



CyberTech
Systems and Software Limited

Earnings Presentation

Q4FY20

17th June, 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, Los Angeles, Denver, Salt Lake City) and India (Mumbai, Hyderabad)
- 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



Smart City

Property Tax Management



Healthcare

Healthcare



Utilities

Asset & Workforce 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 – Q4FY20

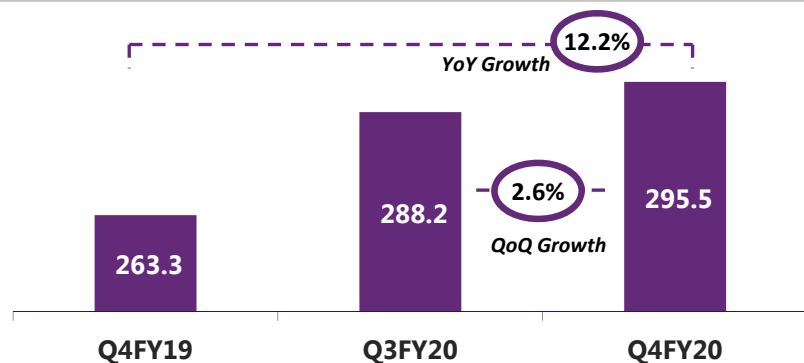
- Total Revenue at ₹ 310.8 million; up 2.4% Q-o-Q and 11.0% Y-o-Y
- Operating Revenue at ₹ 295.5 million; up 2.6% Q-o-Q and 12.2% Y-o-Y
- Reported EBITDA at ₹ 25.9 million (8.3% of total revenue)
- Adjusted EBITDA at ₹ 80.2 million (25.8% of total revenue). The EBITDA is adjusted for onetime impairment cost of ₹ 54.3 million during the quarter
- PBT at ₹ 9.0 million, adjusted PBT excluding onetime impairment cost ₹ 63.2 million for Q4FY20

Financial Summary – FY20

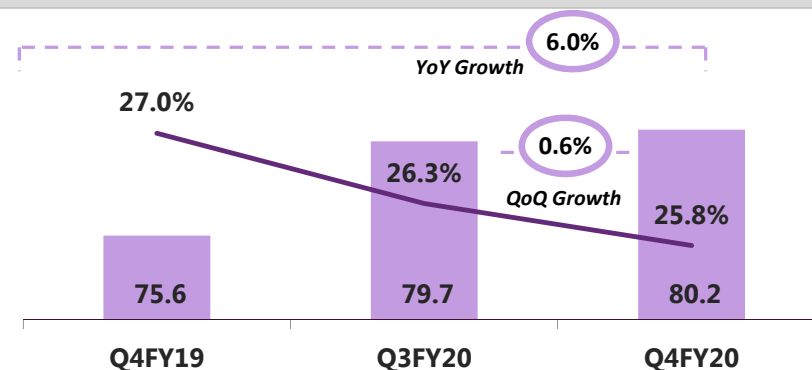
- Total Revenue at ₹ 1,191.6 million; up 15.6% Y-o-Y
- Operating Revenue at ₹ 1,128.2 million; up 16.6% Y-o-Y
- Reported EBITDA at ₹ 245.2 million (20.6% of total revenue)
- Adjusted EBITDA at ₹ 299.5 million (25.1% of total revenue). The EBITDA is adjusted for onetime impairment cost of ₹ 54.3 million during the year
- PBT at ₹ 176.7 million, adjusted PBT excluding onetime impairment cost ₹ 231.0 million for FY20

Financial Highlights – Q4FY20

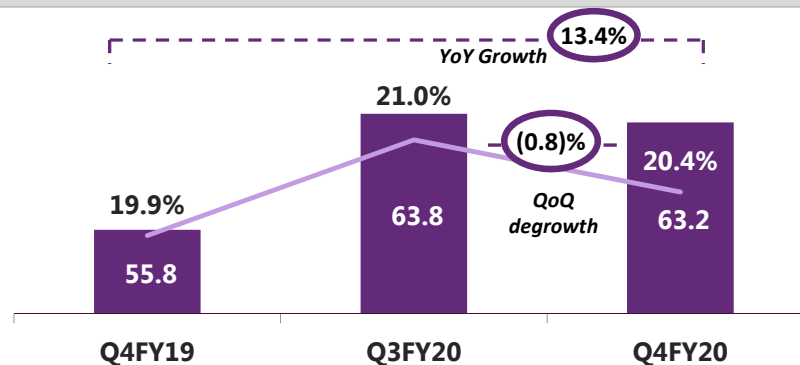
Comparable Operating Revenue (₹ Mn)



*Adjusted EBITDA (₹ Mn) & Margin (%)



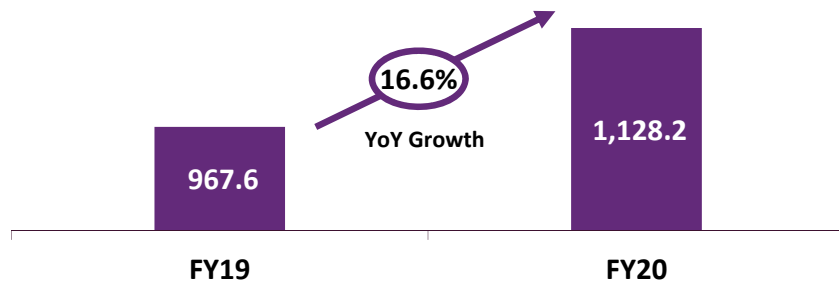
*Adjusted PBT (₹ Mn) & Margin (%)



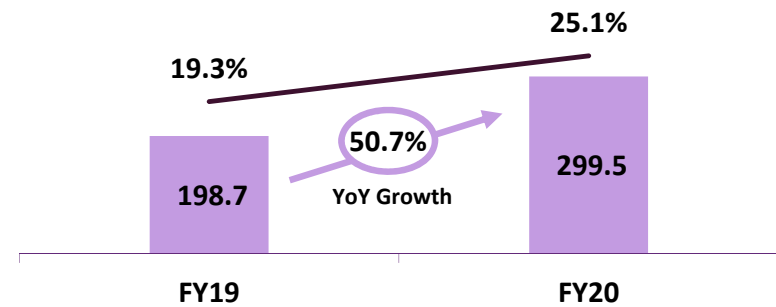
*EBITDA and PBT adjusted for one time impairment cost of ₹ 54.3 Mn for Q4FY20

Financial Highlights – FY20

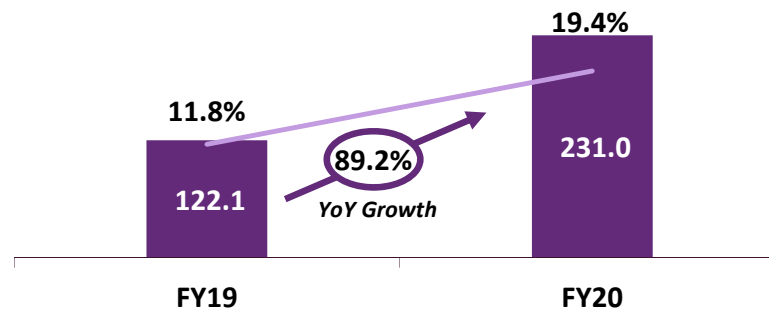
Comparable Operating Revenue (₹ Mn)



*Adjusted EBITDA (₹ Mn) & Margin (%)



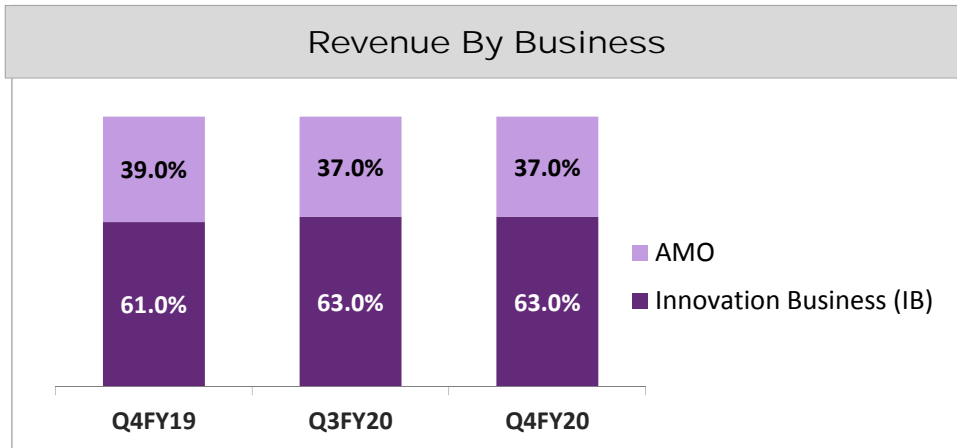
*Adjusted PBT (₹ Mn) & Margin (%)



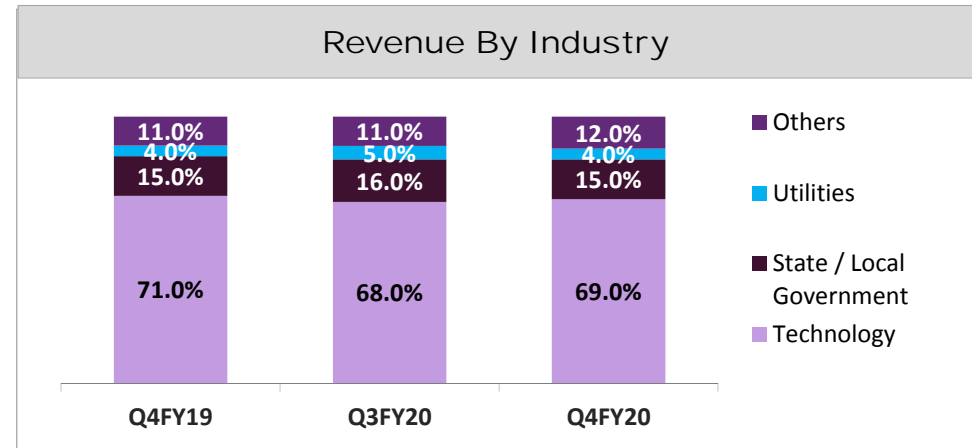
**EBITDA and PBT adjusted for one time impairment cost of ₹ 54.3 Mn for FY20*

Revenue Metrics – Q4FY20

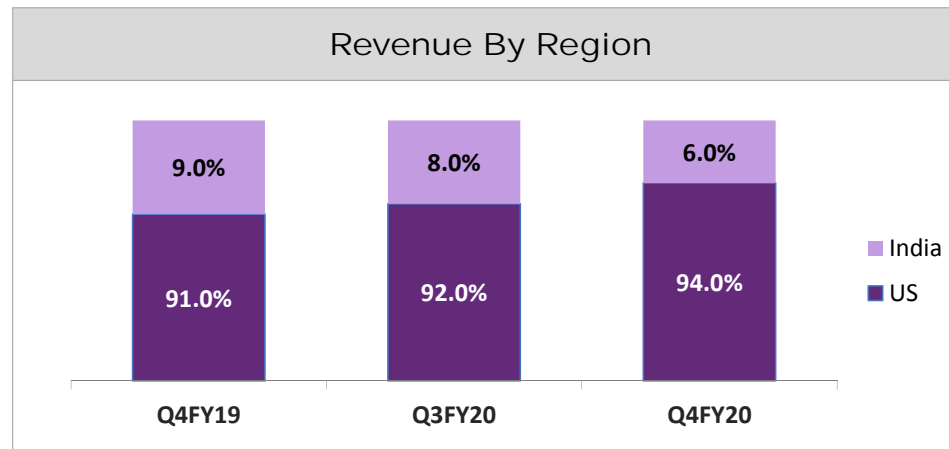
Revenue By Business



Revenue By Industry



Revenue By Region



Operational Highlights – Q4FY20

Client

- Added 5 new clients
- Total active client 45 (LTM)
- Top Client revenue 48%
- Top 3 Client revenue 65%

Employee

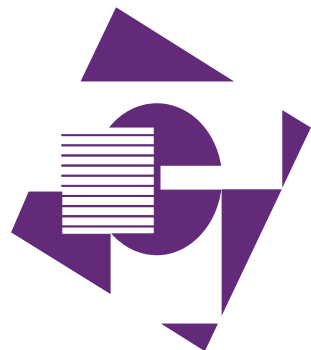
- Total Employees 471 as on 31st March 2020

Demand

- Number of Projects - 83
- Strong growth in Innovation Business and AMO; US and India

Consolidated Quarterly P&L – Q4FY20

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-20 Q4FY20	31-Dec-19 Q3FY20	Q-o-Q Growth	31-Mar-19 Q4FY19	Y-o-Y Growth	31-Mar-20 FY20	31-Mar-19 FY19	Y-o-Y Growth
1	Revenue from Operations	295.5	288.2	2.6%	263.3	12.2%	1,128.2	967.6	16.6%
2	Other Income	15.2	15.5	-1.4%	16.7	-8.9%	63.4	63.4	0.0%
3	Total Revenue (1+2)	310.8	303.6	2.4%	280.0	11.0%	1,191.6	1,031.1	15.6%
4	Expenses								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	15.7	21.1	-25.9%	12.6	24.1%	77.1	67.5	14.2%
	b) Employee Benefits expense	170.6	165.5	3.0%	153.3	11.2%	652.3	597.0	9.3%
	c) Finance Costs	0.8	0.8	-6.7%	2.7	-72.2%	5.1	10.9	-53.6%
	d) Depreciation and amortization expense	16.2	15.1	6.8%	17.2	-5.9%	63.4	65.7	-3.5%
	e) Impairment of non-current assets	54.3	-		-		54.3	-	
	f) Other expenses	44.4	37.2	19.2%	38.4	15.5%	162.8	167.9	
	Total Expenses	301.8	239.8	25.8%	224.3	34.6%	1,014.9	909.0	11.6%
5	Profit before Tax (3-4)	9.0	63.8	-86.0%	55.8	-83.9%	176.7	122.1	44.7%
6	Tax Expense								
	a) Current Tax	10.4	0.4		11.4		38.7	23.3	
	b) Deferred Tax	(7.3)	14.3		(3.0)		5.9	(3.5)	
	c) Tax adjustments for earlier years	-	(1.0)		0.3		-	-	
7	Profit for the period (5-6)	5.8	50.2	-88.4%	47.0	-87.6%	132.2	102.3	29.3%
8	Other Comprehensive Income								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(3.2)	(0.5)		(1.5)		(4.5)	(1.7)	171.6%
	b) Income tax relating to items that will not be reclassified to profit and loss	0.8	0.1		0.4		1.1	0.5	146.1%
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	8.9	1.2		1.3		12.1	3.8	218.3%
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)	12.3	51.1		47.2		140.9	104.9	34.4%
10	Paid up equity share capital (Face value: Rs.10 per share)	275.2	275.2		275.2		275.2	275.2	0.0%
11	Other equity						666.0	556.3	
12	Earnings per share (of Rs.10 each)								
	Basic (Not annualised)	0.2	1.8		1.71		4.81	3.68	
	Diluted (Not annualised)	0.2	1.8		1.70		4.77	3.65	



CyberTech

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