



# SoftTech Engineers Limited

Investor Presentation  
March 2019



## Disclaimer

*This presentation has been prepared by SoftTech Engineers Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

*This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*



## Table of Contents



01 | **Company Overview**



02 | **Industry Opportunity**



03 | **Business Overview**



04 | **Financial Highlights**

05 | **Way Ahead**

# 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

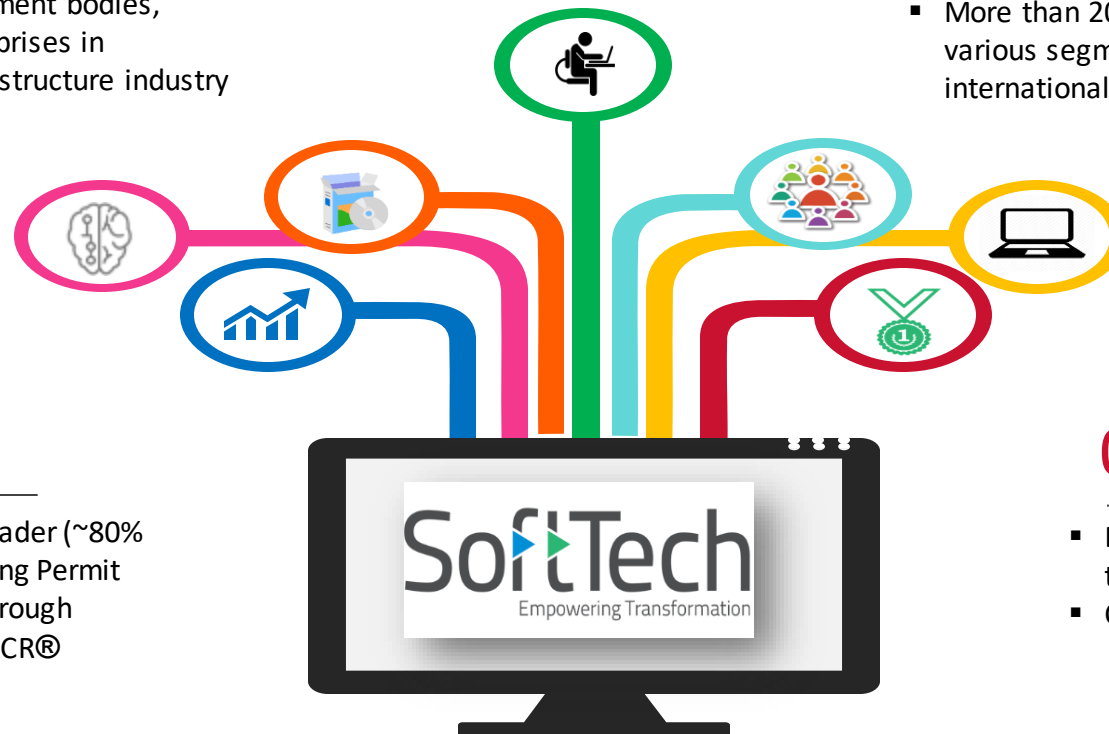
- More than 20,000 users across various segments in domestic and international market

### 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

## VC Funding & QMS Certification

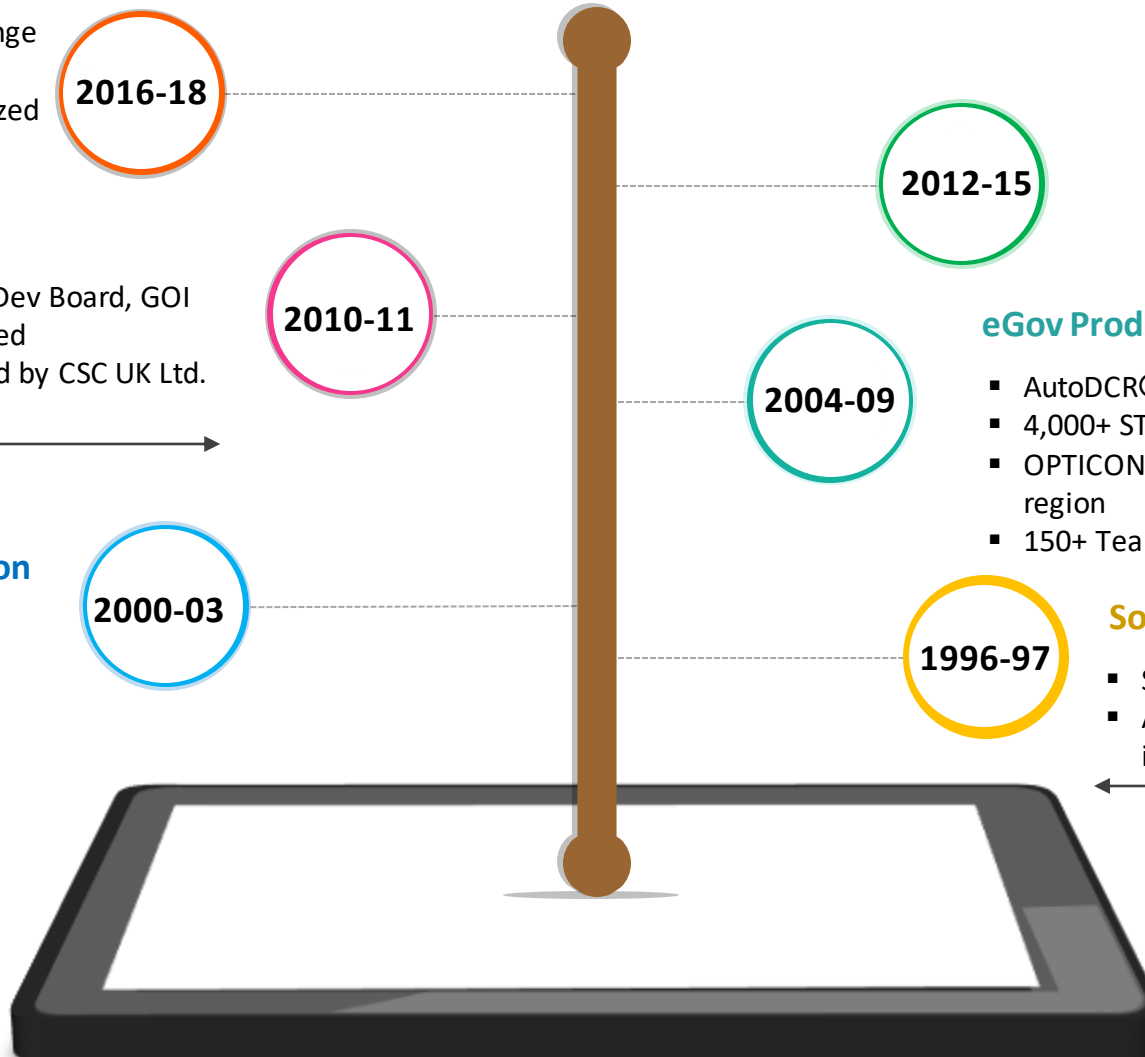
- Received Venture Capital funding from SVCL (NFSIT)
- ISO Certification

2000-03

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



**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", EAPAF (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

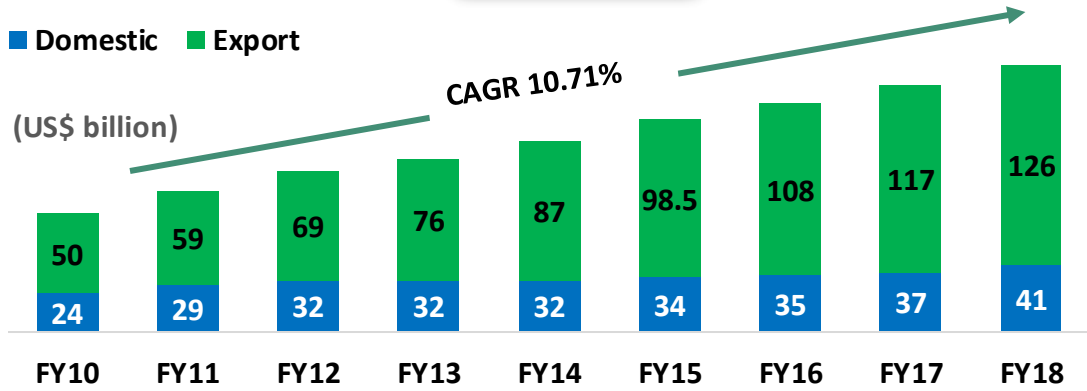


# Industry Overview

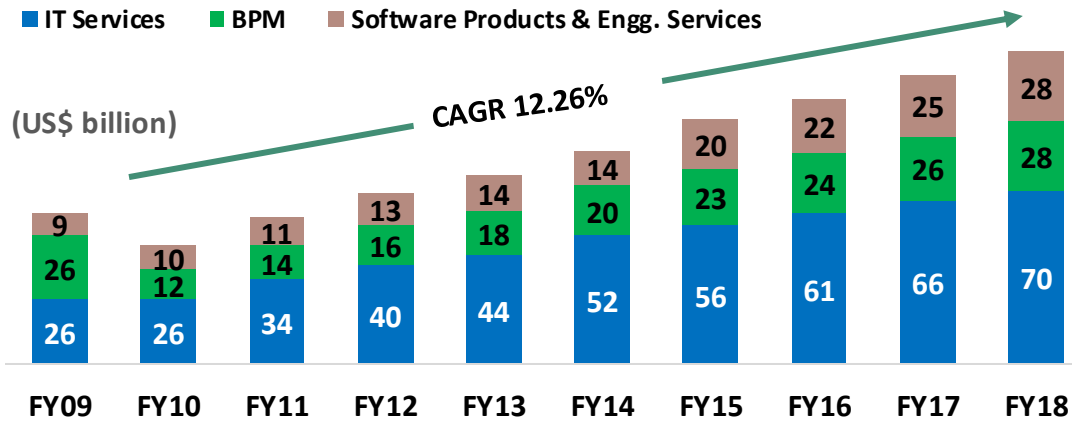


# Indian IT Industry Overview

## Market Size



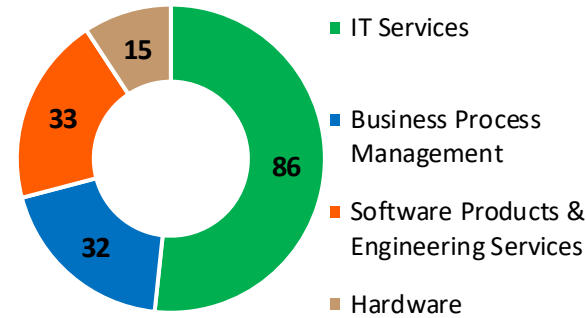
## Key Trends



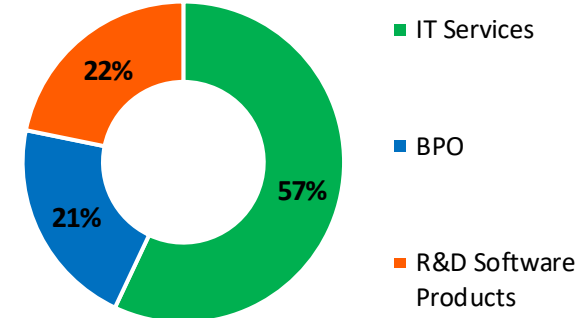
Source: IBEF

## Sector Composition

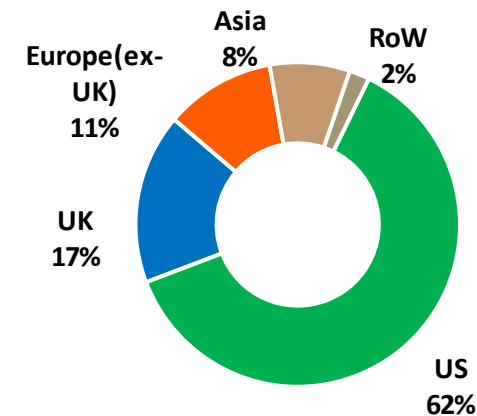
Sector Wise Breakup of Indian IT market (US\$ bn) FY18



Sector Wise Breakup Of Export Revenue FY18



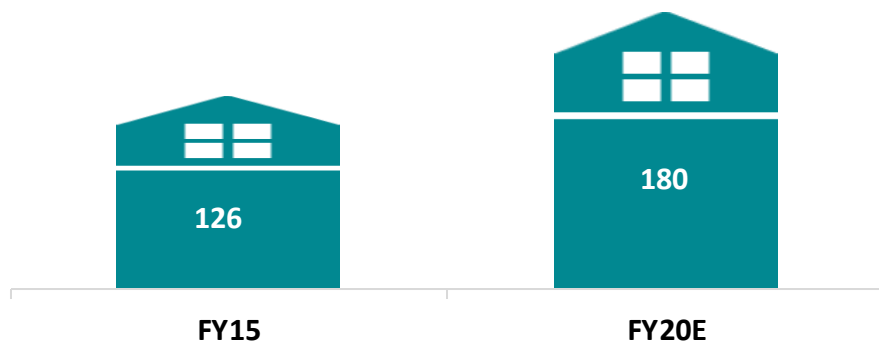
Geographic Breakup Of Export Revenue In 2017-18



# Real Estate Sector in India – Significant Growth Potential

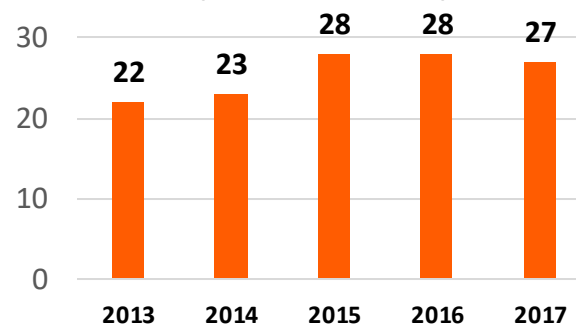
## Market Size

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

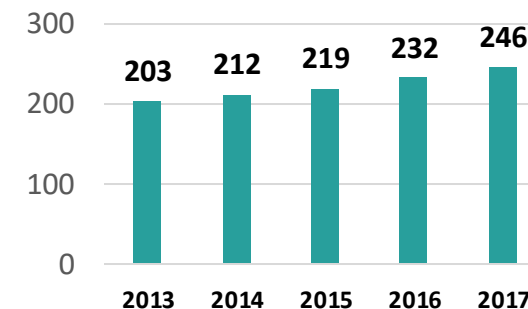


## Key Trends

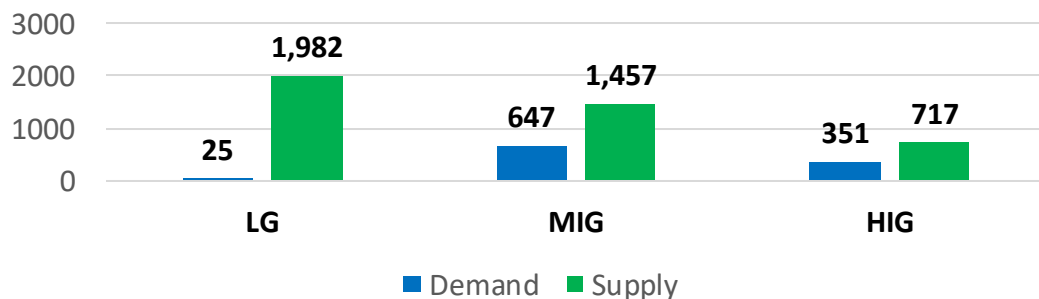
Demand For Commercial Space In Top 8 cities (mn sq ft)



Number Of New Malls In India

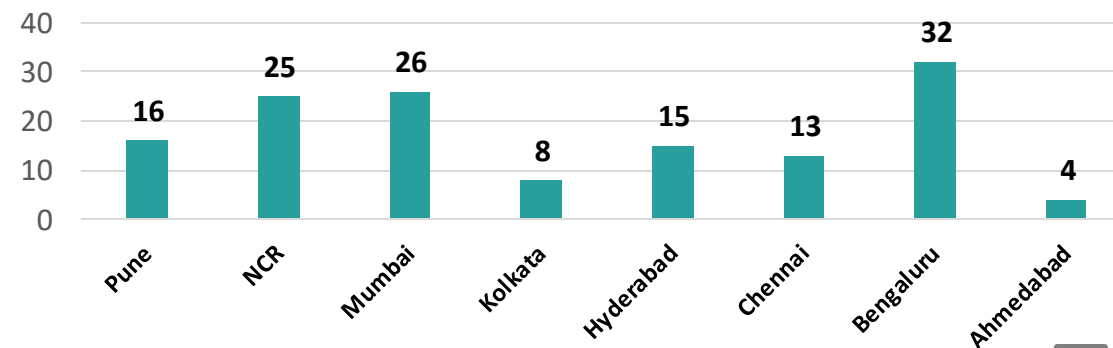


Cumulative Housing Demand-Supply In Top 8 Cities ('000 units) 2016-20E



## 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**



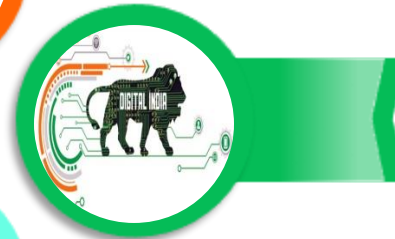
### Ease of doing business

- 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

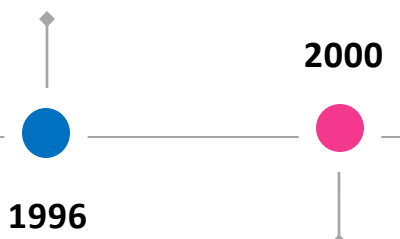


# Product Evolution

## 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



### OPTICON™

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



2008

### PWIMS™

- Public Works Information Management System
- 10+ Government Organizations



2018

### BIMDCR™

- 3D BIM model based Automation of Building Permits



## Upcoming Products

### RuleBuddy

- Building Projects Feasibility & Technical Analysis



Under Development

Upcoming

### IBPS

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

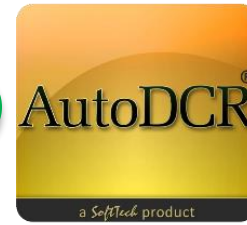


SaaS

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

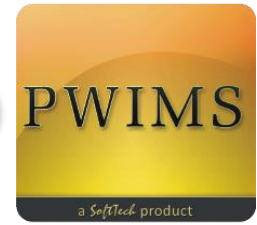
- Municipal Councils & Corporations
- Urban Development Authorities
- Industrial Development Authorities
- Architects, Town Planners & Consultants
- Smart Cities

### Clients

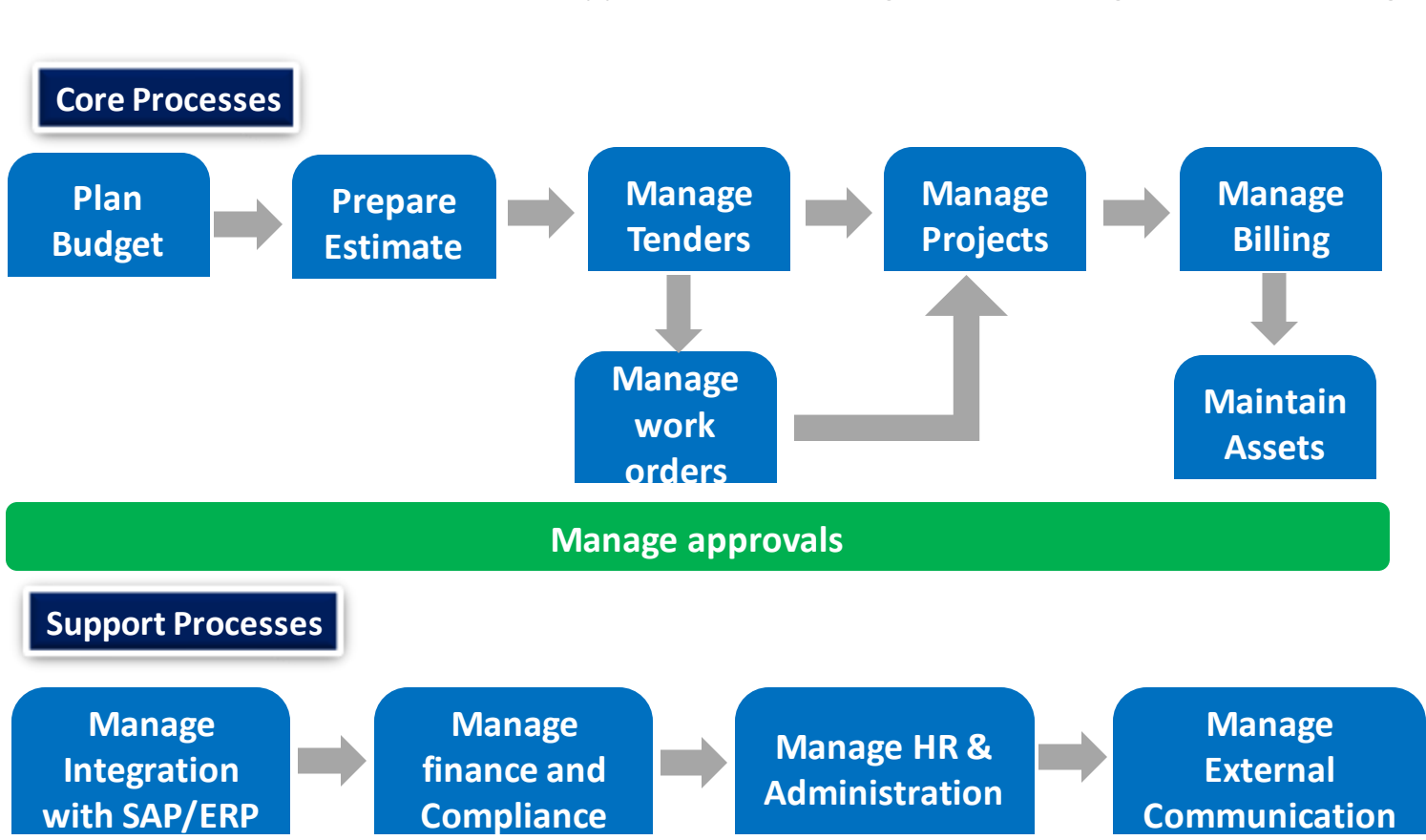
- 500+ local government Bodies in India, with over 150 in process



# 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

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

## Clients

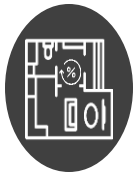




## Current Products – OPTICON™



- ✓ 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



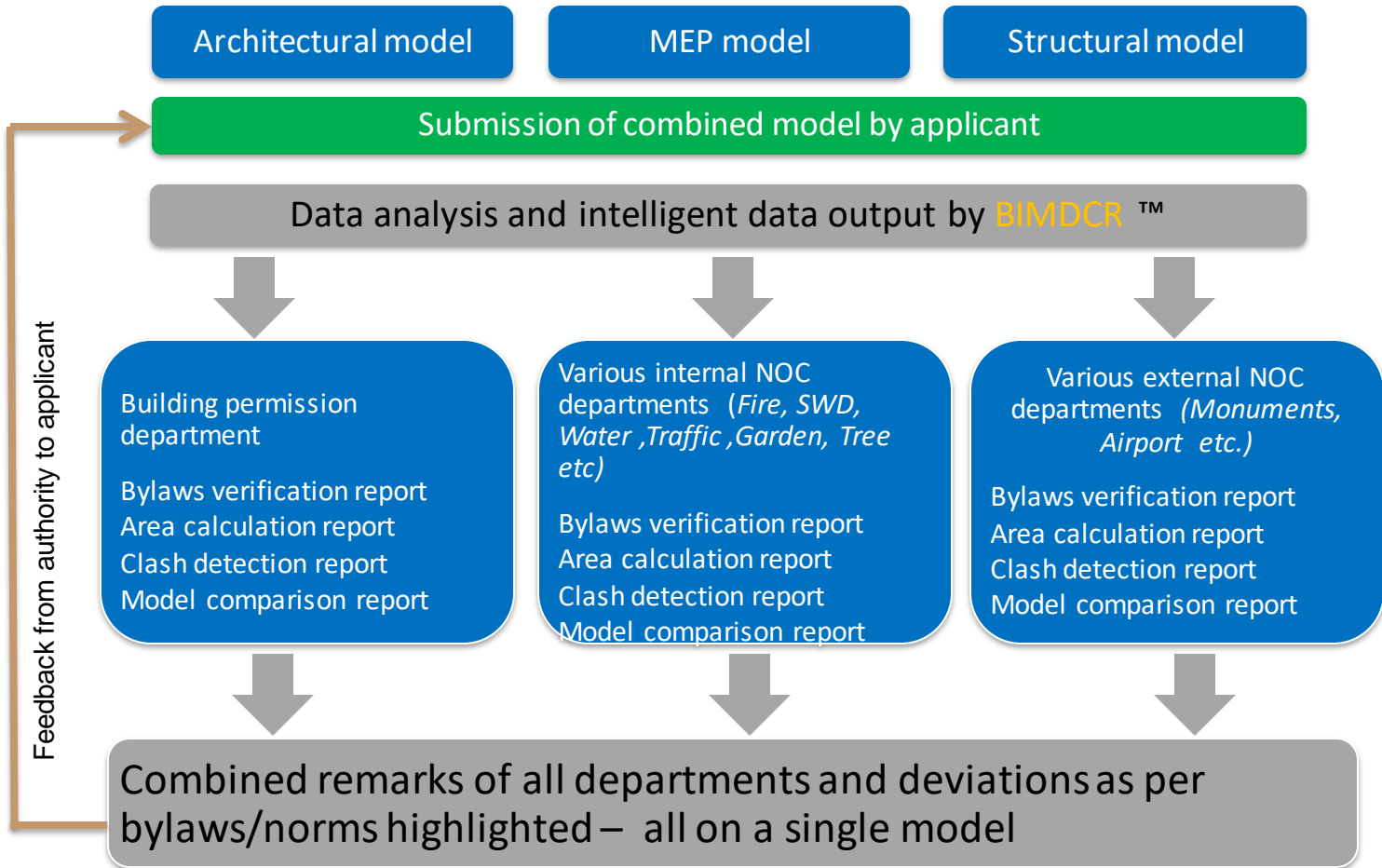
### Key Users

- 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

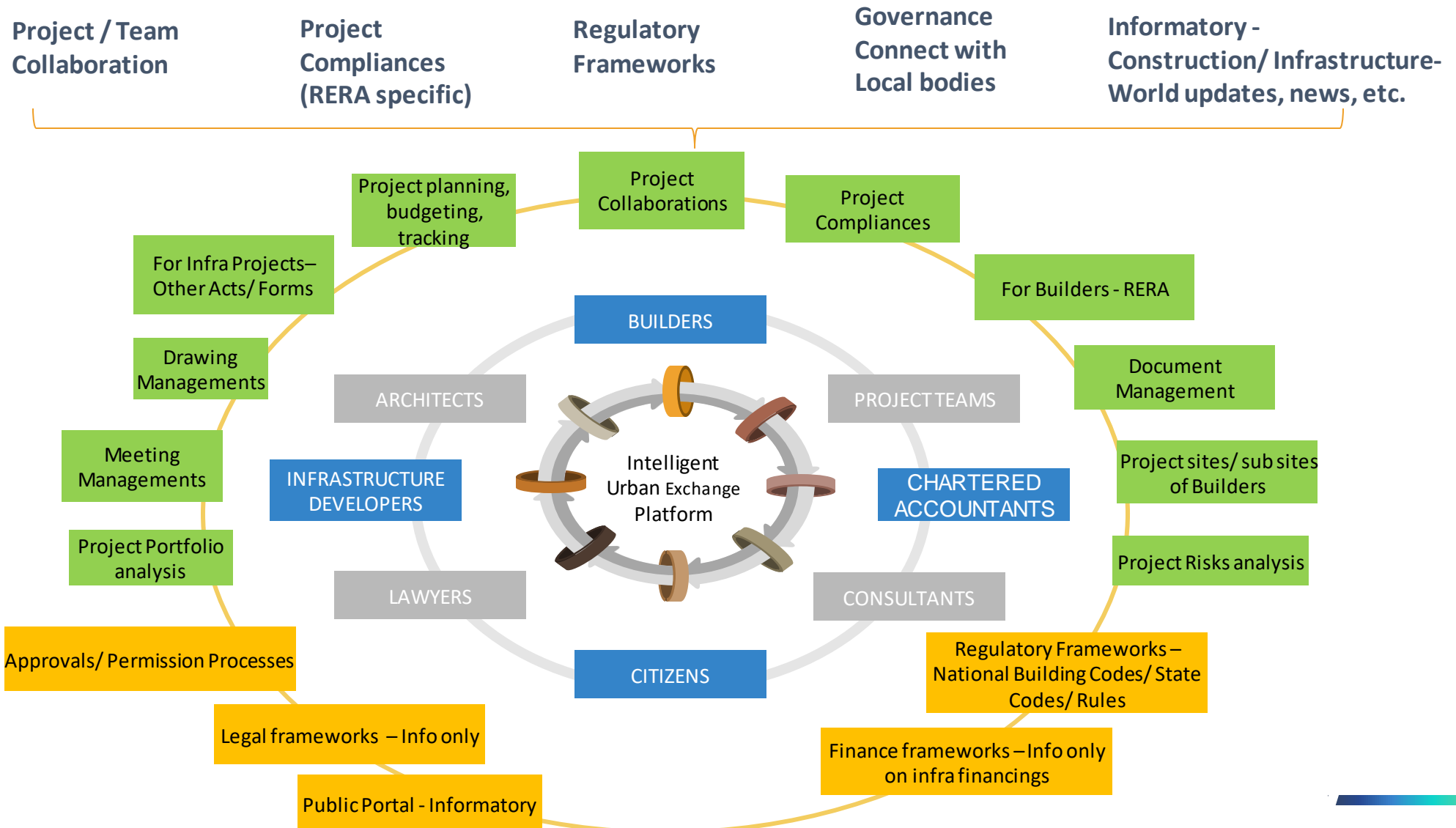


User gets to know **whether project will pass** through authority based on selected project parameters

#### Key Users

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

# Upcoming Product – IBPS (The Portal Based Approach)



## 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

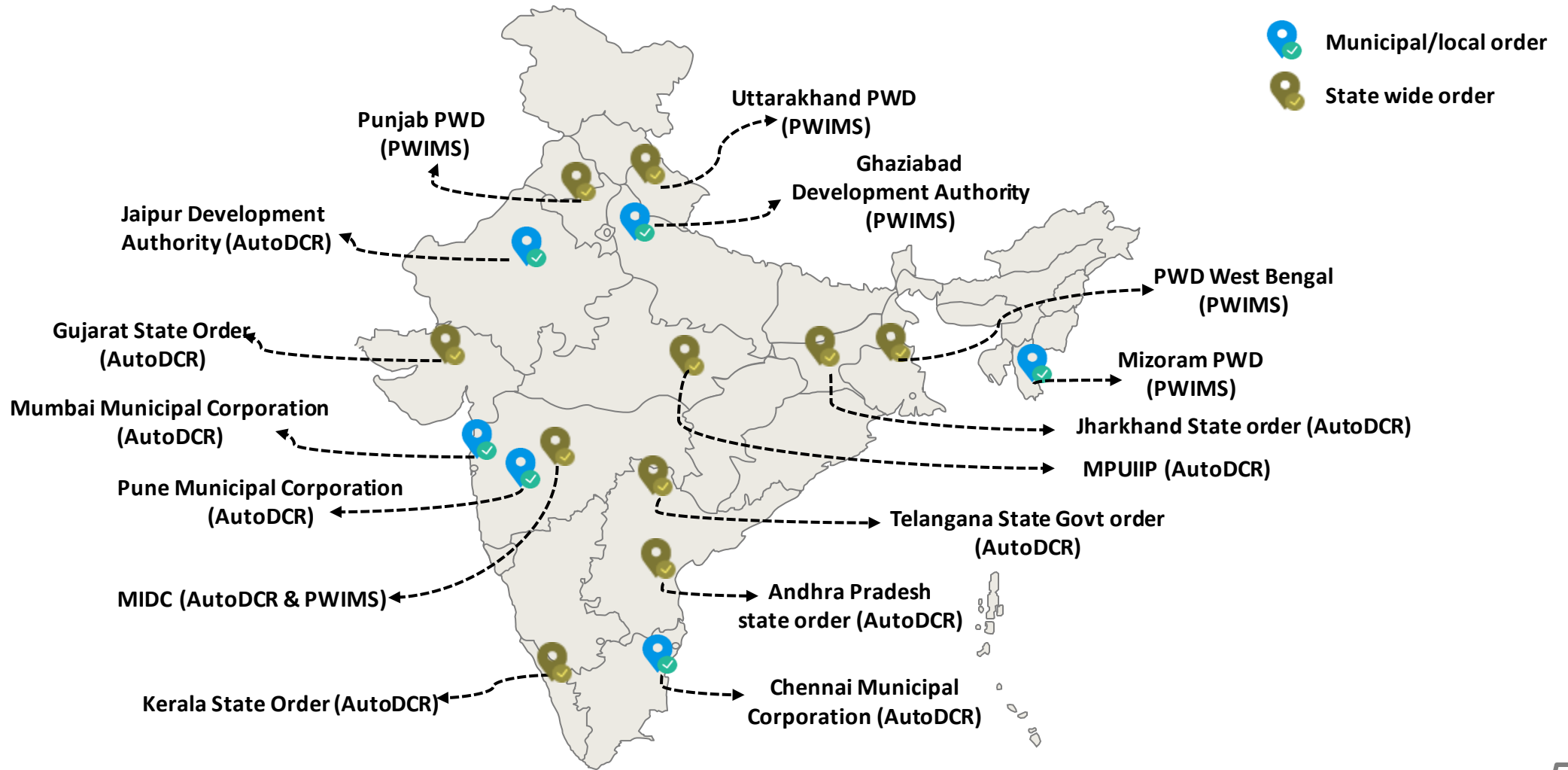
- Incorporated subsidiary in USA & Finland region
- Customization in AutoDCR® needed for US Govt approval - for which step down Subsidiary has been created

- 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

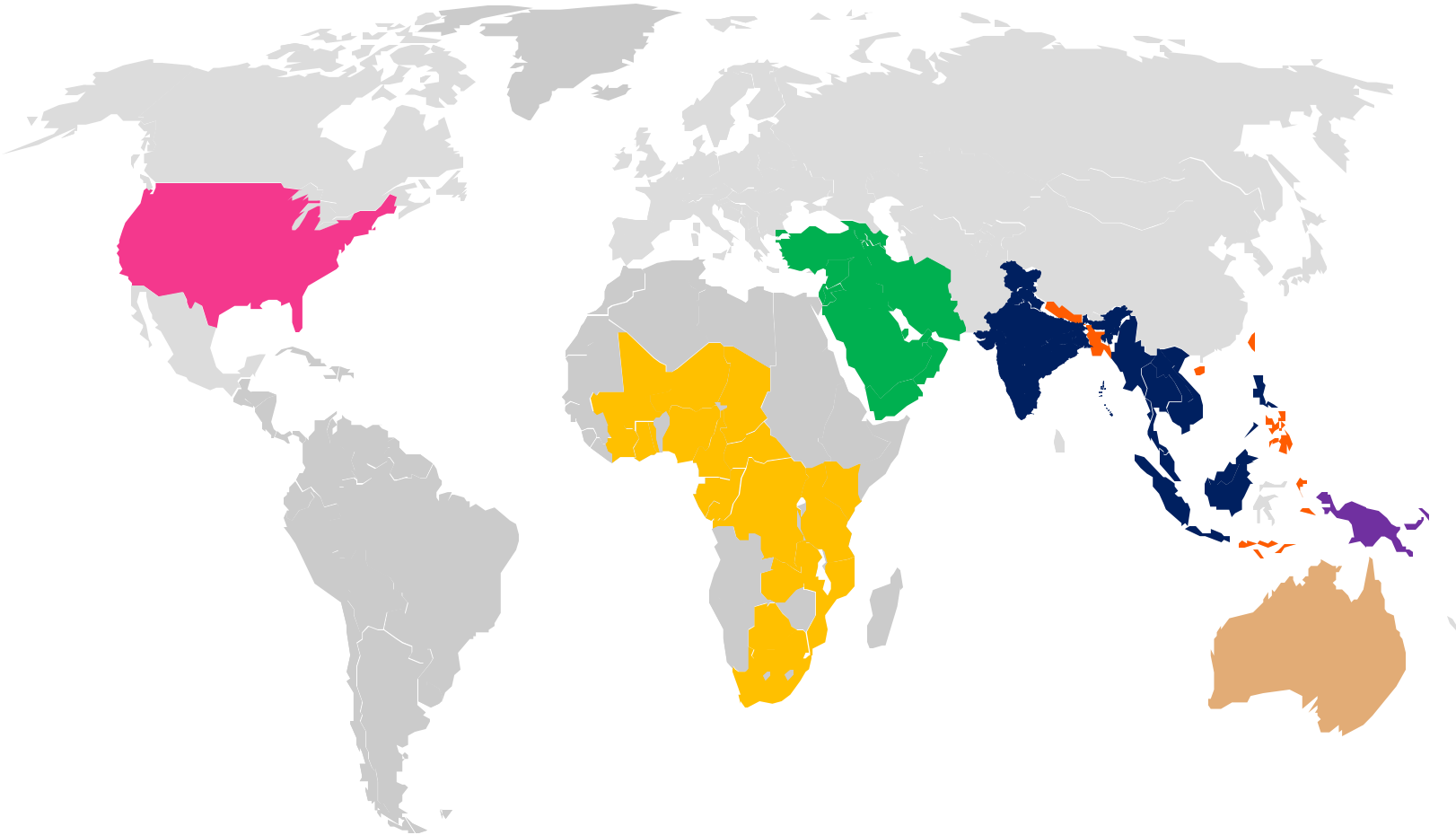
# Pan-India Presence

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



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

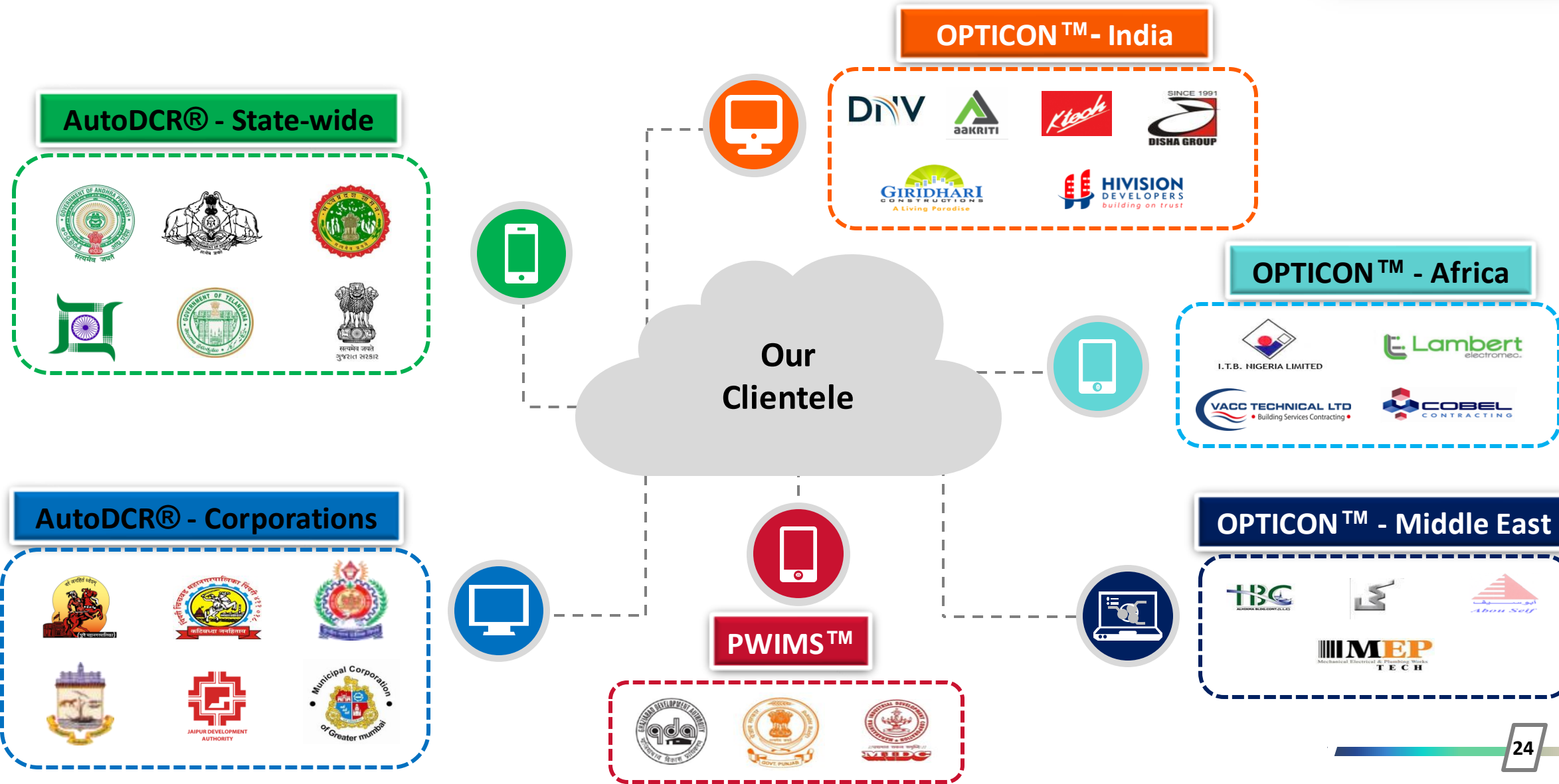
**Expanding Global Footprint**



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

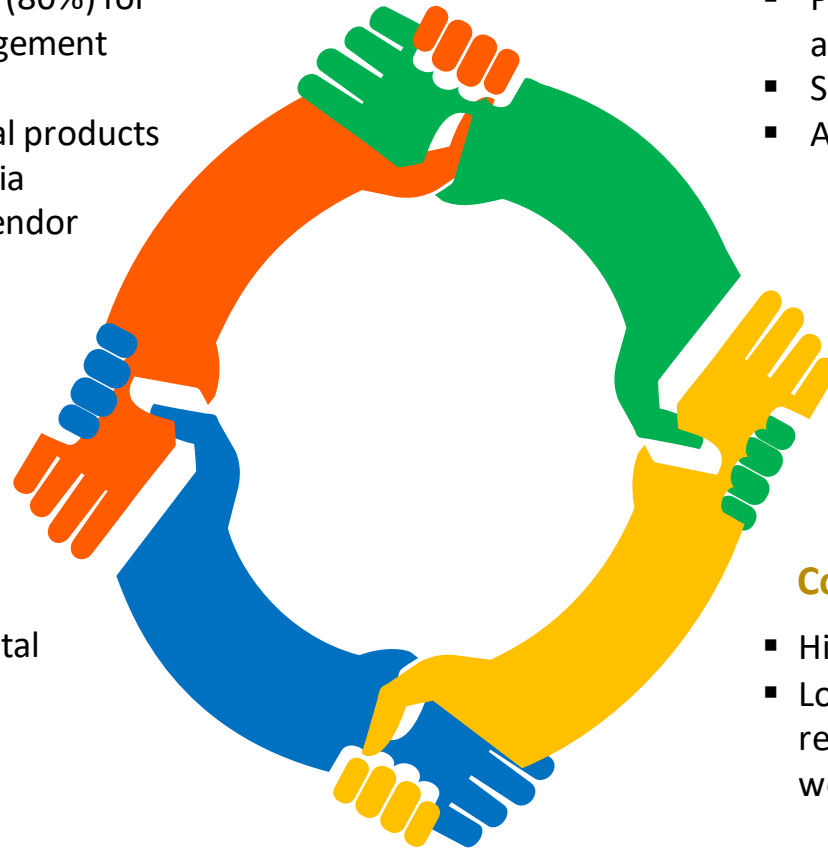
- Product designed to meet needs of e-governance and construction sectors
- Scalable & flexible products
- Alliances with many technology leaders

### 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

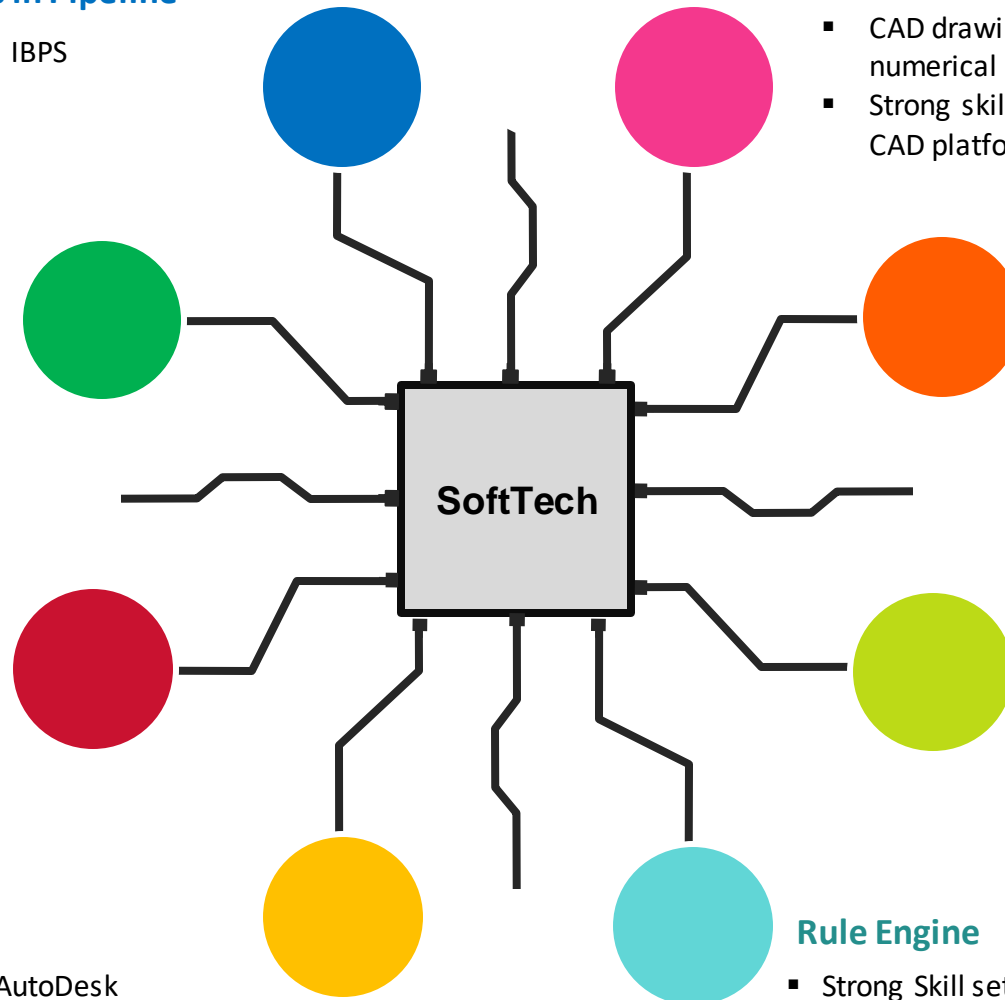
- Skill set for model reading and data processing
- Team proficiency in understanding of revit APIs and open source modelling APIs

### 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**



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



**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**

# Financial Highlights



## Half Yearly – Financial Highlights

Rs. Cr	H1 FY19	H1 FY18	Y-o-Y (%)	H2 FY18
<b>Revenue from Operations</b>	<b>29.60</b>	<b>20.63</b>	<b>43.47%</b>	<b>30.91</b>
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
<b>Total expenditure</b>	<b>22.36</b>	<b>14.81</b>		<b>21.50</b>
<b>EBITDA</b>	<b>7.24</b>	<b>5.82</b>	<b>24.40%</b>	<b>9.41</b>
<b>EBITDA Margin (%)</b>	<b>24.46%</b>	<b>28.21%</b>		<b>30.43%</b>
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
<b>PBT</b>	<b>4.77</b>	<b>2.93</b>	<b>62.94%</b>	<b>6.70</b>
Tax	1.32	0.81		2.02
<b>PAT</b>	<b>3.45</b>	<b>2.12</b>	<b>63.24%</b>	<b>4.68</b>
<b>PAT Margin (%)</b>	<b>11.67%</b>	<b>10.26%</b>		<b>15.13%</b>
<b>Basic EPS (in Rs.)*</b>	<b>3.87</b>	<b>3.00</b>	<b>29.00%</b>	<b>6.63</b>

- 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

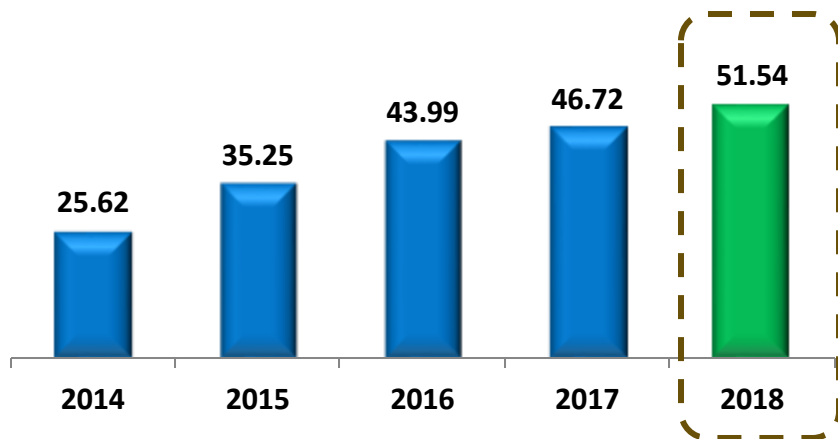
## Balance Sheet – As on 30<sup>th</sup> September 2018

Rs. in Cr	As on 30 <sup>th</sup> Sept-18	As on 31 <sup>st</sup> Mar-18
<b>Shareholder's Funds</b>	<b>56.78</b>	<b>37.40</b>
Share capital	9.42	7.05
Reserves & Surplus	47.36	30.35
<b>Non-current liabilities</b>	<b>4.12</b>	<b>5.64</b>
Long-term borrowings	3.49	5.10
Other Long-term liabilities	0.01	0.01
Long-term provisions	0.62	0.53
<b>Current liabilities</b>	<b>15.31</b>	<b>25.43</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>76.21</b>	<b>68.46</b>

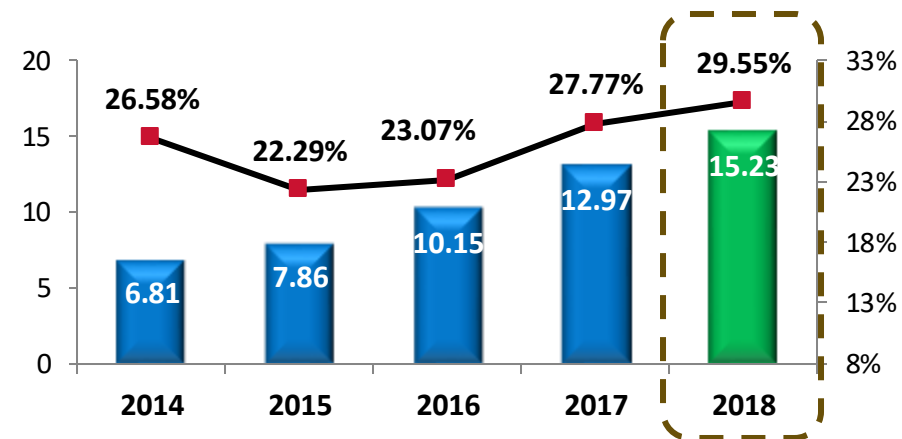
Rs. in Cr	As on 30 <sup>th</sup> Sept-18	As on 31 <sup>st</sup> Mar-18
<b>Non-current Assets</b>	<b>21.12</b>	<b>20.28</b>
Property, Plant & Equipment	0.83	1.00
Intangible assets	6.05	7.68
Non-current investments	0.06	0.04
Intangible assets under development	5.76	3.80
Deferred tax assets (Net)	1.00	0.76
Other Non-current assets	6.06	5.71
Long-Term loans & advances	1.35	1.28
<b>Current Assets</b>	<b>55.10</b>	<b>48.19</b>
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
<b>Total Assets</b>	<b>76.21</b>	<b>68.46</b>

# Annual Financial Highlights

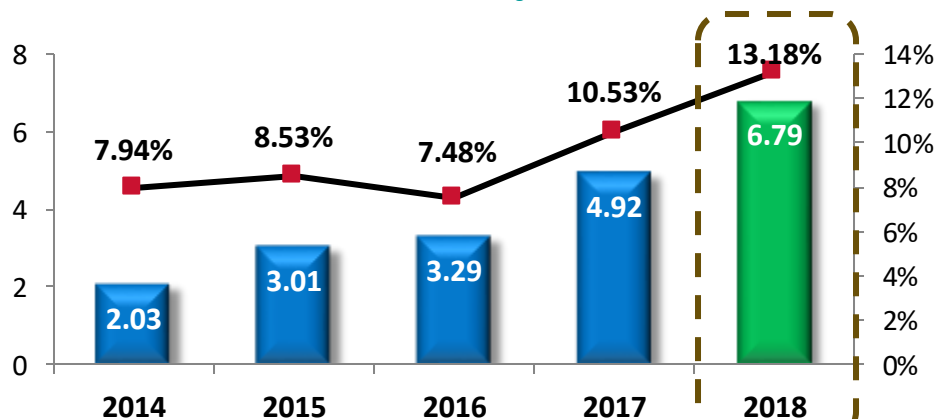
**#Revenue (Rs. Cr)**



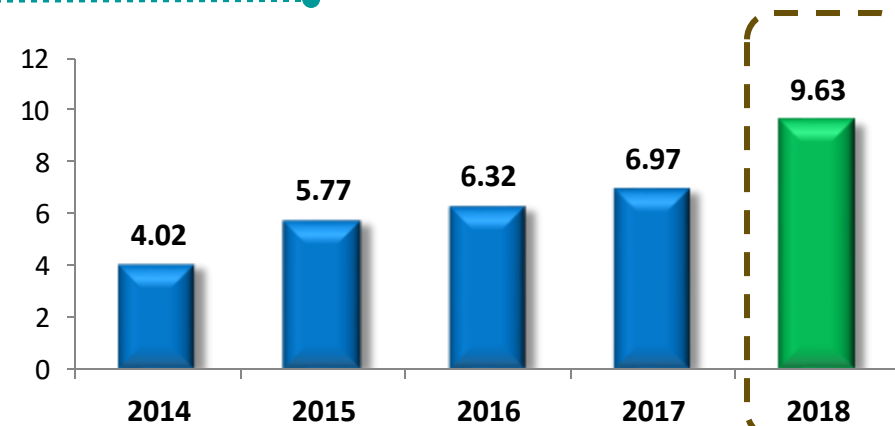
**#EBITDA (Rs. Cr) / Margin (%)**



**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



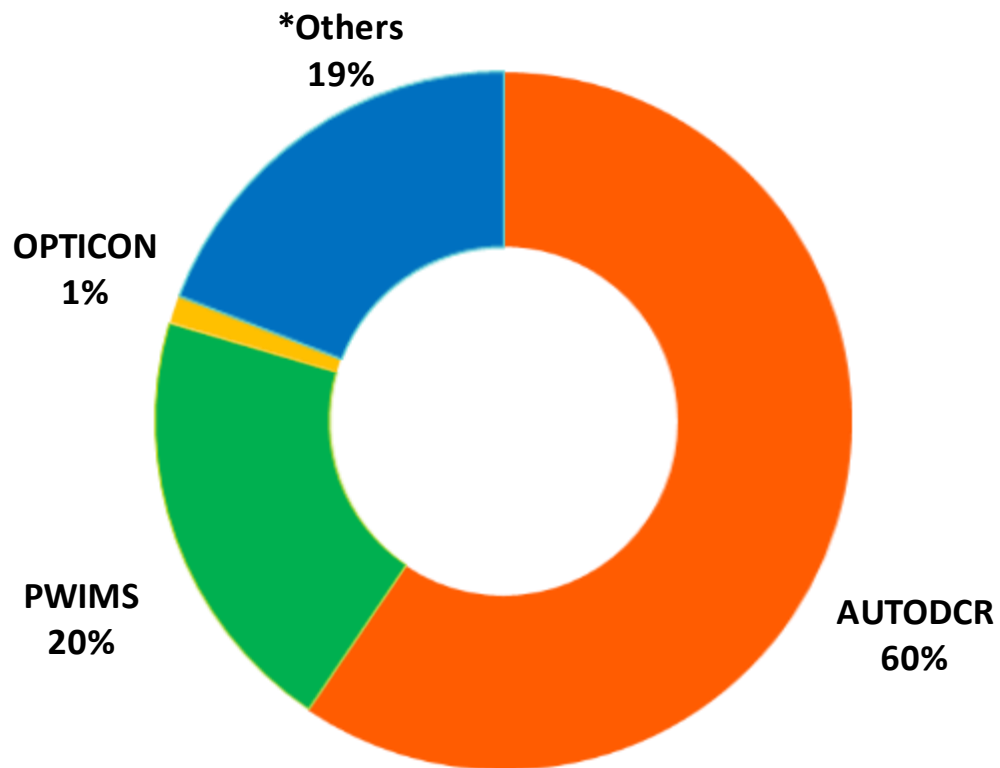
## Annual Financial Highlights

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

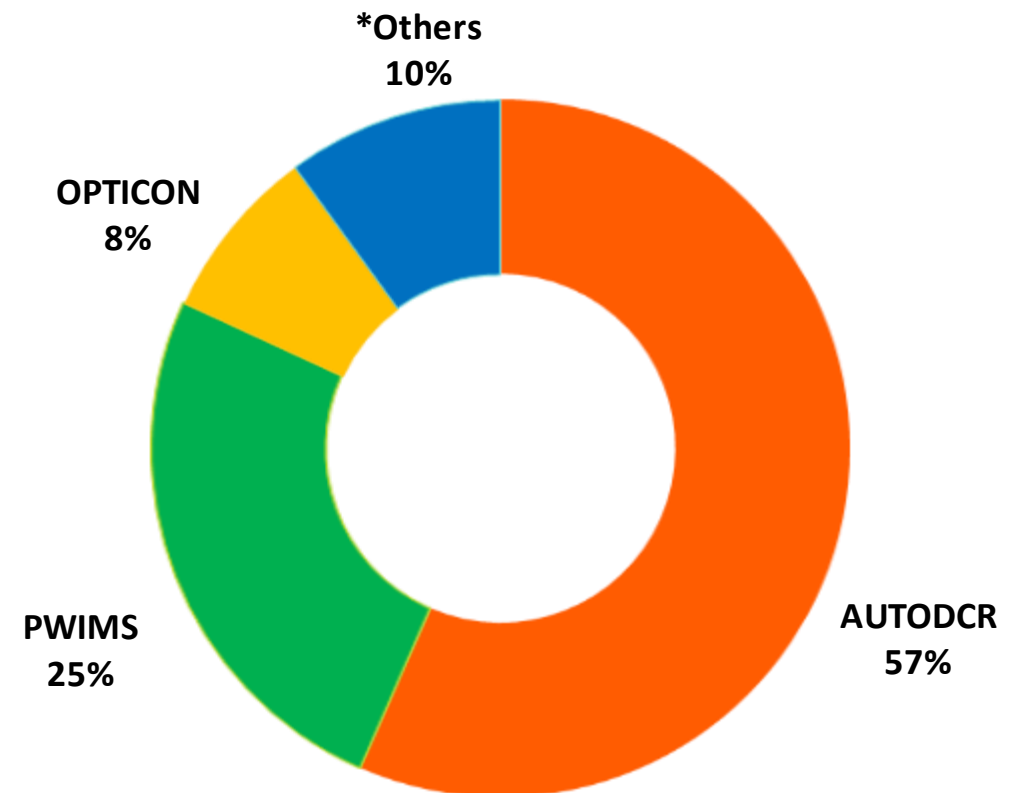
\* EPS FY 17 & FY 18 has been adjusted for Bonus issue 1:1 in Feb 2018, as per Ind-AS guidelines

**Revenue Contribution – Product Wise (as % of sales)**

**FY2017**



**FY2018**



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

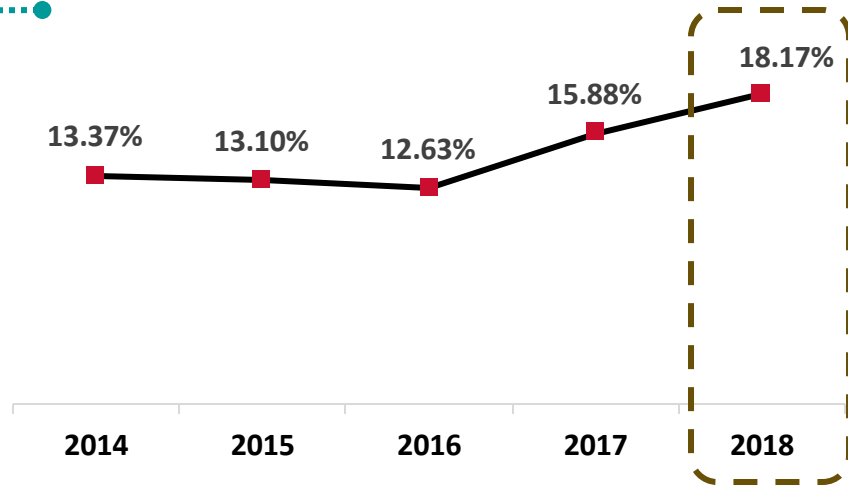
## Balance Sheet – As on 31<sup>st</sup> March 2018

Rs. in Cr	As on 31 <sup>st</sup> Mar-18	As on 31 <sup>st</sup> Mar-17
<b>Shareholder's Funds</b>	<b>37.40</b>	<b>30.96</b>
Share capital	7.05	3.53
Reserves & Surplus	30.35	27.43
<b>Non-current liabilities</b>	<b>5.64</b>	<b>9.25</b>
Long-term borrowings	5.10	8.84
Other Long-term liabilities	0.01	0.01
Long-term provisions	0.53	0.40
<b>Current liabilities</b>	<b>25.43</b>	<b>20.24</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>68.46</b>	<b>60.45</b>

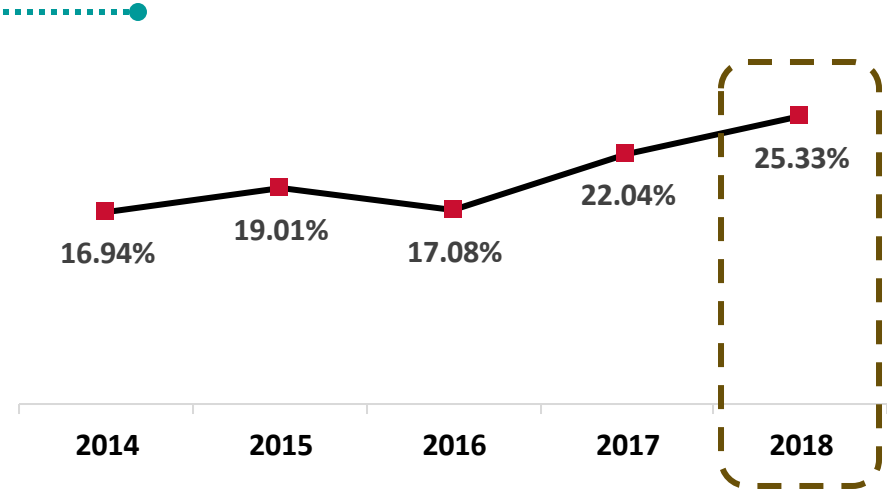
Rs. in Cr	As on 31 <sup>st</sup> Mar-18	As on 31 <sup>st</sup> Mar-17
<b>Non-current assets</b>	<b>20.28</b>	<b>20.09</b>
Property Plant & Equipment	1.00	1.80
Intangible assets	7.68	7.39
Intangible assets under development	3.80	2.30
Deferred tax assets	0.76	0.36
Non-current investments	0.04	0.04
Long-term loans & advances	1.28	1.53
Other Non-current assets	5.71	6.67
<b>Current assets</b>	<b>48.19</b>	<b>40.35</b>
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
<b>Total Assets</b>	<b>68.46</b>	<b>60.45</b>

## Key Ratios

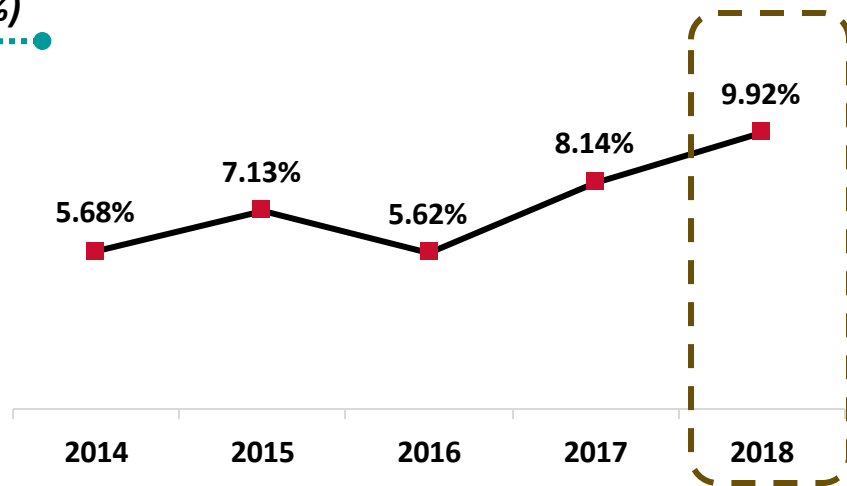
**ROE (%)**



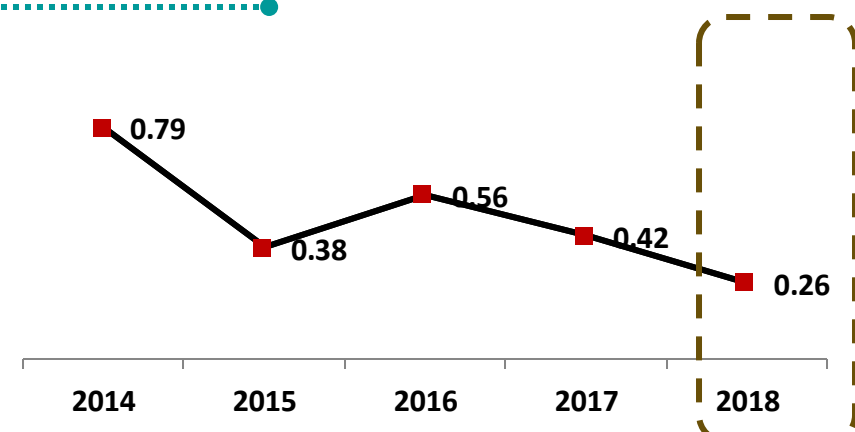
**ROCE (%)**



**ROA (%)**



**Debt to Equity Ratio**



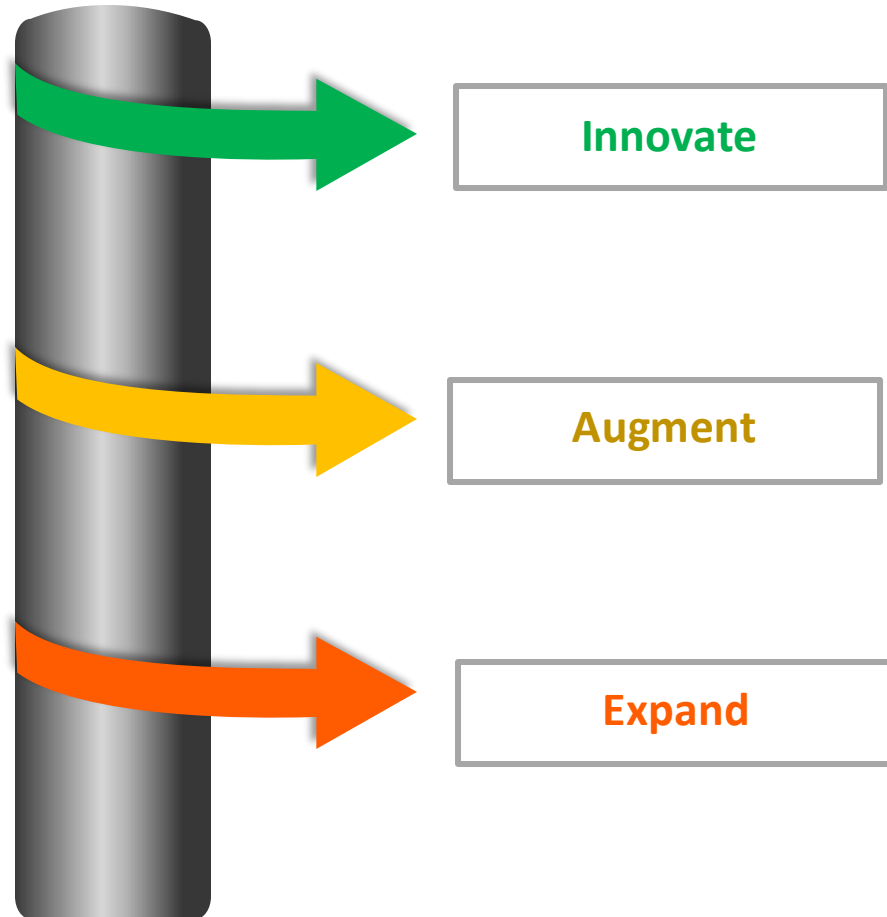
**Way Ahead**



## 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...



- 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
  
- 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
  
- 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:

**Company :**

**SoftTech Engineers Limited**

Ms. Aishwarya patwardhan  
[aishwaryap@softtech-engr.com](mailto:aishwaryap@softtech-engr.com)

[www.softtech-engr.com](http://www.softtech-engr.com)

**Investor Relations Advisors :**

**Bridge Investor Relations Pvt. Ltd.**

Ms. Savli Mangle  
[savli@bridge-ir.com](mailto:savli@bridge-ir.com)

Ms. Aesha Shah  
[aesha@bridge-ir.com](mailto:aesha@bridge-ir.com)

[www.bridge-ir.com](http://www.bridge-ir.com)