



Newgen Software Technologies Ltd.

Q1 FY'21 Investor Update

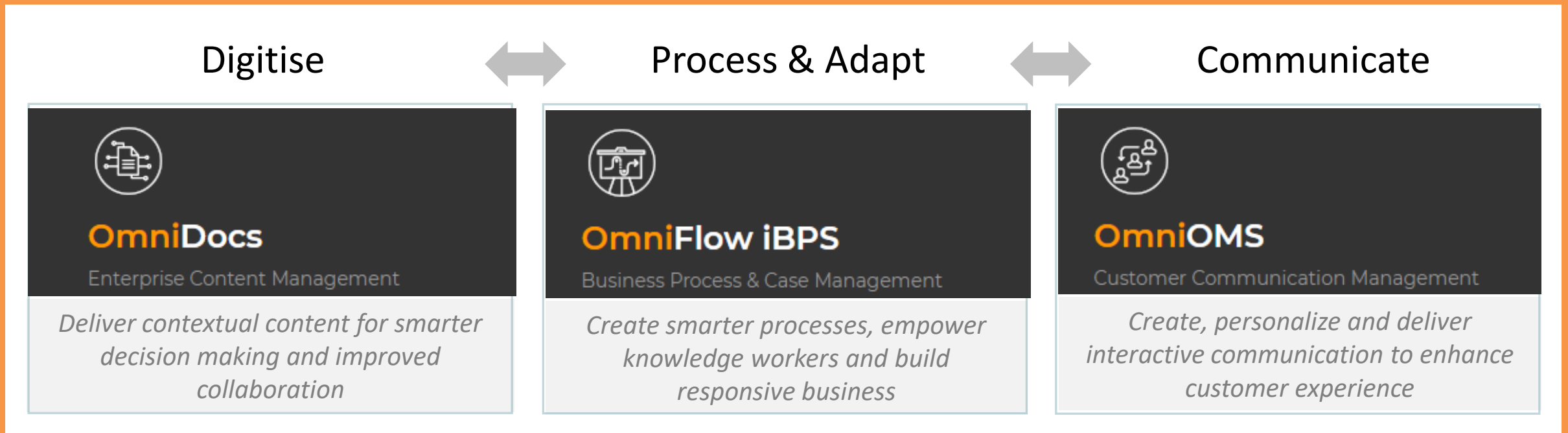
Connecting Enterprises. Transforming Experiences.

COPYRIGHT 2020, NEWGEN SOFTWARE

July
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



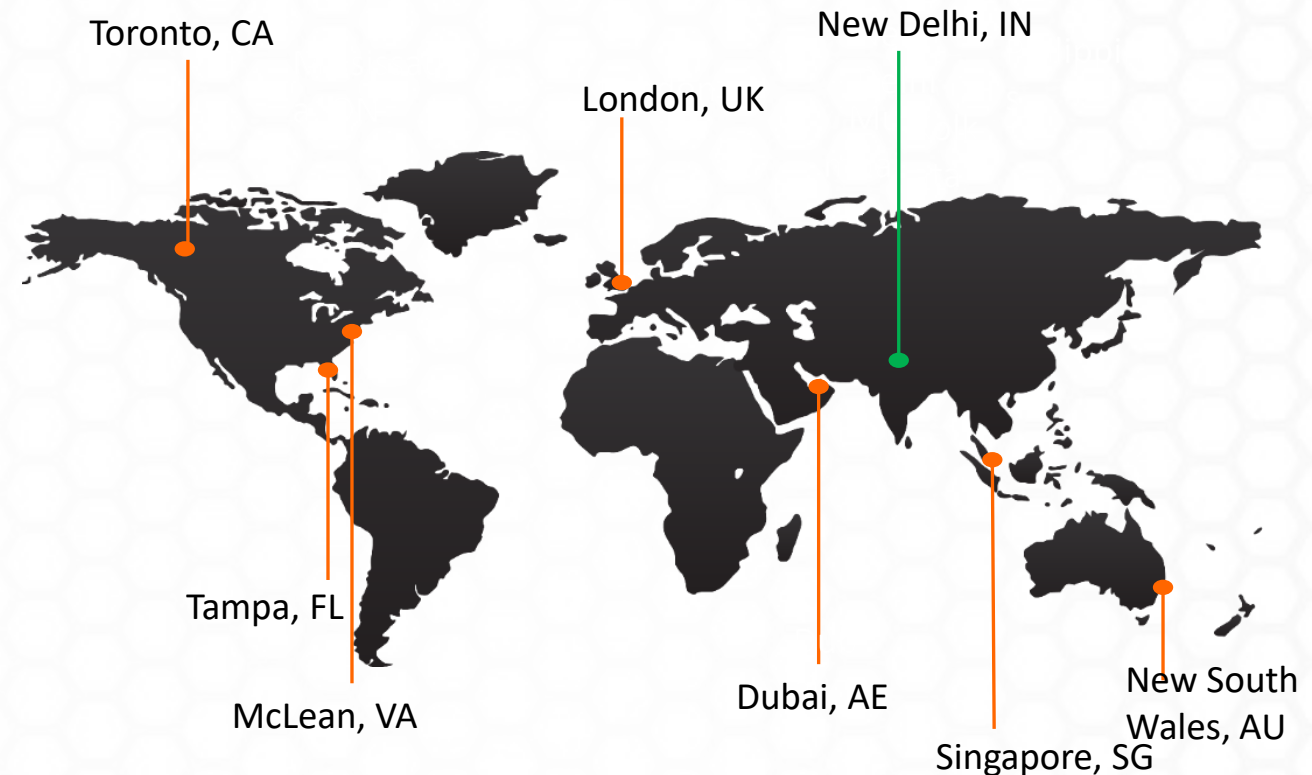
Strong Industry Recognition



Rs 6,608 Mn
FY'20 Revenues



56% Annuity Revenues



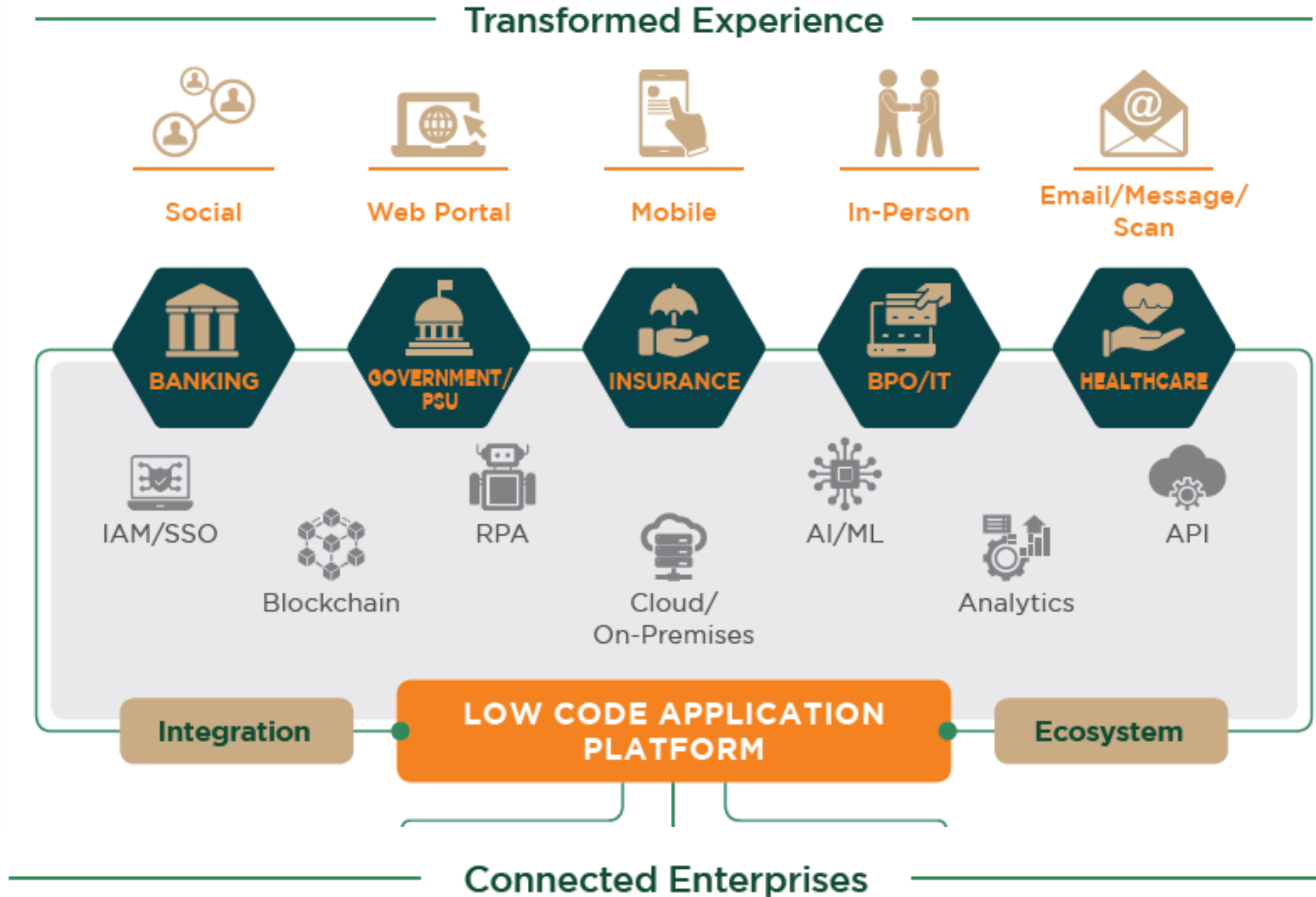
 Global Offices  HQ

COPYRIGHT 2020, NEWGEN SOFTWARE

(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

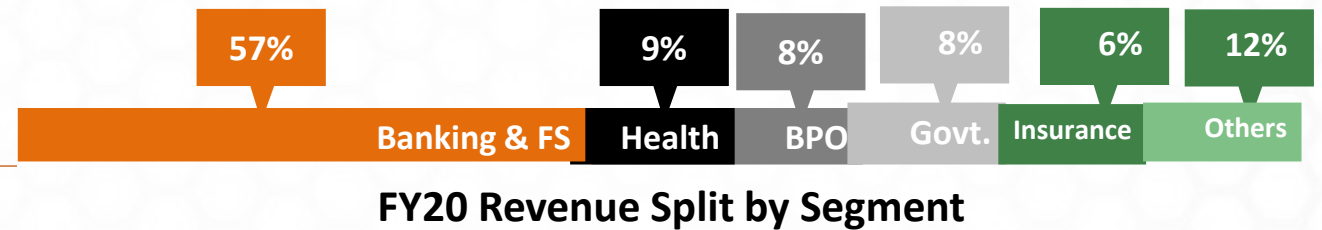


Resilient Business Model in place (FY'20)

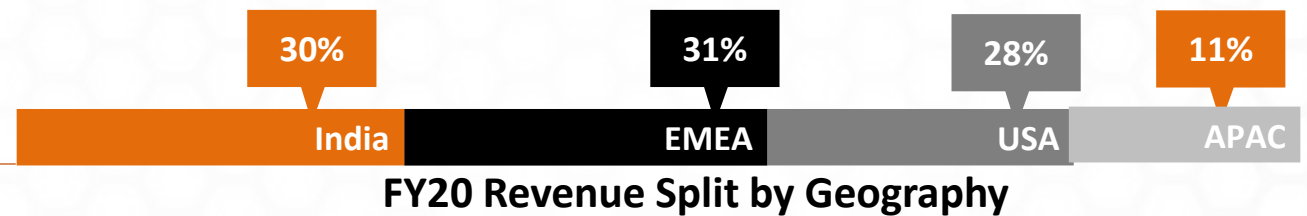
Large annuity revenues streams



Mission critical solutions across key verticals



Diversification across geographies



Strong Industry Recognition

Gartner

FORRESTER®

ECM

A Challenger in Magic Quadrant for Content Services Platform, 30 October 2019, Michael Woodbridge et al

“A Strong Performer” in ECM Content Platforms Wave™ Report, Q3 2019

BPM

A Niche Player in Magic Quadrant for Intelligent Business Process Management Suites, 30 January 2019, Rob Dunie et al

“Strong Performer” in the Forrester Wave™: Digital Process Automation For Wide Deployments, Q1 2019

A Challenger in Magic Quadrant for BPM-Platform-Based Case Management Frameworks,, 24 October 2016, Rob Dunie, Janelle B. Hill*

“Leader” in the Forrester Wave™: Cloud-Based Dynamic Case Management (DCM), Q1 2018

CCM

A Niche Player in Magic Quadrant for Customer Communications Management Software, 26 January 2017, Karen M. Shegda, Pete Basiliere*

“Strong Performer” in the Forrester Wave™: Customer Communications Management, Q2 2016

Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

*This research is provided for historical perspective; portions may not reflect current conditions.

• The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave™ are trademarks of Forrester Research, Inc. The Forrester Wave™ is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

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

44 patents filings,
15 Granted⁽¹⁾

New Features

Intelligent Content Services

Low-Code Application Dev Platform

Collaborative Work Management

Digital Sensing

BlockChain

RPA

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

Transforming project delivery and sales and marketing methods



Cloud Deployments ensuring remote implementations



Low Code Platforms ensures reduction in delivery timelines



Leveraging digital connectivity while ensuring data security to successfully execute each stage of project deployments and sales demos and discussions



Local teams across mature markets



Focus on strengthening the SI partner ecosystem globally

Experienced Senior Management Team with Distinct Operating Culture


Management Organisation Structure

■ **Founder-led** management team with extensive experience


■ Supported by a strong second line management

■ Fostered culture of **innovation, entrepreneurship and teamwork**


■ **10 out of 20 AVP** have been with the company for **15+ years**



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/ Product
 • Been with Newgen since 1992
 • Manages overall strategic and operational responsibility for entire portfolio of offerings

Sales & Marketing




Hemant Makhija
VP – Marketing
 • 30 years of extensive experience with organizations like Plex Systems, Yahoo, Sage, and Systronics

Business Mgmt/Delivery




Tarun Nandwani
Sr. VP – Business Management
 • Been with Newgen since 1993
 • Responsible for driving business from existing customers and CRM


Corporate




Dr. S.J. Raj
Sr. VP – HRD
 • Been with Newgen since 1992
 • Experience of 31 years



Manojit Majumdar
VP – Channels
 • With Newgen since 1998
 • Managed mid-market channels at IBM India
 • Rejoined Newgen in 2011




Ashok Kapoor
VP – Software Development
 • Been with Newgen since 2015
 • Experience of 26 years



Arun Kumar Gupta
Chief Financial Officer
 • Been with Newgen since 2010
 • Oversees financial reporting & planning, treasury, taxation, IR and compliances


Australia Sales



R. Krishna Kumar
VP – Sales
 • Been with Newgen since 2013
 • Experience of 21 years




Vivek Bhatnagar
VP – Sales
 • With Newgen since 2011
 • Experience of 20 years




Dushyant Kumar
VP – Software Development
 • Been with Newgen since 1999
 • Driving organization wide scaling of competence of Delivery and all customer facing groups


US Sales



Sunil Pandita
VP – Sales
 • 22 years of extensive experience with organisations like Samsung Electronics, Adobe, IBM, Autodesk and HCL



Shanmugam Nagappan
VP – Software Development
 • Responsible for managing delivery functions on projects executed from SDC, Chennai



Anand Raman
EVP & COO - Newgen Software Inc.
 • Been with Newgen since 1994
 • Deep experience in product development life-cycle

Independent Board of Directors

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

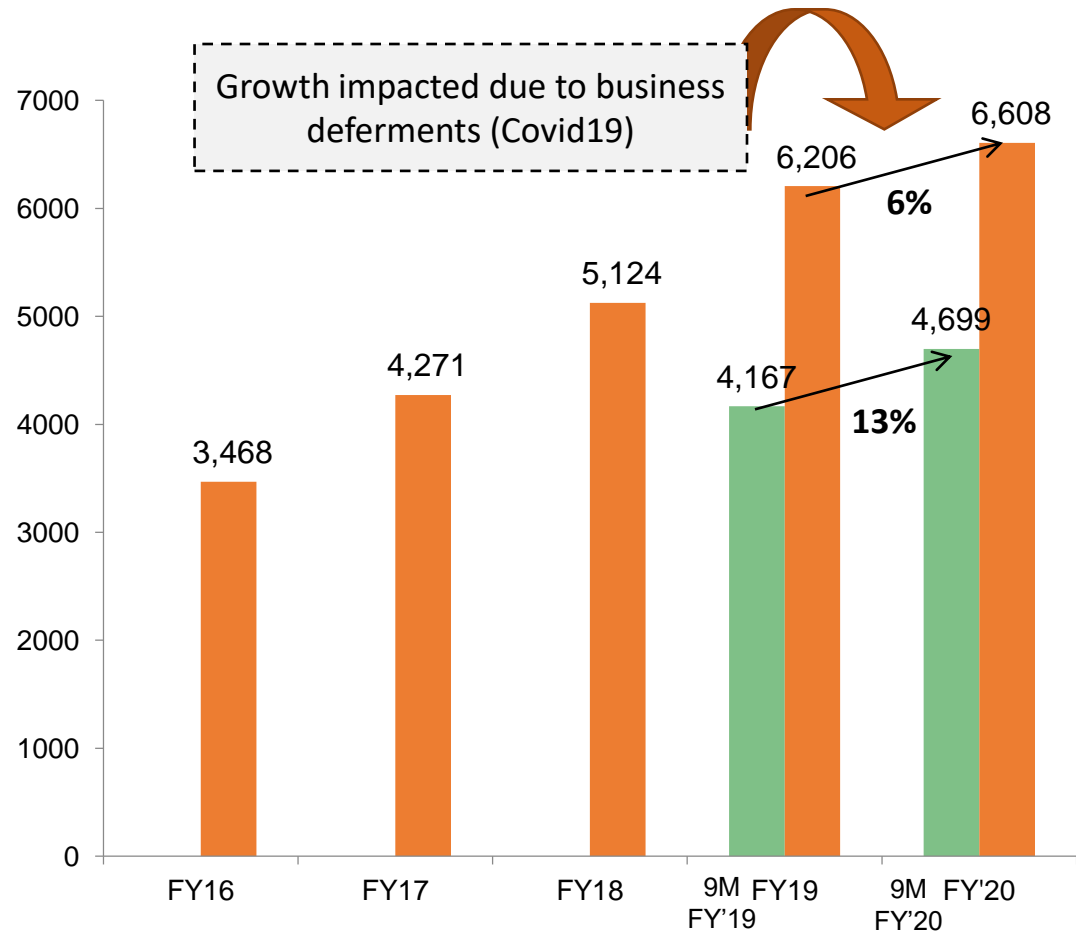
Kaushik Dutta
 Non Executive, Independent Director
 22+ years of experience in Finance & Accounting

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

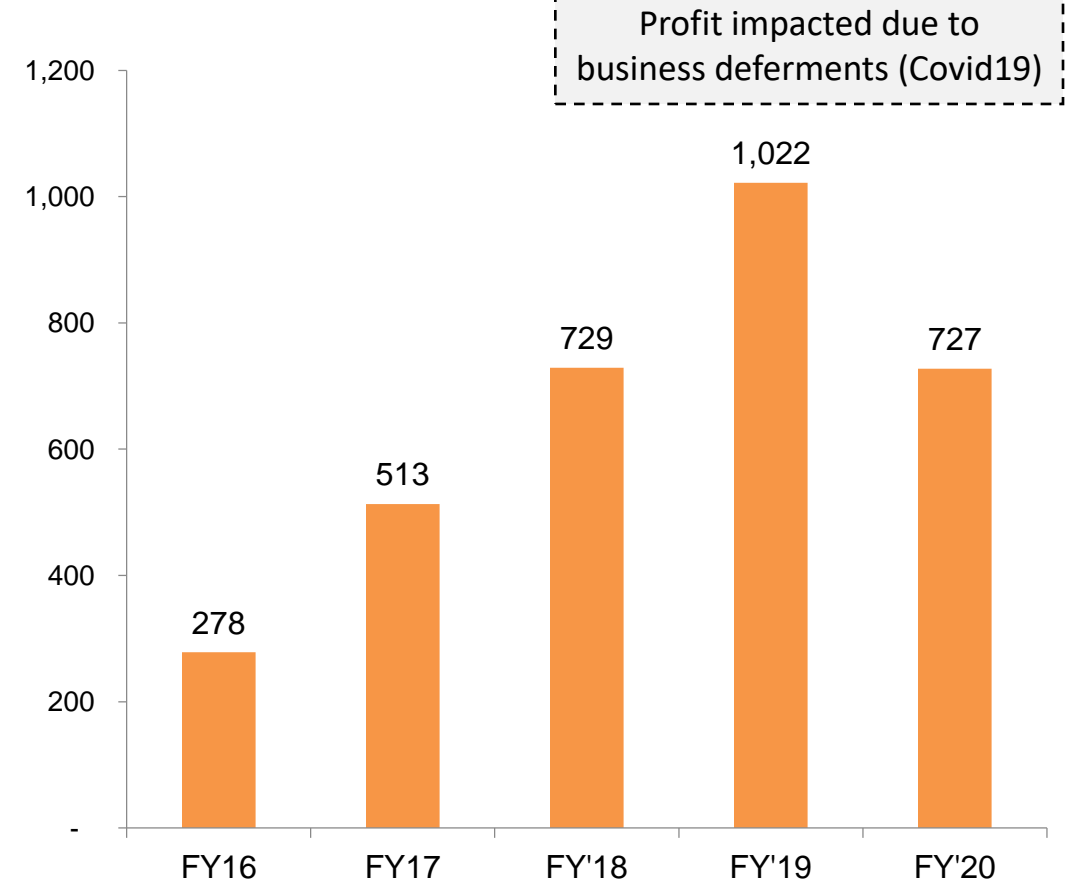
Padmaja Krishnan
 Non Executive, Independent Director
 30+ years of experience in Technology space

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



Q1 FY'21 Results

Financial Summary (Consolidated)

Particulars	Metrics	Q1FY21 (Unaudited)	Q1FY20 (Unaudited)	YoY Growth	Q4FY20 (Unaudited)	QoQ Growth
Revenue (INR Mn)	Revenue from operations	1,321	1,310	1%	1,908	-31%
	Other Income	39	29	33%	92	-57%
	Total Income	1,360	1,339	2%	2,000	-32%
Profit (INR Mn)	EBITDA <i>(adjusted for other income)</i>	156	77	101%	519	-70%
	Profit after tax	91	31	196%	415	-78%
Margin (%)	EBITDA <i>(adjusted for other income)</i>	11.8%	5.9%		27.2%	
	Profit after tax	6.7%	2.3%		20.7%	
EPS (INR)	Basic	1.32	0.45	193%	6.01	
	Diluted	1.31	0.44	195%	6.00	

Q1 FY'21

- Achieved revenues of Rs 1,321 Mn with growth in annuity revenue streams. Continuing business from existing long-term customers and acquisition of credible new logos
- Substantial cost optimization efforts across all spheres of the organization leading to significant expansion of our margins even amidst this challenging market. Further optimization measures to continue in next quarters.
 - EBITDA up by 101% at Rs 156 Mn compared to Rs 77 Mn in Q1 FY'20
 - Profit after tax up by 196% at Rs 91 Mn compared to Rs 31 Mn in Q1 FY'20
 - Basic EPC witnessed an increase of 193% YoY

Credible and Large Customer Wins

22

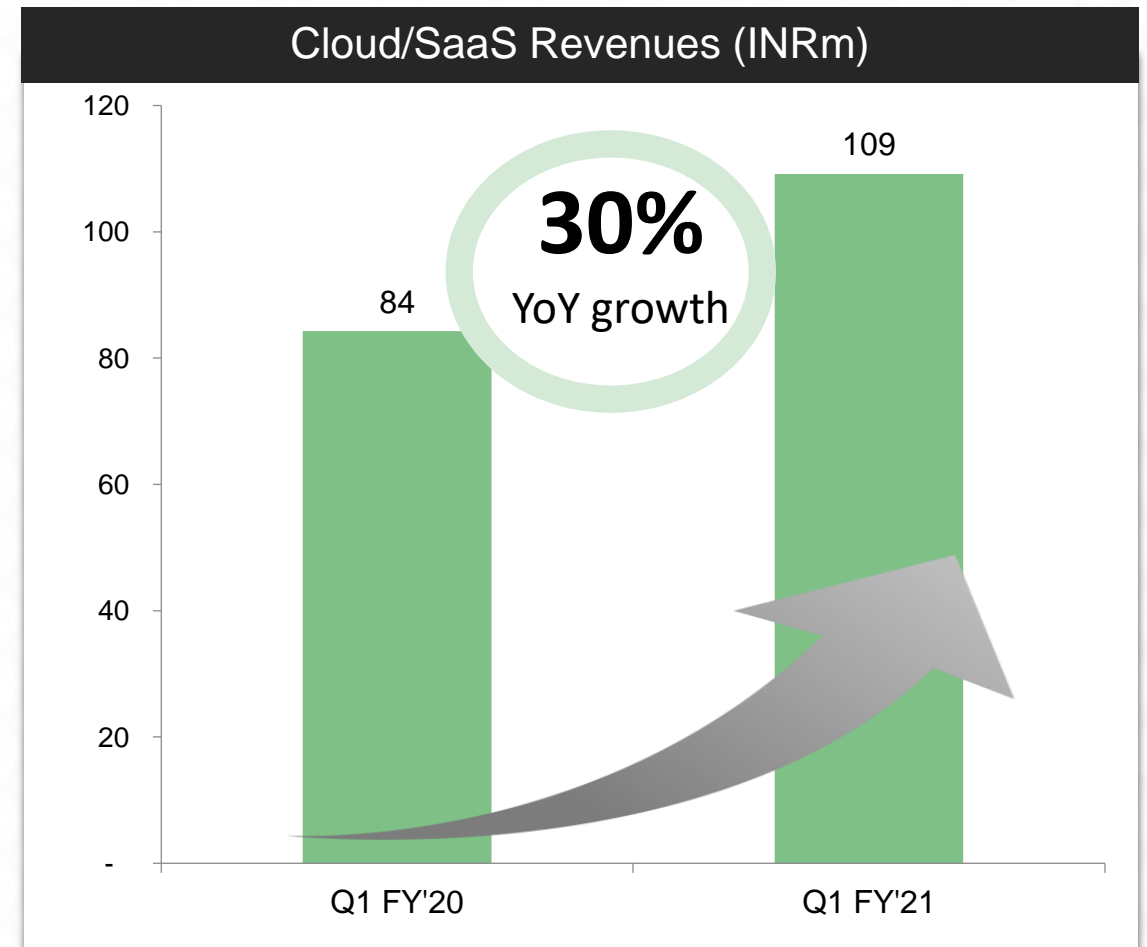
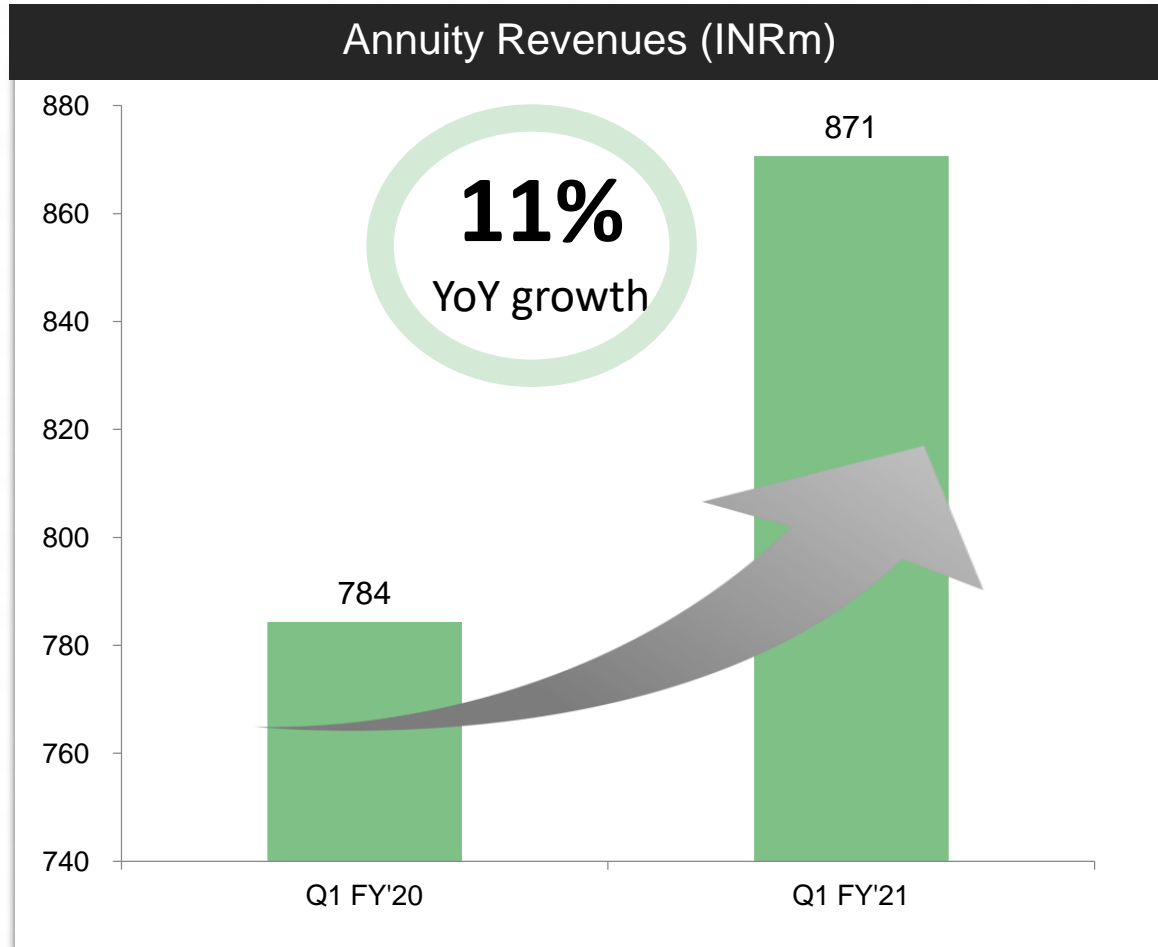
New Logo Wins
during Q1 FY'21

Major deals include:

- 15 new logo wins in Americas region in Banking and Credit Union space
- Mid-sized project for a global leader in energy transportation based in Qatar (EMEA Region)
- Project for one of the largest and fastest growing insurance companies in Philippines, offering financial security to 1.3 million individuals through group and individual life insurance products (APAC region)

Enhanced Visibility of Revenues

Growth momentum continues in Annuity Revenues Streams



Business Highlights

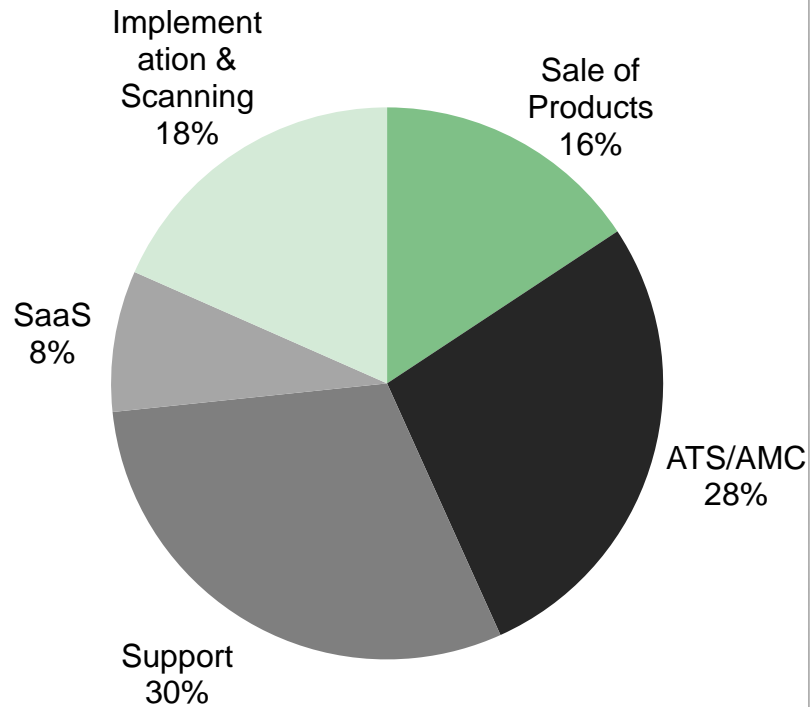
Making strong in-roads in the US market with new offerings: Newgen's revenues from US region witnessed a growth of 36% YoY during the quarter, largely on the back of solution deployments under the Paycheck Protection Program (PPP). Leading banks and credit unions are now using Newgen for processing loan requests for PPP. Given Newgen's unique positioning, these opportunities are expected to help in deeper penetration in the region thus supporting long term SaaS growth for the Company.

Banking & Financial Services and Insurance verticals continue to be the growth drivers during the quarter with growth of 12% and 29% respectively.

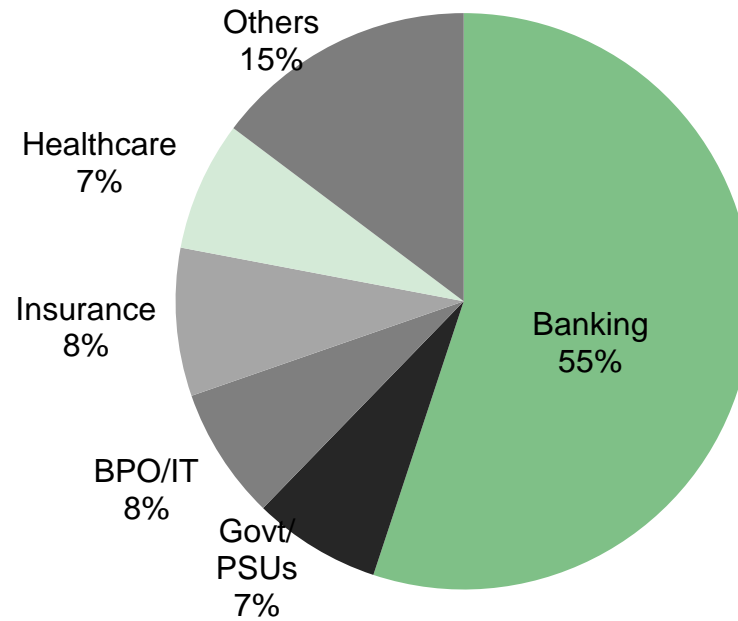
Effective remote enablement measures: The Company continues to fulfill all customer commitments through effective remote enablement measures including institutionalizing new business processes and ways of working and thus leading to better collaboration, efficient delivery and enhanced productivity despite lack of in-person interactions.

Diversification continues across Verticals and Geographies

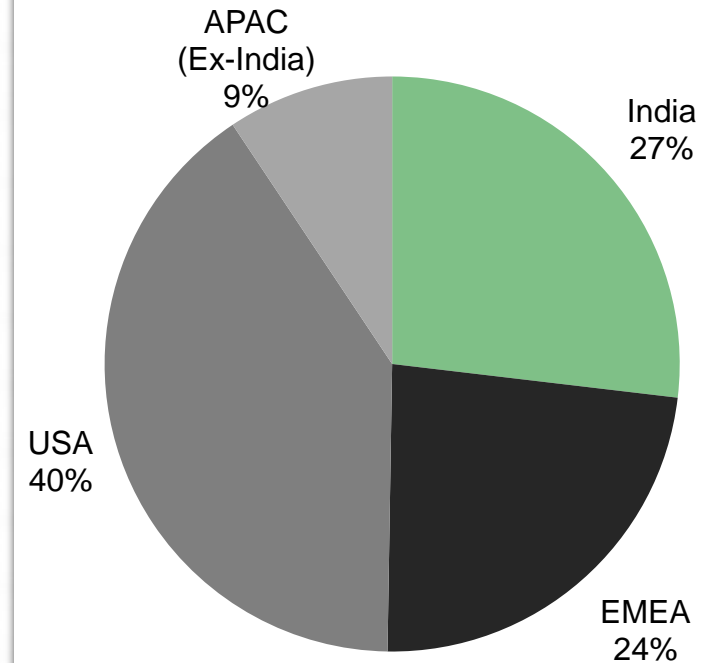
Q1 FY21 Revenue Split by Segment



Q1 FY21 Revenue Split by Vertical



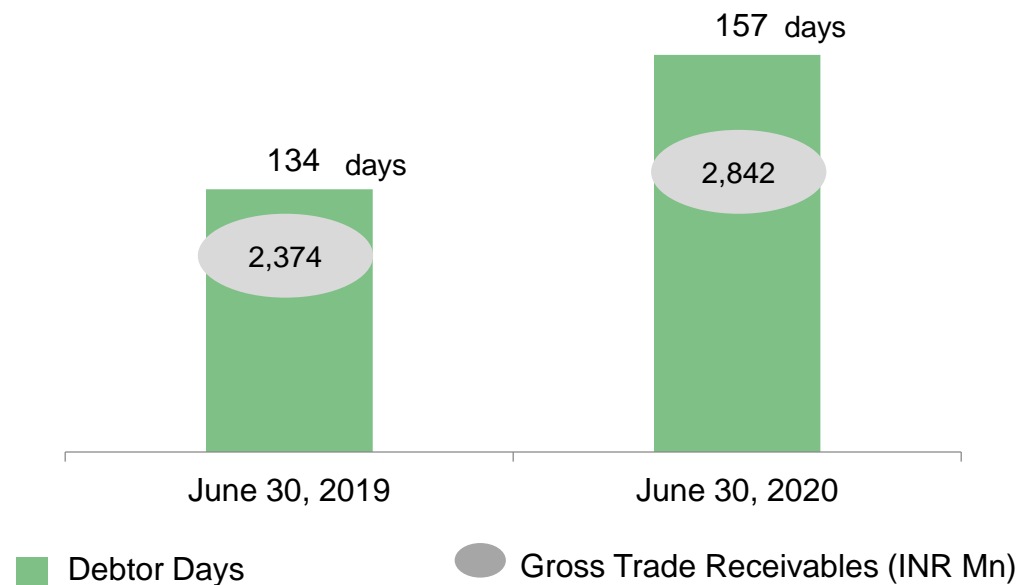
Q1 FY21 Revenue Split by Geography



Debtors Days

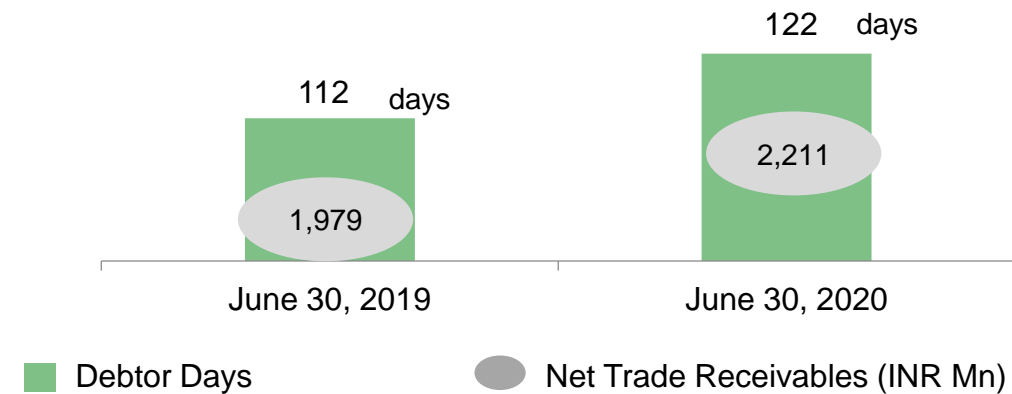
Debtor Days (Based on Gross Debtors)

(INRm)



Debtor Days (Based on Net Debtors)

(INRm)





Thank you

www.newgensoft.com

For any Investor Queries please contact:

Deepti Mehra Chugh
Head – Investor Relations
Phone: +91 11- 46 533 200
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)	Q1 FY 2021	Q1 FY 2020	Q4 FY 2020
Revenue			
Revenue from operations	1,321.2	1,309.7	1,908.4
Other income	39.2	29.5	91.7
Total revenue	1,360.4	1,339.2	2,000.1
Expenses			
Employee benefits	780.6	778.4	845.3
Finance costs	18.0	18.3	34.7
Depreciation and amortisation	57.8	48.2	52.9
Other expenses	384.8	453.9	543.7
Total expenses	1,241.2	1,298.8	1,476.5
Profit before tax	119.1	40.4	523.6
Tax expenses			
Current tax	64.4	10.4	112.4
Deferred tax (credit)/charge	-36.4	-0.8	-3.5
Profit after tax for the year	91.2	30.8	414.7
Other comprehensive income/(loss) for the year, net of income tax	15.7	-1.2	8.7
Total comprehensive income for the year	106.9	29.7	423.4
Earnings per equity share (face value of Rs. 10 per share)			
Basic earning per share	1.32	0.45	6.01
Diluted earning per share	1.31	0.44	6.00