

SoftTech Engineers Limited



25th Annual General Meeting

Agenda

1. Leadership Position
2. Collaborations
3. CIVIT Platform
4. Inorganic
5. Plan
6. Financials
7. The new Beginning

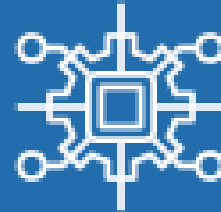


Leadership Position

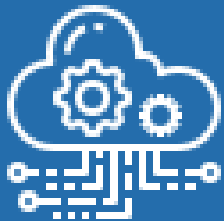
World's Select Software company which provides –



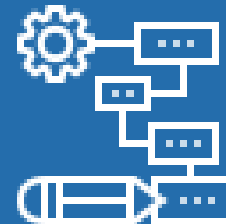
BIM and GIS Enabled construction Technology and Building Management Solutions



Integrates AI /ML and AR/VR for Construction efficiency and Project Management



Offers SaaS products to Governments, Architects, and Contractors – entire AEC value chain



Has offerings like –

- BIM Based Building permit
- BIM+GIS enabled Infrastructure Management
- BIM Integrated **iBMS**

1

Position
in India
For
Building
Permit –
Take to
the
World

India DIGITAL Opportunity

Approx. Software / automation spend of \$ 100 mn in Smart cities, public services automation and Infrastructure planned by GOI

Overseas Development

Traction and speed of Progress in US puts the companies overseas work on fast track and priority. BIM based platform will be key overseas driver

BIM Adoption

The future is BIM, and the adoption of BIM, and launch of BIMDCR are key drivers triggering huge opportunities and leadership in BIM tech

Improved Revenue Model

Focus on Increasing the share of Transaction based, and recurring revenue brings a low upfront investment option to customers and accelerated growth to SEL

Partnerships

Partnerships and collaborations with strong global Industry leaders like ESRI, Autodesk, RIB, Microsoft, etc. will continue to drive further

New Age Technologies

Integration of AI/ML and AR/VR in the cloud based CIVIT will drive the future of the company's products

Top Facilities + Resources

Moved to a world class Office premises, and providing top amenities and facilities to attract and retain talent will drive the company's strength

Start-Ups

They are leading the tech revolution. SEL is ready with incubation program for AEC focused deep tech start ups to tap technology and leadership early

1 BUILDING PERMIT

EVERY 5 MINUTES
approved through CivitPERMIT

UP TO 80%

Time Saved with Automation &
Efficiency

1 Million +

Building Permits Approved
Through Civit

1 Billion +

Sq. Ft. Area Approved Through Civit

1,000+

Permits Get Approved Per Day

600+

Urban Development Government
Agencies use CivitPERMIT

50,000+

Hectares Developed
Industrial Land Managed

233

Industrial Parks

100,000+

Infra Assets

100,000+

Users



Collaborations

Year of Collaborations

In your company, the Best in the world Trust



Collaborations – Our Growth Drivers

Set to Launch world Class offerings, and unlock huge value from core technologies



BIM based iBMS solutions and Smart city Projects



GIS based urban Infra management and permit system



CAD/BIM based Building approval System



BIM based capital project management suite for International market



Global partner for Digital City Management system



CIVIT Platform

CIVIT: We are launching the Cloud Platform



A First of its kind Built to Suite Cloud Platform that will enable permits, management, control of AEC assets merging all its successful products in one window

- Only technology in the world that **AUTOMATICALLY READS – 2D and 3D drawings (CAD and BIM)**
- A **self developed Rule Engine** which can map any cities Development control Bye laws / Rules and configure them automatically across the World
- Uses IOT and AI / ML, BIM and GIS in its on cloud offering for a single window construction and **Infrastructure management for Smart cities and Corporations and Disaster Management Assistance**

Complete offering for all elements in Real Estate, Construction and Infrastructure Industry



Governments

80%+ Authorities in India use CIVIT Permit for Building permit Solutions. Most Infra and Works department function on CIVIT Infra including MIDC



Builders

CIVIT Build a unique Builder Business Management Software on Login based version addressing all business requirements



Citizen

CIVIT PLAN and RuleBuddy offer a comfortable pre decision support for any land or property purchase from compliance point of view (Available in App form)



Contractors

All major contractors connected to the works and Infra department are indirect users of CIVIT infra who can become direct users of CIVIT Build



Architects

All Architects are indirect users of CIVIT Permit through Government portals and who can become direct users of CIVIT Plan



Other stake holders

Banks, Financial Institutions, rating agencies etc. can do a Pre approval technical report from CIVIT Plan / Rule Buddy





Inorganic

We have immense Domain expertise to nurture new technologies



Launched the First and only Start-up corporate venture for AEC vertical technologies to groom and develop leaders of tomorrow.

SEL top management will provide deep domain expertise to path breaking technologies in AEC industry and help create value for Customers and Shareholders



Digital Built Environment Ecosystem

As a first of its series of technology development Investments, SEL is glad to announce investment in a Singapore based Building Energy management platform

Btr Lyf solution, is an AI based cloud platform offering complete Building Energy Management Solutions including aggregation platform



Plan

Technology BIM + GIS

1

Transform the Products and Offer on Cloud Versions with latest tech, and BIM + GIS integration

SaaS Based Offerings

2

Company has migrated all the products on the cloud for Civit Platform and to offer products in international market under SaaS Model

Over Seas Expansion

3

The company is on a threshold of some major breakthroughs in overseas markets especially in the US, and product-market alignment in progress

Strong Global Partnership

4

Focus is on MNC partnerships for product penetration and Global market Access
Few in last stages are – IBMS, Energy management solutions, GIS enabled products



#1

No. 1 in BIM Based cloud Permit system in the world

No. 1 platform connecting Government, Private Enterprises and Citizens in AEC vertical

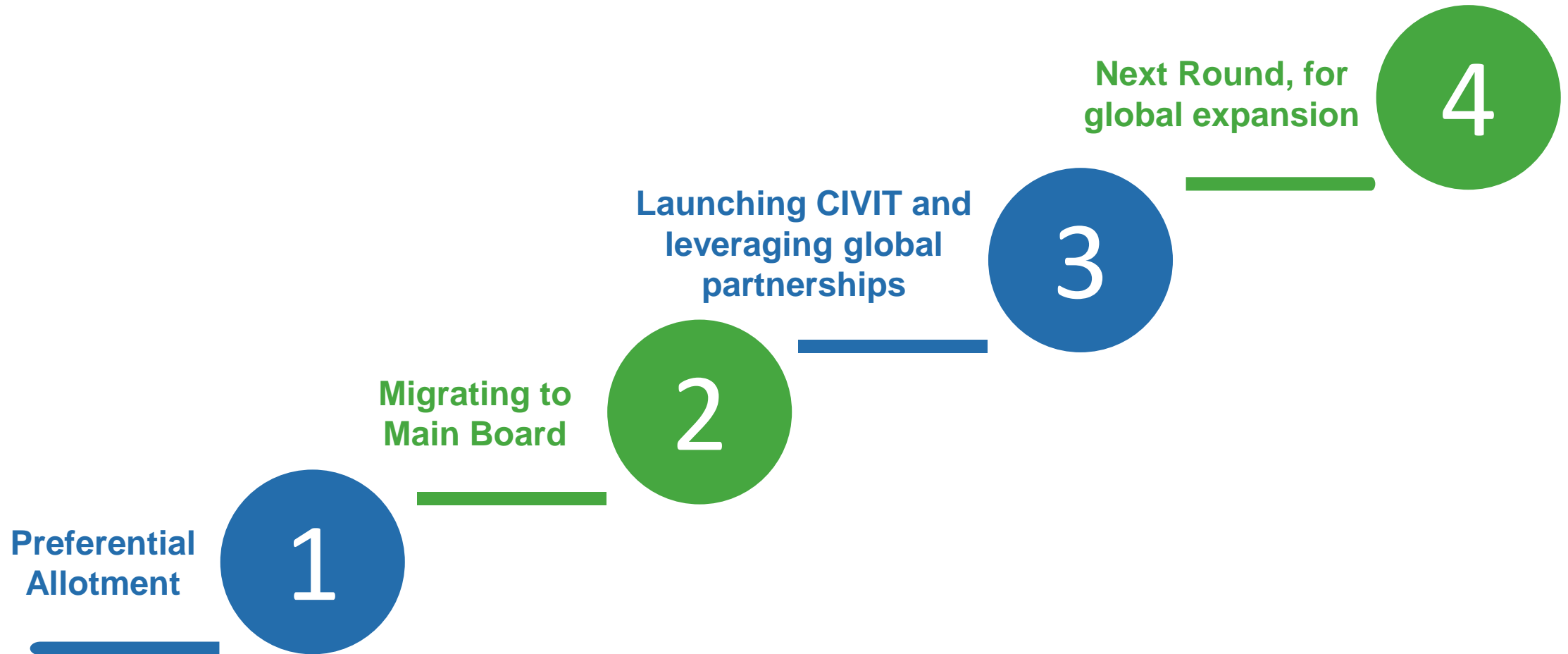
25

25 Counties / Cities in US

\$25mn Annual Topline

25%+ EBITDA Margin; creating a \$100mn Enterprise

A significant Investment Outlay is planned to make SoftTech a Global Player





Financials

Historical Financials

Particulars	Amt. in INR Lacs				
	2016-17	2017-18	2018-19	2019-20	2020-21
Revenue					
Operating Revenue	4,671.8	5,154.2	6,275.5	5,794.7	4,157.4
Other Income	46.3	45.0	78.8	96.7	99.8
Total Revenue	4,718.2	5,199.2	6,354.3	5,891.4	4,257.1
Revenue Growth %		10%	22%	-8%	-28%
Cost of Sales					
Raw Material cost	723.6	440.9	492.3	621.9	475.4
Employee Cost	808.8	836.8	1,000.0	1,116.5	1,085.3
Outsourcing Expenses	1,395.6	1,808.2	2,486.5	1,905.6	997.9
Selling & Administrative Expenses	446.4	545.4	747.4	742.1	543.7
	3,374.4	3,631.3	4,726.2	4,386.1	3,102.3
EBITDA	1,343.8	1,567.9	1,628.1	1,505.3	1,154.8
EBITDA Margin	28%	30%	26%	26%	27%
Depreciation	373.7	378.0	404.2	371.9	489.6
PBIT	970.1	1,189.9	1,223.9	1,133.3	665.2
Financial Cost	237.0	226.8	168.4	169.2	237.6
PBT	733.1	963.1	1,055.6	964.1	427.6
Provision for Taxes	241.4	283.7	313.1	314.8	155.4
PAT	491.8	679.4	742.5	649.3	272.2
PAT Margin	10%	13%	12%	11%	6%

COVID -19 Impact

- 28.45% decrease in the revenue in FY 21, Largely due to reduction in services and implementation revenue which was because of delayed order confirmations, milestone approvals and other procedural issues due to lockdown. Also the situation meant that many Govt. departments were focused on pandemic management
- Though the revenue has decreased, the EBITDA margin has increased largely due to – Increase in O & M, AMC & Transaction Based Revenue, leading to a decrease in cost of Professional Consultants for implementation
- Transaction based revenue stream was also impacted as lockdown from the March-20 to Sept-20 led to reduced plan submissions for approvals. Overall Order book remained strong
- For One time Licensing business, order book execution got delayed due lockdown and minimum only essential functioning of Government Offices

Revenue Migration

Service Wise Revenue

Amt. in INR Lacs

Revenue Break-Up	FY 17	FY 18	FY 19	FY 20	FY 21
Licensing & Implementation	2,370.7	1,550.9	2,294.8	1,800.7	969.0
Operation & Maintenance incl. AMC	487.9	798.8	1,134.4	1,486.5	1,562.6
Transaction Based	458.3	720.7	995.5	980.8	810.9
Allied Product Sales	796.1	518.1	518.0	709.3	509.1
Professional Services	558.9	1,565.7	1,332.8	817.4	305.8
Total	4,671.8	5,154.2	6,275.5	5,794.7	4,157.4

Recurring Revenue

Order Book

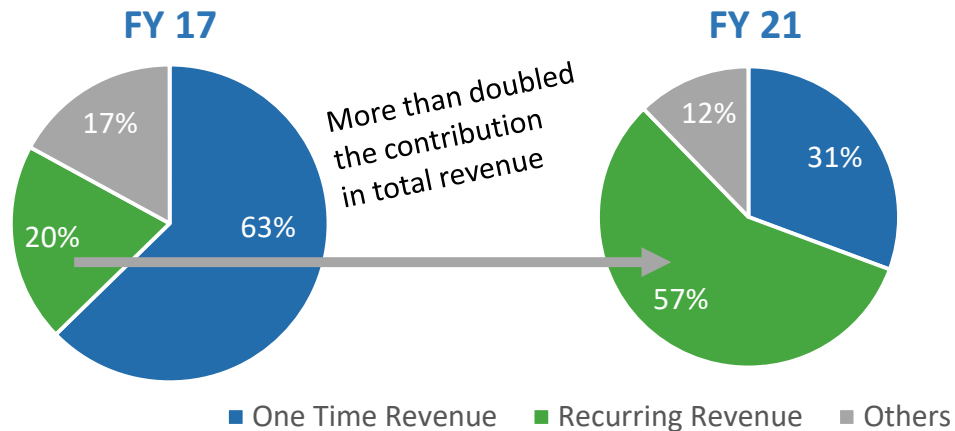
INR ~187.50 Cr+

Order Book + pipeline (India)

INR ~75 Cr+

Transaction Based Orderbook +Pipeline

Revenue Mix FY 17 & FY 21



Revenue Migration

- One Time License model remains very strong in the current order book
- Company has successfully reversed the revenue mix from One Time Revenue (61% to 31%) to Recurring Revenue as majority (20% to 56%)
- Also in the past 5 years company has been focused on own products revenue and reduced Services business; own products revenue has increased from 70% in FY 17 to 80% in FY21

Rebooting with a completely digital Roadmap

unveiling,

SOFTTECH 2.0

Thank You