



Globtier Infotech Limited

Investor Presentation



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**COMPANY
OVERVIEW**

- **Globtier Infotech Limited** is a provider of IT solutions, specializing in application development and delivering customized software services to meet the diverse needs of clients. As a managed IT and SAP support service provider, the company offers a comprehensive range of IT services tailored for businesses of all sizes from SMEs to large enterprises across various industries.
- Globtier Infotech Limited's registered Office is in Noida, where most operations are carried out, with a Business Continuity Plan facility in Bangalore to ensure uninterrupted service. Both locations are well-connected and supported by strong communication infrastructure and a backup team to maintain service reliability.
- They focus on helping clients navigate technological shifts, optimize operations, and achieve their growth goals, the firm has continually evolved its service offerings. In response to the growing demand for specialized IT services, it expanded into managed IT services, enhanced application support and custom application development.
- The company's business model emphasizes personalized and proactive client engagement, ensuring that every service is closely aligned with the client's unique requirements. It has also strengthened its cybersecurity capabilities, providing robust and comprehensive protection across its service portfolio.

13+
Years of
Excellence

700+
Team Size

7
Services
Offered

CERTIFICATIONS
ISO Certified

Fortune
500
Clients



“Vision

To be a trusted IT partner that empowers businesses to thrive by delivering reliable, customised solutions that drive growth and success in the global market”.



“Mission

To consistently deliver IT solutions that create value and provide a sustainable competitive advantage for our clients, combining excellence with advancement to support their success”.



Mr. Rajiv Shukla

Chairman & Managing Director
20 years of experience



Mrs. Rekha Shukla

Executive Director
12 years of experience



Mr. Rahul Shukla

Non Executive Director
7 years of experience



Mr. Shardul Sangal

Non Executive & Non Independent Director
28 years of experience



Mr. Manoj Kumar Jain

Non Executive & Independent Director
35 years of experience

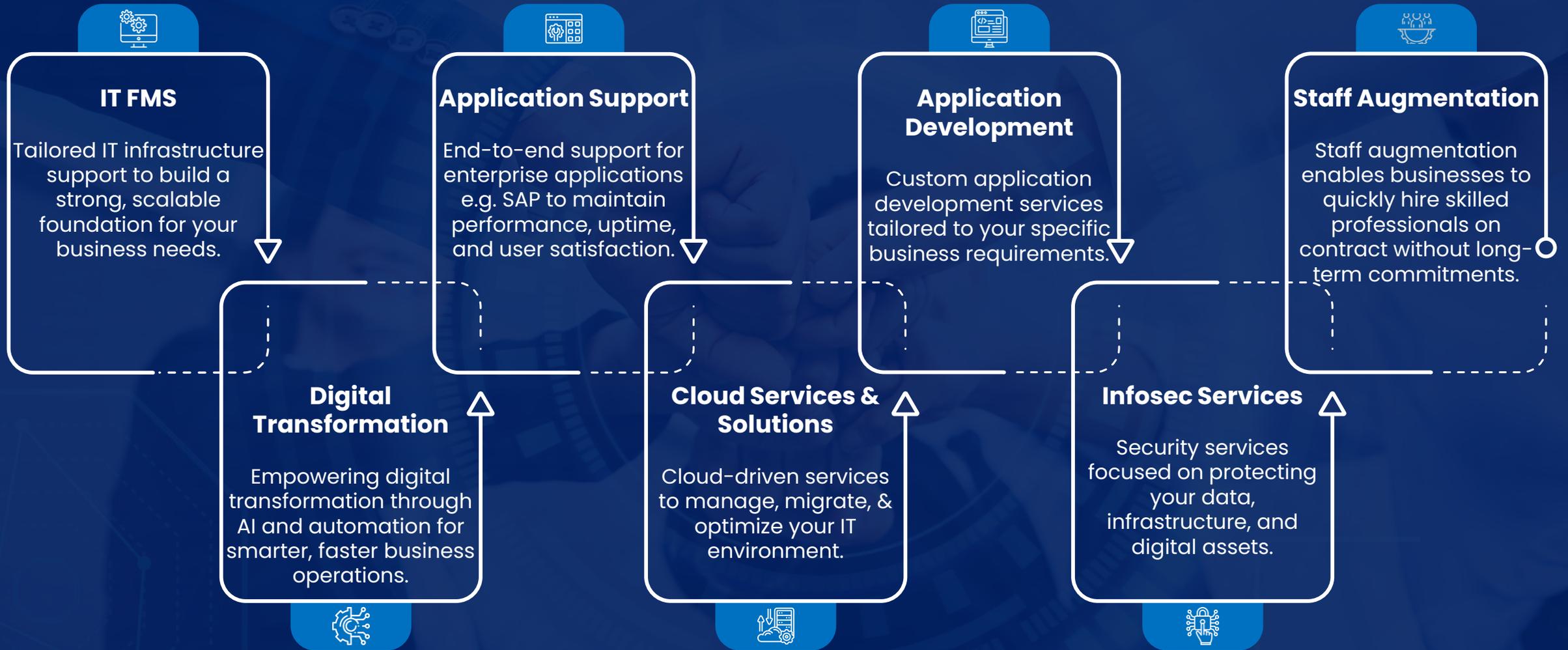


Mr. Rajesh Srivastava

Non Executive & Independent Director
36 years of experience



**BUSINESS
OVERVIEW**





ADMS

- Custom Application Development
- Application Modernization
- Application Maintenance and Support
- Application Testing and Quality Assurance
- Cloud-Based Application Development

Cloud Services

- Cloud Infra Migration & Management Services
- Application Migration Services
- Security and Compliance
- DevOps and Automation
- Cost Management and Optimization



ISO 9001



SAP Consulting

- SAP AMS, Upgrades & Modernization
- Custom Development (RICEFW)
- 3rd Party Integrations
- Security and Compliance
- Trainings and Change Management

Cybersecurity

- Cyber Security Assessment
- Identity and Access Management (IAM)
- Application Security Management
- Cloud Security & Posture Management
- Vulnerability Management and Penetration Testing



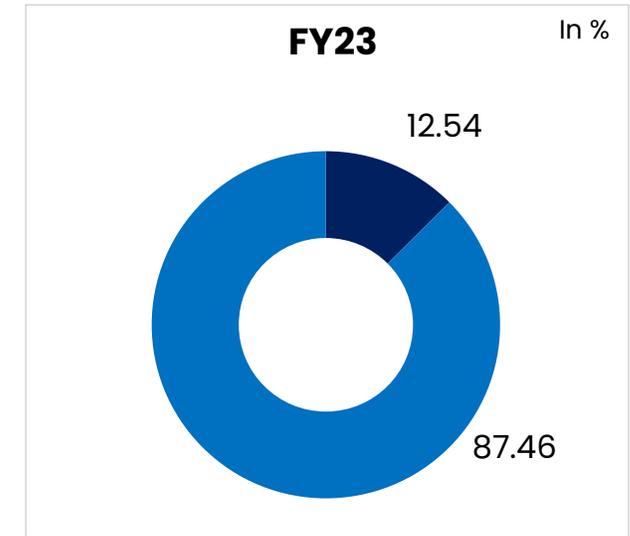
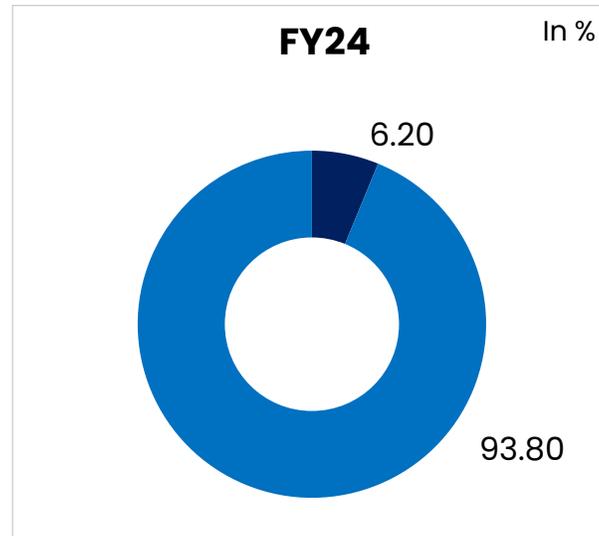
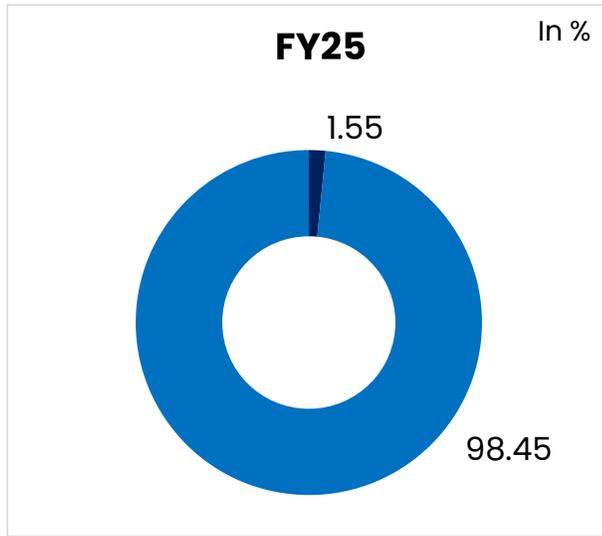
ISO 27001



AI & Data Analytics

- BOTGO (SaaS Automation Platform) – (Agentic & Generative AI Capability)
- Data Integration & Management
- Advanced Analytics and Business Intelligence
- Machine Learning & AI Development
- AI & Data Automation

Geography Wise Revenue Bifurcation



(In ₹ Lakhs)

Particulars	FY25	FY24	FY23
Export	146.68	547.10	1,081.43
Domestic	9,292.28	8,270.49	7,543.06
Total	9,438.96	8,817.59	8,624.49



INDUSTRY OVERVIEW

Cloud and Artificial Intelligence (AI):

Global Cloud

Market Size by 2025
₹60 Lakh Crores
CAGR ~21.50%

Artificial Intelligence

Market Size by 2025
₹16.7 to ₹25 Lakh Crore
CAGR ~19.10%

- Key drivers: robust cloud infrastructure, cloud migration services and AI-driven applications
- Globtier addresses these needs through its comprehensive Cloud Services and Data & AI offerings.
- This growth is driven by the rising adoption of Generative AI and demand for predictive insights.
- Globtier supports clients in this segment through BOTGO and Data Analytics Services.

Cybersecurity:

Global Cloud

Market Size by 2025
₹16.80 Lakh Crore
CAGR ~10.6%

- Key drivers include compliance mandates, zero-trust architecture and cloud security frameworks.
- Globtier's cybersecurity Services are aligned with these priorities.
- Globtier meets these evolving demands through its robust cybersecurity Services.

SAP Upgrade:

- Around 63% of existing SAP ECC customers are yet to migrate to S/4HANA, driven by the ECC support sunset in 2027 and increasing hybrid ERP adoption.
- The core needs in this segment are expert consulting, migration planning, and integration capabilities.
- Globtier is well-positioned with its SAP Consulting & Support offerings.

Source: <https://tinyurl.com/4ukrz7yy>



- India's broader IT industry continues to grow rapidly. According to Infomerics Ratings, the sector is expected to reach ₹29 Lakh Crore by 2026, contributing around 10% to the nation's GDP.
- In FY24, India's IT export revenue grew to ₹16.66 Lakh Crore up from ₹16.19 Lakh Crore in FY23.
- Export segments were led by IT services (53%), followed by Business Process Management (22%) and Engineering, R&D and software products (25%).
- Overall, the Indian IT industry added 2.9 lakh new jobs in FY23, raising the total workforce to 5.4 million.
- Meanwhile, the sector attracted cumulative FDI inflows of ₹7.26 Lakh Crore from April 2000 to September 2024, making it the second-largest recipient of FDI in India.

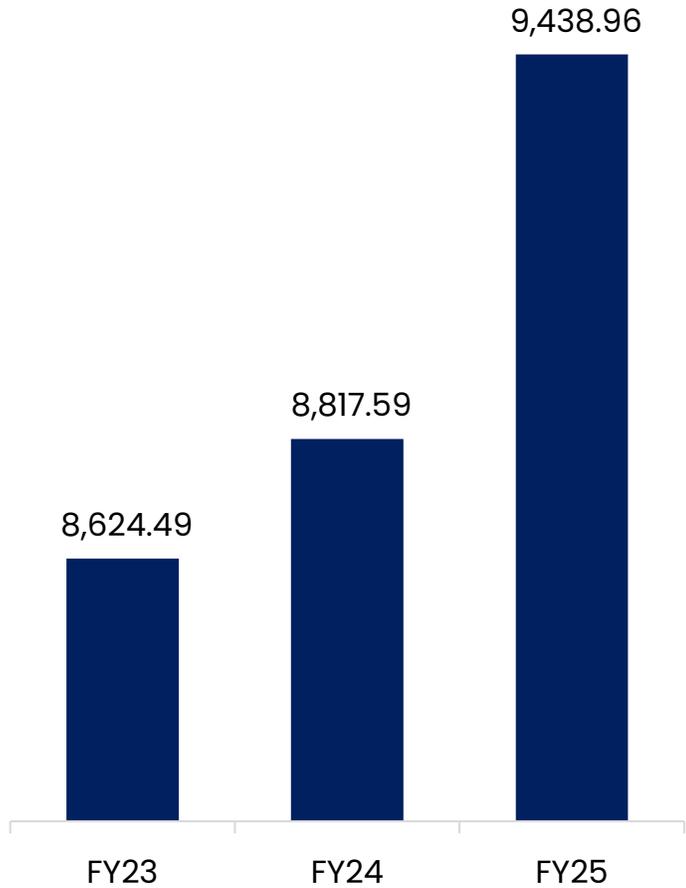
- India's IT spending is set to grow 11.1% in 2024 to ₹11.53 Lakh Crore. By 2025, the software product industry is expected to ₹ 8.68 Lakh Crore
- The Indian software product industry is projected to reach ₹83.50 Lakh Crore by 2025, driven by global expansion and increased investment in international delivery centers.
- India's data annotation market, valued at ₹2.08 Thousand Crore in FY20 with 60% from the US, is projected to grow to ₹58.45 Thousand Crore by 2030, fueled by rising domestic AI demand.
- India's IT industry is projected to reach ₹29.25 Lakh Crore by 2026, contributing 10% to the nation's GDP, according to Infomerics Ratings.

Source: <https://www.ibef.org/industry/information-technology-india>

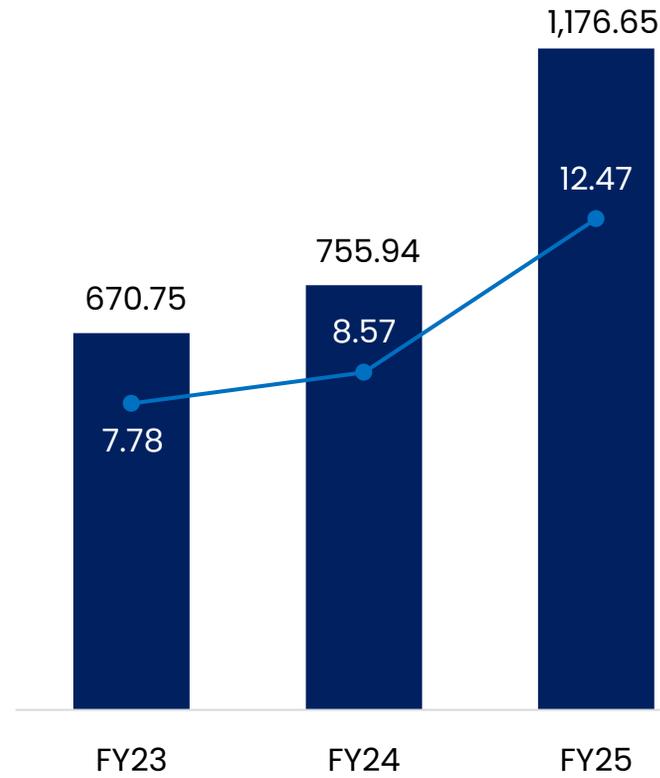
FINANCIAL OVERVIEW

The image features a central circular gauge with a white and grey segmented border, set against a dark blue background. The text "FINANCIAL OVERVIEW" is prominently displayed in the center of the gauge. Surrounding the gauge are several circular icons representing different business and technology concepts: a factory, a globe, a robotic arm, a cloud with an upward arrow, a Wi-Fi symbol, and a circuit board labeled "AI". The background also includes a faint network of lines and a silhouette of a person in a suit on the right side.

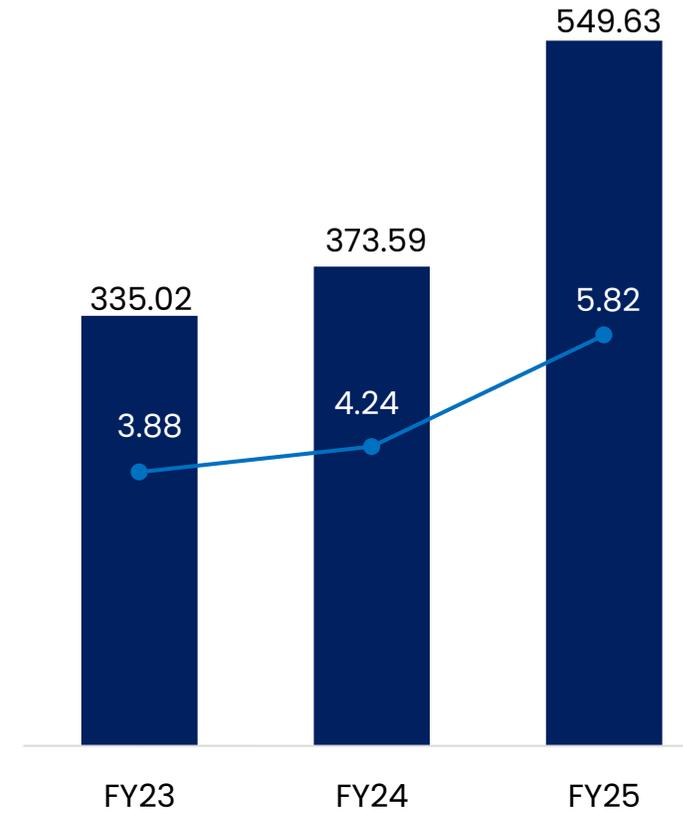
Revenue



EBITDA



PAT



All Amount In ₹ Lakhs & Margins In %

Profit & Loss Statement

In ₹ Lakhs

Particulars	FY25	FY24	FY23
Revenues	9,438.96	8,817.59	8,624.49
Other Income	42.05	8.93	37.00
Total Income	9,481.01	8,826.52	8,661.49
Employee costs	4,437.86	4,903.97	4,302.89
Other expenses	3,824.45	3,157.68	3,650.85
Total Expenditure	8,262.31	8,061.65	7,953.74
EBITDA	1,176.65	755.94	670.75
Finance Costs	181.42	161.21	155.30
Depreciation	297.54	85.35	95.77
PBT	739.74	518.31	456.68
Tax	190.11	144.72	121.66
PAT	549.63	373.59	335.02

Balance Sheet

In ₹ Lakhs

Equities & Liabilities	FY25	FY24	FY23
Equity	1,131.00	377.00	377.00
Reserves and Minority Interest	897.50	1,078.89	705.30
Net Worth	2,028.50	1,455.89	1,082.30
Non Current Liabilities			
Non Current Borrowings	143.06	154.43	190.19
Long term Provisions	47.45	34.51	76.84
Total Non Current Liabilities	190.51	188.94	267.03
Current Liabilities			
Current Borrowings	1,077.95	1,105.72	615.53
Trade Payables	1,017.05	734.71	620.79
Short Term Provisions	310.89	168.06	158.16
Other Current Liabilities	768.16	660.62	557.54
Total Current Liabilities	3,174.05	2,669.11	1,952.02
Total Equities & Liabilities	5,393.06	4,313.94	3,301.35

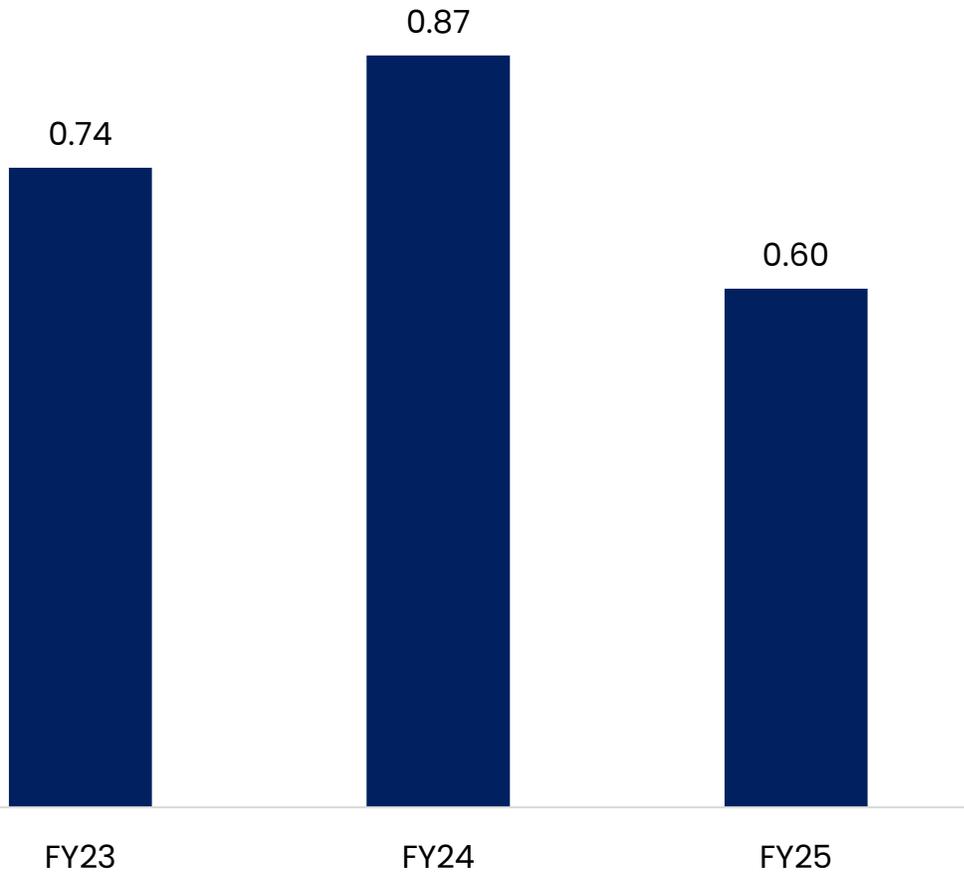
Assets	FY25	FY24	FY23
Non Current Assets			
Fixed Assets	788.11	657.14	538.96
Long Term Loans & Advances	200.00	200.00	200.00
Deferred Tax Assets (Net)	57.00	21.39	46.16
Other Non Current Assets	0.00	1.24	1.00
Total Non Current Assets	1,045.11	879.77	786.12
Current Assets			
Trade Receivables	3,238.33	2,313.59	1,994.53
Cash & Bank Balance	343.07	253.29	143.08
Short Term Loans & Advances	0.00	5.00	0.00
Other Current Assets	766.55	862.29	377.62
Total Current Assets	4,347.95	3,434.17	2,515.23
Total Assets	5,393.06	4,313.94	3,301.35

Cash Flow Statement

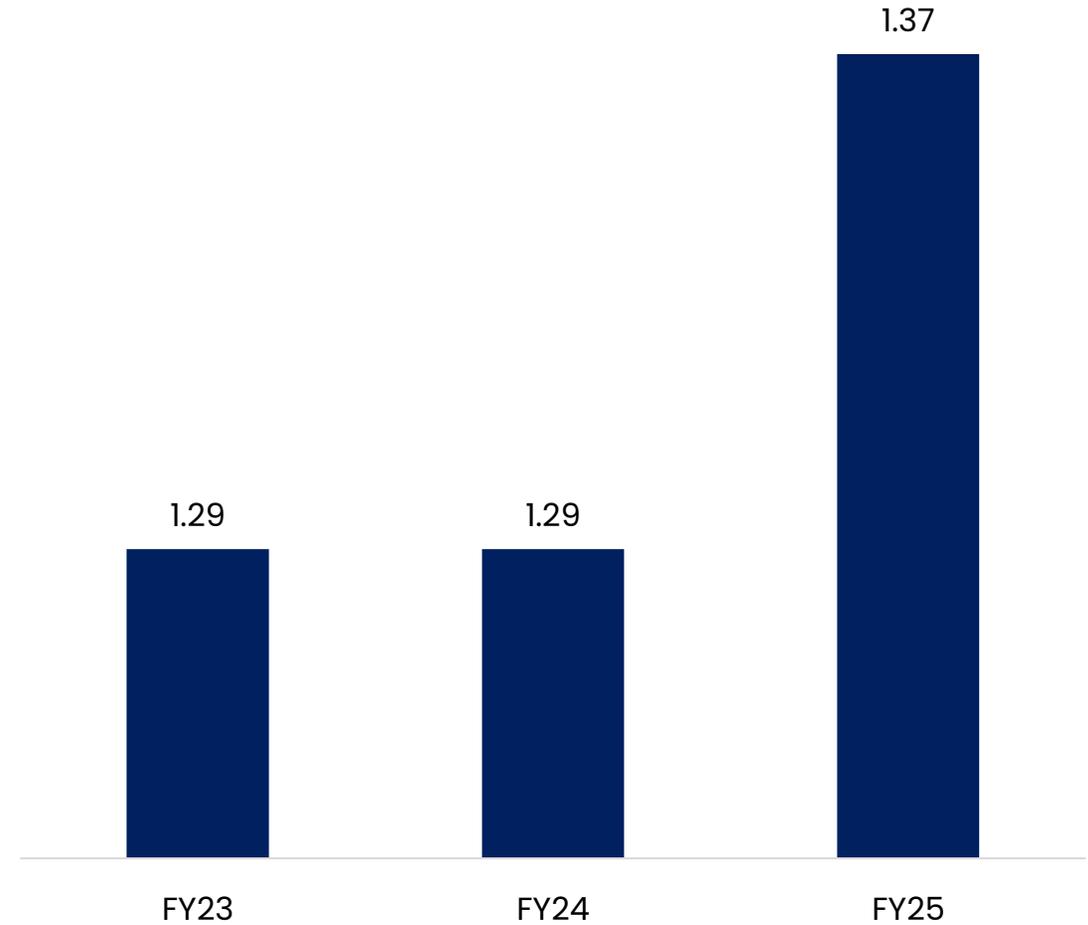
In ₹ Lakhs

Particulars	FY25	FY24	FY23
Cash Flow from Operating Activities	703.15	15.34	592.58
Cash Flow from Investing Activities	(392.82)	(198.35)	(528.14)
Cash Flow from Financing Activities	(220.56)	293.22	(409.25)
Net Cash Flow	89.77	110.21	(344.81)

Debt to Equity



Current Ratio



All Ratios In Times



THE PATH AHEAD



Geographical Expansion

Globtier infotech limited focuses on expanding into high-growth international markets by establishing regional offices to enhance local presence and customer engagement. This strategy is supported by thorough market research and feasibility studies to identify promising regions for expansion.



Industry Diversification

The company's industry diversification strategy involves developing tailored IT solutions for various sectors. This approach enhances adaptability and expands market presence by addressing the specific needs of different industries.



Service Enhancement

The company focuses on developing IT solutions for real-time threat detection and automated response. Its comprehensive security services include monitoring, incident response, compliance management, and cybersecurity training.



Marketing and Brand Building

The company aims to boost visibility through expert content, influencer collaborations, targeted campaigns, and active participation in industry events to engage a wider audience and attract potential clients.



Long-Term Relationships

Globtier Infotech Limited ensures transparency through responsible business practices, building trust with clients and fostering long-term relationships.

Its commitment to fair practices also helps attract and retain talent, supporting sustainable growth and a strong organizational foundation.



Customized Client Solutions

Globtier Infotech Limited delivers customized IT solutions tailored to each client's specific goals.

By leveraging technical expertise and a client-focused approach, the company ensures high customer satisfaction and supports business growth, setting itself apart in a competitive market.



Understanding of Technology

Globtier Infotech Limited leverages digital transformation, cloud solutions and cybersecurity to deliver innovative IT services.

By embracing emerging trends and sustainability, the company enhances user experience and maintains a strong competitive edge in the evolving IT market.



Strengths

- Diverse Service Portfolio
- Skilled workforce
- Client Centric Approach
- Experienced Promoter

Opportunities

- Expanding into emerging markets
- High Margin Business Selection
- Growing Demand for Cloud Services
- Advancements in AI and Automation
- Digital Transformation Initiatives

Weaknesses

- Cash Flow Management
- Technological Obsolescence
- Low Margin Services
- Talent Retention

Threats

- Intense Competition
- Economic Uncertainty
- Regulatory Changes
- Longer Payment Cycles
- Financial Limitations



Globtier



**ISSUE
OVERVIEW**

Issue Opening	Monday, August 25, 2025
Issue Closing	Thursday, August 28, 2025
Total Issue	Up to 43,12,000 Equity Shares
Fresh Issue	Up to 38,11,200 Equity Shares
Offer For Sale	Up to 5,00,800 equity shares
Face Value	₹ 10/- Each
Issue Size	₹ 31.04 Crore
Issue Price	₹ 72 Per Share
Lot Size	1,600 Equity Share
Listing On	BSE SME
Lead Manager	Shannon Advisors Private Limited
Registrar To The Issue	Skyline Financial Services Private Limited

Pre Issue Holding

Promoter & Promoter Group

1,12,95,000 Equity Shares

99.87%

Public

15,000 Equity Shares

0.13%

Post Issue Holding

Promoter & Promoter Group

1,07,94,200 Equity Shares

71.38 %

Public

43,27,000 Equity Shares

28.62 %

Others	Up To 20,40,000 Equity Shares
Individual Investor	Up To 20,48,000 Equity Shares
Market Maker	Up To 2,24,000 Equity Shares
Pre Issue Equity Shares	1,13,10,000 Equity Shares
Post Issue Equity Shares	1,51,21,200 Equity Shares
Post Issue Implied Market Cap	₹ 108.87 Crore

Issue Proceeds

Particulars	₹ In Lakhs
Gross Proceeds From The Issue	2,744.06
Less: Issue Related Expenses	355.00
Net Proceeds Of The Issue To The Company	2,389.06

Utilization Of The Net Proceeds

Funding the working capital requirements of our Company	1,150.00
Repayment/prepayment, in full or part, of certain loans availed by our Company	830.00
General Corporate Purpose	409.06

Thank You



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Lead Manager



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Market Maker



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