



CyberTech
Systems and Software Limited

Earnings Presentation Q3FY21

11th February, 2021

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Safe Harbor

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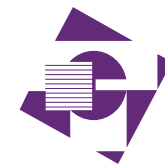
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Agenda

- 1 Company Overview**
- 2 Financial Performance**



Company Overview

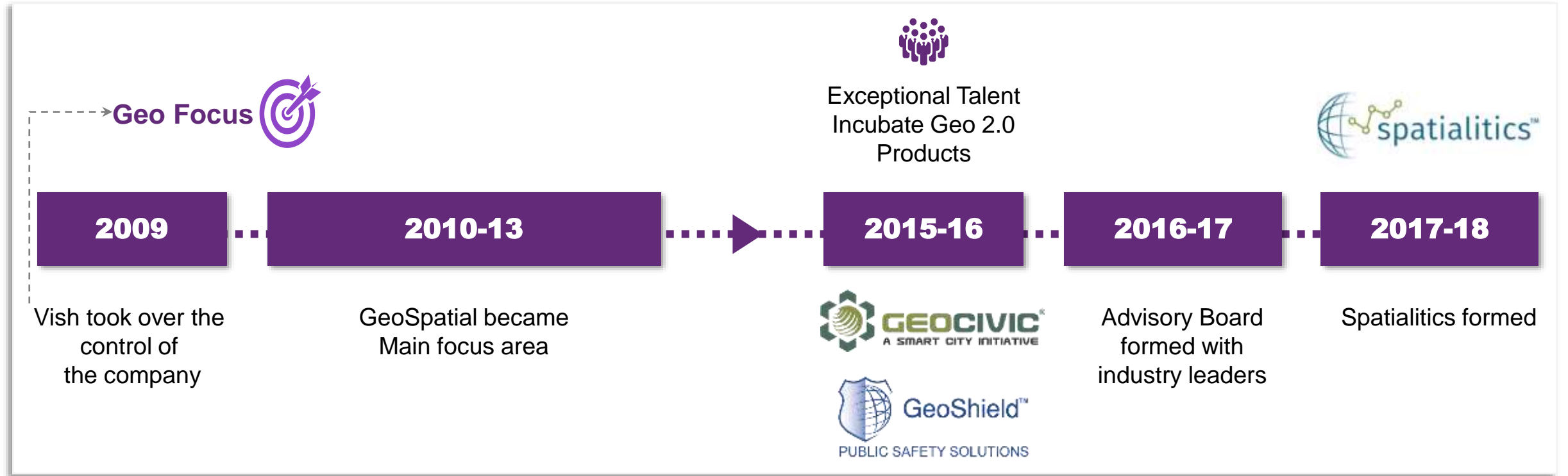
About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on Esri and SAP Cloud Platforms, S/4 HANA
- Global footprint with a team of over 500 professionals
- SAP CoE with 100+ SMEs
- World's largest Geospatial CoE with 300+ Geospatial SMEs
- Partnerships with Leading Technology Players - SAP, Esri, Cisco, Salesforce and Microsoft
- Locations - USA (Chicago, Philadelphia, Los Angeles, Denver, Salt Lake City) and India (Mumbai, Pune)
- Owns a state-of-the-art development center at Thane

PARTNERSHIPS



Corporate Timeline



Next – Generation Offerings

SOLUTIONS

- Digital Transformation
- Next-gen Spatial Analytics
- Digital Fabric Overlay
- SAP S/4HANA Transformation
- Cloud Transformation
- Smart City Digitization

PRODUCTS



Public Safety

**Intelligence Led
Policing**



Utilities

**Asset & Workforce
Management**



Healthcare

Healthcare



Smart City

**Property Tax
Management**



Executive Management

Vish Tadimety Chairman and CEO

- Co-founded the company in 1990 and led the company's growth in several practice areas including networking, enterprise solutions and GIS to a substantial scale.
- Set up and managed multiple international offices in Europe, APAC, Latin America and Japan.
- Co-founded Corliant in 2007 with Cisco partnership and later acquired by Accenture.
- Has extensive experience as a turnaround specialist, raising capital from public markets, strategic partners and venture funds

Steven Jeske Group CFO and Director

- Steve is a serial entrepreneur having been involved in the formation, financing and growth of several high profile start-ups.
- Group CFO of CyberTech since 1999.
- Key partner of strategy and financial decisions.
- Co founder of Corliant, along with Vish.
- CPA, former manager at PWC. Holds an undergraduate degree in accounting from the University of Illinois and a Masters of Business Administration degree from the University of Chicago.

Ramasubramanian S. Executive Director

- Raman has a vast experience of 25 years and heads the global operations . He is an expert in strategic planning, budgeting, forecasting and taxation.
- Responsible for bringing critical financial controls to the Company
- His experience has helped in streamlining the Company's accounting policies, procedures, strengthen controls and facilitated relationships with the Company's auditors, bankers, lawyers, and consultants.



Financial Performance

Financial Summary – Q3FY21

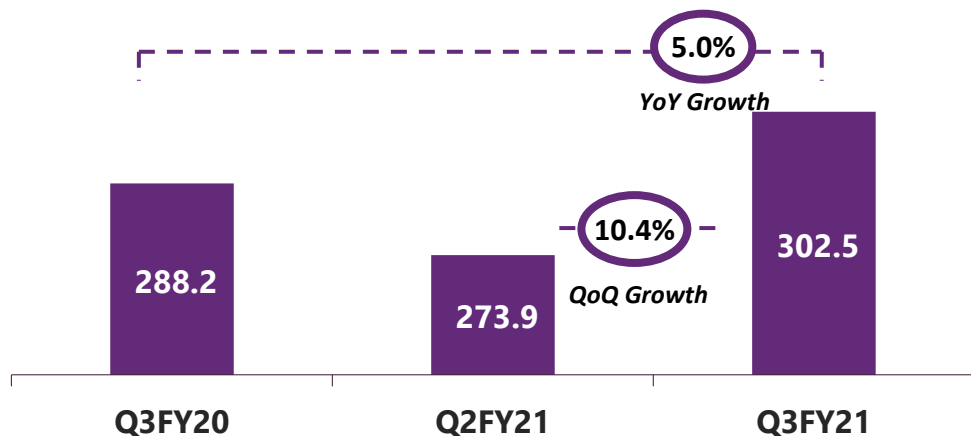
- Total Revenue at ₹ 322.0 million; up 9.9% Q-o-Q and 6.0% Y-o-Y.
- Operating Revenue at ₹ 302.5 million; up 10.4% Q-o-Q and 5.0% Y-o-Y
- Reported EBITDA at ₹ 82.5 million (25.6% of total revenue)
- PBT at ₹ 62.8 million (19.5% of total revenue)
- Net Profit at ₹ 42.7 million (13.3% of total revenue), before one-time tax adjustment of ₹ 80.9 million

Financial Summary – 9MFY21

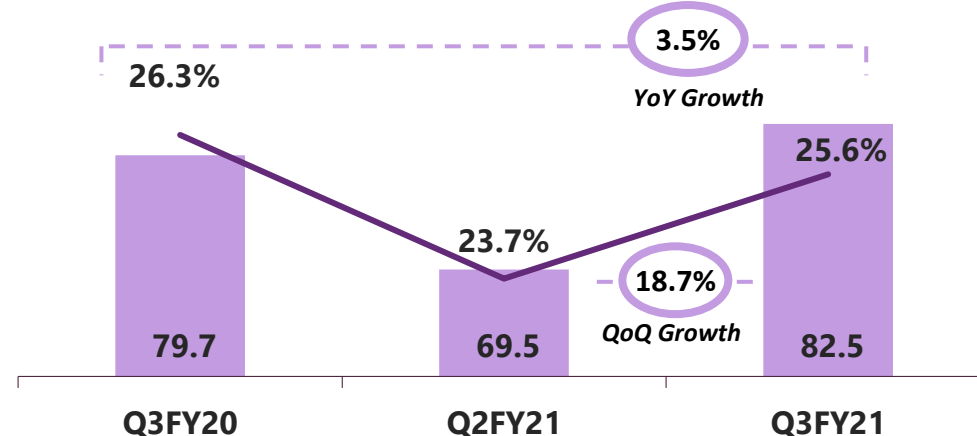
- Total Revenue at ₹ 935.5 million; up 6.2% Y-o-Y
- Operating Revenue at ₹ 880.0 million; up 5.7% Y-o-Y
- Reported EBITDA at ₹ 239.0 million (25.5% of total revenue)
- PBT at ₹ 189.2 million (20.2% of total revenue)
- Net Profit at ₹ 132.0 million (14.1% of total revenue), before including one-time tax adjustment of ₹ 80.9 million

Financial Highlights – Q3FY21

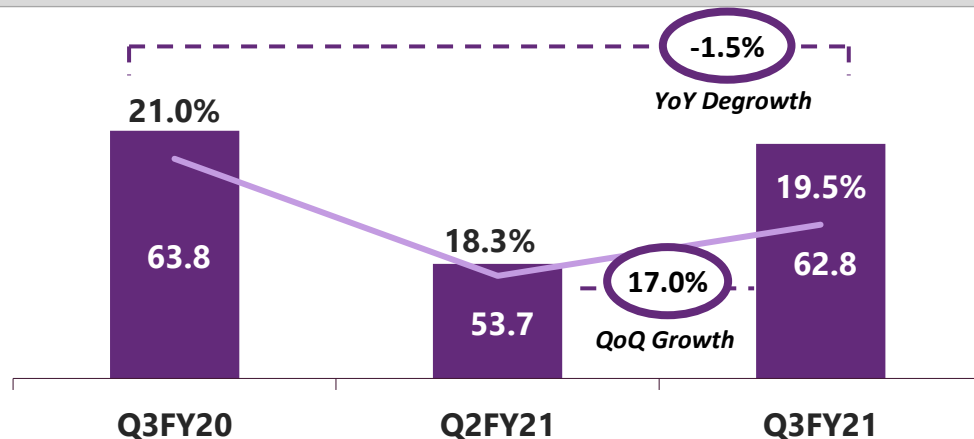
Comparable Operating Revenue (₹ Mn)



Adjusted EBITDA (₹ Mn) & Margin (%)

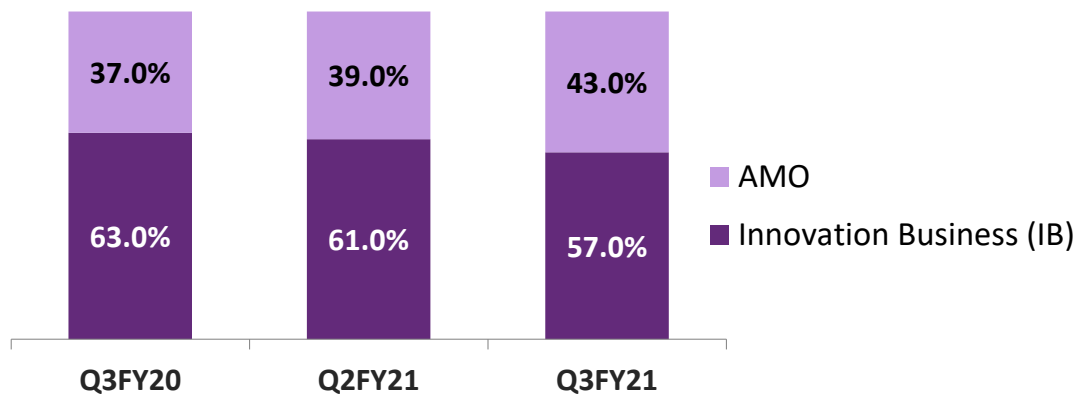


Adjusted PBT (₹ Mn) & Margin (%)

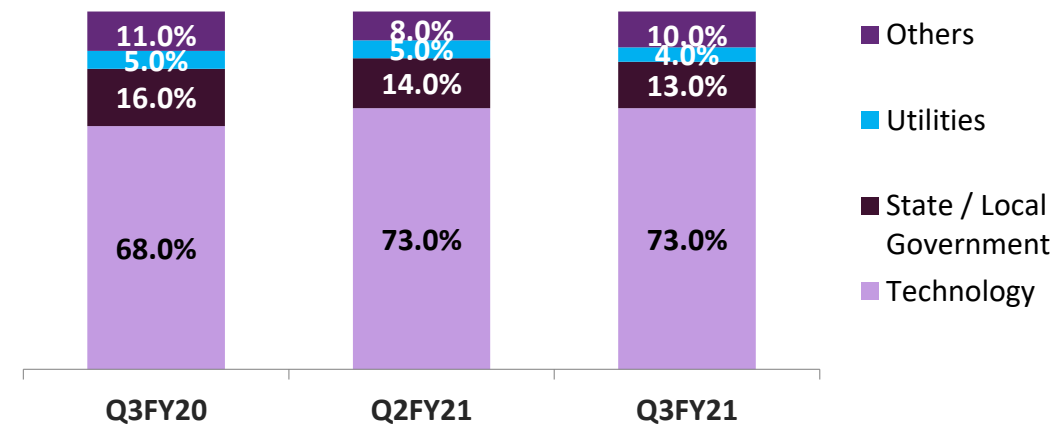


Revenue Metrics – Q3FY21

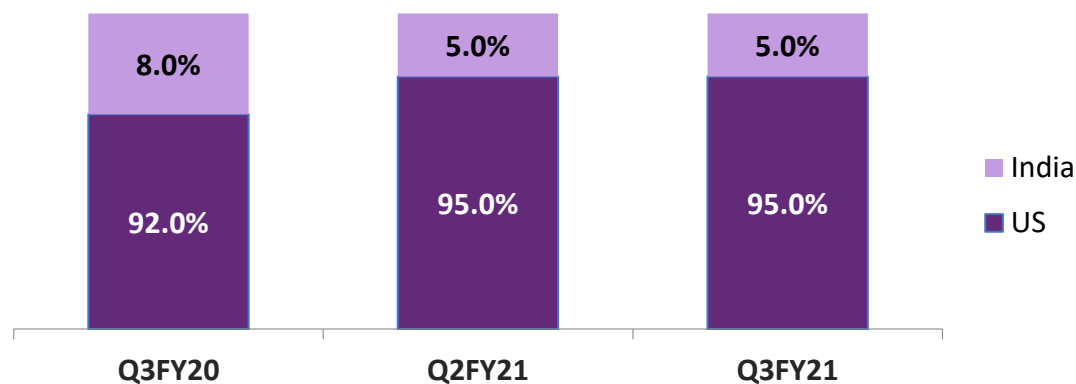
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q3FY21

Client

- Added 2 new clients
- Total active client 48 (LTM)
- Top Client revenue 51%
- Top 3 Client revenue 68%

Employee

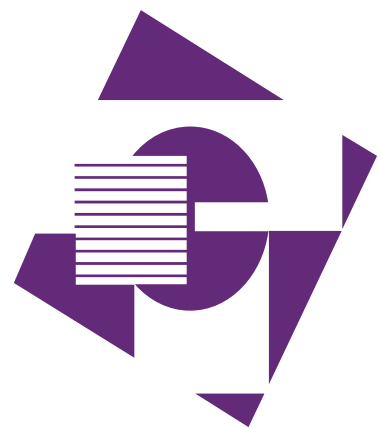
- Total Employees 500 as on 31st December 2020

Demand

- Number of Projects - 87
- Strong growth in Innovation Business and AMO

Consolidated Quarterly P&L – Q3FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-20 Q3FY21	30-Sep-20 Q2FY21	Q-o-Q Growth	31-Dec-19 Q3FY20	Y-o-Y Growth	31-Dec-20 9MFY21	31-Dec-19 9MFY20	Y-o-Y Growth
1	Revenue from Operations	302.5	273.9	10.4%	288.2	5.0%	880.0	832.6	5.7%
2	Other Income	19.4	19.0	2.4%	15.5	25.7%	55.5	48.2	15.1%
3	Total Revenue (1+2)	322.0	292.9	9.9%	303.6	6.0%	935.5	880.8	6.2%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	13.1	12.1	8.0%	21.1	-37.9%	39.0	61.4	-36.5%
	b) Employee Benefits expense	188.9	182.8	3.3%	165.5	14.1%	555.9	481.7	15.4%
	c) Finance Costs	0.7	0.8	-18.2%	0.8	-19.5%	2.2	4.3	-48.1%
	d) Depreciation and amortization expense	19.1	15.0	26.6%	15.1	25.9%	47.6	47.2	0.7%
	e) Impairment of non-current assets	-	-		-		-	-	
	f) Other expenses	37.5	28.5	31.7%	37.2	0.6%	101.6	118.4	-14.2%
	Total Expenses	259.2	239.2	8.3%	239.8	8.1%	746.3	713.0	4.7%
5	Profit before Tax (3-4)	62.8	53.7	17.0%	63.8	-1.5%	189.2	167.8	12.8%
6	Tax Expense								
	a) Current Tax	20.7	15.8		0.3		57.3	28.3	
	b) Deferred Tax	(0.6)	0.4		14.3		(0.0)	13.1	
	c) Tax adjustments for earlier years	(80.9)	-		(1.0)		(80.9)	-	
7	Profit for the period (5-6)	123.6	37.6	229.1%	50.2	146.2%	212.9	126.4	68.4%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.2)	(1.2)		(0.4)		(3.6)	(1.3)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.1		0.9	0.3	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	(2.3)	(4.2)		1.2		(6.8)	3.2	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	120.5	32.4		51.2		203.4	128.6	
10	Paid up equity share capital (Face value: Rs.10 per share)	275.6	275.4		275.2		275.6	275.2	
11	Other equity								
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	4.49	1.36		1.82		7.73	4.60	
	Diluted (Not annualised)	4.38	1.35		1.81		7.61	4.56	



CyberTech

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