



Newgen Software Technologies Ltd.

Q1 FY'25 Investor Presentation



UNLOCK SIMPLE

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Newgen - Key Highlights (FY'24)



32 years
of Innovation, Passion,
and Excellence



Rs 112,002 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



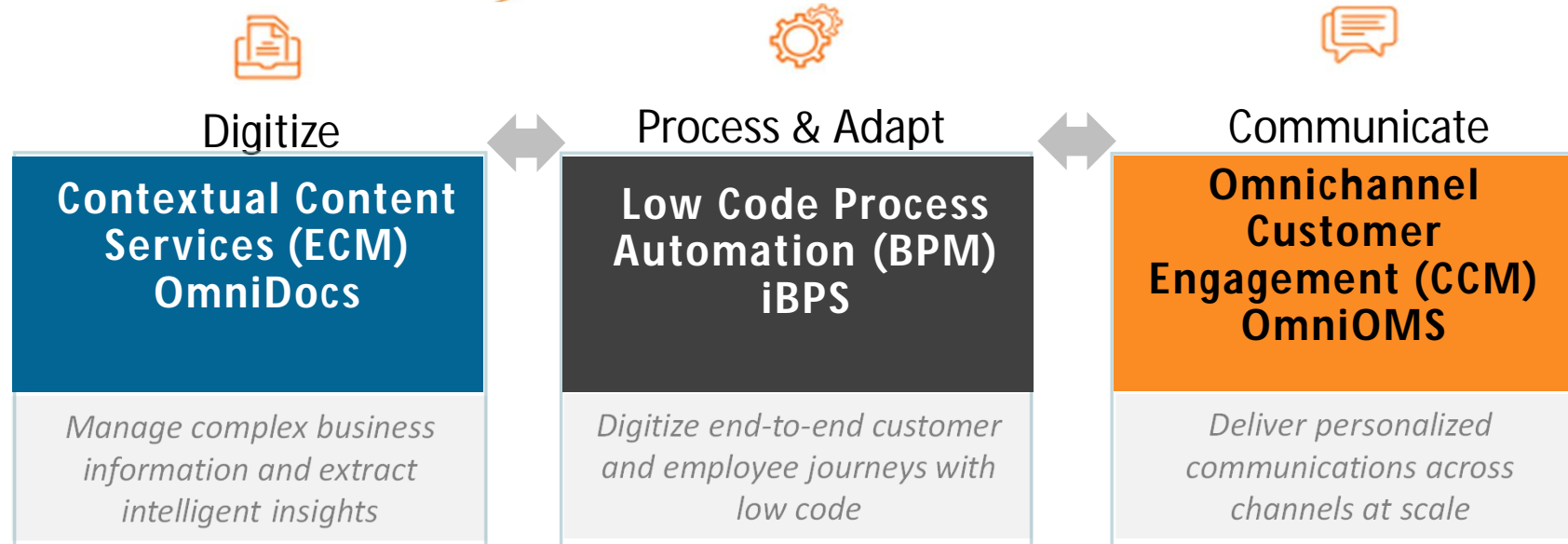
Rs 2,883 Million
EBITDA
(23% EBITDA Margin)



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

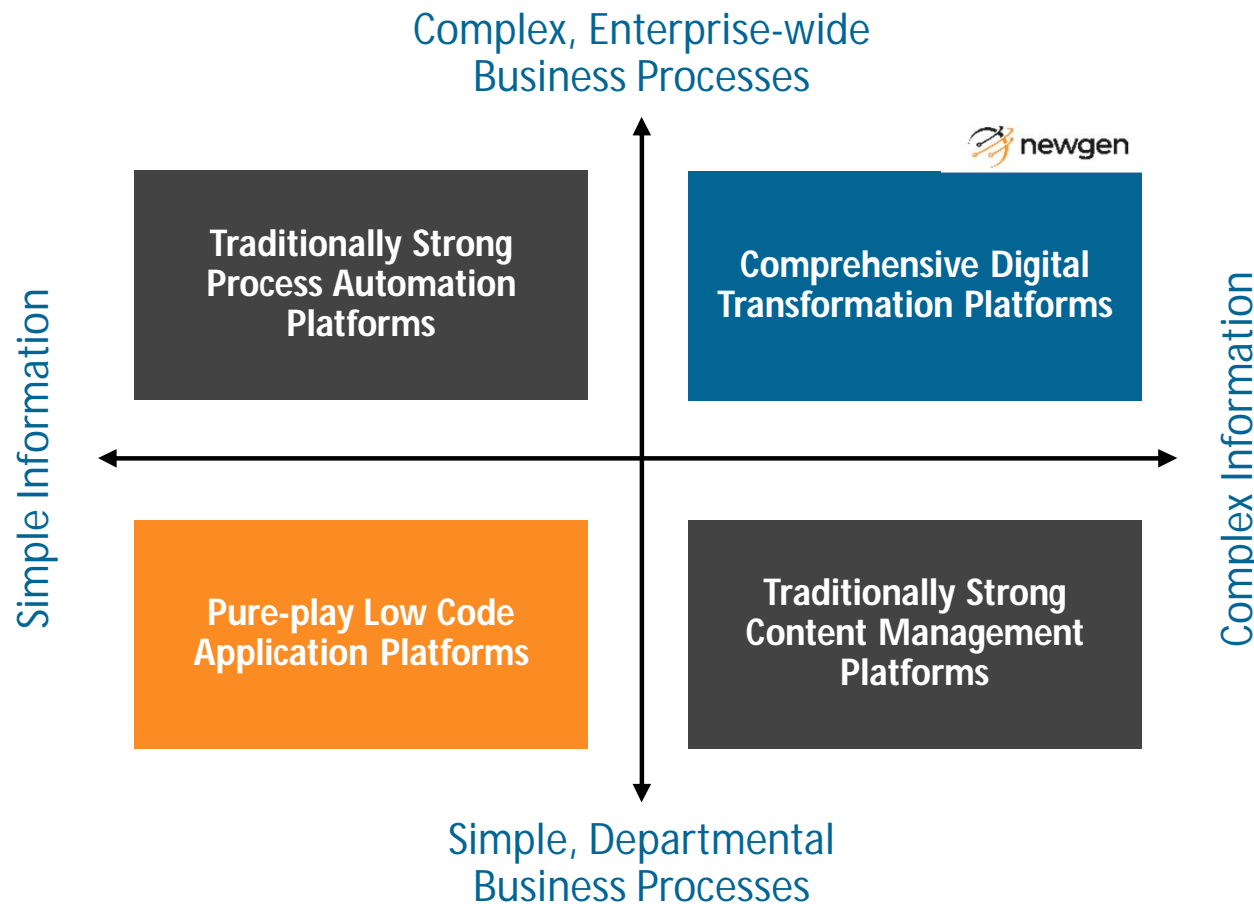
Contextual Content and Communications

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

Integration

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

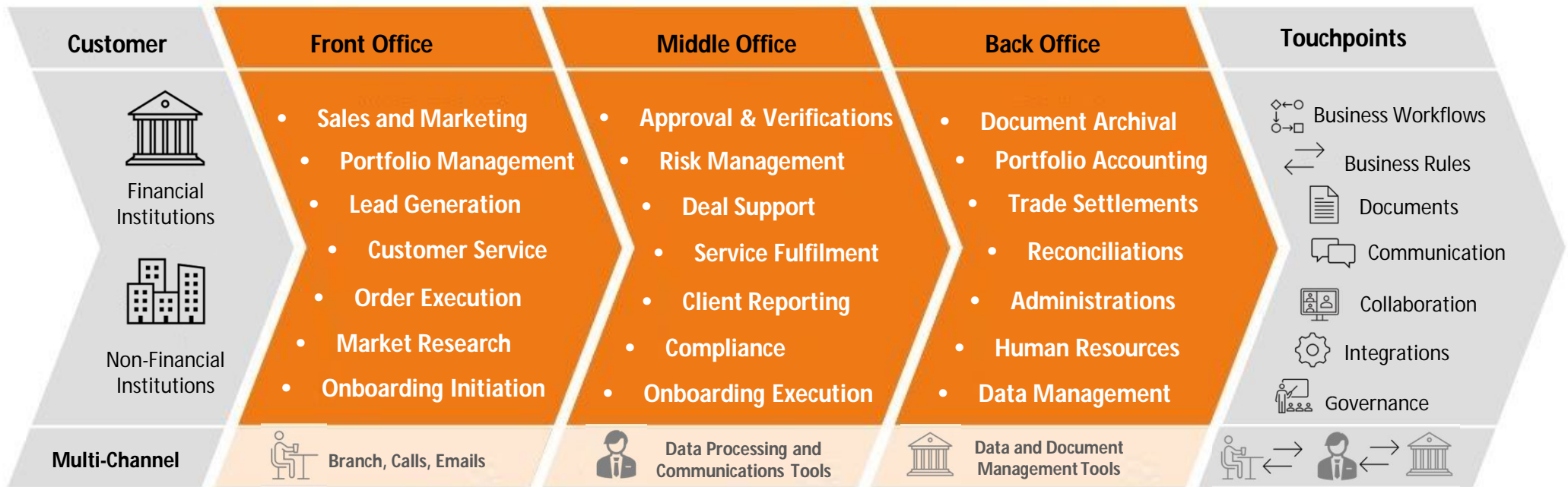
Business Applications Range in Complexity of Process & Information



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

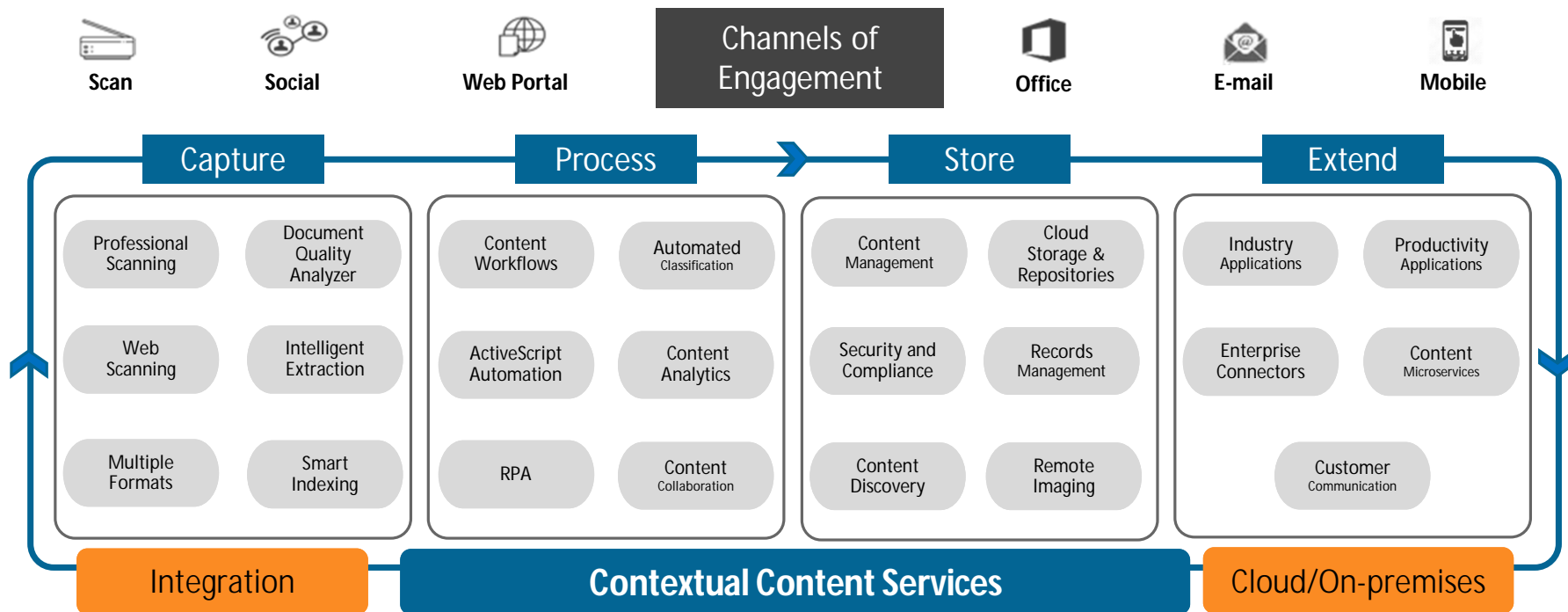
Mitigating the information flow challenges

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



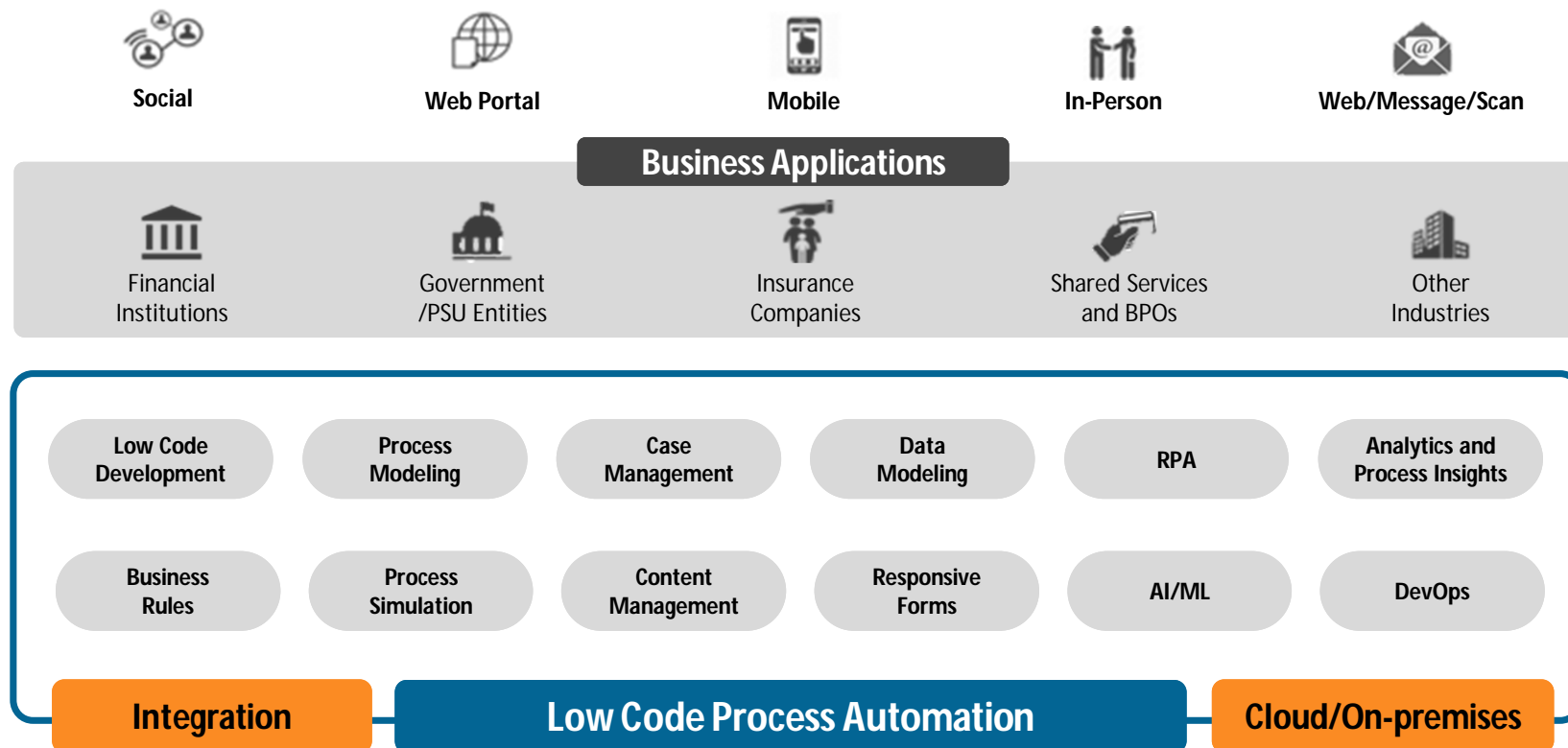
NewgenONE With Contextual Content Services Capability...

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



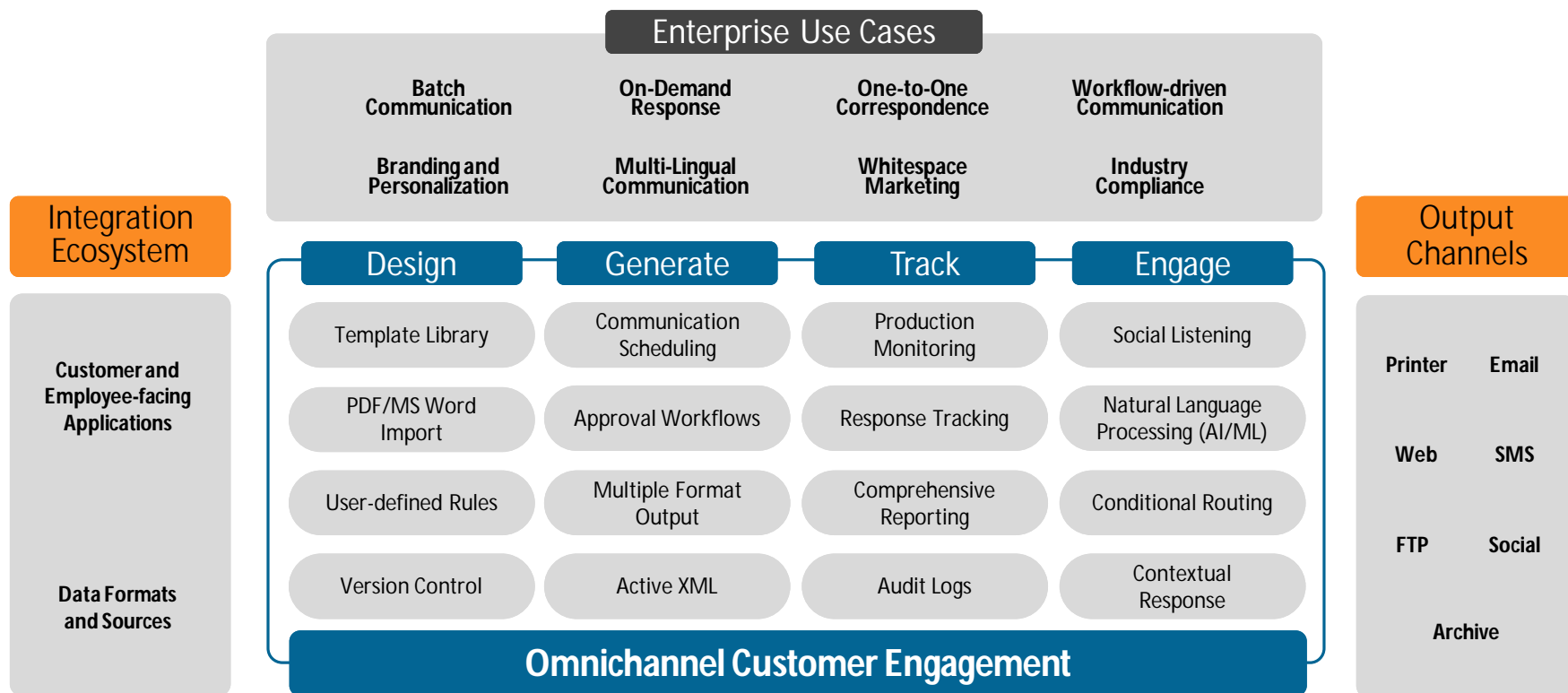
NewgenONE With Low Code Process Automation Capability...

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

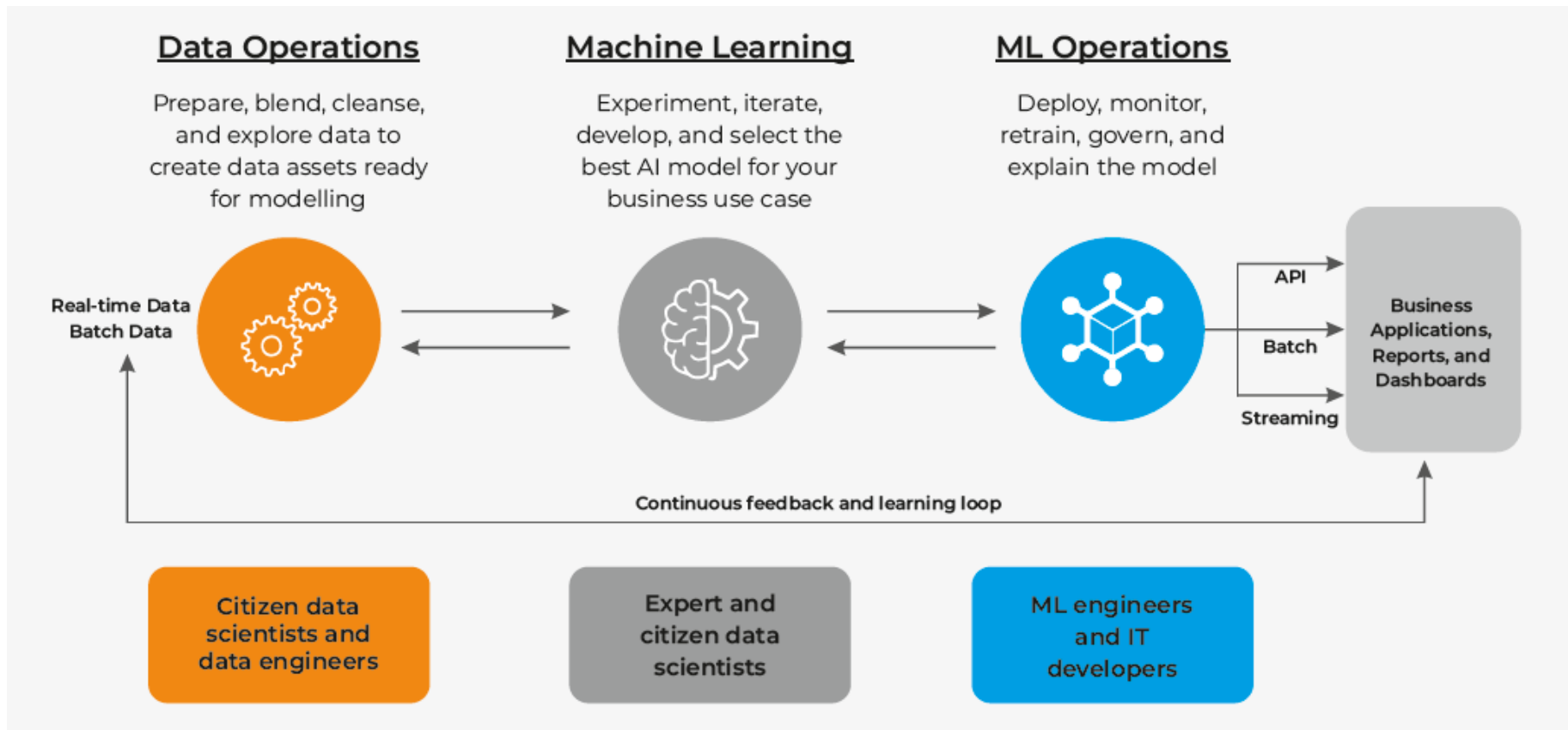


NewgenONE With Personalized Customer Engagement Capability...

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

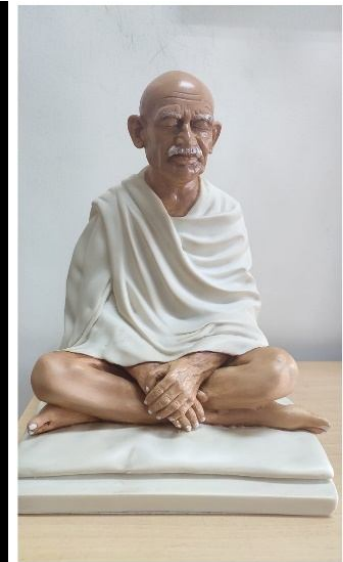
FORRESTER

Gartner

- A “Leader” in The Forrester Wave™: Content Platforms, Q1 2023
- 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
- Recognized in Forrester’s ‘The Low-Code Development Platforms For Professional Developers Landscape, Q1 2023’ on 7th February 2023

- A “Niche Player” in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, October 2023, published on 17th October, 2023
- Recognized in the Gartner® Market Guide for State and Local Government Grant Management Solutions by Apeksha Kaushik, 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.

■ Making an Impact through CSR



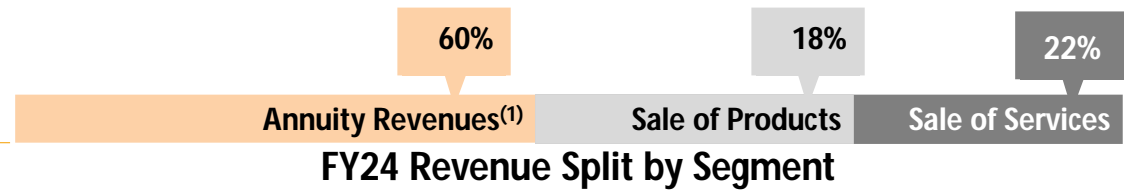
Recognized for its efforts in education through its Newgen Digital Discovery Paathshala Program and honoured with Mahatma Awards in Quality Education

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

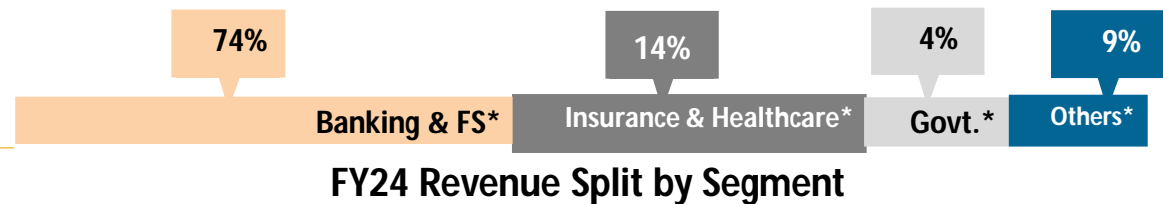


Resilient Business Model in Place

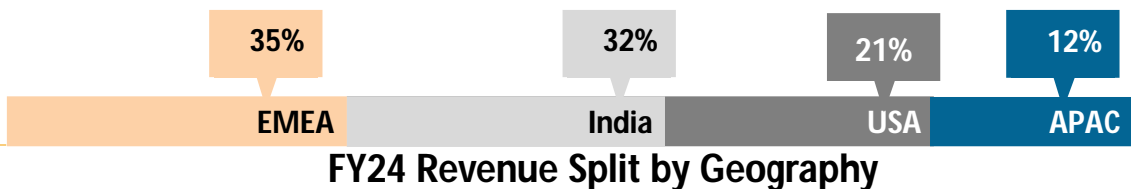
Large annuity revenues streams



Mission critical solutions across key verticals



Diversification across geographies



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

■ Innovation at the Core

- Investment of 9% of revenues in R&D initiatives in FY'24
- 45 patents filings, 24 granted till date
- Launch of AI enabled version of **NewgenONE platform called Marvin during the year**
- Launch of newer version of **ECM and CCM platforms**
- Release of next generation **low-code Trade Finance Solution**
- Launch of **IDP Studio (Intelligent Document Processing)** with advanced Machine learning algorithms
- Release of **Newgen AI Data science Studio**
- Worked on different aspects including use of artificial intelligence, cloud and microservices, security, empowering System Integrator/Partners and migration enabling the platforms to build next generation use cases, new ways to design the applications, enhance the user experience and optimize resource usage.



Our Go-to-market

Increasing global footprint and brand presence

- Opened offices in New York and Saudi Arabia during the financial year.
- Expansion of Sales & Marketing team, supported by a large network of 300+ channel partners
- Emphasis on catering to larger-scale clients and those who significantly contribute to our business
- Strong focus on Banking and Insurance verticals and solutions
- Resetting sales strategy for the US market

Key Partnerships

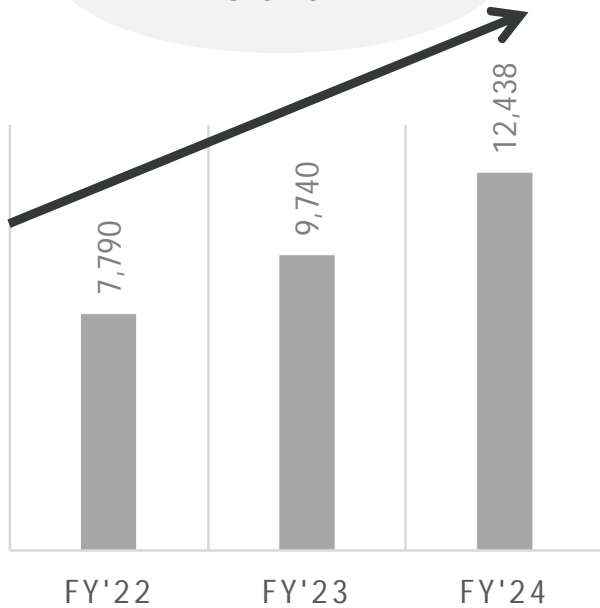
- Expanding partnerships with Global System Integrators, Consulting and Advisory Firms, Technology Partners, Value added resellers and Independent Solution Vendors
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - digital events, analyst and consultant engagements, increased digital presence and outreach

Strong Acceleration in Revenues and Profits

Revenues (INR Mn)

(INRm)

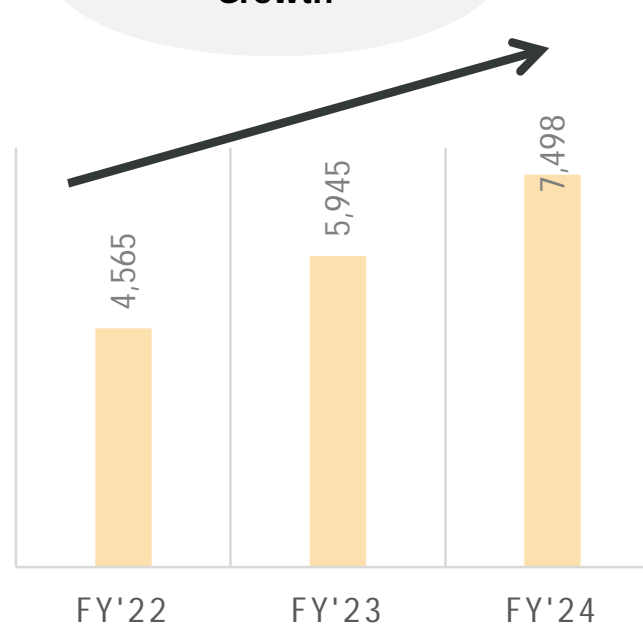
26% CAGR
Growth



Annuity Revenues (INR Mn)

(INRm)

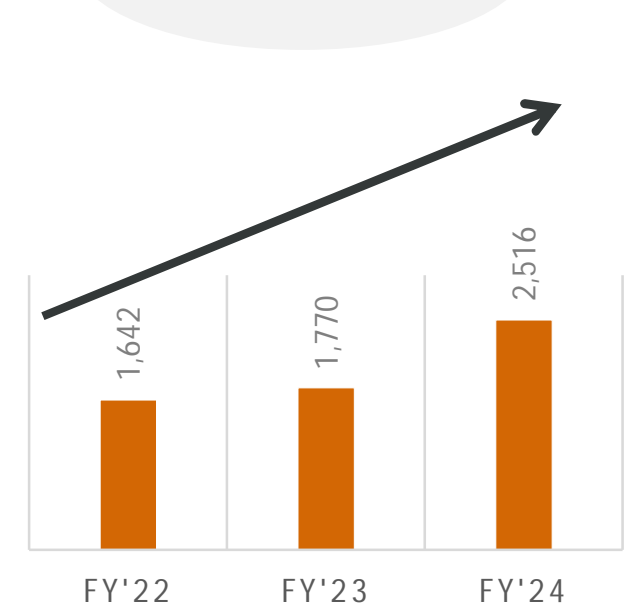
28% CAGR
Growth



Profit after Tax (INR Mn)

(INRm)

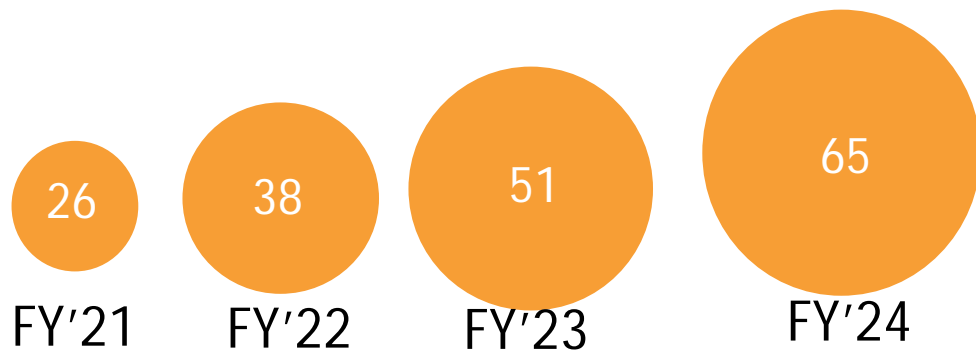
24% CAGR
Growth



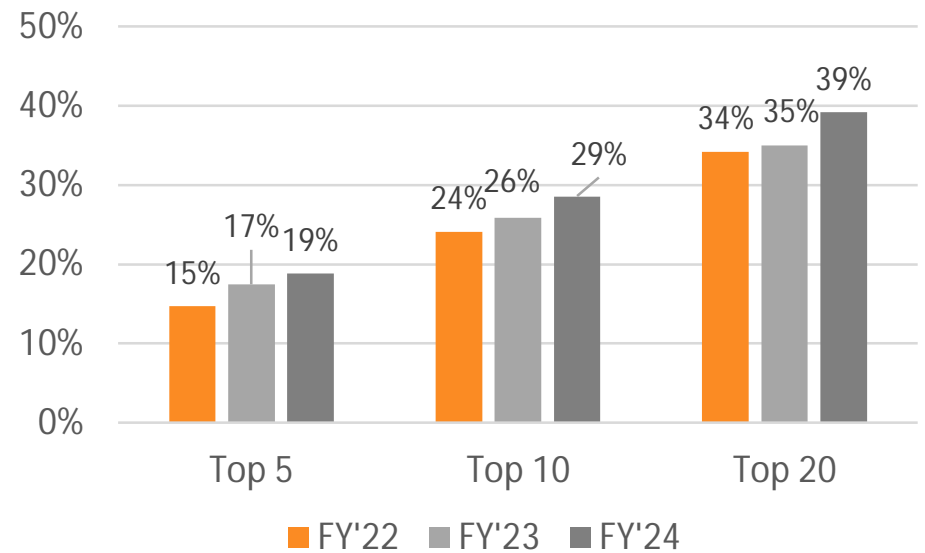
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

■ 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

Leadership Team



Diwakar Nigam
Chairman and Managing Director



Virender Jeet
Chief Executive Officer



Tarun Nandwani
Chief Operating Officer



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



Anand Raman
EVP & COO - Newgen Software Inc.



Arun Kumar Gupta
Chief Financial Officer



Rajvinder Singh Kohli
Sr. VP – Global GSI Sales

Leadership Team



Sunil Pandita
VP – Sales (India)



Vivek Bhatnagar
VP –Sales (EMEA)



R. Krishna Kumar
VP – Sales
(Australia)



Prashant Sahai
VP – Sales
(Middle East)



Pramod Kumar
VP – Sales (APAC)



Sandeep Hinduja
VP – Sales (US)



**Manish Kumar
Jaiswal**
VP – Sales
(Americas)



Amitava Ganguli
VP – Sales
(Americas)



**Purushotam
Savlani**
VP & Business
Head (KSA)



Runki Goswami
VP – Marketing



Ashok Kapoor
VP – Product
Management -
Banking



Atin Kumar
Head-Global
Delivery



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



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

A long-exposure photograph of a highway at night, showing light trails from cars. The left side of the road has white and blue light trails, while the right side has red light trails. The road curves into the distance under a dark, starry sky.

Q1 FY'25 Results

Financial Summary (Consolidated)

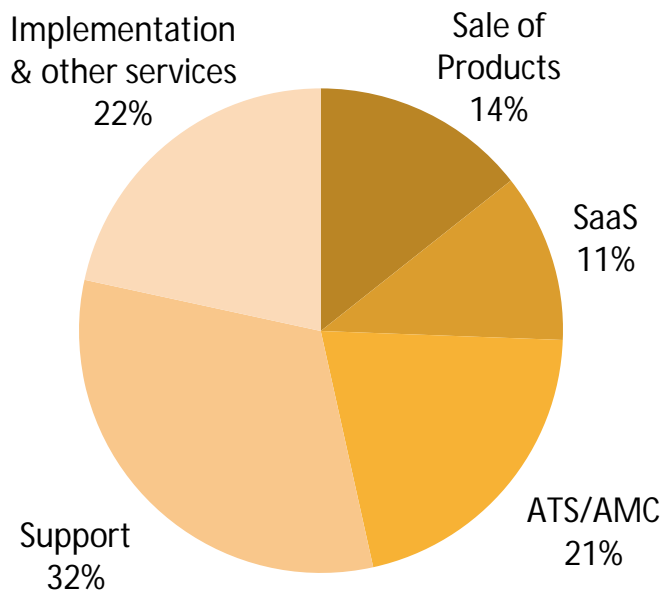
Particulars	Q1FY25 (Audited)	Q1FY24 (Audited)	YoY Growth	FY24 (Audited)	FY23 (Audited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	3,147	2,517	25.1%	12,438	9,740	27.7%
	Other Income	226	125	80.4%	481	340	41.4%
	Total Income	3,373	2,642	27.7%	12,919	10,080	28.2%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	477	321	48.4%	2,883	2,122	35.9%
	Profit after tax	476	302	57.5%	2,516	1,770	42.1%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	15.1%	12.8%		23.2%	21.8%	
	Profit after tax (<i>on revenue</i>)	15.1%	12.0%		20.2%	18.2%	
EPS (INR)	Basic	3.40	2.17	57.0%	18.02	12.71	41.7%
	Diluted	3.30	2.12	55.4%	17.50	12.55	39.4%

Q1 FY'25 v/s Q1 FY'24

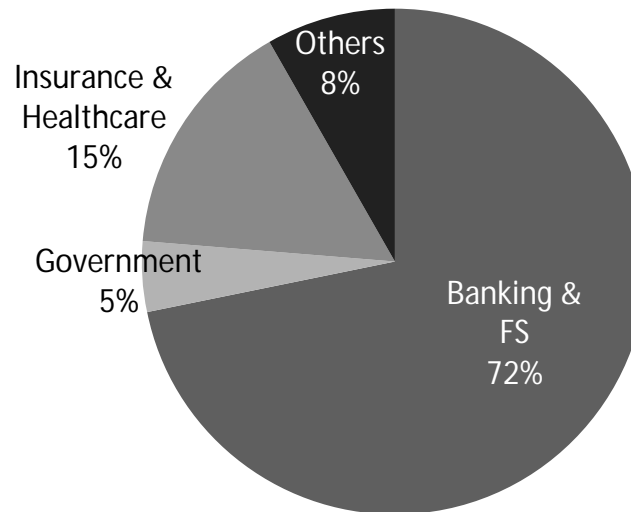
- Revenues at Rs 3,147 million, witnessing growth of 25% Q1 YoY driven by growth across all geographies. Trade, Lending, and Supply Chain Finance solutions receiving good traction and market acceptance.
- Profit after Tax at Rs 476 million, growing at 58% Q1 YoY.

Revenues Across Verticals and Geographies

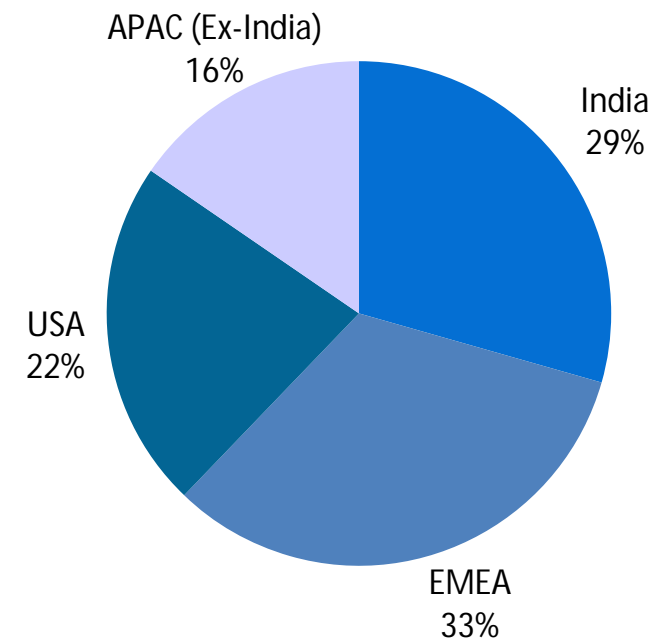
Q1 FY'25 Revenue Split by Segment



Q1 FY'25 Revenue Split by Vertical*



Q1 FY'25 Revenue Split by Geography



*Regrouped

■ Key Business Highlights

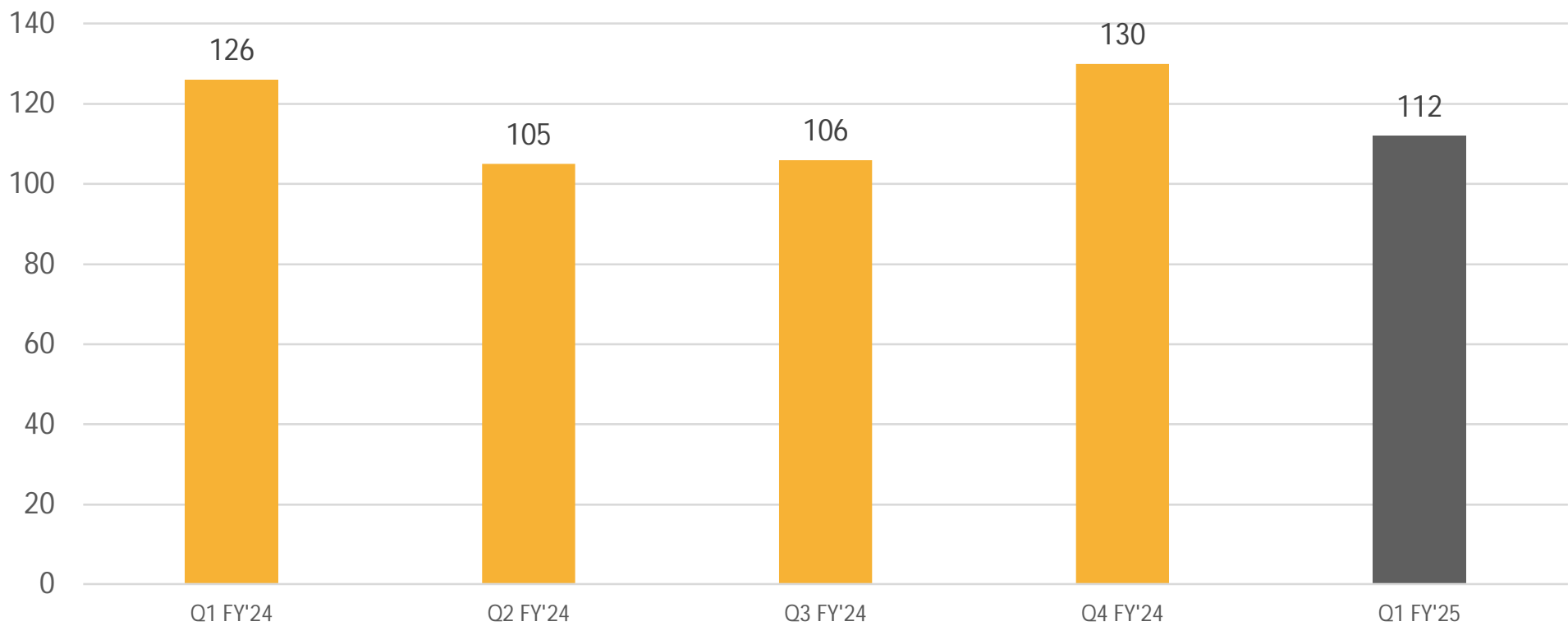
- **13 new customer logo additions** during the quarter.
- Newgen recognized in **Gartner® Market Guide for State and Local Government Grant Management Solutions**
- Company has been **reaffirmed the short-term rating of CRISIL A1 for its debt instruments.**
- **Launch of new product named Newgen LumYn** - a Gen AI-powered hyper-personalization platform designed specifically for the banking sector

■ Significant orders

- In the APAC market, **a large Indonesian state bank partnered with Newgen for the Retail Loan Origination Solution**, with an order value of Rs 109 million
- **Providing Business Financing Solution to a leading Malaysian government-owned bank**, with an order value of Rs 106 million
- In the Americas market, entered into an agreement with a **mid-sized commercial and retail bank for the Digital Account Opening solution for Rs 99 million**
- **Providing Fintech onboarding solution to a large bank in Qatar**, order value of Rs 98 million
- **One of India's leading engineering conglomerates selected Newgen for implementation of its Loan Origination System**


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)



 Global Offices

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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)	Q1 FY 2025	Q1 FY 2024	Q4 FY 2024	FY 2024	FY 2023
Revenue					
Revenue from operations	3,147.2	2,516.7	3,752.7	12,438.3	9,739.8
Other income	225.6	125.1	150.7	480.6	339.9
Total revenue	3,372.8	2,641.8	3,903.4	12,918.9	10,079.6
Expenses					
Employee benefits	1,740.3	1,443.5	1,688.6	6,283.1	5,159.0
Finance costs	10.0	12.0	12.0	41.8	42.5
Depreciation and amortization	77.4	68.2	73.9	279.7	246.7
Other expenses	930.2	751.9	838.6	3,272.0	2,458.6
Total expenses	2,757.9	2,275.7	2,613.1	9,876.7	7,906.8
Profit before tax	614.9	366.1	1,290.3	3,042.2	2,172.8
Tax expenses					
Current tax / Tax expense for earlier years	136.4	93.7	216.1	595.3	427.7
Deferred tax (credit)/charge	2.8	-29.6	21.4	-69.2	-25.0
Profit after tax for the year	475.7	302.0	1,052.7	2,516.1	1,770.1
Other comprehensive income/(loss) for the year, net of income tax	-7.8	-4.2	-31.4	-21.5	52.1
Total comprehensive income for the year	467.9	297.9	1,021.3	2,494.6	1,822.2
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	3.40	2.17	7.52	18.02	12.71
Diluted earning per share	3.30	2.12	7.29	17.50	12.55



Your Trusted Digital Transformation Partner

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