



Newgen Software Technologies Ltd.

Q3 FY'21 Investor Update

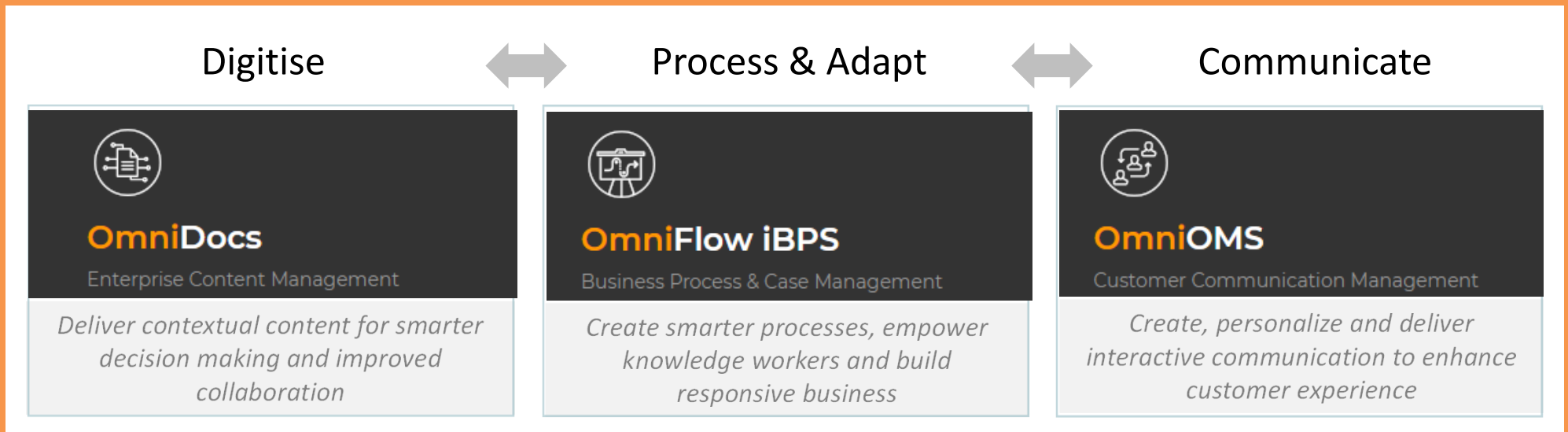
Connecting Enterprises. Transforming Experiences.

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Dec
2020

Reinvent business with Newgen's transformative platforms

Low-code software products company providing enterprise-wide, mission critical solutions helping organisations drive digital transformation and competitive differentiation



Newgen at a Glance (FY'20)



~560 Active Customers⁽¹⁾



69 Countries



44 Patent Filings



Strong Industry Recognition



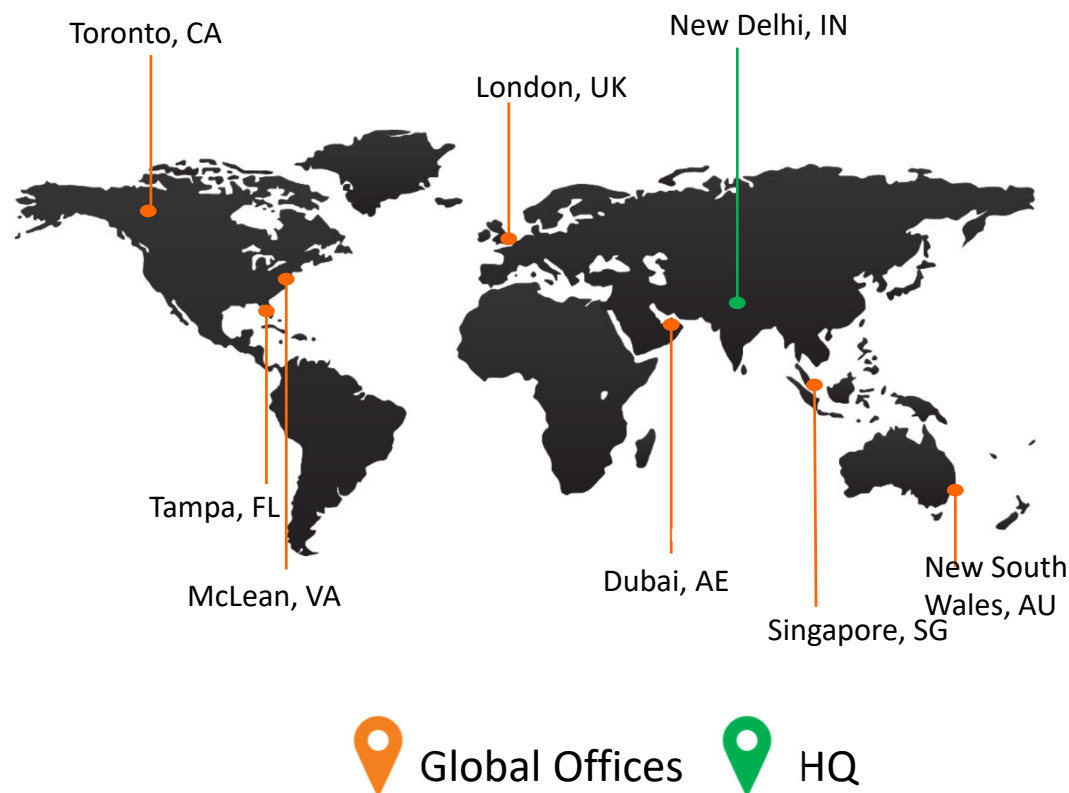
Rs 6,608 Mn
FY'20 Revenues



56% Annuity Revenues

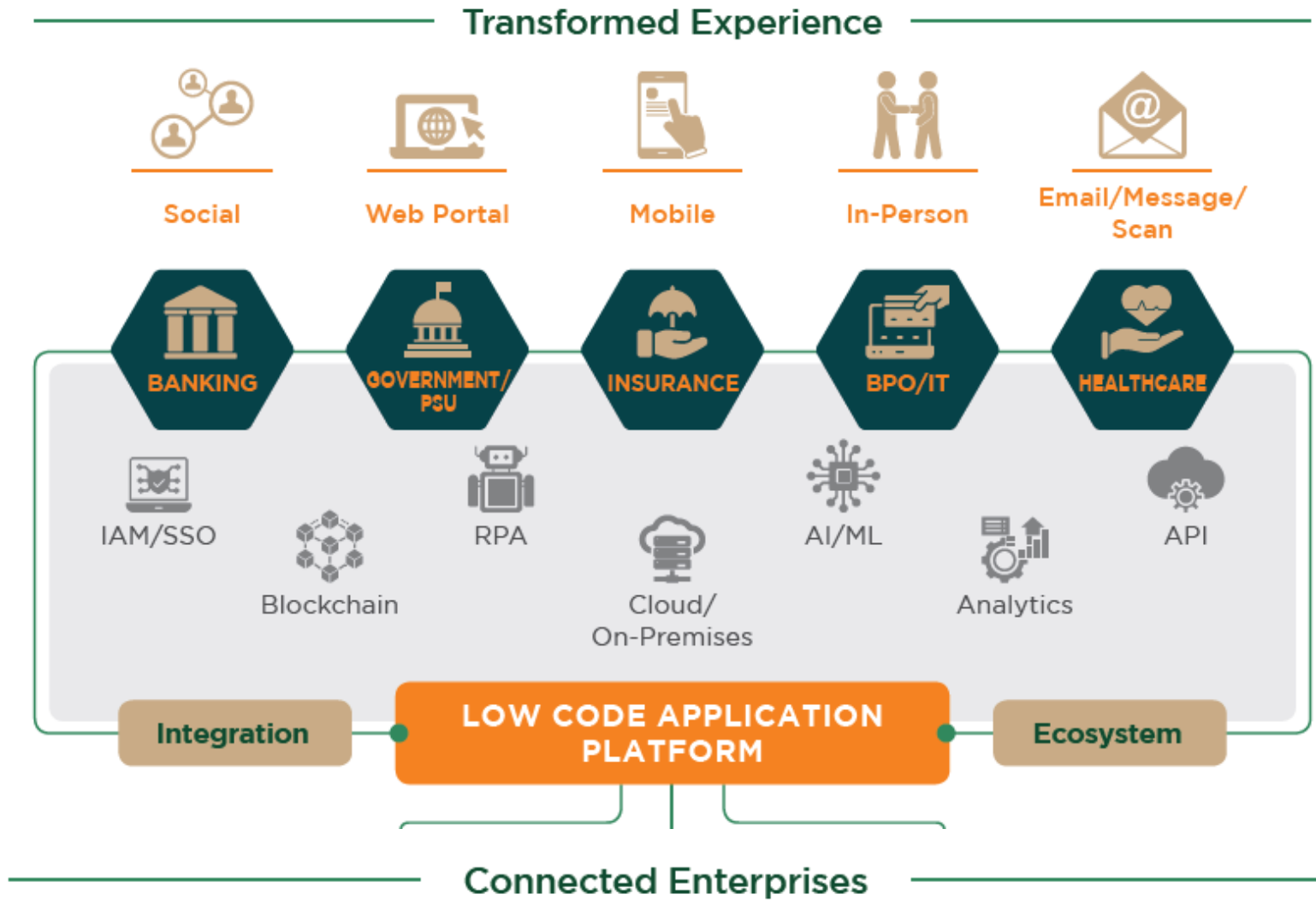
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(1) Invoiced in the last 12 months
(2) All figures as of March 2020

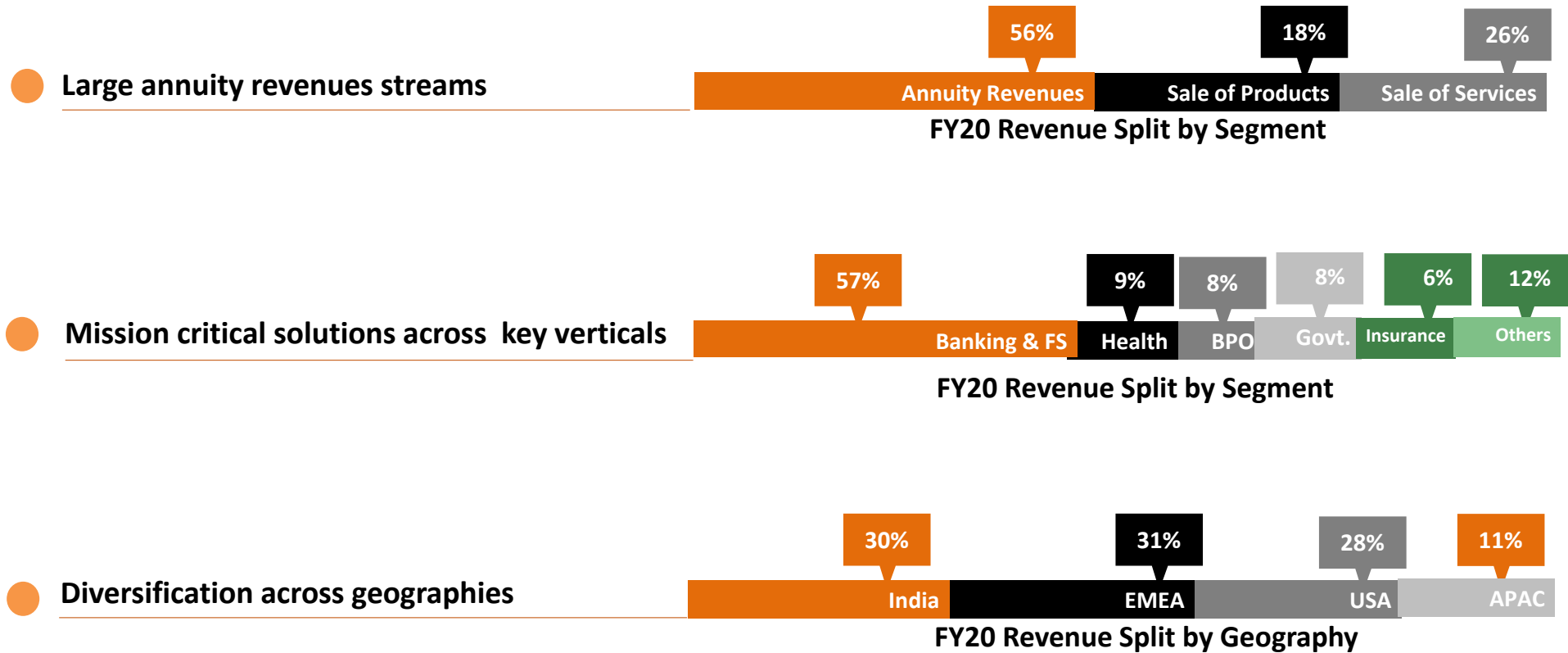


India Offices include Mumbai, Chennai, Bengaluru, Kolkata, Hyderabad, Noida, Gurugram, New Delhi

Newgen's Transformative Platform



Resilient Business Model in place (FY'20)



Focused on Driving Innovation Through R&D

Our complete development network and supporting infrastructure operates on a central system and follows a synchronized cloud-based continuity strategy

- 28 years of product DNA
- Skilled R&D team with deep product domain expertise
- Unified platform with modular deployment
- Intuitive applications and scalable performance
- Low Code Platform
- SaaS delivery



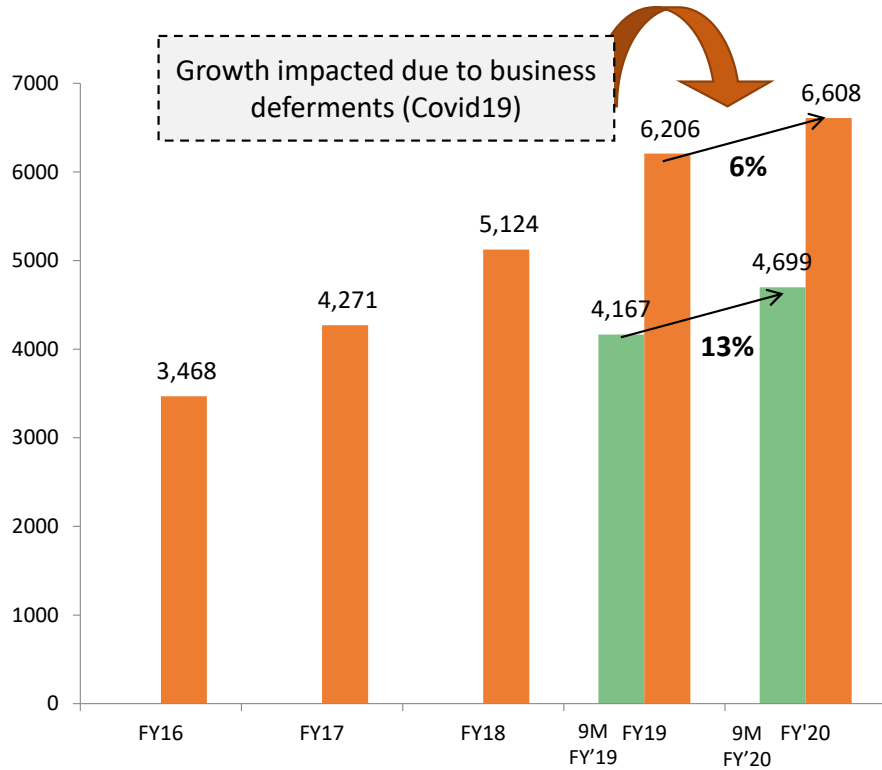
- ### New Features
- Intelligent Content Services
 - Low-Code Application Dev Platform
 - Collaborative Work Management
 - Digital Sensing
 - BlockChain
 - RPA

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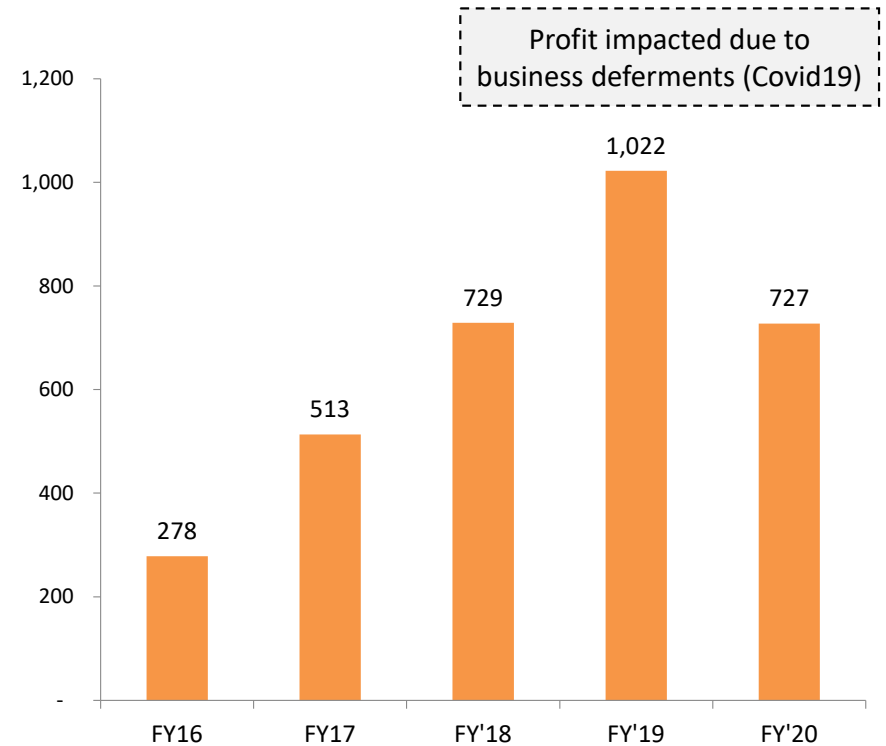
(1) 44 Patent Filings, of which 15 patents are granted in India & the USA and 16 patent applications are under processing

5 Year Financial Overview

Total Revenue (INRm)



PAT (INRm) and PAT Margins



FY'16 financials are Restated Consolidated Financials as per Indian GAAP Accounting Standards
 FY'17-20 financials are Consolidated Financials as per Ind AS Accounting Standards



Q3 FY'21 Results

Financial Summary (Consolidated)

Particulars		Q3FY21 (Unaudited)	Q3FY20 (Unaudited)	YoY Growth	Q2FY21 (Unaudited)	QoQ Growth	9M FY21 (Unaudited)	9M FY20 (Unaudited)	YoY Growth
Revenue (INR Mn)	Revenue from operations	1,855	1,850	0.3%	1,550	19.7%	4,726	4,699	0.6%
	Other Income	35	40	-12.7%	30	16.4%	105	118	-11.2%
	Total Income	1,890	1,890	0.0%	1,580	19.6%	4,831	4,817	0.3%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	688	358	92.3%	411	67.4%	1,255	527	138.4%
	Profit after tax	354	240	47.8%	292	21.3%	738	313	135.9%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	37.1%	19.4%		26.5%		26.6%	11.2%	
	Profit after tax	18.7%	12.7%		18.5%		15.3%	6.5%	
EPS (INR)	Basic	5.12	3.48	46.9%	4.23	21.1%	10.67	4.55	134.5%
	Diluted	5.08	3.46	47.0%	4.19	21.2%	10.59	4.51	134.8%

Q3 FY'21

- Robust performance with balanced growth across key geographies as we continue to get large and additional business from existing customers and undertake new logo acquisitions.
- Strong uptick in subscription revenues
- Expanding margin profile driven by cost rationalizations
 - EBITDA up by 92% YoY at Rs 688mn compared to Rs 358mn in Q3 FY'20
 - Profit after tax up by 48% YoY at Rs 354mn from Rs 240mn in Q3 FY'20
- Net cash generated from operating activities at Rs 167.6 crores for 9M FY'21, compared to Rs 44.7 crores for 9M FY'20

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Customer Wins

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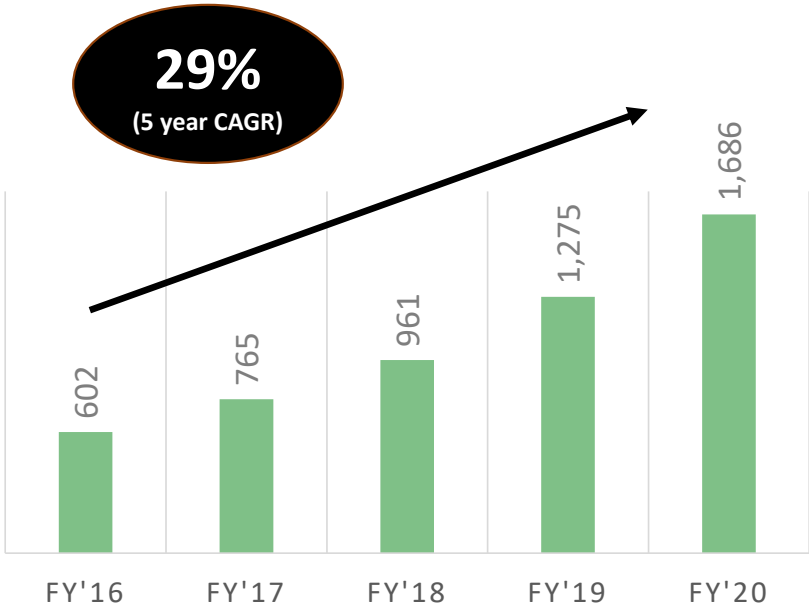
New Logo Wins
during Q3 FY'21

Major deals include:

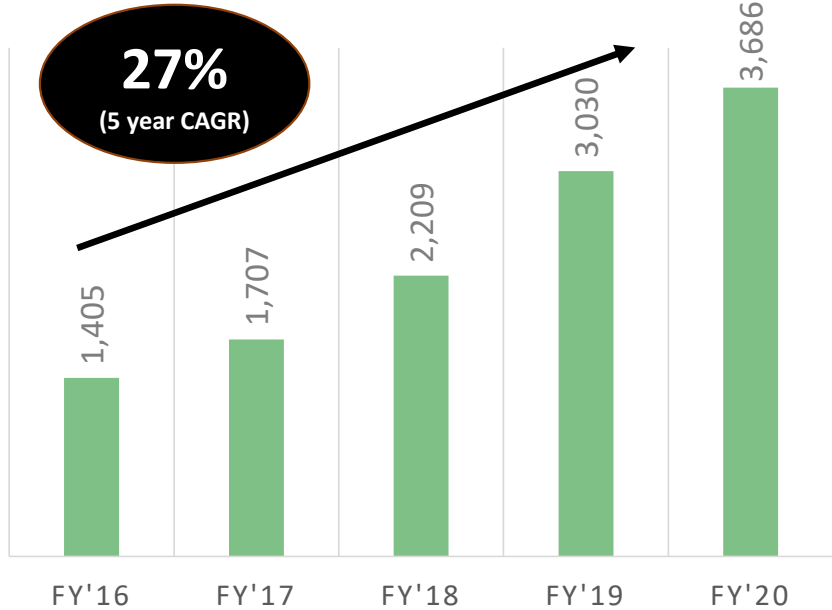
- **Four new logos in the Americas region** in the Banking and Financial services domain
- **Strategic win for delivery & implementation of Newgen ECM and BPM solution for a unit of the Government of India** for streamlining the collection, processing & dissemination of data to generate meaningful information for analysis
- **Mid sized project for a full-service Retail and SME** (small and medium sized enterprises) Bank in UK
- **Two large transformational deals from existing customers** – a leading private sector bank in India and a leading small finance bank

Stable Annuity Revenues Streams with increasing subscriptions

Subscription Revenues (INRm)



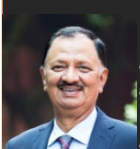
Annuity Revenues (INRm)



Growth momentum in Subscription revenues continues - witnessed growth of 11% YoY during the quarter, 22% YoY in 9M FY'21


Strengthened management team with addition of three senior leaders

Management Organisation Structure




Diwakar Nigam
Chairman and Managing Director

- Co-founded Newgen in 1992
- 35+ years of experience in development of software products
- Masters in Computer Science from IIT Madras



T.S. Varadarajan
Whole Time Director


Co-founded Newgen in 1992
35+ years of experience in development of software products
Masters in Computer Science from IIT Madras



Priyadarshini Nigam
Whole Time Director

Been with Newgen since 1997
More than 10 years of experience in the field of journalism

Technology/ Products




Virender Jeet
Sr. VP –Sales & Marketing/ Products




Arvind Jha
Sr. VP –Software Development

Australia Sales




Krishna Kumar
VP-Sales


Sales & Marketing




Rajvinder Singh Kohli
Sr. VP – Sales




Hemant Makhija
VP – Marketing



Manojit Majumdar
VP – Channels




Vivek Bhatnagar
VP – Sales – EMEA




Sunil Pandita
VP – Sales – South Asia

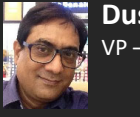
Business Mgmt/Delivery




Tarun Nandwani
Sr. VP – Business Management



Ashok Kapoor
VP – Global Delivery




Dushyant Kumar
VP – Software Development



Shanmugam Nagappan
VP – Software Development


Corporate



Dr. S.J. Raj
Sr. VP – HR and Operations

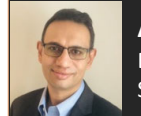


Arun Kumar Gupta
Chief Financial Officer



Rajiv Burman
VP – Human Resources

US Sales



Anand Raman
EVP & COO - Newgen Software Inc.

 New Additions

Independent Board of Directors

Subramaniam Ramnath Iyer
Non Executive, Independent Director
26+ years of experience in Finance & Accounting

Kaushik Dutta
Non Executive, Independent Director
22+ years of experience in Finance & Accounting

Saurabh Srivastava
Non Executive, Independent Director
Several years of experience in Information technology

Padmaja Krishnan
Non Executive, Independent Director
30+ years of experience in Technology space

Newgen Positioned as a Visionary in Gartner Magic Quadrant for Content Services Platforms



Press Release

Newgen Positioned as a Visionary in Gartner Magic Quadrant for Content Services Platforms

The report recognizes Newgen's ECM platform for the 12th consecutive year

November 24, 2020: Newgen Software, a global provider of low code digital automation platform, announced that it has been positioned as a Visionary in the Gartner Magic Quadrant for Content Services Platforms, November 16, 2020, authored by Michael Woodbridge* et al.

The report evaluates 18 different vendors offering content services platforms (CSPs) based on their ability to execute and completeness of vision. The complimentary copy of the [Gartner report](#) can be downloaded from the Newgen website.

"Content is the backbone of every organization. Empowering employees with contextual information can help organizations in informed interactions with their customers and other stakeholders. We believe this inclusion by Gartner recognizes our efforts towards enabling enterprises in streamlining their content and ensuring remote, secure access to relevant information. At Newgen, we believe in continuous innovation and making our products scalable, agile, and future-ready," said Diwakar Nigam, MD and Chairman, Newgen Software.

[Newgen OmniDocs](#), a fully-featured CSP, enables organizations across the globe with document management, multichannel capture and scanning, records management, and content analytics. The platform connects content and processes with context and allows for automation with agility.

*Authored by Michael Woodbridge, Marko Sillanpaa, Lane Severson

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We believe this inclusion by Gartner recognizes our efforts towards enabling enterprises in streamlining their content and ensuring remote, secure access to relevant information.

Newgen OmniDocs, a fully-featured CSP, enables organizations across the globe with document management, multichannel capture and scanning, records management, and content analytics. The platform connects content and processes with context and allows for automation with agility.



Business Highlights

Continues Focus on Research & Development

Granted a patent for an invention entitled “Remote Email Access Through Short Message Service (SMS) by the Indian Patent Office, Chennai for a term of 20 years commencing from February 16, 2010. Newgen has filed 44 patents till date, out of which 17 have been granted in India and the US.

Broad based growth across key verticals

Accelerated performance in Banking & Financial Services, Government/PSU and Insurance verticals with increased demand for digital transformation initiatives in these sectors

Key Awards

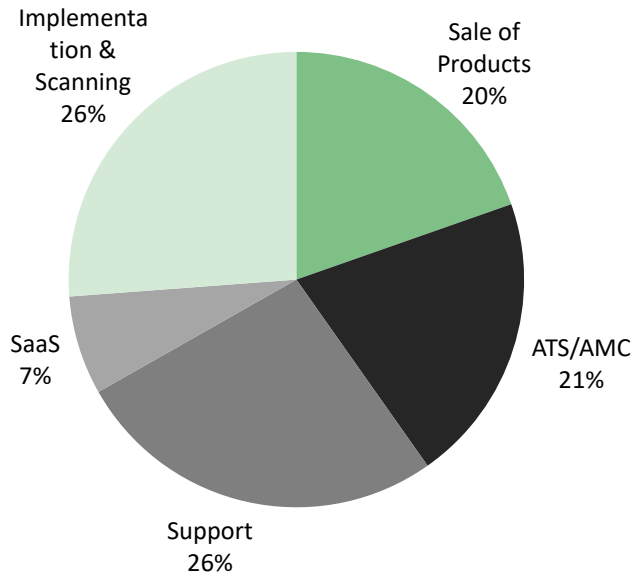
Fidelity Bank and Newgen awarded the “**Best Self-Service Banking Technology Implementation**” at the Asian Banker Middle East and Africa Regional Awards 2020

Bank Muscat and Newgen recognized for the “**Best Lending Implementation in the Middle East**” at The Asian Banker Middle East and Africa Awards 2020.

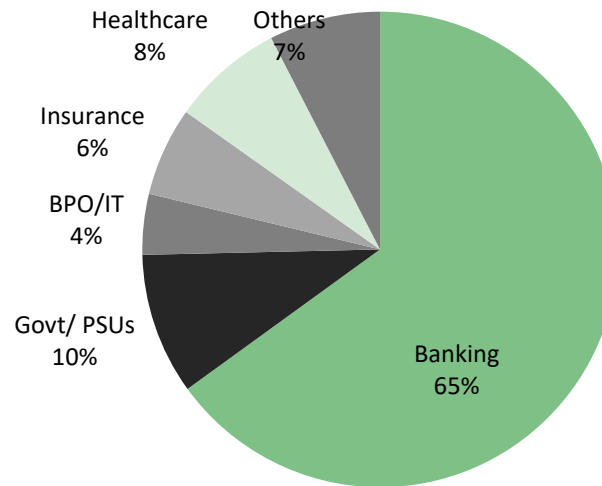
Abu Dhabi Commercial Bank (ADCB Bank) and Newgen awarded the “**Best Digital Transformation Implementation**” at the Asian Banker Middle East and Africa Regional Awards 2020

Diversification continues across Verticals and Geographies

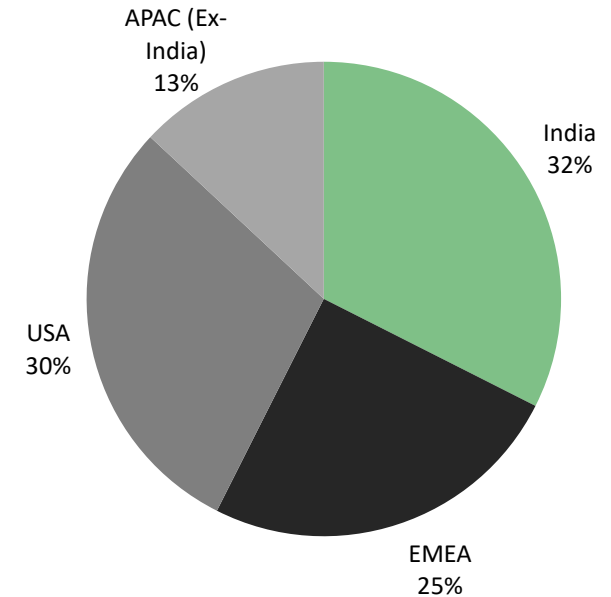
Q3 FY21 Revenue Split by Segment



Q3 FY21 Revenue Split by Vertical

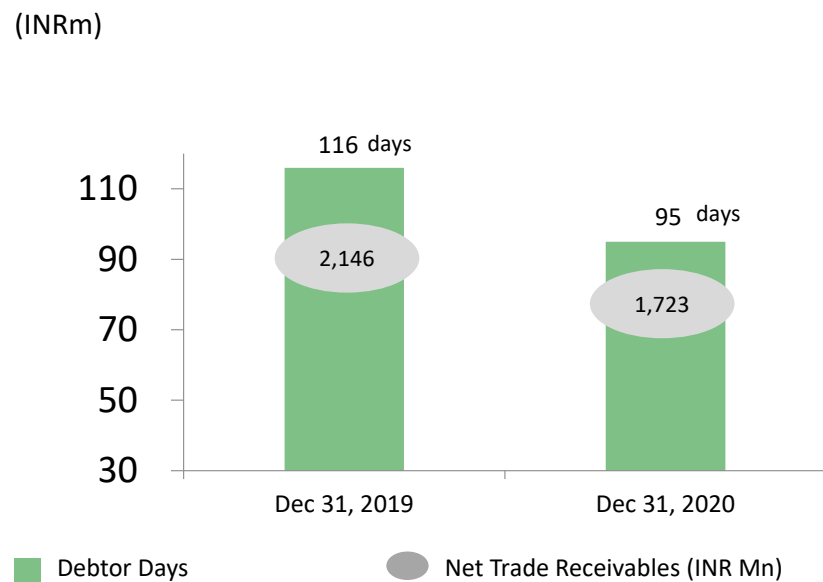


Q3 FY21 Revenue Split by Geography

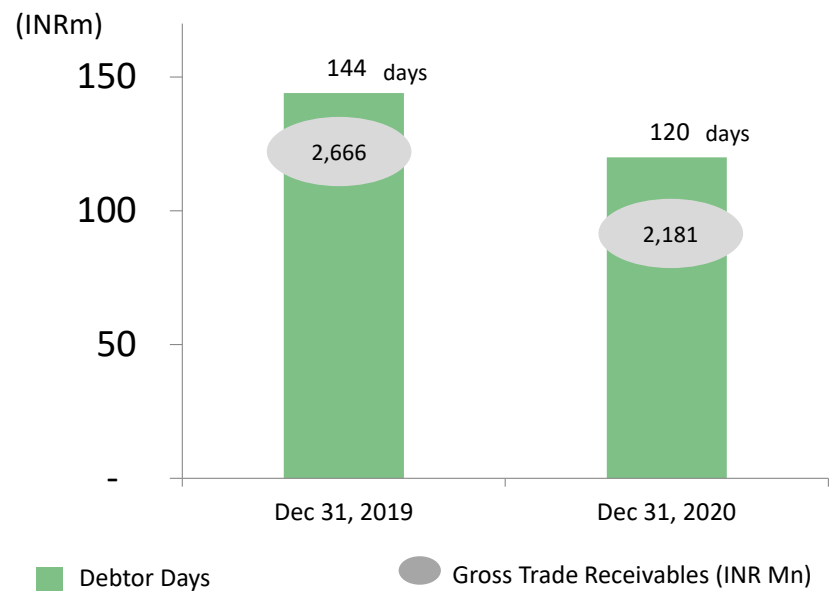


Debtors Days

Debtor Days (Based on Net Debtors)



Debtor Days (Based on Gross Debtors)





Thank you

www.newgensoft.com

For any Investor Queries please contact:

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Head – Investor Relations
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Mail : deepti.chugh@newgen.co.in

Disclaimer

This presentation may contain certain forward looking statements concerning Newgen Software Technologies' 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 are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth and new business opportunities, competition (both domestic and international), economic growth in India and the target countries for business, ability to attract and retain highly skilled professionals, time and cost over runs on projects, our ability to manage our international operations, government policies, interest and other fiscal costs generally prevailing in the economy and general economic conditions affecting the industry. Past performance may not be indicative of future performance.

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.



P&L Statement

(All amounts in INRm, except per share data and unless otherwise stated)	Q3 FY 2021	Q3 FY 2020	Q2 FY 2021	9M FY 2021	9M FY 2020
Revenue					
Revenue from operations	1,855.1	1,849.5	1,550.1	4,726.4	4,699.1
Other income	35.2	40.4	30.3	104.7	117.9
Total revenue	1,890.4	1,889.9	1,580.4	4,831.1	4,817.1
Expenses					
Employee benefits	830.9	889.0	727.3	2,338.7	2,578.7
Finance costs	22.0	22.6	7.9	48.0	74.4
Depreciation and amortisation	44.1	48.8	48.8	150.7	146.2
Other expenses	335.9	602.6	411.7	1,132.5	1,593.9
Total expenses	1,232.9	1,563.0	1,195.7	3,669.9	4,393.2
Profit before tax	657.5	326.9	384.6	1,161.2	423.8
Tax expenses					
Current tax	203.2	92.7	124.4	392.0	152.7
Deferred tax (credit)/charge	100.1	-5.5	-31.9	31.7	-41.5
Profit after tax for the year	354.2	239.6	292.1	737.5	312.7
Other comprehensive income/(loss) for the year, net of income tax	7.5	15.1	-7.8	15.4	15.4
Total comprehensive income for the year	361.7	254.7	284.3	752.9	328.1
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	5.12	3.48	4.23	10.67	4.55
Diluted earning per share	5.08	3.46	4.19	10.59	4.51