



CyberTech Total Revenue for Q1FY21 was Rs 321 million; up 17% Y-o-Y basis

Mumbai, India – 13th August, 2020: 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 **first quarter ended on 30th June, 2020.**

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The Covid-19 outbreak continues to significantly impact both the US and Indian markets. Companies continue to adapt to the new normal including market uncertainty, higher unemployment, work from home and Cloud transformation. Our commitment to our Customers and Employees remains our top priority.

The first quarter of FY21 was a strong quarter by most measures. Our topline of Rs 321 million represented growth of 17% on Y-o-Y basis. EBITDA at 27% of revenue grew by 42% over the prior year while PAT grew 77% respectively. Our ongoing strategy of building and nurturing long standing relationships with our customers helped us deliver a strong set of results in this uncertain time.

We continue to see significant traction on Cloud transformation as the world continues to move towards digital infrastructure. We have partnered with SAP in delivering SAP HANA Cloud migration services for an European energy network company. We are also at different levels of discussions with several prospective customers for our managed ArcGIS cloud services offerings.

As the world is moving towards cloud and SaaS based apps, our Spatialitics products are gaining traction. A significant US healthcare provider has subscribed to Spatialitics Health’s SaaS based offerings. Several Utility companies have expressed their interests in Spatialitics Utilities offerings.

We continue to invest in marketing and demand generation and are realizing results from those digital efforts. I am pleased to inform you that we were a Silver Sponsor for the Esri User Conference this year. Our products and offerings have been exhibited at our virtual booth in the event.

Fundamentals of the company remained strong. We continued to generate strong positive Cashflow from operations. Our balance sheet has remained debt-free and asset heavy. We will continue to invest in acquiring talent and building a world-class digital work

environment that will help our workforce to deliver from anywhere, without making any compromise on the quality.

The world is adapting to this “New normal” and appears to be coming back at a steady pace. Although there will be continuing economic and human impacts from Covid, we expect that the steady performance observed in this quarter will continue for rest of the year. I would like to thank all our shareholders, customers and employees for your continued support.”

Performance Highlights

Consolidated Q1FY21 Q-o-Q Review

- Operating revenue was Rs 303.6 million during the quarter under review as compared to Rs 295.5 million during the previous quarter, a growth of 2.7% on a Q-o-Q basis.
- Total revenue was Rs 320.7 million during the quarter under review as compared to Rs 310.8 million during the previous quarter.
- The Company reported an EBITDA of Rs 87.0 million during the quarter under review as compared to Rs 25.9 million during the previous quarter.
- EBITDA Margin stood at 27.1% for Q1FY21.
- Net Profit stood at Rs 51.7 million during the quarter under review as compared to Rs 5.8 million during the previous quarter.

Consolidated Q1FY21 Y-o-Y Review

- Operating revenue was Rs 303.6 million during the quarter under review as compared to Rs 261.3 million during the corresponding quarter of previous year, a growth of 16.2% in rupee terms.
- Total revenue was Rs 320.7 million during the quarter under review as compared to Rs 274.7 million during the previous quarter.
- The Company reported an EBITDA of Rs 87 million during the quarter under review as compared to Rs 61.3 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 27.1% for Q1FY21.
- Net Profit stood at Rs 51.7 million during the quarter under review as compared to Rs 29.2 million during the corresponding quarter of previous year.

Business highlights – Q1FY21

- Total active client count as of 30th June, 2020 was 43 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 76% 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 30th June, 2020, the Company had 474 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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