

**Date: June 01, 2026**

To,

<b>National Stock Exchange of India Limited</b> "Exchange Plaza", C-1, Block - G Bandra - Kurla Complex Bandra (East), Mumbai - 400051 <b>Symbol: SOFTTECH</b>	<b>BSE Limited</b> Floor 25, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400001 <b>Scrip Code: 543470</b>
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**Subject: Presentation regarding previous intimation about Q4 & FY 2025-26 Earnings Conference call scheduled on June 2, 2026**

Dear Sir/Madam,

With reference to our intimation dated May 28, 2026, regarding the Q4 & FY 2025-26 Earnings Conference Call scheduled on June 2, 2026, pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the Investor Presentation.

The presentation is also being uploaded on the Company's website at:  
<https://softtechglobal.com/investors/investor-presentation/>

Kindly take the same on record.

Yours Sincerely,  
**FOR SOFTTECH ENGINEERS LIMITED**

**AADISHRI ANIKET APTE**  
**COMPANY SECRETARY**  
**MEMBERSHIP NO.: A60642**

**Encl.: As above**



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**SoftTech Engineers Limited**

CMMi (Dev) - Maturity Level 5 (Optimizing)

ISO 9001: 2015

CIN: L30107PN1996PLC016718

# SoftTech Engineers Limited

May 2026

## Investor Presentation

## Year 2025-26

## A Year of Growth And Innovation

*A year of validation · A year of strategic shift · A platform-led future*

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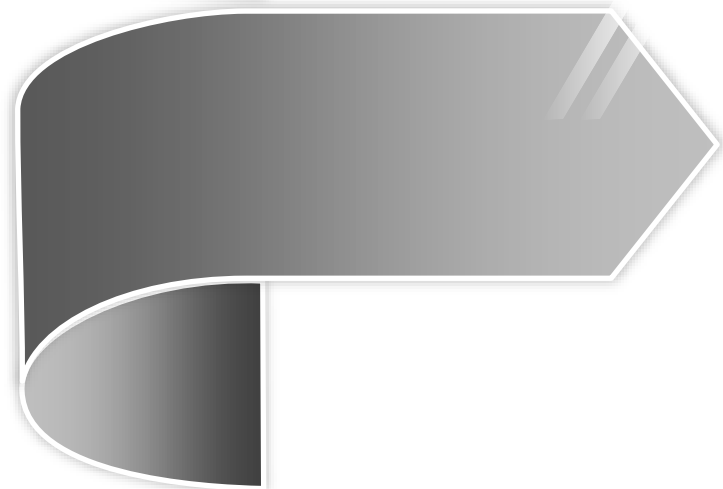
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**Operational Review**



**Financial Results – Stand & Cons**



**Strategic Review for Future Growth**

# A Year in a Nutshell — Key Numbers (FY 2025-26) (₹ in Cr.)






## Growth Foundation




Stronger growth quality  
Growth, profitability and recurring/pay-per-use revenue are improving

Stronger growth visibility  
Robust order book, pipeline and FY26 wins






### Financial Performance

 <b>Rs. 128.30 Cr</b> Revenue FY26	 <b>Rs. 34.39 Cr</b> EBITDA FY26	 <b>Rs. 9.58 Cr</b> PAT FY26
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### Revenue Quality

 <b>Rs. 31.72 Cr</b> SaaS / Pay-per-use Revenue	 <b>25%</b> Of Revenue	 <b>169 days</b> Cash Conversion Cycle FY26
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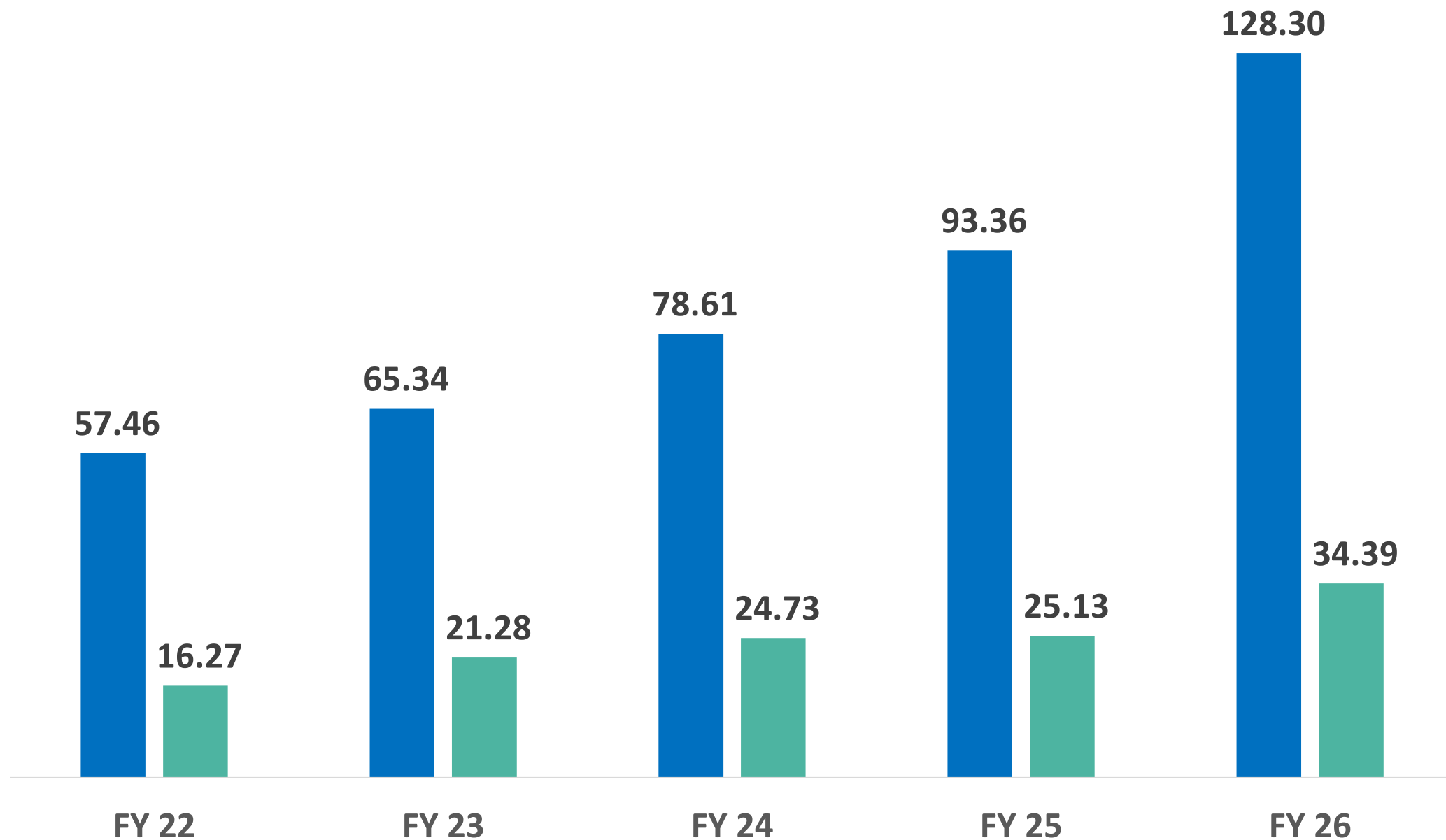
## Growth Pipeline & Execution

 <b>Orders</b>	 <b>Pipeline</b>	 <b>Wins</b>	 <b>Bids</b>	 <b>Collections</b>	 <b>Profitability</b>
<b>Rs. 231.99 Cr</b> Confirmed Order Book	<b>Rs. 436.23 Cr</b> Pipeline	<b>Rs. 143.20 Cr</b> Cumulative Order Wins FY26	<b>Rs. 14.86 Cr</b> Q4 Secured Bids	<b>↓112 days</b> DSO Improvement	<b>Rs. 12.99 Cr</b> PBT FY26

## Growth the Market Believes In

Revenue & EBITDA Growth (Cr.)

■ REVENUE ■ EBITDA



### Market Confidence

REVENUE GROWTH

**37.4% Y o Y**

FY25 → FY26 Significant growth  
Rs.93.3 Cr → Rs.128.3 Cr

EBITDA GROWTH

**36.9% Y o Y**

Rs.25 Cr → Rs.34 Cr.  
Margin held at 27%+ in FY26

# Financial Performance | FY 22 to FY 26 (₹ in Cr.)

Revenue CAGR (5Y)

**17.4% | 18.3%**

↑ Strong growth momentum

EBITDA CAGR (5Y)

**16.1% | 16.1%**

↑ Outpacing revenue growth

PBT CAGR (5Y)

**10.9% | 6.2%**

↑ Moderated by FY25 dip

PAT CAGR (5Y)

**10.6% | 2.8%**

↑ Full recovery in FY26

## STANDALONE

YEAR	REVENUE	EBITDA	EBITDA %	PBT	PBT %	PAT	PAT %
FY 22	57.46	16.27	28.3%	7.74	13.5%	5.78	10.1%
FY 23	65.34	21.28	32.6%	8.61	13.2%	5.80	8.9%
FY 24	78.61	24.73	31.5%	9.36	11.9%	6.97	8.9%
FY 25	93.36	25.13	26.9%	6.03	6.5%	4.14	4.4%
FY 26	128.30	34.39	26.8%	12.99	10.1%	9.57	7.5%

## CONSOLIDATED

YEAR	REVENUE	EBITDA	EBITDA %	PBT	PBT %	PAT	PAT %
FY 22	57.46	15.26	26.6%	6.61	11.5%	4.65	8.1%
FY 23	65.40	19.38	29.6%	6.43	9.8%	3.62	5.5%
FY 24	78.78	21.35	27.1%	5.64	7.2%	3.32	4.2%
FY 25	95.25	22.27	23.4%	3.27	3.4%	1.33	1.4%
FY 26	132.90	32.19	24.2%	8.93	6.7%	5.33	4.0%

### Robust Top-Line Growth

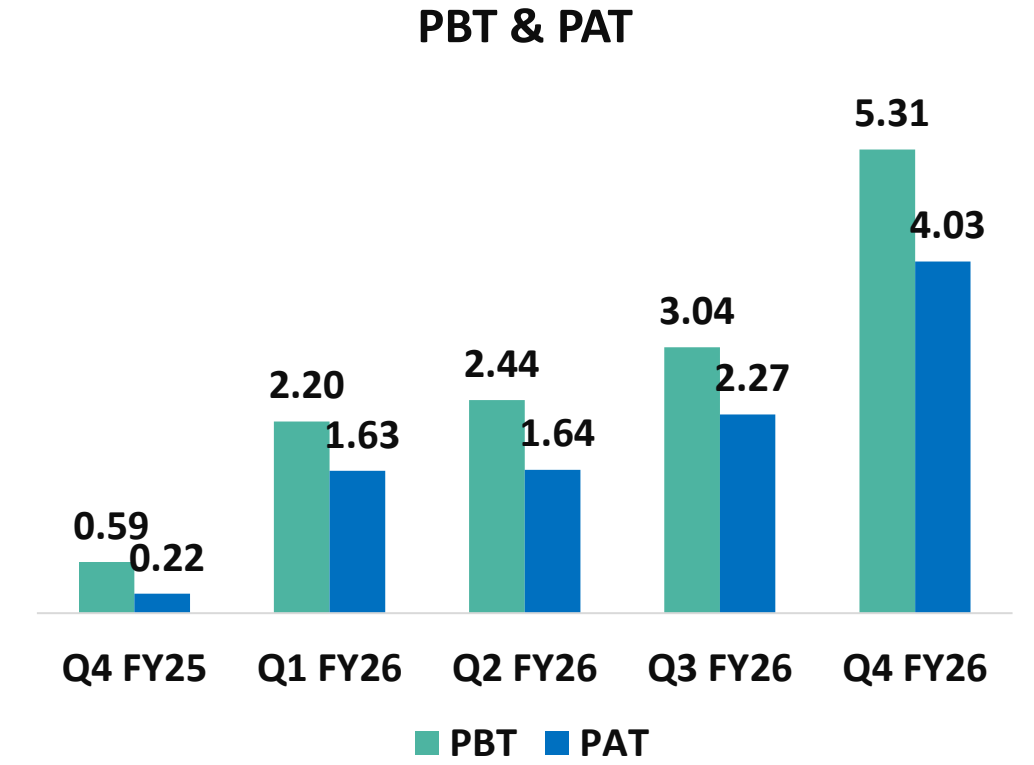
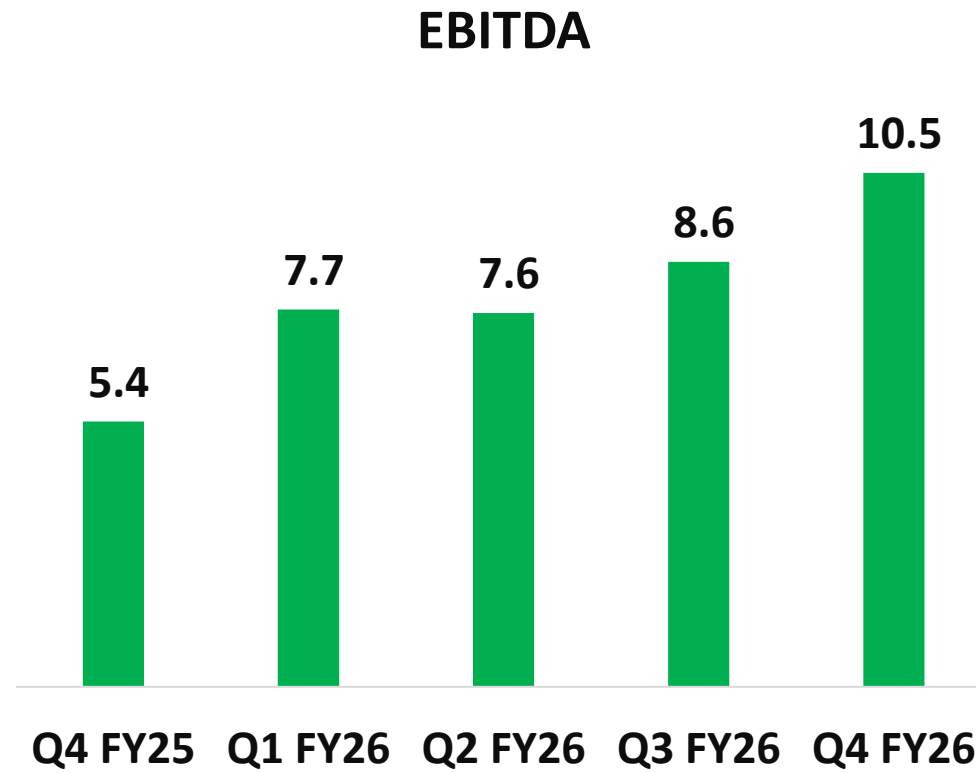
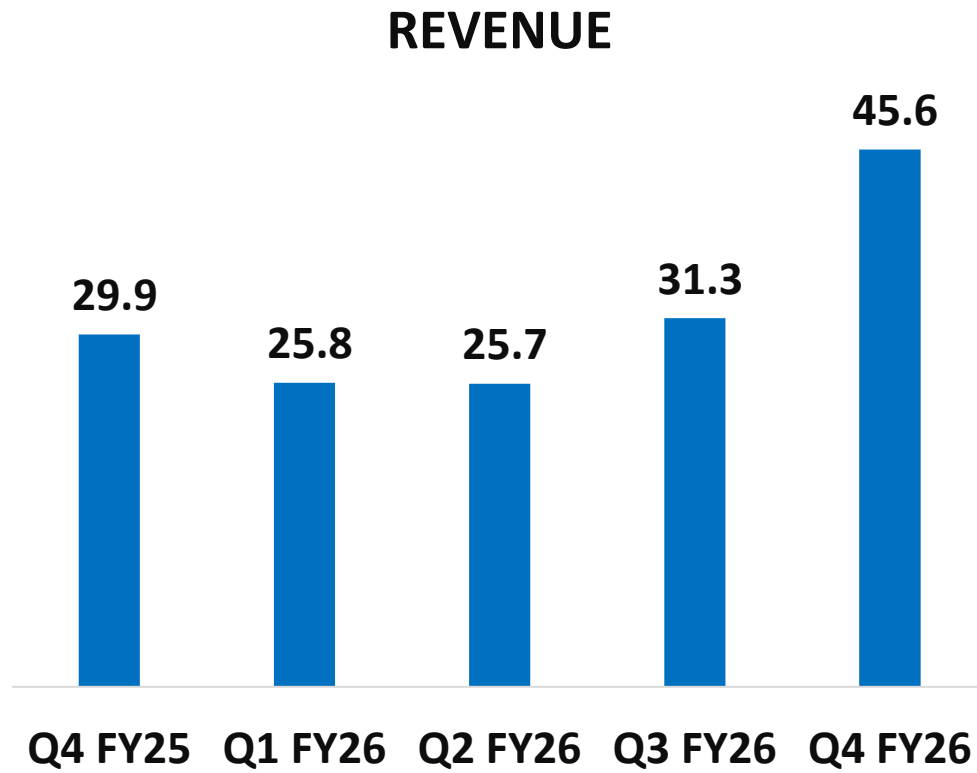
Revenue CAGR of 17.4% over 5 years reflects consistent demand. EBITDA at 16.1% CAGR outpaces revenue — signalling improving operational efficiency and scale benefits.

### FY 2025-26: Record Rebound

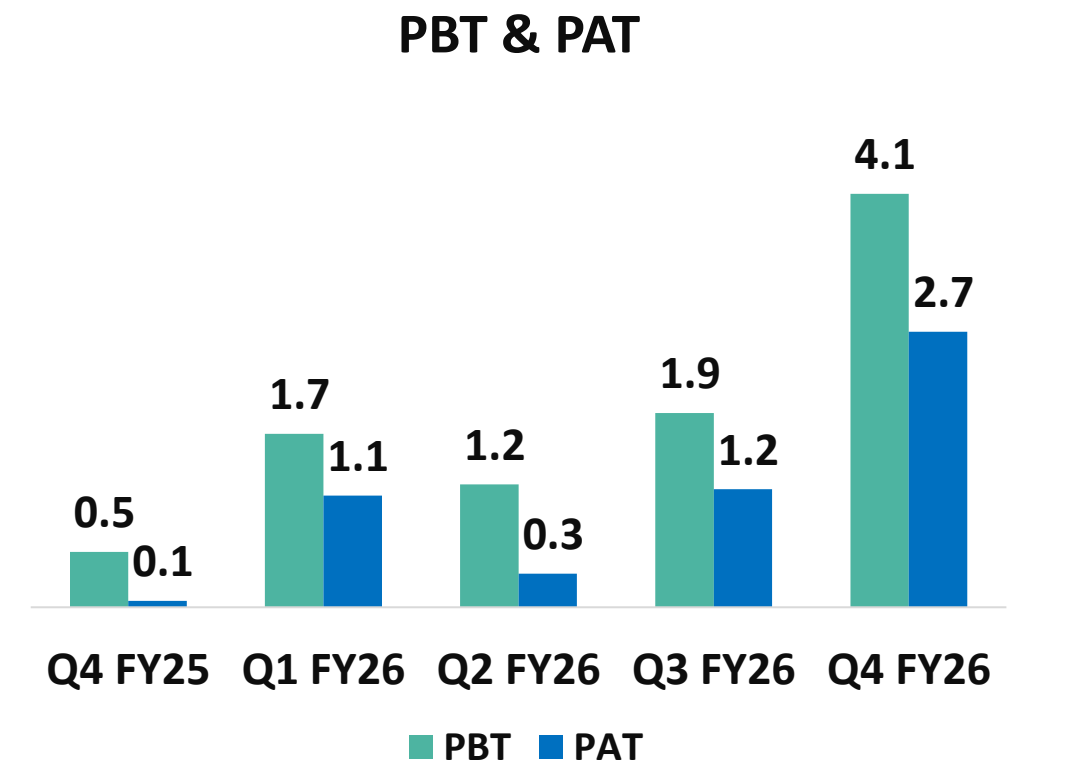
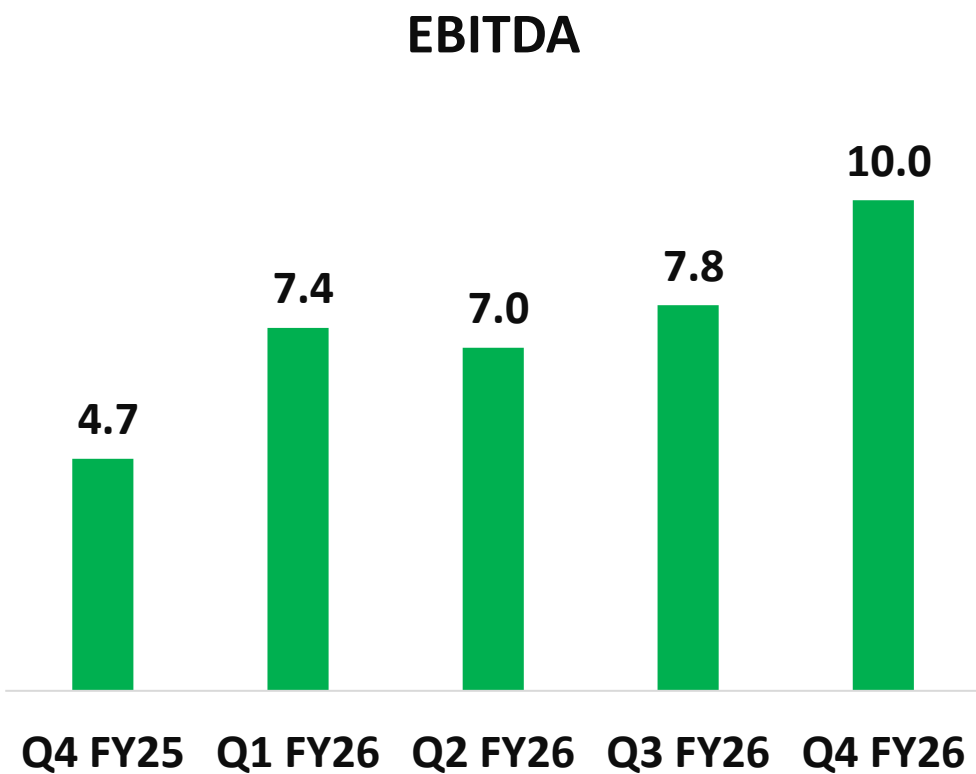
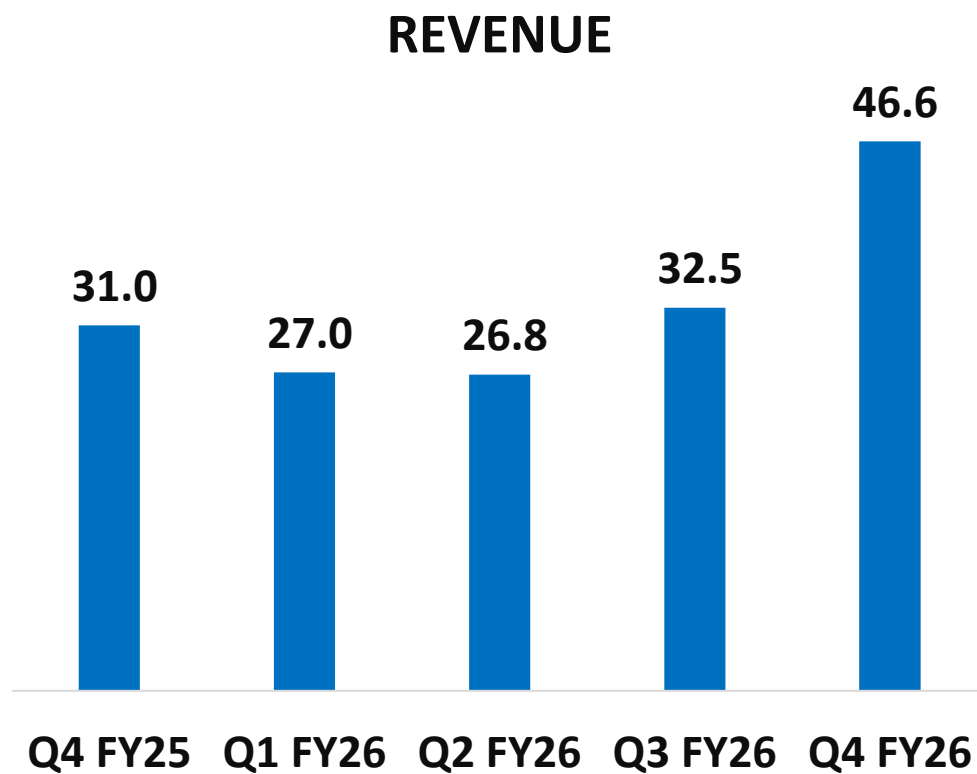
PBT and PAT indices of 2.15x and 2.31x in standalone and 2.73x and 4.00x in Consolidated are the highest in the series — confirming FY25 stress was transient and business quality remains strong.

# Financial Performance | Q4-FY25 TO Q4-FY26 (₹ in Cr.)

## STANDALONE



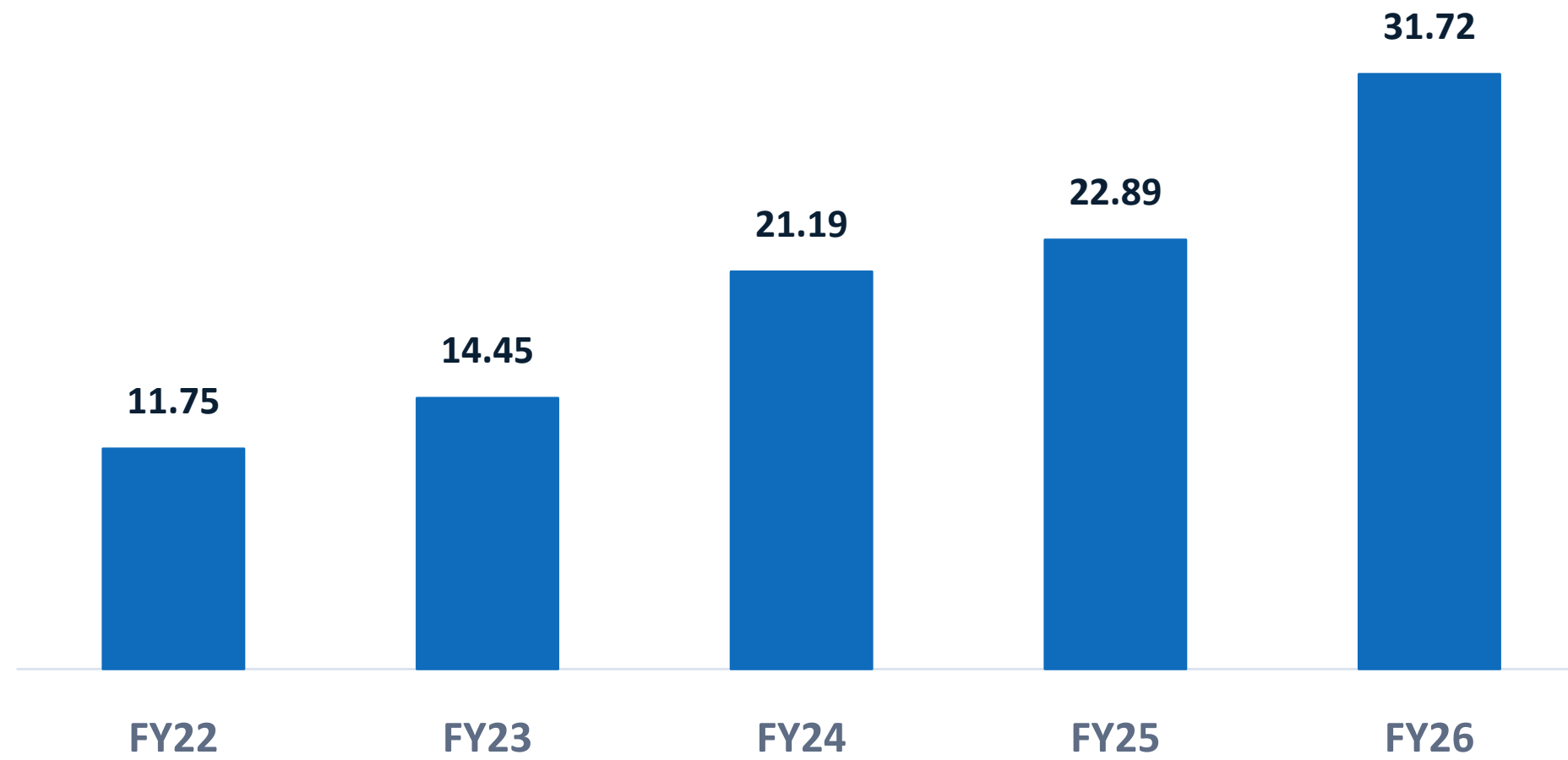
## CONSOLIDATED



## Growth, Recovery & Recurring Revenue

Pay-per-use CAGR: 22%

Pay-per-use revenue (Rs Cr)



### Key insights

#### Recurring Revenue Scaling

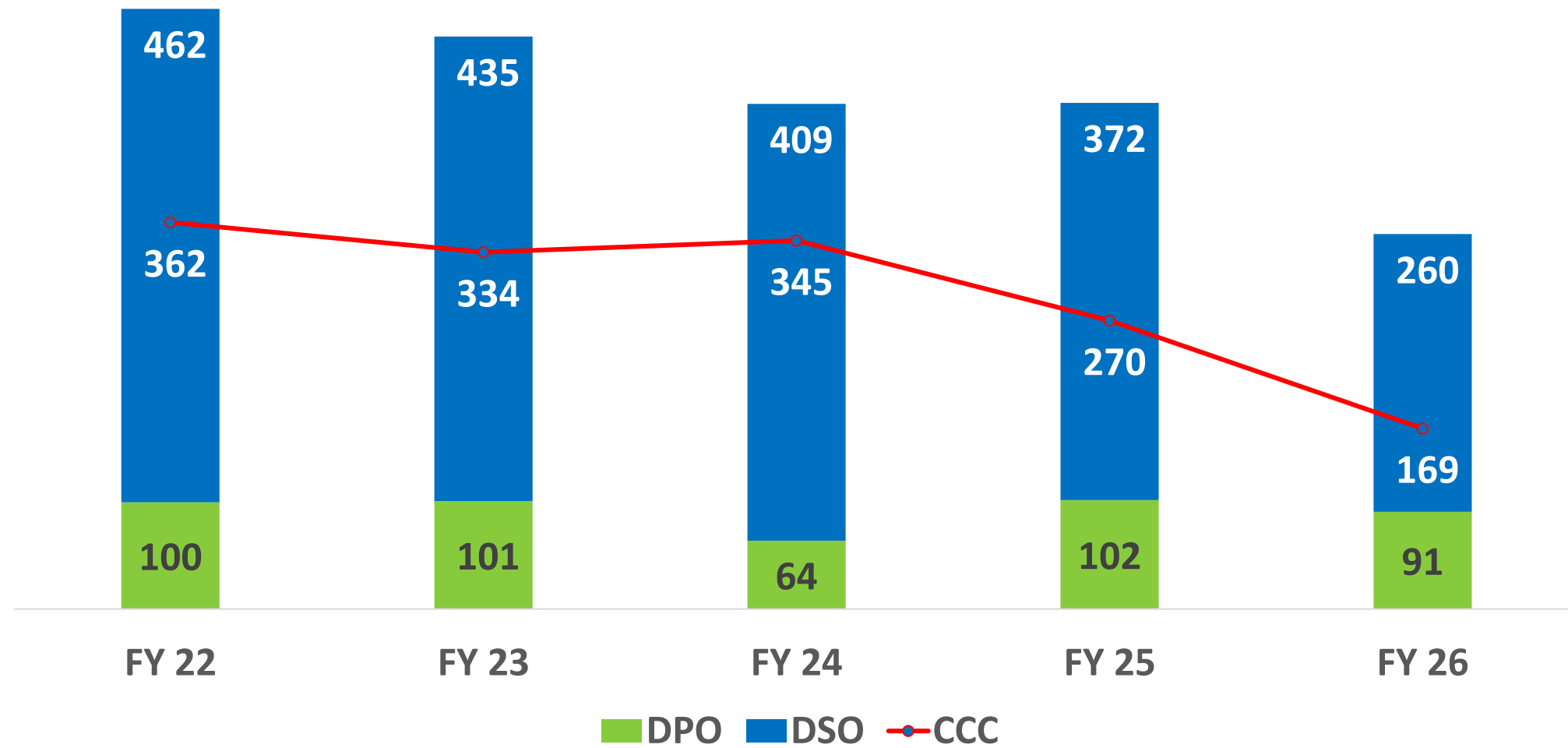
Pay-per-use reached Rs. 31.72 Cr (FY26) vs Rs. 22.89 Cr (FY25), YoY growth of 38.6%

#### Consistency

Maintaining 24% + revenue from transaction-based revenue model.

# Cash Flow Performance | Cash Conversion Cycle (₹ in Cr.)

## CASH CONVERSION CYCLE — DSO · DPO · CCC



## ANALYSIS & KEY INSIGHTS

**43%↓**

**DSO Improvement**

*462→260 days over 5 yrs*

**58%↓**

**CCC Reduction**

*362→169 days — 5-yr low*

**11% ↓**

**DPO Reduced**

*102→91 days in FY26*

### Trend Analysis

- DSO fell sharply from 462 (FY22) to 260 (FY26) — a 43% reduction, reflecting faster collections and tighter credit.
- CCC at 167 days in FY26 is the lowest in 5 years, down from 362 in FY22 — strong operational efficiency gain
- Free Cash Flow has improved significantly in FY 26. It improve from (4.85) in FY 25 to (0.09) in FY 26.

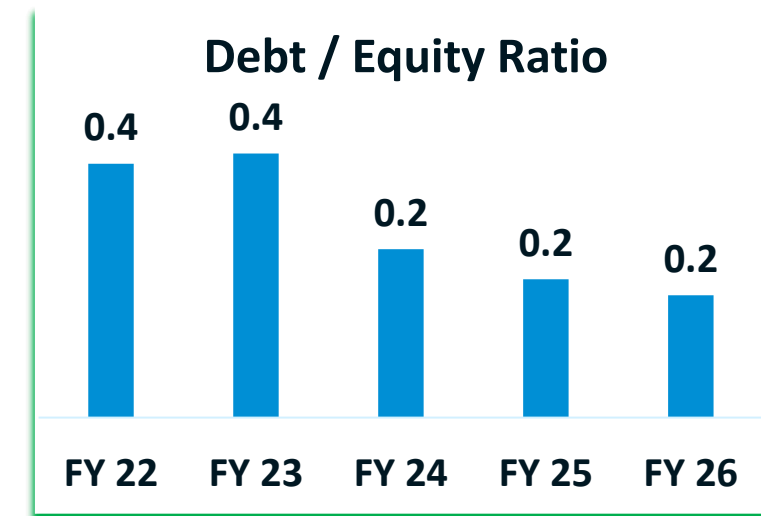
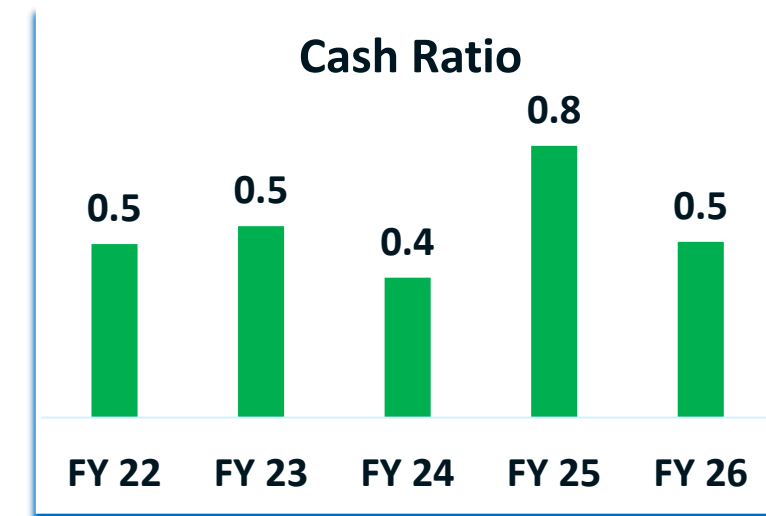
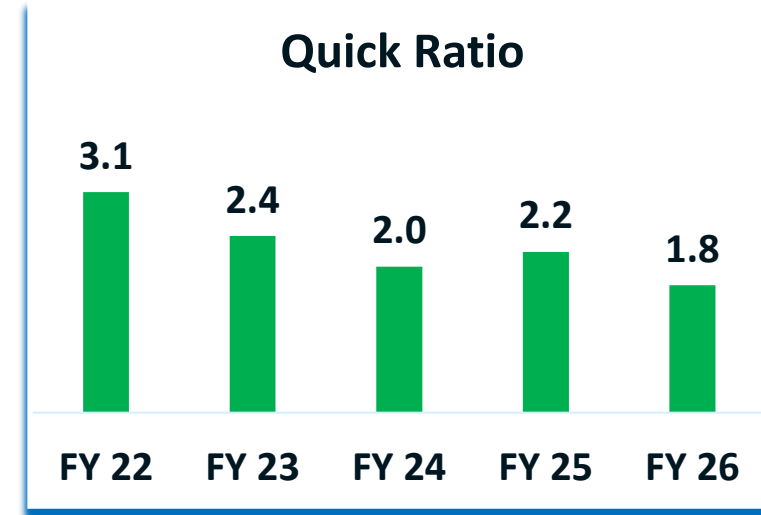
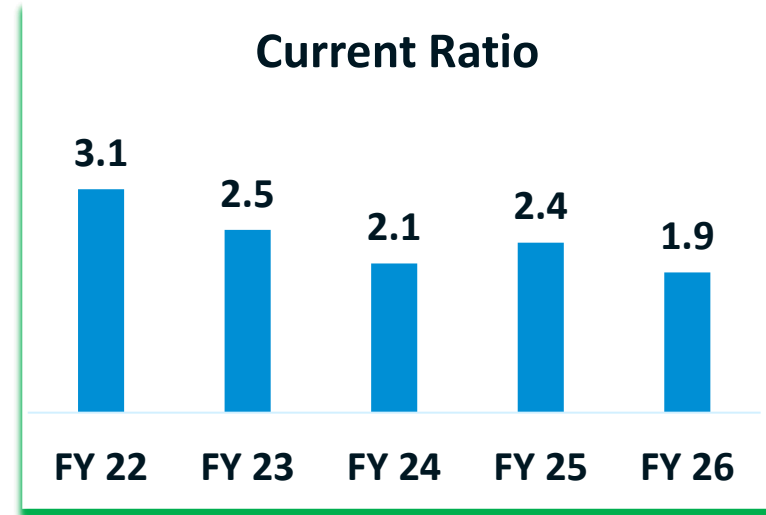
### Reasons for CCC Improvement

- Pay-per-use transactions enabling immediate cash realization
- Milestone-linked billing & tighter credit controls

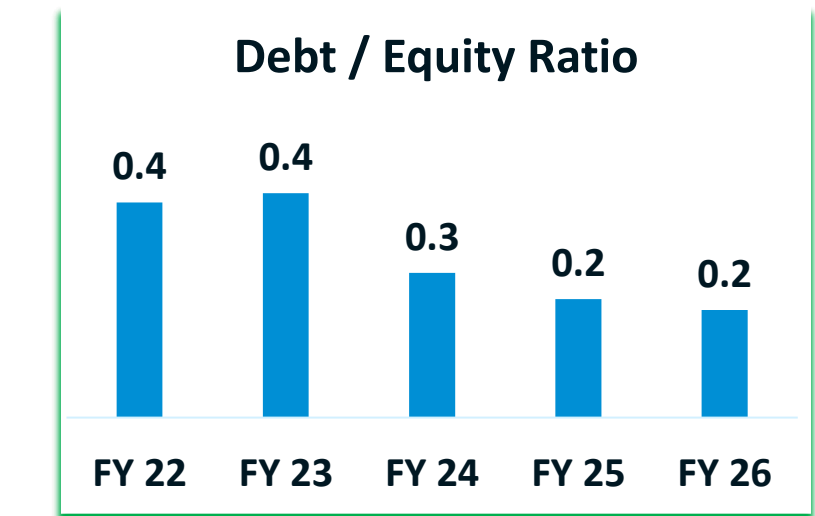
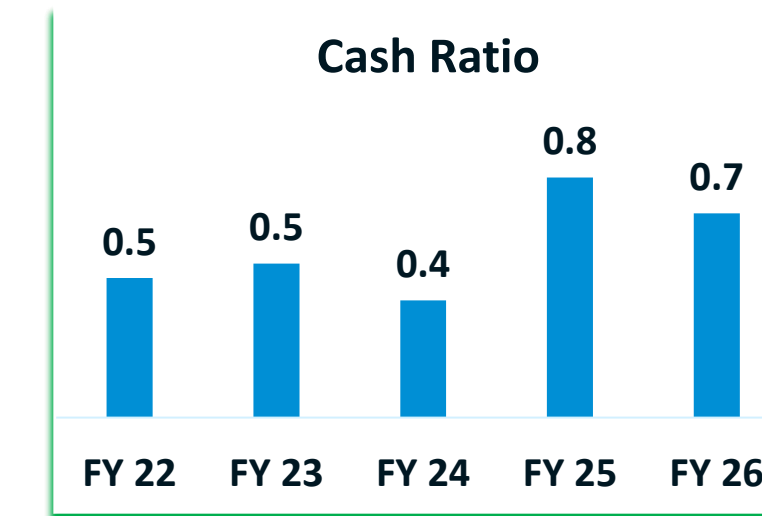
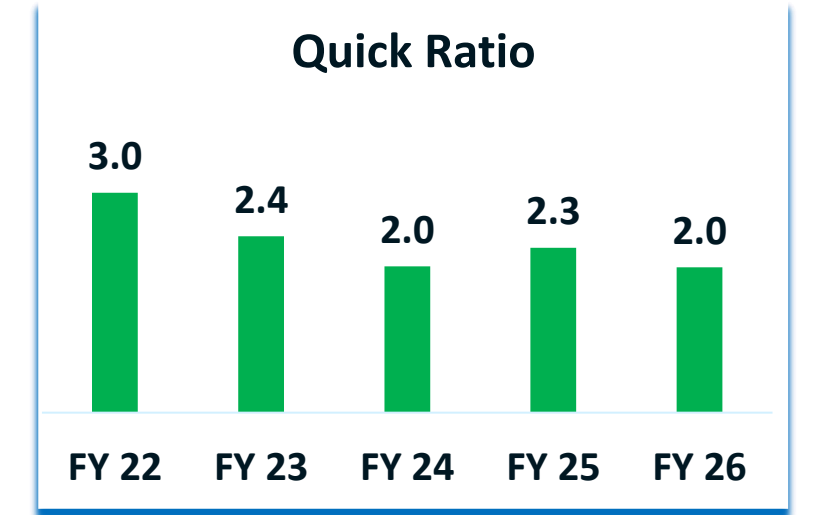
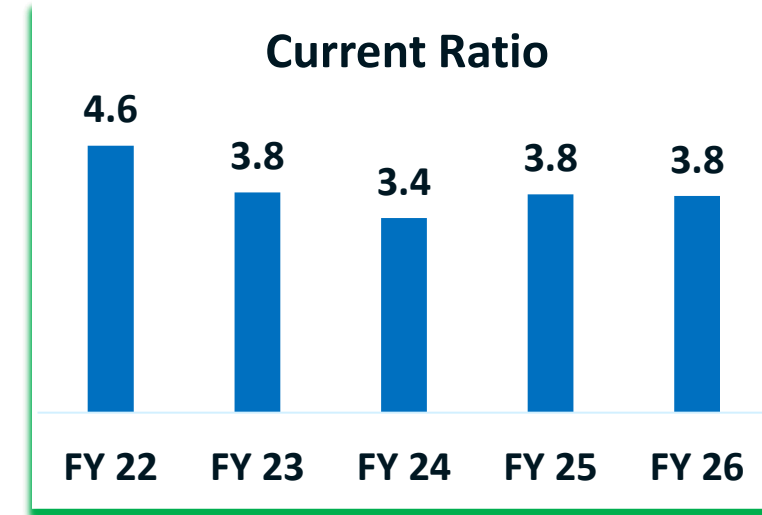
Year	DSO (Days)	DPO (Days)	CCC (Days)
FY 2021-22	462	100	362
FY 2022-23	435	101	334
FY 2023-24	409	64	345
FY 2024-25	372	102	270
FY 2025-26	260	91	169

# BS Performance — Ratios | FY 2025-26

## STANDALONE



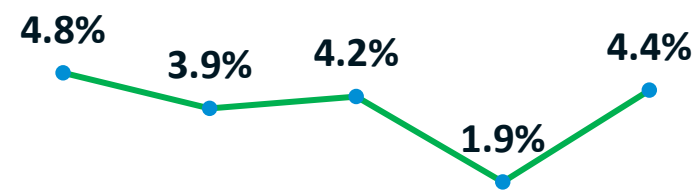
## CONSOLIDATED



# BS Performance — Ratios | FY 2025-26

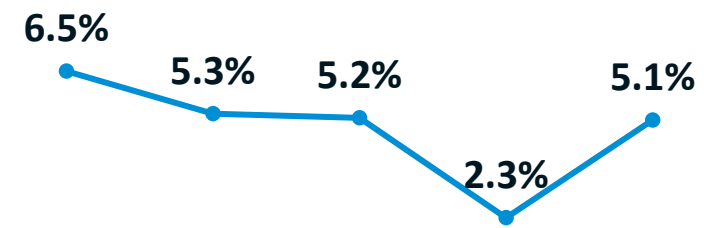
## STANDALONE

### Return on Investment (ROI)



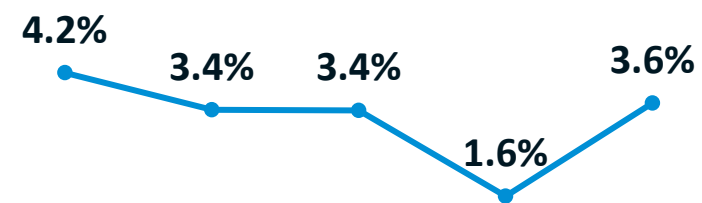
FY 22 FY 23 FY 24 FY 25 FY 26

### Return on Equity (ROE)



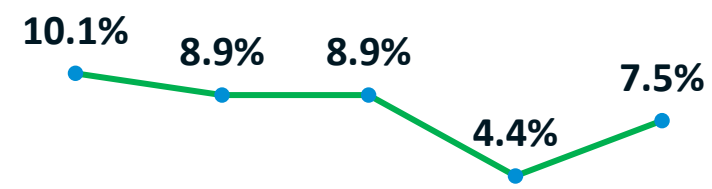
FY 22 FY 23 FY 24 FY 25 FY 26

### Return on Assets (ROA)



FY 22 FY 23 FY 24 FY 25 FY 26

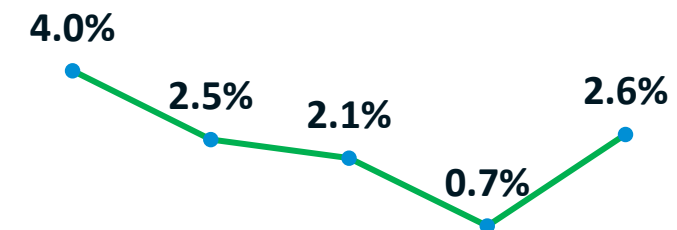
### Net Profit Margin



FY 22 FY 23 FY 24 FY 25 FY 26

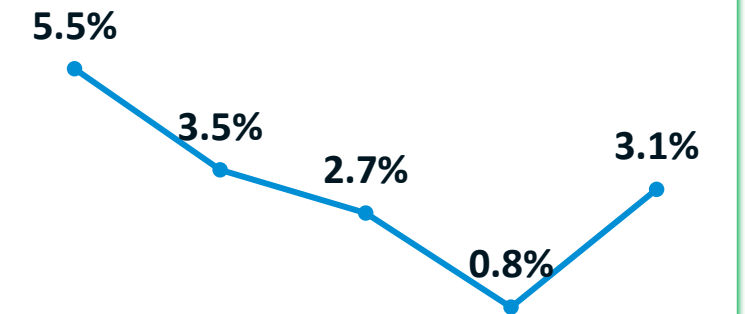
## CONSOLIDATED

### Return on Investment (ROI)



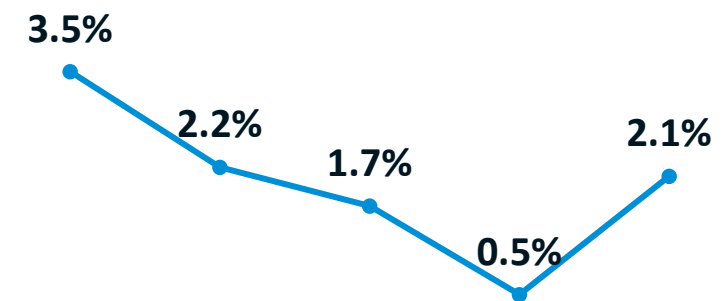
FY 22 FY 23 FY 24 FY 25 FY 26

### Return on Equity (ROE)



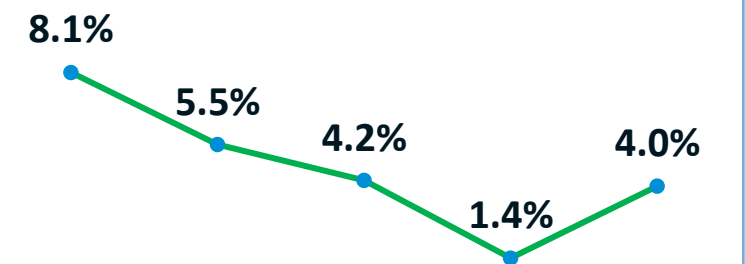
FY 22 FY 23 FY 24 FY 25 FY 26

### Return on Assets (ROA)



FY 22 FY 23 FY 24 FY 25 FY 26

### Net Profit Margin



FY 22 FY 23 FY 24 FY 25 FY 26

# Financial Result – Q4 & FY 26 (₹ in Cr.)

In ₹ Crore	STANDALONE					CONSOLIDATED				
	Q4-FY26	Q3-FY26	Q4-FY25	FY26	FY25	Q4-FY26	Q3-FY26	Q4-FY25	FY26	FY25
Revenue from Operation	45.55	31.25	29.86	128.30	93.36	46.59	32.49	31.00	132.90	95.25
<b>TOTAL REVENUE</b>	<b>45.55</b>	<b>31.25</b>	<b>29.86</b>	<b>128.30</b>	<b>93.36</b>	<b>46.59</b>	<b>32.49</b>	<b>31.00</b>	<b>132.90</b>	<b>95.25</b>
<b>Revenue Growth</b>		<b>146%</b>	<b>153%</b>	<b>137%</b>			<b>143%</b>	<b>150%</b>	<b>140%</b>	
COGS	4.23	6.38	6.94	19.21	16.82	4.23	6.38	6.94	19.21	16.82
Employee Cost	6.07	8.35	5.93	27.53	24.12	7.16	10.30	7.24	32.99	27.48
Other expenses	24.80	7.87	11.60	47.18	27.30	25.22	7.97	12.09	48.51	28.68
<b>EBIDTA</b>	<b>10.46</b>	<b>8.65</b>	<b>5.40</b>	<b>34.39</b>	<b>25.13</b>	<b>9.98</b>	<b>7.85</b>	<b>4.72</b>	<b>32.19</b>	<b>22.27</b>
<b>EBIDTA %</b>	<b>23%</b>	<b>28%</b>	<b>18%</b>	<b>27%</b>	<b>27%</b>	<b>21%</b>	<b>24%</b>	<b>15%</b>	<b>24%</b>	<b>23%</b>
Depreciation & Amortization Cost	5.86	5.66	4.30	22.82	16.33	5.86	5.66	4.30	22.83	16.34
Finance cost	0.90	1.02	1.05	4.07	4.90	0.90	1.02	1.05	4.07	4.90
Other Income	1.61	1.07	1.32	5.49	2.91	0.86	0.76	1.18	3.64	2.24
<b>PBT Before Exceptional Item</b>	<b>5.31</b>	<b>3.04</b>	<b>1.36</b>	<b>12.99</b>	<b>6.80</b>	<b>4.08</b>	<b>1.92</b>	<b>0.55</b>	<b>8.93</b>	<b>3.27</b>
Exceptional item	-	-	0.78	-	0.78	-	-	-	-	-
<b>PBT</b>	<b>5.31</b>	<b>3.04</b>	<b>0.59</b>	<b>12.99</b>	<b>6.03</b>	<b>4.08</b>	<b>1.92</b>	<b>0.55</b>	<b>8.93</b>	<b>3.27</b>
<b>PBT %</b>	<b>12%</b>	<b>10%</b>	<b>2%</b>	<b>10%</b>	<b>6%</b>	<b>9%</b>	<b>6%</b>	<b>2%</b>	<b>7%</b>	<b>3%</b>
Tax Expenses	1.28	0.77	0.36	3.41	1.89	1.36	0.75	0.48	3.60	1.94
<b>PAT</b>	<b>4.03</b>	<b>2.27</b>	<b>0.22</b>	<b>9.57</b>	<b>4.14</b>	<b>2.72</b>	<b>1.17</b>	<b>0.06</b>	<b>5.33</b>	<b>1.33</b>
<b>PAT %</b>	<b>9%</b>	<b>7%</b>	<b>1%</b>	<b>7%</b>	<b>4%</b>	<b>6%</b>	<b>4%</b>	<b>0%</b>	<b>4%</b>	<b>1%</b>



# Overall Analysis

## Three Outcomes That Define FY26

### 1. Financial Momentum

- Revenue and EBITDA improved year-on-year
- Pay-per-use revenue grew +38% YoY
- Cash conversion cycle improved significantly

### 2. Product Validation

- CivitTwin, CivitTDR, CivitInfra all launched
- CivitSustain & CivitMetaverse at order stage
- Concept to commercial delivery in one year

### 3. Strategic Readiness

- Portfolio bridges govt to industrial revenue
- Transaction-led & recurring revenue proven
- Stronger valuation narrative established

# Strategic Review for Future Growth



## From Products To Platforms

*Expanding into Complete Cycle from Demand to Production*

### Manufacturing & Industrial Platform

**Traction: PIM & AXL orders from Metawolf**

Revenue path: enterprise deployments, digital factory experiences and repeatable modules

**Civit  
METAVERSE**

**Civit  
TWIN**

**Civit  
TDR**

### AI Permit Twin Platform

**Traction: BMC + Germany launch**

Revenue path: transaction fees, platform charges and replication across countries

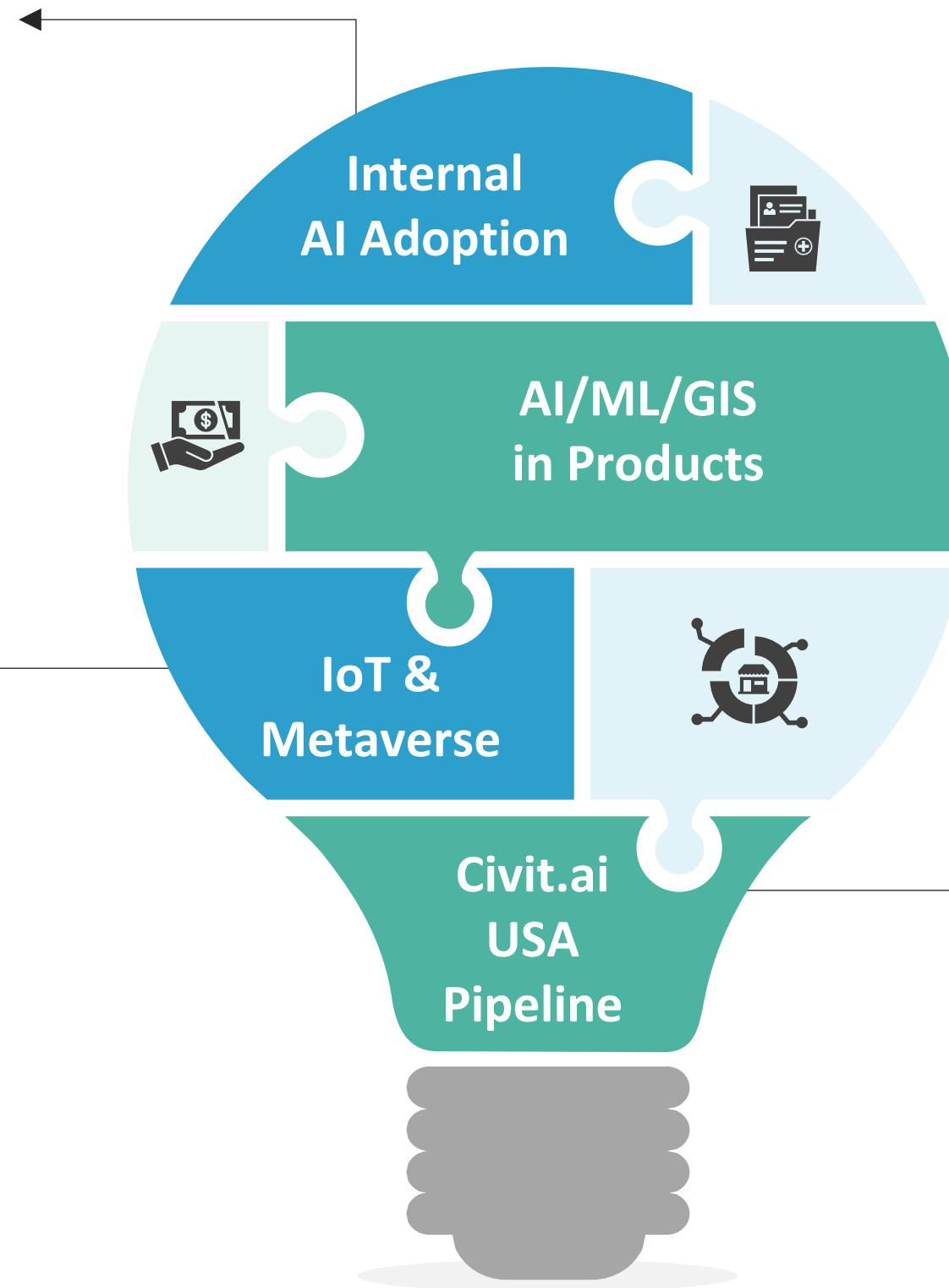
### Development Rights Transaction Platform

**Traction: Mumbai launch + strong enquiries**

Revenue path: transaction fees, platform charges and replication across cities/states

*Leveraging government credibility to build scalable, cash-efficient, industry-focused platforms*

**AI-led internal productivity:**  
Strong internal adoption of AI to improve efficiency across coding, customer support and documentation



**AI/ML/GIS embedded into products:**  
Enhanced Civit Core products with deeper AI, ML and GIS capabilities to improve intelligence and decision support

**IoT & Metaverse capability created:**  
Successful R&D has resulted in a strong feature foundation for immersive industrial digital solutions

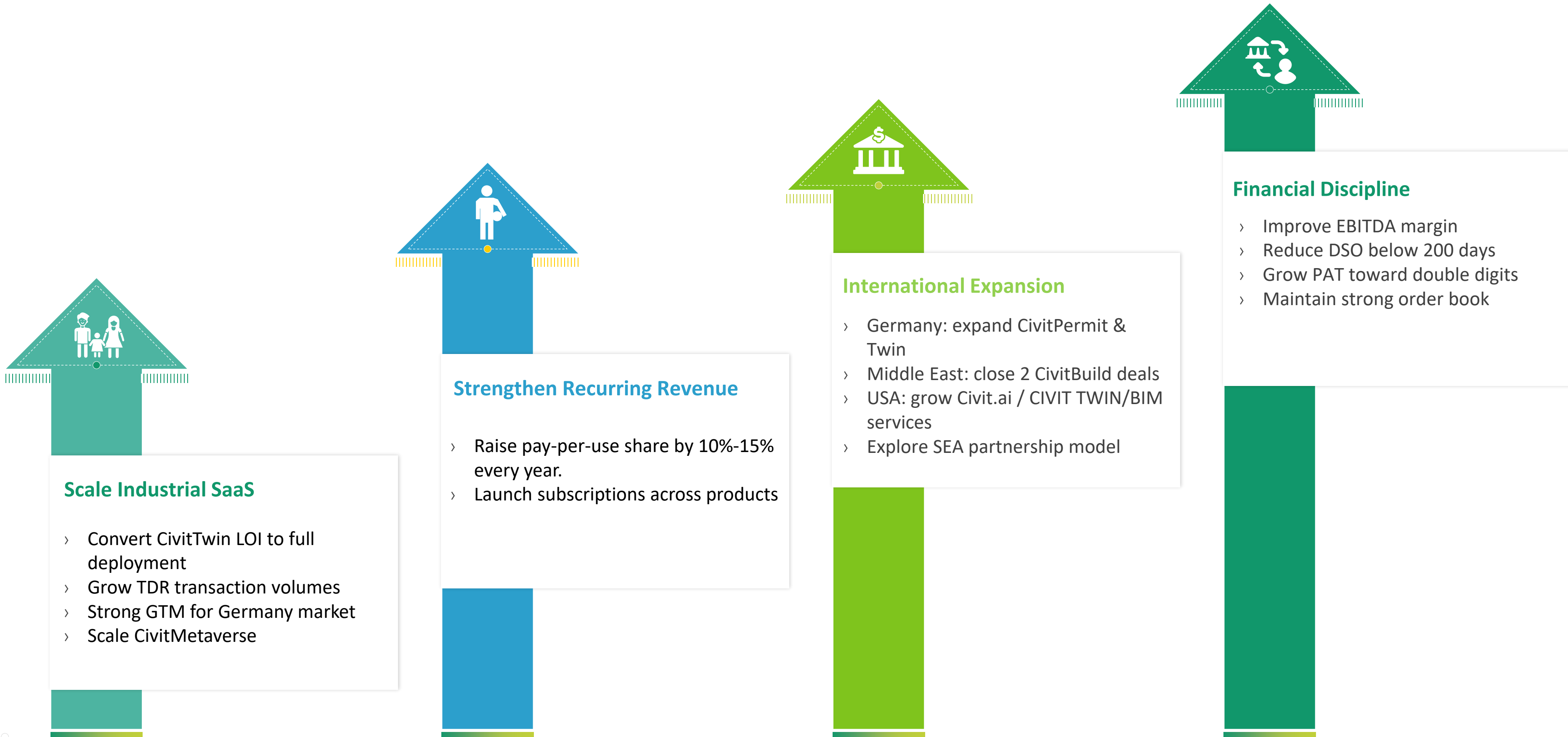
**Civit.ai / BIM services opportunity:**  
Strong USA pipeline emerging for Civit.ai and BIM-led services, creating growth opportunity

# Portfolio Strategy Snapshot (FY27)- Wins, Priorities & Targets

Each Platform Has a Clear Role in the Growth Engine

	Platform	FY26 Traction	FY27 Strategy
1	CivitPermit/CivitPlan	Gujarat order, Germany launch, J&K & DDA	Expand India pipeline; make Germany flagship
2	CivitInfra	AAI launched, strong local pipeline	Target airports, ports, highways, railways etc.
3	CivitBuild	Middle East traction, SCON Infra order	Focus on private infra & construction firms
4	CivitSustain	Mitsubishi order, GIFT City pipeline	Build Strong CWMS – Civit Sustain Cases pipe
5	CivitMetaverse	PIM & AXL order from Metawolf	Manufacturing simulation, training, industrial
6	CivitTwin	BMC LOI, Germany launch	Productize and target US market and Pan India Penetration
7	CivitTDR	Mumbai launch, strong pipeline	Drive transaction volume; replicate to other cities

# Way Forward — FY 2026-27 Strategic Priorities



# A Glimpse — Events, Awards & Launches FY 2025-26



## Single Window Approval System

*EV Ecosystem & NHEV Initiative*

Unified digital platform streamlining approvals, compliance, and infrastructure deployment for EV charging projects across National Highways.



## eBGAI

*Smart Permitting for Governments*

Combines Permit Portal (AI-driven approvals) and Twin Portal (AI-powered pre-review & compliance validation) for faster, transparent building approvals.



## India's First eTDR Platform

*Govt. of Maharashtra & BMC*

Fully digital TDR transactions for 18,000+ developers, powered by AI, blockchain, and automated compliance workflows for urban governance.



## CivitINFRA for AAI

*Airport Infrastructure Monitoring*

Digital system for the Airports Authority of India enabling real-time tracking, efficient project management, and enhanced decision-making nationwide.



## CivitPERMIT (AutoDCR)

*Jammu & Kashmir Urban Governance*

Automated Building Permission and CLU portals integrated with GIS-based Master Plans, enhancing transparency and approval efficiency in J&K.



## DDA Single Window Clearance

*Online Building Plan Approval*

Delhi Development Authority's single window clearance system for online building plan approvals, powered by SoftTech's CivitINFRA platform.

**Company Contract:**

**Ms Aadishri Apte**  
Company Secretary  
SoftTech Engineers Limited  
[compliance@softtech-engr.com](mailto:compliance@softtech-engr.com)

**Investor Relation Contact:**

**Ms Priya Sen**  
Go India Advisors  
[Priya@goindiaadvisors.com](mailto:Priya@goindiaadvisors.com)

**Thank You**