



CyberTech

Systems and Software Limited

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Date: July 24, 2021

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 532173	To, National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (E), Mumbai-400051 Symbol: CYBERTECH
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Dear Sir/Madam,

Sub.: Press Release and Earning Presentation

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter ended June 30, 2021 is attached for your perusal.

Kindly take the same on record.

Thanking you,
Yours Faithfully

For **CYBERTECH SYSTEMS AND SOFTWARE LIMITED**

Sarita Leelaramani

Company Secretary and Compliance Officer

Membership No.: A35587



Place: Thane

Encl.: a/a



CyberTech Total Revenue for Q1FY22 was Rs 351 million; up by 12.4% Q-o-Q basis

Mumbai, India – 23rd July, 2021: 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 **first quarter** ended on 30th June, 2021.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “As we continue to manage the Company’s progress through this Pandemic we continue to be cognizant of its impact on our extended family of colleagues, customers, shareholders and well wishers. We are thankful for your continuing support. While the second wave of COVID-19 seems to have been flattened in India, the daily number of new cases is still alarming and indicating that we are still not out of the woods. We continued to support our clients and our associates in this troubled time. To that end, CyberTech has arranged a COVID-19 vaccination drive for our associates and their family members as well as providing support to family members. I would also like to thank our management team for spending countless hours on issues of safety for our associates. I also thank our associates who have continued to provide the highest levels of customer satisfaction

I am pleased to report that despite the challenges, we reported another robust quarter driven by substantial growth in our focus areas. Our topline grew by 12.4% over last quarter to Rs. 351 million and our PAT grew by 40.6% over last quarter to Rs. 39.4 million. These figures speak for the efficacy of our strategy to focus on enterprise cloud transformation which is gaining unprecedented momentum in this pandemic era.

As per Corporate Reports, Factset, and Piper Sandler Estimates, the cloud industry will grow to \$1,133B in 2030 from the current size of \$220B in 2020. We are perfectly positioned to be part of this astronomical growth trajectory with our cloud focused strategy.

SAP continues to play a key role in our cloud transformation strategy. Our HANA GeoDB migration offerings continued to gain traction through our partnership with the SAP Database Migration Factory. We have been awarded several HANA cloud migrations through this channel and our direct sales channel.

Our Managed ArcGIS Cloud Services offerings continued to grow. We booked an additional deal during the quarter. We are also in various stages of discussion with a number of potential clients. Our unparalleled expertise in geospatial engineering, coupled with our capability and depth in the areas of cloud transformation and cybersecurity is driving our success.

I am delighted to inform you that an additional large water utility company has subscribed for our Spatialitics Utilities product suite. This customer has a fairly large enterprise lifecycle value, which is the hallmark of any Spatialitics deal and the deal will translate into a long term recurring revenue stream for the company.

We have expanded our Spatialitics Public Safety Industry Advisory Board during the quarter. Chief Eric Young of Ogden Police Department and Lieutenant Corey Solferino of Washoe County Sheriff's Office have joined as Public Safety Industry Advisory Board members. Chief Young is a decorated police officer and an active promoter of the use of technology at the Ogden Police Department. Lieutenant Corey Solferino is a recognized leader with a 20+ year criminal justice and law enforcement career. We are privileged to have both of them as industry advisors.

Meanwhile, our targeted digital sales strategy is yielding great results. We are generating a significant number of leads through these campaigns. We will continue to invest in building a talent pool and in acquiring next-gen digital infrastructure.

I thank our clients, associates and my fellow shareholders for having trust in the company's vision and strategy. I am confident that our growth will continue to benefit all constituents."

Performance Highlights

Consolidated Q1FY22 Q-o-Q Review

- Total revenue was Rs 351.0 million during the quarter under review as compared to Rs 312.3 million during the previous quarter, a growth of 12.4% on a Q-o-Q basis.
- The Company reported an EBITDA of Rs 76.6 million during the quarter under review as compared to Rs 58.2 million during the previous quarter, a growth of 31.7% on a Q-o-Q basis.
- EBITDA Margin stood at 21.8% for Q1FY22 as compared to 18.6% in Q4FY21.
- Net Profit stood at Rs 39.4 million during the quarter under review as compared to Rs 28.0 million during the previous quarter, a growth of 40.6% on a Q-o-Q basis.

Consolidated Q1FY22 Y-o-Y Review

- Operating revenue was Rs 334.3 million during the quarter under review as compared to Rs 303.6 million during the corresponding quarter of previous year, a growth of 10.1% on a Y-o-Y basis.
- Total revenue was Rs 351.0 million during the quarter under review as compared to Rs 320.7 million during the previous quarter, a growth of 9.4% on Y-o-Y basis.

- The Company reported an EBITDA of Rs 76.6 million during the quarter under review as compared to Rs 87.0 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 21.8% for Q1FY22 as compared to 27.1% for Q1FY21.
- Net Profit stood at Rs 39.4 million during the quarter under review as compared to Rs 51.7 million during the corresponding quarter of previous year.

Business highlights – Q1FY22

- Total active client count as of 30th June, 2021 was 50 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 70% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 96% towards our operating revenue.
- As on 30th June, 2021, the Company had 502 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 www.cybertech.com

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CyberTech
Systems and Software Limited

Earnings Presentation Q1FY22

23rd July, 2021

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Agenda

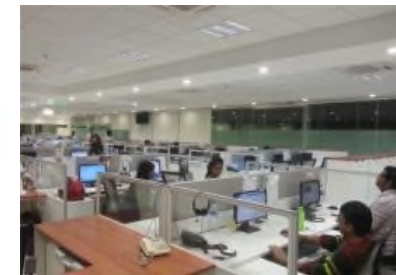
- 1 Company Overview**
- 2 Financial Performance**

Company Overview

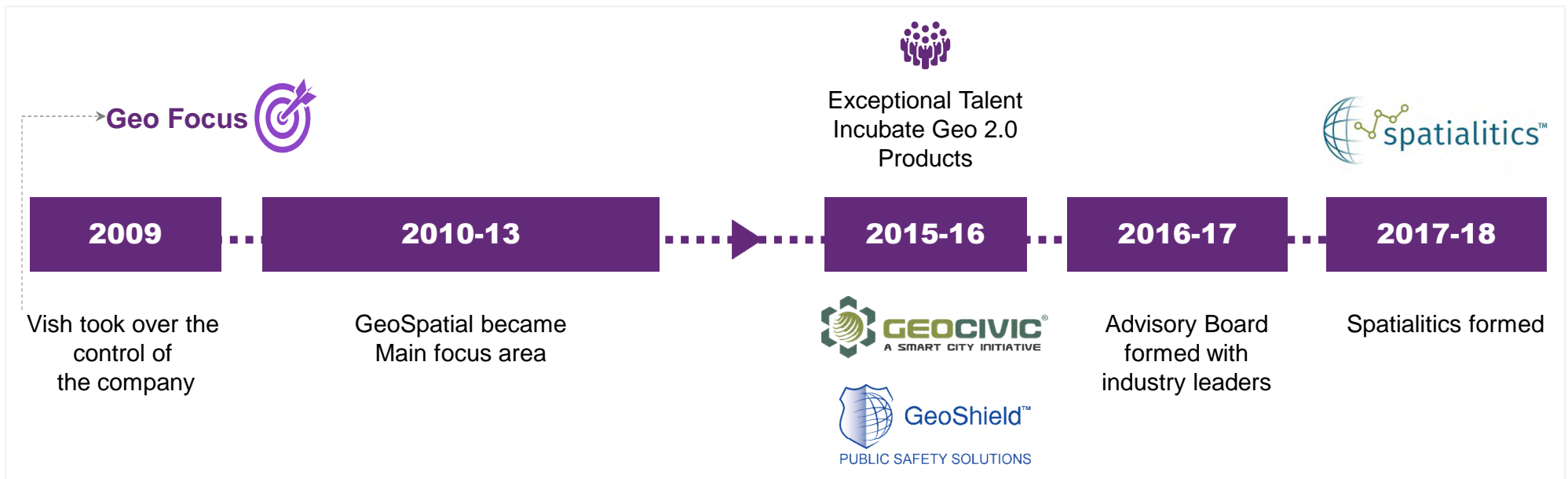
About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on Esri and SAP Cloud Platforms, SAP S/4 HANA
- 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, Los Angeles, Denver, Salt Lake City) and India (Mumbai, Pune)
- Owns a state-of-the-art development center at Thane

PARTNERSHIPS



Corporate Timeline



Next – Generation Offerings

SOLUTIONS

- Digital Transformation
- Next-gen Spatial Analytics
- Digital Fabric Overlay
- SAP S/4HANA Transformation
- Cloud Transformation
- Smart City Digitization

PRODUCTS



Public Safety

Intelligence Led Policing



Utilities

Asset & Workforce Management



Healthcare

Healthcare



Smart City

Property Tax Management



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.

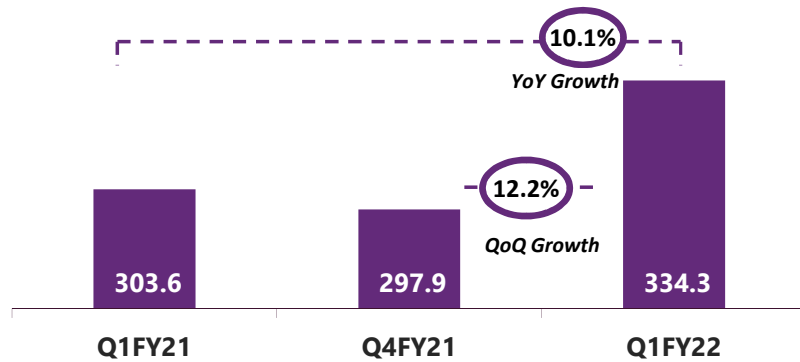
Financial Performance

Financial Summary – Q1FY22

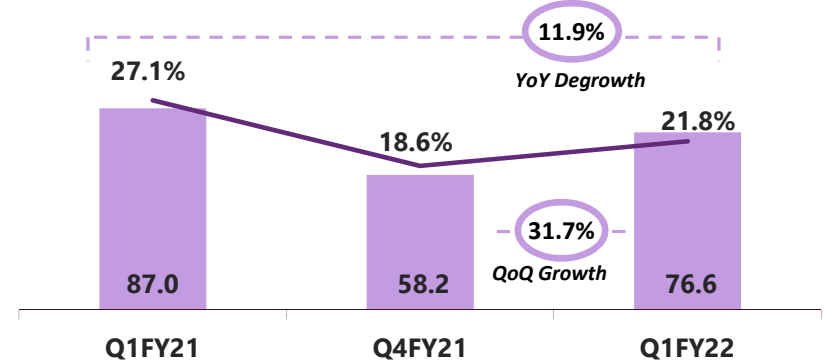
- Total Revenue at ₹ 351.0 million; up 12.4% Q-o-Q and 9.4% Y-o-Y
- Operating Revenue at ₹ 334.3 million; up 12.2% Q-o-Q and 10.1% Y-o-Y
- Reported EBITDA at ₹ 76.6 million (21.8% of total revenue)
- PBT at ₹ 57.0 million (16.2% of total revenue)
- Net Profit at ₹ 39.4 million (11.2% of total revenue)

Financial Highlights – Q1FY22

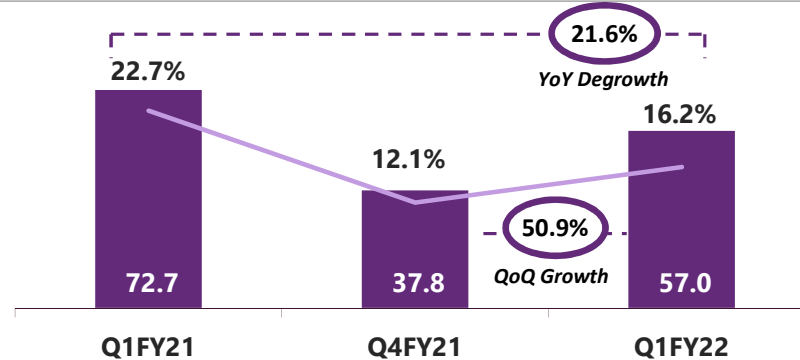
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

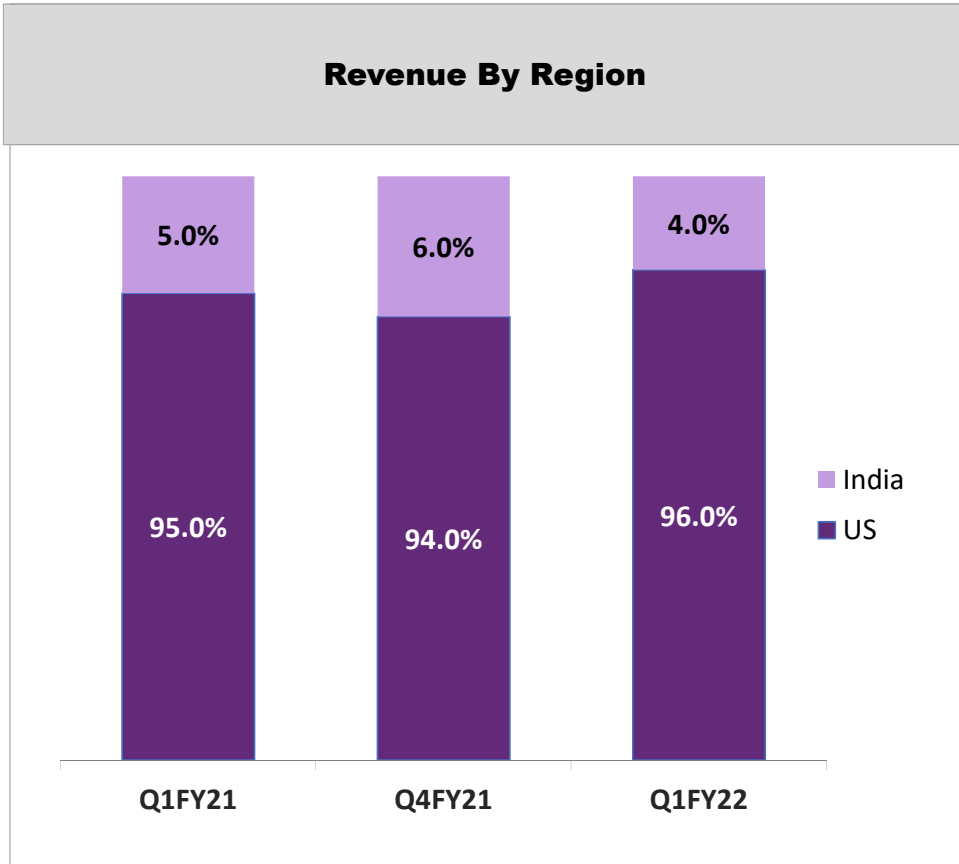


Reported PBT (₹ Mn) & Margin (%)

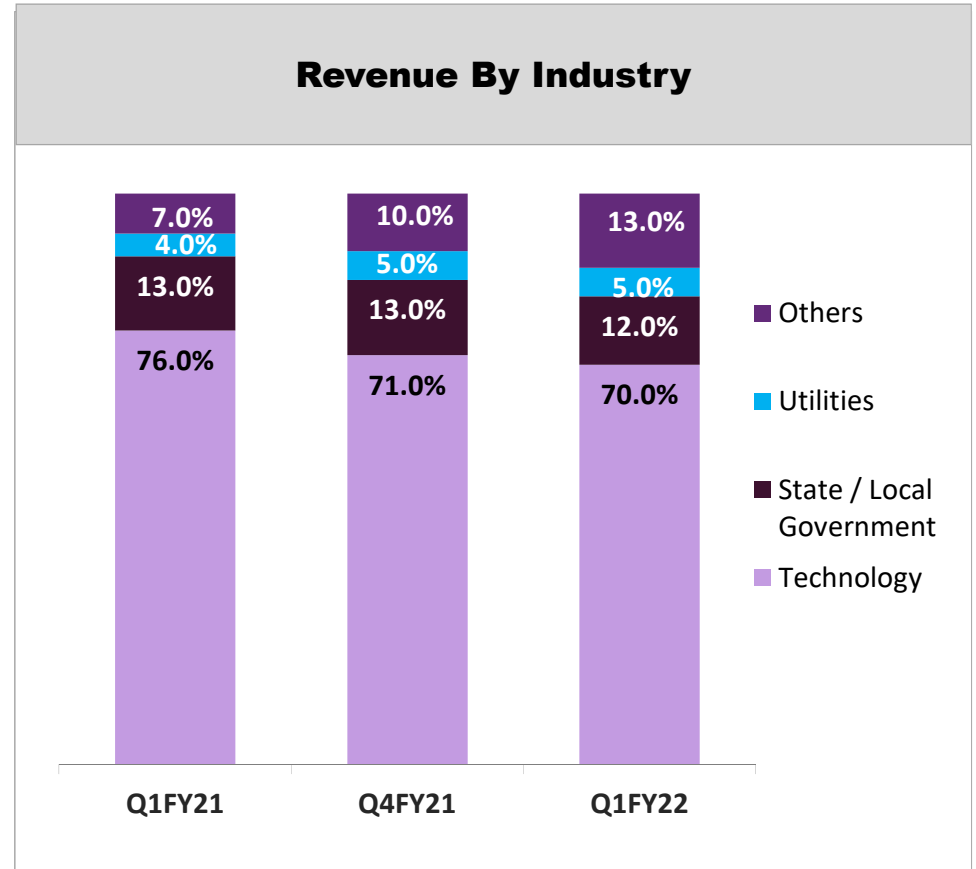


Revenue Metrics – Q1FY22

Revenue By Region



Revenue By Industry



Operational Highlights – Q1FY22

Client

- Added 02 new clients
- Total active client 50 (LTM)
- Top Client revenue 46%
- Top 3 Client revenue 64%

Employee

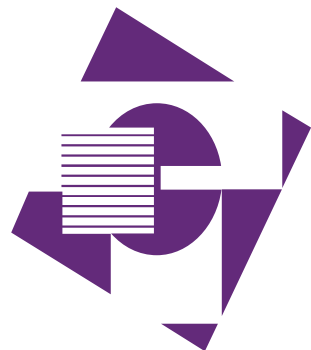
- Total Employees 502 as on 30th June 2021

Demand

- Number of Projects - 104

Consolidated Quarterly P&L – Q1FY22

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-21	31-Mar-21	Q-o-Q	30-Jun-20	Y-o-Y
		Q1FY22	Q4FY21	Growth	Q1FY21	Growth
1	Revenue from Operations	334.3	297.9	12.2%	303.6	10.1%
2	Other Income	16.7	14.4	15.9%	17.1	-2.4%
3	Total Revenue (1+2)	351.0	312.3	12.4%	320.7	9.4%
4	Expenses					
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	23.7	16.7	42.0%	13.7	72.5%
	b) Employee Benefits expense	213.6	196.8	8.6%	184.3	15.9%
	c) Finance Costs	0.5	1.3	-56.6%	0.8	-30.4%
	d) Depreciation and amortization expense	19.1	19.1	-0.4%	13.5	41.6%
	e) Impairment of non-current assets	-	-		-	
	f) Other expenses	37.1	40.7	-8.9%	35.7	3.9%
	Total Expenses	293.9	274.5	7.1%	247.9	18.5%
5	Profit before Tax (3-4)	57.0	37.8	50.9%	72.7	-21.6%
6	Tax Expense					
	a) Current Tax	18.9	12.2		20.9	
	b) Deferred Tax	(1.3)	(1.7)		0.2	
	c) Tax adjustments for earlier years	-	(0.7)		-	
7	Profit for the period (5-6)	39.4	28.0	40.6%	51.7	-23.7%
8	Other Comprehensive Income					
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)					
	a) Remeasurement of the net defined benefit liabilities	(1.1)	(0.8)		(1.2)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.2		0.3	
	Items that will be reclassified to Profit and Loss					
	a) Foreign currency translation reserve	4.8	0.1		(0.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-	
9	Total Comprehensive Income for the period (7+8)	43.4	27.5		50.4	
10	Paid up equity share capital (Face value: Rs.10 per share)	276.4	276.0		275.4	
11	Other equity					
12	Earnings per share (of Rs.10 each)					
	Basic (Not annualised)	1.43	1.02		1.88	
	Diluted (Not annualised)	1.39	0.99		1.88	



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