



CyberTech Total Revenue was Rs 322 million for Q3FY21 and Rs 936 million for 9MFY21

Mumbai, India – 11th February, 2021: CyberTech Systems and Software Ltd. (BSE: 532173; NSE: CYBERTECH), a CMMI Level 3 next-generation spatial analytics and SAP digital solutions provider, announced its financial results for the **third quarter and nine months FY21** ended on 31st December, 2020.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The COVID-19 pandemic has adversely impacted businesses throughout the world over the past year. We have started seeing a silver lining in 2021 as the COVID-19 vaccine has been developed and is beginning to be administered across the world. Businesses are expected to gain momentum across many industries. We are observing growth in most of our key verticals. Our customers have continued to weather the pandemic and are striving to become more efficient.

Covid-19 has surely increased the pace of cloud transformation, which has offered us with an enormous opportunity. We will continue to focus on Cloud transformation and Data Security to help our customers realize business benefits in this new era.

I am pleased to report that the third quarter continued the trend of strong quarters for us in terms of financial performance. Our topline grew by 10% to Rs 322 million and EBITDA grew by 19% sequentially. Our EBITDA margin is solid at 26% of the revenue. We have seen revenue traction from our existing customers as well as new opportunities. Net income for the period before one-time adjustments for tax matters was Rs 42.7 million.

After due consideration, we have made a conscious decision to take advantage of the “Vivad se Vishwas scheme” of Indian Government to mitigate the risk of complex tax litigations of certain years. As a result, we have recorded a one time tax adjustment gain of Rs 80.9 million in the quarter, which is reflected in our net income of Rs 123.6 million.

SAP continues to play a key role in our cloud transformation strategy. Our HANA GeoDB migration offerings continued to gain traction through our partnership with the SAP Database Migration Factory.

Our unparalleled expertise in cloud infrastructure and our close partnership with Esri, including our ArcGIS Cloud Service Specialty designation continued to help us increase our customer base. We recently won a three year Managed ArcGIS Cloud Support deal with a US

power generation and transmission company and are in advanced stage of discussion with several other enterprises for similar offerings.

I am glad to inform you that our Spatialitics product lines are now fully cloud ready. Latest version of Spatialitics GeoShield is capable of integrating several disparate datasources, including video camera streams coming from different camera sources, on a real time basis. We are receiving interests from our existing customers as well as from a number of medium and small scale US police agencies for this offering as they see the value of real time data integration and collaboration. Spatialitics Utilities and Spatialitics Health product suites are also receiving interest in the market.

We have continued to invest in building a robust digital marketing capabilities that has started helping us in demand generation. We also continued to invest in hiring, nurturing and retaining talent through improved and digitized employee experience. We have retained our strong balance sheet with no debt and continue to generate substantial cash flow.

I am confident about the growth and continuing to build a substantial pipeline of long term strategic contracts in the coming years as global enterprises embrace cloud transformations I extend my sincere thanks to all our customers, my fellow shareholders and my colleagues for having faith in the Company.”

Performance Highlights

Consolidated Q3FY21 Q-o-Q Review

- Operating revenue was Rs 302.5 million during the quarter under review as compared to Rs 273.9 million during the previous quarter, up by 10.4% on a Q-o-Q basis.
- Total revenue was Rs 322.0 million during the quarter as compared to Rs 292.9 million during the previous quarter, up by 9.9% on a Q-o-Q basis.
- The Company reported EBITDA of Rs 82.5 million during the quarter as compared to Rs 69.5 million during the previous quarter.
- EBITDA Margin stood at 25.6% for Q3FY21.
- Net Profit, before the one-time tax adjustment of Rs 80.9 million, stood at Rs 42.7 million during the quarter under review as compared to Rs 37.6 million during the previous quarter.

Consolidated Q3FY21 Y-o-Y Review

- Operating revenue was Rs 302.5 million during the quarter under review as compared to Rs 288.2 million during the corresponding quarter of previous year.
- Total revenue was Rs 322 million during the quarter under review as compared to Rs 303.6 million during the corresponding quarter of previous year.
- The Company reported an EBITDA of Rs 82.5 million during the quarter under review as compared to Rs 79.7 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 25.6% for Q3FY21.
- Net Profit, before the one-time tax adjustment of Rs 80.9 million, stood at Rs 42.7 million during the quarter under review as compared to Rs 50.2 million during the corresponding quarter of previous year.

Consolidated 9MFY21 Y-o-Y Review

- Operating revenue was Rs 880.0 million as compared to Rs 832.6 million in 9MFY20, a growth of 5.7% on Y-o-Y basis.
- Total revenue was Rs 935.5 million as compared to Rs 880.8 million in 9MFY20, a growth of 6.2% on Y-o-Y basis.
- The Company reported EBITDA of Rs 239.0 million for 9MFY21 as compared to Rs 219.3 million in 9MFY20.
- EBITDA Margin was 25.5% for 9MFY21.
- Net Profit, before the one-time tax adjustment of Rs 80.9 million, was Rs 132 million as compared to Rs 126.4 million in 9MFY20.

Business highlights – Q3FY21

- Total active client count as of 31st December, 2020 was 48 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 73% of operating revenue during the quarter under review.
- In terms of geography, US business continued to be the major contributor with a contribution of 95% towards operating revenue.
- As on 31st December, 2020, the Company had 500 total employees.

About CyberTech

CyberTech is a CMMI Level 3 company focused on SAP digitalized solutions and next-generation spatial analytics . The Company delivers the benefits of SAP S/4HANA with digital business processes that improve customer experience, provide real-time and predictive insight and increase productivity. The Company's spatial analytics deliver substantial digitization benefits by integrating maps with enterprise data. CyberTech is a trusted partner for several global enterprises, helping them with Cloud transformation. 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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