

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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Date: October 24, 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 and half year ended September 30, 2024.

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 and half year ended September 30, 2024.

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

For CYBERTECH SYSTEMS AND SOFTWARE LIMITED

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

Encl.: a/a

CyberTech Total Revenue for Q2FY25 was Rs 634.4 million; up by 8.7% Y-o-Y basis

Mumbai, India – 23rd October 2024: CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation Enterprise Cloud Transformations provider, announced today its financial results for the **second quarter and half year FY25** ended on 30th September 2024.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am pleased to report that we ended the quarter on a strong note. Our topline for the quarter grew by 9%, YoY basis, to INR 634.4 million. This performance, amidst a cautionary trend across the globe, underscores the continued trust of our clients in our capabilities and the strategic investments we have made in enhancing our service offerings.

Our margins continued to improve in the quarter gone by. Our EBITDA grew by approximately 55%, YoY basis, to INR 137.2 million (21.6% of revenue) and PAT grew by approximately 84%, YoY basis, to INR 89.4 million (14.1% of revenue). This achievement is a testament to our steadfast efforts in optimizing operational efficiencies and executing our margin resiliency strategy effectively over the past few quarters. By enhancing productivity and streamlining processes, we have strengthened our operational framework to deliver sustainable profitability.

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.

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.

At the forefront of Spatialitics product line, our GeoShield product continues to be a major focus area. We believe it has a strong product-market fit in terms of features, and now our goal is to scale the GeoShield product business further. I am pleased to announce that we added one more US law enforcement agency to our client base. Spatialitics Utilities also has a substantial pipeline, indicating promising developments soon.

Looking ahead, we are well-positioned to capitalize on emerging opportunities in the cloud and digital transformation space. We will continue to invest in talent development, technological innovation, and operational excellence to meet the evolving needs of our clients and drive sustainable growth. Our strategic roadmap is centred around deepening client partnerships, expanding our service capabilities, and enhancing shareholder value.

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, clients, and partners for their continued trust and support. I extend my sincere appreciation to our dedicated team whose unwavering commitment have been instrumental in achieving these results. We remain committed to delivering excellence and value creation in every facet of our business.”

Key Financial Highlights – Q2FY25

Particulars (₹ in Million)	Q2 FY25	Q2 FY24	YoY %	Q1FY25	QoQ %
Operating Revenue	579.5	553.0	4.8%	578.8	0.1%
Total Revenue	634.4	583.5	8.7%	622.2	2.0%
EBITDA	137.2	88.7	54.6%	118.0	16.2%
EBITDA Margin %	21.6%	15.2%		19.0%	
PAT	89.4	48.5	84.3%	73.6	21.5%
PAT Margin %	14.1%	8.3%		11.8%	

Key Financial Highlights – H1FY25

Particulars (₹ in Million)	H1 FY25	H1 FY24	YoY %
Operating Revenue	1158.3	1106.1	4.7%
Total Revenue	1256.6	1164.2	7.9%
EBITDA	255.2	183.8	38.9%
EBITDA Margin %	20.3%	15.8%	
PAT	163.0	101.8	60.1%
PAT Margin %	13.0%	8.7%	

Business highlights – Q2FY25

- Total active client counts as of 30th September 2024 was 79 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 74% 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 2024, the Company had 569 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 www.cybertech.com

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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 www.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 Q2FY25

23rd October 2024

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Safe Harbor

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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

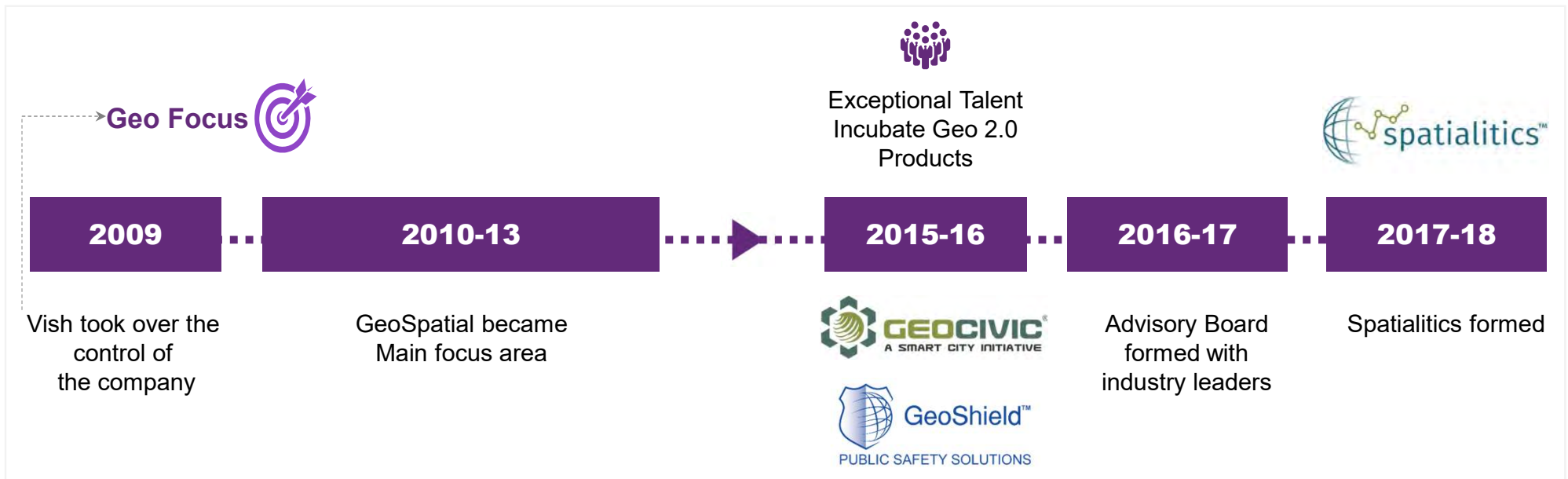
About Company

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

Cloud/SaaS

Spatialitics Cloud Native SaaS offerings

Spatialitics Platform

Industries



Public Safety



Healthcare



Utilities

Product Suite



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



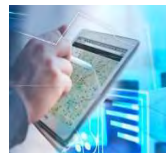
Clinical Apps

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

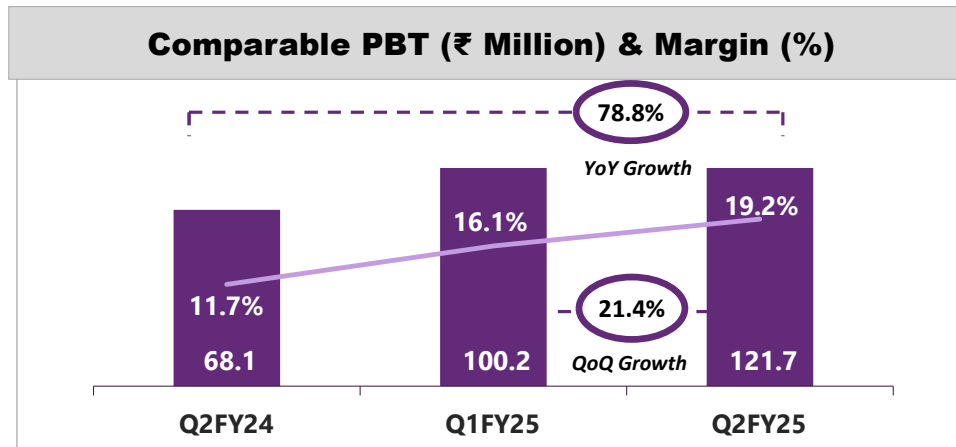
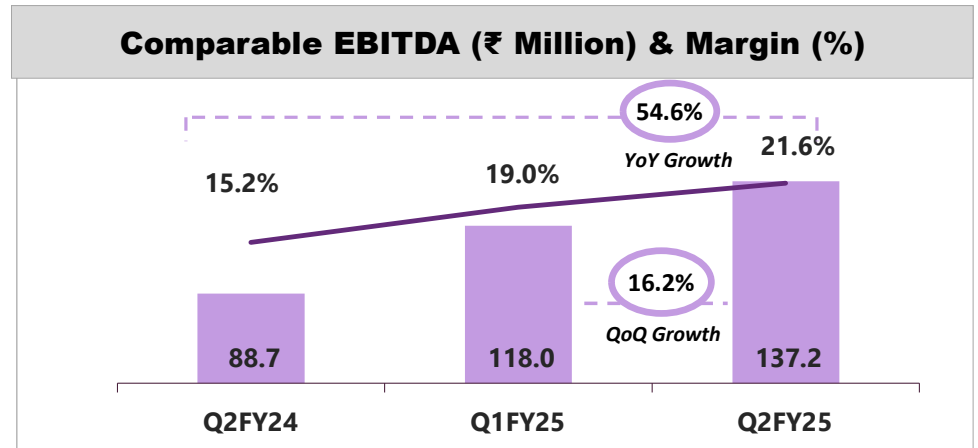
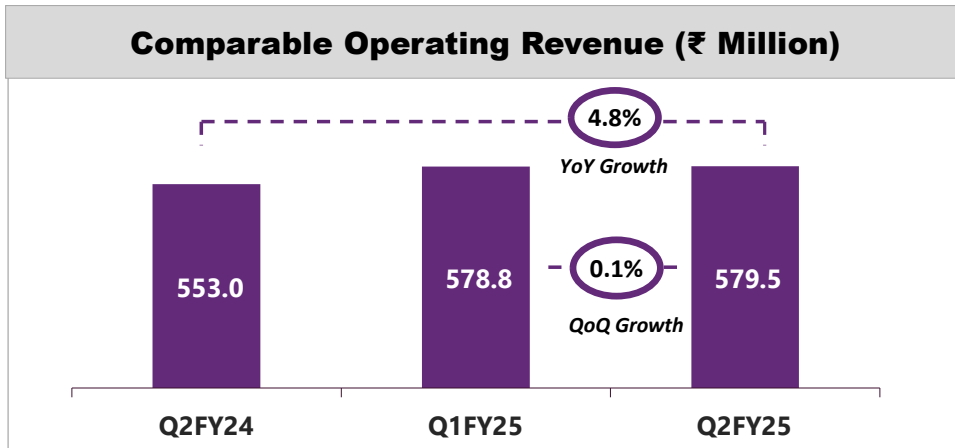
Financial Summary – Q2FY25

- Total Revenue at ₹ 634.4 million; up 2.0% Q-o-Q and 8.7% Y-o-Y
- Operating Revenue at ₹ 579.5 million; flat Q-o-Q and 4.8% Y-o-Y
- Reported EBITDA at ₹ 137.2 million (21.6% of total revenue)
- PBT at ₹ 121.7 million (19.2% of total revenue)
- PAT at ₹ 89.4 million (14.1% of total revenue)

Financial Summary – H1FY25

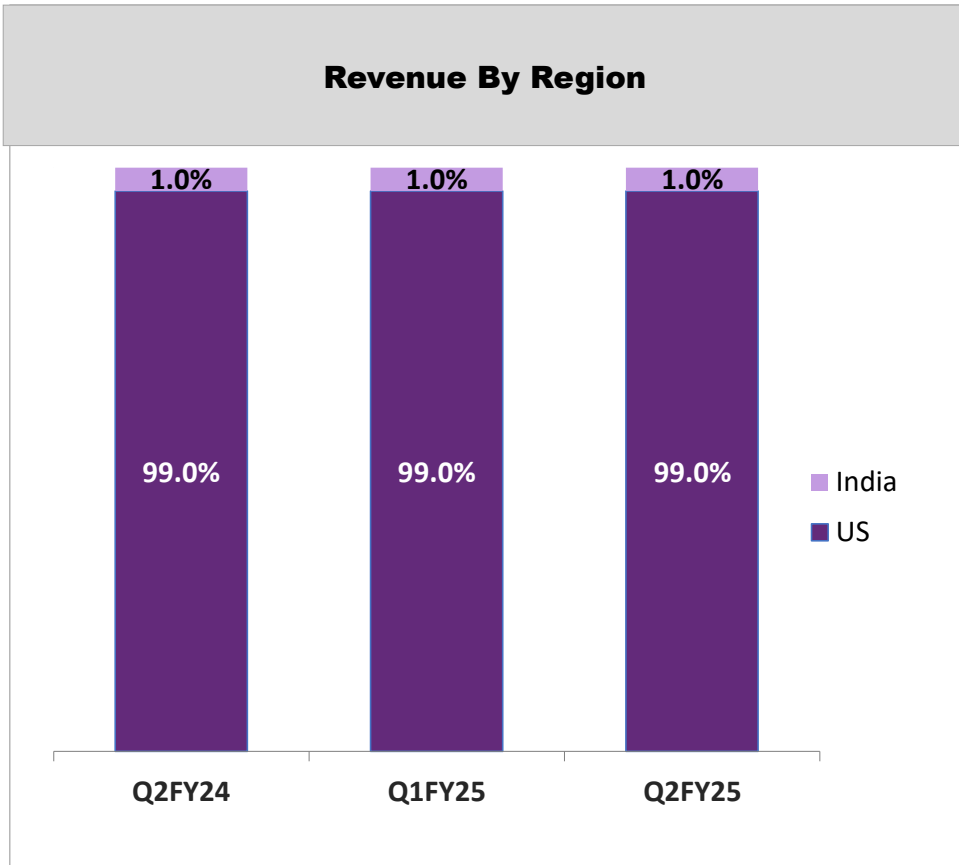
- Total Revenue at ₹ 1256.6 million; up 7.9% Y-o-Y
- Operating Revenue at ₹ 1158.3 million; up 4.7% Y-o-Y
- Reported EBITDA at ₹ 255.2 million (20.3% of total revenue)
- PBT at ₹ 221.9 million (17.7% of total revenue)
- PAT at ₹ 163.0 million (13.0% of total revenue)

Financial Highlights – Q2FY25

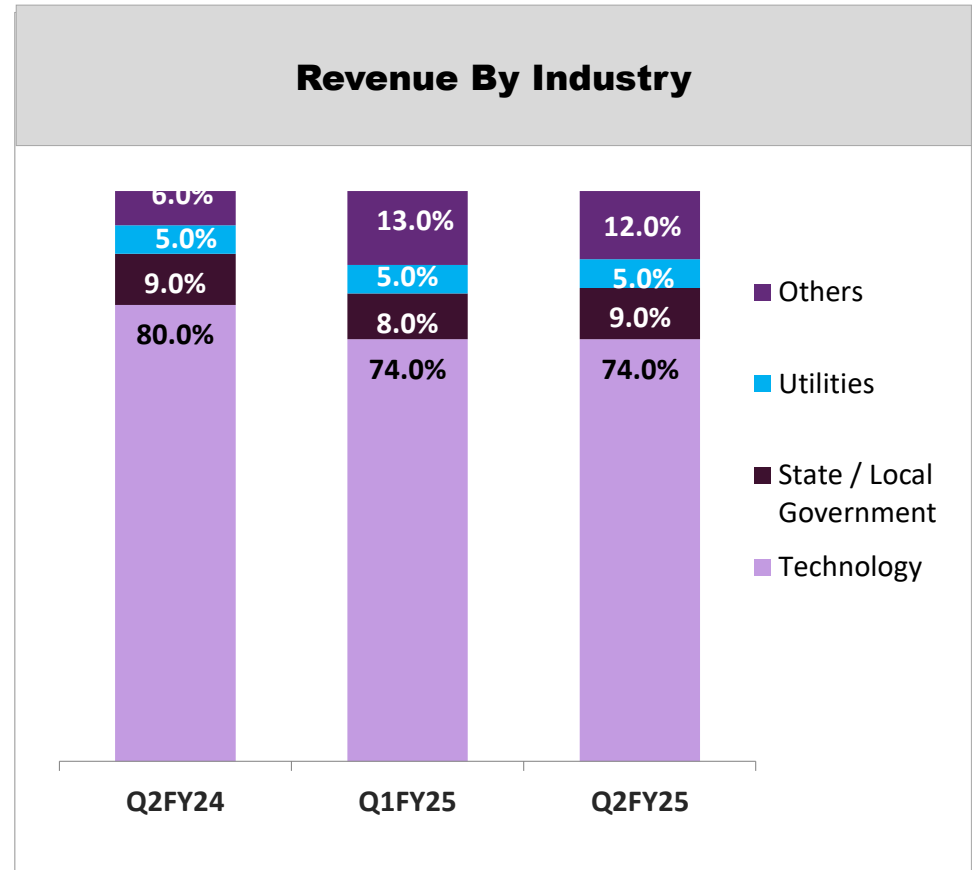


Revenue Metrics – Q2FY25

Revenue By Region



Revenue By Industry



Operational Highlights – Q2FY25

Client

- Added 03 new clients
- Total active client 79 (LTM)
- Top Client revenue 58%
- Top 3 Client revenue 73%

Employee

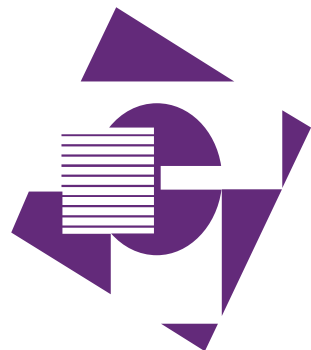
- Total Employees 569 as on 30th September 2024

Demand

- Number of Projects - 128

Consolidated Quarterly P&L – Q2FY25

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-24 Q2FY25	30-Jun-24 Q1FY25	Q-o-Q Growth	30-Sep-23 Q2FY24	Y-o-Y Growth	30-Sep-24 H1FY25	30-Sep-23 H1FY24	Y-o-Y Growth
1	Revenue from Operations	579.5	578.8	0.1%	553.0	4.8%	1,158.3	1,106.1	4.7%
2	Other Income	54.9	43.4	26.4%	30.5	79.9%	98.3	58.1	69.2%
3	Total Revenue (1+2)	634.4	622.2	2.0%	583.5	8.7%	1,256.6	1,164.2	7.9%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	130.8	129.4	1.1%	126.1	3.7%	260.2	254.0	2.4%
	b) Employee Benefits expense	311.2	318.7	-2.4%	304.1	2.3%	629.9	596.4	5.6%
	c) Finance Costs	1.4	1.5	-1.1%	1.5	-3.0%	2.9	2.6	12.1%
	d) Depreciation and amortization expense	14.0	16.3	-14.4%	19.2	-26.9%	30.3	39.2	-22.6%
	e) Other expenses	55.2	56.1	-1.6%	64.6	-14.5%	111.3	129.9	-14.3%
	Total Expenses	512.7	522.0	-1.8%	515.4	-0.5%	1,034.6	1,022.2	1.2%
5	Profit before Tax (3-4)	121.7	100.2	21.4%	68.1	78.8%	221.9	142.0	56.3%
6	Tax Expense								
	a) Current Tax	32.1	26.4		19.6		58.4	42.2	
	b) Deferred Tax	0.2	0.3		(0.1)		0.5	(2.1)	
	c) Tax adjustments for earlier years	-	-		-		-	-	
7	Profit for the period (5-6)	89.4	73.6	21.5%	48.5	84.3%	163.0	101.8	60.1%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(2.4)	(2.4)		(2.7)		(4.7)	(5.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.6	0.6		0.7		1.2	1.4	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	3.5	(0.8)		8.2		2.6	7.9	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	91.2	71.0		54.7		162.1	105.7	
10	Paid up equity share capital (Face value: Rs.10 per share)	311.3	311.3		284.7		311.3	284.7	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	2.87	2.36		1.70		5.24	3.58	
	Diluted (Not annualised)	2.87	2.36		1.70		5.23	3.57	



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