

REGD OFFICE: `CyberTech House' Plot No. B-63/64/65, Road # 21/34, J.B Sawant Marg, MIDC, Wagle Estate, Thane 400604
• Tel: +91 224283-9200 • Fax: +91-22-4283-9236 • GSTIN 27AAACC1905B1ZE
• CIN L72100MH1995PLC084788 • Email: cssl.investors@cybertech.com • Website: <https://cybertech.com>

Date: April 28, 2023

To BSE Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400 001 Scrip Code: 532173	To National Stock Exchange of India Ltd. Listing Department Plot No. C1, Exchange Plaza G Block, Bandra Kurla Complex Bandra (East), Mumbai - 400 051 Symbol: CYBERTECH
--	---

Sub: Press Release and Earning Presentation on the Audited Financial Results for the quarter and year ended March 31, 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 Audited Financial Results for the quarter and year ended March 31, 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 FY23 was ₹ 1845 million; up by 24% Y-o-Y basis

Mumbai, India – 27th April 2023: CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation spatial analytics and SAP digital solutions provider, announced today its financial results for the **fourth quarter and full year FY23** ended on 31st March 2023.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am delighted to announce that our revenue has experienced strong growth in the fourth quarter and for the entire financial year. Our revenue for the year increased by 24%, compared to the previous year, reaching INR 1845.2 million. This impressive expansion is a result of our unwavering focus on building expertise in cloud transformation.

At the core of our proficiency lies the provisioning of Cloud-based SAP digitalized solutions and Esri ArcGIS Enterprise platforms. We merge our expertise in cloud technologies with a deep understanding of our clients' business requirements. In addition, our spatial analytics solutions leverage digitalization advantages by combining maps with enterprise data.

Our partnership with SAP has contributed significantly to our new business from SAP S/4HANA cloud migrations, which is our primary focus as more enterprises expedite their journey to the cloud.

We also take pride in our Managed ArcGIS Cloud Services practice, which is best-in-class and continuously strengthened by talent acquisition and an unwavering focus on client requirements. Our clients experience significant business advantages through our GIS experience, our cloud security focus, and our understanding of web scale complex systems.

Spatialitics' flagship product for law enforcement agencies, GeoShield Real-Time, continues to gain traction, with several new law enforcement agencies, including a consortium of agencies within the same geographical area, added to our customer group this year. Moreover, several US law agency consortiums are showing definitive interest in acquiring GeoShield.

The world has seen an unprecedented competition for talent as well as significant wage inflation in the last year. This has directly led to an increase in our payroll cost. Despite headwinds from higher payroll costs, which resulted in flat net income compared to the previous year, we are confident in our ability to navigate current challenges and continue to deliver long-term value for our shareholders. To improve profitability in the coming quarters, we are implementing measures to increase operational efficiency and explore cost-saving initiatives.

Our deal pipeline continues to grow for our three key offerings - SAP S/4HANA and SAP Cloud Offerings, Managed ArcGIS Cloud Services, and Spatialitics Cloud Software Solutions. We take pride in our strong relationships with partners and our impeccable reputation in the market, as well our continued focus on maintaining our strong balance sheet and growing our resources available to the business.

I thank all our customers, my fellow shareholders and our CyberTech colleagues for their continued support of CyberTech.”

Key Financial Highlights – Q4FY23

Particulars (₹ in Million)	Q4 FY23	Q4 FY22	YoY %	Q3 FY23	QoQ %
Operating Revenue	541.1	354.1	52.8%	426.3	26.9%
Total Revenue	562.8	371.1	51.7%	449.7	25.2%
EBITDA	98.4	90.5	8.7%	99.5	-1.1%
EBITDA Margin %	17.5%	24.4%		22.1%	
PBT	75.4	70.6	6.9%	79.2	-4.8%
PBT Margin %	13.4%	19.0%		17.6%	
PAT	53.6	51.1	4.8%	55.7	-3.8%
PAT Margin %	9.5%	13.8%		12.4%	

Key Financial Highlights – FY23

Particulars (₹ in Million)	FY23	FY22	YoY %
Operating Revenue	1761.6	1,388.5	26.9%
Total Revenue	1845.2	1,487.6	24.0%
EBITDA	397.6	380.0	4.6%
EBITDA Margin %	21.5%	25.5%	
PBT	313.8	300.6	4.4%
PBT Margin %	17.0%	20.2%	
PAT	216.9	227.1	-4.5%
PAT Margin %	11.8%	15.3%	

Business highlights – Q4FY23

- Total active client counts as of 31st March 2023 was 64 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 80% 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 31st March 2023, the Company had 586 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>

Investor / Analyst contact:

Asha Gupta

Investor Relation Practice, E&Y LLP

Asha.Gupta@in.ey.com

Media Contact:

Saumitra Banerjee

CyberTech Systems and Software Ltd.

Ph: +91 22 4283 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 <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

27th April, 2023

©2020, CyberTech Systems and Software Limited , All Rights Reserved

Safe Harbor

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

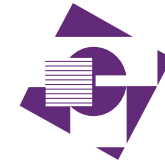
No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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

- 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)
- 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				Cloud/SaaS
		<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	

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 – Q4FY23

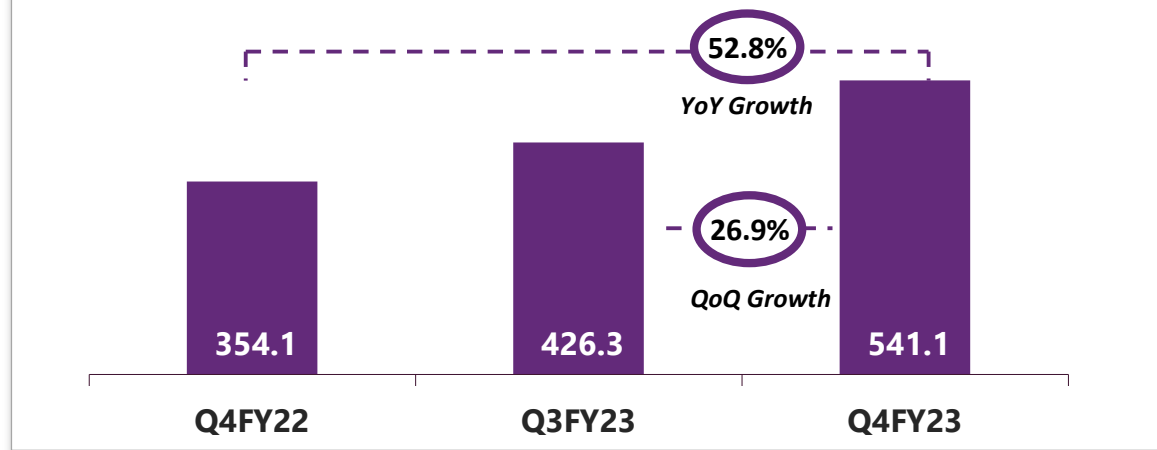
- Total Revenue at ₹ 562.8 million; up 25.2% Q-o-Q and 51.7% Y-o-Y
- Operating Revenue at ₹ 541.1 million; up 26.9% Q-o-Q and 52.8% Y-o-Y
- Reported EBITDA at ₹ 98.4 million (17.5% of total revenue)
- PBT at ₹ 75.4 million (13.4% of total revenue)
- PAT at ₹ 53.6 million (9.5% of total revenue)

Financial Summary – FY23

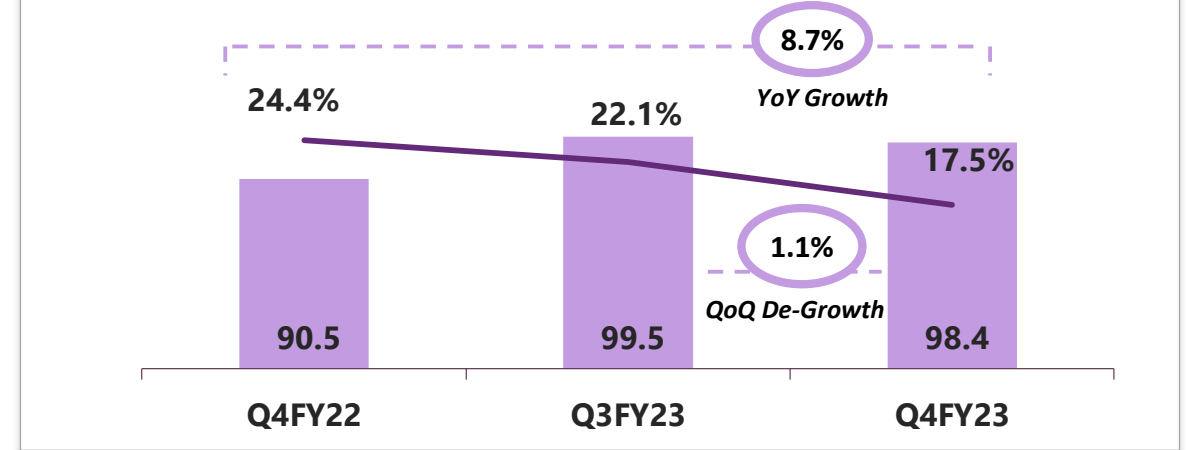
- Total Revenue at ₹ 1,845.2 million; up 24.0% Y-o-Y
- Operating Revenue at ₹ 1,761.6 million; up 26.9% Y-o-Y
- Reported EBITDA at ₹ 397.6 million (21.5% of total revenue)
- PBT at ₹ 313.8 million (17.0% of total revenue)
- PAT at ₹ 216.9 million (11.8% of total revenue)
- Cash and Cash Equivalents at ₹ 142.1 million

Financial Highlights – Q4FY23

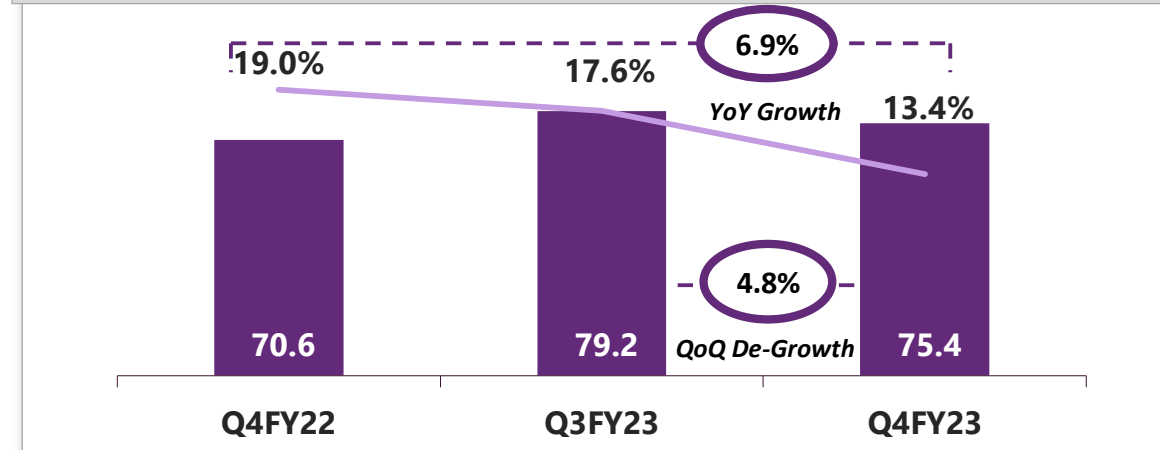
Operating Revenue (₹ Million)



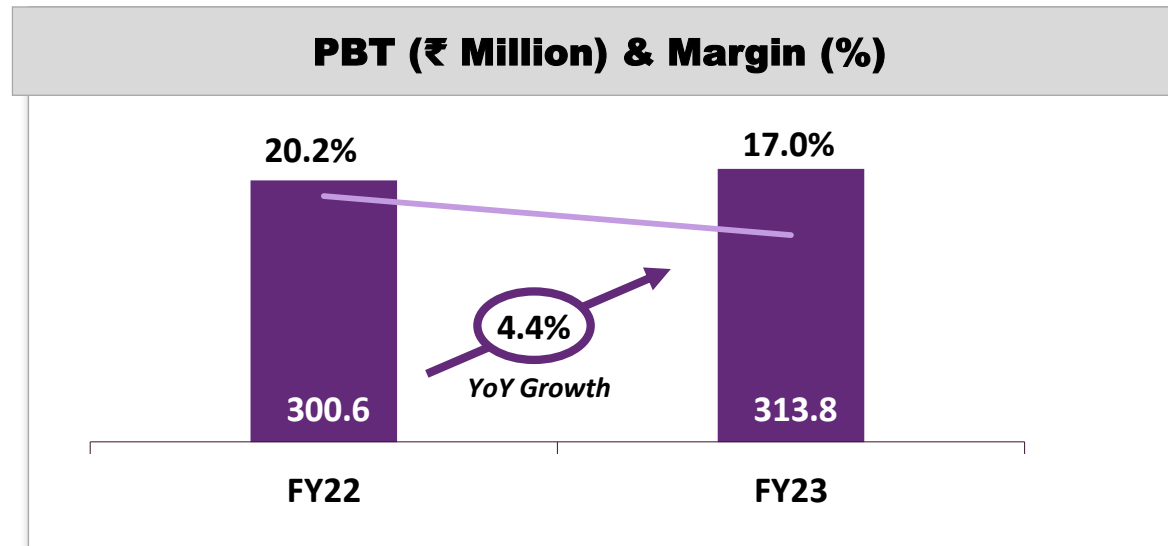
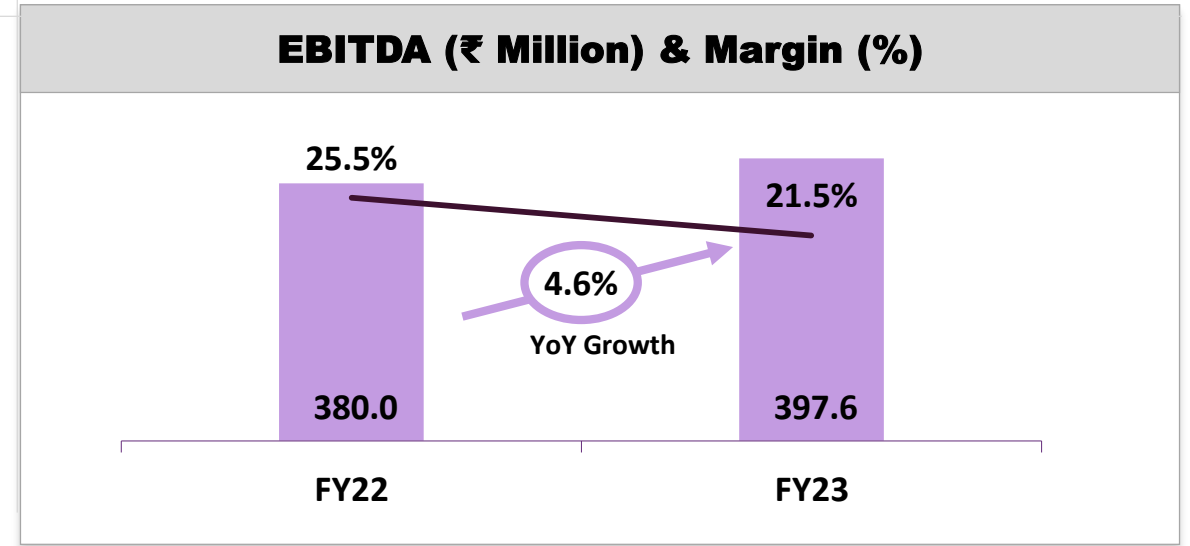
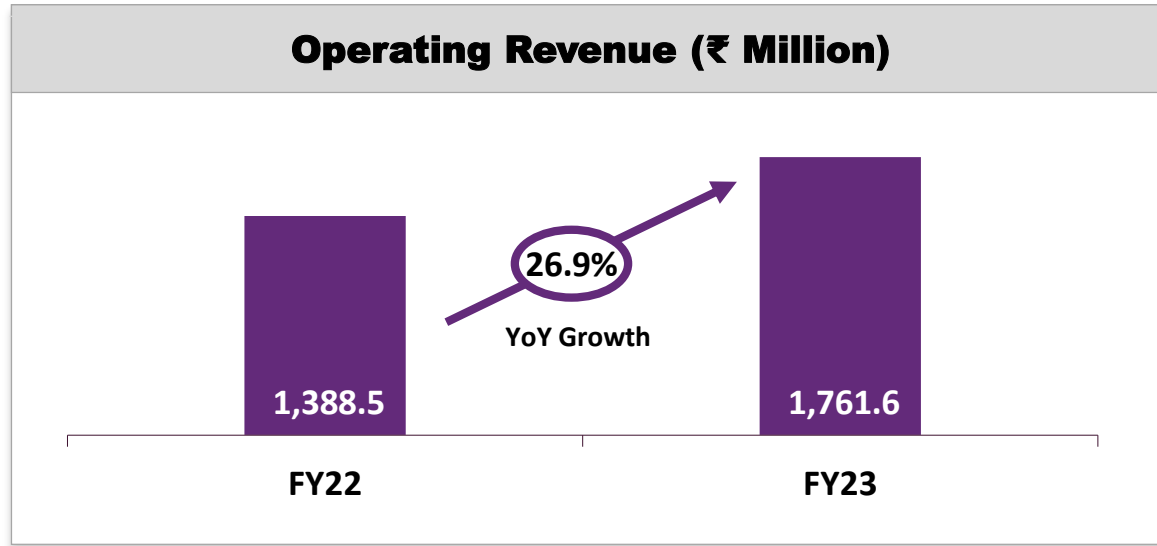
EBITDA (₹ Million) & Margin (%)



PBT (₹ Million) & Margin (%)

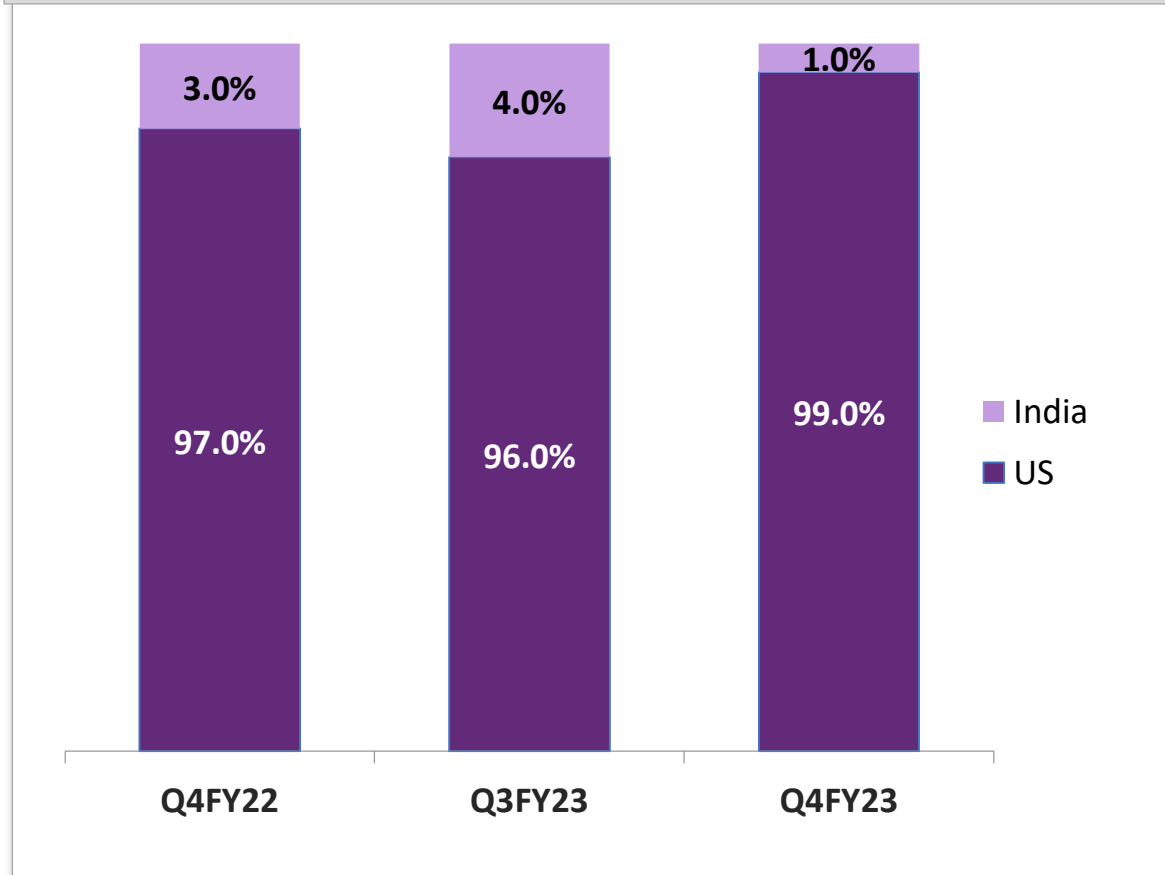


Financial Highlights – FY23

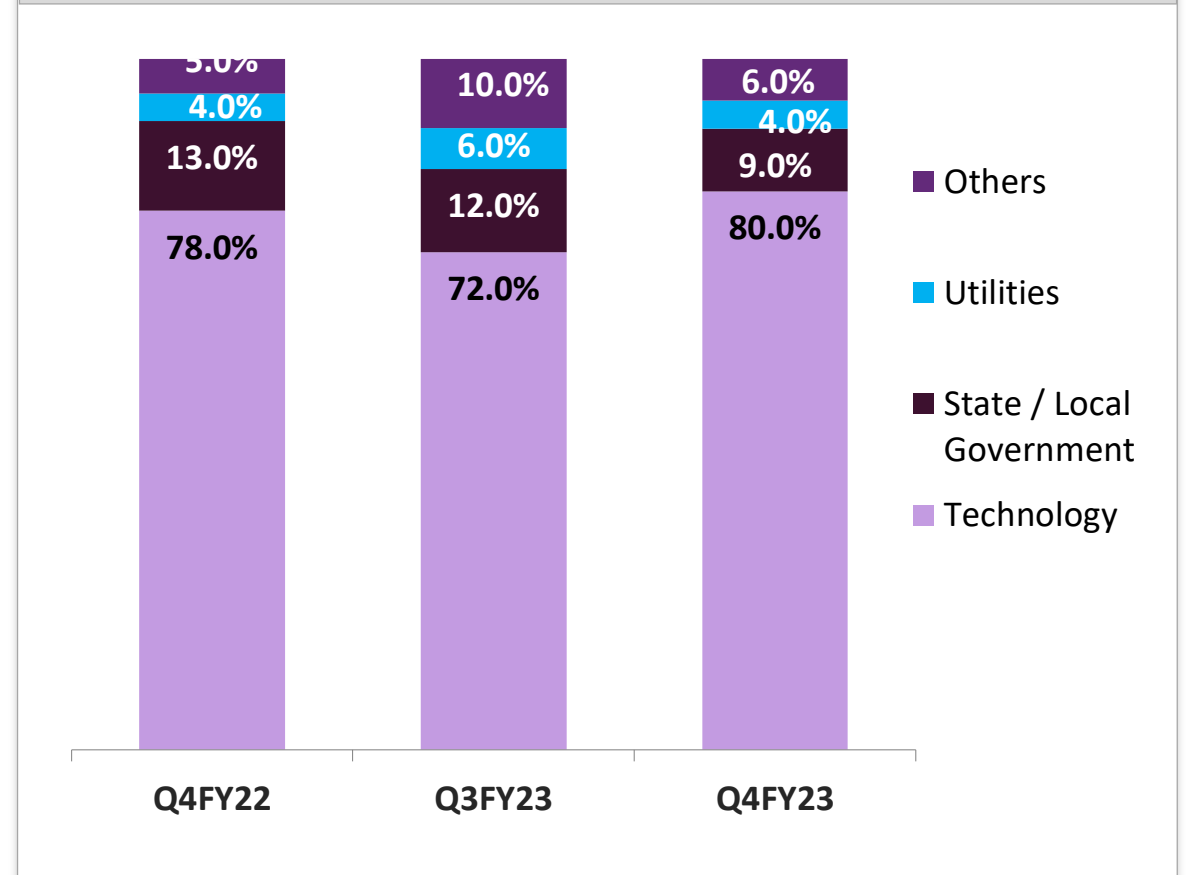


Revenue Metrics – Q4FY23

Revenue By Region



Revenue By Industry



Operational Highlights – Q4FY23

Client

- Added 02 new clients
- Total active client 64 (LTM)
- Top Client revenue 63%
- Top 3 Client revenue 78%

Employee

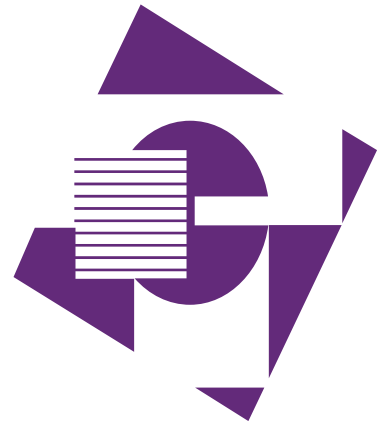
- Total Employees 586 as on 31st March 2023

Demand

- Number of Projects - 120

Consolidated Quarterly P&L – Q4Y23

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-23	31-Dec-22	Q-o-Q	31-Mar-22	Y-o-Y	31-Mar-23	31-Mar-22	Y-o-Y
		Q4FY23	Q3FY23	Growth	Q4FY22	Growth	FY23	FY22	Growth
1	Revenue from Operations	541.06	426.32	26.9%	354.1	52.8%	1,761.65	1,388.49	26.9%
2	Other Income	21.76	23.35	-6.8%	17.0	28.1%	83.57	99.15	-15.7%
3	Total Revenue (1+2)	562.8	449.7	25.2%	371.1	51.7%	1,845.2	1,487.6	24.0%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	135.63	26.94	403.5%	21.8	522.6%	208.59	93.45	123.2%
	b) Employee Benefits expense	260.50	269.87	-3.5%	224.6	16.0%	1,019.97	862.27	18.3%
	c) Finance Costs	3.27	0.48	583.5%	0.5	584.9%	5.12	1.87	173.0%
	d) Depreciation and amortization expense	19.68	19.76	-0.4%	19.5	1.1%	78.72	77.53	1.5%
	e) Other expenses	68.33	53.40	28.0%	34.2	99.9%	219.02	151.93	44.2%
	Total Expenses	487.4	370.4	31.6%	300.5	62.2%	1,531.4	1,187.1	29.0%
5	Profit before Tax (3-4)	75.4	79.2	-4.8%	70.6	6.9%	313.8	300.6	4.4%
6	Tax Expense								
	a) Current Tax	27.39	24.70		16.4		102.3	74.6	
	b) Deferred Tax	(3.77)	(1.21)		3.0		(8.48)	0.32	
	c) Tax adjustments for earlier years	(1.80)	0.07		0.0		3.07	(1.43)	
7	Profit for the period (5-6)	53.6	55.7	-3.7%	51.1	4.8%	216.9	227.1	-4.5%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(6.55)	(1.25)		(1.4)		(10.31)	(4.78)	
	b) Income tax relating to items that will not be reclassified to profit and loss	1.65	0.32		0.3		2.60	1.20	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	(5.42)	10.38		8.6		43.27	14.84	
	b) Income tax relating to items that will not be reclassified to profit and loss				-				
9	Total Comprehensive Income for the period (7+8)	43.3	65.1		58.7		252.4	238.4	
10	Paid up equity share capital (Face value: Rs.10 per share)	284.73	284.34		281.7		284.7	281.7	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.88	1.96		1.81		7.64	8.13	
	Diluted (Not annualised)	1.88	1.95		1.79		7.62	8.04	



CyberTech

Systems and Software Limited

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.

Contact Us

Saumitra Banerjee

CyberTech Systems & Software Ltd.

saumitra.banerjee@cybertech.com

Asha Gupta

Investor Relation Practice, E&Y LLP

Asha.Gupta@in.ey.com

© 2020 CyberTech Systems and Software Limited, All Rights Reserved.

CyberTech Logo is trademark of CyberTech Systems and Software Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.