



CyberTech

Systems and Software Limited

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: October 27, 2023

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 September 30, 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 September 30, 2023.

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

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 Q2FY24 was Rs 583.5 million; up by 35.8% Y-o-Y basis

Mumbai, India – 27th October 2023: 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 FY24** ended on 30th September 2023.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “The global demand for cloud and digital adoption is emblematic of a paradigm shift in the business landscape. This shift isn't exclusive to big corporations; small and medium-sized businesses are also adopting cloud solutions to compete globally. Additionally, governments and public sector entities acknowledge the transformative impact of cloud and digital technologies in enhancing transparency, accountability, and operational efficiency in governance. As a leader in Enterprise Multi-cloud Transformation, CyberTech is ideally situated within this evolving landscape.

I am pleased to report that we ended the first half of the year on a strong note. Our operating revenue increased by 39%, YoY basis, to INR 1106 million. Our EBITDA stood at INR 183.8 million. This growth reflects our focus on cloud transformation.

At the centre of our cloud-centric approach lies SAP, particularly SAP S/4HANA. Integrating cloud technology is the essence of our transformation strategy, and our partnership with SAP has greatly propelled our expansion, particularly through SAP S/4HANA cloud migrations. With more businesses accelerating their move to the cloud, our main objective remains facilitating effortless transitions for them.

We are proud of our profound Geospatial expertise, adeptly handling complex large-scale ArcGIS Cloud Services. I am pleased to announce our recent success in securing several Managed ArcGIS Cloud Services (MACS) contracts in the last quarter. These agreements are long-term subscriptions, creating substantial customer lifecycle value. It is a privilege to be acknowledged for our outstanding services in the utility sector, as evidenced by the prestigious Esri's Utility Network Management Specialty designation we have received.

Our leading solution designed specifically for law enforcement agencies, GeoShield Real-Time, has garnered considerable attention at numerous law enforcement and public safety events. We are currently engaged in discussions at different phases with most of the participants. The success of GeoShield can be

credited to its distinctive features that set it apart. Additionally, Spatialitics Utilities also has a substantial pipeline, indicating promising developments soon.

We take pride in our associates. Our ongoing commitment involves attracting and cultivating new-age technical talent. Our current focus is on establishing a robust demand generation and sales mechanism in both India and the US. I am delighted to share that our sales and marketing strategies have been revamped under the leadership of two innovative women executives within our company. With our strong pipeline and focus on achieving operational efficiency, I am confident that we will regain margin resilience in the upcoming quarters.

I would like to take this opportunity to thank our eminent Board of Directors for their valued counsel. I also express my sincere gratitude to our fellow shareholders for their trust and confidence in the company's vision and strategy. I am deeply appreciative of the dedication shown by our associates and the collaborative partnerships with our clients. I am enthusiastic about the opportunities that lie ahead of us and am confident that we will reach even greater heights soon."

Key Financial Highlights – Q2FY24

Particulars (₹ in Million)	Q2 FY24	Q2 FY23	YoY %	Q1FY24	QoQ %
Operating Revenue	553.0	408.8	35.3%	553.1	0.0%
Total Revenue	583.5	429.8	35.8%	580.7	0.5%
EBITDA	88.7	101.6	-12.6%	95.0	-6.6%
EBITDA Margin %	15.2%	23.6%		16.4%	
PAT	48.5	52.2	-7.1%	53.3	-8.9%
PAT Margin %	8.3%	12.2%		9.2%	

Key Financial Highlights – H1FY24

Particulars (₹ in Million)	H1 FY24	H1 FY23	YoY %
Operating Revenue	1106.1	794.3	39.3%
Total Revenue	1164.2	832.7	39.8%
EBITDA	183.8	199.8	-8.0%
EBITDA Margin %	15.8%	24.0%	
PAT	101.8	107.7	-5.4%
PAT Margin %	8.7%	12.9%	

Business highlights – Q2FY24

- Total active client counts as of 30th September 2023 was 72 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 80% 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 30th September 2023, the Company had 603 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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***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 <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 Q2FY24

27th October, 2023

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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.



Agenda

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

Company Overview

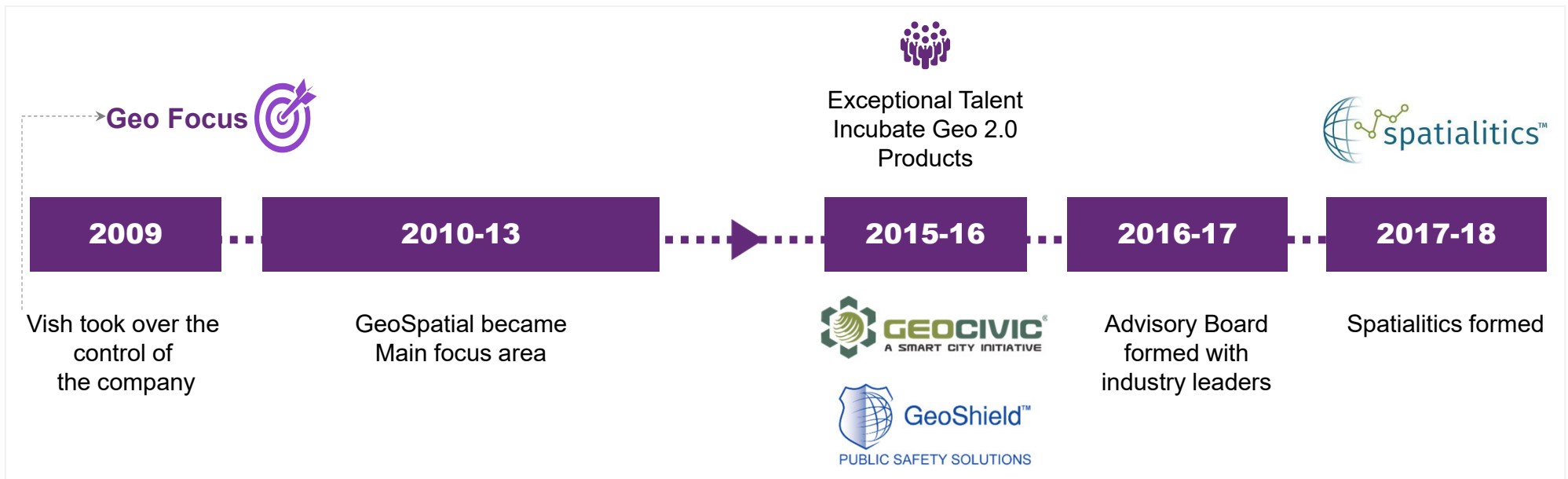
About Company

- 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

	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	Product Suite	Offerings		
	 <p>Public Safety</p>		 <p>Real-Time Incident Management</p> <p>What You Need. When You Need It.</p>	 <p>Crime Analysis Hub</p> <p>Empower crime analysts with fast and intuitive access</p>	 <p>Insight Dashboard</p> <p>Share Information</p>
	 <p>Healthcare</p>		 <p>Geocoder</p> <p>Map your Patients, Providers, and Locations</p>	 <p>Clinical Apps</p> <p>Bring Clinicians & Patients Together</p>	 <p>Business Apps</p> <p>Align Your Organization With Your Community</p>
	 <p>Utilities</p>		 <p>Unity Engine</p> <p>Connect GIS with Enterprise Data</p>	 <p>App Suite for Utilities</p> <p>Empower Your Organization</p>	 <p>Spatial Accelerator for SAP Utilities</p> <p>Take Action from Maps</p>

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

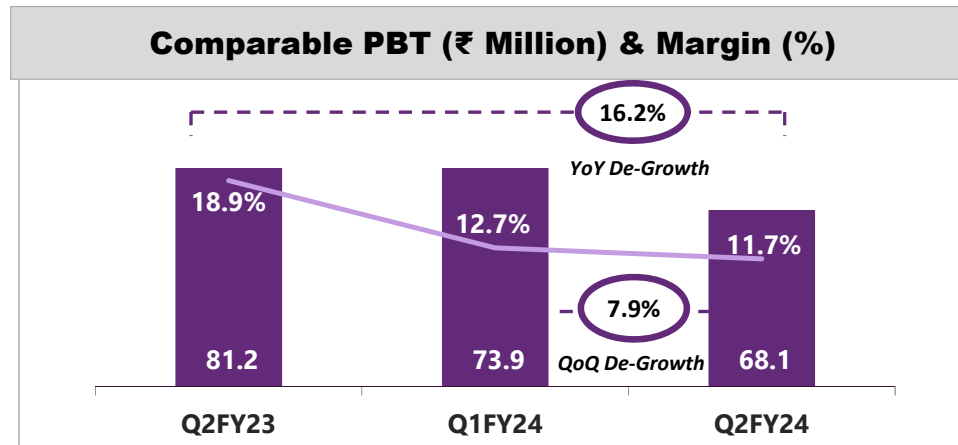
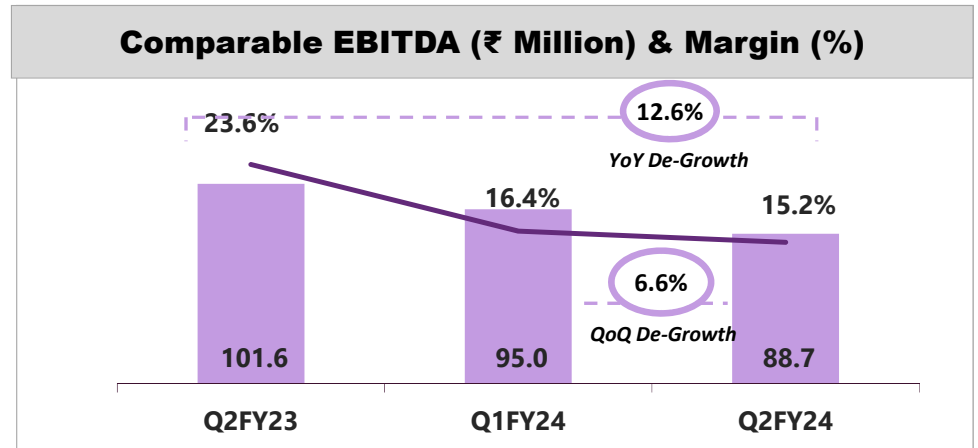
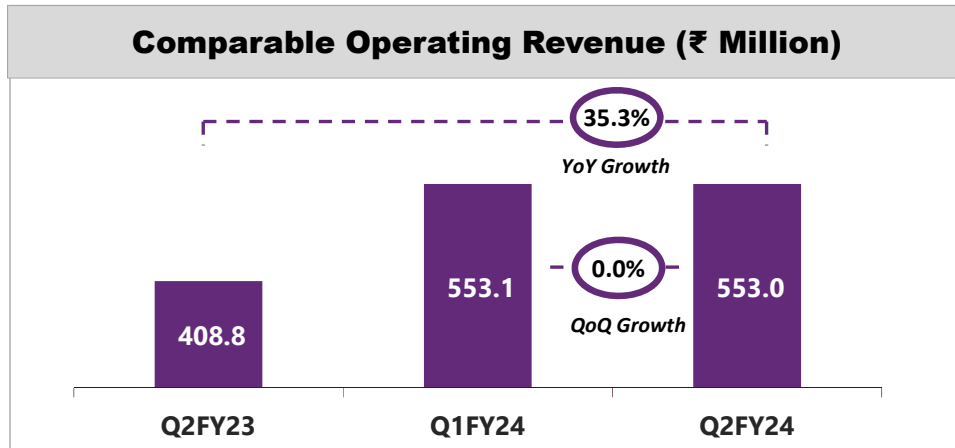
Financial Summary – Q2FY24

- Total Revenue at ₹ 583.5 million; up 0.5% Q-o-Q and 35.8% Y-o-Y
- Operating Revenue at ₹ 553.0 million; flat Q-o-Q and 35.3% Y-o-Y
- Reported EBITDA at ₹ 88.7 million (15.2% of total revenue)
- PBT at ₹ 68.1 million (11.7% of total revenue)
- PAT at ₹ 48.5 million (8.3% of total revenue)

Financial Summary – H1FY24

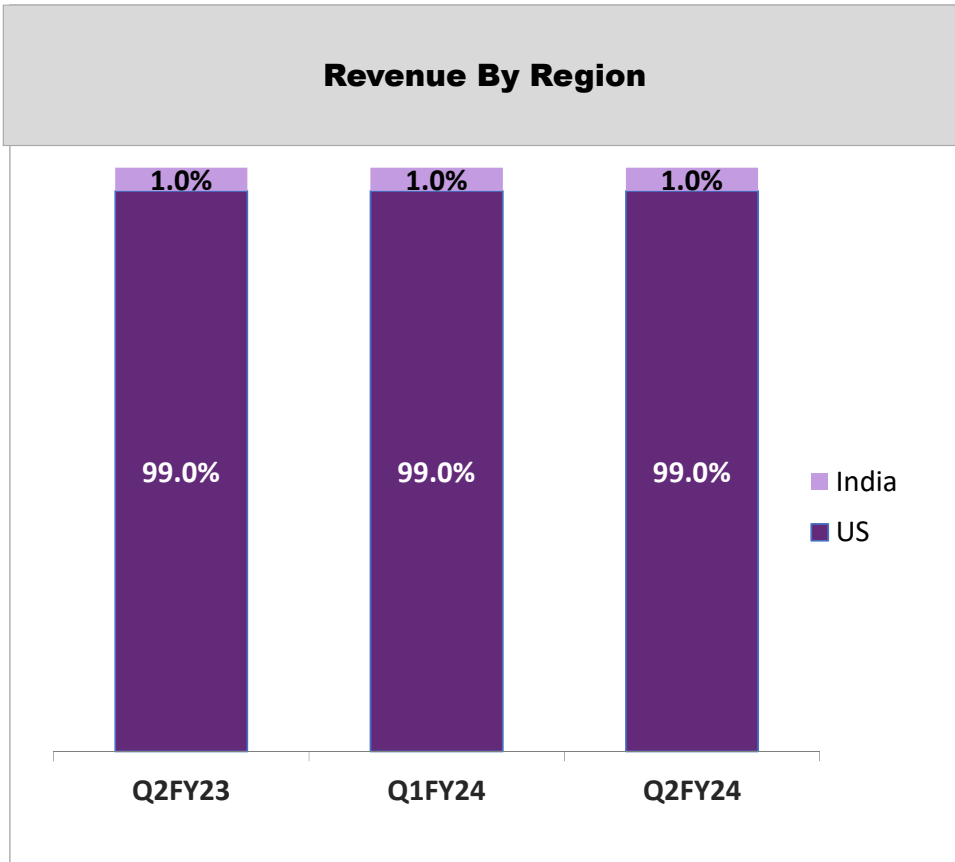
- Total Revenue at ₹ 1164.2 million; up 39.8% Y-o-Y
- Operating Revenue at ₹ 1106.1 million; up 39.3% Y-o-Y
- Reported EBITDA at ₹ 183.8 million (15.8% of total revenue)
- PBT at ₹ 142.0 million (12.2% of total revenue)
- PAT at ₹ 101.8 million (8.7% of total revenue)

Financial Highlights – Q2FY24

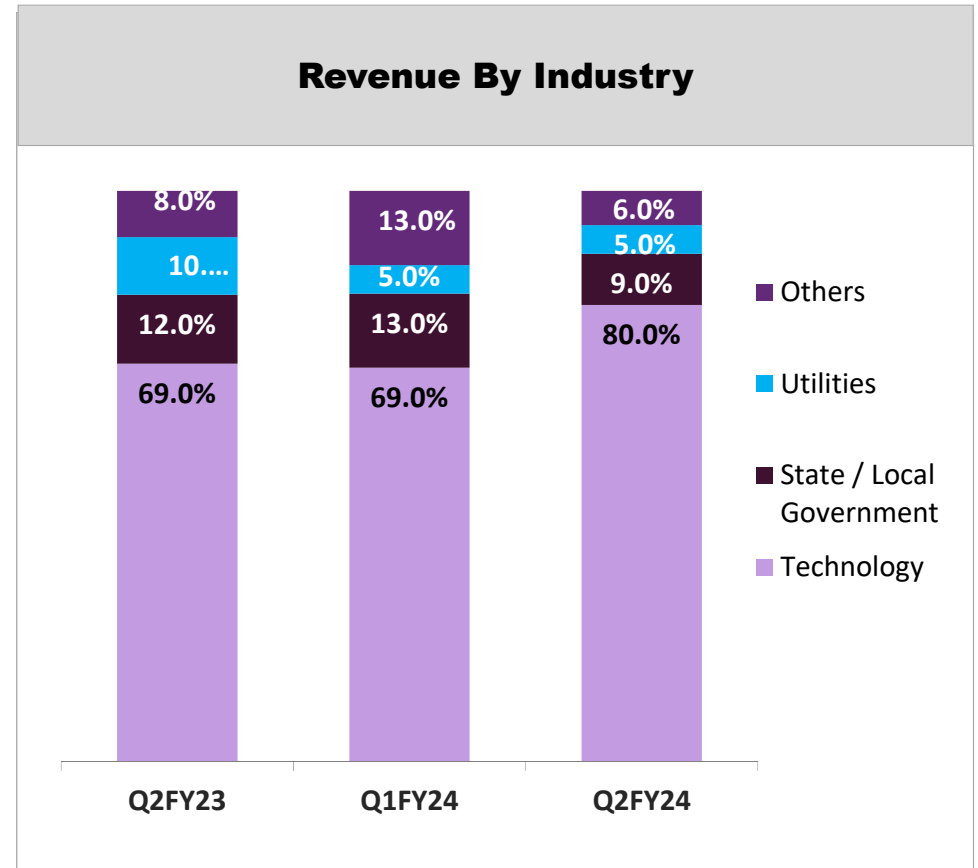


Revenue Metrics – Q2FY24

Revenue By Region



Revenue By Industry



Operational Highlights – Q2FY24

Client

- Added 03 new clients
- Total active client 72 (LTM)
- Top Client revenue 63%
- Top 3 Client revenue 77%

Employee

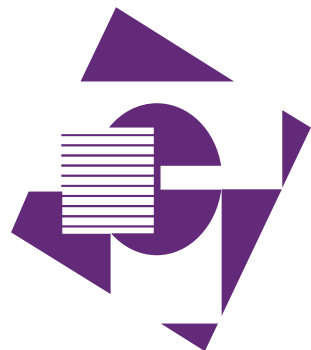
- Total Employees 603 as on 30th September 2023

Demand

- Number of Projects - 113

Consolidated Quarterly P&L – Q2FY24

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-23 Q2FY24	30-Jun-23 Q1FY24	Q-o-Q Growth	30-Sep-22 Q2FY23	Y-o-Y Growth	30-Sep-23 H1FY24	30-Sep-22 H1FY23	Y-o-Y Growth
1	Revenue from Operations	553.0	553.1	0.0%	408.8	35.3%	1,106.1	794.3	39.3%
2	Other Income	30.5	27.6	10.5%	21.0	45.0%	58.1	38.5	51.0%
3	Total Revenue (1+2)	583.5	580.7	0.5%	429.8	35.8%	1,164.2	832.7	39.8%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	126.1	127.9	-1.4%	22.7	455.2%	254.0	46.0	452.0%
	b) Employee Benefits expense	304.1	292.3	4.0%	251.7	20.8%	596.4	489.6	21.8%
	c) Finance Costs	1.5	1.1	35.2%	0.6	139.7%	2.6	1.4	89.7%
	d) Depreciation and amortization expense	19.2	20.0	-4.4%	19.7	-3.0%	39.2	39.3	-0.2%
	e) Other expenses	64.6	65.4	-1.2%	53.8	20.0%	129.9	97.3	33.5%
	Total Expenses	515.4	506.8	1.7%	348.6	47.9%	1,022.2	673.6	51.8%
5	Profit before Tax (3-4)	68.1	73.9	-7.9%	81.2	-16.2%	142.0	159.2	-10.8%
6	Tax Expense								
	a) Current Tax	19.6	22.6		26.0		42.2	50.2	
	b) Deferred Tax	(0.1)	(2.0)		(1.8)		(2.1)	(3.5)	
	c) Tax adjustments for earlier years	-	-		4.8		-	4.8	
7	Profit for the period (5-6)	48.5	53.3	-8.9%	52.2	-7.1%	101.8	107.7	-5.4%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(2.7)	(2.7)		(1.3)		(5.4)	(2.5)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.7	0.7		0.3		1.4	0.6	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	8.2	(0.3)		17.5		7.9	38.3	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	54.7	50.9		68.8		105.7	144.1	
10	Paid up equity share capital (Face value: Rs.10 per share)	284.7	284.7		283.8		284.7	283.8	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.70	1.87		1.84		3.58	3.80	
	Diluted (Not annualised)	1.70	1.87		1.83		3.57	3.78	



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Contact Us

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