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**Date: January 26, 2023**

To <b>BSE Limited</b> Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400 001 <b>Scrip Code: 532173</b>	To <b>National Stock Exchange of India Ltd.</b> Listing Department Plot No. C1, Exchange Plaza G Block, Bandra Kurla Complex Bandra (East), Mumbai - 400 051 <b>Symbol: CYBERTECH</b>
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**Sub: Press Release and Earning Presentation on the Un-audited Financial Results for the quarter ended December 31, 2022.**

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, 2022.

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  
KUMAR  
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SARITA KUMAR  
LEELARAMANI  
Date: 2023.01.26  
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**Sarita Leelaramani**  
**Company Secretary and Compliance Officer**  
**Membership No.: A35587**



Encl.: a/a



## **CyberTech Total Revenue for Q3FY23 was ₹ 449.7 million; up by 22% Y-o-Y basis**

**Mumbai, India – 25<sup>th</sup> January 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 **third quarter and nine months FY23** ended on 31<sup>st</sup> December 2022.

*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 22% Y-o-Y and 5% on a Q-o-Q basis to ₹ 449.7 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 robust. 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 of growing manifold.*

*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 a number of assessments to help some large enterprises realize the value of migrating to the SAP cloud.*

*Our MACS offering is gaining significant traction. We added several new customers over the last nine months and are in advanced stages of negotiation for several others. Our clients are realizing a business advantage through our extensive GIS experience, Cloud security focus and understanding of web scale complex cloud-based systems.*

*I am delighted to share with you that Spatialitics GeoShield Real-Time has again been ranked in the “Leaders” quadrant by Orbis Research in their recent Global Law Enforcement Software Market Report 2022. This is a proud accomplishment for us and a recognition of the unique capabilities that GeoShield offers in the market.*



*We continue to invest in building our talent pool, building a zero-carbon footprint world class infrastructure and cloud asset. We have also established a dedicated business development team to provide our sales team with qualified leads and to realize a reduction in the length of the sales cycle. Although these investments may have some impact on our margins in the short term, we expect to leverage revenue growth as we go forward and realize margin resiliency in coming quarters.*

*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.*

*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 – Q3FY23

Particulars (₹ in Million)	Q3 FY23	Q3 FY22	YoY %	Q2 FY23	QoQ %
Operating Revenue	426.3	355.7	19.9%	408.8	4.3%
Total Revenue	449.7	368.5	22.0%	429.8	4.6%
EBITDA	99.5	90.9	9.5%	101.6	-2.1%
EBITDA Margin %	22.1%	24.7%		23.6%	
PBT	79.2	70.8	11.8%	81.2	-2.4%
PBT Margin %	17.6%	19.2%		18.9%	
PAT	55.7	51.8	7.4%	52.2	6.6%
PAT Margin %	12.4%	14.1%		12.2%	

### Key Financial Highlights – 9MFY23

Particulars (₹ in Million)	9M FY23	9M FY22	YoY %
Operating Revenue	1,220.6	1,034.4	18.0%
Total Revenue	1,282.4	1,116.6	14.9%
EBITDA	299.3	289.5	3.4%
EBITDA Margin %	23.3%	25.9%	
PBT	238.4	230.0	3.6%
PBT Margin %	18.6%	20.6%	
PAT	163.3	176.0	-7.2%
PAT Margin %	12.7%	15.8%	



## Business highlights – Q3FY23

- Total active client counts as of 31<sup>st</sup> December 2022 was 63 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 72% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 96% towards our operating revenue.
- As on 31<sup>st</sup> December 2022, the Company had 592 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>

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**CyberTech**  
Systems and Software Limited

# Earnings Presentation

## Q3FY23

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25<sup>th</sup> January, 2023

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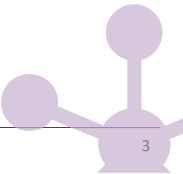
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**CyberTech**  
Systems and Software Limited

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

Cloud/SaaS

# Spatialitics Cloud Native SaaS offerings



## 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 – Q3FY23

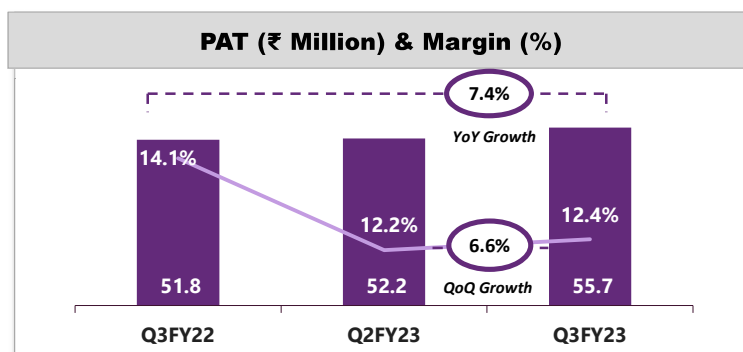
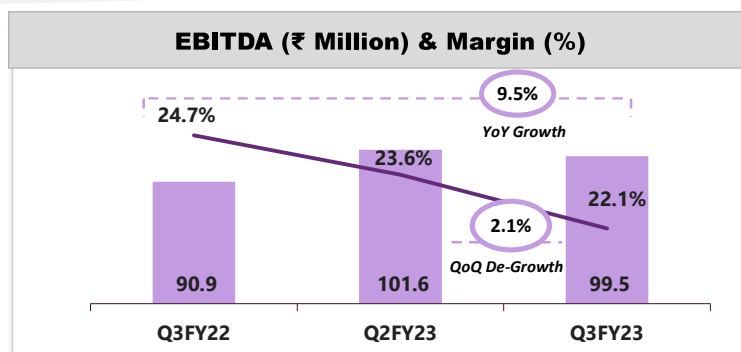
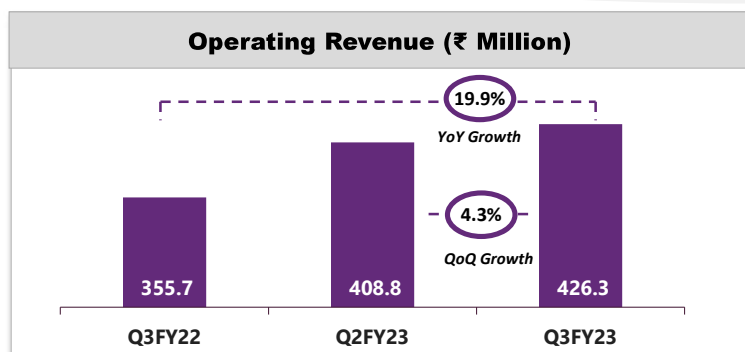
- Total Revenue at ₹ 449.7 million; up 4.6% Q-o-Q and 22% Y-o-Y
- Operating Revenue at ₹ 426.3 million; up 4.3% Q-o-Q and 19.9% Y-o-Y
- Reported EBITDA at ₹ 99.5 million (22.1% of total revenue)
- PBT at ₹ 79.2 million (17.6% of total revenue)
- PAT at ₹ 55.7 million (12.4% of total revenue)

## Financial Summary – 9MFY23

- Total Revenue at ₹ 1,282.4 million; up 14.9% Y-o-Y
- Operating Revenue at ₹ 1,220.6 million; up 18% Y-o-Y
- Reported EBITDA at ₹ 299.3 million (23.3% of total revenue)
- PBT at ₹ 238.4 million (18.6% of total revenue)
- PAT at ₹ 163.3 million (12.7% of total revenue)
- Cash and Cash Equivalents at ₹ 167.56 million

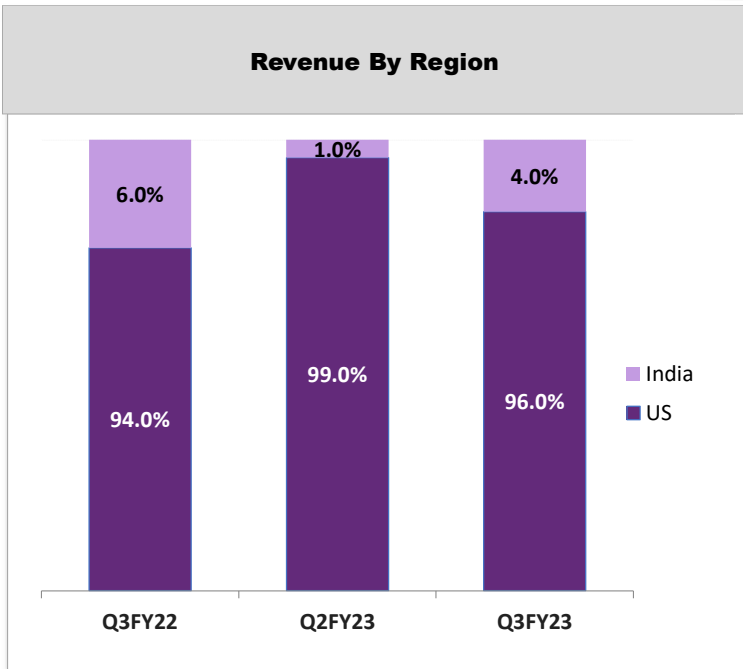


## Financial Highlights – Q3FY23

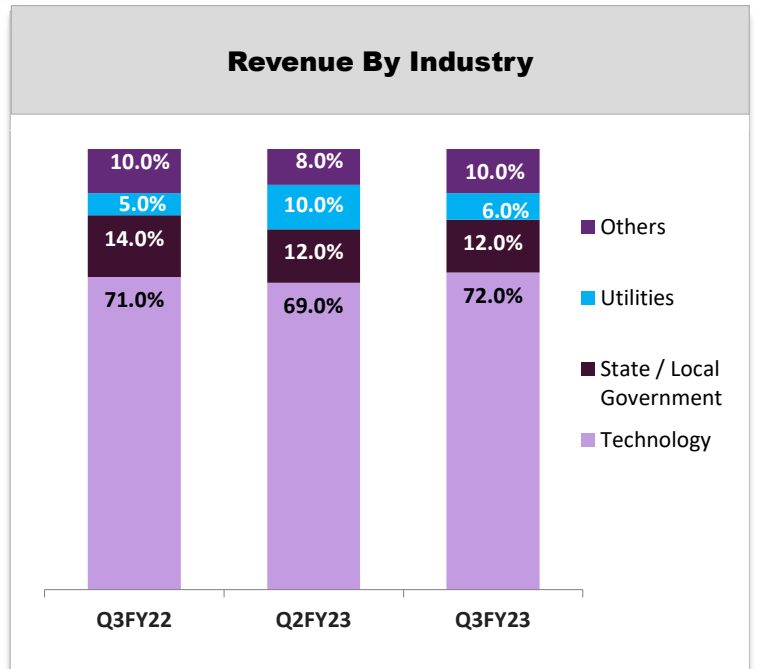


## Revenue Metrics – Q3FY23

### Revenue By Region



### Revenue By Industry



## Operational Highlights – Q3FY23

### Client

- Added 03 new clients
- Total active client 63 (LTM)
- Top Client revenue 47%
- Top 3 Client revenue 65%

### Employee

- Total Employees 592 as on 31<sup>st</sup> December 2022

### Demand

- Number of Projects - 119

## Consolidated Quarterly P&L – Q3FY23

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-22 Q3FY23	30-Sep-22 Q2FY23	Q-o-Q Growth	31-Dec-21 Q3FY22	Y-o-Y Growth	31-Dec-22 9MFY23	31-Dec-21 9MFY22	Y-o-Y Growth
1	Revenue from Operations	426.32	408.78	4.3%	355.7	19.9%	1,220.59	1,034.4	18.0%
2	Other Income	23.35	21.02	11.1%	12.8	82.2%	61.81	82.2	-24.8%
3	<b>Total Revenue (1+2)</b>	449.7	429.8	4.6%	368.5	22.0%	1,282.4	1,116.6	14.9%
4	<b>Expenses</b>								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	26.94	22.71	18.6%	24.4	10.4%	72.96	71.7	1.8%
	b) Employee Benefits expense	269.87	251.75	7.2%	211.3	27.7%	759.48	637.7	19.1%
	c) Finance Costs	0.48	0.62	-22.7%	0.5	1.5%	1.84	1.4	31.9%
	d) Depreciation and amortization expense	19.76	19.75	0.1%	19.5	1.1%	59.04	58.1	1.7%
	e) Other expenses	53.40	53.78	-0.7%	41.9	27.4%	150.69	117.7	28.0%
	<b>Total Expenses</b>	370.4	348.6	6.3%	297.7	24.5%	1,044.0	886.6	17.8%
5	<b>Profit before Tax (3-4)</b>	79.2	81.2	-2.4%	70.8	11.8%	238.4	230.0	3.6%
6	<b>Tax Expense</b>								
	a) Current Tax	24.70	25.99		21.0		74.9	58.1	
	b) Deferred Tax	(1.21)	(1.82)		(0.5)		(4.71)	(2.6)	
	c) Tax adjustments for earlier years	0.07	4.80		(1.5)		4.87	(1.5)	
7	<b>Profit for the period (5-6)</b>	55.7	52.2	6.6%	51.8	7.4%	163.3	176.0	-7.2%
8	<b>Other Comprehensive Income</b>								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.25)	(1.25)		(1.1)		(3.76)	(3.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.32	0.32		0.3		0.95	0.9	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	10.38	17.52		0.5		48.69	6.2	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	<b>Total Comprehensive Income for the period (7+8)</b>	65.1	68.8		51.5		209.2	179.7	
10	Paid up equity share capital (Face value: Rs.10 per share)	284.34	283.84		281.7		284.34	281.7	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.96	1.84		1.84		5.76	6.32	
	Diluted (Not annualised)	1.95	1.83		1.82		5.73	6.24	



# CyberTech

Systems and Software Limited

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