



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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Date: January 25, 2025

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 December 31, 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 ended December 31, 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 Q3FY25 was ₹ 636.4 million;
up by 8.4% Y-o-Y basis**

Mumbai, India – 24th January 2025: 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 FY25** ended on 31st December 2024.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am pleased to report that we closed the third quarter of FY25 on a strong note. Our revenue grew by 8.4% to INR 636.4 million and our net profit grew by around 64% to INR 90.4 million, Y-o-Y basis. Our performance this quarter underscores our ability to balance margin improvement with strategic growth initiatives.

Although inflation and other macroeconomic uncertainties continue at a high level, we are observing that tech spending remains strong. Clients are looking for value-driven business transformation and improved ROI. Enterprises across the globe are laser focused on sustainable customer value through digital technology innovation. Digital solutions built on public, private and multi-cloud platforms are simpler and smarter, delivering revenue growth and operational efficiencies.

Our partnership with Esri is strategically grounded and has continued to grow stronger over the years. Our GIS solutions, including our Managed ArcGIS Cloud Solution offering, continue to gain strong traction with the acquisition of numerous customers in the past nine months. Our customers are experiencing a distinct business advantage by leveraging our extensive expertise in GIS, our emphasis on Cloud security, and our deep understanding of complex, web-scale, cloud-based systems.

In the SAP S/4HANA and Business Technology Platform (BTP) space, our unique SAP transformation services distinctly position us as a trusted partner. Through our strong collaboration with the SAP Migration Factory, we deliver customized solutions that help businesses seamlessly transition to the SAP cloud. We are confident that our proven expertise will continue to enable organizations to modernize operations, enhance agility, and fully leverage the advanced capabilities of SAP.

We remain committed to promoting our solution for law enforcement agencies, GeoShield Real-Time, which offers several distinctive features tailored to the sector's needs. We believe it has strong potential to gain traction in the market. Similarly, our solution for the utilities sector, Spatialitics

Utilities, is designed to support utility companies in digitally transforming their business processes and driving operational efficiency.

Our transformational offerings have shown promising growth potential, positioning us as a trusted partner for small and medium-sized enterprises as well as global enterprises undergoing digital transformation. As we move forward, our focus will be on accelerating revenue growth while delivering unmatched value through our specialized offerings.

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 – Q3FY25

Particulars (₹ in Million)	Q3 FY25	Q3 FY24	YoY %	Q2 FY25	QoQ %
Operating Revenue	585.7	546.2	7.2%	579.5	1.1%
Total Revenue	636.4	587.1	8.4%	634.4	0.3%
EBITDA	132.6	96.3	37.7%	137.2	-3.3%
EBITDA Margin %	20.8%	16.4%		21.6%	
PBT	121.4	76.6	58.5%	121.7	-0.3%
PBT Margin %	19.1%	13.0%		19.2%	
PAT	90.4	54.9	64.4%	89.4	1.0%
PAT Margin %	14.2%	9.4%		14.1%	

Key Financial Highlights – 9MFY25

Particulars (₹ in Million)	9M FY25	9M FY24	YoY %
Operating Revenue	1744.0	1652.2	5.6%
Total Revenue	1893.0	1751.3	8.1%
EBITDA	387.7	280.1	38.5%
EBITDA Margin %	20.5%	16.0%	
PBT	343.3	218.6	57.1%
PBT Margin %	18.1%	12.5%	
PAT	253.4	156.8	61.6%
PAT Margin %	13.4%	9.0%	



Business highlights – Q3FY25

- Total active client counts as of 31st December 2024 was 81 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 67% 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 31st December 2024, the Company had 558 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 enterprises for their cloud transformations journey. 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 are projected by these forward-looking statements. These risks and uncertainties include, but are 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 Q3FY25

24th January 2025

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Safe Harbor

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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

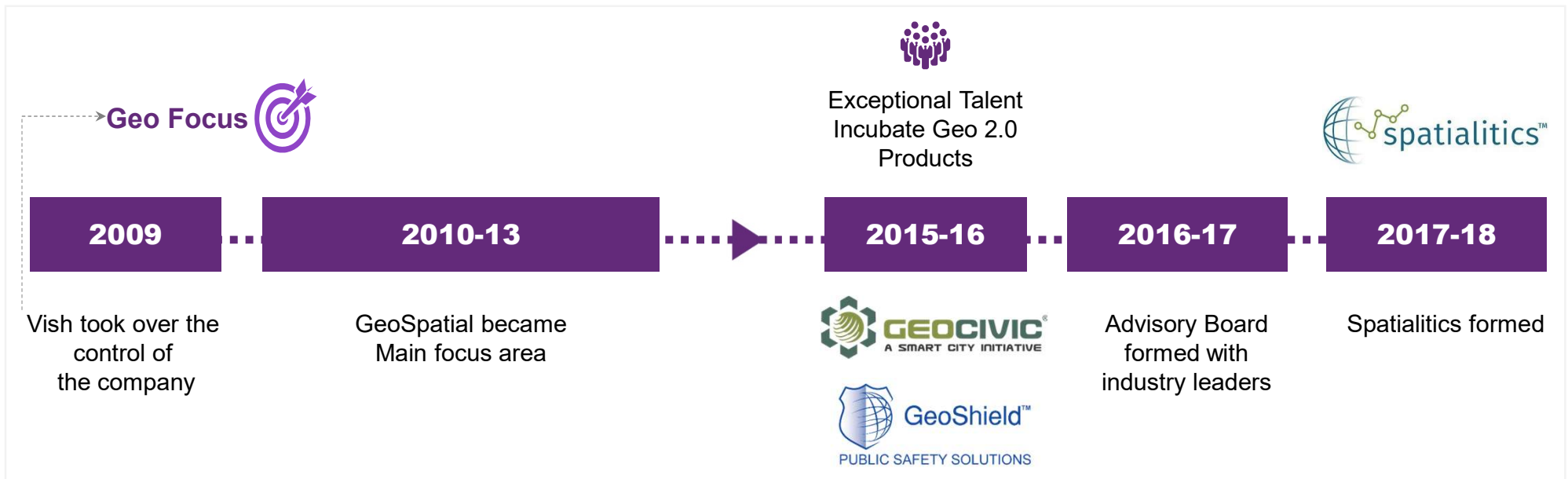
About Company

- 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



Public Safety



Utilities



Healthcare

Product Suite



Offerings



Real-Time Incident Management

What You Need. When You Need It.



Crime Analysis Hub

Empower crime analysts with fast and



Insight Dashboard

Share Information



Unity Engine

Connect GIS with Enterprise Data



App Suite for Utilities

Empower Your Organization



Spatial Accelerator for SAP Utilities

Take Action from Maps



Geocoder

Map your Patients, Providers, and Locations



Clinical Apps

Bring Clinicians & Patients Together



Business Apps

Align Your Organization With Your Community

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

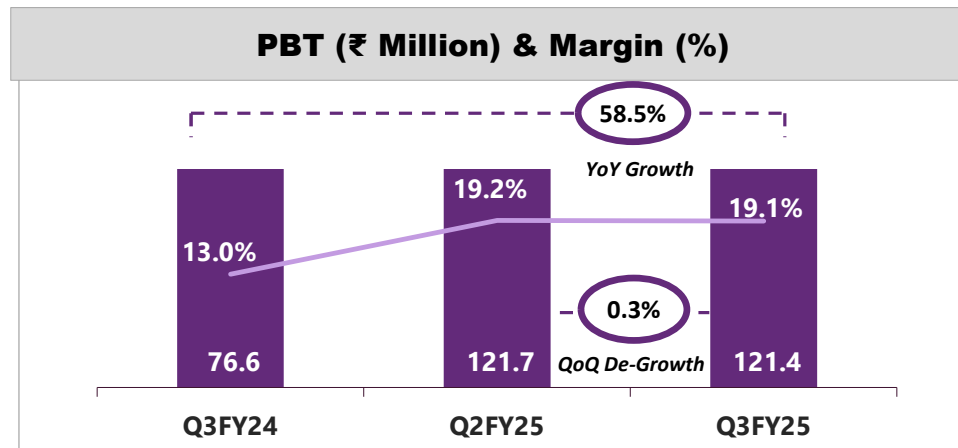
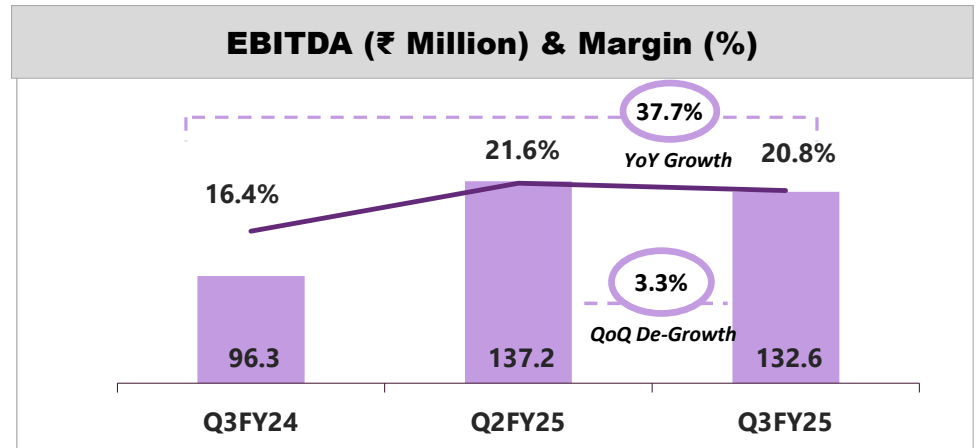
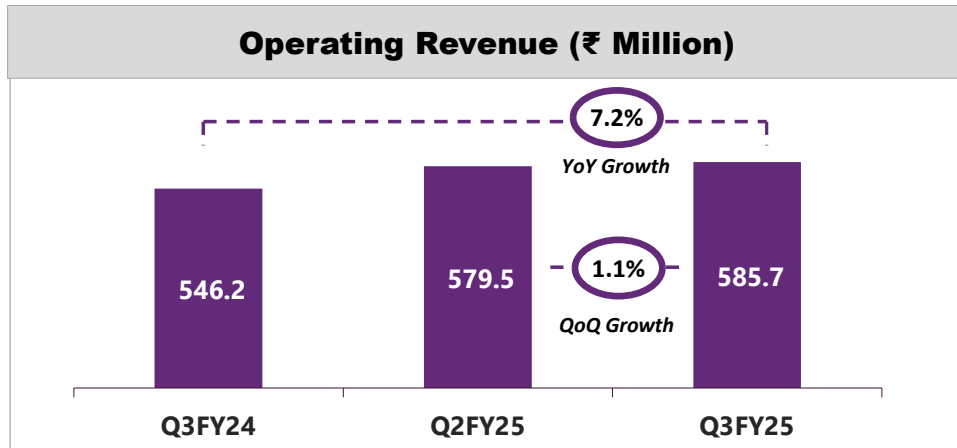
Financial Summary – Q3FY25

- Total Revenue at ₹ 636.4 million; up 0.3% Q-o-Q and 8.4% Y-o-Y
- Operating Revenue at ₹ 585.7 million; up 1.1% Q-o-Q and 7.2% Y-o-Y
- Reported EBITDA at ₹ 132.6 million (20.8% of total revenue)
- PBT at ₹ 121.4 million (19.1% of total revenue)
- PAT at ₹ 90.4 million (14.2% of total revenue)

Financial Summary – 9MFY25

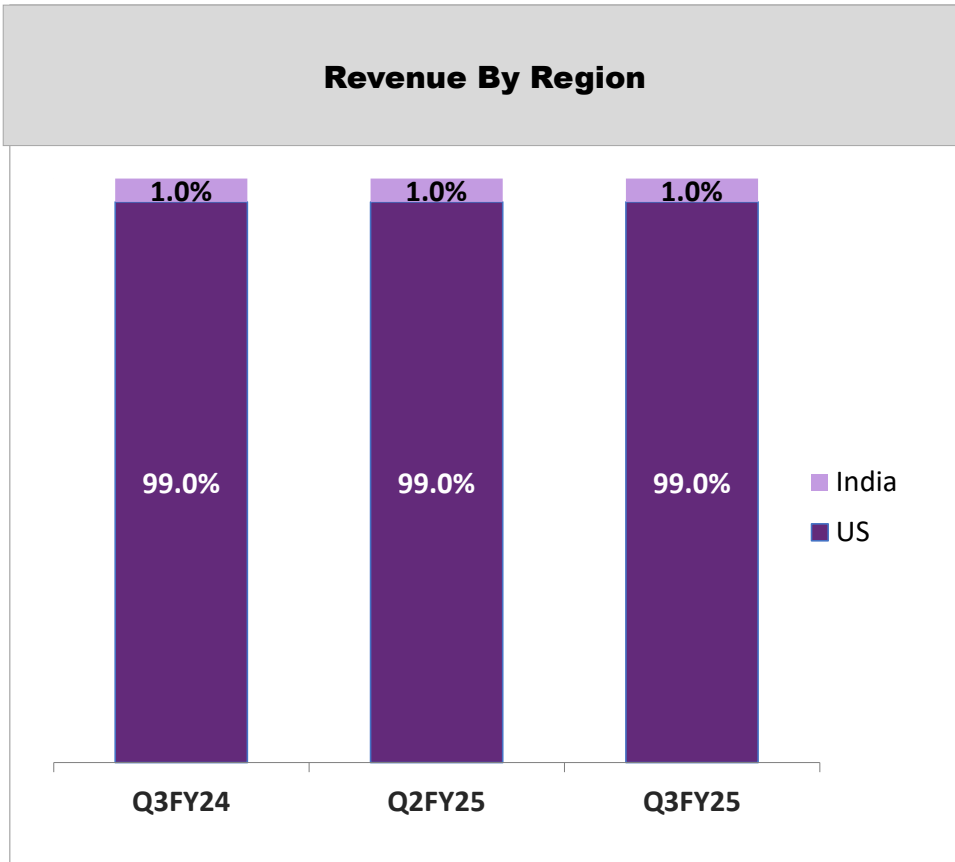
- Total Revenue at ₹ 1893.0 million; up 8.1% Y-o-Y
- Operating Revenue at ₹ 1744.0 million; up 5.6% Y-o-Y
- Reported EBITDA at ₹ 387.7 million (20.5% of total revenue)
- PBT at ₹ 343.3 million (18.1% of total revenue)
- PAT at ₹ 253.4 million (13.4% of total revenue)

Financial Highlights – Q3FY25

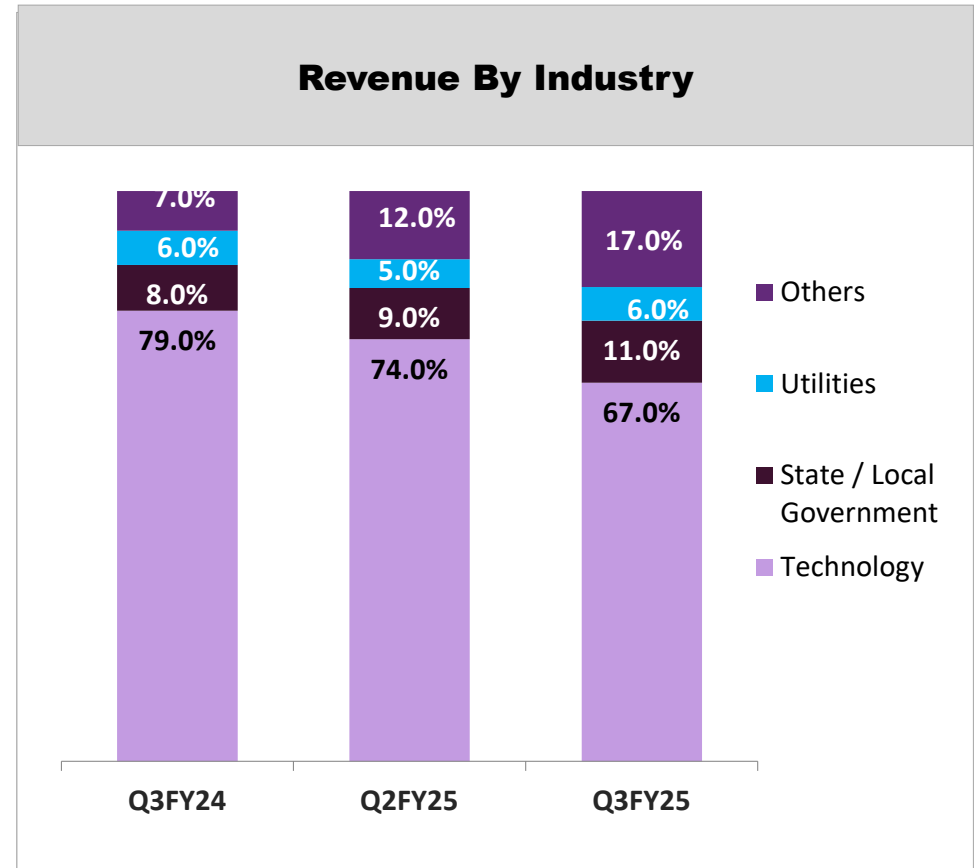


Revenue Metrics – Q3FY25

Revenue By Region



Revenue By Industry



Operational Highlights – Q3FY25

Client

- Added 02 new clients
- Total active client 81 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 66%

Employee

- Total Employees 558 as on 31st December 2024

Demand

- Number of Projects - 128

Consolidated Quarterly P&L – Q3FY25

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-24 Q3FY25	30-Sep-24 Q2FY25	Q-o-Q Growth	31-Dec-23 Q3FY24	Y-o-Y Growth	31-Dec-24 9MFY25	31-Dec-23 9MFY24	Y-o-Y Growth
1	Revenue from Operations	585.7	579.53	1.1%	546.2	7.2%	1,744.0	1,652.2	5.6%
2	Other Income	50.7	54.87	-7.7%	40.9	23.8%	148.9	99.0	50.4%
3	Total Revenue (1+2)	636.4	634.4	0.3%	587.1	8.4%	1,893.0	1,751.3	8.1%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	131.6	130.84	0.6%	117.4	12.1%	391.8	371.4	5.5%
	b) Employee Benefits expense	316.7	311.17	1.8%	303.2	4.5%	946.6	899.6	5.2%
	c) Finance Costs	1.4	1.44	-0.2%	1.5	-5.6%	4.3	4.1	5.6%
	d) Depreciation and amortization expense	9.8	13.99	-30.1%	18.2	-46.3%	40.1	57.4	-30.1%
	e) Other expenses	55.5	55.23	0.5%	70.2	-20.9%	166.9	200.1	-16.6%
	Total Expenses	515.0	512.7	0.5%	510.5	0.9%	1,549.7	1,532.7	1.1%
5	Profit before Tax (3-4)	121.4	121.7	-0.3%	76.6	58.5%	343.3	218.6	57.1%
6	Tax Expense								
	a) Current Tax	26.1	32.05		20.6		84.5	62.9	
	b) Deferred Tax	4.4	0.22		0.7		4.9	(1.4)	
	c) Tax adjustments for earlier years	0.5	-		0.3		0.5	0.3	
7	Profit for the period (5-6)	90.4	89.4	1.0%	54.9	64.4%	253.4	156.8	61.6%
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)		(7.1)	(8.1)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.6	0.6		0.7		1.8	2.0	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	15.2	3.5		1.0		17.8	8.9	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	103.8	91.2		53.9		265.9	159.6	
10	Paid up equity share capital (Face value: Rs.10 per share)	311.3	311.31		311.1		311.3	311.1	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	2.90	2.87		1.89		8.14	5.47	
	Diluted (Not annualised)	2.90	2.87		1.89		8.12	5.45	



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