

Date: May 05, 2022

| | |
|---|--|
| 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 |
|---|--|

Dear Sir/Madam,

Sub.: Press Release and Earning Presentation for Q4 FY22

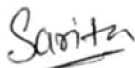
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for the quarter and year ended March 31, 2022 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 FY22 was ₹ 1,488 million; up by 19.2% Y-o-Y basis

Mumbai, India – 4th May 2022: 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 FY22** ended on 31st March 2022.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “We recognized strong fourth quarter and full year ’22 results where our revenue grew by 19% to INR 1,488 million for the year and EBITDA grew by 28% to INR 380 million. This was driven by the continuously growing market demand for cloud transformation. We saw remarkable progress across our three strategic growth areas – SAP Cloud, Esri Cloud and Spatialitics Cloud. This reinforces the relevance of our offerings and capabilities in the market to deliver value for clients. Our overall Profit After Tax was INR 227 million.

Our partnership with SAP continued to strengthen over the year as we continued our association with the SAP Migration Factory on a number of HANA Migration initiatives with clients from different parts of the world. We also added a new logo to our SAP Cloud clientele delivering a SuccessFactors implementation. This is a testimonial of our deep expertise in next-gen SAP cloud solutions.

Our Managed ArcGIS Cloud Services continued to maintain their growth momentum. One of our clients, a large US healthcare provider, extended their contract with a significant increase in the scope and value of the engagement. This speaks for the value that our clients are realizing through our unparalleled depth in GIS experience, cloud security and web scale complex systems. Our focus on this area and go to market penetration with our partners remains unabated.

The year was a significant one for Spatialitics. Orbis Research has positioned GeoShield in the Leaders quadrant in their latest release of the Global Law Enforcement Software Market Report for 2021. This is a proud moment for the company and a recognition of the unique capabilities that GeoShield offers. We have added several new logos to our Spatialitics GeoShield Real-Time client base during the year. We also added an additional large water utility company to our Spatialitics Utilities clientele in the financial year using our Unity data connector product line. All these customers have a fairly large enterprise lifecycle value, which is the hallmark of any Spatialitics deal. These deals will translate into a long-term recurring revenue stream for the company.



Meanwhile, our targeted digital sales strategy is yielding great results. We are generating a significant number of leads through these campaigns. We participated in several leading forums and events (including Esri User Conference, Esri IMGIS, AWWA ACE, SAP Sapphire, SAP for Utilities, etc.) during the year to showcase our offerings.

The company has been impacted by the global disruption in the labour market which has caused a shortage of talent and rapid inflation of wage rates. Accordingly, Human Capital Management is our most important issue, and we believe that only a delighted associate can ensure and deliver customer delight. Our colleagues are the engine in providing cloud transformation services to our clients. We hire great grads from the IITs and IIMs and immerse them in critical training and interesting projects. We are committed to offering them best-in-class digital infrastructure and hence, we will continue to invest in building a zero-footprint, green and secured digital infrastructure. Our current focus is transforming our Human Capital Management process digitally to ensure a relevant employee experience. Our focus is on attracting and nurturing right talent pool.

I am pleased to inform that the Board has increased the dividend pay-out from 10% to 15% considering the consistent good results.

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."

Key Financial Highlights – FY22

| Particulars (₹ in Mn) | FY22 | FY21 ¹ | YoY % |
|-----------------------|---------|-------------------|-------|
| Operating Revenue | 1,388.5 | 1,178.2 | 17.9% |
| Total Revenue | 1,487.6 | 1,247.8 | 19.2% |
| EBITDA | 380.0 | 297.2 | 27.9% |
| EBITDA Margin % | 25.5% | 23.8% | |
| PAT | 227.1 | 240.9 | -5.7% |
| PAT Margin % | 15.3% | 19.3% | |

1 – FY21 PAT includes the positive benefit of one-time tax adjustment gain of ₹ 81.6 million



Key Financial Highlights – Q4FY22

| Particulars (₹ in Mn) | Q4 FY22 | Q4 FY21 ¹ | YoY % | Q3 FY22 | QoQ % |
|-----------------------|---------|----------------------|-------|---------|-------|
| Operating Revenue | 354.1 | 297.9 | 18.8% | 355.7 | -0.5% |
| Total Revenue | 371.1 | 312.3 | 18.8% | 368.5 | 0.7% |
| EBITDA | 90.5 | 58.2 | 55.5% | 90.9 | -0.4% |
| EBITDA Margin % | 24.4% | 18.6% | | 24.7% | |
| PAT | 51.1 | 28.0 | 82.4% | 51.8 | -1.4% |
| PAT Margin % | 13.8% | 9.0% | | 14.1% | |

1 – Q4FY21 PAT includes the positive benefit of one-time tax adjustment gain of ₹ 0.7 million

Business highlights – Q4FY22

- Total active client counts as of 31st March 2022 was 55 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 78% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 97% towards our operating revenue.
- As on 31st March 2022, the Company had 547 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

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 www.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 Q4FY22

4th May, 2022

©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

| | Technologies | Product Suite | Service Offerings | | | |
|--------------------|---|---|--|---|---|--|
| CyberTech Services |  | SAP S/4HANA SAP Supply Chain SAP BTP SAP Spatial Enablement |  Advisory |  Cloud Move |  Implementation & Integration |  AMS |
| |  | ArcGIS Enterprise ArcGIS Utility Networks |  Managed ArcGIS Cloud Services | |  GIS Professional Services | |
| |  | Sales Cloud Service Cloud Salesforce CPQ Community Cloud Tableau |  Advisory |  Implementation |  Data & Integration |  Ongoing Support |

Cloud/SaaS

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



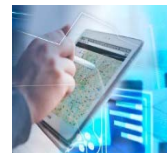
Clinical Apps

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 – Q4FY22

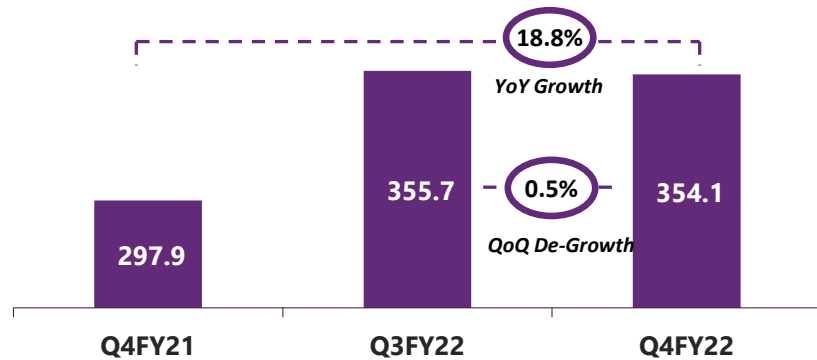
- Total Revenue at ₹ 371.1 million; up 0.7% Q-o-Q and 18.8% Y-o-Y
- Operating Revenue at ₹ 354.1 million; down 0.5% Q-o-Q and up 18.8% Y-o-Y
- Reported EBITDA at ₹ 90.5 million (24.4% of total revenue)
- PBT at ₹ 70.6 million (19.0% of total revenue)
- PAT at ₹ 51.1 million (13.8% of total revenue)

Financial Summary – FY22

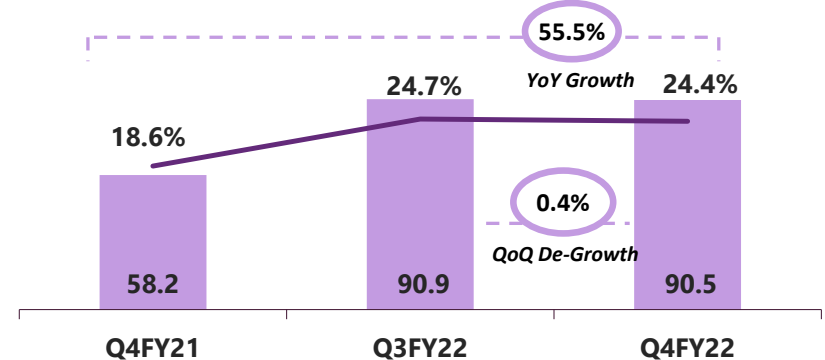
- Total Revenue at ₹ 1,487.6 million; up 19.2% Y-o-Y
- Operating Revenue at ₹ 1,388.5 million; up 17.9% Y-o-Y
- Reported EBITDA at ₹ 380.0 million (25.5% of total revenue)
- PBT at ₹ 300.6 million (20.2% of total revenue)
- PAT at ₹ 227.1 million (15.3% of total revenue)
- Cash and Cash Equivalents at ₹ 57.4 million
- Board recommended dividend of Re. 1.5/- per share for FY22, subject to the shareholders' approval at the ensuing AGM of the company

Financial Highlights – Q4FY22

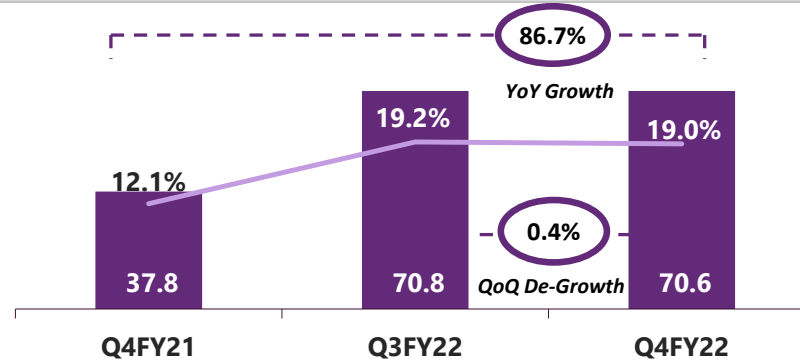
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

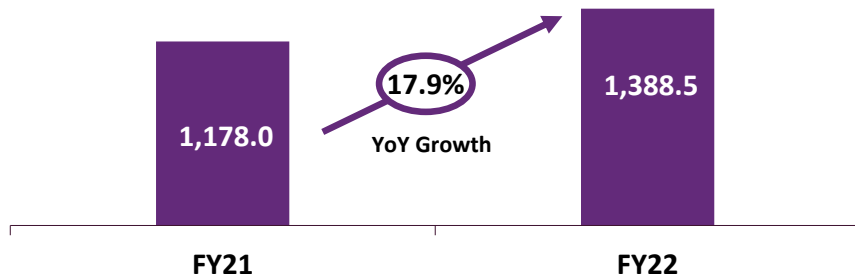


Reported PBT (₹ Mn) & Margin (%)

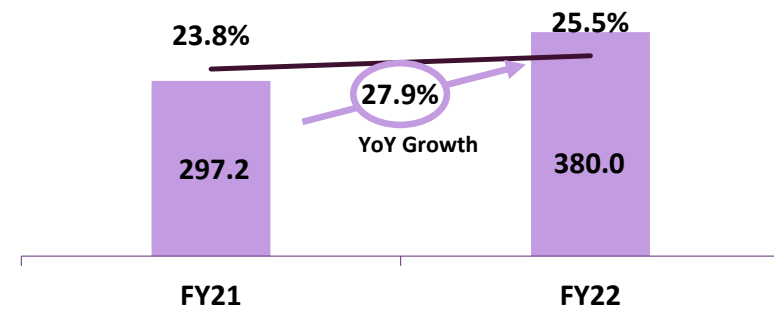


Financial Highlights – FY22

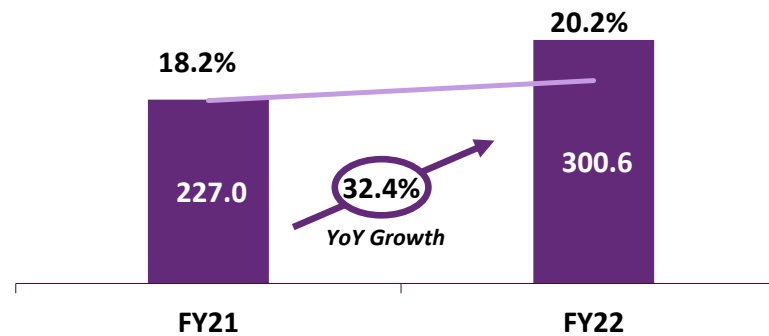
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

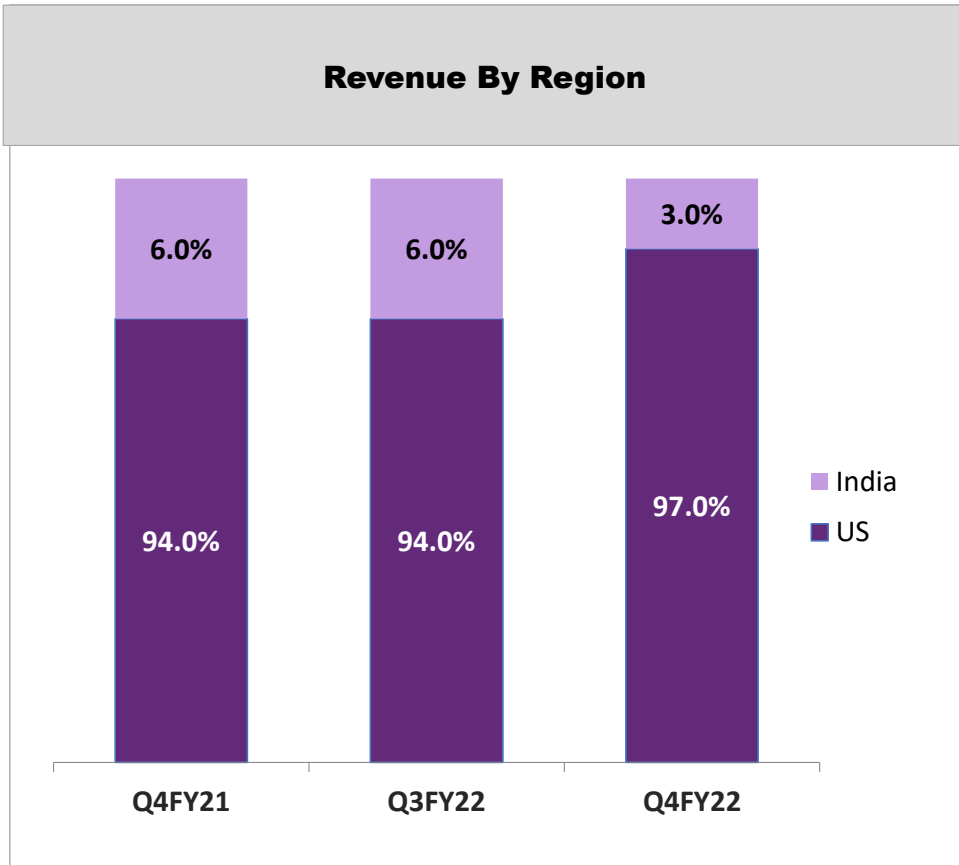


Reported PBT (₹ Mn) & Margin (%)

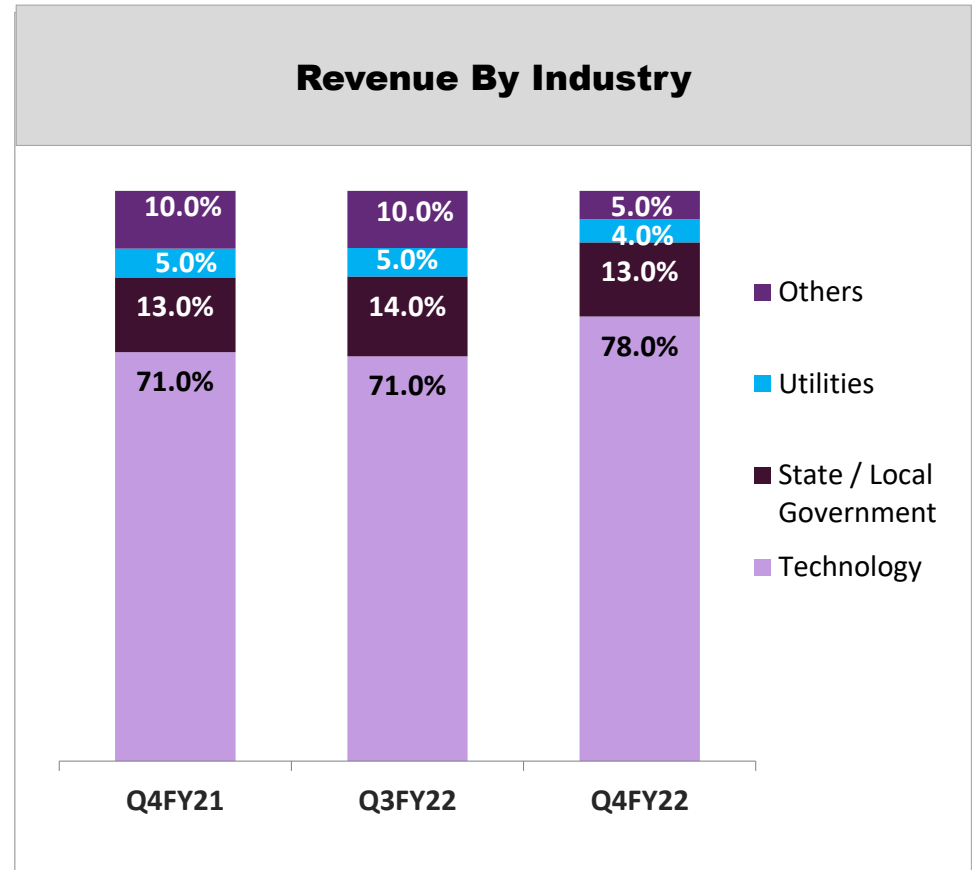


Revenue Metrics – Q4FY22

Revenue By Region



Revenue By Industry



Operational Highlights – Q4FY22

Client

- Added no new clients
- Total active client 55 (LTM)
- Top Client revenue 45%
- Top 3 Client revenue 67%

Employee

- Total Employees 547 as on 31st March 2022

Demand

- Number of Projects - 112

Consolidated Quarterly P&L – Q4FY22

| Sr No. | Consolidated Unaudited Financial Statements for the Quarter ended INR Million except EPS) | (All figures in | 31-Mar-22 Q4FY22 | 31-Dec-21 Q3FY22 | Q-o-Q Growth | 31-Mar-21 Q4FY21 | Y-o-Y Growth | 31-Mar-22 FY22 | 31-Mar-21 FY21 | Y-o-Y Growth |
|--------|--|-----------------|---------------------|---------------------|-----------------|---------------------|-----------------|-------------------|-------------------|-----------------|
| 1 | Revenue from Operations | | 354.1 | 355.7 | -0.5% | 297.9 | 18.8% | 1,388.5 | 1,178.0 | 17.9% |
| 2 | Other Income | | 17.0 | 12.8 | 32.6% | 14.4 | 18.2% | 99.2 | 69.9 | 41.9% |
| 3 | Total Revenue (1+2) | | 371.1 | 368.5 | 0.7% | 312.3 | 18.8% | 1,487.6 | 1,247.8 | 19.2% |
| 4 | Expenses | | | | | | | | | |
| | a) Cost of Hardware / Software package/ for service delivery Outsourced project cost | | 21.8 | 24.4 | -10.7% | 16.7 | 30.8% | 93.4 | 55.6 | 67.9% |
| | b) Employee Benefits expense | | 224.6 | 211.3 | 6.3% | 196.8 | 14.1% | 862.3 | 752.7 | 14.6% |
| | c) Finance Costs | | 0.5 | 0.5 | 1.3% | 1.3 | -62.0% | 1.9 | 3.5 | -46.4% |
| | d) Depreciation and amortization expense | | 19.5 | 19.5 | -0.4% | 19.1 | 1.7% | 77.5 | 66.7 | 16.2% |
| | e) Other expenses | | 34.2 | 41.9 | -18.4% | 40.7 | -15.9% | 151.9 | 142.3 | 6.8% |
| | Total Expenses | | 300.5 | 297.7 | 1.0% | 274.5 | 9.5% | 1,187.1 | 1,020.8 | 16.3% |
| 5 | Profit before Tax (3-4) | | 70.6 | 70.8 | -0.4% | 37.8 | 86.7% | 300.6 | 227.0 | 32.4% |
| 6 | Tax Expense | | | | | | | | | |
| | a) Current Tax | | 16.4 | 21.0 | | 12.2 | | 74.6 | 69.5 | |
| | b) Deferred Tax | | 3.0 | (0.5) | | (1.7) | | 0.3 | (1.7) | |
| | c) Tax adjustments for earlier years | | 0.0 | (1.5) | | (0.7) | | (1.4) | (81.6) | |
| 7 | Profit for the period (5-6) | | 51.1 | 51.8 | -1.4% | 28.0 | 82.4% | 227.1 | 240.9 | -5.7% |
| 8 | Other Comprehensive Income | | | | | | | | | |
| | Items that will not be reclassified to Profit and Loss- Gain/(Loss) | | | | | | | | | |
| | a) Remeasurement of the net defined benefit liabilities | | (1.4) | (1.1) | | (0.8) | | (4.8) | (4.4) | |
| | b) Income tax relating to items that will not be reclassified to profit and loss | | 0.3 | 0.3 | | 0.2 | | 1.2 | 1.1 | |
| | Items that will be reclassified to Profit and Loss | | | | | | | | | |
| | a) Foreign currency translation reserve | | 8.6 | 0.5 | | 0.1 | | 14.8 | (6.7) | |
| | b) Income tax relating to items that will not be reclassified to profit and loss | | - | - | | - | | - | - | |
| 9 | Total Comprehensive Income for the period (7+8) | | 58.7 | 51.5 | | 27.5 | | 238.4 | 230.9 | |
| 10 | Paid up equity share capital (Face value: Rs.10 per share) | | 281.7 | 281.7 | | 276.0 | | 281.7 | 276.0 | |
| 11 | Other equity | | | | | | | 1,101.3 | 872.0 | |
| 12 | Earnings per share (of Rs.10 each) | | | | | | | | | |
| | Basic (Not annualised) | | 1.81 | 1.84 | | 1.02 | | 8.13 | 8.74 | |
| | Diluted (Not annualised) | | 1.79 | 1.82 | | 0.99 | | 8.04 | 8.58 | |

Note:

- Q4FY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 0.7 million
- FY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 81.6 million



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.