CyberTech
Systems and Software Limited

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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● CIN L72100MH1995PLC084788 ● Email: cssl.investors@cybertech.com ● Website: www.cybertech.com

Date: January 22, 2022

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**

Dear Sir/Madam,

Sub.: Press Release and Earning Presentation for Q3 FY22
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 the quarter and nine months ended December 31, 2021 is attached for your perusal.

Kindly take the same on record.

Thanking you,
Yours Faithfully

For **CYBERTECH SYSTEMS AND SOFTWARE LIMITED**

Sarita

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

CYBERTECH SYSTEMS AND SOFTWARE LTD. * THANE

Place: Thane

Encl.: a/a

CyberTech Total Revenue for Q3FY22 was ₹ 368.5 million; up by 14.4% Y-o-Y basis

Mumbai, India – 21st January, 2022: 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 **third quarter and nine months FY22** ended on 31st December, 2021.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: *"The third quarter of fiscal 2022 continues our path of strong growth and profitability as a result of our focus on Enterprise Cloud Transformation. I am pleased to report that in the most recent quarter, which is seasonally a weak quarter for us, our operating revenue was up 18% over the comparable period of the prior year. Our total revenue for the first nine months of the financial year was a record ₹ 1,116.6 million.*

We have been planning to return to working from our offices in a phased manner. However due to the current Omicron wave of Covid-19, we delayed our reopening. We continue to be proud of our colleagues as they work from home under trying conditions; and hope to see much benefit when we return to collaborating in person. I express my sincere gratitude to my fellow CyberTech employees, who have gone above and beyond their roles to ensure smooth functioning of our client's critical business during this Covid-19 Omicron resurgence.

On partnership front, we took another major leap forward as we become a Microsoft Gold Partner in addition to our previously announced membership in SAP® PartnerEdge® Program with a Sell Focus. This is a significant boost to our sales and product development strategy. With this partnership upgrade, our team now works jointly to co-sell Azure-native services and solutions with Microsoft. Also, we now have unlimited access to the Microsoft's presales assistance and on-demand go-to-market content. As a part of the partnership, our development team now has free access to multiple Microsoft products for development and learning purposes.

Our association with SAP BTP / HANA continued to contribute towards new business in SAP HANA cloud migrations. This is a focused area for businesses around the world as they are expediting their journey to the cloud. We also were awarded a new SAP SuccessFactors engagement with a large US enterprise. All these wins speak for our unparalleled expertise in SAP Cloud and next generation SAP solutions.

We continued to strengthen our Managed ArcGIS Cloud Services practice by adding talent and discovering client needs. Our primary strategy to win new opportunities focuses on *continuing to develop our already measurable depth in this area. Our clients are realizing business edge through our unparalleled GIS experience, cloud security focus and understanding of web scale complex systems.*

It is my pleasure to report that we also were awarded a large, multi-year Spatialitics GeoShield Real-Time contract. This is a significant win in terms of size and expanding our customer base in public safety as this is a major new logo from a large US State Division of Criminal Justice Services. This success is attributed to the right blend of our product-market fit and effectiveness of our sales model.

As we continue this momentum, our deal pipeline continues to grow for our three key offerings - SAP S/4HANA and SAP Cloud Offerings, Managed ArcGIS Cloud Services and Spatialitics Cloud Software Solutions. We will continue investing in further development of these offerings as well as our digital marketing capabilities, which have created a strong demand generation engine.

I thank all our customers, my fellow shareholders and our CyberTech colleagues for their continued support of CyberTech."

Key Financial Highlights – Q3FY22

Particulars (₹ in Mn)	Q3 FY22	Q3 FY21[1]	YoY %	Q2 FY22[2]	QoQ %
Operating Revenue	355.7	302.5	17.6%	344.5	3.3%
Total Revenue	368.5	322.0	14.4%	397.1	-7.2%
EBITDA	90.9	82.5	10.1%	122.0	-25.5%
EBITDA Margin %	24.7%	25.6%		30.7%	
PAT	51.8	123.6	-58.1%	84.7	-38.8%
PAT Margin %	14.1%	38.4%		21.3%	

1 – Q3FY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 80.9 million

2 – Q2FY22 Total revenue includes the positive benefit of ₹ 37.3 million resulting from loan forgiveness under the Paycheck Protection Program (PPP)

Key Financial Highlights – 9MFY22

Particulars (₹ in Mn)	9M FY22	9M FY21[3]	YoY %
Operating Revenue	1,034.4	880.0	17.5%
Total Revenue	1,116.6	935.5	19.4%
EBITDA	289.5	239.0	21.1%
EBITDA Margin %	25.9%	25.5%	
PAT	176.0	212.9	-17.3%
PAT Margin %	15.8%	22.8%	

3 – 9MFY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 80.9 million

Business highlights – Q3FY22

- Total active client count as of 31st December, 2021 was 55 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 71% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 94% towards our operating revenue.
- As on 31st December, 2021, the Company had 513 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 www.cybertech.com

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CyberTech
Systems and Software Limited

Earnings Presentation
Q3FY22

21st January, 2022

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

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)
- Owns a state of the art development center at Thane

PARTNERSHIPS

SAP Gold Partner

esri Partner Network Gold

Gold Microsoft Partner

cisco Partner Solution Partner

Corporate Timeline

Geo Focus

Exceptional Talent
Incubate Geo 2.0
Products

spatialitics™

2009 — Vish took over the control of the company

2010-13 — GeoSpatial became Main focus area

2015-16 — GEOCIVIC A SMART CITY INITIATIVE; GeoShield™ PUBLIC SAFETY SOLUTIONS

2016-17 — Advisory Board formed with industry leaders

2017-18 — Spatialitics formed

Enterprise Multi-Cloud Transformation services

CyberTech Services

Technologies	Product Suite	Service Offerings
SAP	SAP S/4HANA SAP Supply Chain SAP BTP SAP Spatial Enablement	Advisory; Cloud Move; Implementation & Integration; AMS
esri	ArcGIS Enterprise ArcGIS Utility Networks	Managed ArcGIS Cloud Services; GIS Professional Services
salesforce	Sales Cloud Service Cloud Salesforce CPQ Community Cloud Tableau	Advisory; Implementation; Data & Integration; Ongoing Support

Cloud/SaaS

Spatialitics Cloud Native SaaS offerings

Spatialitics Platform

Industries	Product Suite	Offerings		
 Public Safety	GeoShield™ PUBLIC SAFETY SOLUTIONS	 **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
 Healthcare	spatialitics™ Health	 **Geocoder** Map your Patients, Providers, and Locations	 **Clinical Apps** Bring Clinicians & Patients Together	 **Business Apps** Align Your Organization With Your Community
 Utilities	spatialitics™ Utilities	 **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 – Q3FY22

- Total Revenue at ₹ 368.5 million; down 7.2% Q-o-Q and up 14.4% Y-o-Y
- Operating Revenue at ₹ 355.7 million; up 3.3% Q-o-Q and 17.6% Y-o-Y
- Reported EBITDA at ₹ 90.9 million (24.7% of total revenue)
- PBT at ₹ 70.8 million (19.2% of total revenue)
- PAT at ₹ 51.8 million (14.1% of total revenue)

Note:

In Q2FY22 Total revenue included the positive benefit of ₹ 37.3 million resulting from loan forgiveness under the Paycheck Protection Program (PPP)

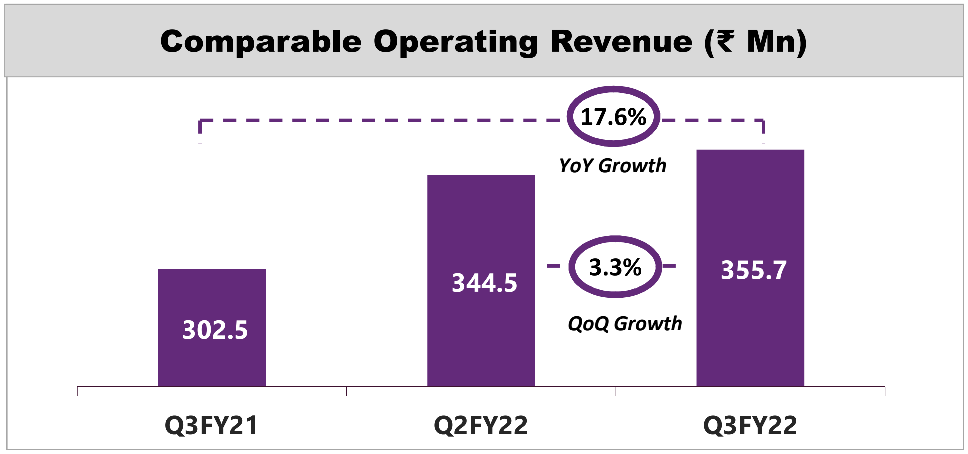
Financial Summary – 9MFY22

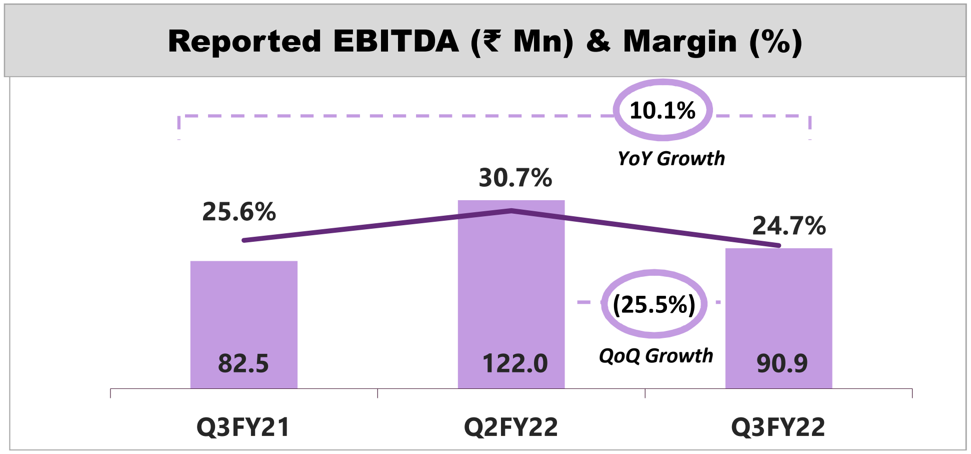
- Total Revenue at ₹ 1,116.6 million; up 19.4% Y-o-Y
- Operating Revenue at ₹ 1,034.4 million; up 17.5% Y-o-Y
- Reported EBITDA at ₹ 289.5 million (25.9% of total revenue)
- PBT at ₹ 230.0 million (20.6% of total revenue)
- PAT at ₹ 176.0 million (15.8% of total revenue)

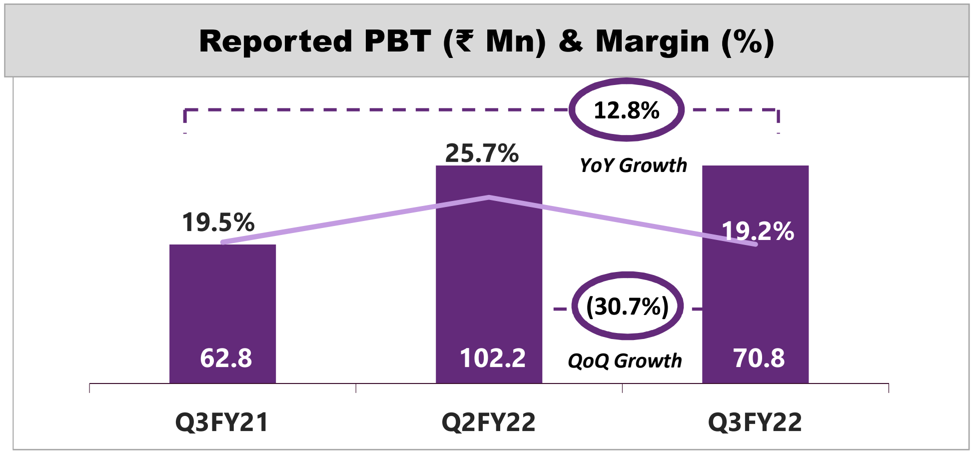
Note:

In 9MFY21 PAT included the positive benefit of one time tax adjustment gain of ₹ 80.9 million

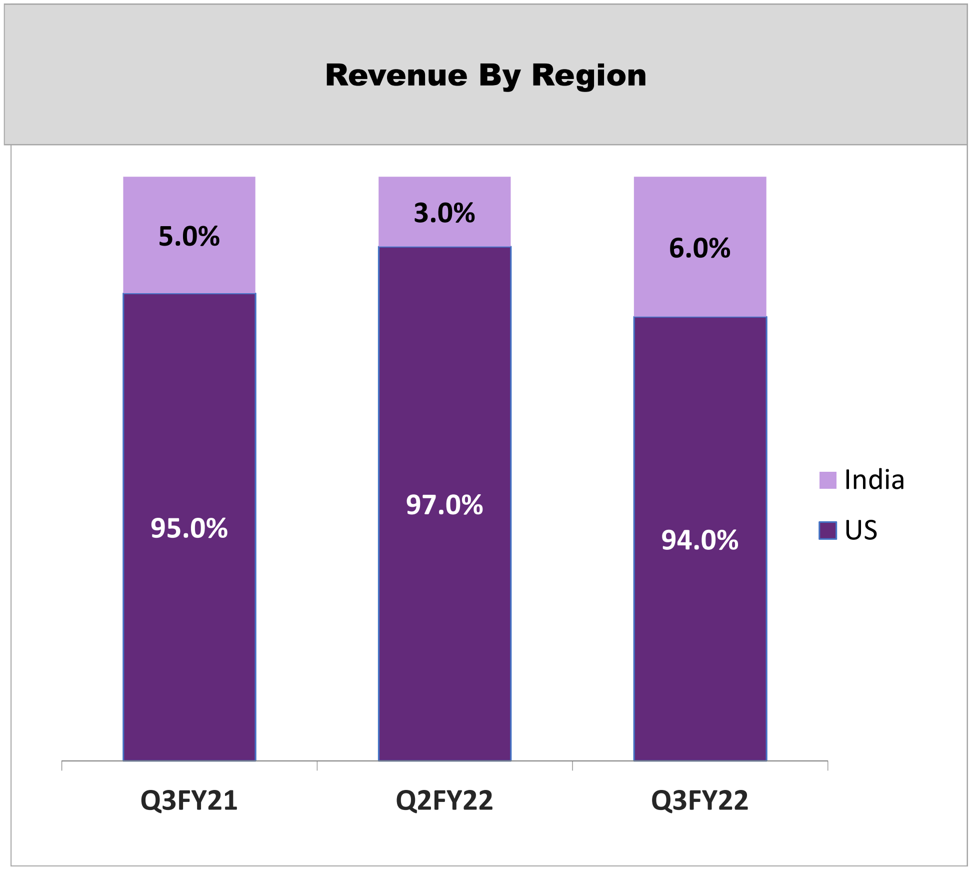
Financial Highlights – Q3FY22

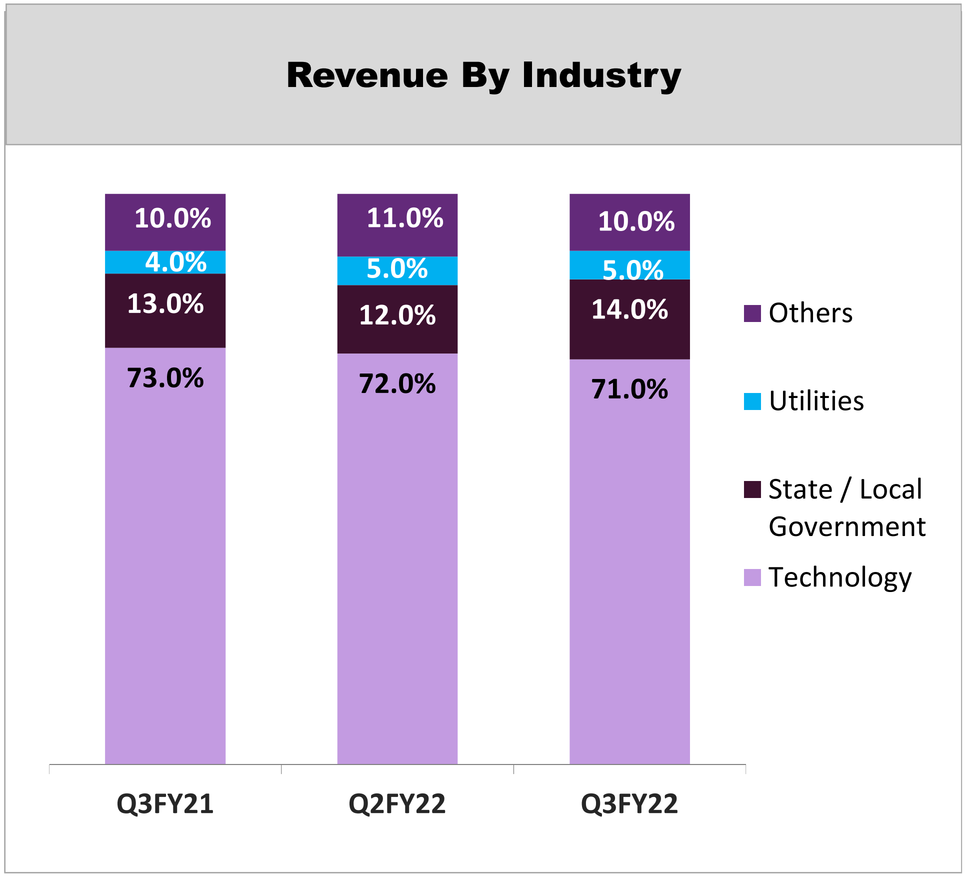






Revenue Metrics – Q3FY22





Operational Highlights – Q3FY22

Client

- Added 02 new clients
- Total active client 55 (LTM)
- Top Client revenue 41%
- Top 3 Client revenue 62%

Employee

- Total Employees 513 as on 31st December 2021

Demand

- Number of Projects - 117

Consolidated Quarterly P&L – Q3FY22

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-21 Q3FY22	30-Sep-21 Q2FY22	Q-o-Q Growth	31-Dec-20 Q3FY21	Y-o-Y Growth	31-Dec-21 9MFY22	31-Dec-20 9MFY21	Y-o-Y Growth
1	Revenue from Operations	355.7	344.5	3.3%	302.5	17.6%	1,034.4	880.0	17.5%
2	Other Income	12.8	52.7	-75.7%	19.4	-34.1%	82.2	55.5	48.0%
3	**Total Revenue (1+2)**	368.5	397.1	-7.2%	322.0	14.4%	1,116.6	935.5	19.4%
4	**Expenses**								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	24.4	23.6	3.4%	13.1	85.9%	71.7	39.0	83.8%
	b) Employee Benefits expense	211.3	212.7	-0.6%	188.9	11.9%	637.7	555.9	14.7%
	c) Finance Costs	0.5	0.4	24.9%	0.7	-28.3%	1.4	2.2	-37.6%
	d) Depreciation and amortization expense	19.5	19.5	0.3%	19.1	2.5%	58.1	47.6	22.1%
	e) Other expenses	41.9	38.8	8.0%	37.5	11.8%	117.7	101.6	15.9%
	Total Expenses	297.7	295.0	0.9%	259.2	14.8%	886.6	746.3	18.8%
5	**Profit before Tax (3-4)**	70.8	102.2	-30.7%	62.8	12.8%	230.0	189.2	21.6%
6	Tax Expense								
	a) Current Tax	21.0	18.3		20.7		58.1	57.3	
	b) Deferred Tax	(0.5)	(0.9)		(0.6)		(2.6)	(0.0)	
	c) Tax adjustments for earlier years	(1.5)	-		(80.9)		(1.5)	(80.9)	
7	Profit for the period (5-6)	51.8	84.7	-38.8%	123.6	-58.1%	176.0	212.9	-17.3%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.1)	(1.1)		(1.2)		(3.4)	(3.6)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.3		0.9	0.9	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	0.5	0.9		(2.3)		6.2	(6.8)	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	51.5	84.7		120.5		179.7	203.4	
10	Paid up equity share capital (Face value: Rs.10 per share)	281.7	281.6		275.6		281.7	275.6	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.84	3.05		4.49		6.32	7.73	
	Diluted (Not annualised)	1.82	3.01		4.38		6.24	7.61	

Note:

- *Q3FY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 80.9 million*
- *Q2FY22 Total revenue includes the positive benefit of ₹ 37.3 million resulting from loan forgiveness under the Paycheck Protection Program (PPP)*
- *9MFY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 80.9 million*

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