

REGD OFFICE: `CyberTech House' Plot No. B-63/64/65, Road # 21/34, J.B Sawant Marg, MIDC, Wagle Estate, Thane 400604

• Tel: +91 224283-9200 • Fax: +91-22-4283-9236 • GSTIN 27AAACC1905B1ZE

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

Date: May 01, 2024

<p>To BSE Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400 001 Scrip Code: 532173</p>	<p>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</p>
--	--

Sub: Press Release and Earning Presentation for the quarter and year ended March 31, 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 Audited Financial Results for the quarter and year ended March 31, 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 FY24 was ₹ 2,360 million; up by 28% Y-o-Y basis

Mumbai, India – 30th April 2024: CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation Enterprise Multi-Cloud Transformation service provider, announced today its financial results for the **fourth quarter and full year FY24** ended on 31st March 2024.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “I am delighted to announce yet another year of strong financial performance, characterized by substantial revenue growth and resilient margin performance. Our revenue for the fiscal year surged by 28% compared to the previous year, reaching INR 2,359.9 million. Despite the challenges presented by the increasing cost of talent and the ever-evolving market dynamics, our steadfast dedication to innovation, operational excellence, and prudent cost management has empowered us to deliver significant value to our stakeholders and position ourselves for sustained success.

At the core of our proficiency lies the provisioning of Cloud-based SAP digitalized solutions and Esri ArcGIS Enterprise Cloud platforms. We merge our expertise in cloud technologies with a deep understanding of our clients' business requirements. In addition, our Spatialitics Cloud Software Solutions leverage digitalization advantages by combining maps with enterprise data.

Our partnership with SAP has been instrumental in driving new business, particularly in SAP S/4HANA cloud migrations, which remain a primary focus as more enterprises accelerate their transition to the cloud.

Throughout the year, our Managed ArcGIS Cloud Services offerings have garnered considerable traction, with the addition of several new clients in the 4th quarter, all with multi-year contracts of strategic significance. These wins underscore the tangible business advantages our clients experience through our GIS expertise, our steadfast focus on cloud security, and our adeptness in managing web scale complex systems.

At the forefront of Spatialitics, our GeoShield product continues to be a major focus area. It has successfully achieved a strong product-market fit in terms of features, and now our goal is to scale the GeoShield product business further. I am pleased to announce that we added one more US law enforcement agency to our client base.

As previously discussed, we have implemented several measures aimed at enhancing operational efficiency and cost-saving initiatives over the past few quarters. These initiatives have begun to yield substantial benefits, playing a pivotal role in alleviating cost pressures and sustaining margins. The trend in our quarterly results underscores our strategic focus on driving sustainable growth and

optimizing performance. With a 4% quarter-on-quarter increase in topline revenue, the company achieved an impressive 28.6% margin growth on a quarter-on-quarter basis, highlighting the effectiveness of our initiatives.

Our deal pipeline continues to expand across our three key offerings - SAP S/4HANA and SAP Cloud Offerings, Managed ArcGIS Cloud Services and Spatialitics Cloud Software Solutions. We take great pride in our robust partnerships, our sterling reputation in the market, and our unwavering commitment to maintaining a strong balance sheet and enhancing our resources available to the business.

I extend my sincere gratitude to all our customers, shareholders, CyberTech colleagues and Directors for their steadfast support of CyberTech's journey."

Key Financial Highlights – Q4FY24

Particulars (₹ in Million)	Q4 FY24	Q4 FY23	YoY %	Q3 FY24	QoQ %
Operating Revenue	565.1	541.1	4.4%	546.2	3.5%
Total Revenue	608.7	562.8	8.1%	587.1	3.7%
EBITDA	117.0	98.4	18.9%	96.3	21.5%
EBITDA Margin %	19.2%	17.5%		16.4%	
PBT	96.9	75.4	28.5%	76.6	26.5%
PBT Margin %	15.9%	13.4%		13.0%	
PAT	70.6	53.6	31.8%	54.9	28.6%
PAT Margin %	11.6%	9.5%		9.4%	

Key Financial Highlights – FY24

Particulars (₹ in Million)	FY24	FY23	YoY %
Operating Revenue	2,217.4	1,761.6	25.9%
Total Revenue	2,359.9	1,845.2	27.9%
EBITDA	397.0	397.6	-0.2%
EBITDA Margin %	16.8%	21.5%	
PBT	315.4	313.8	0.5%
PBT Margin %	13.4%	17.0%	
PAT	227.4	216.9	4.8%
PAT Margin %	9.6%	11.8%	

Business highlights – Q4FY24

- Total active client counts as of 31st March 2024 was 77 (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 31st March 2024, the Company had 567 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>

Media Contact:

Saumitra Banerjee
CyberTech Systems and Software Ltd.
Ph: +91 22 4283 9312
saumitra.banerjee@cybertech.com

Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve several 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 Q4FY24

30th April 2024

©2024, CyberTech Systems and Software Limited , All Rights Reserved

Safe Harbor

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

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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

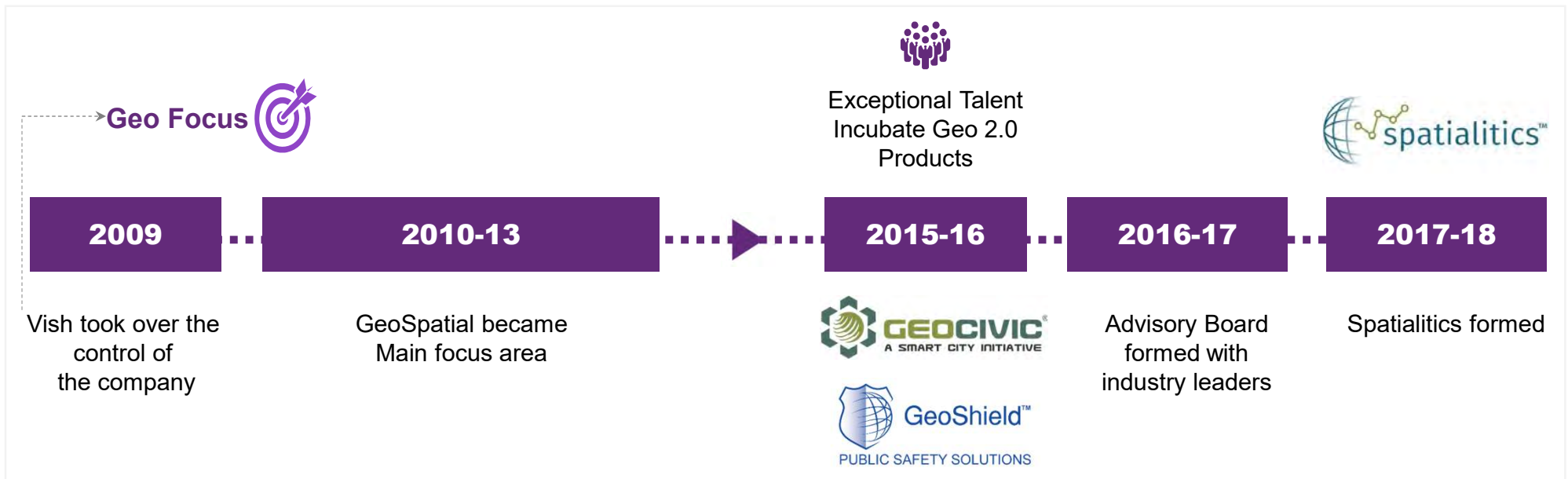
About Company

- 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

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

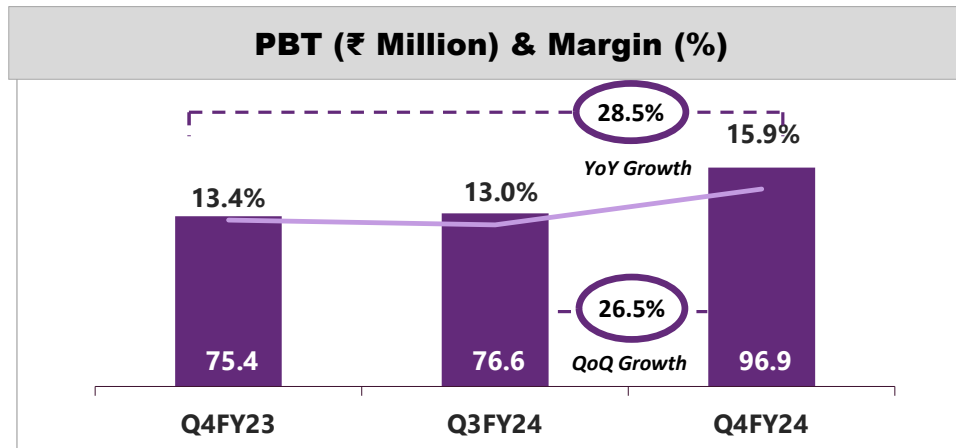
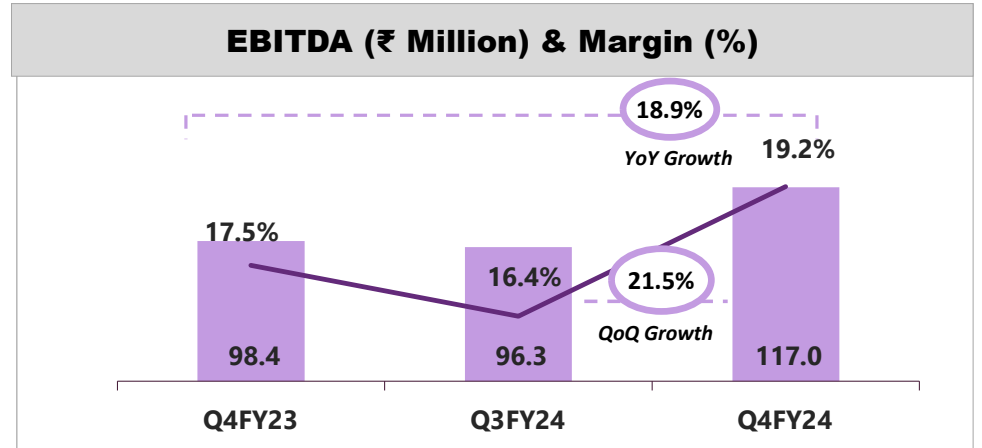
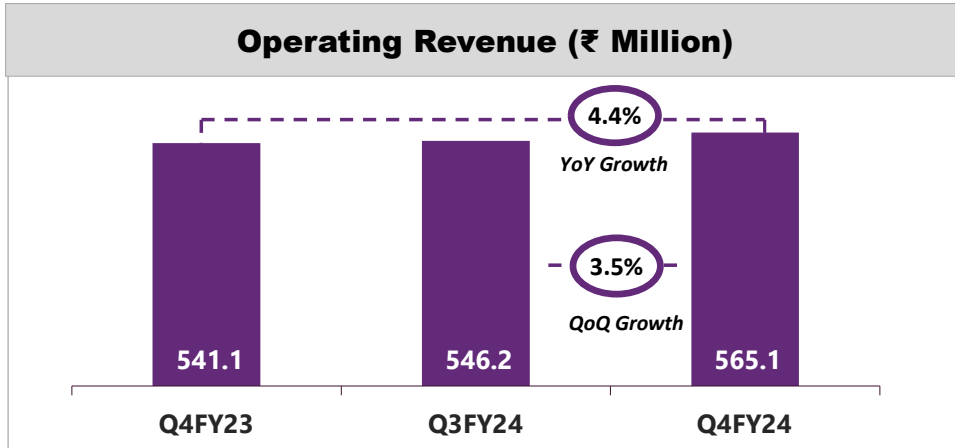
Financial Summary – Q4FY24

- Total Revenue at ₹ 608.7 million; up 3.7% Q-o-Q and 8.1% Y-o-Y
- Operating Revenue at ₹ 565.1 million; up 3.5% Q-o-Q and 4.4% Y-o-Y
- Reported EBITDA at ₹ 117.0 million (19.2% of total revenue)
- PBT at ₹ 96.9 million (15.9% of total revenue)
- PAT at ₹ 70.6 million (11.6% of total revenue)

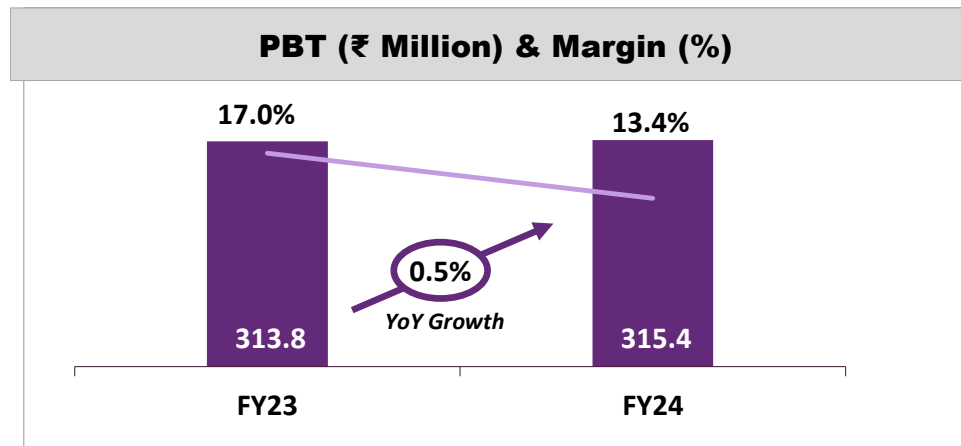
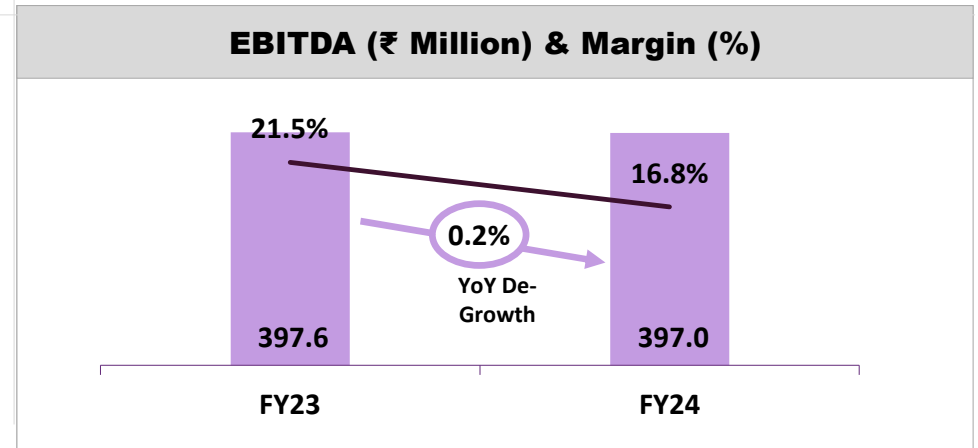
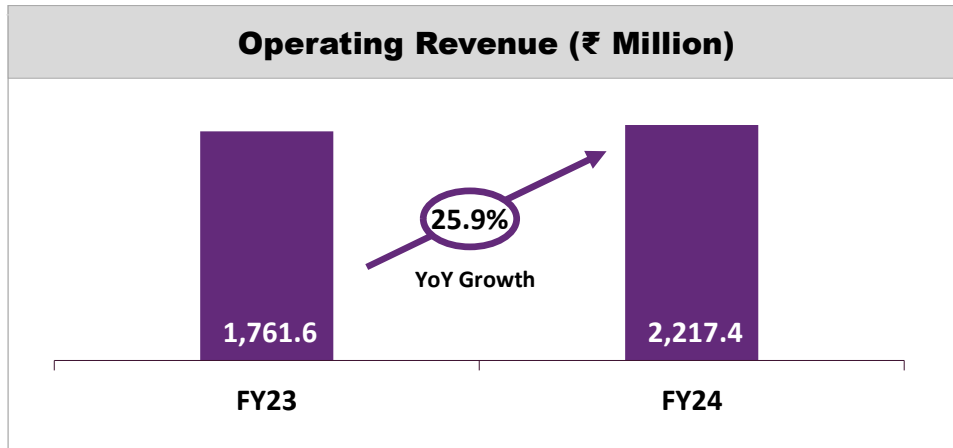
Financial Summary – FY24

- Total Revenue at ₹ 2,359.9 million; up 27.9% Y-o-Y
- Operating Revenue at ₹ 2,217.4 million; up 25.9% Y-o-Y
- Reported EBITDA at ₹ 397.0 million (16.8% of total revenue)
- PBT at ₹ 315.4 million (13.4% of total revenue)
- PAT at ₹ 227.4 million (9.6% of total revenue)

Financial Highlights – Q4FY24

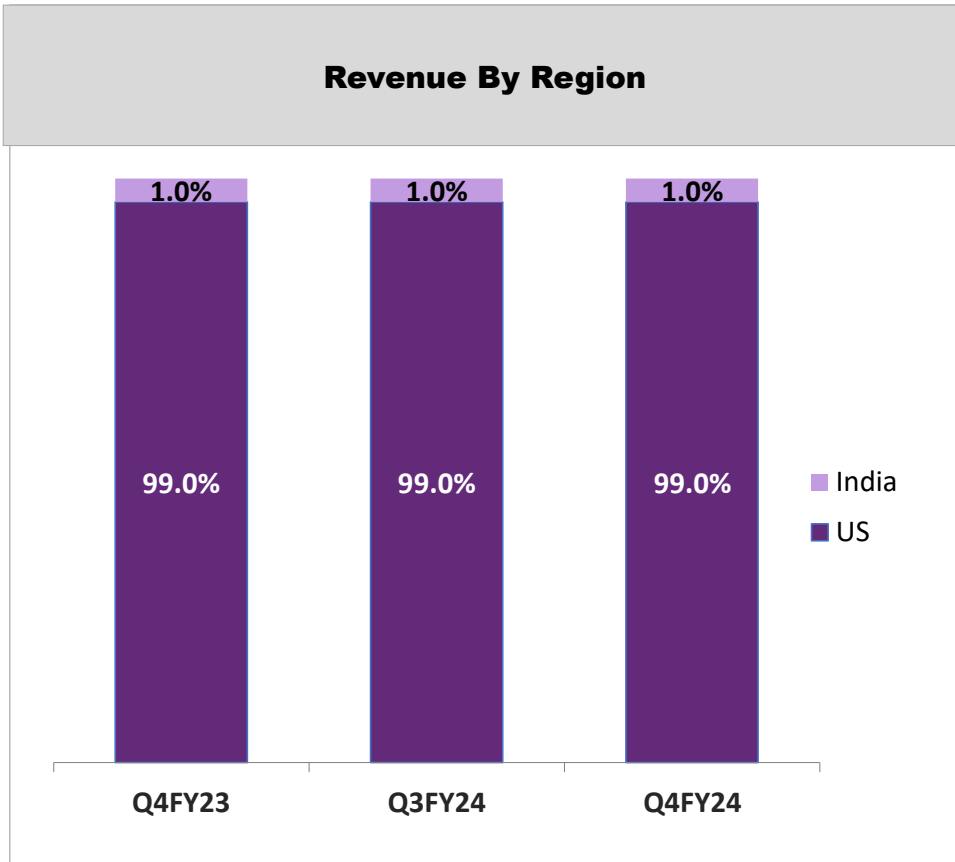


Financial Highlights – FY24

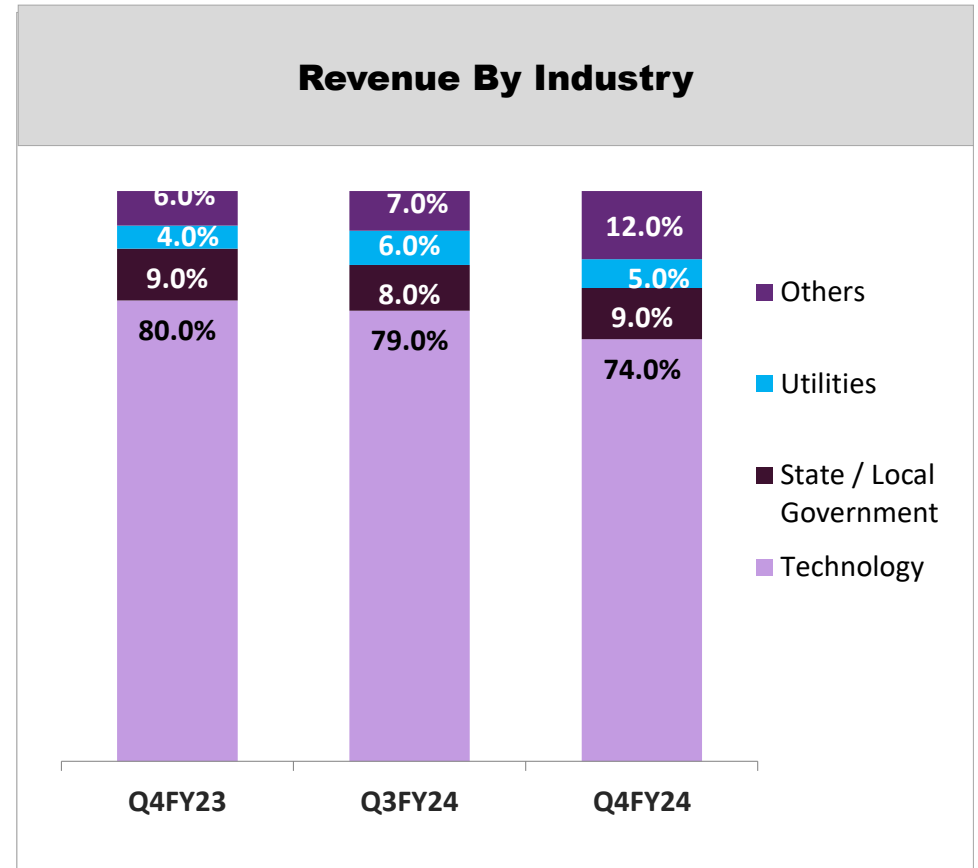


Revenue Metrics – Q4FY24

Revenue By Region



Revenue By Industry



Operational Highlights – Q4FY24

Client

- Added 03 new clients
- Total active client 77 (LTM)
- Top Client revenue 58%
- Top 3 Client revenue 74%

Employee

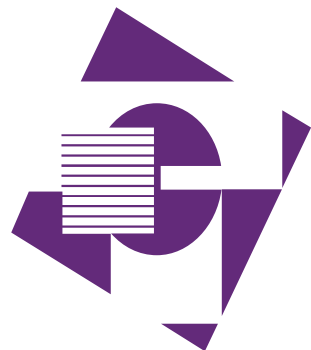
- Total Employees 567 as on 31st March 2024

Demand

- Number of Projects - 124

Consolidated Quarterly P&L – Q4Y24

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-24 Q4FY24	31-Dec-23 Q3FY24	Q-o-Q Growth	31-Mar-23 Q4FY23	Y-o-Y Growth	31-Mar-24 FY24	31-Mar-23 FY23	Y-o-Y Growth
1	Revenue from Operations	565.11	546.18	3.5%	541.1	4.4%	2,217.35	1,761.6	25.9%
2	Other Income	43.57	40.93	6.5%	21.8	100.3%	142.59	83.6	70.6%
3	Total Revenue (1+2)	608.7	587.1	3.7%	562.8	8.1%	2,359.9	1,845.2	27.9%
4	Expenses								
	a) Outsourced project cost	133.05	124.69	6.7%	143.7	-7.4%	525.01	229.0	129.2%
	b) Employee Benefits expense	302.32	303.21	-0.3%	260.5	16.1%	1,201.97	1,020.0	17.8%
	c) Finance Costs	2.09	1.52	37.5%	3.3	-36.0%	6.20	5.1	21.2%
	d) Depreciation and amortization expense	18.02	18.21	-1.0%	19.7	-8.5%	75.41	78.7	-4.2%
	e) Other expenses	56.33	62.91	-10.5%	60.3	-6.5%	235.94	198.6	18.8%
	Total Expenses	511.8	510.5	0.3%	487.4	5.0%	2,044.5	1,531.4	33.5%
5	Profit before Tax (3-4)	96.9	76.6	26.5%	75.4	28.5%	315.4	313.8	0.5%
6	Tax Expense								
	a) Current Tax	22.39	20.64		27.4		85.3	102.3	
	b) Deferred Tax	3.61	0.67		(3.8)		2.20	(8.5)	
	c) Tax adjustments for earlier years	0.22	0.32		(1.8)		0.53	3.1	
7	Profit for the period (5-6)	70.6	54.9	28.6%	53.6	31.8%	227.4	216.9	4.8%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(0.86)	(2.71)		(6.6)		(8.98)	(10.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.22	0.68		1.6		2.26	2.6	
	Items that will be reclassified to Profit and Loss		-						
	a) Foreign currency translation reserve	1.61	0.99		(5.4)		10.49	43.3	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	71.6	53.9		43.3		231.2	252.4	
10	Paid up equity share capital (Face value: Rs.10 per share)	311.06	311.06		284.7		311.06	284.7	
11	Other equity						1,867.61	1,319.4	
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	2.27	1.89		1.88		7.77	7.64	
	Diluted (Not annualised)	2.26	1.89		1.88		7.75	7.62	



CyberTech

Systems and Software Limited

Regd. Office: 'CyberTech House', Plot No. B-63/64/65, Road No. 21/34, J. B. Sawant Marg, MIDC, Wagle Estate, Thane (West), 400 604.

Contact Us

Saumitra Banerjee

CyberTech Systems & Software Ltd.

saumitra.banerjee@cybertech.com

© 2020 CyberTech Systems and Software Limited, All Rights Reserved.

CyberTech Logo is trademark of CyberTech Systems and Software Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.