

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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• CIN L72100MH1995PLC084788 • Email: cssl.investors@cybertech.com • Website: <https://cybertech.com>

Date: January 26, 2023

| | |
|--|---|
| 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 |
|--|---|

Sub: Press Release and Earning Presentation on the Un-audited Financial Results for the quarter ended December 31, 2022.

Dear Sir/Madam,

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, 2022.

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

Kindly take the same on your record.

Thanking you,
Yours faithfully,

For CYBERTECH SYSTEMS AND SOFTWARE LIMITED

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



Encl.: a/a



CyberTech Total Revenue for Q3FY23 was ₹ 449.7 million; up by 22% Y-o-Y basis

Mumbai, India – 25th January 2023: 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 FY23** ended on 31st December 2022.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am delighted to report that in last quarter, which is seasonally a weaker quarter, our total revenue grew by 22% Y-o-Y and 5% on a Q-o-Q basis to ₹ 449.7 million. This growth substantiates our focus on executing our enterprise cloud transformation strategy.

Although inflation and other macroeconomic uncertainties are looming large; we are observing that tech spending remained robust. Clients are looking for value-driven transformation, and improved ROI. 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.

CyberTech, an expert in Enterprise Multi-cloud Transformation, is focused on building a robust deal pipeline in each of our three horizontal practice areas – SAP S/4HANA Business Technology Platform, Managed ArcGIS Cloud Services and Spatialitics GeoShield Real-Time. We believe that these three areas have the potential of growing manifold.

In the SAP S/4HANA Business Technology Platform arena, we are expanding our portfolio backed by our strong partnership with the SAP Migration Factory. We have completed a number of assessments to help some large enterprises realize the value of migrating to the SAP cloud.

Our MACS offering is gaining significant traction. We added several new customers over the last nine months and are in advanced stages of negotiation for several others. Our clients are realizing a business advantage through our extensive GIS experience, Cloud security focus and understanding of web scale complex cloud-based systems.

I am delighted to share with you that Spatialitics GeoShield Real-Time has again been ranked in the “Leaders” quadrant by Orbis Research in their recent Global Law Enforcement Software Market Report 2022. This is a proud accomplishment for us and a recognition of the unique capabilities that GeoShield offers in the market.

We continue to invest in building our talent pool, building a zero-carbon footprint world class infrastructure and cloud asset. We have also established a dedicated business development team to provide our sales team with qualified leads and to realize a reduction in the length of the sales cycle. Although these investments may have some impact on our margins in the short term, we expect to leverage revenue growth as we go forward and realize margin resiliency in coming quarters.

Our priorities include mentoring and promoting talented women within the company. I am pleased to report that we have seen women leaders taking over several key leadership roles over last nine months and we are committed to their success.

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 – Q3FY23

| Particulars (₹ in Million) | Q3 FY23 | Q3 FY22 | YoY % | Q2 FY23 | QoQ % |
|----------------------------|---------|---------|-------|---------|-------|
| Operating Revenue | 426.3 | 355.7 | 19.9% | 408.8 | 4.3% |
| Total Revenue | 449.7 | 368.5 | 22.0% | 429.8 | 4.6% |
| EBITDA | 99.5 | 90.9 | 9.5% | 101.6 | -2.1% |
| EBITDA Margin % | 22.1% | 24.7% | | 23.6% | |
| PBT | 79.2 | 70.8 | 11.8% | 81.2 | -2.4% |
| PBT Margin % | 17.6% | 19.2% | | 18.9% | |
| PAT | 55.7 | 51.8 | 7.4% | 52.2 | 6.6% |
| PAT Margin % | 12.4% | 14.1% | | 12.2% | |

Key Financial Highlights – 9MFY23

| Particulars (₹ in Million) | 9M FY23 | 9M FY22 | YoY % |
|----------------------------|---------|---------|-------|
| Operating Revenue | 1,220.6 | 1,034.4 | 18.0% |
| Total Revenue | 1,282.4 | 1,116.6 | 14.9% |
| EBITDA | 299.3 | 289.5 | 3.4% |
| EBITDA Margin % | 23.3% | 25.9% | |
| PBT | 238.4 | 230.0 | 3.6% |
| PBT Margin % | 18.6% | 20.6% | |
| PAT | 163.3 | 176.0 | -7.2% |
| PAT Margin % | 12.7% | 15.8% | |



Business highlights – Q3FY23

- Total active client counts as of 31st December 2022 was 63 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 72% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 96% towards our operating revenue.
- As on 31st December 2022, the Company had 592 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 <https://cybertech.com>

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CyberTech
Systems and Software Limited

Earnings Presentation Q3FY23

25th January, 2023

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Safe Harbor

This presentation has been prepared by CyberTech Systems and Software Limited solely to provide information about the Company.

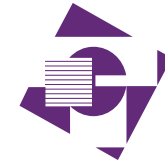
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This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.



Agenda

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



Company Overview

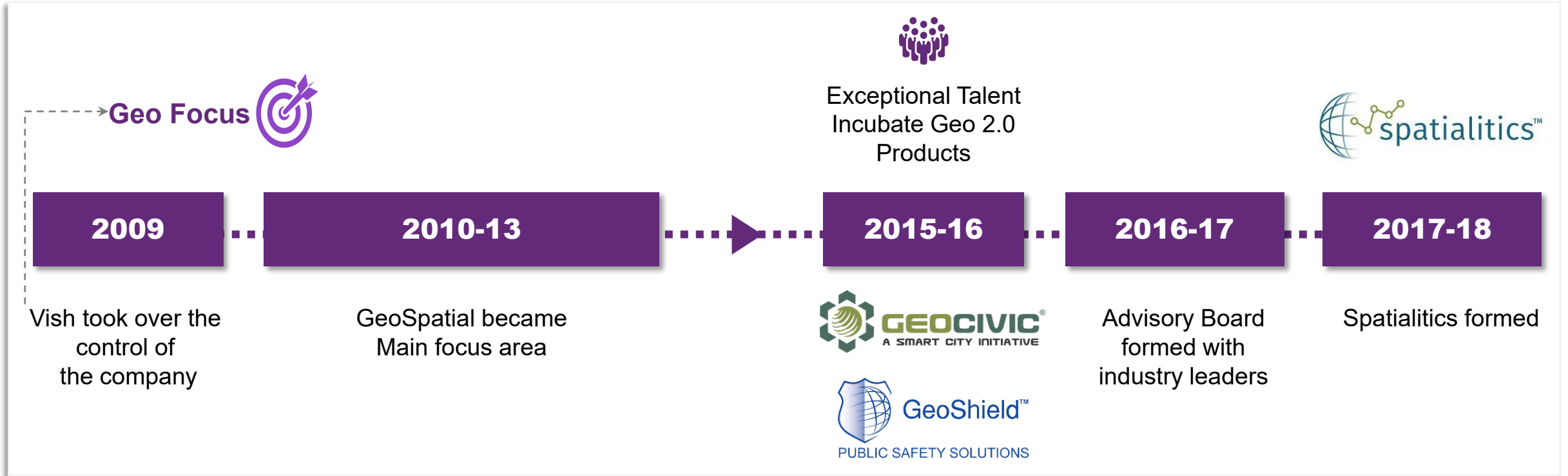
About Company

- 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)
- 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 | | | |
|---|---|---|--|---|---|--|
| |  | <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 | |

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



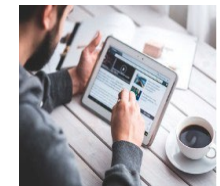
Geocoder

Map your Patients, Providers, and Locations



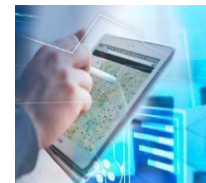
Clinical Apps

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

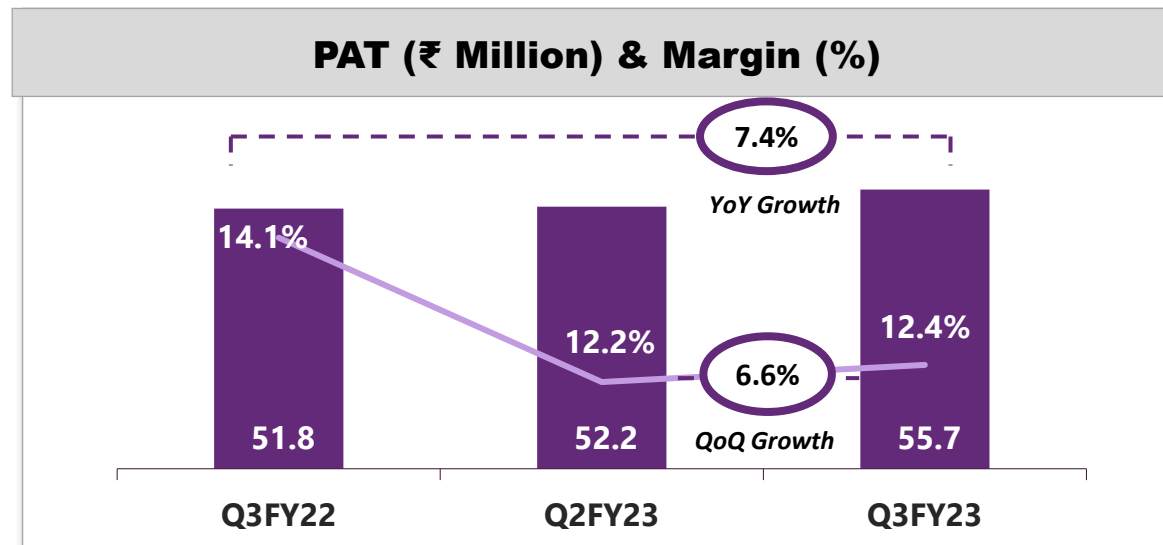
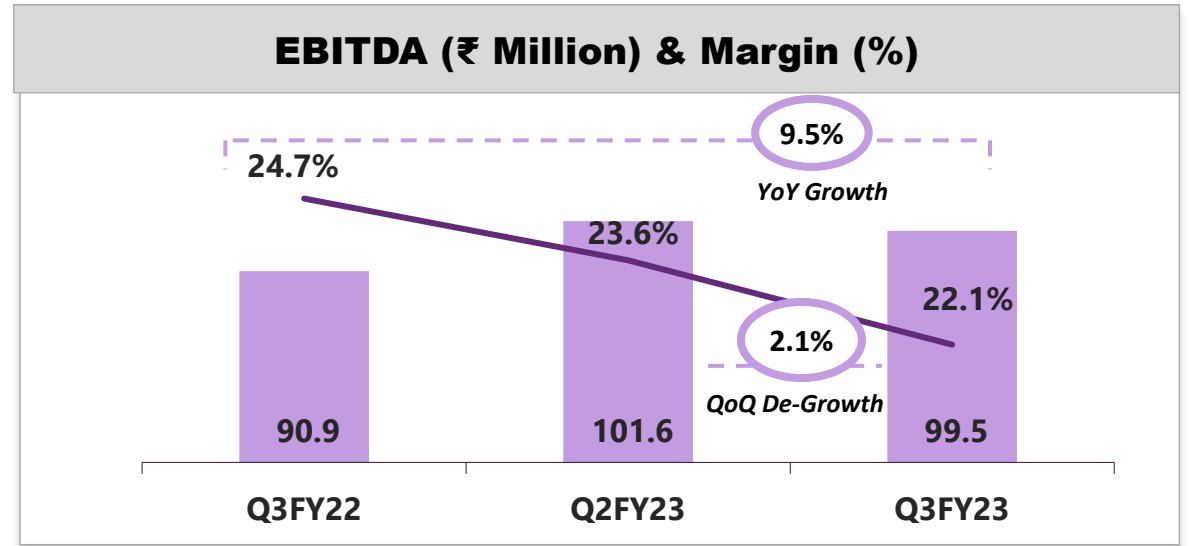
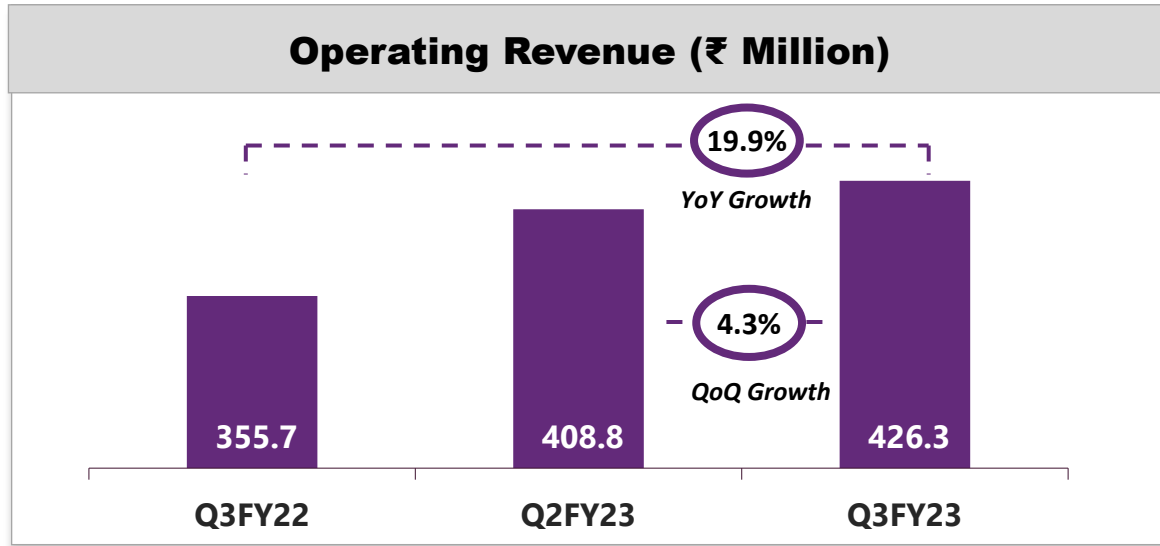
Financial Summary – Q3FY23

- Total Revenue at ₹ 449.7 million; up 4.6% Q-o-Q and 22% Y-o-Y
- Operating Revenue at ₹ 426.3 million; up 4.3% Q-o-Q and 19.9% Y-o-Y
- Reported EBITDA at ₹ 99.5 million (22.1% of total revenue)
- PBT at ₹ 79.2 million (17.6% of total revenue)
- PAT at ₹ 55.7 million (12.4% of total revenue)

Financial Summary – 9MFY23

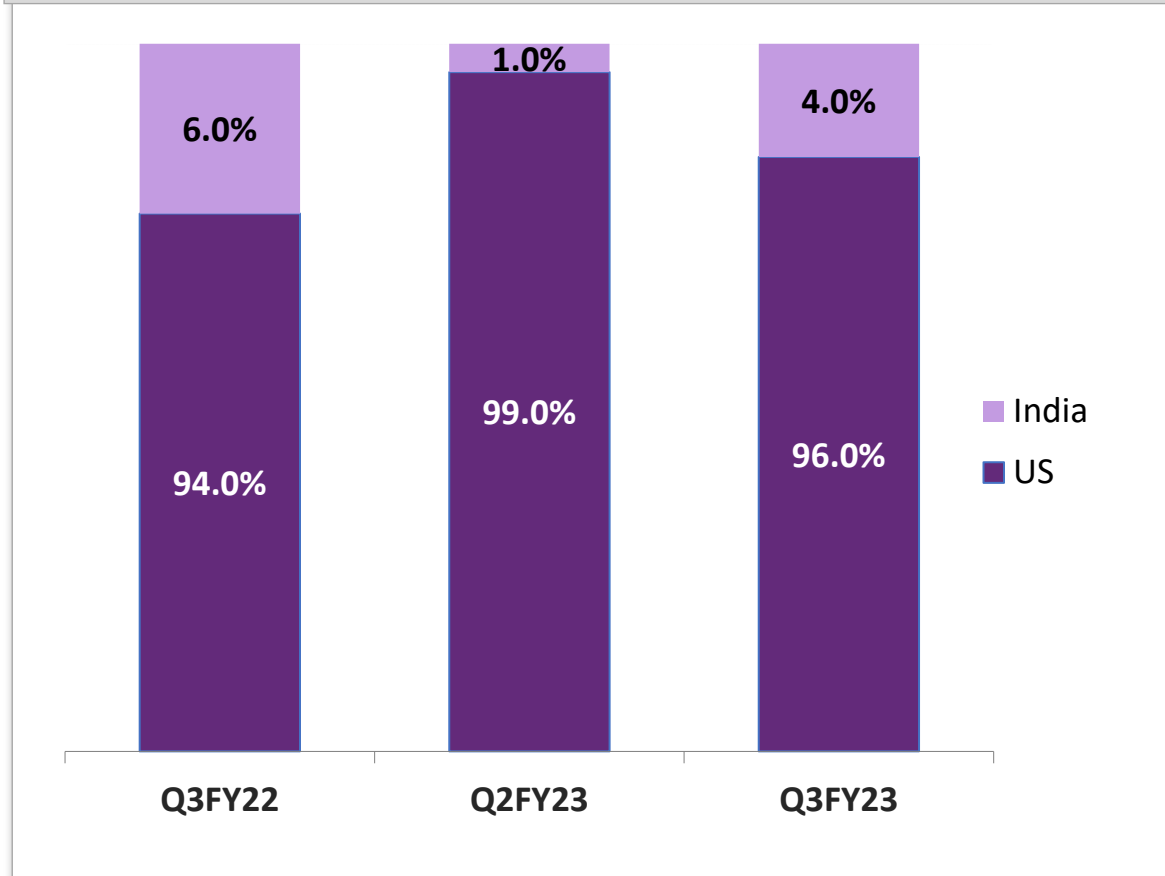
- Total Revenue at ₹ 1,282.4 million; up 14.9% Y-o-Y
- Operating Revenue at ₹ 1,220.6 million; up 18% Y-o-Y
- Reported EBITDA at ₹ 299.3 million (23.3% of total revenue)
- PBT at ₹ 238.4 million (18.6% of total revenue)
- PAT at ₹ 163.3 million (12.7% of total revenue)
- Cash and Cash Equivalents at ₹ 167.56 million

Financial Highlights – Q3FY23

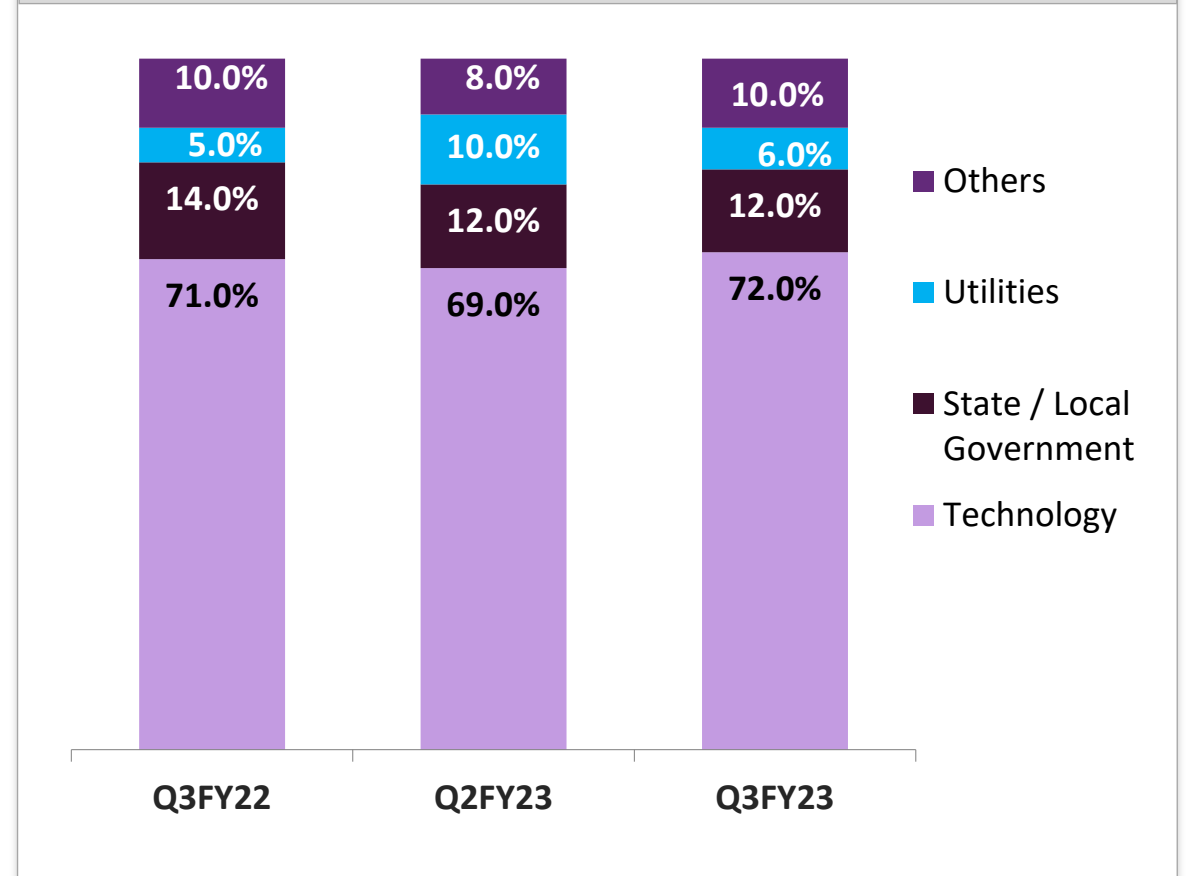


Revenue Metrics – Q3FY23

Revenue By Region



Revenue By Industry



Operational Highlights – Q3FY23

Client

- Added 03 new clients
- Total active client 63 (LTM)
- Top Client revenue 47%
- Top 3 Client revenue 65%

Employee

- Total Employees 592 as on 31st December 2022

Demand

- Number of Projects - 119

Consolidated Quarterly P&L – Q3FY23

| Sr No. | Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS) | 31-Dec-22 Q3FY23 | 30-Sep-22 Q2FY23 | Q-o-Q Growth | 31-Dec-21 Q3FY22 | Y-o-Y Growth | 31-Dec-22 9MFY23 | 31-Dec-21 9MFY22 | Y-o-Y Growth |
|--------|--|---------------------|---------------------|-----------------|---------------------|-----------------|---------------------|---------------------|-----------------|
| 1 | Revenue from Operations | 426.32 | 408.78 | 4.3% | 355.7 | 19.9% | 1,220.59 | 1,034.4 | 18.0% |
| 2 | Other Income | 23.35 | 21.02 | 11.1% | 12.8 | 82.2% | 61.81 | 82.2 | -24.8% |
| 3 | Total Revenue (1+2) | 449.7 | 429.8 | 4.6% | 368.5 | 22.0% | 1,282.4 | 1,116.6 | 14.9% |
| 4 | Expenses | | | | | | | | |
| | a) Cost of Hardware / Software package/ for service delivery Outsourced project cost | 26.94 | 22.71 | 18.6% | 24.4 | 10.4% | 72.96 | 71.7 | 1.8% |
| | b) Employee Benefits expense | 269.87 | 251.75 | 7.2% | 211.3 | 27.7% | 759.48 | 637.7 | 19.1% |
| | c) Finance Costs | 0.48 | 0.62 | -22.7% | 0.5 | 1.5% | 1.84 | 1.4 | 31.9% |
| | d) Depreciation and amortization expense | 19.76 | 19.75 | 0.1% | 19.5 | 1.1% | 59.04 | 58.1 | 1.7% |
| | e) Other expenses | 53.40 | 53.78 | -0.7% | 41.9 | 27.4% | 150.69 | 117.7 | 28.0% |
| | Total Expenses | 370.4 | 348.6 | 6.3% | 297.7 | 24.5% | 1,044.0 | 886.6 | 17.8% |
| 5 | Profit before Tax (3-4) | 79.2 | 81.2 | -2.4% | 70.8 | 11.8% | 238.4 | 230.0 | 3.6% |
| 6 | Tax Expense | | | | | | | | |
| | a) Current Tax | 24.70 | 25.99 | | 21.0 | | 74.9 | 58.1 | |
| | b) Deferred Tax | (1.21) | (1.82) | | (0.5) | | (4.71) | (2.6) | |
| | c) Tax adjustments for earlier years | 0.07 | 4.80 | | (1.5) | | 4.87 | (1.5) | |
| 7 | Profit for the period (5-6) | 55.7 | 52.2 | 6.6% | 51.8 | 7.4% | 163.3 | 176.0 | -7.2% |
| 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) | (1.25) | | (1.1) | | (3.76) | (3.4) | |
| | b) Income tax relating to items that will not be reclassified to profit and loss | 0.32 | 0.32 | | 0.3 | | 0.95 | 0.9 | |
| | Items that will be reclassified to Profit and Loss | | - | | | | | | |
| | a) Foreign currency translation reserve | 10.38 | 17.52 | | 0.5 | | 48.69 | 6.2 | |
| | b) Income tax relating to items that will not be reclassified to profit and loss | - | - | | - | | - | - | |
| 9 | Total Comprehensive Income for the period (7+8) | 65.1 | 68.8 | | 51.5 | | 209.2 | 179.7 | |
| 10 | Paid up equity share capital (Face value: Rs.10 per share) | 284.34 | 283.84 | | 281.7 | | 284.34 | 281.7 | |
| 11 | Other equity | | | | | | | | |
| 12 | Earnings per share (of Rs.10 each) | | | | | | | | |
| | Basic (Not annualised) | 1.96 | 1.84 | | 1.84 | | 5.13 | 6.32 | |
| | Diluted (Not annualised) | 1.95 | 1.83 | | 1.82 | | 5.10 | 6.24 | |



CyberTech

Systems and Software Limited

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