

Date: November 13, 2019

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 half year ended September 30, 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 Q2FY20 was Rs 302 million; up 10% Q-o-Q basis and 19% Y-o-Y basis

Mumbai, India – 12th November, 2019: 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 **second quarter and half year FY20** ended on 30th September, 2019.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The recent quarter continues our trend of growth and strong earnings. We continued to leverage our improved operating earnings as our margins also grew significantly during the quarter. Our core US business, which grew by 8% from last quarter and by 19% from the comparable quarter of last financial year, remained the major contributor towards this growth.

SAP and Geospatial technologies are the two major levers behind our growth. We have seen significant contributions from these two areas in last quarter too. We continued to invest in people and our product platform to strengthen our capabilities for demonstrating unparalleled expertise in these two areas.

Strategic alliance and channel partners are key to the growth of our product business and we are focused to strengthen our relationships with our partners SAP, Esri, Cisco and Microsoft. It is my pleasure to announce that the Spatialitics Unity Engine has been listed in the SAP App Center and the Esri ArcGIS Marketplace. These listings should offer significant visibility for the product in the Utilities market.

Along with SAP and Esri events, we have been participating in significant industry forums for vertical-wise targeted marketing. We participated in “ Water / Wastewater Conference 2019” and “ AWWA Wisconsin 2019 Annual Meeting and Expo” to exhibit our offerings for the Utilities sector.

Deepening relationships with our existing customers, generating demand through direct and indirect sales channels, and effective utilization of our committed talent pool are going to continue to be our main objective to continue with the growth momentum that is observed in this quarter.

Completion of our GeoCivic projects has been a primary focus of the Company. These projects have been substantially completed in the quarter and our risk exposure, related to

these projects, has been reduced significantly. We are now in a support phase on these contracts.

I would like to thank all our shareholders, customers and employees for your continued support.”

Performance Highlights

Consolidated Q2FY20 Q-o-Q Review

- Operating revenue was Rs 283.2 million during the quarter under review as compared to Rs 261.3 million during the previous quarter.
- Total revenue was Rs 302.5 million during the quarter under review as compared to Rs 274.7 million during the previous quarter.
- The Company reported an EBITDA of Rs 78.2 million for the quarter under review as compared to Rs 61.3 million during the previous quarter
- EBITDA Margin stood at 26% for Q2FY20.
- Net Profit for the quarter under review stood at Rs.47 million for the quarter as compared to Rs 29.2 million during the previous quarter.

Consolidated Q2FY20 Y-o-Y Review

- Q2FY20 Operating revenue was Rs.283.2 million as compared to Rs 239.7 million in the corresponding period of previous year reflecting a growth of 18.2% in rupee terms
- Total revenue for the quarter was Rs.302.5 million as compared to the Rs 254.3 million in the corresponding period of previous year
- The Company reported EBITDA of Rs. 78.2 million during the quarter under review as compared to Rs 43.5 million in the corresponding period of the previous year
- EBITDA Margin stood at 26% for Q2FY20 as compared to 17.1% for Q2FY19.
- Profit after tax stood at Rs 47 million during the quarter under review as compared to Rs 20.4 million in the corresponding period of previous year.

Consolidated H1FY20 Review

- Operating revenue was Rs 544.5 million for the half year ended 30th September, 2019 as compared to Rs 457.4 million in the corresponding period of previous year, reflecting a growth of 19% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 139.6 million (24.3%) for H1FY20 as compared to Rs 64.8 million (13.3%) in the corresponding period of previous year.

- Net Profit significantly increased to Rs 76.3 million for H1FY20 as compared to Rs 23.2 million in the corresponding period of previous year.

Business highlights – Q2FY20

- Total active client count as of 30th September, 2019 was 40 (LTM)
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 72% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 93% towards operating revenue
- As on 30th September, 2019, the Company had 449 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

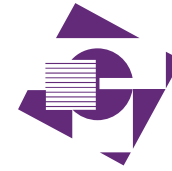
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CyberTech
Systems and Software Limited



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

Earnings Presentation

Q2FY20

12th November, 2019

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 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, Hyderabad)
- Owns a state of the art development center at Thane

Partnerships



Microsoft Partner



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 – Q2FY20



Y-o-Y Review

Revenue:

- Total Revenue of Rs 302.5 Mn, up 19% Y-o-Y
- Operating Revenue of Rs 283.2 Mn, up 18% Y-o-Y

Profit:

- EBITDA was at Rs 78.2 Mn as against Rs 43.5 Mn in Q2FY19; up 80%
- EBITDA Margin of 26% as against 17.1% in Q2FY19
- Net Profit of Rs 47 Mn as against Rs 20.4 Mn in Q2FY19
- PAT Margin of 15.5% as against 8.0% in Q2FY19

Financial Summary – Q1FY20



Q-o-Q Review

Revenue:

- Total Revenue of Rs 302.5 Mn, up 10% Q-o-Q
- Operating Revenue of Rs 283.2 Mn, up 8.4% Q-o-Q

Profit:

- EBITDA was at Rs 78.2 Mn as against Rs 61.3 Mn in Q1FY20
- EBITDA Margin of 26% as against 22.3% in Q1FY20
- Net Profit of Rs 47 Mn as against Rs 29.2 Mn in Q1FY20
- PAT Margin of 15.5% as against 10.6% in Q1FY20

Demand:

- Number of Projects – 69
- Strong growth in Innovation Business and AMO; US and India

Financial Summary – H1FY20



Revenue:

- Operating Revenue of Rs 544.5 Mn, up 19% Y-o-Y
- Total Revenue of Rs 577.2 Mn, up 18.8% Y-o-Y

Profit:

- EBITDA was at Rs 139.6 Mn, as compared to 64.8 Mn in H1FY19
- EBITDA Margin of 24.2% in H1FY20 as against 13.3% in H1FY19
- Net Profit stood at Rs 76.3 Mn, as compared to 23.2 Mn in H1FY19
- Net Profit Margin of 13.2% in H1FY20 as against 4.8% in H1FY19

Operational Highlights – Q2FY20

Client:

- Added 02 new clients
- Total active client 40 (LTM)
- Top Client revenue 47%
- Top 3 Client revenue 65%

Employee:

- Total Employees 449 as on 30th September, 2019



Company Overview



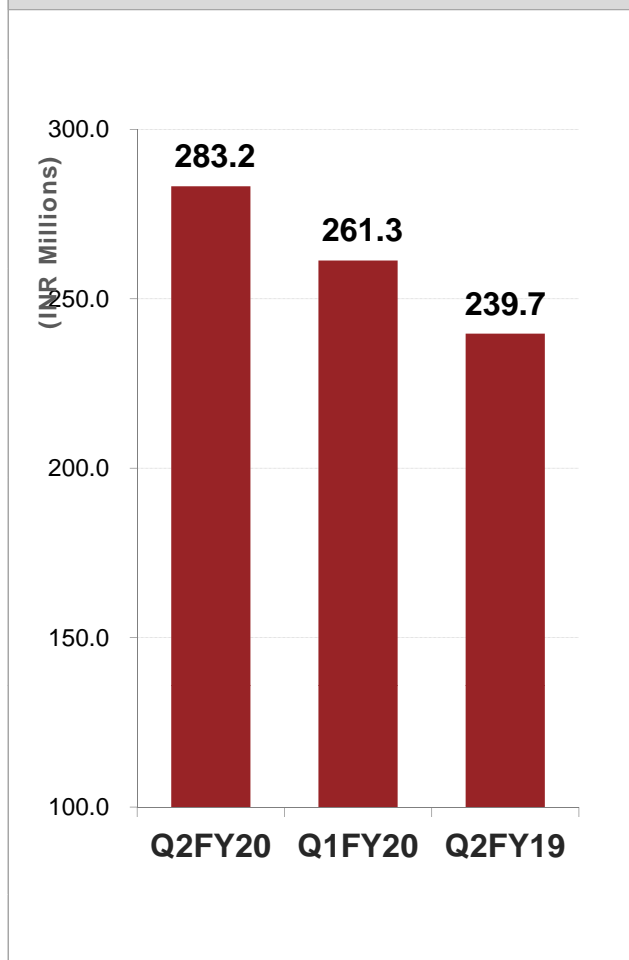
Quarter Highlights



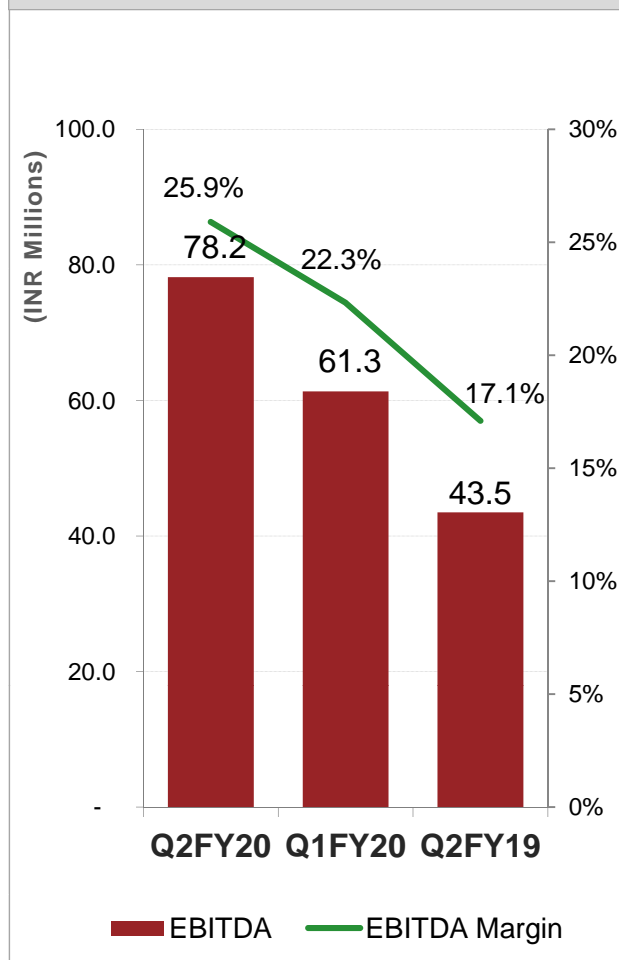
Financial Performance

Financial Summary – Q2FY20

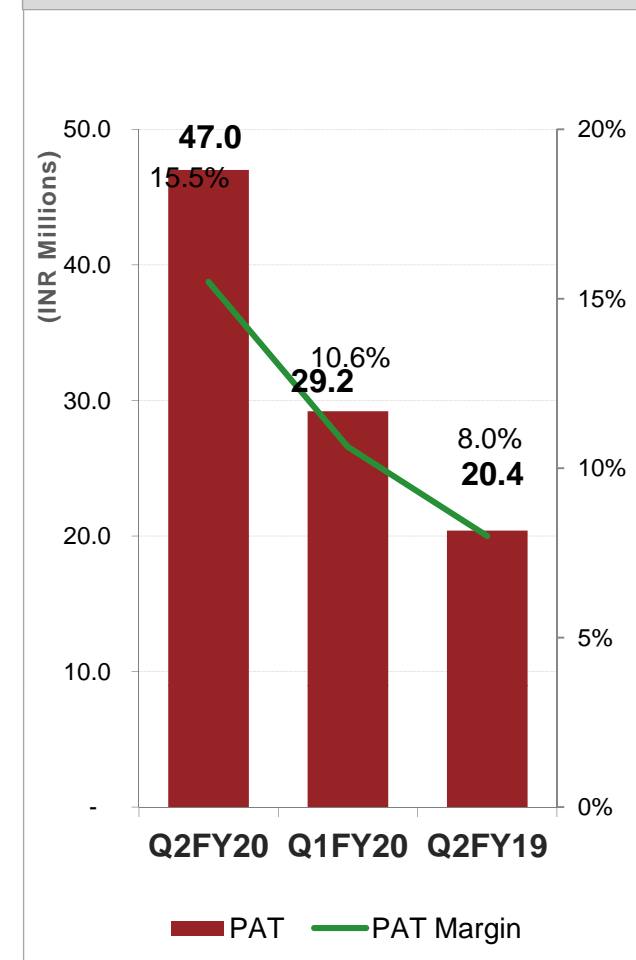
Comparable Operating Revenue



EBITDA

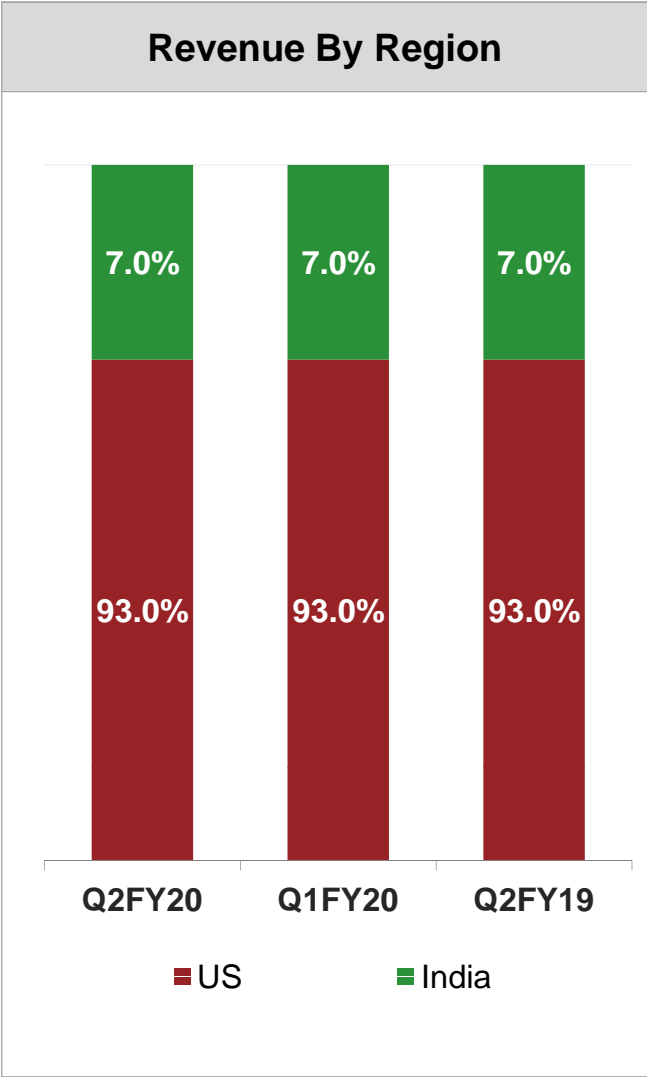
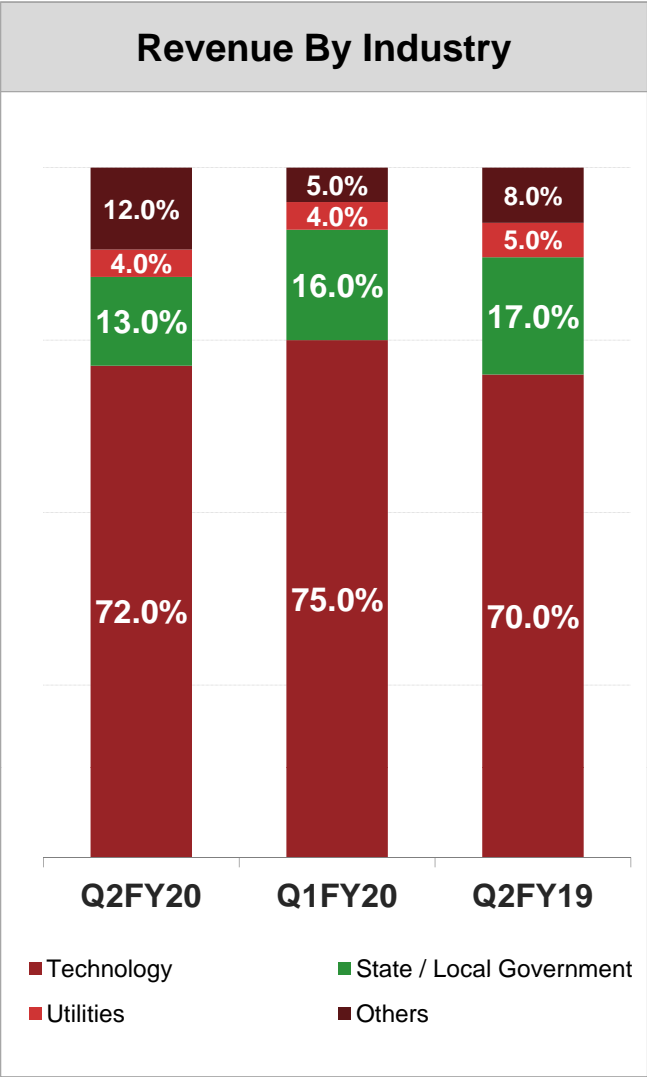
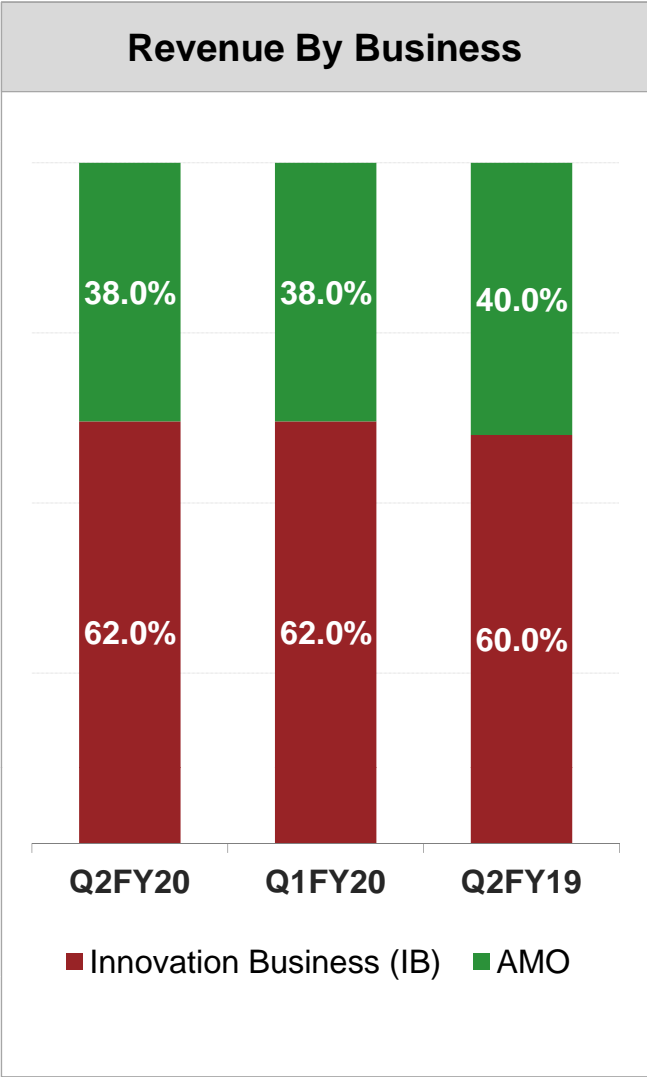


PAT



* Comparable Operating Revenue includes Hardware Revenue

Revenue Metrics – Q2FY20



Consolidated Quarterly P&L – Q2FY20



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-19	30-Jun-19	Q-o-Q	30-Sep-18	Y-o-Y	30-Sep-19	30-Sep-18	Y-o-Y
		Q2FY20	Q1FY20	Growth	Q2FY19	Growth	H1FY20	H1FY19	Growth
1	Revenue from Operations	283.2	261.3	8.4%	239.7	18.2%	544.5	457.4	19.0%
2	Other Income	19.3	13.4	43.6%	14.7	31.6%	32.7	28.7	14.1%
3	Total Revenue (1+2)	302.5	274.7	10.1%	254.3	18.9%	577.2	486.1	18.8%
4	Expenses								
	a) Cost of Hardware / Software package and Outsourced project cost for service delivery	20.6	19.7	4.5%	19.5	5.4%	40.3	38.7	4.2%
	b) Employee Benefits expense	162.4	153.8	5.6%	149.6	8.6%	316.2	292.9	8.0%
	c) Depreciation and amortization expense	15.7	16.3	-3.8%	16.0	-1.9%	32.1	31.8	1.0%
	d) Finance Costs	1.1	2.4	-54.6%	2.6	-58.5%	3.5	5.0	-30.2%
	e) Other expenses	41.3	39.9	3.6%	41.7	-0.9%	81.1	89.7	-9.6%
	Total Expenses	241.1	232.1	3.9%	229.5	5.1%	473.2	458.0	3.3%
5	Profit before Tax (3-4)	61.4	42.6	44.2%	24.8	147.2%	104.0	28.1	270.7%
6	Tax Expense								
	a) Current Tax	13.4	14.5	-7.6%	4.7	184.9%	27.9	5.4	418.6%
	b) Deferred Tax	2.3	(3.5)	-165.0%	(0.2)	-1082.9%	(1.2)	(0.6)	113.9%
	c) Tax adjustments for earlier years	(1.3)	2.4	-153.5%	-	0%	1.0	-	0%
7	Profit for the period (5-6)	47.0	29.2	60.9%	20.4	130.7%	76.3	23.2	228.4%
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)	-11.1%	(0.1)	300.0%	(0.9)	(0.1)	800.0%
	b) Income tax relating to items that will not be reclassified to profit and loss	0.1	0.1	-20.0%	-	0%	0.2	-	0%
	Items that will be reclassified to Profit and Loss								
	c) Foreign currency translation reserve	3.4	(1.4)	-337.9%	2.9	17.2%	2.0	5.1	-60.8%
9	Total Comprehensive Income for the period (7-8)	50.1	27.5	82.5%	23.2	116.2%	77.6	28.2	174.8%
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)	1.71	1.06	61.3%	0.74	131.1%	2.77	0.85	225.9%
	Diluted (Not annualised)	1.69	1.05	61.0%	0.74	128.4%	2.75	0.84	227.4%



CyberTech

Systems and Software Limited

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