

Date: February 12, 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 Q3 FY 2020-21

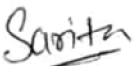
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter and nine months ended December 31, 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 322 million for Q3FY21 and Rs 936 million for 9MFY21

Mumbai, India – 11th February, 2021: CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation spatial analytics and SAP digital solutions provider, announced its financial results for the **third quarter and nine months FY21** ended on 31st December, 2020.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The COVID-19 pandemic has adversely impacted businesses throughout the world over the past year. We have started seeing a silver lining in 2021 as the COVID-19 vaccine has been developed and is beginning to be administered across the world. Businesses are expected to gain momentum across many industries. We are observing growth in most of our key verticals. Our customers have continued to weather the pandemic and are striving to become more efficient.

Covid-19 has surely increased the pace of cloud transformation, which has offered us with an enormous opportunity. We will continue to focus on Cloud transformation and Data Security to help our customers realize business benefits in this new era.

I am pleased to report that the third quarter continued the trend of strong quarters for us in terms of financial performance. Our topline grew by 10% to Rs 322 million and EBITDA grew by 19% sequentially. Our EBITDA margin is solid at 26% of the revenue. We have seen revenue traction from our existing customers as well as new opportunities. Net income for the period before one-time adjustments for tax matters was Rs 42.7 million.

After due consideration, we have made a conscious decision to take advantage of the “Vivad se Vishwas scheme” of Indian Government to mitigate the risk of complex tax litigations of certain years. As a result, we have recorded a one time tax adjustment gain of Rs 80.9 million in the quarter, which is reflected in our net income of Rs 123.6 million.

SAP continues to play a key role in our cloud transformation strategy. Our HANA GeoDB migration offerings continued to gain traction through our partnership with the SAP Database Migration Factory.

Our unparalleled expertise in cloud infrastructure and our close partnership with Esri, including our ArcGIS Cloud Service Specialty designation continued to help us increase our customer base. We recently won a three year Managed ArcGIS Cloud Support deal with a US

power generation and transmission company and are in advanced stage of discussion with several other enterprises for similar offerings.

I am glad to inform you that our Spatialitics product lines are now fully cloud ready. Latest version of Spatialitics GeoShield is capable of integrating several disparate datasources, including video camera streams coming from different camera sources, on a real time basis. We are receiving interests from our existing customers as well as from a number of medium and small scale US police agencies for this offering as they see the value of real time data integration and collaboration. Spatialitics Utilities and Spatialitics Health product suites are also receiving interest in the market.

We have continued to invest in building a robust digital marketing capabilities that has started helping us in demand generation. We also continued to invest in hiring, nurturing and retaining talent through improved and digitized employee experience. We have retained our strong balance sheet with no debt and continue to generate substantial cash flow.

I am confident about the growth and continuing to build a substantial pipeline of long term strategic contracts in the coming years as global enterprises embrace cloud transformations I extend my sincere thanks to all our customers, my fellow shareholders and my colleagues for having faith in the Company.”

Performance Highlights

Consolidated Q3FY21 Q-o-Q Review

- Operating revenue was Rs 302.5 million during the quarter under review as compared to Rs 273.9 million during the previous quarter, up by 10.4% on a Q-o-Q basis.
- Total revenue was Rs 322.0 million during the quarter as compared to Rs 292.9 million during the previous quarter, up by 9.9% on a Q-o-Q basis.
- The Company reported EBITDA of Rs 82.5 million during the quarter as compared to Rs 69.5 million during the previous quarter.
- EBITDA Margin stood at 25.6% for Q3FY21.
- Net Profit, before the one-time tax adjustment of Rs 80.9 million, stood at Rs 42.7 million during the quarter under review as compared to Rs 37.6 million during the previous quarter.

Consolidated Q3FY21 Y-o-Y Review

- Operating revenue was Rs 302.5 million during the quarter under review as compared to Rs 288.2 million during the corresponding quarter of previous year.
- Total revenue was Rs 322 million during the quarter under review as compared to Rs 303.6 million during the corresponding quarter of previous year.
- The Company reported an EBITDA of Rs 82.5 million during the quarter under review as compared to Rs 79.7 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 25.6% for Q3FY21.
- Net Profit, before the one-time tax adjustment of Rs 80.9 million, stood at Rs 42.7 million during the quarter under review as compared to Rs 50.2 million during the corresponding quarter of previous year.

Consolidated 9MFY21 Y-o-Y Review

- Operating revenue was Rs 880.0 million as compared to Rs 832.6 million in 9MFY20, a growth of 5.7% on Y-o-Y basis.
- Total revenue was Rs 935.5 million as compared to Rs 880.8 million in 9MFY20, a growth of 6.2% on Y-o-Y basis.
- The Company reported EBITDA of Rs 239.0 million for 9MFY21 as compared to Rs 219.3 million in 9MFY20.
- EBITDA Margin was 25.5% for 9MFY21.
- Net Profit, before the one-time tax adjustment of Rs 80.9 million, was Rs 132 million as compared to Rs 126.4 million in 9MFY20.

Business highlights – Q3FY21

- Total active client count as of 31st December, 2020 was 48 (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 31st December, 2020, the Company had 500 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 Q3FY21

11th February, 2021

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Safe Harbor

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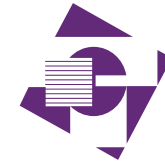
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This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.



Agenda

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



Company Overview

About Company

- 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 – Q3FY21

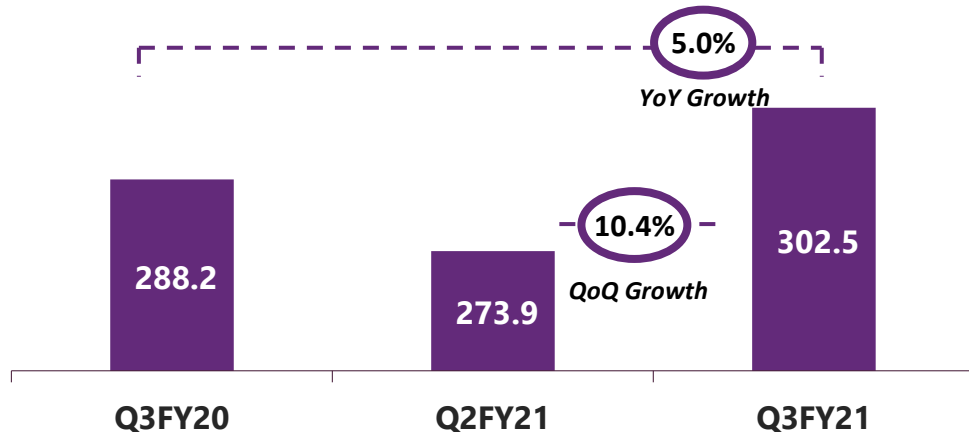
- Total Revenue at ₹ 322.0 million; up 9.9% Q-o-Q and 6.0% Y-o-Y.
- Operating Revenue at ₹ 302.5 million; up 10.4% Q-o-Q and 5.0% Y-o-Y
- Reported EBITDA at ₹ 82.5 million (25.6% of total revenue)
- PBT at ₹ 62.8 million (19.5% of total revenue)
- Net Profit at ₹ 42.7 million (13.3% of total revenue), before one-time tax adjustment of ₹ 80.9 million

Financial Summary – 9MFY21

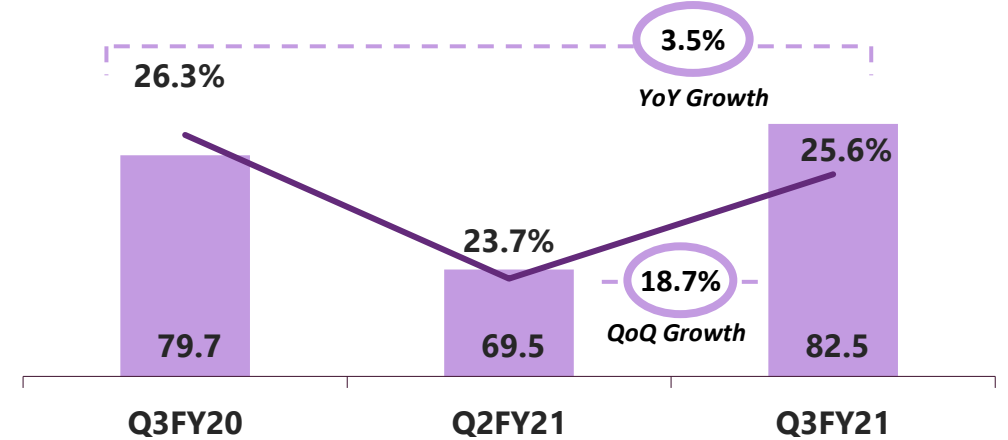
- Total Revenue at ₹ 935.5 million; up 6.2% Y-o-Y
- Operating Revenue at ₹ 880.0 million; up 5.7% Y-o-Y
- Reported EBITDA at ₹ 239.0 million (25.5% of total revenue)
- PBT at ₹ 189.2 million (20.2% of total revenue)
- Net Profit at ₹ 132.0 million (14.1% of total revenue), before including one-time tax adjustment of ₹ 80.9 million

Financial Highlights – Q3FY21

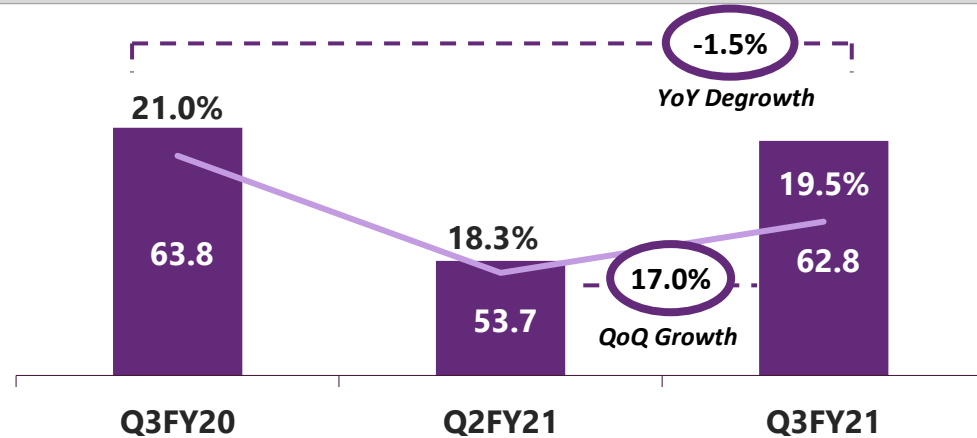
Comparable Operating Revenue (₹ Mn)



Adjusted EBITDA (₹ Mn) & Margin (%)

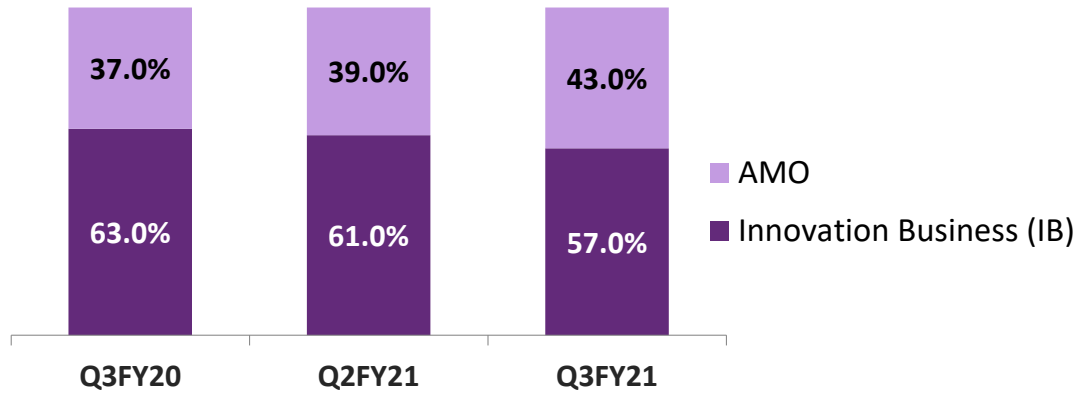


Adjusted PBT (₹ Mn) & Margin (%)

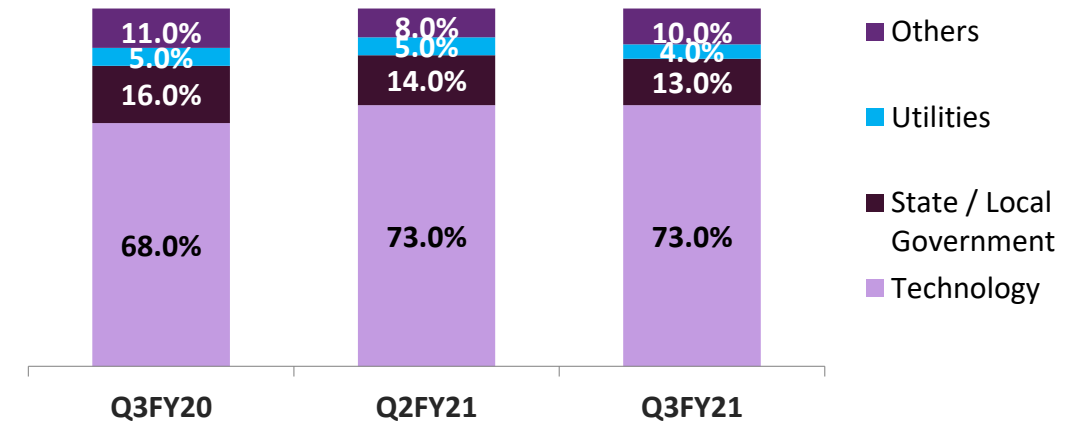


Revenue Metrics – Q3FY21

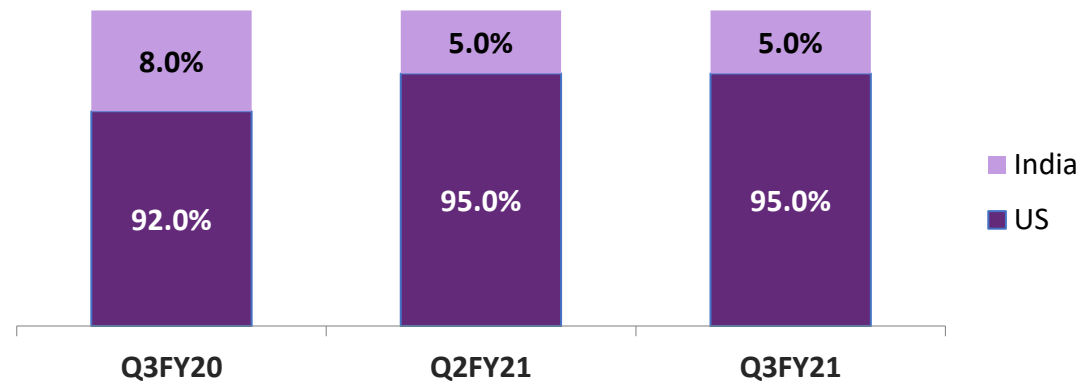
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q3FY21

Client

- Added 2 new clients
- Total active client 48 (LTM)
- Top Client revenue 51%
- Top 3 Client revenue 68%

Employee

- Total Employees 500 as on 31st December 2020

Demand

- Number of Projects - 87
- Strong growth in Innovation Business and AMO

Consolidated Quarterly P&L – Q3FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-20 Q3FY21	30-Sep-20 Q2FY21	Q-o-Q Growth	31-Dec-19 Q3FY20	Y-o-Y Growth	31-Dec-20 9MFY21	31-Dec-19 9MFY20	Y-o-Y Growth
1	Revenue from Operations	302.5	273.9	10.4%	288.2	5.0%	880.0	832.6	5.7%
2	Other Income	19.4	19.0	2.4%	15.5	25.7%	55.5	48.2	15.1%
3	Total Revenue (1+2)	322.0	292.9	9.9%	303.6	6.0%	935.5	880.8	6.2%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	13.1	12.1	8.0%	21.1	-37.9%	39.0	61.4	-36.5%
	b) Employee Benefits expense	188.9	182.8	3.3%	165.5	14.1%	555.9	481.7	15.4%
	c) Finance Costs	0.7	0.8	-18.2%	0.8	-19.5%	2.2	4.3	-48.1%
	d) Depreciation and amortization expense	19.1	15.0	26.6%	15.1	25.9%	47.6	47.2	0.7%
	e) Impairment of non-current assets	-	-		-		-	-	
	f) Other expenses	37.5	28.5	31.7%	37.2	0.6%	101.6	118.4	-14.2%
	Total Expenses	259.2	239.2	8.3%	239.8	8.1%	746.3	713.0	4.7%
5	Profit before Tax (3-4)	62.8	53.7	17.0%	63.8	-1.5%	189.2	167.8	12.8%
6	Tax Expense								
	a) Current Tax	20.7	15.8		0.3		57.3	28.3	
	b) Deferred Tax	(0.6)	0.4		14.3		(0.0)	13.1	
	c) Tax adjustments for earlier years	(80.9)	-		(1.0)		(80.9)	-	
7	Profit for the period (5-6)	123.6	37.6	229.1%	50.2	146.2%	212.9	126.4	68.4%
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)		(3.6)	(1.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.1		0.9	0.3	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	(2.3)	(4.2)		1.2		(6.8)	3.2	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	120.5	32.4		51.2		203.4	128.6	
10	Paid up equity share capital (Face value: Rs.10 per share)	275.6	275.4		275.2		275.6	275.2	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	4.49	1.36		1.82		7.73	4.60	
	Diluted (Not annualised)	4.38	1.35		1.81		7.61	4.56	



CyberTech

Systems and Software Limited

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