

Date: August 13, 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

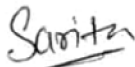
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter ended June 30, 2020 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 Q1FY21 was Rs 321 million; up 17% Y-o-Y basis

Mumbai, India – 13th August, 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 **first quarter ended on 30th June, 2020.**

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The Covid-19 outbreak continues to significantly impact both the US and Indian markets. Companies continue to adapt to the new normal including market uncertainty, higher unemployment, work from home and Cloud transformation. Our commitment to our Customers and Employees remains our top priority.

The first quarter of FY21 was a strong quarter by most measures. Our topline of Rs 321 million represented growth of 17% on Y-o-Y basis. EBITDA at 27% of revenue grew by 42% over the prior year while PAT grew 77% respectively. Our ongoing strategy of building and nurturing long standing relationships with our customers helped us deliver a strong set of results in this uncertain time.

We continue to see significant traction on Cloud transformation as the world continues to move towards digital infrastructure. We have partnered with SAP in delivering SAP HANA Cloud migration services for an European energy network company. We are also at different levels of discussions with several prospective customers for our managed ArcGIS cloud services offerings.

As the world is moving towards cloud and SaaS based apps, our Spatialitics products are gaining traction. A significant US healthcare provider has subscribed to Spatialitics Health’s SaaS based offerings. Several Utility companies have expressed their interests in Spatialitics Utilities offerings.

We continue to invest in marketing and demand generation and are realizing results from those digital efforts. I am pleased to inform you that we were a Silver Sponsor for the Esri User Conference this year. Our products and offerings have been exhibited at our virtual booth in the event.

Fundamentals of the company remained strong. We continued to generate strong positive Cashflow from operations. Our balance sheet has remained debt-free and asset heavy. We will continue to invest in acquiring talent and building a world-class digital work

environment that will help our workforce to deliver from anywhere, without making any compromise on the quality.

The world is adapting to this “New normal” and appears to be coming back at a steady pace. Although there will be continuing economic and human impacts from Covid, we expect that the steady performance observed in this quarter will continue for rest of the year. I would like to thank all our shareholders, customers and employees for your continued support.”

Performance Highlights

Consolidated Q1FY21 Q-o-Q Review

- Operating revenue was Rs 303.6 million during the quarter under review as compared to Rs 295.5 million during the previous quarter, a growth of 2.7% on a Q-o-Q basis.
- Total revenue was Rs 320.7 million during the quarter under review as compared to Rs 310.8 million during the previous quarter.
- The Company reported an EBITDA of Rs 87.0 million during the quarter under review as compared to Rs 25.9 million during the previous quarter.
- EBITDA Margin stood at 27.1% for Q1FY21.
- Net Profit stood at Rs 51.7 million during the quarter under review as compared to Rs 5.8 million during the previous quarter.

Consolidated Q1FY21 Y-o-Y Review

- Operating revenue was Rs 303.6 million during the quarter under review as compared to Rs 261.3 million during the corresponding quarter of previous year, a growth of 16.2% in rupee terms.
- Total revenue was Rs 320.7 million during the quarter under review as compared to Rs 274.7 million during the previous quarter.
- The Company reported an EBITDA of Rs 87 million during the quarter under review as compared to Rs 61.3 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 27.1% for Q1FY21.
- Net Profit stood at Rs 51.7 million during the quarter under review as compared to Rs 29.2 million during the corresponding quarter of previous year.

Business highlights – Q1FY21

- Total active client count as of 30th June, 2020 was 43 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 76% of operating revenue during the quarter under review.
- In terms of geography, US business continued to be the major contributor with a contribution of 95% towards operating revenue.
- As on 30th June, 2020, the Company had 474 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

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

Earnings Presentation Q1FY21

13th August, 2020

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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

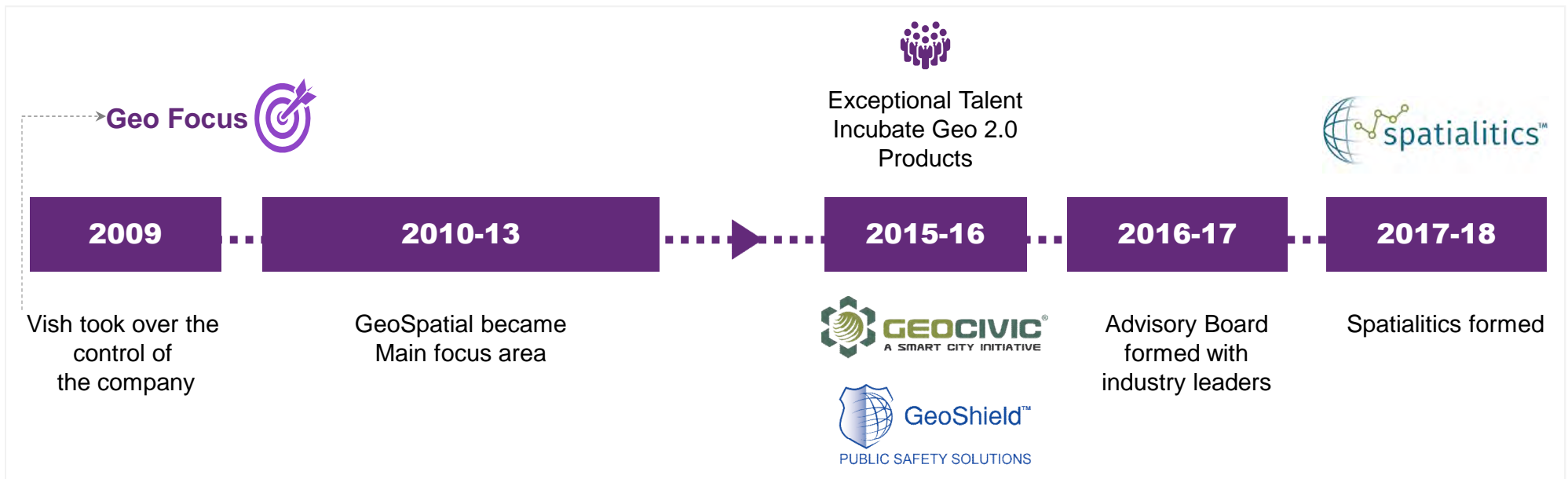
About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on Esri and 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, 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 and 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.

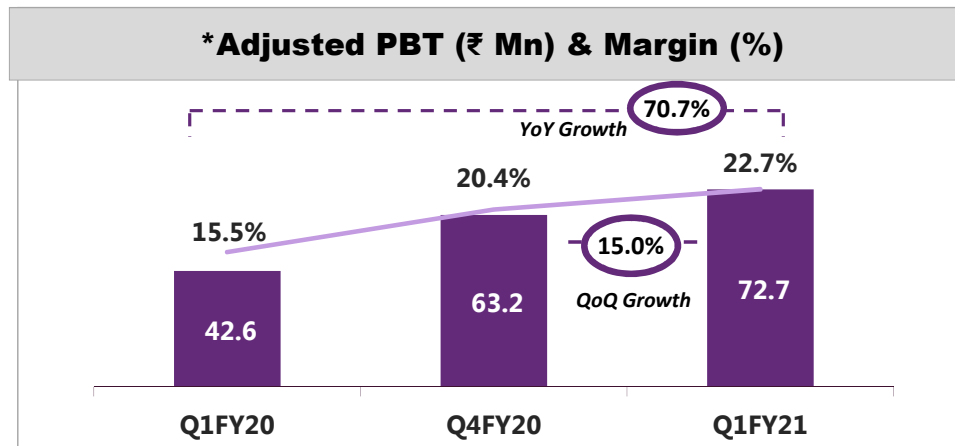
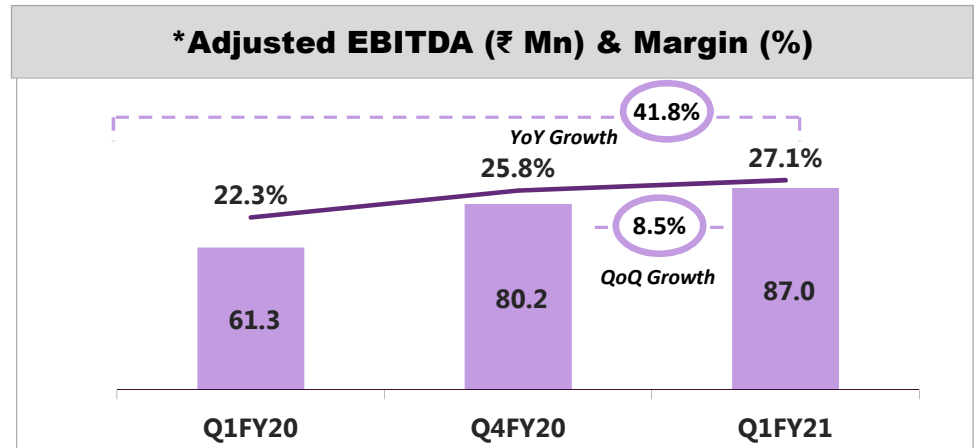
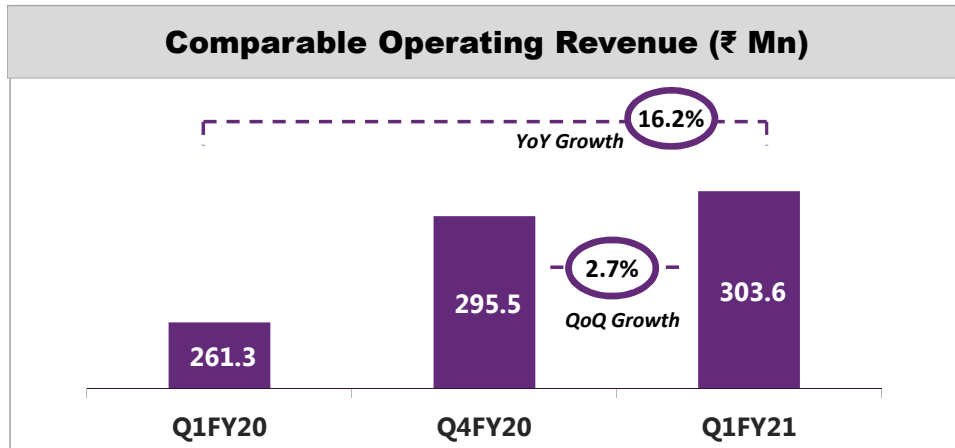


Financial Performance

Financial Summary – Q1FY21

- Total Revenue at ₹ 320.7 million; up 3.2% Q-o-Q and 16.7% Y-o-Y
- Operating Revenue at ₹ 303.6 million; up 2.7% Q-o-Q and 16.2% Y-o-Y
- Reported EBITDA at ₹ 87.0 million (27.1% of total revenue)
- PBT at ₹ 72.7 million (22.7% of total revenue)
- Net Profit at ₹ 51.7 million (16.1% of total revenue)

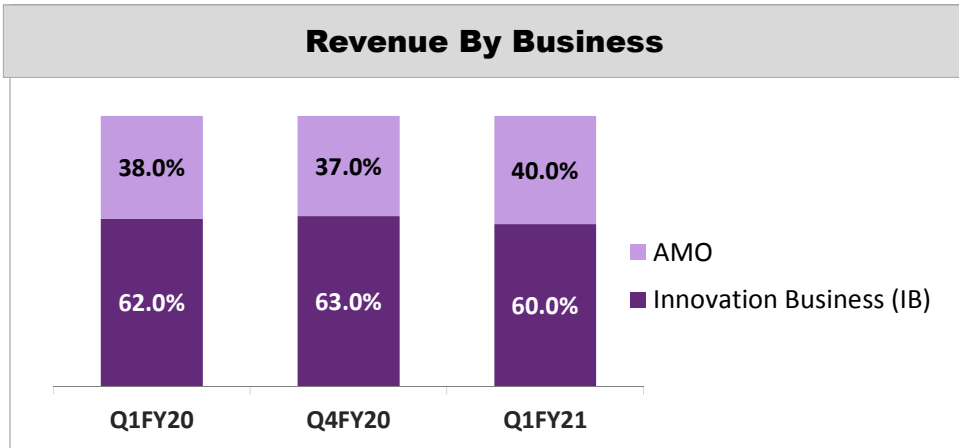
Financial Highlights – Q1FY21



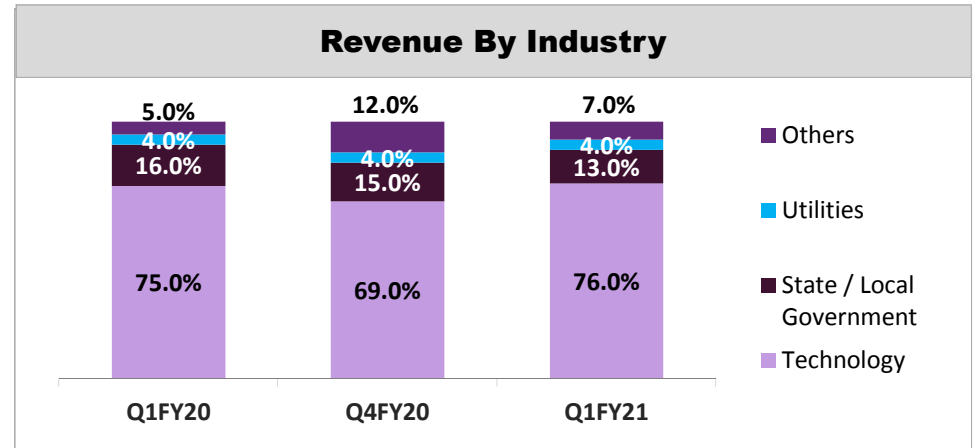
*EBITDA and PBT adjusted for one time impairment cost of ₹ 54.3Mn for Q4FY20

Revenue Metrics – Q1FY21

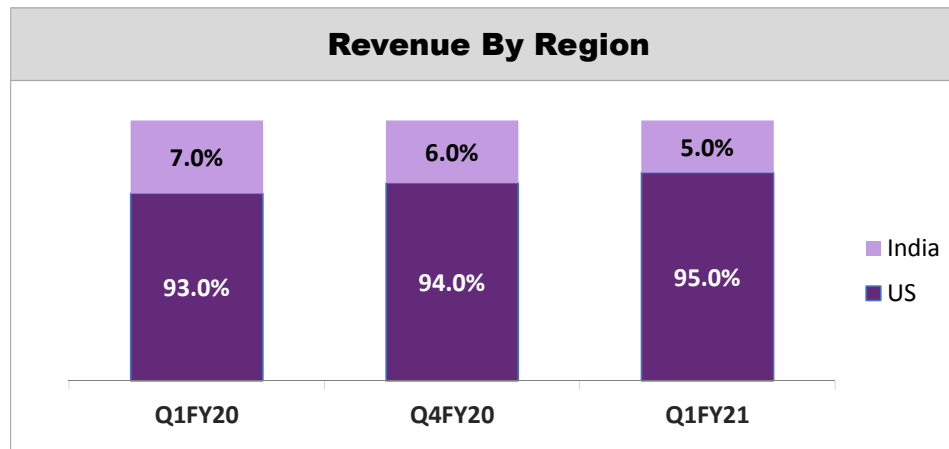
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q1FY21

Client

- Added 01 new client
- Total active client 43 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 67%

Employee

- Total Employees 474 as on 30th June 2020

Demand

- Number of Projects - 87
- Strong growth in Innovation Business and AMO

Consolidated Quarterly P&L – Q1FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-20 Q1FY21	31-Mar-20 Q4FY20	Q-o-Q Growth	30-Jun-19 Q1FY20	Y-o-Y Growth
1	Revenue from Operations	303.6	295.5	2.7%	261.3	16.2%
2	Other Income	17.1	15.2	12.0%	13.4	27.0%
3	Total Revenue (1+2)	320.7	310.8	3.2%	274.7	16.7%
4	Expenses					
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	13.7	15.7	-12.4%	19.7	-30.4%
	b) Employee Benefits expense	184.3	170.6	8.1%	153.8	19.8%
	c) Finance Costs	0.8	0.8	3.6%	2.4	-67.8%
	d) Depreciation and amortization expense	13.5	16.2	-16.7%	16.3	-17.5%
	e) Impairment of non-current assets	-	54.3		-	
	f) Other expenses	35.7	44.4	-19.7%	39.9	-10.5%
	Total Expenses	247.9	301.8	-17.9%	232.1	6.8%
5	Profit before Tax (3-4)	72.7	9.0	712.2%	42.6	70.7%
6	Tax Expense					
	a) Current Tax	20.9	10.4		14.5	
	b) Deferred Tax	0.2	(7.3)		(3.5)	
	c) Tax adjustments for earlier years	-	-		2.4	
7	Profit for the period (5-6)	51.7	5.8	788.6%	29.2	77.0%
8	Other Comprehensive Income					
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)					
	a) Remeasurement of the net defined benefit liabilities	(1.2)	(3.2)		(0.5)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.8		0.1	
	Items that will be reclassified to Profit and Loss					
	a) Foreign currency translation reserve	(0.3)	8.9		(1.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-	
9	Total Comprehensive Income for the period (7+8)	50.5	12.3		27.5	
10	Paid up equity share capital (Face value: Rs.10 per share)	275.4	275.2		275.2	
11	Other equity					
12	Earnings per share (of Rs.10 each)					
	Basic (Not annualised)	1.88	0.21		1.06	
	Diluted (Not annualised)	1.88	0.21		1.05	



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

Christensen IR

agupta@christensenir.com

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