

Date: February 04, 2020

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 Q3 FY 2019-20

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 and nine months ended December 31, 2019 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 Q3FY20 was Rs 304 million; up 15% Y-o-Y basis

Mumbai, India – 3rd February, 2020: 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 **third quarter and nine months FY20** ended on 31st December, 2019.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The quarter ended December 31 continued our steady growth in the business. Our topline grew by 15% and net income grew by 56% over the comparable quarter of the last year. This double digit growth trend substantiates the strength of our relationship with our customers and our robust operating model.

We, as an organization, always strive to develop a trusted business partner relationship with our customers and help them in achieving sustainable business success. Our robust order book shows our progress in achieving this goal. Our Total Enterprise Lifecycle Value of our customers has grown significantly as most of our customers work with us for a long period of time.

Improvement of our margins can be attributed to planned cost optimization and utilization of resources to deliver high margin US projects. The company is focused on generating strong and steady cashflow each quarter, resulting in the growth of our cash reserve.

SAP and SAP S/4HANA continued to be our major focus area. We were awarded a long term SAP support contract by a large software product company during the quarter. Our association with the SAP Database Migration Factory continued to be strengthened. Our joint team of experts conducted the assessment workshops for several domestic and international customers.

Spatialitics product releases are tracking to the plan. We have several US utilities companies who have showed their interest in our Spatialitics Utilities product suite, while our existing law enforcement customers have agreed to be our lighthouse customers for the new release of GeoShield.

We will continue to invest to strengthen our capability in new age technologies such as ERP Digital Core, Spatial, Analytics, and Cloud Transformation to generate sustainable value for our clients, partners and shareholders. We are confident that the growth momentum and

the margin resilience observed in this quarter will continue moving forward. We thank all our shareholders, customers and employees for reposing your faith in us. ”

Performance Highlights

Consolidated Q3FY20 Y-o-Y Review

- Operating revenue was Rs 288.2 million during the quarter under review as compared to Rs 247.0 million during the corresponding quarter of previous year, a growth of 16.7% in rupee terms.
- Total revenue was Rs 303.6 million during the quarter.
- The Company reported an EBITDA of Rs 79.7 million during the quarter as compared to Rs 58.2 million during the corresponding quarter of previous year, a growth of 36.8%.
- EBITDA Margin stood at 26.3% for Q3FY20 as compared to 22.0% for Q3FY19.
- Net Profit stood at Rs 50.2 million during the quarter as compared to Rs 32.1 million during the corresponding quarter of previous year, a growth of 56.5%.

Consolidated Q3FY20 Q-o-Q Review

- Operating revenue was Rs 288.2 million during the quarter under review as compared to Rs 283.2 million during the previous quarter.
- Net Profit stood at Rs 50.2 million during the quarter under review as compared to Rs 47.0 million during the previous quarter.

Consolidated 9MFY20 Review

- Operating revenue was Rs 832.6 million during the nine month period under review as compared to Rs 704.4 million during the corresponding period of previous year, a growth of 18.2% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 219.3 million (24.9%) during the nine month period as compared to Rs 123.1 million (16.4%) during the corresponding period of previous year.
- Net Profit stood at Rs 126.4 million during the nine month period as compared to Rs 55.3 million during the corresponding period of previous year.

Business highlights – Q3FY20

- Total active client count as of 31st December, 2019 was 40 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 68% of operating revenue during the quarter under review.
- In terms of geography, US business continued to be the major contributor with a contribution of 92% towards operating revenue.
- As on 31st December, 2019, the Company had 455 total employees.

About CyberTech

CyberTech is a CMMI Level 3 Next-generation spatial analytics and SAP digital solutions provider. Its map-analytics based digitization products cater to broad vertical markets across the World. Spatial Analytics is the new focus area that has been created with sights on the burgeoning spatial analytics market. The Company services for seamless migration to SAP S/4HANA with end-to end service offerings for minimal disruption and reduced risks. CyberTech is a trusted advisor for several global enterprises, helping them geo-enable and digitalize mission-critical SAP business processes for users on and off the field. The Company has several strategic relationships with Cisco, Microsoft, ESRI and SAP. For more information and past results, please visit our web site www.cybertech.com

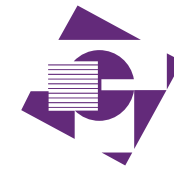
Investor / Analyst contact:

Asha Gupta
Christensen IR
Ph: +91 22 4215 0210
agupta@christensenir.com

Media Contact:

Saumitra Banerjee
CyberTech Systems and Software Ltd.
Ph: +91 22 2580 9312
saumitra.banerjee@cybertech.com

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CyberTech
Systems and Software Limited



BSE: 532173 | NSE: CYBERTECH | ISIN: INE214A01019 | CIN: L72100MH1995PLC084788

Earnings Presentation

Q3FY20

3rd February, 2020

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Safe Harbor



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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.



Company Overview



Quarter Highlights



Financial Performance

About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on SAP Cloud Platforms, S/4 HANA
- Global footprint with a team of over 450 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, Hyderabad)
- Owns a state of the art development center at Thane

Partnerships



Corporate Time-line



Next – Generation Offerings

Solutions

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay
- SAP S/4HANA Transformation
- SAP Analytics Cloud
- Smart City Digitization

Products



Public Safety

Intelligence Led
Policing



Smart City

Property Tax
Management



Healthcare

Healthcare



Utilities

Asset & Workforce
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.



Company Overview



Quarter Highlights



Financial Performance

Financial Summary – Q3FY20



Y-o-Y Review

Revenue:

- Total Revenue of Rs 303.6 Mn, up 14.6% Y-o-Y
- Operating Revenue of Rs 288.2 Mn, up 16.7% Y-o-Y

Profit:

- EBITDA was at Rs 79.7 Mn as against Rs 58.2 Mn in Q3FY19; up 36.8%
- EBITDA Margin of 26.3% as against 22.0% in Q3FY19
- Net Profit of Rs 50.2 Mn as against Rs 32.1 Mn in Q3FY19, up 56.5%
- PAT Margin of 16.5% as against 12.1% in Q3FY19

Financial Summary – Q3FY20



Q-o-Q Review

Revenue:

- Total Revenue of Rs 303.6 Mn as against Rs 302.5 Mn in Q2FY20
- Operating Revenue of Rs 288.2 Mn as against Rs 283.2 Mn in Q2FY20

Profit:

- EBITDA was at Rs 79.7 Mn as against Rs 78.2 Mn in Q2FY20
- EBITDA Margin of 26.3% as against 25.9% in Q2FY20
- Net Profit of Rs 50.2 Mn as against Rs 47.0 Mn in Q2FY20
- PAT Margin of 16.5% as against 15.5% in Q2FY20

Demand:

- Number of Projects – 66
- Strong growth in Innovation Business and AMO; US and India

Financial Summary – 9MFY20



Revenue:

- Operating Revenue of Rs 832.6 Mn, up 18.2% Y-o-Y
- Total Revenue of Rs 880.8 Mn, up 17.3% Y-o-Y

Profit:

- EBITDA was at Rs 219.3 Mn as against Rs 123.1 Mn in 9MFY19
- EBITDA Margin of 24.9% as against 16.4% in 9MFY19
- Net Profit stood at Rs 126.4 Mn as against Rs 55.3 Mn in 9MFY19
- Net Profit Margin of 14.3% as against 7.4% in 9MFY19

Operational Highlights – Q3FY20

Client:

- Total active client 40 (LTM)
- Top Client revenue 45%
- Top 3 Client revenue 64%

Employee:

- Total Employees 455 as on 31st December, 2019



Company Overview



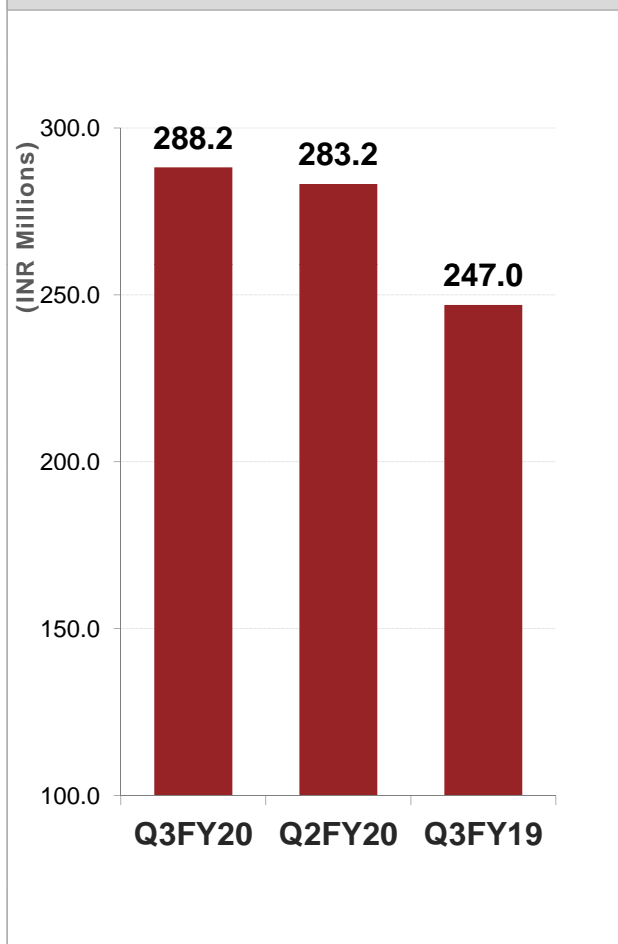
Quarter Highlights



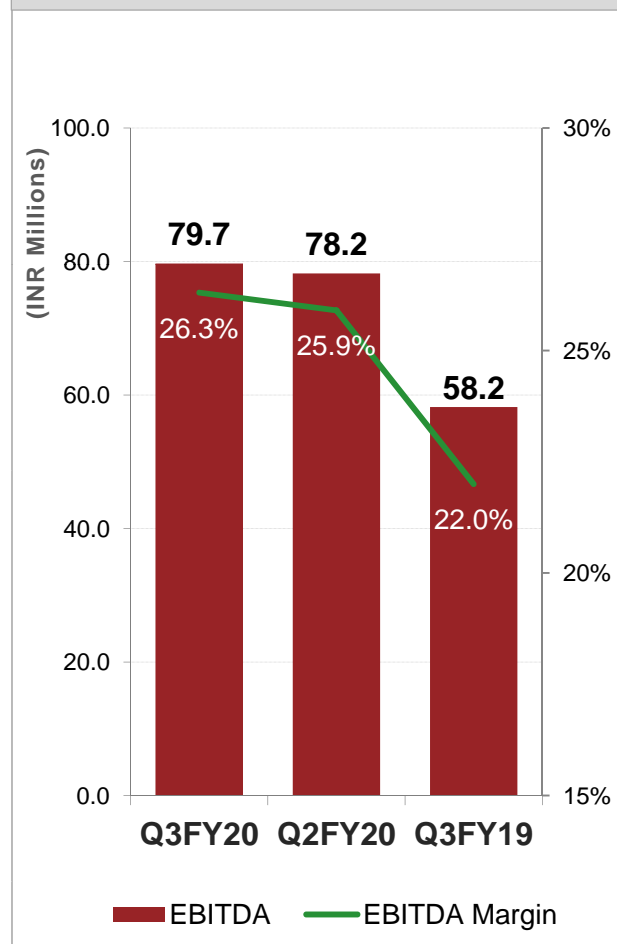
Financial Performance

Financial Summary – Q3FY20

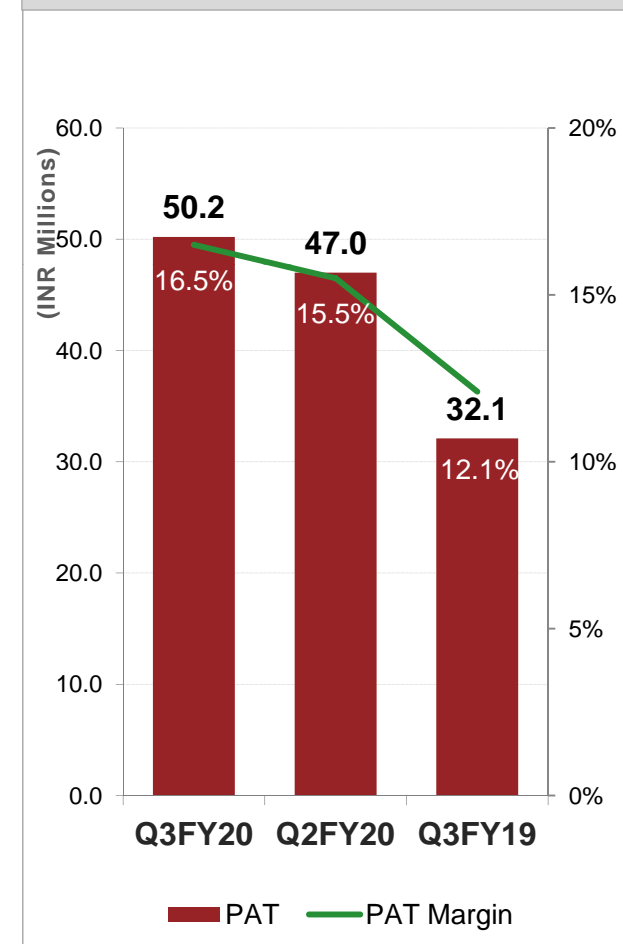
Comparable Operating Revenue



EBITDA



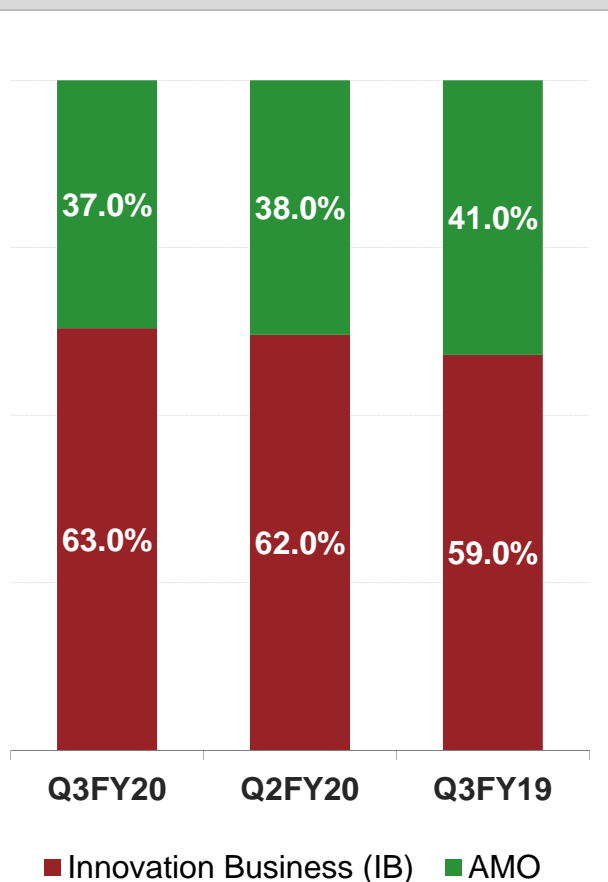
PAT



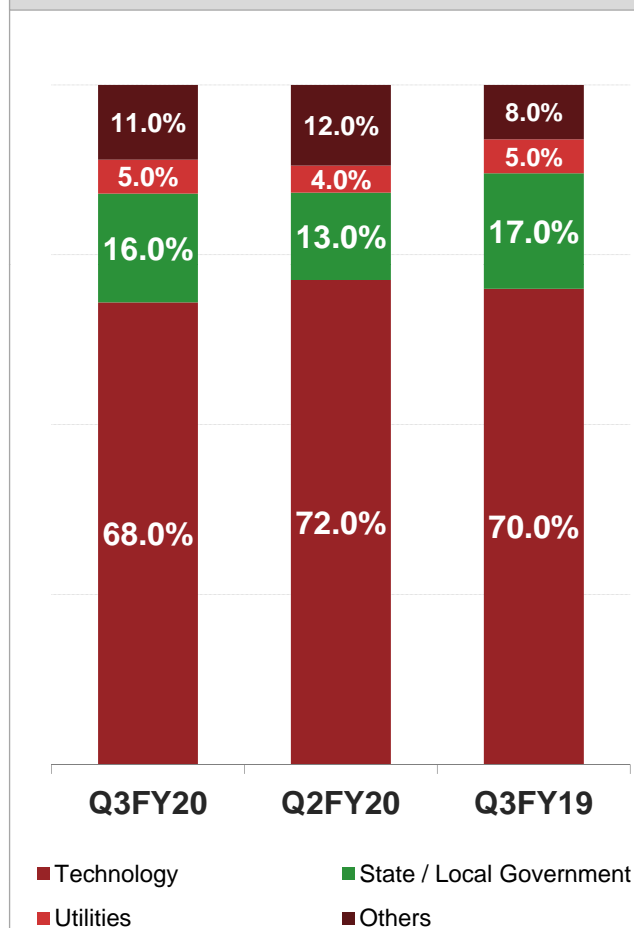
* Comparable Operating Revenue includes Hardware Revenue

Revenue Metrics – Q3FY20

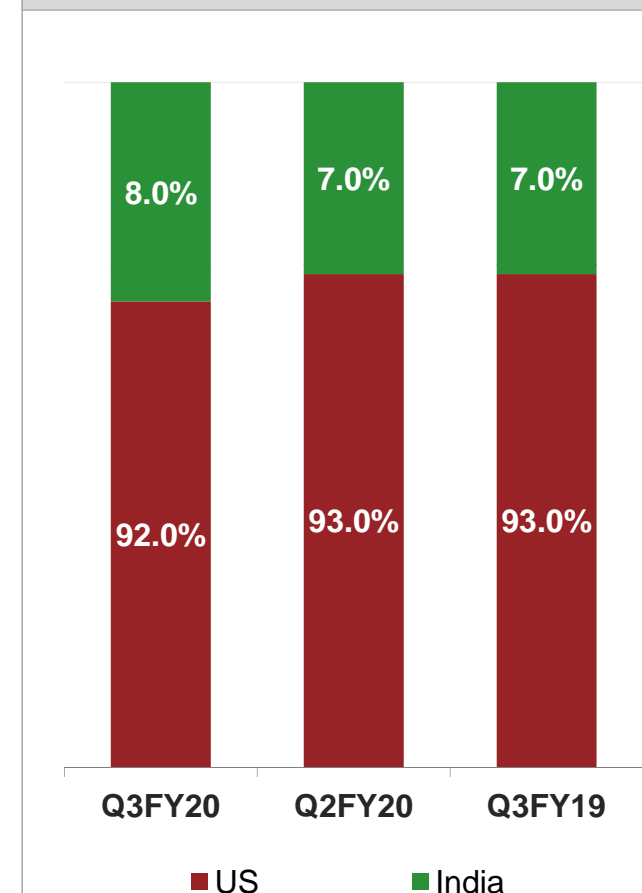
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q3FY20



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-19	30-Sep-19	Q-o-Q	31-Dec-18	Y-o-Y	31-Dec-19	31-Dec-18	Y-o-Y
		Q3FY20	Q2FY20	Growth	Q3FY19	Growth	9MFY20	9MFY19	Growth
1	Revenue from Operations	288.2	283.2	1.8%	247.0	16.7%	832.6	704.4	18.2%
2	Other Income	15.4	19.3	-20.2%	18.0	-14.6%	48.2	46.7	3.2%
3	Total Revenue (1+2)	303.6	302.5	0.4%	265.0	14.6%	880.8	751.1	17.3%
4	Expenses								
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	21.1	20.6	2.4%	16.2	30.2%	61.4	54.9	11.9%
	b) Employee Benefits expense	165.6	162.4	2.0%	151.5	9.3%	481.7	443.7	8.6%
	c) Depreciation and amortization expense	15.1	15.7	-3.8%	16.7	-9.8%	47.2	48.5	-2.7%
	d) Finance Costs	0.8	1.1	-27.3%	3.2	-74.9%	4.3	8.2	-47.5%
	e) Other expenses	37.2	41.3	-9.9%	39.1	-4.9%	118.4	129.5	-8.5%
	Total Expenses	239.8	241.1	-0.5%	226.7	5.8%	713.0	684.7	4.1%
5	Profit before Tax (3-4)	63.8	61.4	3.9%	38.3	66.5%	167.8	66.4	152.8%
6	Tax Expense								
	a) Current Tax	0.3	13.4	-97.8%	6.2	-95.2%	28.3	11.6	144.0%
	b) Deferred Tax	14.3	2.3	511.1%	0.0	89275.0%	13.1	(0.5)	-2503.7%
	c) Tax adjustments for earlier years	(1.0)	(1.3)	-25.4%	-	-	-	-	-
7	Profit for the period (5-6)	50.2	47.0	6.8%	32.1	56.5%	126.4	55.3	128.5%
8	Other Comprehensive Income								
	Items that will not be classified to Profit and Loss								
	a) Remeasurement of the net defined benefit liabilities	(0.4)	(0.4)	0.0%	(0.1)	534.9%	(1.3)	(0.2)	587.8%
	b) Income tax relating to items that will not be reclassified to profit and loss	0.1	0.1	-1.0%	0.0	488.2%	0.3	0.1	476.9%
	Items that will be reclassified to Profit and Loss								
	c) Foreign currency translation reserve	1.2	3.4	-64.7%	(2.6)	-145.6%	3.2	2.5	29.7%
9	Total Comprehensive Income for the period (7-8)	51.1	50.1	2.0%	29.4	73.8%	128.6	57.6	123.1%
10	Paid up equity share capital (Face value: Rs.10 per share)	275.2	275.2	0.0%	275.2	0.0%	275.2	275.2	0.0%
11	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.8	1.71	6.4%	1.17	55.6%	4.6	2.02	127.7%
	Diluted (Not annualised)	1.8	1.69	7.1%	1.17	54.7%	4.6	2.00	128.0%



CyberTech

Systems and Software Limited

For more information please contact:

Saumitra Banerjee

CyberTech Systems & Software Ltd.

saumitra.banerjee@cybertech.com

Asha Gupta

Christensen IR

agupta@christensenir.com

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.

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