

# SoftTech Engineers Limited

Q3 / 9M – 2025-26  
Investor Presentation

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1

**Operational Review**

2

**Financial Results – Standalone & Consolidated**

3

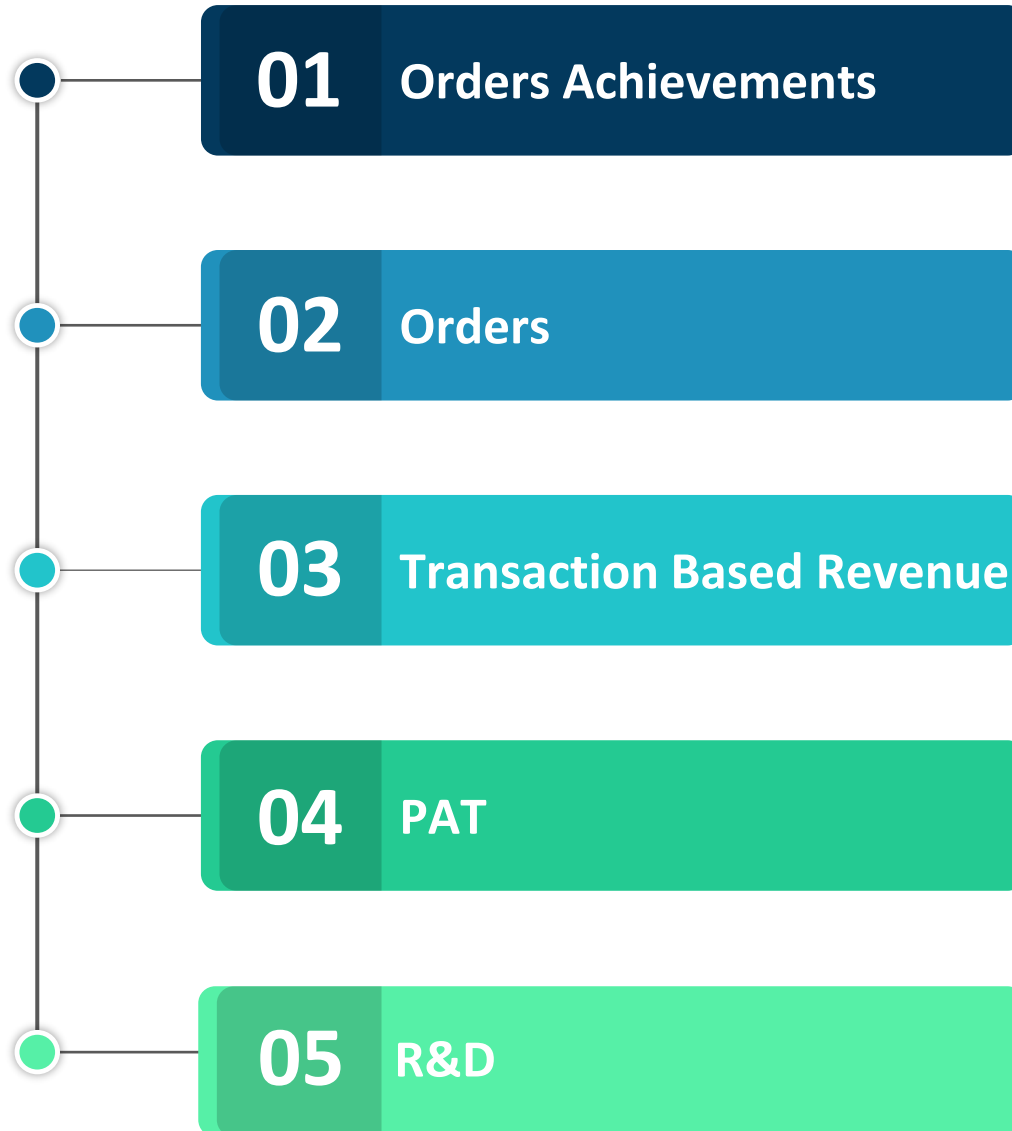
**Strategic Review for Future Growth**

All Values are Rs. In Crore /



# Operational Review

## Operational Success



The Company secured bids amounting to Rs. 33 Cr (\$3.67mn) in Q3, with cumulative wins of Rs. 128 Cr (\$14.22mn) during the 9M period.

The Company has confirmed orders of ₹242 Cr (\$26.89mn) and a pipeline of ₹494 Cr (\$54.89mn) Several strategic initiatives are underway, and we expect them to deliver meaningful results in the coming months, including our overseas opportunities.

SaaS revenue for Q3 was Rs. 7.68 Cr, (\$0.85mn) taking the 9M total to Rs. 21.25 Cr. (\$2.36mn) This represents a 69% year-on-year growth for Q3 and a 42% increase for the 9M period.

Operational PAT increased 2.1X from Q2 to Q3 and expanded 3.4X year-on-year (Q3FY25 to Q3FY26). However, a one-time gratuity impact of approximately ₹1.25 cr (\$0.14mn) arising from the new labor law reduced the reported PAT.

Civit Metaverse and Civit AI has taken shape and ready to go on production in German and US market.

# Standalone Financial

# Financial – Q3 & 9M – FY 2025-26 – Standalone (INR)

In Rs. Cr.**	Q3-FY26	Q2-FY26	Q3-FY25	9M-FY26	9M-FY25
Revenue from Operation	31.25	25.71	20.83	82.75	63.49
COGS	6.38	5.03	2.55	14.98	9.88
Employee Cost	6.69	6.33	6.40	19.80	18.19
Other expenses	7.87	6.75	5.51	22.38	15.70
<b>EBITDA</b>	<b>10.31</b>	<b>7.61</b>	<b>6.38</b>	<b>25.59</b>	<b>19.73</b>
<b>EBITDA %</b>	<b>33%</b>	<b>30%</b>	<b>31%</b>	<b>31%</b>	<b>31%</b>
Depreciation & Amortization Cost	5.66	5.65	4.00	16.96	12.03
Finance cost	1.02	1.09	1.27	3.17	3.86
Other Income	1.07	1.58	0.38	3.88	1.59
<b>PBT Before Exceptional Item</b>	<b>4.70</b>	<b>2.44</b>	<b>1.49</b>	<b>9.34</b>	<b>5.44</b>
Exceptional item	1.66	-	-	1.66	-
<b>PBT</b>	<b>3.04</b>	<b>2.44</b>	<b>1.49</b>	<b>7.68</b>	<b>5.44</b>
<b>PBT %</b>	<b>10%</b>	<b>9%</b>	<b>7%</b>	<b>9%</b>	<b>9%</b>
Tax Expenses	0.77	0.80	0.45	2.13	1.52
<b>PAT</b>	<b>2.27</b>	<b>1.64</b>	<b>1.04</b>	<b>5.55</b>	<b>3.92</b>
<b>PAT %</b>	<b>7%</b>	<b>6%</b>	<b>5%</b>	<b>7%</b>	<b>6%</b>

**A. Exceptional Item:**  
Impact of the Provision for Gratuity under the new Labour Law introduced by the Central Government on 21 November 2025: The Company has recognized a one-time additional expense of ₹1.66 crore in the Profit and Loss Statement.

**B.** The Company has delivered improvement across all key areas over both the previous quarter and the year-to-date. The results reflect the growing maturity and strong performance of our products.

# Financial – Q3 & 9M – FY 2025-26 – Standalone (USD)

In USD Mn**	Q3-FY26	Q2-FY26	Q3-FY25	9M-FY26	9M-FY25
Revenue from Operation	3.47	2.86	2.31	9.19	7.05
COGS	0.71	0.56	0.28	1.66	1.10
Employee Cost	0.74	0.70	0.71	2.20	2.02
Other expenses	0.87	0.75	0.61	2.49	1.74
<b>EBIDTA</b>	<b>1.15</b>	<b>0.85</b>	<b>0.71</b>	<b>2.84</b>	<b>2.19</b>
<b>EBIDTA %</b>	<b>33%</b>	<b>30%</b>	<b>31%</b>	<b>31%</b>	<b>31%</b>
Depreciation & Amortization Cost	0.63	0.63	0.44	1.88	1.34
Finance cost	0.11	0.12	0.14	0.35	0.43
Other Income	0.12	0.18	0.04	0.43	0.18
<b>PBT Before Exceptional Item</b>	<b>0.52</b>	<b>0.27</b>	<b>0.17</b>	<b>1.04</b>	<b>0.60</b>
Exceptional item	0.18	-	-	0.18	-
<b>PBT</b>	<b>0.34</b>	<b>0.27</b>	<b>0.17</b>	<b>0.85</b>	<b>0.60</b>
<b>PBT %</b>	<b>10%</b>	<b>9%</b>	<b>7%</b>	<b>9%</b>	<b>9%</b>
Tax Expenses	0.09	0.09	0.05	0.24	0.17
<b>PAT</b>	<b>0.25</b>	<b>0.18</b>	<b>0.12</b>	<b>0.62</b>	<b>0.44</b>
<b>PAT %</b>	<b>7%</b>	<b>6%</b>	<b>5%</b>	<b>7%</b>	<b>6%</b>

**A. Exceptional Item:**  
Impact of the Provision for Gratuity under the new Labour Law introduced by the Central Government on 21 November 2025: The Company has recognized a one-time additional expense of \$0.18 mn in the Profit and Loss Statement.

**B.** The Company has delivered improvement across all key areas over both the previous quarter and the year-to-date. The results reflect the growing maturity and strong performance of our products.

# Key Highlights – Q3 & 9M – FY 2025-26 - Standalone



↑ Q3 - 50%  
9M - 30%

## Sales Growth

Q3 – 31.25 Cr – 20.83 Cr  
Q3 – \$3.47Mn – \$2.31Mn  
9M – 82.75 Cr – 63.49 Cr  
9M – \$9.19Mn – \$7.05Mn



↑ Q3 - 61%  
9M – 30%

## EBITDA

Q3 – 10.31 Cr – 6.38 Cr  
Q3 – \$1.15Mn - \$0.71Mn  
9M – 25.59 Cr – 19.73 Cr  
9M - \$2.84Mn - \$2.19Mn



↑ Q3 – 3.2X  
9M – 1.7X

## \*Operational PBT

Q3 – 4.70 Cr – 1.49 Cr  
Q3 - \$0.52Mn - \$0.17Mn  
9M – 9.34 Cr – 5.44 Cr  
9M - \$1.04Mn - \$0.60Mn



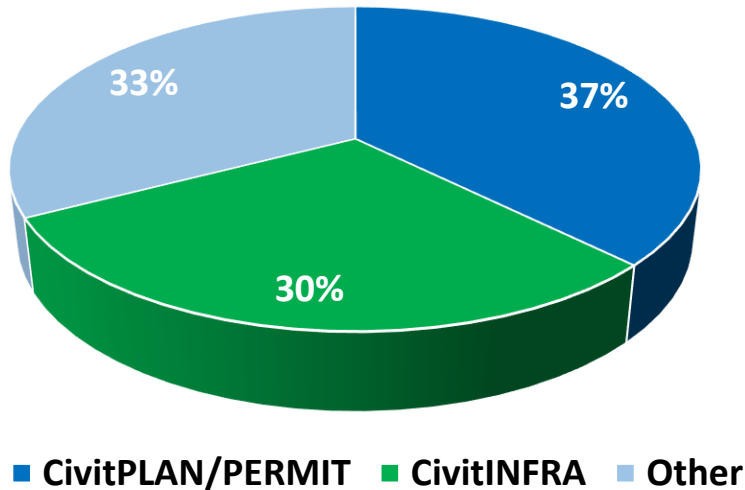
↑ Q3 – 3.4X  
9M – 1.7X

## \*Operational PAT

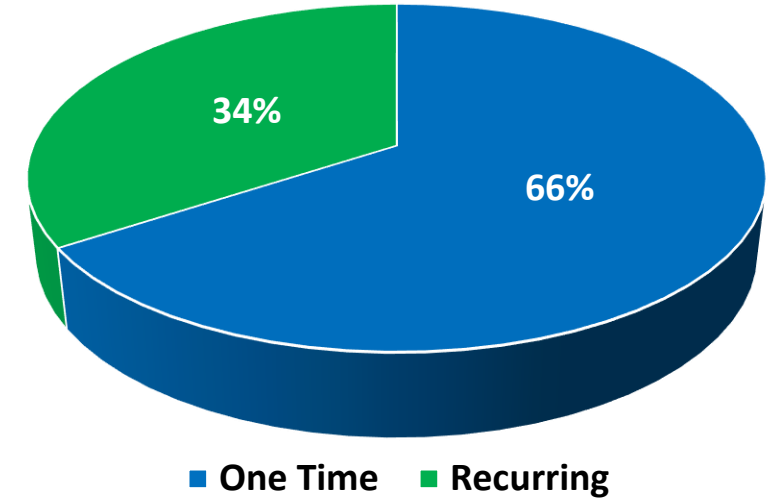
Q3 – 3.52 Cr – 1.04 Cr  
Q3 - \$0.39Mn - \$0.12Mn  
9M – 6.80 Cr – 3.92 Cr  
9M - \$0.76Mn - \$0.44Mn

\*Operational – Represents profit excluding any exceptional or one-off expenditures.

# Key Highlights – Q3 & 9M – FY 2025-26 – Standalone

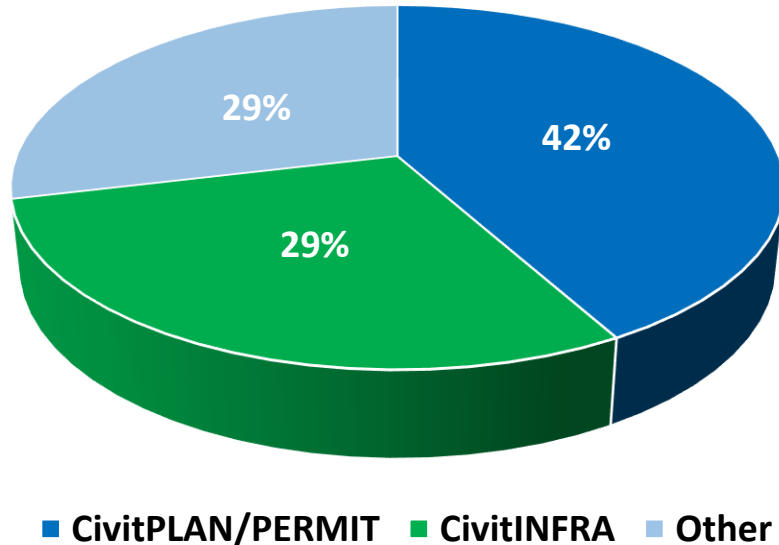


Q3

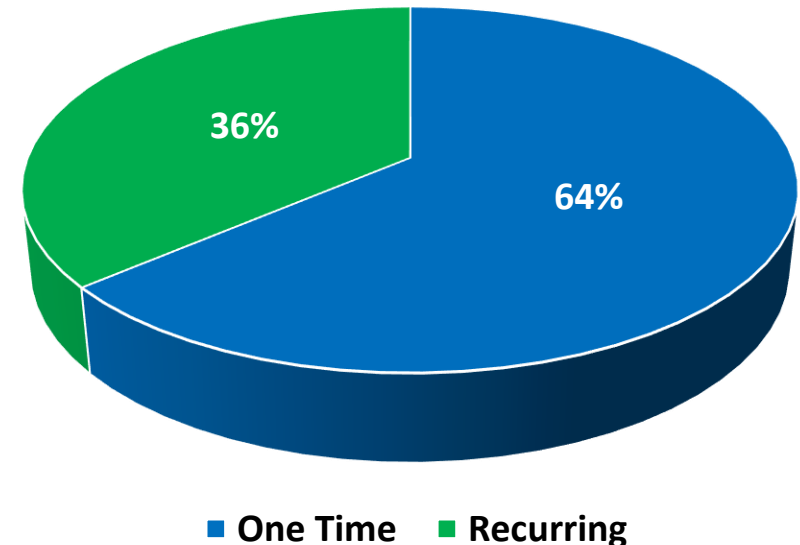


Product Mix

Sales Mix



9M



# Consolidated Financial

# Financial – Q3 – FY 2025-26 – Consolidated (INR)

In Rs. Cr.**	Q3-FY26	Q2-FY26	Q3-FY25	9M-FY26	9M-FY25
Revenue from Operation	32.49	26.81	21.55	86.31	64.25
COGS	6.38	5.03	2.55	14.98	9.88
Employee Cost	8.13	7.59	7.36	23.66	20.24
Other expenses	7.97	7.21	5.81	23.29	16.59
<b>EBITDA</b>	<b>10.01</b>	<b>6.98</b>	<b>5.83</b>	<b>24.38</b>	<b>17.55</b>
<b>EBITDA %</b>	<b>31%</b>	<b>26%</b>	<b>27%</b>	<b>28%</b>	<b>27%</b>
Depreciation & Amortization Cost	5.66	5.65	4.00	16.97	12.03
Finance cost	1.02	1.09	1.27	3.17	3.86
Other Income	0.76	0.98	0.20	2.78	1.06
<b>PBT Before Exceptional Item</b>	<b>4.09</b>	<b>1.21</b>	<b>0.77</b>	<b>7.01</b>	<b>2.72</b>
Exceptional item	2.17	-	-	2.17	-
<b>PBT</b>	<b>1.92</b>	<b>1.21</b>	<b>0.77</b>	<b>4.85</b>	<b>2.72</b>
<b>PBT %</b>	<b>6%</b>	<b>5%</b>	<b>4%</b>	<b>6%</b>	<b>4%</b>
Tax Expenses	0.75	0.88	0.46	2.24	1.46
<b>PAT</b>	<b>1.17</b>	<b>0.33</b>	<b>0.31</b>	<b>2.60</b>	<b>1.27</b>
<b>PAT %</b>	<b>4%</b>	<b>1%</b>	<b>1%</b>	<b>3%</b>	<b>2%</b>

**A. Exceptional Item:** impact of the Provision for Gratuity under the new Labour Law introduced by the Central Government on 21 November 2025: The Company has recognised a one-time additional expense of ₹2.17 crore in the Profit and Loss Statement.

**B.** The Company has delivered improvement across all key areas over both the previous quarter and the year-to-date. The results reflect the growing maturity and strong performance of our products.

# Financial – Q3 – FY 2025-26 – Consolidated (USD)

In USD Mn**	Q3-FY26	Q2-FY26	Q3-FY25	9M-FY26	9M-FY25
Revenue from Operation	3.61	2.98	2.39	9.59	7.14
COGS	0.71	0.56	0.28	1.66	1.10
Employee Cost	0.90	0.84	0.82	2.63	2.25
Other expenses	0.89	0.80	0.65	2.59	1.84
<b>EBIDTA</b>	<b>1.11</b>	<b>0.78</b>	<b>0.65</b>	<b>2.71</b>	<b>1.95</b>
<b>EBIDTA %</b>	<b>31%</b>	<b>26%</b>	<b>27%</b>	<b>28%</b>	<b>27%</b>
Depreciation & Amortization Cost	0.63	0.63	0.44	1.89	1.34
Finance cost	0.11	0.12	0.14	0.35	0.43
Other Income	0.08	0.11	0.02	0.31	0.12
<b>PBT Before Exceptional Item</b>	<b>0.45</b>	<b>0.13</b>	<b>0.09</b>	<b>0.78</b>	<b>0.30</b>
Exceptional item	0.24	-	-	0.24	-
<b>PBT</b>	<b>0.21</b>	<b>0.13</b>	<b>0.09</b>	<b>0.54</b>	<b>0.30</b>
<b>PBT %</b>	<b>6%</b>	<b>5%</b>	<b>4%</b>	<b>6%</b>	<b>4%</b>
Tax Expenses	0.08	0.10	0.05	0.25	0.16
<b>PAT</b>	<b>0.13</b>	<b>0.04</b>	<b>0.03</b>	<b>0.29</b>	<b>0.14</b>
<b>PAT %</b>	<b>4%</b>	<b>1%</b>	<b>1%</b>	<b>3%</b>	<b>2%</b>

**A. Exceptional Item:** impact of the Provision for Gratuity under the new Labour Law introduced by the Central Government on 21 November 2025: The Company has recognised a one-time additional expense of \$ 0.24 Mn in the Profit and Loss Statement.

**B.** The Company has delivered improvement across all key areas over both the previous quarter and the year-to-date. The results reflect the growing maturity and strong performance of our products.

# Key Highlights – Q3 & 9M – FY 2025-26 - Consolidated



↑ Q3 - 51%  
9M - 34%

## Sales Growth

Q3 – 32.49 Cr – 21.55 Cr  
Q3 - \$3.61Mn - \$2.39Mn  
9M – 86.31 Cr – 64.25 Cr  
9M - \$9.59Mn - \$7.14 Mn



↑ Q3 - 72%  
9M – 39%

## EBITDA

Q3 – 10.01 Cr – 5.83 Cr  
Q3 - \$1.11Mn - \$0.65Mn  
9M – 24.38 Cr – 17.55 Cr  
9M - \$2.71Mn - \$1.95Mn



↑ Q3 – 5.3X  
9M – 2.6X

## \*Operational PBT

Q3 – 4.09 Cr – 0.77 Cr  
Q3 - \$0.45Mn - \$0.09Mn  
9M – 7.01 Cr – 2.72 Cr  
9M - \$0.78Mn - \$0.30Mn



↑ Q3 – 9.0X  
9M – 3.3X

## \*Operational PAT

Q3 – 2.79 Cr – 0.31 Cr  
Q3 - \$0.31Mn - \$0.03Mn  
9M – 4.23 Cr – 1.27 Cr  
9M - \$0.47Mn - \$0.14Mn

\*Operational – Represents profit excluding any exceptional or one-off expenditures.

# Strategic Review for Future Growth

## Three-horizon strategy

### H1: Execute & Stabilize

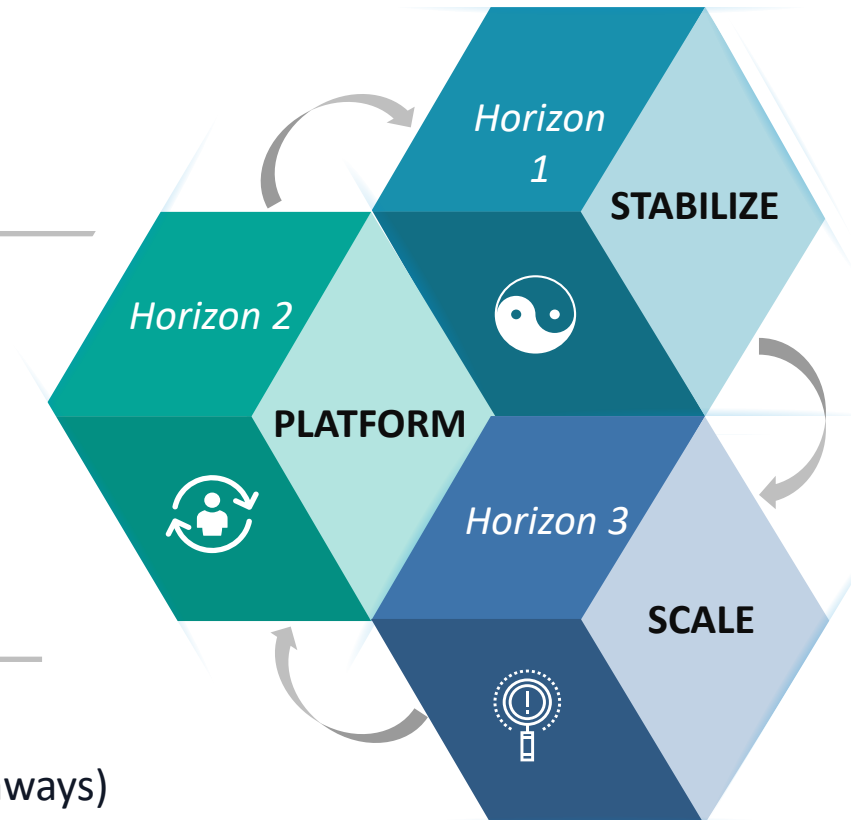
- Client success & delivery discipline
- Cash collection + cost control
- Dashboards, Governance & Team Building

### H2: Platform Leadership

- Civit as AI-first suite (Permit/Infra/Sustain/Build)
- CivitCore components across products
- AI for support and operations

### H3: Scale Growth

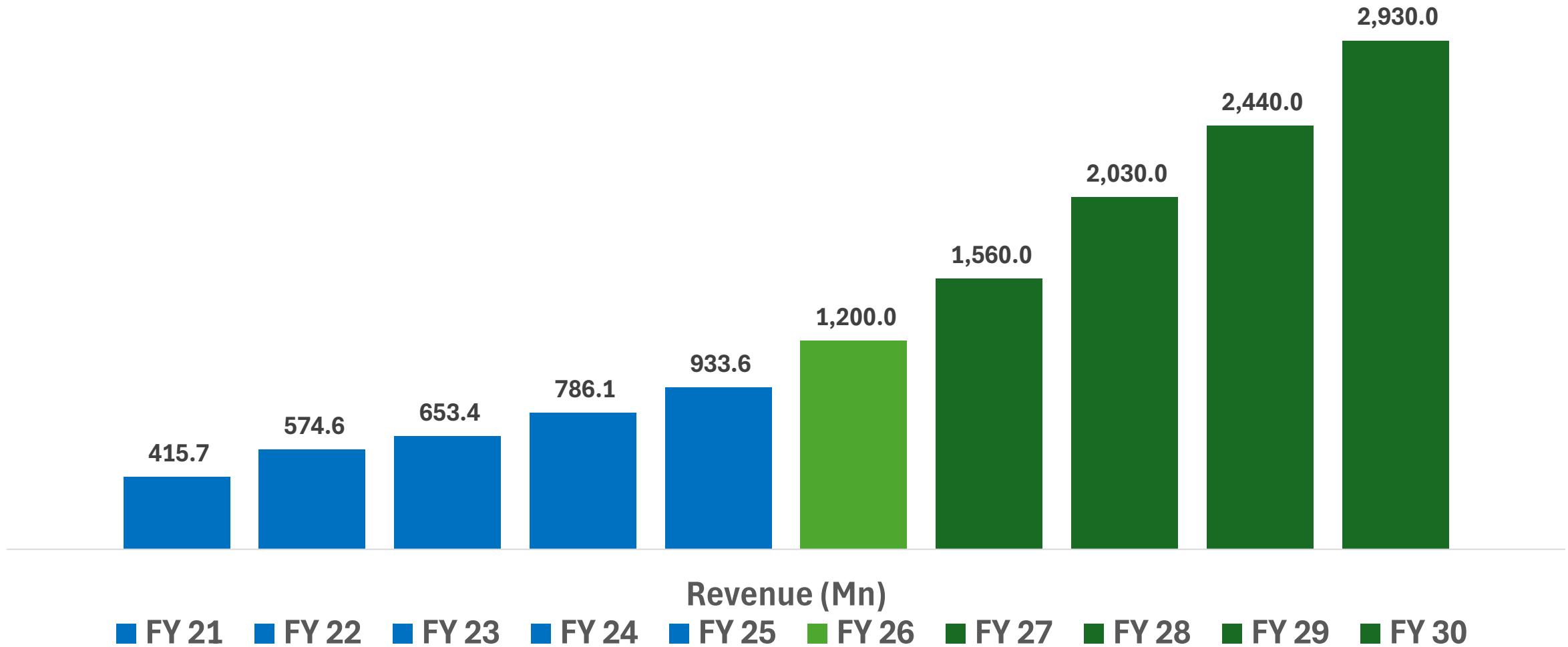
- Large digital twin wins (ports/airports/highways)
- Partner-led GTM (Autodesk + others)
- **Germany/Sweden product readiness**



### Drivers For Growth

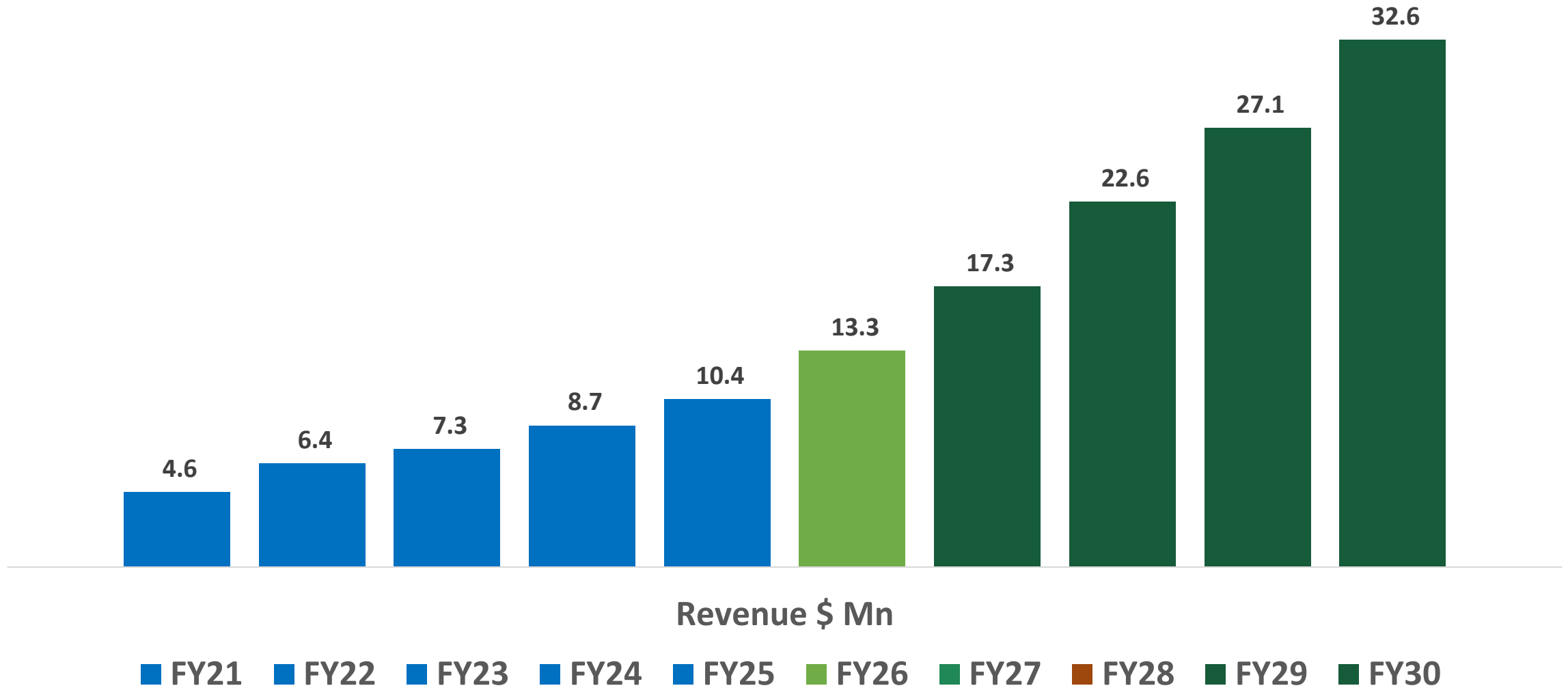
- Customer-first delivery (predictable outcomes)
- Partner-led growth + focused markets
- AI in products + AI inside operations
- Several of our strategic initiatives are currently underway, and we are confident that they will begin to deliver fruitful outcomes in the coming months.

# Historical + Projected Revenue from Operations (INR in Million)



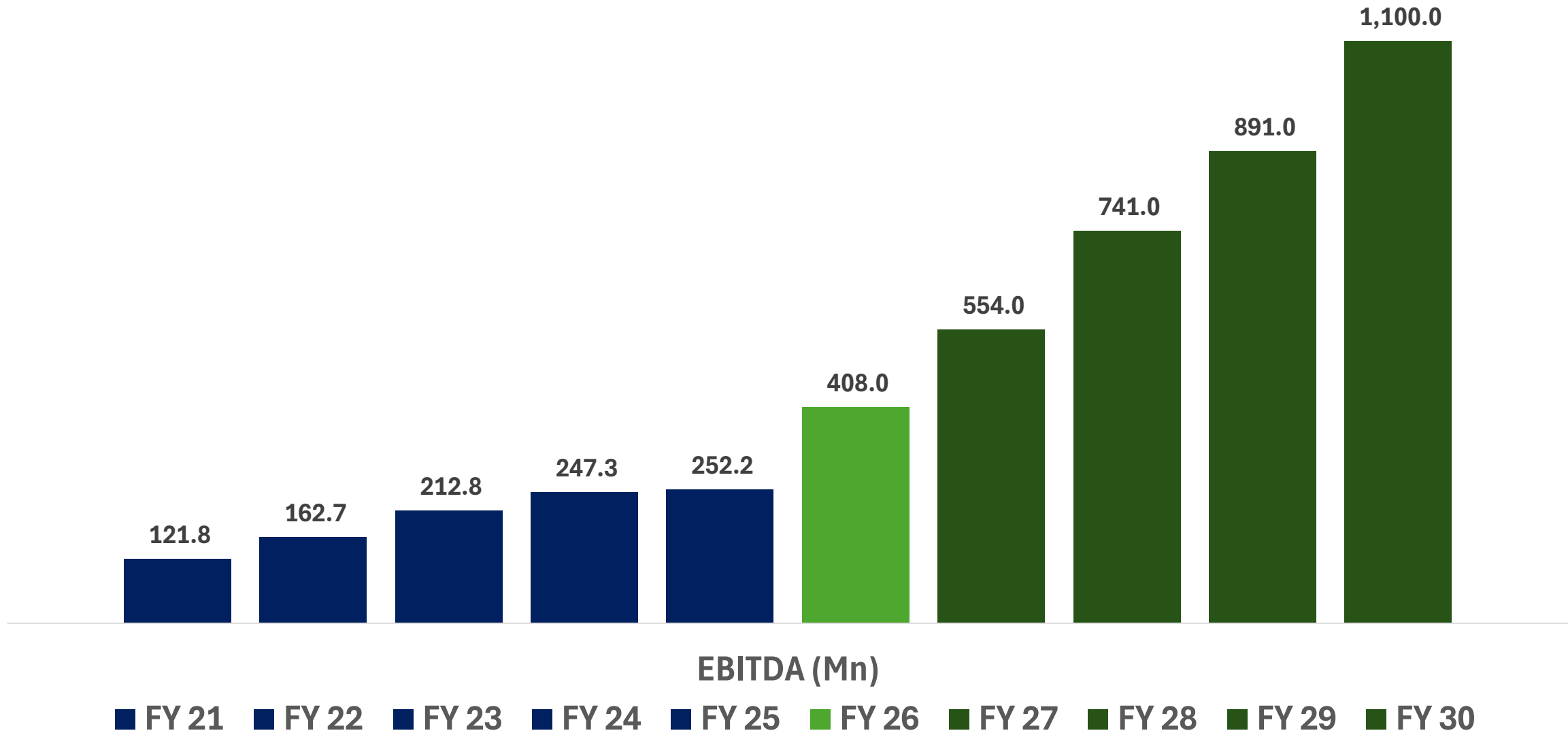
Overall COGR - 24.20% | Past COGR (FY21-FY25) - 22.40% | Future COGR (FY26-FY30) - 25.70%

# Historical + Projected Revenue from Operations (USD in Million) SoftTech Empowering Transformation



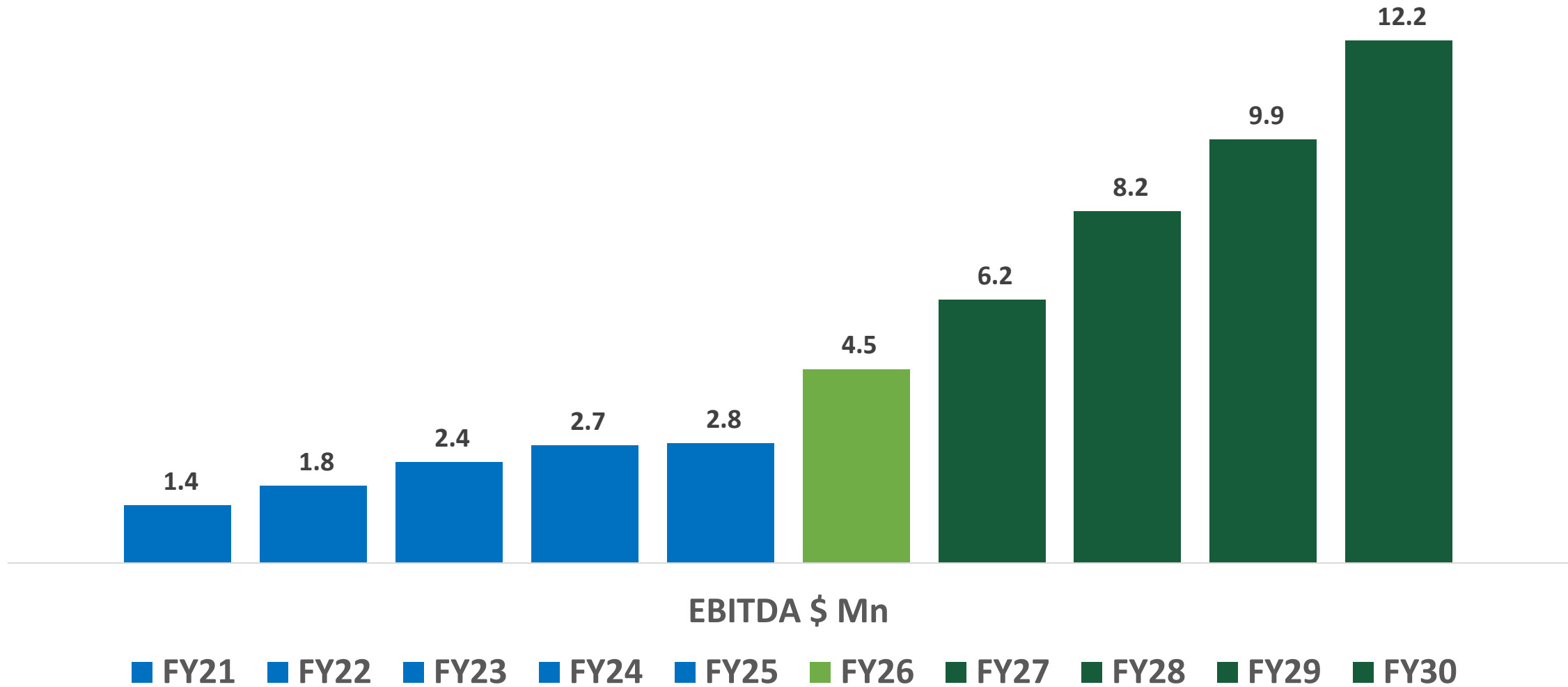
Overall COGR - 24.20% | Past COGR (FY21-FY25) - 22.40% | Future COGR (FY26-FY30) - 25.70%

# Historical + Projected EBITDA (INR in Million)



Overall COGR - 27.70% | Past COGR (FY21-FY25) – 19.90% | Future COGR (FY26-FY30) – 34.60%

# Historical + Projected EBITDA (USD in Million)



Overall COGR - 27.70% | Past COGR (FY21-FY25) – 19.90% | Future COGR (FY26-FY30) – 34.60%

# Thank you

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