

Date: August 13, 2019

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

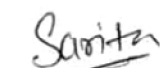
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, please be informed that the Press Release and Earning Presentation for quarter ended June 30, 2019 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 for Q1FY20 was Rs 275 million; up 18.5% Y-o-Y basis

Mumbai, India – 12th August, 2019: 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 **First quarter** ended on 30th June, 2019.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The recent quarter was a strong first quarter for the Company, continuing our trend over the past quarter. We continued to leverage operating growth momentum, which was again driven by our US business. Our operating revenue grew by 20% on Y-o-Y basis. Margins also showed significant improvement over the comparable quarter of previous year. This resulted in a substantial increase in our profitability.

Our relationship with SAP is becoming deeper through SAP S/4HANA and Geodatabase Migration Factory engagements. Our proprietary “Zero-Risk S/4HANA Move” methodology gained traction at SAP Sapphire 2019. Our revolutionary SAP – GIS integration middleware, Unity Engine, has been certified by SAP as a solution that can be integrated with SAP S/4HANA.

We opened our second India based technology support centre providing support for Esri’s cutting edge GIS products and technologies. This new center is strategically located near the Pune International Airport and to the City’s technology and education hubs and will expand CyberTech’s current Thane center collaboration with Esri.

Completion of our existing GeoCivic projects has been a primary focus for the Company. These projects will be completed in the second quarter of the fiscal year. This will help us leverage our existing resources to support the growing US business and continue to deliver improved margins.

On Spatialitics matters, we are seeing growing interest from a number of US Utilities. Our various products were exhibited at the Esri User Conference 2019, held in San Diego.

We are deepening our relationships with our existing customers. We could expand our presence at a large chemical and manufacturing company. We won a large project with a large engineering company. We have also won a multi-year subscription model contract from a laerge US healthcare group.

We are confident that the growth momentum and the margin resilience observed in this quarter will continue moving forward by our next-gen products and solutions offerings through subscription sales. Keeping this vision in mind the Company has decided to invest in strengthening the sales and marketing. Our target is to grow both direct and partner sales channels in coming quarters by having right people and resources at right places.

I would like to thank all our shareholders, customers and employees for your continued support.”

Performance Highlights

Consolidated Q1FY20 Q-o-Q Review

- Operating revenue was Rs 261.3 million during the quarter under review as compared to Rs 263.3 million during the previous quarter.
- Total revenue was Rs 274.7 million during the quarter under review as compared to Rs 280.0 million during the previous quarter.
- The Company reported an EBITDA of Rs 61.3 million for the quarter under review as compared to Rs 75.6 million during the previous quarter.
- EBITDA Margin stood at 22.3% for Q1FY20.
- Net Profit for the quarter under review stood at Rs 29.2 million for the quarter as compared to Rs 47.0 million during the previous quarter.

Consolidated Q1FY20 Y-o-Y Review

- Q1FY20 Operating revenue was Rs 261.3 million as compared to Rs 217.7 in the corresponding period of previous year reflecting a growth of 20% in rupee terms
- Total revenue for the quarter was Rs 274.7 million as compared to the Rs 231.7 million in the corresponding period of previous year
- The Company reported EBITDA of Rs 61.3 million during the quarter under review as compared to Rs 21.4 million in the corresponding period of the previous year
- EBITDA Margin stood at 22.3% for Q1FY20; shows significant improvement compared to the corresponding period of the previous year
- Profit after tax stood at Rs 29.2 million during the quarter under review as compared to Rs 2.9 million in the corresponding period of previous year.

Business highlights – Q1FY20

- Total active client count as of 30th June, 2019 was 38 (LTM)
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 75% of operating revenue during the quarter under review
- In terms of geography, US business continued to be the major contributor with a contribution of 93% towards operating revenue
- As on 30th June, 2019, the Company had 445 total employees

About CyberTech

CyberTech is a CMMI Level 3 Next-generation spatial analytics and SAP digital solutions provider. Its map-analytics based digitization products cater to broad vertical markets across the World. Spatial Analytics is the new focus area that has been created with sights on the burgeoning spatial analytics market. The Company services for seamless migration to SAP S/4HANA with end-to end service offerings for minimal disruption and reduced risks. CyberTech is a trusted advisor for several global enterprises, helping them geo-enable and digitalize mission-critical SAP business processes for users on and off the field. The Company has several strategic relationships with Cisco, Microsoft, ESRI and SAP. For more information and past results, please visit our web site www.cybertech.com

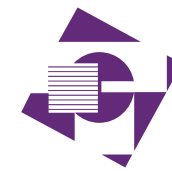
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Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but 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 www.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



BSE: 532173 | NSE: CYBERTECH | ISIN: INE214A01019 | CIN: L72100MH1995PLC084788

Earnings Presentation

Q1FY20

12th August, 2019

Safe Harbor



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

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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



Company Overview



Quarter Highlights



Financial Performance

About Company



- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on 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, Hyderabad)
- Owns a state of the art development center at Thane

Partnerships



Microsoft Partner



Corporate Time-line



Next – Generation Offerings

Solutions

- Digital Transformation
- Location Analytics
- Digital Fabric Overlay
- SAP S/4HANA Transformation
- SAP Analytics Cloud
- Smart City Digitization

Products



Public Safety

**Intelligence Led
Policing**



Smart City

**Property Tax
Management**



Healthcare

Healthcare



Utilities

**Asset & Workforce
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.

Agenda



Company Overview



Quarter Highlights



Financial Performance

Financial Summary – Q1FY20



Y-o-Y Review

Revenue:

- Total Revenue of Rs 274.7 Mn, up 18.5% Y-o-Y
- Operating Revenue of Rs 261.3 Mn, up 20.0% Y-o-Y

Profit:

- EBITDA was at Rs 61.3 Mn as against Rs 21.4 Mn in Q1FY19; up 187.1%
- EBITDA Margin of 22.3% as against 9.2% in Q1FY19
- Net Profit of Rs 29.2 Mn as against Rs 2.9 Mn in Q1FY19
- PAT Margin of 10.6% as against 1.2% in Q1FY19

Financial Summary – Q1FY20



Q-o-Q Review

Revenue:

- Total Revenue of Rs 274.7 Mn, down 1.9% Q-o-Q
- Operating Revenue of Rs 261.3 Mn, down 0.8% Q-o-Q

Profit:

- EBITDA was at Rs 61.3 Mn as against Rs 75.6 Mn in Q4FY19
- EBITDA Margin of 22.3% as against 27.0% in Q4FY19
- Net Profit of Rs 29.2 Mn as against Rs 47.0 Mn in Q4FY19
- PAT Margin of 10.6% as against 16.8% in Q4FY19

Demand:

- Number of Projects – 63
- Strong growth in Innovation Business and AMO; US and India

Operational Highlights – Q1FY20

Client:

- Total active client 38 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 69%

Employee:

- Total Employees 445 as on 30th June, 2019

Agenda



Company Overview



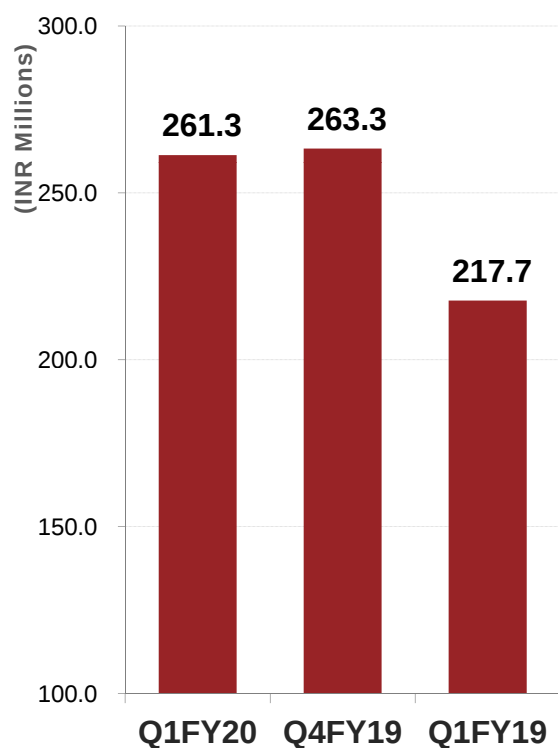
Quarter Highlights



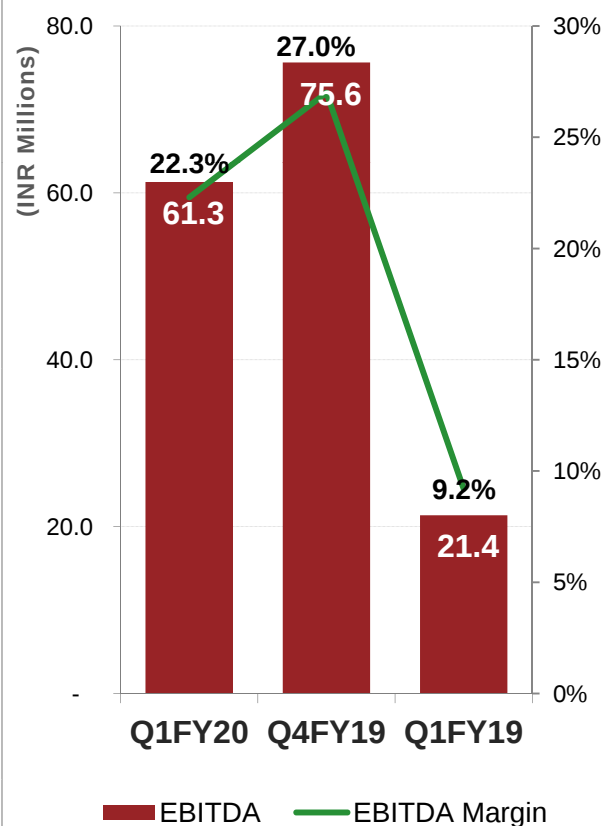
Financial Performance

Financial Summary – Q1FY20

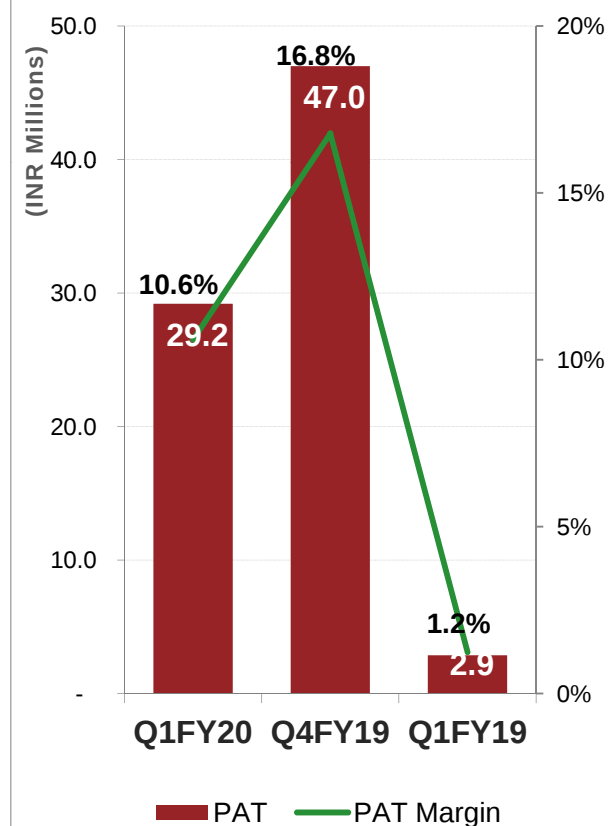
Comparable Operating Revenue



EBITDA



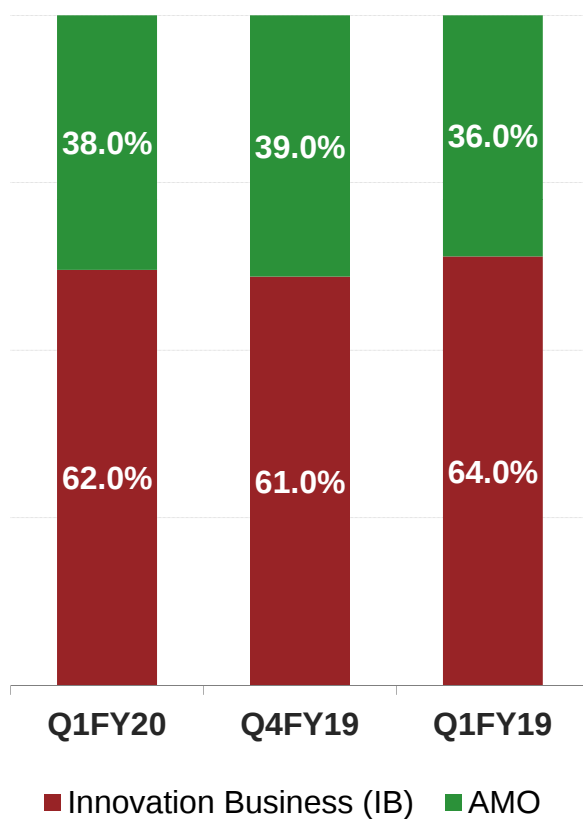
PAT



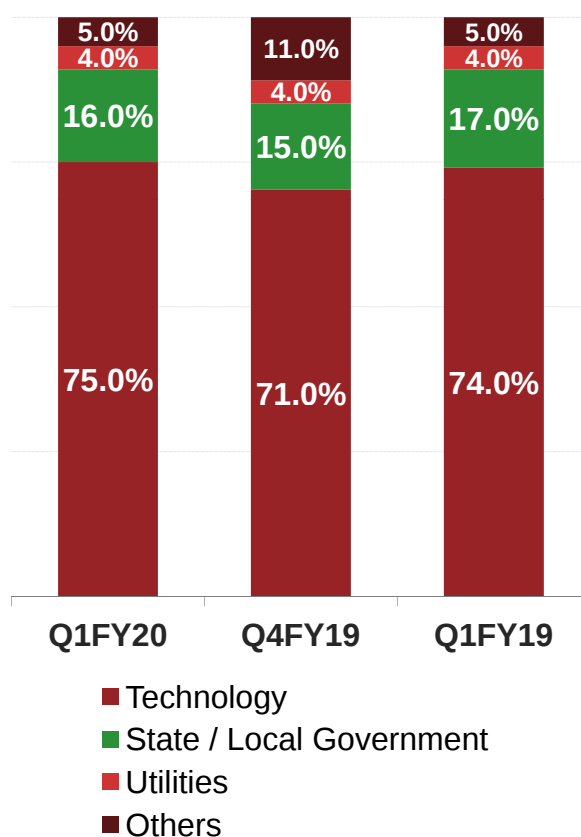
*** Comparable Operating Revenue includes Hardware Revenue**

Revenue Metrics – Q1FY20

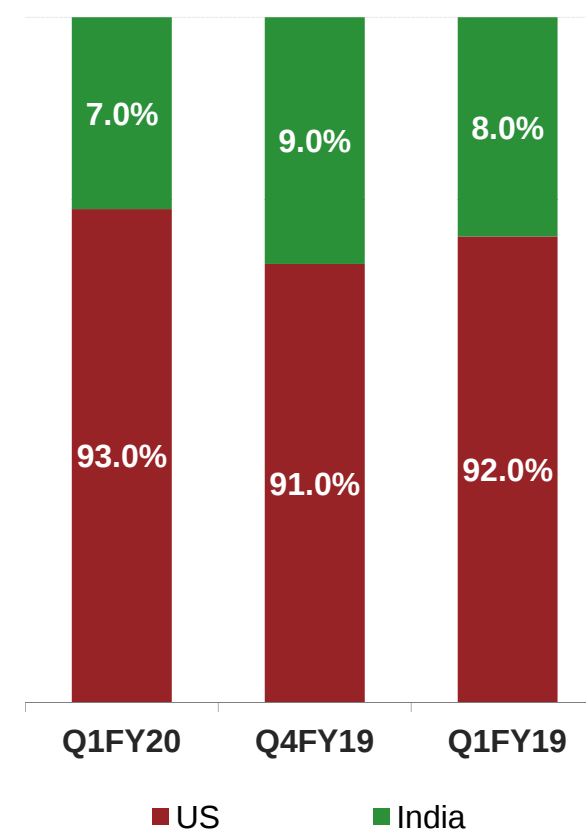
Revenue By Business



Revenue By Industry



Revenue By Region



Consolidated Quarterly P&L – Q1FY20

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-19	31-Mar-19	Q-o-Q	30-Jun-18	Y-o-Y
		Q1FY20	Q4FY19	Growth	Q1FY19	Growth
1	Revenue from Operations	261.3	263.3	-0.8%	217.7	20.0%
2	Other Income	13.4	16.7	-19.7%	14.0	-4.0%
3	Total Revenue (1+2)	274.7	280.0	-1.9%	231.7	18.5%
4	Expenses					
a)	Cost of Hardware / Software package and Outsourced project cost for service delivery	19.7	12.6	56.2%	19.1	3.1%
b)	Employee Benefits expense	153.8	153.3	0.3%	143.3	7.4%
c)	Depreciation and amortization expense	16.3	17.2	-5.0%	15.8	3.4%
d)	Finance Costs	2.4	2.7	-10.5%	2.4	2.3%
e)	Other expenses	39.9	38.4	3.7%	48.0	-17.0%
	Total Expenses	232.1	224.3	3.5%	228.5	1.6%
5	Profit before Tax (3-4)	42.6	55.8	-23.6%	3.2	1224.0%
6	Tax Expense					
a)	Current Tax	14.5	11.4	27.1%	0.7	2041.1%
b)	Deferred Tax	(3.5)	(3.0)	19.7%	(0.3)	981.3%
c)	Tax adjustments for earlier years	2.4	0.3	-	-	-
7	Profit for the period (5-6)	29.2	47.0	-37.8%	2.9	918.6%
8	Other Comprehensive Income					
	Items that will not be classified to Profit and Loss					
a)	Remeasurement of the net defined benefit liabilities	(0.5)	(1.5)	-69.6%	(0.1)	614.3%
b)	Income tax relating to items that will not be reclassified to profit and loss	0.1	0.4	-69.7%	0.0	635.3%
	Items that will be reclassified to Profit and Loss					
c)	Foreign currency translation reserve	(1.4)	1.3	-207.5%	2.2	-
9	Total Comprehensive Income for the period (7-8)	27.45	47.2	-41.9%	5.1	438.2%
10	Paid up equity share capital (Face value: Rs.10 per share)	275.2	275.2		274.4	
11	Earnings per share (of Rs.10 each)					
	Basic (Not annualised)	1.06	1.71	-38.0%	0.10	960.0%
	Diluted (Not annualised)	1.05	1.70	-38.2%	0.10	950.0%



CyberTech

Systems and Software Limited

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