CyberTech
Systems and Software Limited

Earnings Presentation
Q2FY21

11th November, 2020

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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, 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

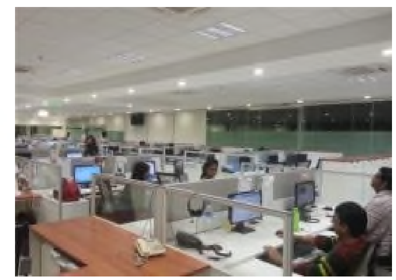
PARTNERSHIPS

SAP Silver Partner

esri Partner Network Gold

Microsoft Partner

cisco Solution Partner



Corporate Timeline

Geo Focus

Exceptional Talent
Incubate Geo 2.0
Products

spatialitics™

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

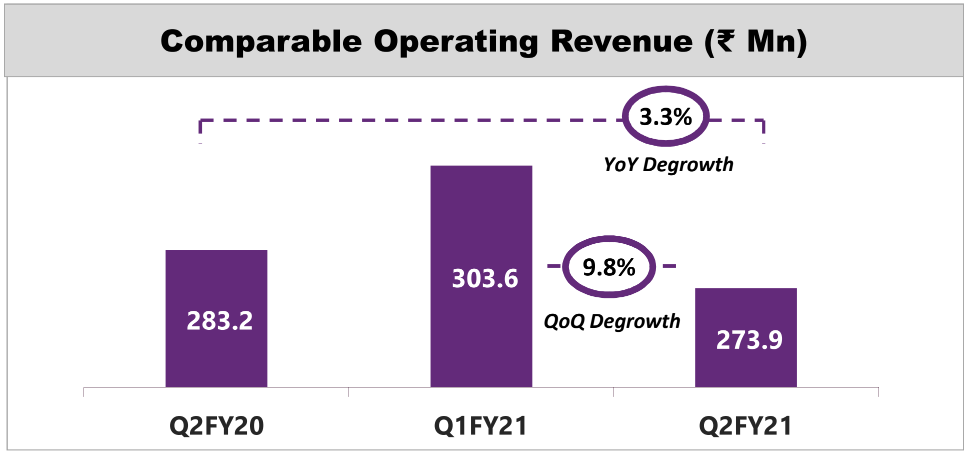
Financial Summary – Q2FY21

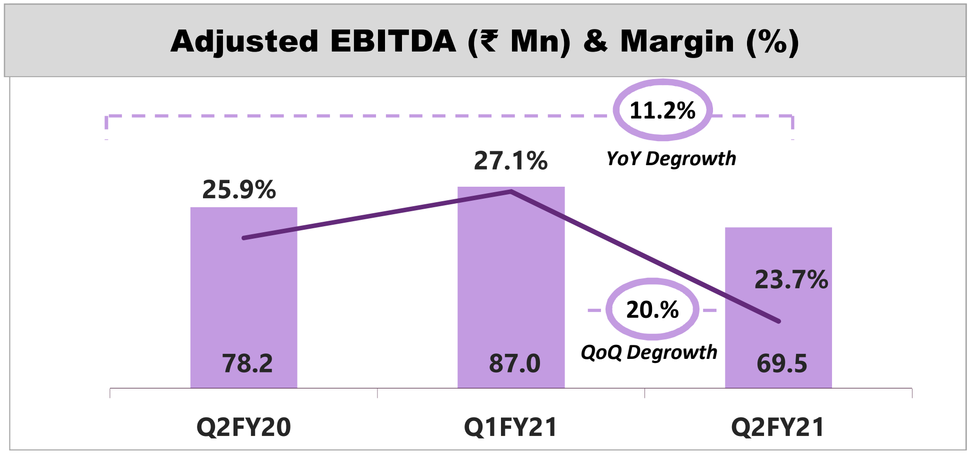
- Total Revenue at ₹ 292.9 million; down 8.7% Q-o-Q and 3.2% Y-o-Y. The decline in revenue was mainly due to deferral of some projects to the subsequent quarter
- Operating Revenue at ₹ 273.9 million; down 9.8% Q-o-Q and 3.3% Y-o-Y
- Reported EBITDA at ₹ 69.5 million (23.7% of total revenue)
- PBT at ₹ 53.7 million (18.3% of total revenue)
- Net Profit at ₹ 37.6 million (12.8% of total revenue)

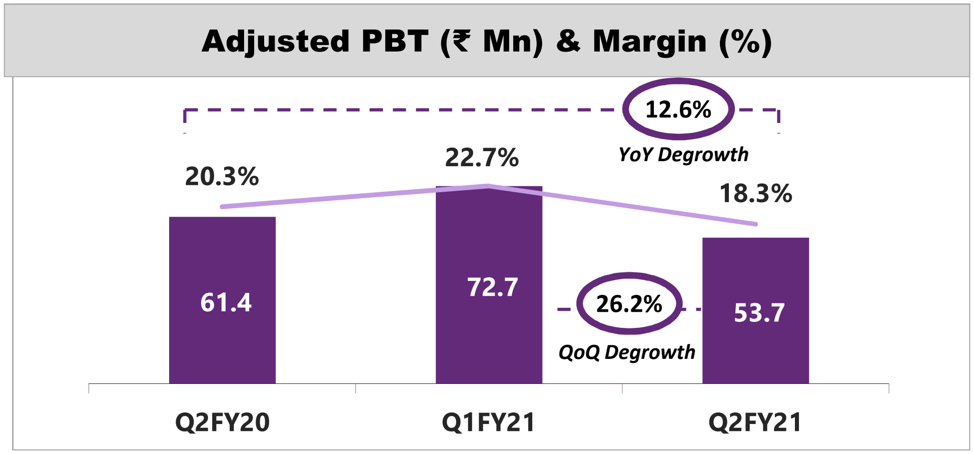
Financial Summary – H1FY21

- Total Revenue at ₹ 613.6 million; up 6.3% Y-o-Y
- Operating Revenue at ₹ 577.5 million; up 6.1% Y-o-Y
- Reported EBITDA at ₹ 156.5 million (25.5% of total revenue)
- PBT at ₹ 126.4 million (20.6% of total revenue)
- Net Profit at ₹ 89.2 million (14.5% of total revenue)
- Cash and Cash Equivalents at ₹ 144.4 million

Financial Highlights – Q2FY21

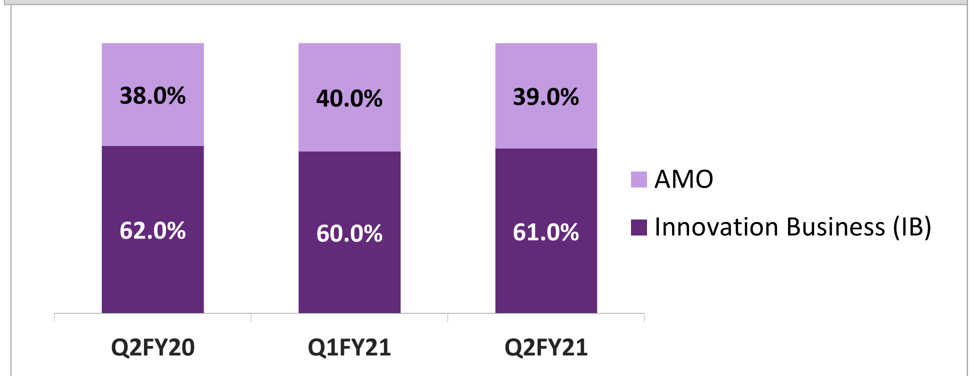




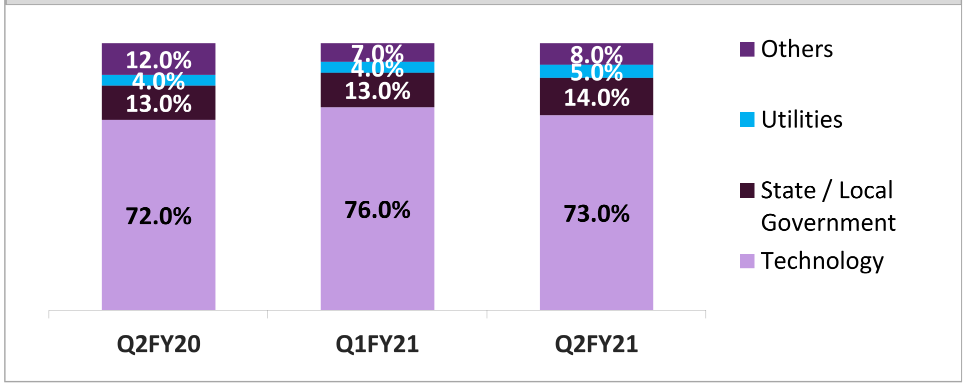


Revenue Metrics – Q2FY21

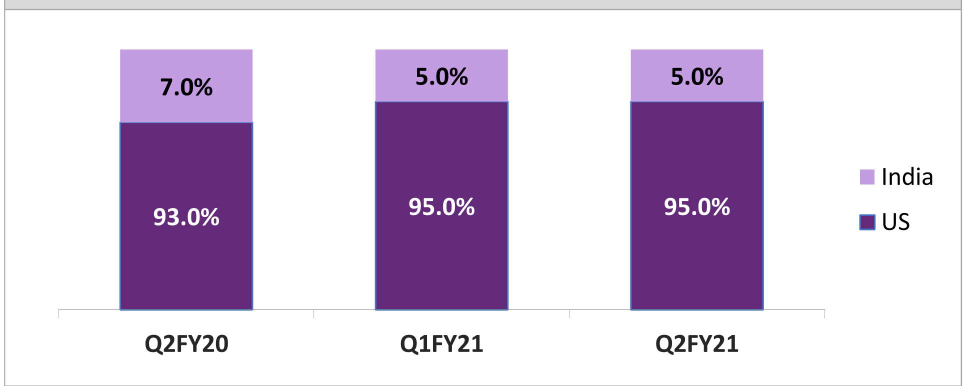
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q2FY21

Client

- Added 03 new clients
- Total active client 46 (LTM)
- Top Client revenue 53%
- Top 3 Client revenue 69%

Employee

- Total Employees 502 as on 30th September 2020

Demand

- Number of Projects - 83
- Strong growth in Innovation Business and AMO

Consolidated Quarterly P&L – Q2FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-20 Q2FY21	30-Jun-20 Q1FY21	Q-o-Q Growth	30-Sep-19 Q2FY20	Y-o-Y Growth	30-Sep-20 H1FY21	30-Sep-19 H1FY20	Y-o-Y Growth
1	Revenue from Operations	273.9	303.6	-9.8%	283.2	-3.3%	577.5	544.5	6.1%
2	Other Income	19.0	17.1	11.1%	19.3	-1.7%	36.1	32.7	10.1%
3	**Total Revenue (1+2)**	292.9	320.7	-8.7%	302.5	-3.2%	613.6	577.2	6.3%
4	**Expenses**								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	12.1	13.7	-11.4%	20.6	-40.9%	25.9	40.3	-35.8%
	b) Employee Benefits expense	182.8	184.3	-0.8%	162.4	12.5%	367.1	316.2	16.1%
	c) Finance Costs	0.8	0.8	1.4%	1.1	-26.2%	1.6	3.5	-54.9%
	d) Depreciation and amortization expense	15.0	13.5	11.8%	15.8	-4.6%	28.5	32.1	-11.2%
	e) Impairment of non-current assets	-	-		-		-	-	
	f) Other expenses	28.5	35.7	-20.2%	41.3	-31.1%	64.1	81.1	-21.0%
	Total Expenses	239.2	247.9	-3.5%	241.1	-0.8%	487.2	473.2	2.9%
5	**Profit before Tax (3-4)**	53.7	72.7	-26.2%	61.4	-12.6%	126.4	104.0	21.5%
6	Tax Expense								
	a) Current Tax	15.8	20.9		13.4		36.6	27.9	
	b) Deferred Tax	0.4	0.2		2.3		0.6	(1.2)	
	c) Tax adjustments for earlier years	-	-		(1.3)		-	1.0	
7	Profit for the period (5-6)	37.6	51.7	-27.3%	47.0	-20.1%	89.2	76.3	17.0%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.2)	(1.2)		(0.4)		(2.4)	(0.9)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.1		0.6	0.2	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	(4.2)	(0.3)		3.4		(4.5)	2.0	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	32.4	50.5		50.1		82.9	77.6	
10	Paid up equity share capital (Face value: Rs.10 per share)	275.4	275.4		275.2		275.4	275.2	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	1.36	1.88		1.71		3.24	2.77	
	Diluted (Not annualised)	1.35	1.88		1.69		3.22	2.75	

CyberTech

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