



Newgen Software Technologies Ltd.

Q3 FY'25 Investor Presentation



UNLOCK SIMPLE

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Newgen – Key Highlights (FY'24)



32 years
of Innovation, Passion,
and Excellence



Rs 189,211 Million
Market Capitalization*



Direct presence
in **8 countries**
(Customers across 76 countries)



17 verticals
Major Verticals including
Banking & FS, Insurance, Government



51 New Logo
additions



~4400 Personnel
(with ~600 personnel in R&D)



29% increase in revenue per customer
65 customers over Rs 50mn billing



45 patents filed,
24 granted



Consistently recognized by
Gartner and Forrester

Newgen – Financial Snapshot (FY'24)



Rs 12,438 Million
Revenue
(28% YoY Growth)



Rs 7,498 Million
Annuity Revenues*
(26% YoY Growth)



Rs 12,235 Million
Network



Rs 2,814 Million
Cash Flow from Operations



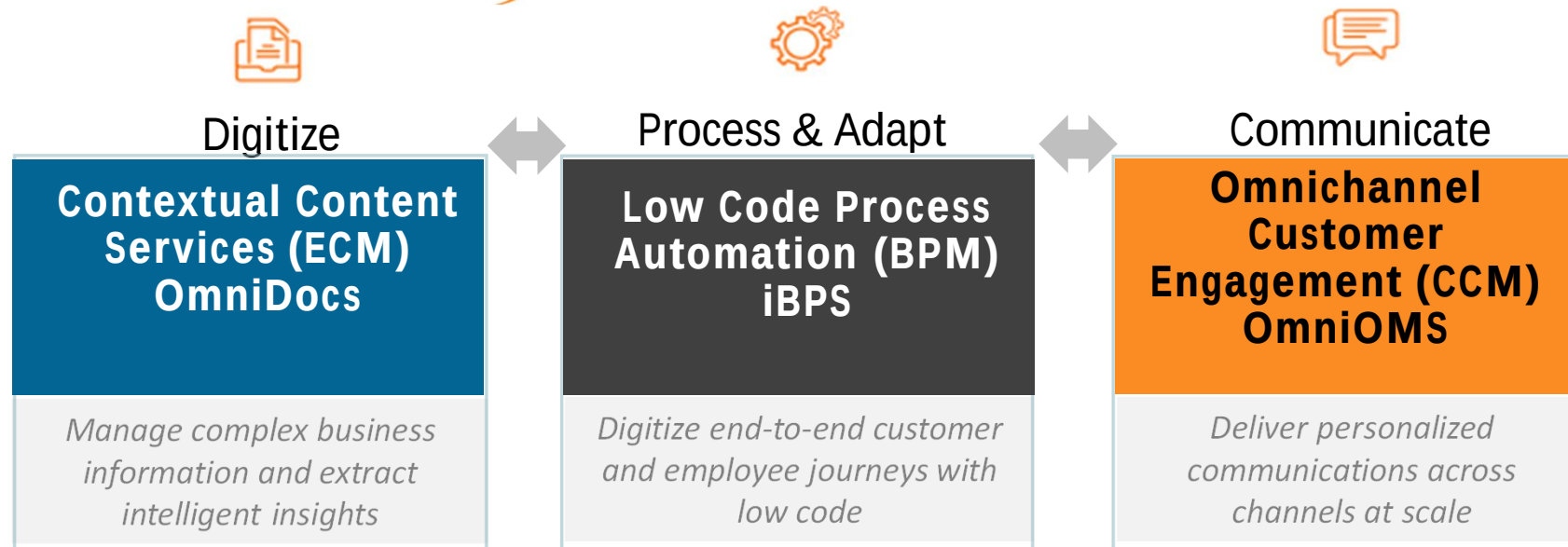
Rs 2,883 Million
EBITDA
(23% EBITDA Margin)



Rs 2,516 Million
PAT
(42% YoY Growth)

* Annuity revenues comprise of ATS/AMC and Cloud/ Subscription License revenue streams and Support revenues
All Figures as of March 31, 2024

Newgen: Enterprise-wide unified digital transformation platform provider



Generative AI & Artificial Intelligence Cloud



Redefine how businesses operate, supercharging productivity and unlocking boundless opportunities. Enable intelligent decision-making by infusing AI into business processes

Holistic Transformation with — NewgenONE

Low Code Application Development

- No Code/Low Code
- Portal Interface Development
- Mobile App Development
- Business Rules Management
- Back-office App and Desktop Development

Data Science and AI

- Model training, Visualization
- Analytics-based Process insights
- Taxonomy Management
- Content Classification and Analytics

Governance and Security

- Privacy and Access Control
- Audit Trails
- Data Encryption
- Regulatory Compliance



Process Automation

- Business Process Management
- Journey Orchestration
- RPA
- Business Operations Dashboard
- Process Optimization
- Master Data Management

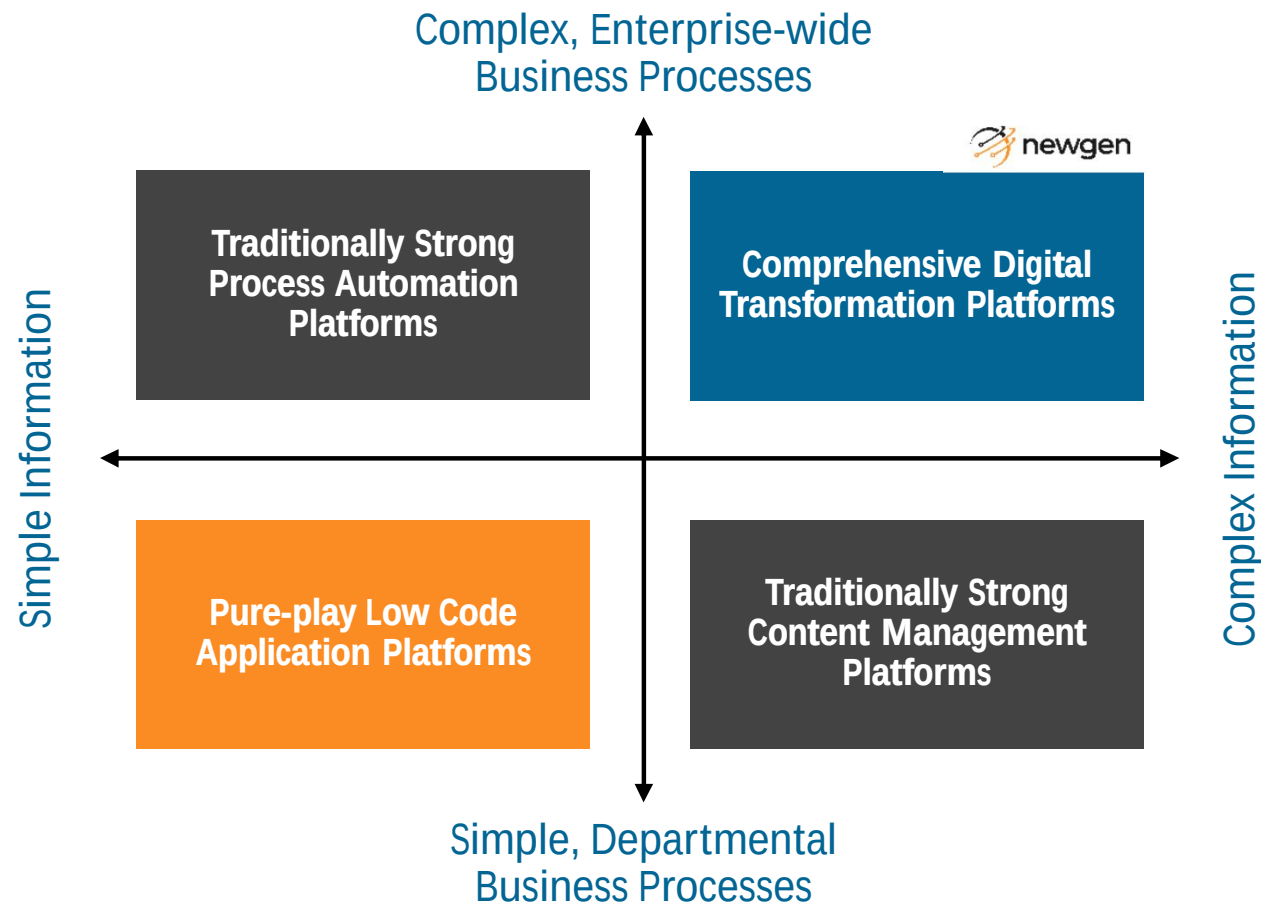
Contextual Content and Communications

- Content Services
- Intelligent Document Processing
- Records Management
- Contextual and Personalized Communications

Integration

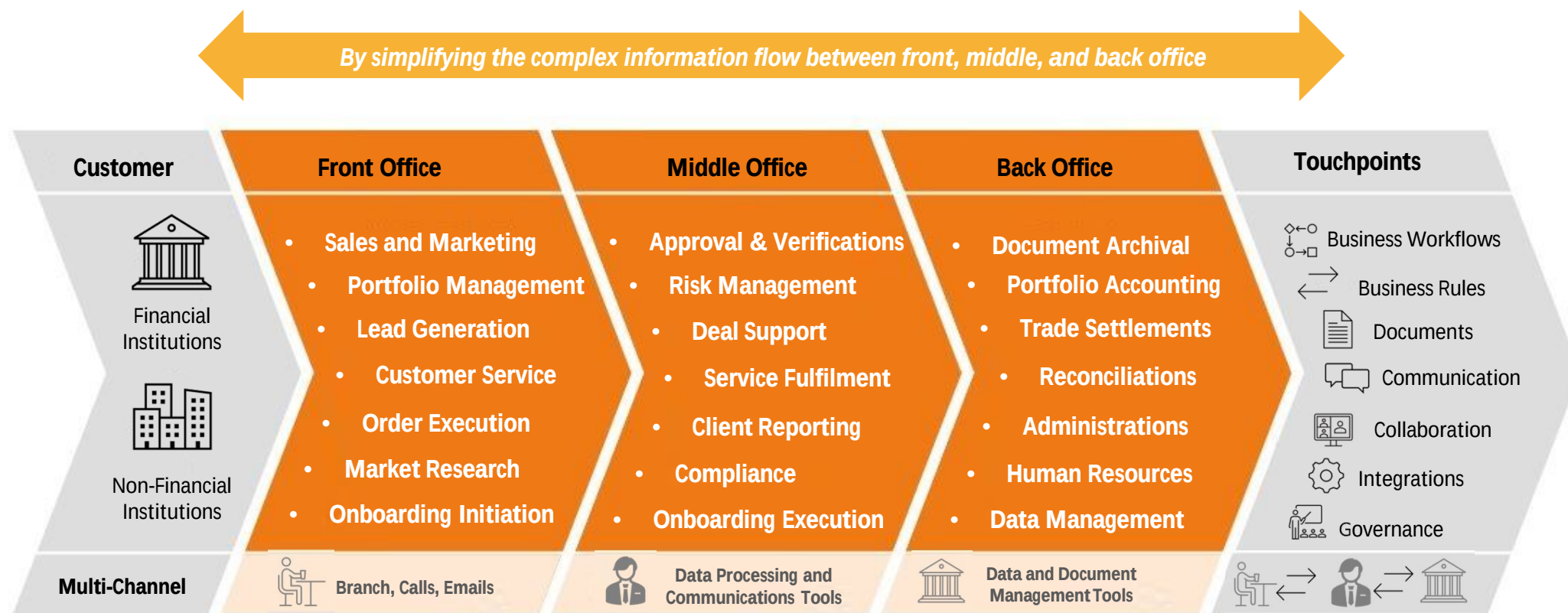
- Catalogue of reusable Services
- Pre-integrated Connectors
- Integration frameworks
- Microservices
- DevOps

Business Applications Range in Complexity of Process & Information



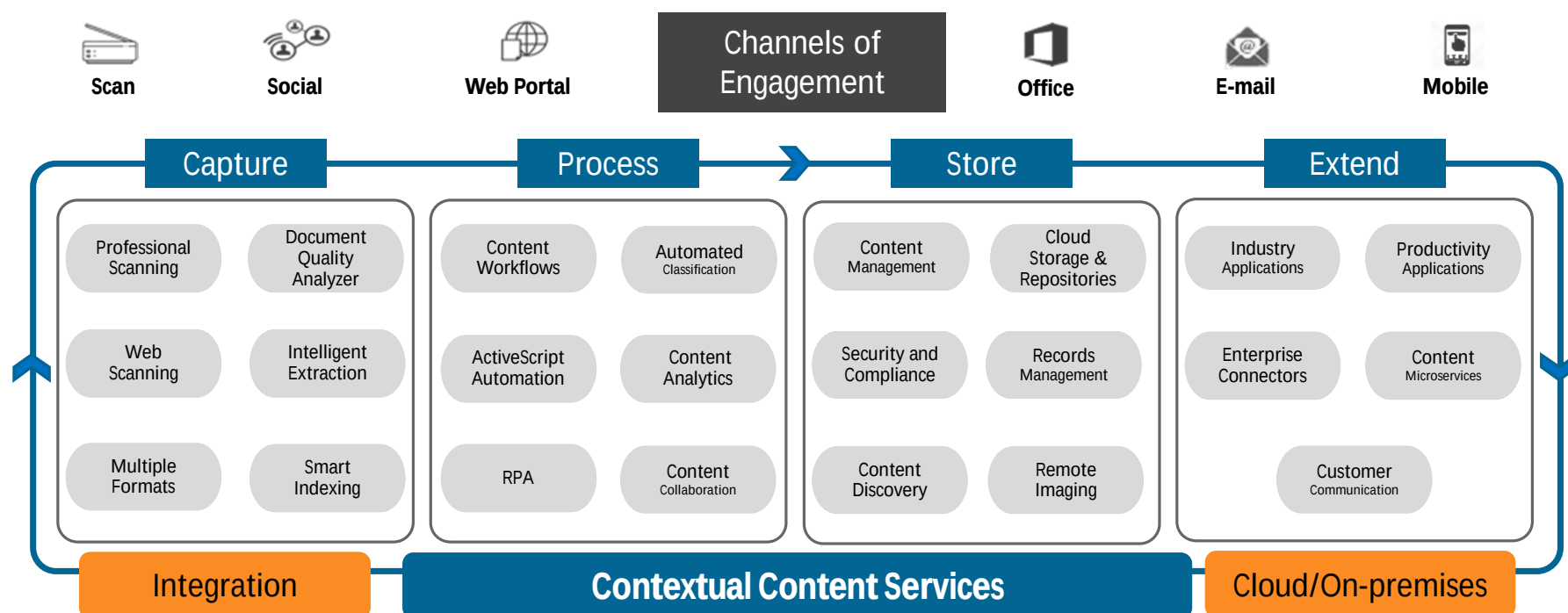
NewgenONE digital transformation platform is a **comprehensive, unified** platform with **native** process automation, content services, and communication management capabilities

Mitigating the information flow challenges



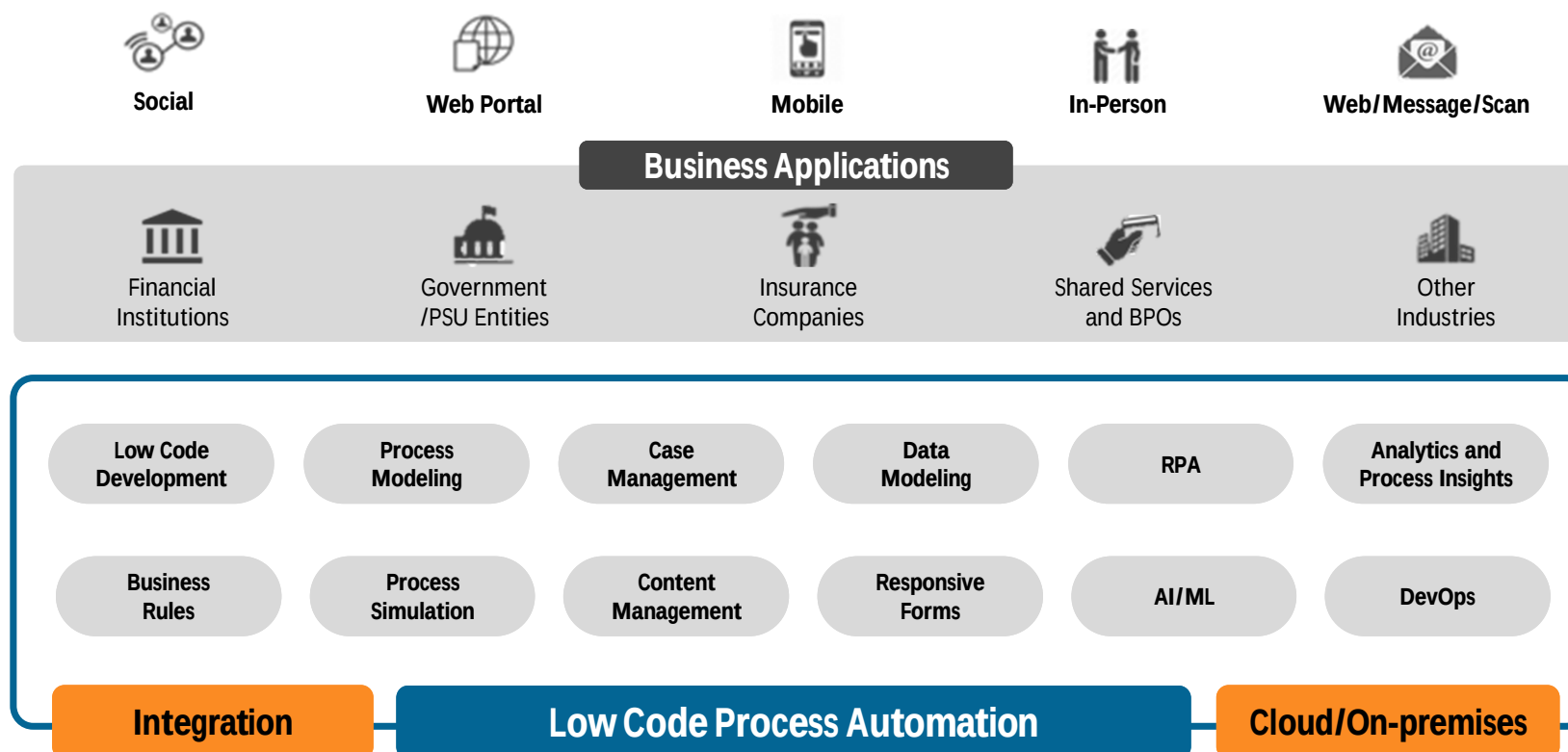
NewgenONE With Contextual Content Services Capability...

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



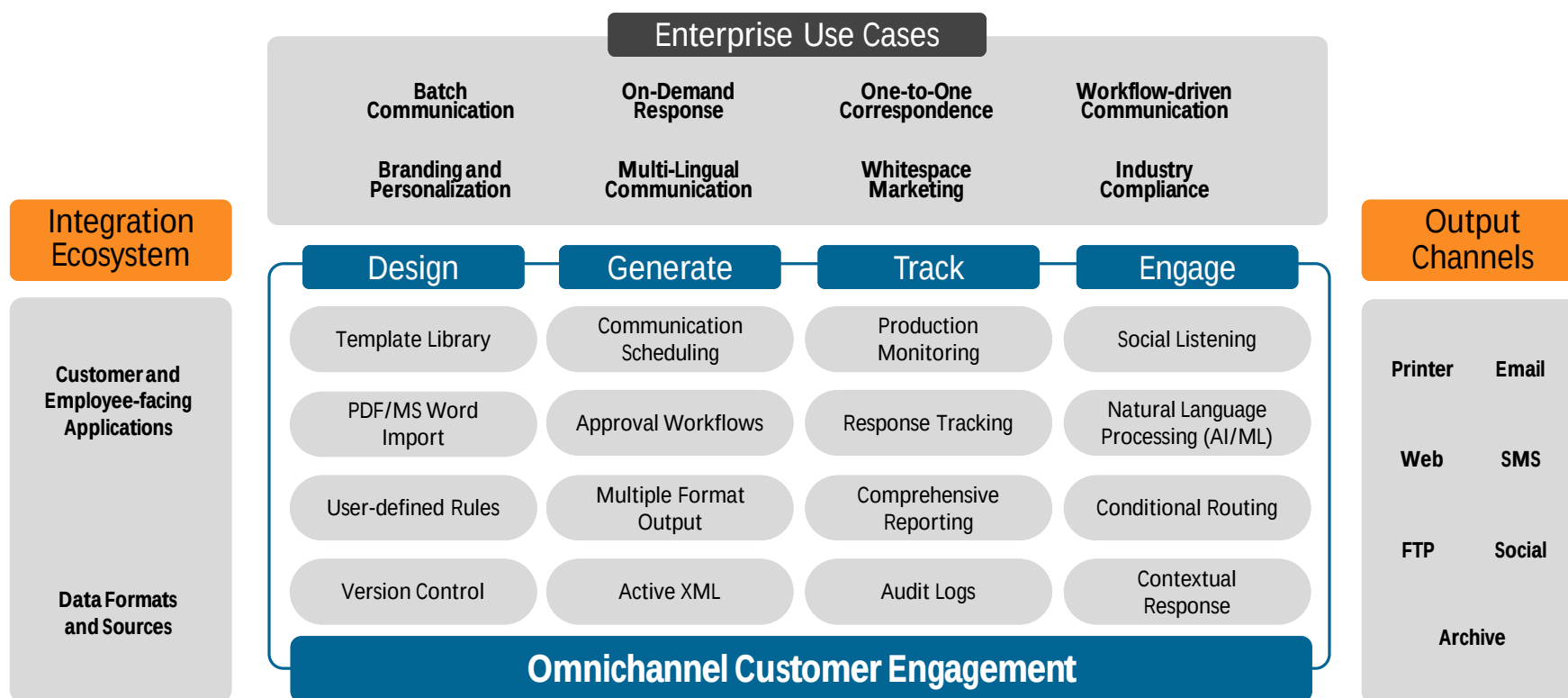
NewgenONE With Low Code Process Automation Capability...

Rapid Application Development for Deep and Complex Business Applications – Across Devices

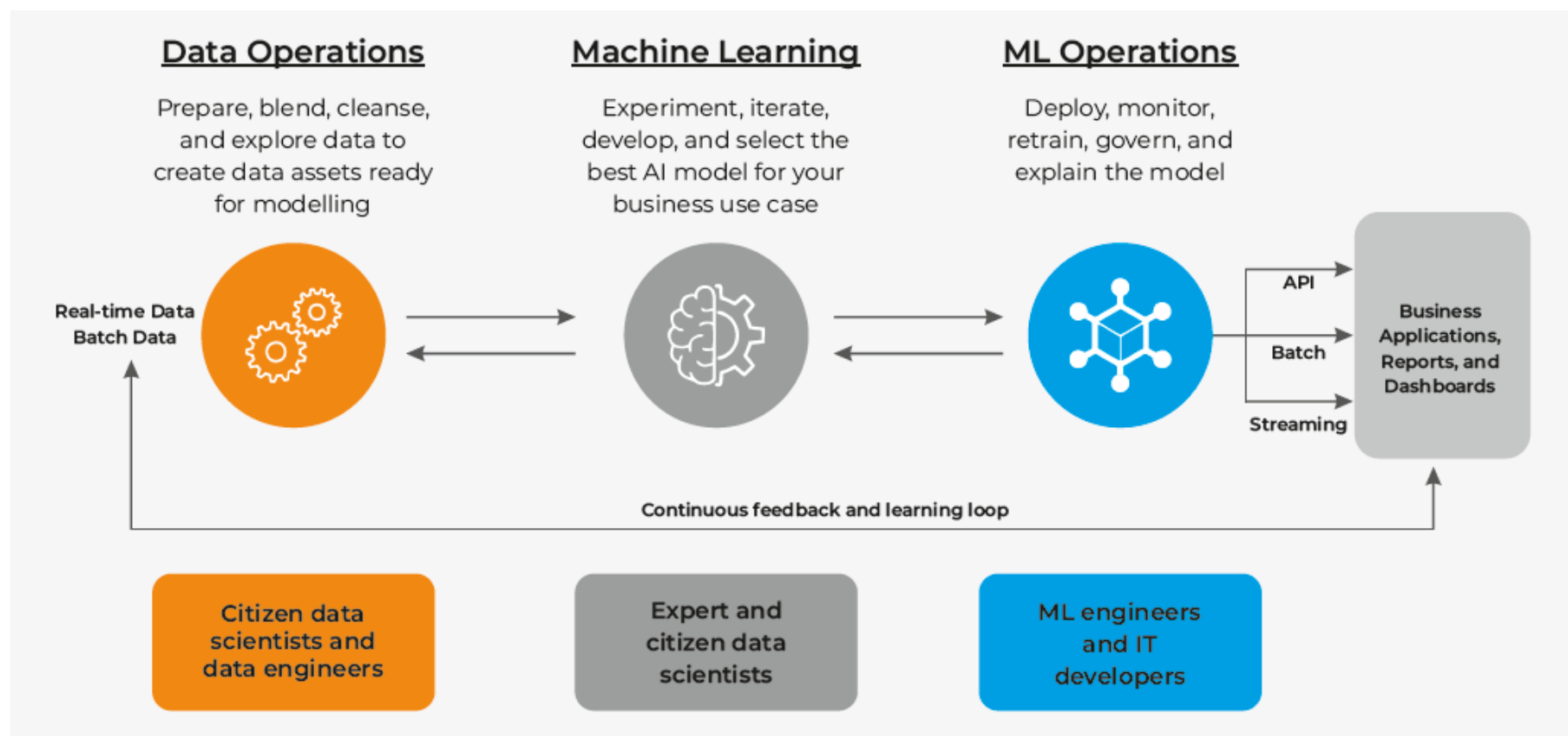


NewgenONE With Personalized Customer Engagement Capability...

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



Newgen AI Cloud – A unified platform for all data science needs



Trusted by Leading Analysts

FORRESTERGartner®

- Recognized in Forrester's The Low-Code Platforms For Professional Developers Landscape, Q4 2024 on 23rd December
- Recognized in Forrester's The Content Platforms Landscape, 2024 on 26th September 2024
- Recognized in Forrester's The Task-Centric Automation Software Landscape, Q3 2024 on 19th July 2024
- A "Leader" in The Forrester Wave™: Content Platforms, Q1'23
- A Strong Performer in The Forrester Wave™: Digital Process Automation Software, Q4 2023
- A "Strong Performer" in The Forrester Wave™: Robotic Process Automation, Q1 2023 Report
- Recognized in Forrester's P&C Claims Management Systems Landscape on 21st February 2024
- Recognized in Forrester's 'The Digital Process Automation Landscape, Q2 2023' on 2nd June 2023
- Recognized in Forrester's 'The Accounts Payable Invoice Automation Landscape, Q4 2023' on 11th December 2023
- Mentioned in Forrester's Trends Report 'The State Of Digital Lending In India, 2023' on 16th October 2023
- A "Niche Player" in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, October 2024
- Recognized in the Gartner® Market Guide for State and Local Government Grant Management Solutions, on 6th May 2024.
- Recognized in the Gartner® Market Guide for Commercial Loan Origination Solutions on 6th Nov 2023.
- Recognized in the Gartner® Market Guide for Commercial Banking Cash Management and Trade Finance Solutions on 26th Oct 2023.
- Recognized in the Gartner® Market Guide for Business Process Automation Tools on 23rd October 2023.
- Recognized in Gartner® Critical Capabilities for Enterprise Low-Code Application Platforms on 18th Oct 2023.
- Recognized in the Gartner® Market Guide for Accounts Payable Invoice Automation Solutions published on 7th August 2023 by Micky Keck
- Recognized in the Gartner® Market Guide for U.S. Healthcare Payers' Provider Network Management Applications, published on 13th Feb 2023, Connie Salgy
- Recognized in the Gartner® Market Guide for Content Services Platforms 2023, published on 9th Jan 2023, Marko Sillanpaa et al.

Source: <https://newgensoft.com/company/recognition/>

■ Making an Impact through CSR



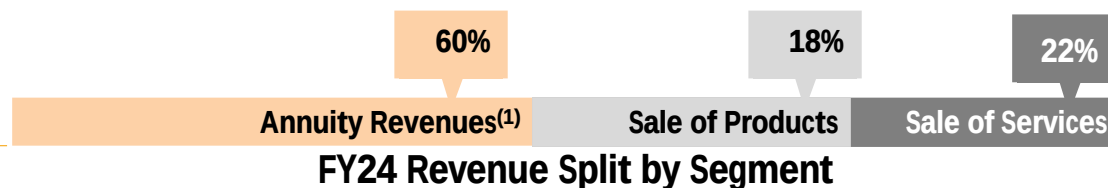
Recognized for its efforts in education through its Newgen Digital Discovery Paathshala Program and honoured with Mahatma Awards in Quality Education

Recognized under the Best CSR Impact Initiative category for its programs on education, nutrition and holistic development

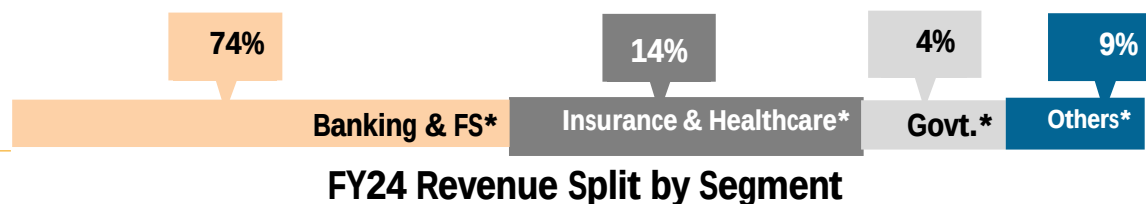


Resilient Business Model in Place

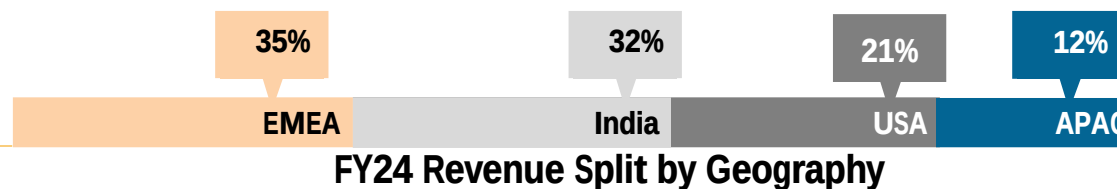
Large annuity revenues streams



Mission critical solutions across key verticals



Diversification across geographies



(1) Annuity comprises ATS/AMC, Cloud/ Subscription License and Support revenues

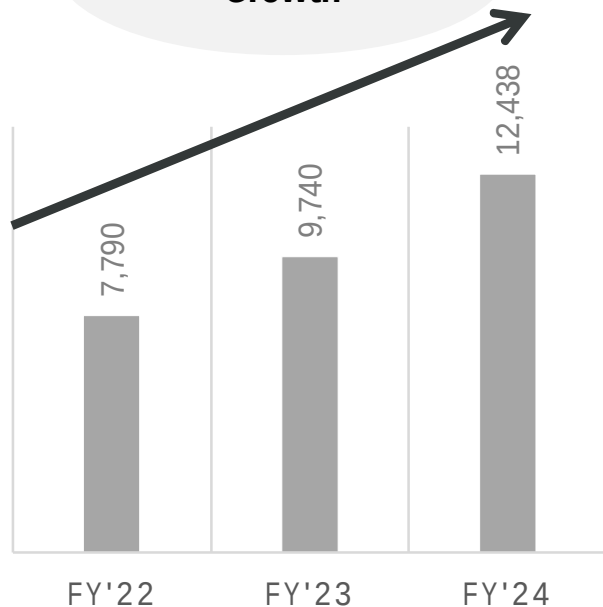
* Regrouped

Strong Acceleration in Revenues and Profits

Revenues (INR Mn)

(INRm)

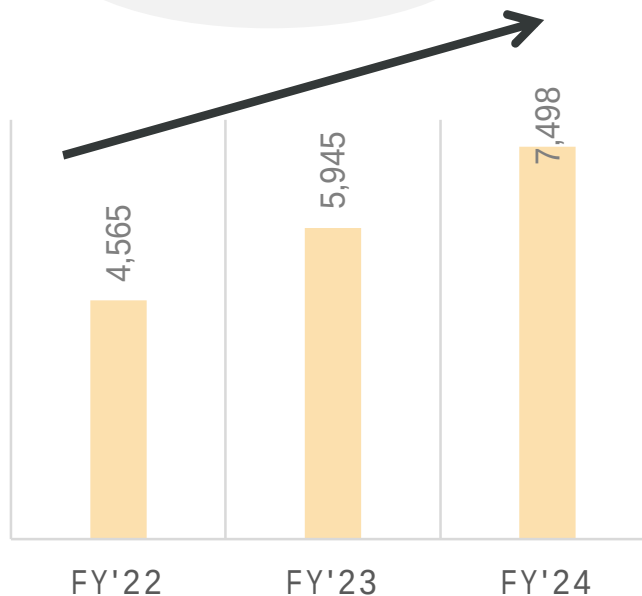
26% CAGR
Growth



Annuity Revenues (INR Mn)

(INRm)

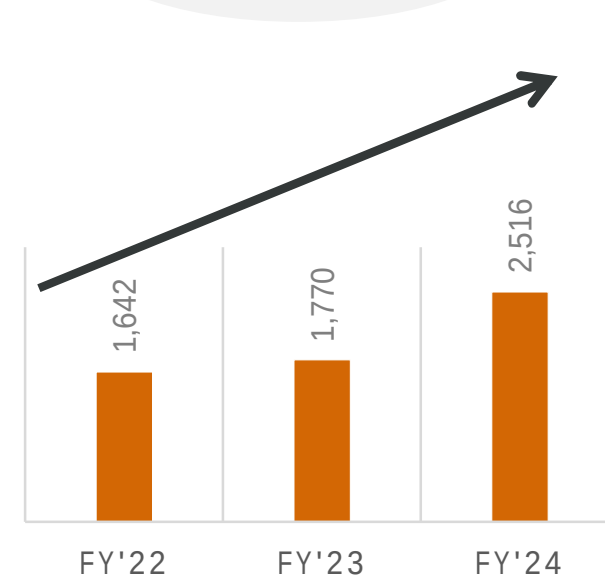
28% CAGR
Growth



Profit after Tax (INR Mn)

(INRm)

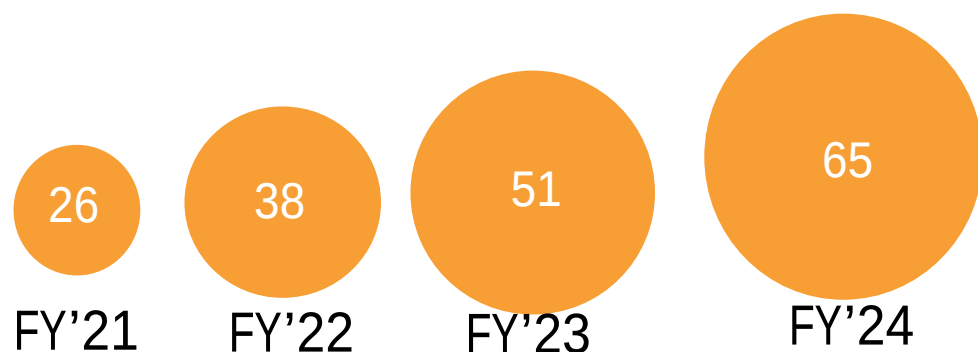
24% CAGR
Growth



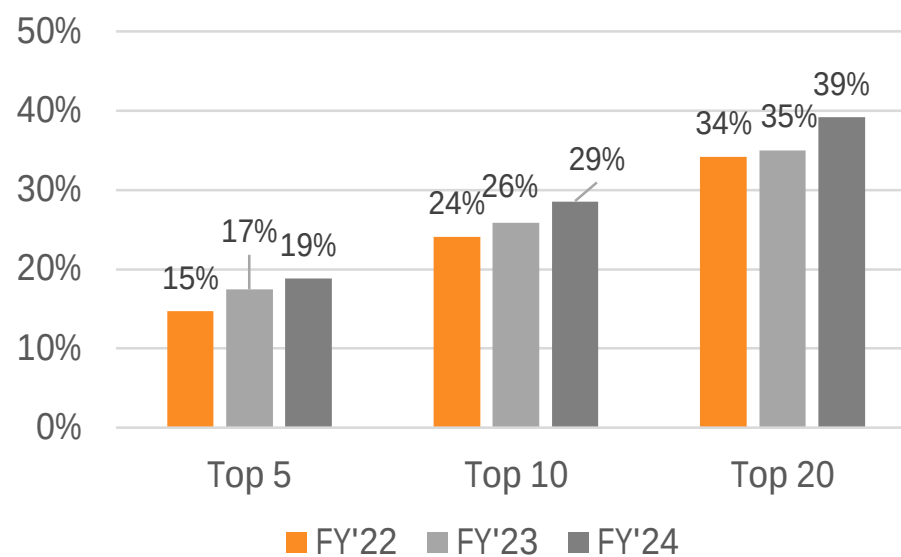
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

■ Growing Large Customer Base

Increasing base of customers with over Rs 50Mn billing



Client Concentration



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



Sudhir Sethi
Independent Director

Leadership Team



Diwakar Nigam
Chairman and Managing Director



Tarun Nandwani
Chief Operating Officer



Anand Raman
EVP & COO - Newgen Software Inc.



Sunil Pandita
Sr. VP – Sales (India & South Asia)



Rajvinder Singh Kohli
Sr. VP – Global GSI Sales



Virender Jeet
Chief Executive Officer



Dr. S.J. Raj
EVP – Global Business Strategy and HR



Arun Kumar Gupta
Chief Financial Officer



Vivek Bhatnagar
Sr. VP – Sales (MEA)

Leadership Team



R. Krishna Kumar
VP – Sales
(Australia)



Prashant Sahai
VP – Sales
(Middle East)



Pramod Kumar
VP – Sales (APAC)



Sandeep Hinduja
VP – Sales
(Americas)



Manish Kumar Jaiswal
VP – Sales
(Americas)



Amitava Ganguli
VP – Sales
(Americas)



Purushotam Savlani
VP - Sales (KSA)



Runki Goswami
VP – Marketing



Ashok Kapoor
VP – Product
Management -
Banking



Atin Kumar
VP-Global
Delivery



Vivek Mani Tripathi
VP –HRD



Rajnish Kumar
VP –HRD



Anurag Kumar Shah
VP – Product &
Solutions
(Americas)



Nitin Gupta
VP – Customer
Success (Americas)



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



Nikhil Sawhney
VP – Customer
Relations
(EMEA, APAC)



Manojit Majumdar
VP – Channel Sales



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



Shikha Bhatt
VP – Delivery
(India)



Sanjay Pandey
VP – Engineering



Varun Goswami
VP – Product
Management



Deepika Kapoor
VP – Product



Dinesh Kumar Parikh
VP – Product



Kaushal Verma
VP – New
Solutions Group
(Banking)



Rajan Nagina
VP – Product (AI)
Marketing



Tarun Gulyani
VP – Product
Engineering (AI)



Anagat Pareek
VP – Cloud and
Cyber Security



Saras Agarwal
VP – Healthcare
COE and Strategic
Accounts (US)



Q3 FY'25 Results

Financial Summary (Consolidated)

Particulars	Q3FY25 (Unaudited)	Q3FY24 (Unaudited)	YoY Growth	Q2FY25 (Unaudited)	QoQ Growth	9M FY25 (Unaudited)	9M FY24 (Unaudited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	3,811	3,237	17.8%	3,612	5.5%	10,570	8,686	21.7%
	Other Income	84	112	-24.9%	185	-54.8%	495	330	49.9%
	Total Income	3,895	3,348	16.3%	3,797	2.6%	11,064	9,016	22.7%
Profits (INR Mn)	EBITDA <i>(adjusted for other income)</i>	1,083	770	40.6%	830	30.5%	2,390	1,658	44.2%
	Profit after tax	890	683	30.2%	703	26.5%	2,069	1,463	41.4%
Margin (%)	EBITDA <i>(adjusted for other income)</i>	28.4%	23.8%		23.0%		22.6%	19.1%	
	Profit after tax <i>(on revenue)</i>	23.4%	21.1%		19.5%		19.6%	16.8%	
EPS (INR)	Basic	6.36	4.90	29.9%	5.03	26.5%	14.79	10.50	40.9%
	Diluted	6.16	4.73	30.1%	4.87	26.4%	14.31	10.21	40.2%

Q3 FY'25 v/s Q3 FY'24

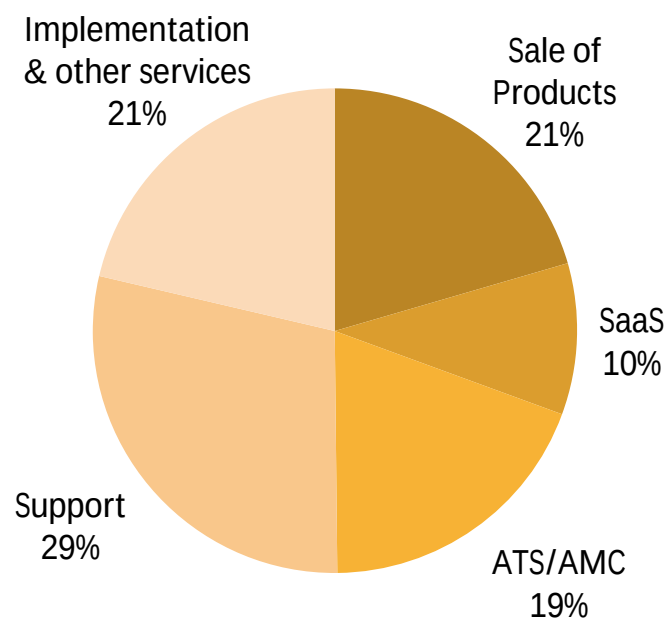
- Revenues at Rs 3811 million, witnessing growth of 18% Q3 YoY. License sales up by 70% Q3 YoY due to good deal velocity.
- Profit after Tax at Rs 890 million, growing at 30% Q3 YoY.

9M FY'25 v/s 9M FY'24

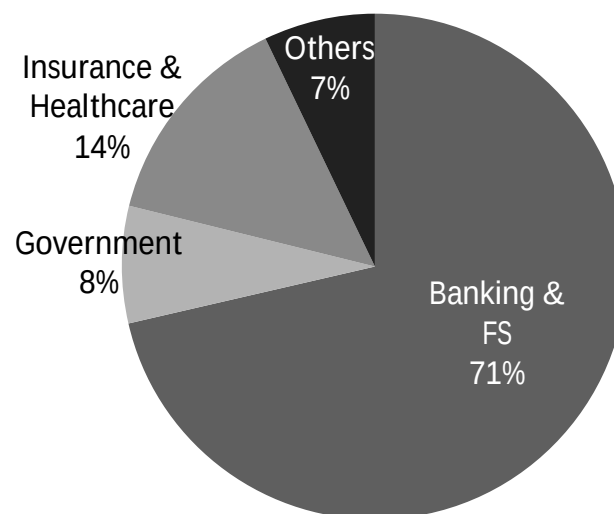
- Revenues witnessed 22% YoY growth and profit after tax increased by 41% YoY.

Revenues Across Verticals and Geographies

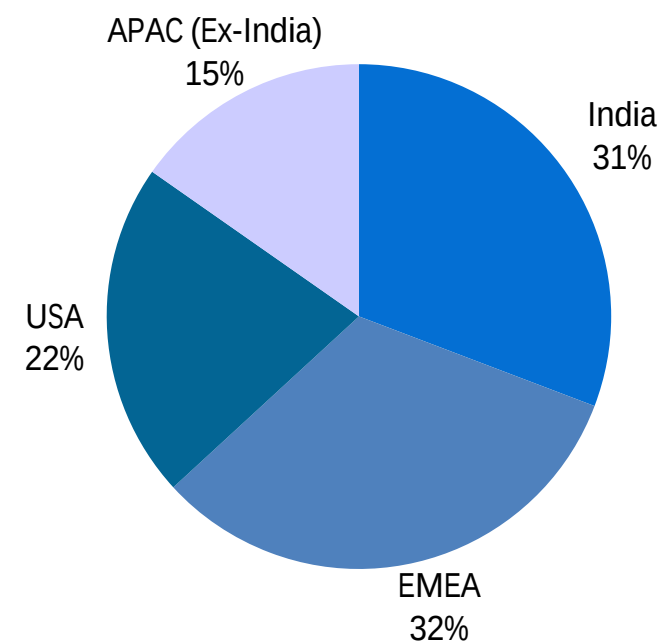
9M FY'25 Revenue Split by Segment



9M FY'25 Revenue Split by Vertical*



9M FY'25 Revenue Split by Geography



*Regrouped

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■ Key Business Highlights

- **Strong growth across all key markets** – APAC (44% YoY), EMEA (19% YoY), India (10% YoY), and US (13% YoY)
- Recognized as a **‘Niche Player’ in the Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms (LCAP) 2024**, fifth time in a row*
- Recognized in **Forrester’s The Low-Code Platforms For Professional Developers Landscape, Q4 2024***
- Recognized as a **"Leader" in the IDC MarketScape Report** for Intelligent Customer Communications Management and Automated Document Generation and Customer Communication Management
- Recognized as a **Great Place to Work – Certified™ in India** for the period December 2024 to December 2025
- CRISIL has reaffirmed the short-term rating of **CRISIL A1 for debt instruments/facilities** of the Company

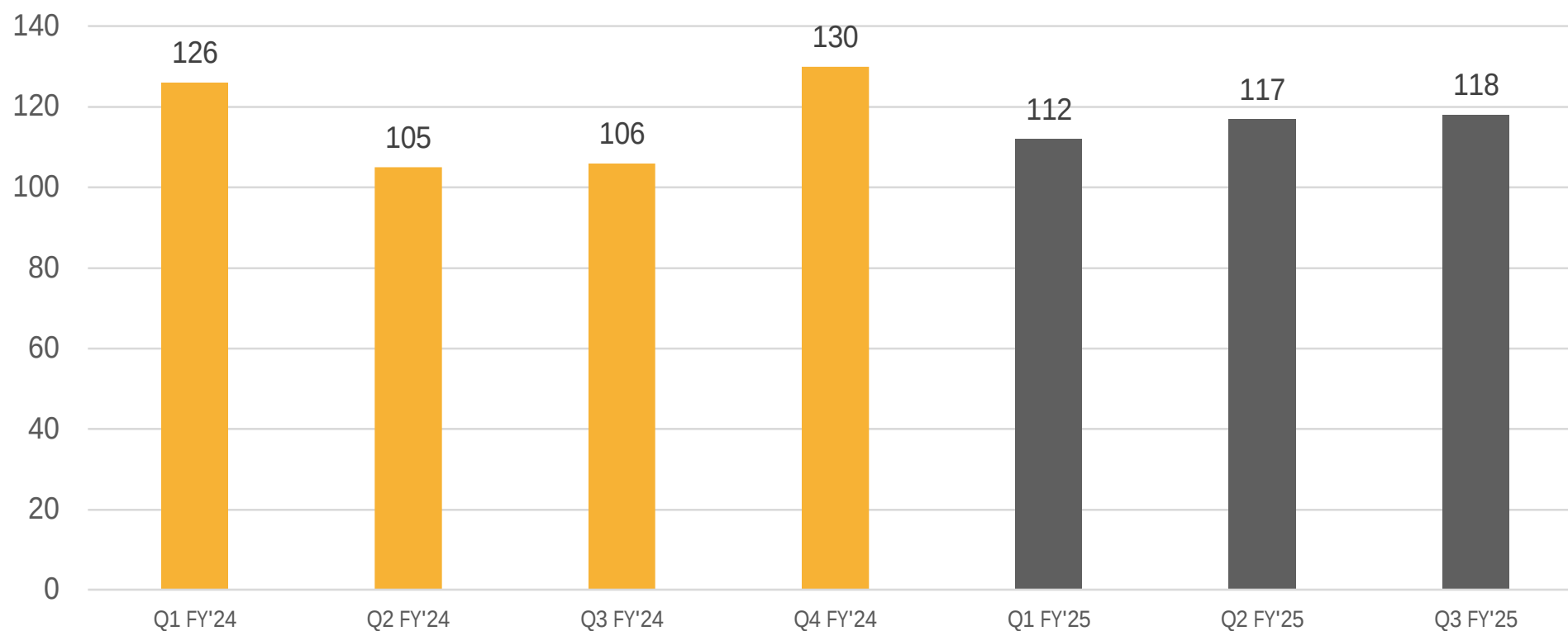
*<https://newgensoft.com/company/recognition/>

Significant deal closures

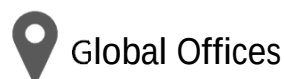
- Working for Reserve Bank of India for implementation and maintenance of the Regulatory Application Management System with aggregate contract value of INR 32 crores
- In India, entered into agreement with Aye Finance Ltd. for Loan Origination Solution for aggregate commercial value of INR 24 crores
- In Saudi Arabia, entered into agreement of USD 2.3mn with a large power generation and transmission company
- Providing Knowledge and Records Management System to a customer in Singapore with total contract value of SGD 1.7mn
- In US, entered into a contract with a Banking Client for Digital Account Opening, Retail Loans, ECM & Collection Upgrade for a total contract value of USD 1.8mn
- In India, received a contract for Newgen Remittance system for value of INR 20.8 crores
- In EMEA region, entered into contract for providing Digital Lending and Onboarding Platform for Retail Product with total value of USD 2mn
- Providing Credit Automation services to a leading banking and financial services company in Africa region with aggregate value of USD 1.6mn.

Debtors Days

Debtor Days (Based on Net Debtors)



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.

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 INR Mn, except per share data and unless otherwise stated)	Q3 FY 2025	Q3 FY 2024	Q2 FY 2024	9M FY 2025	9M FY 2024
Revenue					
Revenue from operations	3,811.1	3,236.5	3,611.6	10,569.9	8,685.6
Other income	83.8	111.5	185.2	494.6	330.0
Total revenue	3,894.9	3,348.1	3,796.8	11,064.5	9,015.6
Expenses					
Employee benefits	1,882.5	1,584.8	1,846.8	5,469.6	4,594.5
Finance costs	14.0	13.1	9.5	33.6	29.8
Depreciation and amortization	86.6	69.0	79.9	244.0	205.8
Other expenses	845.4	881.3	934.8	2,710.4	2,433.4
Total expenses	2,828.6	2,548.2	2,871.0	8,457.5	7,263.6
Profit before tax	1,066.3	799.9	925.8	2,607.0	1,752.0
Tax expenses					
Current tax / Tax expense for earlier years	267.7	174.7	250.8	654.9	379.2
Deferred tax (credit)/charge	-91.4	-58.3	-28.3	-116.9	-90.6
Profit after tax for the year	890.0	683.5	703.3	2,069.0	1,463.4
Other comprehensive income/(loss) for the year, net of income tax	-1.3	12.2	25.2	16.2	9.9
Total comprehensive income for the year	888.8	695.7	728.5	2,085.2	1,473.3
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	6.36	4.90	5.03	14.8	10.5
Diluted earning per share	6.16	4.73	4.87	14.3	10.2



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