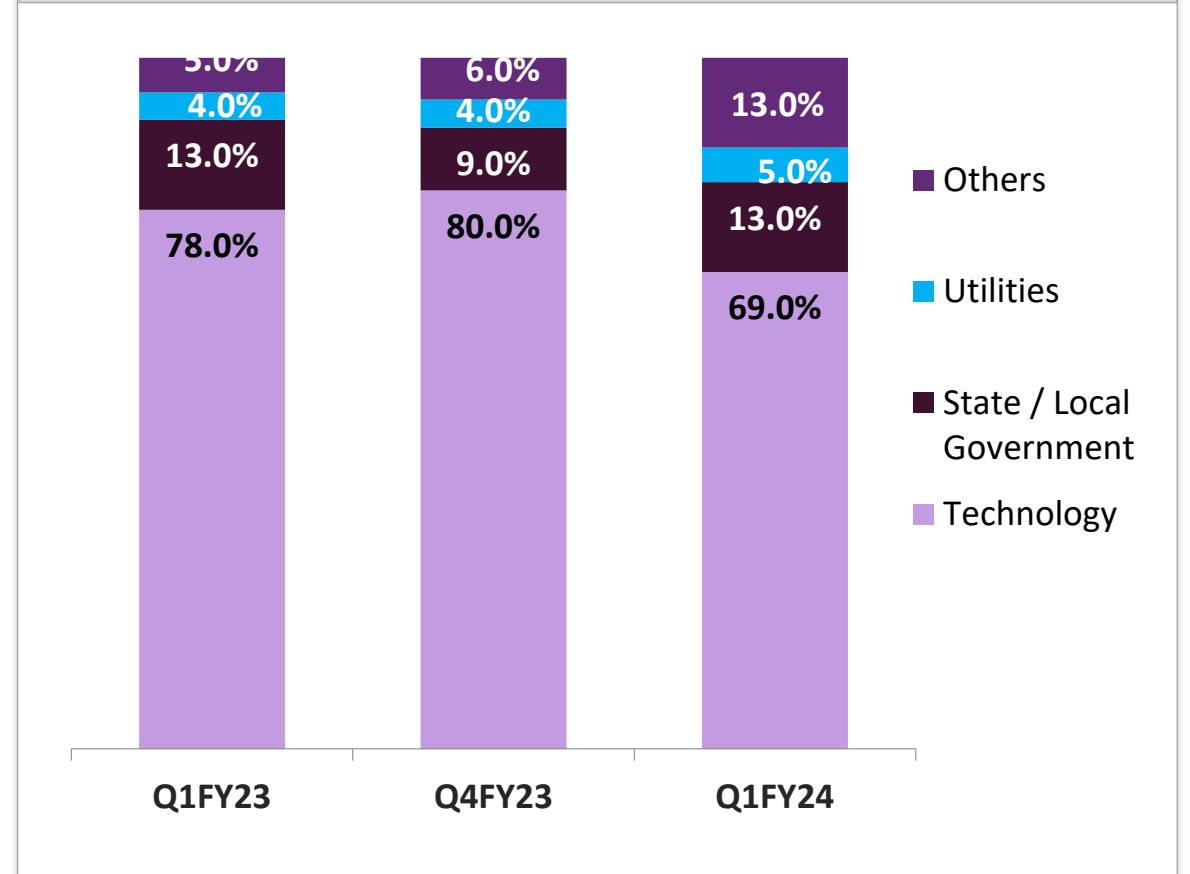


# Revenue Metrics – Q1FY24

## Revenue By Region



## Revenue By Industry



# Operational Highlights – Q1FY24

## Client

- Added 05 new clients
- Total active client 69 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 67%

## Employee

- Total Employees 625 as on 30 June 2023

## Demand

- Number of Projects - 125

# Consolidated Quarterly P&L – Q1FY24

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended figures in INR Million except EPS)	(All	30-Jun-23 Q1FY24	31-Mar-23 Q4FY23	Q-o-Q Growth	30-Jun-23 Q1FY23	Y-o-Y Growth
1	Revenue from Operations		553.06	541.06	2.2%	385.5	43.5%
2	Other Income		27.59	21.76	26.8%	17.4	58.3%
3	<b>Total Revenue (1+2)</b>		580.7	562.8	3.2%	402.9	44.1%
4	<b>Expenses</b>						
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost		127.93	135.63	-5.7%	23.3	448.8%
	b) Employee Benefits expense		292.34	260.50	12.2%	237.9	22.9%
	c) Finance Costs		1.10	3.27	-66.4%	0.5	102.0%
	d) Depreciation and amortization expense		20.03	19.68	1.8%	19.5	2.5%
	e) Other expenses		65.35	68.33	-4.4%	43.7	49.5%
	<b>Total Expenses</b>		506.8	487.4	4.0%	325.0	55.9%
5	<b>Profit before Tax (3-4)</b>		73.9	75.4	-2.0%	78.0	-5.2%
6	Tax Expense						
	a) Current Tax		22.62	27.39		24.2	
	b) Deferred Tax		(1.99)	(3.77)		(1.7)	
	c) Tax adjustments for earlier years		-	(1.80)		-	
7	Profit for the period (5-6)		53.3	53.6	-0.6%	55.4	-3.9%
8	Other Comprehensive Income						
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)						
	a) Remeasurement of the net defined benefit liabilities		(2.71)	(6.55)		(1.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss		0.68	1.65		0.3	
	Items that will be reclassified to Profit and Loss						
	a) Foreign currency translation reserve		(0.30)	(5.42)		20.8	
	b) Income tax relating to items that will not be reclassified to profit and loss					-	
9	Total Comprehensive Income for the period (7+8)		50.9	43.3		75.3	
10	Paid up equity share capital (Face value: Rs.10 per share)		284.73	284.73		283.7	
11	Other equity						
12	Earnings per share (of Rs.10 each)						
	Basic (Not annualised)		1.87	1.88		1.96	
	Diluted (Not annualised)		1.87	1.88		1.95	



# CyberTech

## Systems and Software Limited

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## Contact Us

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