

To,
National Stock Exchange of India Limited
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400 051

12th March, 2019

Scrip Code: SOFTTECH

Subject: Investor Presentation

Dear Sir/ Madam,

Please find enclosed the Investor Presentation titled “SoftTech Engineers Limited Investor Presentation March 2019”

This is for your information and records.

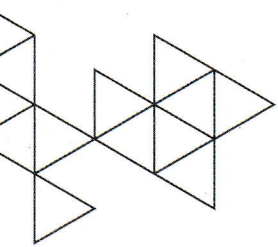
Thanking you.

Yours Sincerely,

For SoftTech Engineers Limited




Aishwarya Patwardhan
Company Secretary



SoftTech Engineers Limited

(formerly known as SoftTech Engineers Pvt. Ltd.)

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SoftTech Engineers Limited

Investor Presentation
March 2019



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Company Overview



About Us ...

Leading innovative software solution providers empowering business transformation through software products in architecture, engineering and construction (AEC) domain.

03 500+ Customers Served

- Clients across Government bodies, smart cities and enterprises in construction and infrastructure industry

02 Niche Product Offerings

- Pioneer products enabling digital transformation such as AutoDCR®, OPTICON™, PWIMSTM™, etc.

01 Market Leader

- Pioneer and Market Leader (~80% Market Share) in Building Permit Automation System, through flagship Product AutoDCR®

04 450+ Team Members

- Highly qualified team of motivated technocrats led by visionary and highly experienced management team

05 20,000+ Software Users

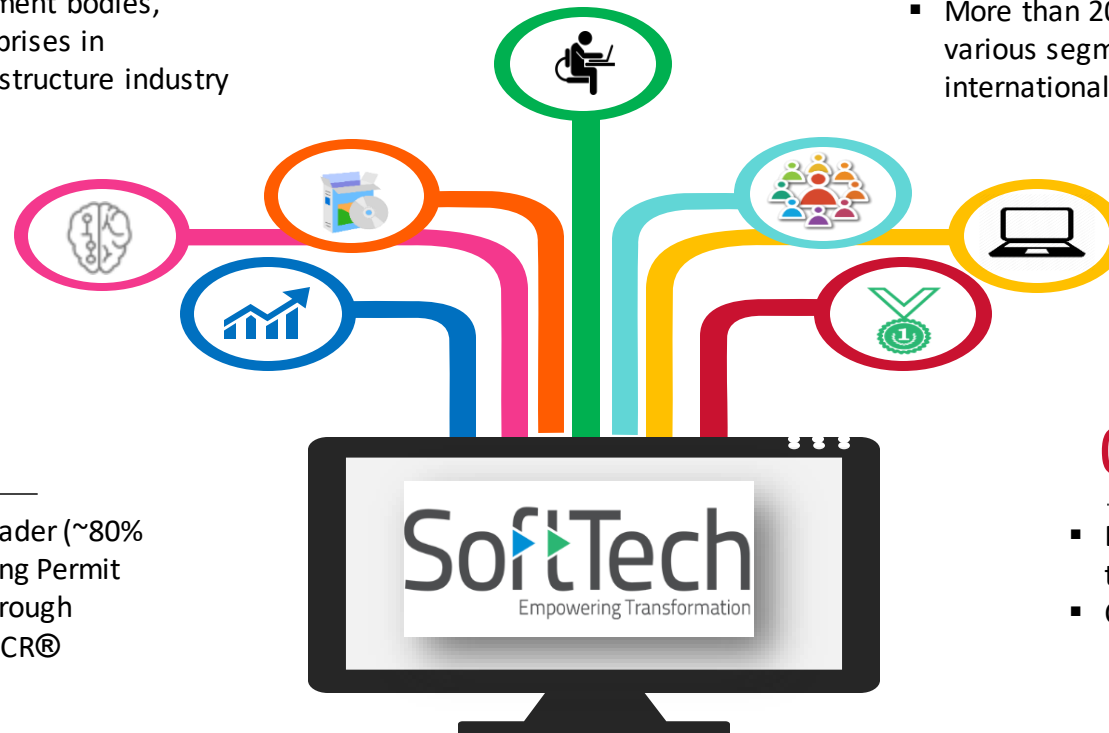
- More than 20,000 users across various segments in domestic and international market

06 Latest Technology & Innovation

- Offers 2D & 3D based intelligent and machine learning driven technology
- Innovating Cloud technology enabled products

07 Strong Track Record

- Delivered to over 500 clients for over two decades to meet industry standards
- Consistent High Growth in last 5 years



Journey So Far

Innovations & Success Stories

- Incorporated wholly owned Subsidiary in USA and Finland
- Listing on NSE SME Emerge Exchange in May 2018
- BIMDCR & RuleBuddy Conceptualized
- Large State level orders
- 450+ Team Size

2016-18

Funding & IP monetized

- Funding from Technology Dev Board, GOI
- OPTICON™ Galaxy Released
- STRUDS & ESRGSR acquired by CSC UK Ltd.

2010-11

2012-15

Key Partnerships

- Technology Partnership with Microsoft, AutoDesk
- Growth funding from RVCF
- 250+ Team size

eGov Products Launched

- AutoDCR® & PWIMS™ launched
- 4,000+ STRUDS users
- OPTICON™ launched in MENA region
- 150+ Team Size

2004-09

1996-97

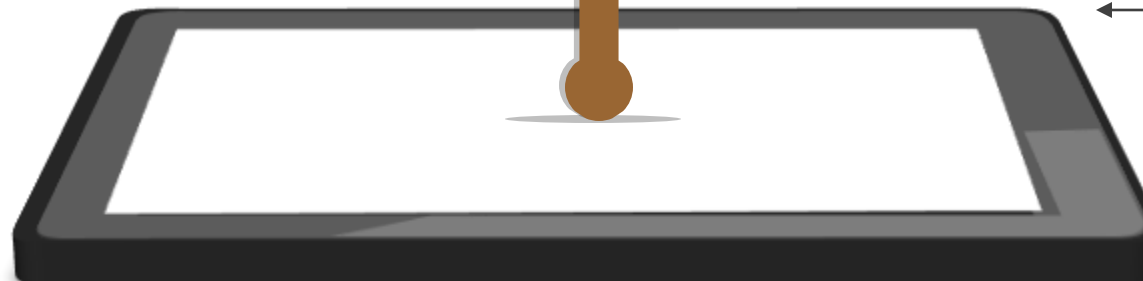
SoftTech Incorporated

- STRUDS Released
- ACCE Award for 'Best Software Package in Civil Engineering'

VC Funding & QMS Certification

- Received Venture Capital funding from SVCL (NFSIT)
- ISO Certification

2000-03



Professional Management...



Vijay Gupta
Chairman & CEO

- M. Tech. (IIT, Mumbai)
- 28+ years experience, Founder of SoftTech
- First generation entrepreneur



Priti Gupta
Whole Time Director

- B. Sc., Post Graduate in Computing programming System Analysis and Application, M.B.A.
- 25+ years experience
- HR and Quality Processes Expert



Mr. Pinak Bhattacharjee
Chief Revenue Officer

- MBA/PGDBM (Marketing), B.Tech,
- 16+ years experience,
- Heading Sales & Marketing Team



Arun Biswas
VP- Global Delivery

- AMIE Mechanical
- 25+ years experience
- Heading Delivery ,Quality and Knowledge Management Team



Deepak Warad
VP- Business Development

- B.E., Diploma in Management
- 25+ years experience
- Heading the Business Development Team



Surajit Bhattacharjee
VP- Sales

- B.E, Sr. Management Programme (IIM, Kolkata)
- 25+ years experience
- Heading Sales Team

Professional Management...



Vijay Jain
VP- Business
Development

- Diploma in System Design & Analysis
- 25+ years experience
- Heading the Business Development Team



Neetesh Singhal
AVP- Technology

- B.E. (Electronics), MS (Software Systems)
- 19+ years experience
- Heading the Product Technology Team



Sheetal Jagtap
AVP- AutoDCR

- B. Arch., M.Tech., EPBM, "Certificated Scrum Master", "Certified Software Engineering Professional", EPAF (IIM, Kolkata)
- 18+ years experience
- Heading the AutoDCR product team



Premnath Basava
AVP- OPTICON

- BE (Production), MMS
- 25+ years experience
- Heading Opticon Product Team



Amit Katariya
Chief Financial Officer

- B.Com, Chartered Accountant
- 15+ years experience
- Heading Accounts and Finance Department



Madhu Kelkar
GM (BIM Division)

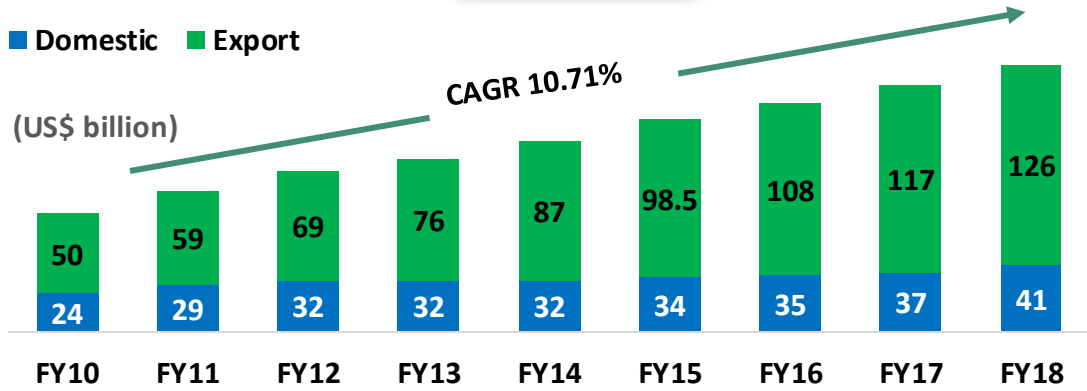
- BE (Civil), "Certificated Scrum Master", ITIL v3 Foundation certified, Certification in Laws of Patents & other IP
- 20+ years experience
- Heading BIMDCR Product Team

Industry Overview

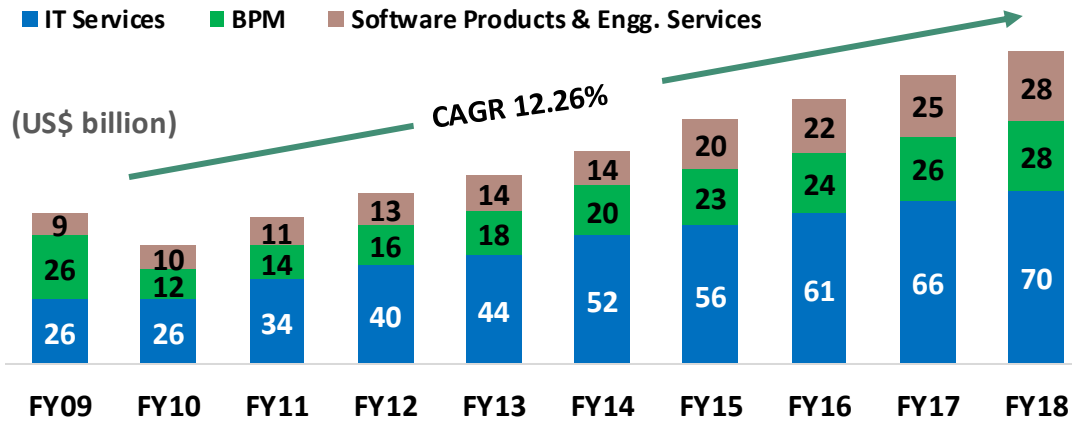


Indian IT Industry Overview

Market Size



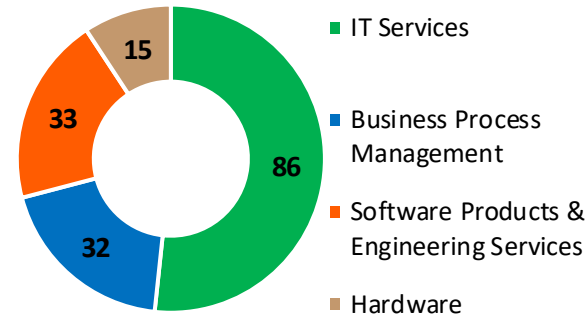
Key Trends



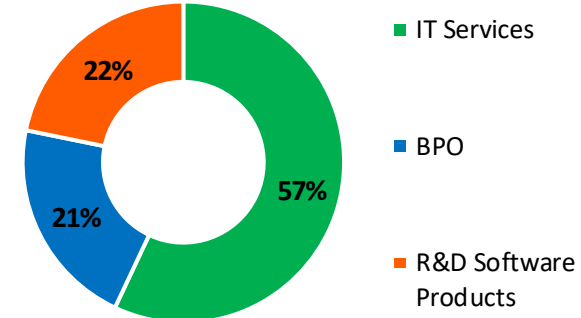
Source: IBEF

Sector Composition

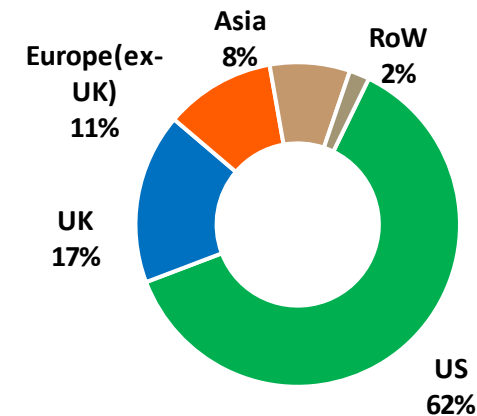
Sector Wise Breakup of Indian IT market (US\$ bn) FY18



Sector Wise Breakup Of Export Revenue FY18



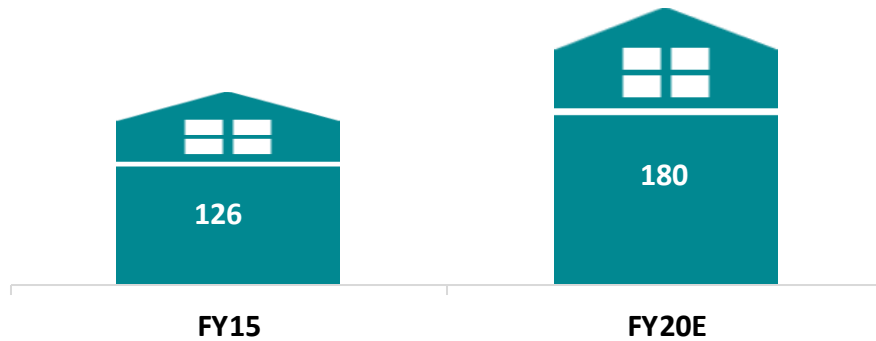
Geographic Breakup Of Export Revenue In 2017-18



Real Estate Sector in India – Significant Growth Potential

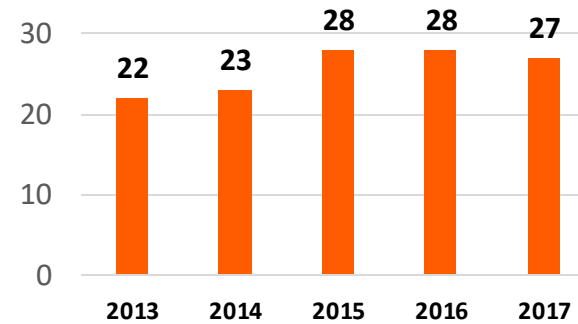
Market Size

Market size Of Real Estate In India (US\$ bn)

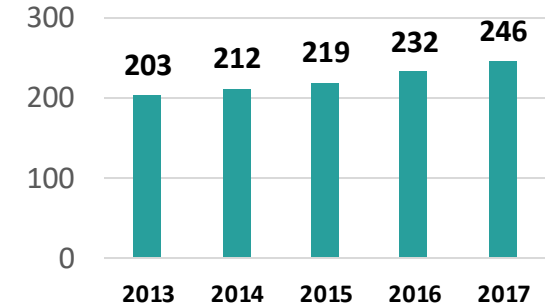


Key Trends

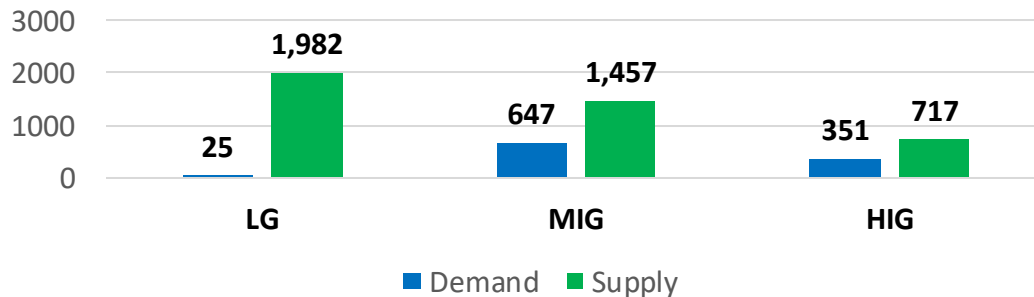
Demand For Commercial Space In Top 8 cities (mn sq ft)



Number Of New Malls In India

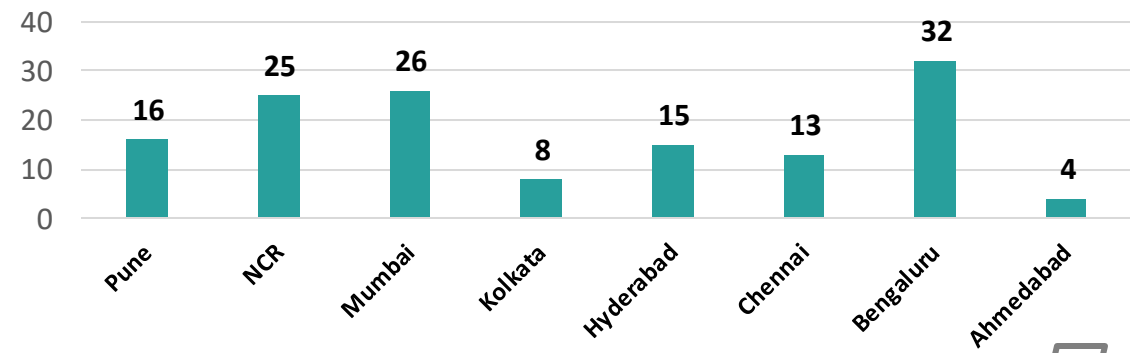


Cumulative Housing Demand-Supply In Top 8 Cities ('000 units) 2016-20E



Sector Composition

City-Wise Commercial Space Demand (mn sq ft) 2013-18



Market Opportunity - Supported by Strong Govt. Initiatives

Smart Cities

- 100+ smart cities
- Potential Market Size (AutoDCR® & PWIMS™) :
Rs. 500 Cr



AMRUT* Cities

- 500+ AMRUT cities
- Potential Market Size (AutoDCR® & PWIMS™):
Rs. 1,000 Cr



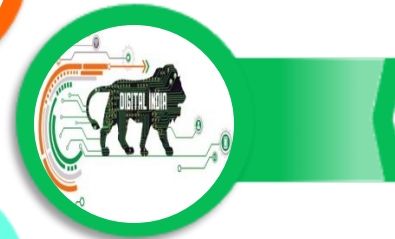
Ease of doing business

- 4,000+ ULBs & Corporations.
- 1,200 will adopt BPAS in 3 years
- Market: **Rs. 600 Cr**



RERA

- 20% of 14,000 real estate market under process of adopting ERP
- Potential Market Size (OPTICON™):
Rs. 560 Cr



Digital India

- 30% of 500+ public works organizations in 3 years
- Potential Market Size (PWIMS™) :
Rs. 750 Cr



#PMAY

- 2800 cities selected
- 20% projects will adopt ERP for execution
- Potential Market Size (OPTICON™):
Rs. 112 Cr

Notes:

#PMAY refers to Pradhan Mantri Awas Yojana

*AMRUT refers to Atal Mission for Rejuvenation & Urban Transformation

Business Overview

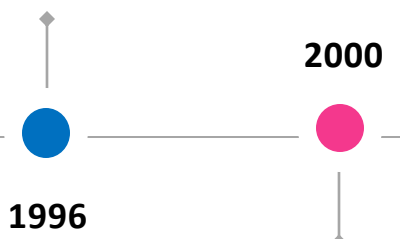


Product Evolution

Products Monetized and IP sold

STRUDS

- Structural Analysis, Design & Detailing Software
- 4000+ Users



ESRGSR

- Structural Analysis, Design and Detailing for Water Tanks
- 100+ Customers

Sold to CSC, UK

Current Products

AutoDCR®

- Automation of Building Permits (CAD based)
- Corporations / Local Bodies- 340+ live, 290+ in progress



Licensing And Transaction basis

OPTICON™

- ERP for Construction & Infrastructure companies
- 60+ Private Enterprises

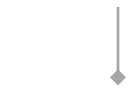


Licensing And SaaS

2008

PWIMS™

- Public Works Information Management System
- 10+ Government Organizations



Licensing And Transaction basis

2018

BIMDCR™

- 3D BIM model based Automation of Building Permits

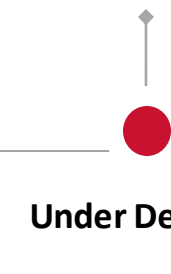


Licensing And Transaction basis

Upcoming Products

RuleBuddy

- Building Projects Feasibility & Technical Analysis



Under Development

SaaS

Upcoming

IBPS

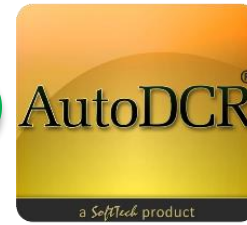
- Next generation innovative, intelligent and collaborative platform for Smart Cities



SaaS



Current Products - AutoDCR®



- ✓ Unique and innovative Smart City Solution for building plan, scrutiny and approval system
- ✓ Solution for automation of building and layout plan approval- reads 2D CAD drawings and maps them to development control regulations of urban local bodies (ULBs)
- ✓ Approving authorities integrated with online approval workflow to monitor approval process with associated document scrutiny



Key Users

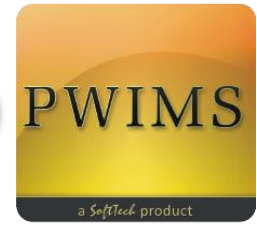
- Municipal Councils & Corporations
- Urban Development Authorities
- Industrial Development Authorities
- Architects, Town Planners & Consultants
- Smart Cities

Clients

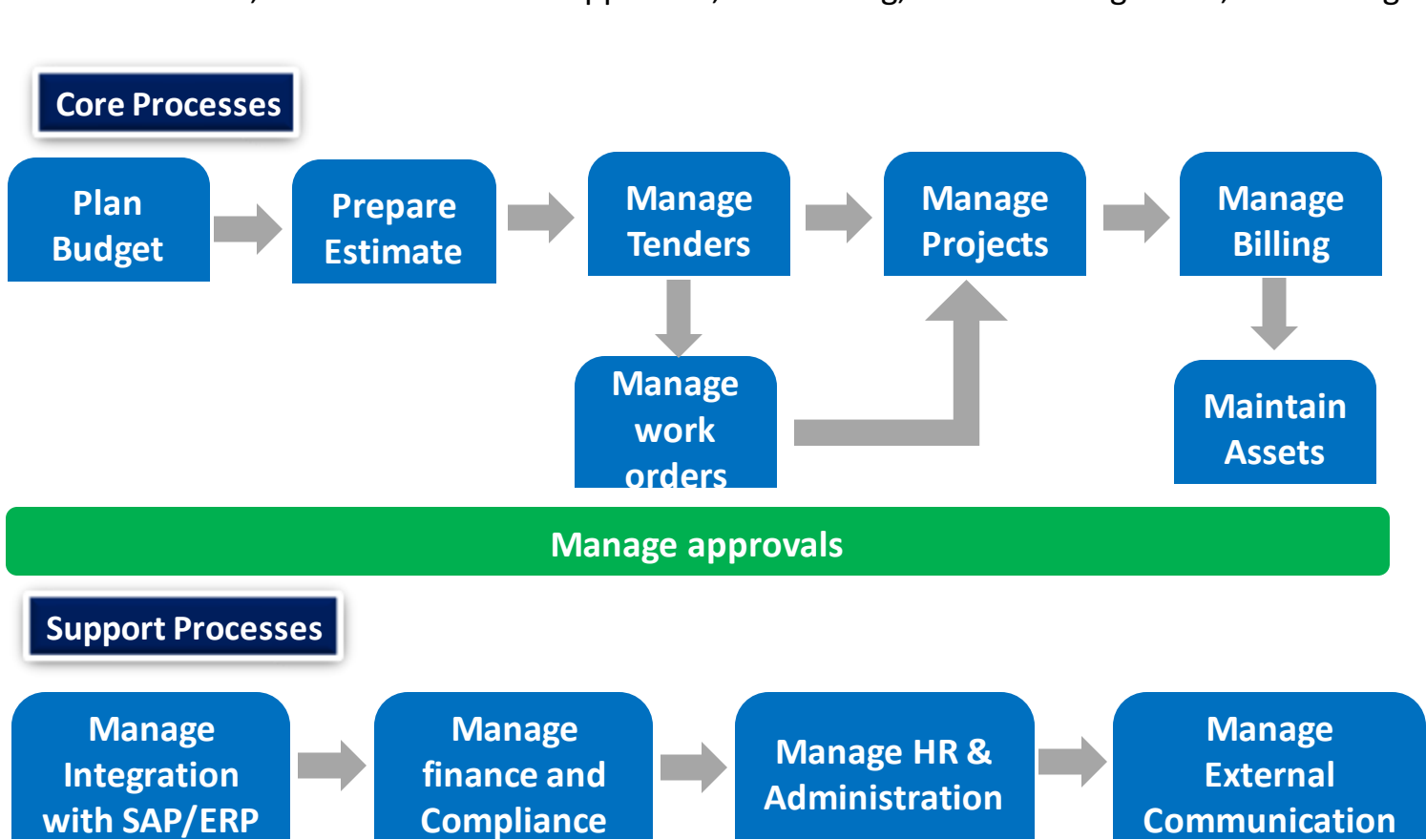
- 500+ local government Bodies in India, with over 150 in process



Current Products - PWIMS™



- ✓ Enabling smarter management of processes for public works organization
- ✓ Web-based commercial-off-the shelf (COTS) application for managing all core functional process across project lifecycle including budgets, estimations, financial & technical approvals, e-tendering, contact management, monitoring and billing



Key Users

- State and Country- level public works departments
- Housing development boards
- Municipal Corporations
- Infrastructure development corporations
- Urban development authorities
- Irrigation departments
- Border road organizations

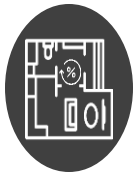
Clients



Current Products – OPTICON™



- ✓ Enterprise resource planning (ERP) software, combining advanced enterprise technologies with nearly 20 years of construction industry domain experience into integrated system



Evaluate detailed **cost estimate** for projects



Bid efficiently



Manage schedules and eliminate cost and schedule overruns



Overview of all data in one **Dashboard**



Digitize all functions involved in building construction lifecycle

Clients



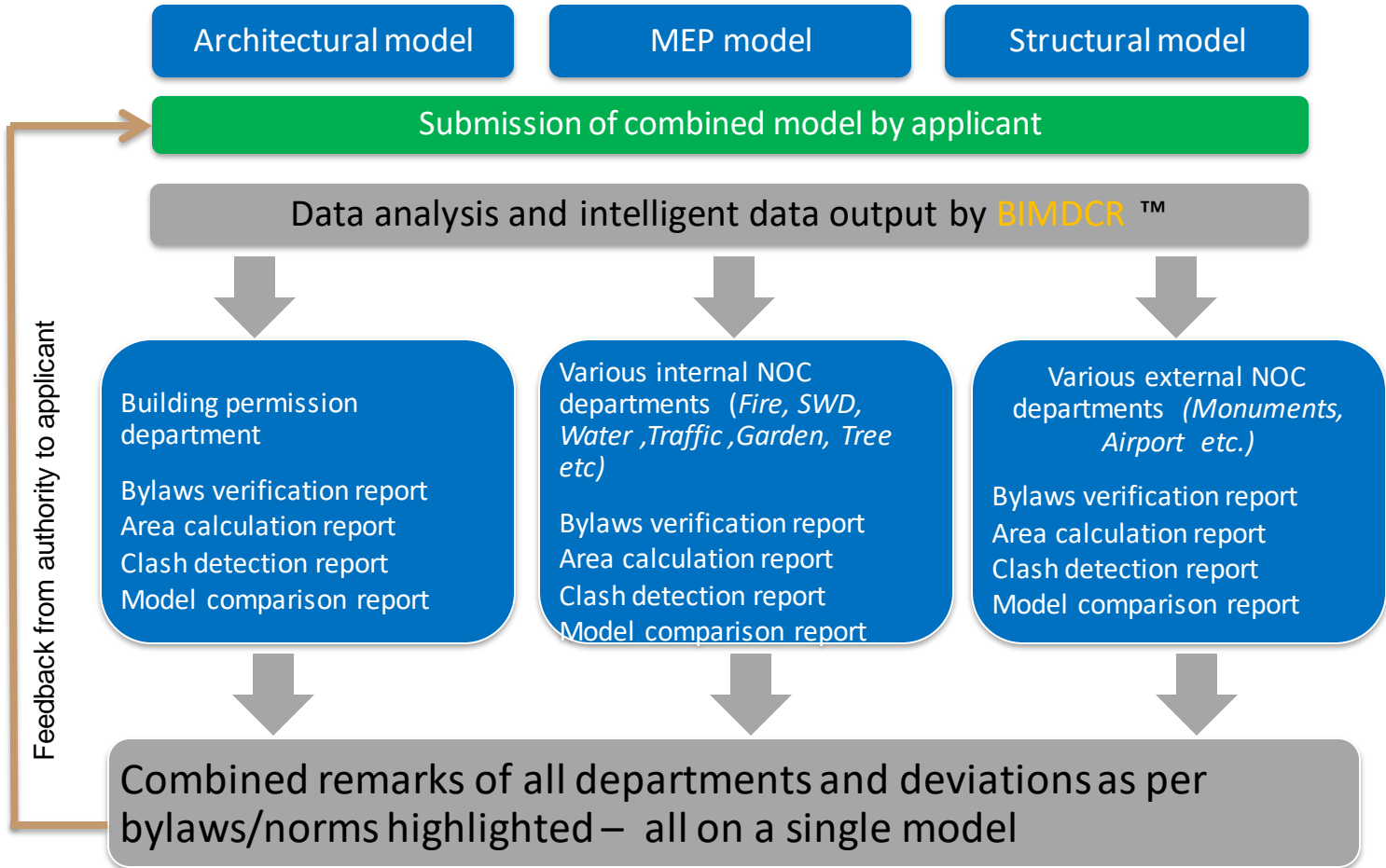
Key Users

- Builders and Real Estate Companies
- Turn Key contractors/general contractors
- Infrastructure Companies
- Building contractors

Current Products - BIMDCR™



- ✓ Innovative 3D building model based online SINGLE WINDOW system
- ✓ BIM based integrated building approval system - enables automatic scrutiny of building proposal by reading building models submitted by applicant/architect



Key Users

- Smart cities
- Municipal development authorities, Fire authorities
- Urban development authorities
- Industrial development authorities
- Architects, tower planner & consultants
- MEP & utility consultants

Clients



Upcoming product - Rule Buddy

rb RuleBuddy

- ✓ E-commerce portal providing access to customers to realize their building projects



Enables **Assessing & Analyzing** commercial and legal feasibility of any building project



Validates DC rules, fees, NOCs, mandatory documents requirements in 300+ULBs* in India



User gets to know **whether project will pass** through authority based on selected project parameters

Key Users

- Project owners
- Project developers
- Construction enterprises
- Architects
- Engineers
- Contractors
- Town planners
- Financial institutions

Significant Market Potential For Growth

AutoDCR®

PWIMS™

OPTICON™

India

- Total market size of 3700+ ULB's out of which 80% is still untapped
- SoftTech empanelled by Govt of India as consultant for smart city projects
- Strong demand in e-governance project & Construction

- GOI committed to e-governance projects
- Successful implementations in 7 state-wide organizations has given Company credibility and recognition
- Market size: 200+ state level organisations

- Construction enterprises becoming tech savvy & looking for ERP solutions
- Steady and robust growth is expected in next 3 years
- Market size: 13,000+ construction companies

International

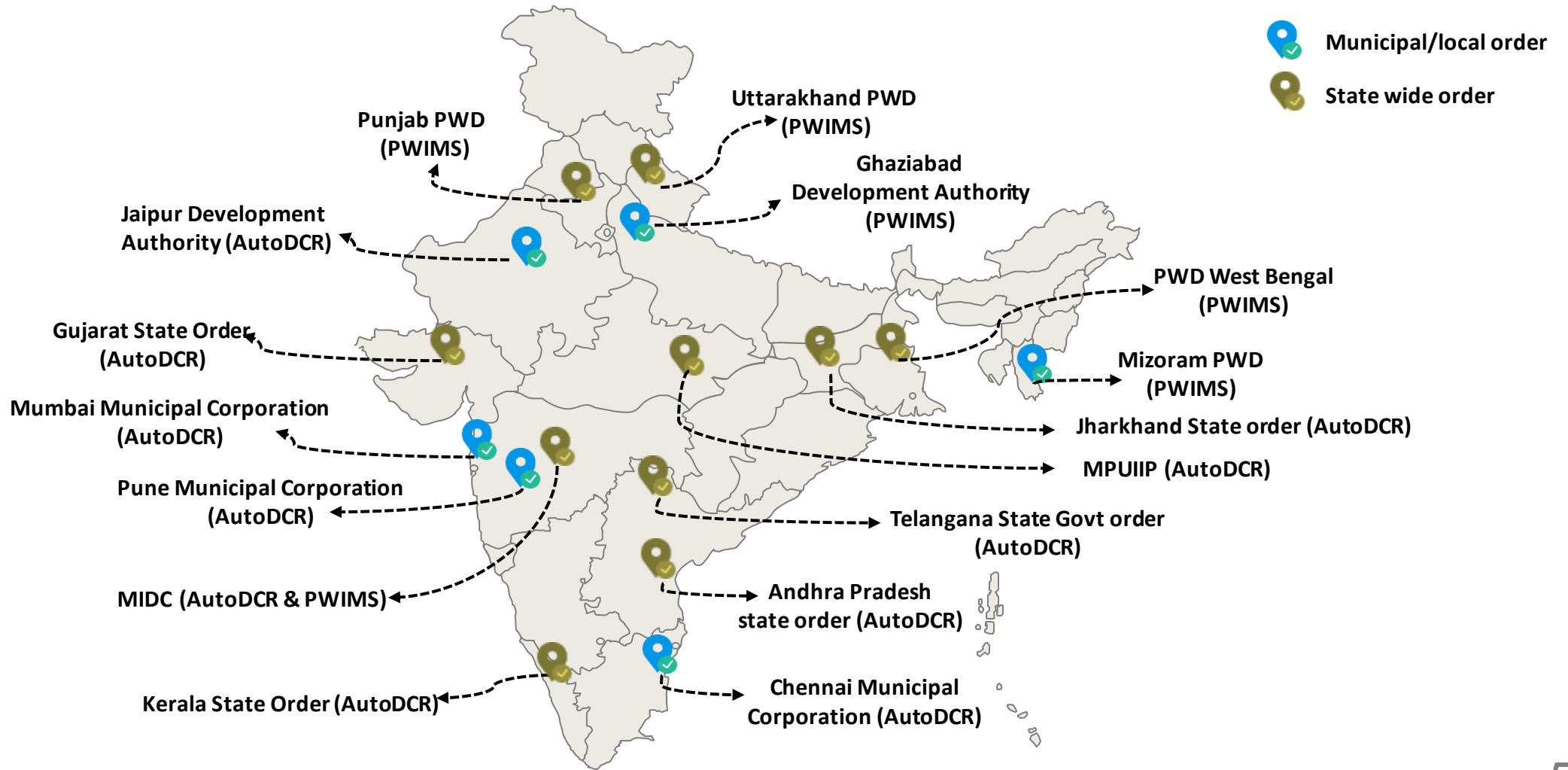
- Incorporated subsidiary in USA & Finland region
- Customization in AutoDCR® needed for US Govt approval - for which step down Subsidiary has been created

- Africa, Australia, South-Asia and USA represents new markets for PWIMS™
- Commonwealth countries follows similar process of PWD manual

- Huge market in MENA region
- Construction activity is expected to grow across emerging markets
- Products have advantage of price & features in global market

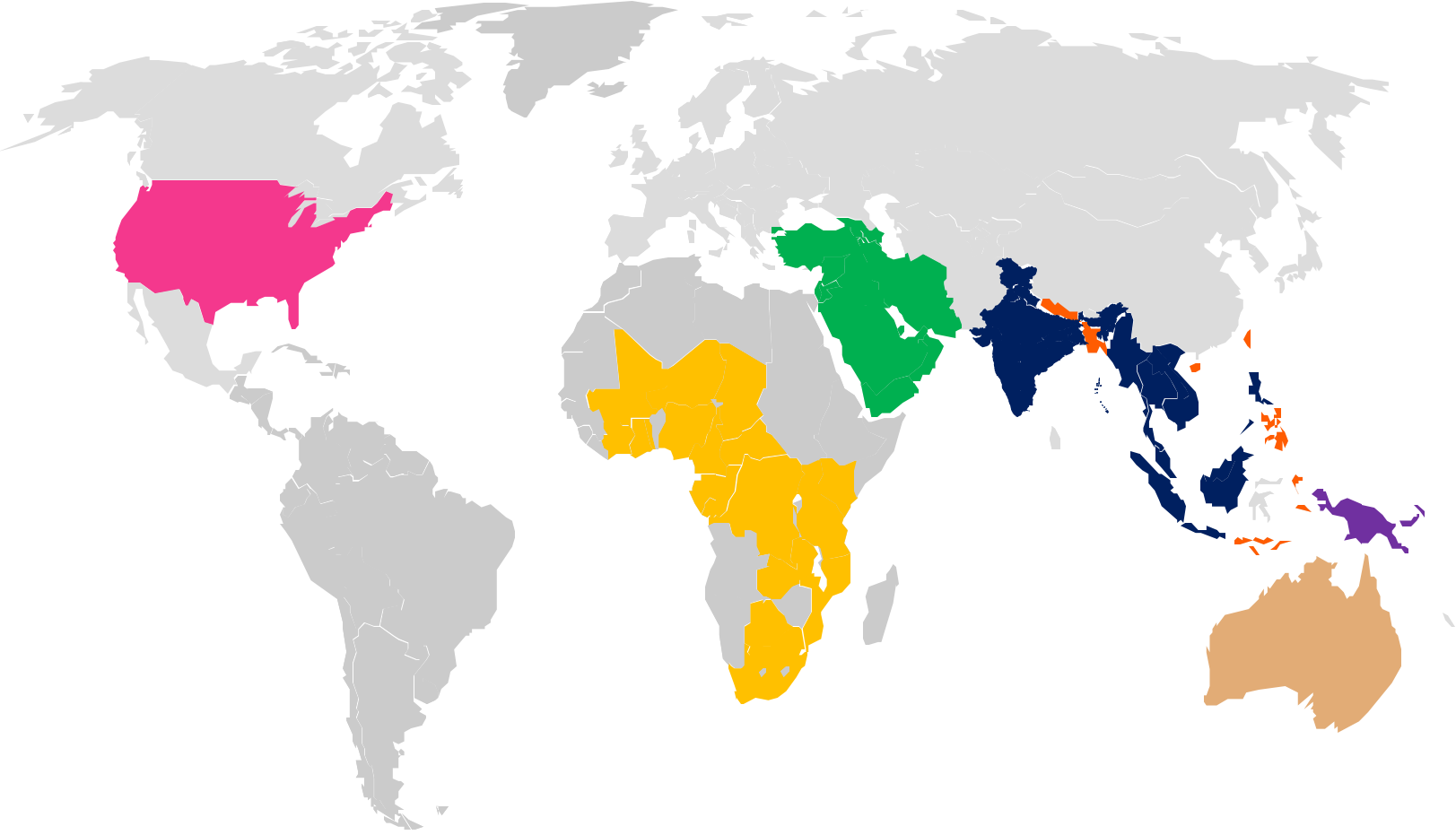
Pan-India Presence

10+ customers in International market (UAE, Oman, Nigeria) for OPTICON product



STRUDS product -adopted successfully at Malaysia, UAE, Kenya, Nigeria, Uganda

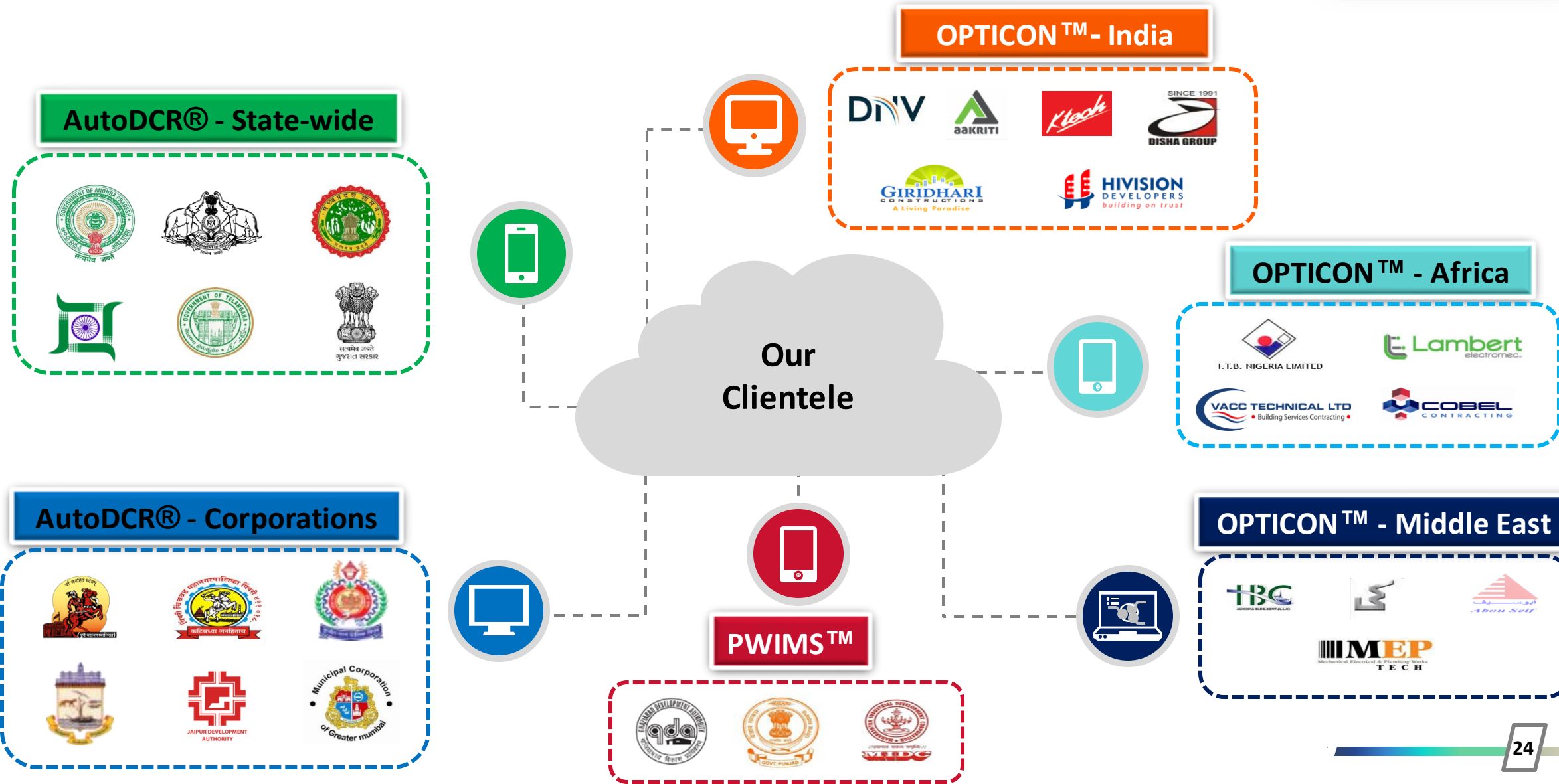
Expanding Global Footprint



Expanding Global Footprint	
Middle East (UAE, Saudi Arabia, Oman, Kuwait, Bahrain etc)	FY 19, 20
Africa (Nigeria, etc)	FY 19, 20
South Asia (Singapore, Indonesia, Malaysia, Philippines)	FY 19, 20
North America	FY 19, 20
Australia	FY 20, 21
Europe (Finland)	FY 19, 20

Tapping potential international markets with clear action plans

Long Standing Relationships Marquee Clients



Business Strategy

Leverage Partnerships

- Channel partners, local established players, leverage sales network of technology partner



Product Strategy

- Diverse offerings and market segmentation



Business Model

Brand Marketing

- Event participation, industry leadership programs and industry associations



Scalable Revenue Model

- Scalable and sustainable revenue generation using multiple revenue models



Holistic approach with focus on key growth drivers

Key Strengths

Successful Track Record

- Largest market share in India (80%) for building plan approval management system
- Tried and tested technological products
- Customers spread across India
- Pre-approved government vendor

Proven Unique Technology

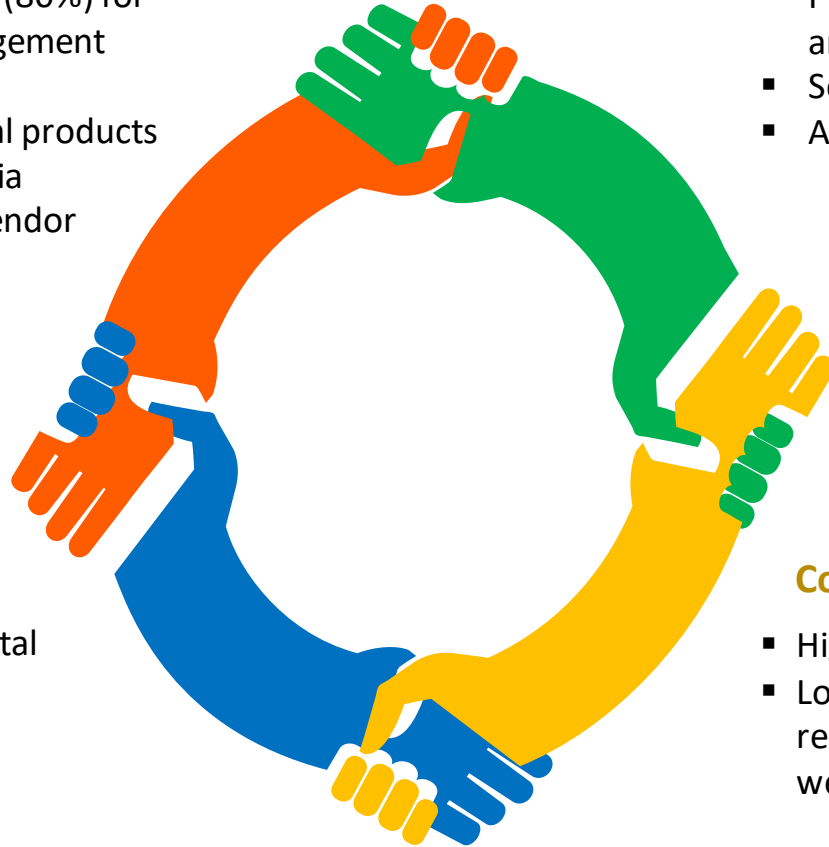
- Product designed to meet needs of e-governance and construction sectors
- Scalable & flexible products
- Alliances with many technology leaders

Favorable Market Conditions

- Govt. initiatives for EODB, digital India and smart cities
- Growing construction & infrastructure industry
- High adoption of internet, mobile & cloud technology

Commercial Viability

- Higher ROI – profitable since inception
- Lower product development cost due to readily available expertise for CAD, BIM and web technologies



Technology – One Of Our Biggest Core Strengths

Innovative Products in Pipeline

- BIMDCR, Rule Buddy, IBPS

Database Engineering & Analytics

- Strong skills in defining schemas of transactional data, ETL services and analytical models
- Expert team in managing SQL Server, Oracle and MongoDB

Web & Mobile Development

- Strong Skill set in various Microsoft framework technologies
- Team proficiency in ASP. Net, C#, MVC, Bootstrap, jQuery, jSON, Ajax and various java script frameworks

Technology Tie-up

- Microsoft Gold Partner, AutoDesk

CAD Expertise

- CAD drawing entity reading, mathematical modeling, numerical methods and data processing
- Strong skillset in reading AutoCAD, ZwcAD and open CAD platform APIs

3D/ BIM Expertise

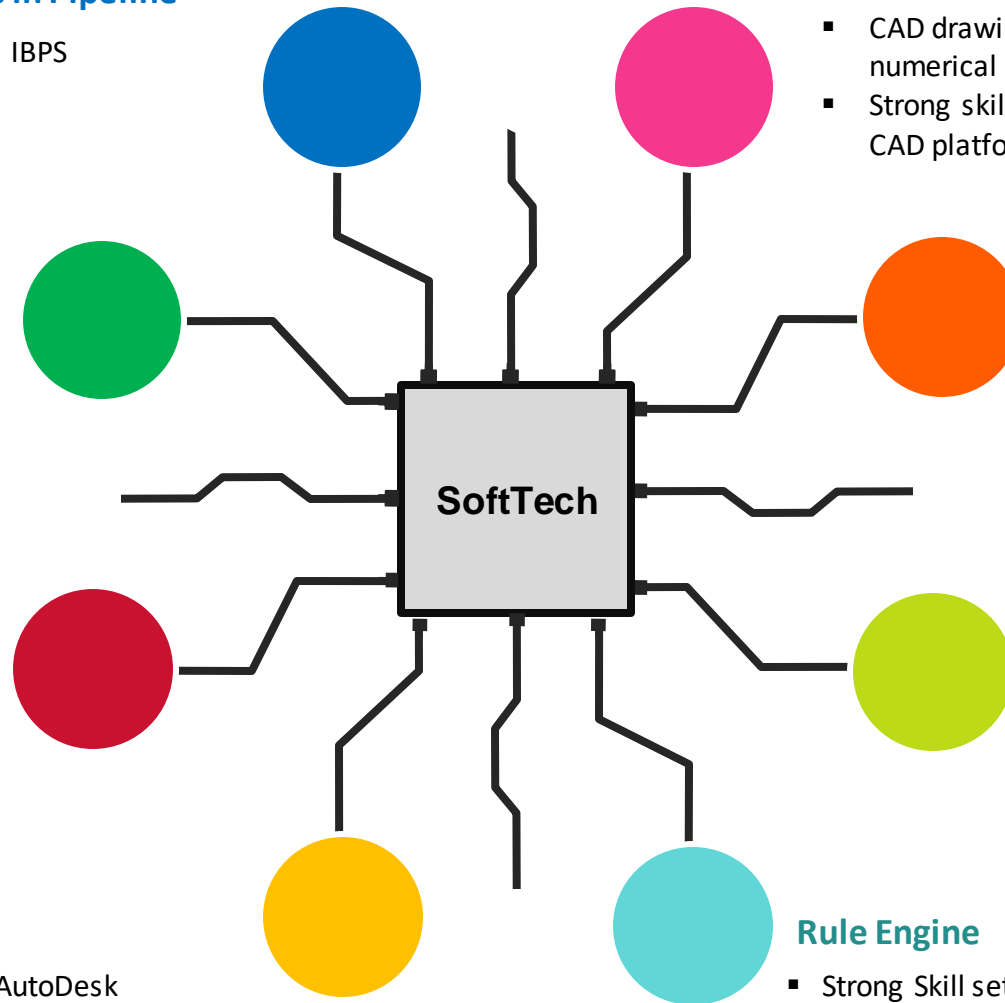
- Skill set for model reading and data processing
- Team proficiency in understanding of revit APIs and open source modelling APIs

Quality & testing

- Team with strong domain and knowledge of business functions
- Proficiency in manual and automations testing
- Awareness on tools like Vega (for security testing) & Selenium (for automation testing)

Rule Engine

- Strong Skill set of C++/ Visual C++ & XML



Awards and Recognitions



“National Award for Innovative use of technology in e-Governance 2014” for ABPAS implemented by SoftTech at MPUIIP



AUTODCR Conferred with ‘Manthan South Asia Award 2010 For e-Governance



AIMA Award for “Creativity & Innovation in Micro, Small & Medium Enterprises – 2016”



SME Achievers Award for Year 2015-16 by SME 100 FORUM, Supported by Ministry of MSME, Govt. of India



Adjudged among “Top 50 Emerging Software Product Companies in India” By NASSCOM in 2014

Half Yearly – Financial Highlights

Rs. Cr	H1 FY19	H1 FY18	Y-o-Y (%)	H2 FY18
Revenue from Operations	29.60	20.63	43.47%	30.91
Raw material	1.88	1.76		2.65
Employee expenses	4.94	4.21		4.16
Professional fees for technical consultants	10.72	5.92		11.02
Other expenses	4.82	2.91		3.68
Total expenditure	22.36	14.81		21.50
EBITDA	7.24	5.82	24.40%	9.41
EBITDA Margin (%)	24.46%	28.21%		30.43%
Other income	0.41	0.25		0.21
Deprecation	2.00	1.94		1.84
Interest	0.88	1.19		1.07
Exceptional item	0.00	0.00		0.00
PBT	4.77	2.93	62.94%	6.70
Tax	1.32	0.81		2.02
PAT	3.45	2.12	63.24%	4.68
PAT Margin (%)	11.67%	10.26%		15.13%
Basic EPS (in Rs.)*	3.87	3.00	29.00%	6.63

- Revenue increased mainly due to faster execution of orders and strong order book
- EBITDA margin decline mainly on account of below factors:
 - Overseas expansion
 - Increased marketing activities in domestic market
 - Outsourced professional technical consultancy for certain orders to speed up implementation process
- Prepayment of high interest long- term debt led to increased profit

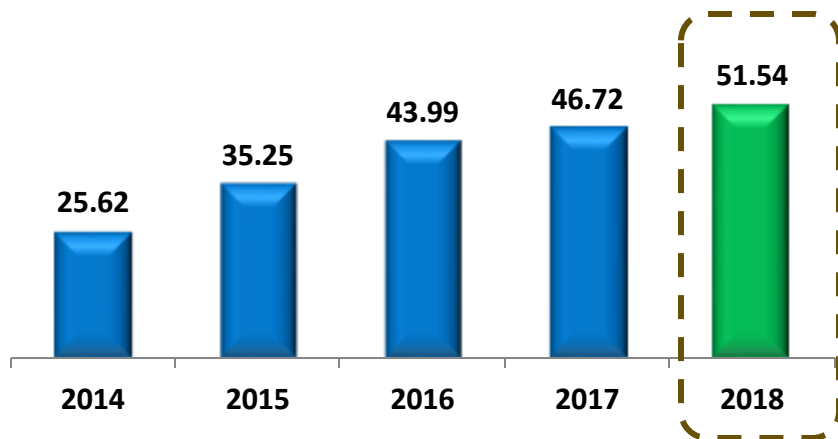
Balance Sheet – As on 30th September 2018

Rs. in Cr	As on 30 th Sept-18	As on 31 st Mar-18
Shareholder's Funds	56.78	37.40
Share capital	9.42	7.05
Reserves & Surplus	47.36	30.35
Non-current liabilities	4.12	5.64
Long-term borrowings	3.49	5.10
Other Long-term liabilities	0.01	0.01
Long-term provisions	0.62	0.53
Current liabilities	15.31	25.43
Short-term borrowings	4.76	4.51
Trade payables	1.48	7.55
Other current liabilities	7.98	13.13
Short-term provisions	1.10	0.24
Total Equity & Liabilities	76.21	68.46

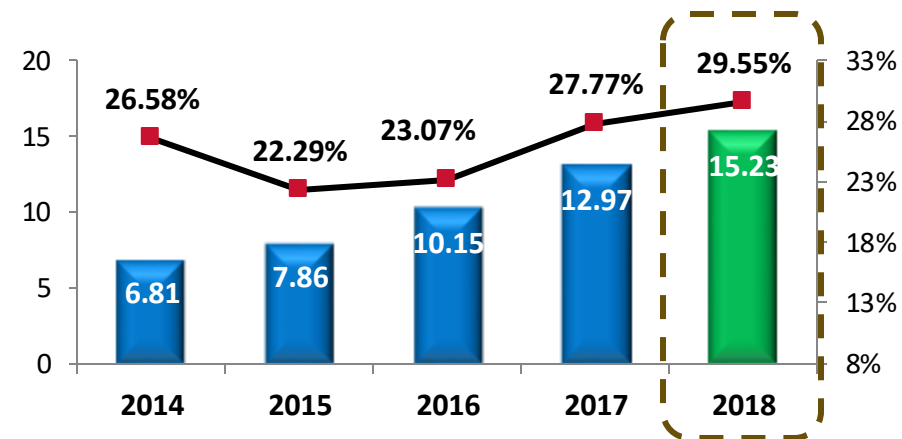
Rs. in Cr	As on 30 th Sept-18	As on 31 st Mar-18
Non-current Assets	21.12	20.28
Property, Plant & Equipment	0.83	1.00
Intangible assets	6.05	7.68
Non-current investments	0.06	0.04
Intangible assets under development	5.76	3.80
Deferred tax assets (Net)	1.00	0.76
Other Non-current assets	6.06	5.71
Long-Term loans & advances	1.35	1.28
Current Assets	55.10	48.19
Current Investments	5.00	0.00
Trade receivables	20.89	21.80
Cash & cash equivalents	0.17	1.27
Short-term loans & advances	1.60	1.58
Other current assets	27.43	23.53
Total Assets	76.21	68.46

Annual Financial Highlights

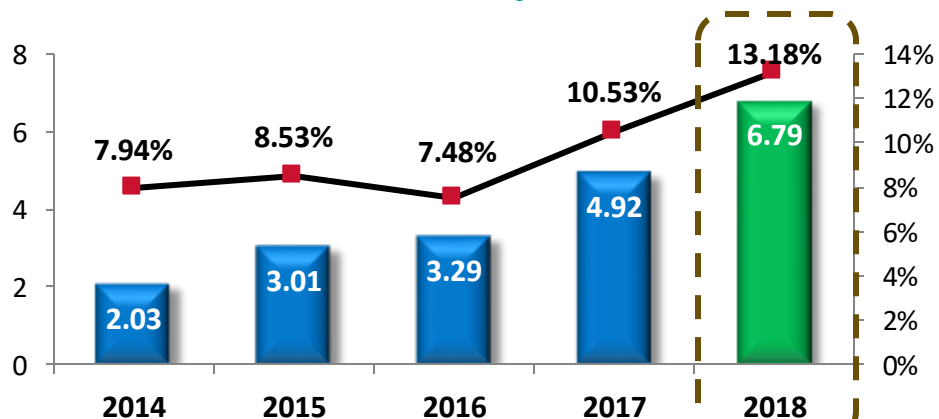
#Revenue (Rs. Cr)



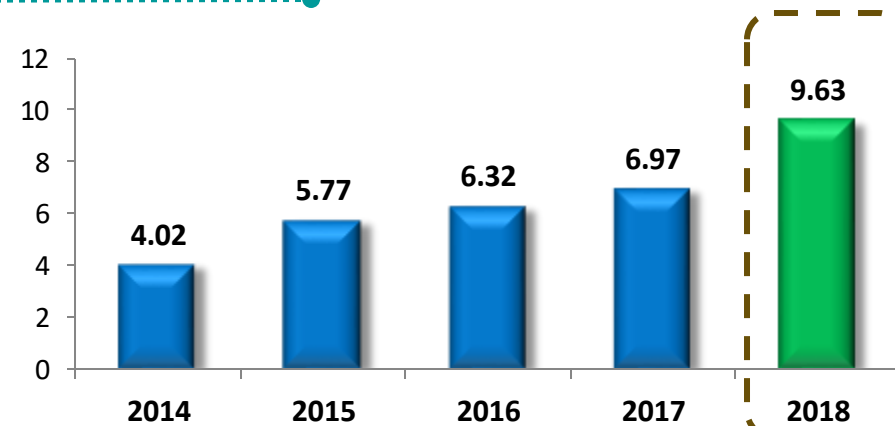
#EBITDA (Rs. Cr) / Margin (%)



Profit after Tax (Rs. Cr)/ Margin (%)



*Earning Per Share (in Rs.)



Revenue & EBITDA excluding other income

* EPS for all years has been adjusted for Bonus issue 1:1 in Feb 2018, as per Ind-AS guidelines

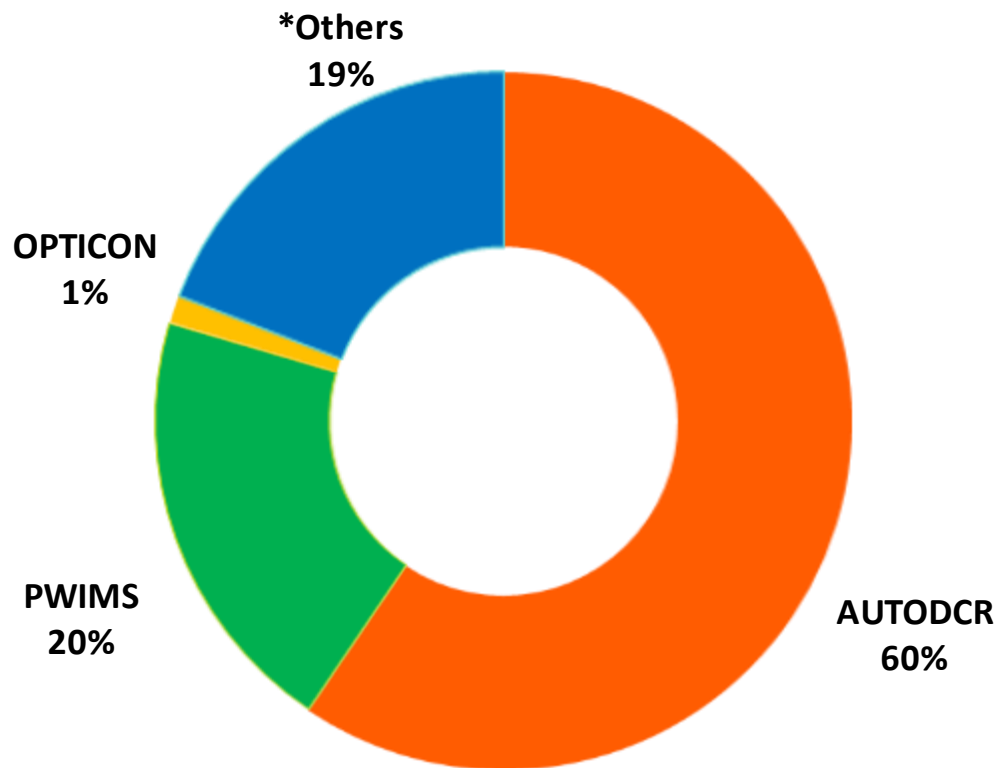
Annual Financial Highlights

Rs. Cr	FY18	FY17	Y-o-Y (%)
Revenue from Operations	51.54	46.72	10.33%
Raw material	4.41	7.14	
Employee expenses	8.37	8.09	
Other expenses	23.54	18.51	
Total Expenditure	36.31	33.74	
EBITDA	15.23	12.97	17.38%
EBITDA Margin (%)	29.55%	27.77%	178 bps
Other income	0.45	0.46	
Depreciation	3.78	3.74	
EBIT	11.90	9.70	22.66%
Interest	2.27	2.37	
Exceptional item	0.00	0.00	
PBT	9.63	7.33	31.37%
Tax	2.84	2.41	
PAT	6.79	4.92	38.15%
PAT Margin	13.18%	10.53%	265 bps
*Basic EPS (in Rs.)	9.63	6.97	38.16%

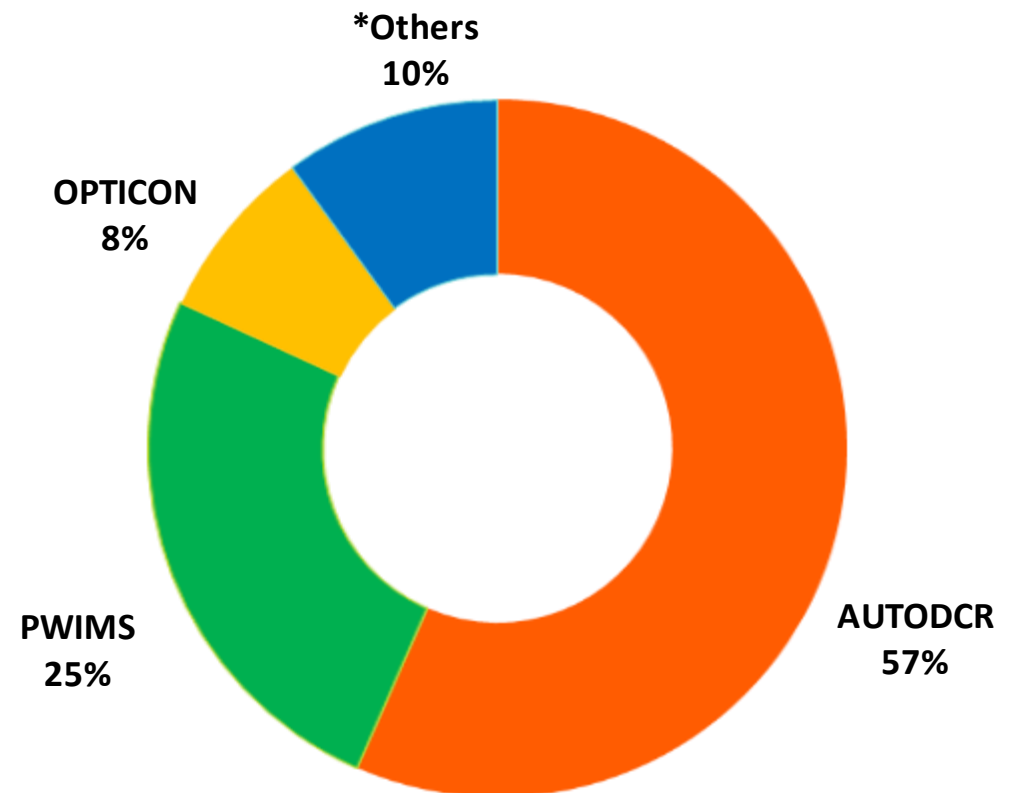
* EPS FY 17 & FY 18 has been adjusted for Bonus issue 1:1 in Feb 2018, as per Ind-AS guidelines

Revenue Contribution – Product Wise (as % of sales)

FY2017



FY2018



* Others includes revenue from products and services other than own products

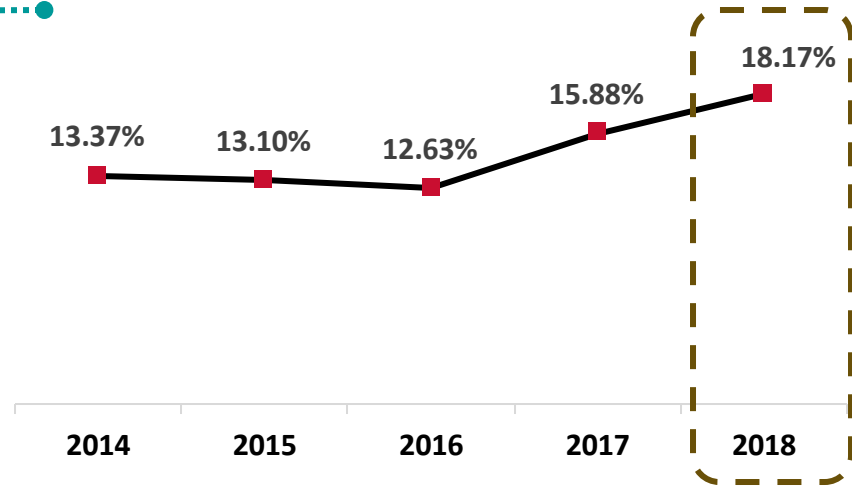
Balance Sheet – As on 31st March 2018

Rs. in Cr	As on 31 st Mar-18	As on 31 st Mar-17
Shareholder's Funds	37.40	30.96
Share capital	7.05	3.53
Reserves & Surplus	30.35	27.43
Non-current liabilities	5.64	9.25
Long-term borrowings	5.10	8.84
Other Long-term liabilities	0.01	0.01
Long-term provisions	0.53	0.40
Current liabilities	25.43	20.24
Short-term borrowings	4.51	4.27
Trade payables	7.55	5.62
Other current liabilities	13.13	10.20
Short-term provisions	0.24	0.16
Total Equity & Liabilities	68.46	60.45

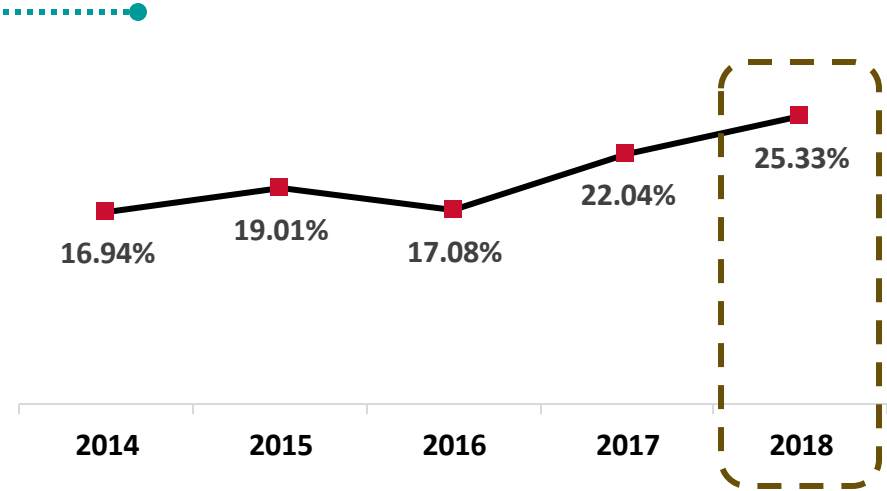
Rs. in Cr	As on 31 st Mar-18	As on 31 st Mar-17
Non-current assets	20.28	20.09
Property Plant & Equipment	1.00	1.80
Intangible assets	7.68	7.39
Intangible assets under development	3.80	2.30
Deferred tax assets	0.76	0.36
Non-current investments	0.04	0.04
Long-term loans & advances	1.28	1.53
Other Non-current assets	5.71	6.67
Current assets	48.19	40.35
Trade receivables	21.80	17.75
Cash & Cash equivalents	1.27	3.26
Short-term loans & advances	1.58	1.70
Other current assets	23.53	17.65
Total Assets	68.46	60.45

Key Ratios

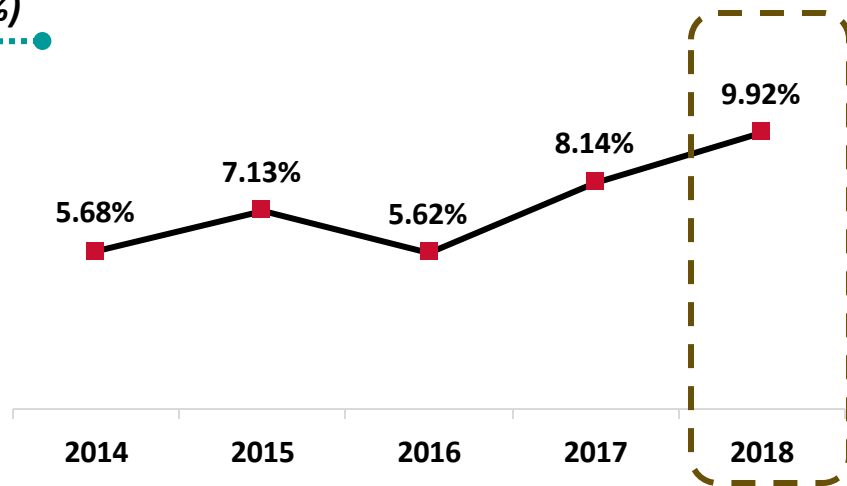
ROE (%)



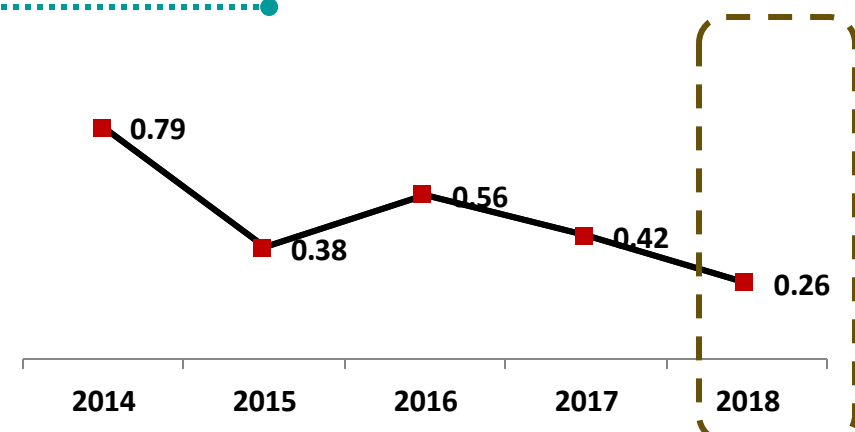
ROCE (%)



ROA (%)



Debt to Equity Ratio



Way Ahead



Our Growth Drivers

Our Product Offerings	AUTODCR®	PWIMS™	OPTICON™	BIMDCR	RULE BUDDY
Opportunities	Smart Cities: Rs. 150 Cr AMRUT Cities: Rs. 375Cr EODB: Rs. 600 Cr	Smart Cities: Rs. 350 Cr AMRUT Cities: Rs. 625Cr Digital India: Rs. 750 Cr	RERA: Rs. 560 Cr PMAY: Rs. 112 Cr	Smart Cities: Rs.150 Cr AMRUT Cities: Rs. 375Cr EODB: Rs. 600 Cr	Architects: Rs. 227 Cr Developers: Rs. 94 Cr Fin Institutes: Rs. 8 Cr Education: Rs. 37 Cr
Market Potential	Rs. 1,125 Cr	Rs. 1,725 Cr	Rs. 672 Cr	Rs. 1,125 Cr	Rs. 366 Cr

Way Forward...

Innovate

- Continued investments in R&D
- Innovate new products
- Develop new applications for established products
- Co-development opportunities with strong international Product companies - to create world class product offerings

Augment

- Widen customer base by augmenting company reach to enterprises and corporates and international Strategic partners
- Increase product contribution of PWIMS™, OPTICON™ and other upcoming products

Expand

- Organic growth - Product base and industry offerings, presence & set up across India & overseas
- Inorganic growth - International and domestic markets through joint ventures or strategic alliances, strategic Investments or tie ups adding value to existing suite of products, increase wallet share of existing customer, new products, customers & geographies
- International JV's / partnership giving benefit of leveraging assets and resources

Vision 2022 – To become 150+ crore turnover company, via organic growth in domestic and overseas markets, endeavor 30% from International business adding to overall revenue

Thank You



For further information, please contact:

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