



## **CyberTech Total Revenue for FY22 was ₹ 1,488 million; up by 19.2% Y-o-Y basis**

**Mumbai, India – 4<sup>th</sup> May 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 **fourth quarter and full year FY22** ended on 31<sup>st</sup> March 2022.

*Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated: “We recognized strong fourth quarter and full year ’22 results where our revenue grew by 19% to INR 1,488 million for the year and EBITDA grew by 28% to INR 380 million. This was driven by the continuously growing market demand for cloud transformation. We saw remarkable progress across our three strategic growth areas – SAP Cloud, Esri Cloud and Spatialitics Cloud. This reinforces the relevance of our offerings and capabilities in the market to deliver value for clients. Our overall Profit After Tax was INR 227 million.*

*Our partnership with SAP continued to strengthen over the year as we continued our association with the SAP Migration Factory on a number of HANA Migration initiatives with clients from different parts of the world. We also added a new logo to our SAP Cloud clientele delivering a SuccessFactors implementation. This is a testimonial of our deep expertise in next-gen SAP cloud solutions.*

*Our Managed ArcGIS Cloud Services continued to maintain their growth momentum. One of our clients, a large US healthcare provider, extended their contract with a significant increase in the scope and value of the engagement. This speaks for the value that our clients are realizing through our unparalleled depth in GIS experience, cloud security and web scale complex systems. Our focus on this area and go to market penetration with our partners remains unabated.*

*The year was a significant one for Spatialitics. Orbis Research has positioned GeoShield in the Leaders quadrant in their latest release of the Global Law Enforcement Software Market Report for 2021. This is a proud moment for the company and a recognition of the unique capabilities that GeoShield offers. We have added several new logos to our Spatialitics GeoShield Real-Time client base during the year. We also added an additional large water utility company to our Spatialitics Utilities clientele in the financial year using our Unity data connector product line. All these customers have a fairly large enterprise lifecycle value, which is the hallmark of any Spatialitics deal. These deals will translate into a long-term recurring revenue stream for the company.*



Meanwhile, our targeted digital sales strategy is yielding great results. We are generating a significant number of leads through these campaigns. We participated in several leading forums and events (including Esri User Conference, Esri IMGIS, AWWA ACE, SAP Sapphire, SAP for Utilities, etc.) during the year to showcase our offerings.

The company has been impacted by the global disruption in the labour market which has caused a shortage of talent and rapid inflation of wage rates. Accordingly, Human Capital Management is our most important issue, and we believe that only a delighted associate can ensure and deliver customer delight. Our colleagues are the engine in providing cloud transformation services to our clients. We hire great grads from the IITs and IIMs and immerse them in critical training and interesting projects. We are committed to offering them best-in-class digital infrastructure and hence, we will continue to invest in building a zero-footprint, green and secured digital infrastructure. Our current focus is transforming our Human Capital Management process digitally to ensure a relevant employee experience. Our focus is on attracting and nurturing right talent pool.

I am pleased to inform that the Board has increased the dividend pay-out from 10% to 15% considering the consistent good results.

I thank our clients, associates and my fellow shareholders for having trust in the company's vision and strategy. I am confident that our growth will continue to benefit all constituents."

## Key Financial Highlights – FY22

Particulars (₹ in Mn)	FY22	FY21 <sup>1</sup>	YoY %
Operating Revenue	1,388.5	1,178.2	17.9%
Total Revenue	1,487.6	1,247.8	19.2%
EBITDA	380.0	297.2	27.9%
EBITDA Margin %	25.5%	23.8%	
PAT	227.1	240.9	-5.7%
PAT Margin %	15.3%	19.3%	

1 – FY21 PAT includes the positive benefit of one-time tax adjustment gain of ₹ 81.6 million



## Key Financial Highlights – Q4FY22

Particulars (₹ in Mn)	Q4 FY22	Q4 FY21 <sup>1</sup>	YoY %	Q3 FY22	QoQ %
Operating Revenue	354.1	297.9	18.8%	355.7	-0.5%
Total Revenue	371.1	312.3	18.8%	368.5	0.7%
EBITDA	90.5	58.2	55.5%	90.9	-0.4%
EBITDA Margin %	24.4%	18.6%		24.7%	
PAT	51.1	28.0	82.4%	51.8	-1.4%
PAT Margin %	13.8%	9.0%		14.1%	

1 – Q4FY21 PAT includes the positive benefit of one-time tax adjustment gain of ₹ 0.7 million

## Business highlights – Q4FY22

- Total active client counts as of 31st March 2022 was 55 (LTM).
- From an Industry perspective, revenue from the Technology sector continued to witness strong momentum and contributed 78% towards our operating revenue.
- In terms of geography, our US business continued to be the major contributor with a contribution of 97% towards our operating revenue.
- As on 31st March 2022, the Company had 547 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.*