Systango Technologies Limited
Investors Call

(Half Year Ended on 30th Sep 2023)

sYstango
We Make the Impossible, Possible.

DISCLAIMER

This presentation contains certain forward looking statements concerning Systango's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost overruns on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, interest rates and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company. No part of this presentation shall be reproduced, copied, forwarded to any third party either in print of in electronic form without prior express consent of the company.

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ABOUT SYSTANGO

Systango is a publicly traded digital engineering services company.
We are a technology powerhouse geared to add value to digital
ecosystems via agile solutions and reliable on-time deployments.
With the capacity to manage large-scale projects, we also pride
ourselves on maintaining a boutique firm's loyalty and personalised attention.

We believe in building Tomorrow's innovations today.

USA
Washington DC

UK
London

India
Indore

SYSTANGO@GLANCE

ISO **27001** &
ISO **9001**

3 Offices
Worldwide

1000+
Projects

15+ Years of
Innovation

300+ Employees
Worldwide

600+ Clients

Approved Supplier On
GOV.UK

TOP
WEB3
Clutch
2023

corporate vision
Top Design Agency In
2022 London

TOP
1000 COMPANIES
Clutch
GLOBAL
2022

TOP
100 COMPANIES
Clutch
FASTEST GROWTH
2021

Great
Place
To
Work®
Certified
FEB 2023 – FEB 2024
INDIA

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AWARDS
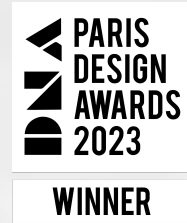
TECHNOLOGY VERTICALS

AI ML Generative AI

BI, BigData
(Spark, Kafka, Nifi, Cassandra)

Blockchain, Hyperscaler & Cloud

Practices
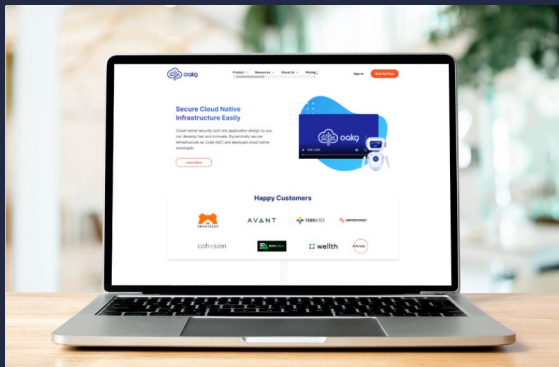(Y Lab, Rust)

Legacy Modernization Services

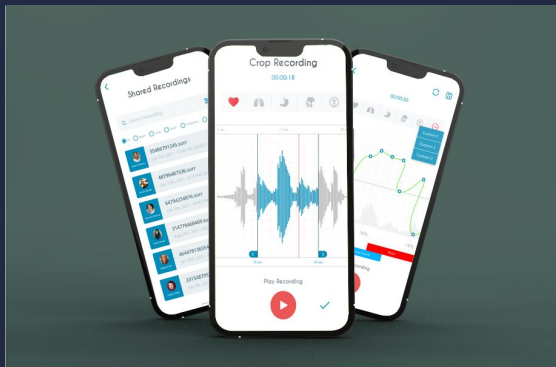**Dev Ops**

Application Development

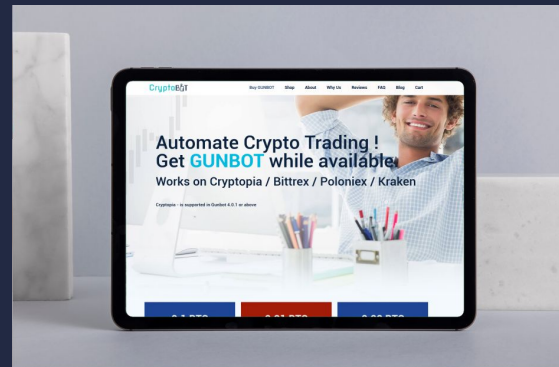sYstango

FOCUSED AREAS OF SERVICES

S

Cloud Services

Helped clients fix issues, develop strategy, utilize managed services, or further modernize and secure applications and infrastructure.

Data Engineering & Machine Learning Services

Experience in data aggregation, storage, organization, optimization, analytics, and machine learning algorithms for data analysis, recommendation systems, and sentiment analysis models.

Web3 & Blockchain Solutions

Experience in building NFTs, DApp, DeFi, Metaverse implementations, DAOs, Exchanges & wallet integrations, custodial services, smart contracts, marketplaces, Web3 Apps.

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SYSTANGO AS INFLUENCER

Speaker at MWC Barcelona

MWC Barcelona is a premier event for the connectivity ecosystem, with top global companies, governments, and tech businesses showcasing their products and discussing tech issues, attracting thousands of senior executives.

Panelist at 4YFN

4YFN is the startup event of the world's largest exhibition for the mobile industry, GSMA MWC which aims to support startups, investors and companies to connect and launch new business ventures together.

FDM everywoman in Technology Award

The FDM everywoman in Tech Awards shines a spotlight on the UK's tech industry's most exceptional female talent across all stages of their career journey. The forum brings together a community of over 500 women working in Tech.

WiTT- Lessons from Leading Women Tech Entrepreneurs

Vinita Rathi, recently featured as a speaker at the Women Tech Entrepreneurs event by WiTT, sharing insights on tech business growth, experiences, and advice for entrepreneurs.

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WOMEN IN TECHNOLOGY

COINTELEGRAPH
Innovation Circle

Vinita Rathi
CEO

Systango
United Kingdom

Member Since 2022

COINTELEGRAPH
Innovation Circle

2023

FOUNDING MEMBER

Vinita has joined the esteemed founding members of the Cointelegraph Innovation Circle, an exclusive community in the world of crypto, fintech, Web3, and NFTs. This provides her with a platform to connect, collaborate, and establish herself as a respected leader in the industry while exploring new opportunities for her business.

Forbes | Councils

Vinita Rathi
CEO

Systango
United Kingdom

Member Since 2023

2023
OFFICIAL MEMBER

Forbes
Technology Council

Vinita has joined the Forbes Technology Council, an exclusive community of industry leaders, as a recognized expert in the technology field. This membership provides her with a platform to collaborate, establish thought leadership, and expand her professional network.

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Board of Directors

Vinita Rathi
Managing Director

Nilesh Rathi
Executive Director & Chief Financial Officer

Sarita Devi Khandelwal
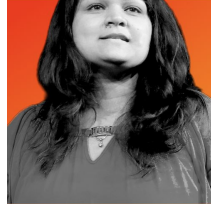Chairperson & Non-Executive Director

Vikas Jain
Independent Director

Narender Tulsidas Kabra
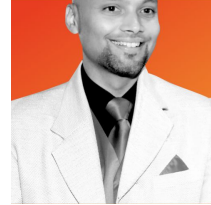Independent Director

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CORE
TEAM

Vinita Rathi

CO-FOUNDER & CEO

5.5 years in trading tech at a tier 1 investment bank & 10 years as CEO of Systango, leading the company across the Globe.

Nilesh Rathi

CO-FOUNDER & CFO

18+ years in software dev, delivery, finance and people management across global teams.

Bhuvan Dani

SR. DIRECTOR, ENGINEERING

18+ years of experience, champions resource management group.

**Arpit Khandelwal**

SVP ENGINEERING

18+ years experience. Expert in complex technical landscapes, architecture governance, & developing internet-scale applications. Champions Blockchain Practise.

Pallav Boonlia

SR. DIRECTOR, ENGINEERING

16+ years driving engineering excellence with a track record of delivering high-quality products. Expertise in fostering innovation to achieve business goals. Champions DevOps and Data Practise.
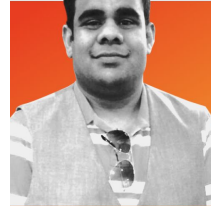
Gagan Bahety

SR. DIRECTOR, ENGINEERING

14+ years of engineering experience across FinTech, Telephony and PropTech.

Alex Sewell

DIRECTOR SALES USA/EMEA

30 years international sales experience, bringing new technologies to market and accelerating growth.
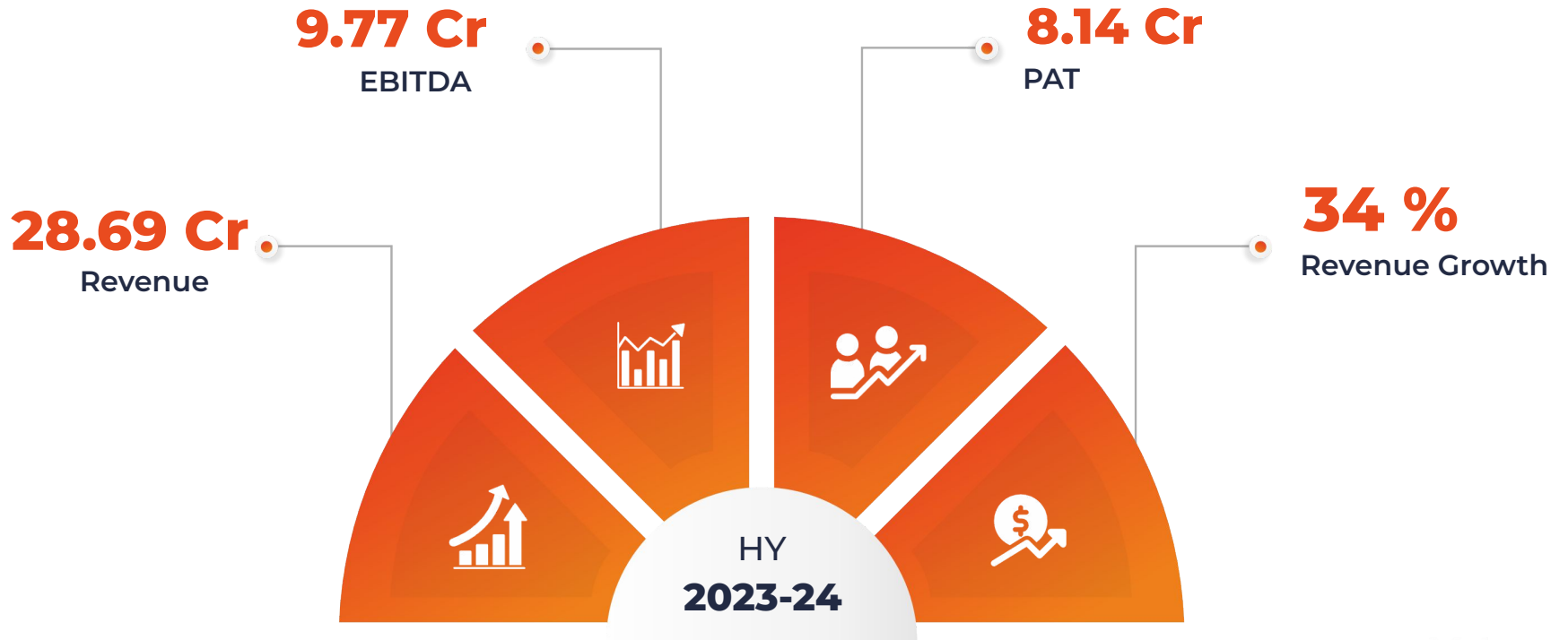
Femi Ajayi

HEAD OF GROWTH

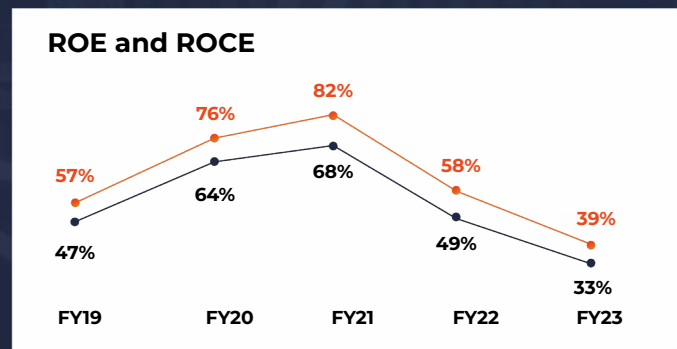12+ years of experience in digital marketing, brand development, & strategy. Chartered Institute of Marketing (CIM) certified.

SYSTANGO (Consolidated) IN NUMBERS - HALF YEAR ENDED 30th SEP 2023

9.77 Cr
EBITDA

8.14 Cr
PAT

28.69 Cr
Revenue

34 %
Revenue Growth

HY
2023-24

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KEY PERFORMANCE INDICATORS (FY 22-23)

Revenue
(in ₹ Crs)

FY19	FY20	FY21	FY22	FY23
12	14	23	31	48

EBITDA
(in ₹ Crs)

FY19	FY20	FY21	FY22	FY23
2	3	7	9	16

PAT
(in ₹ Crs)

FY19	FY20	FY21	FY22	FY23
1	3	5	7	13

ROE and ROCE

	FY19	FY20	FY21	FY22	FY23
ROCE	57%	76%	82%	58%	39%
ROE	47%	64%	68%	49%	33%

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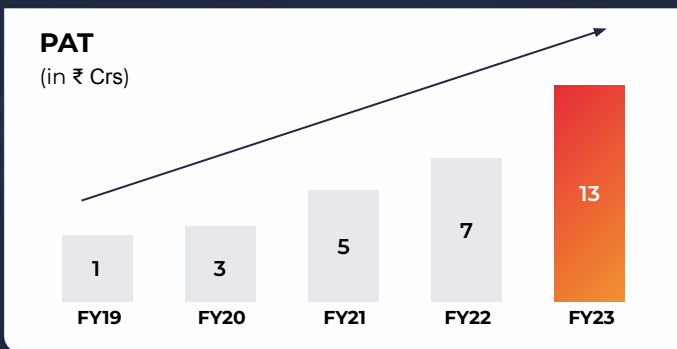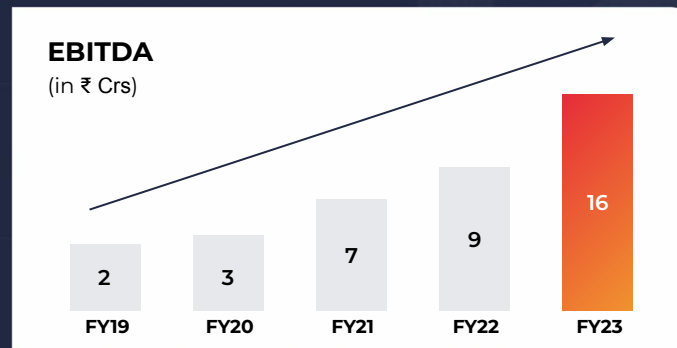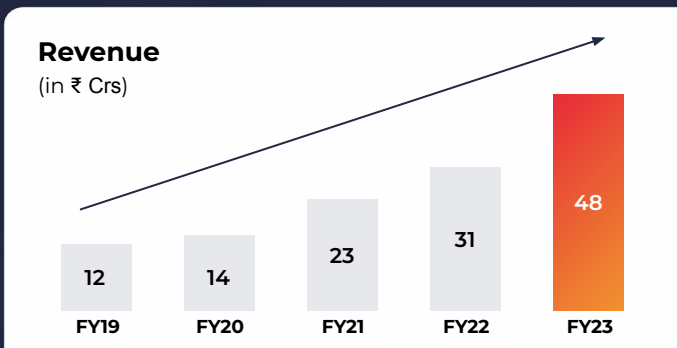
Financial Performance

as on 30th September 2023

Unaudited Consolidated profit & loss as on 30th Sep 2023

(in ₹ Crs)	Half Year Ended		
Particulars	Sep 2022	Mar 2023	Sep 2023
Revenue From Operations	22.39	29.94	26.92
Other income	(1.01)	2.37	1.77
Total Revenue	21.37	32.31	28.69
Less: Total Expenditure (Excl D&A, Finance Cost & Tax)	15.97	20.46	18.92
EBITDA	5.40	11.85	9.77
EBITDA margin	25%	36%	34%
Less: D&A, Finance Cost & Tax	1.04	2.22	1.63
PAT	4.36	9.63	8.14
PAT margin	20%	29%	28%

Revenue

- Operating Revenue grew by 22% over same period last year.
- H2 are generally stronger in comparison to H1.

EBITDA

- Grew by 80% over same period last year.
- Increased sales & marketing expenses to generate more business

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Unaudited Standalone profit & loss as on 30th Sep 2023

(in ₹ Crs)	Half Year Ended		
Particulars	**Sep 2022**	**Mar 2023**	**Sep 2023**
Revenue From Operations	21.30	27.07	24.23
Other income	0.5	0.76	1.37
Total Revenue	**21.81**	**27.84**	**25.61**
Less: Total Expenditure (Excl D&A, Finance Cost & Tax)	14.56	19.26	17.61
EBITDA	**7.24**	**8.58**	**7.99**
EBITDA margin	33%	30%	31%
Less: D&A, Finance Cost & Tax	1.37	1.62	1.53
PAT	**5.86**	**6.96**	**6.46**
PAT margin	26%	25%	25%

OUR WAY FORWARD

OUR FOCUS

Geography Expansion

New Office and JV In Dubai for Middle East and Africa.
Invest and Expand in North America, Europe & UK inorganically and organically.

Clients

Partnerships led growth in Middle East, Africa, US and Europe and expand client base.

New Competencies

New Tech Partnerships (Adobe Bronze, GCP and AI, AWS).
Invest and further core competencies in AI-ML, Cloud and Web3
Rust Engineering.
Solution Oriented Sales.

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Thank You