



CyberTech

Systems and Software Limited

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Date: October 22, 2022

To BSE Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400 001 Scip 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.

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

Dear Sir/Madam,

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter ended September 30, 2022 is attached for your perusal.

Kindly take the same on record.

Thanking you,
Yours faithfully,

For CYBERTECH SYSTEMS AND SOFTWARE LIMITED

SARITA KUMAR LEELARAM ANI
Digitally signed
by SARITA KUMAR LEELARAMANI
Date: 2022.10.22
13:33:23 +05'30'

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





CyberTech Total Revenue for Q2FY23 was ₹ 429.8 million; up by 8.2% Y-o-Y basis

Mumbai, India – 21st October 2022: 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 FY23** ended on 30th September 2022.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “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. Cloud IT systems are poised for substantial growth through 2030 as IT power is moving to end users. CyberTech, as an expert in Enterprise Multi-cloud Transformation, is perfectly positioned in this paradigm.

I am pleased to report that we ended first half of the year on a strong note. Our operating revenue increased by 17% on YoY basis to ₹ 794.3 million. Our adjusted EBITDA (excluding the positive impact of one exceptional item during the second quarter of last year) grew by 24% on YoY basis to ₹ 199.8 million. This growth is a reflection of our focus in cloud transformation.

We are an SAP S/4HANA Reseller. Our association with SAP continues to contribute towards new business from SAP S/4HANA for cloud migrations. This remains a main focused business for us as Enterprises continue to expedite their journey to the Cloud with SAP.

We also have a 1st in class Managed ArcGIS Cloud Services practice that we strengthen continuously by adding talent and focusing on client needs. Our strength in managed cloud services is unparalleled. Our clients are realizing a business advantage through our GIS experience, Cloud security focus and understanding of web scale complex systems.

I am delighted to share with you that Spatialitics continues to see multiple successes. Our Unity Engine has been Certified by the SAP® Integration and Certification Center (SAP ICC) for Integration with SAP S/4HANA®. This certification reconfirms that our development standards meet the highest benchmarks as set by SAP. We have also expanded our Utilities Industry Advisory Board to include Mr. Gray Minton (PE, GISP), Vice President and Technology Solutions Manager, Southeast Region Water of AECOM. Gray has 25 years of experience dedicated to FEMA-funded projects for federal, state and local agencies.



Spatialitics' flagship product for Law enforcement agencies, GeoShield Real-Time, continues to gain traction through events such as the DCJS Public Safety Symposium as a pioneer in offering real-time data integration and video. We have added several new law enforcement agencies, including a consortium of agencies from a large state to our customer group. Additionally, a number of US law agency consortiums are expressing definitive interest in buying GeoShield.

As we continue this momentum, our deal pipeline continues to grow 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 strengthening our sales, which has created a strong growth engine.

I would like to thank our clients, associates and my fellow shareholders for having trust in the company's vision and strategy. I am confident that our growth will continue to benefit all constituents."

Key Financial Highlights – Q2FY23

Particulars (₹ in Million)	Q2 FY23	Q2 FY22	YoY %	Q1FY23	QoQ %
Operating Revenue	408.8	344.5	18.7%	385.5	6.0%
Total Revenue	429.8	359.8*	19.5%	402.9	6.7%
EBITDA	101.6	84.7*	19.9%	98.0	3.6%
EBITDA Margin %	23.6%	23.5%*		24.3%	
PBT	81.2	64.8*	25.2%	77.8	4.4%
PBT Margin %	18.9%	18.0%*		19.3%	
PAT	52.2	47.4*	10.2%	55.4	-5.4%
PAT Margin %	12.2%	13.2%*		13.7%	

(*Q2FY22 figures do not include impact of a one-time non-operating income credit of ₹ 37.3 million resulting from loan forgiveness under the Paycheck Protection Program in the United States)



Key Financial Highlights – H1FY23

Particulars (₹ in Million)	H1 FY23	H1 FY22	YoY %
Operating Revenue	794.3	678.7	17.0%
Total Revenue	832.7	710.8*	17.2%
EBITDA	199.8	161.3*	23.8%
EBITDA Margin %	24.0%	22.7%*	
PBT	159.2	121.9*	30.6%
PBT Margin %	19.1%	17.1%*	
PAT	107.7	86.8*	24.0%
PAT Margin %	12.9%	12.2%*	

(*H1FY22 figures do not include impact of a one-time non-operating income credit of ₹ 37.3 million resulting from loan forgiveness under the Paycheck Protection Program in the United States)

Business highlights – Q2FY23

- Total active client counts as of 30th September 2022 was 60 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 69% 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 2022, the Company had 574 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

Q2FY23

21st October, 2022

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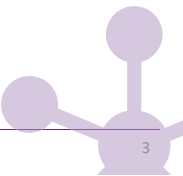
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Agenda

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



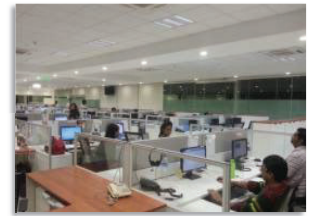


Company Overview

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

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

Spatialitics Cloud Native SaaS offerings

Spatialitics Platform	Industries	Product Suite	Offerings		
	 <p>Public Safety</p>	 <p>GeoShield™ PUBLIC SAFETY SOLUTIONS</p>	 <p>Real-Time Incident Management What You Need. When You Need It.</p>	 <p>Crime Analysis Hub Empower crime analysts with fast and intuitive access</p>	 <p>Insight Dashboard Share Information</p>
	 <p>Healthcare</p>	 <p>spatialitics™ Health</p>	 <p>Geocoder Map your Patients, Providers, and Locations</p>	 <p>Clinical Apps Bring Clinicians & Patients Together</p>	 <p>Business Apps Align Your Organization With Your Community</p>
	 <p>Utilities</p>	 <p>spatialitics™ Utilities</p>	 <p>Unity Engine Connect GIS with Enterprise Data</p>	 <p>App Suite for Utilities Empower Your Organization</p>	 <p>Spatial Accelerator for SAP Utilities Take Action from Maps</p>

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

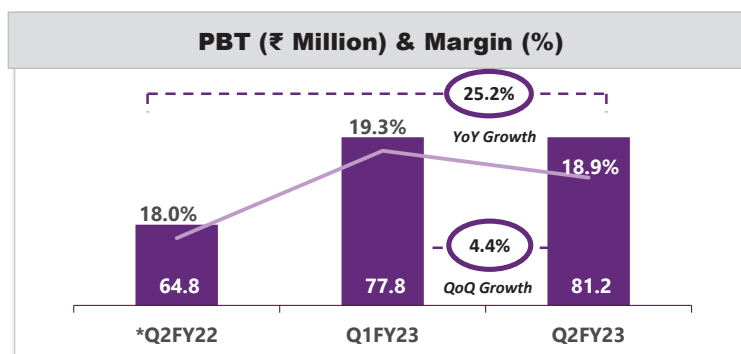
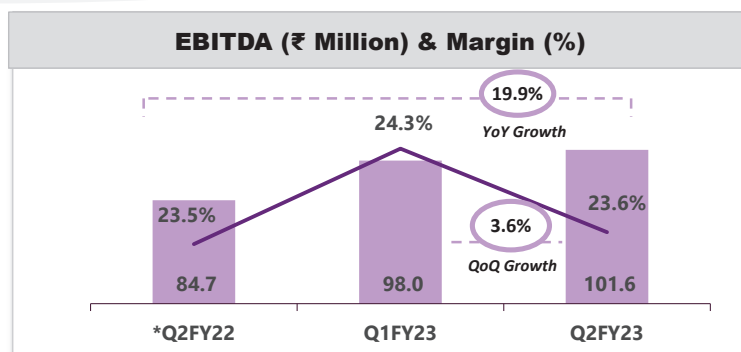
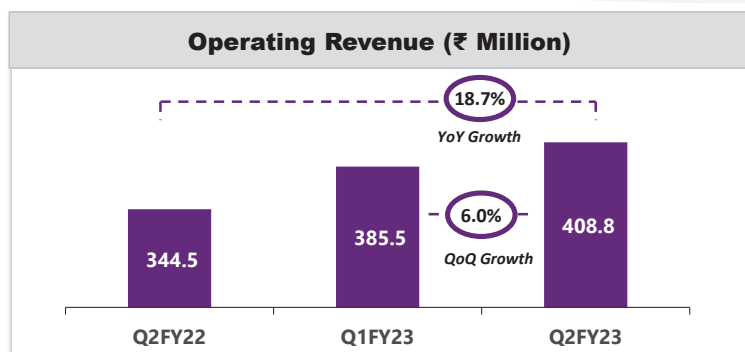
Financial Summary – Q2FY23

- Total Revenue at ₹ 429.8 million; up 6.7% Q-o-Q and 8.2% Y-o-Y
- Operating Revenue at ₹ 408.8 million; up 6.0% Q-o-Q and 18.7% Y-o-Y
- Reported EBITDA at ₹ 101.6 million (23.6% of total revenue)
- PBT at ₹ 81.2 million (18.9% of total revenue)
- PAT at ₹ 52.2 million (12.2% of total revenue)

Financial Summary – H1FY23

- Total Revenue at ₹ 832.7 million; up 11.3% Y-o-Y
- Operating Revenue at ₹ 794.3 million; up 17.0% Y-o-Y
- Reported EBITDA at ₹ 199.8 million (24.0% of total revenue)
- PBT at ₹ 159.2 million (19.1% of total revenue)
- PAT at ₹ 107.7 million (12.9% of total revenue)
- Cash and Cash Equivalents at ₹ 161.7 million

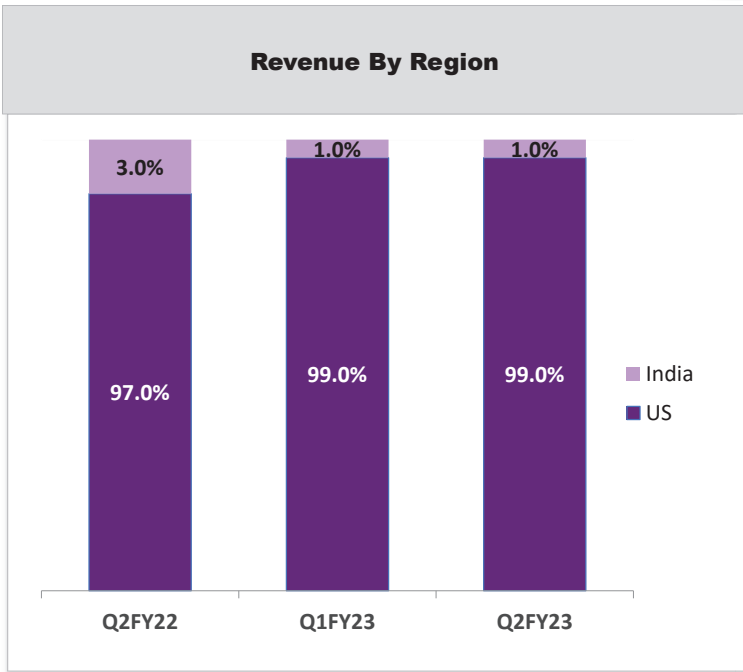
Financial Highlights – Q2FY23



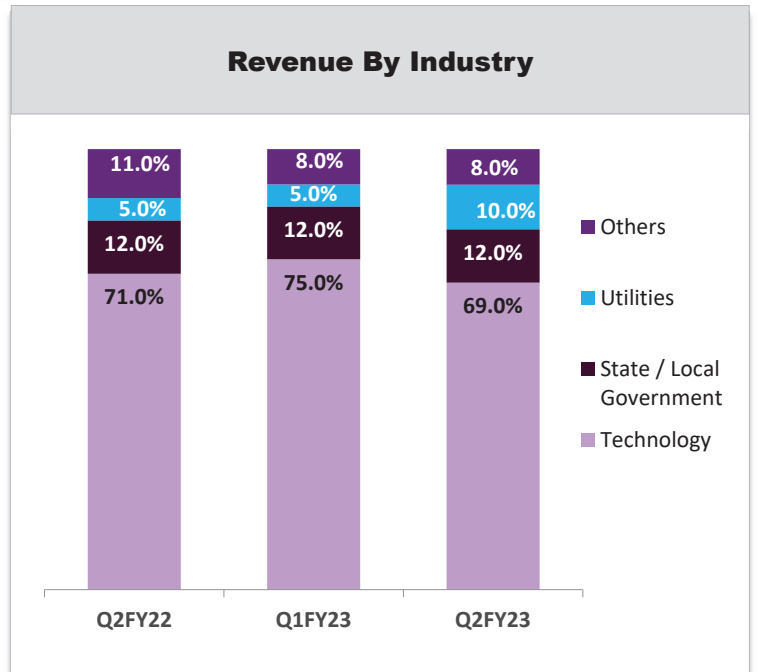
(*Q2FY22 figures do not include impact of a one-time non-operating income credit of ₹ 37.3 million resulting from loan forgiveness under the PPP in US)

Revenue Metrics – Q2FY23

Revenue By Region



Revenue By Industry



Operational Highlights – Q2FY23

Client

- Added 04 new clients
- Total active client 60 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 70%

Employee

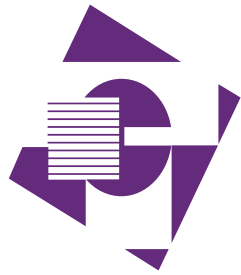
- Total Employees 574 as on 30th September 2022

Demand

- Number of Projects - 117

Consolidated Quarterly P&L – Q2FY23

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-22	30-Jun-22	Q-o-Q	30-Sep-21	Y-o-Y	30-Sep-22	30-Sep-21	Y-o-Y
		Q2FY23	Q1FY23	Growth	Q2FY22	Growth	H1FY23	H1FY22	Growth
1	Revenue from Operations	408.78	385.5	6.0%	344.5	18.7%	794.27	678.7	17.0%
2	Other Income	21.02	17.4	20.6%	52.7	-60.1%	38.46	69.3	-44.5%
3	Total Revenue (1+2)	429.8	402.9	6.7%	397.1	8.2%	832.7	748.1	11.3%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	22.71	23.3	-2.6%	23.6	-3.8%	46.02	47.3	-2.6%
	b) Employee Benefits expense	251.75	237.9	5.8%	212.7	18.3%	489.61	426.3	14.8%
	c) Finance Costs	0.62	0.7	-16.6%	0.4	64.0%	1.36	0.9	47.5%
	d) Depreciation and amortization expense	19.75	19.5	1.1%	19.5	1.4%	39.28	38.5	2.0%
	e) Other expenses	53.78	43.7	23.1%	38.8	38.6%	97.28	75.8	28.3%
	Total Expenses	348.6	325.2	7.2%	295.0	18.2%	673.6	588.9	14.4%
5	Profit before Tax (3-4)	81.2	77.8	4.4%	102.1	-20.5%	159.2	159.2	0.0%
6	Tax Expense								
	a) Current Tax	25.99	24.2		18.3		50.2	37.2	
	b) Deferred Tax	(1.82)	(1.7)		(0.9)		(3.51)	(2.1)	
	c) Tax adjustments for earlier years	4.80	-		-		4.80	-	
7	Profit for the period (5-6)	52.2	55.2	-5.4%	84.7	-38.3%	107.7	124.1	-13.3%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.25)	(1.3)		(1.1)		(2.51)	(2.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.32	0.3		0.3		0.63	0.6	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	17.52	20.8		0.9		38.31	5.7	
	b) Income tax relating to items that will not be reclassified to profit and loss								
9	Total Comprehensive Income for the period (7+8)	68.8	75.1		84.7		144.1	128.1	
10	Paid up equity share capital (Face value: Rs.10 per share)	283.84	283.7		281.6		283.84	281.6	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.84	1.96		3.05		3.80	4.48	
	Diluted (Not annualised)	1.83	1.95		3.01		3.78	4.42	



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