

PRESS RELEASE

Newgen Software Reports Revenues of Rs 160 cr in Q1 FY'22, up 21% YoY;
Net Profit at Rs 22 cr, up 137% YoY

New Delhi, India – 20 July 2021

The management of Newgen Software Technologies Ltd. announced results for the quarter ended 30 June 2021 at its Board Meeting held on 20 July 2021.

Key Highlights- Q1 FY'22 v/s Q1 FY'21

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| <u>Revenues</u> Rs 159.5 Cr (21% Q1 YoY growth) | <u>SaaS Revenues</u> Rs 14.1 Cr (29% Q1 YoY growth) | <u>Profit after Tax</u> Rs 21.6 Cr (137% Q1 YoY growth) |
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Speaking about the results, Mr. Diwakar Nigam, Chairman & Managing Director, Newgen Software Technologies Ltd. said – “We are pleased to announce a robust growth quarter. We witnessed accelerated and broad based growth in revenues and profits. Revenues were up by 21% and Profit after tax was up by 137% in Q1 compared to the same period last year. As the markets are opening up, we hope to maintain the growth momentum. We continue to put efforts in growing our annuity based revenues which witnessed a growth of 20% Q1 YoY.

Most of the employees continue to work remotely, as we prepare for the post-COVID hybrid working environment moving forward. We have also been organizing vaccination drives across locations for our employees and their families.

We are excited to unveil our digital transformation platform—NewgenONE. NewgenONE is a comprehensive low-code platform for process automation with integrated content services, and communication management. NewgenONE simplifies complex enterprises wide business processes and information for superior employee and customer experiences.

We have enhanced our relationships with System Integrators through exemplary customer cases and success stories in our joint target markets. This segment is expected to be a key growth engine of our revenues in the medium term.”

Key Consolidated Financial Highlights (Q1 FY'22 v/s Q1 FY'21)

Revenue from operations (consolidated) at Rs 159.5 crores as compared to Rs 132.1 crores in Q1 FY'21, up 21% YoY

- Annuity Revenues (ATS/AMC, Support, and SaaS) were at Rs 104.8 crores, witnessing growth of 20% YoY. Subscription revenues (ATS/AMC and SaaS) were at Rs 53.7 crores, up 14% YoY; increasing share of cloud business.
- Revenue from sale of products/license were at Rs 27.9 crores, up 35% YoY
- Implementation & digitization revenues were at Rs 26.8 crores

EBIDTA up by 46% YoY at Rs 22.8 crores compared to Rs 15.6 crores in Q1 FY'21

Profit after tax up by 137% YoY at Rs 21.6 crores from Rs 9.1 crores in Q1 FY'21

Key Business Highlights (Q1 FY'22)

- **Key Analyst Recognitions:** Positioned as a “**Strong Performer**” in The Forrester Wave™: Content Platforms, Q2 2021, authored by Cheryl McKinnon et al.
- **11 new customer logos wins in the quarter**, notably in Middle East, APAC and UK regions.
- **Continous focus on R&D:** Granted two additional patents in the areas of content management during the quarter taking the total patent grants to 20 in India and the US
 - Granted a patent for an invention entitled “Online Collaborative Signing of Documents” for 20 years commencing from November 2010 by the Indian Patent Office. It aims at offering a solution for collaborative signing of documents with automatic verification of user device, user identity and user signatures
 - Granted a patent for an invention entitled “Method and System for Managing and Archiving Electronic Messages” for 20 years commencing from May 2009 by the Indian Patent Office. It aims at offering a solution for automated and efficient email archival, management and retrieval especially for business environments involving huge volumes of emails
- **Increasing cloud subscriptions:** SaaS revenues witnessed a growth of 29% YoY contributing 9% to the revenues of the organization.
- **Accelerated performance in Banking & Financial Services, Government/PSU, and Healthcare verticals** with increased demand for digital transformation initiatives.

About Newgen

Connecting Enterprises. Transforming Experiences.

Newgen Software Technologies Limited (listed In India on National Stock Exchange [Script code: NEWGEN] and BSE Ltd. [Script code: 540900]) is the leading provider of a unified digital transformation platform with native process automation, content services, and communication management capabilities. Globally, successful enterprises rely on Newgen’s industry-recognized low code application platform to develop and deploy complex, content-driven, and customer-engaging business applications on the cloud. From onboarding to service requests, from lending to underwriting, and for many more use cases across industries. Newgen unlocks simple, with speed and agility.

Disclaimer

This press release 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. 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.

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