

Date: June 27, 2025

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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Dear Sir/ Madam,

Subject: Presentation regarding previous intimation about Schedule of Analysts/Institutional Investors Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is with reference to our earlier intimation dated **24th June, 2026**, regarding the schedule of the Analyst/Institutional Investor Meeting pursuant to **Regulation 30(6)** of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In continuation of the same, please find attached the **presentation**.

Kindly take the above on your record and acknowledge the receipt.

Thanking You,

Yours faithfully

FOR SOFTTECH ENGINEERS LIMITED

SHALAKA KHANDELWAL
COMPANY SECRETARY



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SoftTech Engineers Limited

CMMi/3, ISO 9001: 2015

CIN: L30107PN1996PLC016718

SoftTech Engineers Limited

Empowering transformation In AEC Industry

Pioneering Smarter Solutions For Digital Revolution in
Urban Infrastructure, Smart Cities And Construction Industry

Vijay Gupta,
Founder Chairman & CEO,
SoftTech Engineers Limited



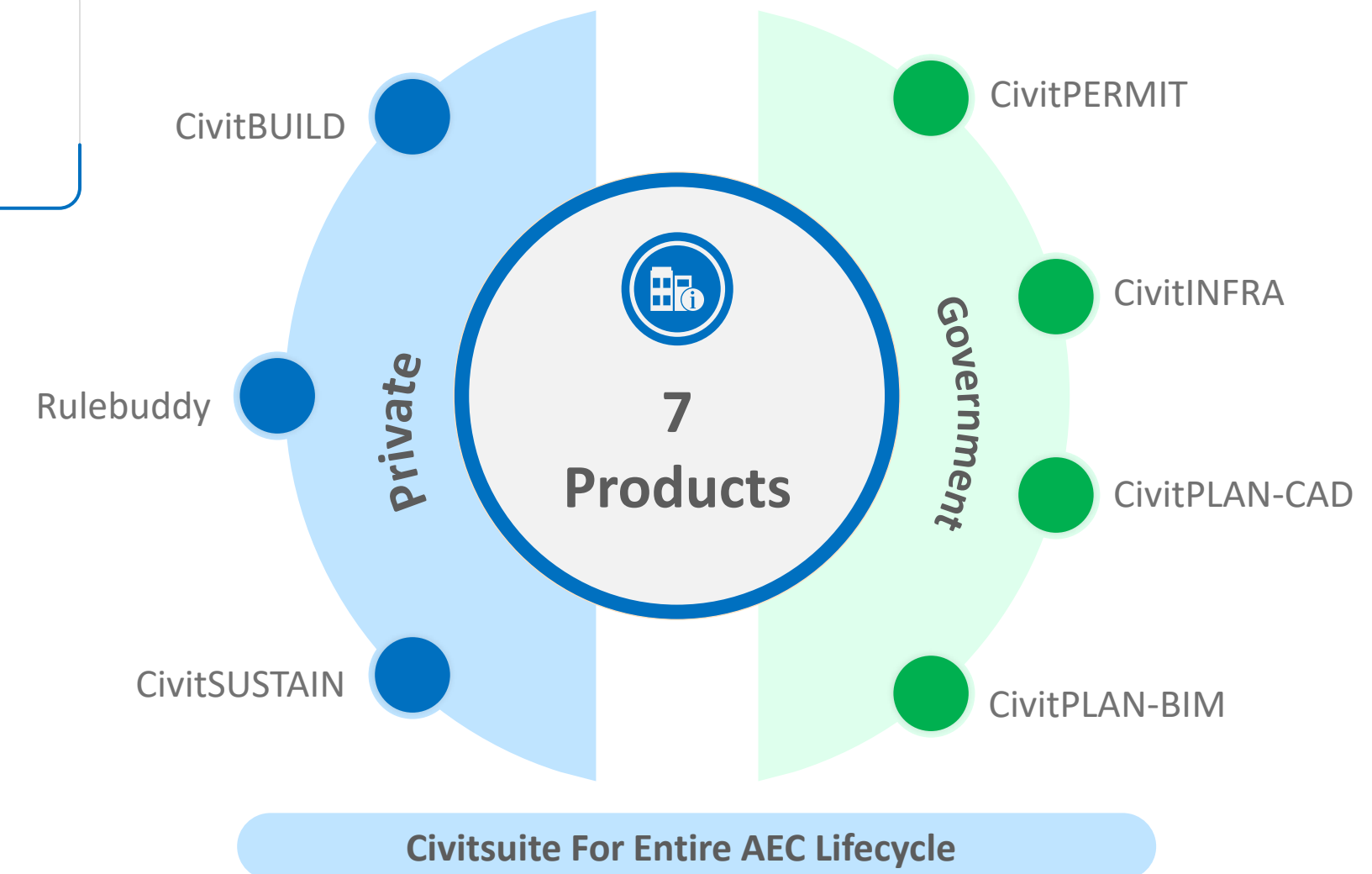
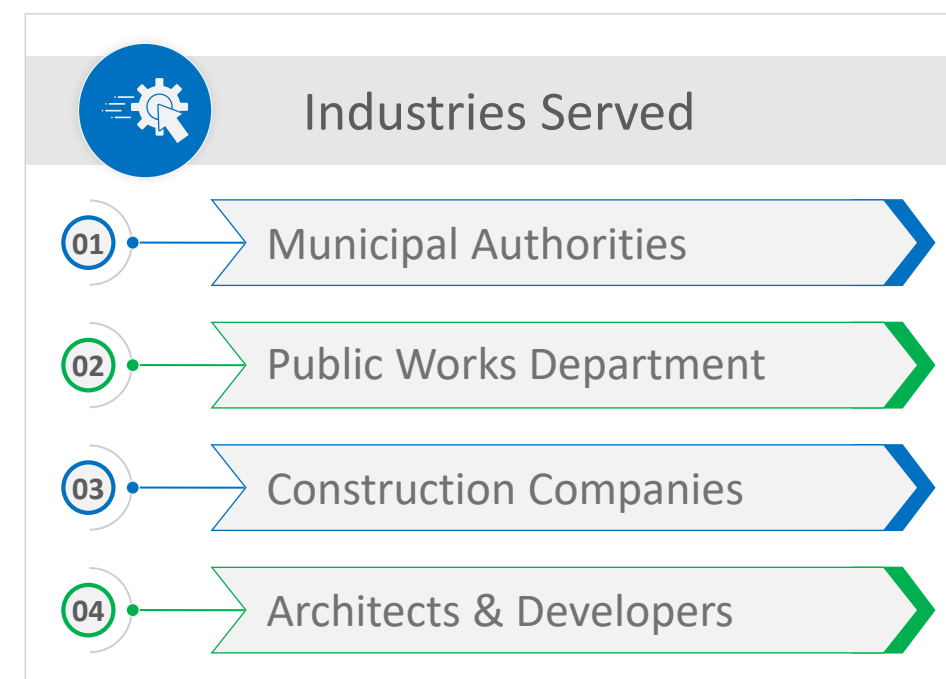
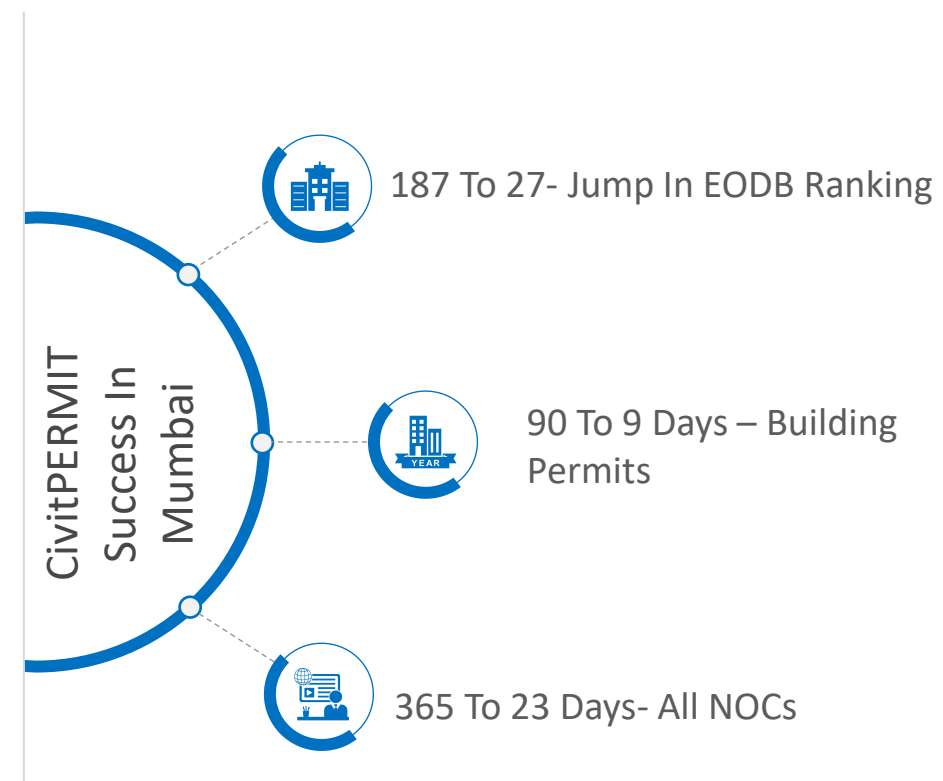
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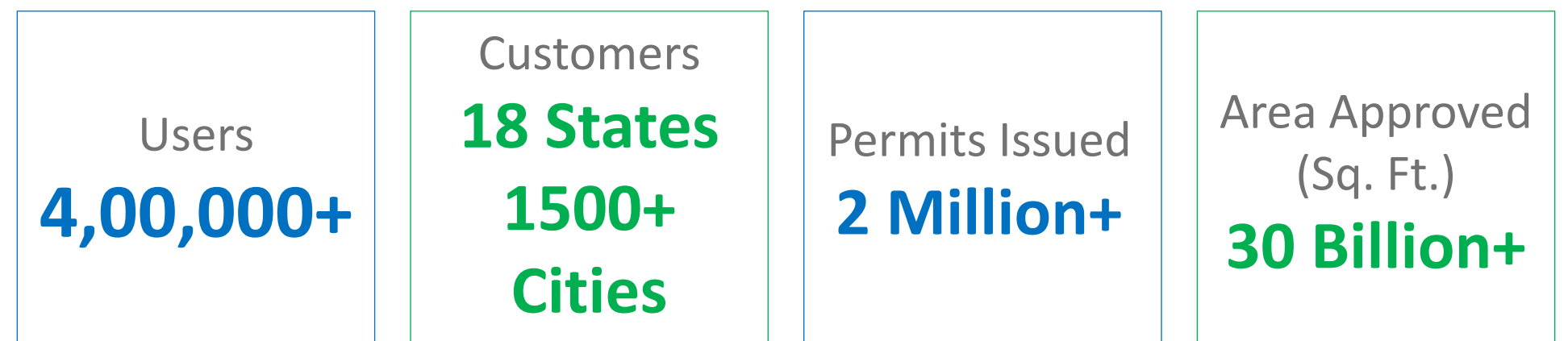
SoftTech at a Glance



Key Information



Key Facts & Figures



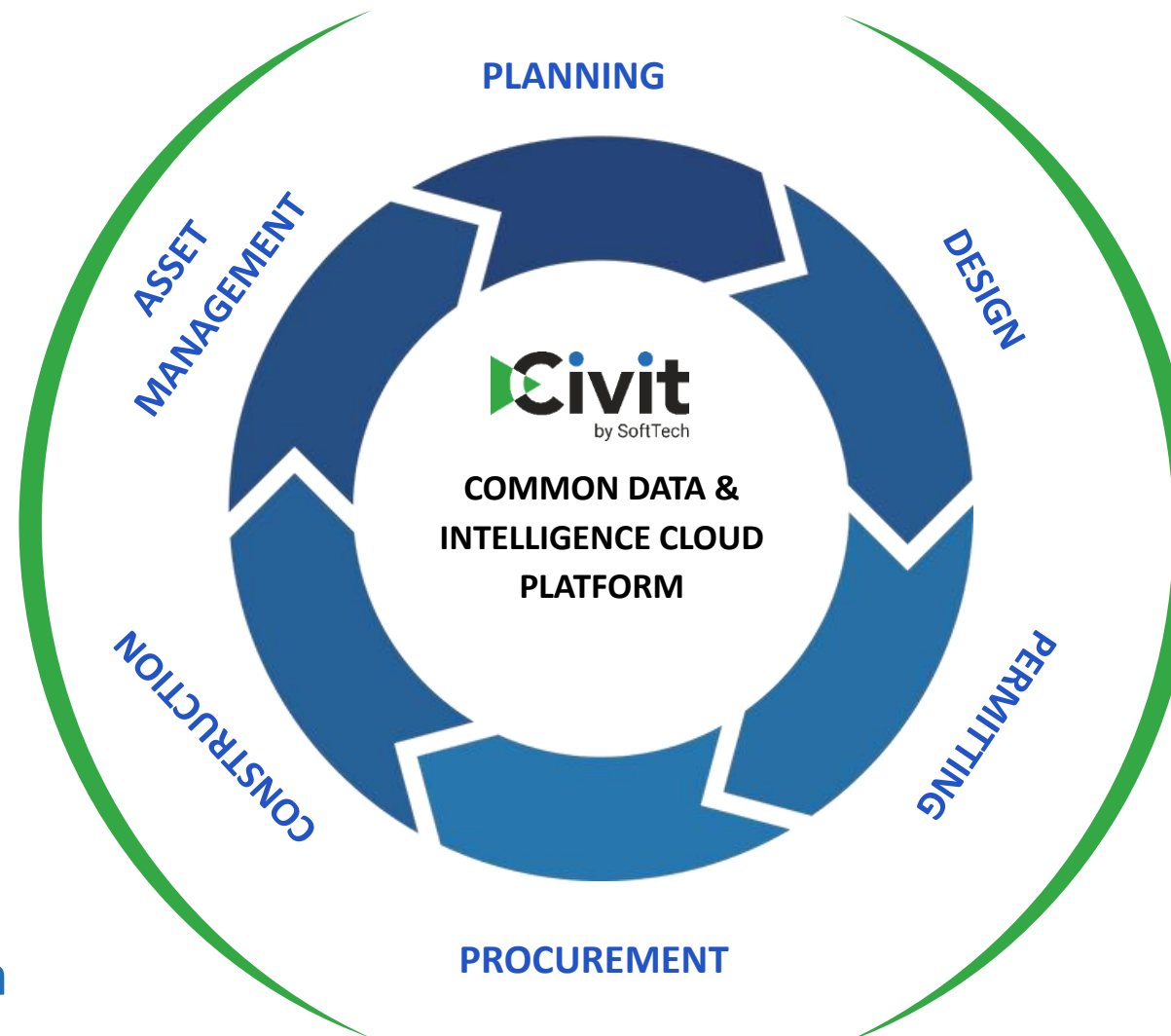
Products | Civit platform



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

Highlights of FY 2024–25

Sales Growth

19%



Qtr. on Qtr. Growth

31%



SaaS Revenue

8%

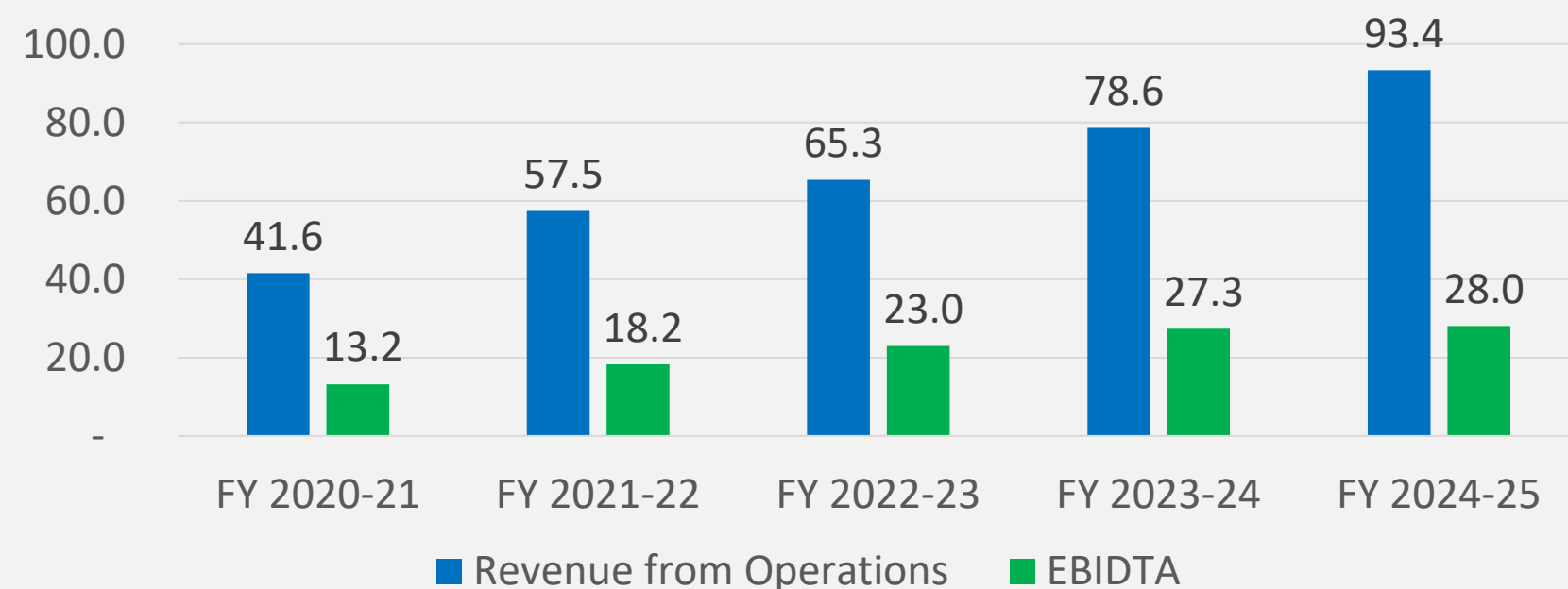


EBITA Margin

30% (33% without ECL)



Revenue from Operations v/s EBITDA
(Rs. in Cr.)



Locked-in Growth (As on date)

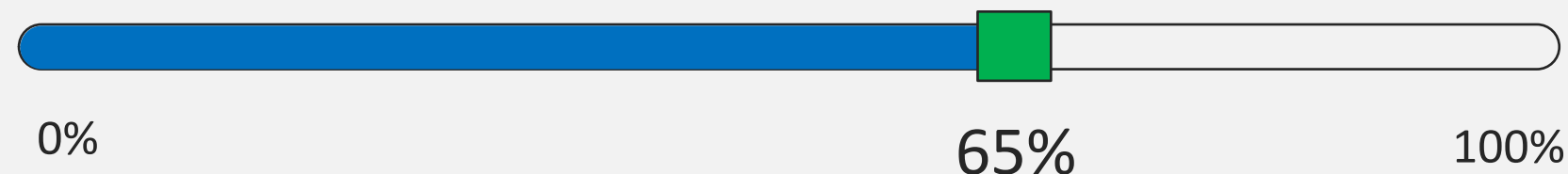


Rs.147 Cr
Confirmed
Orders

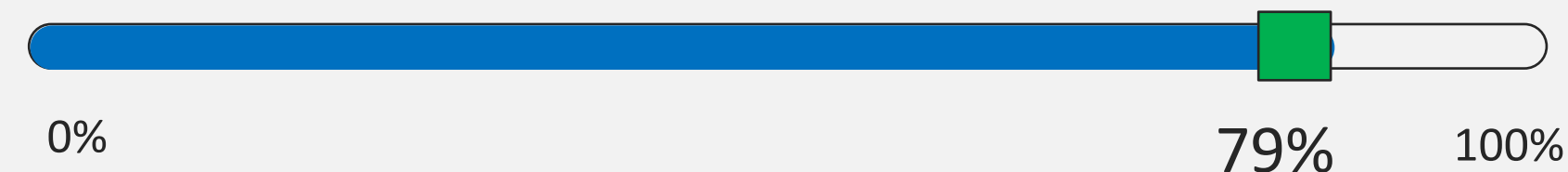


Rs. 318 Cr
Qualified
Pipeline

Collection Performance Improvement



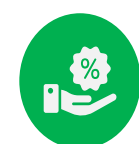
Sale of Services Revenue





Growth Visibility

Rs.93 Cr revenue (+19%) backed by 1.6× order book and 3.4× qualified pipeline



High Margin Profile

Adjusted EBITDA ~33%—well above GovTech SaaS benchmarks (20–25%)



Recurring Revenue

24% of revenue from SaaS/Transactions (Rs.22.9 Cr); ARR share steadily rising



Risk Control

DSO reduced by 70 days, Rs.31 Cr collections (~65%); upfront provisioning of ECL



Capital-Light

Germany acquisition is IP-leveraged and margin-accretive; 65% of funds into product & GTM—path to Rs.200 Cr revenue

SoftTech operates at the intersection of high-margin SaaS economics and long-term government contracts, offering the rare combination of predictable cash flows and scalable global growth

➤ **Expand Globally with Capital-Light Models**

➤ **Accelerate ARR through Productization**

➤ **Deepen Public Sector Penetration in India**



















Strategic Expansion

- » Germany – In Collaboration With German Investor
- » Malaysia – Partner Roll-out
- » USA – Partner Rollout With CGI, POC Done
- » Oman- POC Done
- » Sweden – POC Done
- » India – New Market Entries

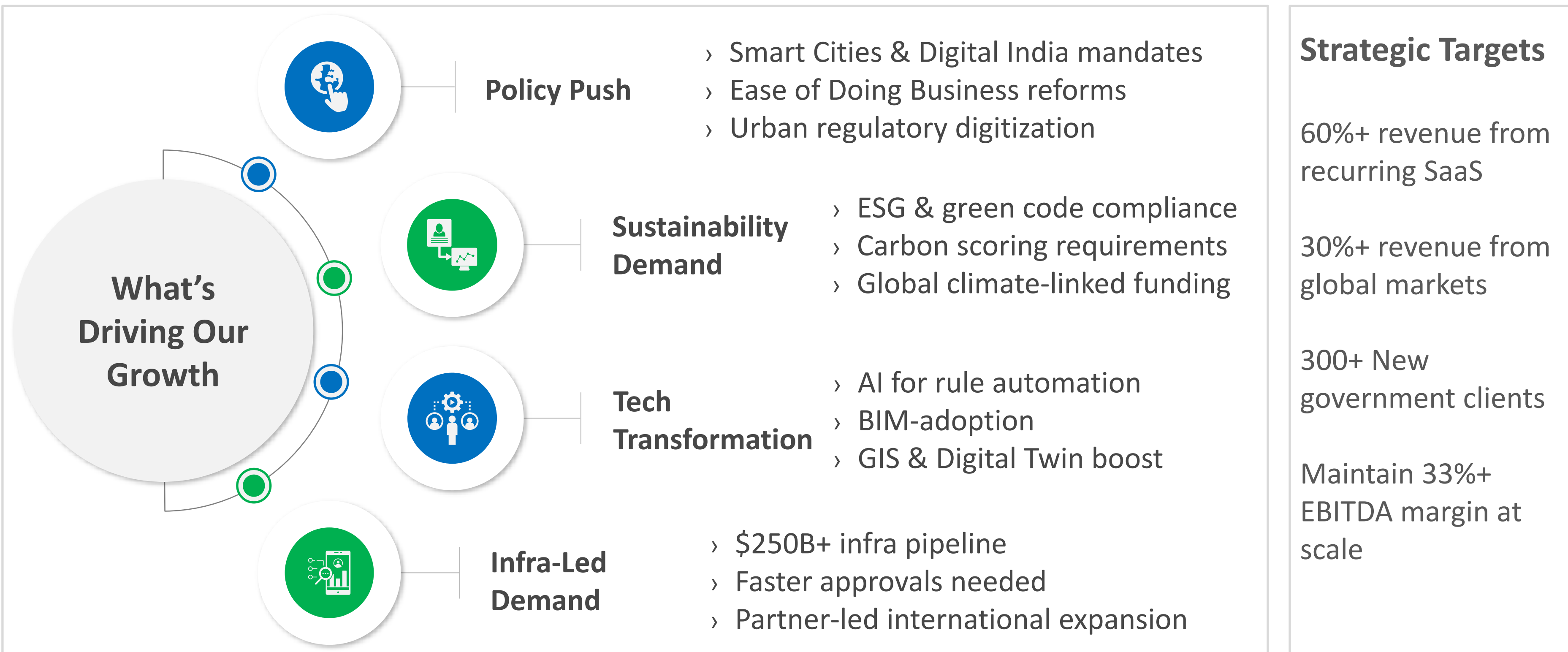
Future Ready Technology

- » Rulebuddy.Ai → Ai-first Regulation Engine
- » AR/VR Based Site Inspections
- » Blockchain
- » Machine Learning
- » Metaverse ,CAD/BIM, GIS
- » CivitSustain-Energy Management & Fire Control System
- » Civit Platform For Connecting Construction Eco-system

SoftTech's Competitive Advantage – Tech, Traction & Financial Strength

Capability	SoftTech	Competitors	Investment Rationale
CAD-based AI Engine	 Full-stack AI engine powering scrutiny, live in 1500+ cities across India	 Partial, rule-based, or not AI-native	 Defensible IP, AI-first architecture, non-trivial replication barrier
Govt Penetration	 Trusted partner across central/state missions, deep ULB-level integrations	 Fragmented, one-off deployments	 Long duration contracts, high switching costs, annuity-style revenue flow
Product Breadth	 End-to-end suite: Permit, Infra, ESG, Ops, City Management, Construction Mgmt	 Siloed tools, lacking unified workflows	 Cross-sell synergies, multi-solution bundling, higher wallet share
Policy Fit	 Aligned with EoDB, RERA, NBC, ESG, MoHUA, StateTech policies	 Generic or post-facto aligned	 Tailwinds from policy mandates, inbuilt market demand
Global Readiness	 Localized rule engines & compliance stack for 5 countries + 18+ Indian states	 Domestic-focused, poor international fit	 Scalable across geographies, minimal incremental cost
SaaS Maturity	 Recurring SaaS/Tx model, high gross margin, embedded in workflows	 Capex-heavy, license-led	 30%+ EBITDA margin, predictable cashflows, SaaS compounding effect

Growth Drivers & Market Opportunity



SoftTech is ready to address a \$900M+ IAM with proven product, market fit, and policy momentum

Thank you!

Mr. Vijay Gupta

Chairman & CEO

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