

Date: November 12, 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

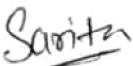
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter and half year ended September 30, 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 was Rs 293 million for Q2FY21 and Rs 614 million for H1FY21

Mumbai, India – 11th November, 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 **second quarter and half year FY21** ended on 30th September, 2020.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The Covid-19 epidemic has impacted both the US and Indian businesses, but we are finally seeing some mitigating treatments in the horizon. Companies were affected by a multitude of factors including market uncertainty, higher unemployment, work from home and Cloud transformation. CyberTech is focused on helping customers address these trends. Our commitment to our Customers and the safety of our Employees remain steadfast as our top priority.

Over the course of the first half of the current financial year, our results have remained strong in spite of what appears to be a slow-paced demand. I extend my sincere thanks to my colleagues, who are ensuring the highest level of customer satisfaction in this troubled time, without skipping a beat.

I am pleased to report that the Company has posted a strong financial performance in the first half of the fiscal year and sees this strength continuing through the remainder of the year. Our topline of Rs. 614 million represented growth of 6% on Y-o-Y basis. Net Profit of Rs. 89 million grew by 17% over the prior year. We expect that the third and fourth quarters will include several new projects. During the quarter under review, we completed the extension of a substantial contract with one of our large customers, extending the current contract for an additional three years. Our pipeline and order book continues to be strong with substantial long term strategic contracts in hand.

We continue seeing a faster rate of adoption for secured and high-performing cloud and digital infrastructure by our customers. CyberTech is becoming their choice as the partner in their digitalization journey due to our unparalleled expertise in cloud infrastructure and our close partnership with Esri, including our ArcGIS Cloud Service Specialty designation.

Our partnership with SAP continues to strengthen. The SAP Database Migration Factory has signed an agreement with us to be their partner in five HANA GeoDB migrations that are of strategic importance to SAP.

Spatialitics products continued to gain traction. Similar to the previous quarter, another significant US healthcare system subscribed to HIPAA-Complaint Geocoder and Spatialitics Health App suite. One of our existing Water Utility customers subscribed to new cloud-based Asset Notification app.

We have continued to invest in digital marketing and demand generation programs. We are proud to have been a Gold Sponsor for the Esri Infrastructure Management and GIS (IMGIS) Conference this year.

Employee Experience has remained one of our focus areas in this troubled time. I am pleased that our infrastructure team helped all our employees work from home (WFH) or from their preferred location. We also have continued with our annual appraisal cycle and performance based wage hike as in previous years.

I am confident of maintaining the Company's margin profile for rest of the financial year. I thank all our customers, my fellow shareholders and my colleagues for having faith in the Company during this challenging time."

Performance Highlights

Consolidated Q2FY21 Q-o-Q Review

- Operating revenue was Rs 273.9 million during the quarter under review as compared to Rs 303.6 million during the previous quarter, down by 9.8% as some projects have been deferred to the subsequent quarter.
- Total revenue was Rs 292.9 million during the quarter as compared to Rs 320.7 million during the previous quarter.
- The Company reported EBITDA of Rs 69.5 million during the quarter as compared to Rs 87.0 million during the previous quarter.
- EBITDA Margin stood at 23.7% for Q2FY21.
- Net Profit stood at Rs 37.6 million during the quarter under review as compared to Rs 51.7 million during the previous quarter.

Consolidated Q2FY21 Y-o-Y Review

- Operating revenue was Rs 273.9 million during the quarter under review as compared to Rs 283.2 million during the corresponding quarter of previous year.
- Total revenue was Rs 292.9 million during the quarter under review as compared to Rs 302.5 million during the corresponding quarter of previous year.
- The Company reported an EBITDA of Rs 69.5 million during the quarter under review as compared to Rs 78.2 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 23.7% for Q2FY21.
- Net Profit stood at Rs 37.6 million during the quarter under review as compared to Rs 47.0 million during the corresponding quarter of previous year.

Consolidated H1FY21 Y-o-Y Review

- Operating revenue was Rs 577.5 million as compared to Rs 544.5 million in H1FY20, a growth of 6.1% on Y-o-Y basis.
- Total revenue was Rs 613.6 million as compared to Rs 577.2 million in H1FY20.
- The Company reported EBITDA of Rs 156.5 million for H1FY21 as compared to Rs 139.6 million in H1FY20.
- EBITDA Margin was 25.5% for H1FY21.
- Net Profit was Rs 89.3 million as compared to Rs 76.3 million in H1FY20.

Business highlights – Q2FY21

- Total active client count as of 30th September, 2020 was 46 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 73% of operating revenue during the quarter under review.
- In terms of geography, US business continued to be the major contributor with a contribution of 95% towards operating revenue.
- As on 30th September, 2020, the Company had 502 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 Q2FY21

11th November, 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.



CyberTech
Systems and Software Limited



Agenda

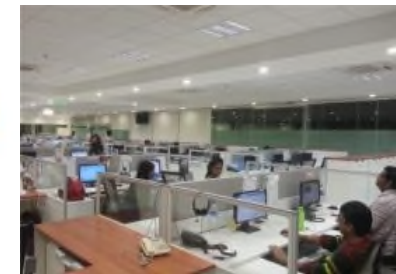
- 1 Company Overview**
- 2 Financial Performance**

Company Overview

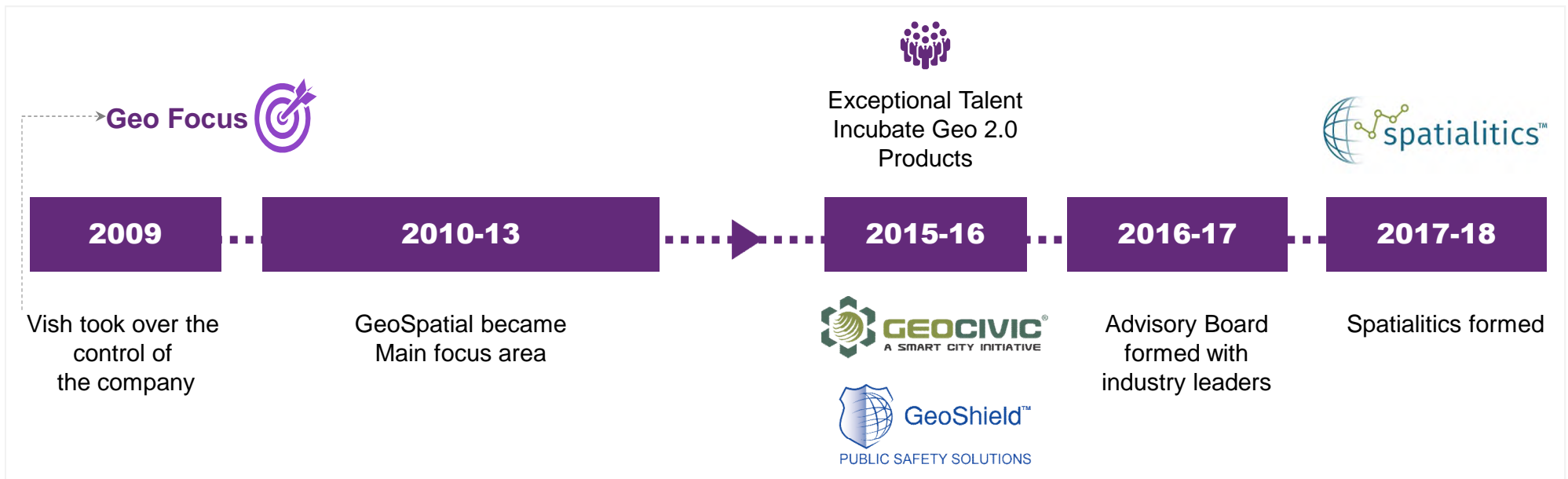
About Company

- 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, Pune)
- 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



Utilities

Asset & Workforce Management



Healthcare

Healthcare



Smart City

Property Tax 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 – Q2FY21

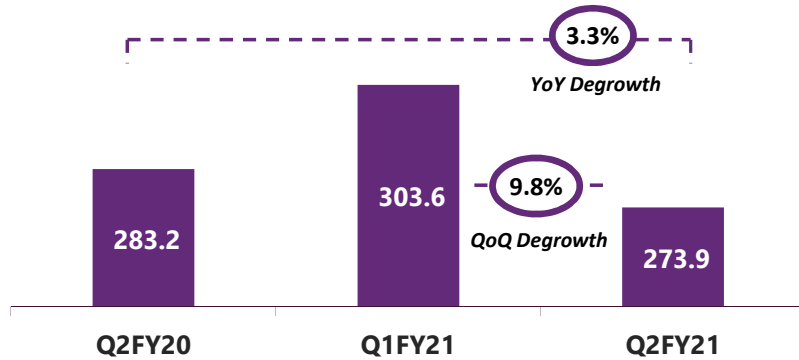
- Total Revenue at ₹ 292.9 million; down 8.7% Q-o-Q and 3.2% Y-o-Y. The decline in revenue was mainly due to deferral of some projects to the subsequent quarter
- Operating Revenue at ₹ 273.9 million; down 9.8% Q-o-Q and 3.3% Y-o-Y
- Reported EBITDA at ₹ 69.5 million (23.7% of total revenue)
- PBT at ₹ 53.7 million (18.3% of total revenue)
- Net Profit at ₹ 37.6 million (12.8% of total revenue)

Financial Summary – H1FY21

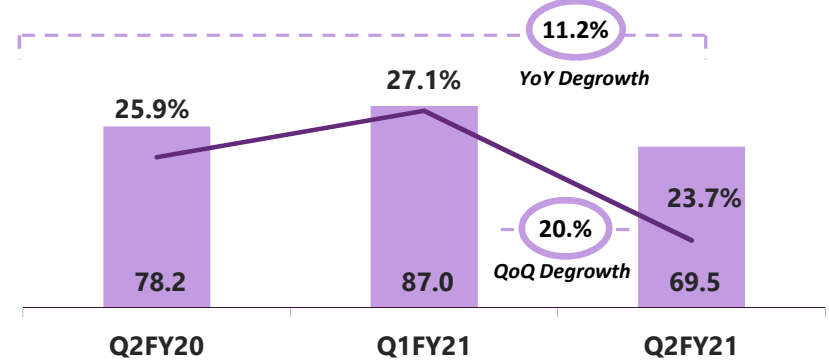
- Total Revenue at ₹ 613.6 million; up 6.3% Y-o-Y
- Operating Revenue at ₹ 577.5 million; up 6.1% Y-o-Y
- Reported EBITDA at ₹ 156.5 million (25.5% of total revenue)
- PBT at ₹ 126.4 million (20.6% of total revenue)
- Net Profit at ₹ 89.2 million (14.5% of total revenue)
- Cash and Cash Equivalents at ₹ 144.4 million

Financial Highlights – Q2FY21

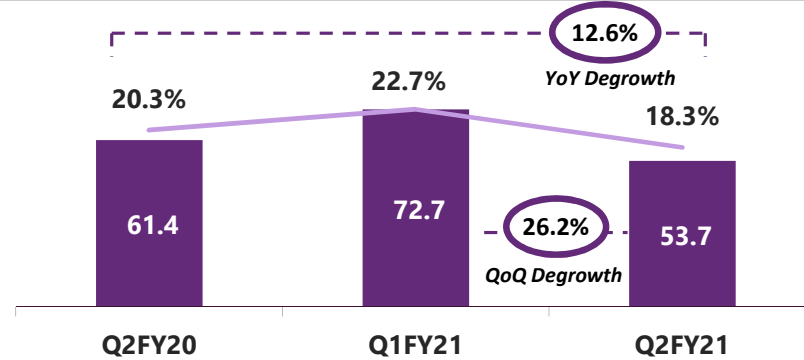
Comparable Operating Revenue (₹ Mn)



Adjusted EBITDA (₹ Mn) & Margin (%)

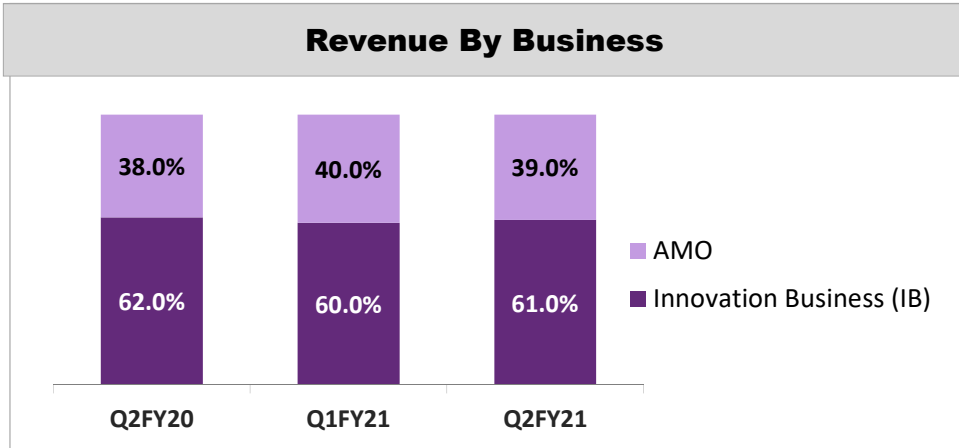


Adjusted PBT (₹ Mn) & Margin (%)

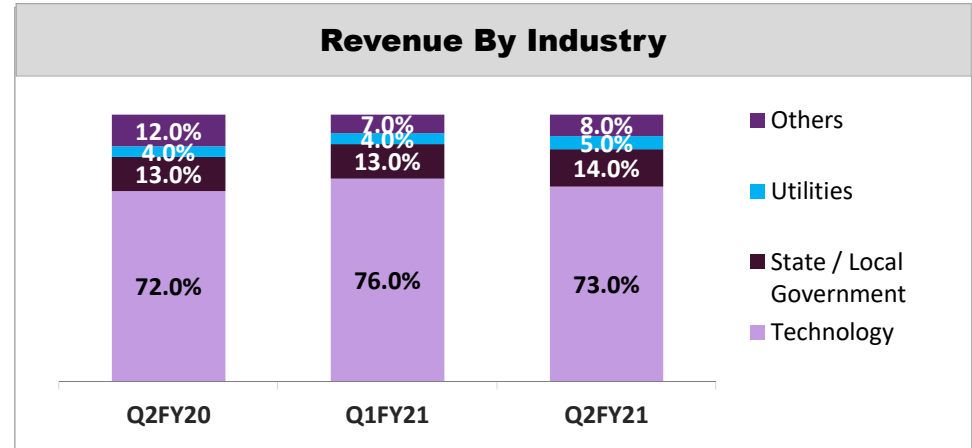


Revenue Metrics – Q2FY21

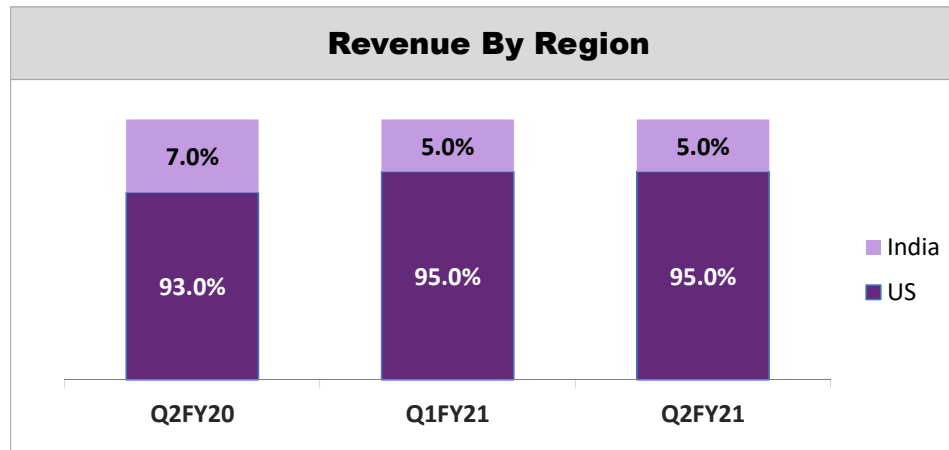
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q2FY21

Client

- Added 03 new clients
- Total active client 46 (LTM)
- Top Client revenue 53%
- Top 3 Client revenue 69%

Employee

- Total Employees 502 as on 30th September 2020

Demand

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

Consolidated Quarterly P&L – Q2FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-20	30-Jun-20	Q-o-Q	30-Sep-19	Y-o-Y	30-Sep-20	30-Sep-19	Y-o-Y
		Q2FY21	Q1FY21	Growth	Q2FY20	Growth	H1FY21	H1FY20	Growth
1	Revenue from Operations	273.9	303.6	-9.8%	283.2	-3.3%	577.5	544.5	6.1%
2	Other Income	19.0	17.1	11.1%	19.3	-1.7%	36.1	32.7	10.1%
3	Total Revenue (1+2)	292.9	320.7	-8.7%	302.5	-3.2%	613.6	577.2	6.3%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	12.1	13.7	-11.4%	20.6	-40.9%	25.9	40.3	-35.8%
	b) Employee Benefits expense	182.8	184.3	-0.8%	162.4	12.5%	367.1	316.2	16.1%
	c) Finance Costs	0.8	0.8	1.4%	1.1	-26.2%	1.6	3.5	-54.9%
	d) Depreciation and amortization expense	15.0	13.5	11.8%	15.8	-4.6%	28.5	32.1	-11.2%
	e) Impairment of non-current assets	-	-		-		-	-	
	f) Other expenses	28.5	35.7	-20.2%	41.3	-31.1%	64.1	81.1	-21.0%
	Total Expenses	239.2	247.9	-3.5%	241.1	-0.8%	487.2	473.2	2.9%
5	Profit before Tax (3-4)	53.7	72.7	-26.2%	61.4	-12.6%	126.4	104.0	21.5%
6	Tax Expense								
	a) Current Tax	15.8	20.9		13.4		36.6	27.9	
	b) Deferred Tax	0.4	0.2		2.3		0.6	(1.2)	
	c) Tax adjustments for earlier years	-	-		(1.3)		-	1.0	
7	Profit for the period (5-6)	37.6	51.7	-27.3%	47.0	-20.1%	89.2	76.3	17.0%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.2)	(1.2)		(0.4)		(2.4)	(0.9)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.1		0.6	0.2	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	(4.2)	(0.3)		3.4		(4.5)	2.0	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	32.4	50.5		50.1		82.9	77.6	
10	Paid up equity share capital (Face value: Rs.10 per share)	275.4	275.4		275.2		275.4	275.2	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.36	1.88		1.71		3.24	2.77	
	Diluted (Not annualised)	1.35	1.88		1.69		3.22	2.75	



CyberTech

Systems and Software Limited

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