

11<sup>th</sup> July, 2024

To,  
**National Stock Exchange of India Limited**  
**Listing Compliance Department,**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, Bx`lock - G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai – 400051

**Company Symbol: SYSTANGO; ISIN: INE007R01011**

**Sub: Annual Update**

**Dear Sir/Madam,**

With reference to above stated subject please find enclosed herewith Systango Technologies Limited (CIN: L51109MP2004PLC016959), Annual update presentation for the year ended March 2024.

This is for your information and records.

Thanking you,

Yours Faithfully,

**For Systango Technologies Limited**

APURVA Digitally signed by  
MISHRA APURVA MISHRA  
Date: 2024.07.11  
16:33:58 +05'30'

**Apurva Mishra**  
**Company Secretary and Compliance Officer**  
**Place: Indore**

**Encl.: As above**

**Systango Technologies Limited**  
**(Formerly- Systango Technologies Private Limited)**

 Registered office Third Floor (LHS), STP-I, Crystal IT Park, Ring Road, Indore, Madhya Pradesh - 452001

 +91-731-2971030  [www.systango.com](http://www.systango.com)  [cs@systango.com](mailto:cs@systango.com) **CIN : L51109MP2004PLC016959**

# Systango Technologies Limited Business Update

2023-24

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# DISCLAIMER

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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 or in electronic form without prior express consent of the company.

# SYSTANGO@GLANCE



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



**3** Offices  
Worldwide



**1000+**  
Projects



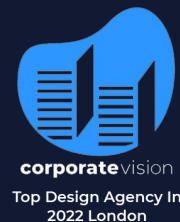
**16+** Years of  
Innovation



**300+** Employees  
Worldwide



**600+** Clients



# AWARDS

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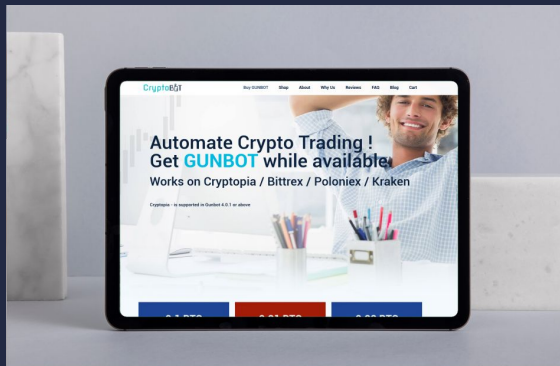
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# AWARDS AND RECOGNITIONS

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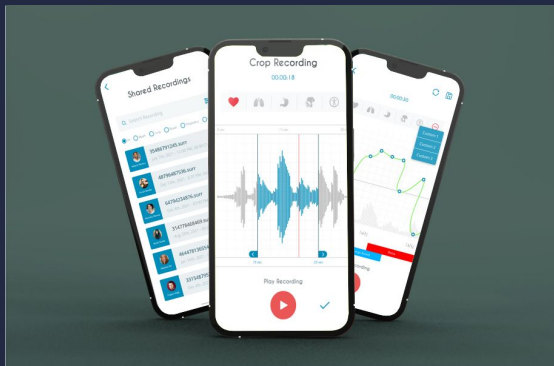
- Honored with the prestigious 'ET MSME Awards 2023 - **India's Fastest-growing MSME – Small** by the Economic Times
- Secured a position on the Clutch 1000 List for 2023 — a noteworthy achievement considering the competition of over 280,000 B2B companies.
- Our CEO, Mrs. Vinita Rathi was invited as a speaker at the Mobile World Congress (MWC) Barcelona 2024
- Our CEO, Mrs. Vinita Rathi was amongst the Finalists of 2024 EveryWoman Technology Awards in Artificial Intelligence Award Category

# FOCUSED AREAS OF SERVICES



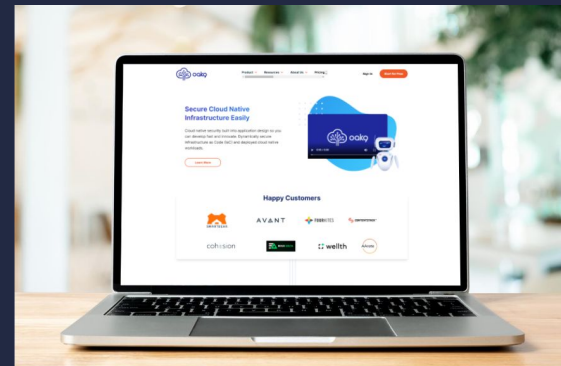
## Web3 & Blockchain Solutions

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



## Data Engineering, AI & ML solutions

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



## Cloud Solutions

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

# TECHNOLOGY VERTICALS





# 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.

# WOMEN IN TECHNOLOGY



Forbes | Councils



Vinita Rath

CEO

Systango

United Kingdom



Member Since 2023

2023  
OFFICIAL MEMBER

Forbes  
Technology  
Council



Vinita Rath

CEO

Systango

United Kingdom



Member Since 2022



2023  
FOUNDING MEMBER

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.

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.

# Board of Directors



# CORE TEAM

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**Vinita Rathi**

**CO-FOUNDER & CEO**

5.5 years in trading tech at a tier 1 investment bank & 11+ 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.



**Arpit Khandelwal**

**SVP ENGINEERING**

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



**Bhuvan Dani**

**SR. DIRECTOR, ENGINEERING**

18+ years of experience, champions resource management group.



**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.



**Gyaneshwari Tiwari**

**HEAD OF GROWTH**

15+ years of experience in digital marketing, brand development, & strategy for growing IT product and services companies



**Hitesh Chouhan**

**GLOBAL CHANNEL  
MANAGER**

12+ years of IT expertise guiding global organizations - driving growth & client success in cloud, AI, Web3, and more.



**Anshuman Thakur**

**HEAD OF ENGAGEMENT**

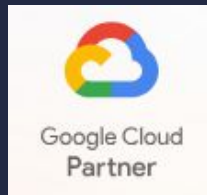
15+ years in HR drives employee satisfaction & growth with strategic initiatives & innovative training programs.

# NEW CLIENTS ONBOARDED

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- Secured contract for building a 'Procurement Management System enabled by Generative AI' from a 25+ year old leading IT Services and consulting company in the UK
- Onboarded a global marketing operations and technology consultancy as a new client. This client is a leader in Data Science and MarTech and works in more than 20 countries and has access to several global giants, including Zoom, Cisco, and Google, to mention a few.
- In addition to the above key customer acquisitions, we have been growing our book of business considerably with various customers in AI ML and blockchain space

# PARTNERING WITH HYPERSCALERS



Google Cloud  
Partner (AIML  
and Cloud  
infrastructure)



AWS (Amazon  
Web Services)  
Select Tier  
Services Partner

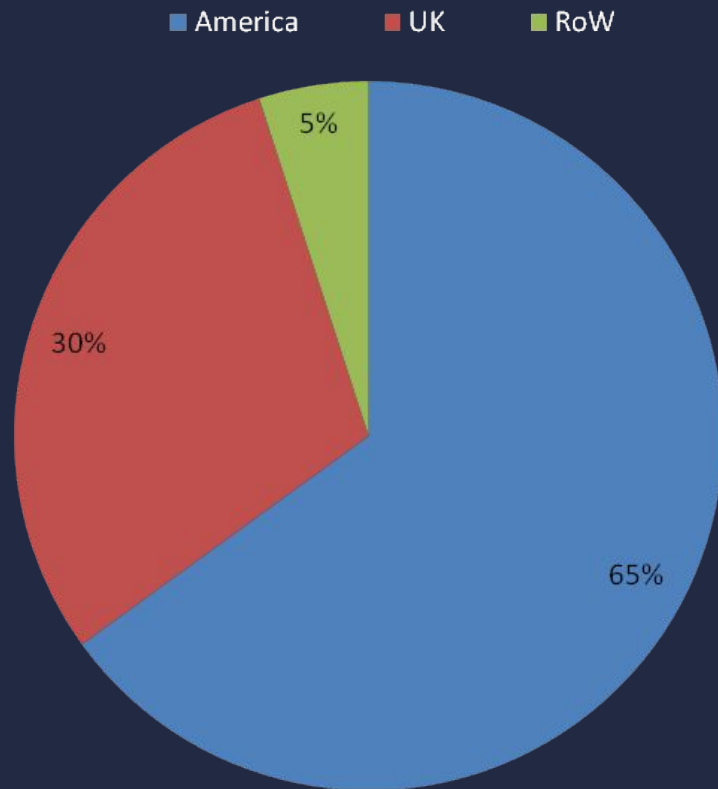


AWS Service  
Delivery  
Specialization



Adobe Solution  
Partner - Bronze

# GEOGRAPHICAL REVENUE SPLIT F.Y. 23-24





# INNOVATION, SCALABILITY & SECURITY: THE SYSTANGO STORY

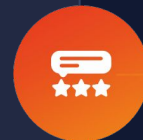
We offer innovative and scalable technology solutions for both enterprise and growth stage companies. As a public company, we bring a wealth of experience and expertise to the table, and we're committed to helping you succeed in the market.



Innovating  
Since **2007**



Helped Raise  
**£55m+**



**95%** Customer  
Satisfaction Rate



Listed On

**NSE** | Emerge

Leading National Stock Exchange of India

**systango**

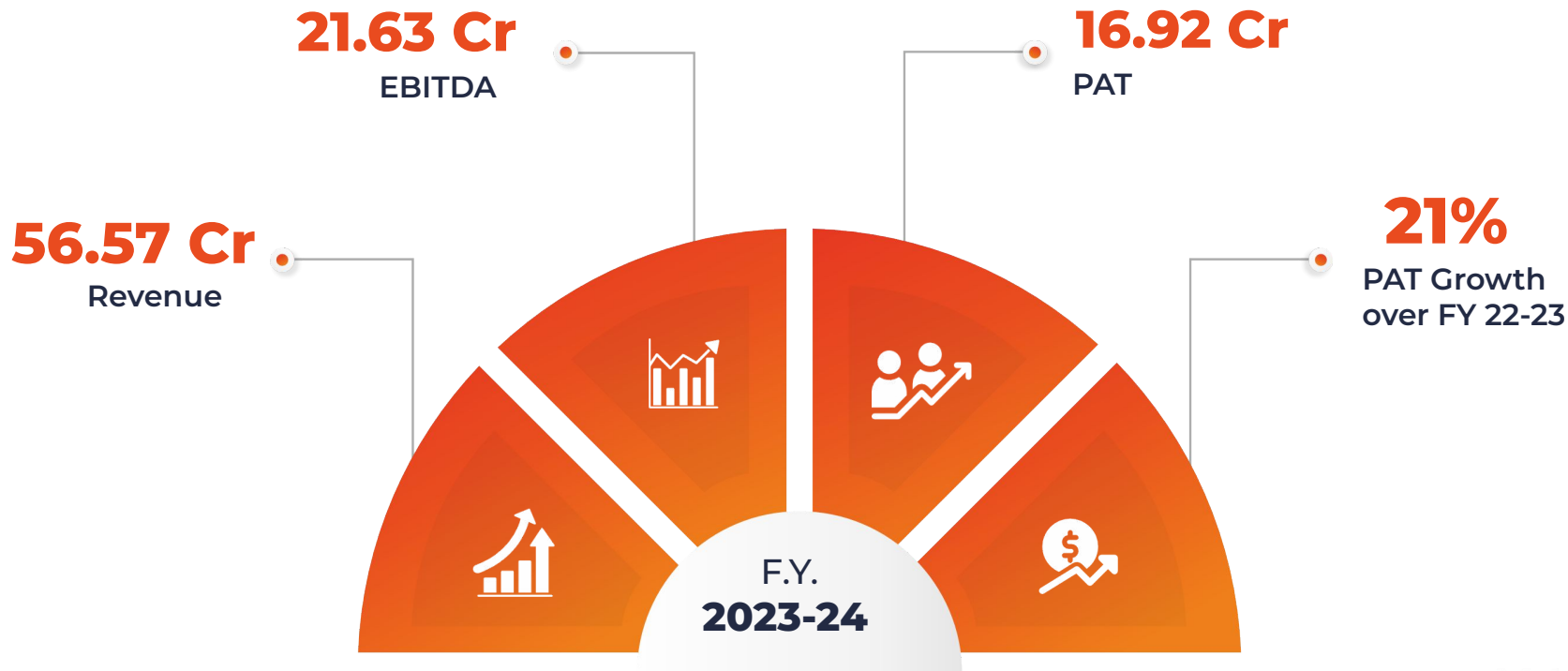


# Financial Highlights

Year Ended 31st Mar 2024

# SYSTANGO (Consolidated) IN NUMBERS - YEAR ENDED 31st March 2024

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## Financial Highlights

## Consolidated Profit &amp; Loss Statement

(in ₹ Crs)	Half Year Ended		
Particulars	Mar 2024	Mar 2023	Sep 2023
Revenue From Operations	29.65	29.94	26.92
Other income	2.36	2.37	1.77
<b>Total Revenue</b>	<b>32.01</b>	<b>32.31</b>	<b>28.69</b>
Less: Total Expenditure (Excl D&A, Finance Cost & Tax)	20.16	20.46	18.92
<b>EBITDA</b>	<b>11.85</b>	<b>11.85</b>	<b>9.77</b>
EBITDA margin	40%	40%	36%
Less: D&A, Finance Cost & Tax	3.07	2.22	1.63
<b>PAT</b>	<b>8.78</b>	<b>9.63</b>	<b>8.14</b>
PAT margin	30%	32%	30%

# OUR FOCUS

## **Solution-based Selling**

We have been investing in the development of a Generative AI-enabled Business Intelligence Platform and AI agent solutions. This positions us for future opportunities and introduces a new avenue for business expansion through solution-based selling.

## **Partnership with Hyperscalers**

Pursued partnerships with tech giants such as Google, Adobe, and AWS.. These alliances grant access to enterprise customers.

## **Strategic Alliances**

We are focussed on forging strategic alliances and pursuing acquisitions. While our technical expertise remains strong in India, we are strategically positioning ourselves to establish a sales presence outside India through these alliances.



# Thank You

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