

To,
National Securities Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East)
Mumbai- 400051

Date: 17th November 2018

Scrip Code: SOFTTECH

Sub: SoftTech Engineers Limited announces the unaudited financial results for H1 FY19

Dear Sir/Madam,

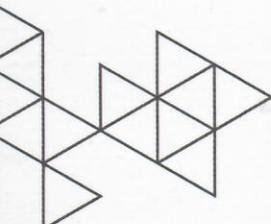
Please find attached Media Release regarding announcement of unaudited financial results for H1 FY19.

Thanking you,

Yours Faithfully
For Soft Tech Engineers Limited

Aishwarya Patwardhan

Aishwarya Patwardhan
Company Secretary



Media Release

Growth driven by faster execution of orders and strong order book

H1 FY19 Net Revenue at Rs. 29.60 crore, YoY growth of 43.50%

H1 FY19 EBITDA at Rs. 7.24 crore, YoY growth of 24.40%

H1 FY19 PAT at Rs. 3.45 crore, YoY growth of 63.24%

EPS for H1 FY19 stood at Rs. 3.87, YoY growth of 29.00%

Pune, 17th November 2018: SoftTech Engineers Limited (NSE-SME: SOFTTECH), incorporated in 1996, among one of the leading software Company that creates innovative software and intellectual property in the Architecture, Engineering and Construction (AEC) domain, has announced its unaudited results for the half year ended September 30th, 2018.

Key Consolidated Financials (Rs. Crore): -

Particulars	H1 FY19	H1 FY18	YoY%	FY 18	FY 17	YoY%
Total Revenue	29.60	20.63	43.50%	51.54	46.72	10.33%
EBIDTA	7.24	5.82	24.40%	15.23	12.97	17.38%
EBITDA Margin (%)	24.46%	28.21%	(375 bps)	29.55%	27.77%	178 bps
PAT	3.45	2.12	63.24%	6.79	4.92	38.15%
PAT Margin (%)	11.67%	10.26%	141 bps	13.18%	10.53%	265 bps
Basic EPS (in Rs.)	3.87	3.00	29.00%	9.63	6.97	38.16%

Performance Highlights: - H1 FY19 vs H1 FY18

- **Total Net Revenue from operations was at Rs. 29.60 crore** in H1 FY19, as against Rs. 20.63 crore in H1 FY18, a **YoY growth of nearly 43.50%** on the back of faster execution of orders and a strong order book
- **EBITDA stood at Rs. 7.24 crore** in H1 FY19 as against Rs. 5.82 crore in the H1 FY18 **YoY growth of nearly 24.40%**
- **EBITDA Margin in H1 FY19 was 24.46%** as against 28.21% in H1 FY18, decline of 375 bps. This decline was mainly on account of overseas expansion and marketing activities in the domestic market. The Company hired an outsourced professional

technical consultancy for certain orders to speed up the implementation process

- Utilization of IPO proceeds in prepayments of high interest debt has led to increase in **Profit After Tax to Rs. 3.45 crore** in H1 FY19 as against Rs. 2.12 crore in H1 FY18
- **PAT Margin was 11.67% in H1 FY19** as against 10.26% in H1 FY18, an increase of **141 bps**
- **EPS for H1 FY19 stood at Rs. 3.87** compared to Rs. 3.00 in H1 FY18, **growth of 29.00%**

Management Comment:

Commenting on performance for the half year ended 30th September 2018, **Mr. Vijay Gupta, Chairman & CEO** of SoftTech Engineers Limited said:

“It gives me immense pleasure to share with you the performance of our Company for the half year ended 30th September 2018. We have delivered over 40% revenue growth along with 24% EBITDA and 60 % PAT growth. This is mainly on the account of faster execution of orders along with a strong order book. For faster implementation process, we have started outsourcing professional technical consultancy on certain orders. We have also started our overseas expansion in USA & Finland and marketing activities in domestic market to further strengthen our presence, in line with our vision and strategy.”

We are proud to share that we are partnering with the Government of India in its mission – “Ease of Doing business” by associating ourselves as a “Smart City Solution Provider” meeting the requirements of the automation in AEC verticals by using our expertise in IT.

Innovation is the key to any business and our products are innovative and developed with the deep domain expertise across the entire value chain in the construction industry. Going forward, our focus is completely towards Architecture, Engineering and Construction (AEC) vertical. We are slowly but confidently making inroads into international markets such as Middle East, African, American and European Countries. Through these ventures and strategic business alliances with key organizations such as Microsoft & Autodesk, we would strengthen our position as a leading enterprise. I would like to thank all our business partners and employees for their invaluable support and belief in us which drives us to deliver a robust performance every year.”

Company Overview

SoftTech Engineers Ltd. empowers business transformation through software products and solutions that are built on deep domain expertise. Being a leading software product Company in the Architecture, Engineering and Construction (AEC) space for more than 20 years, the Company has delivered delivering path breaking products and solutions which differentiates them in the industry.

Company’s niche and specialized product list includes:

- **AutoDCR®:** Automated CAD-based building plan scrutiny and approval process – AutoDCR® brings absolute transparency in getting approvals from various government bodies. It is seamlessly integrated to an online approval workflow to monitor the approval process with associated document scrutiny
- **PWIMS™ & OPTICON™:** It an integrated web-based ERP software that is extremely useful for all constructions and real estate companies. It is an all-in-one-solution that maps out the necessary business functions for construction enterprises, such as bidding, cost estimation, project management, accounting, plant and machinery, client billing, subcontractor management, sales, CRM and HR & Payroll

The Company is focused on software for the construction industry and has serviced over 4,500 clients in India and across the world. The Company is continually focused on improving and delivering high-quality solutions through dedicated, proactive market research and developmental efforts.

For more details please visit:

For further information please contact: www.softtech-engr.com

<p><i>Company:</i> SoftTech Engineers Limited <i>Ms. Aishwarya Patwardhan</i> Company Secretary E-mail: aishwaryap@softtech-engr.com</p>	<p><i>Investor Relations:</i> Bridge Investor Relations Pvt. Ltd. <i>Ms. Savli Mangle/Ms. Aesha Shah</i> Email: savli@bridge-ir.com/ aesha@bridge-ir.com</p>
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Note: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results*



to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.