



CyberTech
Systems and Software Limited

Earnings Presentation Q1FY21

13th August, 2020

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Agenda

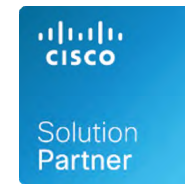
- 1 Company Overview**
- 2 Financial Performance**

Company Overview

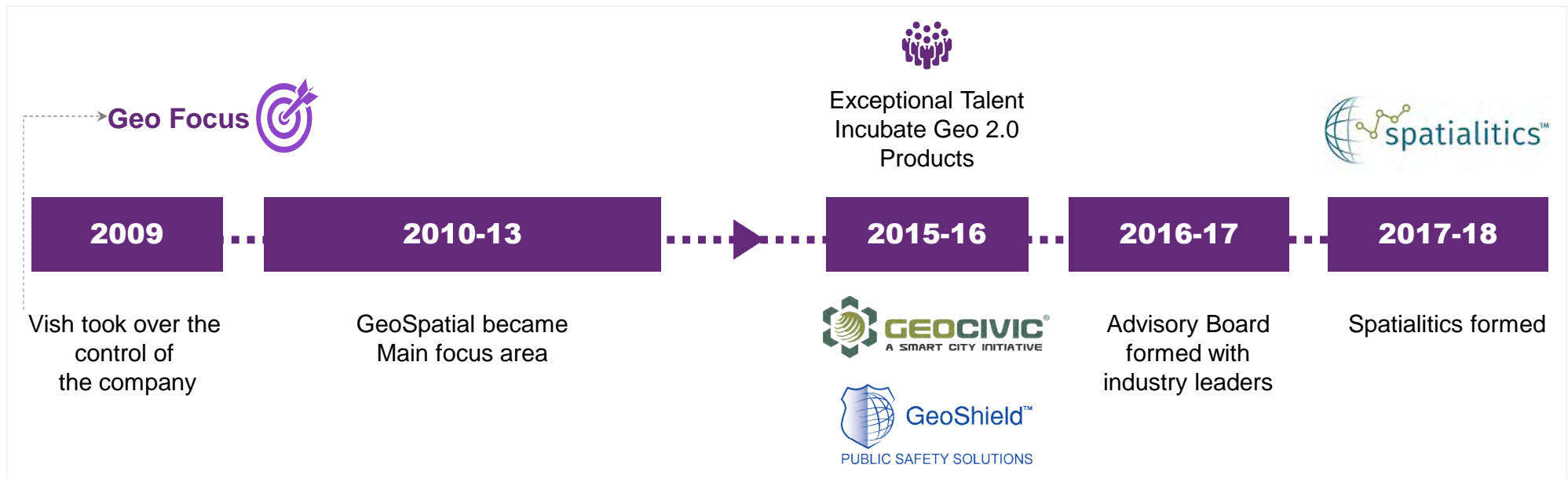
About Company

- 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, 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 and 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.

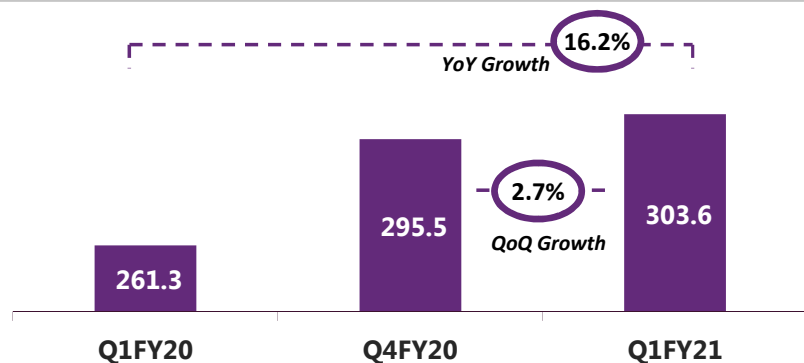
Financial Performance

Financial Summary – Q1FY21

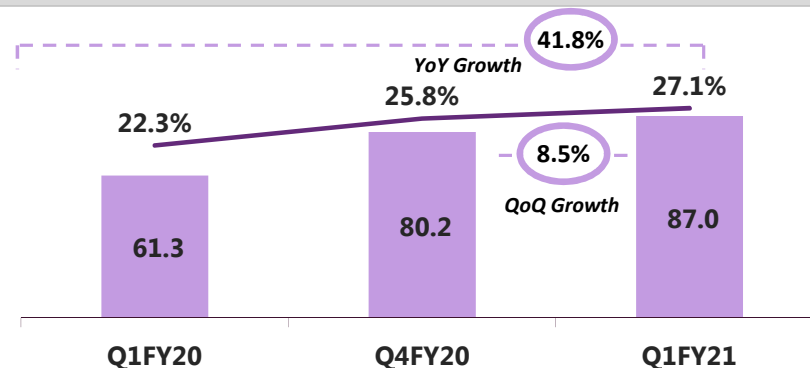
- Total Revenue at ₹ 320.7 million; up 3.2% Q-o-Q and 16.7% Y-o-Y
- Operating Revenue at ₹ 303.6 million; up 2.7% Q-o-Q and 16.2% Y-o-Y
- Reported EBITDA at ₹ 87.0 million (27.1% of total revenue)
- PBT at ₹ 72.7 million (22.7% of total revenue)
- Net Profit at ₹ 51.7 million (16.1% of total revenue)

Financial Highlights – Q1FY21

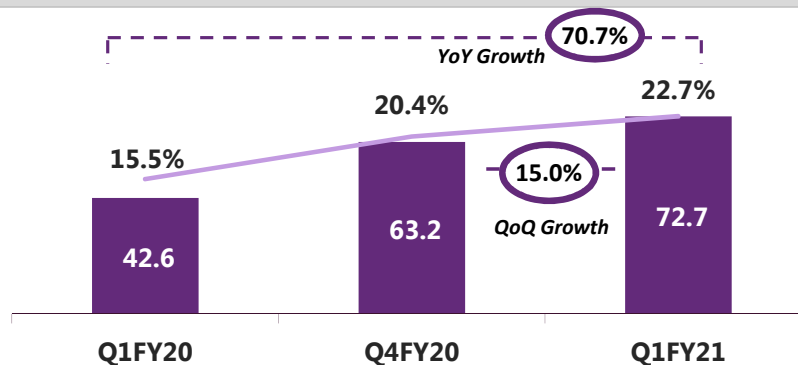
Comparable Operating Revenue (₹ Mn)



*Adjusted EBITDA (₹ Mn) & Margin (%)



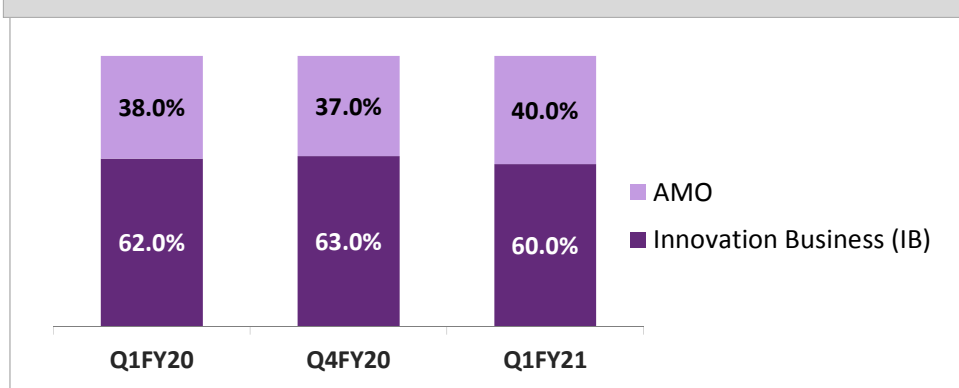
*Adjusted PBT (₹ Mn) & Margin (%)



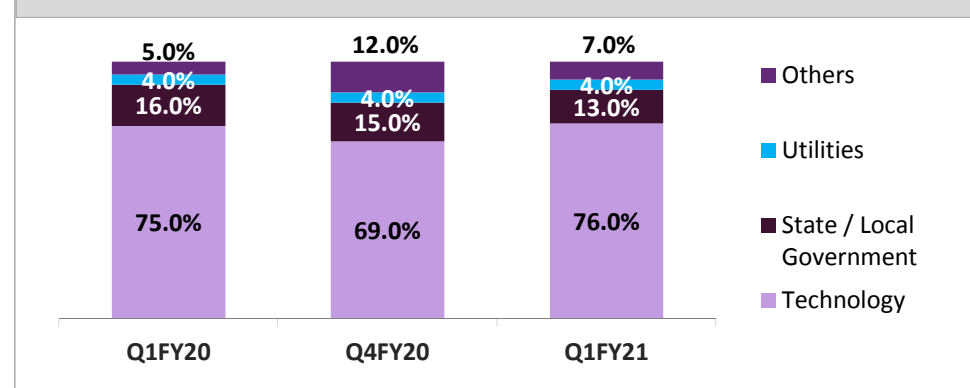
*EBITDA and PBT adjusted for one time impairment cost of ₹ 54.3Mn for Q4FY20

Revenue Metrics – Q1FY21

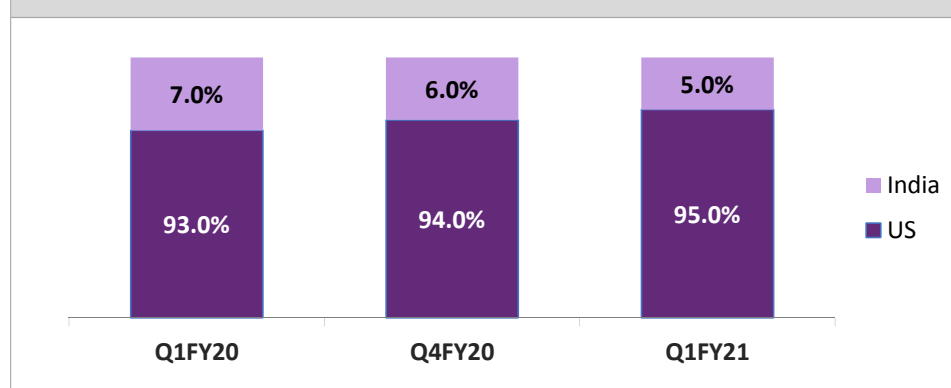
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q1FY21

Client

- Added 01 new client
- Total active client 43 (LTM)
- Top Client revenue 50%
- Top 3 Client revenue 67%

Employee

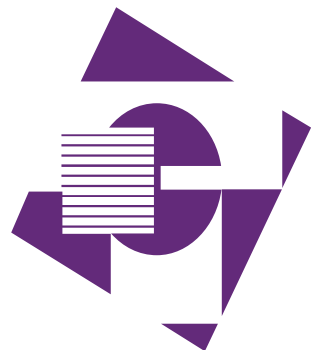
- Total Employees 474 as on 30th June 2020

Demand

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

Consolidated Quarterly P&L – Q1FY21

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-20 Q1FY21	31-Mar-20 Q4FY20	Q-o-Q Growth	30-Jun-19 Q1FY20	Y-o-Y Growth
1	Revenue from Operations	303.6	295.5	2.7%	261.3	16.2%
2	Other Income	17.1	15.2	12.0%	13.4	27.0%
3	Total Revenue (1+2)	320.7	310.8	3.2%	274.7	16.7%
4	Expenses					
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	13.7	15.7	-12.4%	19.7	-30.4%
	b) Employee Benefits expense	184.3	170.6	8.1%	153.8	19.8%
	c) Finance Costs	0.8	0.8	3.6%	2.4	-67.8%
	d) Depreciation and amortization expense	13.5	16.2	-16.7%	16.3	-17.5%
	e) Impairment of non-current assets	-	54.3		-	
	f) Other expenses	35.7	44.4	-19.7%	39.9	-10.5%
	Total Expenses	247.9	301.8	-17.9%	232.1	6.8%
5	Profit before Tax (3-4)	72.7	9.0	712.2%	42.6	70.7%
6	Tax Expense					
	a) Current Tax	20.9	10.4		14.5	
	b) Deferred Tax	0.2	(7.3)		(3.5)	
	c) Tax adjustments for earlier years	-	-		2.4	
7	Profit for the period (5-6)	51.7	5.8	788.6%	29.2	77.0%
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)	(3.2)		(0.5)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.8		0.1	
	Items that will be reclassified to Profit and Loss					
	a) Foreign currency translation reserve	(0.3)	8.9		(1.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-	
9	Total Comprehensive Income for the period (7+8)	50.5	12.3		27.5	
10	Paid up equity share capital (Face value: Rs.10 per share)	275.4	275.2		275.2	
11	Other equity					
12	Earnings per share (of Rs.10 each)					
	Basic (Not annualised)	1.88	0.21		1.06	
	Diluted (Not annualised)	1.88	0.21		1.05	



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