

REGD OFFICE: `CyberTech House' Plot No. B-63/64/65, Road # 21/34, J.B Sawant Marg, MIDC, Wagle Estate, Thane 400604

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• CIN L72100MH1995PLC084788 • Email: cssl.investors@cybertech.com • Website: <https://cybertech.com>

Date: January 25, 2024

To BSE Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400 001 Scrip Code: 532173	To National Stock Exchange of India Ltd. Listing Department Plot No. C1, Exchange Plaza G Block, Bandra Kurla Complex Bandra (East), Mumbai - 400 051 Symbol: CYBERTECH
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Sub: Press Release and Earning Presentation for the quarter ended December 31, 2023.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the press release and earning presentation on the Un-Audited Financial Results for the quarter ended December 31, 2023.

The same has been uploaded on the website of the Company at <https://cybertech.com>.

Kindly take the same on your record.

Thanking you,
Yours faithfully,

For CYBERTECH SYSTEMS AND SOFTWARE LIMITED

Sarita Leelaramani
Company Secretary and Compliance Officer
Membership No.: A35587

Encl.: a/a



CyberTech Total Revenue for Q3FY24 was ₹ 587.1 million; up by 31% Y-o-Y basis

Mumbai, India – 24th January 2024: 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 FY24** ended on 31st December 2023.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am delighted to report that in last quarter, which is seasonally a weaker quarter, our total revenue grew by 31% Y-o-Y to ₹587.1 million. This growth substantiates our focus on executing our enterprise cloud transformation strategy.

Although inflation and other macroeconomic uncertainties are looming large, we are observing that tech spending remained strong. Clients are looking for value-driven transformation, and improved ROI. Enterprises across the globe are laser focused on sustainable customer value through technology innovation, especially post Covid-19. Digital solutions built on public, private and multi-cloud platforms are simpler and smarter, delivering revenue growth and operational efficiencies.

CyberTech, an expert in Enterprise Multi-cloud Transformation, is focused on building a robust deal pipeline in each of our three horizontal practice areas – SAP S/4HANA Business Technology Platform, Managed ArcGIS Cloud Services and Spatialitics GeoShield Real-Time. We believe that these three areas have the potential for significant growth.

In the SAP S/4HANA Business Technology Platform arena, we are expanding our portfolio backed by our strong partnership with the SAP Migration Factory. We have completed several projects which demonstrate the value of migrating to the SAP cloud.

Our partnership with Esri is strategically grounded and has continued to grow stronger over the years. The momentum behind our MACS offering is noteworthy, with the acquisition of numerous customers in the past nine months. Our customers are experiencing a distinct business advantage by leveraging our extensive expertise in GIS, our emphasis on Cloud security, and our deep understanding of complex, web-scale, cloud-based systems.

I am pleased to report that we added a new logo to the Spatialitics GeoShield Real-Time clientele. Furthermore, GeoShield has garnered significant attention at various Law Enforcement forums and events, including the IACP Annual Conference and Exposition, NRTCCA, among others. Several of these expressions of interest have been successfully transformed into qualified leads and are currently undergoing discussions at various stages.

Our primary goal for the upcoming year is to enhance our net margins. Over the last three years, factors such as the Covid-19 pandemic, the shift to remote work, attrition related to it, and substantial salary inflation have affected our margins. We are making strides in addressing these challenges, and this effort is being confirmed by a significant quarterly increase in our net margin, which has risen by 13% to ₹54.9 million.

Our priorities include mentoring and promoting talented women within the company. I am pleased to report that we have seen women leaders taking over several key leadership roles over last nine months and we are committed to their success.

In the quarter, we successfully concluded our preferential allotment, which had been endorsed by the company's shareholders, resulting in a capital infusion of ₹402.8 million. Both Indotech Holdings LLC and Promoters participated in this transaction. This initiative expands our strategic partnership with Esri and contributes to the continued strength of our balance sheet.

I thank all our customers, my fellow shareholders and our CyberTech colleagues for achieving these results. 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”.

Key Financial Highlights – Q3FY24

Particulars (₹ in Million)	Q3 FY24	Q3 FY23	YoY %	Q2 FY24	QoQ %
Operating Revenue	546.2	426.3	28.1%	553.0	-1.2%
Total Revenue	587.1	449.7	30.6%	583.5	0.6%
EBITDA	96.3	99.5	-3.2%	88.7	8.5%
EBITDA Margin %	16.4%	22.1%		15.2%	
PBT	76.6	79.2	-3.4%	68.1	12.5%
PBT Margin %	13.0%	17.6%		11.7%	
PAT	54.9	55.7	-1.3%	48.5	13.2%
PAT Margin %	9.4%	12.4%		8.3%	

Key Financial Highlights – 9MFY24

Particulars (₹ in Million)	9M FY24	9M FY23	YoY %
Operating Revenue	1652.2	1220.6	35.4%
Total Revenue	1751.3	1282.4	36.6%
EBITDA	280.1	299.3	-6.4%
EBITDA Margin %	16.0%	23.3%	
PBT	218.6	238.4	-8.3%
PBT Margin %	12.5%	18.6%	
PAT	156.8	163.3	-4.0%
PAT Margin %	9.0%	12.7%	

Business highlights – Q3FY24

- Total active client counts as of 31st December 2023 was 74 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 79% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 99% towards our operating revenue.
- As on 31st December 2023, the Company had 588 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 <https://cybertech.com>

Media Contact:

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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 are projected by these forward-looking statements. These risks and uncertainties include, but are 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 <https://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 Q3FY23

24th January 2024

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Safe Harbor

This presentation has been prepared by CyberTech Systems and Software Limited solely to provide information about the Company.

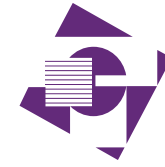
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Please note that this presentation is based on the publicly available information on CyberTech including but not limited to Company's website and Annual Reports.

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.



Agenda

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

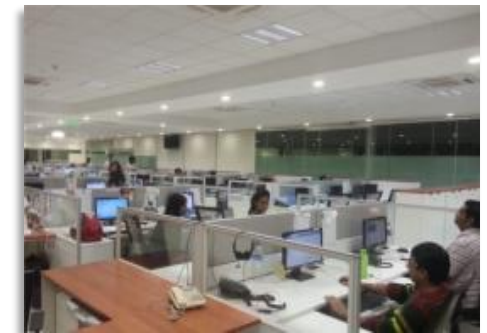


Company Overview

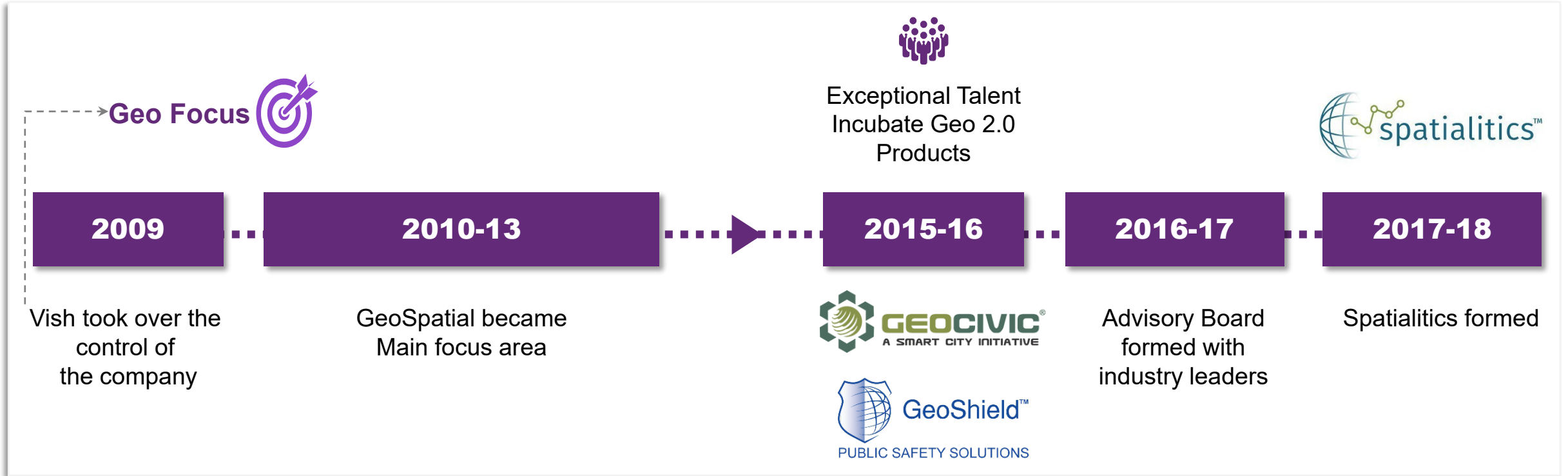
About Company

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














PARTNERSHIPS



Corporate Timeline



Enterprise Multi-Cloud Transformation services

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

Spatialitics Cloud Native SaaS offerings

Spatialitics Platform

Industries



Public Safety



Healthcare



Utilities

Product Suite



GeoShield™

PUBLIC SAFETY SOLUTIONS



spatialitics™
Health



spatialitics™
Utilities

Offerings



Real-Time Incident Management

What You Need. When You Need It.



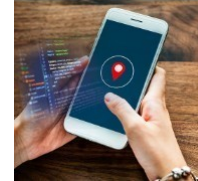
Crime Analysis Hub

Empower crime analysts with fast and intuitive access



Insight Dashboard

Share Information



Geocoder

Map your Patients, Providers, and Locations



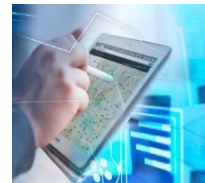
Clinical Apps

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

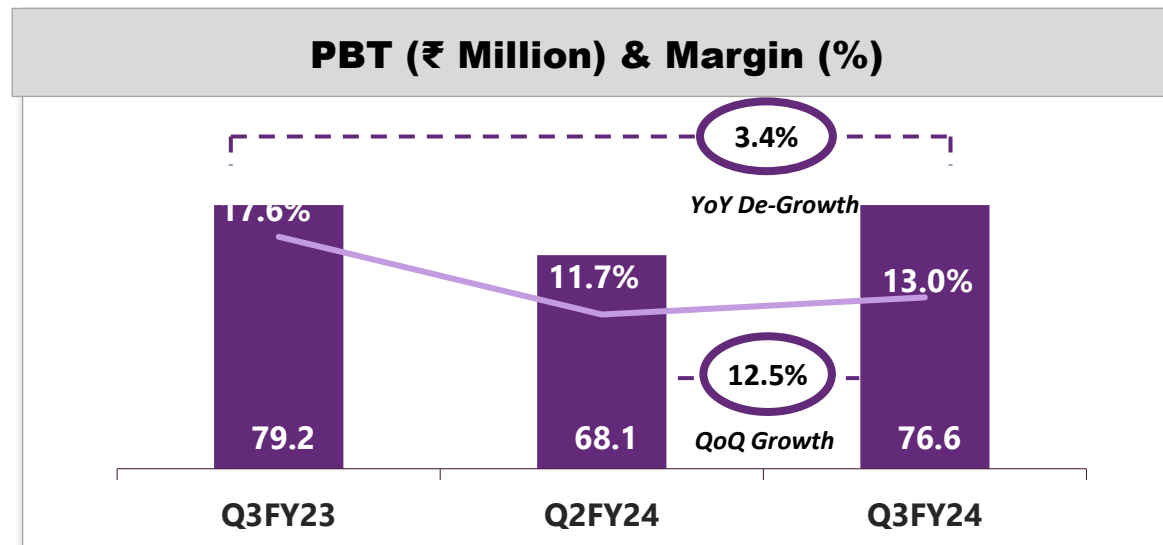
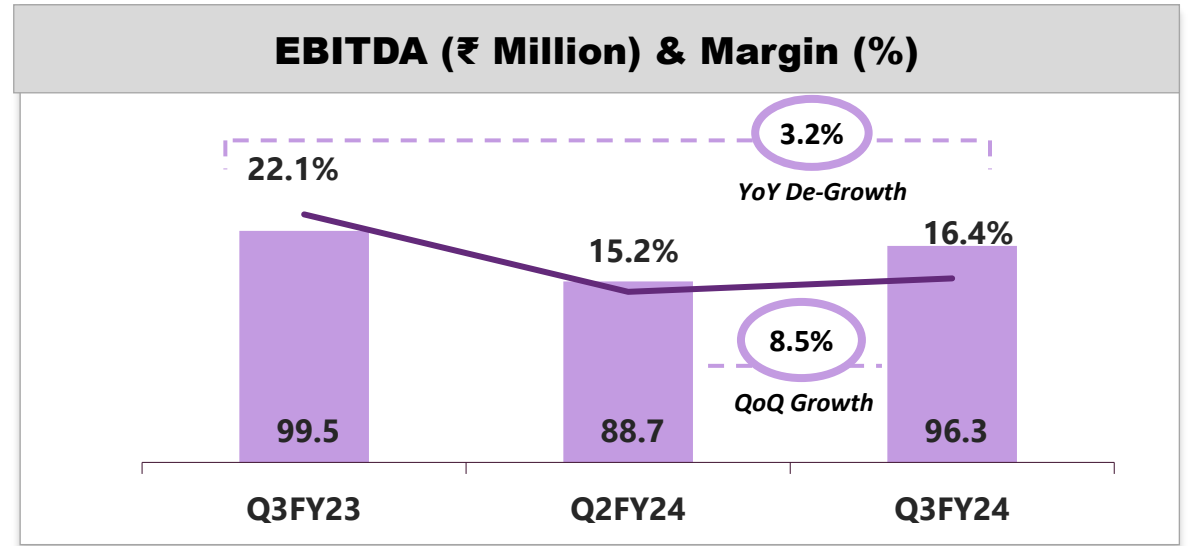
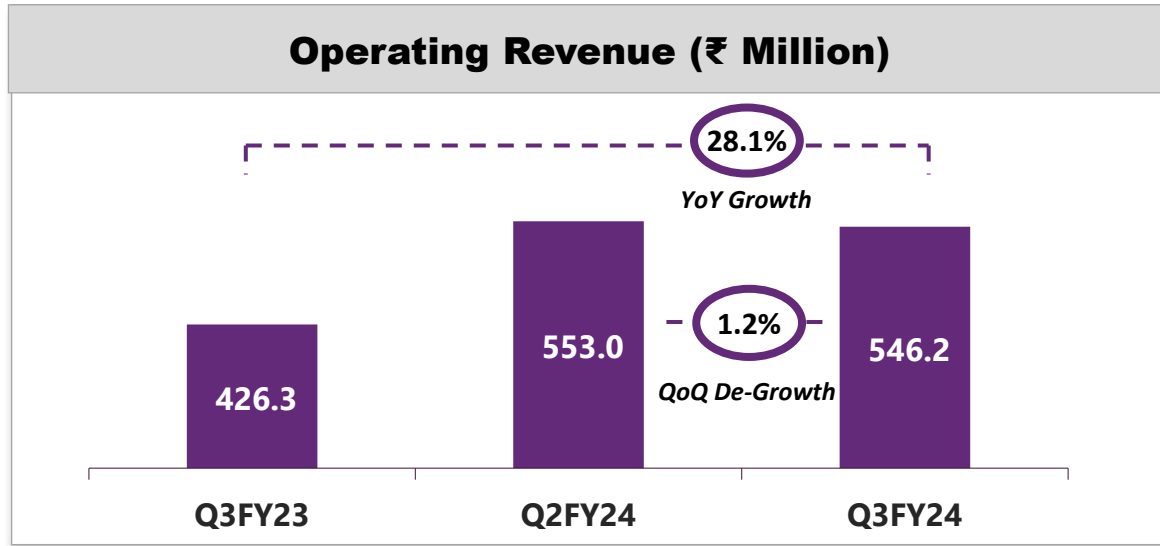
Financial Summary – Q3FY24

- Total Revenue at ₹ 587.1 million; up 0.6% Q-o-Q and 30.6% Y-o-Y
- Operating Revenue at ₹ 546.2 million; down 1.2% Q-o-Q and up 28.1% Y-o-Y
- Reported EBITDA at ₹ 96.3 million (16.4% of total revenue)
- PBT at ₹ 76.6 million (13.0% of total revenue)
- PAT at ₹ 54.9 million (9.4% of total revenue)

Financial Summary – 9MFY24

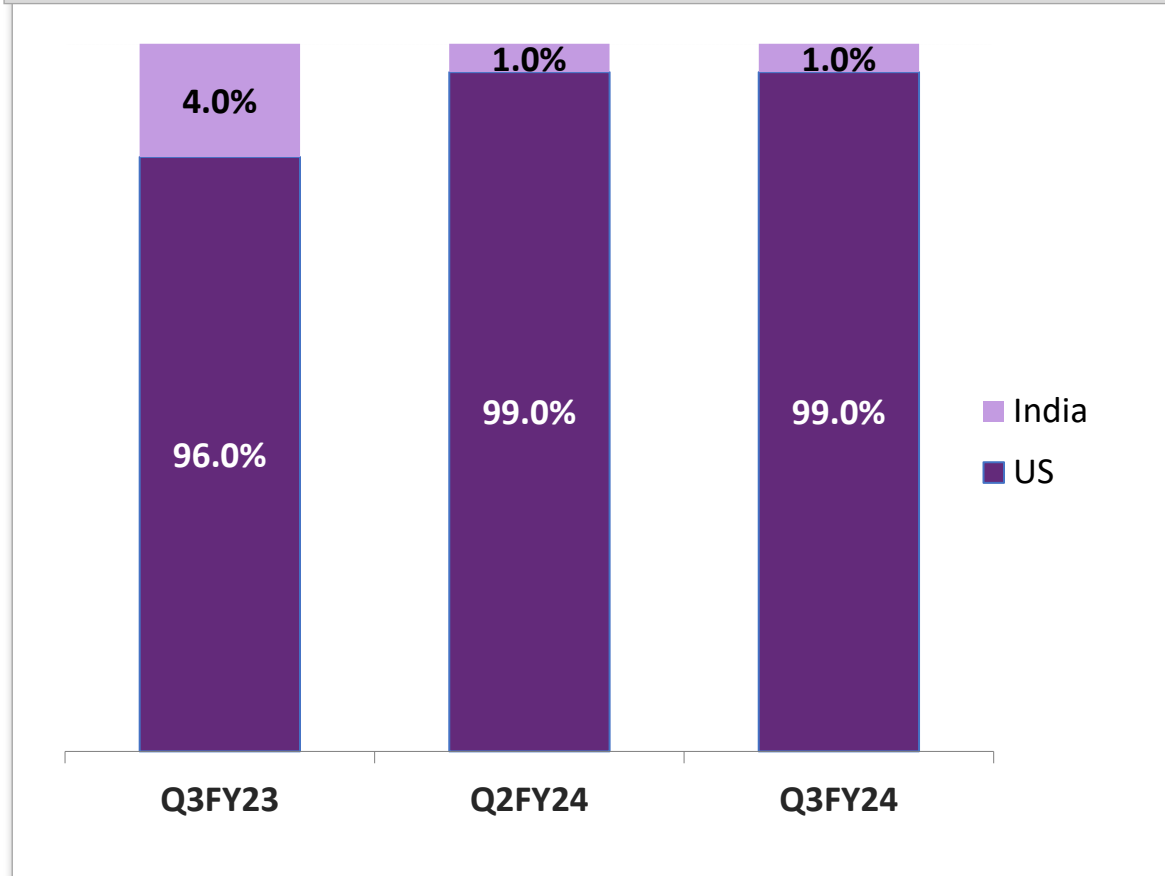
- Total Revenue at ₹ 1751.3 million; up 36.6% Y-o-Y
- Operating Revenue at ₹ 1652.2 million; up 35.4% Y-o-Y
- Reported EBITDA at ₹ 280.1 million (16.0% of total revenue)
- PBT at ₹ 218.6 million (12.5% of total revenue)
- PAT at ₹ 156.8 million (9.0% of total revenue)

Financial Highlights – Q3FY24

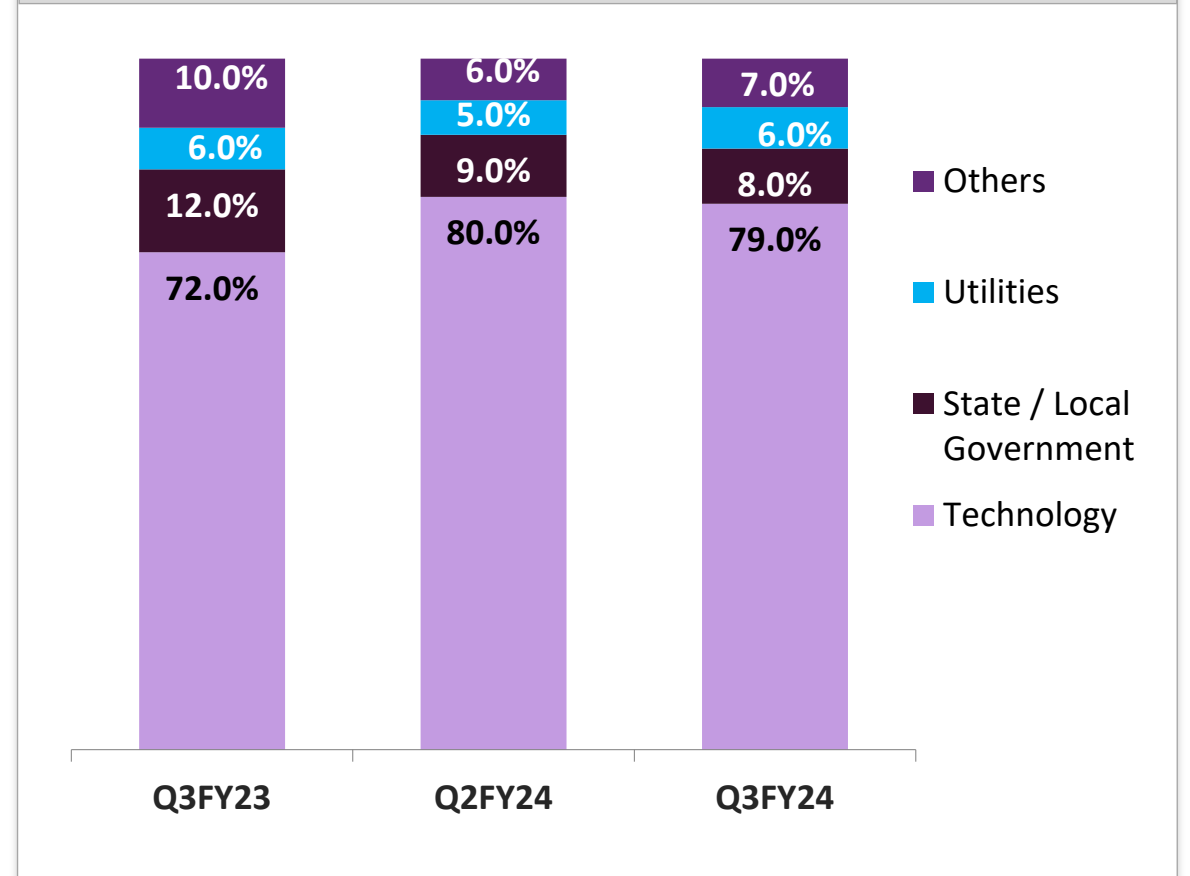


Revenue Metrics – Q3FY24

Revenue By Region



Revenue By Industry



Operational Highlights – Q3FY24

Client

- Added 02 new clients
- Total active client 74 (LTM)
- Top Client revenue 62%
- Top 3 Client revenue 77%

Employee

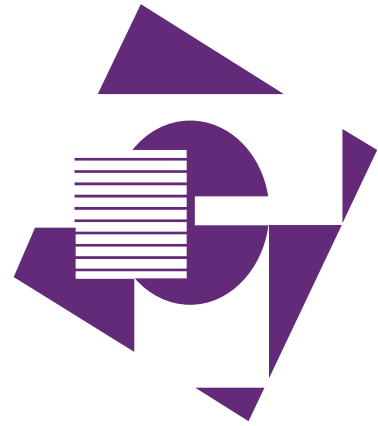
- Total Employees 588 as on 31st December 2023

Demand

- Number of Projects - 121

Consolidated Quarterly P&L – Q3FY24

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-23 Q3FY24	30-Sep-23 Q2FY24	Q-o-Q Growth	31-Dec-22 Q3FY23	Y-o-Y Growth	31-Dec-23 9MFY24	31-Dec-22 9MFY23	Y-o-Y Growth
1	Revenue from Operations	546.18	553.01	-1.2%	426.3	28.1%	1,652.25	1,220.6	35.4%
2	Other Income	40.93	30.49	34.2%	23.3	75.3%	99.02	61.8	60.2%
3	Total Revenue (1+2)	587.1	583.5	0.6%	449.7	30.6%	1,751.3	1,282.4	36.6%
4	Expenses								
	a) Outsourced project cost	117.37	126.11	-6.9%	26.9	335.7%	371.41	73.0	409.1%
	b) Employee Benefits expense	303.01	304.10	-0.4%	269.9	12.3%	899.45	759.5	18.4%
	c) Finance Costs	1.52	1.49	2.5%	0.5	218.0%	4.11	1.8	123.0%
	d) Depreciation and amortization expense	18.21	19.16	-4.9%	19.8	-7.8%	57.40	59.0	-2.8%
	e) Other expenses	70.43	64.56	9.1%	53.4	31.9%	200.35	150.7	33.0%
	Total Expenses	510.5	515.4	-0.9%	370.4	37.8%	1,532.7	1,044.0	46.8%
5	Profit before Tax (3-4)	76.6	68.1	12.5%	79.2	-3.4%	218.6	238.4	-8.3%
6	Tax Expense								
	a) Current Tax	20.64	19.63		24.7		62.9	74.9	
	b) Deferred Tax	0.67	(0.09)		(1.2)		(1.41)	(4.7)	
	c) Tax adjustments for earlier years	0.32	-		0.1		0.32	4.9	
7	Profit for the period (5-6)	54.9	48.5	13.2%	55.7	-1.3%	156.8	163.3	-4.0%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(2.71)	(2.71)		(1.3)		(8.12)	(3.8)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.68	0.68		0.3		2.04	0.9	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	1.26	8.19		10.4		9.15	48.7	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	53.9	54.7		65.1		159.8	209.2	
10	Paid up equity share capital (Face value: Rs.10 per share)	311.06	284.73		284.3		311.06	284.3	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.89	1.70		1.96		5.47	5.76	
	Diluted (Not annualised)	1.89	1.70		1.95		5.45	5.73	



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