

# Systango Technologies Limited

## H1FY 23-24 Earnings Call

### (2023-11-17) - Transcript

**SYSTANGO TECHNOLOGIES LIMITED MANAGEMENT:  
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NILESH RATHI-EXECUTIVE DIRECTOR AND CFO**

**MODERATOR:  
ASTHA JAIN**

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#### **Transcript:**

**Astha Jain:**

Good evening, ladies and gentlemen on behalf of Hem Security's Astha Jain senior research analyst from hem Securities. Thank you all for joining Systango Technologies Limited actual FY24 earnings conference call joining us on the call today are the senior members of the management team Mrs. Vinita Rathi Managing Director and Mr. Nilesh Rathi Executive Director and CFO Systango Technologies Limited we will commence the call with the opening thoughts from the management post, which will open the forum for Q/A session where the management will be glad to respond to any queries that you may have.

Starting with the session I would like to state that you will be kept on you throughout the event and all the questions will be asked by typing them in Q&A checkbox or by raising hands during or end of the session in case if we miss answering any question due to time constraint then you can send your queries to [cs@systango.com](mailto:cs@systango.com). before we go on to the main call, I would like to read the standard disclaimer. There may be forward looking statement about the company which are based on the belief opinion and expectation of the company's management as on the date of this call the company do not assume any obligation to update their forward looking statement if those believe opinion expectation or other circumstances should change these statements are not guarantees of future.

Performance and involved risk and uncertainties that are difficult to predict consequently listeners should not place any undue reliance on such forward-looking statement with this. I will hand over the call to the management to take it Forward over to Vinita.

**Vinita Khandelwal Rathi:**

Thank you everybody for joining this call. I would like to give a quick overview of Systango, especially for the new audience followed by the financials, and then as Astha said we can open the forum for question and answer. so I'm sure majority of your already aware Systango is a digital Engineering Services Company. We work a lot with grow early stage companies and a part of it is also Enterprise and how we differentiate ourselves is by the agility and the partnership that we build with our customers. We take pride on maintaining the boutique forms loyalty and personalized attention that we're able to offer to our customers.

At a very high level, we continue to be ISO 27001 & 9001 certified. We have three offices right now one out of London one out of Washington DC and then Indore in India. We continue to be 300 plus employees across the globe and we are still an approved supplier on the government of UK platform. We recently gotten ourselves our certifications for WEB3 for blockchain. We also have recently I think it was four months ago won an award from DNA Paris for our designs. We have also been able to get ourselves listed on Clutch, which is a review and verification company to give us top generative AI award as well. So we continue to position ourselves within the three blockchain-generative AI spaces as a leader and as a company that continues to learn new technologies and deliver to its customer base. in terms of Technology verticals, we do like, a lot of Modernization work. We have the core of who we are we are a web application and mobile application company, but then we have built a lot of expertise within AI ml business intelligence Big Data, web3 blockchain, and cloud, and we have also developed in the last six months new practices such as rust as well.

Our current Focus areas of services are three, basically so one is the cloud service. So we are a cloud-native company. We have been working with our customers to move them on-premise to different clouds. We last six months also have started building relationships with hyperscaler such as Google Cloud, Amazon as well as Microsoft. So you would see those details in the slides that we have uploaded earlier today, but now we are Adobe partner. We are also Amazon partner to become a Google partner. so that's like one. We're focusing very hard on that will give us hyperscaler or lead growth.

The second area of our Focus right now is data engineering and machine learning Services. We have been building this team for last two years. However in last one year, we have focused a lot on generative AI so we have rolled out systems in production that uses generative AI across different language models and third Focus area for us is that three and blockchain solutions. So we work with our customers to bring their Solution on blockchain and then also do a lot of peripheral services on such as that three on application volatile development Etc.

From a geography perspective, our Focus continues to be USA, UK and Europe having said that we have now started focusing on Africa as well.

Going straight to our financials. The one thing that I would like to highlight is usually our first half is always lower than our second half. so that is what I would like all our investors to keep in mind having said that we did about 29 crore in Revenue in the first half of Year, and our EBITDA was about 9.77 crore. Our PAT was at 8.14 and if you compare it with how we did in the previous years' first half we had a 34% Revenue growth on the same period last year. From a EBITDA perspective. I think we grew Again by 80% over the same period last year. And I think one of the things that I would like to highlight is that our first six months after we got ourselves listed on the Stock Exchange has been highly focused on how do we grow ourselves? And what is it that we do next? And so the objective of IPO was really to grow Systango organically and inorganically, right and a part of it has gone into our organic expansion in our London office. So you would see that we have added a 30 year experienced sales director out of your office who's gonna cover UK as well as EMA. We have also added a 12-year plastic experienced head of growth who's now looking after marketing digital our presence across anything digitally and we are also in the process of hiring few more and what we call as our front office. so that's what we have been doing in last six months other than also focusing on hyperscaler-based growth. In the next six months. We also intend to open a new office in Dubai for our

expansion in the Middle East and Africa, we have already started working with couple of customers Out of Africa. So we believe that this momentum is only gonna continue in next six months and other than this we're constantly focusing on our partnership LED growth. So we have built few Partners across UK and USA in last six months that's going to allow us to now grow in the edge of this year.

From a competency perspective as I was saying earlier we continue to focus on AI ML, Cloud, WEB3 but one change that we have done in last six months is to also focus on Rust I'm not sure how many of you are aware but rust is a upcoming language that a lot of companies are highly focused on especially when it comes to low level programming language such as c++, so we are building our expertise in that and we believe that this is gonna land us well with our existing customers as well as acquire a new customer. We are also now focusing on Building Solutions and go through a solution oriented sales. So as an example, we build a intelligent document processing platform and now we are going out and giving our consultation to quite a few legal firms companies based out of UK ,them use this platform to do their own document processing similarly. We have developed a few other solution. So instead of just being a staff augmentation company or IT services company that does these spokes software development. We are building this solutions and then either we gonna license this out to our customers or we are doing completely bespoke implementation, but using this as a base using this as a foundation, so these are the major changes that we have done in six months with which we believe our H2 should be better than the edge too that we had for example last year and we should be able to maintain the same growth rate that we have had in last a couple of years. With that, I think I would want to close from my side overview, but then I would like to hear any questions that are investors have and answer them appropriately.

**Astha Jain:**

Thank you, With this we start with Q&A session requesting all of you to ask the question either by raising your hand and unmute yourself by typing your question in Q&A checkbox along with your name and your organization name before asking questions. Please introduce yourself along with your organization.

So we have a question from Pawan Kumar, Mr. Pawan please unmute yourself and ask questions.

**Pavan Kumar:**

Hi, Mam. That's who go by first question would be regarding the growth Outlook itself in first half if I look at your numbers, we have done some 20% growth if I'm right as compared to an year on year basis, but EBITDA margins have gone down from 33 to 29% So what I was overall trying to understand is this a new trajectory of growth and number two what should be the realistic margins that we should be looking at over a medium period?

**Vinita Khandelwal Rathi:**

Thank you Pavan for your question. I'm just looking at our numbers. So if I look at our Consolidated numbers for September 2023 are EBITDA for this first half is 9.77 crores versus for September 2022 was 5.40 crore on the revenue of 22.39 versus this time on a revenue of 26.92. So in terms of our EBITDA margin, I think we did about 34% this year against 25% last year on the same period so my understanding is we have improved on it.

**Pavan Kumar:**

Okay.

**Pavan Kumar:**

Okay, go the other income part of it. So God, does it correspond to the operational income itself? And is it for foreign exchange locations? Because I think that is where we both are differing in terms of careflation of numbers.

**Vinita Khandelwal Rathi:**

so definitely our other income includes the income that we must have made out of our cash, but then also the Forex of fluctuation as well.

**Pavan Kumar:**

Okay, and that your calculating as a part of operating income? And what about the stabilizer the long term?

**Vinita Khandelwal Rathi:**

Yes, yes.

**Pavan Kumar:**

What should be the normalized levels of Martin spell?

**Vinita Khandelwal Rathi:**

So as a company, we would want to continue to have anything above 25% as our EBITDA Margin. That is what we would like to always aim for

**Pavan Kumar:**

That 35%

**Vinita Khandelwal Rathi:**

25% Plus

**Pavan Kumar:**

Very famous, and in terms of employee count, whatever we expecting to add going forward in the next one and a half years.

**Vinita Khandelwal Rathi:**

So for next six months, we believe that we have enough capacity or to be able to serve the demand that we are seeing right now in the pipeline that we have. Our growth is not just going to come from our head crown. We are also trying to increase the per hour rate that we charge to our customer by offering specialized services such as I said rust Engineering Services or AI ML Services cloud like an optimization services. so those are the two factors that will actually add to our growth and improve our numbers having said that I think for next two years to meet our goals that we have set for ourselves. And I remember I think last year I said that by the end of 2025 we want to be our 25 million Revenue company. Order for us to get there. I think we've been looking at an overhead count of 500 people.

**Pavan Kumar:**

And if I heard you write one lock One Last Thing Before I join the Q/A again if I heard you write we are still aiming for Revenue growth of maybe excess of 30% what we actually achieved in the previous years for this year as of now.

**Vinita Khandelwal Rathi:**

that's what I want to aim for and we believe that we should be able to hit those numbers.

**Pavan Kumar:**

Thanks, I'll join.

**Astha Jain:**

Thank you and so we are getting not many questions in our Q&A checkbox also, so I will read it for The first question asked in the last call. We stated a vision of 250 crore Top Line in three years FY26 and maintained the same rate of growth for FY24 and 25. Do we still stick to our guidance?

**Vinita Khandelwal Rathi:**

So I think our first six months for this year have been tough. I would say the first half of and I think I did reflect that when I was saying that I'm very conservative for this first half So I wouldn't say that we are still looking for a 60% growth in financial year 24, which we're gonna end in March I think as I was saying earlier, we are looking at 30% growth for this year. And then, however, we are still aiming for a 25 million revenue at the end 25 so three years from now.

**Astha Jain:**

The next question is what is the growth guidance in the terms of revenue and profit for next two years?

**Vinita Khandelwal Rathi:**

So it's difficult for you to predict for the next two year. I think however for this year if we definitely want to close it with a 30% growth rate by the end of March 24 and that's what we are aiming for at the moment. And that's what our pipeline is also.

**Astha Jain:**

Thank you. Another question is asking. What is the reason for the muted growth in the current quarter?

**Vinita Khandelwal Rathi:**

So one of the challenge that we have had in the first six months and I don't think this is particularly just for Systang. But I think this is for it sector in general that we definitely see a Slowdown in terms of demand and customers getting very conservative when it came to signing on new initiatives. And new projects which is why our first goal for this first six months was to maintain the same Revenue that we had for H20 of our last year right having said that as I was saying earlier, we believe that our H2 is always better than historically that has been the case and looking at the status right now. We're already made November. I believe H2 is gonna be better than H1 and last year's H2.

**Astha Jain:**

Another question is you stated that is better than I think it is a continuation of what we were discussing right now. So in effort 23 40% of the revenue comes in H1 and 60% in common H2. Can we expect H2FY 24 will also be 60% of 12 approximately 60%

**Vinita Khandelwal Rathi:**

So we are definitely aiming to cross 65 plus this year. That's what we have aimed for ourselves. I can't really think of in my head right now if that's gonna be 60%.

**Astha Jain:**

Geographic mix for H2FY 24

**Astha Jain:**

in terms of Revenue

**Vinita Khandelwal Rathi:**

For so I don't have these numbers with me at the moment and...

**Astha Jain:**

Which is yes.

**Vinita Khandelwal Rathi:**

we can really share it afterward.

**Astha Jain:**

so requesting all the participants that they can email us at [cs@systango.com](mailto:cs@systango.com) in case if any query remain unanswered. The next question is saying can you share the current head count and a TTM attrition rate?

**Vinita Khandelwal Rathi:**

So I don't have an attrition rate for this year. I think our attrition rate for last year was about 17 percent. Our current headcount is 301 at the moment globally.

**Astha Jain:**

Okay, the next question is in last six months. Did we add any new clients or just retained all old clients? Are we supporting in any banking customers also and any plans to increase head count? So there are three parts in the world single question.

**Vinita Khandelwal Rathi:**

So we have definitely added a new customers. There was a Slowdown in Old customer which is why we went conservative for this first half and we worked very hard on building our pipeline. So we have added new customers, especially in Africa and in UK as well as in USA.

**Astha Jain:**

Okay.

**Vinita Khandelwal Rathi:**

Are we We are not supporting any banking customer at the moment and any plan to increase head count. As I said, our current capacity allows us to meet the goals that we have for this year. However, we do have plans to increase our head count over next two years.

**Astha Jain:**

So the next question is from Nithin James please unmute yourself and ask questions.

**Nithin James:**

Okay, I had two questions one is with respect to your current Investments. You have a substantial term parked and current Investments. Could you through some light what that is? And what is the intended purpose of having such a big number that?

**Vinita Khandelwal Rathi:**

So I'm guessing that you are referring to the cash position that we have of about 50 to 55 crude on our balance sheet.

**Nithin James:**

Yeah, yes. Yes.

**Vinita Khandelwal Rathi:**

And that includes the funds that we have raised from IPO, right? We currently parking These funds either in fds,...

**Nithin James:**

Okay.

**Vinita Khandelwal Rathi:**

or in liquid, funds.

**Nithin James:**

Okay.

**Vinita Khandelwal Rathi:**

one of the major objective of our IPO was to do in organic expansion, And so we have been on hunt for acquiring a company out of London that gives us consultancy power based out of London, right and this thing takes some time. So we are talking to them. We have already identified somebody who we are very interested in we are also working with them. I think overnight to 12 months is when these funds will be put to use in some shape And format

**Nithin James:**

Okay, my second question is so do we provide any services to any entities and we get paid in terms of equity shares rather than cash. Do we do any such transaction if it's what is the Quantum of that?

**Vinita Khandelwal Rathi:**

So we don't do only equity on any deal that we do is either all cash or the majority of it in cash. But then some equity. this is probably only maybe ten to fifteen percent of the world that we do

**Nithin James:**

So the amounting current investment of the 52 crores how much of that is uncoated equity shares, which you've got for services.

**Vinita Khandelwal Rathi:**

So the 52 growth that you're referring to is all in cash in fds,...

**Nithin James:**

Okay.

**Vinita Khandelwal Rathi:**

and in mutual funds like liquid funds.

**Nithin James:**

Okay, and what is the Quantum of equity shares you got for clients whom you work which is that on your balance sheet. Is that a number you could provide?

**Vinita Khandelwal Rathi:**

I think I will defer to my team to give you those numbers and...

**Nithin James:**

Okay, okay.

**Vinita Khandelwal Rathi:**

we can certainly in.

**Nithin James:**

It's bad enough. If I could just open one of the question out of the total revenue for H1 what kind of percentage is 10% of the revenue coming by way of equity shares. For us instead of cash. Is that assumption correct? Or it's going to be much lower?

**Vinita Khandelwal Rathi:**

It's gonna be much lower. Probably 1% Maybe.

**Vinita Khandelwal Rathi:**

Okay.

**Astha Jain:**



Thank Since not many questions are coming in Q&A checkbox. So I will be continuing with that. Another question is saying what is the percentage of revenue from top one or top five or top 10 customer in each one effort 24

**Vinita Khandelwal Rathi:**

So I will see our top 10 customer contributes to about 40 to 45% of our Revenue.

**Astha Jain:**

fine Another question is asking. once again Can you elaborate on the products and the solutions which you intend to license? How much will go in the product development?

**Vinita Khandelwal Rathi:**

So one of the products that I was referring to is an intelligent document processing platform, right what that allows us to do is upload your document and ask questions, right and you can do those questions and answers over multiple documents. So think of this as a investor you receive a lot of documents from the companies that you invest in you can go on this platform and upload your documents that you have received from these companies. These could be financial documents. These could be investor presentations or even be a Prospectors and then you can

Ask questions to these documents. Why are this platforms? So you can ask the question that I was asked just now which is what is the percent revenue from top 10 customers in H1 FY24. So instead of text-based search it will allow you to do a natural language based search and this is Foundation that we have What we are trying to now do is go to different Industries and demonstrate that as a use case and what are the document intensive operations that they do in those Industries and then acquire client that has been one of our strategy last six months. They're like, we have been able to acquire three to four customers just for doing implementation after seeing the demonstration of that platform. Now, we don't necessarily like license the platform that we have built so far largely because some of our customer wants to retain the IP of the product that we build for them right in.

Case this platform that we have built just becomes. Demonstration of our capability within that technology and then we do a build for them from scratch. so that's one way of approaching this the second is what we are seeing now to our customers is that if you don't want us to build everything from scratch, what we can do is we can just use this platform and build a business layer on top of it to do customization for your use case for your indust. If you haven't came across a customer that wants us to do that, but that's where we are heading at the moment. So that's an intelligent document processing platform that I was referring to earlier.

Similarly, we have built a few implementations using So rust is a programming language that is being used right now for low latency like, software and systems at the moment. instead of building in Python instead of building in C++ communities moving towards rust because of its low memory utilization and because of the cost that they incur for running a microservice written in trust and I'm sorry if I'm getting to technical but that is what rust as a programming language is. So if you have built a microservice layer where we are able to demonstrate how it is different from something written in python or how it is different from something written in c++, So we have returned a database that is built in Rust and we're able to demonstrate these kpis. Why are that solution

how much will go in product development. These aren't necessarily products what we call in our world is this is solution oriented sales. So rather than just saying, hey, we can build a web application for you or we can do Cloud deployment for you. Now, we say that hey we have built this platform that either you can use just out of the box or we can do something very similar for you. So these are the solutions that are literally helping our presale stream. Sales team to go out and sold sales Tango to them.

**Astha Jain:**

Okay, thank you. another question is by when do you think the company will come out of the NSE emerged platform lot size of 1600 shares is a big difference for trading in completions.

**Vinita Khandelwal Rathi:**

So I think if I know it correctly from a lot size perspective. So we have already gotten down from 1600 to 400 for the answer when we gonna get out. I think I don't know the answer yet again, I can email.

So we have that again back in now May June July, I think that's when we had our last phone call where I spoke about being conservative about the market. I don't think now we are seeing better demand. It's all resuming back again. So now we can see that

So as I mentioned earlier the goals for about One was to fill out working capital Gap. And this was to build the solutions that we are building and move towards more solution oriented sales and differentiate ourselves from hundred other it companies. The second goal was to build more organic presence in London and...

**Astha Jain:**

Okay.

**Vinita Khandelwal Rathi:**

in us that's what we are already doing and third was to facilitate in organic growth which was to either established JVS or acquire a company as I mentioned earlier on the call. We are already in the process of doing that. We are already starting to work with those companies as well. So I think we are maybe about six months to 12 months away from it at the moment, but that's what the funds gonna be used for.

**Astha Jain:**

Another question is your 25 million USD Revenue guidance is what is for fy25 or F5? Maybe 6. Can you please clear?

**Vinita Khandelwal Rathi:**

So I think it will become fy26 what we are saying is by end of 2025. That's where we want to reach.

**Astha Jain:**

Another question is can you share current order book or tcv?

**Vinita Khandelwal Rathi:**

but just by virtue of the sector that we work in which is growth stage company. We don't necessarily have a order book. We are just starting to build that now and we have say for example three to four customers were already in pipeline again using these solutions that we have been but these all are growth stage companies and our conversion offer customer happens within four weeks, so we don't necessarily have a long sales cycle either.

**Astha Jain:**

The other next question from Manan. Madlani, can you please unmute yourself and ask questions?

**Astha Jain:**

Mr. Manan are you there?

**Astha Jain:**

Manan madlani, can you just ask a question? So these are mute yourself.

**Astha Jain:**

Sorry, we are not able to hear you are audible now.

**Manan Madlani:**

Hello my Audible.

**Astha Jain:**

Yes, so please go ahead.

**Manan Madlani:**

Yeah, sorry for that. So I just had follow-up question you mentioned about acquisition based in London. So what sort of service that company provides and what would be the size of that company? And is that company margin or is their company margins are in line with us or is it lower or higher?

**Vinita Khandelwal Rathi:**

So we have not gotten to a point where we have started evaluating their balance sheet. I think right now what we are looking for and what we are trying to build is that there is a right fit. I am very very of that one of the challenges that usually a company has at least of our size when it tries to acquire another company's integration how well the new companies able to integrate with the existing company and that's what we're evaluating right now the companies specialized for AIML with three blockchain space and one of the reasons why we are Keen to acquire a company like that and any other company similar to that is for building our product ownership project management team based out of UK along with our sales and marketing expertise. so that's what we believe that this company has and that's what we're trying to evaluate as a Next Step. What we're thinking of doing is work on couple of customers together and see if that adds the value that we believe is gonna

Had two sistangle in terms of the rates that we charge in terms of the revenue that we are able to make and again, also evaluate the margins that we will be able to make on those projects.

**Manan Madlani:**

Okay, and do we need to raise any further fund to where that?

**Vinita Khandelwal Rathi:**

That's a question that I don't know the answer of right now. I believe that the extra cash flow that we will be able to generate in next six to 12 months should should be sufficient for us to be able to acquire that just on our own. and without raising any external funds

**Manan Madlani:**

It And do you see any pressure on a revenue side for next year first half, with the US recession and all those things going on or do you see improvement from your own words?

**Vinita Khandelwal Rathi:**

So a Manan I did say about this earlier also. We definitely were under pressure for the first six months of the year, especially in the month of June July. Now, we have started seeing demand coming back again and we are acquiring customers like the way we acquired last year similar time.

So we see that there is a massive Improvement, especially in the sector where we operate.

**Manan Madlani:**

Okay, and recently we saw that in USA BlackRock might launch the ETF about ethereum. So do we get any sort of benefit due to such initiative?

**Vinita Khandelwal Rathi:**

Absolutely. So we have a very strong presence in bet3 and blockchain and I mean if you're already tracking that I'm sure you're also tracking what's happening within crypto World in general right and that means that all the Vivek 3 blockchain companies who were wanting to work in the space are starting to become active again with the hopes that this is going to go through right and we believe that this is going to actually help us.

**Manan Madlani:**

Okay, and the last question would be what sort of peer do we see in India or internationally so that we can track or identify how the industry is going? Is there any player?

**Vinita Khandelwal Rathi:**

if so, I mean that's not something necessarily that I do like on a regular basis. So I mean the company's name that I would quote are probably going to be just too big for us to compare against.

**Manan Madlani:**

Yeah, other than Accenture, let me just say that way.

**Vinita Khandelwal Rathi:**

only there's thoughtworks also, So I'm saying that those names are just too big to be compared against and from the company of anything of similar size. I just can't recall any name from top of my head right now.

**Manan Madlani:**

Okay, fair enough. Yeah. Yeah, that's it from my side and thank you so much.

**Vinita Khandelwal Rathi:**

Thank you.

**Astha Jain:**

Thank you, since we are getting many questions. So would like to request the participant please limit your questions to do and we will take your questions later on. The next in the queue is Mr. Naveen bansal. So please go ahead and mute yourself and ask your question.

**Naveen Bansal:**

Thanks Esther or first of all colleges when you have to present the good numbers as compared to yui. So my question is in first meeting you credit the 30% growth advisory level. Right and September 23 with 27 crored sales. So according to that statement your Revenue should be provided 24 or 65 crore, right?

**Vinita Khandelwal Rathi:**

For this year. Yes.

**Naveen Bansal:**

today and the same event like 30%

**Vinita Khandelwal Rathi:**

So I mentioned this earlier. Also, I think our aim will be to be 25% Plus.

**Naveen Bansal:**

That's it from I said Thanks very.

**Astha Jain:**

Thank you, Mr. Balaji. Kasal. Can you please unmute yourself and ask your question?

**Balaji Kasal:**

Thank God that's about doing opportunity when it's Vinita just on query. I understand you are working the new technologies and across multiple verticals. I just wondering how we are differentiating on putting forward to the customer so that we are more preferred partner to development of their stack and software for them. Yeah, just thank you.

**Vinita Khandelwal Rathi:**

Here so, I mean, ever since we have really Consolidated ourselves and build our collaterals and whatnot. I think one thing that we have always tried making sure we communicate to our customers that we are one of those companies who build partnership with its customers and that partnership is not just by saying partnership, but we actually work with them to understand their product do competitive analysis and really add value which is why we do so much work in growth State sector and early State sector because that's what that sector demands and that we are able to offer and we supplement that by working in Niche Technologies, So only that three blockchain now AIML we started working very early on Ross also I don't think there are many companies from India of our size that has rust cap.

Entities, for example or that has generative AI capabilities the way we have right now with systems that we have rolled out in production for our customers. And I think these two aspects really differentiates us amongst our other peers.

**Balaji Kasal:**

Yeah, thank you. Really? I think you are doing great job if I able to grow next two to three years or five years sitting globally in this new day consists really great achievement all the best we already

**Vinita Khandelwal Rathi:**

Thank you.

**Astha Jain:**

Next question is from the line of anupama Suresh Kumar, please unmute yourself and ask a question.

**Anupama Suresh Kumar:**

Yeah, hi. So I just like last call you said and now also you saying that you want to focus more on web 3 and blockchain. So I just wanted to know if have you taken up any new project in h1fi24.

**Anupama Suresh Kumar:**

New elaborate the give us some detail about it.

**Vinita Khandelwal Rathi:**

So we are not just focusing on with three blockchain. We have three Focus areas right now. One of them is with three blockchain other others are AIML and...

**Anupama Suresh Kumar:**

Yes.

**Vinita Khandelwal Rathi:**

the cloud we have taken on new customers. We have also taken on with three and blockchain customer as well in the first half.

**Anupama Suresh Kumar:**

Do you have any project in mind you can give us some explanation about click?

**Vinita Khandelwal Rathi:**

As in what kind of project it is? That's what you're asking. So if open c for example,...

**Anupama Suresh Kumar:**

Yeah, yeah.

**Vinita Khandelwal Rathi:**

which is a NFT Marketplace we have built a similar Marketplace for one of our customer for other blockchains. So not just blockchain. That's one of the more that we have been in last six months and...

**Anupama Suresh Kumar:**

Okay.

**Vinita Khandelwal Rathi:**

if you need more details, so I mean, I think maybe in the interest of time we can probably also talk line and I can give you more details, but there are several of those product blockchain platforms that we have built in last six months.

**Anupama Suresh Kumar:**

Yeah, So I did one more question. Just so I was going through this site. So there are a lot of case studies in web developmental. So I just wanted to know how are you trying to focus now more on aimla blockchain coming from the web development side.

**Vinita Khandelwal Rathi:**

Mobile application development These all are peripheral Services. anything that you build an AIML is never just AIML it will always require a web interface create web 2 web 3 and...

**Anupama Suresh Kumar:**

right

**Vinita Khandelwal Rathi:**

so it goes for blockchain also, even if Is a blockchain application It requires a front end. It requires some centralized microservices. So in my opinion, your mobile application QA services are never going to go anywhere. They're just very Federal every single customer that you sign up beat for blockchain AIML will always require those services.

**Anupama Suresh Kumar:**

Okay. Yeah, that's it. Thank you.

**Vinita Khandelwal Rathi:**

Thank you.

**Astha Jain:**

Thank The next question is asking. How does the organization structure look like? Which industry the top five customer belong to is getting skilled talent in Indore a challenge for you. Do you think office in Bangalore or Pune Mumbai would be better for talent acquisition. Can you elaborate? Okay. I'll ask this question later on because we have so many part in one single question. Yes.

**Vinita Khandelwal Rathi:**

Okay, so I will probably try to just answer the first two that you have read astha. So I think as a company we invest a lot in our people and so we have quite a director of engineering who are leading different practices, including a senior vice president as well and the structure that we're trying to create is that these each senior folks in the company, they run their own practices and they build the team around those And then we have marketing sales team and whatnot which industry the top five customer belongs to actually one thing that has gone very well for us in the last six months as we have. Also Diversified. Our customers are coming from different sectors, so

We have agency that features in top 5 customer. We have a fantasy Sports customer that features and top five customers. We have a blockchain customer that features and top five customer and we have a Hospitality

customer that features in top five customer. So I think that that diversity now we have for I think is going to go long way especially when it comes to maintaining our growth in next two years.

is getting skill talented in indoor challenge for you? Yes, I think it has been a challenge it continues to be a challenge, but I believe that we have just crashed the surface right now and with the ecosystem that we have created within sistango. I think we really work a lot on the potential of the individual and are able to leverage that and hence that is why we are able to do what we are doing right now just staying in indoor. So when it comes to Talent acquisition and Bangalore Pune Mumbai, we do have a few people who are working for us remotely from these cities. But right now I think our Focus for acquisition is outside of India not in India.

**Astha Jain:**

Thank you. Another question is what kind of acquisition are you looking at? What kind of capabilities do they possess?

**Vinita Khandelwal Rathi:**

So as I was mentioning earlier around the same topic that from an acquisition perspective. We are trying to build our front office out of you can USA which is where our majority of our customers are based in and when I say front office, I mean our sales capabilities out of that office our marketing capabilities out of that office and are also our project product ownership customer success teams out of these office so that's what we're looking at in the company that RV able to get that support when we work with the customer and are we also able to get better rates because of that because of that structure, so that's the type of company that we are trying to acquire

**Astha Jain:**

Another question is can you elaborate on sweater LMS and shoot products? Pardon me or I don't know whether I'm spelling them right or not. So I mean these products they want to know in detail of and what kind of growth do we expect there?

**Vinita Khandelwal Rathi:**

Sure, so I think I touched upon it briefly earlier. We are moving towards a solution oriented growth. Right and Slaughter is one of the elements that we have built that we again showcase to our customers and take their feedback and if they want to use that or they just use that see that as a demonstration of our capabilities similarly Shruti that you see on our website is an implementation that we have done for fintech or platform. Now Beyond necessarily working towards growing those products user acquisition at the moment. I think our complete Focus right now is to really spendo and build its presence both organically in an organically. you can use it.

**Astha Jain:**

another question is approximately clean how many years do you foresee achieving the revenue of thousand crore?

**Vinita Khandelwal Rathi:**

Whatever I say will be inappropriate at the moment for a thousand groups.

**Astha Jain:**

I know in the interest of time now. I will be taking So the last question is can you share how much percentage of Revenue is coming from India? And how much is from the international?



**Vinita Khandelwal Rathi:**

we don't think that we have any customer in India, maybe probably one or two and so it's gonna be like I don't know one point five percent Maybe.

**Astha Jain:**

Okay, Thank you, Mom due to the time limitation. We have to end this call here. However, if you have any queries, please email the same [cs@systango.com](mailto:cs@systango.com) in the end. I would like to thank management team of Systango Technologies Limited what taking time out and responding all the queries and great detail with this. We are ending this earnings conference call of system. Thank you all for joining. Thank you.

**Vinita Khandelwal Rathi:**

That's awesome. Thank you, everyone.

