

Date: October 23, 2021

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 for Q2 FY22

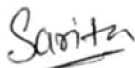
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter and half year ended September 30, 2021 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 reports Total Revenue of Rs 397 million for Q2FY22; up by 35.6% Y-o-Y basis

Mumbai, India – 22nd October, 2021: 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 FY22** ended on 30th September, 2021.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “As we continue to manage the impacts of the Covid-19 pandemic, our business is starting to see a rebound in daily activities resulting in strong performance. As a team, we thrive on collaboration between our associates, whether in person or virtual and have managed to continue to grow while working in either model. At this point of time our hearts go to the millions who were impacted by this pandemic, including our CyberTech employee and their immediate families. CyberTech continues to advocate that all associates and their families receive the Covid-19 vaccine and to that end continues its COVID-19 vaccination drive for our staff and their family members.

We are pleased with our results for the first half of the current financial year. Our revenue for the quarter grew by 13% sequentially and by 36% over last year’s comparable quarter to Rs 397 million. As the businesses started rebounding to pre-COVID activity levels, we are seeing their rapid adoption of digital and cloud technologies. Our stellar performance in the current quarter and the first half of the year can largely be attributed to our strategy of focusing on digital and cloud transformation offerings. We are building and executing on a succinct multi-cloud strategy that will drive us significant strategic advantage.

Our deal pipeline is quite strong for our three key offerings - SAP S/4HANA and SAP Cloud Offerings, Managed ArcGIS Cloud Services and Spatialitics Cloud Software Solutions. We will continue investing in these offerings as well as our digital marketing capabilities that have created a strong demand generation engine.

Our focus on SAP cloud gained significant momentum in the quarter as we became an SAP Gold Partner and SAP PartnerEdge Sale partner for cloud products. Our SAP BTP/HANA Cloud offerings continued to gain traction and we have been awarded several HANA cloud migrations as a result of our strong relationship with SAP. Several of our existing clients extended their partnership with us as we became an integral part of their cloud transformation journey.

Our Managed ArcGIS Cloud Services continued to maintain their growth momentum. One of our clients, a large US healthcare provider, extended their contract with a significant increase in the scope and value of the engagement. This speaks for the value that our clients are realizing through our unparalleled depth in GIS experience, cloud security and web scale complex systems. Our focus on this area and go to market penetration with our partners remains unabated.

I am pleased to report that we added a new logo to our Spatialitics GeoShield Real-Time client base as a US police department has signed for a GeoShield subscription. Orbis Research has positioned GeoShield in Leaders quadrant in their latest release of Global Law Enforcement Software Market 2021 report. This is a proud moment for us and a recognition of the unique capabilities that GeoShield offers.

All of this is possible due to our CyberTech colleagues who are executing to our core focus. They are the engine in our cloud transformation as a company. We hire great grads from the IITs and IIMs and immerse them in critical training and interesting projects. We have developed our own programs for our CyberTech Management Leaders, our CyberTech Geospatial leaders and our CyberTech Technology Leaders. We are committed to offering them best-in-class digital infrastructure and hence, we will continue to invest in building a zero-footprint, green and secured digital infrastructure. Our current focus is transforming our Human Capital Management process digitally to ensure a great employee experience.

The cloud wave is in our favor and I know that we are perfectly positioned to ride it. I would like to thank all our shareholders, clients and employees for having faith on us and for supporting us in difficult times.”

Performance Highlights

Consolidated Q2FY22 Q-o-Q Review

- Total revenue was Rs 397.1 million during the quarter under review as compared to Rs 351.0 million during the previous quarter, a growth of 13.2% on a Q-o-Q basis. Results for the quarter included the positive benefit of Rs 37.3 million resulting from loan forgiveness under the Paychek Protection Program. This is a nonrecurring benefit to the company used to maintain full employment during the Pandemic.
- EBITDA was Rs 122.0 million during the quarter as compared to Rs 76.6 million during the previous quarter, a growth of 59.2% on a Q-o-Q basis.
- EBITDA Margin stood at 30.7% for Q2FY22 as compared to 21.8% in Q1FY22.
- Net Profit stood at Rs 84.7 million during the quarter under review as compared to Rs 39.4 million during the previous quarter.

Consolidated Q2FY22 Y-o-Y Review

- Operating revenue was Rs 344.5 million during the quarter under review as compared to Rs 273.9 million during the corresponding quarter of previous year, a growth of 25.8% on a Y-o-Y basis.
- Total revenue was Rs 397.1 million during the quarter as compared to Rs 292.9 million during the previous quarter, a growth of 35.6% on Y-o-Y basis.

- The Company reported an EBITDA of Rs 122.0 million during the quarter as compared to Rs 69.5 million during the corresponding quarter of previous year, a growth of 75.4% on Y-o-Y basis.
- EBITDA Margin stood at 30.7% for Q2FY22 as compared to 23.7% in Q2FY21.
- Net Profit stood at Rs 84.7 million during the quarter as compared to Rs 37.6 million during the corresponding quarter of previous year, a growth of 125.5% on Y-o-Y basis.

Consolidated H1FY22 Y-o-Y Review

- Operating revenue was Rs 678.7 million as compared to Rs 577.5 million in H1FY21, a growth of 17.5% on Y-o-Y basis.
- Total revenue was Rs 748.1 million as compared to Rs 613.6 million in H1FY21, a growth of 21.9% on Y-o-Y basis.
- The Company reported EBITDA of Rs 198.6 million for H1FY22 as compared to Rs 156.5 million in H1FY21, a growth of 26.9% on Y-o-Y basis.
- EBITDA Margin was 26.6% for H1FY22.
- Net Profit was Rs 124.1 million as compared to Rs 89.2 million in H1FY21, a growth of 39.1% on Y-o-Y basis

Business highlights – Q2FY22

- Total active client count as of 30th September, 2021 was 53 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 71% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 97% towards our operating revenue.
- As on 30th September, 2021, the Company had 505 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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CyberTech
Systems and Software Limited

Earnings Presentation Q2FY22

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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

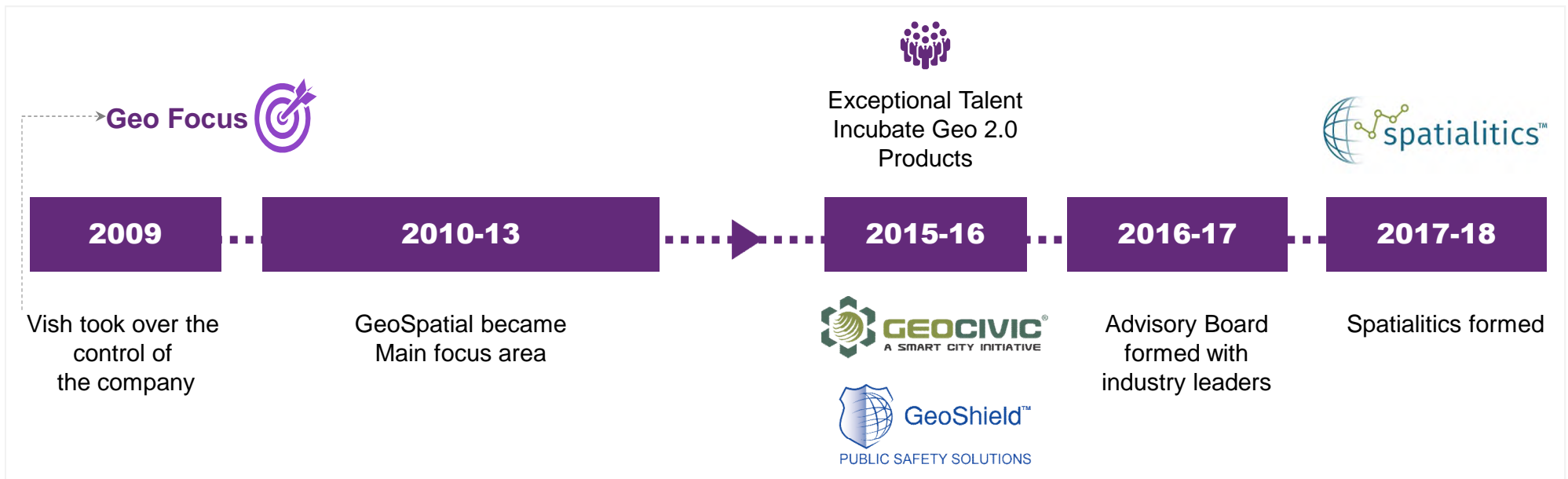
About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on Esri and SAP Cloud Platforms, SAP 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 – Q2FY22

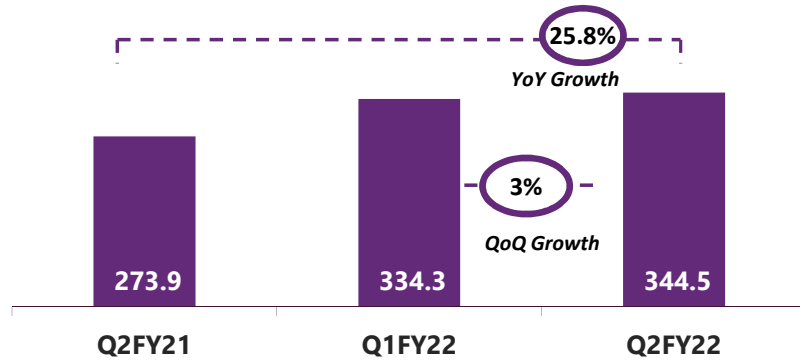
- Total Revenue at ₹ 397.1 million; up 13.2% Q-o-Q and 35.6% Y-o-Y
- Operating Revenue at ₹ 344.5 million; up 3.0% Q-o-Q and 25.8% Y-o-Y
- Reported EBITDA at ₹ 122.0 million (30.7% of total revenue)
- PBT at ₹ 102.1 million (25.7% of total revenue)
- PAT at ₹ 84.7 million (21.3% of total revenue)

Financial Summary – H1FY22

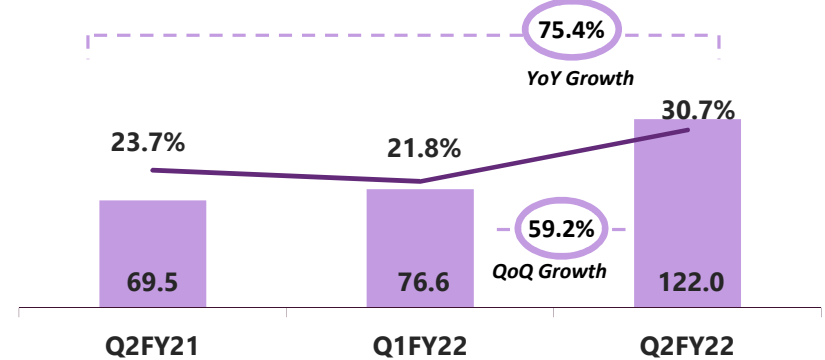
- Total Revenue at ₹ 748.1 million; up 21.9% Y-o-Y
- Operating Revenue at ₹ 678.7 million; up 17.5% Y-o-Y
- Reported EBITDA at ₹ 198.6 million (26.6% of total revenue)
- PBT at ₹ 159.2 million (21.3% of total revenue)
- PAT at ₹ 124.1 million (16.6% of total revenue)
- Cash and Cash Equivalents at ₹ 122.5 million

Financial Highlights – Q2FY22

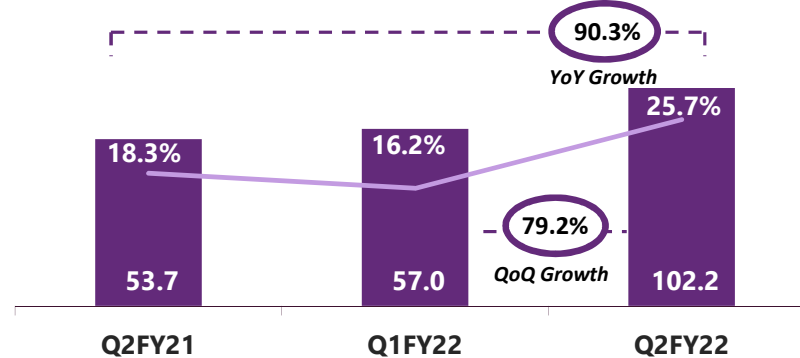
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

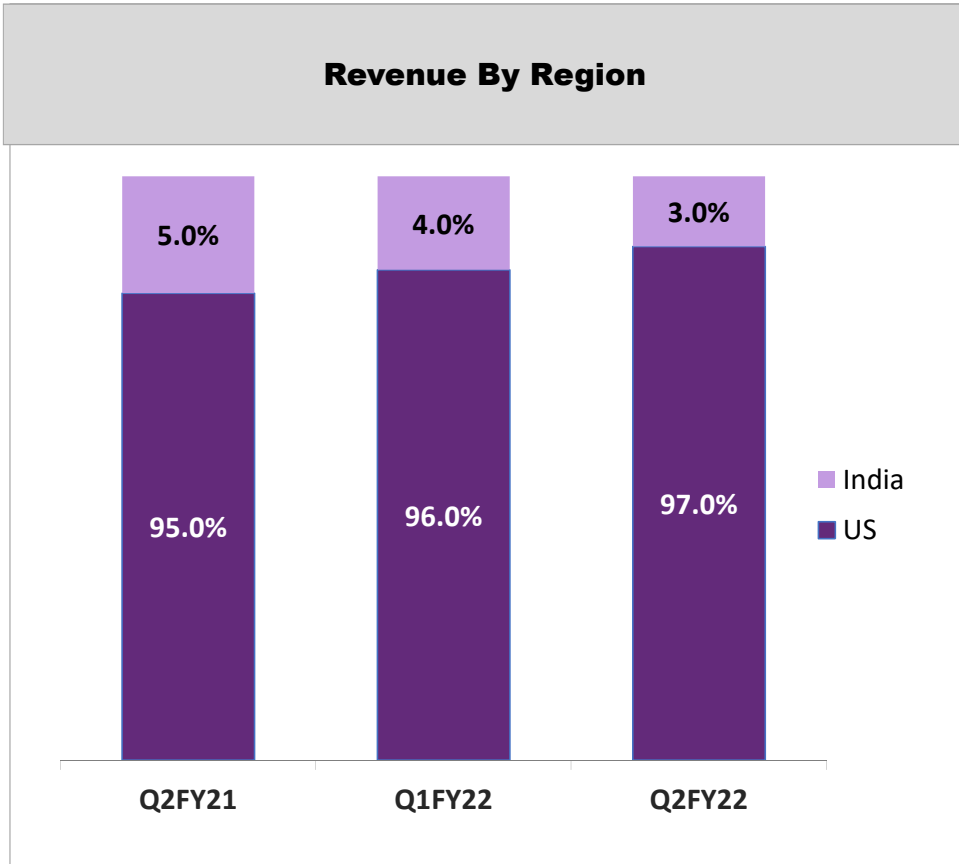


Reported PBT (₹ Mn) & Margin (%)

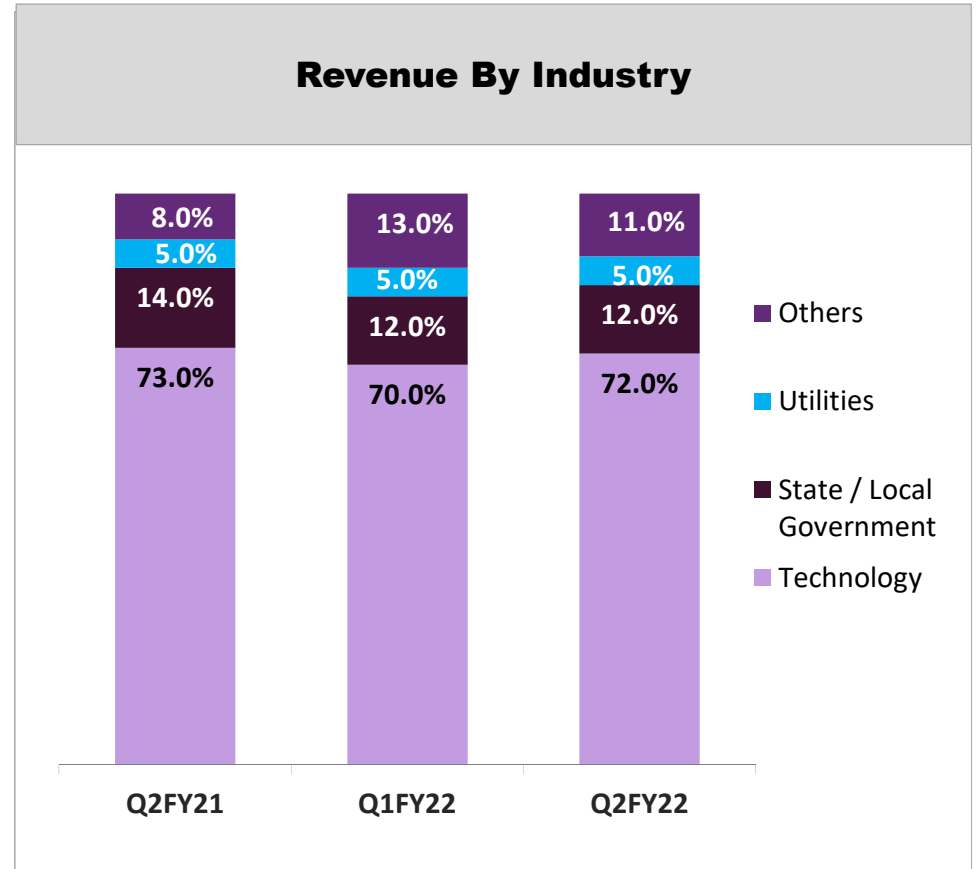


Revenue Metrics – Q2FY22

Revenue By Region



Revenue By Industry



Operational Highlights – Q2FY22

Client

- Added 03 new clients
- Total active client 53 (LTM)
- Top Client revenue 46%
- Top 3 Client revenue 65%

Employee

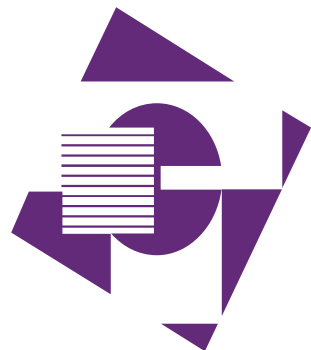
- Total Employees 505 as on 30th September 2021

Demand

- Number of Projects - 107

Consolidated Quarterly P&L – Q2FY22

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-21 Q2FY22	30-Jun-21 Q1FY22	Q-o-Q Growth	30-Sep-20 Q2FY21	Y-o-Y Growth	30-Sep-21 H1FY22	30-Sep-20 H1FY21	Y-o-Y Growth
1	Revenue from Operations	344.5	334.3	3.0%	273.9	25.8%	678.7	577.5	17.5%
2	Other Income	52.7	16.7	215.9%	19.0	177.4%	69.3	36.1	92.3%
3	Total Revenue (1+2)	397.1	351.0	13.2%	292.9	35.6%	748.1	613.6	21.9%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	23.6	23.7	-0.2%	12.1	94.3%	47.3	25.9	82.8%
	b) Employee Benefits expense	212.7	213.6	-0.4%	182.8	16.4%	426.3	367.1	16.1%
	c) Finance Costs	0.4	0.5	-30.8%	0.8	-52.5%	0.9	1.6	-41.5%
	d) Depreciation and amortization expense	19.5	19.1	2.1%	15.0	29.4%	38.5	28.5	35.2%
	e) Impairment of non-current assets	-	-		-		-	-	
	f) Other expenses	38.8	37.1	4.7%	28.5	36.3%	75.8	64.1	18.3%
	Total Expenses	295.0	293.9	0.4%	239.2	23.3%	588.9	487.2	20.9%
5	Profit before Tax (3-4)	102.1	57.0	79.1%	53.7	90.2%	159.2	126.4	25.9%
6	Tax Expense								
	a) Current Tax	18.3	18.9		15.8		37.2	36.6	
	b) Deferred Tax	(0.9)	(1.3)		0.4		(2.1)	0.6	
	c) Tax adjustments for earlier years	-	-		-		-	-	
7	Profit for the period (5-6)	84.7	39.4	115.0%	37.6	125.5%	124.1	89.2	39.1%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.1)	(1.1)		(1.2)		(2.3)	(2.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.3		0.6	0.6	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	0.9	4.8		(4.2)		5.7	(4.5)	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	84.7	43.4		32.4		128.1	82.9	
10	Paid up equity share capital (Face value: Rs.10 per share)	281.6	276.4		275.4		281.6	275.4	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	3.05	1.43		1.36		4.48	3.24	
	Diluted (Not annualised)	3.01	1.39		1.35		4.42	3.22	



CyberTech

Systems and Software Limited

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