



# SoftTech Engineers Limited

Q3 / 9M – 2025-26

## Investor Presentation

February 2026

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**Operational Review**

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**Financial Results – Standalone & Consolidated**

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**Strategic Review for Future Growth**

All Values are Rs. In Crore



# Operational Review

## Operational Success

### 01 Orders Achievements

The Company secured bids amounting to Rs. 33 Cr in Q3, with cumulative wins of Rs. 128 Cr during the 9M period.

### 02 Orders

The Company has confirmed orders of ₹242 Cr and a pipeline of ₹494 Cr. Several strategic initiatives are underway, and we expect them to deliver meaningful results in the coming months, including our overseas opportunities.

### 03 Transaction Based Revenue

SaaS revenue for Q3 was Rs. 7.68 Cr, taking the 9M total to Rs. 21.25 Cr. This represents a 69% year-on-year growth for Q3 and a 42% increase for the 9M period.

### 04 PAT

Operational PAT increased 2.1X from Q2 to Q3 and expanded 3.4X year-on-year (Q3FY25 to Q3FY26). However, a one-time gratuity impact of approximately ₹1.25 crore arising from the new labor law reduced the reported PAT.

### 05 R&D

Civit Metaverse and Civit AI has taken shape and ready to go on production in German and US market.

# Standalone Financial

# Financial – Q3 & 9M – FY 2025-26 – Standalone

In Rs. Cr.**	Q3-FY26	Q2-FY26	Q3-FY25	9M-FY26	9M-FY25
Revenue from Operation	31.25	25.71	20.83	82.75	63.49
COGS	6.38	5.03	2.55	14.98	9.88
Employee Cost	6.69	6.33	6.40	19.80	18.19
Other expenses	7.87	6.75	5.51	22.38	15.70
<b>EBITDA</b>	<b>10.31</b>	<b>7.61</b>	<b>6.38</b>	<b>25.59</b>	<b>19.73</b>
<b>EBITDA %</b>	<b>33%</b>	<b>30%</b>	<b>31%</b>	<b>31%</b>	<b>31%</b>
Depreciation & Amortization Cost	5.66	5.65	4.00	16.96	12.03
Finance cost	1.02	1.09	1.27	3.17	3.86
Other Income	1.07	1.58	0.38	3.88	1.59
<b>PBT Before Exceptional Item</b>	<b>4.70</b>	<b>2.44</b>	<b>1.49</b>	<b>9.34</b>	<b>5.44</b>
Exceptional item	1.66	-	-	1.66	-
<b>PBT</b>	<b>3.04</b>	<b>2.44</b>	<b>1.49</b>	<b>7.68</b>	<b>5.44</b>
<b>PBT %</b>	<b>10%</b>	<b>9%</b>	<b>7%</b>	<b>9%</b>	<b>9%</b>
Tax Expenses	0.77	0.80	0.45	2.13	1.52
<b>PAT</b>	<b>2.27</b>	<b>1.64</b>	<b>1.04</b>	<b>5.55</b>	<b>3.92</b>
<b>PAT %</b>	<b>7%</b>	<b>6%</b>	<b>5%</b>	<b>7%</b>	<b>6%</b>

## A. Exceptional Item:

Impact of the Provision for Gratuity under the new Labour Law introduced by the Central Government on 21 November 2025: The Company has recognized a one-time additional expense of ₹1.66 crore in the Profit and Loss Statement.

B. The Company has delivered improvement across all key areas over both the previous quarter and the year-to-date. The results reflect the growing maturity and strong performance of our products.

# Key Highlights – Q3 & 9M – FY 2025-26 - Standalone



↑ Q3 - 50%  
9M - 30%

## Sales Growth

Q3 – 31.25 Cr – 20.83 Cr  
9M – 82.75 Cr – 63.49 Cr



↑ Q3 - 61%  
9M – 30%

## EBITDA

Q3 – 10.31 Cr – 6.38 Cr  
9M – 25.59 Cr – 19.73 Cr



↑ Q3 – 3.2X  
9M – 1.7X

## \*Operational PBT

Q3 – 4.70 Cr – 1.49 Cr  
9M – 9.34 Cr – 5.44 Cr



↑ Q3 – 3.4X  
9M – 1.7X

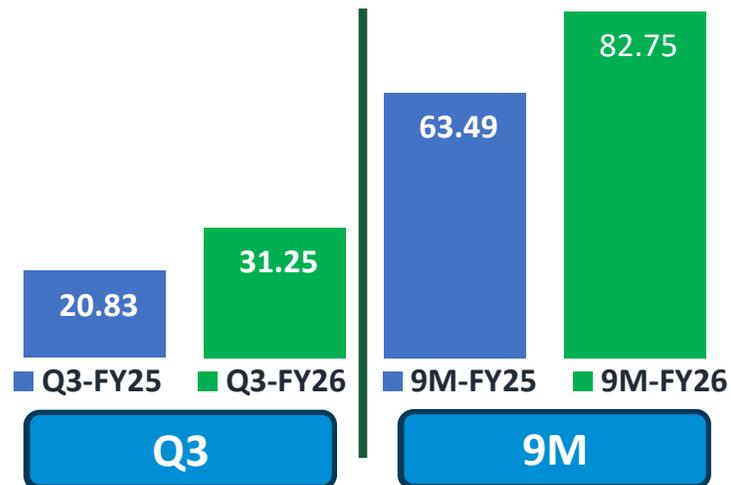
## \*Operational PAT

Q3 – 3.52 Cr – 1.04 Cr  
9M – 6.80 Cr – 3.92 Cr

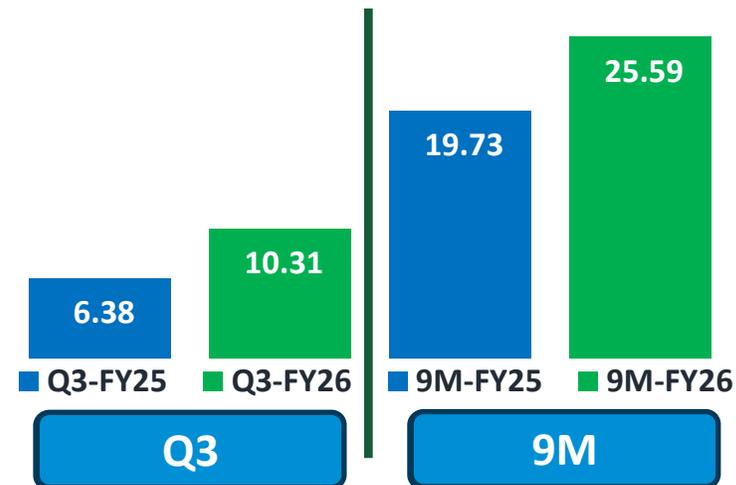
\*Operational – Represents profit excluding any exceptional or one-off expenditures.

# Key Highlights – Comparisons of Q3 & 9M Results – Standalone

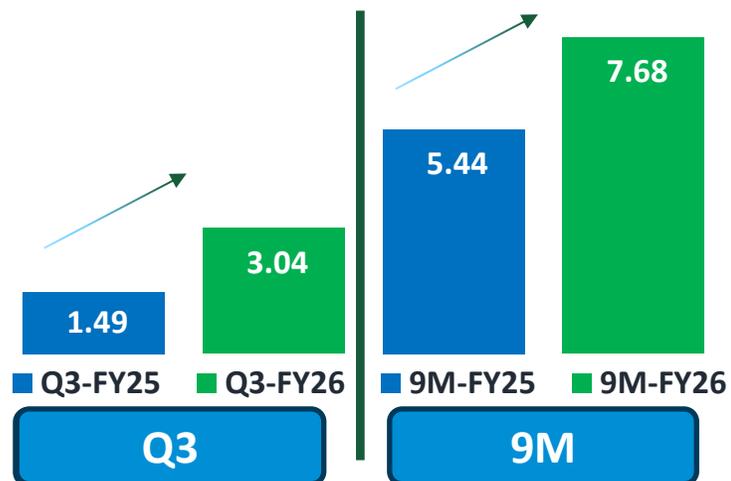
## Revenue from Operations



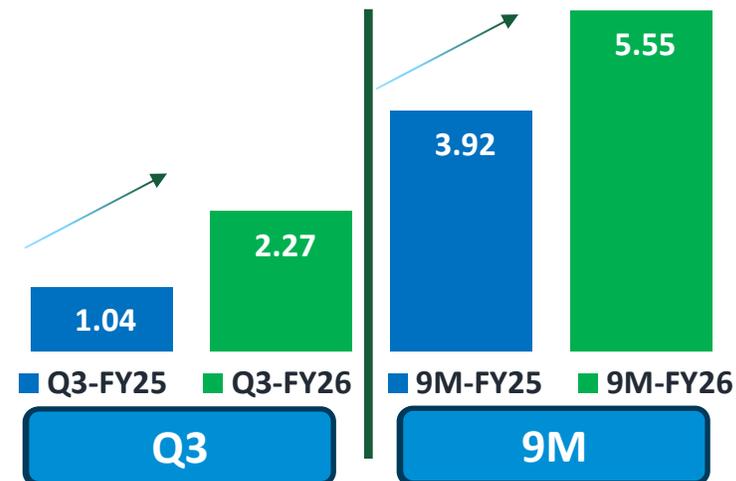
## EBITDA



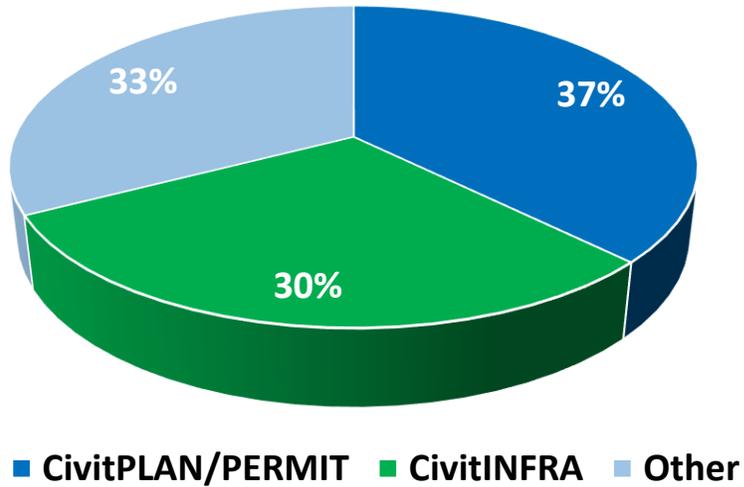
## Profit Before Tax



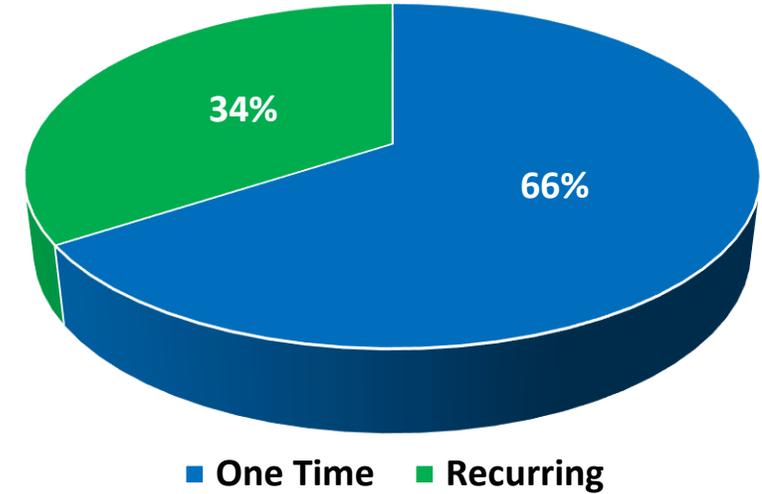
## Profit After Tax



# Key Highlights – Q3 & 9M – FY 2025-26 – Standalone

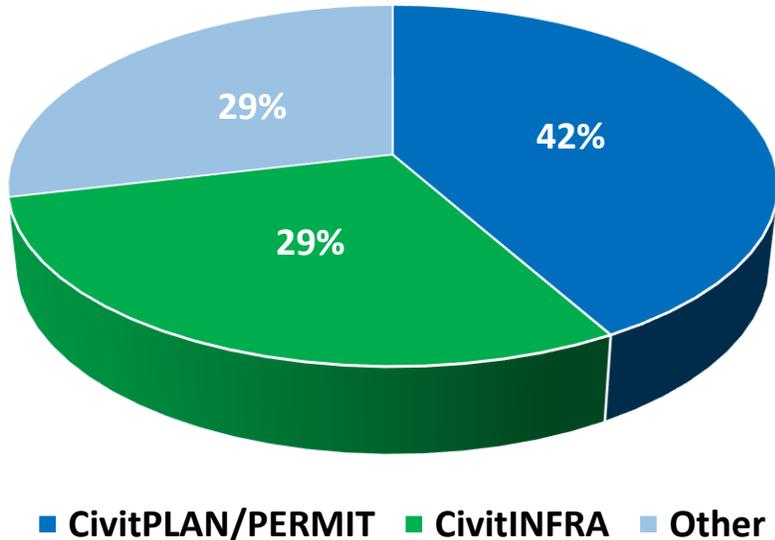


Q3

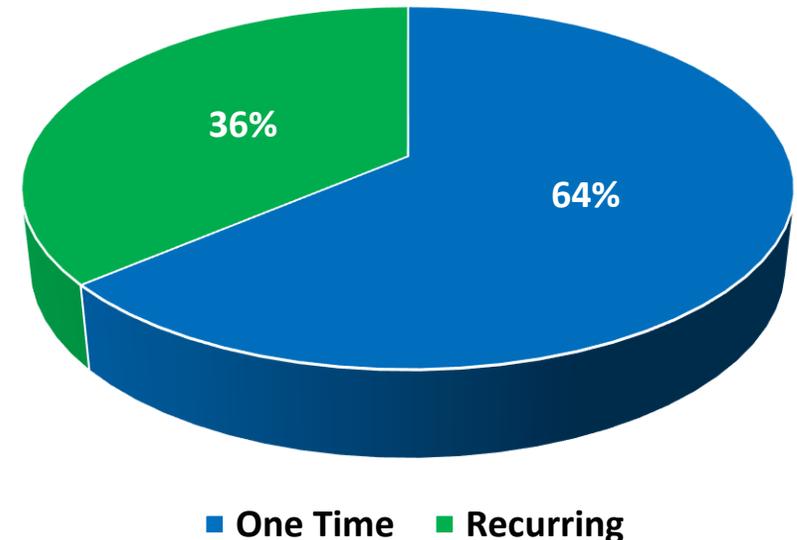


Product Mix

Sales Mix



9M



# Consolidated Financial

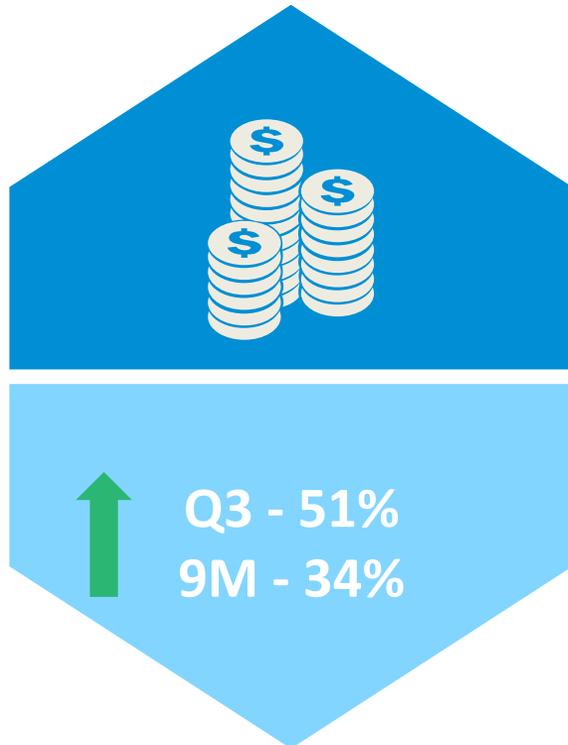
# Financial – Q3 – FY 2025-26 - Consolidated

In Rs. Cr.**	Q3-FY26	Q2-FY26	Q3-FY25	9M-FY26	9M-FY25
Revenue from Operation	32.49	26.81	21.55	86.31	64.25
COGS	6.38	5.03	2.55	14.98	9.88
Employee Cost	8.13	7.59	7.36	23.66	20.24
Other expenses	7.97	7.21	5.81	23.29	16.59
<b>EBITDA</b>	<b>10.01</b>	<b>6.98</b>	<b>5.83</b>	<b>24.38</b>	<b>17.55</b>
<b>EBITDA %</b>	<b>31%</b>	<b>26%</b>	<b>27%</b>	<b>28%</b>	<b>27%</b>
Depreciation & Amortization Cost	5.66	5.65	4.00	16.97	12.03
Finance cost	1.02	1.09	1.27	3.17	3.86
Other Income	0.76	0.98	0.20	2.78	1.06
<b>PBT Before Exceptional Item</b>	<b>4.09</b>	<b>1.21</b>	<b>0.77</b>	<b>7.01</b>	<b>2.72</b>
Exceptional item	2.17	-	-	2.17	-
<b>PBT</b>	<b>1.92</b>	<b>1.21</b>	<b>0.77</b>	<b>4.85</b>	<b>2.72</b>
<b>PBT %</b>	<b>6%</b>	<b>5%</b>	<b>4%</b>	<b>6%</b>	<b>4%</b>
Tax Expenses	0.75	0.88	0.46	2.24	1.46
<b>PAT</b>	<b>1.17</b>	<b>0.33</b>	<b>0.31</b>	<b>2.60</b>	<b>1.27</b>
<b>PAT %</b>	<b>4%</b>	<b>1%</b>	<b>1%</b>	<b>3%</b>	<b>2%</b>

**A. Exceptional Item:** impact of the Provision for Gratuity under the new Labour Law introduced by the Central Government on 21 November 2025: The Company has recognised a one-time additional expense of ₹2.17 crore in the Profit and Loss Statement.

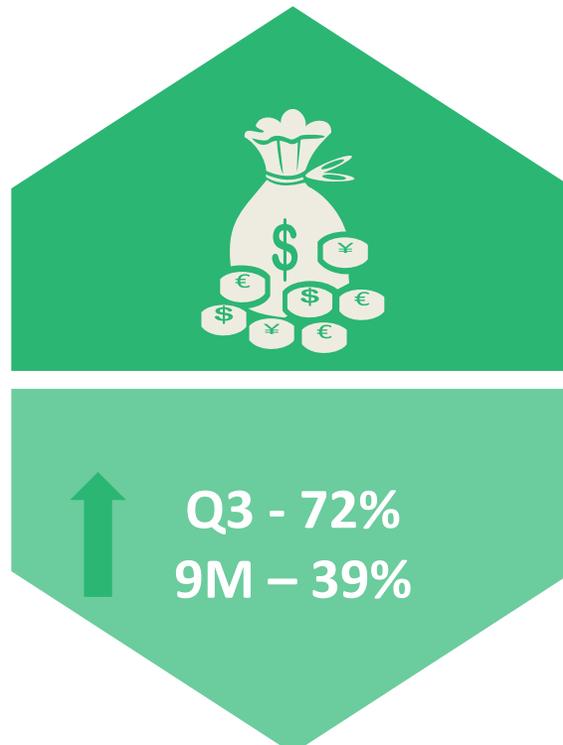
**B.** The Company has delivered improvement across all key areas over both the previous quarter and the year-to-date. The results reflect the growing maturity and strong performance of our products.

# Key Highlights – Q3 & 9M – FY 2025-26 - Consolidated



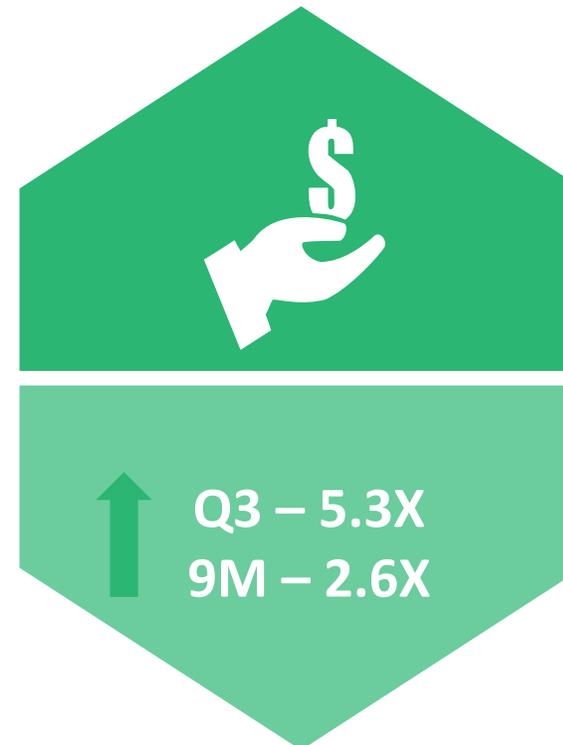
## Sales Growth

Q3 – 32.49 Cr – 21.55 Cr  
9M – 86.31 Cr – 64.25 Cr



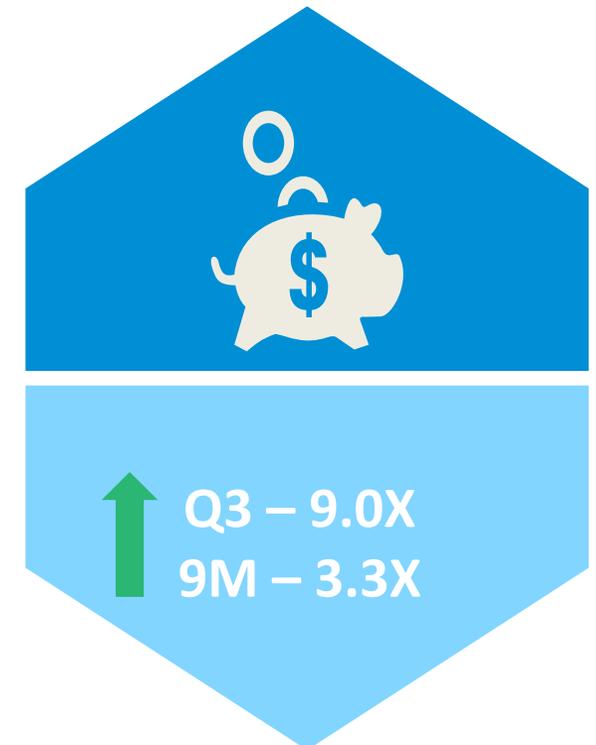
## EBITDA

Q3 – 10.01 Cr – 5.83 Cr  
9M – 24.38 Cr – 17.55 Cr



## \*Operational PBT

Q3 – 4.09 Cr – 0.77 Cr  
9M – 7.01 Cr – 2.72 Cr



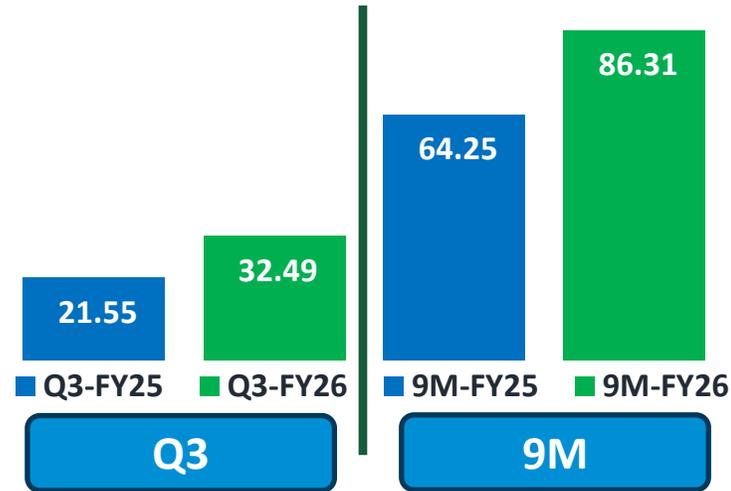
## \*Operational PAT

Q3 – 2.79 Cr – 0.31 Cr  
9M – 4.23 Cr – 1.27 Cr

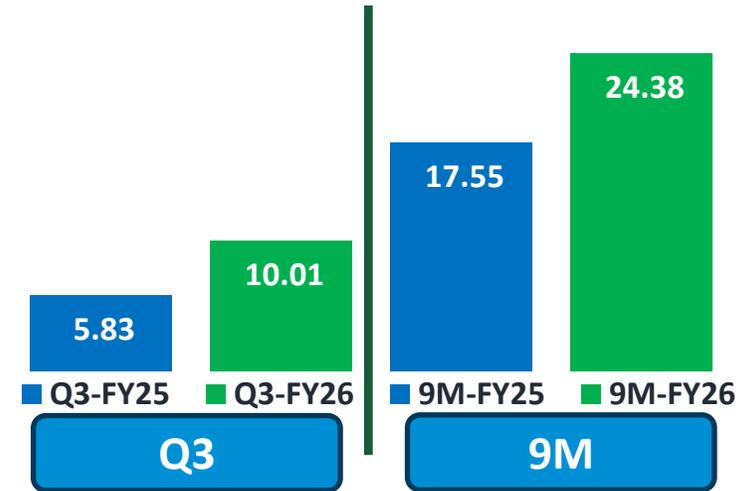
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# Key Highlights – Q3 & 9M – FY 2025-26 - Consolidated

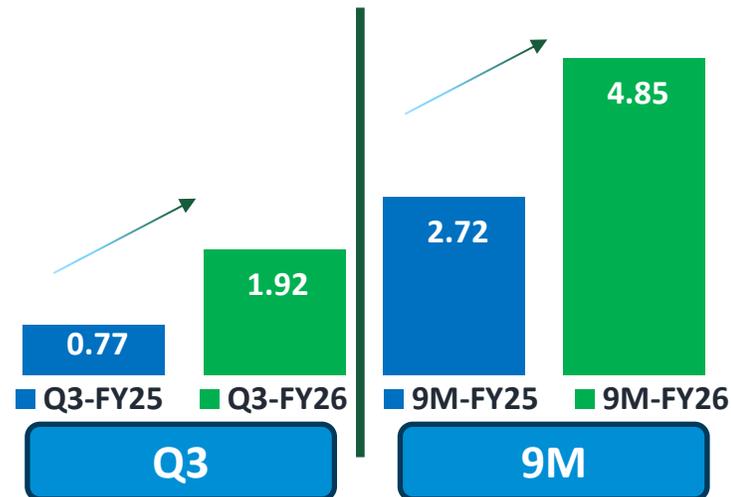
## Revenue from Operations



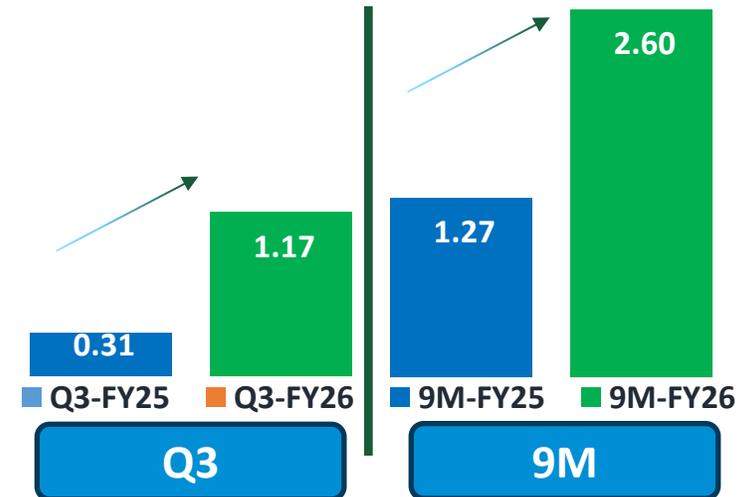
## EBITDA



## Profit Before Tax



## Profit After Tax



# Strategic Review for Future Growth

## Three-horizon strategy

### H1: Execute & Stabilize

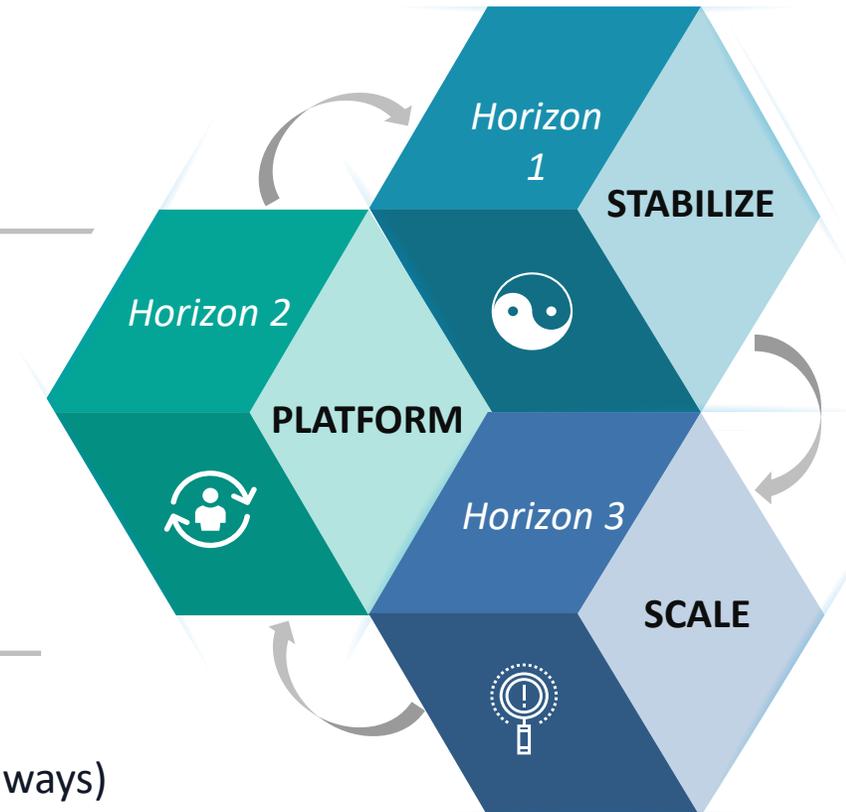
- Client success & delivery discipline
- Cash collection + cost control
- Dashboards, Governance & Team Building

### H2: Platform Leadership

- Civit as AI-first suite (Permit/Infra/Sustain/Build)
- CivitCore components across products
- AI for support and operations

### H3: Scale Growth

- Large digital twin wins (ports/airports/highways)
- Partner-led GTM (Autodesk + others)
- Germany/Sweden product readiness



### Drivers For Growth

- Customer-first delivery (predictable outcomes)
- Partner-led growth + focused markets
- AI in products + AI inside operations
- Several of our strategic initiatives are currently underway, and we are confident that they will begin to deliver fruitful outcomes in the coming months.

# Thank you

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