

Date: October 21, 2024

To,

National Stock Exchange of India Limited “Exchange Plaza”, C-1, Block – G Bandra – Kurla Complex Bandra (East), Mumbai – 400051 Symbol: SOFTTECH	BSE Limited Floor 25, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001 Scrip Code: 543470
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Dear Sir/ Madam,

Subject: Intimation of Knowledge Session and Investor Presentation

In accordance with the applicable requirements and regulations of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable Regulations, if any, we hereby inform you that the Company has scheduled knowledge Session for Investors organised by Go India Advisors on Thursday, October 24, 2024.

The Investor Presentation that will be presented in the session is attached herewith.

The above schedule is indicative and is subject to changes necessitated by any unforeseen developments.

The Company will be referring to publicly available documents for discussions during interaction in the meeting and no unpublished price sensitive information (UPSI) is intended to be discussed during the interaction.

This intimation is also being uploaded on the Company’s website at <https://softtech engr.com/disclosure-under-regulation/>.

Kindly take the above on your record and acknowledge the receipt.

Thanking You,

Yours faithfully

FOR SOFTTECH ENGINEERS LIMITED

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KHANDELWAL

SHALAKA SATISH KHANDELWAL
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**SHALAKA KHANDELWAL
COMPANY SECRETARY**



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SoftTech Engineers Limited

CMMi/3, ISO 9001: 2015

CIN: L30107PN1996PLC016718



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Empowering Transformation

Investor Presentation

October 2024

Disclaimer

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Certain statements in this presentation concerning our future growth prospects are forward-looking statements that involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures, and general economic conditions affecting demand/supply and price conditions in domestic and international markets. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

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Company Overview

SoftTech – Dominant Civil-Tech Product Company

Creating cutting-edge SaaS products for the architecture, engineering, and construction (AEC) sectors with over 80% of market share in India in its domain



Established in 1996,
25+ years in AEC Industry



7+ products & solutions
20,000+ License users



18+ Indian state governments
600+ Serving clients



Presence across US, UK,
Middle East and Singapore



500+ Employee;
expertise in product R&D
ISO Certified



Listed on BSE & NSE Main
Board in 2022

25 years of Developing Intellectual Property

Solutions Monetized & IP Sold

Current Solution Portfolio

1996

2000

2007

2008

2009

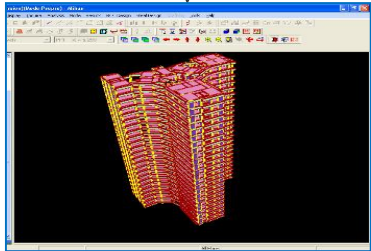
2019

2020

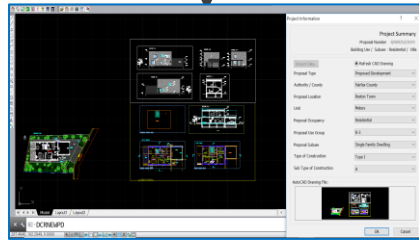
2022

2023

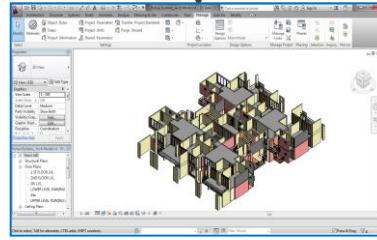
Future



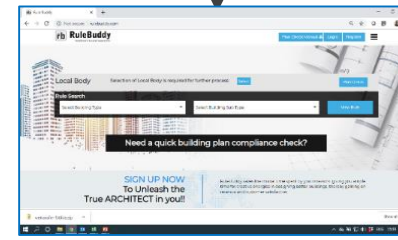
STRUDS



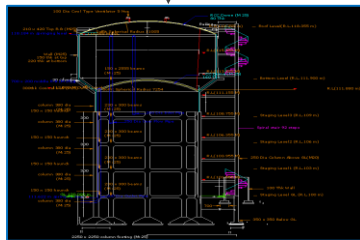
AutoDCR



OPTICON



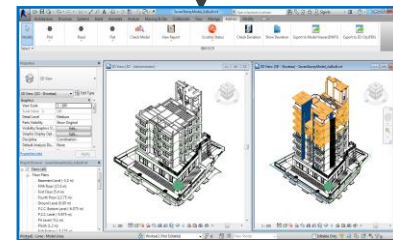
RuleBuddy



SEPL-ESRGSR



PWIMS



BIMDCR



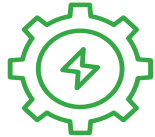
Launch of Civit Solution Suite

Visibility in Overseas Market in terms of Revenue

- Green Building Permits
- Energy Management Solutions
- IoT based Central Water Management System

Civit Platform – Full Stack Solution for AEC

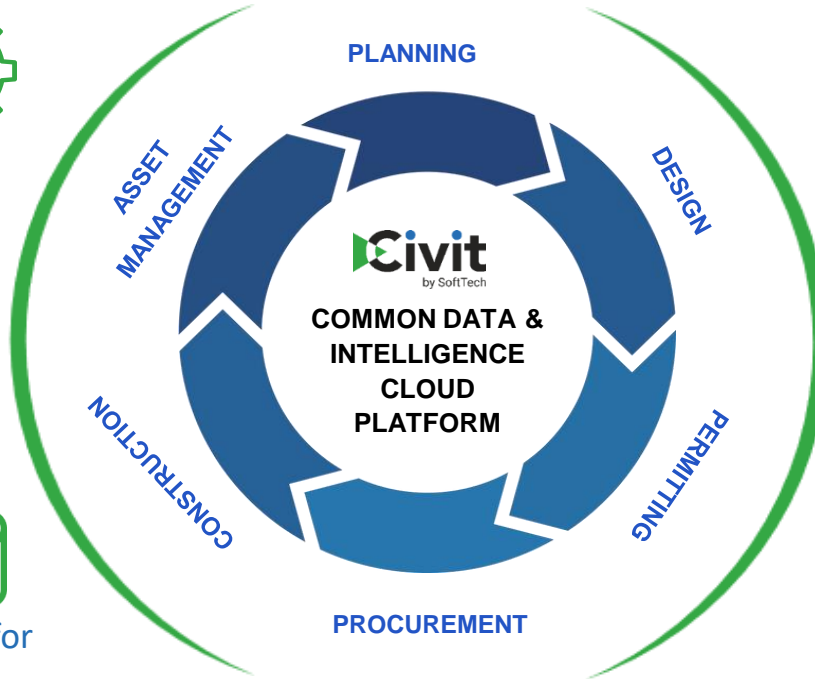
All-in-one AI-powered application suite for Government, Architects, Builders/Developers and Contractors.

CivitOPERATE
by SoftTech 

Digital twin related solution to help visualize and direct tactile interaction with assets as well as physical intelligence

CivitBUILD
by SoftTech 

Integrated business and construction solutions for developers and contractors



CivitPLAN
by SoftTech

Automated AI-powered accurate and fast plan compliance check and variance reporting solution

CivitPERMIT
by SoftTech 

Permit management and compliance validation solution

CivitINFRA
by SoftTech 

Public infrastructure work management solution

Presence Across Value Chain

Catering to all Aspects of the Real Estate, Construction, and Infrastructure Industry.

	Government	Public Sector Companies	Contractors	Infrastructure/Real Estate Companies	Architects/Consultants
CivitPERMIT	✓	✓	✓		
CivitPLAN	✓		✓	✓	✓
CivitBUILD			✓	✓	
CivitINFRA	✓	✓			✓
CivitOPERATE		✓	✓	✓	✓
Energy & Sustainability Services				✓	✓

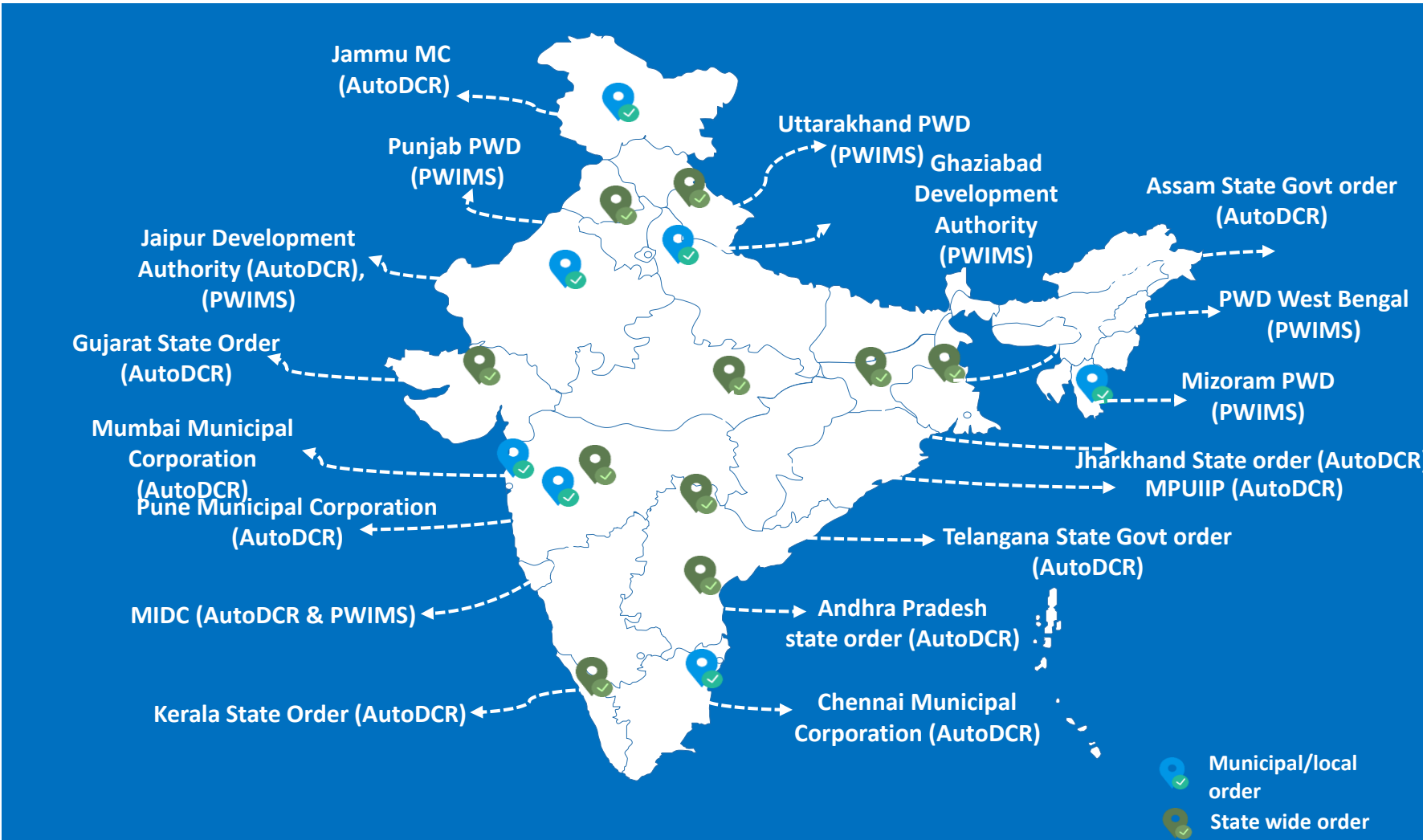
PRODUCTS

SERVICES

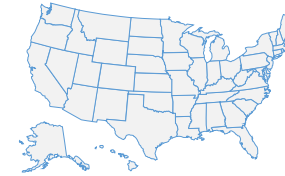


Dominant India Presence – Going Global

Harnessing the market potential within the nation and worldwide.



USA



Establishment in Place and POC in progress

UK



Strategic account in Finland secured with partner

Middle East



Few strategic accounts established. Structured expansion plan in motion

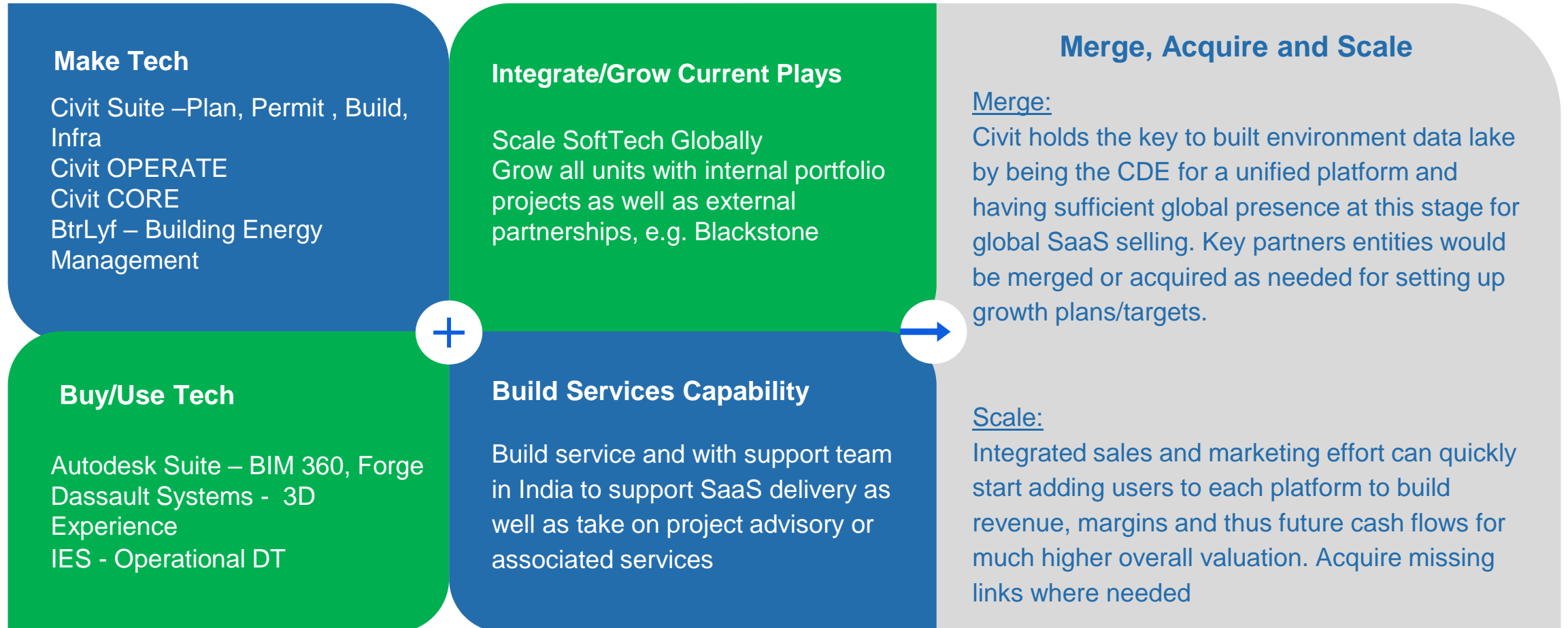
Singapore



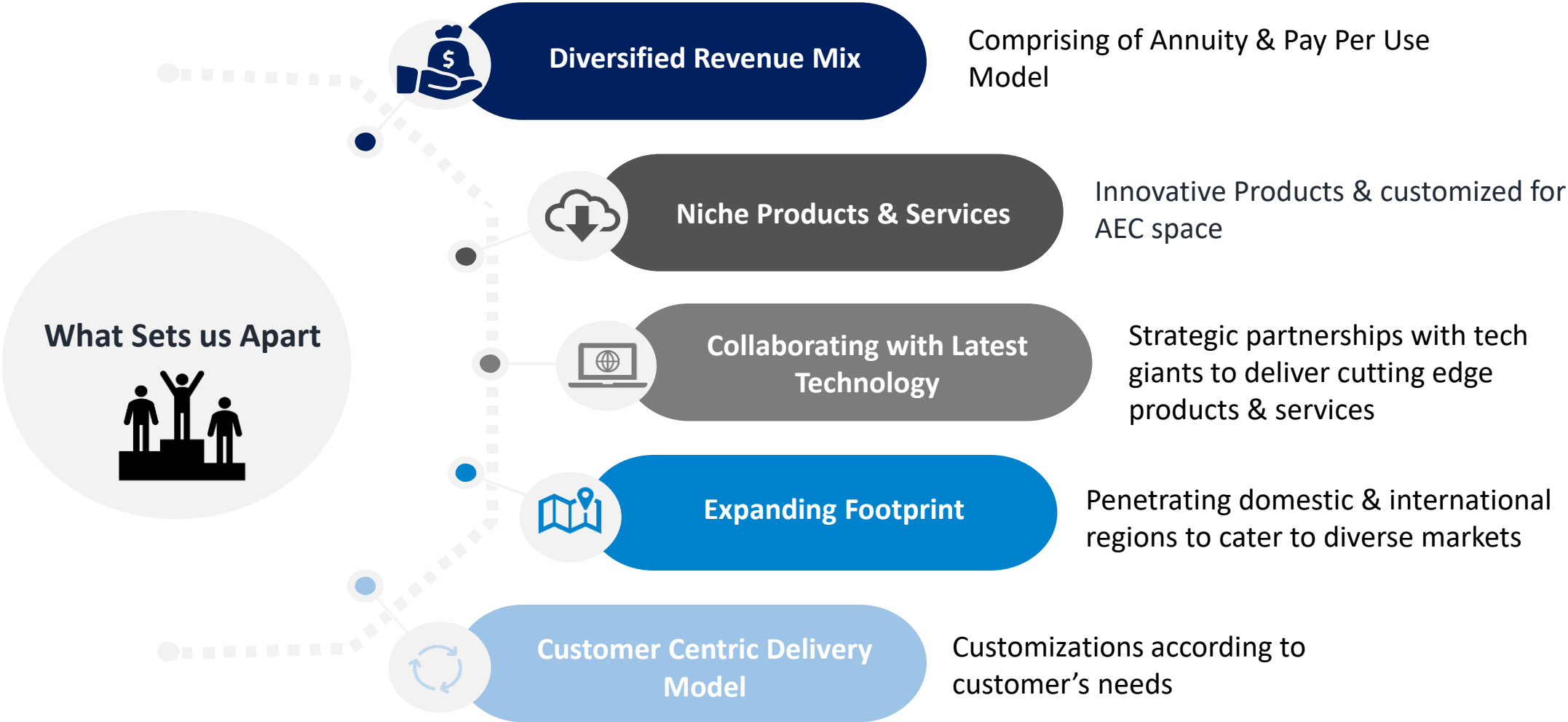
Few strategic accounts opened in EMEA. Establishment in Place - Team Hired

Profit Driven Growth Strategies

Our strategy is supported by three pillars - scale up, innovation and transformation



Strategic Investment Framework



Technocrat Leadership



Vijay Gupta
Founder, Chairman & MD

IIT Mumbai alumnus, first-generation entrepreneur. 29+ years' experience in CAD/CAE software development.



Priti Gupta
Whole Time Director

With 12+ years' experience in business processes and management. Oversees training, HR & Admin operations.



Pratik Patel
Whole Time Director

10+ years of experience of handling managerial assignments in software dev and real estate business



Sridhar Pillalamarri
Independent Director

B.Tech (IIT Kharagpur), M.Tech (IIT Powai). 30+ years of management experience



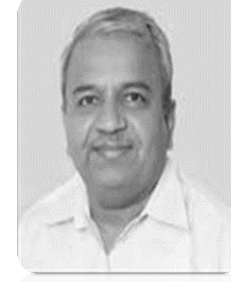
Sundararajan Srinivasan
Independent Director

IIT Bombay Master's, 31 years of global innovation in computing, communication, and control.



Dr. Rakesh K Singh
Independent Director

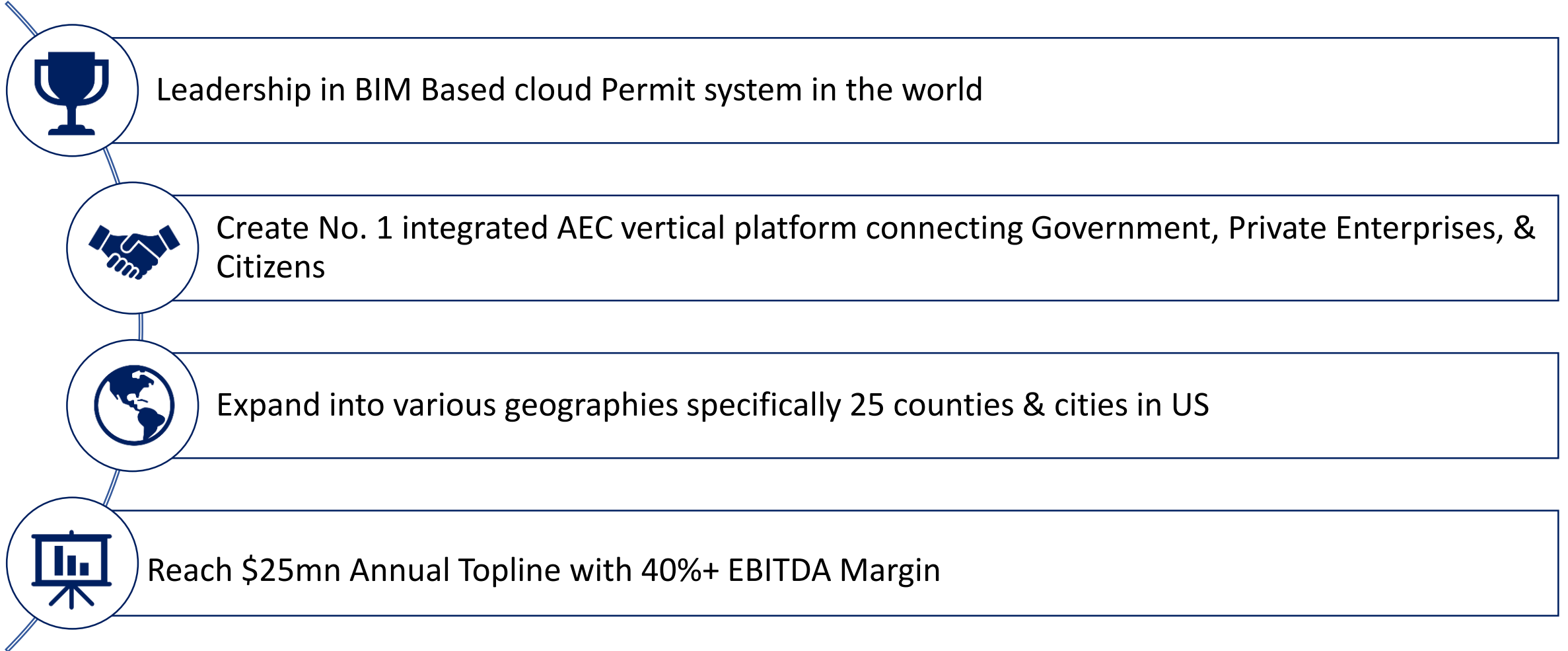
Post Grad Physics (Pune Univ.), Comp Science & Engg (IIT Mumbai). 30+ years exp in Bigdata, Machine Vision etc



Mr. Yogesh Desai
Independent Director

Senior Professor at IIT Bombay with 41 years in Structural Engineering, Computational Mechanics, and Technical Software Development.

Roadmap to FY2027 – 3x in 3 years





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Q1FY25 Performance

Q1FY25 Performance Highlights

Domestic Business



- A work order valued at Rs 19 Cr has been received from M.P. Road Development Corporation Ltd.

Strategic Collaborations



- The company has established strategic channel partnerships in both the UAE and Malaysia

International Business



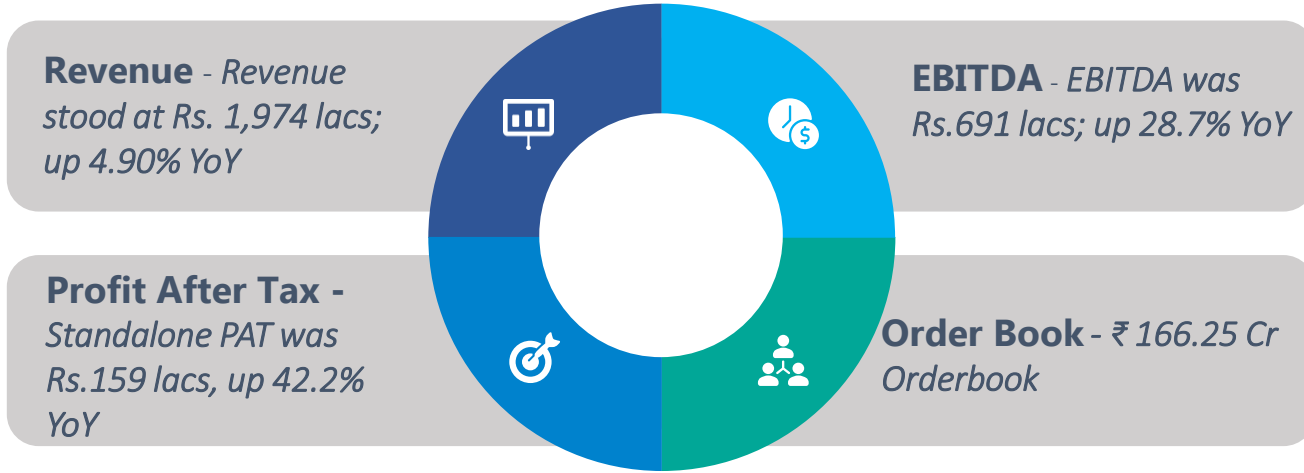
- Secured the first order for Civit Build from UECC in the UAE and established a strong sales pipeline, with expected results to materialize this year.
- Successfully implemented the order and deployed the sales process effectively, with anticipated results in the second half of the current financial year.

Penetrating Newer Markets



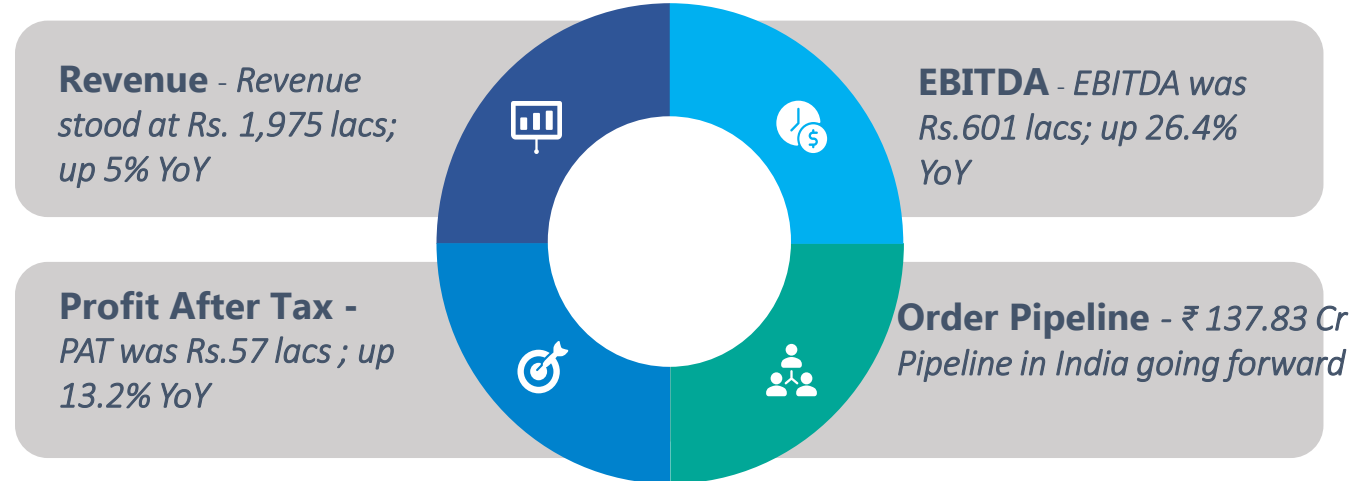
- The company is exploring new opportunities in emerging markets such as Malaysia and Oman

Q1FY25 Financial Snapshot



Q1FY25 Performance (Consolidated)

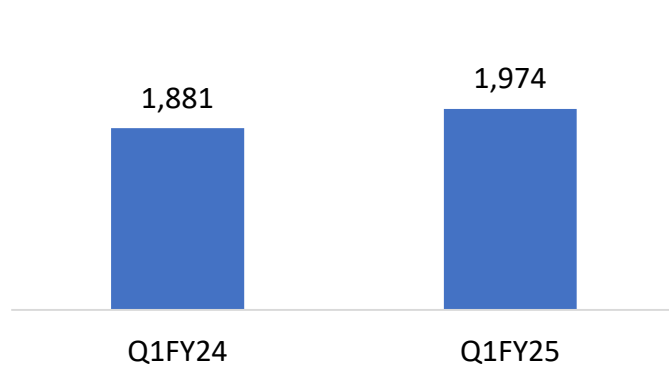
Q1FY25 Performance (Standalone)



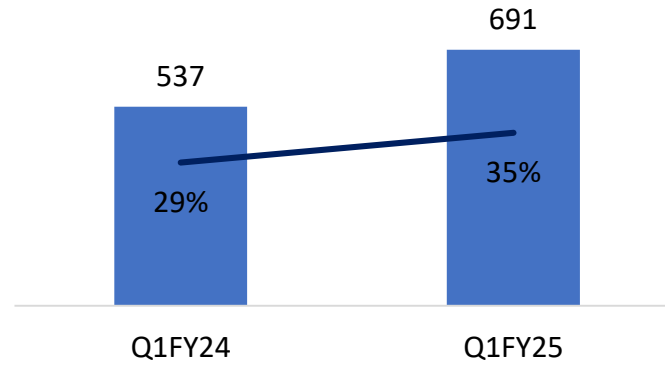
Q1FY25 Financial Performance

Standalone

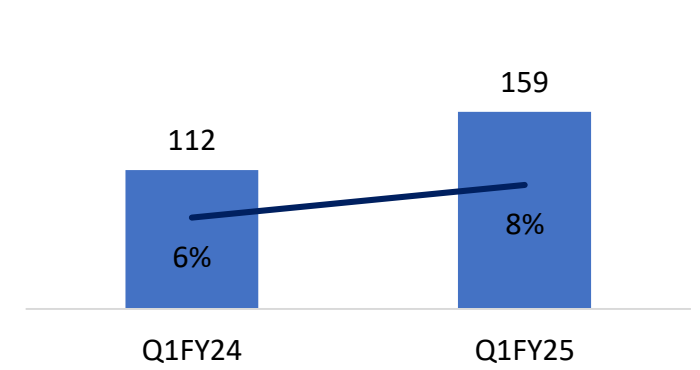
Revenue from Operations



EBITDA & EBITDA Margin (%)

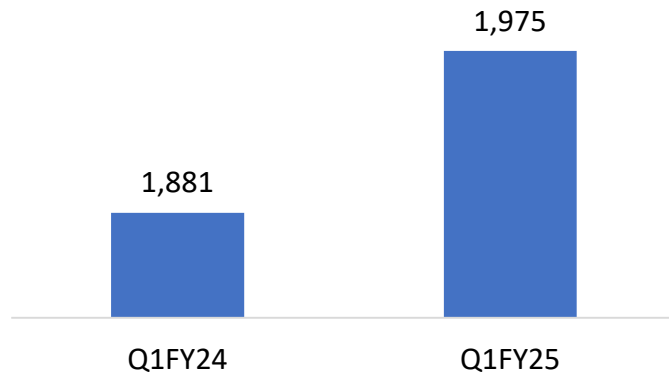


PAT & PAT Margin (%)

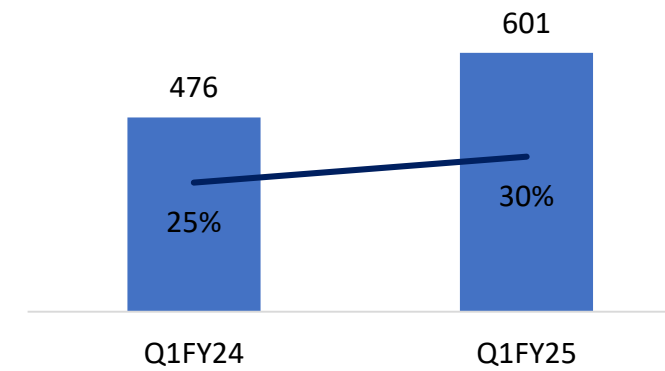


Consolidated

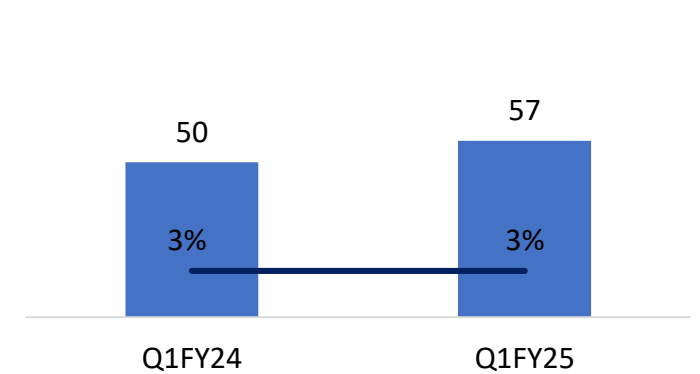
Revenue from Operations



EBITDA & EBITDA Margin (%)

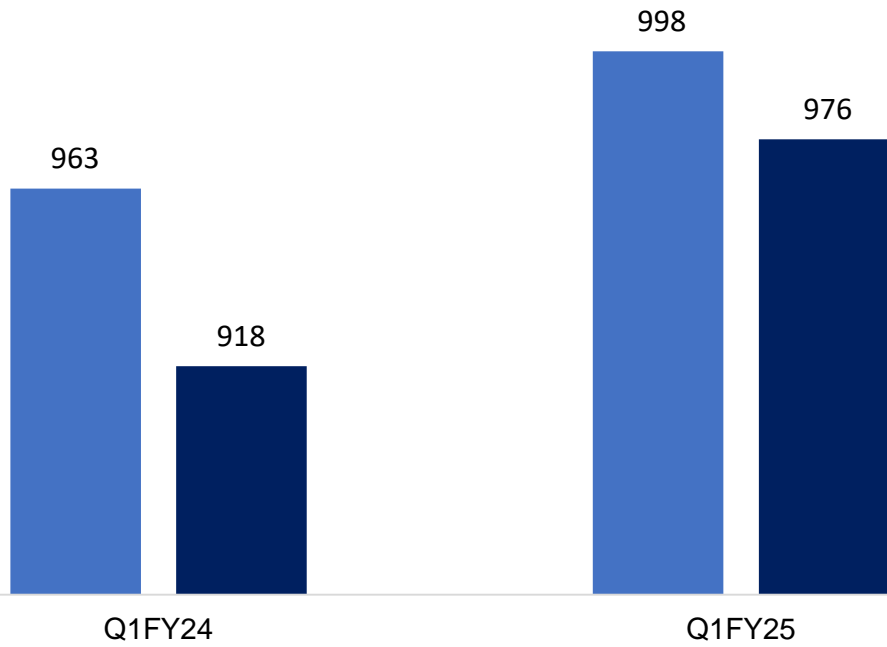


PAT & PAT Margin (%)



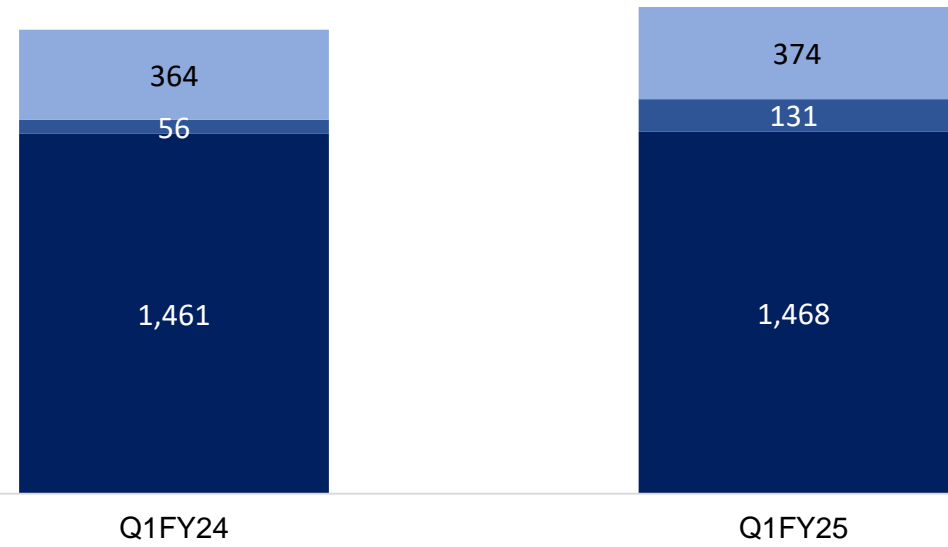
(₹ in Lacs unless otherwise specified)

Nature of Revenue Mix



■ One Time License Model ■ Recurring Model

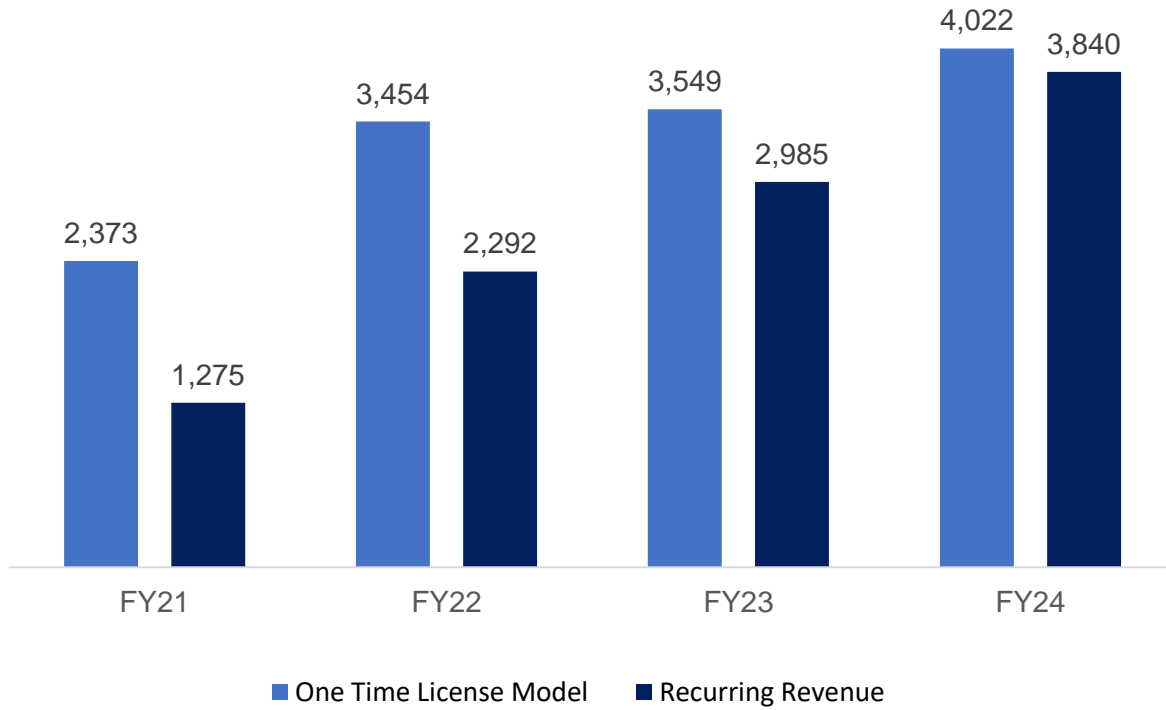
Product Wise Revenue Breakup



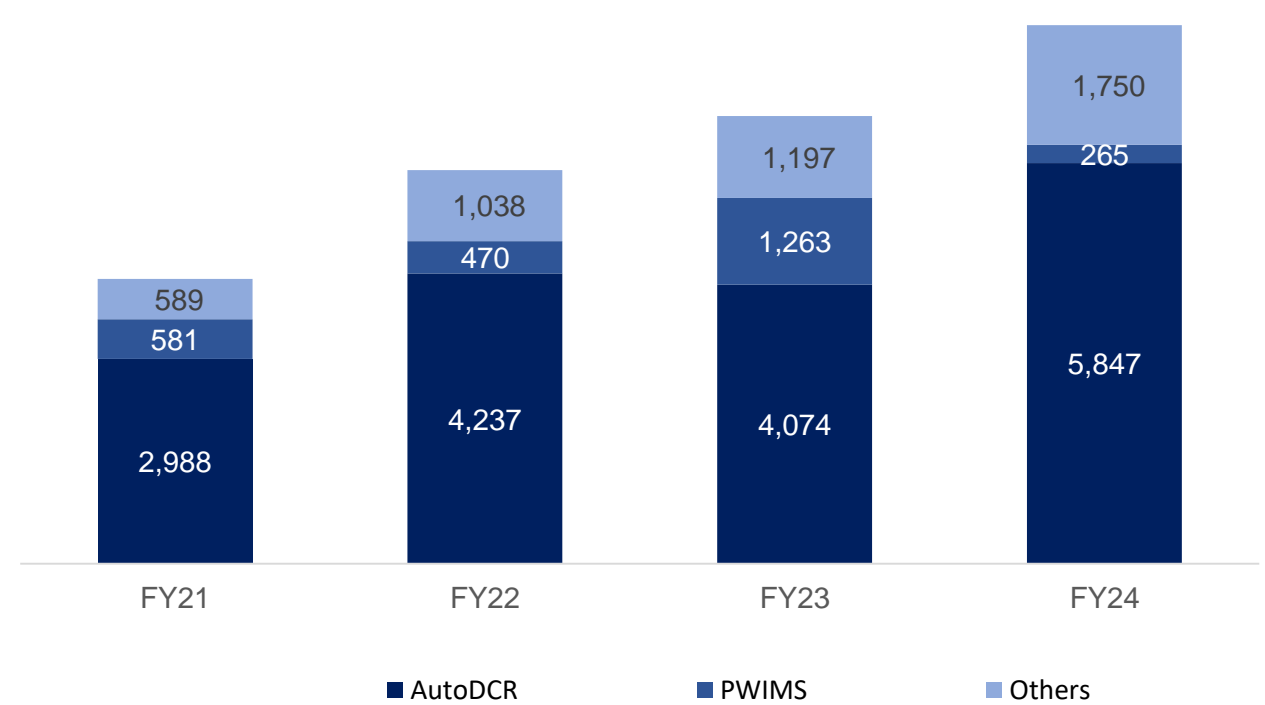
■ AutoDCR ■ PWIMS ■ Others

(Standalone nos. in ₹ in Lacs)

Nature of Revenue Mix



Product Wise Revenue Breakup



(Standalone nos. in ₹ in Lacs)

Quarterly Standalone Income Statement

Particulars (₹ Lacs)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ
Revenue from Operations	1,974	1,881	4.9%	2,274	-13.2%
Total Expenses	1,283	1,344	-4.6%	1,615	-20.6%
EBITDA	691	537	28.7%	659	4.9%
EBITDA Margin (%)	35%	29%	----	29%	----
Other Income	52	57	-8.7%	89	-41.5%
Depreciation & Amortization Expenses	400	327	22.3%	351	13.9%
Finance Cost	127	120	5.8%	110	15.4%
Profit Before Tax	216	146	47.9%	287	-24.7%
Total Taxes	57	35	62.8%	72	-20.8%
Profit After Tax	159	112	41.9%	214	-25.7%
PAT Margin (%)	8.0%	5.9%	----	9.4%	----
Diluted EPS (₹)	1.24	1.0	24.0%	1.67	-25.7%

Quarterly Consolidated Income Statement

Particulars (₹ Lacs)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ
Revenue from Operations	1,975	1,881	5.0%	2,236	-11.7%
Total Expenses	1,374	1,405	-2.2%	1,650	-16.8%
EBITDA	601	476	26.4%	586	2.6%
EBITDA Margin (%)	30%	25%	---	26%	---
Other Income	38	57	-32.1%	64	-39.8%
Depreciation & Amortization Expenses	400	327	22.2%	351	13.9%
Finance Cost	127	120	5.9%	110	15.6%
Profit Before Tax	112	85	32.2%	188	-40.3%
Total Taxes	55	35	59.8%	65	-15.3%
Profit After Tax	57	50	13.2%	123	-53.6%
PAT Margin (%)	3%	3%	---	5%	---
Diluted EPS (₹)	0.50	0.49	2.0%	0.99	-49.5%



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Business Overview

Customer Centric Delivery Model

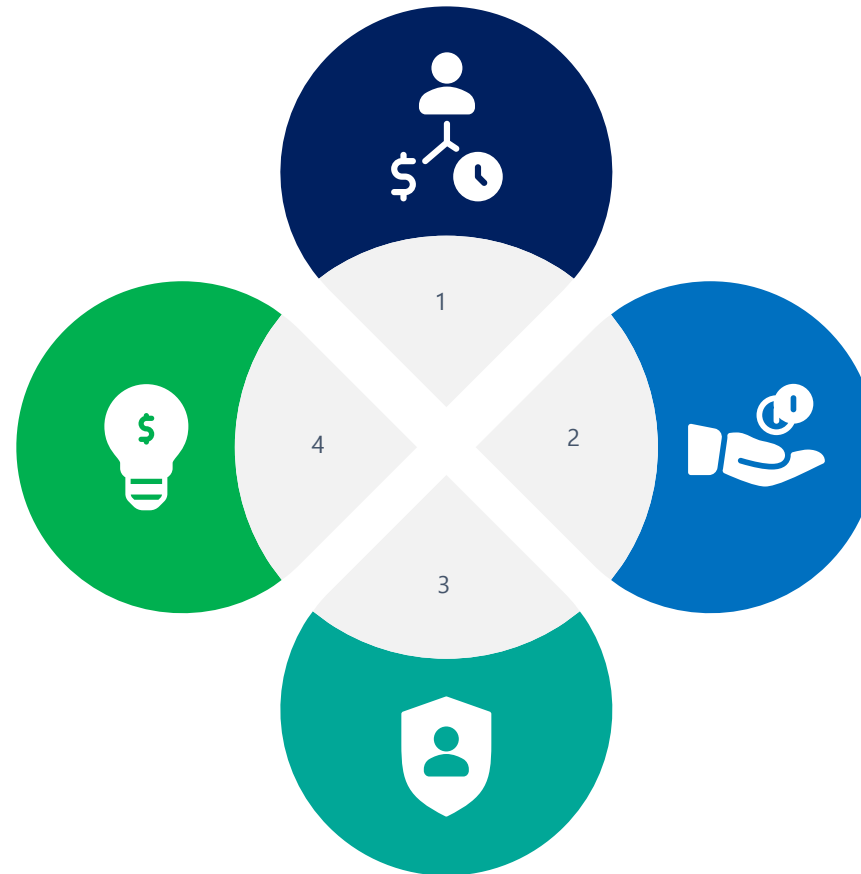
With deep domain expertise in construction management software, SoftTech provides tailored solutions for business success.

Collaboration with Latest Tech

Leverage on several partnerships with industry leaders to bring the best-in-class solutions

Sustainable Services

Unparalleled advantage in serving the built environment driven by our deep understanding of the domain



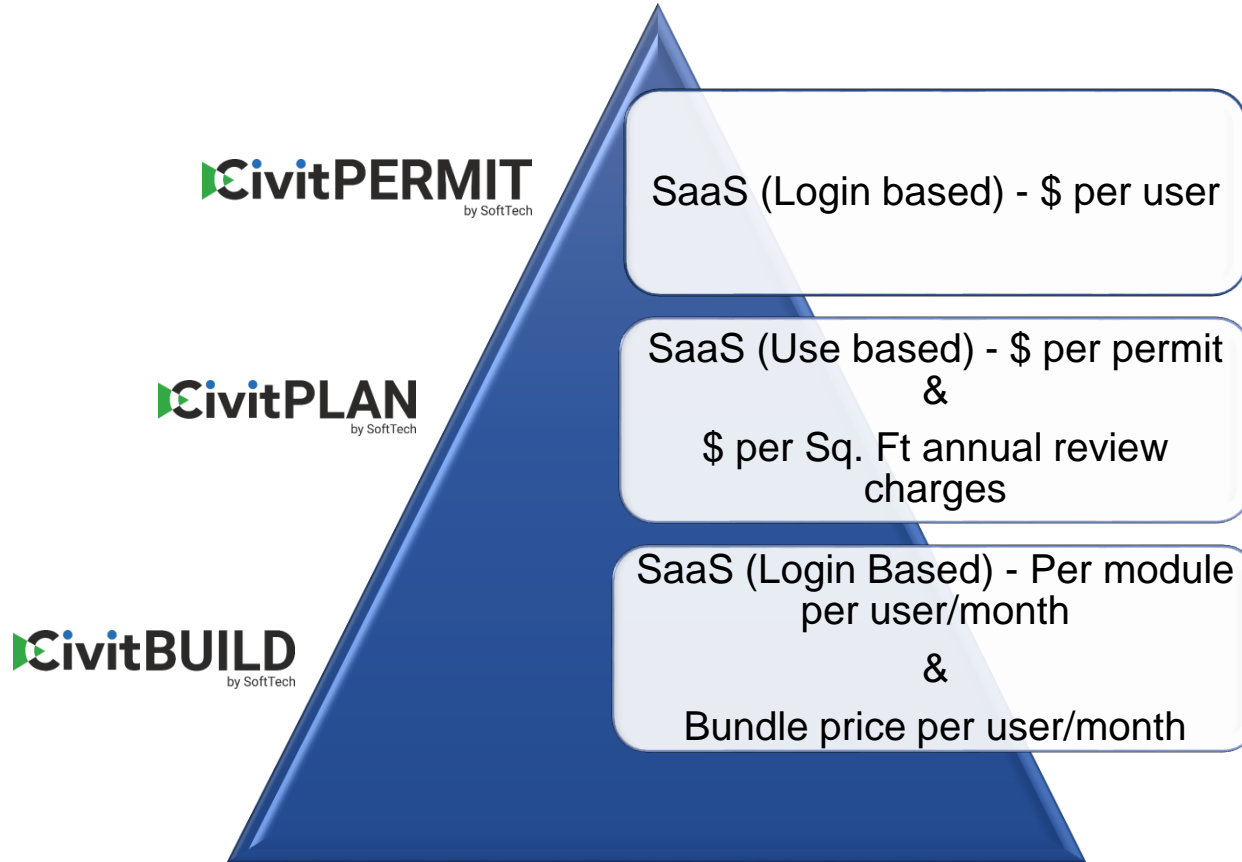
Customized Products

Customize and deploy Civit Suite of solutions based on the requirements of Clients

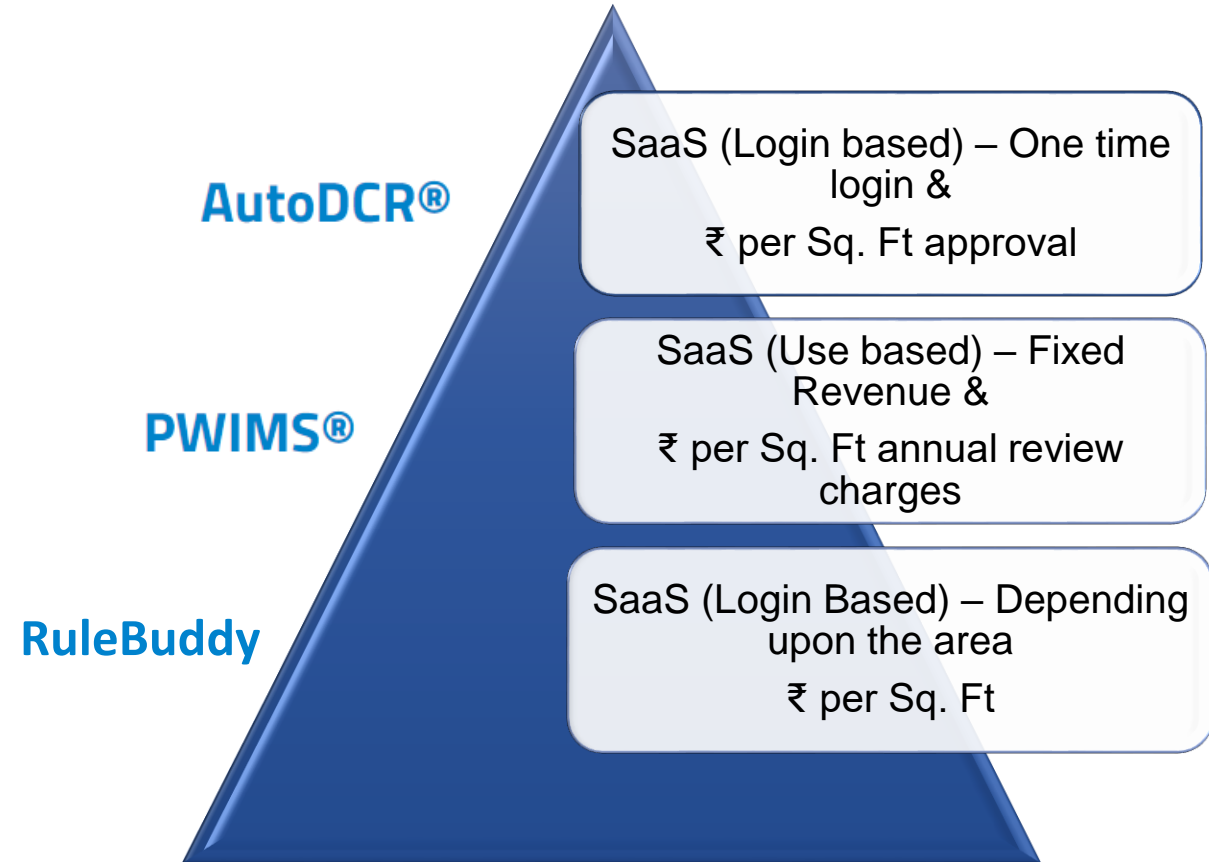
Deep Domain Expertise

Cloud and IT expertise to strategize, plan, develop/implement and maintain any technology solution that will aid in Client's goals

Robust Revenue Model



Overseas Revenue Model



India Revenue Model

Services Portfolio - Expert Energy Modeling, Management & Sustainability Solutions

Digital Twin based Energy Modelling & Management

- Energy modeling for existing and proposed built environment including but not limited to commercial, residential, warehouses, data centers, etc.
- Develop digital twin based on BIM models, collect data, collate data, Interrogate & analyze data and visualize in terms of dashboards
- Combine big data with physics-based analysis and create a hybrid digital twin
- BIM modeling with Revit, Catia, and IESVE
- Solar studies to determine the feasibility of adoption of solar power in the project

Life Cycle Analysis

- Life cycle analysis and assessment, independent or rating system (GM 2021/LEED v4.1) related
- The analysis spans across product stage, use stage, and end-of-life stage

Net Zero Roadmap & Green Building Certification

- Plan, map the process, study the project and provide potential road mapping solutions to get to positive energy block
- Guide and consult on the process of obtaining global and local green building certifications including US Green Building Council, International Well Building Institute and BCA Green Mark

Microgrid Analysis

- Microgrid' is defined as a self-sufficient energy system that serves a discrete geographic footprint such as a college campus, hospital complex, business center or neighborhood.
- Conduct simulation and analysis of the power consumption, generation and storage for the micro-grid setup

Rising Global Expansion and Technology Alliances

TECHNOLOGICAL PARTNERS



CENTER OF EXCELLENCE



We are passionately dedicated to empowering global clients with the latest technology.

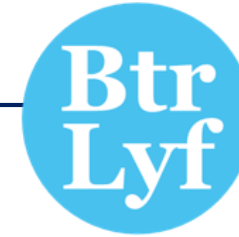


Facilitating Growth through Mentoring & Scaling Up via Inorganic Acquisitions

SoftTech undertook Inorganic Acquisitions by partnering with Domain Experts



Hybrid Corporate program to support AEC startups. Incubated 12 AEC startups, evaluated over 300+, arranged 3 Bootcamps of over 40 start ups each. It holds great growth potential to drive innovation.



Tech partners and investors in Btr Lyf Solution, an AI-based cloud platform offering Building Energy Management Solutions. Based in Singapore, with investments from Singapore Govt. and HNIs



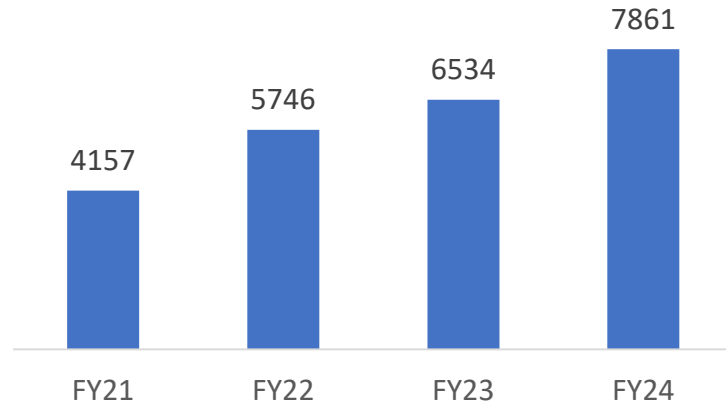
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Historical Performance

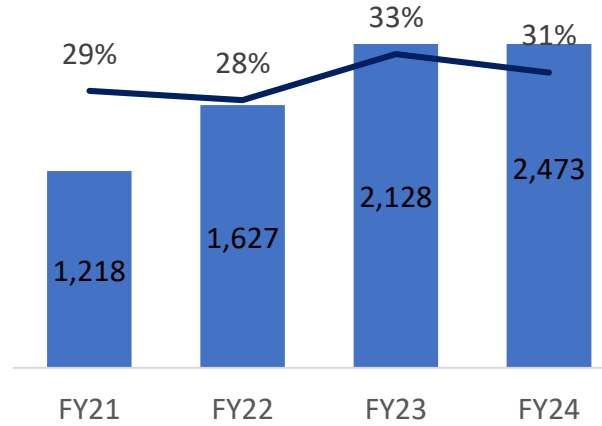
Annual Financial Charts

Standalone

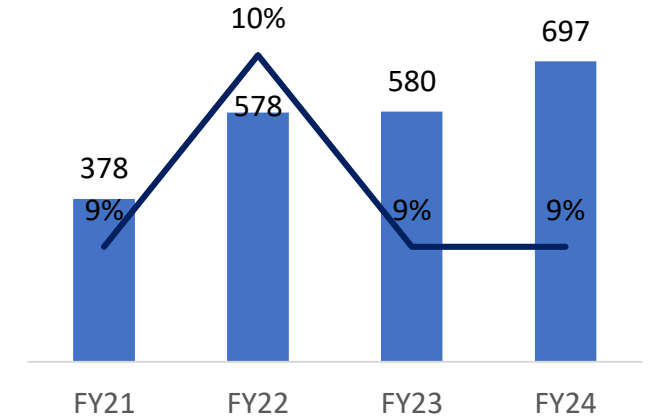
Revenue from Operations



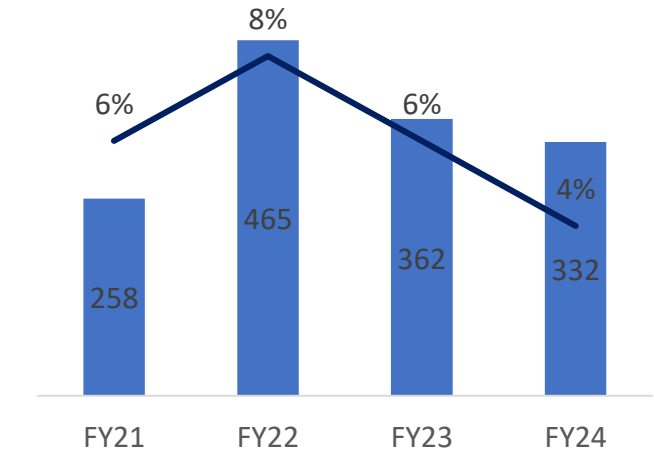
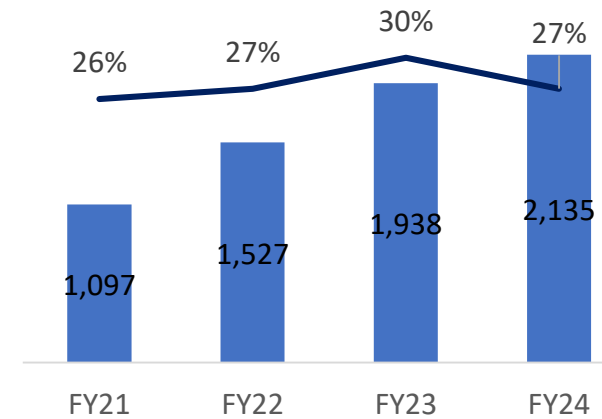
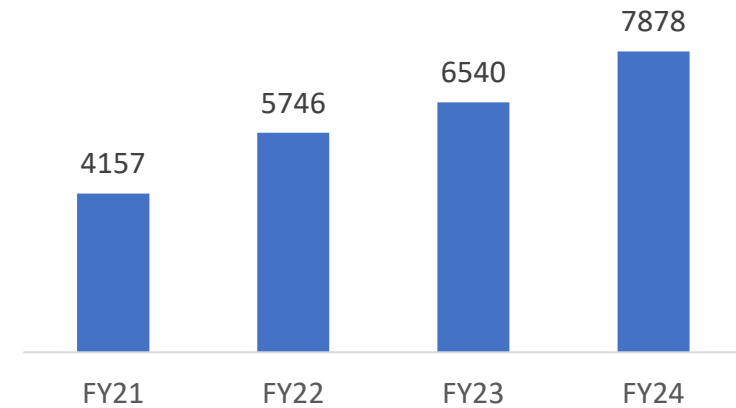
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



Consolidated



(₹ in Lacs unless otherwise specified)

Standalone Annual Income Statement

Particulars (₹ Lacs)	FY21	FY22	FY23	FY24
Revenue from Operations	4,157	5,746	6,534	7,861
Total Expense	2,940	4,119	4,407	5,388
EBITDA	1,218	1,627	2,128	2,473
EBITDA Margin (%)	29%	28%	33%	31%
Other Income	102	197	171	262
Depreciation & amortization expenses	550	764	1046	1,343
Finance Cost	239	286	392	456
PBT	531	774	861	936
Total Taxes	152	196	281	239
Profit After Tax	378	578	580	697
PAT Margin (%)	9%	10%	9%	9%
Diluted EPS (₹)	3.99	5.89	5.48	6.17

Consolidated Income Statement

Particulars (₹ Lacs)	FY21	FY22	FY23	FY24
Revenue from Operations	4,157	5,746	6,540	7,878
Total Expense	3,060	4,219	4,602	5,742
EBITDA	1,097	1,527	1,938	2,135
EBITDA Margin (%)	26%	27%	30%	27%
Other Income	102	186	143	229
Depreciation & amortization expenses	550	764	1,046	1,344
Finance Cost	239	287	393	456
PBT	410	661	643	564
Total Taxes	152	196	281	232
Profit After Tax	258	465	362	332
PAT Margin (%)	6%	8%	6%	4%
Diluted EPS (₹)	2.90	4.88	3.78	3.17



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Industry Overview

US Construction market size is approx. \$1.6 trillion, growing at 6% CAGR till 2026

Key Numbers & Insights

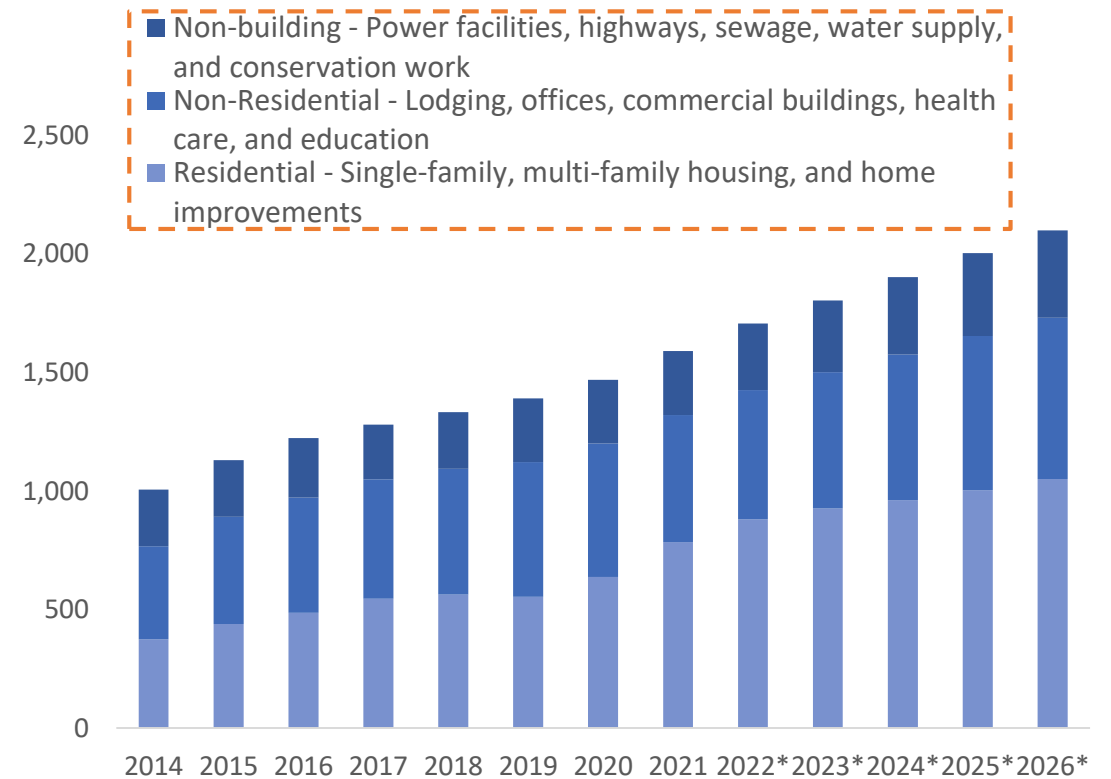
GLOBAL

- Global construction industry size is ~ \$10 trillion (2022) ¹
- Expected to grow to \$13.9 trillion by 2037 with over 51% accounted from China, India, and United States ¹

UNITED STATES

- New construction in Year 2021 is \$1.6 trillion (7% of US GDP) and is expected to grow at ~ 6% YoY till 2026²
- Three major segments in the construction industry – Non-Building (17% share), Non-Residential (34% share), and Residential (49% share) ²
- Residential and Non-Building segments growing at 7% YoY in the next 5 years. ²
- The top 5 states in terms of construction spending are California, Texas, Florida, New York and Illinois contributing > 50% of the total construction spending. The growth rate in these states is ~ 5 to 12% ²
- The average gross profit margin in the construction industry was around 28% Q3 of 2022 and typical net profit margins are around 4-6%³
- The number of workers in the construction market is ~ 8.0 million (Year 2023) ⁴

New construction put in place in the United States from 2014 to 2021, with forecast until 2026² (Values in US\$ Millions)



¹Global Construction Futures, Oxford Economics 2023. The Oxford Economics estimates the US construction market to be around USD 1.4 trillion. However, the US construction market size was considered based on US specific reference

²US Census Bureau Data

³<https://www.levelset.com/blog/us-construction-statistics-you-need-to-know/>

⁴US Bureau of Labor Statistics. <https://fred.stlouisfed.org/series/USCONS>

Technology adoption is low relative to other industries, but growing fast

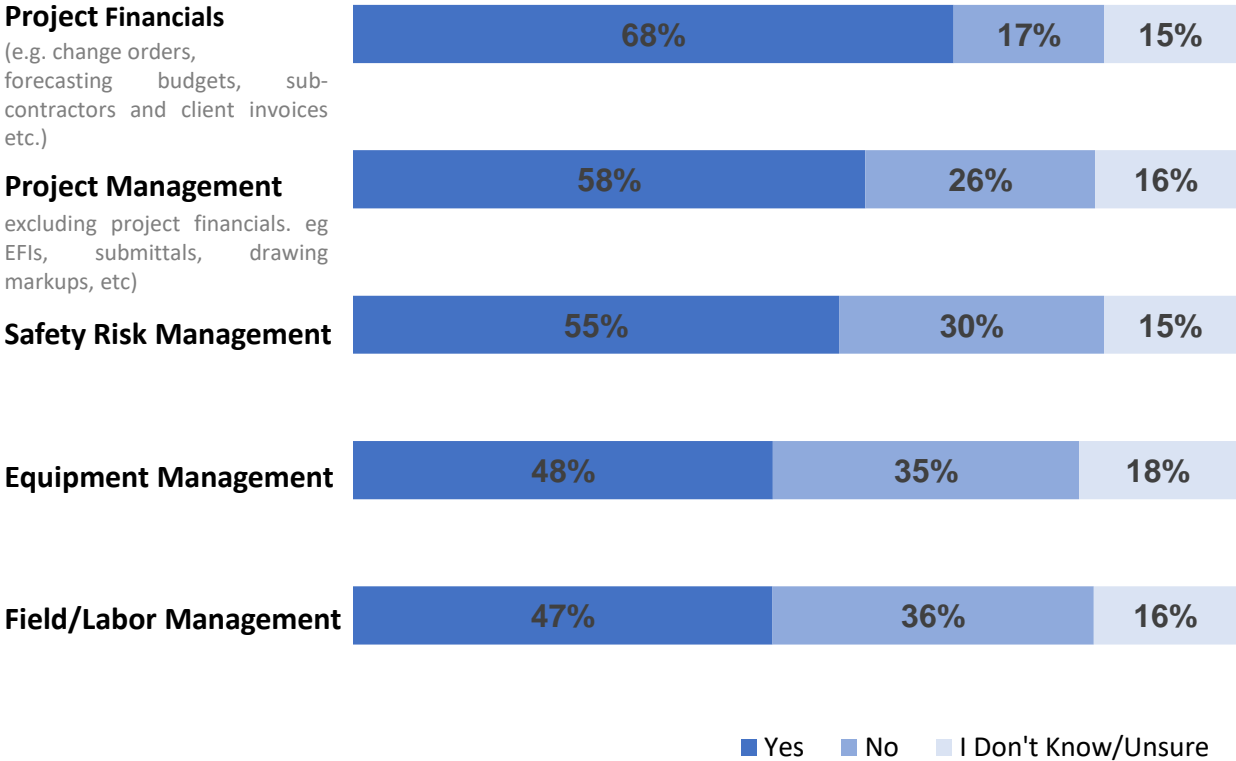
Key Numbers & Insights

- Gaps in adoption of digital solutions for several aspects within construction management
- According to its 2022 10-k filings¹, Procore believes that the construction management software market is evolving rapidly, but it is still in its early stages.
- Many construction companies still rely on manual paper-based methods instead of using technology

Low Digital Capabilities²



Formal Software in Place for the following³



■ Yes ■ No ■ I Don't Know/Unsure

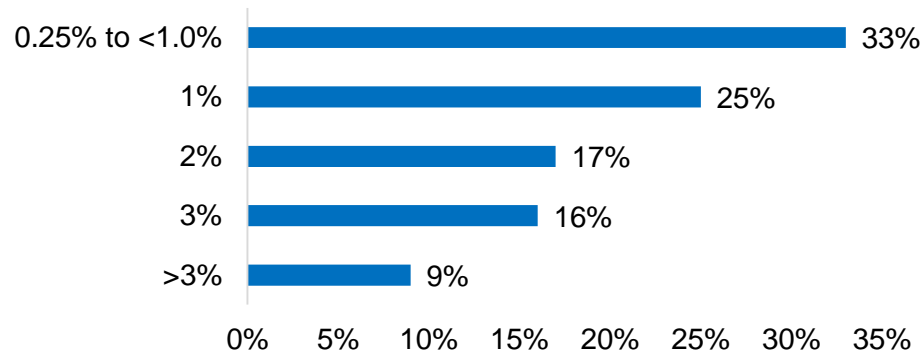
¹Procore Form 10-k US SEC December 31, 2022
²SmartMarket Brief: Digital Capabilities in US Civil Construction, Dodge Data & Analytics and Bentley Systems, Year 2020
³2020 FMI Industry Report

Technology spend in construction industry shows huge head room to grow

Key Numbers & Insights

- Multiple data sources indicate the overall IT spend for Architecture, Engineering, & Construction (AEC) companies is pegged at 0.25-3% of revenue
 - According to Gartner the AEC software spend is 1-2% vs. 3-5% avg. across other industries¹
 - According to JB Knowledge, the IT spend in over 90% of the construction companies in the United States varied between 0.25% to 3%²
 - According to McKinsey, an estimated \$50 billion was invested in AEC tech between 2020 to 2022, 85 percent higher than the previous three years³
- According to Gartner, approximately 20%⁴ of the IT spend corresponds to software
- Approx. 35-45% of this software spend corresponds to construction management software

Percentage of Annual Sales Volume Spent on IT



Worldwide IT Spending Forecast (millions of USD)⁴

	2023 Spending	2023 Growth (%)	2024 Spending	2024 Growth (%)
Data Center Systems	217,880	-1.5	235,530	8.1
Devices	700,023	-8.6	748,150	6.9
Software	922,745	13.7	1,052,956	14.1
IT Services	1,420,905	8.8	1,585,373	11.6
Communications Services	1,461,662	2.7	1,517,877	3.8
Total	4,723,215	4.3	5,139,886	8.8

Construction management

Category	Percentage Cost Range
BIM and Design	15% - 25%
Project Management, Bid, and Scheduling	15% - 25%
Estimating and Takeoff Software	10% - 20%
Quality & Field Management	5% - 10%
Safety and Compliance	5% - 10%
Document Management and Collaboration Tools	5% - 10%
Accounting and Financial Software	10% - 15%
Human Resources and Workforce Management Software	5% - 10%
Others	2% - 5%

¹Gartner top strategic technology trends for 2022', Gartner, October 2021

²JB Knowledge, The annual construction technology report 2021 <https://contechreport.com/>

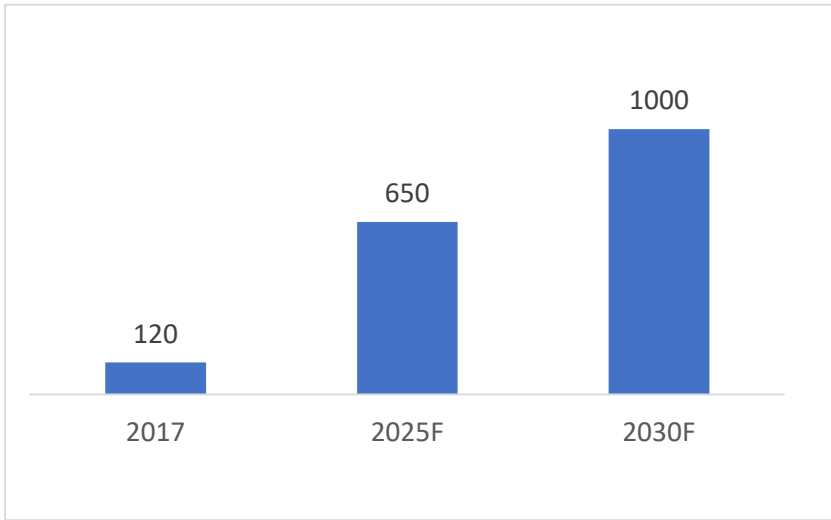
³From start-up to scale-up: Accelerating growth in construction technology, McKinsey & Company May 2023

⁴<https://www.gartner.com/en/newsroom/press-releases/2023-07-19-gartner-forecasts-worldwide-it-spending-to-grow-4-percent-in-2023>

Construction Industry in India

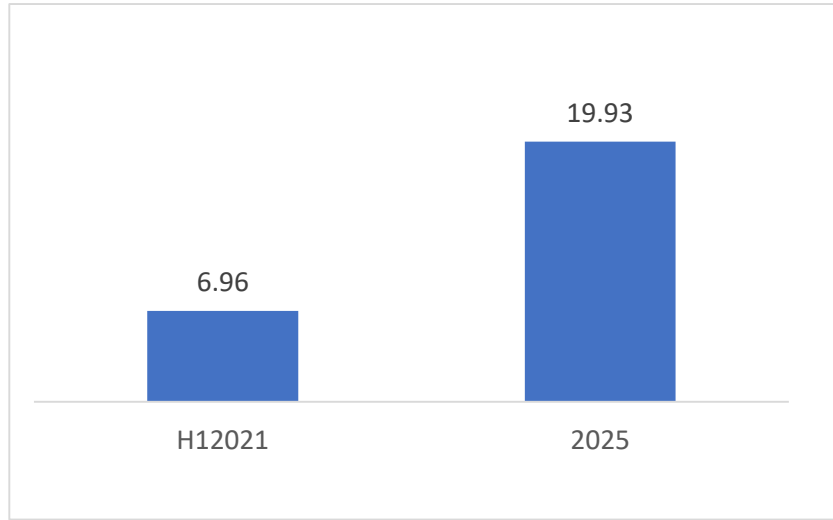
The construction industry in India is one of the fastest growing in the world and is positioned with China, USA, UK, and Indonesia in the top five global construction markets.

India's Real Estate Market (US \$ Billion)



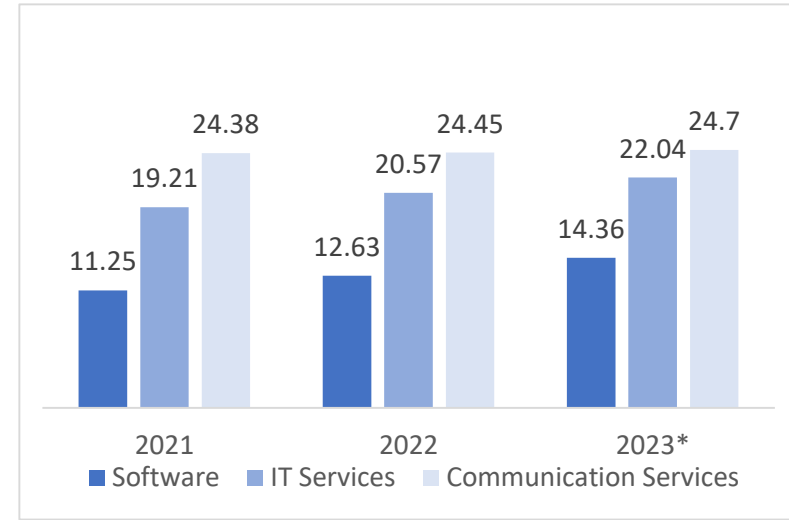
According to international reports, this industry is expected to touch \$1 tn by 2030. Despite COVID-19 & geopolitical challenges, the sector remains the second-largest contributor to India's economy.

Market size of Indian IT industry (US\$ billion)



In 2022, India invested over \$109.6 billion in its information technology sector. Projections suggest that by 2024, this spending will exceed \$112 billion. The IT-BPM industry played a crucial role, contributing around 7.4% to the nation's GDP and generating nearly \$194 billion in revenue in the 2021 fiscal year.

IT Spends in India (US\$ billion)



(*forecasted values)

Source: www.grantthornton.in, www.ibef.org, www.statista.com/

THANK YOU

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