



## **CyberTech Total Revenue was Rs 293 million for Q2FY21 and Rs 614 million for H1FY21**

**Mumbai, India – 11<sup>th</sup> November, 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 **second quarter and half year FY21** ended on 30<sup>th</sup> September, 2020.

*Commenting on the results, Mr. Vish Tadimety, CEO and Founder, CyberTech, stated : “The Covid-19 epidemic has impacted both the US and Indian businesses, but we are finally seeing some mitigating treatments in the horizon. Companies were affected by a multitude of factors including market uncertainty, higher unemployment, work from home and Cloud transformation. CyberTech is focused on helping customers address these trends. Our commitment to our Customers and the safety of our Employees remain steadfast as our top priority.*

*Over the course of the first half of the current financial year, our results have remained strong in spite of what appears to be a slow-paced demand. I extend my sincere thanks to my colleagues, who are ensuring the highest level of customer satisfaction in this troubled time, without skipping a beat.*

*I am pleased to report that the Company has posted a strong financial performance in the first half of the fiscal year and sees this strength continuing through the remainder of the year. Our topline of Rs. 614 million represented growth of 6% on Y-o-Y basis. Net Profit of Rs. 89 million grew by 17% over the prior year. We expect that the third and fourth quarters will include several new projects. During the quarter under review, we completed the extension of a substantial contract with one of our large customers, extending the current contract for an additional three years. Our pipeline and order book continues to be strong with substantial long term strategic contracts in hand.*

*We continue seeing a faster rate of adoption for secured and high-performing cloud and digital infrastructure by our customers. CyberTech is becoming their choice as the partner in their digitalization journey due to our unparalleled expertise in cloud infrastructure and our close partnership with Esri, including our ArcGIS Cloud Service Specialty designation.*

*Our partnership with SAP continues to strengthen. The SAP Database Migration Factory has signed an agreement with us to be their partner in five HANA GeoDB migrations that are of strategic importance to SAP.*

*Spatialitics products continued to gain traction. Similar to the previous quarter, another significant US healthcare system subscribed to HIPAA-Complaint Geocoder and Spatialitics Health App suite. One of our existing Water Utility customers subscribed to new cloud-based Asset Notification app.*

*We have continued to invest in digital marketing and demand generation programs. We are proud to have been a Gold Sponsor for the Esri Infrastructure Management and GIS (IMGIS) Conference this year.*

*Employee Experience has remained one of our focus areas in this troubled time. I am pleased that our infrastructure team helped all our employees work from home (WFH) or from their preferred location. We also have continued with our annual appraisal cycle and performance based wage hike as in previous years.*

*I am confident of maintaining the Company's margin profile for rest of the financial year. I thank all our customers, my fellow shareholders and my colleagues for having faith in the Company during this challenging time."*

## Performance Highlights

### Consolidated Q2FY21 Q-o-Q Review

- Operating revenue was Rs 273.9 million during the quarter under review as compared to Rs 303.6 million during the previous quarter, down by 9.8% as some projects have been deferred to the subsequent quarter.
- Total revenue was Rs 292.9 million during the quarter as compared to Rs 320.7 million during the previous quarter.
- The Company reported EBITDA of Rs 69.5 million during the quarter as compared to Rs 87.0 million during the previous quarter.
- EBITDA Margin stood at 23.7% for Q2FY21.
- Net Profit stood at Rs 37.6 million during the quarter under review as compared to Rs 51.7 million during the previous quarter.

**Consolidated Q2FY21 Y-o-Y Review**

- Operating revenue was Rs 273.9 million during the quarter under review as compared to Rs 283.2 million during the corresponding quarter of previous year.
- Total revenue was Rs 292.9 million during the quarter under review as compared to Rs 302.5 million during the corresponding quarter of previous year.
- The Company reported an EBITDA of Rs 69.5 million during the quarter under review as compared to Rs 78.2 million during the corresponding quarter of previous year.
- EBITDA Margin stood at 23.7% for Q2FY21.
- Net Profit stood at Rs 37.6 million during the quarter under review as compared to Rs 47.0 million during the corresponding quarter of previous year.

**Consolidated H1FY21 Y-o-Y Review**

- Operating revenue was Rs 577.5 million as compared to Rs 544.5 million in H1FY20, a growth of 6.1% on Y-o-Y basis.
- Total revenue was Rs 613.6 million as compared to Rs 577.2 million in H1FY20.
- The Company reported EBITDA of Rs 156.5 million for H1FY21 as compared to Rs 139.6 million in H1FY20.
- EBITDA Margin was 25.5% for H1FY21.
- Net Profit was Rs 89.3 million as compared to Rs 76.3 million in H1FY20.

**Business highlights – Q2FY21**

- Total active client count as of 30<sup>th</sup> September, 2020 was 46 (LTM).
- From Industry perspective, revenue from the Technology sector continued to witness strong momentum which contributed 73% 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 30<sup>th</sup> September, 2020, the Company had 502 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)

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