

Date: February 28, 2024

To,

National Stock Exchange of India Limited “Exchange Plaza”, C-1, Block – G Bandra – Kurla Complex Bandra (East), Mumbai – 400051 Symbol: SOFTTECH	BSE Limited Floor 25, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001 Scrip Code: 543470
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Subject: Investor Presentation-February 2024.

Ref: Reg. 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/ Madam,

With reference to the above-captioned subject, please find herewith, enclosed the Investor Presentation by the Company. The aforesaid Investor Presentation is also being disseminated on Company's website at <https://www.softtech-engr.com/>

This is for your information and records.

Thanking you.

Yours Sincerely,
For SoftTech Engineers Limited

Shalaka Khandelwal
Company Secretary



Registered Office : SoftTech Towers, 1 Baner Rd, Opp. Royal Enfield Showroom, Baner, Pune, Maharashtra 411045

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SoftTech Engineers Limited

CMMi/3, ISO 9001: 2015

CIN: L30107PN1996PLC016718



SoftTech[®]

Empowering Transformation

Investor Presentation

February 2024

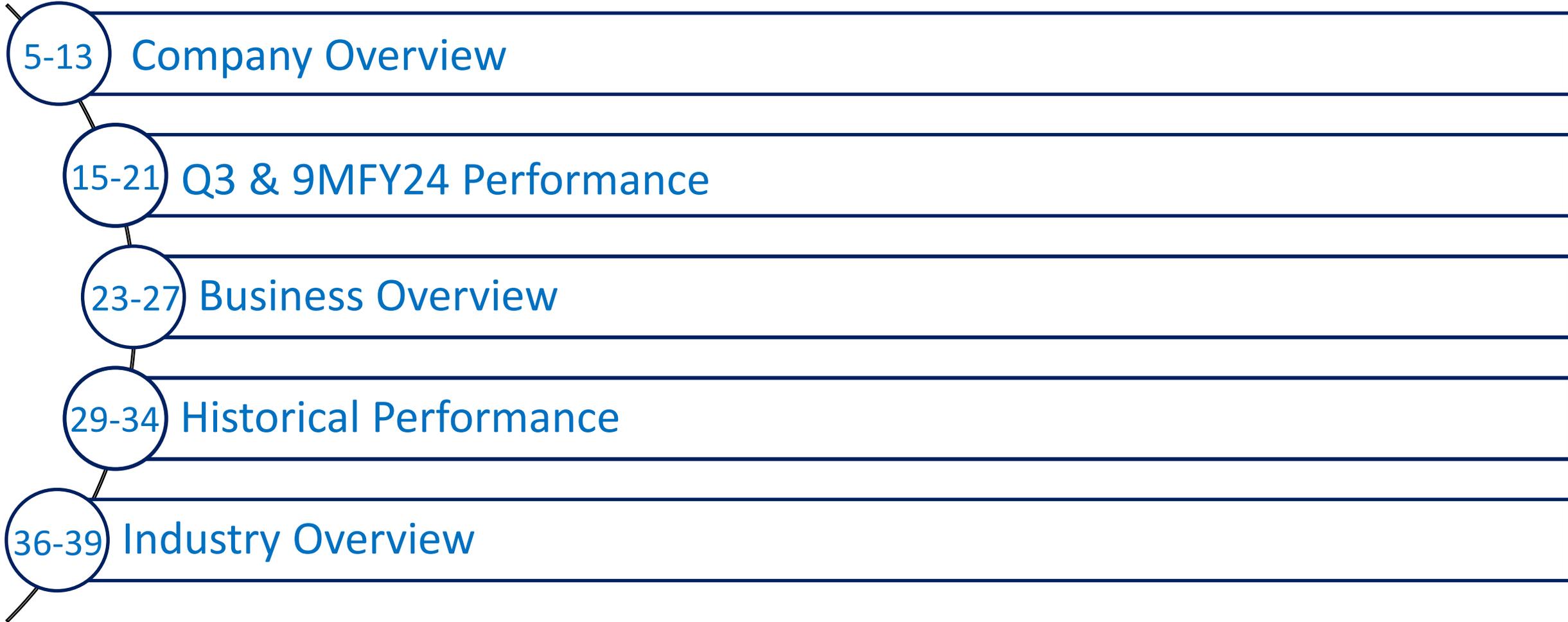
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Empowering Transformation

Company Overview

SoftTech – Dominant Civil-Tech Product Company

Creating cutting-edge SaaS products for the architecture, engineering, and construction (AEC) sectors with over 80% of market share in India in its domain



Established in 1996,
25+ years in AEC Industry



7+ products & solutions
20,000+ License users



18+ Indian state governments
600+ Serving clients



Presence across US, UK,
Middle East and Singapore



500+ Employee;
expertise in product R&D
ISO Certified



Listed on BSE & NSE Main
Board in 2022

25 years of Developing Intellectual Property

Solutions Monetized & IP Sold

Current Solution Portfolio

1996

2000

2007

2008

2009

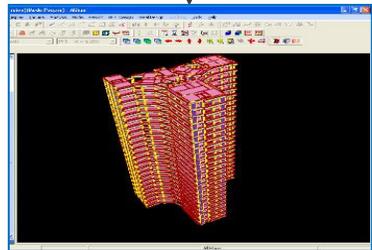
2019

2020

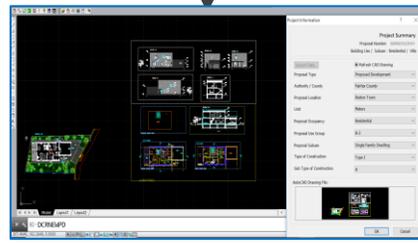
2022

2023

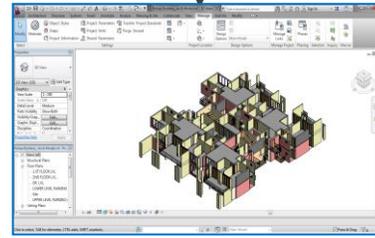
Future



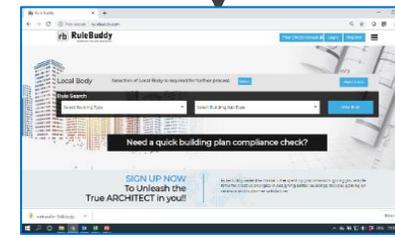
STRUDS



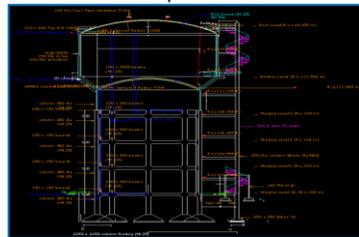
AutoDCR



OPTICON



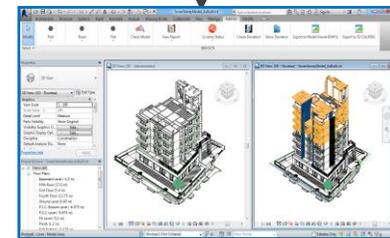
RuleBuddy



SEPL-ESRGSR



PWIMS



BIMDCR



Launch of Civit Solution Suite

Visibility in Overseas Market in terms of Revenue

- Green Building Permits
- Energy Management Solutions
- IoT based Central Water Management System

Civit Platform – Full Stack Solution for AEC

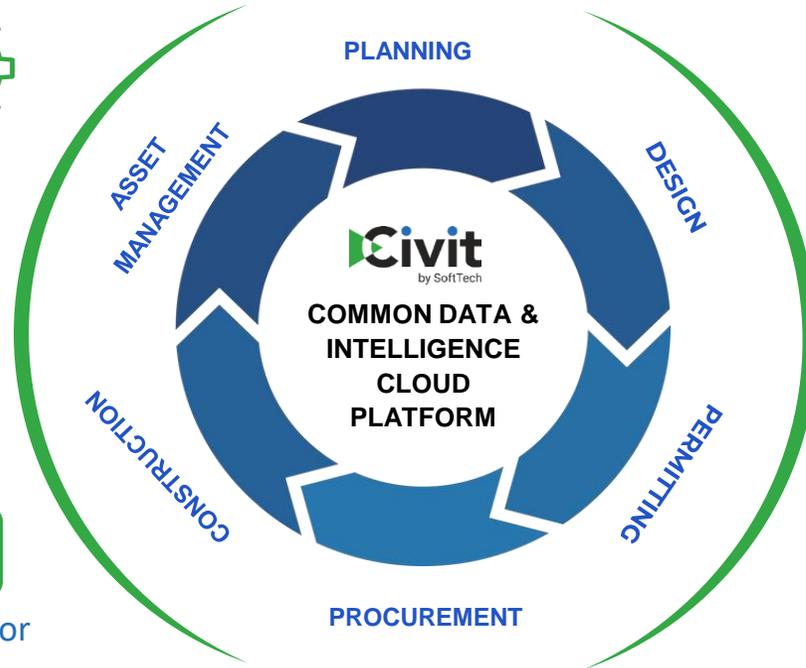
All-in-one AI-powered application suite for Government, Architects, Builders/Developers and Contractors.



Digital twin related solution to help visualize and direct tactile interaction with assets as well as physical intelligence



Integrated business and construction solutions for developers and contractors



Automated AI-powered accurate and fast plan compliance check and variance reporting solution



Permit management and compliance validation solution



Public infrastructure work management solution

Presence Across Value Chain

Catering to all Aspects of the Real Estate, Construction, and Infrastructure Industry.

	Government	Public Sector Companies	Contractors	Infrastructure/Real Estate Companies	Architects/Consultants
CivitPERMIT	✓	✓	✓		
CivitPLAN	✓		✓	✓	✓
CivitBUILD			✓	✓	
CivitINFRA	✓	✓			✓
CivitOPERATE		✓	✓	✓	✓
Energy & Sustainability Services				✓	✓

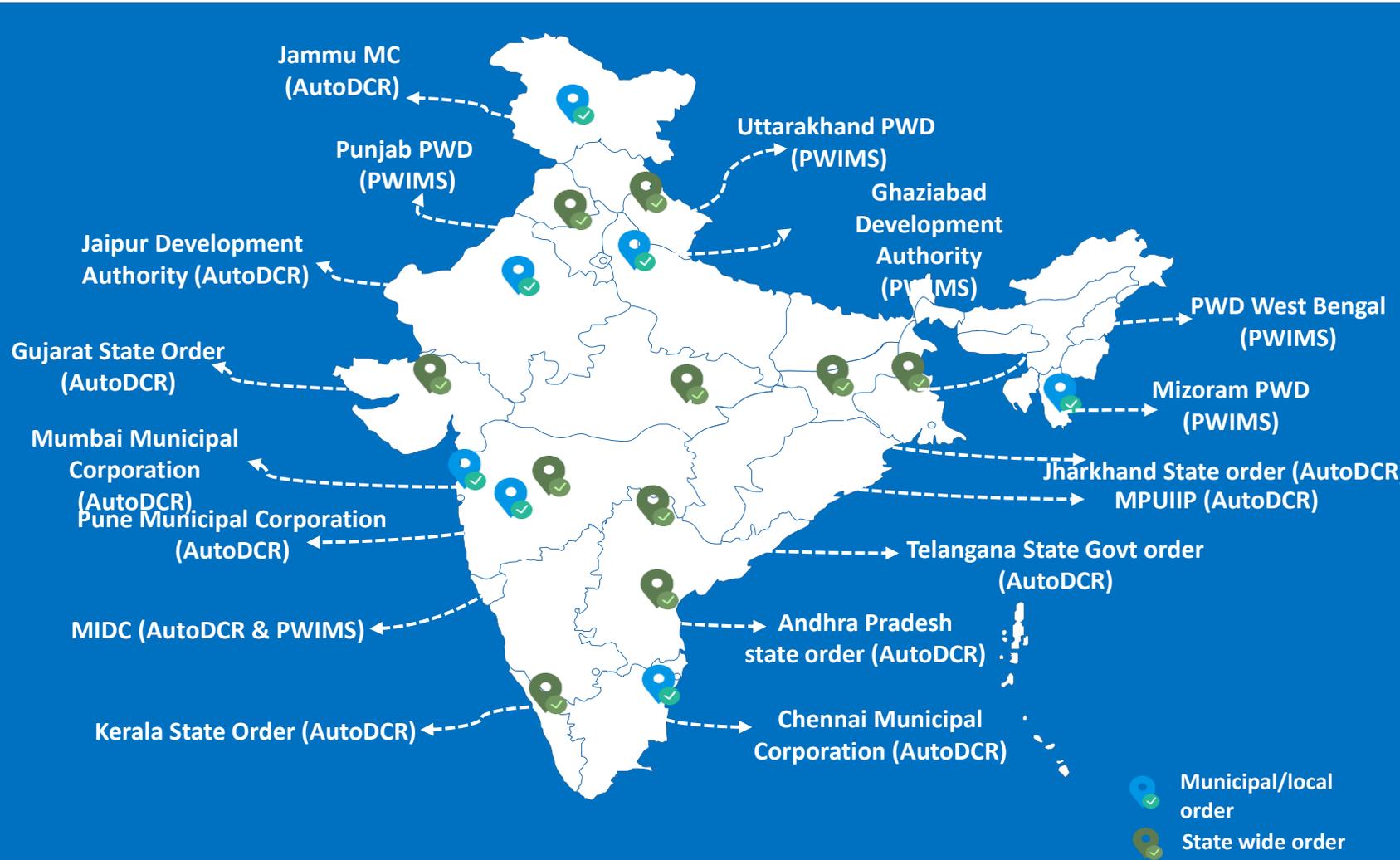
PRODUCTS

SERVICES



Dominant India Presence – Going Global

Harnessing the market potential within the nation and worldwide.



USA



Establishment in Place and POC in progress

UK



Strategic account in Finland secured with partner

Middle East



Few strategic accounts established. Structured expansion plan in motion

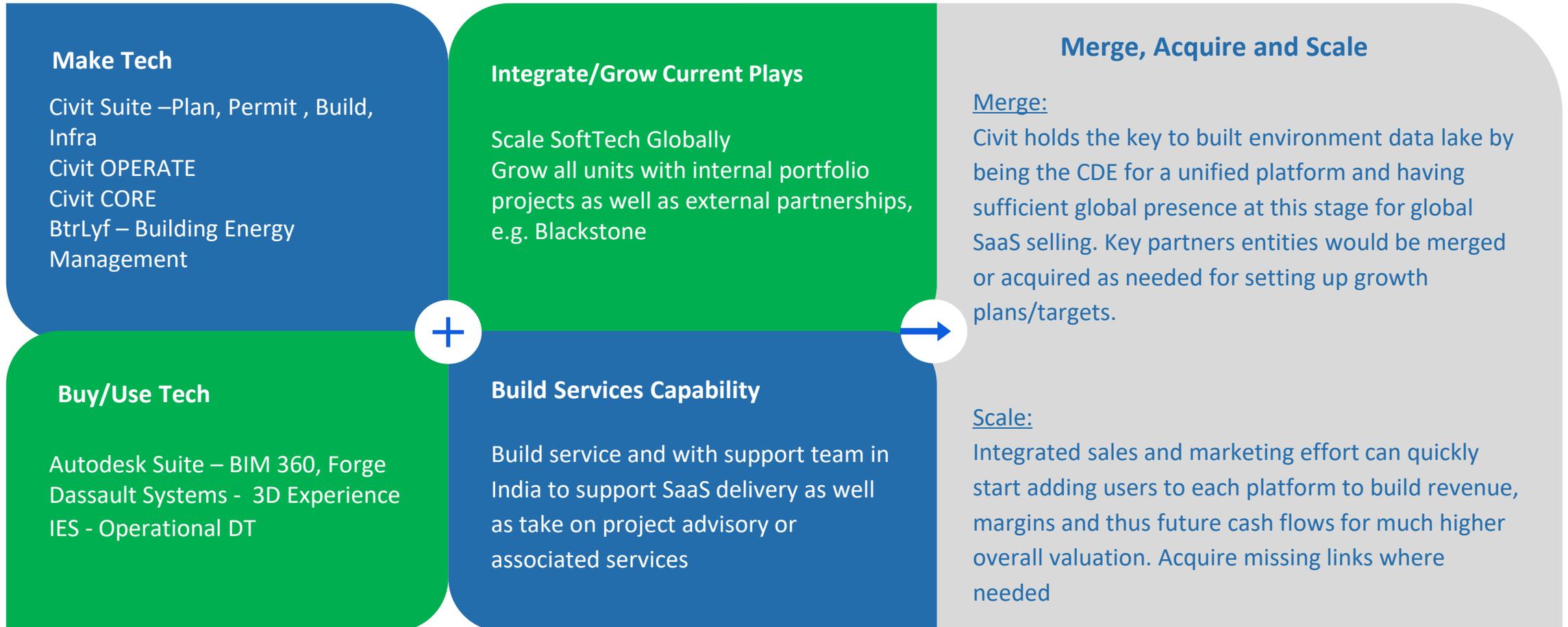
Singapore



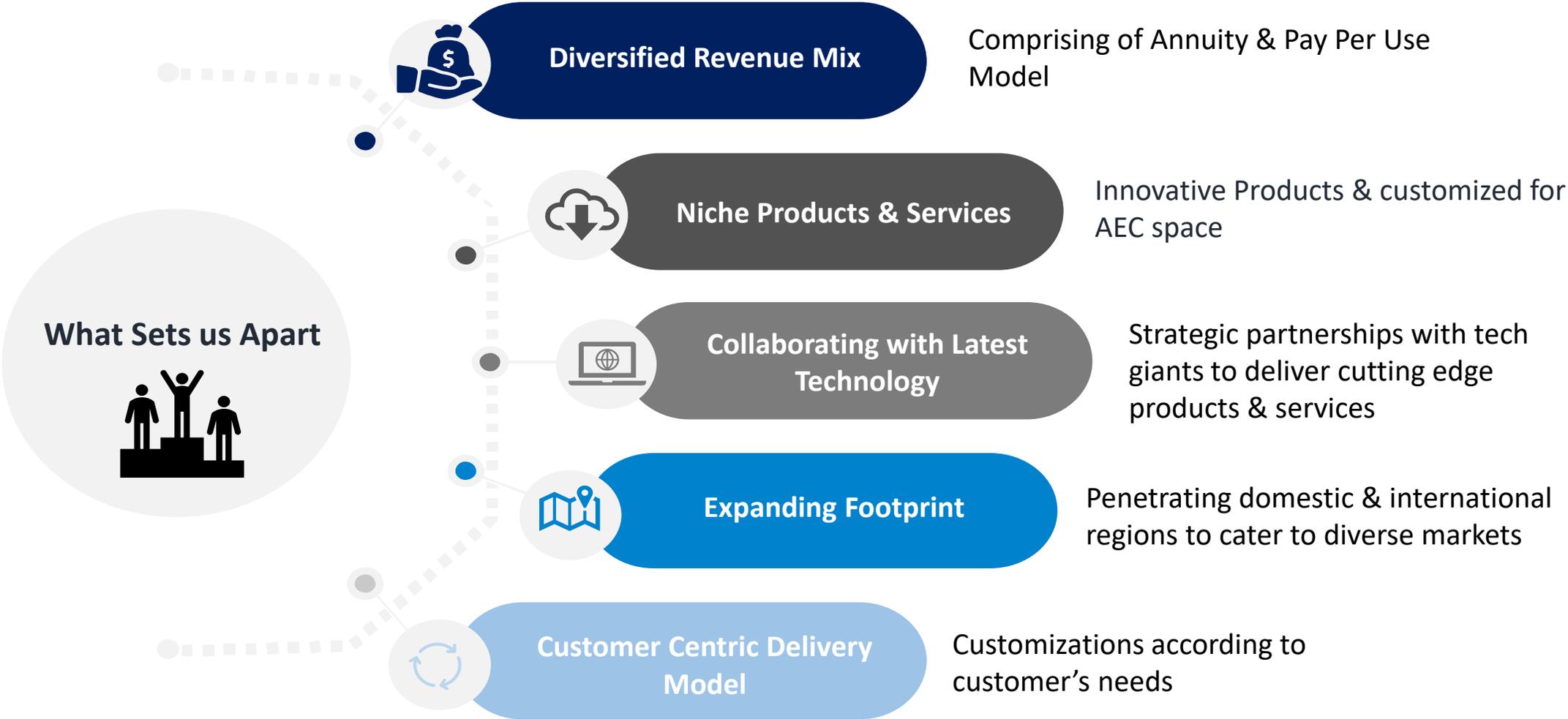
Few strategic accounts opened in EMEA. Establishment in Place - Team Hired

Profit Driven Growth Strategies

Our strategy is supported by three pillars - scale up, innovation and transformation



Strategic Investment Framework



Technocrat Leadership



Vijay Gupta
Founder, Chairman & MD

IIT Mumbai alumnus, first-generation entrepreneur. 29+ years' experience in CAD/CAE software development.



Priti Gupta
Whole Time Director

With 12+ years' experience in business processes and management. Oversees training, HR & Admin operations.



Pratik Patel
Whole Time Director

10+ years of experience of handling managerial assignments in software dev and real estate business



Sridhar Pillalamarri
Independent Director

B.Tech (IIT Kharagpur), M.Tech (IIT Powai). 30+ years of management experience



Sundararajan Srinivasan
Independent Director

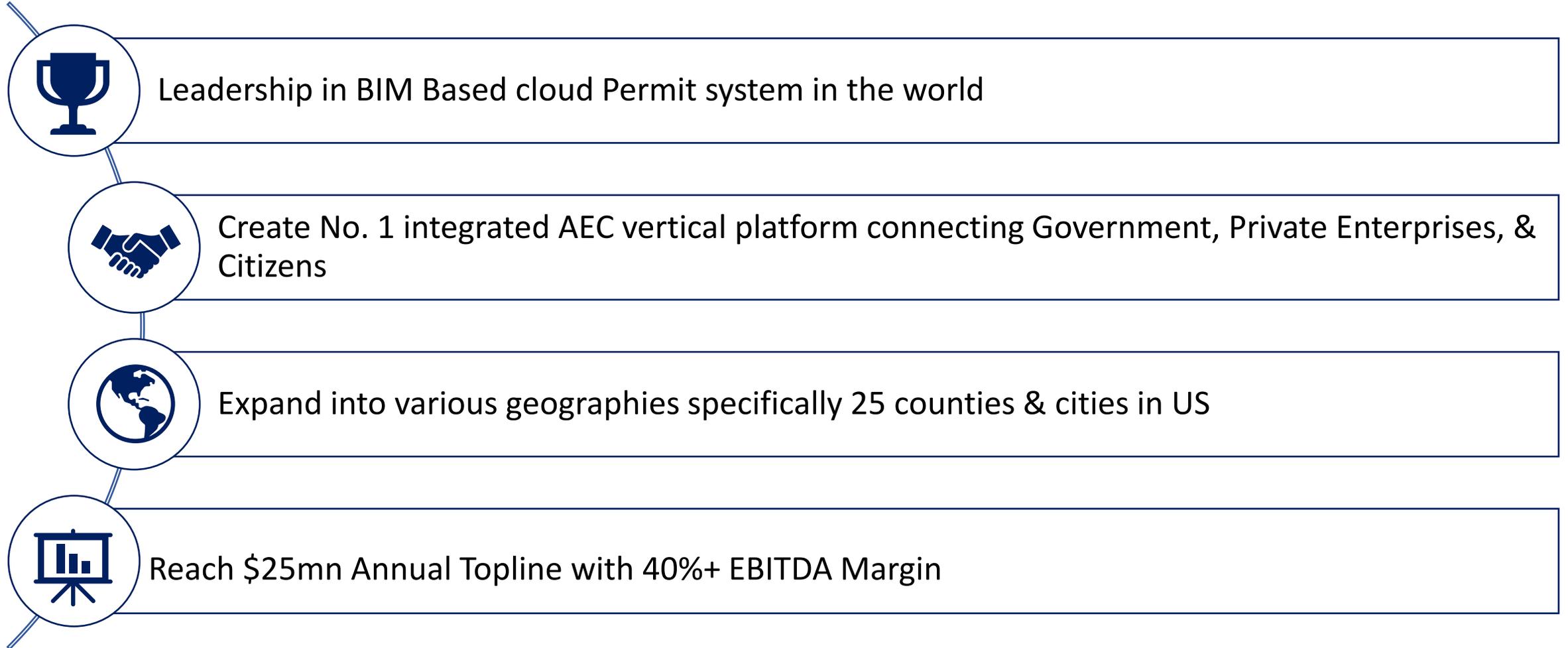
IIT Bombay Master's, 31 years of global innovation in computing, communication, and control.



Dr. Rakesh K Singh
Independent Director

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

Roadmap to 2026 – 3x in 3 years





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Q3 & 9MFY24 Performance

Q3 & 9MFY24 Performance Highlights

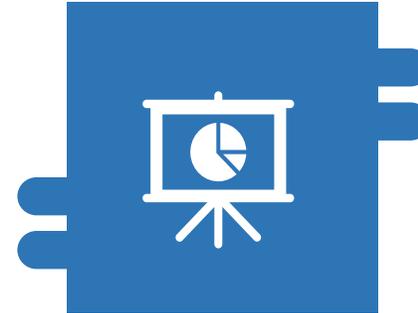


Domestic Business

Steady progress towards Recurring Model from Traditional Revenue Model in line with the vision of the Company

Strategic Collaborations

- Converted Share Warrants allotted to Florintree LLP for raising growth capital. They now hold 15.6% stake in the company
- Converted Compulsory Convertible Debentures allotted to East India Udyog Limited. They now hold 10.65% stake in the company



International Business

Incorporated wholly owned subsidiary in UK called SoftTech Engineers Digital Ltd for penetrating the international markets

Penetrating Newer Markets

- Creating Sales and Implementation Network in overseas regions
- Creating Strategic Partnerships / Business Arrangements to sell products and services to regions managed and operated by Subsidiaries



Q3 & 9MFY24 Financial Snapshot

Revenue

- Standalone Revenue stood at Rs.1,836 lacs; up 3% YoY in Q3FY24
- In 9MFY24, standalone revenue grew by 19%YoY to Rs. 5,588 lacs

Profit

- Standalone PAT was Rs.183 lacs ; PAT margin stood at 10% in Q3FY24
- In 9MFY24, PAT stood at Rs. 483 lacs with PAT margin at 8%



EBITDA

- Standalone EBITDA was Rs.614 lacs; EBITDA Margin stood at 33% in Q3FY24
- In 9MFY24, EBITDA stood at Rs. 1,814 lacs with EBITDA margin at 32%

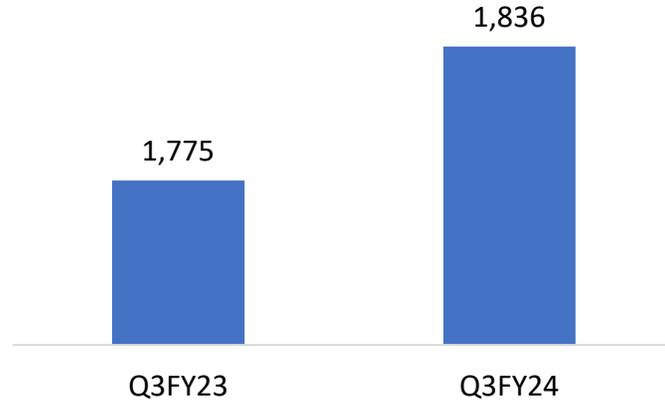
Order Book

- ₹133.57 Cr Orderbook in Q3FY24
- ₹144.49 Cr Pipeline (in India)

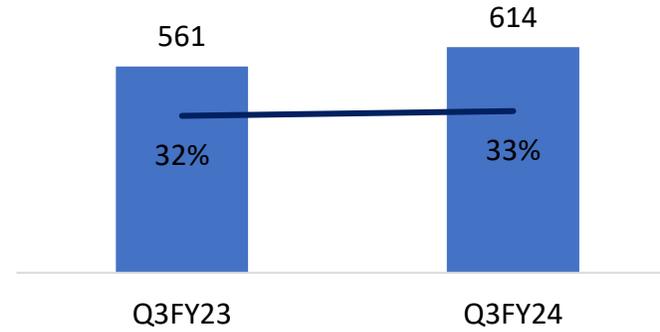
Q3FY24 Financial Performance

Standalone

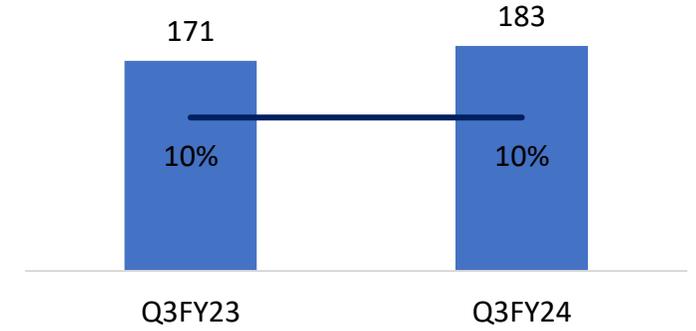
Revenue from Operations



EBITDA & EBITDA Margin (%)

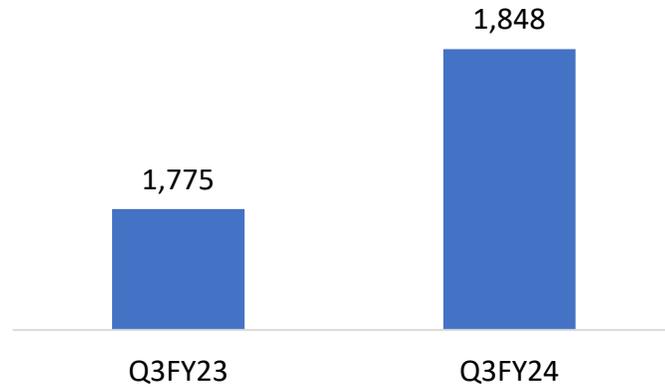


PAT & PAT Margin (%)

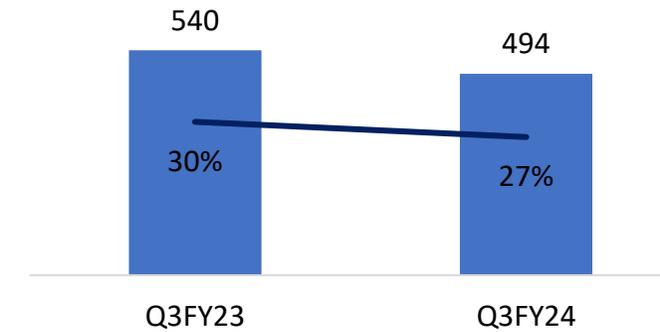


Consolidated

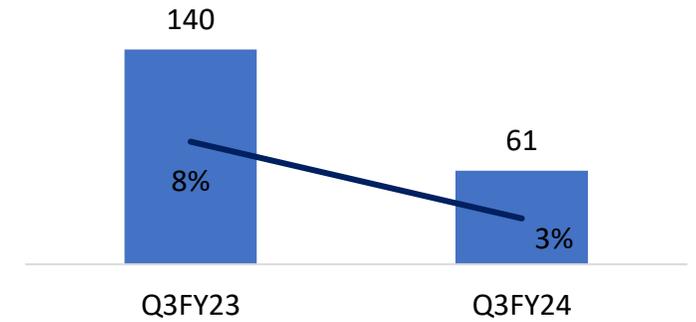
Revenue from Operations



EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)

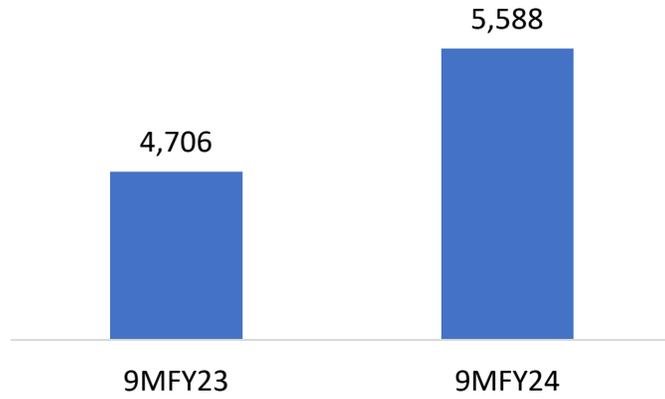


(₹ in Lacs unless otherwise specified)

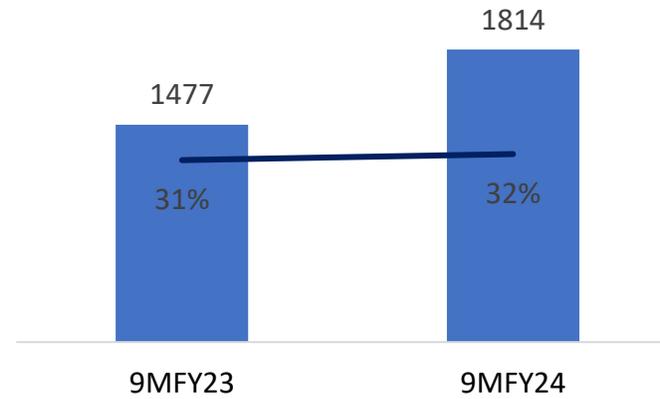
9MFY24 Financial Performance

Standalone

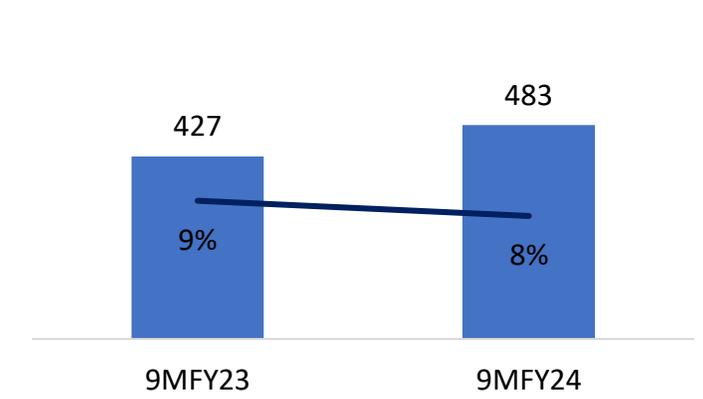
Revenue from Operations



EBITDA & EBITDA Margin (%)

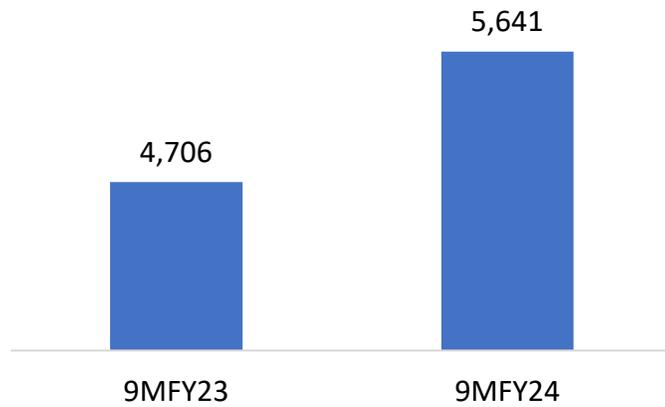


PAT & PAT Margin (%)

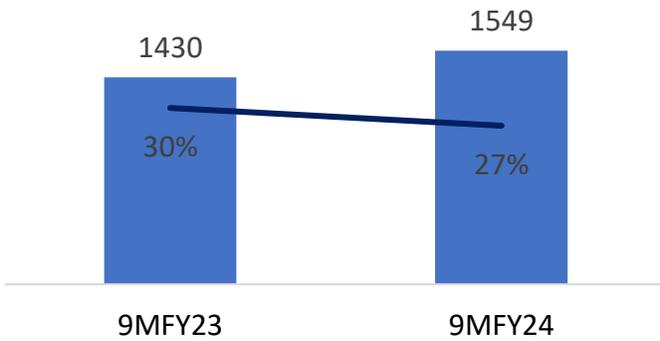


Consolidated

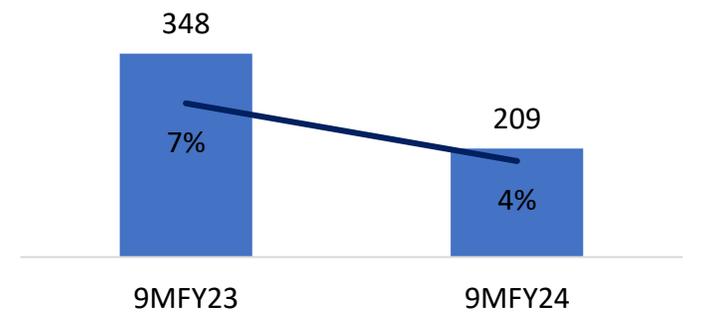
Revenue from Operations



EBITDA & EBITDA Margin (%)

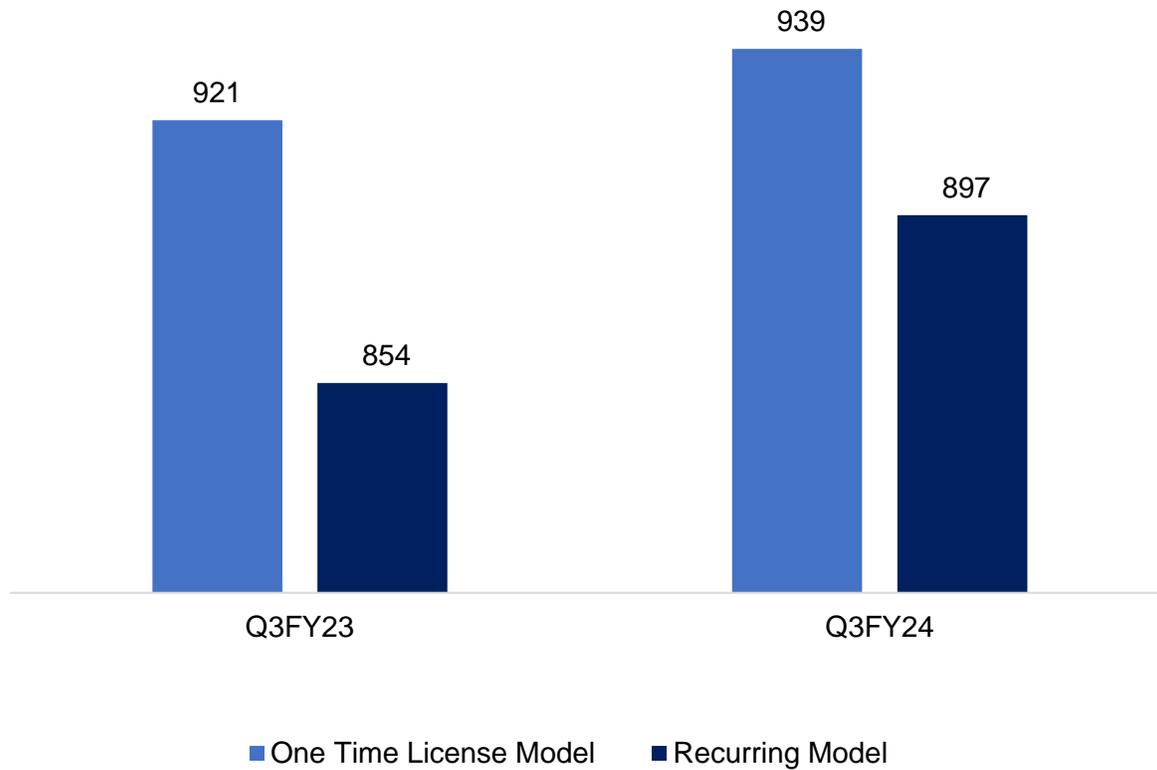


PAT & PAT Margin (%)

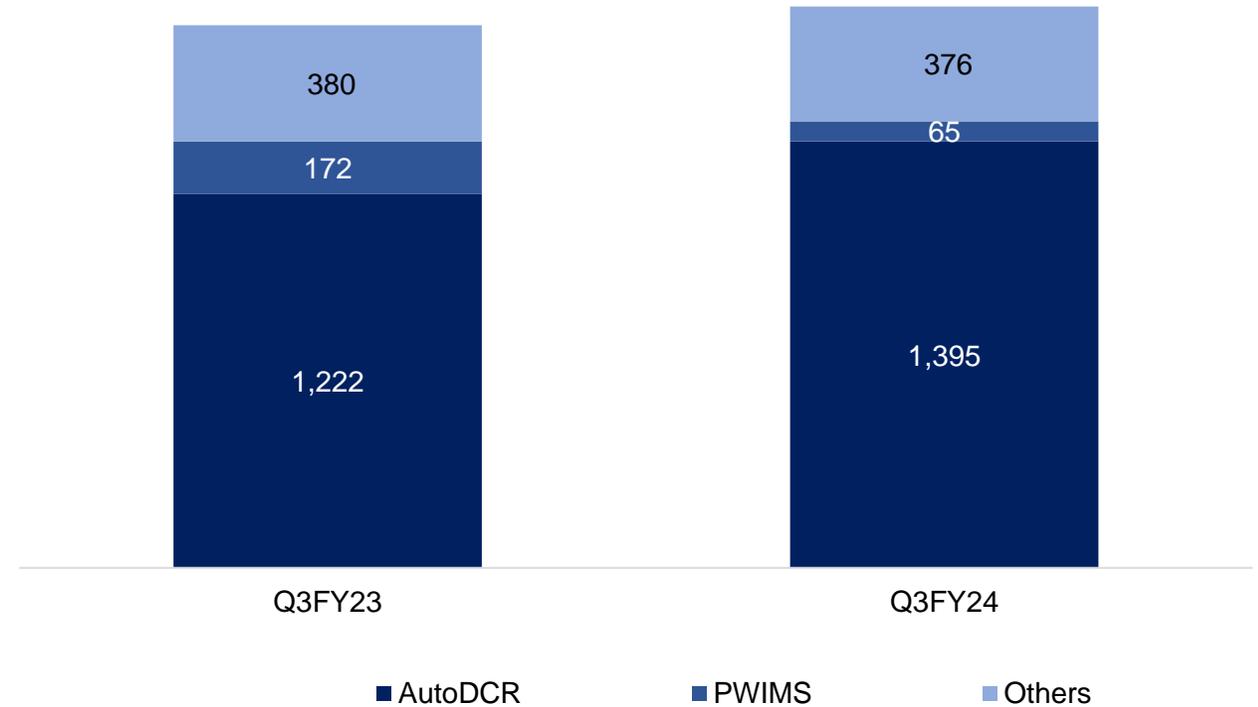


(₹ in Lacs unless otherwise specified)

Nature of Revenue Mix



Product Wise Revenue Breakup



(Standalone nos. in ₹ in Lacs)

Quarterly Standalone Income Statement

Particulars (₹ Lacs)	Q3FY24	Q3FY23	YoY	9MFY24	9MFY23	YoY	FY23	FY22	YoY
Revenue from Operations	1,836	1,775	3%	5,588	4,706	19%	6,534	5,746	14%
Total Expense	1,222	1,214	1%	3,773	3,229	17%	4,407	4,119	7%
EBITDA	614	561	10%	1,814	1,477	23%	2,128	1,627	31%
EBITDA Margin (%)	33%	32%	--	32%	31%	--	33%	28%	---
Other Income	62	38	62%	173	133	30%	171	197	-13%
Depreciation & amortization expenses	324	260	25%	992	765	30%	1,046	764	37%
Finance Cost	106	109	-3%	346	274	26%	392	286	37%
Profit Before Tax	246	230	7%	649	571	14%	861	774	11%
Total Taxes	63	59	8%	167	144	15%	281	196	43%
Profit After Tax	183	171	7%	483	427	13%	580	578	0%
PAT Margin (%)	10%	10%	--	8%	9%	--	9%	10%	---
Diluted EPS (₹)	1.52	1.53	-1%	4.47	4.10	9%	5.48	5.89	-7%

Quarterly Consolidated Income Statement

Particulars (₹ Lacs)	Q3FY24	Q3FY23	YoY	9MFY24	9MFY23	YoY	FY23	FY22	YoY
Revenue from Operations	1,848	1,775	4%	5,641	4,706	20%	6,540	5,746	14%
Total Expense	1,354	1,235	10%	4,092	3,277	25%	4,602	4,219	9%
EBITDA	494	540	-9%	1,549	1,430	8%	1,938	1,527	27%
EBITDA Margin (%)	27%	30%	--	27%	30%	--	30%	27%	---
Other Income	61	28	118%	165	102	61%	143	186	-23%
Depreciation & amortization expenses	325	260	25%	993	765	30%	1,046	764	37%
Finance Cost	106	109	-3%	346	274	26%	393	287	37%
PBT	124	199	-38%	376	493	-24%	643	661	-3%
Total Taxes	63	59	8%	167	144	15%	281	196	43%
Profit After Tax	61	140	-57%	209	348	-40%	362	465	-22%
PAT Margin (%)	3%	8%	--	4%	7%	--	6%	8%	---
Diluted EPS (₹)	0.58	1.27	-54%	2.14	3.54	-40%	3.78	4.88	-23%



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Business Overview

Customer Centric Delivery Model

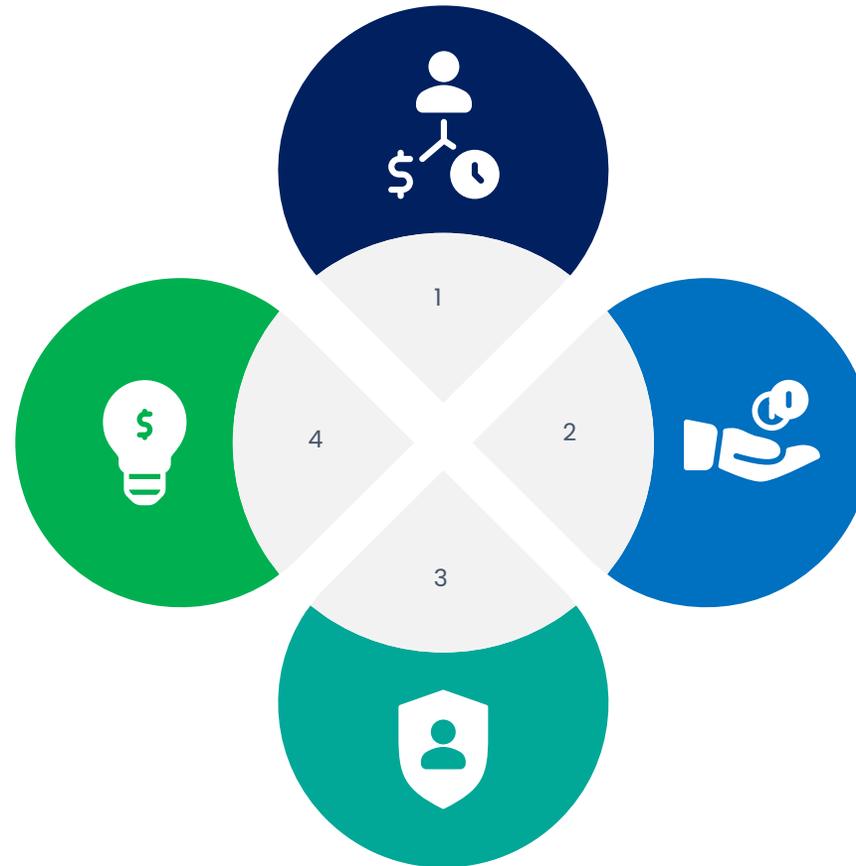
With deep domain expertise in construction management software, SoftTech provides tailored solutions for business success.

Collaboration with Latest Tech

Leverage on several partnerships with industry leaders to bring the best-in-class solutions

Sustainable Services

Unparalleled advantage in serving the built environment driven by our deep understanding of the domain



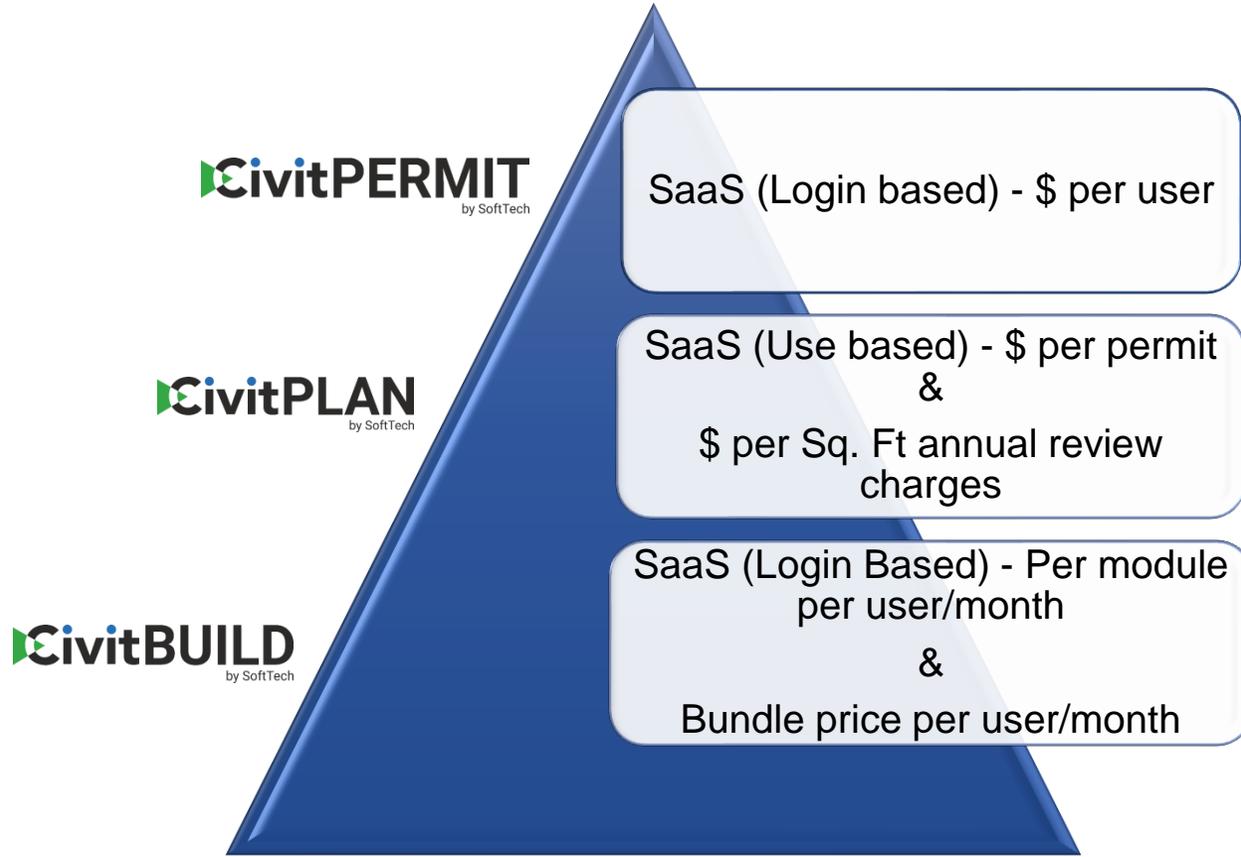
Customized Products

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

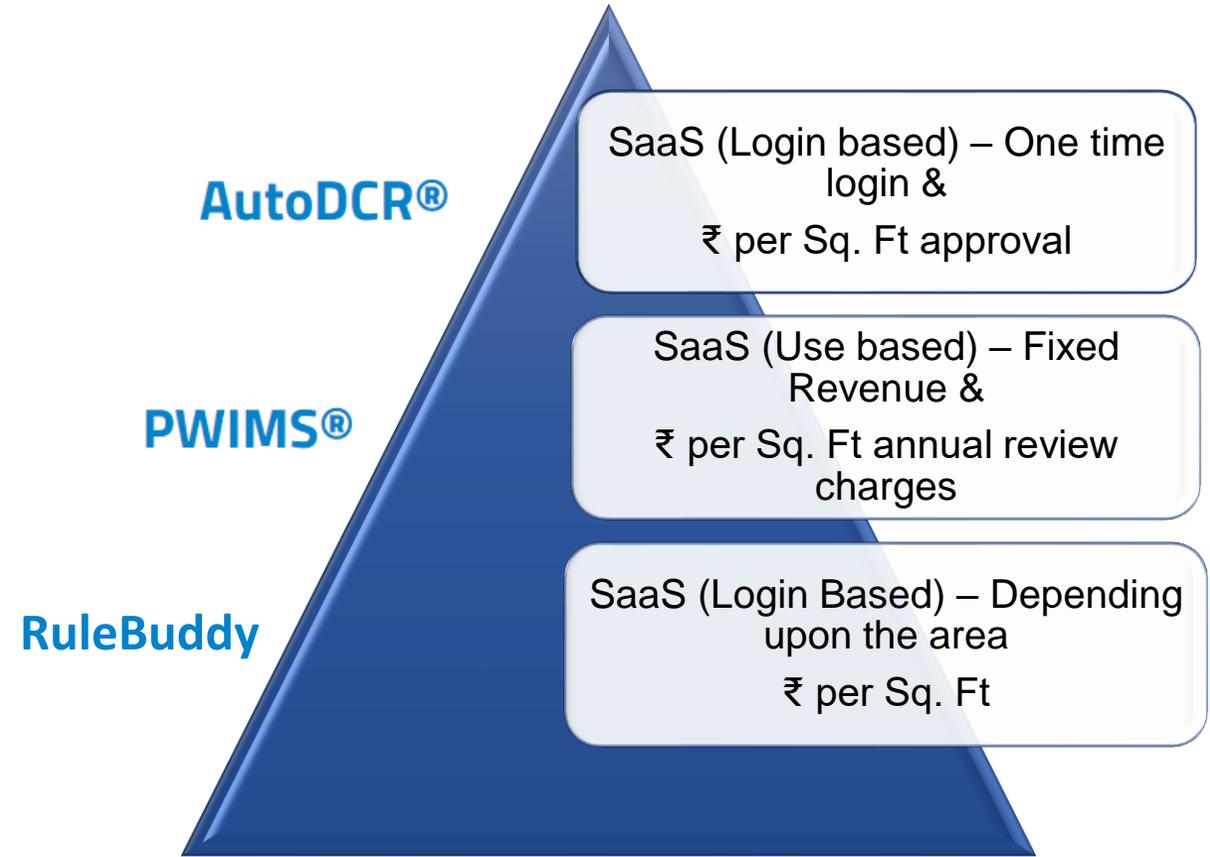
Deep Domain Expertise

Cloud and IT expertise to strategize, plan, develop/implement and maintain any technology solution that will aid in Client's goals

Robust Revenue Model



Overseas Revenue Model



India Revenue Model

Services Portfolio

Digital Twin based Energy Modelling & Management

- Energy modeling for existing and proposed built environment including but not limited to commercial, residential, warehouses, data centers, etc.
- Develop digital twin based on BIM models, collect data, collate data, Interrogate & analyze data and visualize in terms of dashboards
- Combine big data with physics-based analysis and create a hybrid digital twin
- BIM modeling with Revit, Catia, and IESVE
- Solar studies to determine the feasibility of adoption of solar power in the project

Life Cycle Analysis

- Life cycle analysis and assessment, independent or rating system (GM 2021/LEED v4.1) related
- The analysis spans across product stage, use stage, and end-of-life stage

Net Zero Roadmap & Green Building Certification

- Plan, map the process, study the project and provide potential road mapping solutions to get to positive energy block
- Guide and consult on the process of obtaining global and local green building certifications including US Green Building Council, International Well Building Institute and BCA Green Mark

Microgrid Analysis

- Microgrid' is defined as a self-sufficient energy system that serves a discrete geographic footprint such as a college campus, hospital complex, business center or neighborhood.
- Conduct simulation and analysis of the power consumption, generation and storage for the micro-grid setup

Rising Global Expansion and Technology Alliances

TECHNOLOGICAL PARTNERS



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

CENTER OF EXCELLENCE

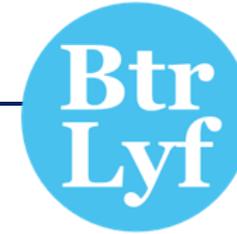


Facilitating Growth through Mentoring & Scaling Up via Inorganic Acquisitions

SoftTech undertook Inorganic Acquisitions by partnering with Domain Experts



Hybrid Corporate program to support AEC startups. Incubated 12 AEC startups, evaluated over 300+, arranged 3 Bootcamps of over 40 start ups each. It holds great growth potential to drive innovation.



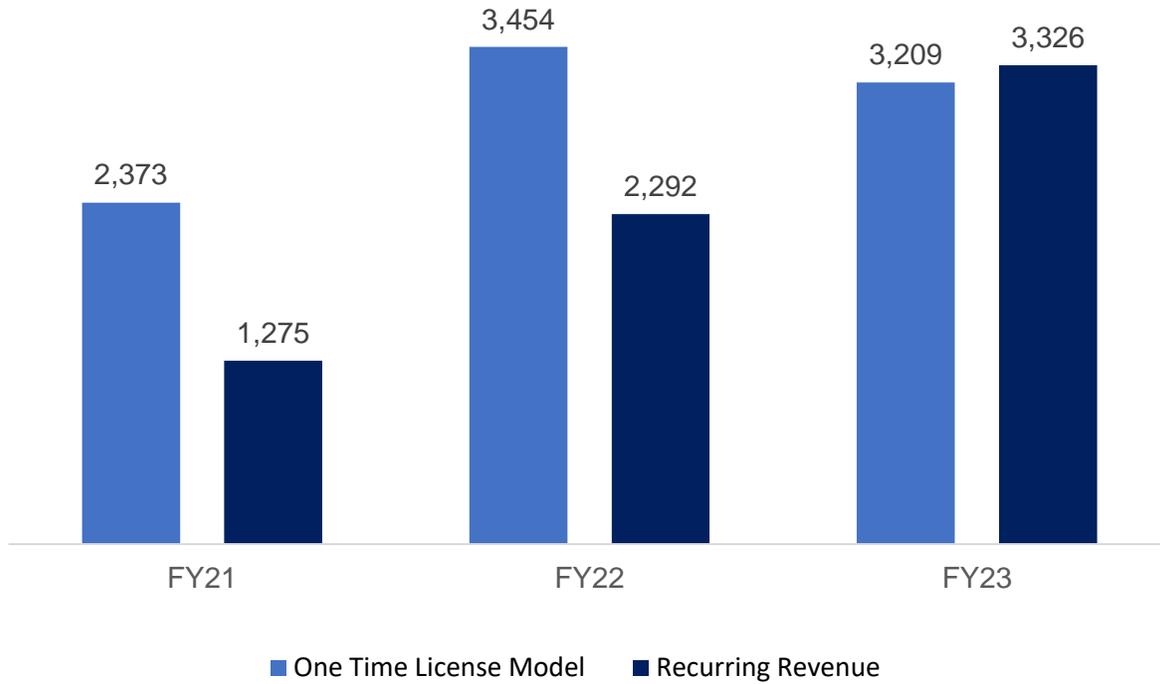
Tech partners and investors in Btr Lyf Solution, an AI-based cloud platform offering Building Energy Management Solutions. Based in Singapore, with investments from Singapore Govt. and HNIs



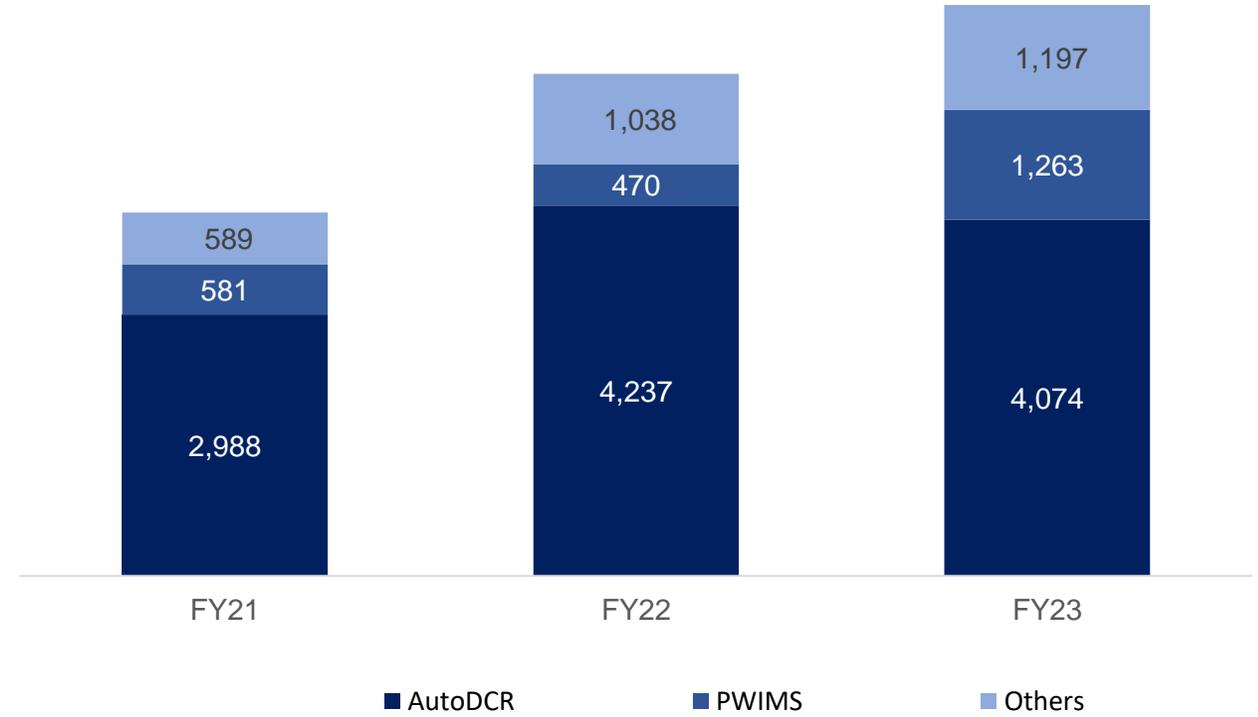
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Historical Performance

Nature of Revenue Mix



Product Wise Revenue Breakup

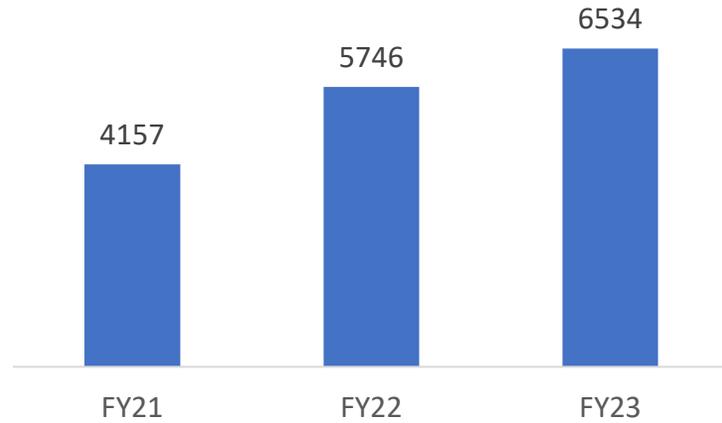


(Standalone nos. in ₹ in Lacs)

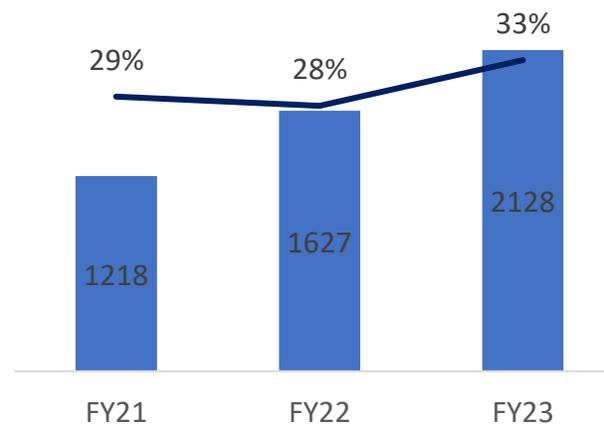
Annual Financial Charts

Standalone

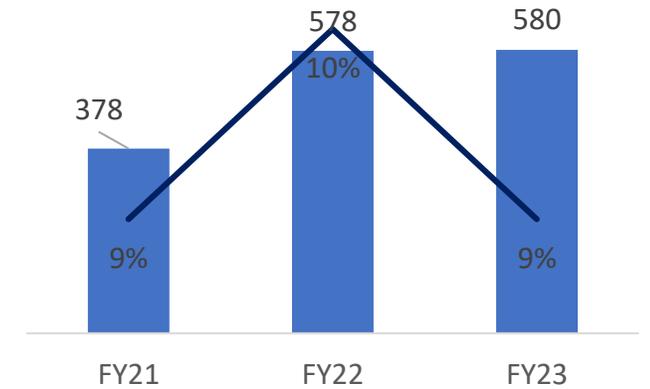
Revenue from Operations



EBITDA & EBITDA Margin (%)

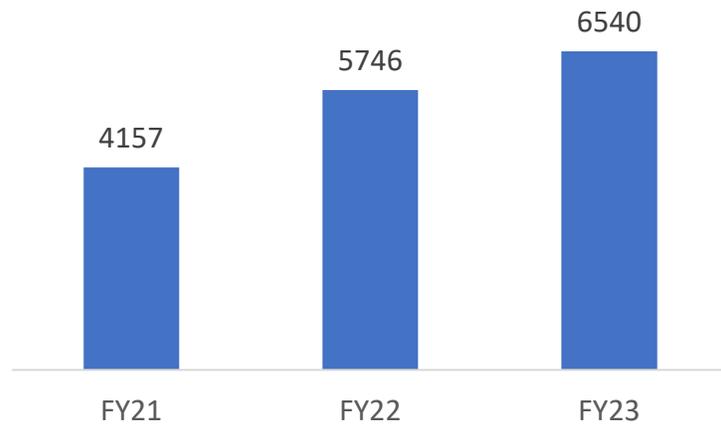


PAT & PAT Margin (%)

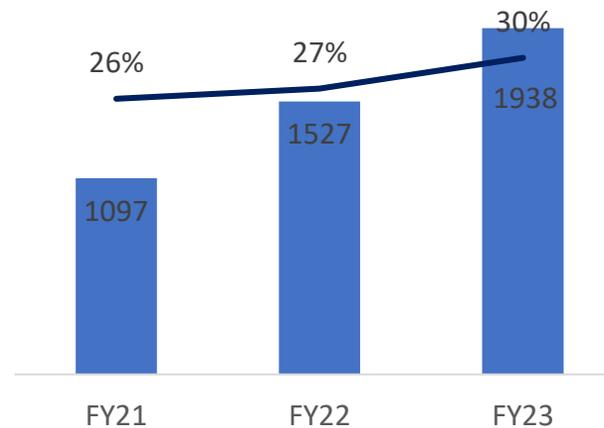


Consolidated

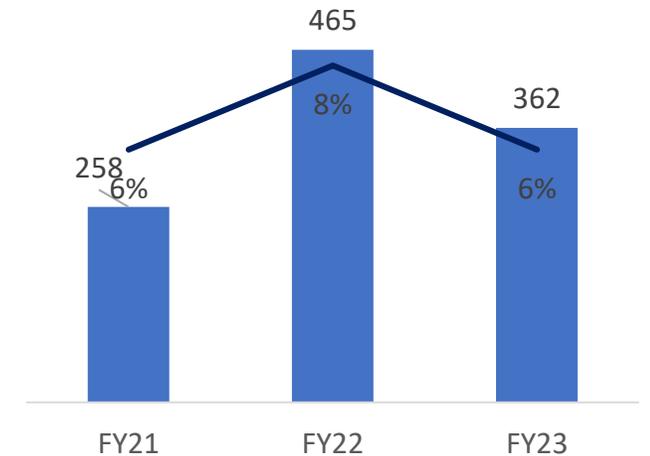
Revenue from Operations



EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



(₹ in Lacs unless otherwise specified)

Standalone Annual Income Statement

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

Consolidated Income Statement

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

Standalone Balance Sheet

Balance Sheet (₹ Lacs)	FY21	FY22	FY23
Assets			
PP&E	413	475	402
Right-of-Use Assets	469	357	823
Intangible Assets	1,893	2,745	3,546
Investments & Other Financial Assets	1,282	1,370	2,248
Income Tax Assets (net)	144	275	292
Deferred tax assets (net)	106	98	95
Other Non-Current Assets	219	235	36
Total Non-Current Assets	4,525	5,555	7,443
Current Assets			
-Trade Receivables	3,337	2,908	2,608
-Cash & Cash Equivalents	11	63	62
Investments & Other Financial Assets	518	586	1,063
Other Current Assets	3,925	4,586	5,717
Total Current Assets	7,790	8,142	9,450
Total Assets	12,316	13,697	16,893

Balance Sheet (₹ Lacs)	FY21	FY22	FY23
Equity			
Equity Share Capital	947	1,015	1,016
Other Equity	6,291	7,818	9,902
Total Equity	7,237	8,833	10,917
Non-Current Liabilities			
- Borrowings	1,965	1,611	881
- Lease Liabilities	355	240	723
- Other Financial Liabilities	13	39	-
Provisions	111	95	117
Total Non-Current Liabilities	2,443	1,985	1,721
Current Liabilities			
- Borrowings	1,244	1,498	3,117
- Lease Liabilities	96	115	82
- Trade Payables	836	911	577
Other Current Liabilities	402	289	348
Provisions	57	64	72
Current Tax Liabilities (Net)	-	-	58
Total Current Liabilities	2,635	2,878	4,255
Total Equity & Liabilities	12,316	13,697	16,893

Consolidated Balance Sheet

Balance Sheet (₹ Lacs)	FY21	FY22	FY23
Assets			
PP&E	413	476	403
Right-of-Use Assets	469	357	823
Intangible Assets	1,893	2,745	3,546
Investments & Other Financial Assets	985	1,018	1,710
Income Tax Assets (net)	144	275	292
Deferred tax assets (net)	106	98	95
Other Non-Current Assets	219	235	36
Total Non-Current Assets	4,229	5,204	6,905
Current Assets			
-Trade Receivables	3,337	2,908	2,615
-Cash & Cash Equivalents	38	75	86
Investments & Other Financial Assets	515	578	961
Other Current Assets	3,925	4,586	5,717
Total Current Assets	7,814	8,147	9,379
Total Assets	12,043	13,351	16,284

Balance Sheet (₹ Lacs)	FY21	FY22	FY23
Equity			
Equity Share Capital	947	1,015	1,016
Other Equity	6,012	7,425	9,277
Total Equity	6,959	8,440	10,293
Non-Current Liabilities			
- Borrowings	1,965	1,649	881
- Lease Liabilities	355	240	723
- Other Financial Liabilities	13	-	-
Provisions	111	95	117
Total Non-Current Liabilities	2,443	1,984	1,721
Current Liabilities			
- Borrowings	1,244	1,538	3,123
- Lease Liabilities	96	115	82
- Trade Payables	840	919	587
Other Current Liabilities	404	291	348
Provisions	57	64	72
Current Tax Liabilities (Net)	-	-	58
Total Current Liabilities	2,641	2,927	4,270
Total Equity & Liabilities	12,043	13,351	16,284



SoftTech[®]
Empowering Transformation

Industry Overview

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

Key Numbers & Insights

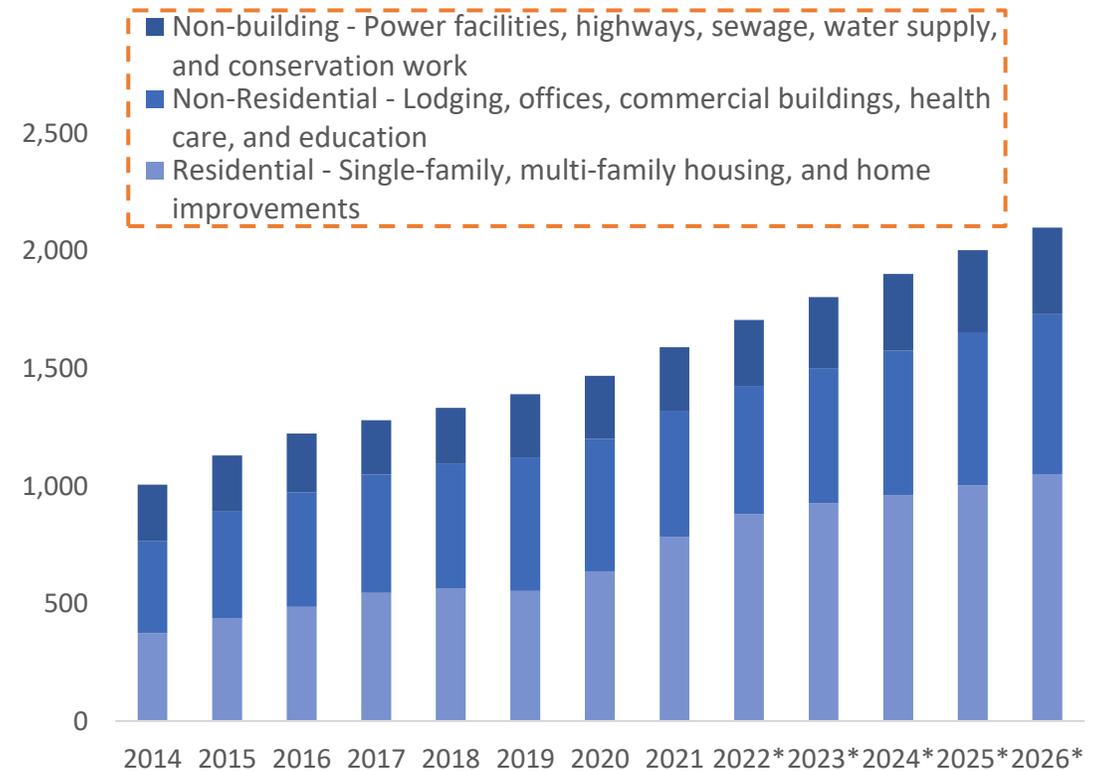
GLOBAL

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

UNITED STATES

- New construction in Year 2021 is \$1.6 trillion (7% of US GDP) and is expected to grow at ~ 6% YoY till 2026²
- Three major segments in the construction industry – Non-Building (17% share), Non-Residential (34% share), and Residential (49% share) ²
- Residential and Non-Building segments growing at 7% YoY in the next 5 years. ²
- The top 5 states in terms of construction spending are California, Texas, Florida, New York and Illinois contributing > 50% of the total construction spending. The growth rate in these states is ~ 5 to 12% ²
- The average gross profit margin in the construction industry was around 28% Q3 of 2022 and typical net profit margins are around 4-6%³
- The number of workers in the construction market is ~ 8.0 million (Year 2023) ⁴

New construction put in place in the United States from 2014 to 2021, with forecast until 2026² (Values in US\$ Millions)



¹Global Construction Futures, Oxford Economics 2023. The Oxford Economics estimates the US construction market to be around USD 1.4 trillion. However, the US construction market size was considered based on US specific reference

²US Census Bureau Data

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

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

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

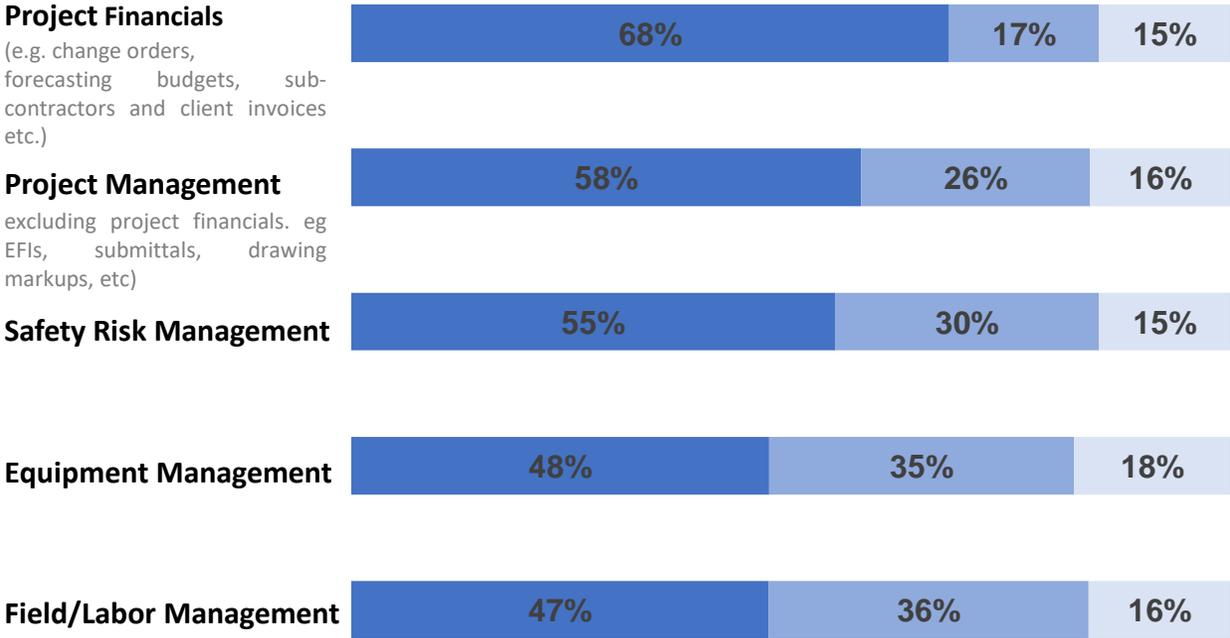
Key Numbers & Insights

- Gaps in adoption of digital solutions for several aspects within construction management
- According to its 2022 10-k filings¹, Procore believes that the construction management software market is evolving rapidly, but it is still in its early stages.
- Many construction companies still rely on manual paper-based methods instead of using technology

Low Digital Capabilities²



Formal Software in Place for the following³



■ Yes ■ No ■ I Don't Know/Unsure

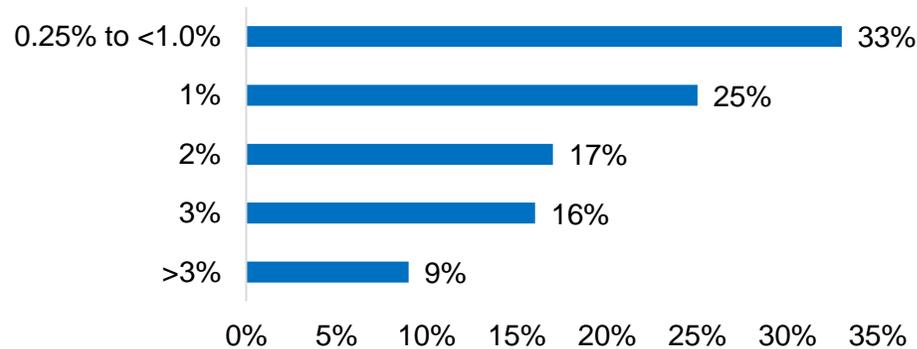
¹Procore Form 10-k US SEC December 31, 2022
²SmartMarket Brief: Digital Capabilities in US Civil Construction, Dodge Data & Analytics and Bentley Systems, Year 2020
³2020 FMI Industry Report

Technology spend in construction industry shows huge head room to grow

Key Numbers & Insights

- Multiple data sources indicate the overall IT spend for Architecture, Engineering, & Construction (AEC) companies is pegged at 0.25-3% of revenue
 - According to Gartner the AEC software spend is 1-2% vs. 3-5% avg. across other industries¹
 - According to JB Knowledge, the IT spend in over 90% of the construction companies in the United States varied between 0.25% to 3%²
 - According to McKinsey, an estimated \$50 billion was invested in AEC tech between 2020 to 2022, 85 percent higher than the previous three years³
- According to Gartner, approximately 20%⁴ of the IT spend corresponds to software
- Approx. 35-45% of this software spend corresponds to construction management software

Percentage of Annual Sales Volume Spent on IT



Worldwide IT Spending Forecast (millions of USD)⁴

	2023 Spending	2023 Growth (%)	2024 Spending	2024 Growth (%)
Data Center Systems	217,880	-1.5	235,530	8.1
Devices	700,023	-8.6	748,150	6.9
Software	922,745	13.7	1,052,956	14.1
IT Services	1,420,905	8.8	1,585,373	11.6
Communications Services	1,461,662	2.7	1,517,877	3.8
Total	4,723,215	4.3	5,139,886	8.8

Construction management

Category	Percentage Cost Range
BIM and Design	15% - 25%
Project Management, Bid, and Scheduling	15% - 25%
Estimating and Takeoff Software	10% - 20%
Quality & Field Management	5% - 10%
Safety and Compliance	5% - 10%
Document Management and Collaboration Tools	5% - 10%
Accounting and Financial Software	10% - 15%
Human Resources and Workforce Management Software	5% - 10%
Others	2% - 5%

¹Gartner top strategic technology trends for 2022', Gartner, October 2021

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

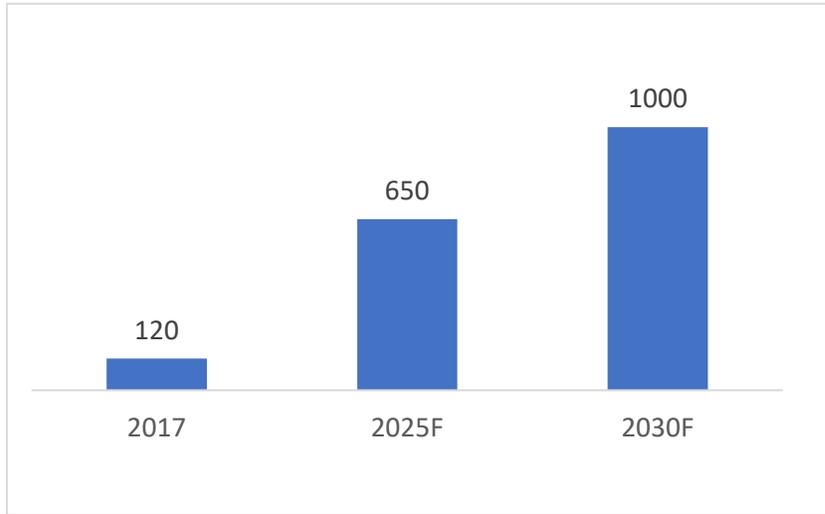
³From start-up to scale-up: Accelerating growth in construction technology, McKinsey & Company May 2023

⁴<https://www.gartner.com/en/newsroom/press-releases/2023-07-19-gartner-forecasts-worldwide-it-spending-to-grow-4-percent-in-2023>

Construction Industry in India

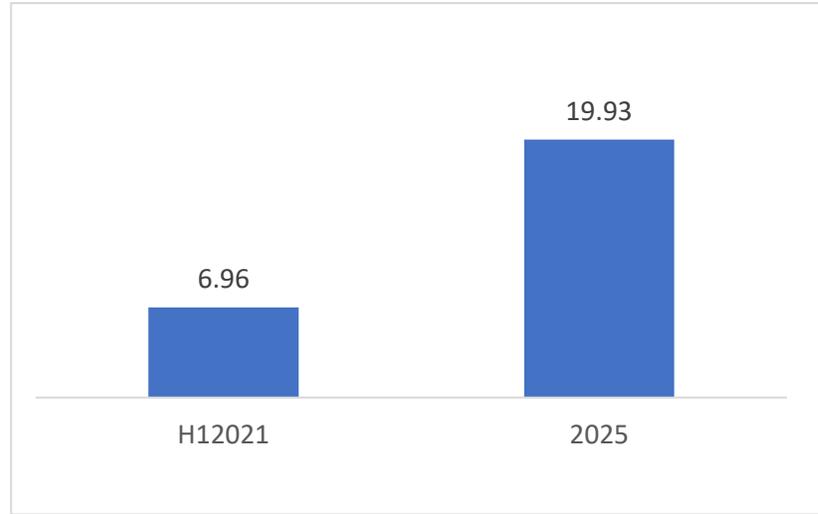
The construction industry in India is one of the fastest growing in the world and is positioned with China, USA, UK, and Indonesia in the top five global construction markets.

India's Real Estate Market (US \$ Billion)



According to international reports, this industry is expected to touch \$1 tn by 2030. Despite COVID-19 & geopolitical challenges, the sector remains the second-largest contributor to India's economy.

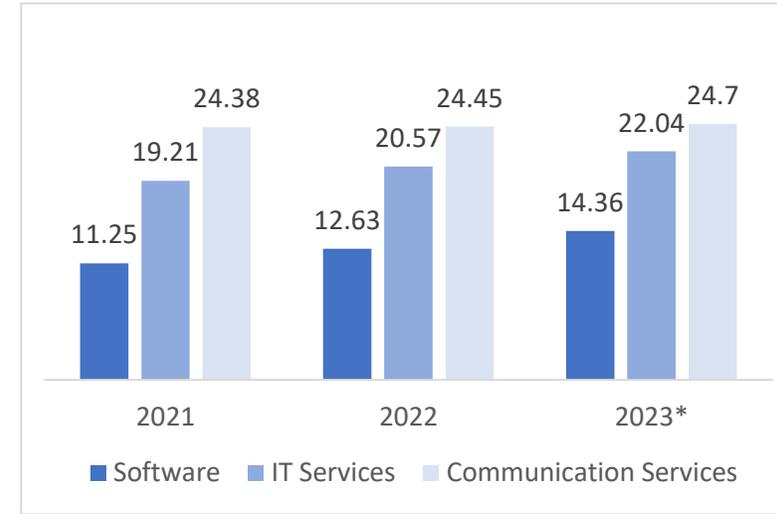
Market size of Indian IT industry (US\$ billion)



In 2022, India invested over \$109.6 billion in its information technology sector. Projections suggest that by 2024, this spending will exceed \$112 billion. The IT-BPM industry played a crucial role, contributing around 7.4% to the nation's GDP and generating nearly \$194 billion in revenue in the 2021 fiscal year.

(*forecasted values)

IT Spends in India (US\$ billion)



Source: www.grantthornton.in, www.ibef.org, www.statista.com/

THANK YOU

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