

Date: September 27, 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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Sub: Proceedings of 28th Annual General Meeting of the Company

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below the summary of proceedings of the 28th Annual General Meeting (‘AGM’) of the Company:

1. The 28th Annual General Meeting of the Company was held on Friday, September 27, 2024, through Video Conferencing ("VC") / Other Audio-Visual Means ("OAVM") facility. The Meeting commenced at 01:00 P.M. IST.
2. In accordance with the circulars of the Ministry of Corporate Affairs and SEBI and in compliance with the provisions of the Companies Act, 2013 and SEBI Listing Regulations and the Secretarial Standards issued by the Institute of Companies Secretaries of India, the AGM of your Company was convened through Video Conferencing (VC) or Other Audio-Visual means (OAVM). The Company had provided all Members the facility to attend the AGM through Video Conferencing.
3. Mr. Vijay Gupta, Chairman of the Board, chaired the meeting and welcomed the Members present at the 28th Annual General Meeting of the Company.
4. As per the attendance record, 32 members were present at the Meeting and after ascertaining that the requisite quorum was present, the Chairman called the Meeting to order.



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SoftTech Engineers Limited

CMMi/3, ISO 9001: 2015

CIN: L30107PN1996PLC016718

5. **Present Directors & KMP:**

Sr. No.	Name of Directors/KMP	Designation
1.	Mr. Vijay Gupta	Chairman and Managing Director
2.	Ms. Priti Gupta	Whole Time Director
3.	Mr. Pratik Patel	Whole Time Director
4.	Mr. Sridhar Pillalamarri	Independent Director
5.	Mr. Sundararajan Srinivasan	Independent Director
6.	Mr. Kamal Agrawal	Chief Financial Officer
7.	Ms. Shalaka Khandelwal	Company Secretary and Compliance officer

6. Dr. Rakesh Singh, Independent Director and Mr. Yogeshkumar Desai, Independent Director could not attend the meeting due to prior commitments.
7. The Chairman informed that the Statutory Auditors and Secretarial Auditors were also participating in the AGM through Video Conferencing from their respective locations.
8. Mr. Vijay Gupta, Chairman of the Company commenced the proceedings of the 28th Annual General Meeting.
9. The Chairman presented before the members the Annual Financial Performance for FY 2023-24, qualitative progress during current year and future endeavors of the Company. Detailed presentation is enclosed herewith.
10. Since there are no qualifications, observations or comments on financial transactions or matters, which have any adverse effect on the functioning of the company mentioned in the Statutory or Secretarial auditor's report, the same was not required to be read at this AGM according to Section 145 of the Companies Act, 2013.
11. The Notice of the 28th Annual General Meeting along with the copies of the Audited Financial Statements including the Audited Consolidated Financial Statements for the financial year ended March 31, 2024 together with the Directors and Auditors' Reports were dispatched electronically to all the Members within the statutory period in accordance Section 101 of Companies Act, 2013, MCA and SEBI Circulars.
12. Mr. Vijay Gupta, Chairman of the Company further informed the Members that in terms of Section 108 of the Companies Act, 2013 read with Rule 20 of Companies (Management and Administration) Rules, 2014 and Regulation 44 of the SEBI Listing Regulations, the Company had provided remote e-voting facility to its Members. The remote e-voting period commenced on Tuesday, September 24, 2024 at 09:00 A.M. and ended on Thursday, September 26, 2024 at 05:00 P.M. IST. The Chairman further informed that the Company had also provided facility of e-voting during the AGM.
13. The Chairman informed that the Board of Directors of the Company had appointed Mr. Sridhar Mudaliar, Partner of DTSM & Associates, Practicing Company Secretaries as the Scrutinizer to scrutinize the voting during the AGM and remote e-voting process in a fair and transparent manner.

14. The following items of business, as set out in the Notice convening the 28th Annual General Meeting, were put to vote:

Sr. No	Agenda Item	Resolution Type
ORDINARY BUSINESS:		
1.	To receive, consider and adopt a. the Audited Standalone Financial Statements of the Company for the Financial Year ended March 31, 2024 and the reports of the Board of Directors and Auditors thereon; and b. the Audited Consolidated Financial Statements of the Company for the Financial Year ended March 31, 2024, and the report of Auditors thereon.	Ordinary Resolution
2.	To reappoint Ms. Priti Gupta (DIN: 01735673), who retires by rotation and, being eligible, offers herself for re-appointment.	Ordinary Resolution
SPECIAL BUSINESS:		
3.	To reappoint Mr. Vijay Gupta (DIN: 01653314) as the Managing Director of the Company.	Special Resolution
4.	To reappoint Ms. Priti Gupta (DIN: 01735673) as Whole-time Director of the Company.	Special Resolution
5.	To reappoint Mr. Pratik Patel (DIN: 08798734) as Whole-time Director of the Company.	Special Resolution

15. All items as set out above were transacted through remote e-voting prior to the AGM and e-voting during the AGM.
16. The Chairman offered an opportunity to the Members who had registered themselves as speakers to express their views or ask questions/ queries on resolution proposed as set out in the Notice of AGM. Mr. Vijay Gupta, Chairman of the Company, then responded to the questions asked and clarification sought by the Members.
17. The facility for e-voting remained open for 15 minutes after the conclusion of the meeting to enable the members, who attended the meeting and had not voted previously, to cast their vote.
18. The Chairman expressed his gratitude towards all members for participating. The e-voting facility at the AGM remained open for 15 minutes thereafter.

19. The Chairman informed the members that the combined results of voting (remote e-voting and e-voting during the AGM) along with the Scrutinizers' Combined Report shall be declared within 2 working days of the Meeting and would be communicated to the Stock Exchanges where equity shares of the Company are listed. He further informed that the combined results shall also be uploaded on the website of the Company at www.softtech-engr.com or www.softtechglobal.com.
20. The meeting concluded at 1:45 P.M.

The above is for your information, records and reference. Please note that this document does not constitute minutes of the proceedings of the Annual General Meeting of the Company.

Thanking you.

Yours Sincerely,
For SoftTech Engineers Limited

Shalaka Khandelwal
Company Secretary and Compliance Officer
Encl: As above

SoftTech Engineers Limited 28th Annual General Meeting

27th September 2024

Year 2023-24
A Year of Growth And Innovation



Presentation by:

Mr. Vijay Gupta

Promoter & CMD



Disclaimer

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

Certain statements in this presentation concerning our future growth prospects are forward-looking statements that involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures, and general economic conditions affecting demand/supply and price conditions in domestic and international markets. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

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Welcome to SoftTech Engineers Limited's 28th Annual General Meeting

SoftTech- A Leader in AECO



- Founded in 1996. 28 years of rich experience in AECO sector
- 550+ Employees
- Our flagship product CivitPermit being used in 18+ States and 1000+ ULBs
- 10 lakh+ building permissions are issued through CivitPermit



Key Highlights

7

Successful
Products

5

Countries with
Strong Presence

80%

Permitting
Market Share

20,000+
Product Users

Empowering AEC Excellence

Our Mission to Digitally Transform the Industry

We stand for



Innovation

Innovating for
AEC Efficiency
and Sustainability



Integrity

Commitment to
Transparency and
Trust



Sustainability

Advancing Eco-
Friendly Practices
through our products

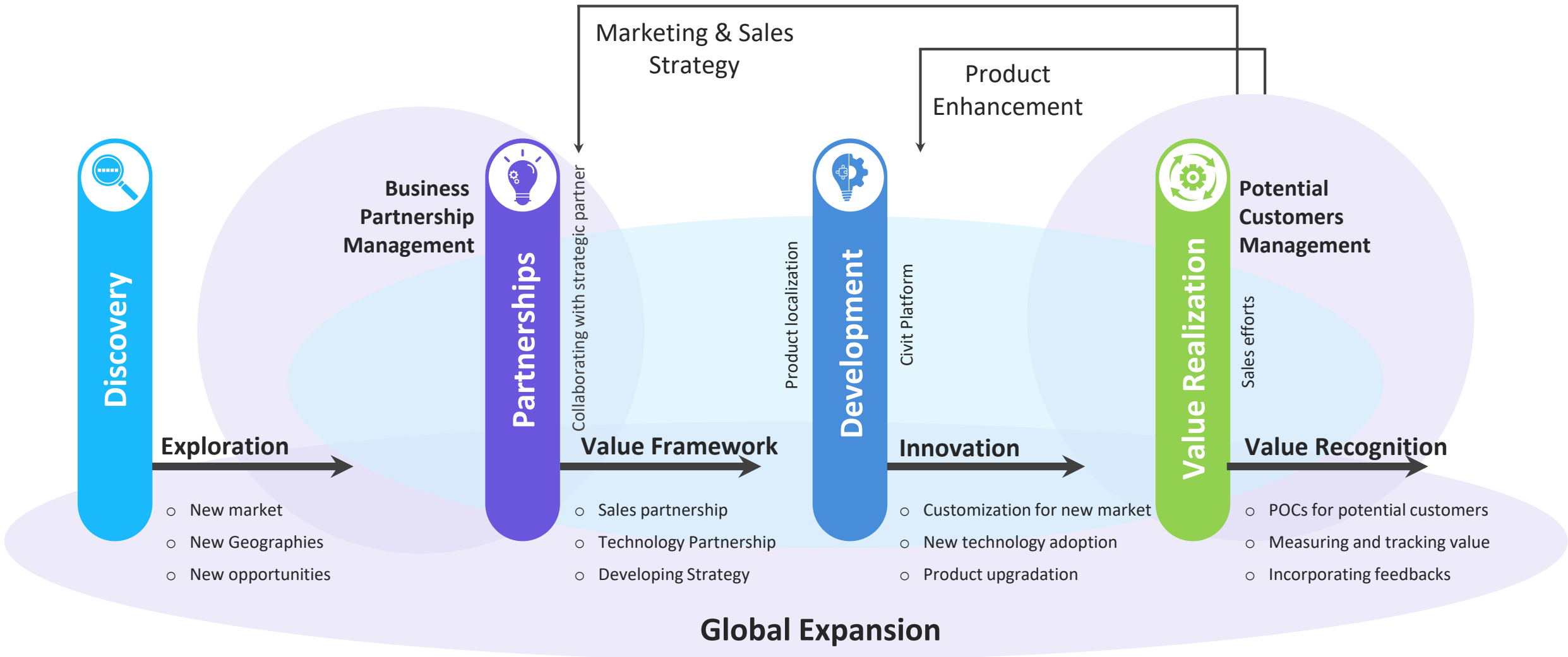


Customer-Centricity

Clients First:
Listening and
Delivering Value

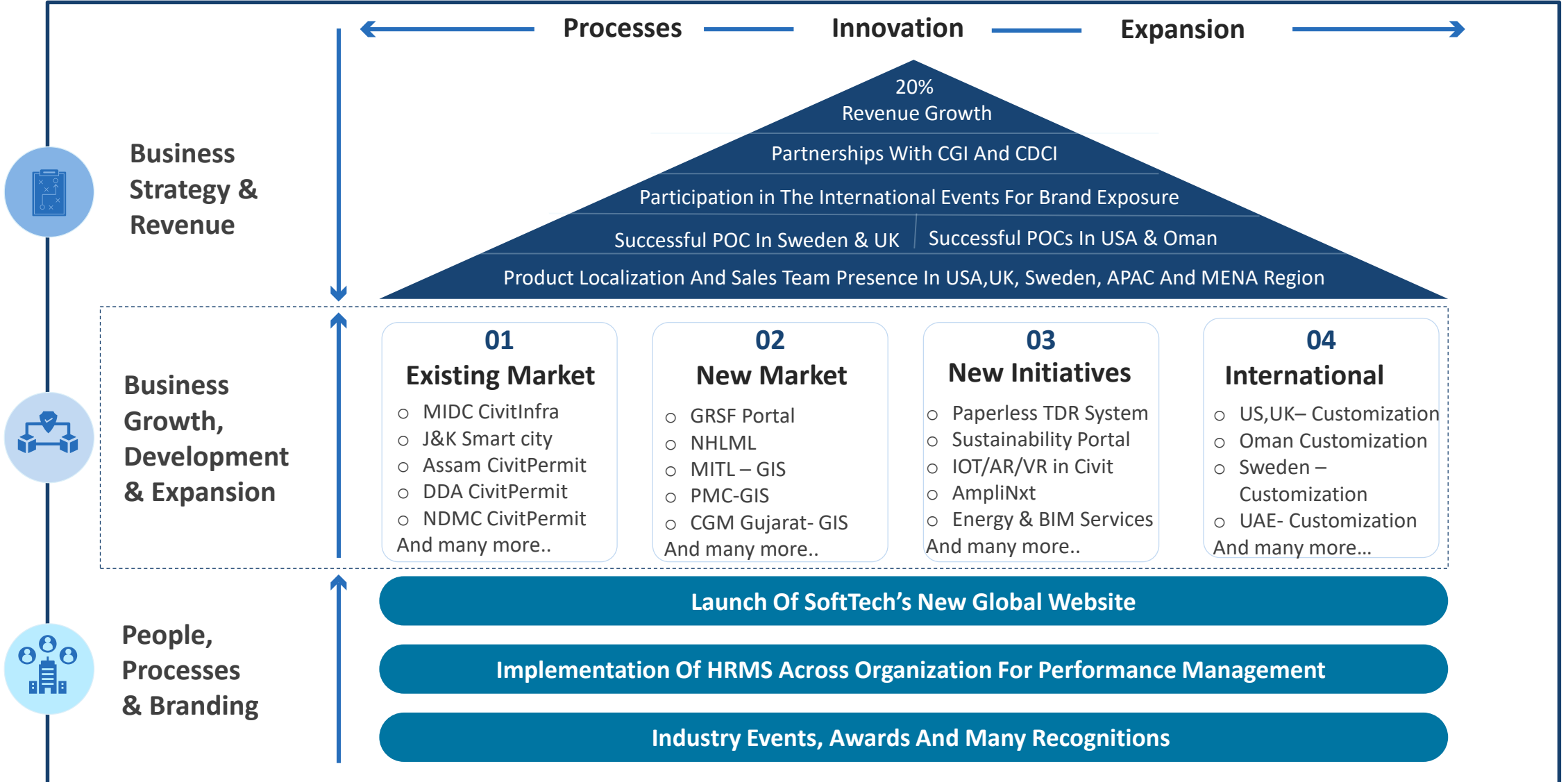
Our Transformation Strategy - FY-2024

FY2024 : One of the most transformational year in SoftTech History



Key Achievements for FY-2024

Business Snapshots (FY24 Highlights)



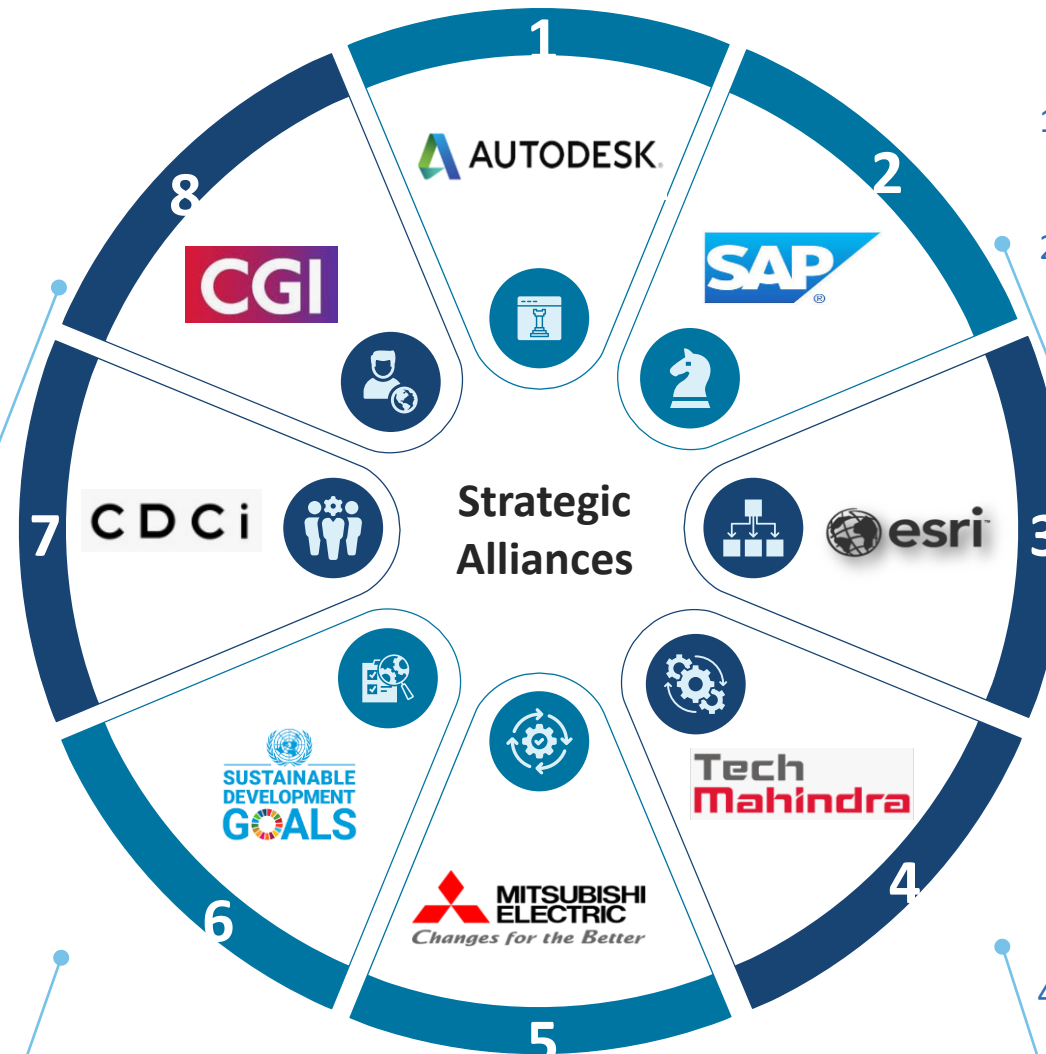
Alliances Strategy For FY24

CDCi & CGI

7. **CDCi**- Signed a MoU with CDC international (CDCi) to extend SoftTech's comprehensive suite of software product platform CIVIT
8. **CGI**- Signed MOU with CGI for joint offerings in US market

Mitsubishi & Sustainability

5. **Mitsubishi**- AI enabled Carbon Footprint Analytics and Intelligence product (ESG goals) - Civit operate; under discussion with Mitsubishi for world wide joint offering
6. SEL proposed Water management system has been demonstrated by Mitsubishi to L&T and Jal Board



AutoDesk & SAP

1. **AutoDesk**- CAD/BIM based Building approval System on ACC and APS cloud 4D, 5D, 6D offerings (ACC+Civit Infra and
2. **SAP**- Civit Integrate Civit Infra with SAP, as an offering for Public Sector enterprise.

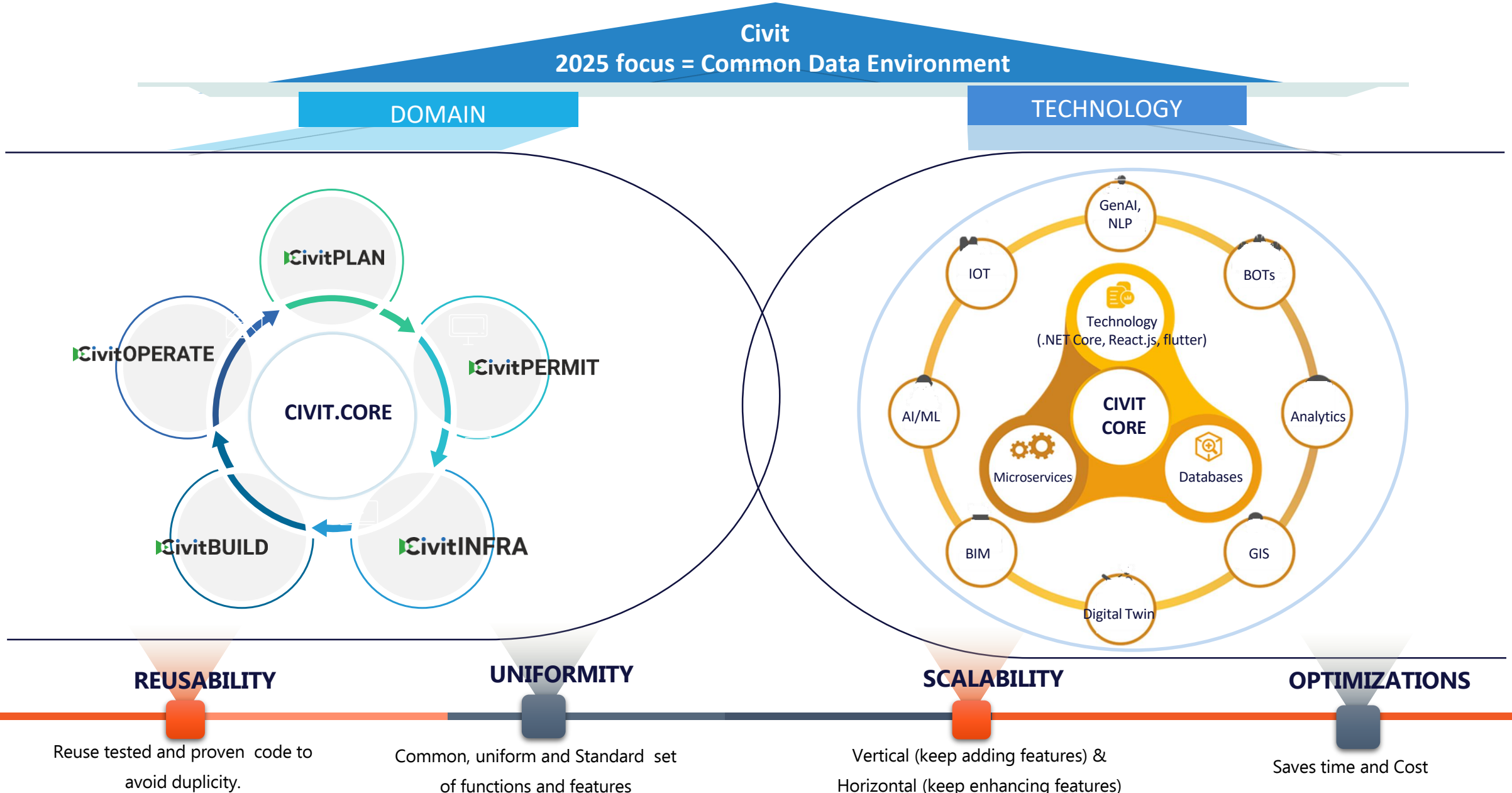
ESRI & Tech Mahindra

3. **Civit+ESRI** Integrated GIS-Based System proposed to state governments for urban infrastructure management and city planning, utilizing data from issued permits
4. **TechM**- Bagged large international break through of around \$8 millions being partner with Tech Mahindra

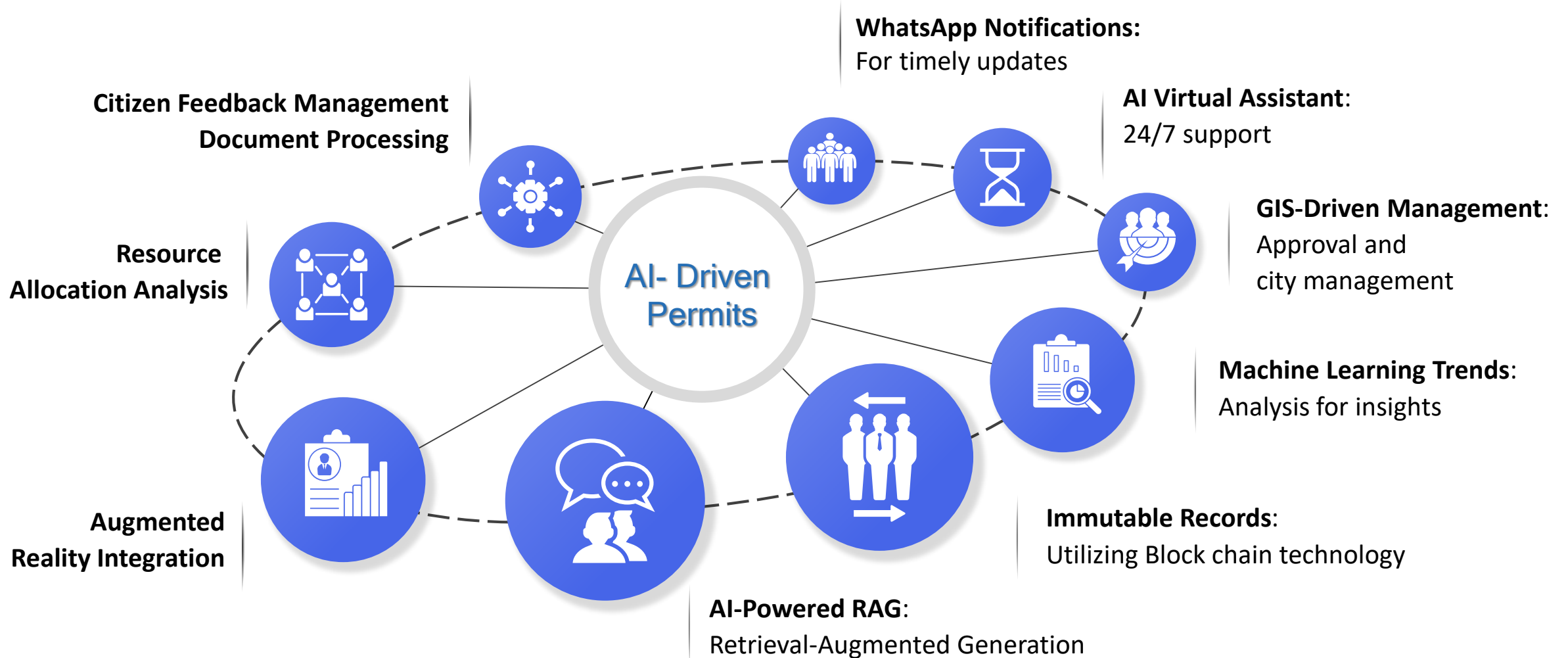


Innovation At SoftTech

Civit Platform Empowering Digital Transformation Of AECO

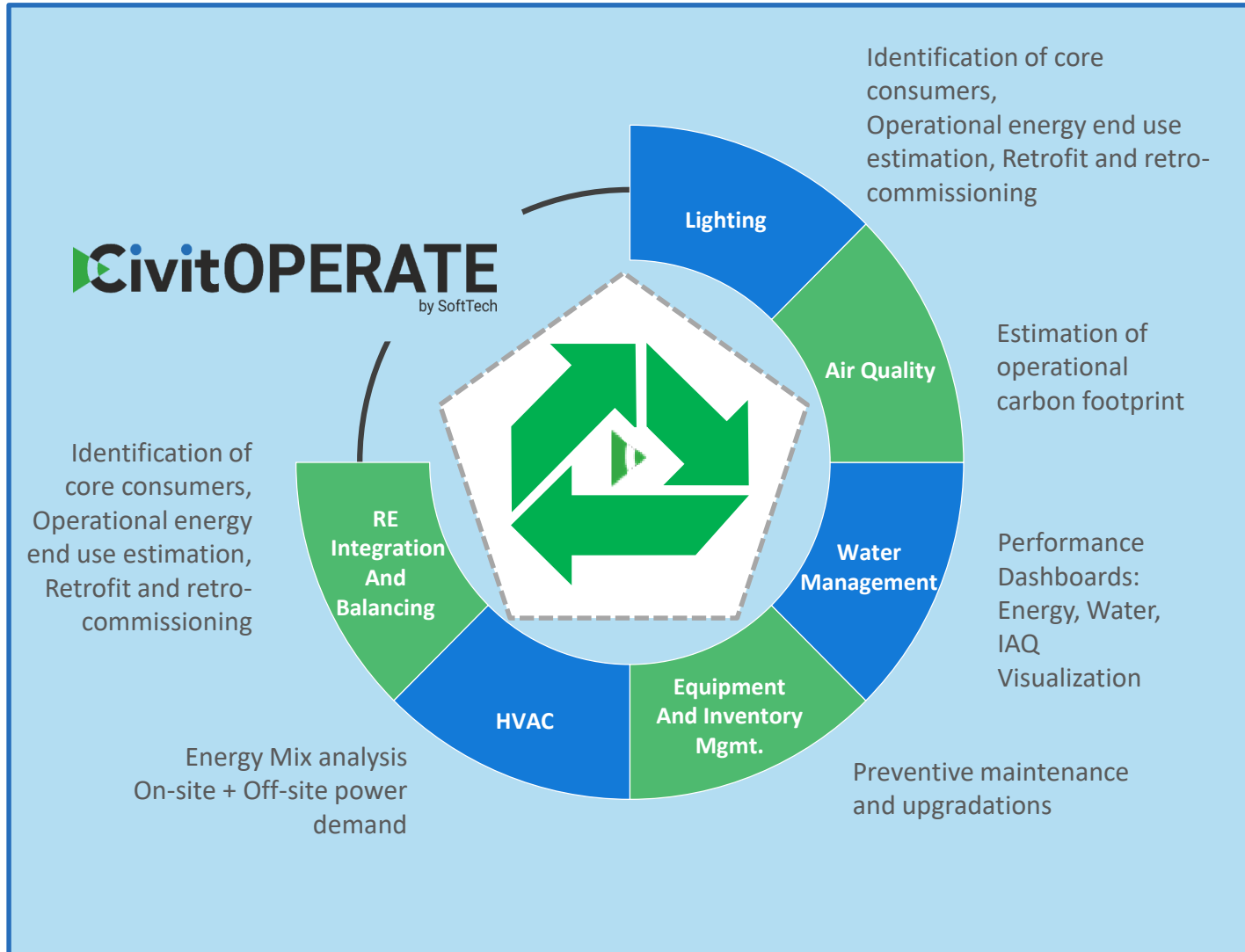


AI-Enabled Construction Permit Eco-System



CivitOperate for Supporting Sustainable Development

Supporting India's Climate Financing Goals



CivitOperate: Unlocking Net Zero Carbon Goals

- 01** Offers comprehensive energy management
- 02** Estimates carbon footprints and identifies areas for reduction
- 03** Integrates renewable energy sources
- 04** Manages water and indoor air quality
- 05** Provides data-driven insights and supports green building certifications



Financial performance

Financial Performance – FY 2024

Delivered on strategy with strong shareholder returns

Revenue Growth

20%

EBITDA Margin

34%

PAT Margin

9%

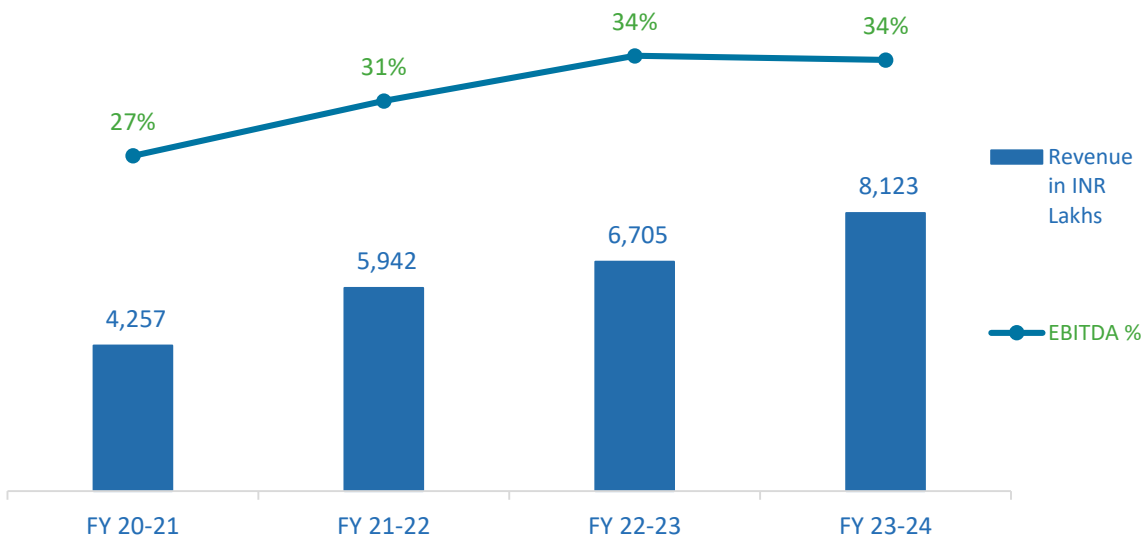
Revenue (INR M)

786.1

Pipeline (INR M)

2870

28 years of unbroken profitability & Growth



Key Insights

01

Y-o-Y increase in the revenue is ~20% in FY 24 as compared to FY 23, largely due to the growth in the pay per use services which is around ~47%.

02

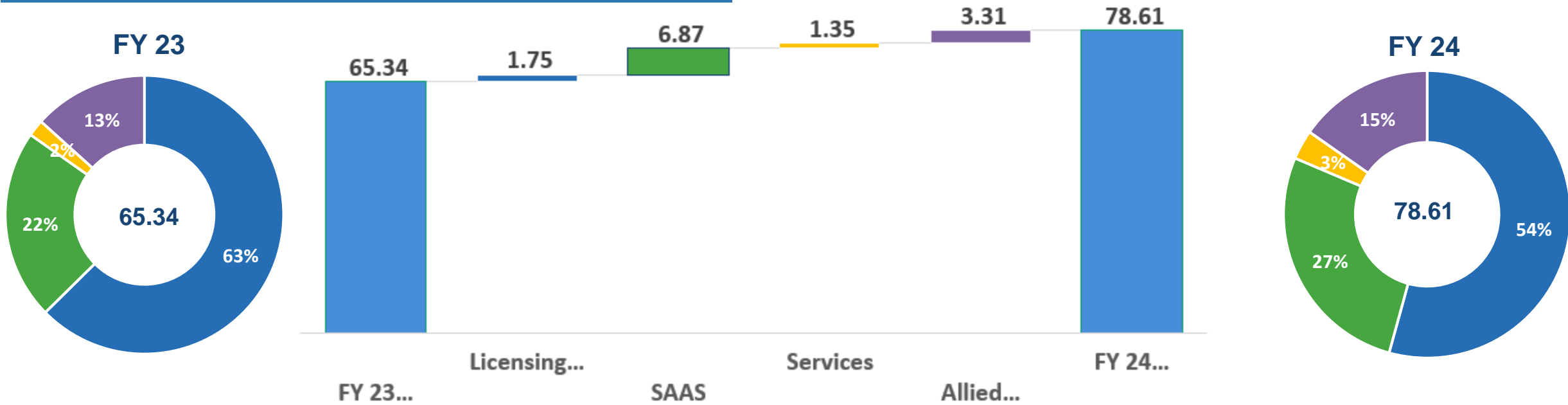
During the year Employee cost increased by 20% and cost of professional consultants for implementation increased by 43% as compared to FY 23 cost.

03

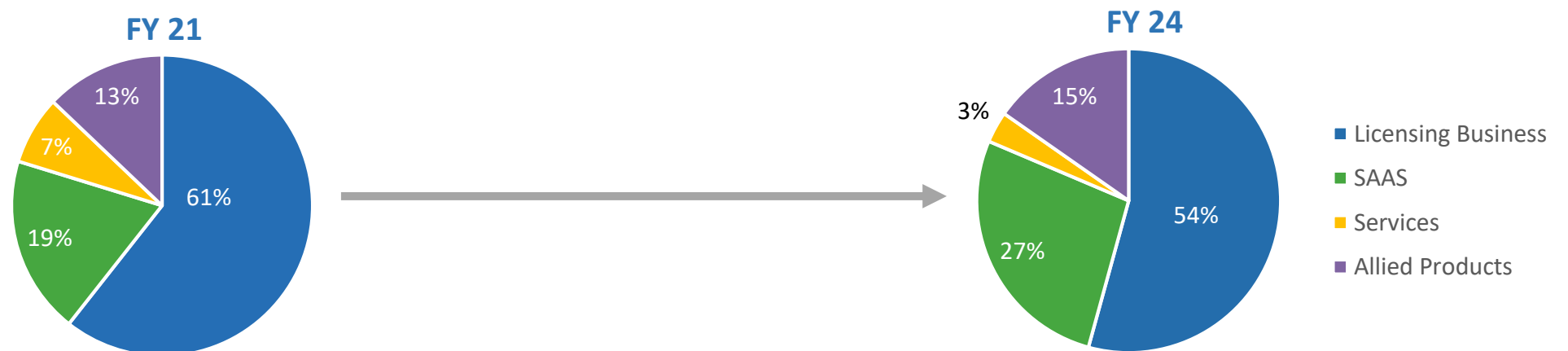
The EBITDA margin is at 34% which is at same level as compared to FY 23. Company maintained the EBITDA margin due to increase in Pay per Use services and platform based transaction revenue in spite of increase in the expenses.

Revenue Bridge

Revenue Bridge FY 23 to FY 24



Revenue Migration from FY 21 & FY 24



Historical Financials

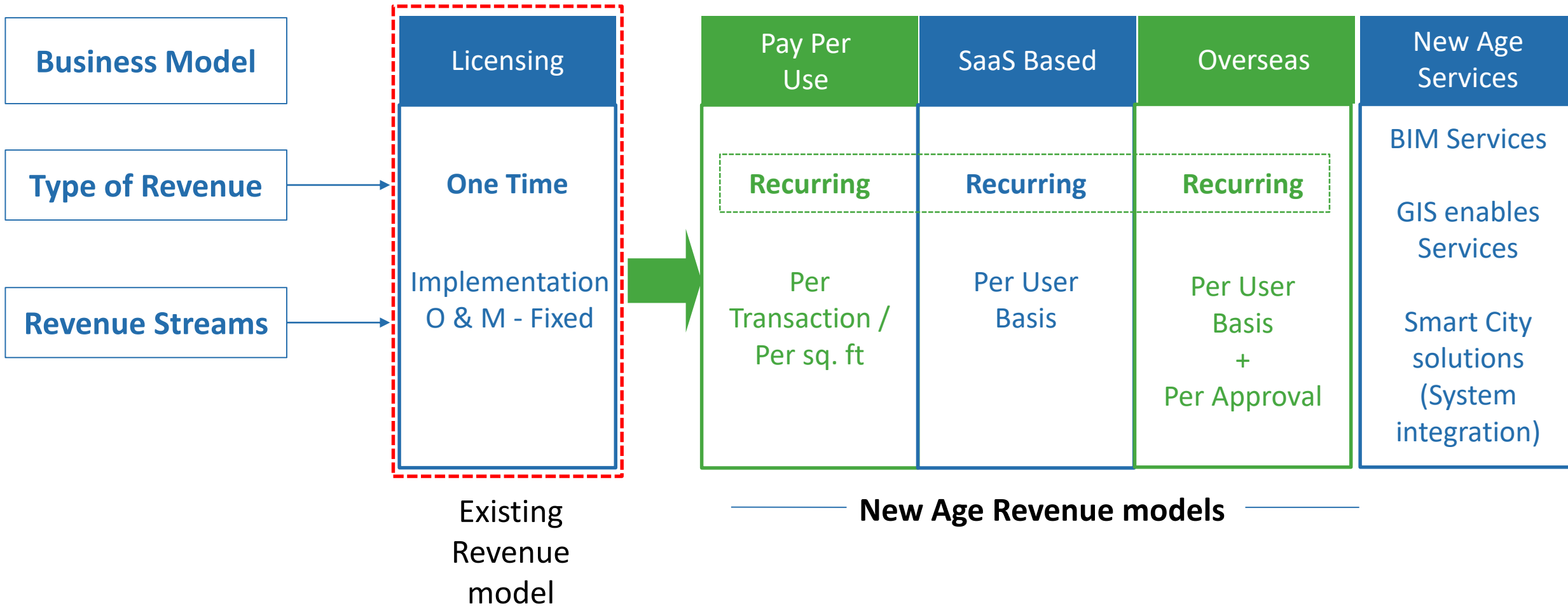
Particulars	Amt. in INR Lacs			
	2020-21	2021-22	2022-23	2023-24
Revenue				
Operating Revenue	4,157.36	5,745.67	6,534.09	7,861.35
Other Income	102.35	197.20	170.68	262.08
Total Revenue	4,259.71	5,942.87	6,704.77	8,123.43
Revenue Growth %	-28%	40%	13%	20%
Cost of Sales				
Raw Material cost	475.38	617.32	883.86	1,171.61
Employee Cost	1,098.46	1,262.81	1,619.39	1,937.13
Outsourcing Expenses	1,008.58	1,813.53	914.16	1,338.47
Selling & Admin. Expenses	477.61	424.92	989.16	941.28
	3,060.03	4,118.57	4,406.57	5,388.49
EBITDA	1,199.67	1,824.29	2,298.2	2,734.94
EBITDA Margin	28%	31%	34%	34%
Depreciation	550.28	764.24	1,045.58	1,343.36
PBIT	649.39	1060.05	1,252.62	1,391.58
Financial Cost	239.22	286.44	391.77	455.61
PBT	410.17	773.61	860.85	935.97
Provision for Taxes	152.11	196.03	281.03	238.83
PAT	258.07	577.58	579.82	697.14
PAT Margin	6%	10%	8%	9%

Financial Overview

- Increase in the revenue is 20% in FY 23 as compared to FY 22, largely due to the growth in the pay per use services which is around ~47%.
- Though the revenue has increased by 20%, the EBITDA margin is at 34% due to increase in employee benefit expenses increased from INR 1,619.39 lakhs to INR 1,937.13 as compared to FY 22 it has increased by 20%. Outsourcing cost has been increased by 46% as compared to FY 22 cost.
- The EBITDA margin is same level of 34% for FY 23 as compared to 34% for FY 22
- Company maintained the EBITDA margin due to increase in Pay per Use services and platform based transaction revenue in spite of increase in the expenses.
- PAT margin has increased to 9% this year and the absolute Y-o-Y profit has increased by 20% as compared to FY 22 profit.

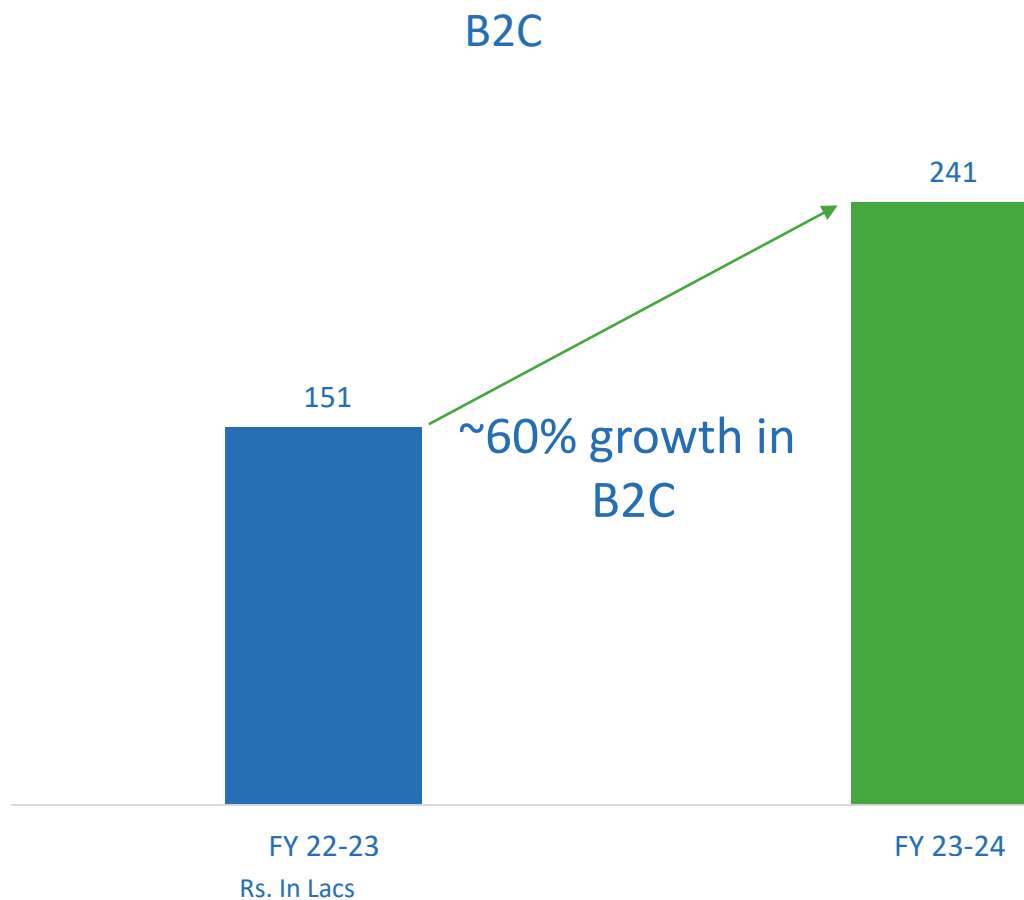
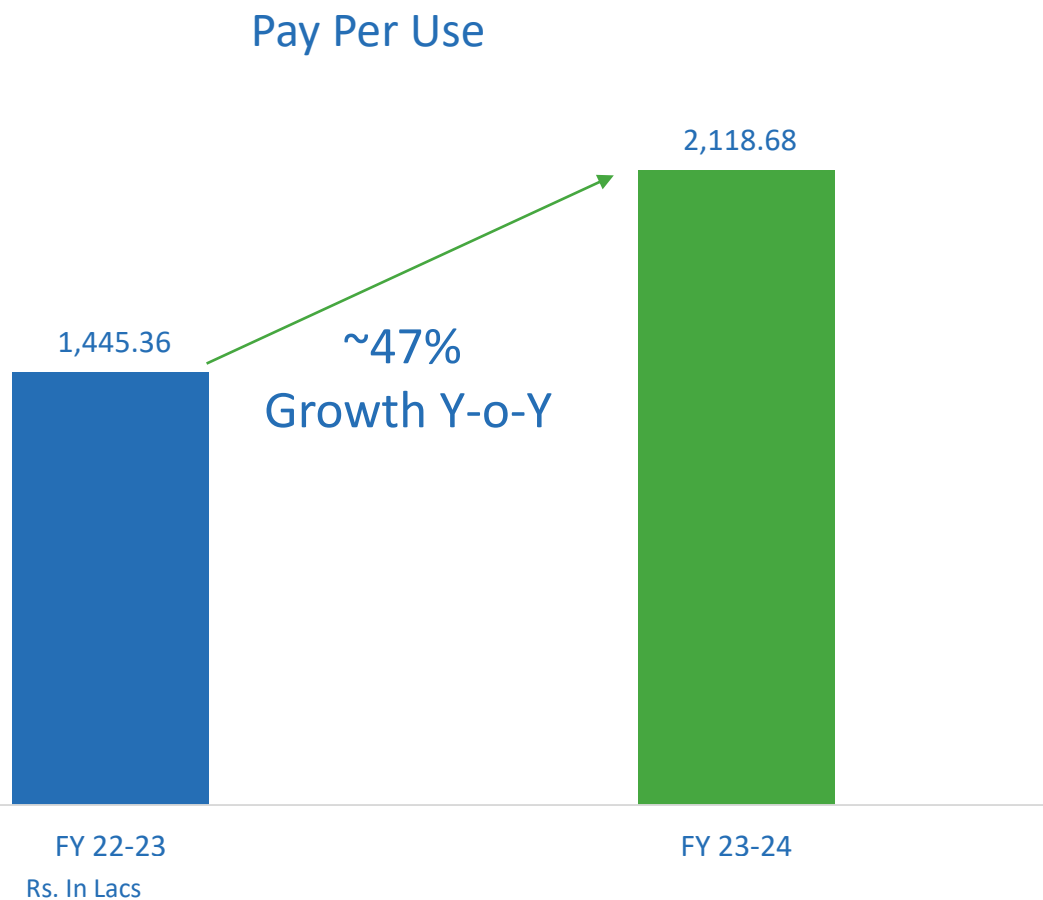
Transforming Revenue Model

Paradigm Shift in the Offering Structure of all the products **to unlock scalability**



Shifting Towards SaaS Company

Pay per Use model, and RuleBuddy platform for architects have shown growth, in line with the changing revenue model plan of the company.





Events & Recognitions

Achievements and Recognition – FY 2024



Leading The Industry Through Thought Leadership At Key Events



Brand Visibility Initiatives



CSR Initiatives, Strategic Workshops, & Quarterly Reviews



Board Of Directors



Vijay Gupta

Founder, Chairman & MD
M. Tech from IIT Mumbai, 30+ Yrs. Exp.



Priti Gupta

Whole-Time Director
MBA in Marketing, 20+ Yrs. Exp.



Pratik Patel

Whole-Time Director
BSc IT from UK, 10+ Yrs. Exp.



Sundararajan Srinivasan

Independent Director
B.Tech. from IIT Mumbai, 30+ Yrs. Exp.



Professor Yogesh M Desai

Independent Director
Professor at IIT Mumbai, 40+ Yrs. Exp.



Sridhar Pillalamarri

Independent Director
B.Tech IIT KGp, M.Tech IIT
Mumbai, 30+ Yrs. Exp.



Dr. Rakesh Kumar Singh


Independent Director
B.Tech. from IIT Mumbai, 30+ Yrs. Exp.




Future Outlook and vision 2027

Leveraging Opportunity with CIVIT Platform

Opportunity Domain	Market Size (2021) USD billion	Anticipated CAGR
Asset Management	230	25%
ESG Reporting	2.2	18%
Energy Management	25	12%
Facility Management	40	11%
Real Estate ERP Software	18.7	10%
Utility Billing Software	4.2	8.3%
Property Management	3	5.6%



 Gearing up towards the tip of arrow with Civit Operate



 We are here, we need to expand globally



Given the pedigree and stability of SoftTech, we have an open opportunity to Diversify into new markets and significantly increase future growth numbers and company valuation with CIVIT Suite

Potential Market Segments | Products & Services

	Government	Public Sector Companies	Turnkey/General Contractors	Developers	Consultants
Real Estate – Residential, Commercial & Industrial	✓		✓	✓	✓
Public Infrastructure – Roads, bridges, airports, rail, etc.	✓	✓	✓		✓
Mining & Metals	✓	✓	✓		
Data Centers			✓	✓	
Utilities – waterworks, water treatment, etc.	✓	✓	✓		✓

Vision 2027 – Expand Globally



Business Goal

- Aggressive Branding
- Revenue Collection
- Product Positioning
- Growth Funding
- Sales Tie-ups
- Market Research
- Strategic Alliances

Technology Goal

- Competitive Advantage
- Innovative Features
- Customer Focus
- Bundled Solutions
- Product Patents
- Tech. Integrations
- Quality Processes



Transformation Goal

- Employee Performance Management Processes
- Strong PMO Office
- Data-driven Strategies
- Talent Development
- Operational Excellence
- KRA Dashboards

Vision 2027
Global Recognition As Leading Innovators



SoftTech®



Leading The Future
With A Digital
Roadmap Powered By
Green Energy And
Sustainable Solutions

Unveiling,

SOFTTECH 2.0