

Date: May 14, 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 Q4 FY 2020-21

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 year ended March 31, 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 FY21 was Rs 1,248 million; PAT up by 82% Y-o-Y basis

Mumbai, India – 13th May, 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 **fourth quarter and full year FY21** ended on 31st March, 2021.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated :

“A Second wave of COVID-19 has engulfed India and created a ravaging impact on the country’s people and socio-economic condition. My heart goes to the millions of people who have been impacted directly or indirectly in this pandemic. I express my sincere gratitude to my fellow CyberTech employees, who have gone above and beyond their roles to ensure smooth functioning of our business critical activities in this troubled time. We hope that the effects of government actions along with vaccines and continued diligence will work to diminish this current wave.

I am pleased to once again report that results for the year and the quarter were in line with our expectations. Revenue for the year was Rs 1,248 million. We ended a strong financial year with a substantial increase in margins over the prior fiscal year. EBITDA grew by 21% to Rs 297 million and PAT grew by 82% to Rs 241 million. These figures speak for the operational efficiency and maturity that we have achieved over the past year. Our cash flow was strong and our balance sheet remains solid with no debt.

Our business offerings are on point as the COVID-19 pandemic continues to push the world towards faster adoption of cloud services which is at the core of our focus areas. Our deal pipeline is robust for our three key offerings - SAP S/4HANA and SAP Cloud Offerings, Managed ArcGIS Cloud Services and Spatialitics Cloud Software Solutions. We will continue to invest in these areas as well as our digital sales activities which are producing results in terms of generating leads.

Our partnership with the SAP Database Migration Factory, which is strategically focused on helping SAP customers migrate to SAP HANA Cloud, has continued to strengthen. This is yielding significant results for us. Opportunities include engagements in both HANA cloud migrations and implementation of SAP S/4 HANA upgrades.

Our Managed ArcGIS Cloud Services offerings are gaining significant growth momentum. We have closed three deals this quarter. These deals ensure substantial recurring revenue over a long period of time. We are in advance stages of discussion with several other potential customers. Our industry leading offering is unique due to the depth of our experience in providing security expertise coupled with cloud management.

Spatialitics Utilities and GeoShield solutions continued to gain traction. Our current customers remain our best reference as they embrace our solutions to provide insight and efficiency to their operations.

Several US water utility companies are showing interest in our Spatialitics Utilities product suite, including our Unity solution. Our GeoShield solution is pioneer in offering real-time data integration and video. A number of US law agency consortiums are expressing definitive interest in buying GeoShield. Two Senior Police Chiefs have joined our Advisory Board.

Our CyberTech colleagues are responsible for achieving these results in such an uncertain year. I believe that human capital is our greatest asset and the Company will continue to take measures to attract, nurture and retain talent.

I thank all our customers, my fellow shareholders and our CyberTech colleagues for their support during this uncertain time. I believe we have strong growth momentum and will continue to see business increases in the coming years that leverage our focus in our core areas and produce continually strong results.”

Performance Highlights

Consolidated FY21 Y-o-Y Review

- Operating revenue was Rs 1,178.0 million for FY21 as compared to Rs 1,128.2 million in FY20, a growth of 4.4% on Y-o-Y basis.
- Total revenue was Rs 1,247.8 million for FY21 as compared to Rs 1,191.6 million in FY20, a growth of 4.7% on Y-o-Y basis.
- The Company reported EBITDA of Rs 297.2 million for FY21 as compared to Rs 245.2 million in FY20, reflecting a growth of 21.2% on Y-o-Y basis. EBITDA Margin was 23.8% for the year, up by 320 bps.
- Net Profit was Rs 240.9 million for FY21 as compared to Rs 132.2 million in FY20, a growth of 82.2% on Y-o-Y basis.

Consolidated Q4FY21 Q-o-Q Review

- Total revenue was Rs 312.3 million during the quarter under review, in line with Rs 322.0 million during the previous quarter. Several expected new projects have been deferred by customers until the first quarter of the upcoming fiscal year.
- The Company reported EBITDA of Rs 58.2 million and margin at 18.6% for the quarter.
- Net Profit after Tax stood at Rs 28.0 million during the quarter under review as compared to Rs 123.6 million during the previous quarter. The previous quarter included a one time gain of Rs 80.9 million as a result of reversing prior accruals for potential tax liability that was eliminated when the Company took advantage of the “Vivad se Vishwas scheme” of Indian Government to mitigate the risk of complex tax litigations of certain years.

Consolidated Q4FY21 Y-o-Y Review

- Operating revenue was Rs 297.9 million during the quarter under review, in line with Rs 295.5 million during the corresponding quarter of previous year.
- Total revenue was Rs 312.3 million during the quarter under review, in line with Rs 310.8 million during the corresponding quarter of previous year.
- The Company reported an EBITDA of Rs 58.2 million during the quarter under review as compared to Rs 25.9 million during the corresponding quarter of previous year, a growth of 125.0%.
- EBITDA Margin stood at 18.6% for Q4FY21 as compared to 8.3% for Q4FY20.
- Net Profit stood at Rs 28.0 million during the quarter under review as compared to Rs 5.8 million during the corresponding quarter of previous year.

Business highlights – Q4FY21

- Total active client count as of 31st March, 2021 was 48 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 71% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 94% towards our operating revenue.
- As on 31st March, 2021, the Company had 508 total employees.

About CyberTech

CyberTech is a CMMI Level 3 company focused on SAP digitalized solutions and next-generation spatial analytics . The Company delivers the benefits of SAP S/4HANA with digital business processes that improve customer experience, provide real-time and predictive insight and increase productivity. The Company's spatial analytics deliver substantial digitization benefits by integrating maps with enterprise data. CyberTech is a trusted partner for several global enterprises, helping them with Cloud transformation. 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 Q4FY21

13th May, 2021

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Agenda

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

Company Overview

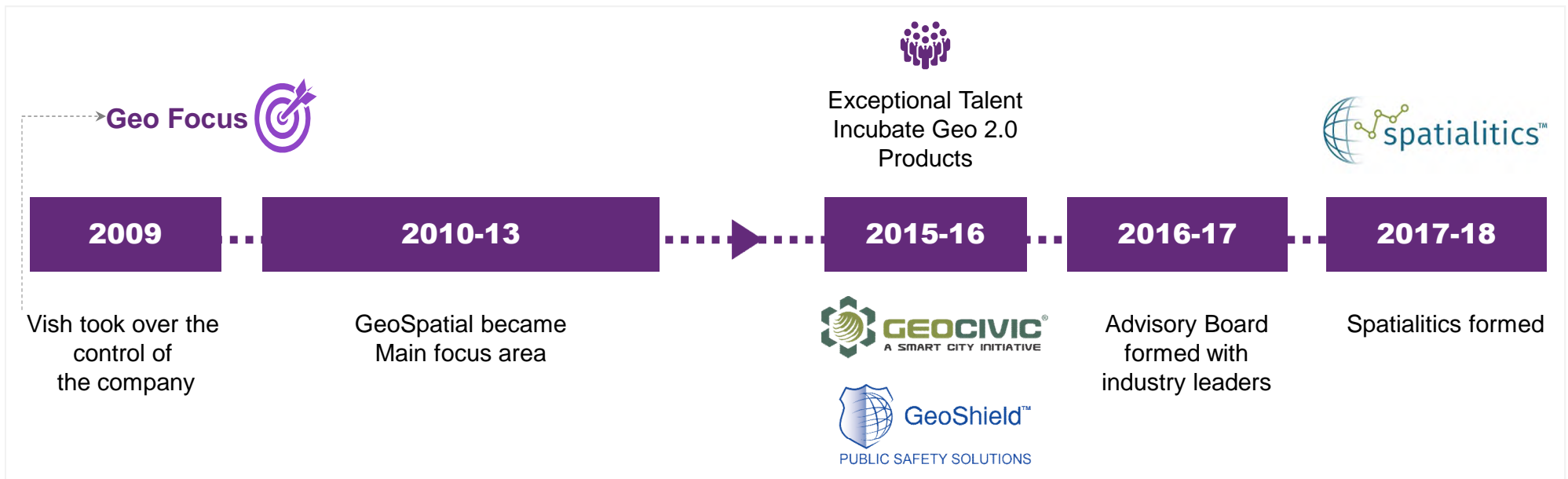
About Company

- 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 – Q4FY21

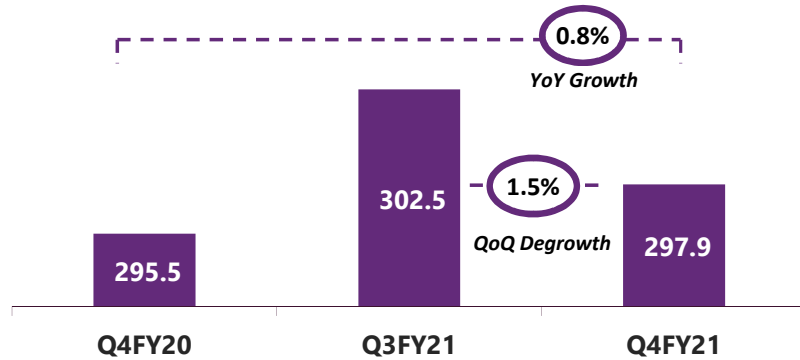
- Total Revenue at ₹ 312.3 million; down 3% Q-o-Q and up 0.5% Y-o-Y
- Operating Revenue at ₹ 297.9 million; down 1.5% Q-o-Q and up 0.8% Y-o-Y
- Reported EBITDA at ₹ 58.2 million (18.6% of total revenue)
- PBT at ₹ 37.8 million (12.1% of total revenue)
- Net Profit at ₹ 28.0 million (9.0% of total revenue)

Financial Summary – FY21

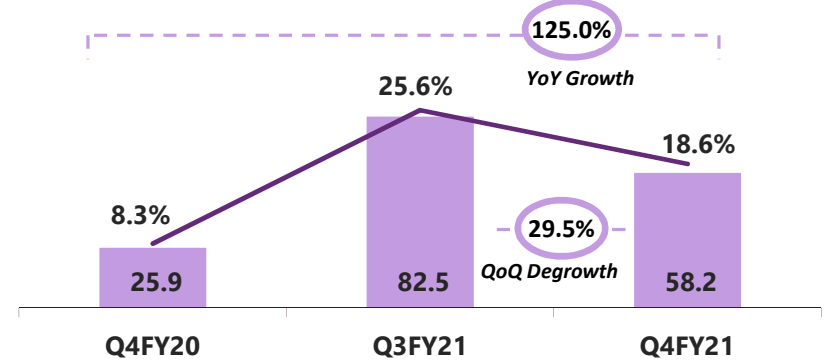
- Total Revenue at ₹ 1,247.8 million; up 4.7% Y-o-Y
- Operating Revenue at ₹ 1,178.0 million; up 4.4% Y-o-Y
- Reported EBITDA at ₹ 297.2 million (23.8% of total revenue)
- PBT at ₹ 227.0 million (18.2% of total revenue)
- Net Profit at ₹ 240.9 million (19.3% of total revenue)
- Cash and Cash Equivalents at ₹ 114.6 million
- Board recommended dividend of Re. 1/- per share for FY21, subject to the shareholders' approval at the ensuing AGM of the company

Financial Highlights – Q4FY21

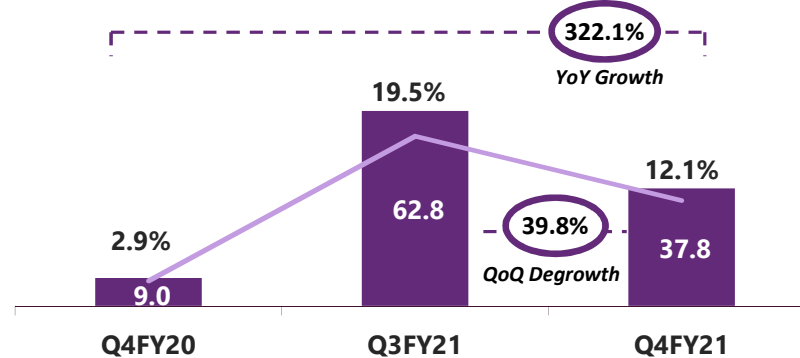
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

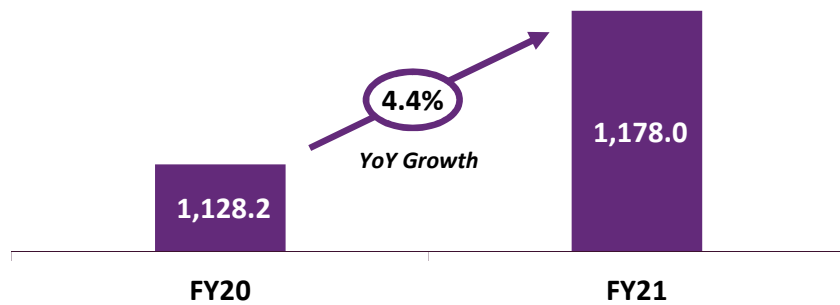


Reported PBT (₹ Mn) & Margin (%)

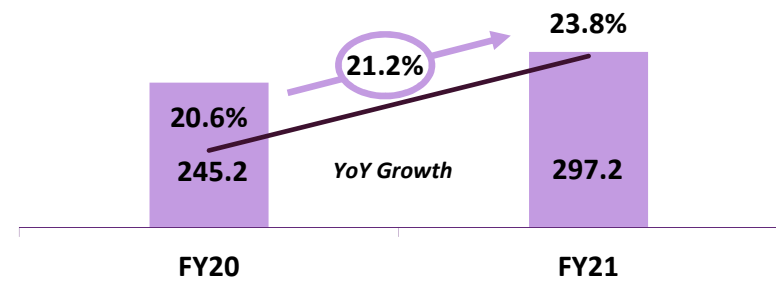


Financial Highlights – FY21

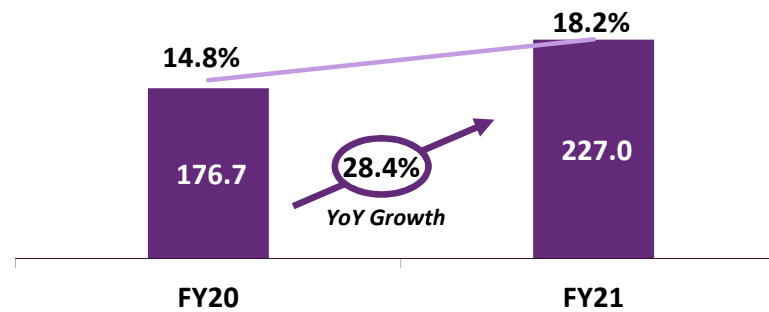
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

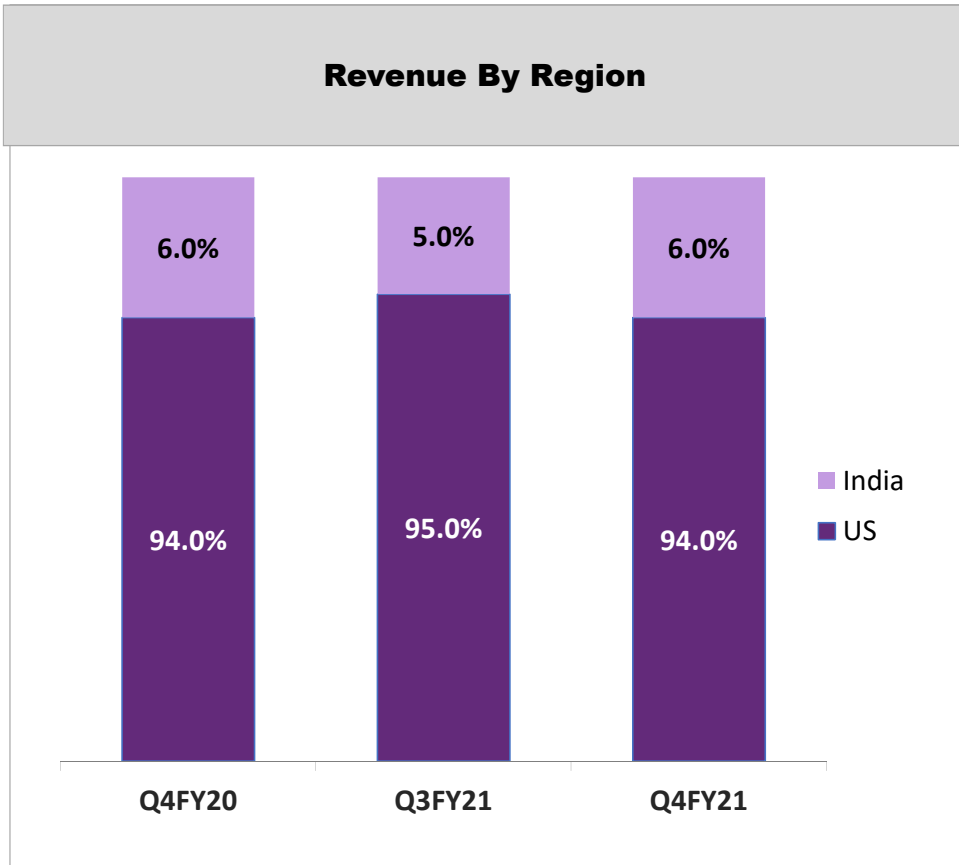


Reported PBT (₹ Mn) & Margin (%)

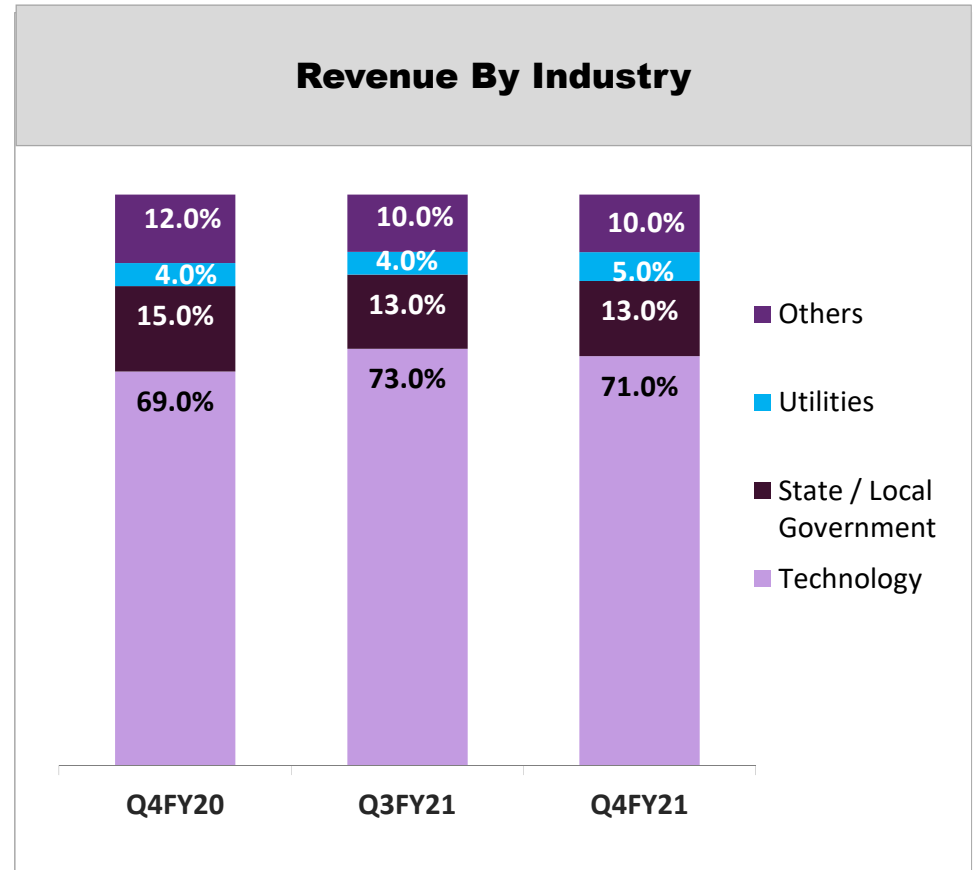


Revenue Metrics – Q4FY21

Revenue By Region



Revenue By Industry



Operational Highlights – Q4FY21

Client

- Added 01 new client
- Total active client 48 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 68%

Employee

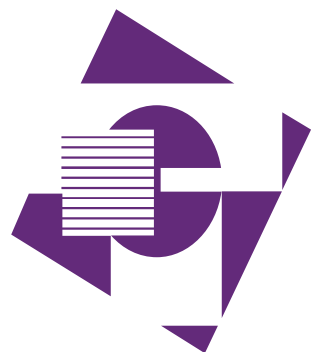
- Total Employees 508 as on 31st March 2021

Demand

- Number of Projects - 94

Consolidated Quarterly P&L – Q4FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-21 Q4FY21	31-Dec-20 Q3FY21	Q-o-Q Growth	31-Mar-20 Q4FY20	Y-o-Y Growth	31-Mar-21 FY21	31-Mar-20 FY20	Y-o-Y Growth
1	Revenue from Operations	297.9	302.5	-1.5%	295.5	0.8%	1,178.0	1,128.2	4.4%
2	Other Income	14.4	19.4	-26.0%	15.2	-5.6%	69.9	63.4	10.2%
3	Total Revenue (1+2)	312.3	322.0	-3.0%	310.8	0.5%	1,247.8	1,191.6	4.7%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	16.7	13.1	27.0%	15.7	6.4%	55.6	77.1	-27.8%
	b) Employee Benefits expense	196.8	188.9	4.2%	170.6	15.4%	752.7	652.3	15.4%
	c) Finance Costs	1.3	0.7	93.7%	0.8	67.2%	3.5	5.1	-30.9%
	d) Depreciation and amortization expense	19.1	19.1	0.5%	16.2	18.5%	66.7	63.4	5.2%
	e) Impairment of non-current assets	-	-		54.3		-	54.3	
	f) Other expenses	40.7	37.5	8.5%	44.4	-8.4%	142.3	162.8	-12.6%
	Total Expenses	274.5	259.2	5.9%	301.8	-9.0%	1,020.8	1,014.9	0.6%
5	Profit before Tax (3-4)	37.8	62.8	-39.8%	9.0	322.1%	227.0	176.7	28.4%
6	Tax Expense								
	a) Current Tax	12.2	20.7		10.4		69.5	38.7	
	b) Deferred Tax	(1.7)	(0.6)		(7.3)		(1.7)	5.9	
	c) Tax adjustments for earlier years	(0.7)	(80.9)		-		(81.6)	-	
7	Profit for the period (5-6)	28.0	123.6	-77.3%	5.8	381.9%	240.9	132.2	82.2%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(0.8)	(1.2)		(3.2)		(4.4)	(4.5)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.2	0.3		0.8		1.1	1.1	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	0.1	(2.3)		8.9		(6.7)	12.1	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	27.5	120.5		12.3		230.9	140.9	
10	Paid up equity share capital (Face value: Rs.10 per share)	276.0	275.6		275.2		276.0	275.2	
11	Other equity						872.0	666.0	
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.02	4.49		0.21		8.74	4.81	
	Diluted (Not annualised)	0.99	4.38		0.21		8.58	4.77	



CyberTech

Systems and Software Limited

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