

Date: June 18, 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 Q4 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 year ended March 31, 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 FY20 was Rs 1,192 million; up 16% Y-o-Y basis

Mumbai, India – 17th June, 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 **fourth quarter and full year FY20** ended on 31st March, 2020.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The COVID-19 outbreak has pushed the world into an uncharted territory. Our heart goes to so many people who have lost their jobs and loved ones. Our prayers and commitment to assist all our fellow citizens is at the top of my mind. I am glad to report all CyberTech associates and clients are safe and everyone at CyberTech rose to assist the company.

The fourth quarter and the year ended March 31st represented a strong year for us. Results for the year included Revenue of Rs 119 crore , an increase of 16% over the prior year and PAT of Rs 13.2 crore , an increase of 29% over the prior year. Growth was recognized in all areas.

We see Esri ArcGIS cloud services and SAP S/4HANA Move as great opportunities for us going forward and we continue to focus on deepening our relationships with Esri and SAP. I am pleased to announce that CyberTech is the First Esri Partner to be awarded the ArcGIS Cloud Service Specialty designation. This Specialty designation recognizes CyberTech’s expertise, high standards and best practices for driving the Esri Geospatial Cloud.

We also see opportunity as the world is moving towards digital infrastructure - the Cloud, and SaaS based apps. We continue to enjoy strong support for our Clients and we have an impeccable market reputation of the quality of our products and services. We have no borrowings and have a strong balance sheet.

On Spatialitics front, we have made significant progress and released the Cloud ready version of our Public Safety product GeoShield, which is being beta tested by our lighthouse partners. Existing customers will be upgraded to this new version. As our Spatialitics platform architecture evolves, older components became obsolete. We have made a conscious decision to recognize an impairment to the remaining original capital investment in our books. Also going forward we will reduce the capitalized investment. This is reflected in our current quarter results with a reduction of capitalized intellectual property by approximately Rs 5.4 crore.

As a company, we remain focused on following areas,

- *Cashflow management and continuous cash generation from operations*
- *Supporting our customers through this pandemic*
- *SAP S/4Hana and Cloud migration*
- *Delivery of Esri Managed Cloud Services*
- *Continued development of Spatialitics Products*

We are positioned to come out of this unprecedented situation stronger and deliver sustainable growth.”

Performance Highlights

Consolidated Q4FY20 Q-o-Q Review

- Operating revenue was Rs 295.5 million during the quarter under review as compared to Rs 288.2 million during the previous quarter, a growth of 2.6% on a Q-o-Q basis.
- Total revenue was Rs 310.8 million during the quarter under review as compared to Rs 303.6 million during the previous quarter.
- The Company reported an EBITDA of Rs 25.9 million during the quarter under review as compared to Rs 79.7 million during the previous quarter.
- EBITDA Margin stood at 8.3% for Q4FY20.
- Net Profit stood at Rs 5.8 million during the quarter under review as compared to Rs 50.2 million during the previous quarter. Quarter results included the noncash impairment reserve discussed above.

Consolidated Q4FY20 Y-o-Y Review

- Operating revenue was Rs 295.5 million during the quarter under review as compared to Rs 263.3 million during the corresponding quarter of previous year, a growth of 12.2% in rupee terms.
- The Company reported an EBITDA of Rs 25.9 million during the quarter under review as compared to Rs 75.6 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 8.3% for Q4FY20.
- Net Profit stood at Rs 5.8 million during the quarter under review as compared to Rs 47.0 million during the corresponding quarter of previous year.

Consolidated FY20 Review

- Operating revenue was Rs 1,128.2 million for FY20 as compared to Rs 967.6 million in FY19; reflecting a growth of 16.6% on Y-o-Y basis..

- Total revenue was Rs 1,191.6 million for FY20 as compared to Rs 1,031.1 million in FY19, an increase of 15.6%.
- The Company reported EBITDA of Rs 245.2 million for FY20 as compared to Rs 198.7 million in FY19, reflecting a growth of 23.4% on Y-o-Y basis.
- EBITDA Margin was 20.6% for FY20.
- Net Profit was Rs 132.2 million for FY20 as compared to Rs 102.3 million in FY19; reflecting a growth of 29.3% on Y-o-Y basis.

Response to Covid-19

- We are closely monitoring the COVID-19 situation, and working tirelessly to serve the requirements of our Client's businesses as we are quickly adapting to new ways of life and new business models. We all are working together to curtail this outbreak.
- In response to the virus, we've implemented updated best practices in our workplace to assist make sure the health and safety of our employees and Clients as detailed in our business contingency plan.
- At present almost 100% of our employees globally are working remotely.
- We are prepared fully to meet our clients' needs and as a company, we are confident to emerge from this crisis successfully.

Business highlights – Q4FY20

- Total active client count as of 31st March, 2020 was 45 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 69% of operating revenue during the quarter under review.
- In terms of geography, US business continued to be the major contributor with a contribution of 94% towards operating revenue.
- As on 31st March, 2020, the Company had 471 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

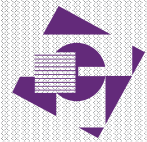
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CyberTech
Systems and Software Limited

Earnings Presentation Q4FY20

17th June, 2020

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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

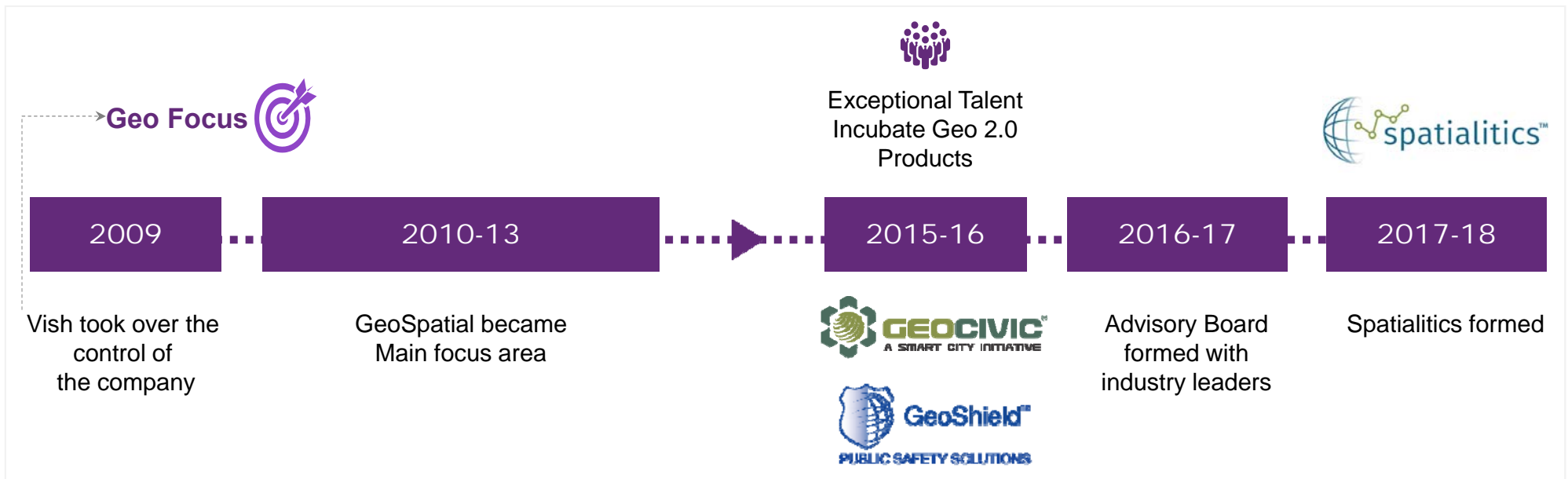
About Company

- 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, Los Angeles, Denver, Salt Lake City) and India (Mumbai, Hyderabad)
- 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



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.



Financial Performance

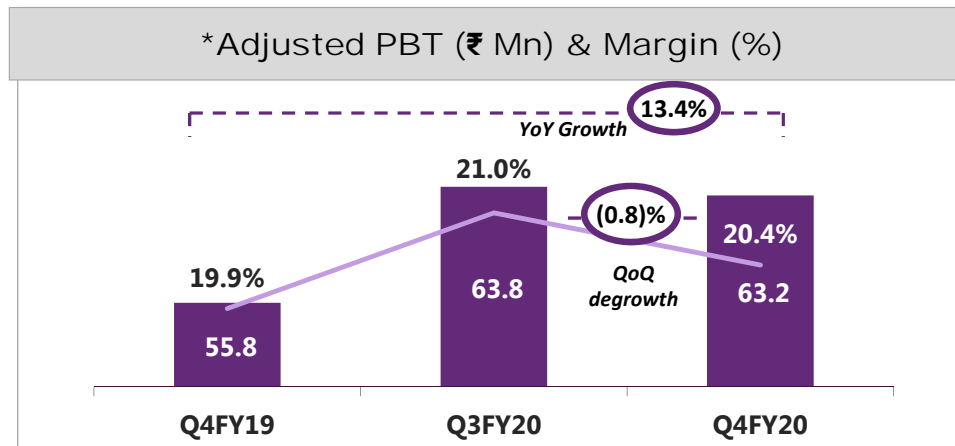
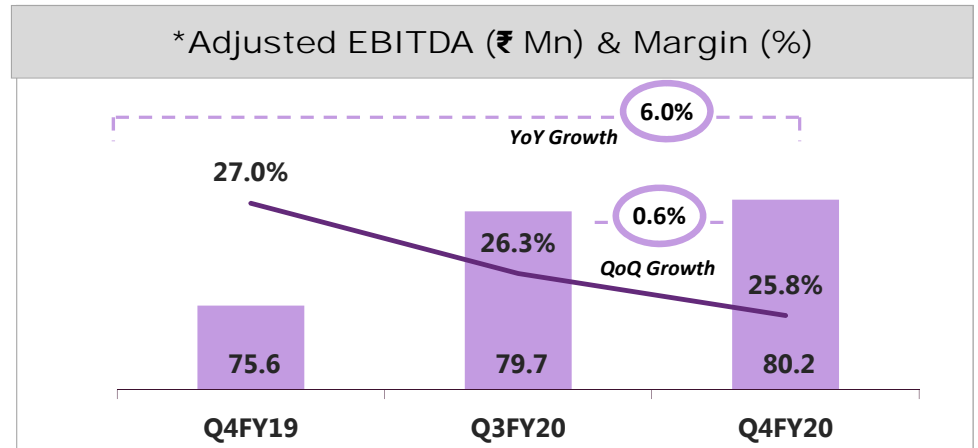
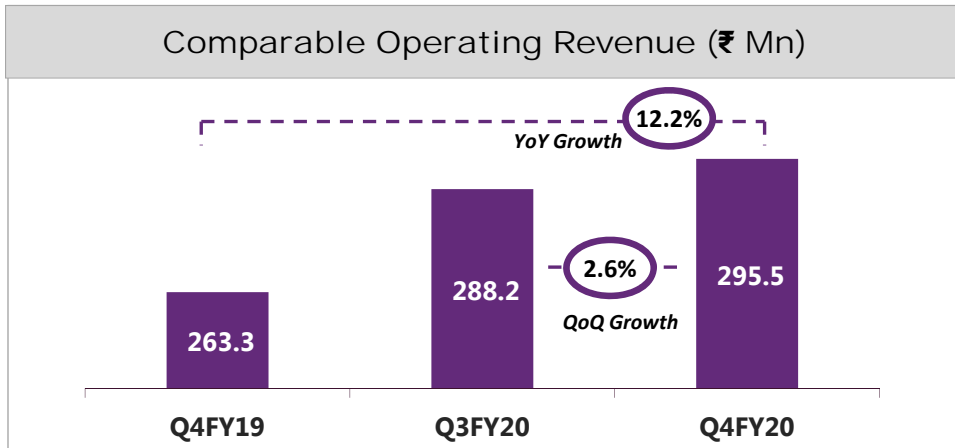
Financial Summary – Q4FY20

- Total Revenue at ₹ 310.8 million; up 2.4% Q-o-Q and 11.0% Y-o-Y
- Operating Revenue at ₹ 295.5 million; up 2.6% Q-o-Q and 12.2% Y-o-Y
- Reported EBITDA at ₹ 25.9 million (8.3% of total revenue)
- Adjusted EBITDA at ₹ 80.2 million (25.8% of total revenue). The EBITDA is adjusted for onetime impairment cost of ₹ 54.3 million during the quarter
- PBT at ₹ 9.0 million, adjusted PBT excluding onetime impairment cost ₹ 63.2 million for Q4FY20

Financial Summary – FY20

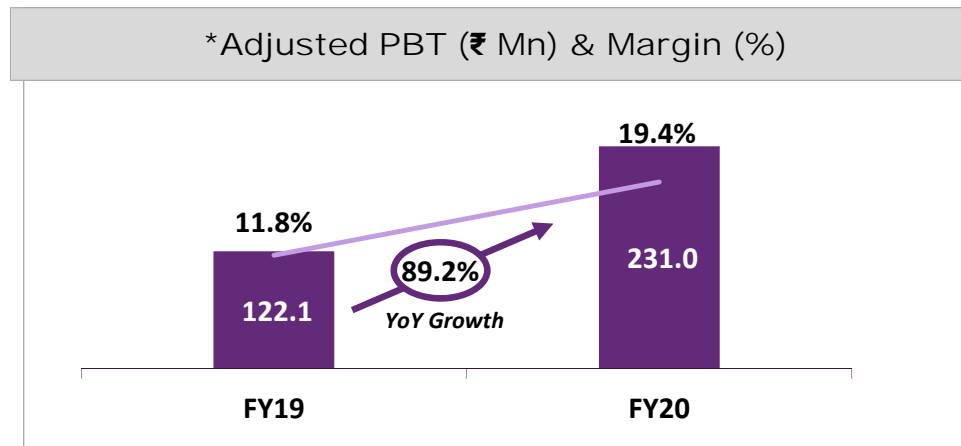
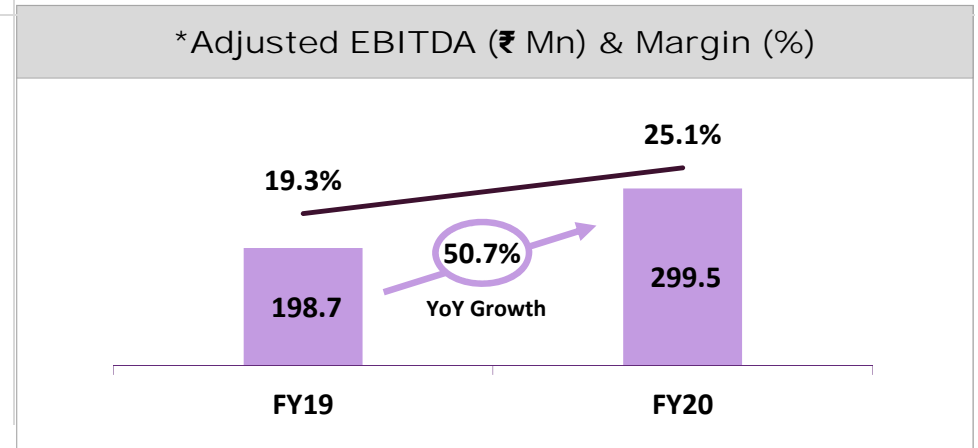
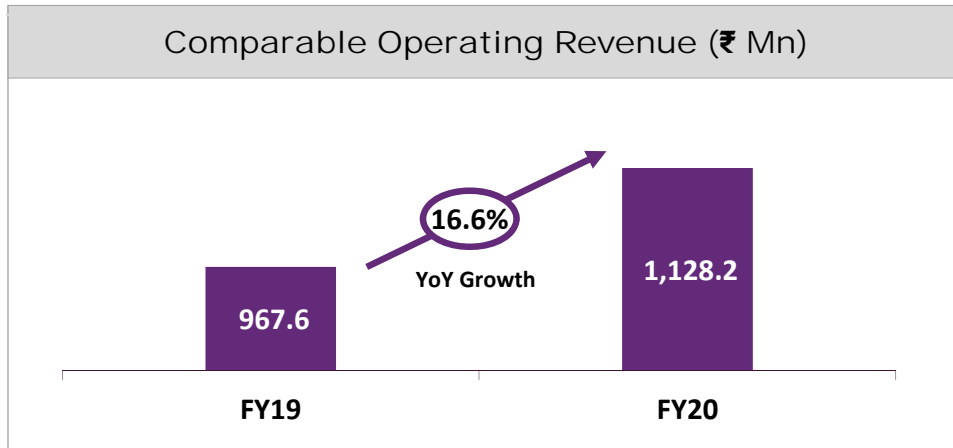
- Total Revenue at ₹ 1,191.6 million; up 15.6% Y-o-Y
- Operating Revenue at ₹ 1,128.2 million; up 16.6% Y-o-Y
- Reported EBITDA at ₹ 245.2 million (20.6% of total revenue)
- Adjusted EBITDA at ₹ 299.5 million (25.1% of total revenue). The EBITDA is adjusted for onetime impairment cost of ₹ 54.3 million during the year
- PBT at ₹ 176.7 million, adjusted PBT excluding onetime impairment cost ₹ 231.0 million for FY20

Financial Highlights – Q4FY20



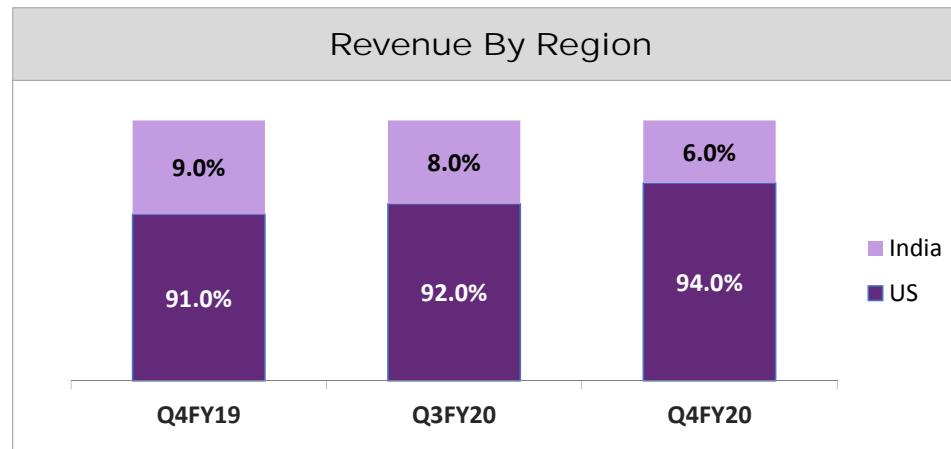
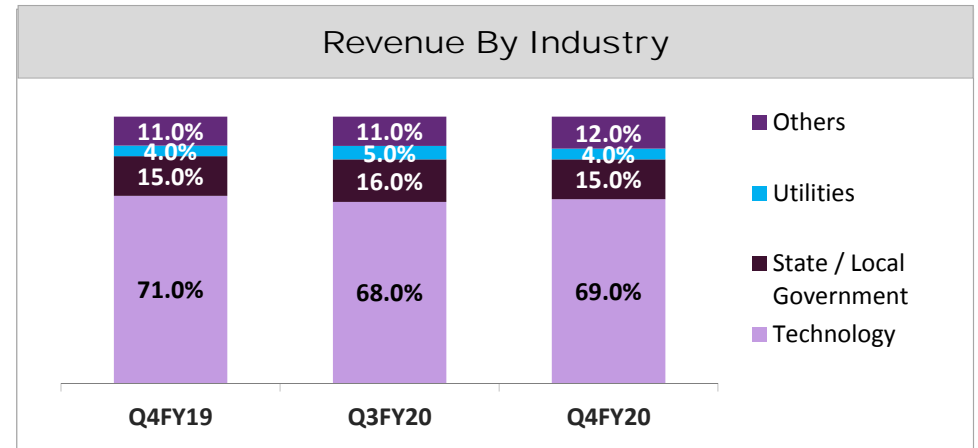
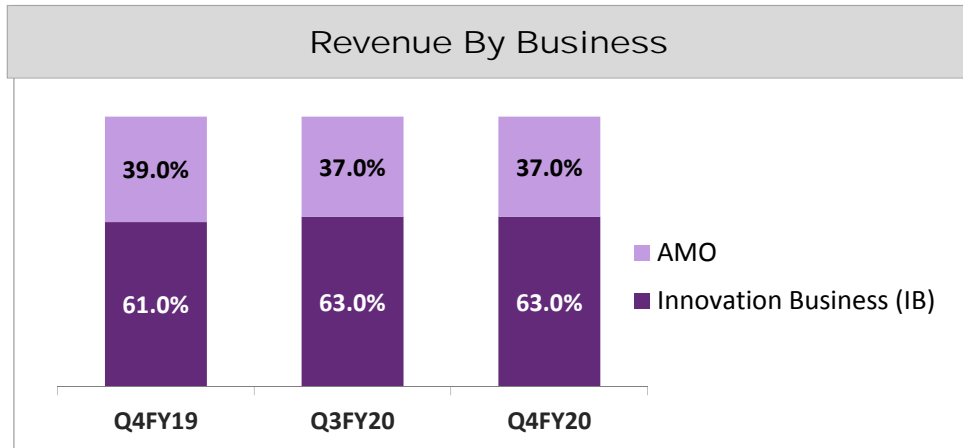
*EBITDA and PBT adjusted for one time impairment cost of ₹ 54.3 Mn for Q4FY20

Financial Highlights - FY20



*EBITDA and PBT adjusted for one time impairment cost of ₹ 54.3 Mn for FY20

Revenue Metrics – Q4FY20



Operational Highlights – Q4FY20

Client

- Added 5 new clients
- Total active client 45 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 65%

Employee

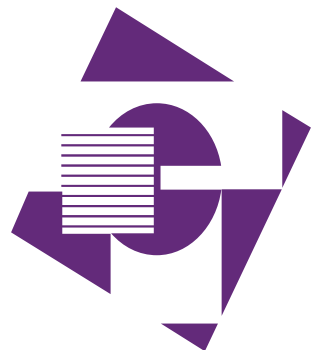
- Total Employees 471 as on 31st March 2020

Demand

- Number of Projects - 83
- Strong growth in Innovation Business and AMO; US and India

Consolidated Quarterly P&L – Q4FY20

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-20	31-Dec-19	Q-o-Q	31-Mar-19	Y-o-Y	31-Mar-20	31-Mar-19	Y-o-Y
		Q4FY20	Q3FY20	Growth	Q4FY19	Growth	FY20	FY19	Growth
1	Revenue from Operations	295.5	288.2	2.6%	263.3	12.2%	1,128.2	967.6	16.6%
2	Other Income	15.2	15.5	-1.4%	16.7	-8.9%	63.4	63.4	0.0%
3	Total Revenue (1+2)	310.8	303.6	2.4%	280.0	11.0%	1,191.6	1,031.1	15.6%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	15.7	21.1	-25.9%	12.6	24.1%	77.1	67.5	14.2%
	b) Employee Benefits expense	170.6	165.5	3.0%	153.3	11.2%	652.3	597.0	9.3%
	c) Finance Costs	0.8	0.8	-6.7%	2.7	-72.2%	5.1	10.9	-53.6%
	d) Depreciation and amortization expense	16.2	15.1	6.8%	17.2	-5.9%	63.4	65.7	-3.5%
	e) Impairment of non-current assets	54.3	-		-		54.3	-	
	f) Other expenses	44.4	37.2	19.2%	38.4	15.5%	162.8	167.9	
	Total Expenses	301.8	239.8	25.8%	224.3	34.6%	1,014.9	909.0	11.6%
5	Profit before Tax (3-4)	9.0	63.8	-86.0%	55.8	-83.9%	176.7	122.1	44.7%
6	Tax Expense								
	a) Current Tax	10.4	0.4		11.4		38.7	23.3	
	b) Deferred Tax	(7.3)	14.3		(3.0)		5.9	(3.5)	
	c) Tax adjustments for earlier years	-	(1.0)		0.3		-	-	
7	Profit for the period (5-6)	5.8	50.2	-88.4%	47.0	-87.6%	132.2	102.3	29.3%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(3.2)	(0.5)		(1.5)		(4.5)	(1.7)	171.6%
	b) Income tax relating to items that will not be reclassified to profit and loss	0.8	0.1		0.4		1.1	0.5	146.1%
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	8.9	1.2		1.3		12.1	3.8	218.3%
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	12.3	51.1		47.2		140.9	104.9	34.4%
10	Paid up equity share capital (Face value: Rs.10 per share)	275.2	275.2		275.2		275.2	275.2	0.0%
11	Other equity						666.0	556.3	
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	0.2	1.8		1.71		4.81	3.68	
	Diluted (Not annualised)	0.2	1.8		1.70		4.77	3.65	



CyberTech

Systems and Software Limited

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