CyberTech
Systems and Software Limited

# Earnings Presentation
## Q4FY21

13th May, 2021

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# Agenda

1 **Company Overview**

2 **Financial Performance**

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# Company Overview

# About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on Esri and SAP Cloud Platforms, SAP 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, Pune)
- Owns a state-of-the-art development center at Thane

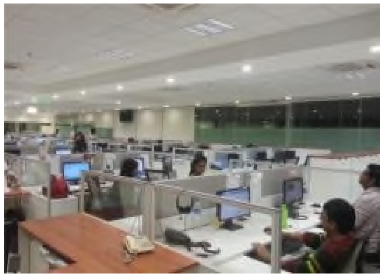
PARTNERSHIPS

SAP Silver Partner

esri Partner Network Gold

Microsoft Partner

cisco Solution Partner



# Corporate Timeline

Geo Focus

Exceptional Talent
Incubate Geo 2.0
Products

| 2009 | 2010-13 | 2015-16 | 2016-17 | 2017-18 |
|---|---|---|---|---|
| Vish took over the control of the company | GeoSpatial became Main focus area | GEOCIVIC A SMART CITY INITIATIVE; GeoShield™ PUBLIC SAFETY SOLUTIONS | Advisory Board formed with industry leaders | Spatialitics formed |

# Next – Generation Offerings

**SOLUTIONS**

- Digital Transformation
- Next-gen Spatial Analytics
- Digital Fabric Overlay
- SAP S/4HANA Transformation
- Cloud Transformation
- Smart City Digitization

**PRODUCTS**

**Public Safety**

**Intelligence Led Policing**

GeoShield™ PUBLIC SAFETY SOLUTIONS

**Utilities**

**Asset & Workforce Management**

spatialitics™ Utilities

**Healthcare**

**Healthcare**

spatialitics™ Health

**Smart City**

**Property Tax Management**

GEOCIVIC® A SMART CITY INITIATIVE

# 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 – Q4FY21

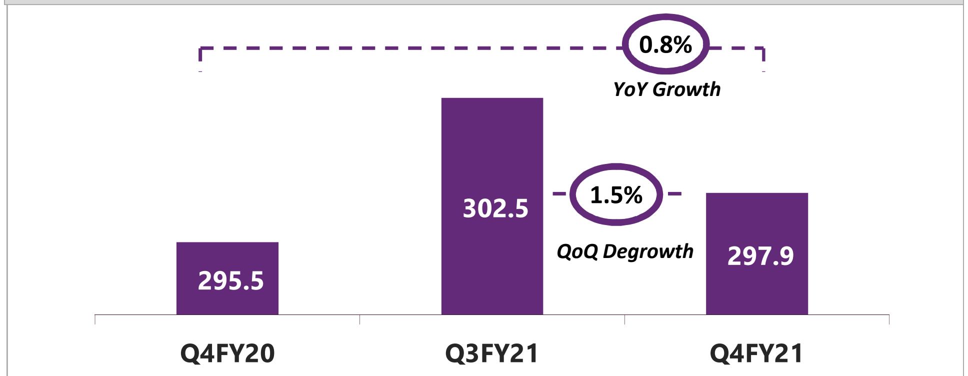
- Total Revenue at ₹ 312.3 million; down 3% Q-o-Q and up 0.5% Y-o-Y
- Operating Revenue at ₹ 297.9 million; down 1.5% Q-o-Q and up 0.8% Y-o-Y
- Reported EBITDA at ₹ 58.2 million (18.6% of total revenue)
- PBT at ₹ 37.8 million (12.1% of total revenue)
- Net Profit at ₹ 28.0 million (9.0% of total revenue)

# Financial Summary – FY21

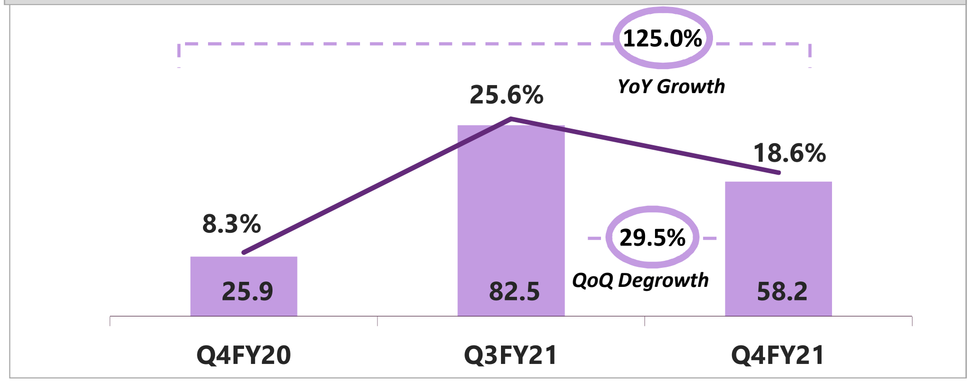
- Total Revenue at ₹ 1,247.8 million; up 4.7% Y-o-Y
- Operating Revenue at ₹ 1,178.0 million; up 4.4% Y-o-Y
- Reported EBITDA at ₹ 297.2 million (23.8% of total revenue)
- PBT at ₹ 227.0 million (18.2% of total revenue)
- Net Profit at ₹ 240.9 million (19.3% of total revenue)
- Cash and Cash Equivalents at ₹ 114.6 million
- Board recommended dividend of Re. 1/- per share for FY21, subject to the shareholders' approval at the ensuing AGM of the company

# Financial Highlights – Q4FY21

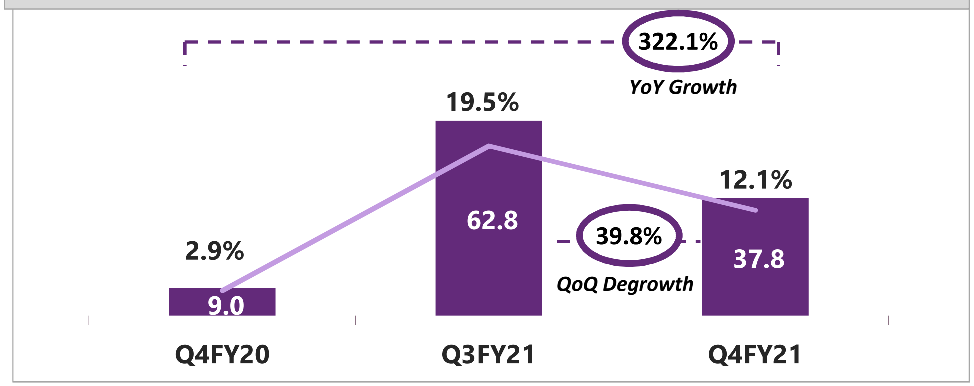
## Comparable Operating Revenue (₹ Mn)




## Reported EBITDA (₹ Mn) & Margin (%)

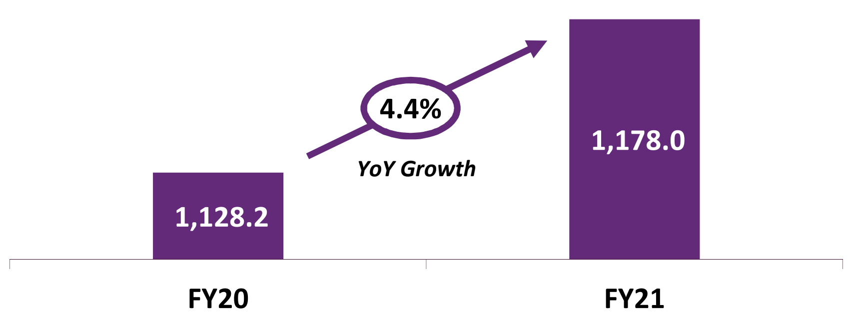



## Reported PBT (₹ Mn) & Margin (%)

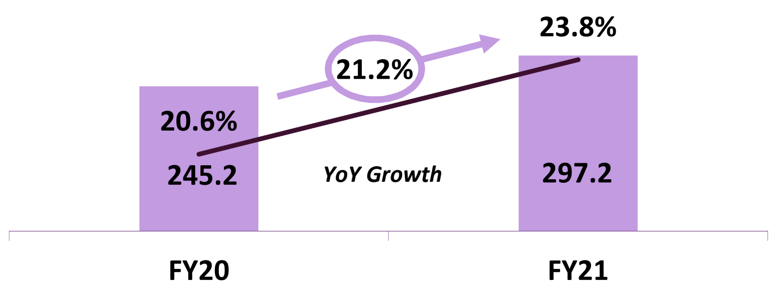


# Financial Highlights – FY21

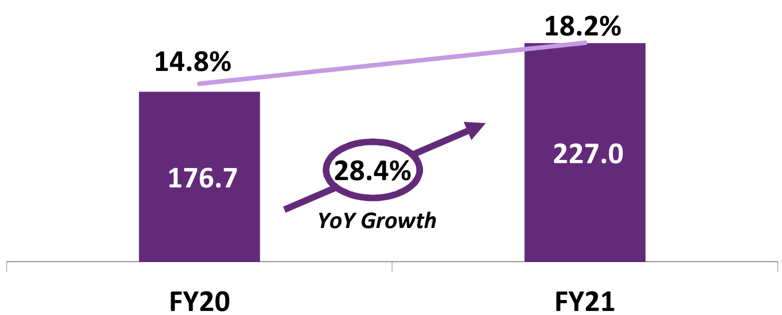
**Comparable Operating Revenue (₹ Mn)**




**Reported EBITDA (₹ Mn) & Margin (%)**

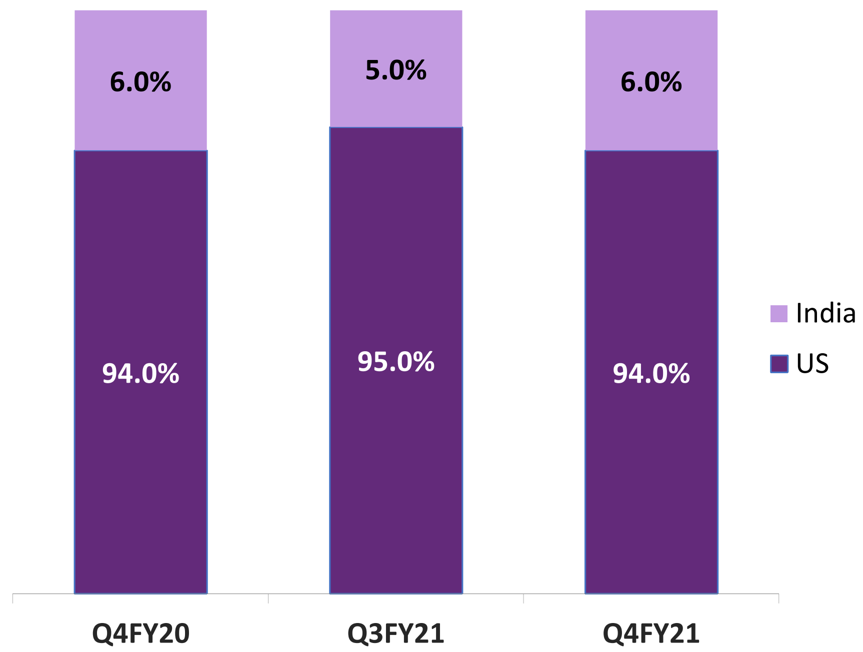



**Reported PBT (₹ Mn) & Margin (%)**

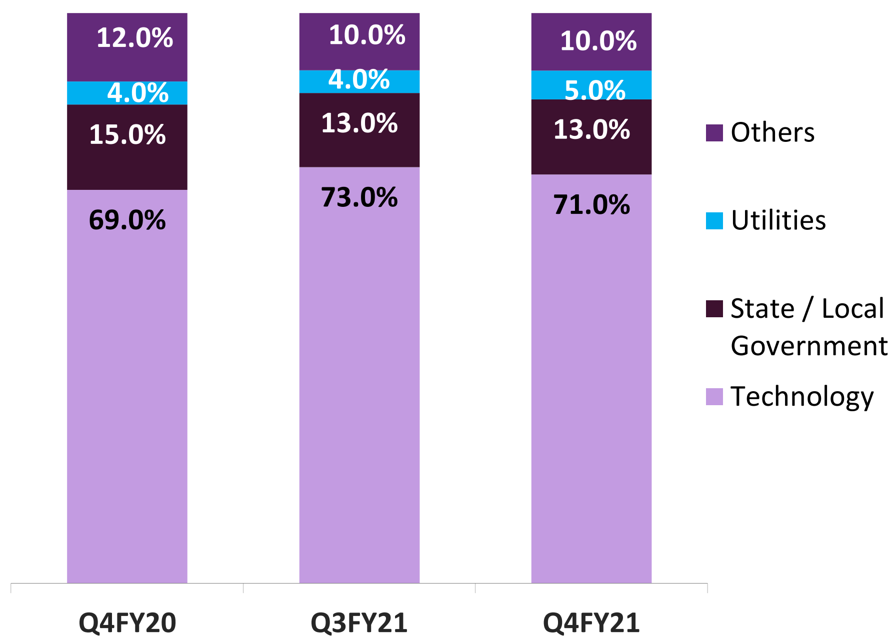


# Revenue Metrics – Q4FY21

## Revenue By Region




## Revenue By Industry



# Operational Highlights – Q4FY21

## Client

- Added 01 new client
- Total active client 48 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 68%

## Employee

- Total Employees 508 as on 31st March 2021

## Demand

- Number of Projects - 94

# Consolidated Quarterly P&L – Q4FY21

| Sr No. | Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS) | 31-Mar-21 Q4FY21 | 31-Dec-20 Q3FY21 | Q-o-Q Growth | 31-Mar-20 Q4FY20 | Y-o-Y Growth | 31-Mar-21 FY21 | 31-Mar-20 FY20 | Y-o-Y Growth |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Revenue from Operations | 297.9 | 302.5 | -1.5% | 295.5 | 0.8% | 1,178.0 | 1,128.2 | 4.4% |
| 2 | Other Income | 14.4 | 19.4 | -26.0% | 15.2 | -5.6% | 69.9 | 63.4 | 10.2% |
| **3** | **Total Revenue (1+2)** | 312.3 | 322.0 | -3.0% | 310.8 | 0.5% | 1,247.8 | 1,191.6 | 4.7% |
| **4** | **Expenses** | | | | | | | | |
| | a) Cost of Hardware / Software package/ for service delivery Outsourced project cost | 16.7 | 13.1 | 27.0% | 15.7 | 6.4% | 55.6 | 77.1 | -27.8% |
| | b) Employee Benefits expense | 196.8 | 188.9 | 4.2% | 170.6 | 15.4% | 752.7 | 652.3 | 15.4% |
| | c) Finance Costs | 1.3 | 0.7 | 93.7% | 0.8 | 67.2% | 3.5 | 5.1 | -30.9% |
| | d) Depreciation and amortization expense | 19.1 | 19.1 | 0.5% | 16.2 | 18.5% | 66.7 | 63.4 | 5.2% |
| | e) Impairment of non-current assets | - | - | | 54.3 | | - | 54.3 | |
| | f) Other expenses | 40.7 | 37.5 | 8.5% | 44.4 | -8.4% | 142.3 | 162.8 | -12.6% |
| | **Total Expenses** | 274.5 | 259.2 | 5.9% | 301.8 | -9.0% | 1,020.8 | 1,014.9 | 0.6% |
| **5** | **Profit before Tax (3-4)** | 37.8 | 62.8 | -39.8% | 9.0 | 322.1% | 227.0 | 176.7 | 28.4% |
| 6 | Tax Expense | | | | | | | | |
| | a) Current Tax | 12.2 | 20.7 | | 10.4 | | 69.5 | 38.7 | |
| | b) Deferred Tax | (1.7) | (0.6) | | (7.3) | | (1.7) | 5.9 | |
| | c) Tax adjustments for earlier years | (0.7) | (80.9) | | - | | (81.6) | - | |
| 7 | Profit for the period (5-6) | 28.0 | 123.6 | -77.3% | 5.8 | 381.9% | 240.9 | 132.2 | 82.2% |
| 8 | Other Comprehensive Income | | | | | | | | |
| | Items that will not be reclassified to Profit and Loss- Gain/(Loss) | | | | | | | | |
| | a) Remeasurement of the net defined benefit liabilities | (0.8) | (1.2) | | (3.2) | | (4.4) | (4.5) | |
| | b) Income tax relating to items that will not be reclassified to profit and loss | 0.2 | 0.3 | | 0.8 | | 1.1 | 1.1 | |
| | Items that will be reclassified to Profit and Loss | | | | | | | | |
| | a) Foreign currency translation reserve | 0.1 | (2.3) | | 8.9 | | (6.7) | 12.1 | |
| | b) Income tax relating to items that will not be reclassified to profit and loss | - | - | | - | | - | - | |
| 9 | Total Comprehensive Income for the period (7+8) | 27.5 | 120.5 | | 12.3 | | 230.9 | 140.9 | |
| 10 | Paid up equity share capital (Face value: Rs.10 per share) | 276.0 | 275.6 | | 275.2 | | 276.0 | 275.2 | |
| 11 | Other equity | | | | | | 872.0 | 666.0 | |
| 12 | Earnings per share (of Rs.10 each) | | | | | | | | |
| | Basic (Not annualised) | 1.02 | 4.49 | | 0.21 | | 8.74 | 4.81 | |
| | Diluted (Not annualised) | 0.99 | 4.38 | | 0.21 | | 8.58 | 4.77 | |

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