



**CyberTech**  
Systems and Software Limited

# Earnings Presentation Q2FY22

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## Agenda

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

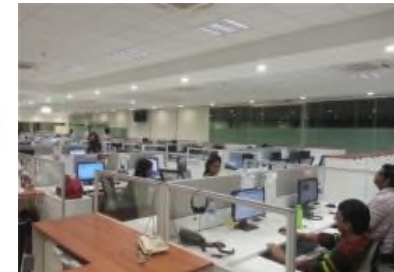
# Company Overview



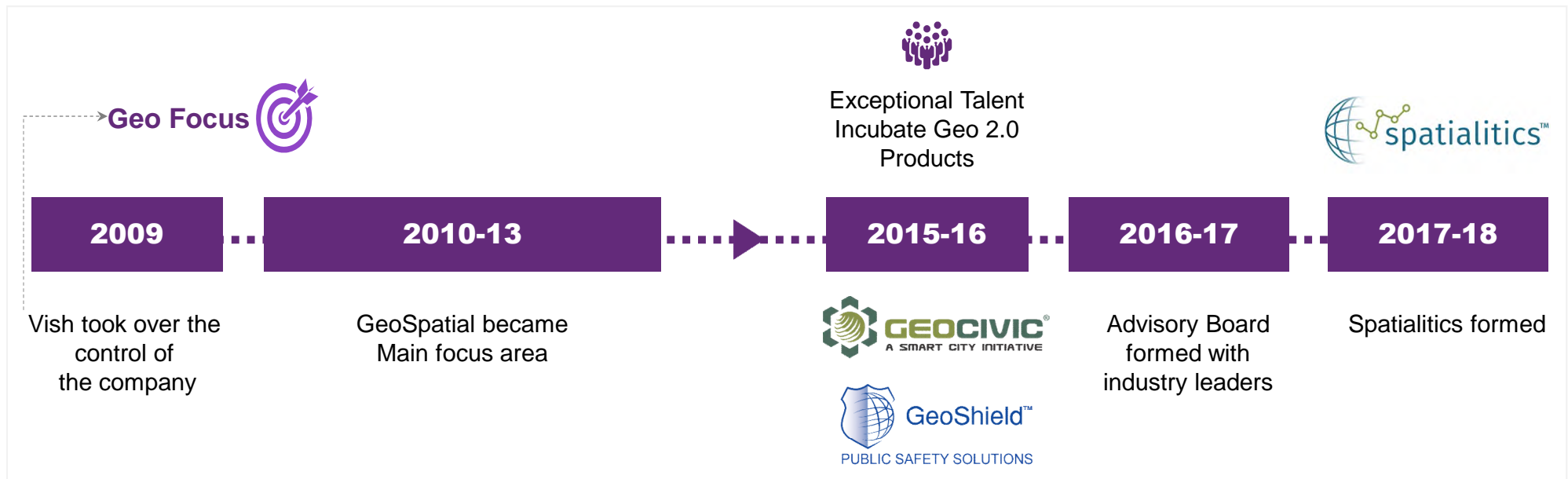
# About Company

- CMMI Level 3 Next-Gen Solutions & Services Company – Focused on Esri and SAP Cloud Platforms, SAP 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 – Q2FY22

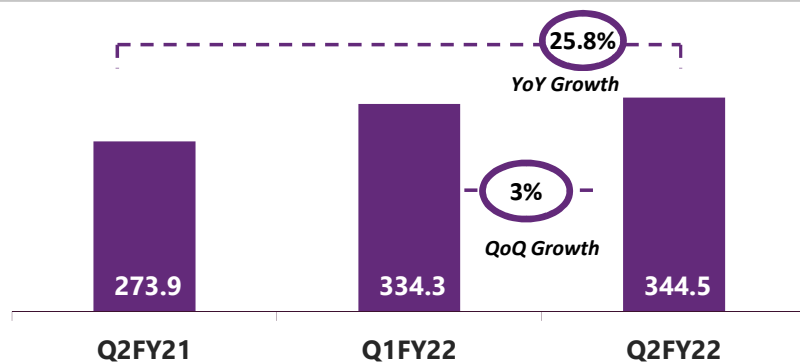
- Total Revenue at ₹ 397.1 million; up 13.2% Q-o-Q and 35.6% Y-o-Y
- Operating Revenue at ₹ 344.5 million; up 3.0% Q-o-Q and 25.8% Y-o-Y
- Reported EBITDA at ₹ 122.0 million (30.7% of total revenue)
- PBT at ₹ 102.1 million (25.7% of total revenue)
- PAT at ₹ 84.7 million (21.3% of total revenue)

## Financial Summary – H1FY22

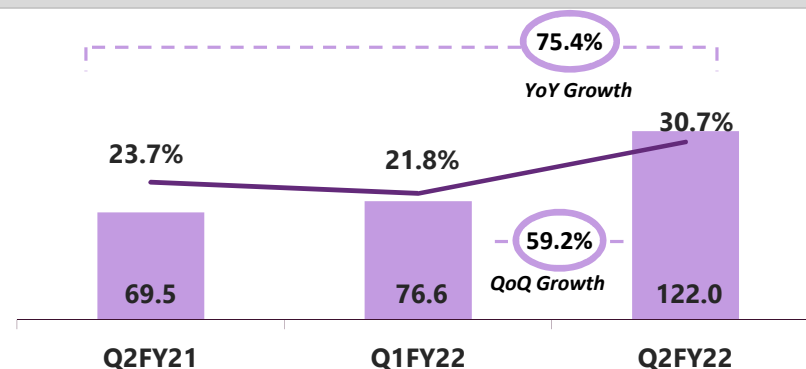
- Total Revenue at ₹ 748.1 million; up 21.9% Y-o-Y
- Operating Revenue at ₹ 678.7 million; up 17.5% Y-o-Y
- Reported EBITDA at ₹ 198.6 million (26.6% of total revenue)
- PBT at ₹ 159.2 million (21.3% of total revenue)
- PAT at ₹ 124.1 million (16.6% of total revenue)
- Cash and Cash Equivalents at ₹ 122.5 million

## Financial Highlights – Q2FY22

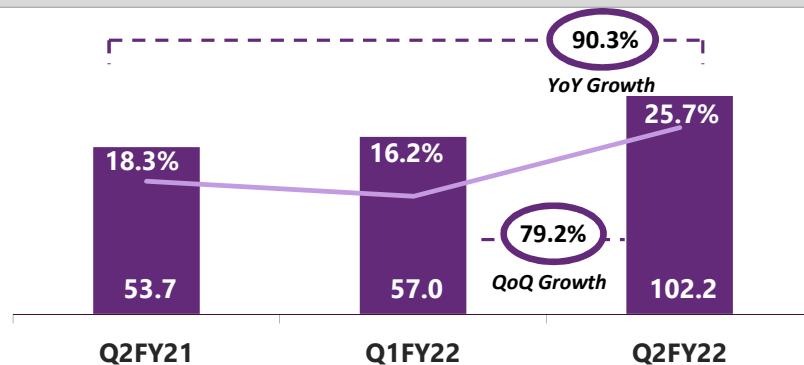
### Comparable Operating Revenue (₹ Mn)



### Reported EBITDA (₹ Mn) & Margin (%)

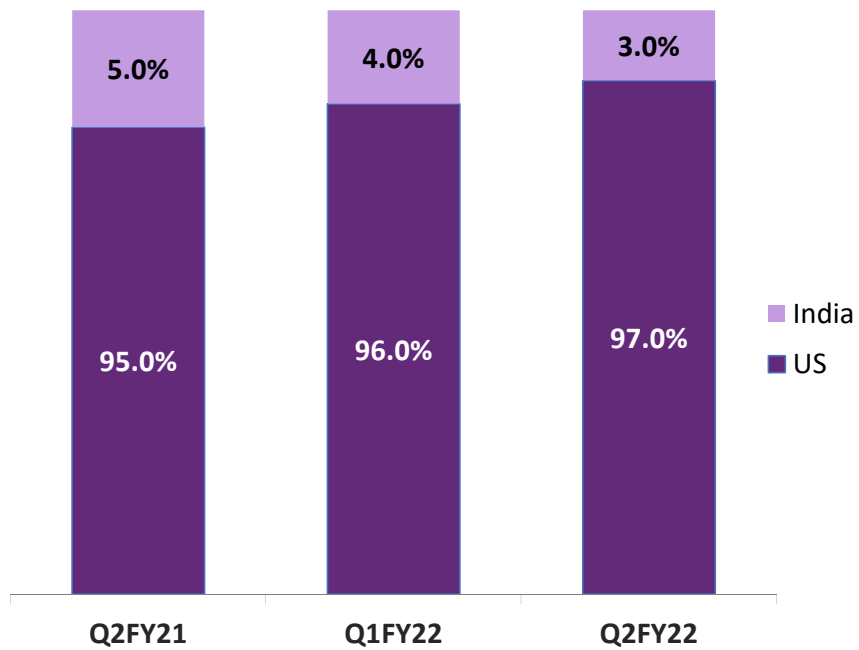


### Reported PBT (₹ Mn) & Margin (%)

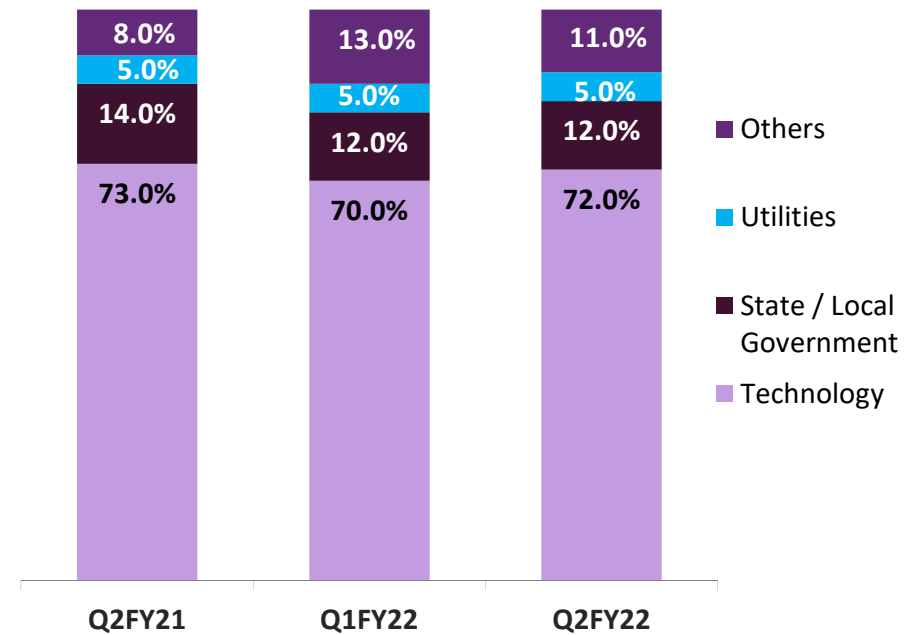


## Revenue Metrics – Q2FY22

**Revenue By Region**



**Revenue By Industry**





# Operational Highlights – Q2FY22

## Client

- Added 03 new clients
- Total active client 53 (LTM)
- Top Client revenue 46%
- Top 3 Client revenue 65%

## Employee

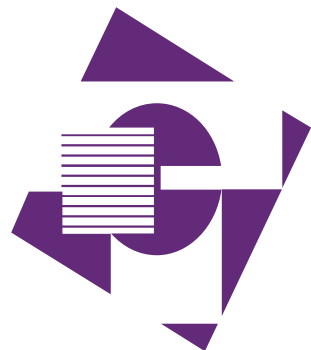
- Total Employees 505 as on 30<sup>th</sup> September 2021

## Demand

- Number of Projects - 107

# Consolidated Quarterly P&L – Q2FY22

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-21 Q2FY22	30-Jun-21 Q1FY22	Q-o-Q Growth	30-Sep-20 Q2FY21	Y-o-Y Growth	30-Sep-21 H1FY22	30-Sep-20 H1FY21	Y-o-Y Growth
1	Revenue from Operations	344.5	334.3	3.0%	273.9	25.8%	678.7	577.5	17.5%
2	Other Income	52.7	16.7	215.9%	19.0	177.4%	69.3	36.1	92.3%
3	<b>Total Revenue (1+2)</b>	397.1	351.0	13.2%	292.9	35.6%	748.1	613.6	21.9%
4	<b>Expenses</b>								
	a) Cost of Hardware / Software package/ for service delivery Outsourced project cost	23.6	23.7	-0.2%	12.1	94.3%	47.3	25.9	82.8%
	b) Employee Benefits expense	212.7	213.6	-0.4%	182.8	16.4%	426.3	367.1	16.1%
	c) Finance Costs	0.4	0.5	-30.8%	0.8	-52.5%	0.9	1.6	-41.5%
	d) Depreciation and amortization expense	19.5	19.1	2.1%	15.0	29.4%	38.5	28.5	35.2%
	e) Impairment of non-current assets	-	-		-		-	-	
	f) Other expenses	38.8	37.1	4.7%	28.5	36.3%	75.8	64.1	18.3%
	<b>Total Expenses</b>	295.0	293.9	0.4%	239.2	23.3%	588.9	487.2	20.9%
5	<b>Profit before Tax (3-4)</b>	102.1	57.0	79.1%	53.7	90.2%	159.2	126.4	25.9%
6	<b>Tax Expense</b>								
	a) Current Tax	18.3	18.9		15.8		37.2	36.6	
	b) Deferred Tax	(0.9)	(1.3)		0.4		(2.1)	0.6	
	c) Tax adjustments for earlier years	-	-		-		-	-	
7	<b>Profit for the period (5-6)</b>	84.7	39.4	115.0%	37.6	125.5%	124.1	89.2	39.1%
8	<b>Other Comprehensive Income</b>								
	Items that will not be reclassified to Profit and Loss- Gain/(Loss)								
	a) Remeasurement of the net defined benefit liabilities	(1.1)	(1.1)		(1.2)		(2.3)	(2.4)	
	b) Income tax relating to items that will not be reclassified to profit and loss	0.3	0.3		0.3		0.6	0.6	
	Items that will be reclassified to Profit and Loss								
	a) Foreign currency translation reserve	0.9	4.8		(4.2)		5.7	(4.5)	
	b) Income tax relating to items that will not be reclassified to profit and loss	-	-		-		-	-	
9	<b>Total Comprehensive Income for the period (7+8)</b>	84.7	43.4		32.4		128.1	82.9	
10	<b>Paid up equity share capital (Face value: Rs.10 per share)</b>	281.6	276.4		275.4		281.6	275.4	
11	<b>Other equity</b>								
12	<b>Earnings per share (of Rs.10 each)</b>								
	Basic (Not annualised)	3.05	1.43		1.36		4.48	3.24	
	Diluted (Not annualised)	3.01	1.39		1.35		4.42	3.22	



# CyberTech

## Systems and Software Limited

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