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**Date: January 22, 2022**

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 <b>Scrip Code: 532173</b>	To, National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (E), Mumbai-400051 <b>Symbol: CYBERTECH</b>
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Dear Sir/Madam,

**Sub.: Press Release and Earning Presentation for Q3 FY22**

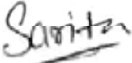
**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

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 Leelaramani**

**Company Secretary and Compliance Officer**

**Membership No.: A35587**



Place: Thane

Encl.: a/a



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

**Mumbai, India – 21<sup>st</sup> 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 31<sup>st</sup> 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 <sup>1</sup>	YoY %	Q2 FY22 <sup>2</sup>	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 <sup>3</sup>	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 31<sup>st</sup> 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 31<sup>st</sup> 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](http://www.cybertech.com)

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*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 [www.cybertech.com](http://www.cybertech.com). CyberTech Systems and Software Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.*