



SoftTech Engineers Limited

Investor Presentation
H2 & FY19



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Table of Contents



01 | **Company Overview**



02 | **Business Overview**



03 | **Financial Highlights**



04 | **Way Ahead**

Company Overview



About Us ...

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

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™, PWIMS™, etc.

01 Market Leader

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

04 600+ 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
- Released BIMDCR™ & RuleBuddy™ – ready for beta release
- Bagged Large State level orders
- 600+ 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® & PWIM™ launched
- 4,000+ STRUDS users
- OPTICON™ launched in MENA region
- 150+ Team Size

2004-09

VC Funding & QMS Certification

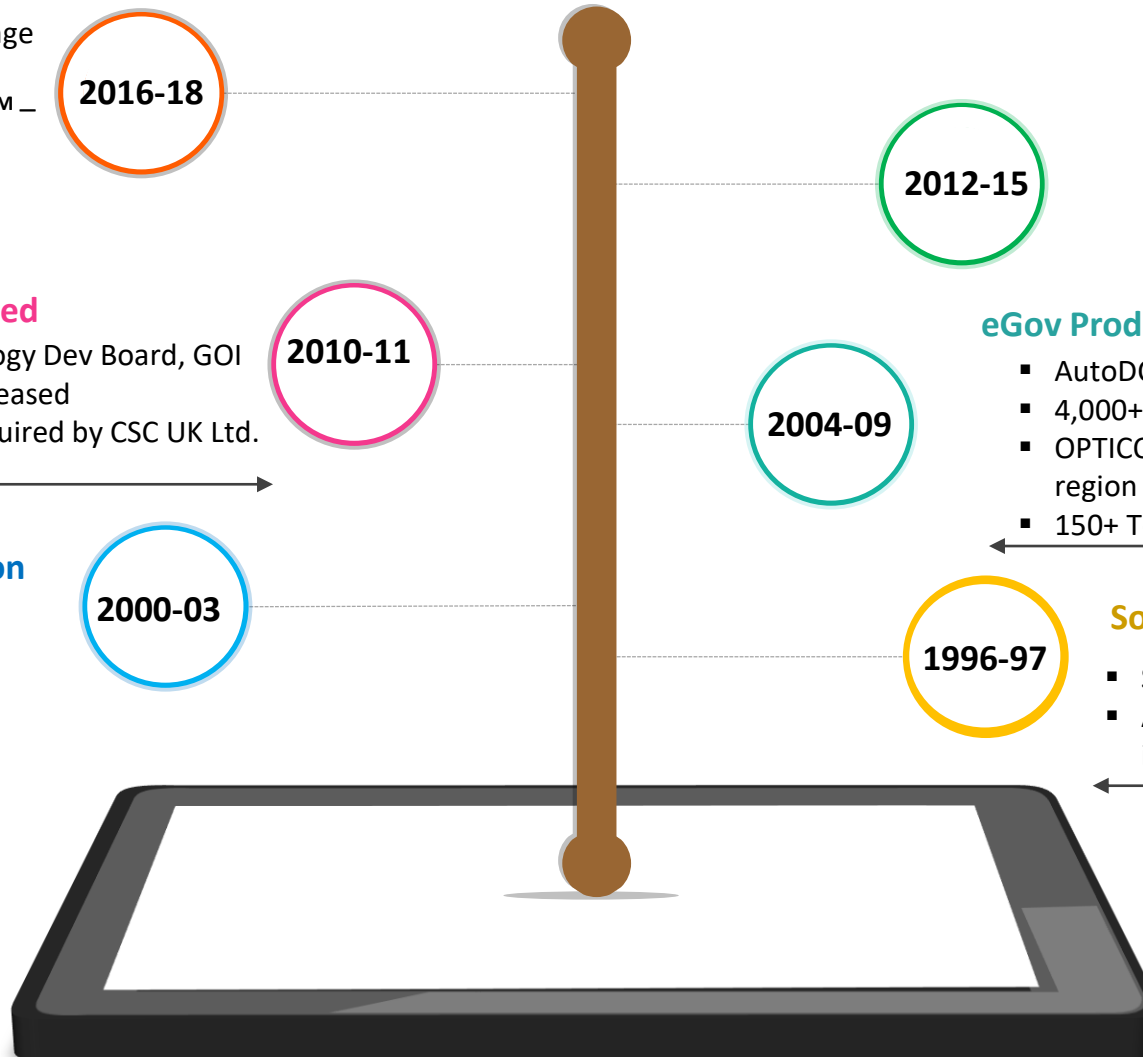
- Received Venture Capital funding from SVCL (NFSIT)
- ISO Certification

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



Piranvez Irani
Chief Financial Officer

- FCA, B.Com
- 18+ years experience
- Heading Accounts and Finance Department



Arun Biswas
VP- Global Delivery

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



Deepak Warad
VP- Account & Contract Management

- B.E., Diploma in Management
- 25+ years experience
- Heading the Pre-sales, Contract & Account Management Team

Professional Management...



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



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



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

Business Overview



Product Evolution



Products Monetized and IP sold

STRUDS

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



ESRGSR

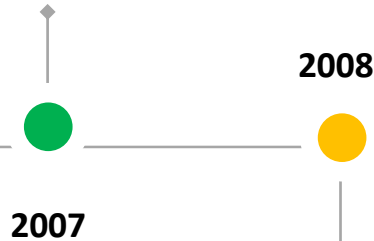
- Structural Analysis, Design and Detailing for Water Tanks
- 100+ Customers

Sold to CSC, UK

Current Products

AutoDCR®

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



PWIMS™

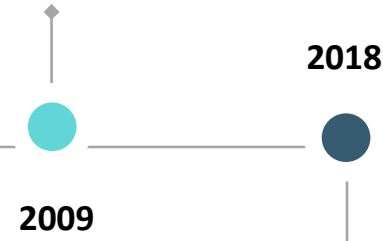
- Public Works Information Management System
- 10+ Government Organizations

Licensing And Transaction basis

Licensing And Transaction basis

OPTICON™

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



BIMDCR™

- 3D BIM model based Automation of Building Permits

Licensing And SaaS

Licensing And Transaction basis

Upcoming Products

RuleBuddy™

- Building Projects Feasibility & Technical Analysis



Under Development (Ready for Beta Launch)

IBPS

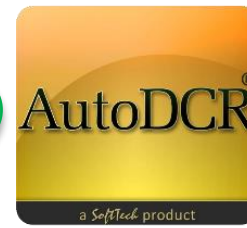
- Next generation innovative, intelligent and collaborative platform for Smart Cities

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 – 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

OPTICON - INDIA

DIIV **HIVISION DEVELOPERS** **GIRIDHARI CONSTRUCTION**
Building on Trust A Lifetime Partnership

Klock **AKKRITI** **SINCE 1991 DISHA GROUP**

AFRICA

Lambert **COBEL CONTRACTING**

I.T.B. NIGERIA LIMITED **VACC TECHNICAL LTD**
Building Services Contracting

MIDDLE EAST

TBC **IMEP**
Mechanical Electrical & Plumbing Works

Abou Sell

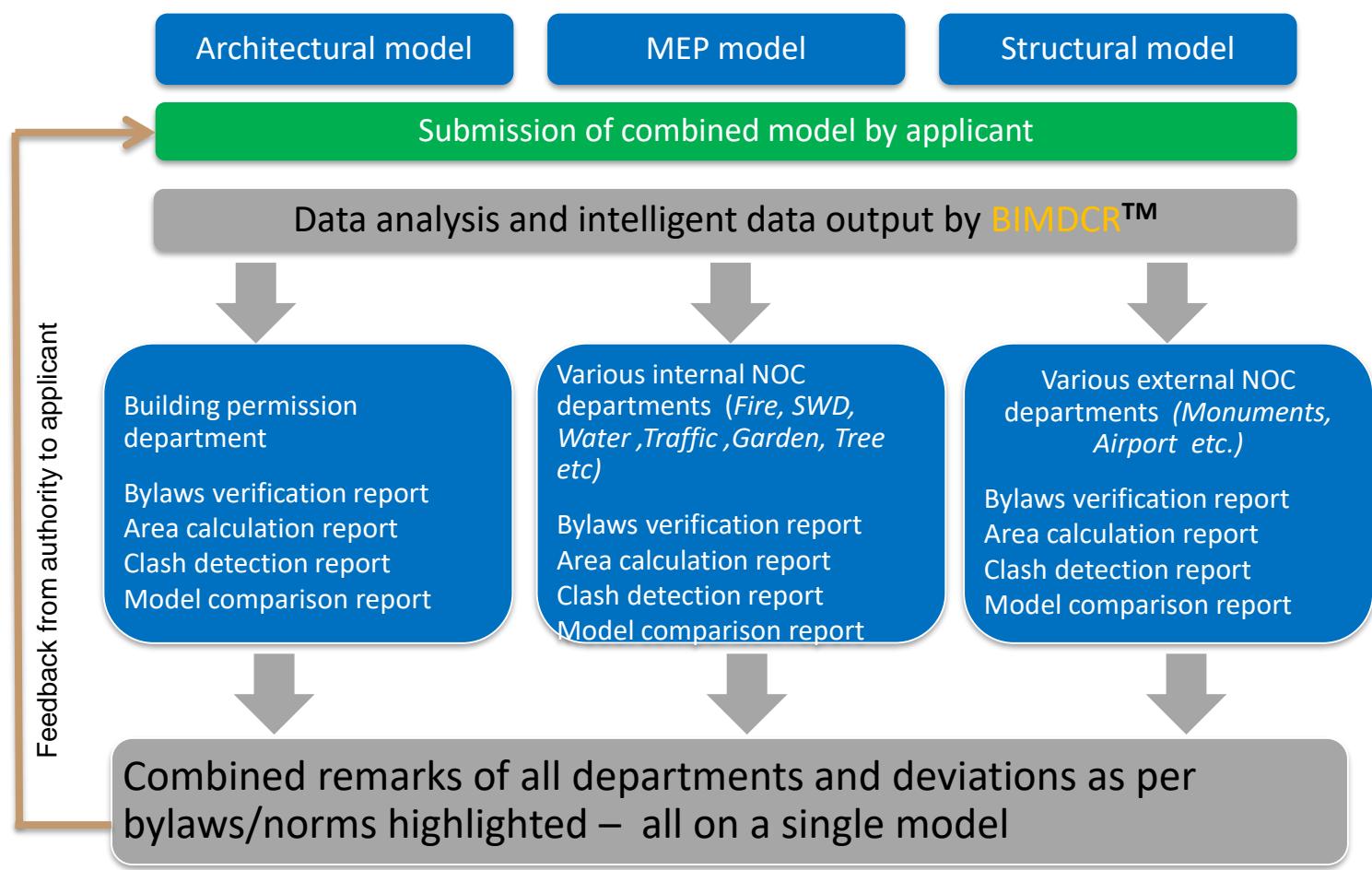
Key Users

- 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 - RuleBuddy™



RuleBuddy

Ready for Beta Launch

✓ 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

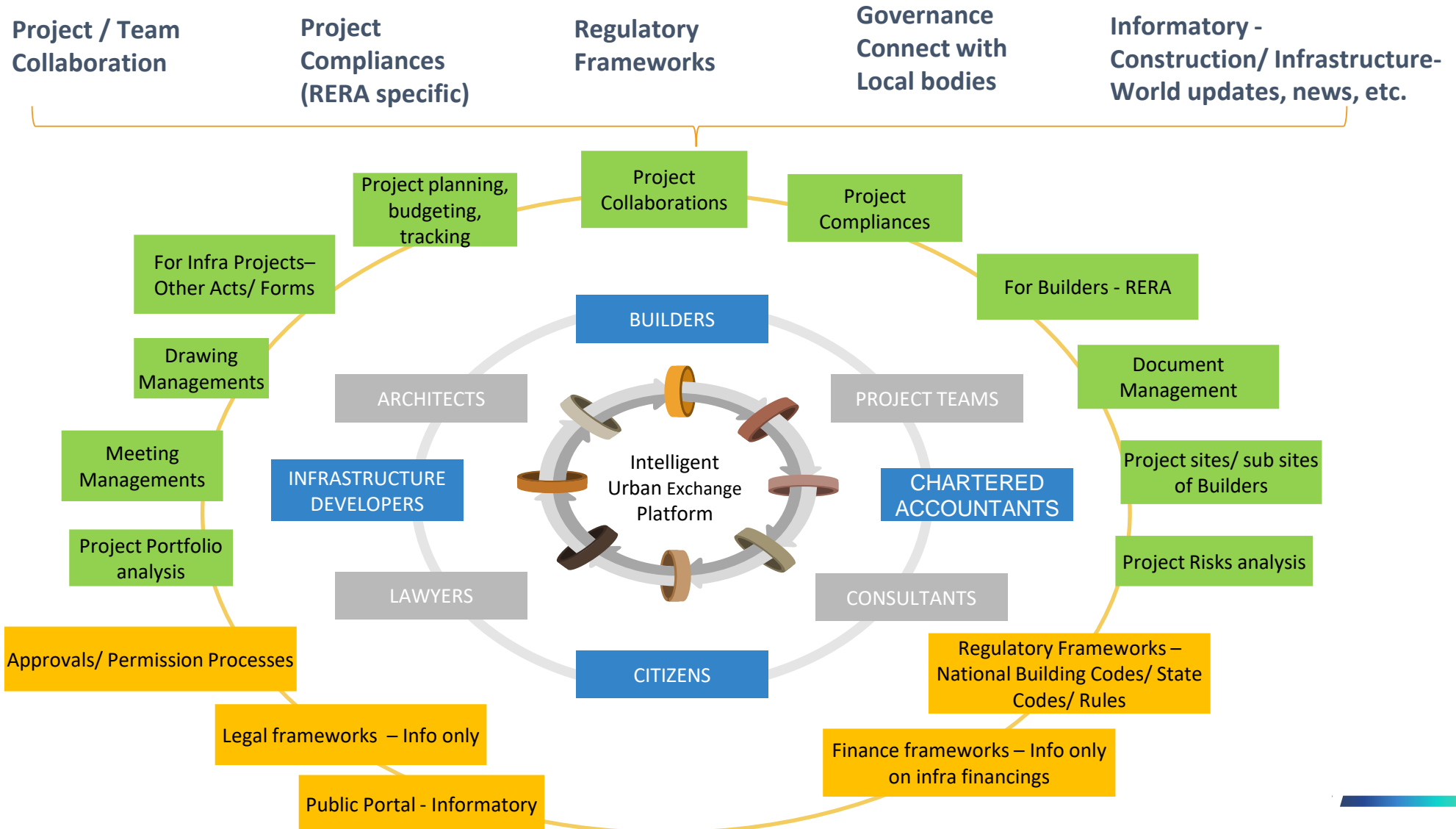


User gets to know **whether project will pass** through authority based on selected project parameters

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

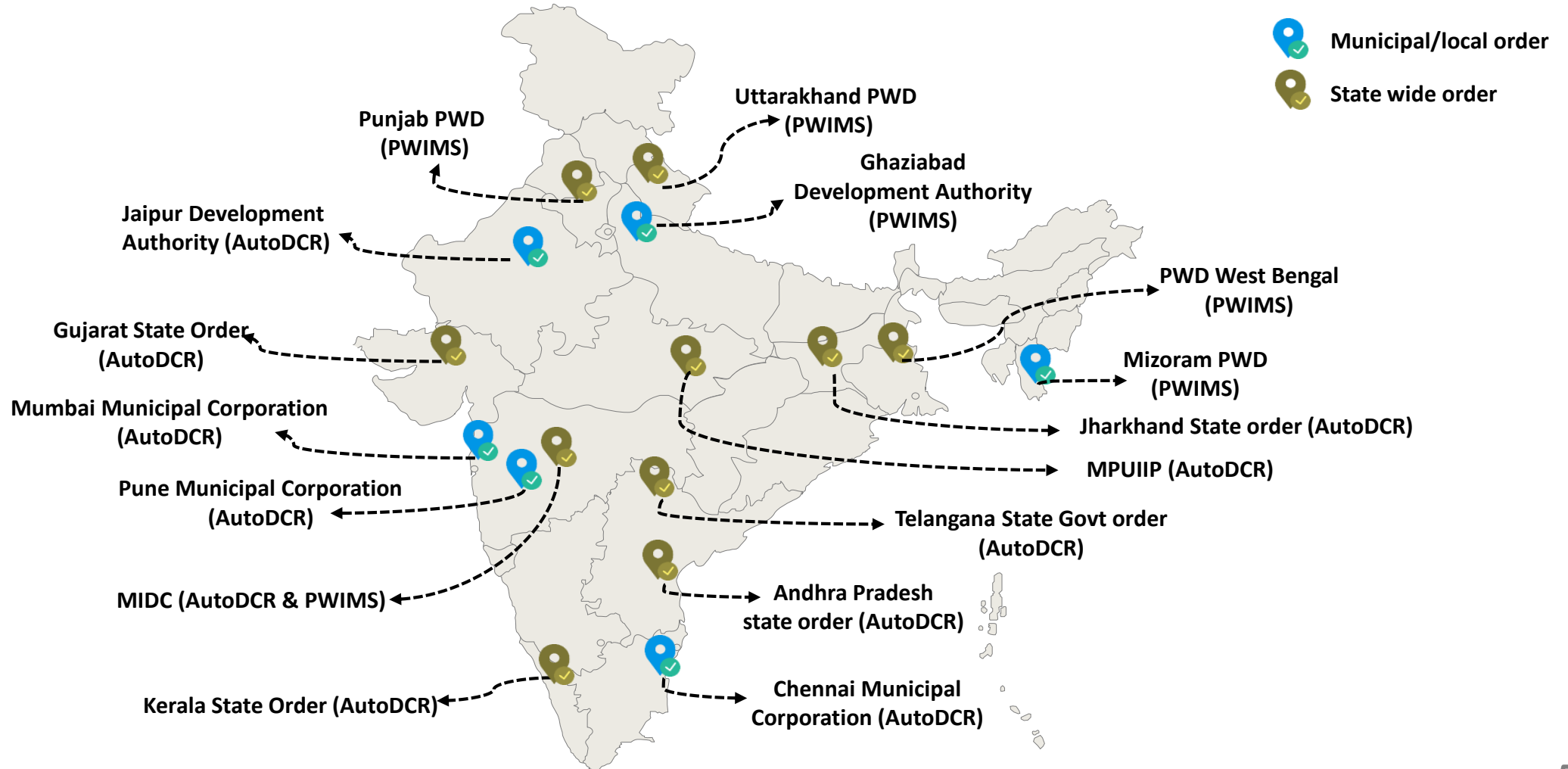
- Incorporated subsidiary in USA & Finland region
- Customization in AutoDCR® needed for US Govt approval - for which step down Subsidiary has been created

- 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

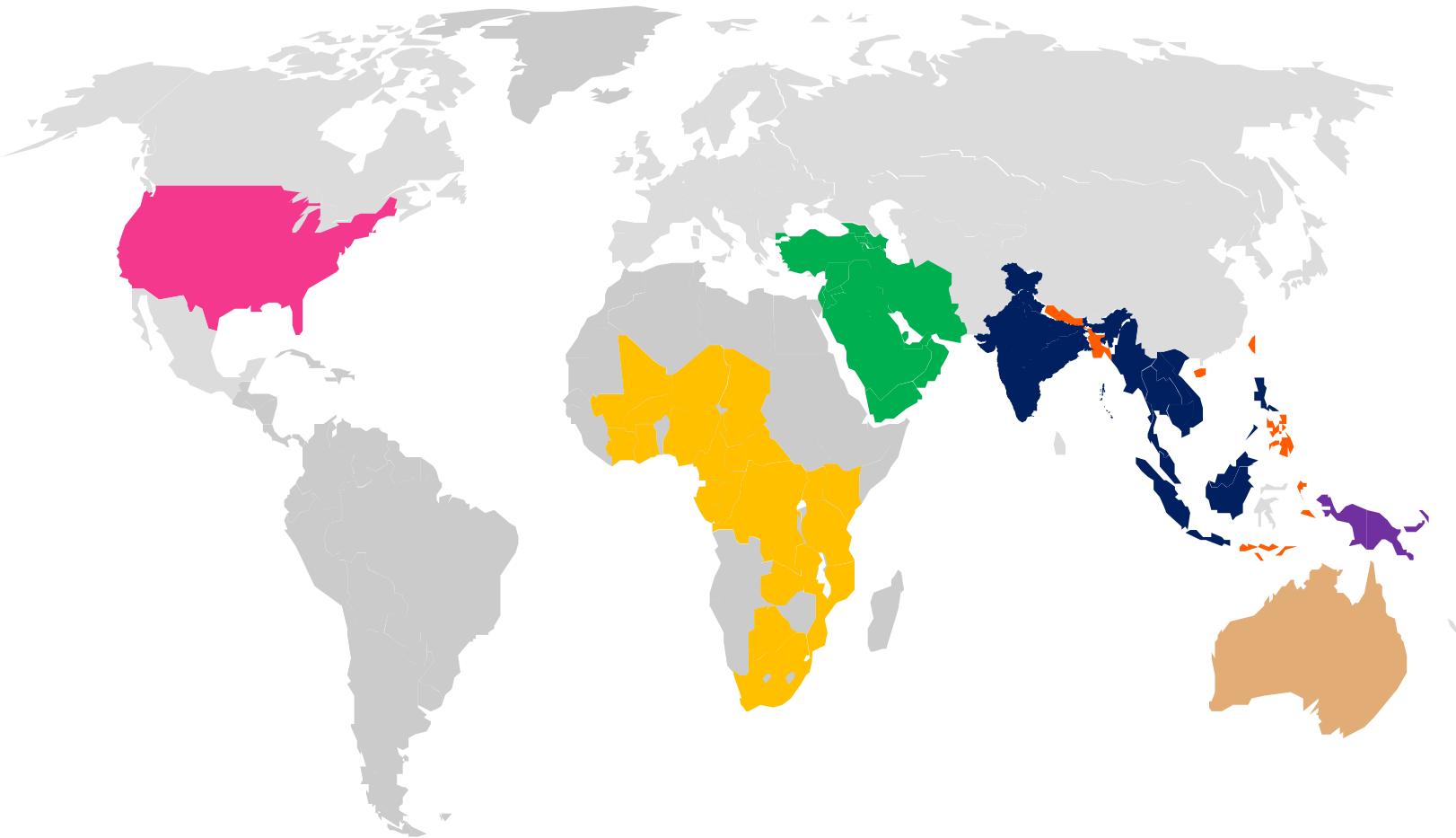
Pan-India Presence

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



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

Expanding Global Footprint

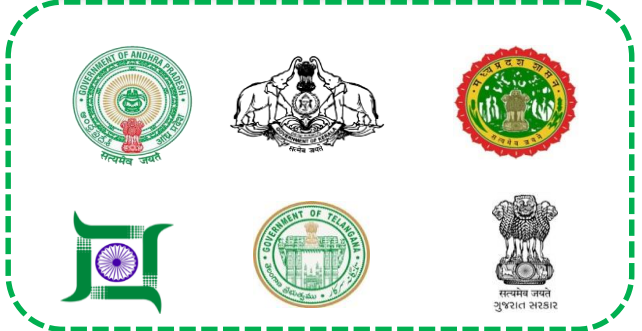


Expanding Global Footprint	
Middle East (UAE, Saudi Arabia, Oman, Kuwait, Bahrain etc)	FY 19, 20
Africa (Nigeria, etc)	FY 19, 20
South Asia (Singapore, Indonesia, Malaysia, Philippines)	FY 19, 20
North America	FY 19, 20
Australia	FY 20, 21
Europe (Finland)	FY 19, 20

Tapping potential international markets with clear action plans

Long Standing Relationships Marquee Clients

AutoDCR® - State-wide



AutoDCR® - Corporations



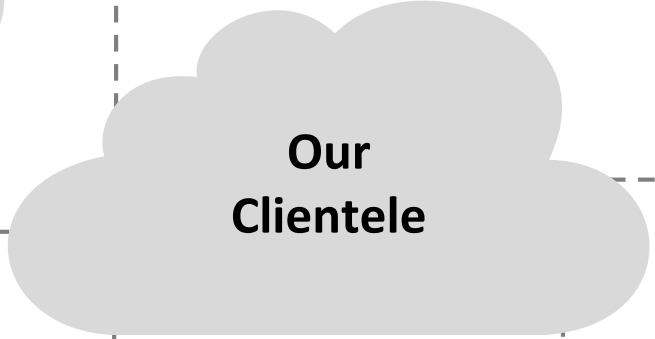
OPTICON™ - India



OPTICON™ - Africa



OPTICON™ - Middle East



PWIMS™



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

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

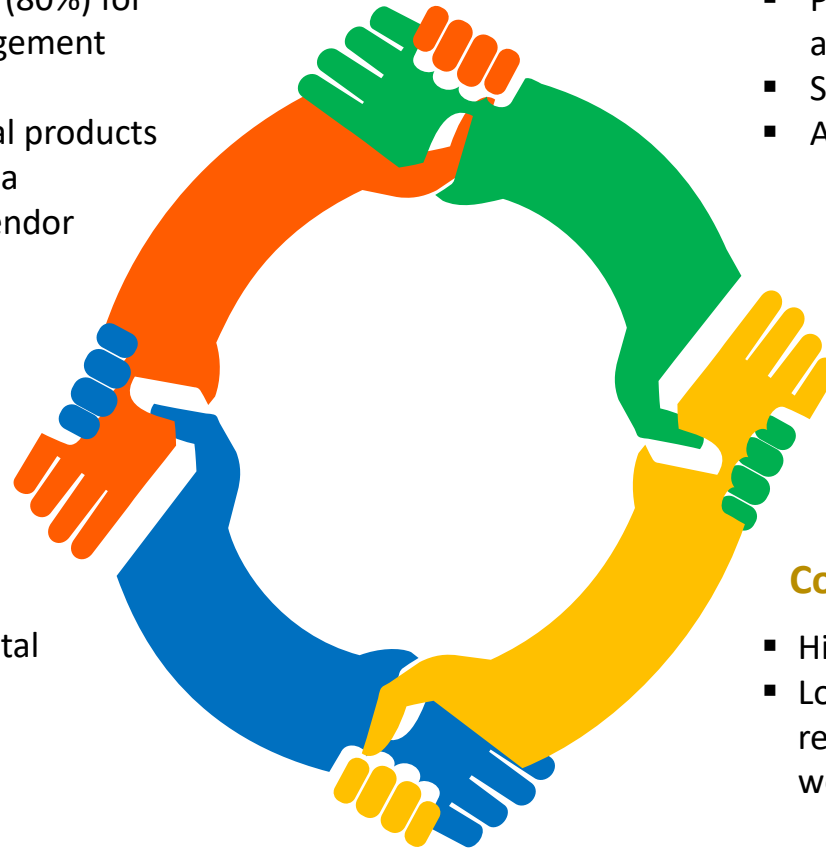
- Product designed to meet needs of e-governance and construction sectors
- Scalable & flexible products
- Alliances with many technology leaders

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™, RuleBuddy™, 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

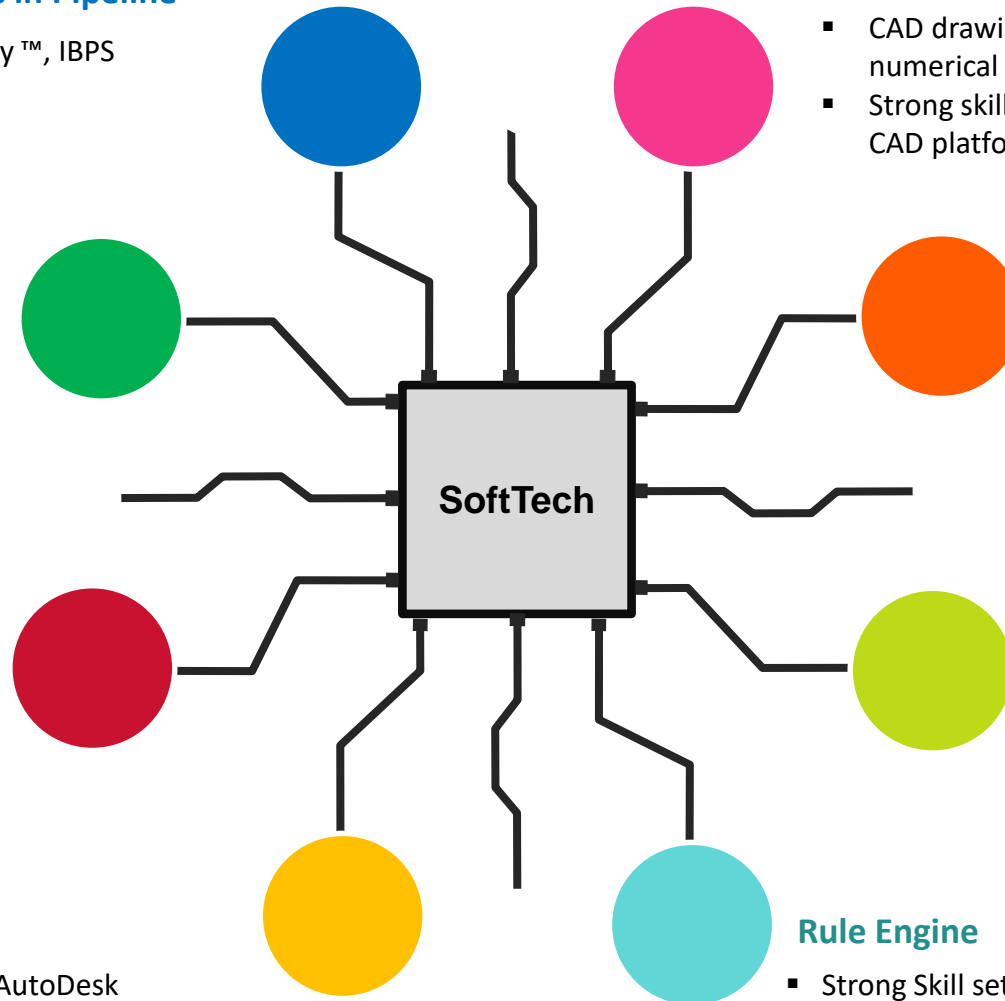
- Skill set for model reading and data processing
- Team proficiency in understanding of revit APIs and open source modelling APIs

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 MPUUIP



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



Chairman & CEO's Message



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

“Financial year 2018-19 has been a milestone year for our Company. During the year, we have witnessed the Company’s continued performance and an uptick in demand for our products resulting in a robust & strong order book.

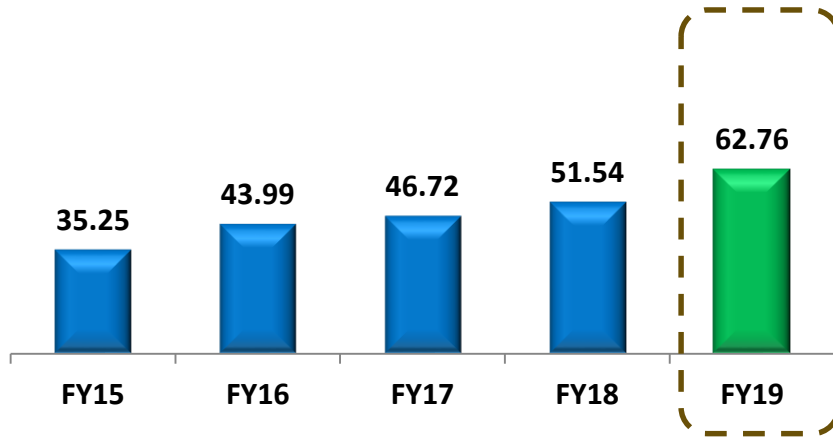
Our Company has registered a revenue of Rs. 62.76 crore and overall profit of Rs. 7.79 crore. This growth has been driven by all scalable products especially a strong demand for our product PWIMS, besides continuous high traction for AutoDCR. Our deep industry knowledge and insight with strategic approach to business efficiency and transformation combined with the excellent team have been our key strengths.

We continue to witness traction for our products and our bookings this quarter have been very good till date. Our pipeline remains strong, as we have promised in our earlier years to enter international market, we are in lines with that and have ventured into USA, Finland and Asia pacific countries by setting up subsidiaries and business partners. Our organic growth momentum is picking up in FY20 which will help our Company to jump to the next level, increasing our sales revenue and at the same time achieving higher profit margins, which will help us to achieve greater heights.

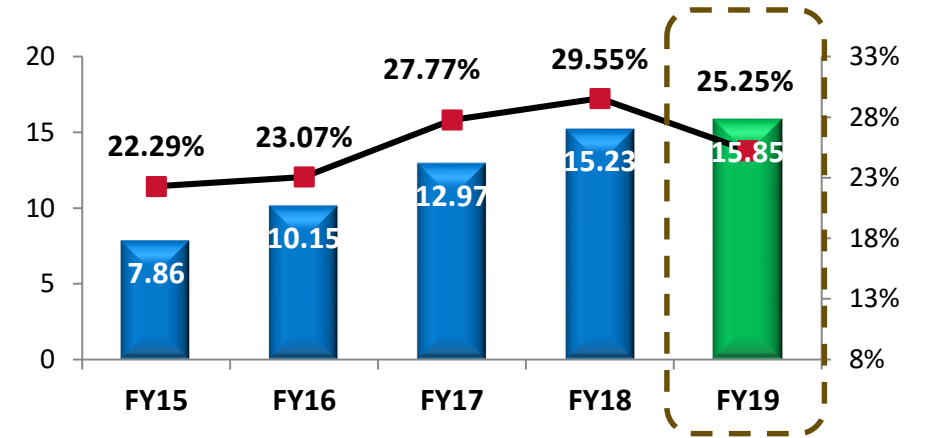
I would like to thank you for your support, consistent commitment, engagement and encouragement. We continue to seek your participation in our next leg of growth and footprint expansion.”

Annual Financial Highlights

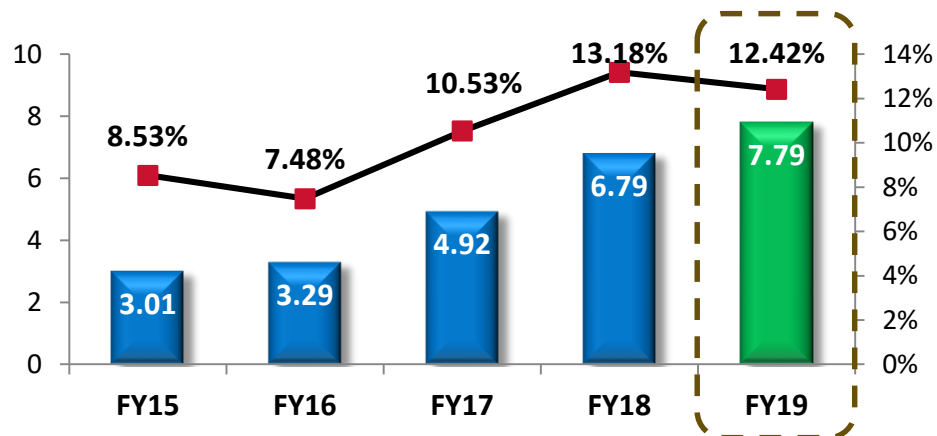
Revenue# (Rs. Cr)



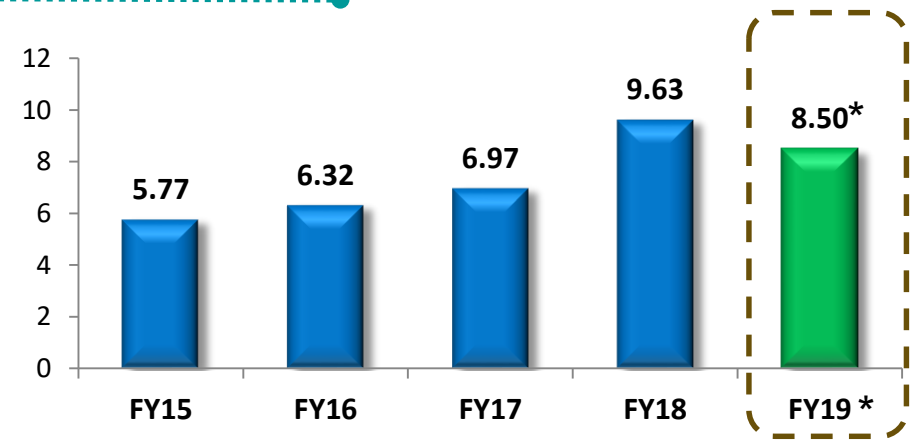
EBITDA# (Rs. Cr) / Margin (%)



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



Earning Per Share (in Rs.)



Revenue & EBITDA excluding other income

* In FY 19, Company issued fresh Equity shares of ~2.4 mn, which increased total shares from 7 mn to 9.4mn leading to EPS dilution

Annual Financial Highlights

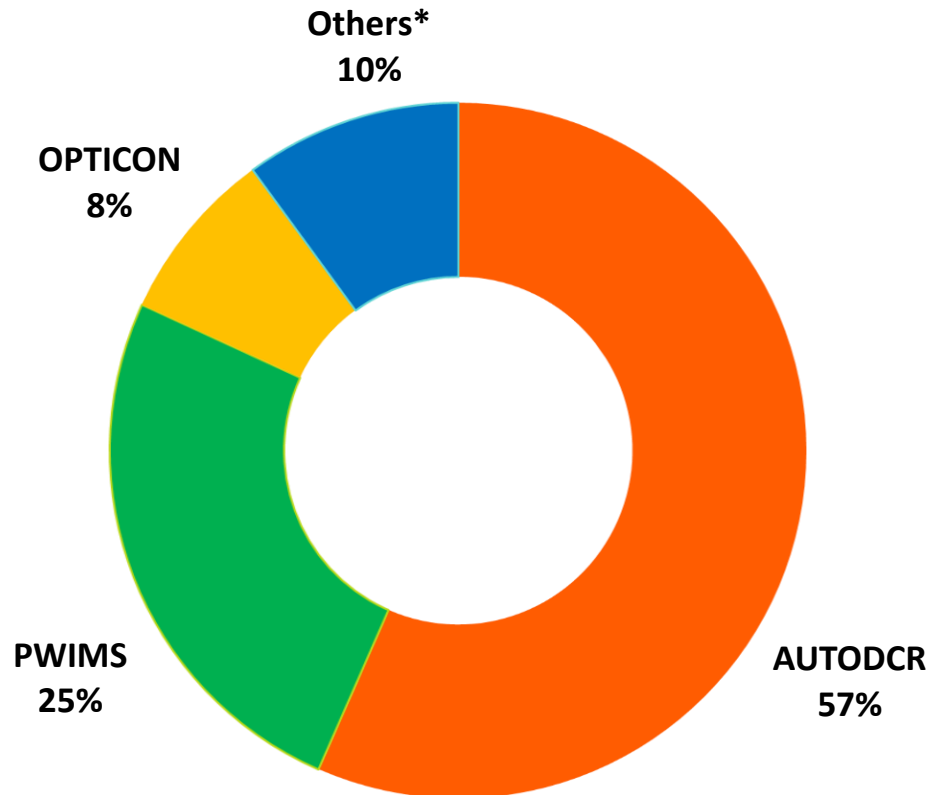
Rs. Cr	Standalone			Consolidated
	FY19	FY18	Y-o-Y (%)	FY19
Revenue from Operations	62.76	51.54	21.76%	62.76
Raw material	4.92	4.41		4.92
Employee expenses	9.83	8.37		10.00
Professional fees for technical consultants	22.38	16.95		22.38
Other expenses	9.77	6.59		9.96
Total Expenditure	46.91	36.31		47.26
EBITDA	15.85	15.23	4.07%	15.49
EBITDA Margin (%)	25.25%	29.55%		24.69%
Other income	0.80	0.45		0.79
Depreciation	4.04	3.78		4.04
Interest	1.68	2.27		1.68
PBT	10.92	9.63		10.56
Tax	3.13	2.84		3.13
PAT	7.79	6.79	14.72%	7.42
PAT Margin	12.42%	13.18%		11.83%
Basic EPS* (in Rs.)	8.50	9.63	(11.73%)	8.10

- Increase in Revenue from Operations driven by timely execution of orders & increased demand for flagship products especially PWIMS
- EBITDA increase despite increase in expenses in H2FY19 incurred for following:
 - Increase in employees (senior management team, technical, marketing & sales)
 - Other expenses - invested in additional project implementation costs for timely and efficient execution of growing order book and expansion in overseas markets

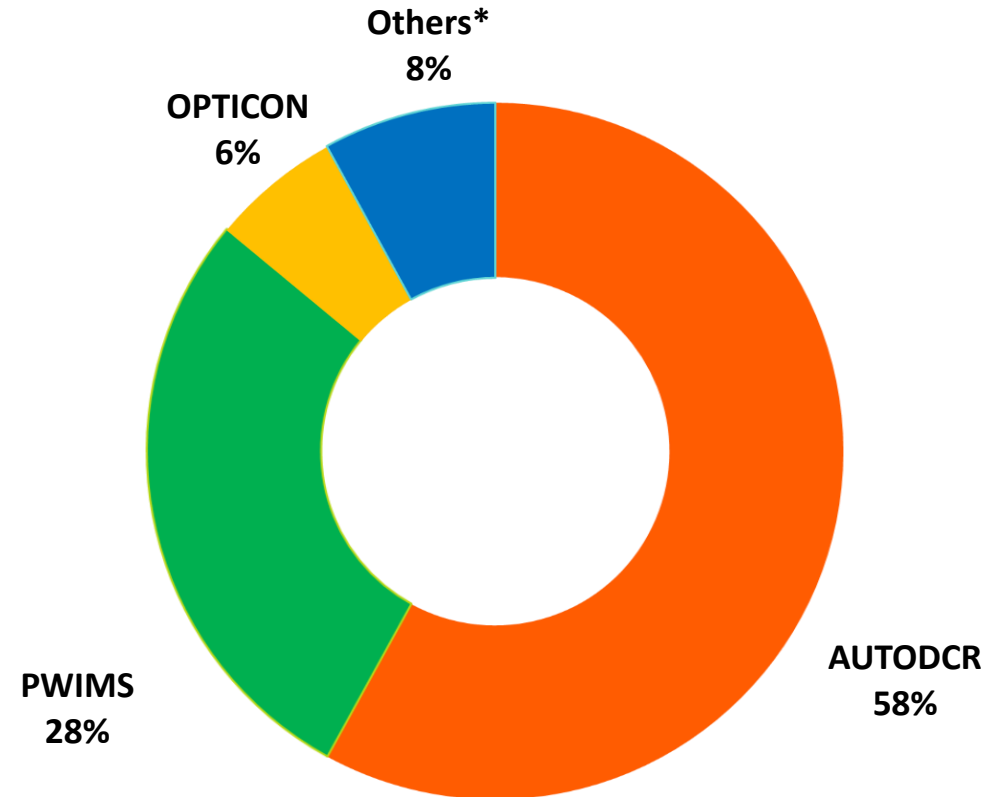
* In FY19, Company issued fresh Equity shares of ~2.4 mn, which increased total shares from 7 mn to 9.4mn leading to EPS dilution

Revenue Contribution – Product Wise (as % of sales)

FY2018



FY2019



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

Standalone Balance Sheet – As on 31st March

Rs. in Cr	As on 31 st Mar-19	As on 31 st Mar-18
Shareholder's Funds	61.15	37.40
Share capital	9.42	7.05
Reserves & Surplus	51.73	30.35
Non-current liabilities	6.32	5.64
Long- term borrowings	5.67	5.10
Other long-term liabilities	0.01	0.01
Long-term provisions	0.65	0.53
Current liabilities	17.99	25.43
Short- term borrowings	7.07	4.51
Trade payables	1.67	7.55
Other current liabilities	8.95	13.13
Short-term provisions	0.30	0.24
Total Equity & Liabilities	85.47	68.46

Rs. in Cr	As on 31 st Mar-19	As on 31 st Mar-18
Non-current assets	25.77	20.28
Property, plant & equipment	1.09	1.00
Intangible assets	7.74	7.68
Non-current investments	0.59	0.04
Intangible assets under development	5.11	3.80
Deferred tax assets (net)	1.16	0.76
Other non-current assets	8.17	5.71
Long-term loans & advances	1.93	1.28
Current assets	59.70	48.19
Current Investments	10.90	0.00
Trade receivables	18.82	21.80
Cash & bank balances	1.29	1.27
Short-term loans & advances	1.40	1.58
Other current assets	27.28	23.53
Total Assets	85.47	68.46

Debt to Equity reduced from 0.26 in FY18 to 0.21 in FY19

Consolidated Balance Sheet – As on 31st March

Rs. in Cr	As on 31 st Mar-19
Shareholders Funds	60.79
Share Capital	9.42
Reserves & Surplus	51.36
Minority Interest	0.00
Non Current Liabilities	6.32
Long Term Borrowing	5.67
Other long term liabilities	0.01
Long term provision	0.65
Current Liabilities	17.90
Short Term Borrowing	7.07
Trade Payables	1.76
Other Current Liabilities	8.77
Short Term Provision	0.30
Total Equities & Liabilities	85.02

Rs. in Cr	As on 31 st Mar-19
Non-current Assets	25.22
Property, plant & equipment	1.09
Intangible assets	7.74
Non-current investment	0.04
Intangible assets under development	5.11
Deferred tax assets (net)	1.16
Other non-current assets	8.17
Long term loans & advances	1.93
Current Assets	59.80
Current investments	10.90
Trade receivables	18.82
Cash & bank balances	1.39
Short term loans & advances	1.41
Other current assets	27.28
Total Assets	85.02

Half Yearly – Financial Highlights

Rs. Cr	H2 FY19	H2 FY18	Y-o-Y (%)	H1 FY19
Revenue from Operations	33.15	30.91	7.26%	29.60
Raw material	3.04	2.65		1.88
Employee expenses	4.90	4.16		4.94
Professional fees for technical consultants	11.66	11.02		10.72
Other expenses	4.95	3.68		4.82
Total expenditure	24.55	21.50		22.36
EBITDA	8.61	9.41	(8.51%)	7.24
EBITDA Margin (%)	25.96%	30.43%		24.46%
Other income	0.39	0.21		0.41
Depreciation	2.04	1.84		2.00
Interest	0.81	1.07		0.88
Exceptional item	0.00	0.00		0.00
PBT	6.15	6.70		4.77
Tax	1.81	2.02		1.32
PAT	4.34	4.68	(7.22%)	3.45
PAT Margin (%)	13.09%	15.13%		11.67%
Basic EPS* (in Rs.)	4.61	6.63	(30.47%)	3.87

- Increase in Revenue from Operations driven by timely execution of orders & increased demand for flagship products - PWIMS & AutoDCR
- EBITDA decline on account of:
 - Increase in employees (senior management team, technical, marketing & sales)
 - Other expenses - invested in additional project implementation costs for timely and efficient execution of growing order book and expansion in overseas markets

* In FY19, Company issued fresh Equity shares of ~2.4 mn, which increased total shares from 7 mn to 9.4mn leading to EPS dilution

Way Ahead



Our Growth Drivers

Our Product Offerings	AUTODCR®	PWIMS™	OPTICON™	BIMDCR™	RULEBUDDY™
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

Growth Opportunity - Supported by Strong Govt. Initiatives

Smart Cities

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

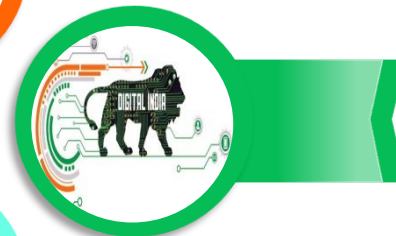


RERA

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

AMRUT* Cities

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



Digital India

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

Ease of Doing Business (EODB)

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



#PMAY

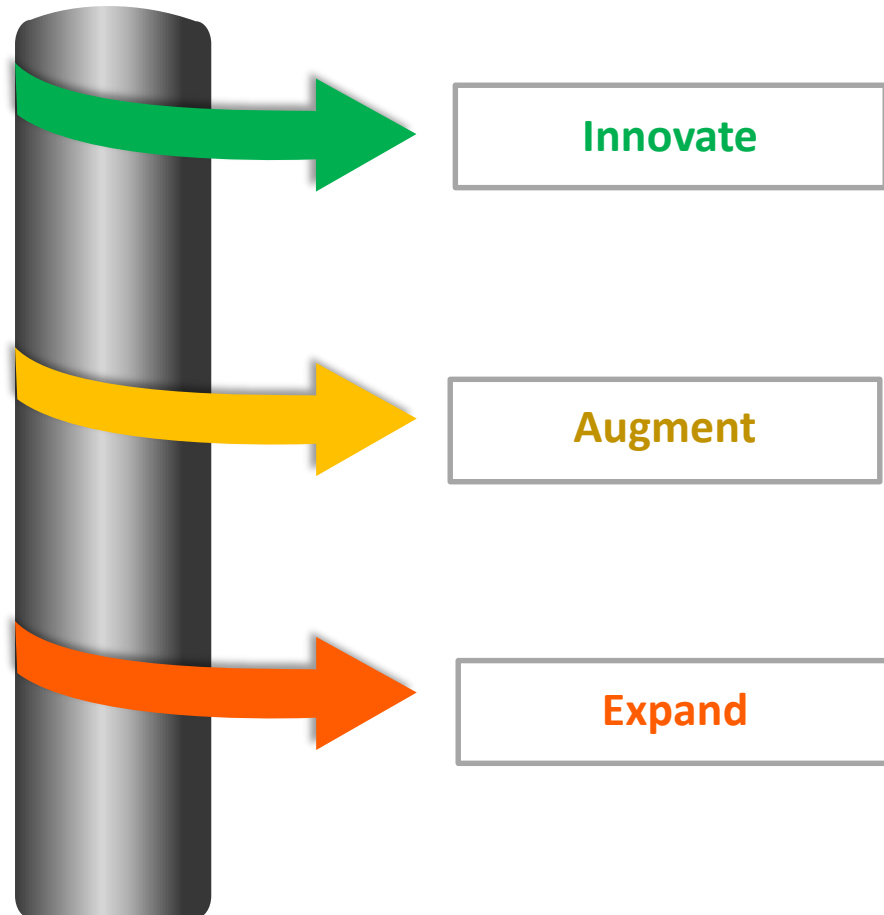
- 2800 cities selected
- 20% projects will adopt ERP for execution
- Potential Market Size (OPTICON™):
Rs. 112 Cr

Notes:

#PMAY refers to Pradhan Mantri Awas Yojana

*AMRUT refers to Atal Mission for Rejuvenation & Urban Transformation

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

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