

SoftTech Engineers Limited

Investor Presentation

Q2 / H1 FY 2026–27 – Financial Result

Pioneering Smarter Solutions for Digital Transformation in Urban Infrastructure, Smart Cities and the Construction Industry

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01

Key highlights

Growth momentum, order book and revenue mix

H1 and Q2 FY 2026–27

Key highlights

Orders and sales pipeline

Orders in hand

₹ **302.35** crore

Sales pipeline

₹ **625.57** crore

Order secured during the quarter

₹92.95 crore

JNPA

AI-powered Digital Twin and Integrated Command & Control Centre

Jawaharlal Nehru Port Authority

India's leading port

Performance at a glance

Standalone Result

FY 2026–27

Year-on-year growth - H1 FY 2026-27 vs H1 FY 2025–26 | Q2 FY 2026-27 vs Q2 FY 2025–26

Sales

H1 **26.1%** ↑

Q2 **27.2%** ↑

EBITDA

H1 **37.9%** ↑

Q2 **50.8%** ↑

PAT

H1 **69.5%** ↑

Q2 **120.8%** ↑

SaaS Revenue

H1 **32.7%** ↑

Q2 **11.9%** ↑

Performance at a glance

Consolidated Result

FY 2026–27

Year-on-year growth - H1 FY 2026-27 vs H1 FY 2025–26 | Q2 FY 2026-27 vs Q2 FY 2025–26

Sales growth

H1

20.4% ↑

Q2

17.6% ↑

EBITDA growth

H1

18.6% ↑

Q2

14.4% ↑

PAT growth

H1

–4.9% * ↓

Q2

–35.7% * ↓

** Sales during the period were impacted by the deferment of an MEA order due to customer-led execution planning amid geopolitical uncertainties. We remain actively engaged with the customer and expect progress once execution timelines are finalized.*

Separately, the Company is in advanced stages of discussions for a significant permitting solutions engagement in the Middle East. Subject to completion of customary commercial formalities and definitive agreements, this opportunity has the potential to represent the Company's first major overseas deployment of its permitting platform and further strengthen its international growth prospects.

Revenue Mix

Values in ₹ Cr

H1 comparison

Particulars	H1 FY26–27	H1 FY25–26	Growth
One Time	36.71	32.21	13.99%
Recurring	28.21	19.29	46.23%
Total	**64.92**	**51.50**	**26.07%**

Recurring revenue growth

46.23%

43.5% share of Sales

vs 37.5% in FY25–26

Q2 comparison

Particulars	Q2 FY26–27	Q2 FY25–26	Growth
One Time	17.75	15.77	12.54%
Recurring	14.95	9.94	50.45%
Total	**32.70**	**25.71**	**27.19%**

Recurring revenue growth

50.45%

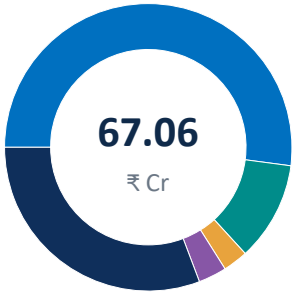
45.7% share of Sales

vs 38.7% in FY25–26

Product mix

H1

FY2026–27



Civit PLAN/PERMIT	52.1%
Civit INFRA	11.2%
Civit BUILD	2.8%
Civit eTDR	3.2%
Services & Others	30.8%

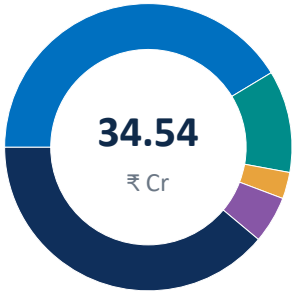
FY2025–26



Civit PLAN/PERMIT	44.6%
Civit INFRA	29.0%
Civit BUILD	0.4%
Civit eTDR	0.0%
Services & Others	25.9%

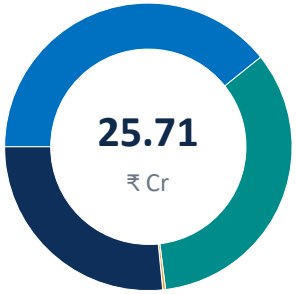
Q2

FY2026–27



Civit PLAN/PERMIT	41.3%
Civit INFRA	11.5%
Civit BUILD	3.0%
Civit eTDR	5.3%
Services & Others	38.9%

FY2025–26



Civit PLAN/PERMIT	39.3%
Civit INFRA	33.8%
Civit BUILD	0.3%
Civit eTDR	0.0%
Services & Others	26.6%

02

Financial results

Standalone and consolidated results

H1 and Q2 FY 2026–27

Q2 and H1 KPI Dashboard

Standalone Result

FY 2026–27

Values in ₹ Cr

Revenue from Operations

Q2	H1
32.70	64.92

Total Income

Q2	H1
33.94	66.91

EBITDA

Q2	H1
11.47	21.07

Profit Before Tax

Q2	H1
4.88	7.48

Profit After Tax

Q2	H1
3.63	5.55

SaaS Revenue

Q2	H1
7.97	18.00

Standalone financial performance

In ₹ Cr

Q2 and H1 FY 2026–27

Particulars	Q2 FY27	Q2 FY26	H1 FY27	H1 FY26	Management commentary
Revenue from Operations	32.70	25.71	64.92	51.50	New verticals, including eTDR, and growth in existing businesses lifted revenue.
TOTAL REVENUE	**32.70**	**25.71**	**64.92**	**51.50**	
COGS	8.04	5.03	10.91	8.60	
Employee Cost	6.34	6.33	13.01	13.11	Employee costs remained broadly stable.
Other Expenses	6.85	6.75	19.92	14.51	Technical fees to scale products increased H1 expenses.
EBITDA	**11.47**	**7.61**	**21.07**	**15.28**	
EBITDA margin	**35.1%**	**29.6%**	**32.5%**	**29.7%**	TDR has helped in significant increase in EBITDA & PAT.
Depreciation & Amortisation	6.85	5.65	13.68	11.30	
Finance Cost	0.97	1.09	1.89	2.16	Better fund utilisation lowered finance costs.
Other Income	1.24	1.58	1.99	2.81	
PBT	**4.88**	**2.44**	**7.48**	**4.63**	
PBT margin	**14.9%**	**9.5%**	**11.5%**	**9.0%**	TDR has helped in significant increase in EBITDA & PAT.
Tax Expenses	1.25	0.80	1.93	1.36	
PAT	**3.63**	**1.64**	**5.55**	**3.27**	
PAT margin	**11.1%**	**6.4%**	**8.5%**	**6.4%**	TDR has helped in significant increase in EBITDA & PAT.

Figures rounded to two decimals

Q2 and H1 KPI Dashboard

Consolidated Result

FY 2026–27

Values in ₹ Cr

Revenue from Operations

Q2	H1
31.53	64.82

Total Income

Q2	H1
32.29	66.15

EBITDA

Q2	H1
7.99	17.04

Profit Before Tax

Q2	H1
0.92	2.79

Profit After Tax

Q2	H1
0.21	1.37

Consolidated financial performance

In ₹ Cr

Q2 and H1 FY 2026–27

Particulars	Q2 FY27	Q2 FY26	H1 FY27	H1 FY26	Management commentary
Revenue from Operations	31.53	26.81	64.82	53.82	Sales were impacted by a temporary deferment of an MEA order due to customer-side execution planning amid geopolitical uncertainties. We remain engaged with the customer and expect progress once execution timelines become clearer.
TOTAL REVENUE	**31.53**	**26.81**	**64.82**	**53.82**	
COGS	8.04	5.03	10.91	8.60	
Employee Cost	7.36	7.59	15.44	15.53	Employee costs remained broadly stable.
Other Expenses	8.15	7.21	21.43	15.33	Higher go-to-market investments in Germany.
EBITDA	**7.99**	**6.98**	**17.04**	**14.36**	
EBITDA margin	**25.3%**	**26.0%**	**26.3%**	**26.7%**	
Depreciation & Amortisation	6.85	5.65	13.69	11.30	
Finance Cost	0.97	1.09	1.89	2.16	Better fund utilisation lowered finance costs.
Other Income	0.76	0.98	1.33	2.02	
PBT	**0.92**	**1.21**	**2.79**	**2.93**	
PBT margin	**2.9%**	**4.5%**	**4.3%**	**5.4%**	
Tax Expenses	0.70	0.88	1.42	1.49	
PAT	**0.21**	**0.33**	**1.37**	**1.44**	
PAT margin	**0.7%**	**1.2%**	**2.1%**	**2.7%**	

Figures rounded to two decimals

03

Growth strategy

Cities, ports & infrastructure, and industrial corridors

Three Growth Engines - One SoftTech Team

The digital intelligence of the built world: three Civit solutions, shaped and delivered by one team

HOW WE SHAPE EACH SOLUTION, TOGETHER



Refine Box Solution and Shape the Features aligned to Unique Customer Value

POWERS

THREE CIVIT SOLUTIONS

CITIES — CivitCity

Run the whole city on one platform

Next: Twins and command centres in 18+ states

CivitTDRx | CivitTWIN | CivitSustain | CivitPERMIT | CivitINFRA

1,500+ Cities is the backbone

PORTS & INFRASTRUCTURE — CivitPort

Digital twins for ports, airports and highways

Next: 13 major ports, AAI and NHAI

Digital Twin | Integrated Command & Control | CivitINFRA | CivitSustain

JNPA is the foundation

INDUSTRIAL CORRIDORS — CivitIndustry

One platform for industrial cities and parks

Next: DMIC, CBIC and state industrial corporations

CivitMETAVERSE | CivitPERMIT | CivitTWIN | CivitSUSTAIN | CivitINFRA

MIDC Smart Governace is the foundation

Thank You

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