Date: July 28, 2023

To	To
BSE Limited	**National Stock Exchange of India Ltd**.
Listing Department	Listing Department
Phiroze Jeejeebhoy Towers	Plot No. C1, Exchange Plaza
Dalal Street, Mumbai-400 001	G Block, Bandra Kurla Complex
Scrip Code: 532173	Bandra (East), Mumbai - 400 051
	Symbol: CYBERTECH

Sub: **Press Release and Earning Presentation for the quarter ended June 30, 2023.**

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 June 30, 2023.

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 Q1FY24 was ₹ 580.7 million; up by 44% Y-o-Y basis

Mumbai, India – 27th July 2023: 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 2023.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: "I am delighted to share that our company's growth momentum remains strong as evident in the latest quarter's financial results. Our revenue for the quarter surged by an impressive 44% compared to the previous year, reaching an outstanding figure of INR 580.7 million. This remarkable expansion can be attributed to our unwavering dedication to becoming experts in cloud transformation and our proactive efforts to fortify our sales team.

A significant driver of our success is our fruitful partnership with SAP, which has contributed to new business from SAP S/4 & HANA cloud migrations. As more enterprises accelerate their journey to the cloud, SAP remains our primary focus.

We also take pride in our Managed ArcGIS Cloud Services, and we are renowned for our excellence and a dedicated focus on meeting our clients' cloud requirements. This year, we were honored to be a Bronze Sponsor at the prestigious Esri User Conference, where our theme of "Security first ArcGIS Cloud Transformation" garnered substantial interest from participants.

Additionally, it brings me pleasure to announce that we have been awarded Esri's Utility Network Management Specialty for our exceptional expertise and services in the utility industry.

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. To achieve this, we have made a strategic decision to reinforce our sales teams.

As with many organizations, we faced unprecedented competition for talent and witnessed significant wage inflation over the last year, resulting in higher payroll costs. Despite these headwinds impacting on net income, we remain confident in our ability to navigate these challenges and continue delivering long-term value for our shareholders.

In conclusion, I am proud of our accomplishments and our positive trajectory. With a focus on innovation, client satisfaction, and operational excellence, we are poised for success. I thank all our clients, my fellow shareholders and our CyberTech colleagues for their continued support of CyberTech."

CyberTech
Systems and Software Limited

Key Financial Highlights – Q1FY24

Particulars (₹ in Million)	Q1 FY24	Q1 FY23	YoY %	Q4 FY23	QoQ %
Operating Revenue	553.1	385.5	43.5%	541.1	2.2%
Total Revenue	580.7	402.9	44.1%	562.8	3.2%
EBITDA	95.0	98.0	-3.1%	98.4	-3.4%
EBITDA Margin %	16.4%	24.3%		17.5%	
PBT	73.9	78.0	-5.2%	75.4	-2.0%
PBT Margin %	12.7%	19.4%		13.4%	
PAT	53.3	55.4	-3.9%	53.6	-0.6%
PAT Margin %	9.2%	13.8%		9.5%	

Business highlights – Q1FY24

- Total active client counts as of 30th June 2023 was 69 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 69% 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 2023, the Company had 625 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 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 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.
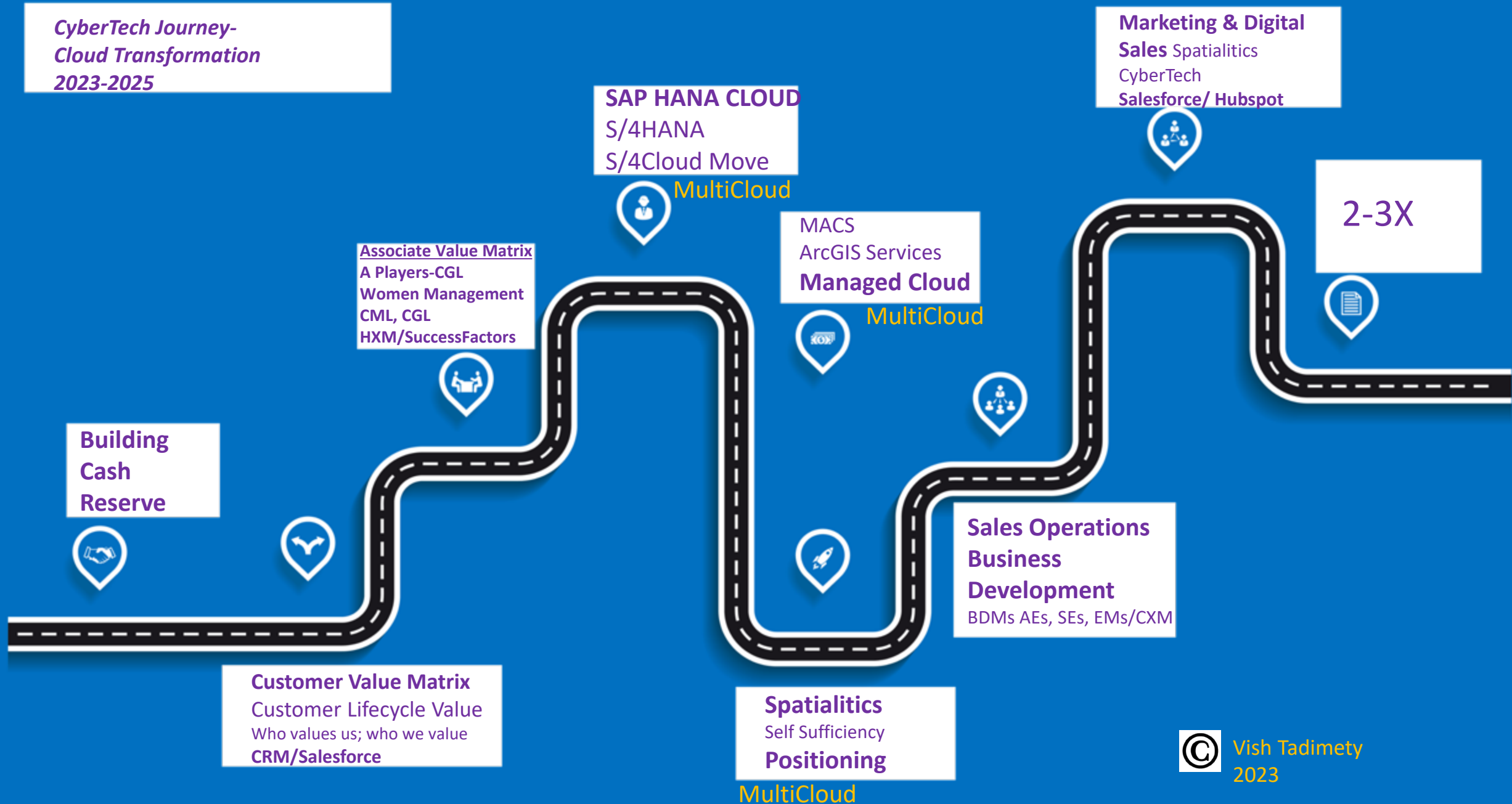
https://cybertech.com

*CyberTech Journey-
Cloud Transformation
2023-2025*

**Marketing & Digital
Sales** Spatialitics
CyberTech
Salesforce/ Hubspot

2-3X

SAP HANA CLOUD
S/4HANA
S/4Cloud Move
MultiCloud

MACS
ArcGIS Services
Managed Cloud
MultiCloud

Associate Value Matrix
**A Players-CGL
Women Management
CML, CGL
HXM/SuccessFactors**

**Building
Cash
Reserve**

**Sales Operations
Business
Development**
BDMs AEs, SEs, EMs/CXM

Customer Value Matrix
Customer Lifecycle Value
Who values us; who we value
CRM/Salesforce

Spatialitics
Self Sufficiency
Positioning
MultiCloud

© Vish Tadimety
2023

" CyberTech's expertise is in Enterprise Cloud Transformation "

We deliver multi-cloud SaaS (Spatialitics, GeoShield), MaaS (SAP BTP) , PaaS(SAP S/4) and Managed Services (MACS, SAP S/4)
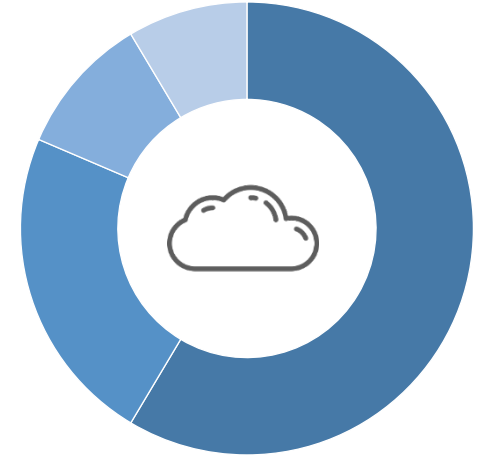
Who we are?

CyberTech helps businesses accelerate digitalization through Enterprise Multi-cloud Transformation.

Unlike any other service provider, CyberTech assists organizations **establish a cloud platform strategy** with the right mix of public, private or hybrid cloud and delivers **end-to-end client-centric** solutions across cloud platforms

We are a **deep tech company** specialized in Cloud and Analytics. We own **large number of Cloud Assets in North America**
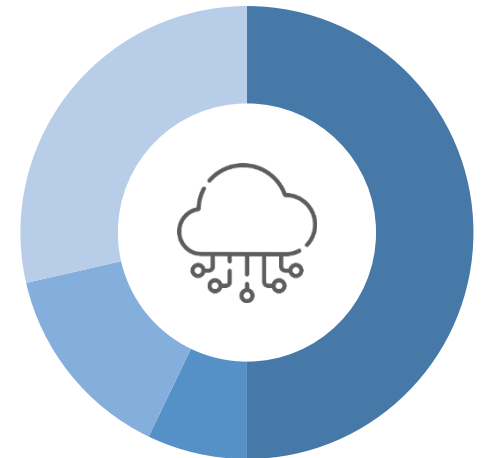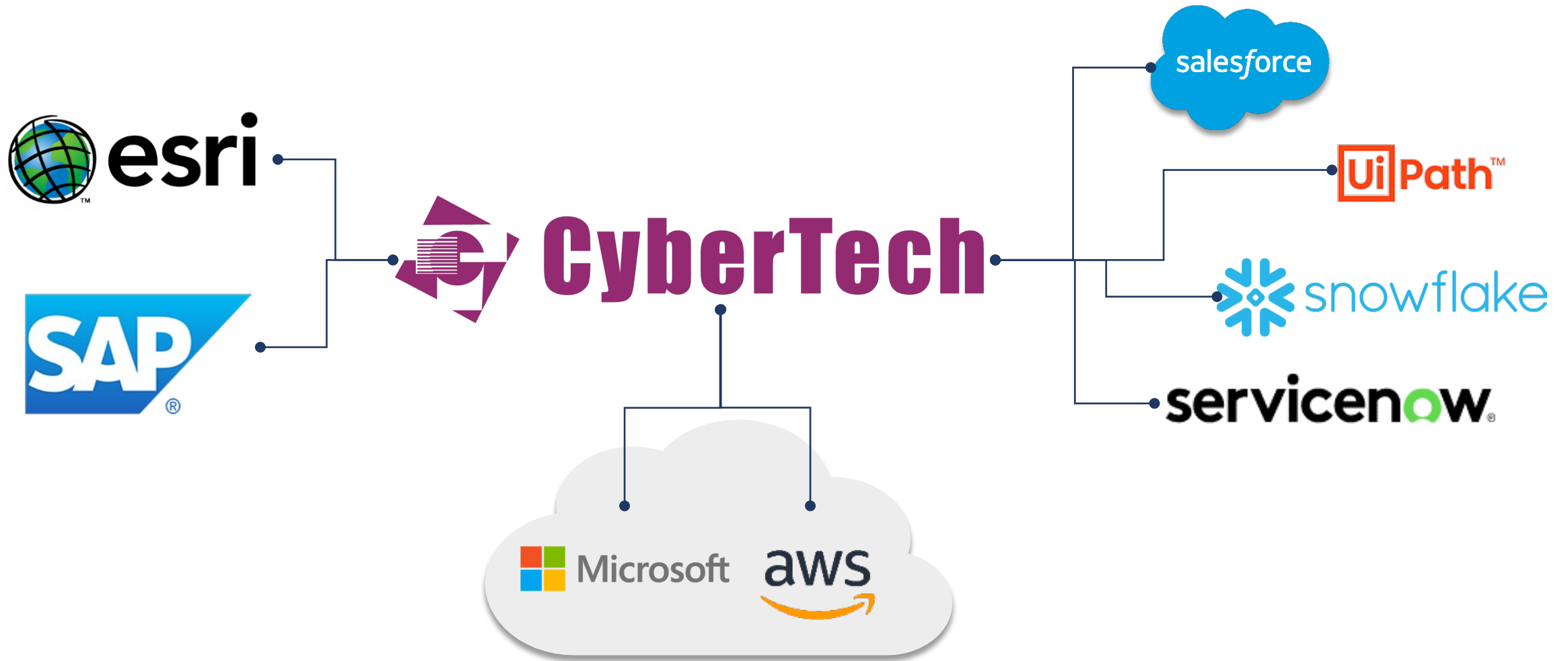
Our Cloud strategy is built on a Multi-cloud Ecosystem
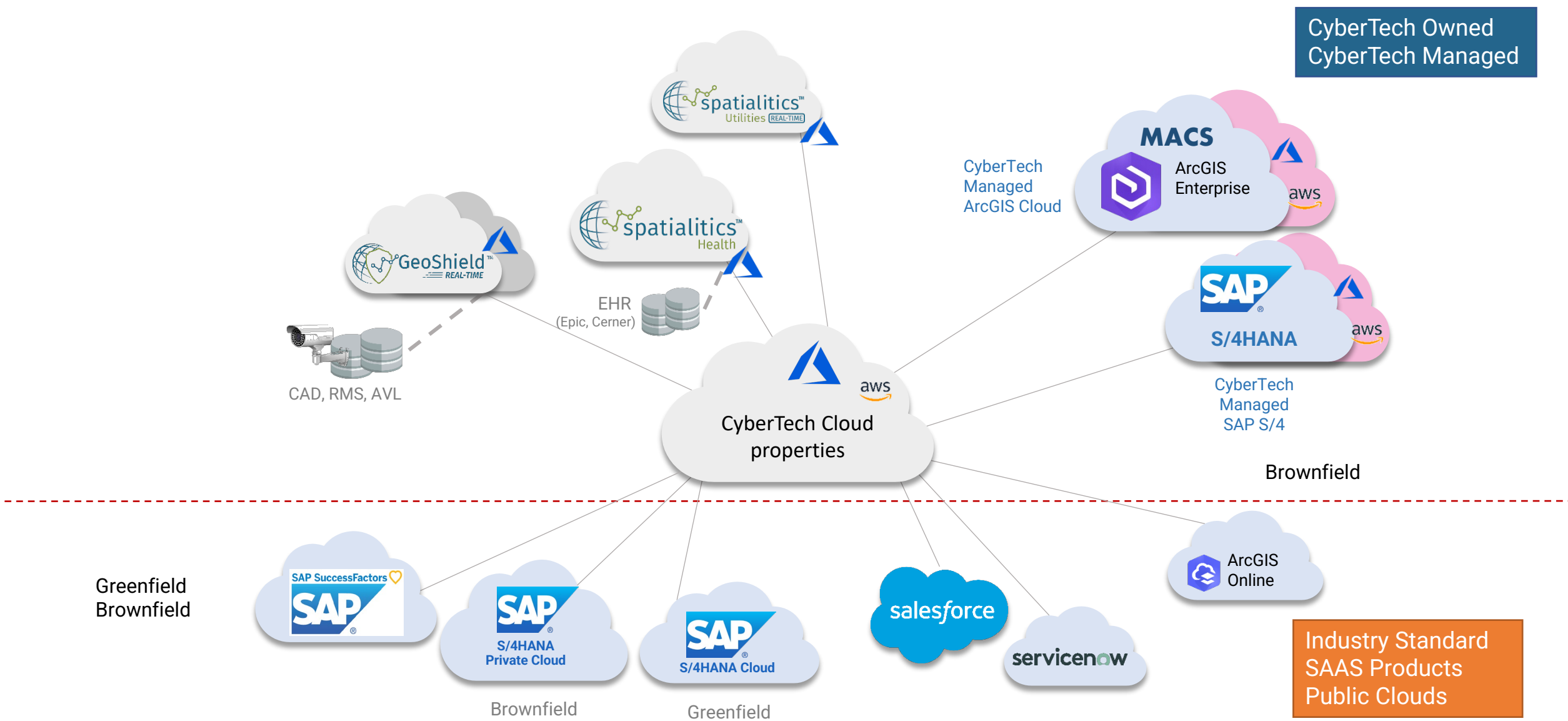
Alliances & Partnerships –Cloud Led

Overall Market Assessment

The global cloud computing market is projected to grow from **$480.04 billion** in 2022 to **$1,712.44 billion** by 2029

Cloud Market Growth – **19.9% CAGR**

GIS Market Growth – **12.2% CAGR**

SAP and Esri are expecting huge push for moving towards cloud

CyberTech Systems & Software Inc.

Reference - *Fortune Business Insight
Reference - ** PS Market Research

2023 Planning Update

Strategic Objectives 2023 - 24

Continue the 8-step journey

Grow business 50% during 2023-2024 and aim for 100% by 2025

Mostly Recurring and Strategic Revenue Focused

Enterprise Lifecycle Value of Customers

CyberTech

Grow of the Business for 2X 2025

Grow Core Business 15% YoY in 2023-24

Commit resources to the 3 main pillars as growth engines

Build 3-5 additional pedestals on core business

CyberTech

Three main pillars of growth

Inconsistent Success

Grow
- Grow Managed ArcGIS Cloud & Managed Utility Cloud (MACS) to 50 accounts

Nurture
- Grow GeoShield to 50 new accounts and make it viral

Develop
- Develop SAP S/4HANA into a major business line

CyberTech

3 – 5 Pedestals for growth on core business

Spatialitics Utilities and Unity

SAP Business Technology Platform

Enterprise GIS Solutions

Health Checks, Systems Integrations

Utility Networks

NextGen SaaS

Salesforce, SuccessFactors

Eat our own dogfood

Cloud Infra, Amazon, Azure, Security

Amazon, Azure, Security

"By 2026 it will be Y2K all over again in SAP World"

All SAP ERP Clients (ECC 6 EHP 8) have to migrate to SAP S/4HANA by 2028

•The latest version of SAP ERP (V. 6.0) was made available in 2006.

•The most recent SAP enhancement package 8 for SAP ERP 6.0 was released in 2016

•SAP will not support SAP ECC (SAP ERP Central Component) from 2028

•All clients must move to SAP S/4HANA

SAP proposes 3 versions

SAP S/4HANA Public Cloud

SAP S/4HANA Private Cloud

SAP S/4HANA perpetual on premise

- **Can run on client's cloud or on premise**

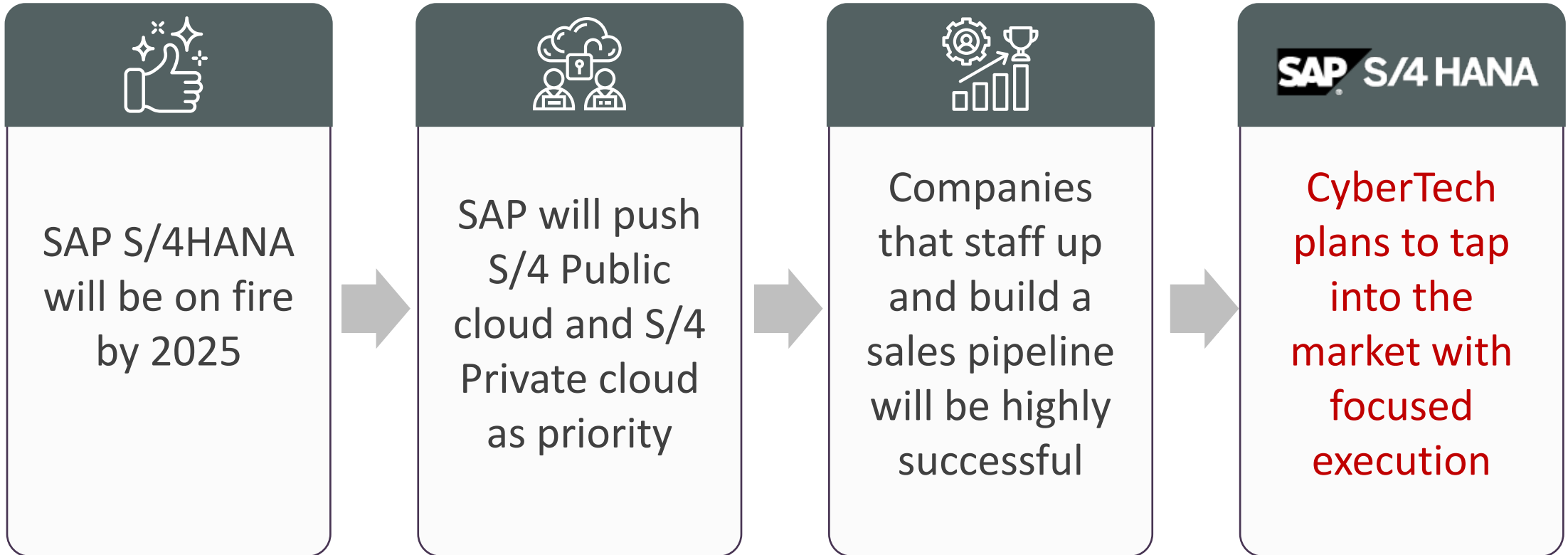**Companies that invest SAP people, process and solutions for S/4HANA will be Big Winners in 3 years**

Big 4 will be expensive

Top tier Global Integrators can't serve

Winners must get ready

CyberTech SAP S/4HANA Roadmap (2025 Vision)

SAP S/4HANA will be on fire by 2025

SAP will push S/4 Public cloud and S/4 Private cloud as priority

Companies that staff up and build a sales pipeline will be highly successful

SAP S/4 HANA

CyberTech plans to tap into the market with focused execution

We will tap this market by offering
"Zero Risk S/4 Roadmaps"

1Q Business Update

CyberTech

- **❯ 1QFY24 was decent**
  - o Topline grew by around 44% Y-o-Y and 3% Q-o-Q to INR 58Cr ($ 7.1M)
  - o Strong flow of deals in focus areas, backed by a robust pipeline
    - • New wins in the quarter. Closed $6M in new business
      - • Border State
      - • Sumitomo
      - • DNV

- ❯ The Company has a cash reserve of INR 122Cr ($ 15M)

- ❯ To continue to deliver strong business growth, the Company will continue to stay focused on
  - o Cloud Transformation
  - o Building Cash Reserve
  - o Talent Management

- ❯ Pristine Balance sheet
  - o Zero debt
  - o Real estate valued at INR 200Cr – 250Cr ($ 30M - $ 35M)

- ❯ Issue- growth not dropping to the bottom-line
  - o Mid management faltering

Organizational Priority 2023

- **Trying to groom 4-6 new leaders to be SVP/COO in next 12-18 months**
  - **Run their own business**
  - **These leaders will run the company**

- **Expanding bench (VT, SLJ, PMB, Raman, Ambadas, Saumitra, Sagar)**
  - Grooming Watching Listening Mentoring

- Win Win among themselves
  - Still dependent on top few

- Level of ownership issue

Immediate and Long-Term Issues - 2023

- **Identifying talent ..productivity & loyalty**

- **Human Capital Management HXM**
  - **Metrics**
    - **Top 100 employees by compensation**
      - Role and contributions
      - Let us have honest conversations
  - **Classification of top 50% staff in 2X2 matrix (Star, Vulnerable, Outmoded and Hiring Mistake)**
    - Roles and responsibilities documented and signed off
  - **SuccessFactors roll out is most "Urgent and Important"**

- **Implement Retention**
  - **New Company policies need documentation**
    - Non-compete clause
    - Increase Notice period to 90 days
      - Increase up to 180 days for key people and leaders

- **Coming back to office**
  - A significant section of the workforce has come back to office or is ready to come back to office
  - However, there is a section of the workforce, who are still reluctant to come back to office

- **Business matters**
  - **Rate increase to support inflation**

Journey Balanced Score Card-1- Updated June 30, 2023

CyberTech

Journey Segments	Journey Junction Points	How I rate us
Building Cash Reserve	1. Build the Cash as per plan 2. Protect the Co. and execute to Vish Plan/Interests 3. Allocate the Capital 4. Management Alignment 5. Shut GeoCivic India down	A B B B B **from C**
Customer Value Matrix	1. Spatialitics 2. CyberTech 3. Measure the ECV	A, slow growth B, slow growth color by practice
A Players	1. Define A, B, C. Build Mind-maps/HCM 2. CML/CTL/**CGL** 3. Women in Management 4. **Process Quality of talent/Implement HCM** 5. Vish Trusted backbones by Practice	B from C A/B from C B from C B B/**C**
SAP Cloud Offers/Focus	1. SAP S/4 2. SAP Cloud Move 3. SAP Cloud, BTP 4. Talent, Process	B C from D B- Color; Sell B

Journey Balanced Score Card-2 Updated June 30, 2023

CyberTech

Journey Segments	Journey Junction Points	How I rate us
MACS Esri Alignment	1. MACS Offers and Success 2. Esri Growth 3. Esri Coverage 4. Esri Alignment	B B C C
Spatialitics Self Sufficiency	1. GeoShield 2. Utilities 3. Health	A, growth in Horizon B, no growth C, Color
Sales Org	1. Process 2. SAP Sales Team 3. GIS Sales Team 4. SAP EM Team 5. GIS EM Team	A B from C B B A
Delivery Org	1. GIS 2. Spatialitics 3. SAP 4. Esri Tech Support 5. DevSecOps	A A C B A, B, C
Digital Sales	1. CyberTech SAP 2. CyberTech MACS 3. Spatialitics	B B B

SWOT Analysis

CyberTech

- Great customer relations
- Depth and relevance of offerings
- Esri/Jack
- Deep GIS and engineering expertise
- Experienced executive leadership
- ~~SAP Sell approved~~

- Revenue could 10X in 10 yrs.
- Our strategy and offerings are aligned with the industry trend of moving towards cloud
- CGL, CML and CTL

Strength

Weakness

Opportunity

Threat

- Weak engineering focus in SAP Delivery teams
- Uneven distribution of talent between BUs
- Lack of enough 'A' players
- Partner relationships not robust across partners

- Talent Loss
- Data not in our control
- Strategic, long-term SAP revenue mainly comes from few existing customers
- Most of the SAP revenue is opportunistic revenue

Building Cash Reserve – Status

CyberTech

Target and Plan

March 31, 2023	March 31, 2024	March 31, 2025
Net Cash Balance: $ 12 - 13M	Net Cash Balance: $ 18M	Net Cash Balance: $ 23M

- ✓ Current Cash Balance is $ 15M
- ✓ Added approximately $ 3M to our cash

Current cash reserve

(Figures mentioned are in USD Million)

Ending Cash Balance (As on June 30, 2023):

India Mutual Fund	2.47
FDR with Bank	1.71
India Bank Balance	2.01
US Bank Balance	0.92
US Bank CDs	0.50
US Mutual Fund	1.01
Vanguard Total World Stock ETF	0.42
US Treasury Bill	7.42
Advance from Esri	(0.69)
Total	**15.76**
Net Balance	**15.76**
Net Addition to Cash Reserve	**2.62**

Our Customer Value Matrix – CyberTech
Who we value and Who values us
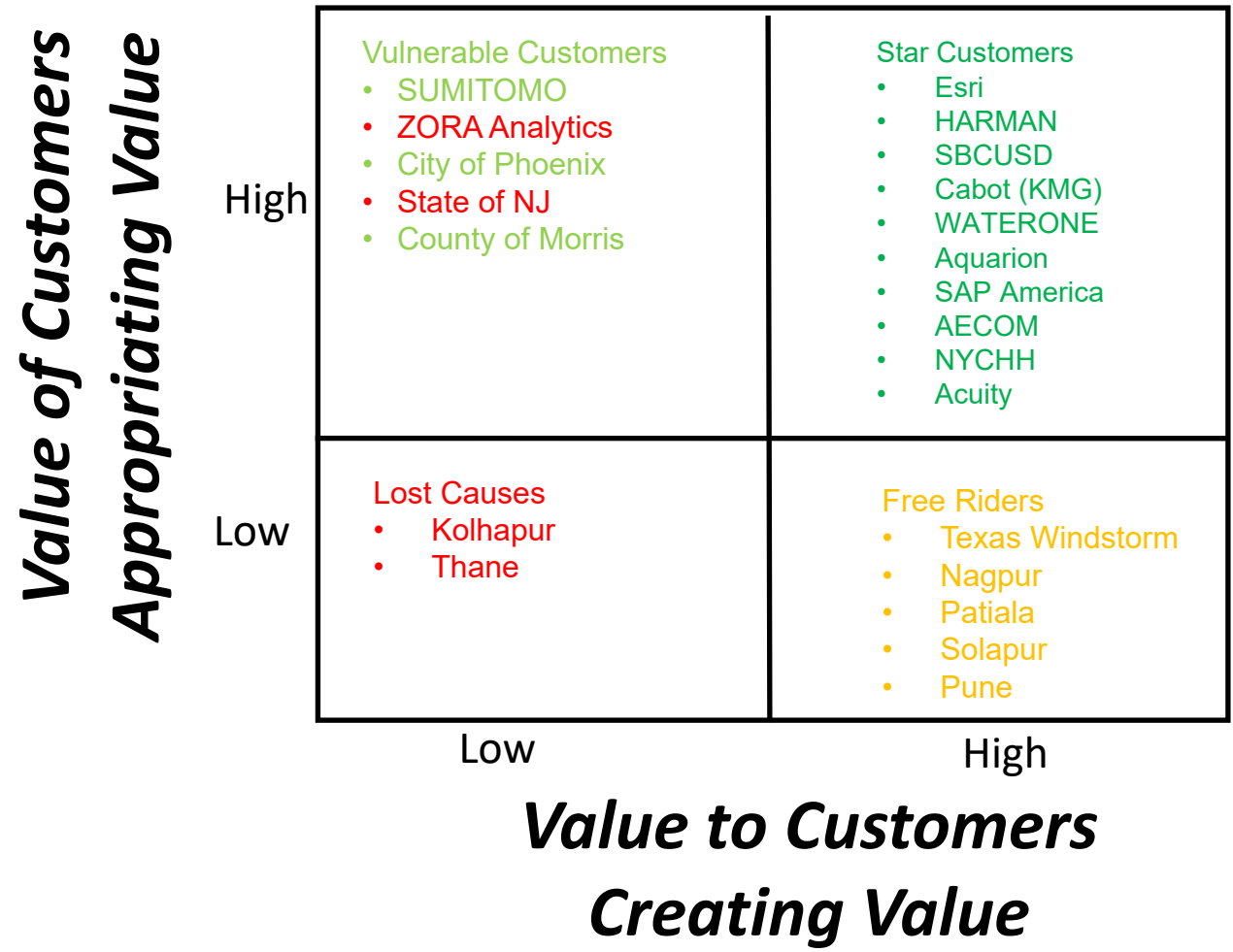
CyberTech

Value of Customers Appropriating Value

High

Vulnerable Customers
- SUMITOMO
- ZORA Analytics
- City of Phoenix
- State of NJ
- County of Morris

Star Customers
- Esri
- HARMAN
- SBCUSD
- Cabot (KMG)
- WATERONE
- Aquarion
- SAP America
- AECOM
- NYCHH
- Acuity

Low

Lost Causes
- Kolhapur
- Thane

Free Riders
- Texas Windstorm
- Nagpur
- Patiala
- Solapur
- Pune

Low   **High**

Value to Customers Creating Value

Every Customer is profiled in a 2X2 Matrix showing who we value and Who values us. A 2-Way relationship Is a **Star customer**. If we value a client and it is not reciprocated, we rate as **Vulnerable**. We also track free riders and Lost Causes

Our Customer Value Matrix – Spatialitics
Who we value and Who values us
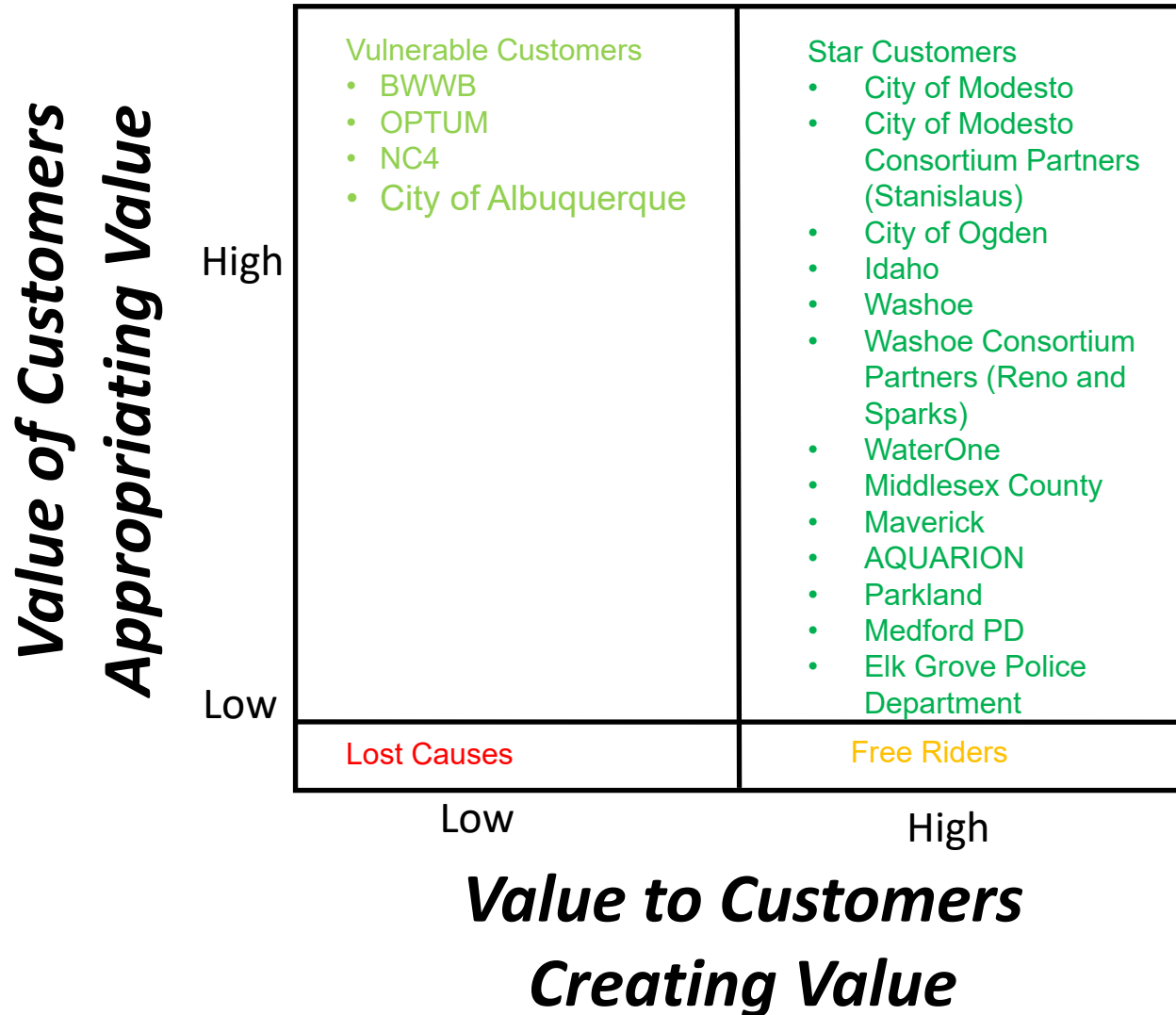
CyberTech

Value of Customers Appropriating Value

Vulnerable Customers
- BWWB
- OPTUM
- NC4
- City of Albuquerque

Star Customers
- City of Modesto
- City of Modesto Consortium Partners (Stanislaus)
- City of Ogden
- Idaho
- Washoe
- Washoe Consortium Partners (Reno and Sparks)
- WaterOne
- Middlesex County
- Maverick
- AQUARION
- Parkland
- Medford PD
- Elk Grove Police Department

High

Low

Lost Causes

Free Riders

Low   High

Value to Customers Creating Value

Every Customer is profiled in a 2X2 Matrix showing who we value and Who values us. A 2-Way relationship Is a **Star customer**. If we value a client and it is not reciprocated, we rate as **Vulnerable**. We also track free riders and Lost Causes

New Wins in 3 Key Areas in 3Q

SAP S/4HANA® Move and SAP® Cloud	Esri Managed Cloud Services and ArcGIS Services	Spatialitics Products & Platforms

SAP

BORDER STATES

TCV: $134K

esri

Projected Wins in 3 Key Areas

SAP S/4HANA® Move and SAP® Cloud	Esri Managed Cloud Services and ArcGIS Services	Spatialitics Products & Platforms

Open Positions in 3 Key Areas (per 2023 Strategic Hiring Plan)

CyberTech

- ✓ Need to hire One new AE for SAP, Hired One new AE for GIS and One new AE for Spatialitics
- ✓ Solution Engineer for GIS – Closed
- ✓ Associate Product Manager for GeoShield - Closed
- ✓ Need real Leadership focus to assist Vish with hires
- ✓ India recruitment weak; Inflationary trend in job market

SAP S/4HANA® Move and SAP® Cloud Platform

- **SAP Account Executives (1)**
- **Engagement Manager and Sr. Solution Engineer (1)**
- **SAP Alliance Manager**

Esri Managed Cloud Services and ArcGIS Services

- **Account Executive (1)** Managed Cloud and GIS Services - Completed
- **Solution Engineer (1)** Esri Managed Cloud Services - Completed

Spatialitics Products & Platforms

- **Account Executive or Account Manager (1) - Completed**
- **Associate Product Manager – GeoShield (1) – Completed**
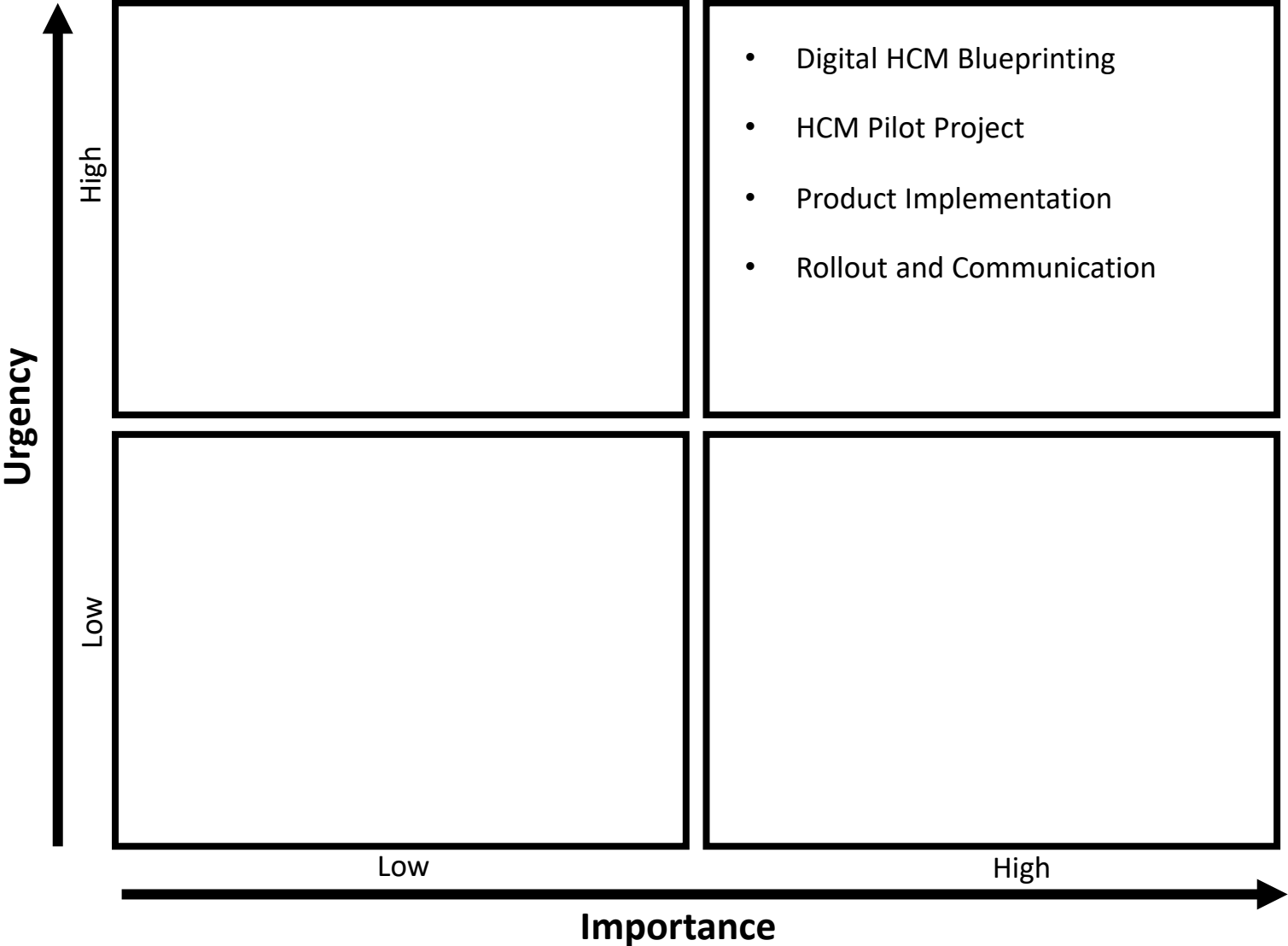- **GeoShield Product Leader (1) - Completed**

Our Positioning / Marketing

➤ 9 new leads generated via digital channels:
- San Jose Water, Millennium Geospatial

➤ Active Social Media participation
- LinkedIn, Facebook, Twitter, Instagram
- Dedicated Showcase pages

➤ Digital advertising (image/video) for prospective customers:
- SAP (Accelerators), MACS
- GeoShield, Utilities, Healthcare

➤ Email campaigns for target accounts

➤ Planned customer interviews, case-studies & quarterly whitepapers in 2022

Digital HCM: Urgency-Importance Matrix

- Digital HCM Blueprinting

- HCM Pilot Project

- Product Implementation

- Rollout and Communication

Urgency

High

Low

Low

High

Importance

Q1FY24 – Financials

CyberTech

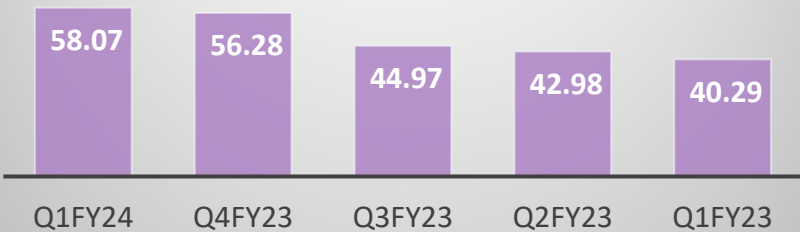## Strong Operating Performance

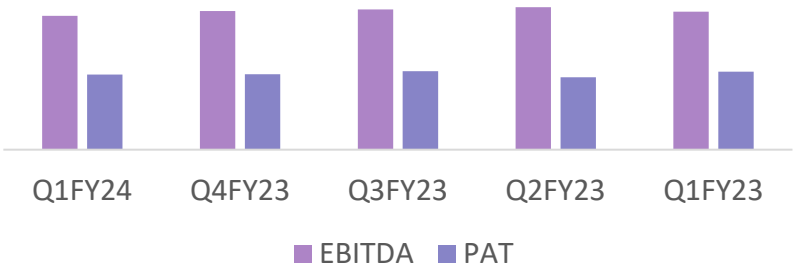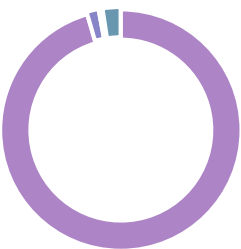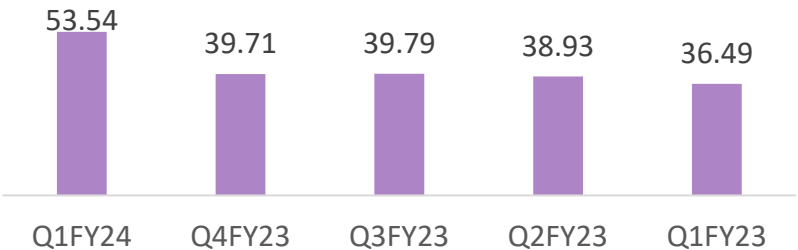| Strong Topline 58.07 Up by 44% Y-o-Y	Steady EBITDA 9.50 16% of Revenue
Steady PAT 5.33 9% of Revenue	Cash generation from Operation 7.44

Steady Topline

Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23
58.07	56.28	44.97	42.98	40.29

CyberTech Business is the largest revenue contributor and is supporting the growth

- CyberTech
- Spatialitics
- GeoCivic
- Rental Earnings

Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23
53.54	39.71	39.79	38.93	36.49

Steady Margins over last one year

Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23

■ EBITDA ■ PAT

Q1 Results

(Figures mentioned are in INR Cr)

Particulars	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23
Total Revenue	58.07	56.28	44.97	42.98	40.29
EBITDA	9.50	9.84	9.95	10.11	9.80
PAT (Before one-time adjustments)	5.33	5.36	5.57	5.14	5.54
Cash Generated from Operations	7.44	7.33	6.95	7.18	7.55

(Figures mentioned are in USD)

Particulars	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23
Total Revenue	7,081,707	6,863,415	5,463,492	5,371,157	5,186,663
EBITDA	1,158,537	1,200,000	1,208,845	1,263,434	1,261,586
PAT (Before one-time adjustments)	650,000	653,659	676,710	642,339	713,182
Cash Generated from Operations	907,317	893,902	844,369	897,276	971,936

Real Estate

All figures, stated here, are in INR lakh

BUDGET TOTALS	BUDGETED	ACTUALS	VARIANCE
Revenue	133.89	**134.01**	0.12
Cost of Revenue	6.00	**13.02**	(7.02)
Gross Margin	127.89	**120.99**	(6.90)
Gross Margin %	96%	**90%**	

CyberTech House, Thane

Tenant	Floor	Total Area (Sq Ft)	Occupancy %	Quarterly Rent Received	Remarks
Thyssenkrupp	3rd	25,000	50	36.73	12500 sq available
Self Occupied	1st	25,000	100	-	Self occupied SSG
Maximus	2nd	25,000	100	67.58	Rent started from April 1,2023

ACME Plaza

Tenant	Suite	Rented Area (Sq Ft)	Occupancy %	Quarterly Rent Received	Remarks
Refco Sify Securities Pvt Ltd	512	3,700	100	14.16	
Noatum Logistics	501	854	100	3.74	
Home First Finance company	4 A, B, C	2,565	100	8.36	

Thank You

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.