

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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Date: July 25, 2024

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
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Sub: Press Release and Earning Presentation for the quarter ended June 30, 2024.

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 June 30, 2024.

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

For CYBERTECH SYSTEMS AND SOFTWARE LIMITED

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

Encl.: a/a

CyberTech Total Revenue for Q1FY25 was ₹ 622.2 million; up by 7.2% Y-o-Y basis

Mumbai, India – 24th July 2024: CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation Enterprise Cloud Transformations provider, announced today its financial results for the **first quarter** ended on 30th June 2024.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am delighted to share that we have had a strong start to the new financial year, FY25. Our revenue grew by 7% year-over-year to approximately ₹622 million, and our net profit (PAT) surged by 38% to ₹73.6 million. This quarter's performance, amidst a global atmosphere of caution, underscores the strength of our pipeline and our ability to sustain growth while maintaining robust margins.

A key driver of our success has been our strategic partnership with Esri. Our Managed ArcGIS Cloud Services (MACS) continue to stand out. Known for technical excellence and a dedicated approach to fulfilling our clients' cloud requirements, we take great pride in our services. I'm delighted to report that we've welcomed several Utility customers to our growing MACS clientele.

Our SAP strategic alliance has also significantly contributed to our business, particularly with SAP S/4HANA Cloud migrations. As more enterprises accelerate their move to the cloud, SAP remains at the forefront of our focus. I am pleased to share that several large enterprises have chosen us as their trusted partner for their SAP S/4HANA Cloud migration journeys.

GeoShield product remains a major focus. It has successfully achieved a strong product-market fit with its features, and we are in advanced discussions with several US Law Enforcement Agencies to further expand our presence.

Our associates are the backbone of the Company. We remain committed to attracting and nurturing new-age technical talent. Operationally, our current focus is on building a robust demand generation and sales mechanism in both India and the US. To this end, we have strategically decided to strengthen our sales teams.

In conclusion, I am proud of our achievements and the positive trajectory we are on. We remain dedicated to driving innovation and delivering value for our stakeholders. I extend my heartfelt thanks to all our clients, fellow shareholders, and CyberTech colleagues for their unwavering support of CyberTech.”

Key Financial Highlights – Q1FY25

Particulars (₹ in Million)	Q1 FY25	Q1 FY24	YoY %	Q4 FY24	QoQ %
Operating Revenue	578.8	553.1	4.7%	565.1	2.4%
Total Revenue	622.2	580.7	7.2%	608.7	2.2%
EBITDA	118.0	95.0	24.2%	117.0	0.9%
EBITDA Margin %	19.0%	16.4%		19.2%	
PBT	100.2	73.9	35.6%	96.9	3.5%
PBT Margin %	16.1%	12.7%		15.9%	
PAT	73.6	53.3	38.1%	70.6	4.2%
PAT Margin %	11.8%	9.2%		11.6%	

Business highlights – Q1FY24

- Total active client counts as of 30th June 2024 was 78 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 74% 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 June 2024, the Company had 563 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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Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a few risks and uncertainties that could cause actual results to differ materially from those that are projected by these forward-looking statements. These risks and uncertainties include, but are not limited to, such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website <https://cybertech.com>. CyberTech Systems and Software Ltd. undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



CyberTech
Systems and Software Limited

Earnings Presentation Q1FY25

24th July 2024

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Safe Harbor

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Please note that this presentation is based on the publicly available information on CyberTech including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

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

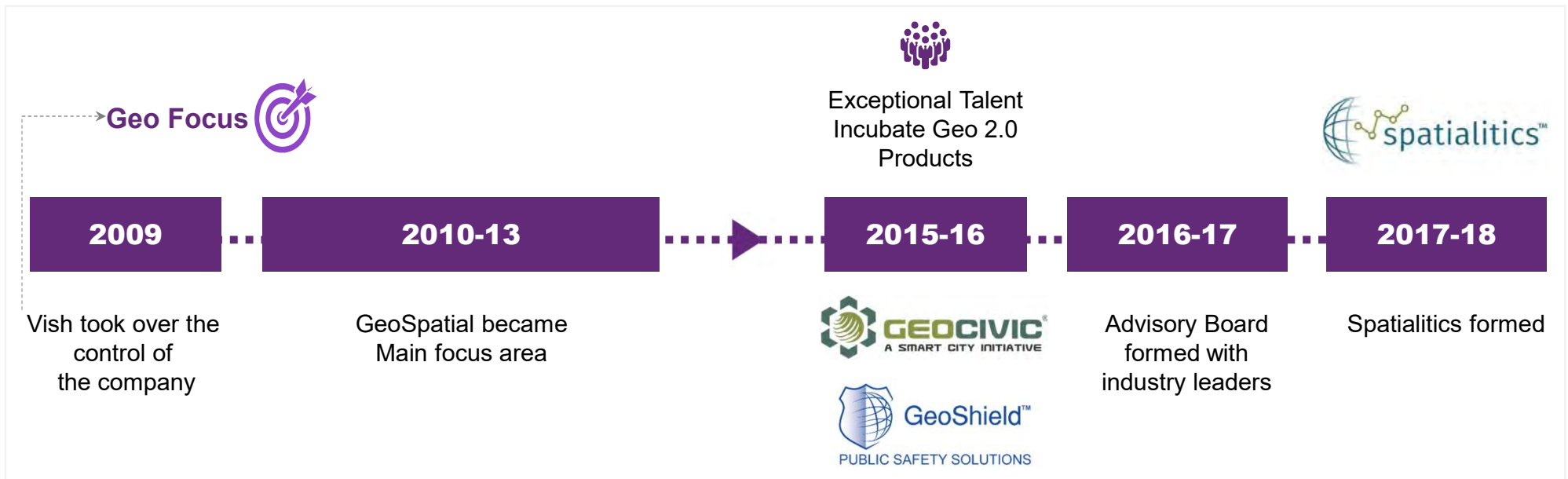
About Company

- 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, Kolkata)
- 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 30 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.

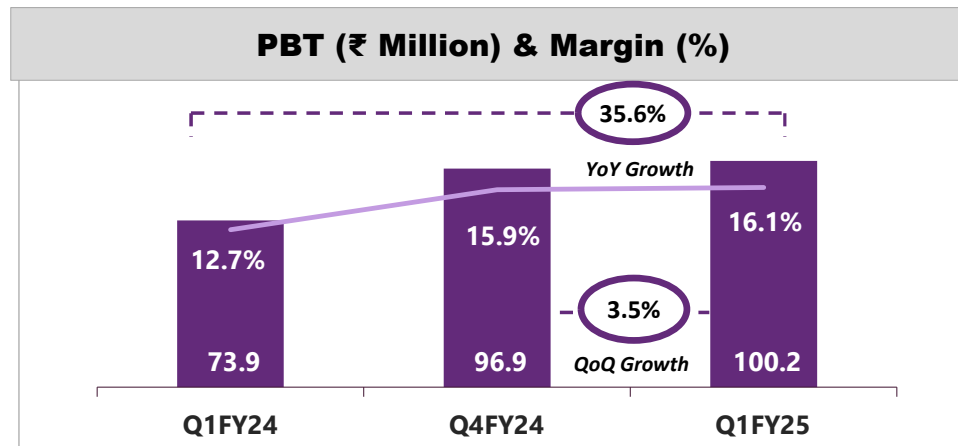
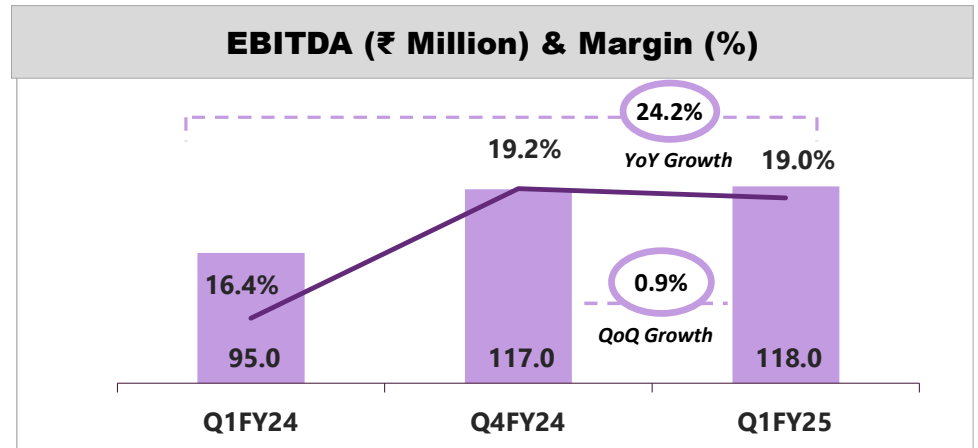
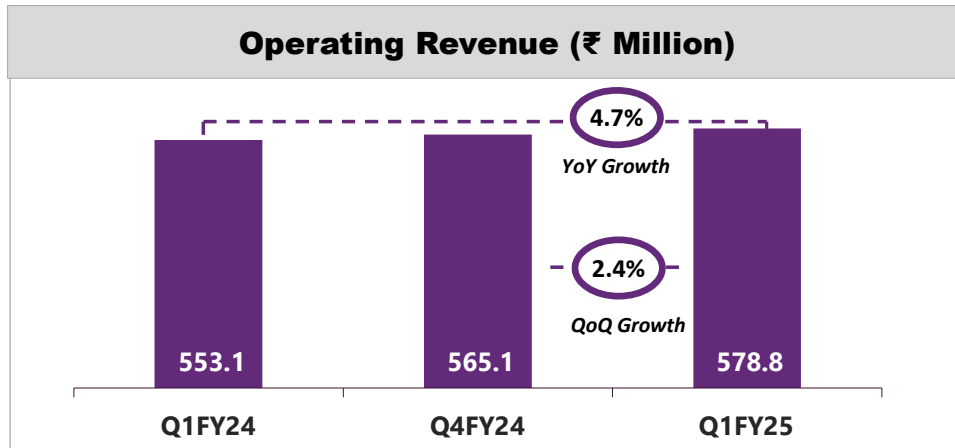


Financial Performance

Financial Summary – Q1FY25

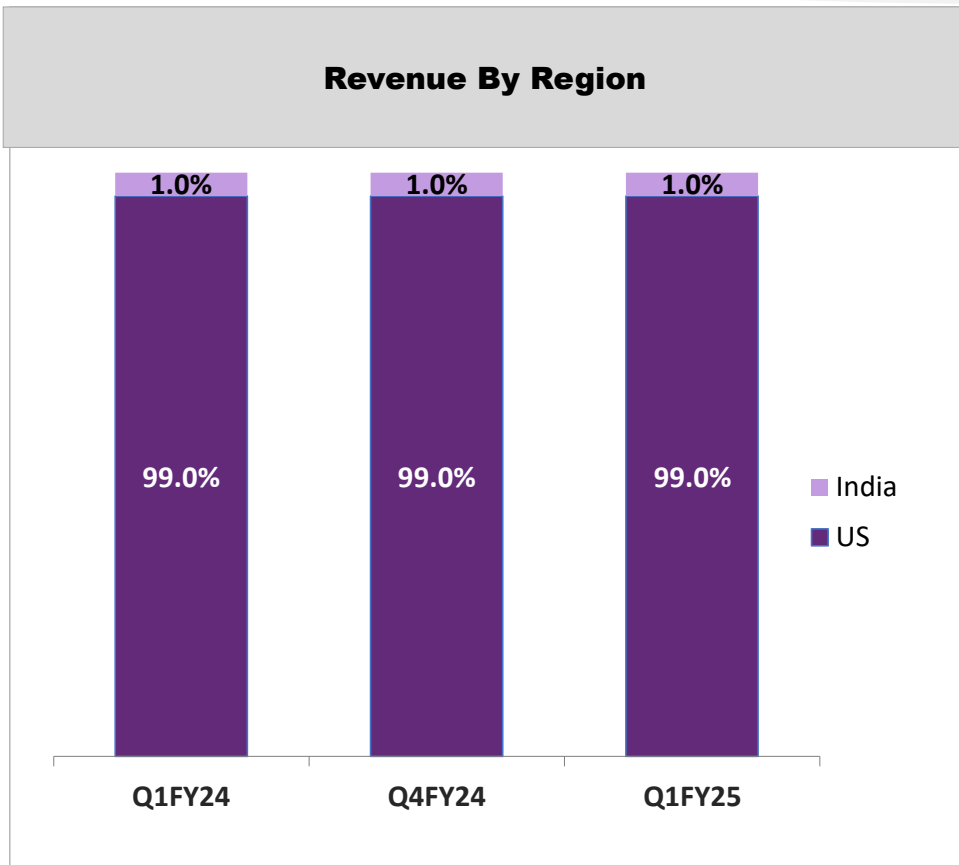
- Total Revenue at ₹ 622.2 million; up 2.2% Q-o-Q and 7.2% Y-o-Y
- Operating Revenue at ₹ 578.8 million; up 2.4% Q-o-Q and 4.7% Y-o-Y
- Reported EBITDA at ₹ 118.0 million (19.0% of total revenue)
- PBT at ₹ 100.2 million (16.1% of total revenue)
- PAT at ₹ 73.6 million (11.8% of total revenue)

Financial Highlights – Q1FY25

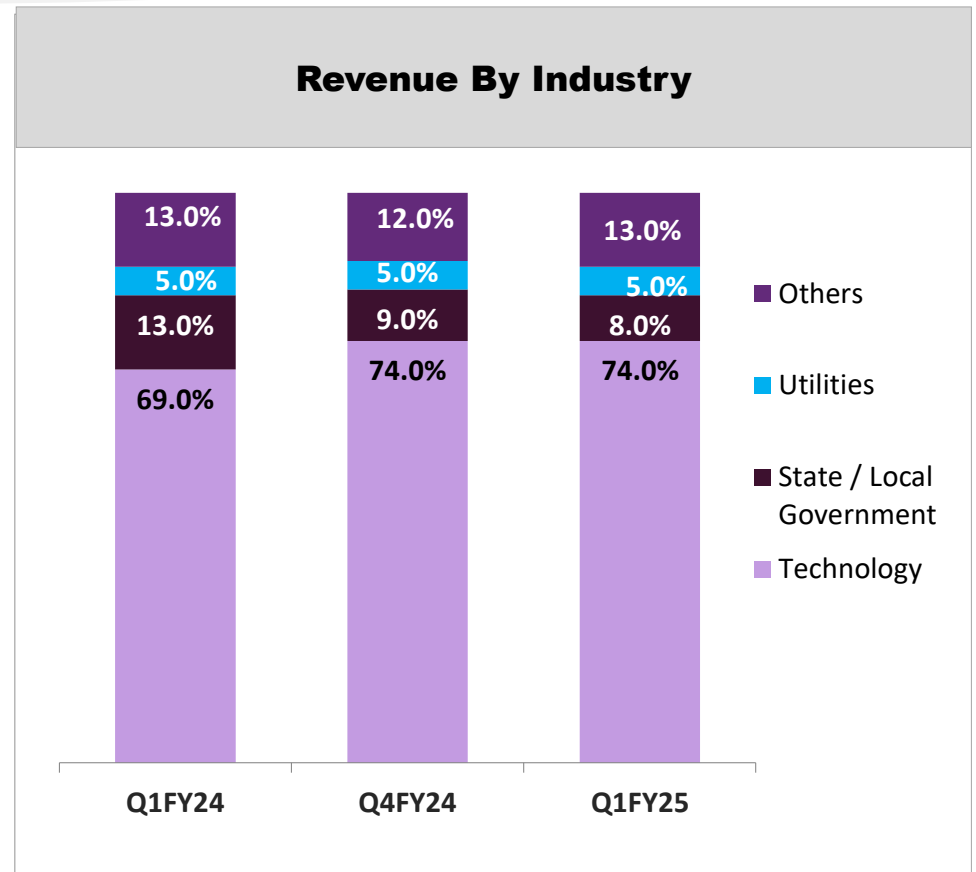


Revenue Metrics – Q1FY25

Revenue By Region



Revenue By Industry



Operational Highlights – Q1FY25

Client

- Added 01 new client
- Total active client 78 (LTM)
- Top Client revenue 59%
- Top 3 Client revenue 73%

Employee

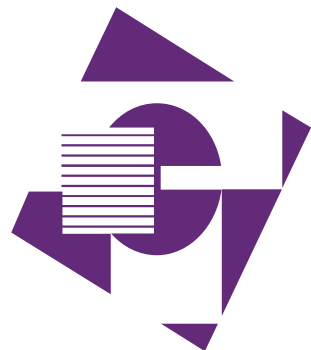
- Total Employees 563 as on 30 June 2024

Demand

- Number of Projects - 127

Consolidated Quarterly P&L – Q1FY25

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-24 Q1FY25	31-Mar-24 Q4FY24	Q-o-Q Growth	30-Jun-23 Q1FY24	Y-o-Y Growth
1	Revenue from Operations	578.79	565.11	2.4%	553.1	4.7%
2	Other Income	43.40	43.57	-0.4%	27.6	57.3%
3	Total Revenue (1+2)	622.2	608.7	2.2%	580.7	7.2%
4	Expenses					
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	129.37	133.05	-2.8%	127.9	1.1%
	b) Employee Benefits expense	318.69	307.54	3.6%	297.4	7.2%
	c) Finance Costs	1.46	2.09	-30.4%	1.1	32.6%
	d) Depreciation and amortization expense	16.34	18.02	-9.3%	20.0	-18.4%
	e) Other expenses	56.11	51.12	9.8%	60.3	-7.0%
	Total Expenses	522.0	511.8	2.0%	506.8	3.0%
5	Profit before Tax (3-4)	100.2	96.9	3.5%	73.9	35.6%
6	Tax Expense					
	a) Current Tax	26.36	22.39		22.6	
	b) Deferred Tax	0.28	3.61		(2.0)	
	c) Tax adjustments for earlier years	-	0.22		-	
7	Profit for the period (5-6)	73.6	70.6	4.2%	53.3	38.1%
8	Other Comprehensive Income					
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)					
	a) Remeasurement of the net defined benefit liabilities	(2.36)	(0.86)		(2.7)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.59	0.22		0.7	
	Items that will be reclassified to Profit and Loss					
	a) Foreign currency translation reserve	(0.85)	1.61		(0.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss				-	
9	Total Comprehensive Income for the period (7+8)	71.0	71.6		51.0	
10	Paid up equity share capital (Face value: Rs.10 per share)	311.31	311.06		284.7	
11	Other equity					
12	Earnings per share (of Rs.10 each)					
	Basic (Not annualised)	2.36	2.27		1.87	
	Diluted (Not annualised)	2.36	2.26		1.87	



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