Newgen Software Technologies Ltd.

Q3 FY'25 Investor Presentation

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

FORRESTER
WAVE
LEADER 2023
Content Platforms

Consistently recognized by
Gartner and Forrester

All Figures as of March 31, 2024
* Market Capitalisation as on 14 October 2024

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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
Networth
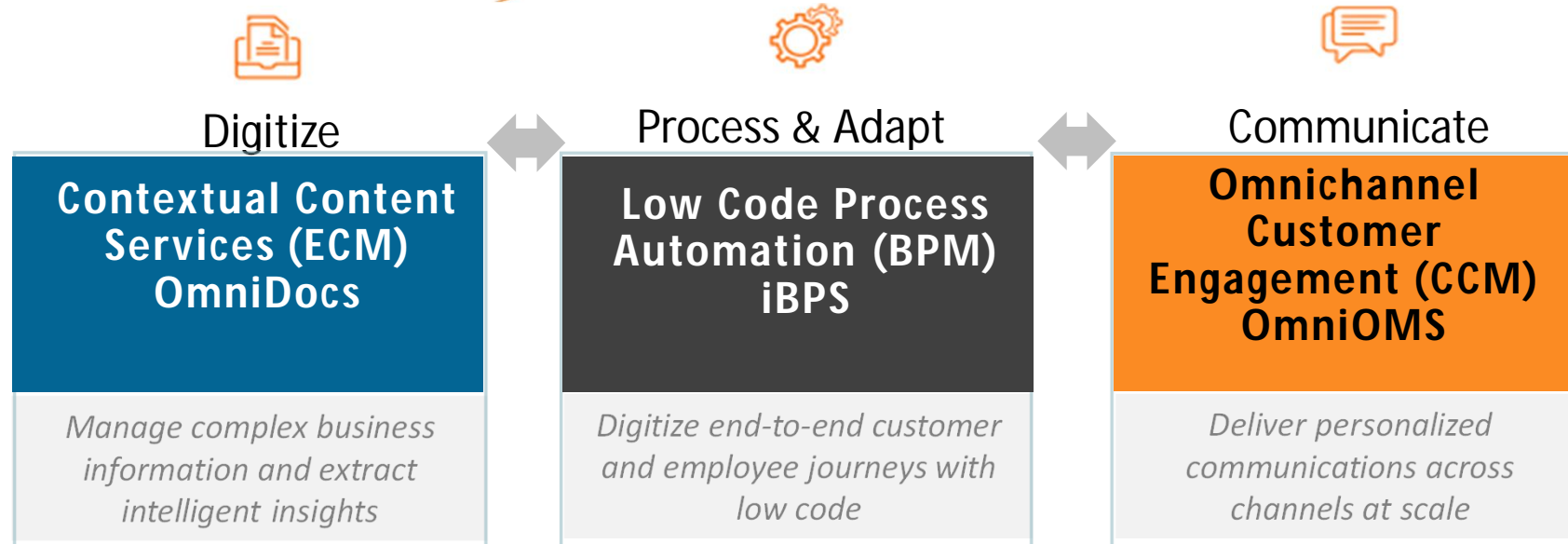
Rs 2,814 Million
Cash Flow from Operations

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

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![newgen logo]

■ Newgen: Enterprise-wide unified digital transformation platform provider

newgenONE

Digitize

Contextual Content Services (ECM) OmniDocs

Manage complex business information and extract intelligent insights

Process & Adapt

Low Code Process Automation (BPM) iBPS

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

Communicate

Omnichannel Customer Engagement (CCM) OmniOMS

Deliver personalized communications across channels at scale

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

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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
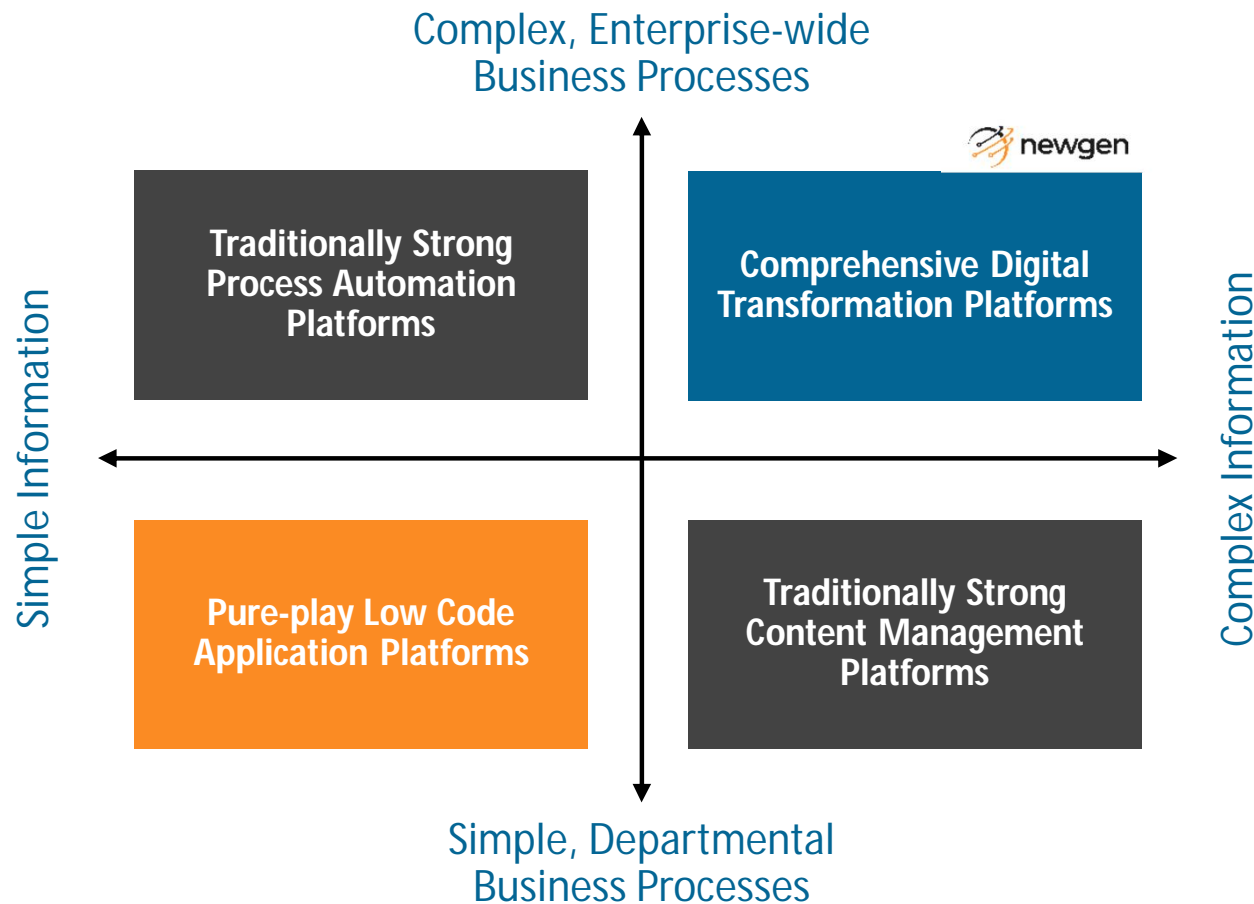- Process Optimization
- Master Data Management

Contextual Content and Communications

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

Integration

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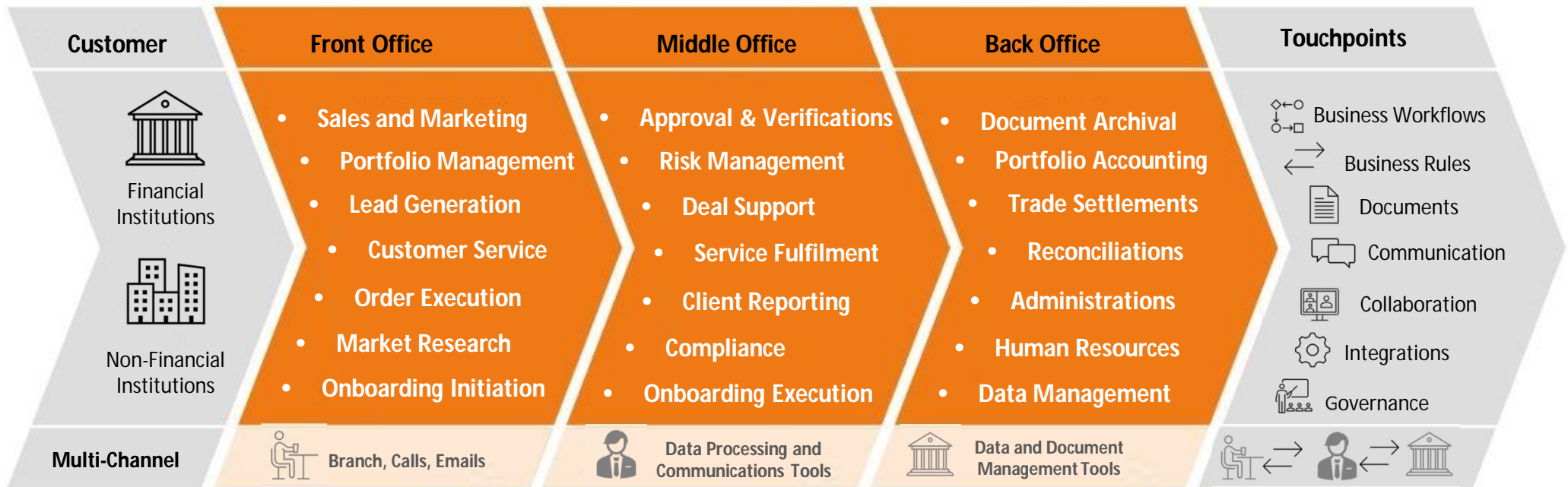- Integration frameworks
- Microservices
- DevOps

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Business Applications Range in Complexity of Process & Information

Complex, Enterprise-wide
Business Processes

Simple Information		Complex Information
Traditionally Strong Process Automation Platforms	**Comprehensive Digital Transformation Platforms**	
Pure-play Low Code Application Platforms	**Traditionally Strong Content Management Platforms**	

Simple, Departmental
Business Processes

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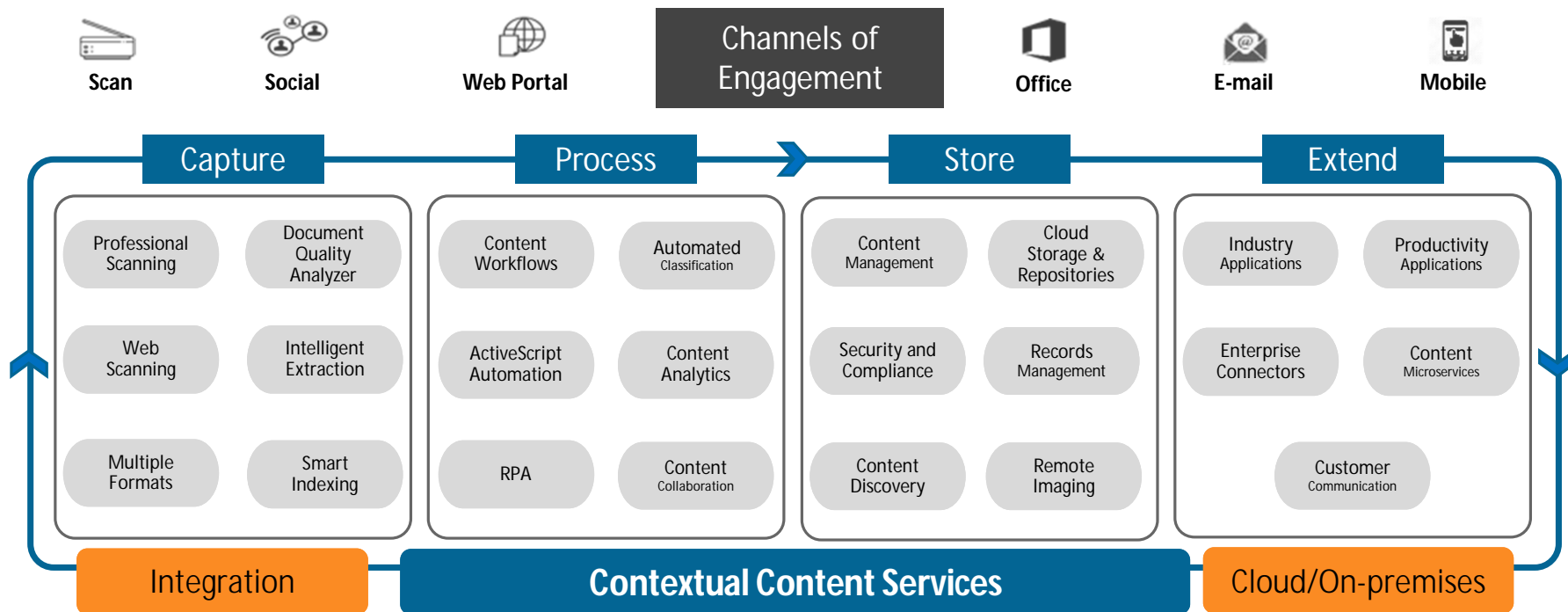
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Mitigating the information flow challenges

By simplifying the complex information flow between front, middle, and back office

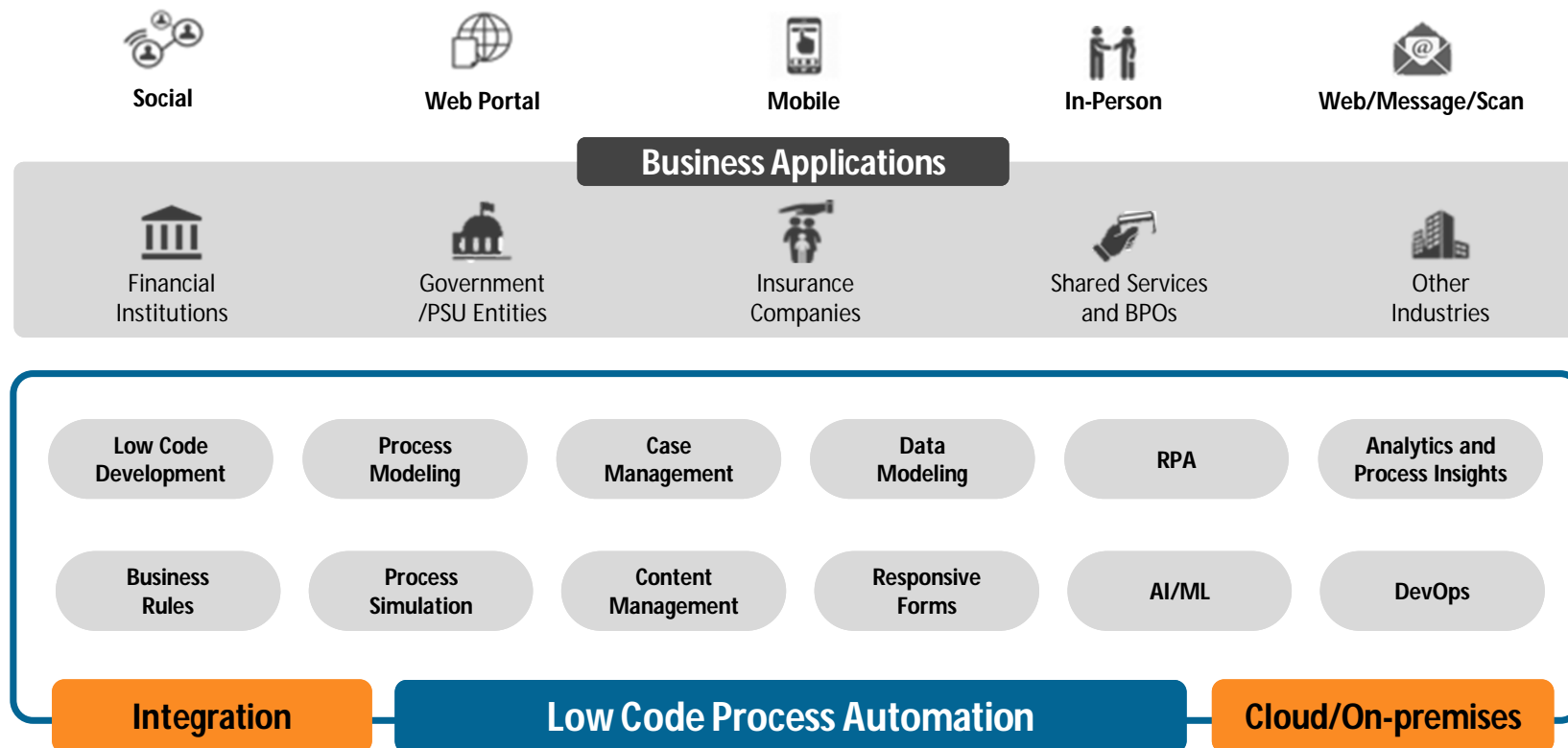| Customer	Front Office	Middle Office	Back Office	Touchpoints
Financial Institutions Non-Financial Institutions	• Sales and Marketing • Portfolio Management • Lead Generation • Customer Service • Order Execution • Market Research • Onboarding Initiation	• Approval & Verifications • Risk Management • Deal Support • Service Fulfilment • Client Reporting • Compliance • Onboarding Execution	• Document Archival • Portfolio Accounting • Trade Settlements • Reconciliations • Administrations • Human Resources • Data Management	Business Workflows Business Rules Documents Communication Collaboration Integrations Governance
Multi-Channel	Branch, Calls, Emails	Data Processing and Communications Tools	Data and Document Management Tools	

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NewgenONE With Contextual Content Services Capability…

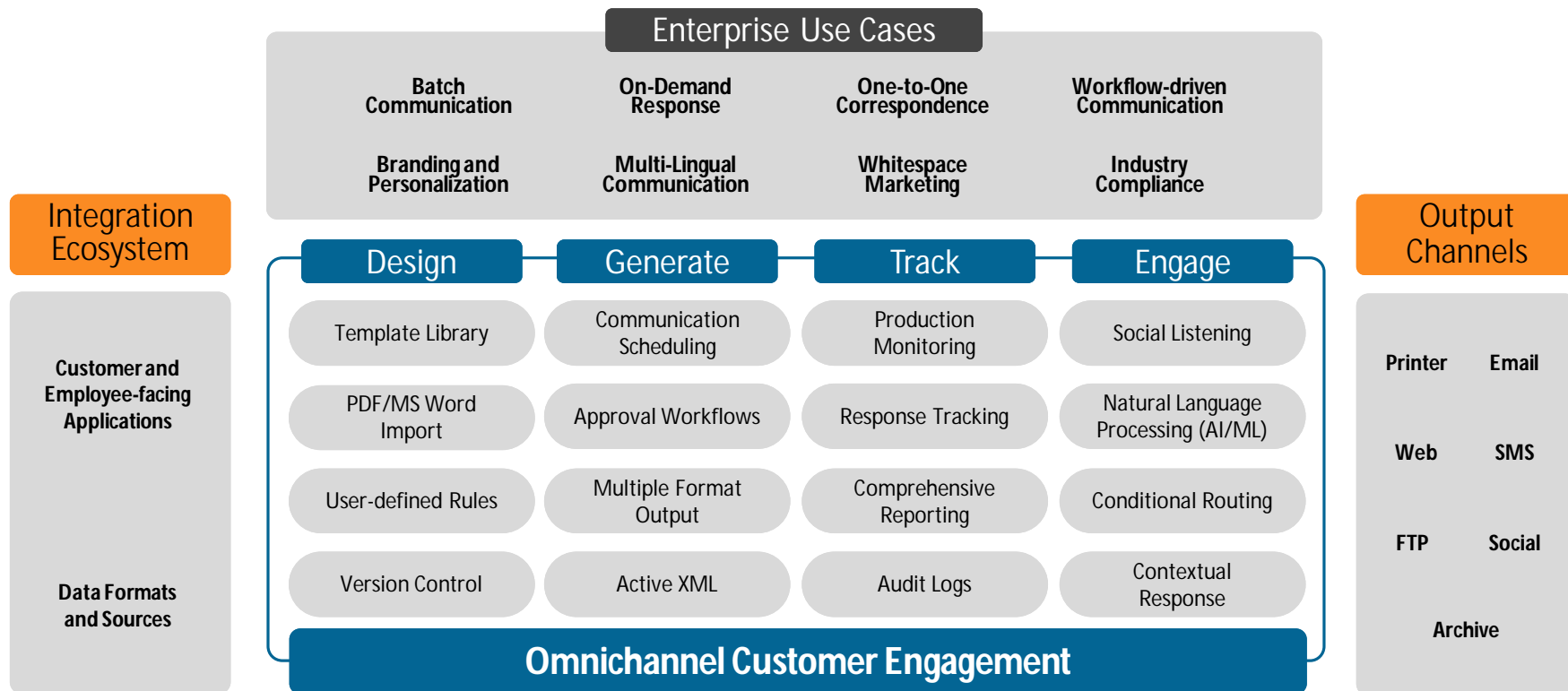*Digitize Workplace with Contextual Automation, Compliance, and Intelligence – On Cloud*

| Scan | Social | Web Portal | Channels of Engagement | Office | E-mail | Mobile |

Capture
- Professional Scanning
- Document Quality Analyzer
- Web Scanning
- Intelligent Extraction
- Multiple Formats
- Smart Indexing

Process
- Content Workflows
- Automated Classification
- ActiveScript Automation
- Content Analytics
- RPA
- Content Collaboration

Store
- Content Management
- Cloud Storage & Repositories
- Security and Compliance
- Records Management
- Content Discovery
- Remote Imaging

Extend
- Industry Applications
- Productivity Applications
- Enterprise Connectors
- Content Microservices
- Customer Communication

Integration | **Contextual Content Services** | **Cloud/On-premises**

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NewgenONE With Low Code Process Automation Capability...

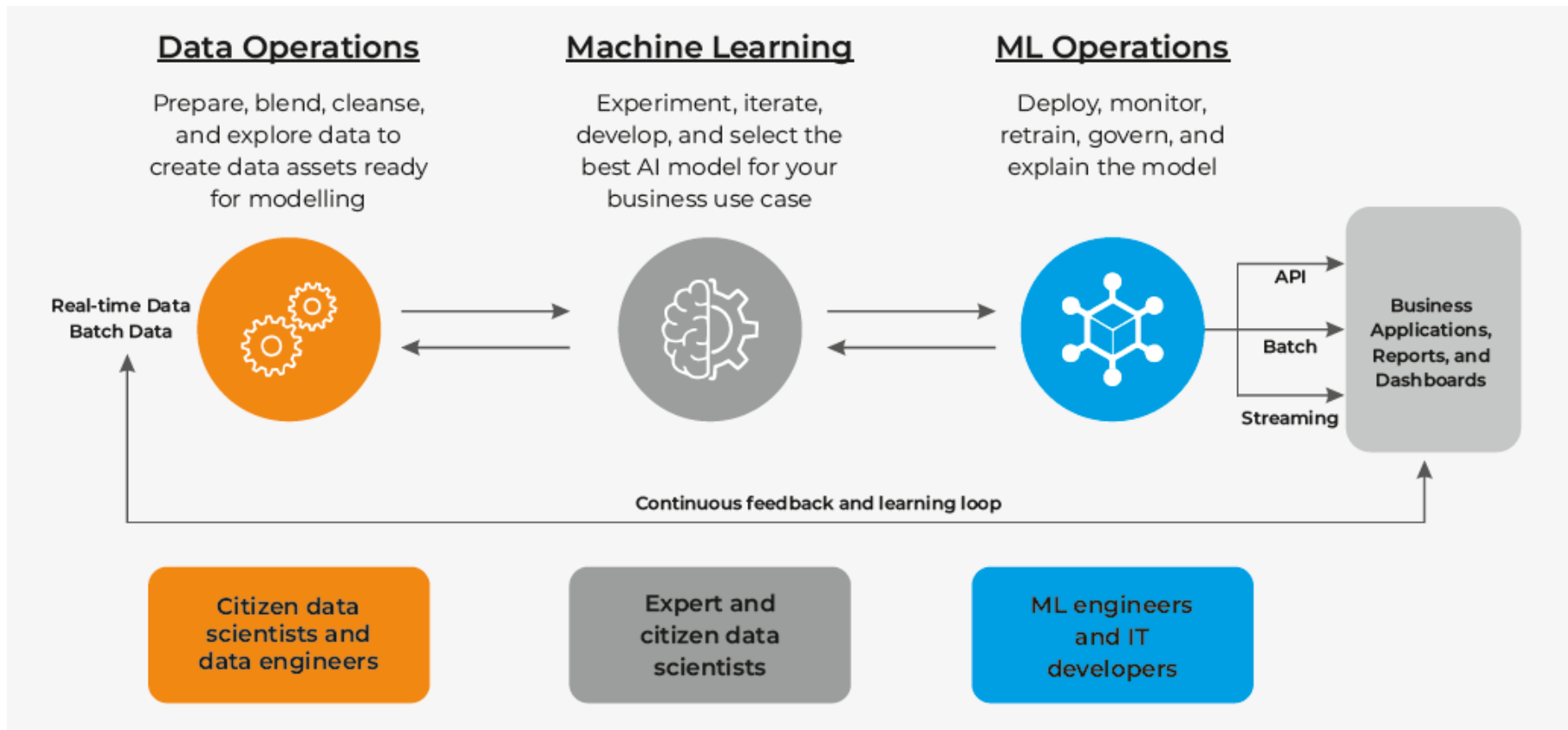*Rapid Application Development for Deep and Complex Business Applications – Across Devices*

Social	Web Portal	Mobile	In-Person	Web/Message/Scan

Business Applications

Financial Institutions	Government /PSU Entities	Insurance Companies	Shared Services and BPOs	Other Industries

Low Code Development	Process Modeling	Case Management	Data Modeling	RPA	Analytics and Process Insights
Business Rules	Process Simulation	Content Management	Responsive Forms	AI/ML	DevOps

Integration	Low Code Process Automation	Cloud/On-premises

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NewgenONE With Personalized Customer Engagement Capability...

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

Enterprise Use Cases

Batch Communication	**On-Demand Response**	**One-to-One Correspondence**	**Workflow-driven Communication**
Branding and Personalization	**Multi-Lingual Communication**	**Whitespace Marketing**	**Industry Compliance**

Integration Ecosystem

Customer and Employee-facing Applications

Data Formats and Sources

Design	Generate	Track	Engage
Template Library	Communication Scheduling	Production Monitoring	Social Listening
PDF/MS Word Import	Approval Workflows	Response Tracking	Natural Language Processing (AI/ML)
User-defined Rules	Multiple Format Output	Comprehensive Reporting	Conditional Routing
Version Control	Active XML	Audit Logs	Contextual Response

Omnichannel Customer Engagement

Output Channels

Printer	**Email**
Web	**SMS**
FTP	**Social**
Archive	

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

Data Operations
Prepare, blend, cleanse, and explore data to create data assets ready for modelling

Machine Learning
Experiment, iterate, develop, and select the best AI model for your business use case

ML Operations
Deploy, monitor, retrain, govern, and explain the model

Real-time Data
Batch Data

API

Batch

Streaming

Business Applications, Reports, and Dashboards

Continuous feedback and learning loop

Citizen data scientists and data engineers

Expert and citizen data scientists

ML engineers and IT developers

Trusted by Leading Analysts

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- 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

Gartner

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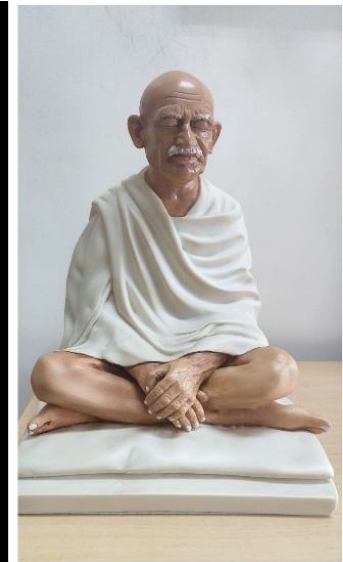
Recognized for its efforts in education through its Newgen Digital Discovery Paathshala Program and honoured with Mahatma Awards in Quality Education

Recognized under the Best CSR Impact Initiative category for its programs on education, nutrition and holistic development
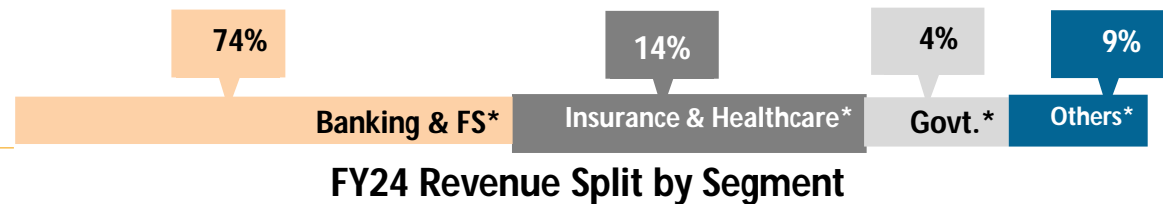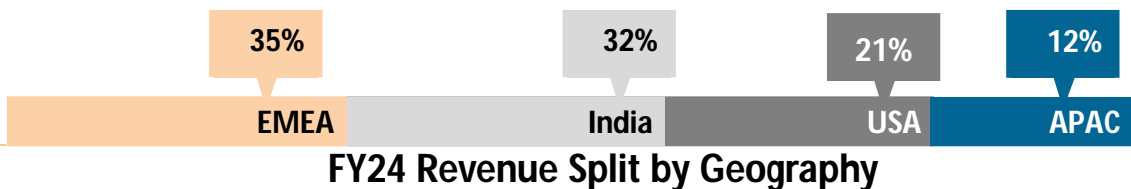
Resilient Business Model in Place

Large annuity revenues streams

60%	18%	22%
Annuity Revenues[1]	Sale of Products	Sale of Services

FY24 Revenue Split by Segment
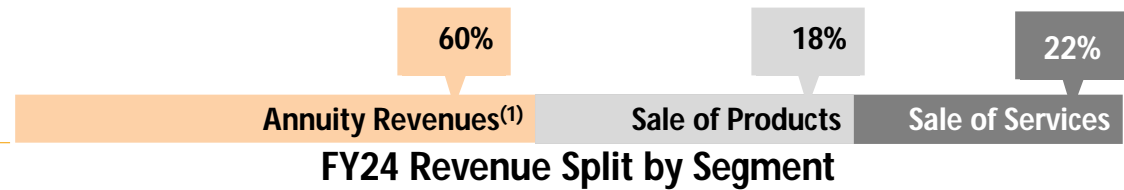
Mission critical solutions across key verticals

74%	14%	4%	9%
Banking & FS*	Insurance & Healthcare*	Govt.*	Others*

FY24 Revenue Split by Segment

Diversification across geographies

35%	32%	21%	12%
EMEA	India	USA	APAC

FY24 Revenue Split by Geography

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

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Strong Acceleration in Revenues and Profits

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Revenues (INR Mn)	Annuity Revenues (INR Mn)	Profit after Tax (INR Mn)

(INRm)

26% CAGR Growth

- FY'22: 7,790
- FY'23: 9,740
- FY'24: 12,438

(INRm)

28% CAGR Growth

- FY'22: 4,565
- FY'23: 5,945
- FY'24: 7,498

(INRm)

24% CAGR Growth

- FY'22: 1,642
- FY'23: 1,770
- FY'24: 2,516
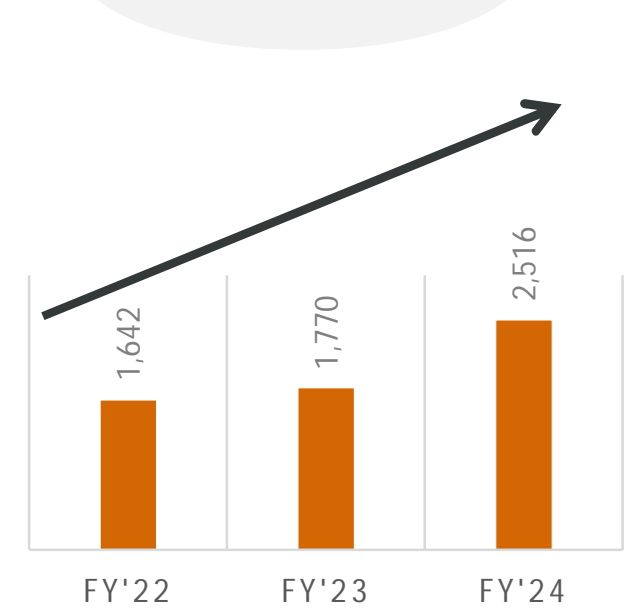
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

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Growing Large Customer Base

Increasing base of customers with over Rs 50Mn billing

| FY'21 | FY'22 | FY'23 | FY'24 |
| 26 | 38 | 51 | 65 |
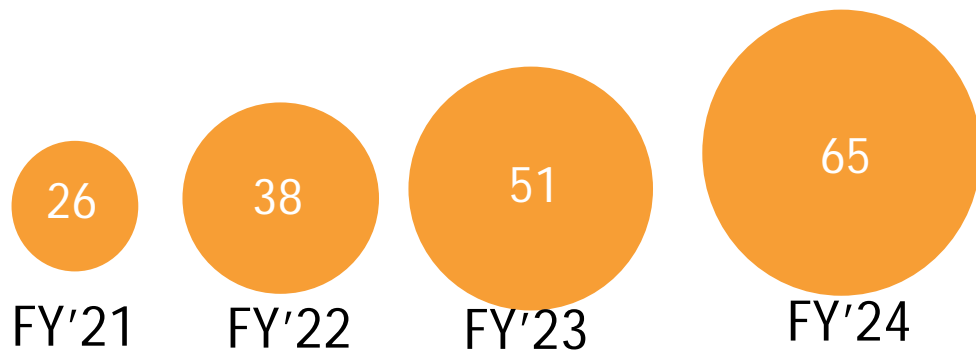
Client Concentration

	Top 5	Top 10	Top 20
FY'22	15%	24%	34%
FY'23	17%	26%	35%
FY'24	19%	29%	39%
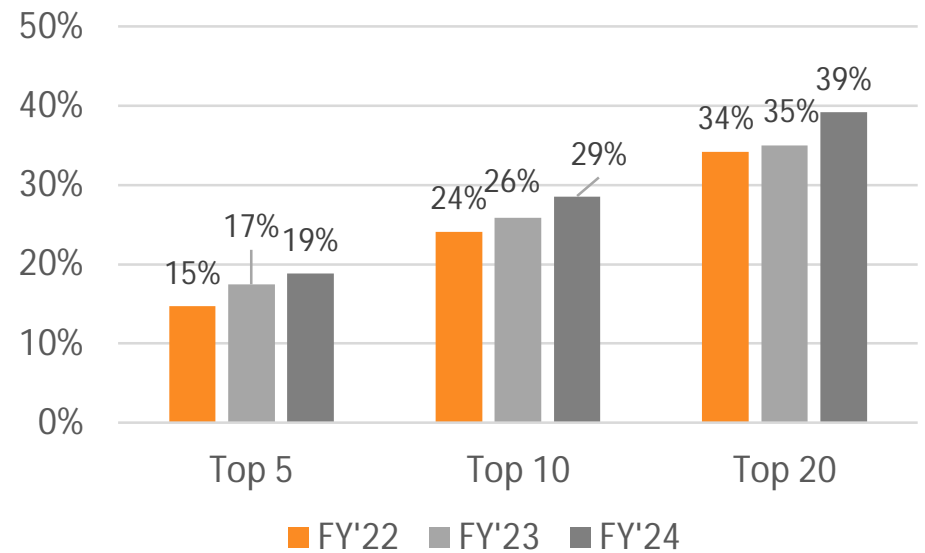
Board of Directors

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

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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)

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)

Rajvinder Singh Kohli
Sr. VP – Global GSI Sales

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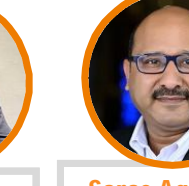
Saras Agarwal
VP – Healthcare COE and Strategic Accounts (US)

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Q3 FY'25 Results

Financial Summary (Consolidated)

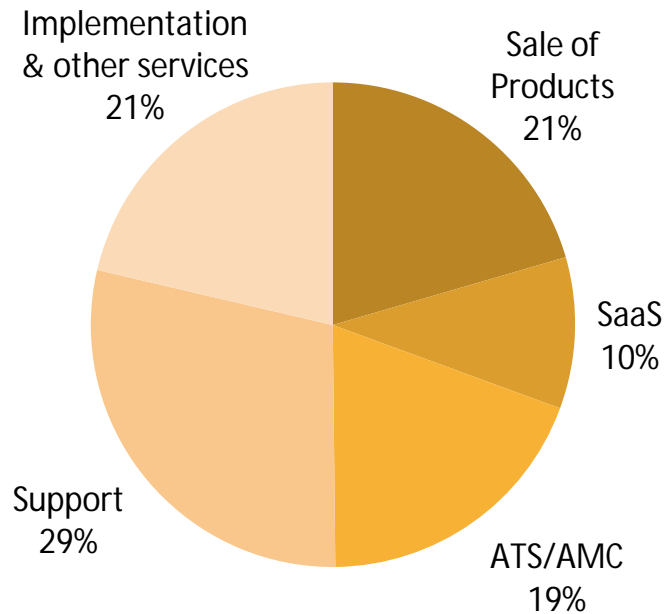| Particulars		Q3FY25 (Unaudited)	Q3FY24 (Unaudited)	YoY Growth	Q2FY25 (Unaudited)	QoQ Growth	9M FY25 (Unaudited)	9M FY24 (Unaudited)	YoY Growth
Revenue (INR Mn)	Revenue from operations	3,811	3,237	17.8%	3,612	5.5%	10,570	8,686	21.7%
	Other Income	84	112	-24.9%	185	-54.8%	495	330	49.9%
	Total Income	**3,895**	**3,348**	16.3%	**3,797**	2.6%	**11,064**	**9,016**	22.7%
Profits (INR Mn)	EBITDA *(adjusted for other income)*	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 *(adjusted for other income)*	28.4%	23.8%		23.0%		22.6%	19.1%	
	Profit after tax *(on revenue)*	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.
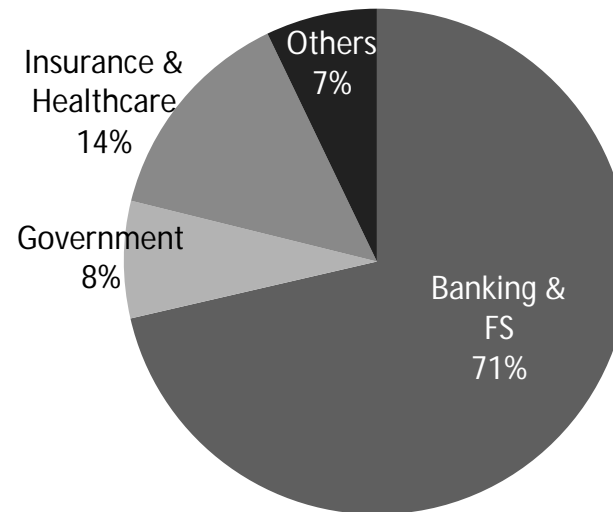
9M FY'25 v/s 9M FY'24
- Revenues witnessed 22% YoY growth and profit after tax increased by 41% YoY.
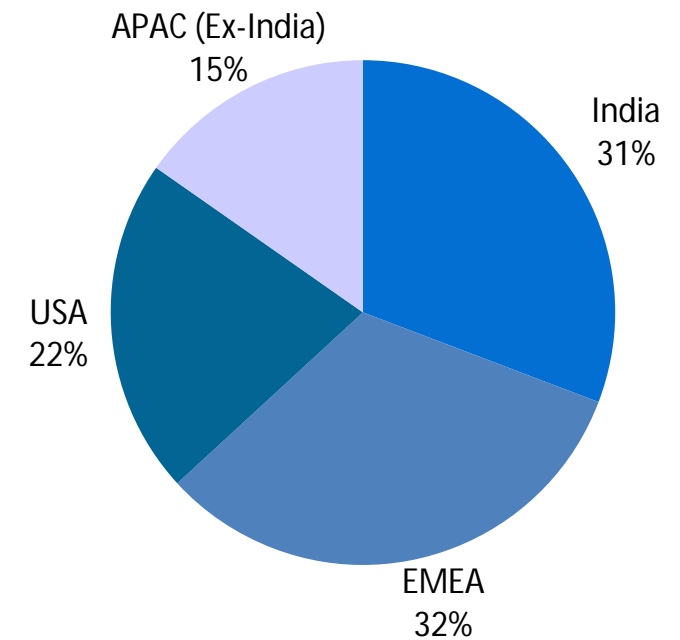
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Revenues Across Verticals and Geographies

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9M FY'25 Revenue Split by Segment

- Implementation & other services 21%
- Sale of Products 21%
- SaaS 10%
- ATS/AMC 19%
- Support 29%

9M FY'25 Revenue Split by Vertical*

- Insurance & Healthcare 14%
- Others 7%
- Government 8%
- Banking & FS 71%

9M FY'25 Revenue Split by Geography

- APAC (Ex-India) 15%
- India 31%
- USA 22%
- EMEA 32%

*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

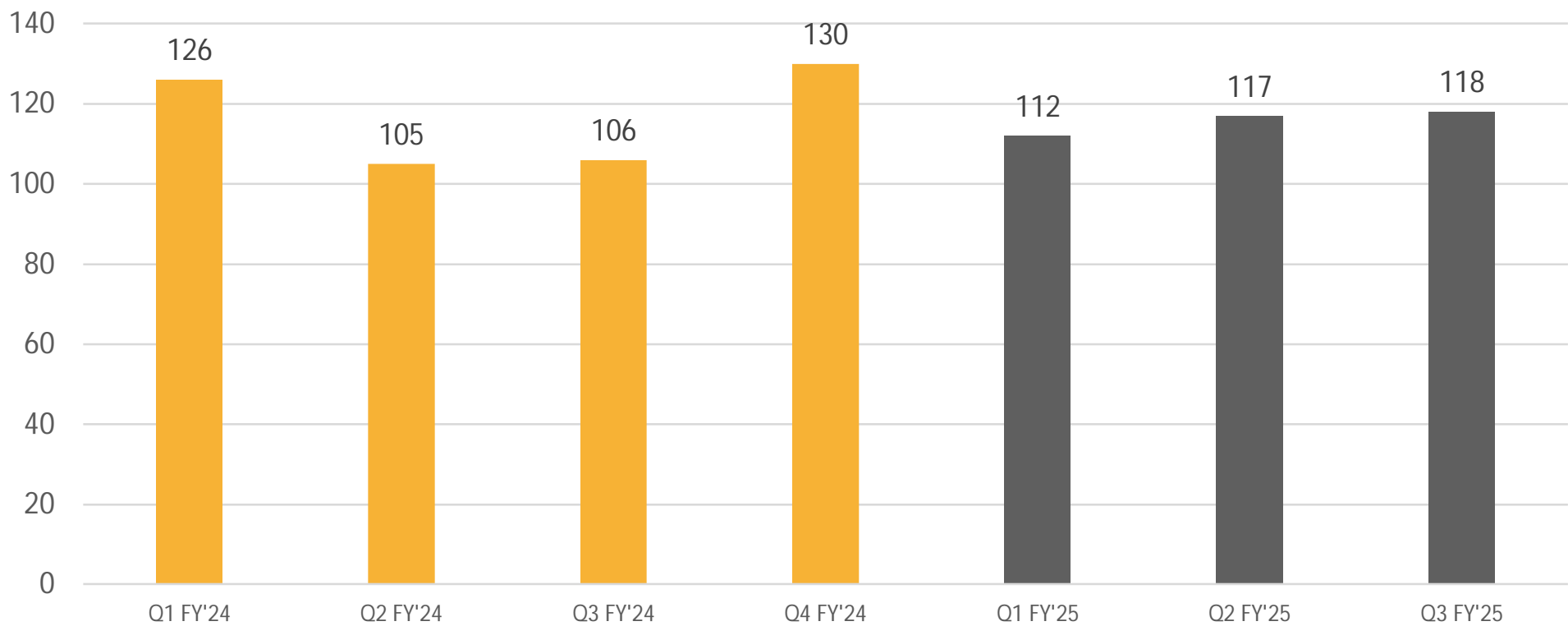- CRISIL has reaffirmed the short-term rating of **CRISIL A1 for debt instruments/facilities** of the Company

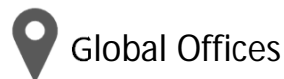UNLOCK SIMPLE

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.

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Debtors Days

Debtor Days (Based on Net Debtors)

Quarter	Debtor Days
Q1 FY'24	126
Q2 FY'24	105
Q3 FY'24	106
Q4 FY'24	130
Q1 FY'25	112
Q2 FY'25	117
Q3 FY'25	118

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

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Mississauga, ON
London, UK
New Delhi, IN
Mumbai, IN
Riyadh, KSA
New York, NY
San Francisco, CA
Tampa, FL
Chennai, IN
McLean, VA
Bengaluru, IN
Dubai, AE
Sydney, AU
Singapore, SG

Global Offices

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Head – Investor Relations
Phone: +91 11 46 533 200
Mail : **deepti.chugh@newgensoft.com** **www.newgensoft.com**

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

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

Your Trusted Digital Transformation Partner