



CyberTech
Systems and Software Limited

Earnings Presentation Q4FY22

4th May, 2022

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Agenda

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

Company Overview

About Company

- Enterprise Multi-Cloud Transformation Services provider – Focused on
 - Cloud-based SAP digitalized solutions
 - Esri ArcGIS Enterprise Cloud platforms
 - Spatialitics Cloud native SaaS
- 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, Aurora, Redlands) and India (Mumbai, Pune)
- Owns a state of the art development center at Thane














PARTNERSHIPS



Corporate Timeline



Enterprise Multi-Cloud Transformation services

CyberTech Services	Technologies	Product Suite	Service Offerings			
		SAP S/4HANA SAP Supply Chain SAP BTP SAP Spatial Enablement	 Advisory	 Cloud Move	 Implementation & Integration	 AMS
		ArcGIS Enterprise ArcGIS Utility Networks	 Managed ArcGIS Cloud Services		 GIS Professional Services	
		Sales Cloud Service Cloud Salesforce CPQ Community Cloud Tableau	 Advisory	 Implementation	 Data & Integration	 Ongoing Support
Cloud/SaaS						

Spatialitics Cloud Native SaaS offerings

Spatialitics Platform

Industries



Public Safety



Healthcare



Utilities

Product Suite



Offerings



Real-Time Incident Management

What You Need. When You Need It.



Crime Analysis Hub

Empower crime analysts with fast and intuitive access



Insight Dashboard

Share Information



Geocoder

Map your Patients, Providers, and Locations



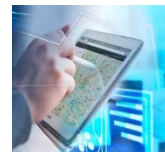
Clinical Apps

Bring Clinicians & Patients Together



Business Apps

Align Your Organization With Your Community



Unity Engine

Connect GIS with Enterprise Data



App Suite for Utilities

Empower Your Organization



Spatial Accelerator for SAP Utilities

Take Action from Maps

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 – Q4FY22

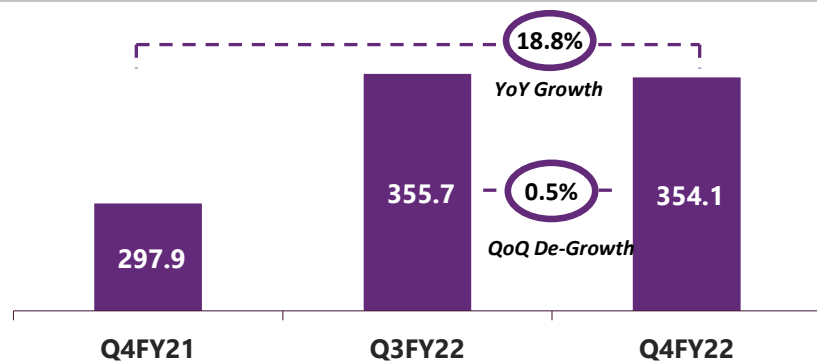
- Total Revenue at ₹ 371.1 million; up 0.7% Q-o-Q and 18.8% Y-o-Y
- Operating Revenue at ₹ 354.1 million; down 0.5% Q-o-Q and up 18.8% Y-o-Y
- Reported EBITDA at ₹ 90.5 million (24.4% of total revenue)
- PBT at ₹ 70.6 million (19.0% of total revenue)
- PAT at ₹ 51.1 million (13.8% of total revenue)

Financial Summary – FY22

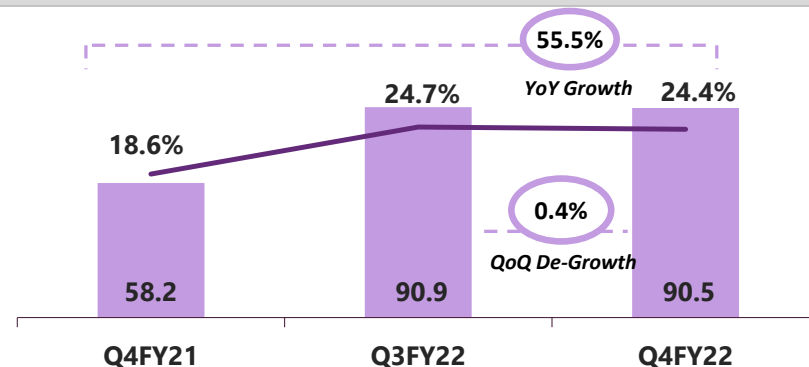
- Total Revenue at ₹ 1,487.6 million; up 19.2% Y-o-Y
- Operating Revenue at ₹ 1,388.5 million; up 17.9% Y-o-Y
- Reported EBITDA at ₹ 380.0 million (25.5% of total revenue)
- PBT at ₹ 300.6 million (20.2% of total revenue)
- PAT at ₹ 227.1 million (15.3% of total revenue)
- Cash and Cash Equivalents at ₹ 57.4 million
- Board recommended dividend of Re. 1.5/- per share for FY22, subject to the shareholders' approval at the ensuing AGM of the company

Financial Highlights – Q4FY22

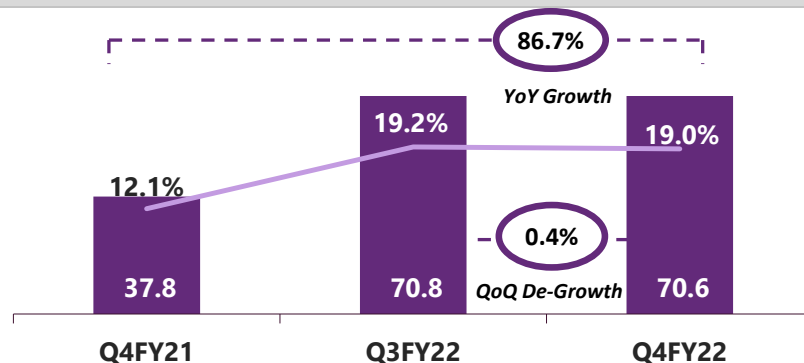
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

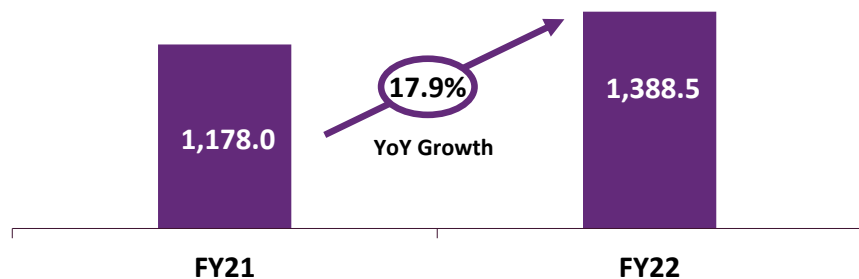


Reported PBT (₹ Mn) & Margin (%)

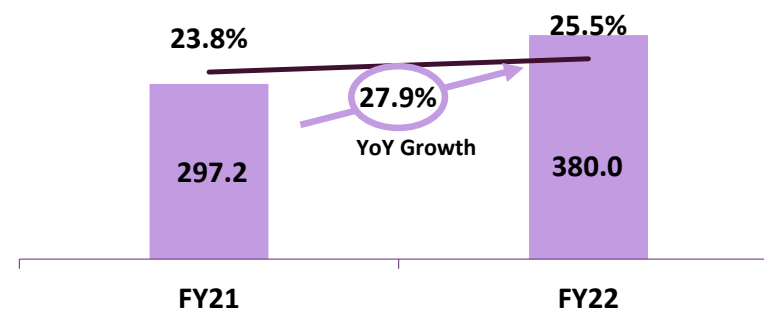


Financial Highlights – FY22

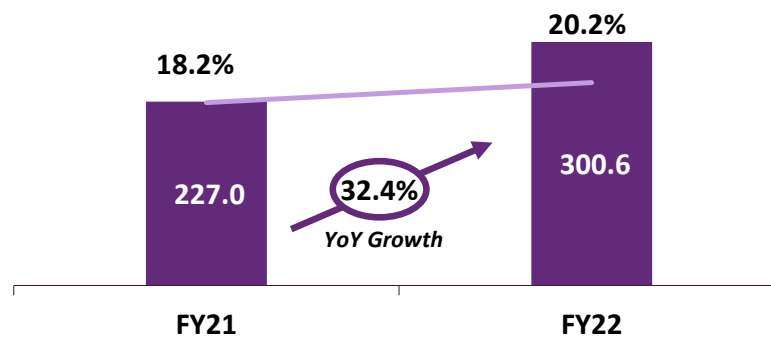
Comparable Operating Revenue (₹ Mn)



Reported EBITDA (₹ Mn) & Margin (%)

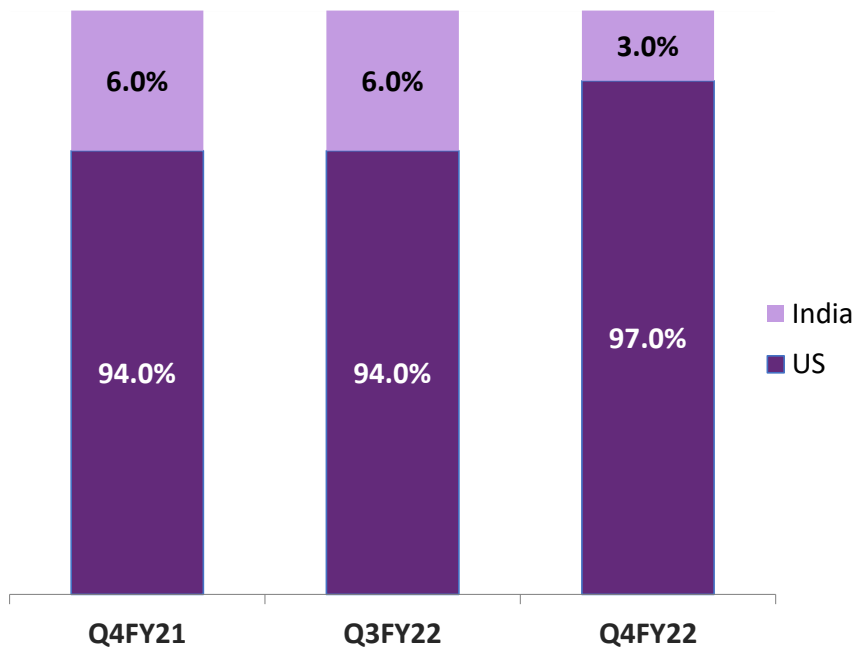


Reported PBT (₹ Mn) & Margin (%)

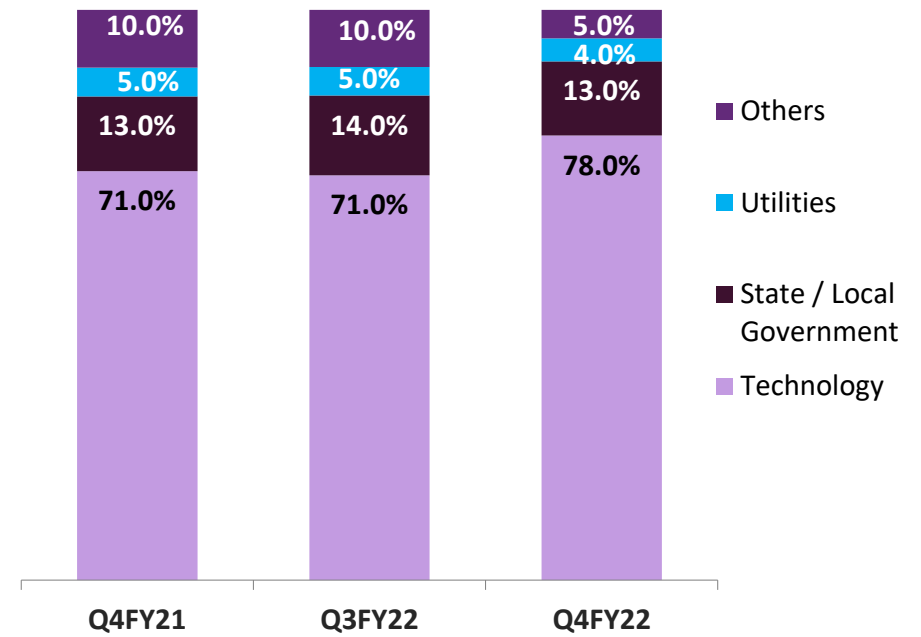


Revenue Metrics – Q4FY22

Revenue By Region



Revenue By Industry



Operational Highlights – Q4FY22

Client

- Added no new clients
- Total active client 55 (LTM)
- Top Client revenue 45%
- Top 3 Client revenue 67%

Employee

- Total Employees 547 as on 31st March 2022

Demand

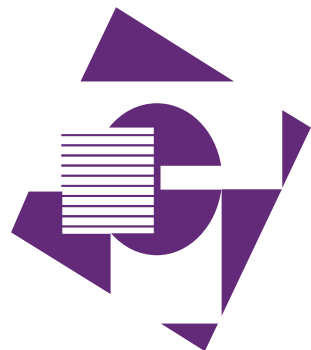
- Number of Projects - 112

Consolidated Quarterly P&L – Q4FY22

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended INR Million except EPS)	(All figures in	31-Mar-22 Q4FY22	31-Dec-21 Q3FY22	Q-o-Q Growth	31-Mar-21 Q4FY21	Y-o-Y Growth	31-Mar-22 FY22	31-Mar-21 FY21	Y-o-Y Growth
1	Revenue from Operations		354.1	355.7	-0.5%	297.9	18.8%	1,388.5	1,178.0	17.9%
2	Other Income		17.0	12.8	32.6%	14.4	18.2%	99.2	69.9	41.9%
3	Total Revenue (1+2)		371.1	368.5	0.7%	312.3	18.8%	1,487.6	1,247.8	19.2%
4	Expenses									
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost		21.8	24.4	-10.7%	16.7	30.8%	93.4	55.6	67.9%
	b) Employee Benefits expense		224.6	211.3	6.3%	196.8	14.1%	862.3	752.7	14.6%
	c) Finance Costs		0.5	0.5	1.3%	1.3	-62.0%	1.9	3.5	-46.4%
	d) Depreciation and amortization expense		19.5	19.5	-0.4%	19.1	1.7%	77.5	66.7	16.2%
	e) Other expenses		34.2	41.9	-18.4%	40.7	-15.9%	151.9	142.3	6.8%
	Total Expenses		300.5	297.7	1.0%	274.5	9.5%	1,187.1	1,020.8	16.3%
5	Profit before Tax (3-4)		70.6	70.8	-0.4%	37.8	86.7%	300.6	227.0	32.4%
6	Tax Expense									
	a) Current Tax		16.4	21.0		12.2		74.6	69.5	
	b) Deferred Tax		3.0	(0.5)		(1.7)		0.3	(1.7)	
	c) Tax adjustments for earlier years		0.0	(1.5)		(0.7)		(1.4)	(81.6)	
7	Profit for the period (5-6)		51.1	51.8	-1.4%	28.0	82.4%	227.1	240.9	-5.7%
8	Other Comprehensive Income									
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)									
	a) Remeasurement of the net defined benefit liabilities		(1.4)	(1.1)		(0.8)		(4.8)	(4.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss		0.3	0.3		0.2		1.2	1.1	
	Items that will be reclassified to Profit and Loss									
	a) Foreign currency translation reserve		8.6	0.5		0.1		14.8	(6.7)	
	b) Income tax relating to items that will not be reclassified to profit and loss		-	-		-		-	-	
9	Total Comprehensive Income for the period (7+8)		58.7	51.5		27.5		238.4	230.9	
10	Paid up equity share capital (Face value: Rs.10 per share)		281.7	281.7		276.0		281.7	276.0	
11	Other equity							1,101.3	872.0	
12	Earnings per share (of Rs.10 each)									
	Basic (Not annualised)		1.81	1.84		1.02		8.13	8.74	
	Diluted (Not annualised)		1.79	1.82		0.99		8.04	8.58	

Note:

- Q4FY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 0.7 million
- FY21 PAT includes the positive benefit of one time tax adjustment gain of ₹ 81.6 million



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