



Newgen Software Technologies Ltd.  
**Investor Presentation – Q3 FY'22**

Unlock Simple

Jan  
2022

# Newgen – A Snapshot (FY'21)



**Founded in 1992  
Public since 2018**



**Rs 673 cr revenues  
in FY'21**



**104% cloud revenue  
CAGR since FY 2017**



**31% Revenue  
from Americas**



**Strong partnership  
with leading GSIs**



**~550 active customers  
across 72 countries**



**17 verticals with  
5 Core Verticals**



**44 patents filed,  
22 patent grants**



**Consistently recognized  
by Gartner and Forrester**

Data as of 31 March 2021, except the patent grants which is till date

# Financial Highlights – (FY'21)

Resilient and profitable business with highly visible subscription revenues



**Rs 6,726 Mn**

Revenues  
(annuity<sup>(1)</sup> of 57%)



**Rs 2,002 Mn**

Subscription Revenues<sup>(2)</sup>  
(19% YoY Growth)



**Rs 1,265 Mn**

PAT  
(74% YoY Growth)



**Rs 2,118 Mn**

US Region Revenues  
(16% YoY Growth)

<sup>(1)</sup> Annuity comprises ATS/AMC, Cloud and Support revenues

<sup>(2)</sup> Subscription revenues comprise of ATS/AMC and Cloud revenue streams



# NewgenONE Digital Transformation Platform

**NewgenONE**

Digital Transformation Platform



**Contextual  
Content Services  
(ECM) OmniDocs**

*Manage complex business information  
and extract intelligent insights*

**Low Code  
Process Automation  
(BPM) iBPS**

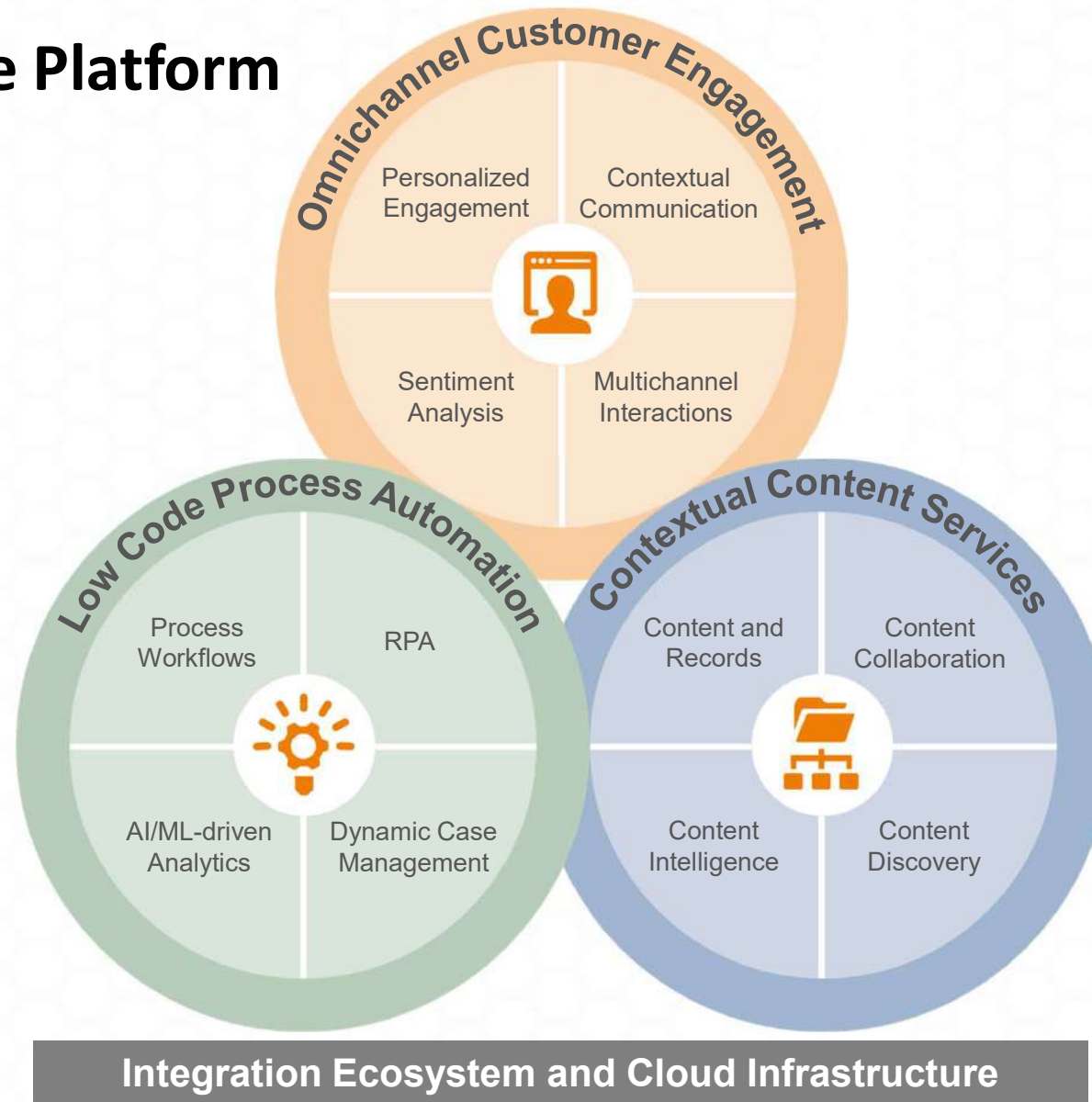
*Digitize end-to-end customer and  
employee journeys with low code*

**Omnichannel  
Customer Communication  
(CCM) OmniOMS**

*Deliver personalized communications  
across channels at scale*

The NewgenONE platform comes together to address the need of organizations to intelligently automate while handling documents and managing customer communications

# A Comprehensive Platform





# NewgenONE Enables Enterprises to Develop Complex Biz Applications

Customer Onboarding  
Loan/Credit Origination  
e-Statementing  
Trade Finance  
Unified Customer View  
Relationship Manager Cockpit

Campaign Mgmt. & Marketing  
Lead Management  
Customer Portal/App  
Financial Needs Analysis  
SRM & Dispute Resolution  
Product Config

Risk Workbench  
Collections  
Peer-to-peer lending  
CTS  
FATCA/CRS  
Ops Workbench



Account Payable  
Contract Management  
e-Invoicing  
Vendor Ecosystem  
Service Mgmt.  
Campaign Management & Mktg.

Lead Management  
Account Receivables  
Vendor/Supplier Portal  
Centralized Expense Management  
Tech & Project Management

Project & ROI Management  
Data Quality Management  
Risk Workbench  
HR Process & Records Mgmt  
Collections

FNOL & Claims Processing  
SRM & Dispute Resolution  
Customer Portal/App  
Product Config  
Quote 2 Bind

Unified Customer View  
Ops Workbench  
Unified Customer View  
Campaign Mgmt. & Marketing  
Lead Management

Quotation, Proposal & Illustration  
Customer Onboarding  
Advisor/Agent Onboarding  
Policy Underwriting Workbench

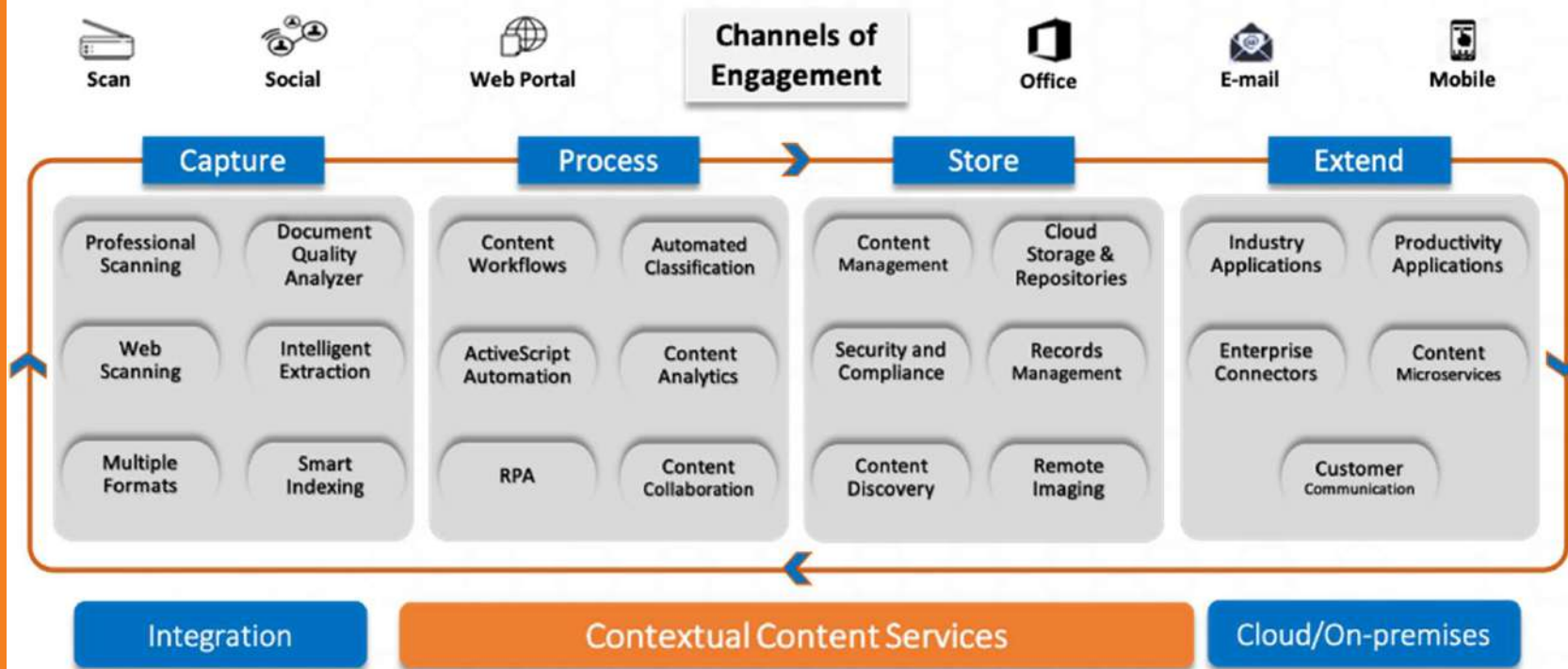


e-Gov Office Automation  
Government Case Management  
Citizen Centric Services

Electronic Document and Records Management  
Social and Mobile Governance

# NewgenONE Contextual Content Services (ECM)

Digitize Workplace with Contextual Automation, Compliance, and Intelligence – On Cloud



## Gartner

A Visionary in the 2021 Magic Quadrant for Content Services Platforms\*

## Case Study

Digital transformation of **India's leading insurance company with over 250mn customers**. Implementation included archival of ~500mn policy dockets and automation of processes across 2000 branches, 113 divisional offices, 8 zonal offices, and corporate office.

\* Gartner Magic Quadrant for Content Services Platforms, Michael Woodbridge, Marko Sillanpaa, Lane Severson, Tim Nelms, October 18, 2021

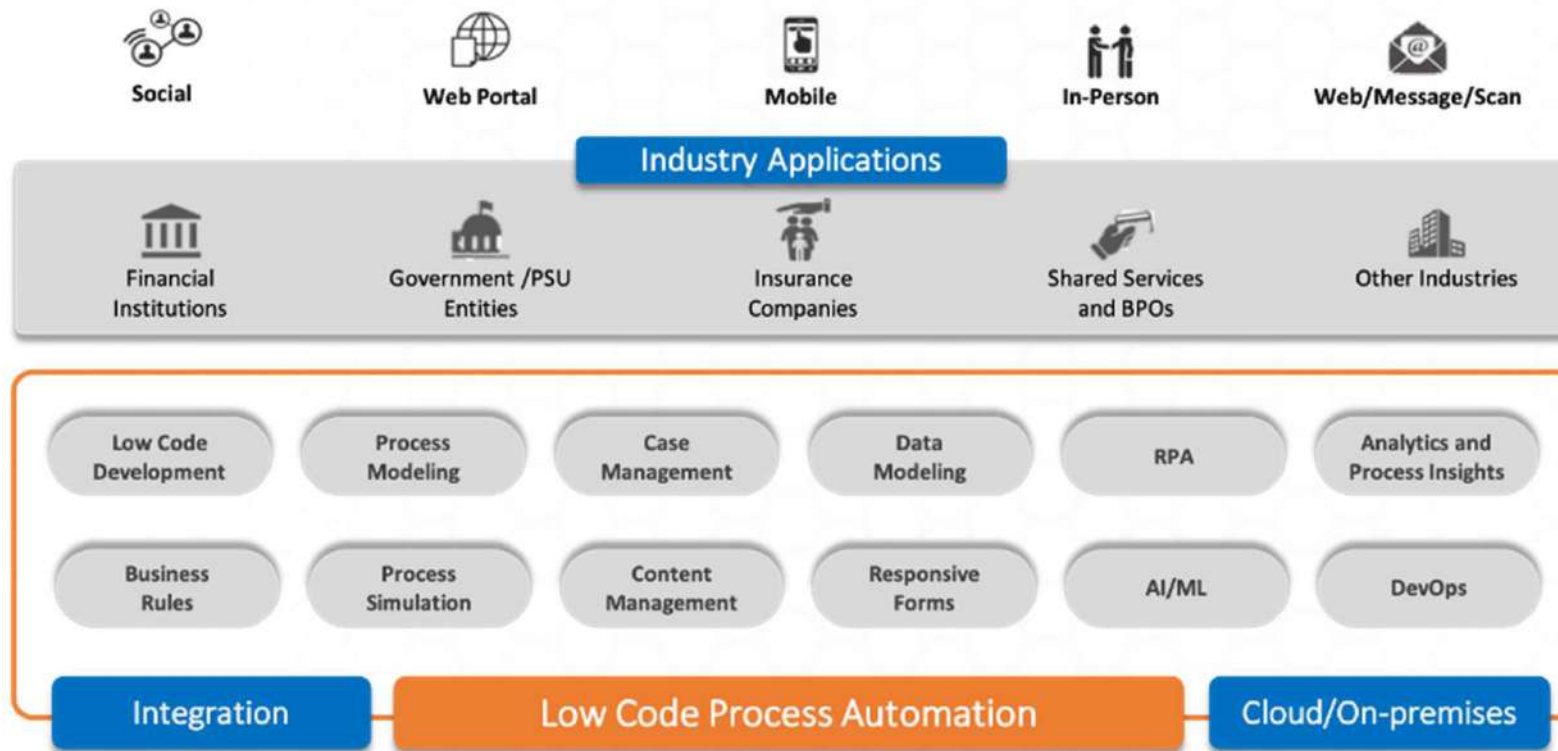
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# NewgenONE Low Code Process Automation (BPM)

Rapid Application Development for Deep & Complex Business Applications across Devices



## Gartner

A Niche Player in 2021  
Gartner Magic Quadrant  
for Enterprise Low-Code  
Application Platforms\*

## Case Study

One of the largest banks in the US with around 240 branch offices implemented Newgen's commercial loan origination solution to streamline overall lending process. The bank digitized its lending cycle and automated its operations, enabling quick and hassle-free shift to remote working.

\* Gartner Magic Quadrant for Enterprise Low-Code Application Platforms, Jason Wong, Kimihiko Iijima, Adrian Leow, Akash Jain, Paul Vincent, 20<sup>th</sup> September 2021.

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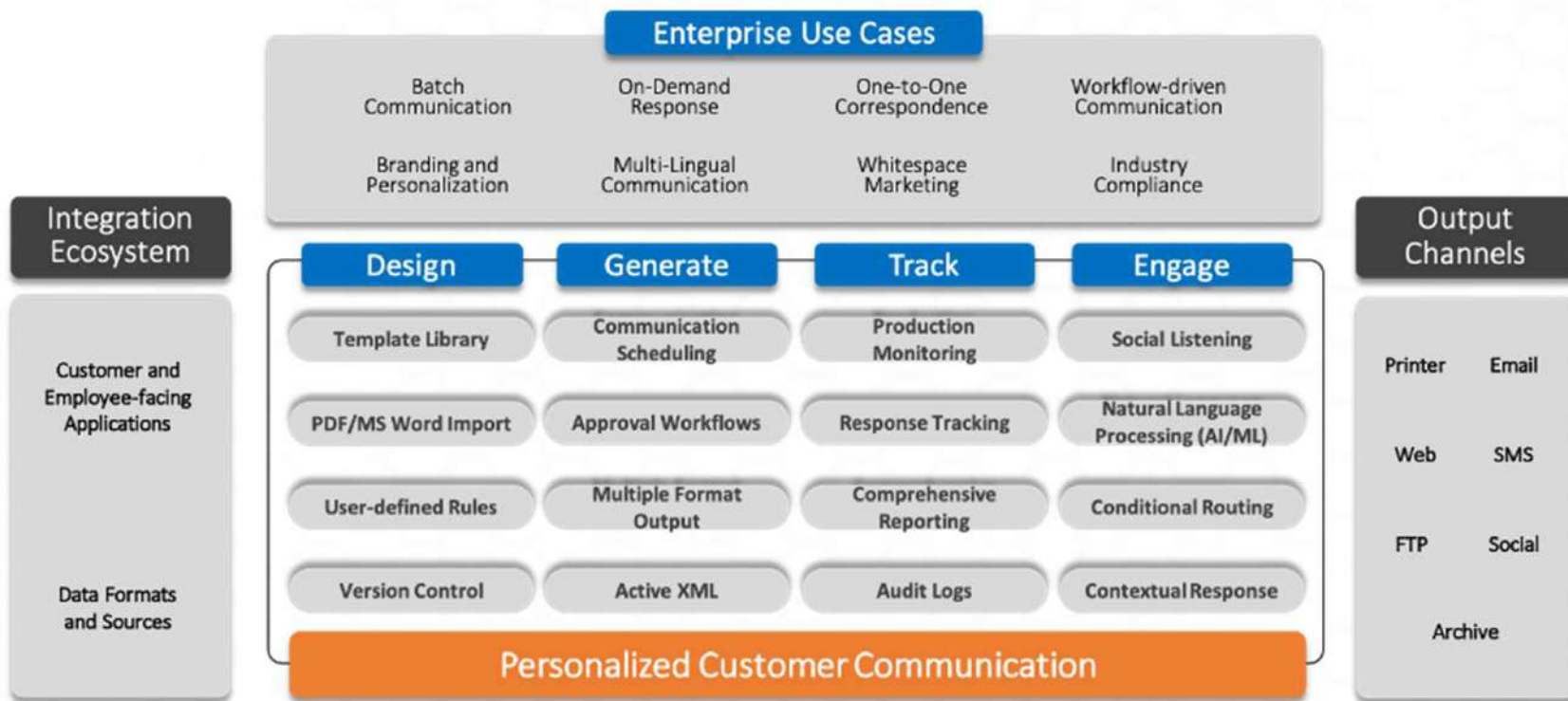
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# NewgenONE Omnichannel Customer Communication (CCM)

Use Business Data and Manage the Communication Output – Personalized and at Scale



## Case Study

Newgen CCM Solution Implementation for a leading private bank in India. The bank chose the Newgen's CCM platform to make their customer communication more customized and platform agnostic.

# Innovative Product Suite With Continuing Focus On R&D

- **29 years** of product DNA; **44 patents** filings, **22 Granted** till date
- Skilled R&D team of **~500** people with deep domain expertise
- **Unified platform** with modular deployment
- **Deep domain expertise** - Intuitive applications and scalable performance
- Cloud-ready architecture on **AWS and Azure**
- **Low Code** Application Platform

## R&D Investments (% of revenues)



# Our Go-to-market

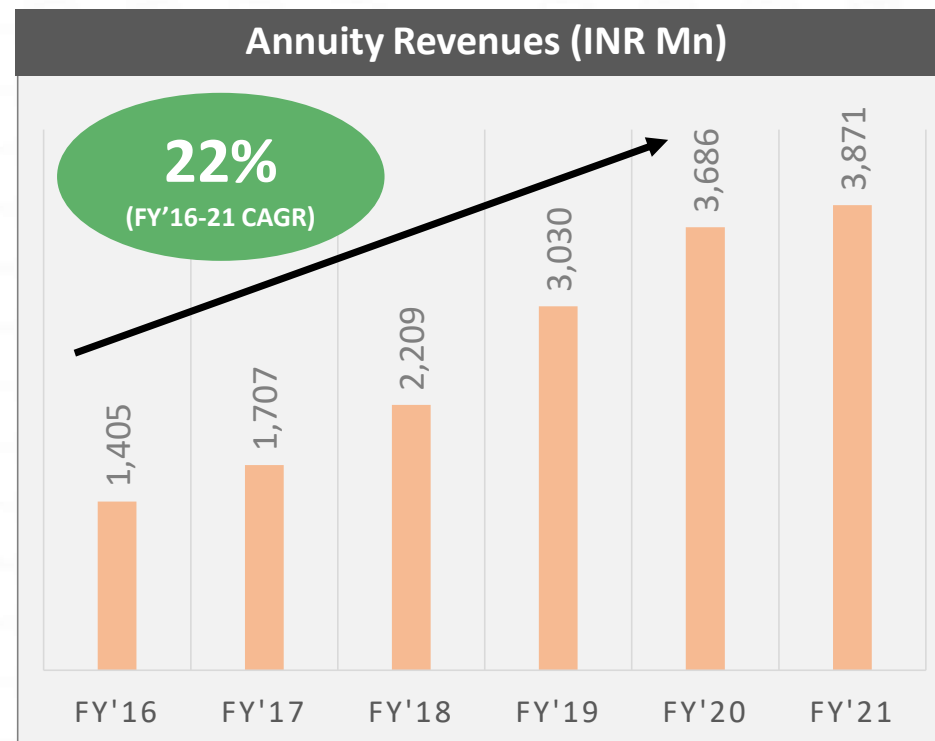
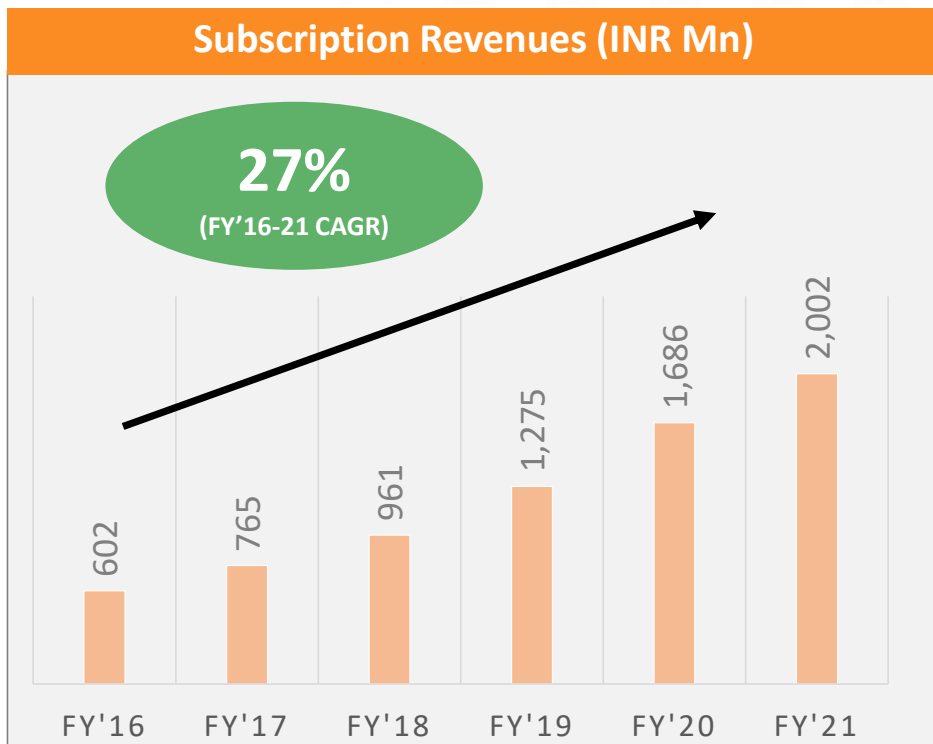
## Strategy Across Regions and Verticals is Based on Direct Presence Supported by Partner Ecosystem

- **~300 Employees** in Sales & Marketing supported by a large network of 300+ channel partners
- Focus on **Tier-1 customers** in five core verticals in India, APAC, and Middle East & Africa Region
- Focus on mid-market banks and credit unions in the US region
- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase, facilitating seamless creation of new applications

## System Integrators-led go-to-market Targeting Fortune 2000 Enterprises in Mature Markets

- Increasing traction in the developed markets of US, Europe and APAC – with focus on sales through Global System Integrators (GSIs)
- Developed the internal GSI & enterprise team – Senior sales leader brought on board
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - digital events, analyst and consultant engagements, increased digital presence and outreach
- Newgen products well-accepted by some of the largest GSIs and their customers.
- Strong pipeline in place

# Strong Focus on Annuity and Subscription Revenues



- Annuity revenue streams constantly increasing from 41% in FY'16 to 57% in FY'21
- Support revenues impacted due to the shift from the on-site model
- Increasing acceptability of cloud deployments across geographies

(1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams  
(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

# Board of Directors



**Diwakar Nigam**  
Chairman and  
Managing Director



**T.S. Varadarajan**  
Whole  
Time Director



**Priyadarshini Nigam**  
Whole  
Time Director



**Padmaja Krishnan**  
Independent  
Director



**Saurabh Srivastava**  
Independent  
Director



**Subramaniam  
Ramnath Iyer**  
Independent Director



**Kaushik Dutta**  
Independent  
Director



# Leadership Team



**Diwakar Nigam**  
Chairman and Managing Director



**Virender Jeet**  
Chief Executive Officer



**Tarun Nandwani**  
Chief Operating Officer



**Dr. S.J. Raj**  
Sr. VP – HRD



**Anand Raman**  
EVP & COO - Newgen Software Inc.



**Arvind Jha**  
Sr. VP – Product



**Rajvinder Singh Kohli**  
Sr. VP – Global GSI Sales



**Arun Kumar Gupta**  
Chief Financial Officer

# Leadership Team



**Hemant Makhija**  
VP – Marketing



**Sunil Pandita**  
VP – Sales (India)



**Vivek Bhatnagar**  
VP – Sales (EMEA)



**R. Krishna Kumar**  
VP – Sales (Australia)



**Ashok Kapoor**  
VP – Customer Experience



**Dushyant Kumar**  
VP – GSI Enablement



**Manojit Majumdar**  
VP – Channel Sales



**Vivek Mani Tripathi**  
VP – HRD & Operations



**Pramod Kumar**  
VP – Sales (APAC)



**Anurag Kumar Shah**  
VP – Product & Solutions (Americas)



**Arpan Bansal**  
VP – Marketing (Govt. & GSI Initiatives)



**Ashish Deshmukh**  
VP – Sales (Americas)



**Atin Kumar**  
VP – Delivery (Americas)



**Nikhil Sawhney**  
VP – Customer Relations (EMEA, APAC)



**Prashant Sahai**  
VP – Sales (Middle East)



**Ritesh Varma**  
VP – Product & Solutions (India, EMEA, APAC)

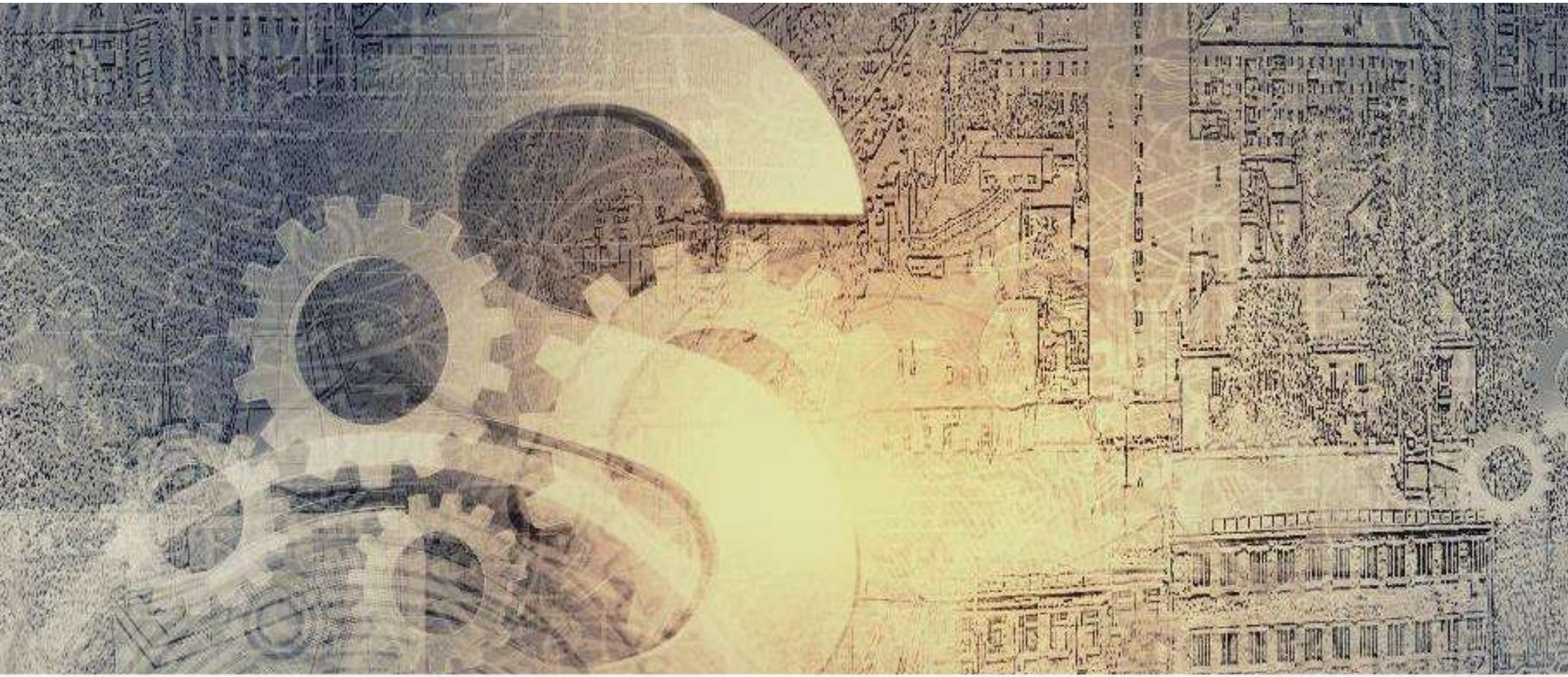


**Shikha Bhatt**  
VP – Delivery (India)



**Mukesh Bhatnagar**  
VP – International Operations





## **Q3 FY'22 Financial Results**





# Financial Summary (Consolidated)

Particulars	Q3FY'22 (Unaudited)	Q3FY'21 (Unaudited)	YoY Growth	Q2FY'22 (Unaudited)	QoQ Growth	9M FY'22 (Unaudited)	9M FY'21 (Unaudited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	2,025	1,855	9.2%	1,855	9.2%	5,475	4,726	15.8%
	Other Income	72	35	105.7%	69	4.4%	248	105	136.7%
	<b>Total Income</b>	<b>2,098</b>	<b>1,890</b>	11.0%	<b>1,924</b>	9.0%	<b>5,723</b>	<b>4,831</b>	18.5%
Profits (INR Mn)	EBITDA ( <i>adjusted for other income</i> )	579	688	-15.9%	466	24.2%	1,272	1,255	1.4%
	Profit after tax	478	354	35.0%	374	27.9%	1,068	738	44.8%
Margin (%)	EBITDA ( <i>adjusted for other income</i> )	28.6%	37.1%		25.1%		23.2%	26.6%	
	Profit after tax	22.8%	18.7%		19.4%		18.7%	15.3%	
EPS (INR)	Basic	6.89	5.12	34.5%	5.39	27.7%	15.40	10.67	44.3%
	Diluted	6.57	5.08	29.4%	5.33	23.3%	15.00	10.59	41.7%

## Q3 FY'22 v/s Q3 FY'21

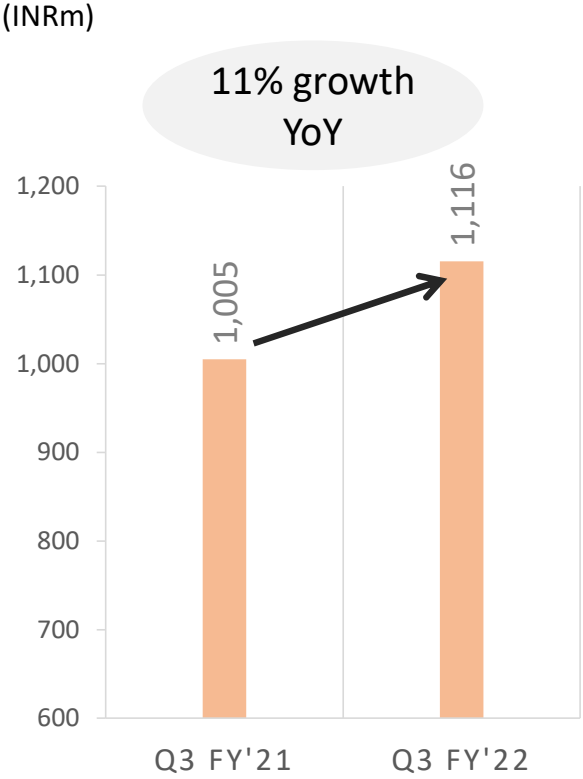
- Revenue from operations witnessed a growth of 9% Q3 YoY and Profit after Tax witnessed a growth of 35% Q3 YoY
- EBIDTA decreased on account of normalization of cost base compared to last year as well as increased remuneration to manage attrition

## 9M FY'22 v/s 9M FY'21

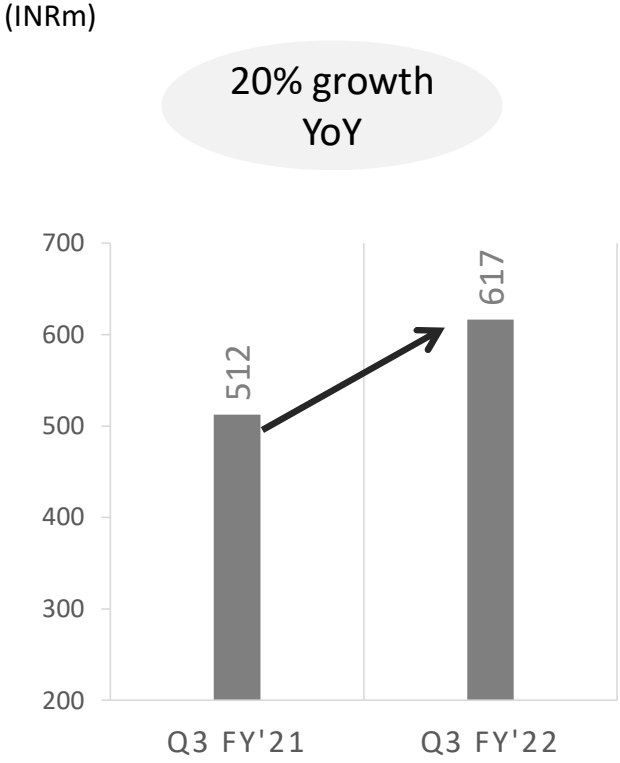
- Revenue from operations witnessed a growth of 16% YoY and Profit after tax was up by 45% YoY

# Strong Acceleration in Annuity and Subscription Revenues

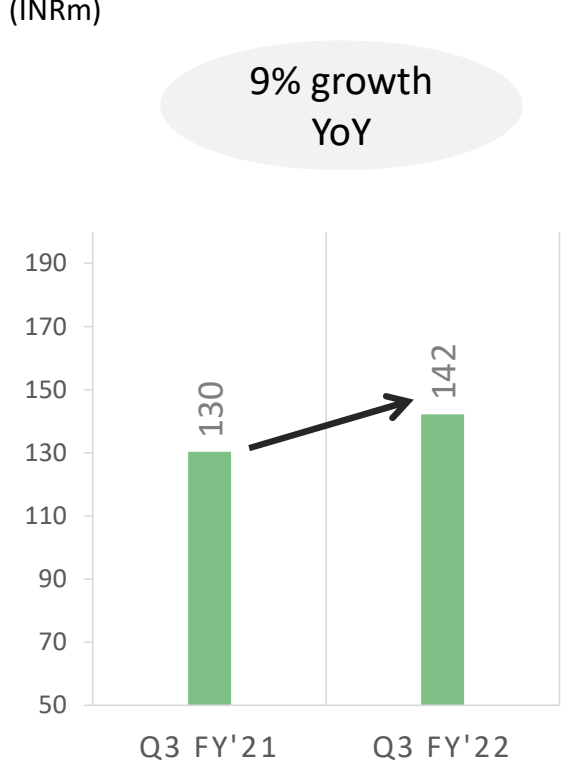
## Annuity Revenues (INR Mn)



## Subscription Revenues (INR Mn)



## SaaS Revenues (INR Mn)

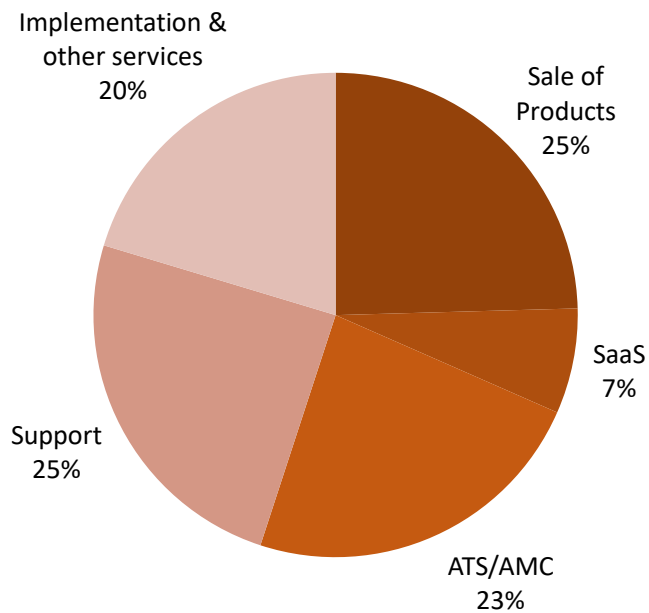


(1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams  
(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

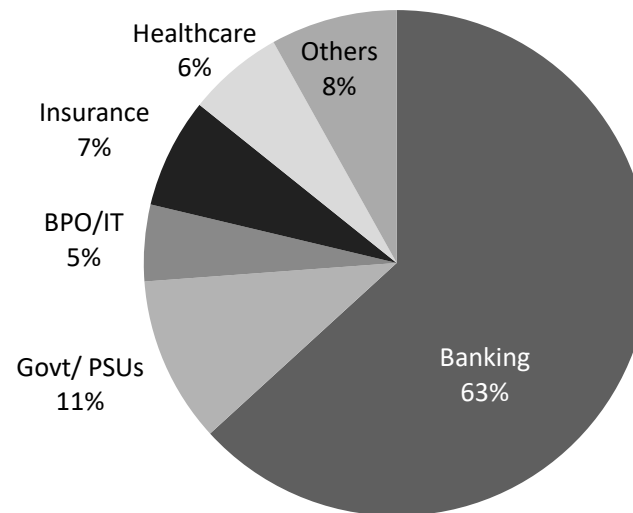


# Diversification Across Verticals and Geographies

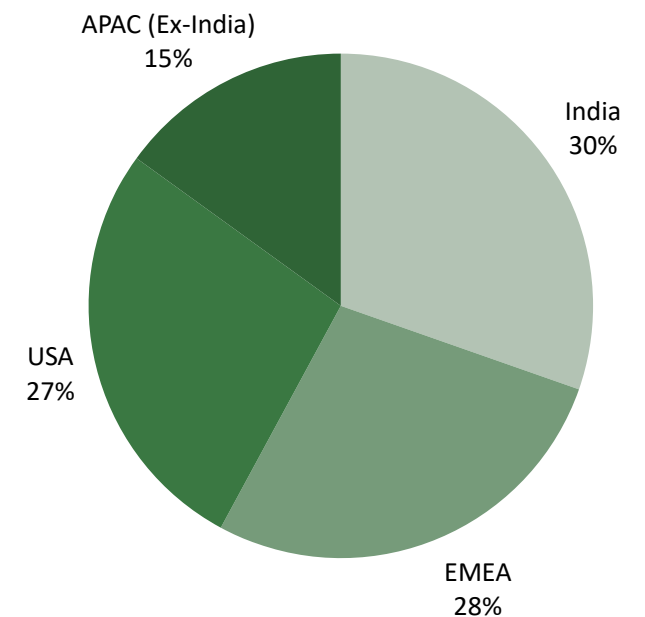
## Q3 FY'22 Revenue Split by Segment



## Q3 FY'22 Revenue Split by Vertical



## Q3 FY'22 Revenue Split by Geography



# Business Highlights (Q3 FY'22)

## Analysts Recognitions

- Newgen has been recognized as Visionary in the 2021 Gartner® Magic Quadrant™ for Content Service Platforms <sup>1</sup>
- Newgen Software has been positioned as a "Strong Performer" in The Forrester Wave™: Digital Process Automation Software, Q4 2021.<sup>2</sup>

## Patent Grant

- Granted a patent for an invention entitled "Centralized Controlled Printing and Administration" for 20 years commencing from 4<sup>th</sup> January 2010 by the Indian Patent Office.
- Granted a patent for an invention entitled "Integrated Capture and Analysis of Documents" for 20 years commencing from 14<sup>th</sup> January 2011 by the Indian Patent Office.

## Customers Wins

- 17 new logo wins on Q3 FY'22 across geographies; 37 new logo wins over 9 months\*

## Newgen Software acquiring Number Theory

- Newgen is acquiring India-based Number Theory, an AI/ML (artificial intelligence and machine learning) data science platform company, subject to the completion of conditions as stated in the approved Share Purchase Agreement

1. *Gartner Magic Quadrant for Content Services Platforms, Michael Woodbridge, Marko Sillanpaa, Lane Severson, Tim Nelms, October 18, 2021*

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2. *Authored by Rob Koplowitz with Chris Gardner, John Bratincevic, Stephen Powers, Sara Sjoblom, Kara Hartig, December 14, 2021*

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\* Including orders booked but not billed



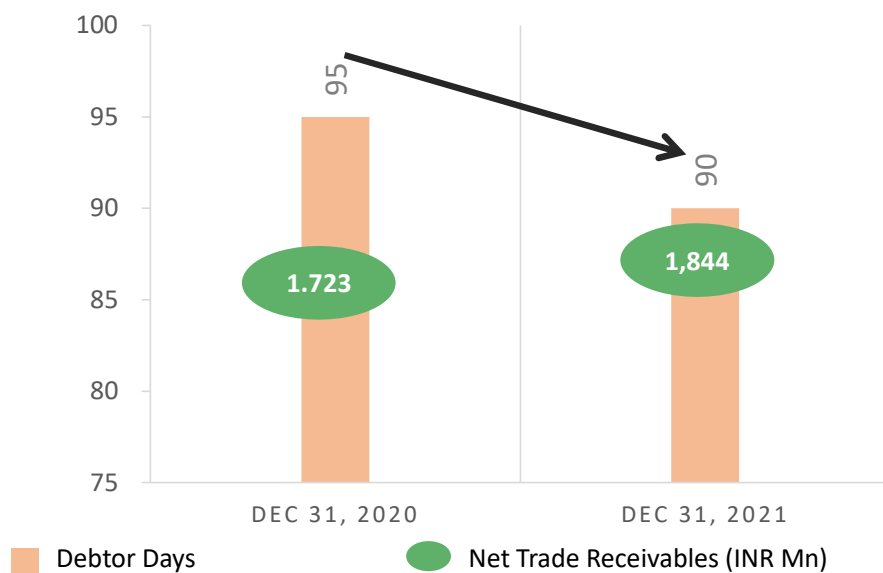
# Key Orders

- Cloud order for a **captive premium financing arm in India** of a leading global manufacturer of premium automobiles and motorcycles
- Project for a **diversified financial services company in the US** providing a full range of commercial banking, consumer banking and wealth management solutions
- Cloud order for a **leading specialty finance provider in the UK and Ireland**
- Customer mining for additional license business from **one of the world's largest investment management companies** managing \$8.2tn in global assets
- Order from an existing customer in Singapore, **part of a leading international banking group** with more than 150 years of banking history

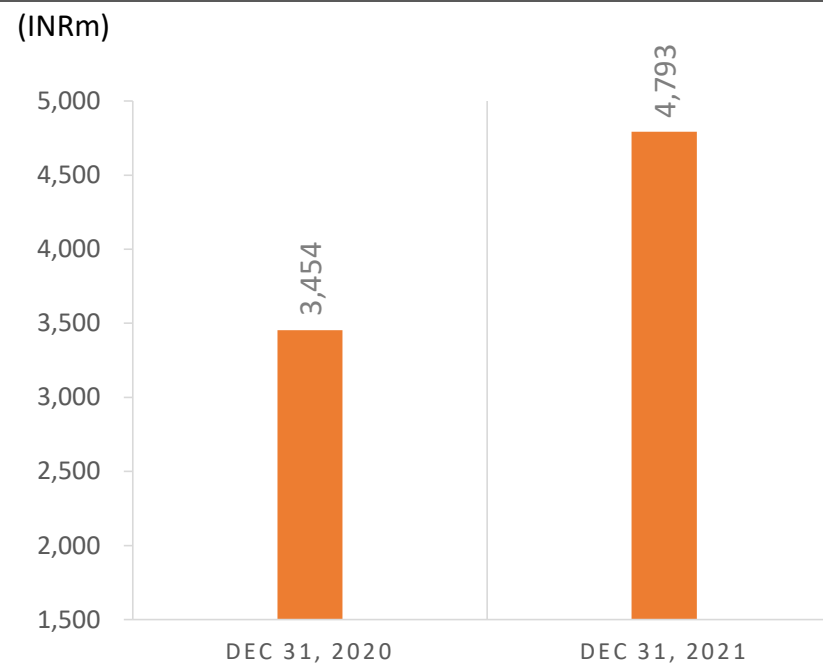


# Strengthening Balance Sheet

## Debtor Days (Based on Net Debtors)



## Cash, Bank Balance & Investments



Note: The business is seasonal in nature with proportionately higher revenues and debtor days in the year end period (March)



**For any investor queries, please contact:**

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## Disclaimer



This presentation may contain certain forward-looking statements concerning Newgen Software Technologies' future business prospects and business profitability, which are subject to several risks and uncertainties and the actual results could materially differ from those in such forward-looking statements.

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# P&L Statement

(All amounts in INR Mn, except per share data and unless otherwise stated)	Q3 FY'22	Q3 FY'21	Q2 FY'22	9M FY'22	9M FY'21
<b>Revenue</b>					
Revenue from operations	2,025.1	1,855.1	1,855.0	5,475.4	4,726.4
Other income	72.5	35.2	69.5	247.8	104.7
<b>Total revenue</b>	<b>2,097.6</b>	<b>1,890.4</b>	<b>1,924.4</b>	<b>5,723.2</b>	<b>4,831.1</b>
<b>Expenses</b>					
Employee benefits	1,025.9	830.9	1,019.5	2,977.9	2,338.7
Finance costs	7.2	22.0	5.7	19.4	48.0
Depreciation and amortization	43.3	44.1	42.8	126.8	150.7
Other expenses	420.5	335.9	369.4	1,225.3	1,132.5
<b>Total expenses</b>	<b>1,497.0</b>	<b>1,232.9</b>	<b>1,437.4</b>	<b>4,349.4</b>	<b>3,669.9</b>
<b>Profit before tax</b>	<b>600.6</b>	<b>657.5</b>	<b>487.0</b>	<b>1,373.8</b>	<b>1,161.2</b>
<b>Tax expenses</b>					
Current tax / Tax expense for earlier years	111.5	203.2	26.7	239.3	392.0
Deferred tax (credit)/charge	11.0	100.1	86.3	66.3	31.7
<b>Profit after tax for the year</b>	<b>478.1</b>	<b>354.2</b>	<b>373.9</b>	<b>1,068.1</b>	<b>737.5</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>3.0</b>	<b>7.5</b>	<b>-6.6</b>	<b>5.2</b>	<b>15.4</b>
<b>Total comprehensive income for the year</b>	<b>481.1</b>	<b>361.7</b>	<b>367.3</b>	<b>1,073.3</b>	<b>752.9</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>					
Basic earning per share	6.89	5.12	5.39	15.40	10.67
Diluted earning per share	6.57	5.08	5.33	15.00	10.59



**NEWGEN**

Unlock Simple

**Your Trusted Digital Transformation Partner**