

Date: June 20, 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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**Subject: Investor Presentation- Intimation of Schedule of Analyst / Institutional Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.**

Dear Sir/ Madam,

In furtherance to our letter dated June 18, 2024, regarding officials of the Company will be meeting Investors/Analysts (Participants), We have enclosed herewith a copy of Investor Presentation that will be shared with the Analyst/Investors.

This Intimation is given pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Thanking you,

For **SoftTech Engineers Limited**

SHALAKA  
SATISH  
KHANDELWAL

Digitally signed by SHALAKA SATISH KHANDELWAL  
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RECTO, PUNE PUNE CITY,  
pkw6z0ym=+375186143091410453q4ub676926,  
serialNumber=+3490020466607017625089a47607361496,  
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SATISH KHANDELWAL,  
Date: 2024.06.20 18:11:41 +05'30'

**Shalaka Khandelwal**  
**Company Secretary**  
**Encl: Investor Presentation**



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**SoftTech Engineers Limited**

CMMi/3, ISO 9001: 2015

CIN: L30107PN1996PLC016718



# SoftTech<sup>®</sup>

Empowering Transformation

Investor Presentation

May 2024



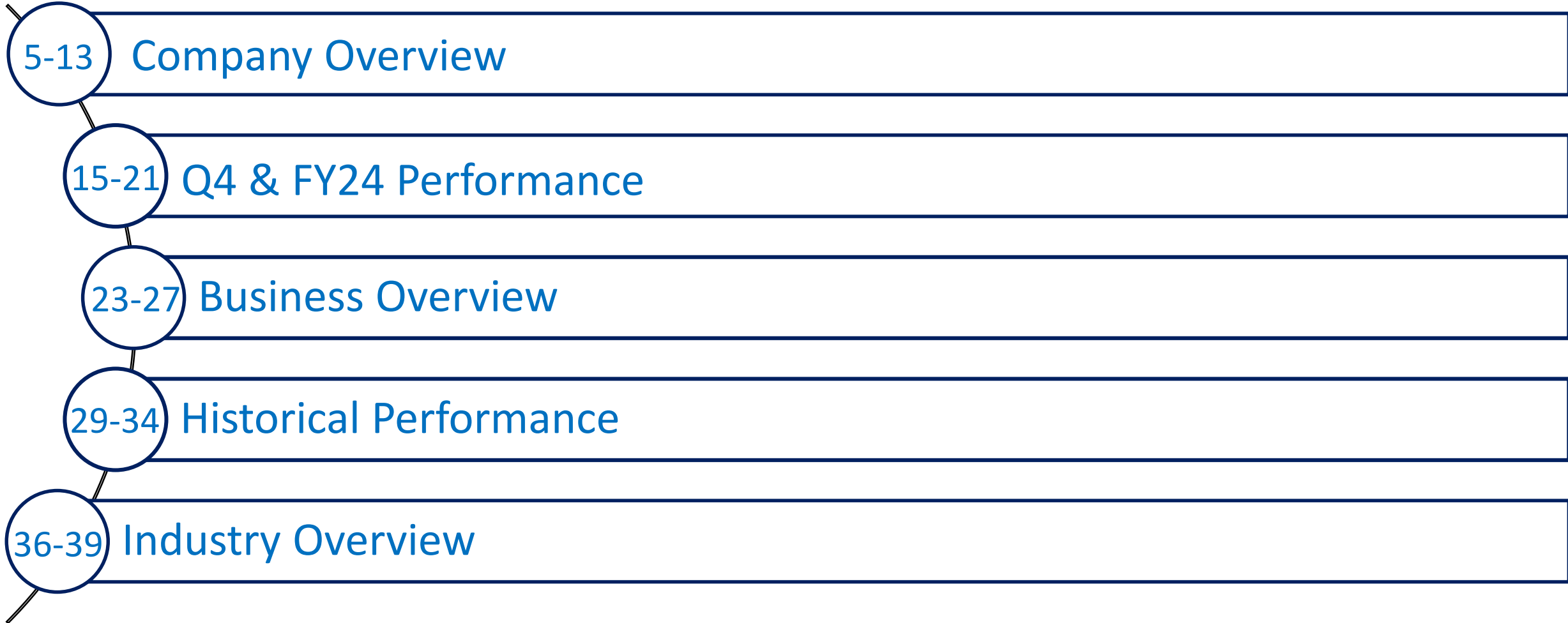
# Disclaimer

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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

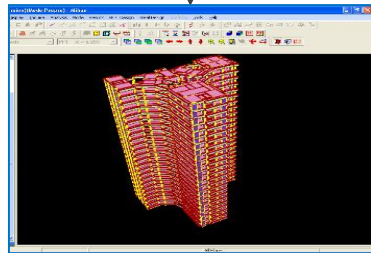
2019

2020

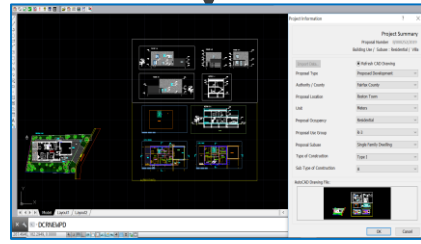
2022

2023

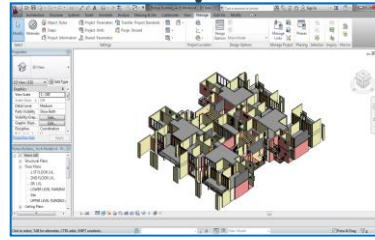
Future



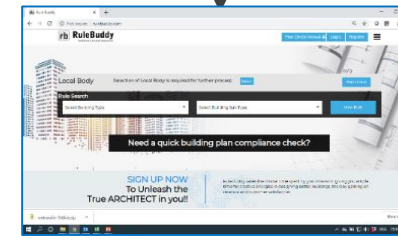
STRUDS



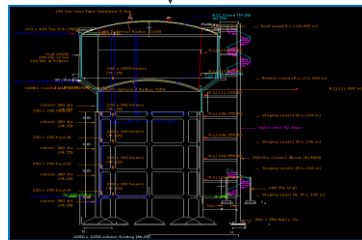
AutoDCR



OPTICON



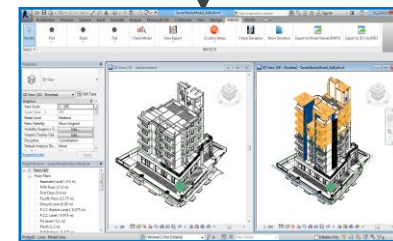
RuleBuddy



SEPL-ESRGSR



PWIMS



BIMDCR



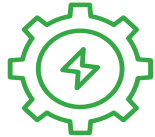
Launch of Civit Solution Suite

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

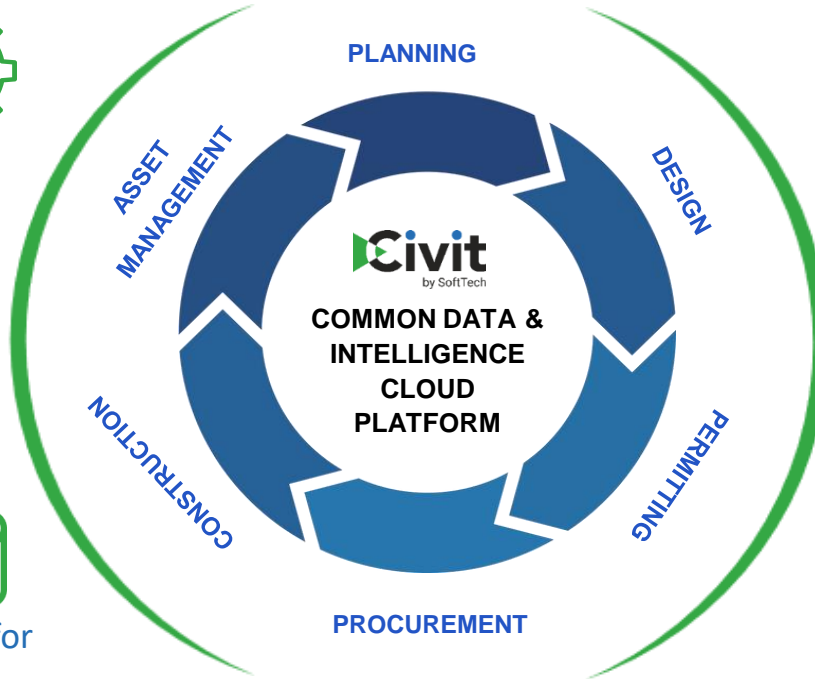
All-in-one AI-powered application suite for Government, Architects, Builders/Developers and Contractors.

**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				✓	✓

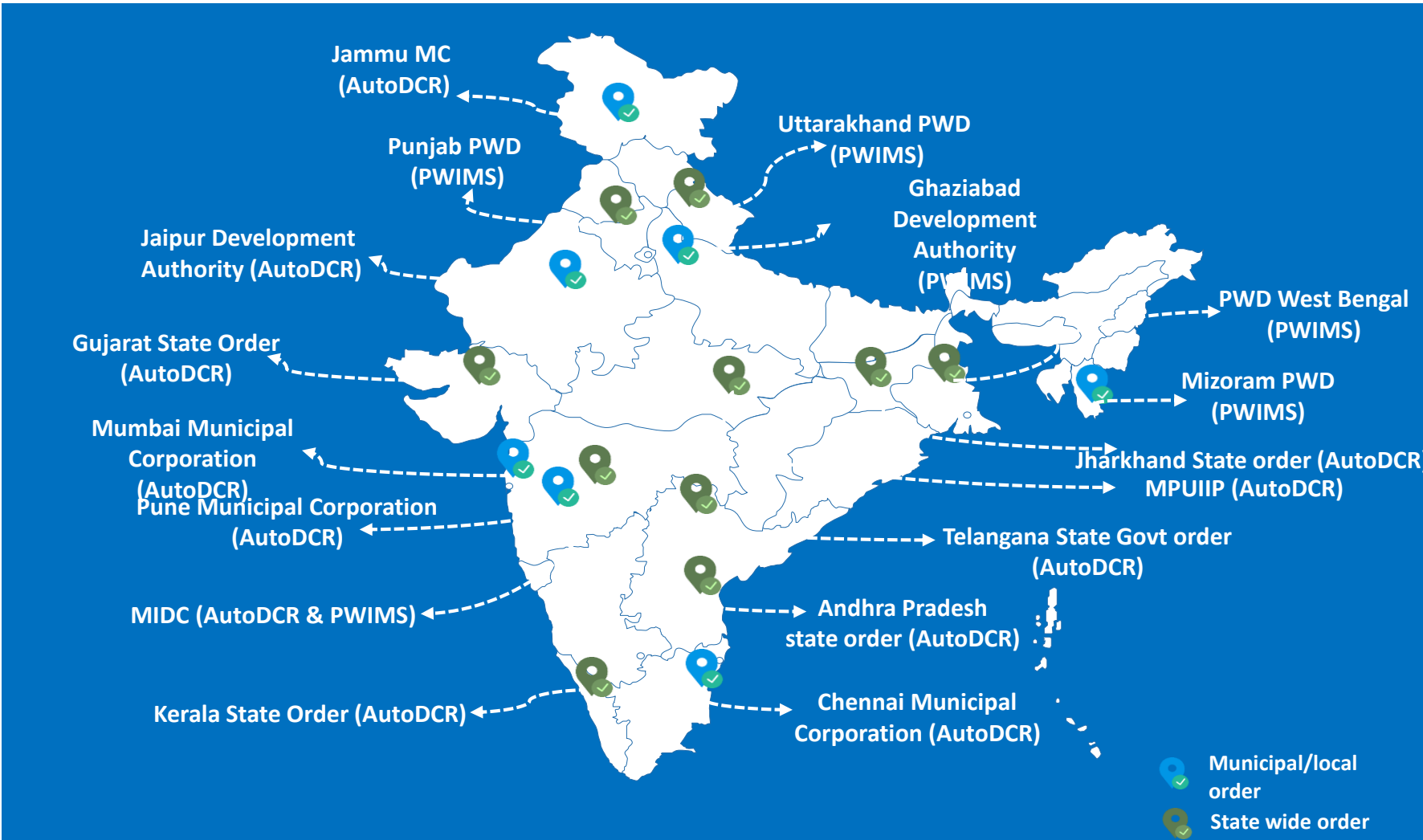
PRODUCTS

SERVICES

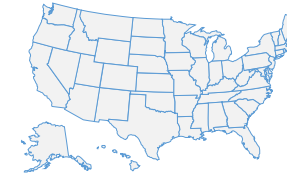


# Dominant India Presence – Going Global

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

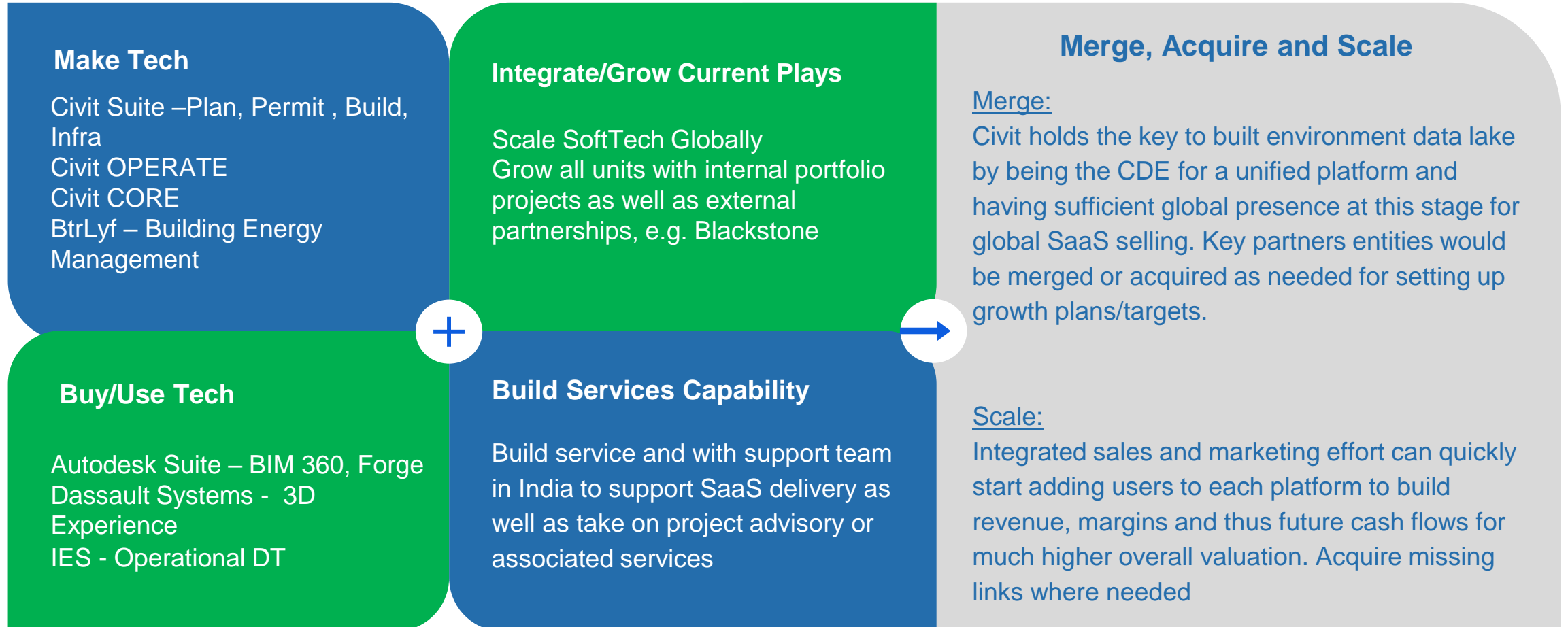
**Singapore**



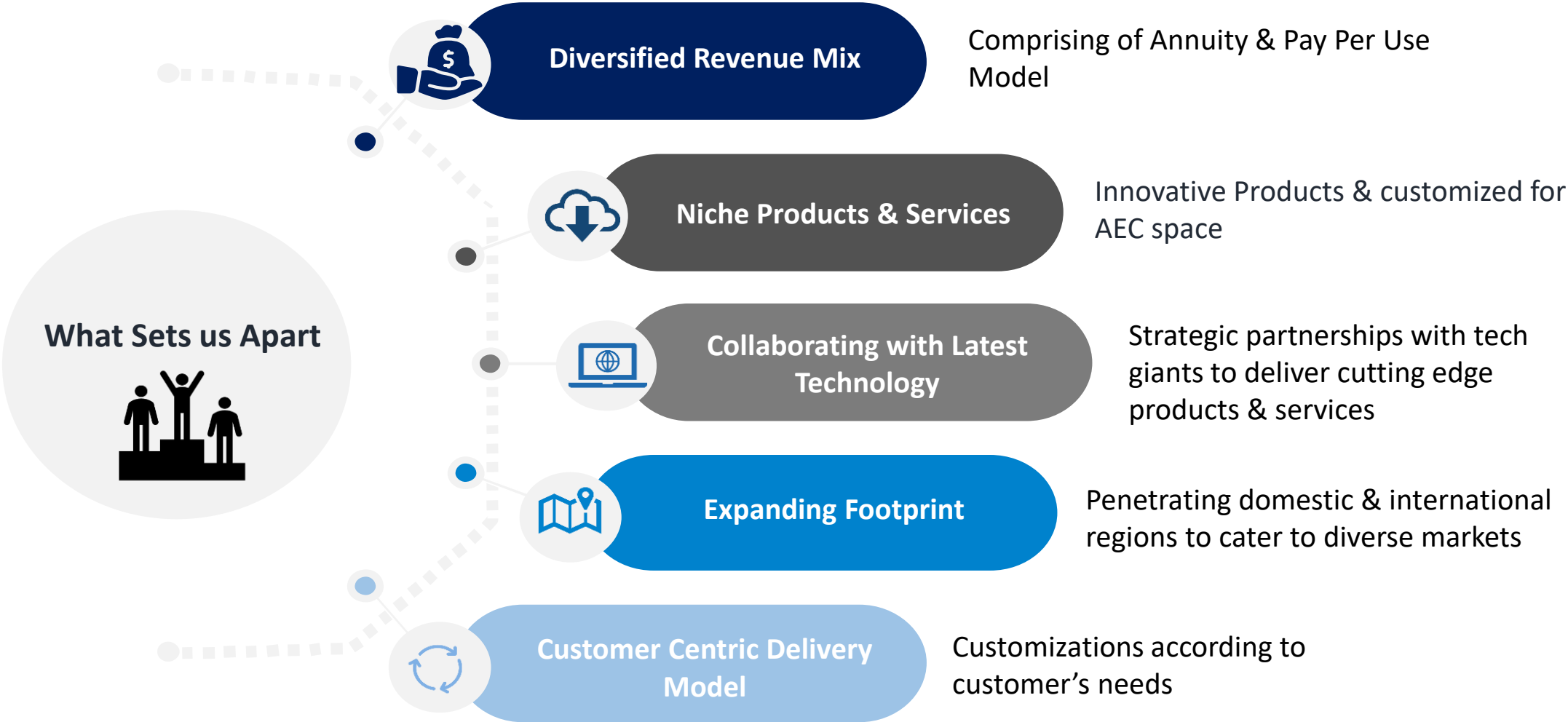
Few strategic accounts opened in EMEA. Establishment in Place - Team Hired

# 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



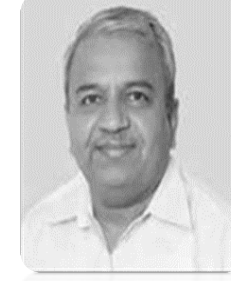
**Sundararajan Srinivasan**  
*Independent Director*

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



**Dr. Rakesh K Singh**  
*Independent Director*

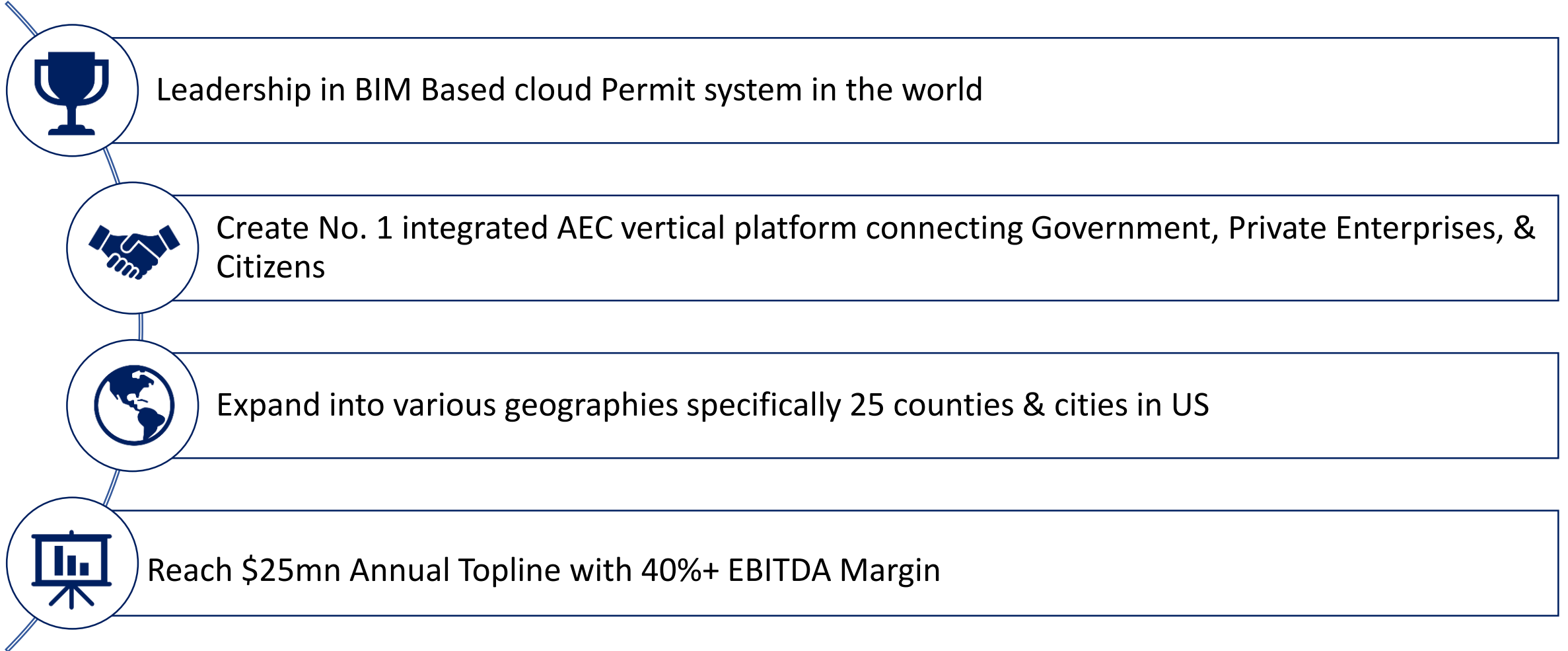
Post Grad Physics (Pune Univ.), Comp Science & Engg (IIT Mumbai). 30+ years exp in Bigdata, Machine Vision etc



**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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**Q4 & FY24 Performance**

# Q4 & FY24 Performance Highlights

## Domestic Business



- The company has received an Order from MIDC (Maharashtra Industrial Development Corporation) as consortium partner for ERP software
- Additionally, the company has grabbed the following strategic accounts
  - CMDA (Chennai Metropolitan Development Authority)
  - SRA (Slum Rehabilitation Authority – Govt of Maharashtra)
  - DTCP – Assam

## Strategic Collaborations



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

## International Business



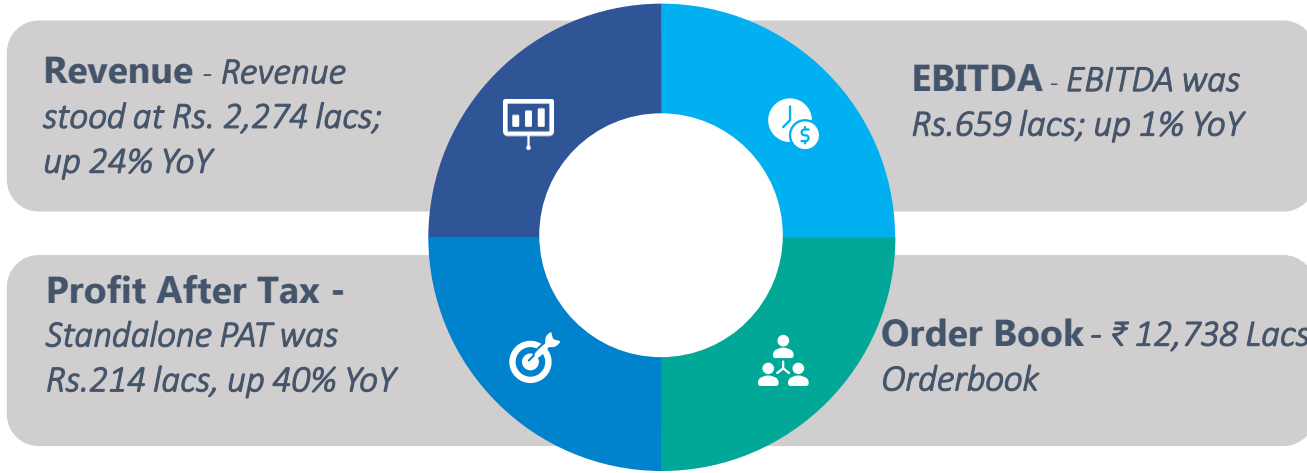
- In the UAE, the company received its first order for Civit Build from UECC and has created a strong sales funnel, with results expected to be visible this year

## Penetrating Newer Markets



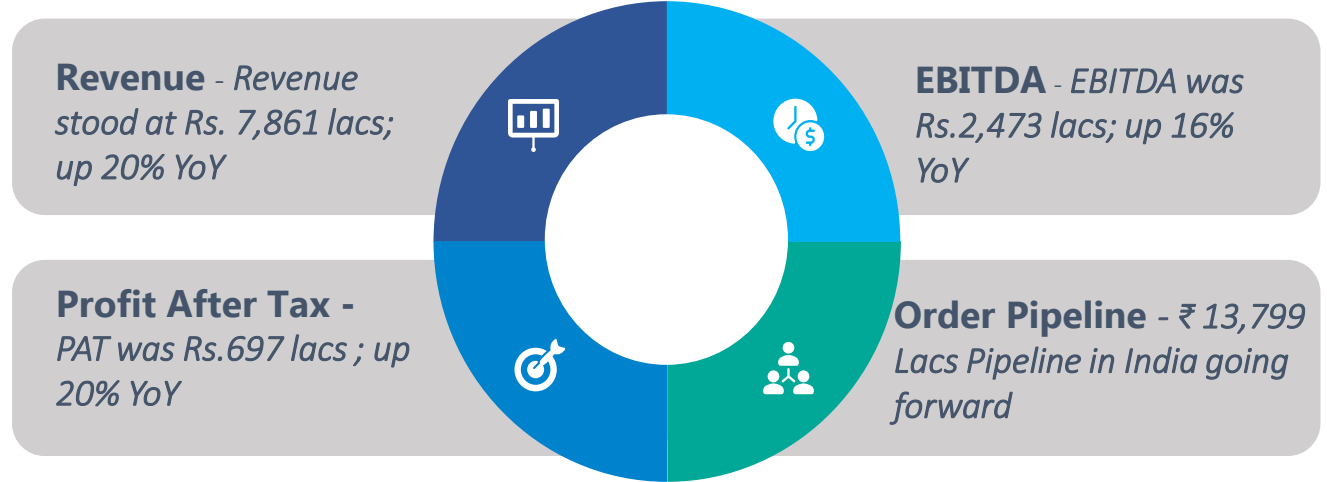
- The company is exploring new opportunities in emerging markets such as Malaysia and Oman

# Q4 & FY24 Financial Snapshot



Q4FY24 Performance (Standalone)

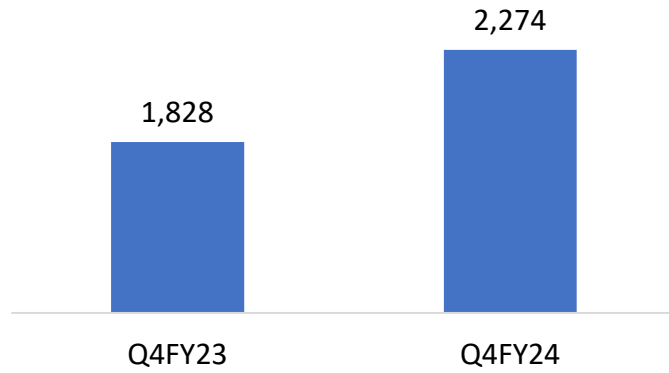
FY24 Performance (Standalone)



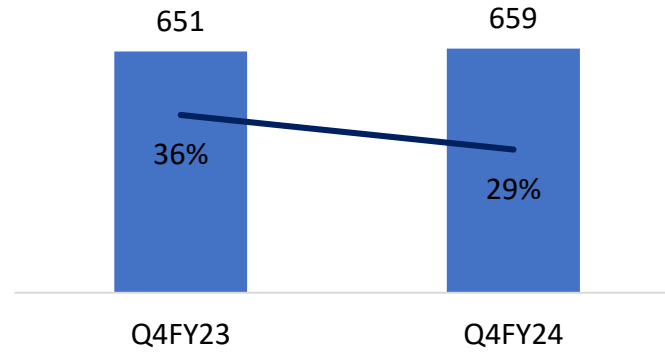
# Q4FY24 Financial Performance

Standalone

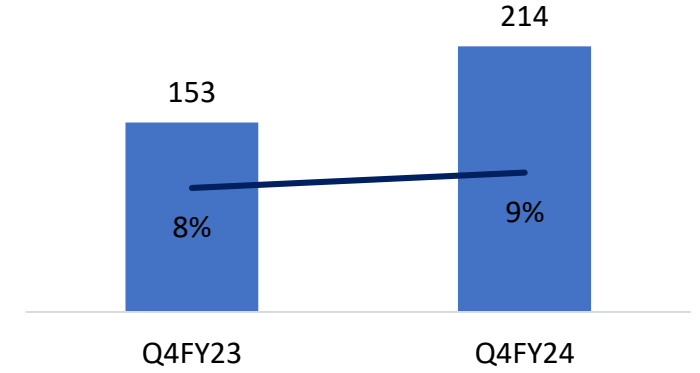
### Revenue from Operations



### EBITDA & EBITDA Margin (%)

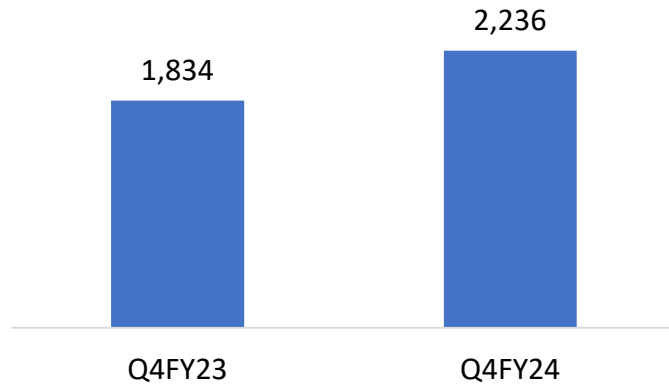


### PAT & PAT Margin (%)

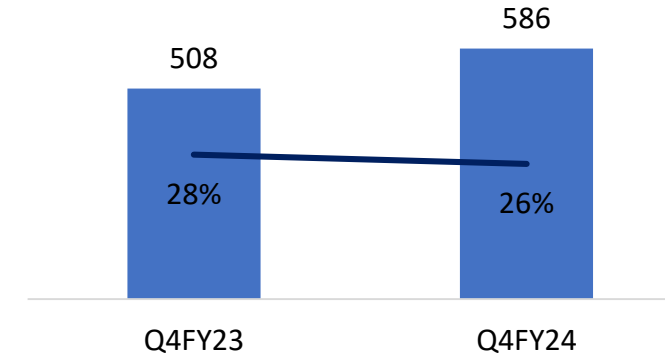


Consolidated

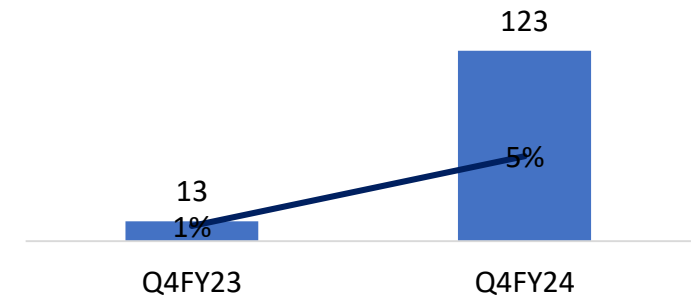
### Revenue from Operations



### EBITDA & EBITDA Margin (%)



### PAT & PAT Margin (%)

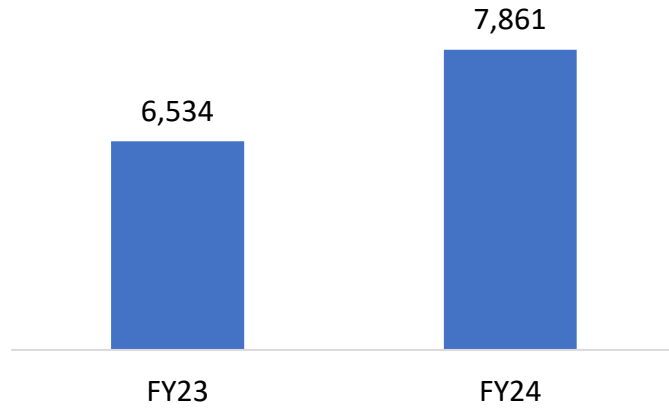


(₹ in Lacs unless otherwise specified)

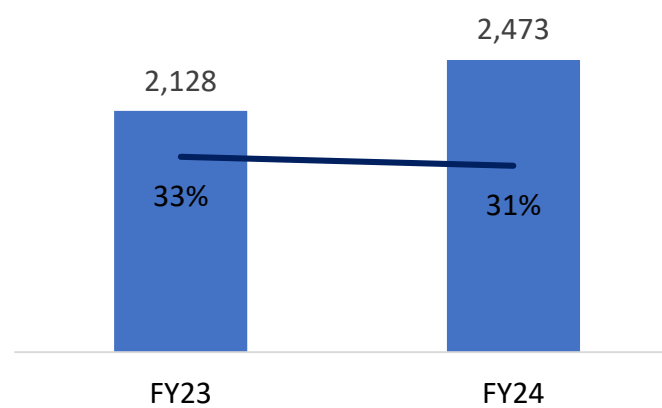
# FY24 Financial Performance

Standalone

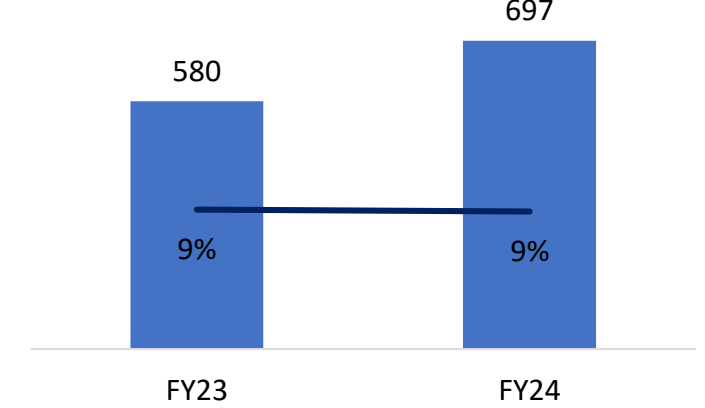
Revenue from Operations



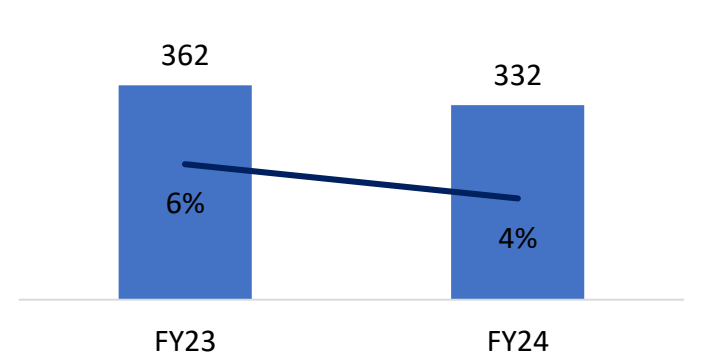
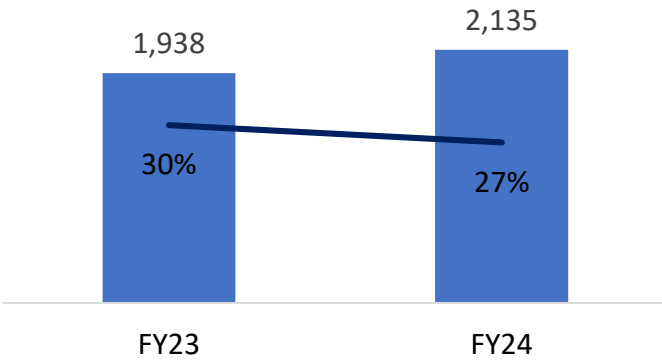
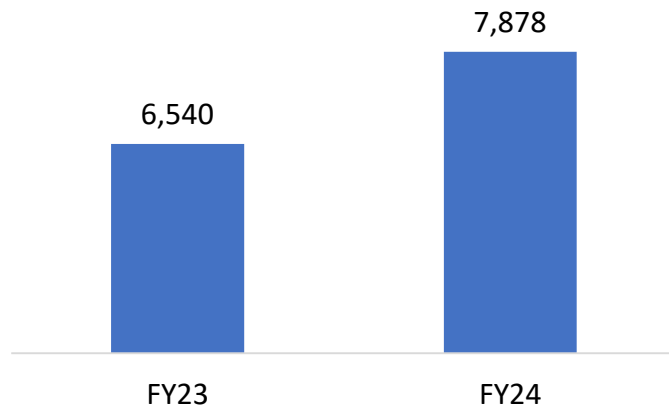
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



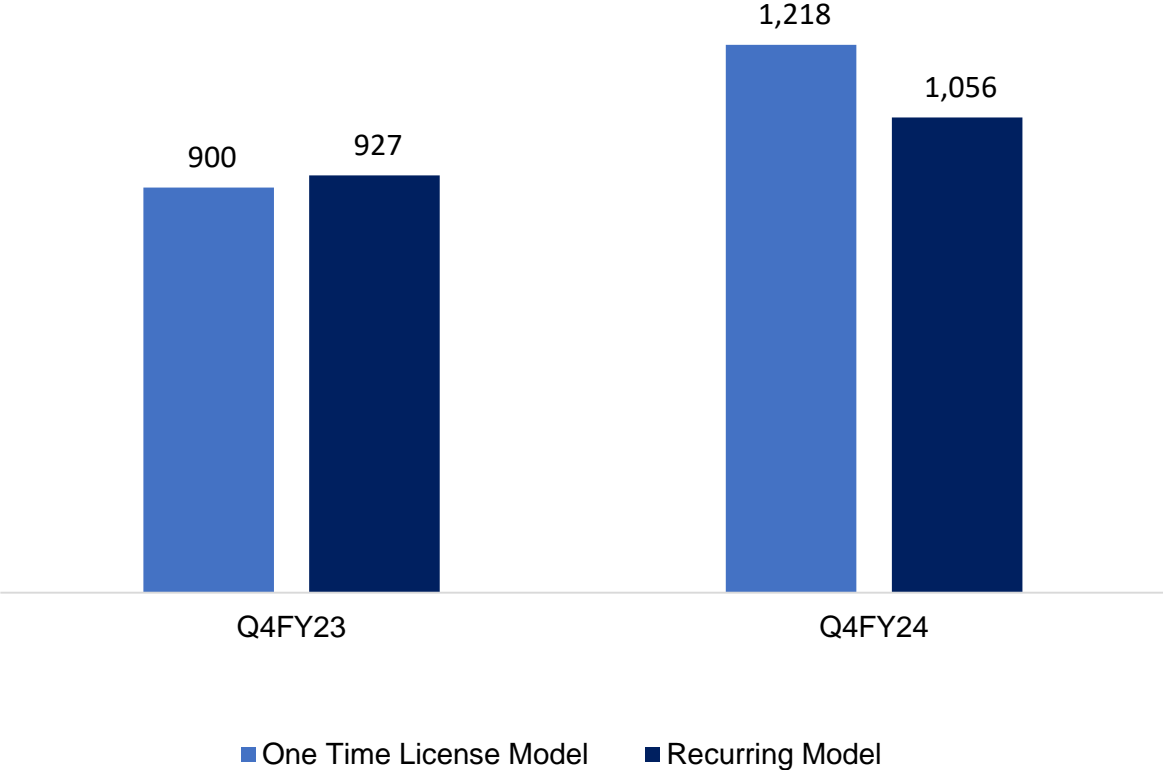
Consolidated



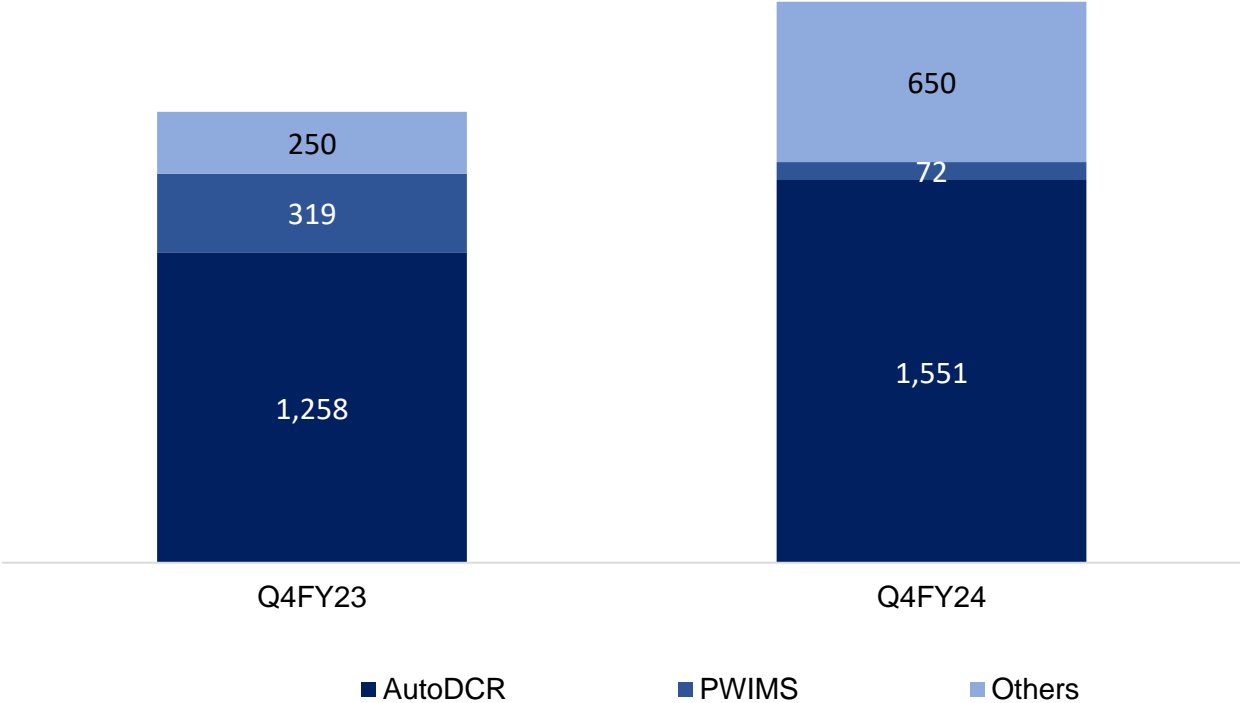
(₹ in Lacs unless otherwise specified)

# Quarterly Revenue Mix

Nature of Revenue Mix



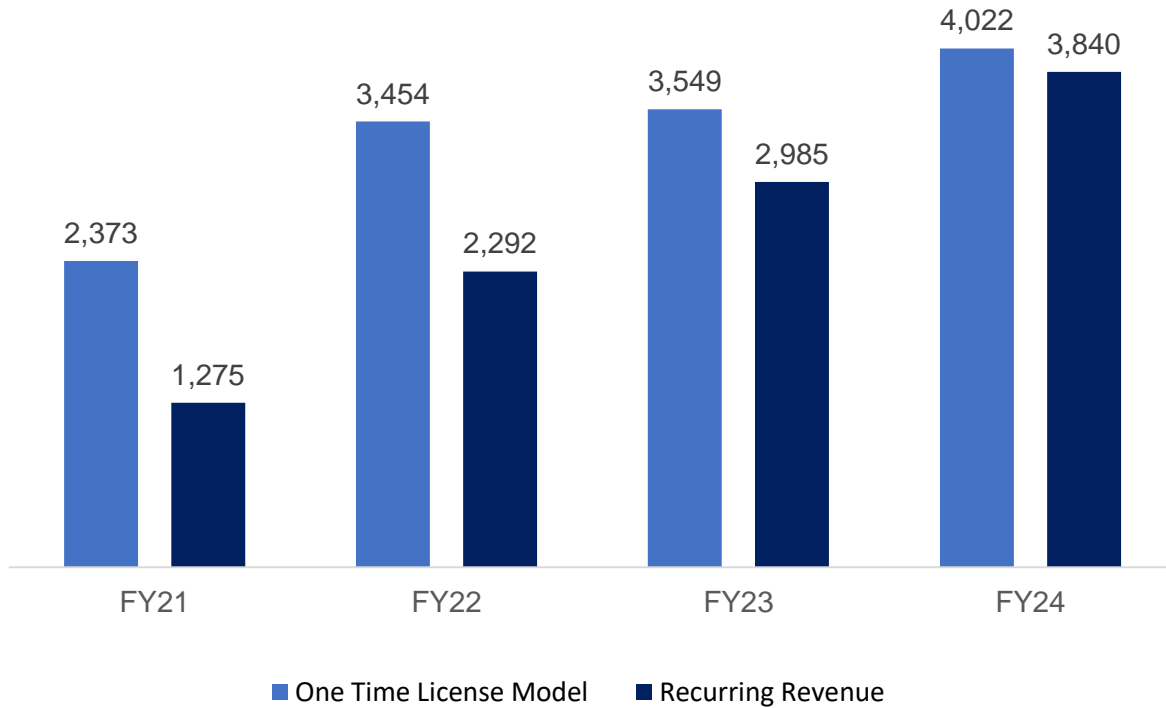
Product Wise Revenue Breakup



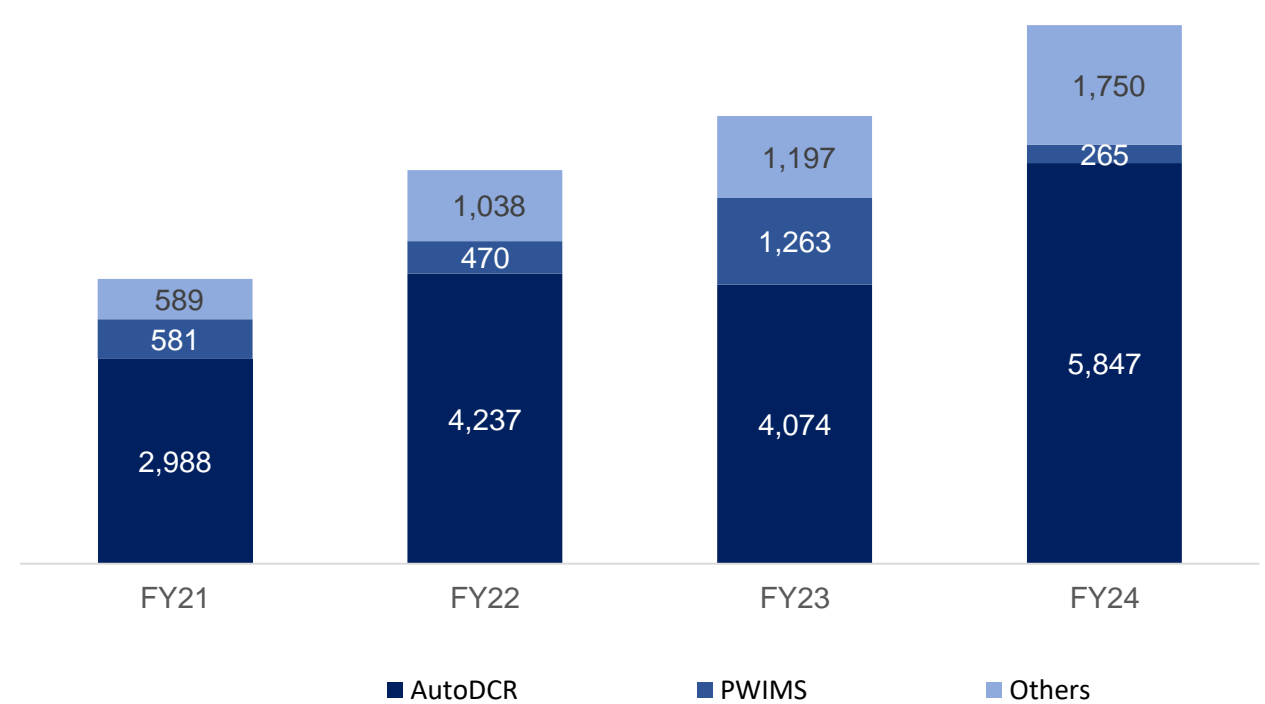
(Standalone nos. in ₹ in Lacs)



### Nature of Revenue Mix



### Product Wise Revenue Breakup



(Standalone nos. in ₹ in Lacs)

# Quarterly Standalone Income Statement

Particulars (₹ Lacs)	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
<b>Revenue from Operations</b>	<b>2,274</b>	<b>1,828</b>	<b>24%</b>	<b>7,861</b>	<b>6,534</b>	<b>20%</b>
Total Expense	1,615	1,177	37%	5,388	4,407	22%
<b>EBITDA</b>	<b>659</b>	<b>651</b>	<b>1%</b>	<b>2,473</b>	<b>2,128</b>	<b>16%</b>
<b>EBITDA Margin (%)</b>	<b>29%</b>	<b>36%</b>	<b>--</b>	<b>31%</b>	<b>33%</b>	<b>---</b>
Other Income	89	38	137%	262	171	54%
Depreciation & amortization expenses	351	281	25%	1,343	1,046	28%
Finance Cost	110	118	-7%	456	392	16%
<b>Profit Before Tax</b>	<b>287</b>	<b>289</b>	<b>-1%</b>	<b>936</b>	<b>861</b>	<b>9%</b>
Total Taxes	72	137	-47%	239	281	-15%
<b>Profit After Tax</b>	<b>214</b>	<b>153</b>	<b>40%</b>	<b>697</b>	<b>580</b>	<b>20%</b>
<b>PAT Margin (%)</b>	<b>9%</b>	<b>8%</b>	<b>--</b>	<b>9%</b>	<b>9%</b>	<b>---</b>
Diluted EPS (₹)	1.67	1.36	23%	6.17	5.48	13%

# Quarterly Consolidated Income Statement

Particulars (₹ Lacs)	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
<b>Revenue from Operations</b>	<b>2,236</b>	<b>1,834</b>	<b>22%</b>	<b>7,878</b>	<b>6,540</b>	<b>20%</b>
Total Expense	1,651	1,326	25%	5,742	4,602	25%
<b>EBITDA</b>	<b>586</b>	<b>508</b>	<b>15%</b>	<b>2,135</b>	<b>1,938</b>	<b>10%</b>
<b>EBITDA Margin (%)</b>	<b>26%</b>	<b>28%</b>	--	<b>27%</b>	<b>30%</b>	---
Other Income	64	41	58%	229	143	60%
Depreciation & amortization expenses	351	281	25%	1,344	1,046	29%
Finance Cost	110	118	-7%	456	393	16%
<b>PBT</b>	<b>188</b>	<b>150</b>	<b>26%</b>	<b>564</b>	<b>643</b>	<b>-12%</b>
Total Taxes	65	137	-52%	232	281	-17%
<b>Profit After Tax</b>	<b>123</b>	<b>13</b>	<b>842%</b>	<b>332</b>	<b>362</b>	<b>-8%</b>
<b>PAT Margin (%)</b>	<b>5%</b>	<b>1%</b>	--	<b>4%</b>	<b>6%</b>	---
Diluted EPS (₹)	0.99	0.27	267%	3.17	3.78	-16%

# Standalone Balance Sheet

Balance Sheet (₹ Lacs)	FY24	FY23
<b>Assets</b>		
PP&E	344	402
Right-of-Use Assets	692	823
Intangible Assets	5,638	3,546
Investments & Other Financial Assets	2,778	2,248
Income Tax Assets (net)	15	292
Deferred tax assets (net)	195	95
Other Non-Current Assets	6	36
Contract Assets	34	0
<b>Total Non-Current Assets</b>	<b>9,703</b>	<b>7,443</b>
<b>Current Assets</b>		
-Trade Receivables	4,636	2,608
-Cash & Cash Equivalents	29	62
Investments & Other Financial Assets	1,142	1,063
Other Current Assets	4,873	5,717
<b>Total Current Assets</b>	<b>10,680</b>	<b>9,450</b>
<b>Total Assets</b>	<b>20,383</b>	<b>16,893</b>

Balance Sheet (₹ Lacs)	FY24	FY23
<b>Equity</b>		
Equity Share Capital	1,282	1,016
Other Equity	12,148	9,902
<b>Total Equity</b>	<b>13,430</b>	<b>10,917</b>
<b>Non-Current Liabilities</b>		
- Borrowings	415	881
- Lease Liabilities	626	723
- Other Financial Liabilities	-	-
Provisions	149	117
<b>Total Non-Current Liabilities</b>	<b>1,190</b>	<b>1,721</b>
<b>Current Liabilities</b>		
- Borrowings	2,721	3,117
- Lease Liabilities	88	82
- Trade Payables	1,017	577
Other Current Liabilities	1,739	348
Provisions	77	72
Current Tax Liabilities (Net)	121	58
<b>Total Current Liabilities</b>	<b>5,763</b>	<b>4,255</b>
<b>Total Equity &amp; Liabilities</b>	<b>20,383</b>	<b>16,893</b>

# Consolidated Balance Sheet

Balance Sheet (₹ Lacs)	FY24	FY23
<b>Assets</b>		
PP&E	345	403
Right-of-Use Assets	692	823
Intangible Assets	5,638	3,546
Investments & Other Financial Assets	1,846	1,710
Income Tax Assets (net)	23	292
Deferred tax assets (net)	202	95
Other Non-Current Assets	40	36
<b>Total Non-Current Assets</b>	<b>8,787</b>	<b>6,905</b>
<b>Current Assets</b>		
-Trade Receivables	4,579	2,615
-Cash & Cash Equivalents	141	86
Investments & Other Financial Assets	1,114	961
Other Current Assets	4,882	5,717
<b>Total Current Assets</b>	<b>10,715</b>	<b>9,379</b>
<b>Total Assets</b>	<b>19,503</b>	<b>16,284</b>

Balance Sheet (₹ Lacs)	FY24	FY23
<b>Equity</b>		
Equity Share Capital	1,282	1,016
Other Equity	11,226	9,277
<b>Total Equity</b>	<b>12,508</b>	<b>10,293</b>
<b>Non-Current Liabilities</b>		
- Borrowings	416	881
- Lease Liabilities	626	723
Deferred Tax Liability	22	-
Provisions	149	117
<b>Total Non-Current Liabilities</b>	<b>1,212</b>	<b>1,721</b>
<b>Current Liabilities</b>		
- Borrowings	2,721	3,123
- Lease Liabilities	88	82
- Trade Payables	1,023	587
Other Current Liabilities	1,752	348
Provisions	77	72
Current Tax Liabilities (Net)	121	58
<b>Total Current Liabilities</b>	<b>5,782</b>	<b>4,270</b>
<b>Total Equity &amp; Liabilities</b>	<b>19,503</b>	<b>16,284</b>



**SoftTech<sup>®</sup>**  
Empowering Transformation

## Business Overview



# Customer Centric Delivery Model

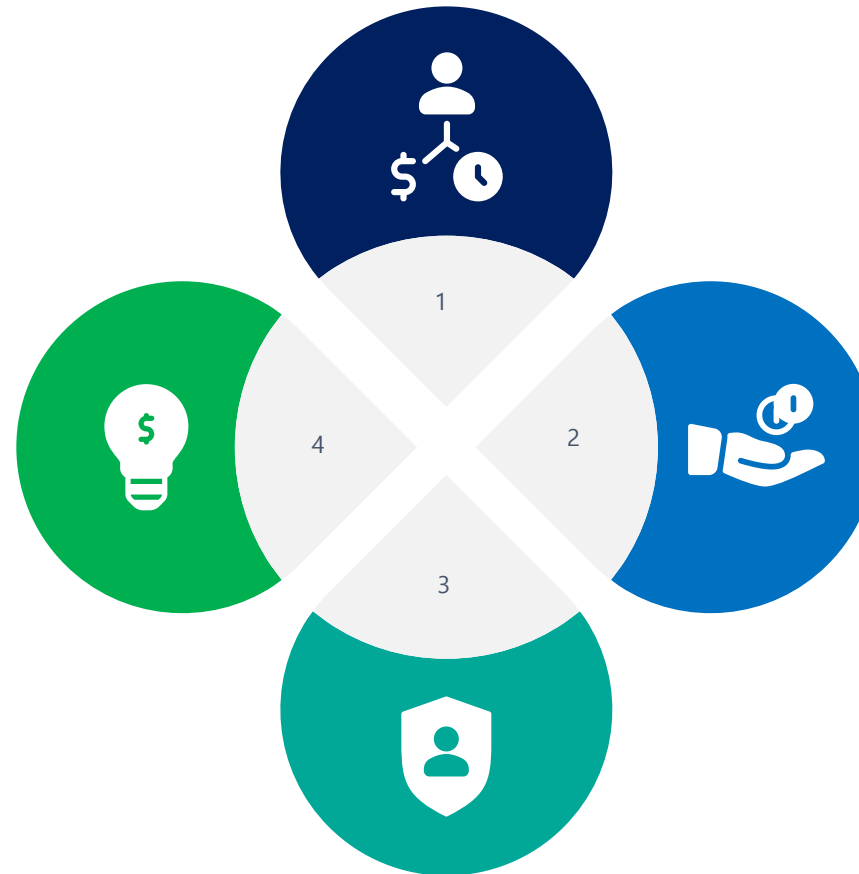
With deep domain expertise in construction management software, SoftTech provides tailored solutions for business success.

## 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



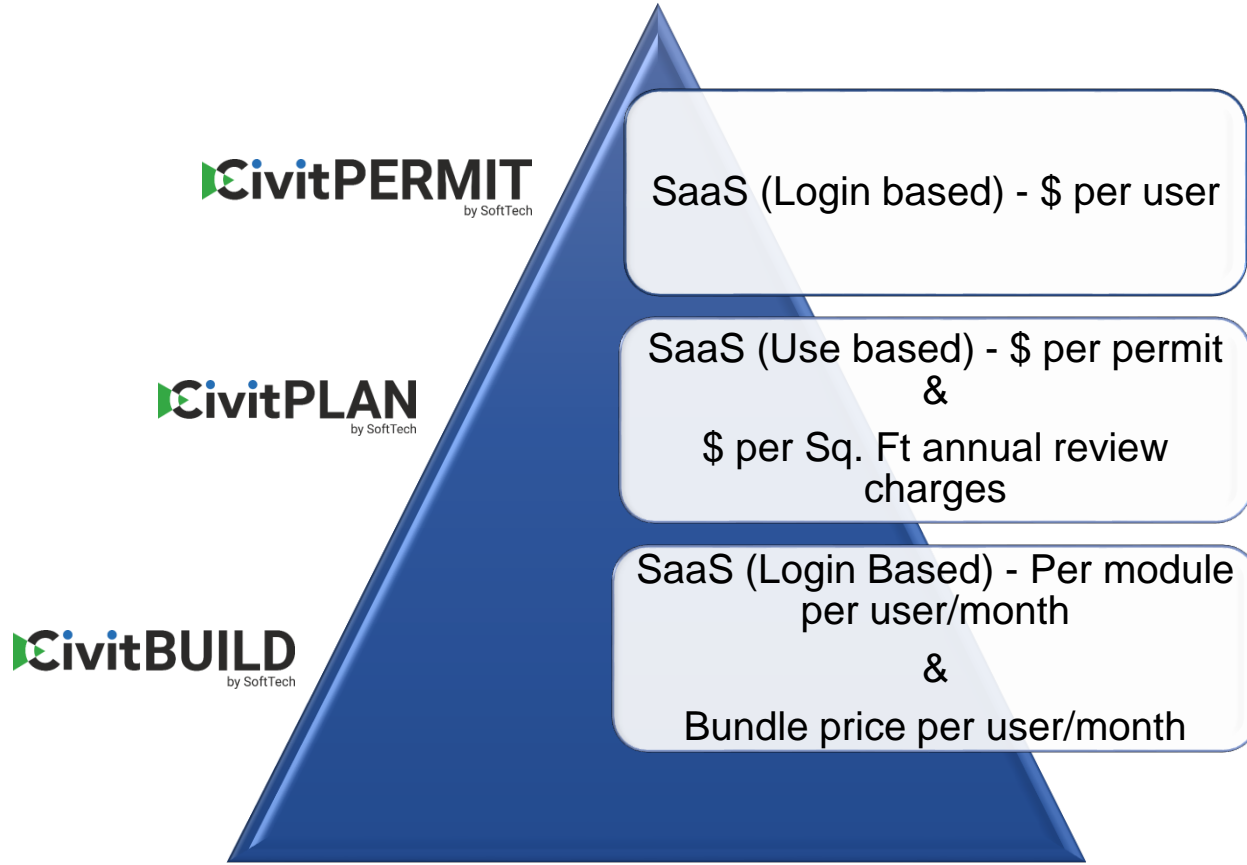
## Customized Products

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

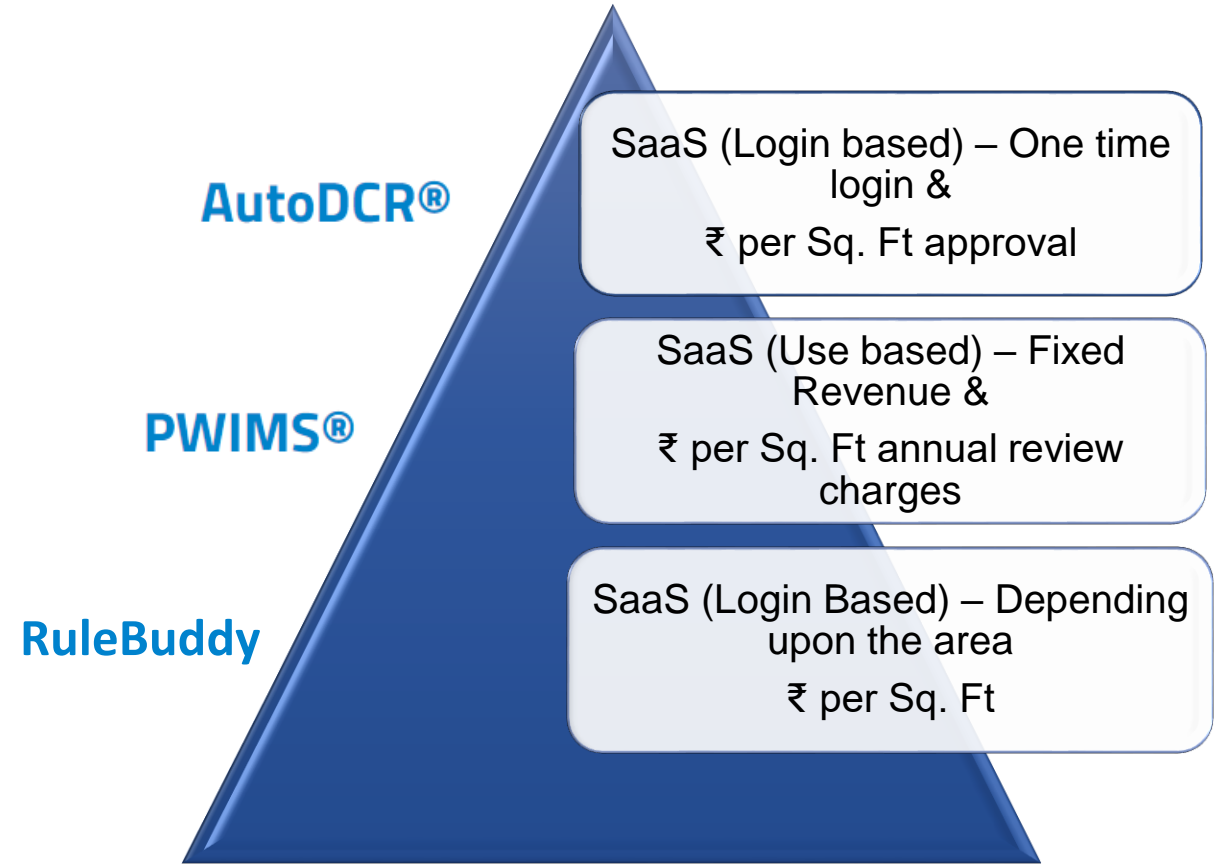
## Deep Domain Expertise

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



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

## CENTER OF EXCELLENCE

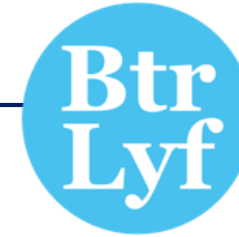


# Facilitating Growth through Mentoring & Scaling Up via Inorganic Acquisitions

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



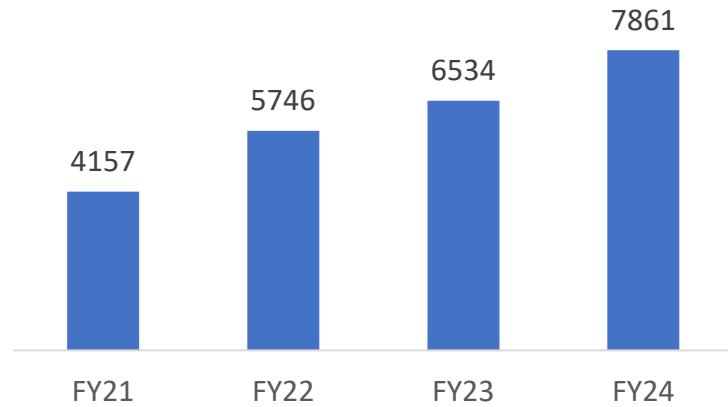
**SoftTech**<sup>®</sup>  
Empowering Transformation

**Historical Performance**

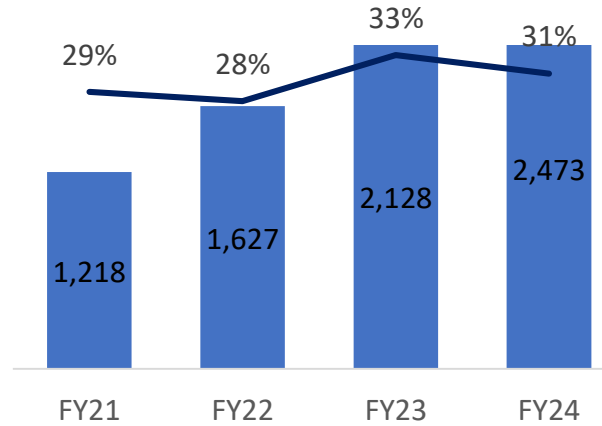
# Annual Financial Charts

Standalone

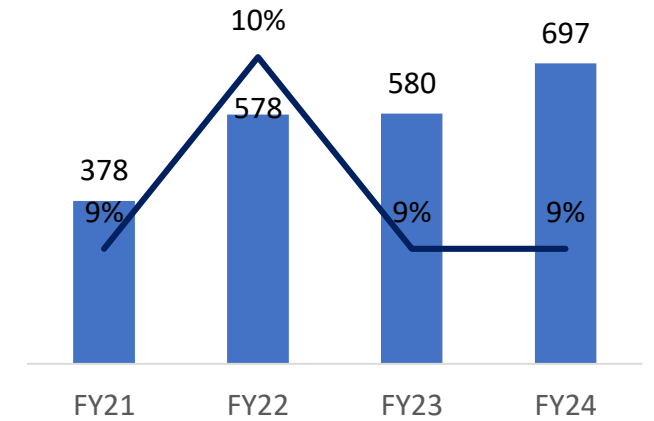
Revenue from Operations



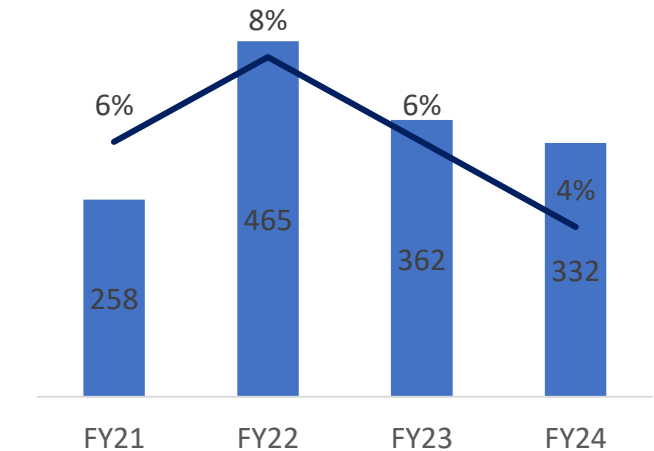
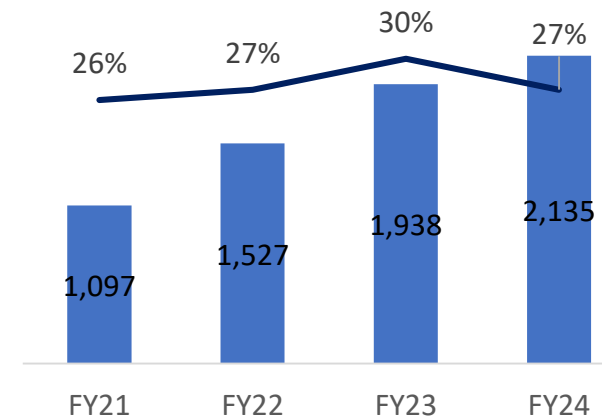
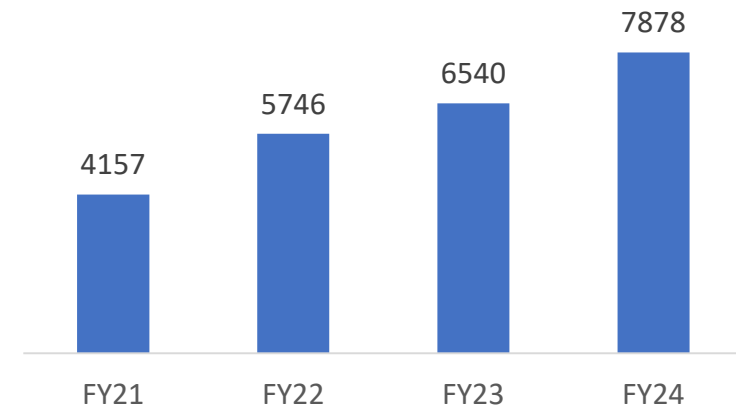
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



Consolidated



(₹ in Lacs unless otherwise specified)

# Standalone Annual Income Statement

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



# Consolidated Income Statement

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



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Empowering Transformation

## Industry Overview

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

## Key Numbers & Insights

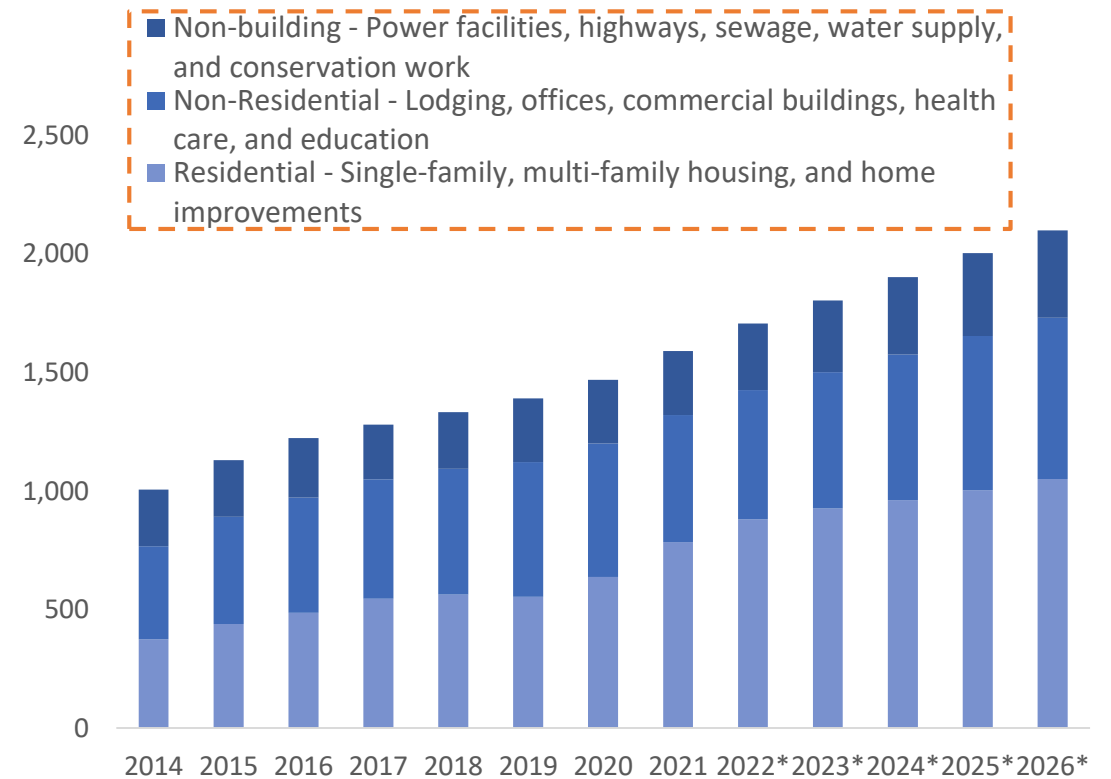
### GLOBAL

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

### UNITED STATES

- New construction in Year 2021 is \$1.6 trillion (7% of US GDP) and is expected to grow at ~ 6% YoY till 2026<sup>2</sup>
- Three major segments in the construction industry – Non-Building (17% share), Non-Residential (34% share), and Residential (49% share) <sup>2</sup>
- Residential and Non-Building segments growing at 7% YoY in the next 5 years. <sup>2</sup>
- 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% <sup>2</sup>
- The average gross profit margin in the construction industry was around 28% Q3 of 2022 and typical net profit margins are around 4-6%<sup>3</sup>
- The number of workers in the construction market is ~ 8.0 million (Year 2023) <sup>4</sup>

## New construction put in place in the United States from 2014 to 2021, with forecast until 2026<sup>2</sup> (Values in US\$ Millions)



<sup>1</sup>Global 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

<sup>2</sup>US Census Bureau Data

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

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

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

### Key Numbers & Insights

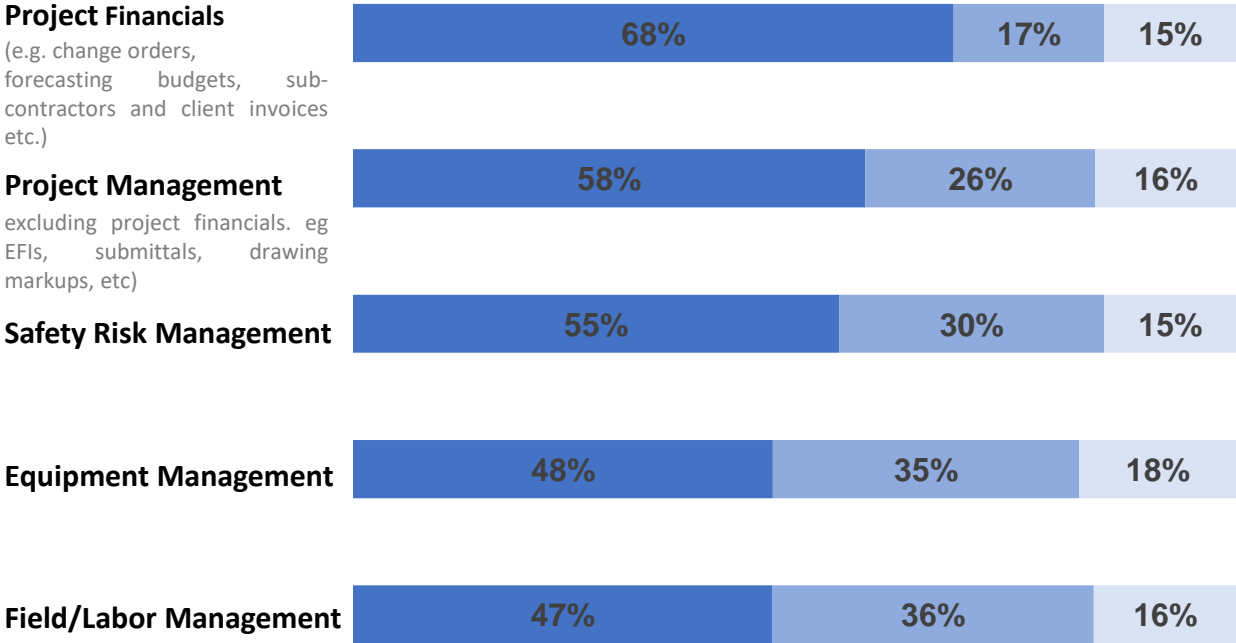
- Gaps in adoption of digital solutions for several aspects within construction management
- According to its 2022 10-k filings<sup>1</sup>, Procore believes that the construction management software market is evolving rapidly, but it is still in its early stages.
- Many construction companies still rely on manual paper-based methods instead of using technology

### Low Digital Capabilities<sup>2</sup>

US Civil Contractors  
Distribution Across  
the Capabilities  
Spectrum



### Formal Software in Place for the following<sup>3</sup>



■ Yes   ■ No   ■ I Don't Know/Unsure

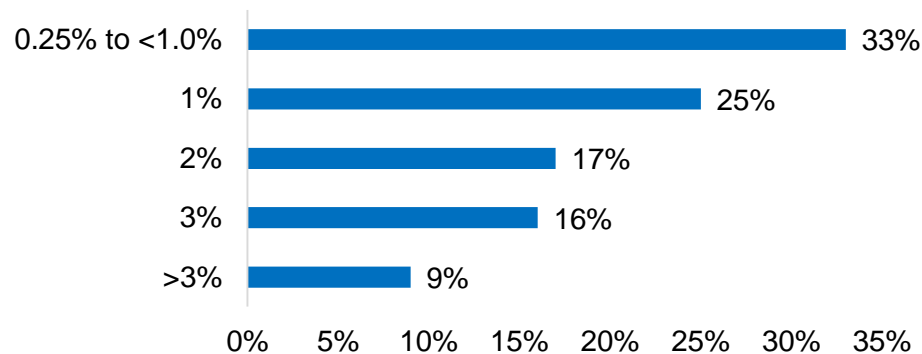
<sup>1</sup>Procore Form 10-k US SEC December 31, 2022  
<sup>2</sup>SmartMarket Brief: Digital Capabilities in US Civil Construction, Dodge Data & Analytics and Bentley Systems, Year 2020  
<sup>3</sup>2020 FMI Industry Report

# 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 industries<sup>1</sup>
  - According to JB Knowledge, the IT spend in over 90% of the construction companies in the United States varied between 0.25% to 3%<sup>2</sup>
  - According to McKinsey, an estimated \$50 billion was invested in AEC tech between 2020 to 2022, 85 percent higher than the previous three years<sup>3</sup>
- According to Gartner, approximately 20%<sup>4</sup> 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)<sup>4</sup>

	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
<b>Total</b>	<b>4,723,215</b>	<b>4.3</b>	<b>5,139,886</b>	<b>8.8</b>

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%

<sup>1</sup>Gartner top strategic technology trends for 2022', Gartner, October 2021

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

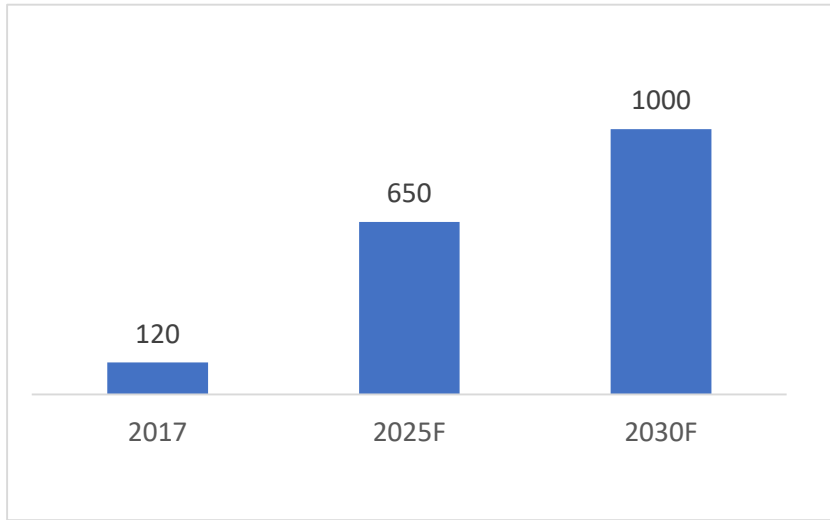
<sup>3</sup>From start-up to scale-up: Accelerating growth in construction technology, McKinsey & Company May 2023

<sup>4</sup><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

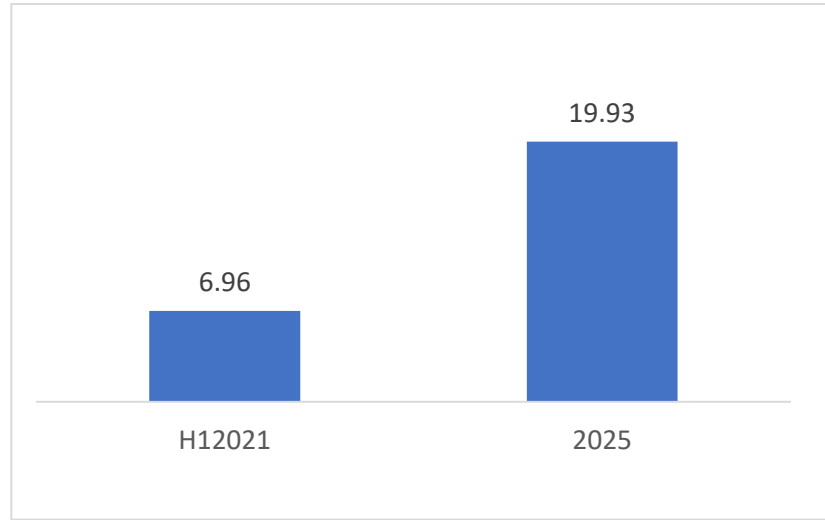
The construction industry in India is one of the fastest growing in the world and is positioned with China, USA, UK, and Indonesia in the top five global construction markets.

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.

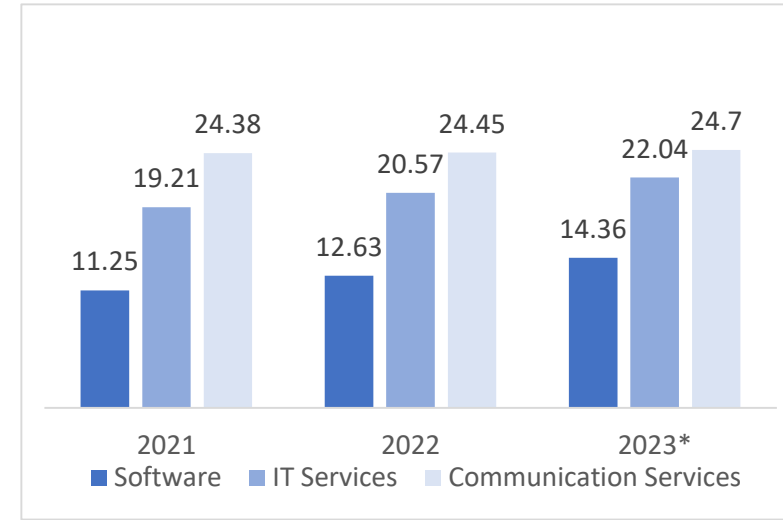
Market size of Indian IT industry (US\$ billion)



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.

(\*forecasted values)

IT Spends in India (US\$ billion)



Source: [www.grantthornton.in](http://www.grantthornton.in), [www.ibef.org](http://www.ibef.org), [www.statista.com/](http://www.statista.com/)

# THANK YOU

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