

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

17th November 2018

Scrip Code: SOFTTECH

Subject: Investor Presentation

Dear Sir/ Madam,

Please find enclosed the Investor Presentation titled “SoftTech Engineers Limited Result Update Presentation H1 FY19 November 2018”

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.)

The Pentagon - 5A, 5th Floor, Shahu College Road,
Pune - 411 009, Maharashtra, India.

T: +91 20 2421 7676 / 2421 8747

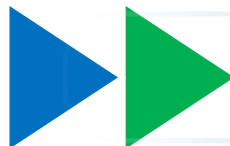
CIN: U30107PN1996PLC016718

E: sepl@softtech-engr.com | www.softtech-engr.com



Result Update Presentation – H1 FY19

November 2018



Disclaimer

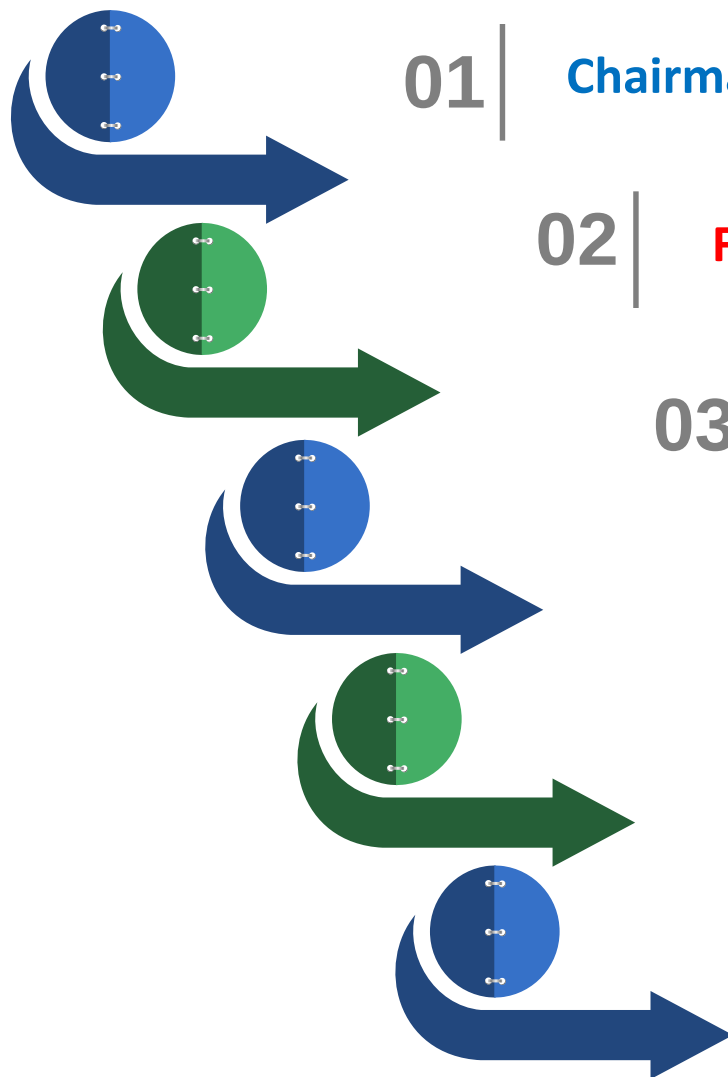


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Commenting on results, Mr. Vijay Gupta, Chairman & CEO, SoftTech Engineers Limited said:

"It gives me immense pleasure to share with you the performance of our Company for the half year ended 30th September 2018. We have delivered over 40% revenue growth along with 24% EBITDA and 60 % PAT growth. This is mainly on the account of faster execution of orders along with a strong order book. For faster implementation process, we have started outsourcing professional technical consultancy on certain orders. We have also started our overseas expansion in USA & Finland and marketing activities in domestic market to further strengthen our presence, in line with our vision and strategy.

We are proud to share that we are partnering with the Government of India in its mission – "Ease of Doing business" by associating ourselves as a "Smart City Solution Provider" meeting the requirements of the automation in AEC verticals by using our expertise in IT.

Innovation is the key to any business and our products are innovative and developed with the deep domain expertise across the entire value chain in the construction industry. Going forward, our focus is completely towards Architecture, Engineering and Construction (AEC) vertical. We are slowly but confidently making inroads into international markets such as Middle East, African, American and European Countries. Through these ventures and strategic business alliances with key organizations such as Microsoft & Autodesk, we would strengthen our position as a leading enterprise. I would like to thank all our business partners and employees for their invaluable support and belief in us which drives us to deliver a robust performance every year."

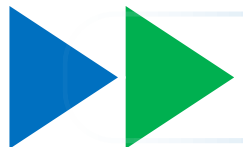
Financial Highlights



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

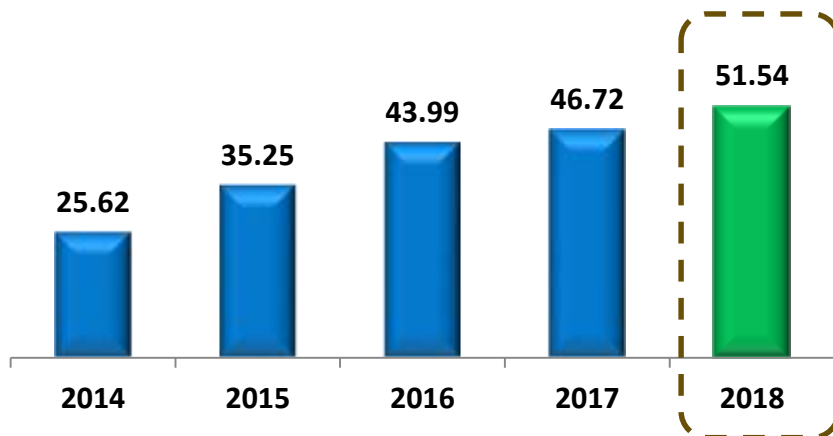


Rs. in Cr	As on 30 th Sept-18	As on 31 st Mar-18
Shareholder's Funds	56.78	37.40
Share capital	9.42	7.05
Reserves & Surplus	47.36	30.35
Non-current liabilities	4.12	5.64
Long-term borrowings	3.49	5.10
Other Long-term liabilities	0.01	0.01
Long-term provisions	0.62	0.53
Current liabilities	15.31	25.43
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

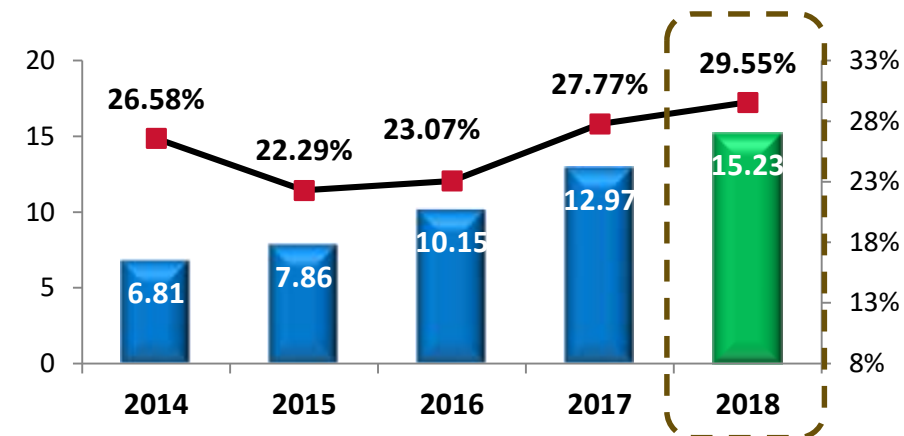
Rs. in Cr	As on 30 th Sept-18	As on 31 st Mar-18
Non-current Assets	21.12	20.28
Property, Plant & Equipment	0.83	1.00
Intangible assets	6.05	7.68
Non-current investments	0.06	0.04
Intangible assets under development	5.76	3.80
Deferred tax assets (Net)	1.00	0.76
Other Non-current assets	6.06	5.71
Long-Term 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

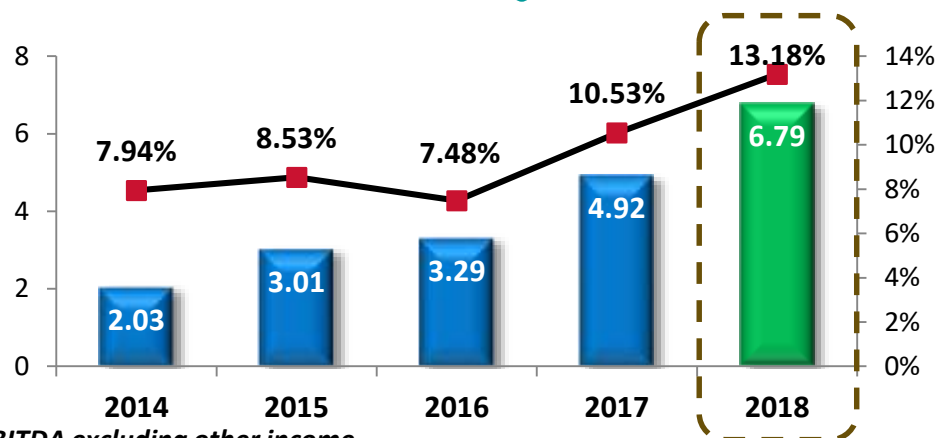
#Revenue (Rs. Cr)



#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

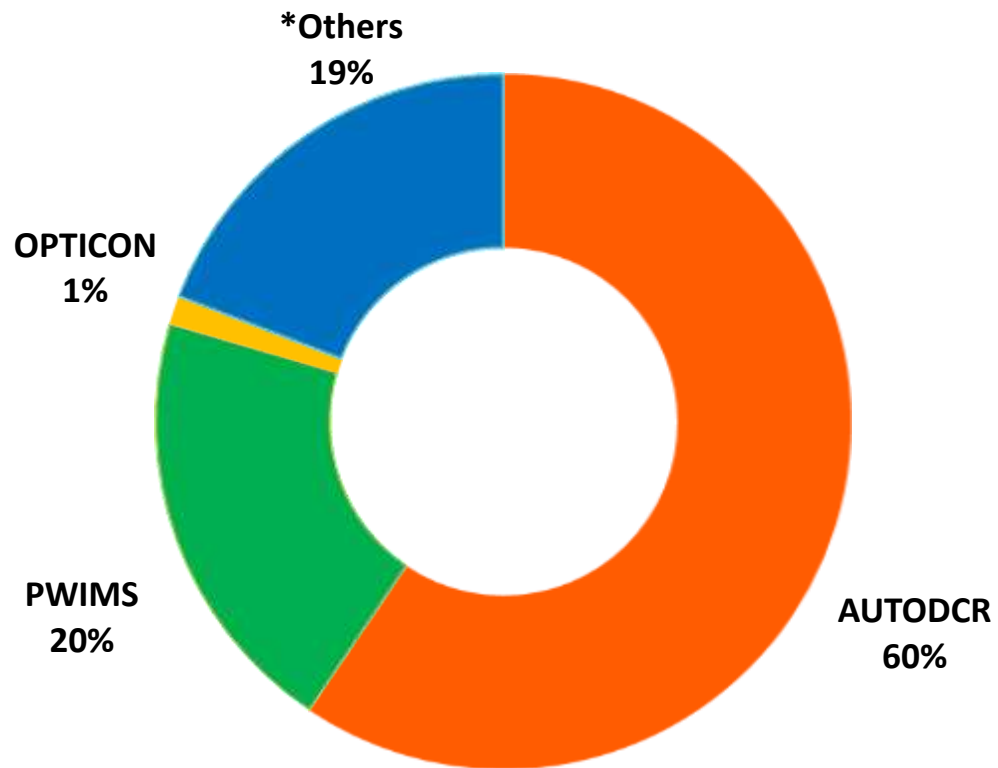
Annual Financial Highlights

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%

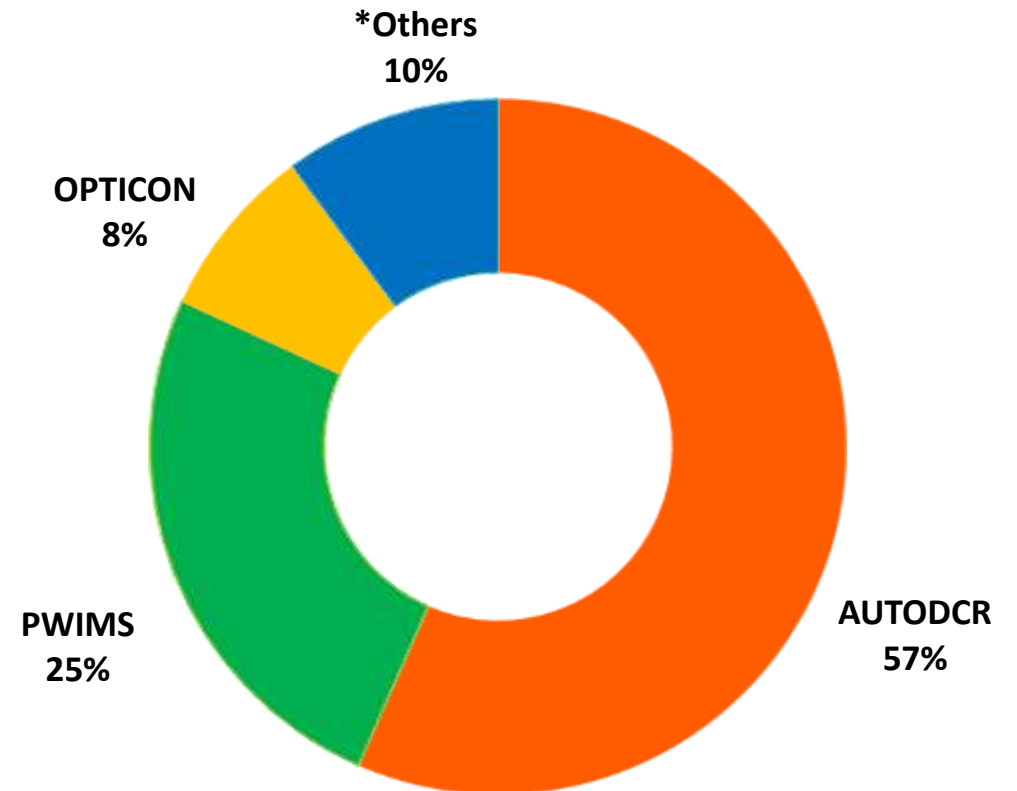
* EPS FY 17 & FY 18 has been adjusted for Bonus issue 1:1 in Feb 2018, as per Ind-AS guidelines

Revenue Contribution – Product Wise (as % of sales)

FY2017



FY2018





Balance Sheet – As on 31st March 2018

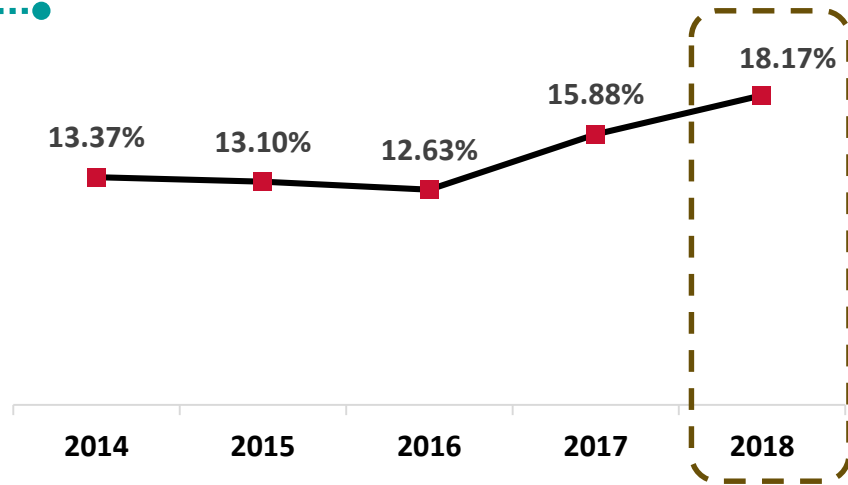


Rs. in Cr	As on 31 st Mar-18	As on 31 st Mar-17
Shareholder's Funds	37.40	30.96
Share capital	7.05	3.53
Reserves & Surplus	30.35	27.43
Non-current liabilities	5.64	9.25
Long- term borrowings	5.10	8.84
Other Long-term liabilities	0.01	0.01
Long-term provisions	0.53	0.40
Current liabilities	25.43	20.24
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

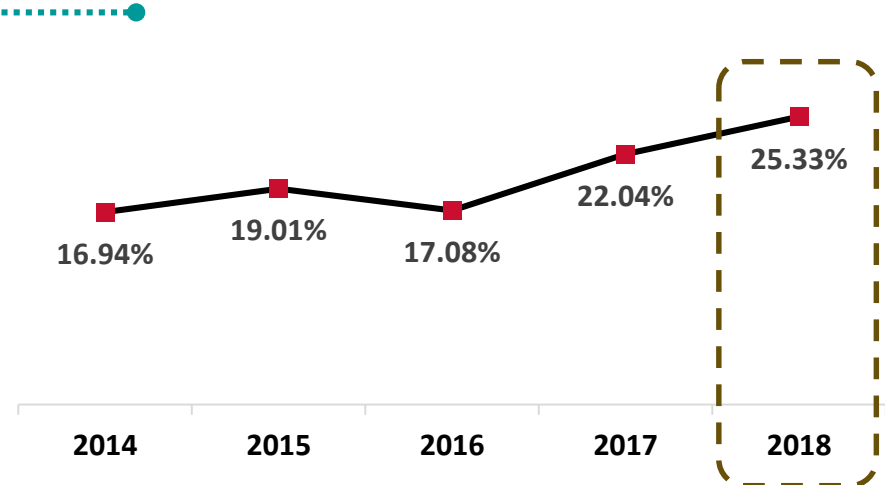
Rs. in Cr	As on 31 st Mar-18	As on 31 st Mar-17
Non-current assets	20.28	20.09
Property Plant & Equipment	1.00	1.80
Intangible assets	7.68	7.39
Intangible assets under development	3.80	2.30
Deferred tax assets	0.76	0.36
Non-current investments	0.04	0.04
Long-term loans & advances	1.28	1.53
Other Non-current 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

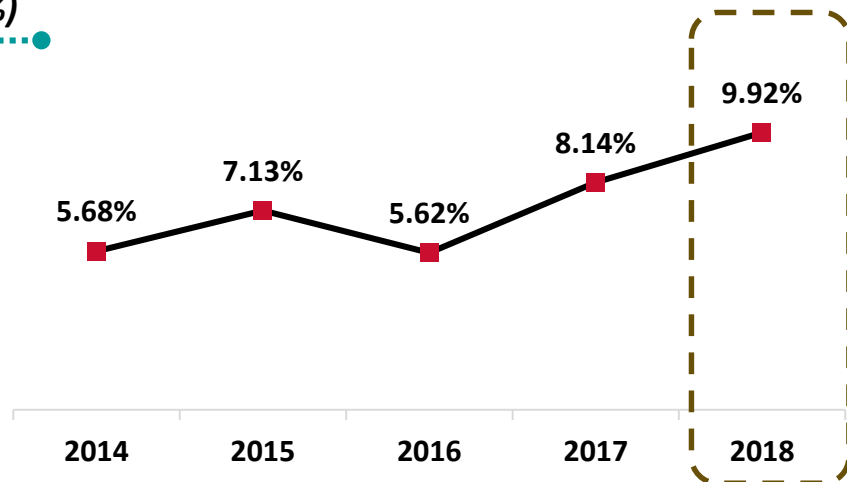
ROE (%)



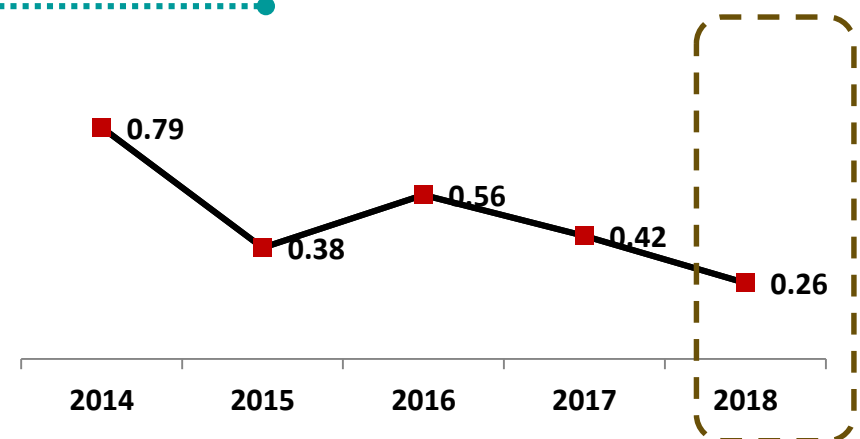
ROCE (%)



ROA (%)



Debt to Equity Ratio



Company Overview



Among Leading Innovative Software Solution Providers

02 Niche Product Offerings

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

01 Market Leader

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

03 500+ Customers Served

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

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

- 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

VC Funding & QMS Certification

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

2000-03

2012-15

Key Partnerships

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

2004-09

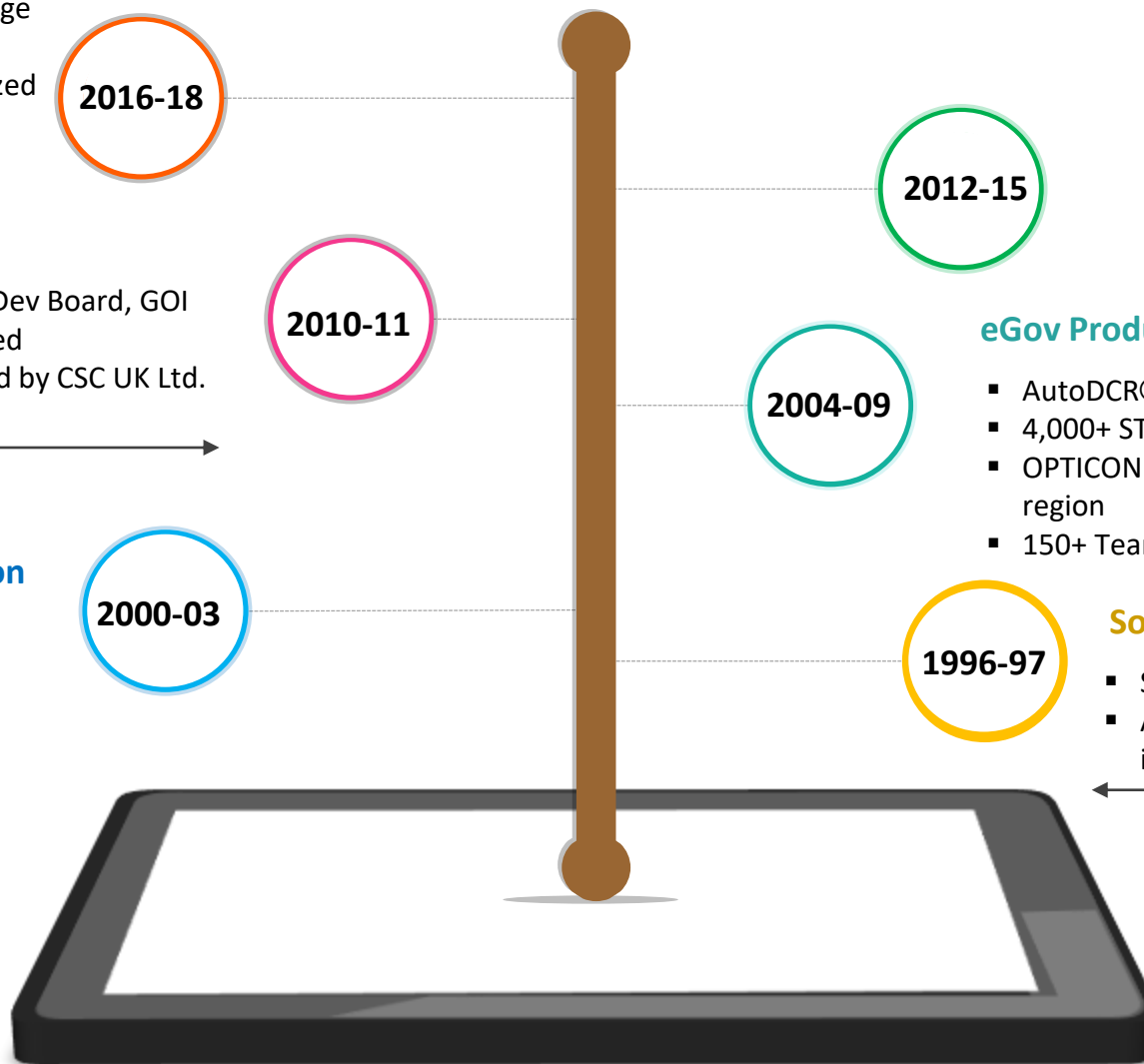
eGov Products Launched

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

1996-97

SoftTech Incorporated

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



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



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



Vijay Jain
VP- Business Development

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

Professional Management...



Salil Saran
VP- Sales (E-Commerce
Business)

- B.Com, M.B.A (Marketing)
- 22+ years experience
- Heading Sales and Marketing 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)

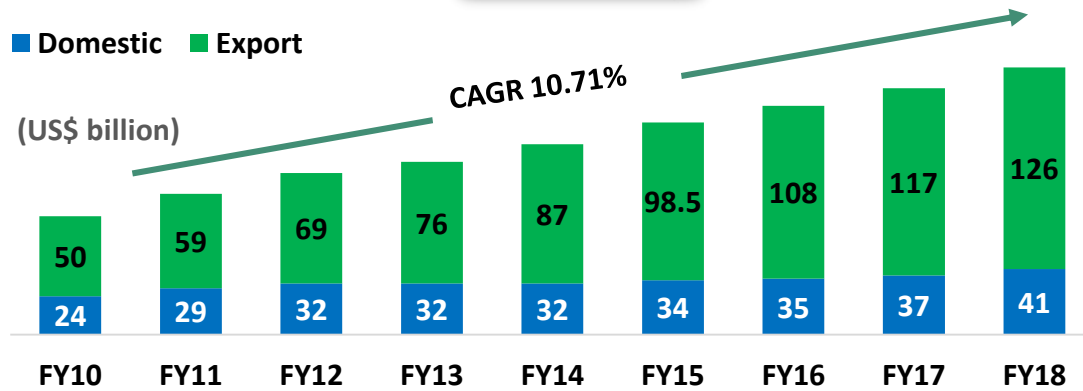
- BE (Civil), "Certificated Scrum Master", ITIL v3 Foundation certified, Certification in Laws of Patents & other IP
- 20+ years experience
- Heading BIMDCR Product Team

Industry Overview

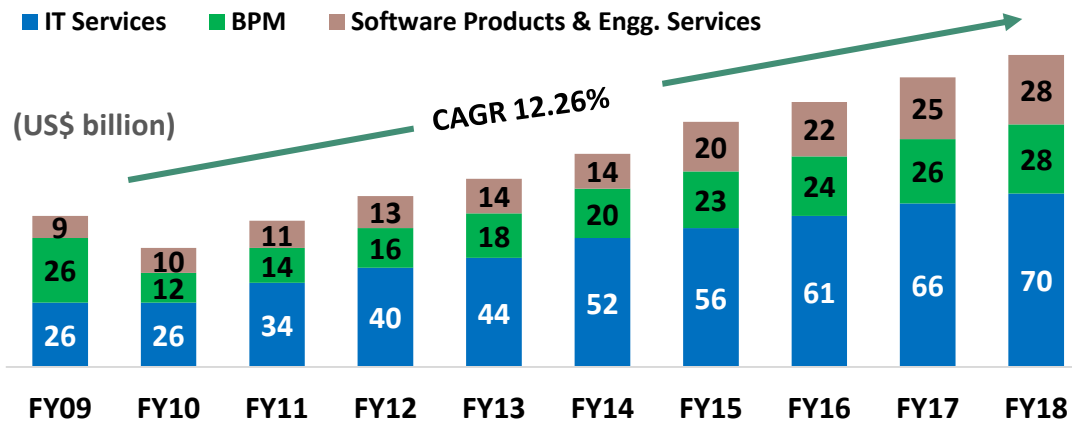


Indian IT Industry Overview

Market Size



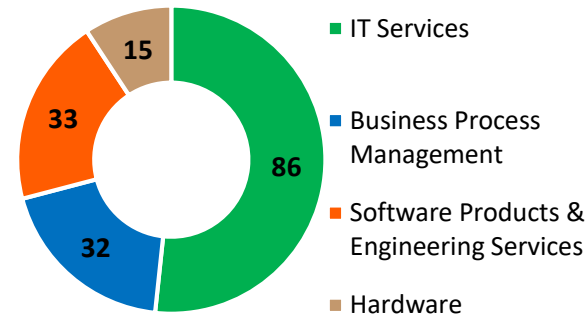
Key Trends



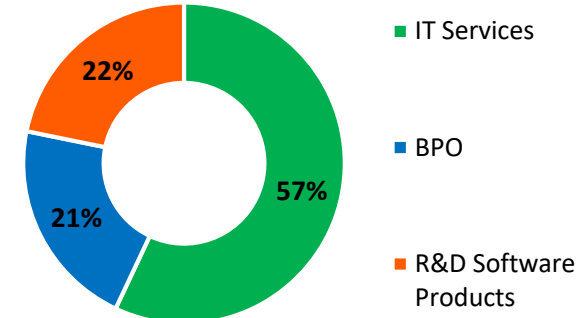
Source: IBEF

Sector Composition

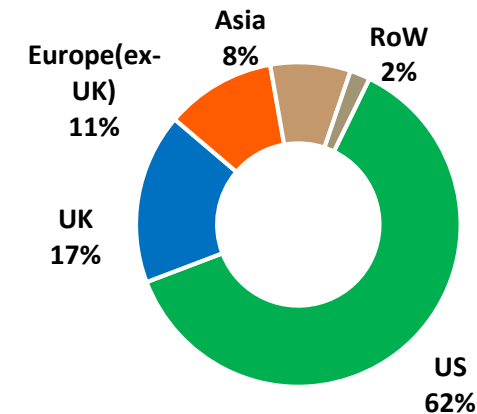
Sector Wise Breakup of Indian IT market (US\$ bn) FY18



Sector Wise Breakup Of Export Revenue FY18



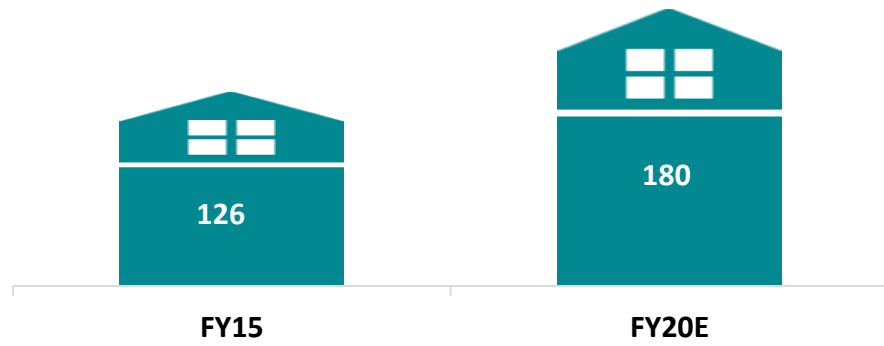
Geographic Breakup Of Export Revenue In 2017-18



Real Estate Sector in India – Significant Growth Potential

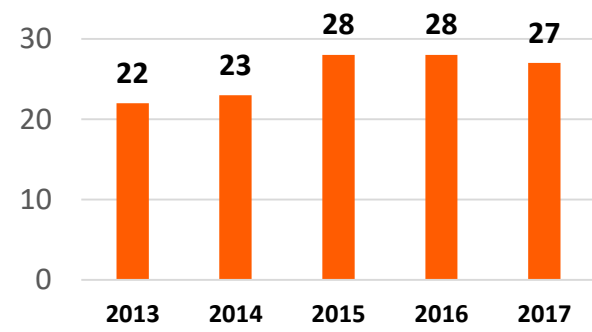
Market Size

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

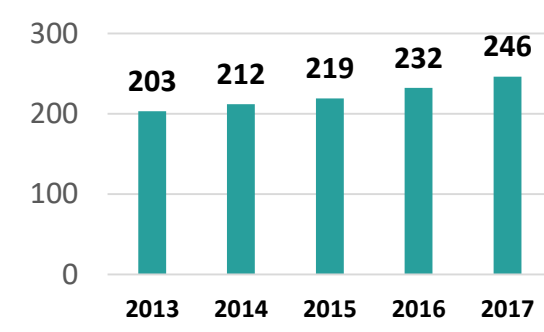


Key Trends

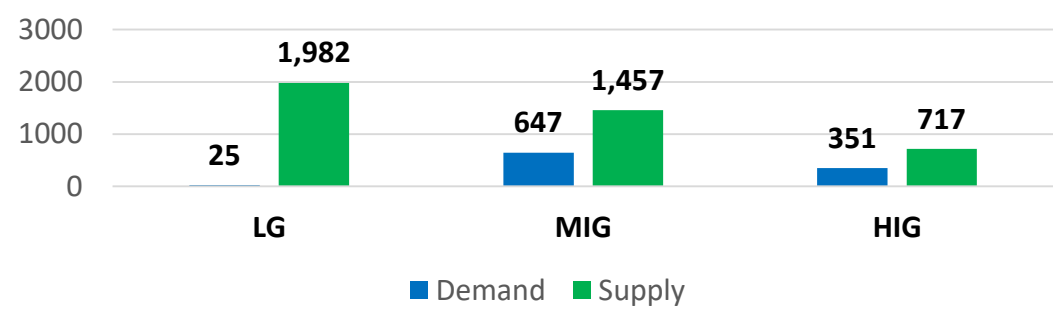
Demand For Commercial Space In Top 8 cities(mn sq ft)



Number Of New Malls In India

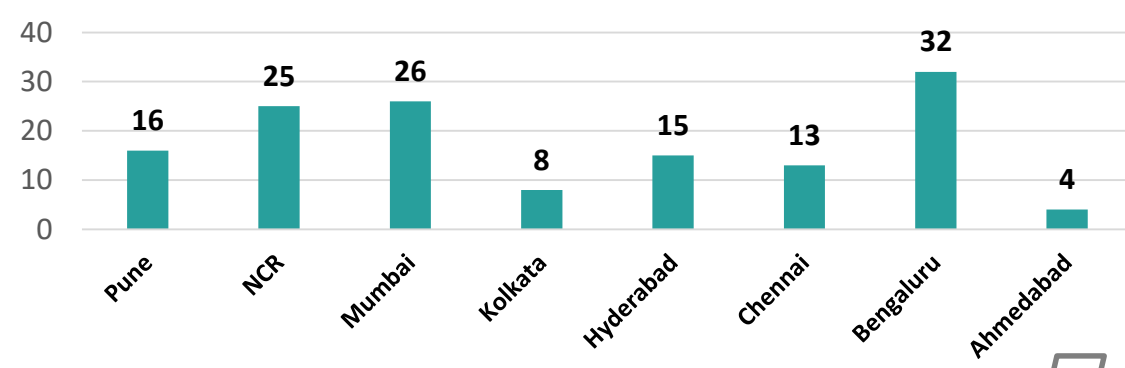


Cumulative Housing Demand-Supply In Top 8 Cities ('000 units) 2016-20E



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

Current Products

Upcoming Products

STRUDS

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



1996

2000

ESRGSR

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

AutoDCR®

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



2007

2008



PWIMS™

- Public Works Information Management System
- 10+ Government Organizations

OPTICON™

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



2009

2018



BIMDCR

- 3D BIM model based Automation of Building Permits

RuleBuddy

- Building Projects Feasibility & Technical Analysis



Under Development

Upcoming



IBPS

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

Sold to CSC, UK

Licensing
And
Transaction basis

Licensing
And
Transaction basis

Licensing
And
SaaS

Licensing
And
Transaction basis

SaaS

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

- **Improved productivity**
- **Effective usage of limited resources**
- **Increased visibility and intelligence**

✓ Core Processes

- Plan budgets
- Prepare estimates
- Manage tenders
- Manage work orders
- Manage projects
- Manage billings
- Maintain assets

Clients



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

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

Upcoming Products – BIMDCR & Rule Buddy



- ✓ 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



Optimization of entire project lifecycle in terms of costs, minimum wastage due to no reworks



Single BIM Model submission to various municipal departments, will ensure change anywhere



Unauthorized construction detection controls at various stages of any project



3D visualization with BIM provides better picture of structure in plot/GIS city map

✓ Key Users

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



- ✓ 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

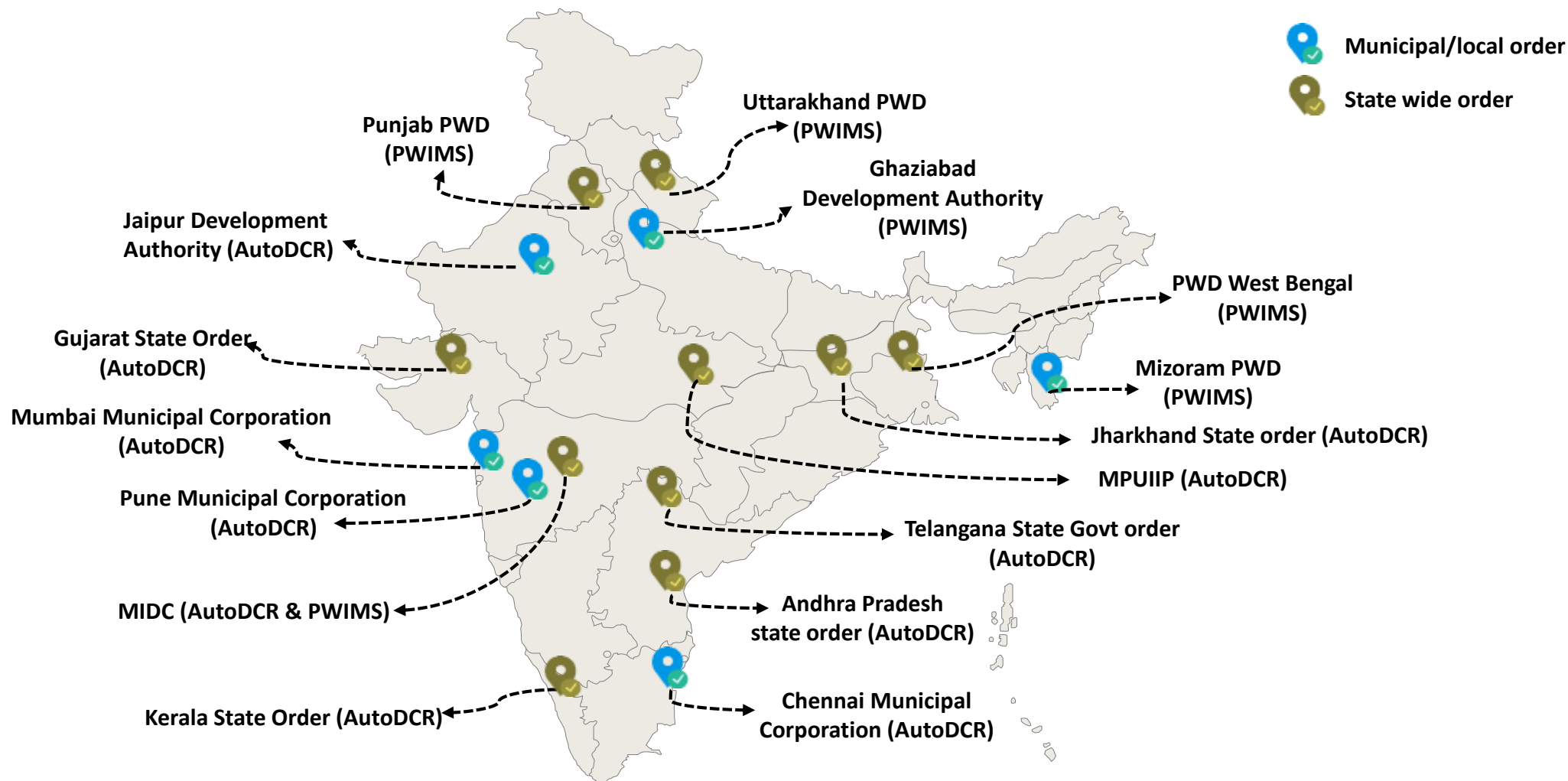
- Potential markets include USA, MENA region
- Customization in AutoDCR® is needed to get fully acceptability by US Government

- 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

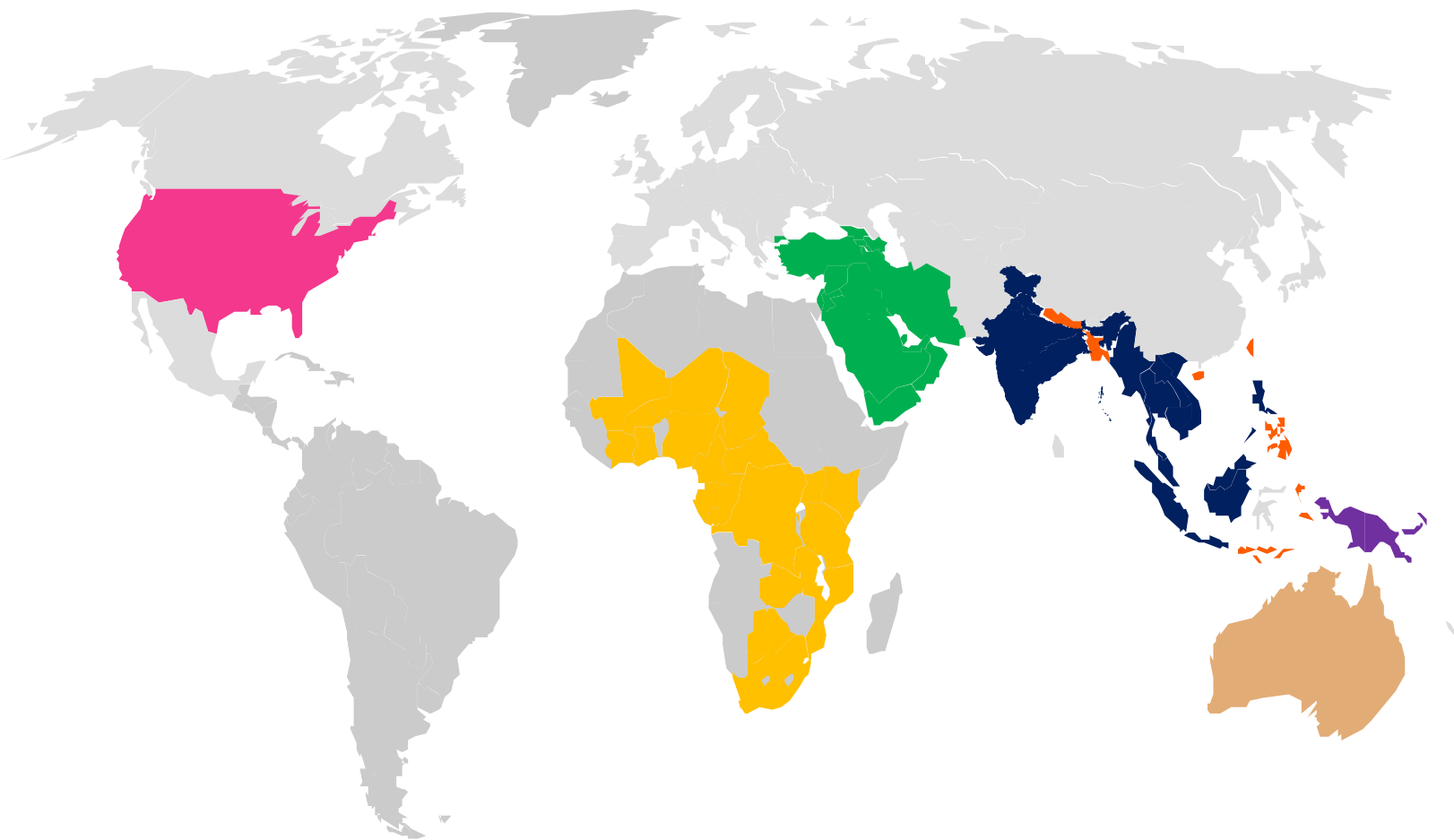
Pan-India Presence

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



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

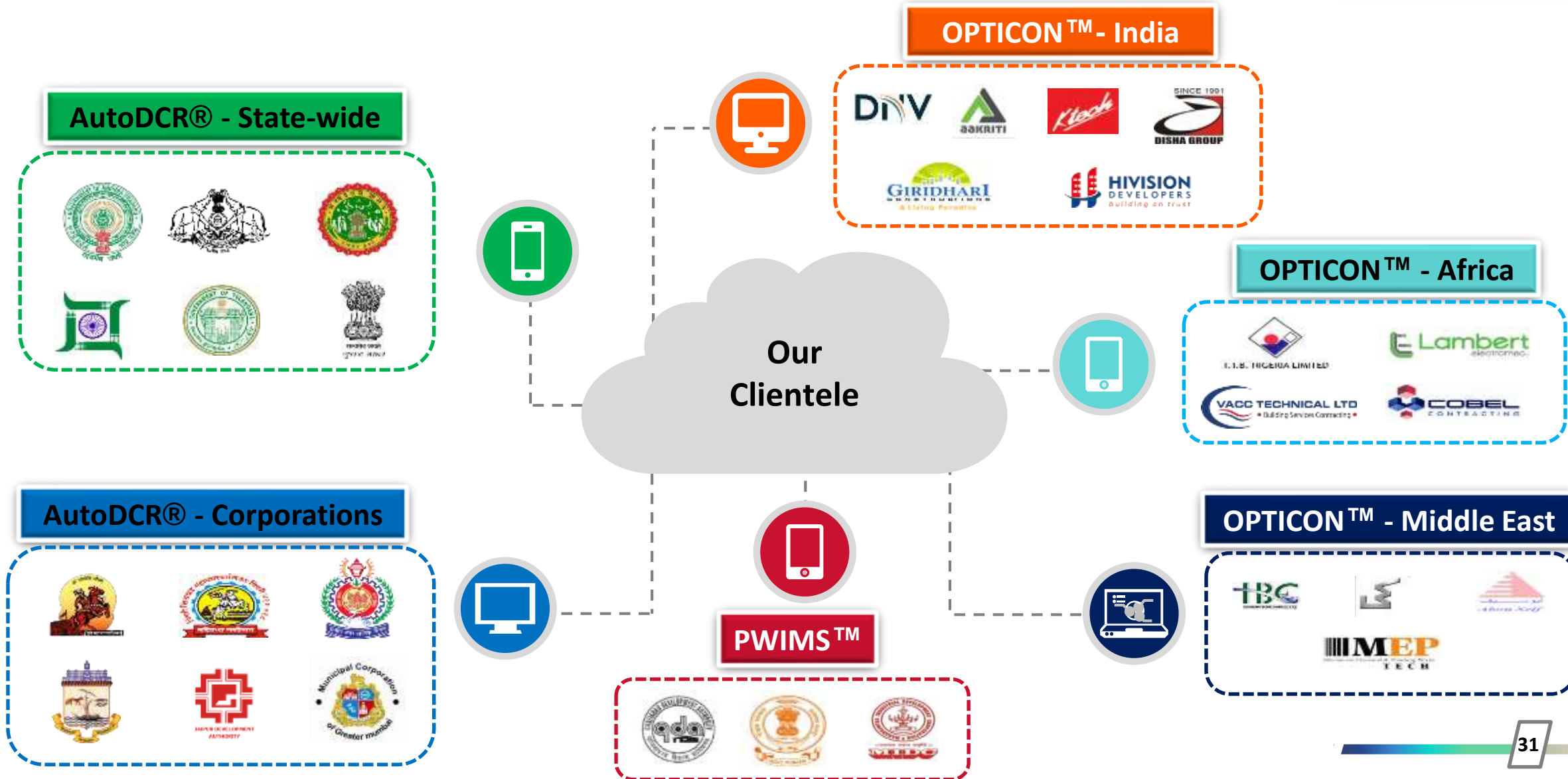
Expanding Global Footprint



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

Tapping potential international markets with clear action plans

Long Standing Relationships Marquee Clients



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



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

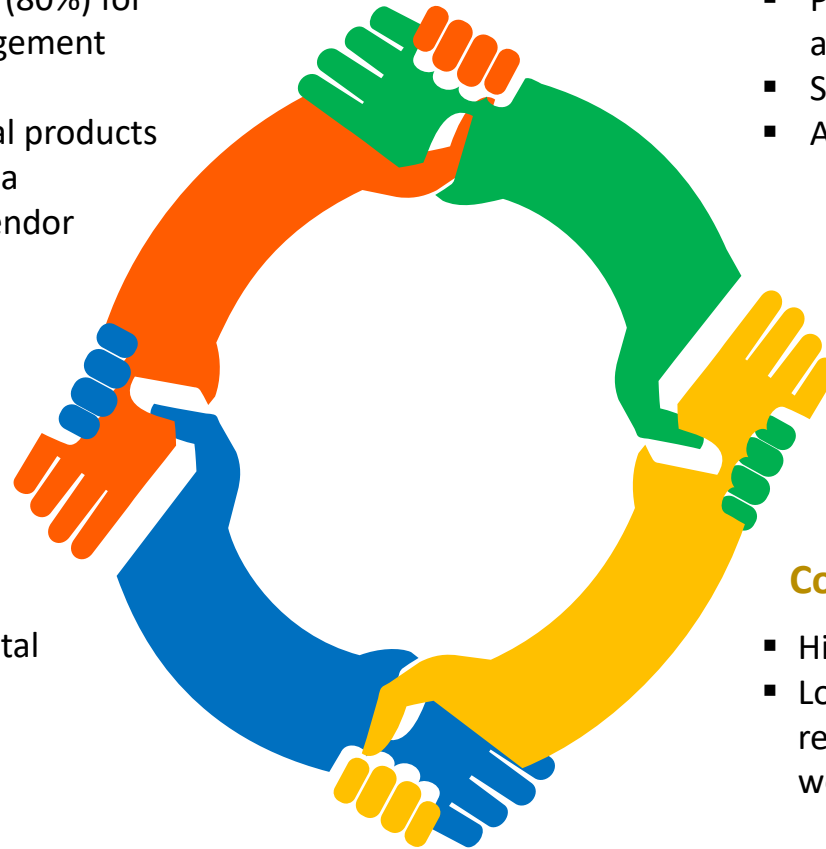
- Product designed to meet needs of e-governance and construction sectors
- Scalable & flexible products
- Alliances with many technology leaders

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

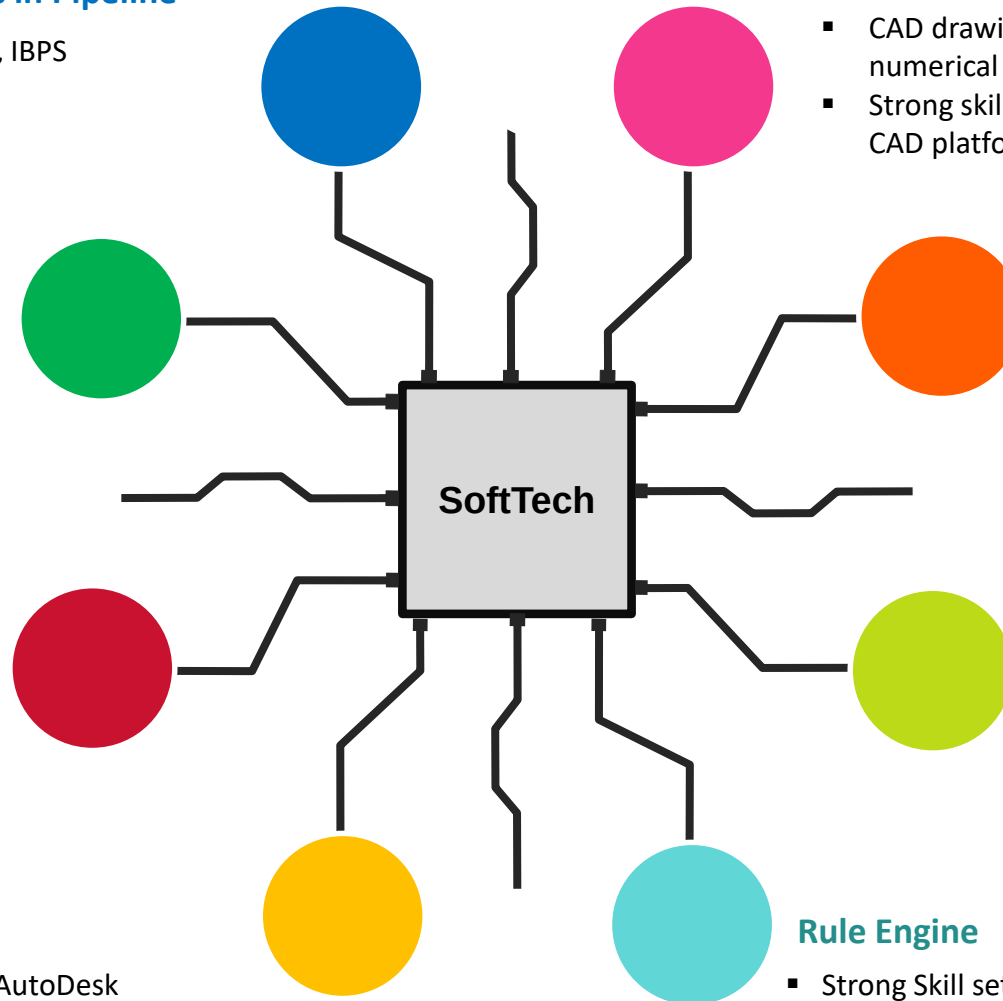
- Skill set for model reading and data processing
- Team proficiency in understanding of revit APIs and open source modelling APIs

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 MPUiP



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



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



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



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

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 investment in R&D
- Innovate new products
- Develop new applications for established products
- Multiple segments for existing products

Augment

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

Expand

- Product base and industry offerings
- Presence & Set up across India & overseas
- Enter into overseas market



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For further information, please contact:

Company :

SoftTech Engineers Limited

Ms. Aishwarya patwardhan
aishwaryap@softtech-engr.com

www.softtech-engr.com

Investor Relations Advisors :

Bridge Investor Relations Pvt. Ltd.

Ms. Savli Mangle
savli@bridge-ir.com

Ms. Aesha Shah
aesha@bridge-ir.com

www.bridge-ir.com