



CyberTech Revenue for Q1FY23 was ₹ 402.9 million; up by 14.8% Y-o-Y basis

Mumbai, India – 20th July 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 **first quarter** ended on 30th June 2022.

Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “We have started the year on a strong note with all round growth during the first quarter. Our revenue grew by 14.8% Y-o-Y and 8.6% Q-o-Q to ₹ 402.9 million. The growth in the revenue has positively impacted our margins due to the operational efficiency that we achieved over the years. Our PAT grew by 40.6% Y-o-Y and 8.4% Q-o-Q to ₹ 55.4 million.

The world is seeing unprecedented competition for talent as well as significant wage inflation. This has directly led to an increase in our payroll cost. However, our attrition has stayed largely in check due to various associate satisfaction programs initiated over the past two years including our CyberTech Geospatial Leaders program CGL. Our Geospatial Expertise and Cloud depth is unrivaled. We are an SAP S/4HANA Reseller. We continue to leverage workforce efficiency to maintain margins. We also have worked closely with our key associates on their retention, as our success is based on their efforts.

Our association with SAP continues to contribute towards new business from SAP S/4HANA cloud migrations. This is the main focused business for us as Enterprises continue to expedite their journey to the Cloud.

We have a 1st in class Managed ArcGIS Cloud Services practice that we strengthen continuously by adding talent and focusing on client needs. Our strength in managed cloud services is unparalleled. Our clients are realizing a business advantage through our GIS experience, Cloud security focus and understanding of web scale complex systems.

Our Spatialitics practice has continued to be a bright spot as we participated in the Elk Grove Real-Time Crime Center Symposium, organized by the Elk Grove Police Department. This helped establish our market credibility as we exhibited our flagship public safety product “GeoShield Real-Time”. Spatialitics Utilities also continues to gain traction in the marketplace.



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. Our relationship with our partners is strong and our reputation in the market is impeccable.

I thank all our customers, my fellow shareholders and our CyberTech colleagues for their continued support of CyberTech.”

Key Financial Highlights – Q1FY23

Particulars (₹ in Million)	Q1 FY23	Q1 FY22	YoY %	Q4 FY22	QoQ %
Operating Revenue	385.5	334.3	15.3%	354.1	8.9%
Total Revenue	402.9	351.0	14.8%	371.1	8.6%
EBITDA	98.0	76.6	27.9%	90.5	8.3%
EBITDA Margin %	24.3%	21.8%		24.4%	
PAT	55.4	39.4	40.6%	51.1	8.4%
PAT Margin %	13.8%	11.2%		13.8%	

Business highlights – Q1FY23

- Total active client counts as of 30th June 2022 was 56 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 75% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 99% towards our operating revenue.
- As on 30th June 2022, the Company had 560 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



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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. CyberTech Systems and Software Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.