

**Date: June 18, 2020**

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 Q4 FY 2019-20**


**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 quarter and year ended March 31, 2020 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 FY20 was Rs 1,192 million; up 16% Y-o-Y basis**

**Mumbai, India – 17th June, 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 **fourth quarter and full year FY20** ended on 31<sup>st</sup> March, 2020.

*Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The COVID-19 outbreak has pushed the world into an uncharted territory. Our heart goes to so many people who have lost their jobs and loved ones. Our prayers and commitment to assist all our fellow citizens is at the top of my mind. I am glad to report all CyberTech associates and clients are safe and everyone at CyberTech rose to assist the company.*

*The fourth quarter and the year ended March 31<sup>st</sup> represented a strong year for us. Results for the year included Revenue of Rs 119 crore , an increase of 16% over the prior year and PAT of Rs 13.2 crore , an increase of 29% over the prior year. Growth was recognized in all areas.*

*We see Esri ArcGIS cloud services and SAP S/4HANA Move as great opportunities for us going forward and we continue to focus on deepening our relationships with Esri and SAP. I am pleased to announce that CyberTech is the First Esri Partner to be awarded the ArcGIS Cloud Service Specialty designation. This Specialty designation recognizes CyberTech’s expertise, high standards and best practices for driving the Esri Geospatial Cloud.*

*We also see opportunity as the world is moving towards digital infrastructure - the Cloud, and SaaS based apps. We continue to enjoy strong support for our Clients and we have an impeccable market reputation of the quality of our products and services. We have no borrowings and have a strong balance sheet.*

*On Spatialitics front, we have made significant progress and released the Cloud ready version of our Public Safety product GeoShield, which is being beta tested by our lighthouse partners. Existing customers will be upgraded to this new version. As our Spatialitics platform architecture evolves, older components became obsolete. We have made a conscious decision to recognize an impairment to the remaining original capital investment in our books. Also going forward we will reduce the capitalized investment. This is reflected in our current quarter results with a reduction of capitalized intellectual property by approximately Rs 5.4 crore.*

*As a company, we remain focused on following areas,*

- *Cashflow management and continuous cash generation from operations*
- *Supporting our customers through this pandemic*
- *SAP S/4Hana and Cloud migration*
- *Delivery of Esri Managed Cloud Services*
- *Continued development of Spatialitics Products*

*We are positioned to come out of this unprecedented situation stronger and deliver sustainable growth.”*

## **Performance Highlights**

### **Consolidated Q4FY20 Q-o-Q Review**

- Operating revenue was Rs 295.5 million during the quarter under review as compared to Rs 288.2 million during the previous quarter, a growth of 2.6% on a Q-o-Q basis.
- Total revenue was Rs 310.8 million during the quarter under review as compared to Rs 303.6 million during the previous quarter.
- The Company reported an EBITDA of Rs 25.9 million during the quarter under review as compared to Rs 79.7 million during the previous quarter.
- EBITDA Margin stood at 8.3% for Q4FY20.
- Net Profit stood at Rs 5.8 million during the quarter under review as compared to Rs 50.2 million during the previous quarter. Quarter results included the noncash impairment reserve discussed above.

### **Consolidated Q4FY20 Y-o-Y Review**

- Operating revenue was Rs 295.5 million during the quarter under review as compared to Rs 263.3 million during the corresponding quarter of previous year, a growth of 12.2% in rupee terms.
- The Company reported an EBITDA of Rs 25.9 million during the quarter under review as compared to Rs 75.6 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 8.3% for Q4FY20.
- Net Profit stood at Rs 5.8 million during the quarter under review as compared to Rs 47.0 million during the corresponding quarter of previous year.

### **Consolidated FY20 Review**

- Operating revenue was Rs 1,128.2 million for FY20 as compared to Rs 967.6 million in FY19; reflecting a growth of 16.6% on Y-o-Y basis..

- Total revenue was Rs 1,191.6 million for FY20 as compared to Rs 1,031.1 million in FY19, an increase of 15.6%.
- The Company reported EBITDA of Rs 245.2 million for FY20 as compared to Rs 198.7 million in FY19, reflecting a growth of 23.4% on Y-o-Y basis.
- EBITDA Margin was 20.6% for FY20.
- Net Profit was Rs 132.2 million for FY20 as compared to Rs 102.3 million in FY19; reflecting a growth of 29.3% on Y-o-Y basis.

## Response to Covid-19

- We are closely monitoring the COVID-19 situation, and working tirelessly to serve the requirements of our Client's businesses as we are quickly adapting to new ways of life and new business models. We all are working together to curtail this outbreak.
- In response to the virus, we've implemented updated best practices in our workplace to assist make sure the health and safety of our employees and Clients as detailed in our business contingency plan.
- At present almost 100% of our employees globally are working remotely.
- We are prepared fully to meet our clients' needs and as a company, we are confident to emerge from this crisis successfully.

## Business highlights – Q4FY20

- Total active client count as of 31<sup>st</sup> March, 2020 was 45 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 69% of operating revenue during the quarter under review.
- In terms of geography, US business continued to be the major contributor with a contribution of 94% towards operating revenue.
- As on 31<sup>st</sup> March, 2020, the Company had 471 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](http://www.cybertech.com)

**Investor / Analyst contact:**

Asha Gupta  
Christensen IR  
Ph: +91 22 4215 0210  
[agupta@christensenir.com](mailto:agupta@christensenir.com)

**Media Contact:**

Saumitra Banerjee  
CyberTech Systems and Software Ltd.  
Ph: +91 22 2580 9312  
[saumitra.banerjee@cybertech.com](mailto:saumitra.banerjee@cybertech.com)

*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*