

Newgen Software Technologies Ltd.

*Full year FY'25 and Q4 FY'25
Investor Presentation*

UNLOCK SIMPLE
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Newgen – Key Highlights (FY'25)



33 years
of Innovation, Passion,
and Excellence



Great Place to Work certified



Direct presence
in **8 countries**
(Customers across 77 countries)



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



62 New Logo
additions



~4,600 Personnel



87 customers over Rs 50mn billing



55 patent filings,
10 patents filed in
the year



Consistently recognized by
Gartner and Forrester

Newgen – Financial Snapshot (FY'25)



Rs 14,869 Million
Revenue
(20% YoY Growth)



Rs 8,337 Million
Annuity Revenues*
(56% of Revenues)



Rs 15,164 Million
Network



Rs 2,150 Million
Cash Flow from Operations



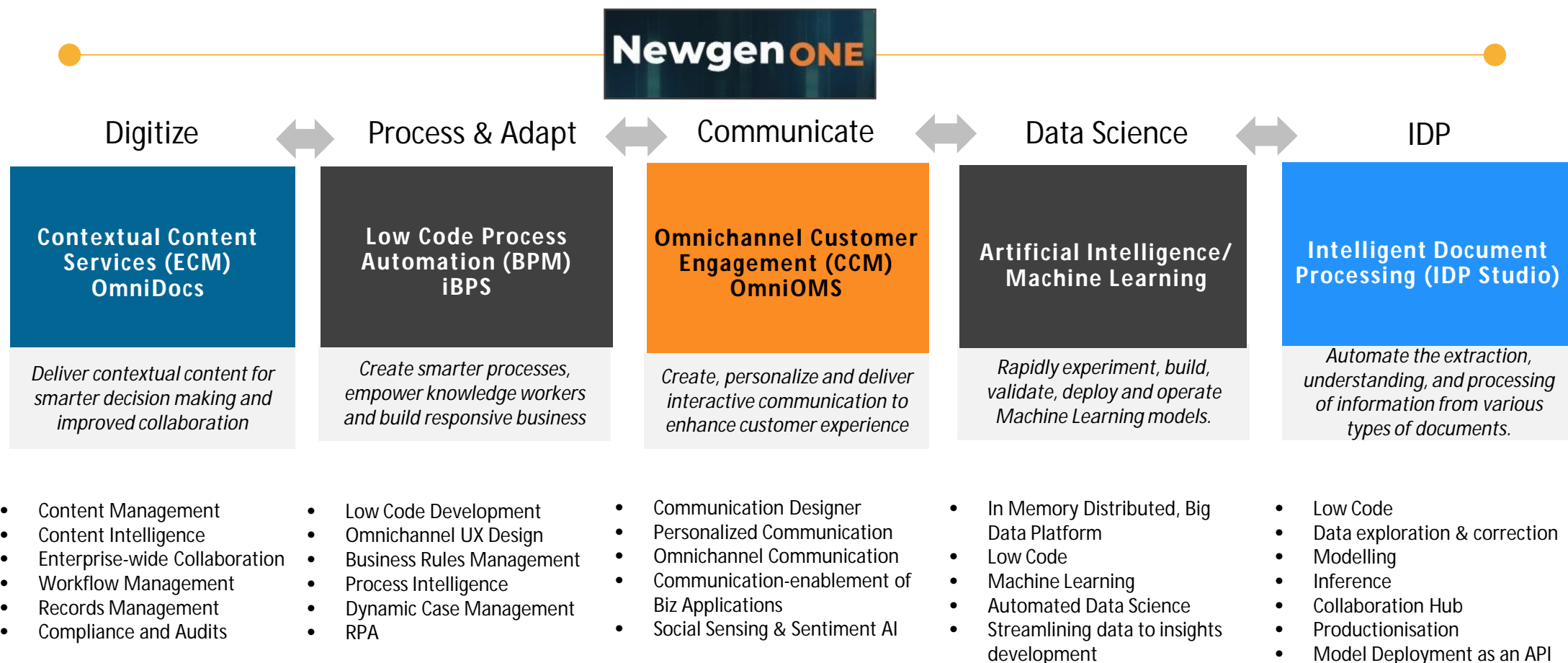
Rs 3,762 Million
EBITDA
(31% YoY Growth)



Rs 3,152 Million
PAT
(25% YoY Growth)

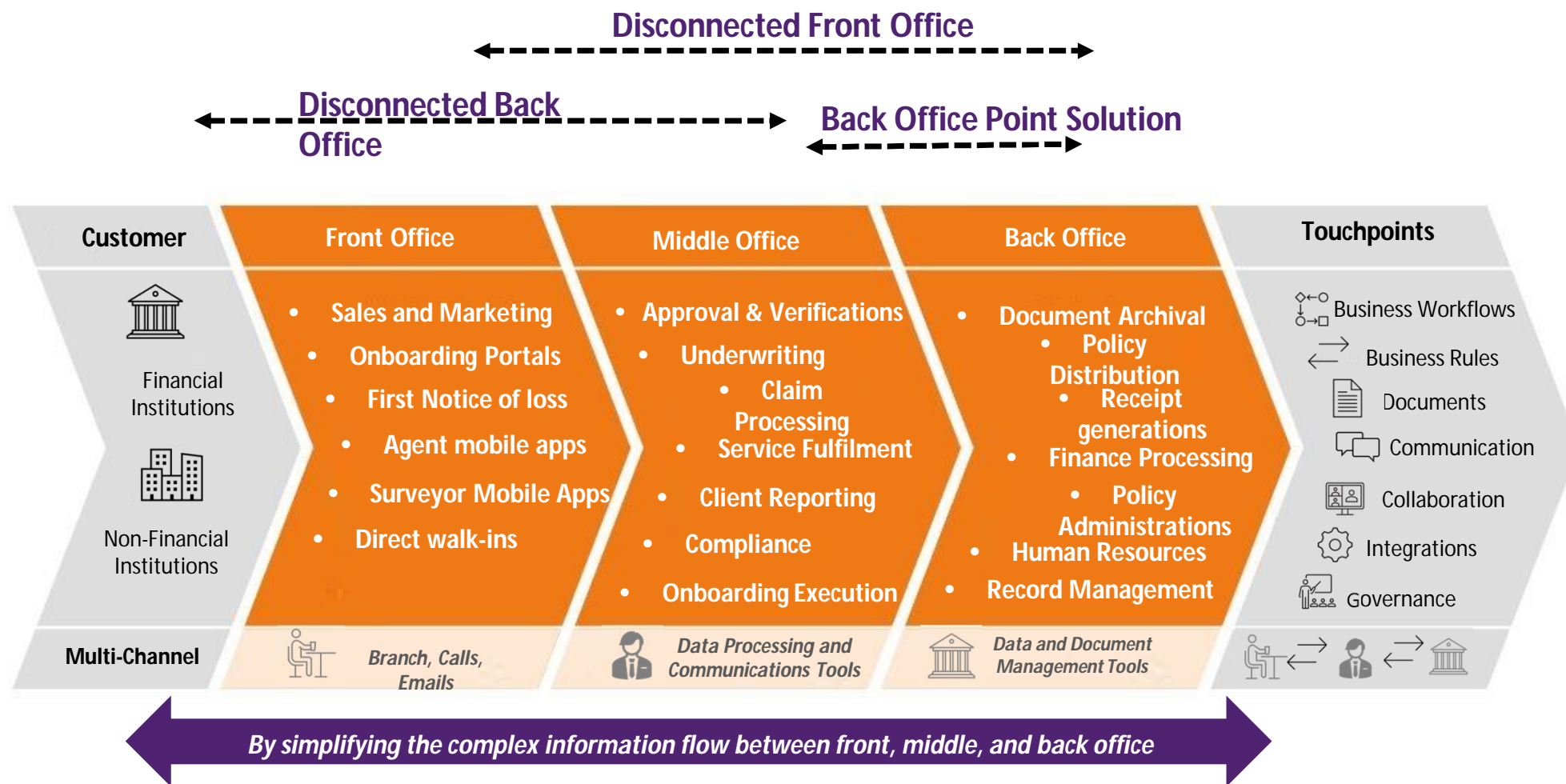
* Annuity revenues comprise of ATS/AMC and Cloud/ Subscription License revenue streams and Support revenues
All Figures as of March 31, 2025

Newgen: Enterprise-wide unified Low Code digital transformation platform



UNLOCK SIMPLE

NewgenONE – To Solve the Disconnected Application Ecosystem



NewgenONE AI Agents

AI Agents for Growth



GenAI powered Growth Intelligence Platform

- ✓ Marketing Effectiveness
- ✓ Tailored product Recommendation
- ✓ Dynamic Predictive Segmentation
- ✓ From what to why



GenAI led Conversion Intelligence Platform

- ✓ From traffic to engagement behavior
- ✓ From call to conversion
- ✓ Enhance agent success
- ✓ From what to why

AI Agent for Application Development and Productivity



GenAI for enterprise

- ✓ Process
- ✓ Content
- ✓ Communication

Create applications rapidly, manage information better, and personalize communications efficiently.

NewgenONE

Contextual Content Services (ECM)
OmniDocs

Low Code Process Automation (BPM)
iBPS

Omnichannel Customer Engagement (CCM)
OmniOMS

Artificial Intelligence/
Machine Learning

Intelligent Document Processing (IDP)
Studio

Trusted by Leading Analysts

FORRESTER

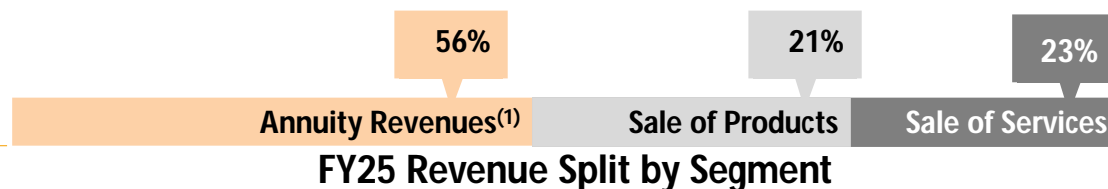
- A "Leader" in The Forrester Wave™: Content Platforms, Q1 2025
- Recognized in Forrester's The Low-Code Platforms For Professional Developers Landscape, Q4 2024 on 23rd December
- Recognized in Forrester's The Content Platforms Landscape, 2024 on 26th September 2024
- Recognized in Forrester's The Task-Centric Automation Software Landscape, Q3 2024 on 19th July 2024
- A 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

Gartner

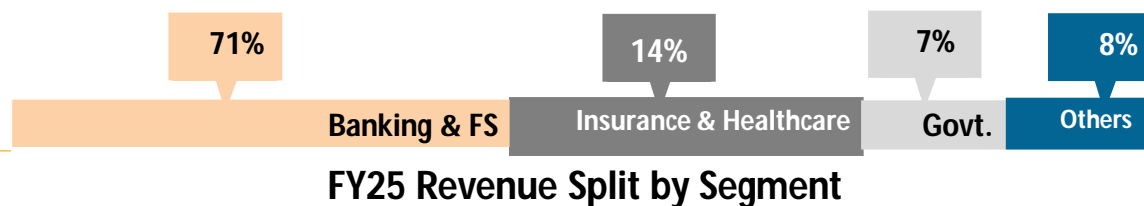
- A "Niche Player" in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, October 2024.
- Recognized in the Gartner® Market Guide for Commercial Loan Origination Solutions on 9th September 2024.
- Recognized in the Gartner® Market Guide for State and Local Government Grant Management Solutions, on 6th May 2024.
- Recognized in the Gartner® Market Guide for Commercial 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 Selva

Resilient Business Model in Place

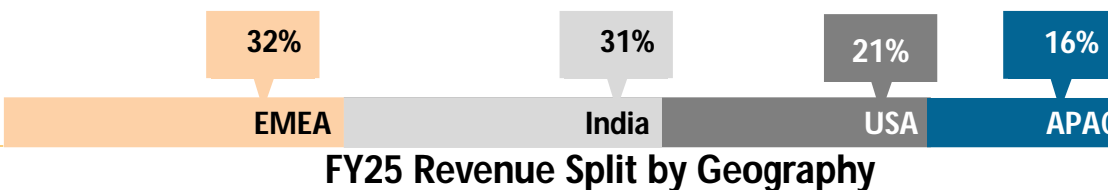
Large annuity revenues streams



Mission critical solutions across key verticals



Diversification across geographies



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

Newgen's vertical specific use-cases



■ Key Recognitions



Newgen CSR has been honored with the “CSR & Sustainability Award 2025” at the 21st Annual National Business & Community Conclave & Awards on "Mission Viksit Bharat @2047" in the Education category

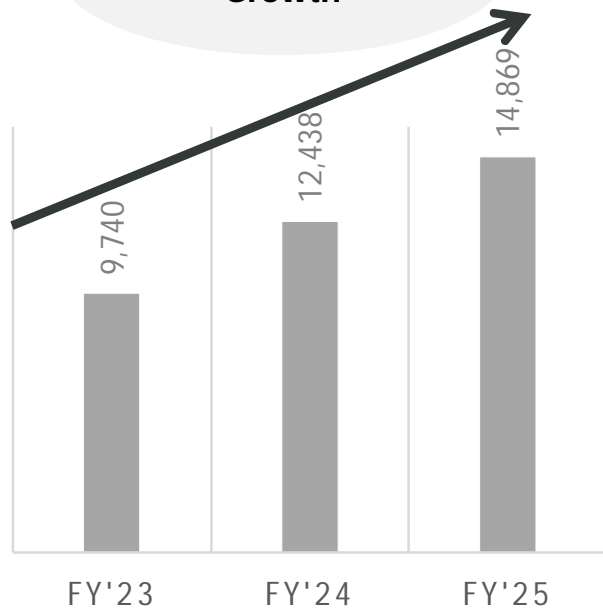
Newgen has been recognized by Forbes Asia as one of the 200 Best Under a Billion Software & Services Organizations

Strong Acceleration in Revenues and Profits

Revenues (INR Mn)

(INRm)

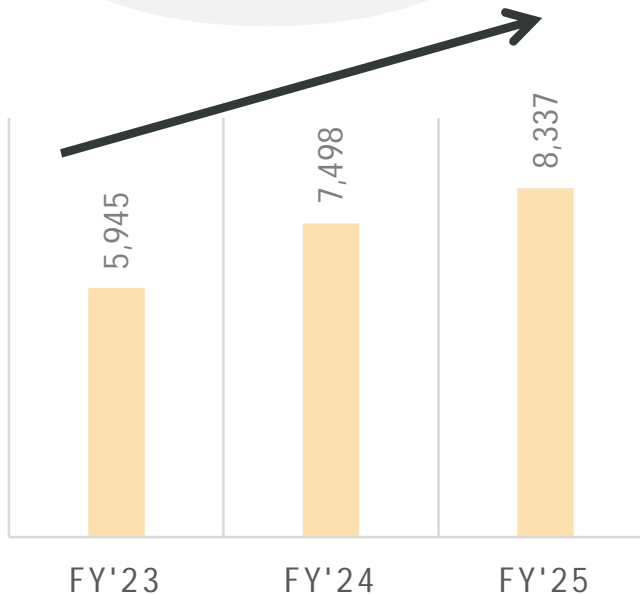
24% CAGR
Growth



Annuity Revenues (INR Mn)

(INRm)

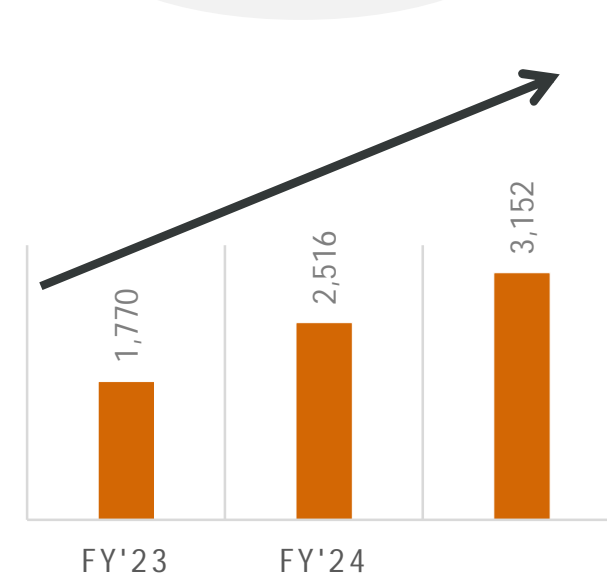
18% CAGR
Growth



Profit after Tax (INR Mn)

(INRm)

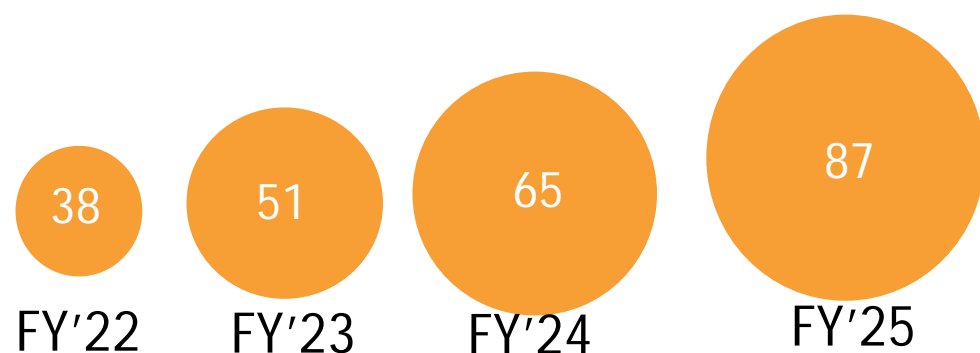
34% CAGR
Growth



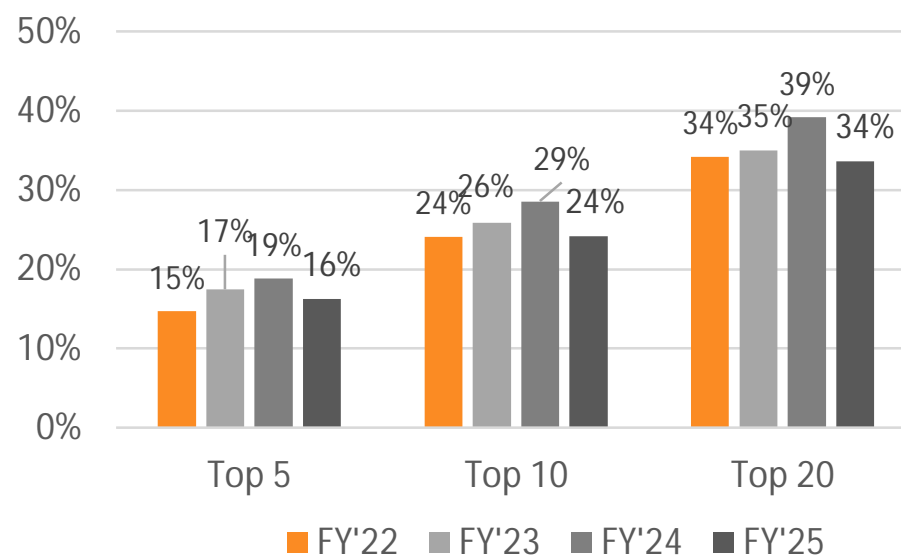
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

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



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



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



Vivek Bhatnagar
Sr. VP – Sales (MEA)



Rajvinder Singh Kohli
Sr. VP – Global GSI Sales

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)



FY'25 and Q4 FY'25 Results

Financial Summary (Consolidated)

Particulars	Q4FY25 (Audited)	Q4FY24 (Audited)	YoY Growth	Q3FY25 (Unaudited)	QoQ Growth	FY25 (Audited)	FY24 (Audited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	4,299	3,753	14.6%	3,811	12.8%	14,869	12,438	19.5%
	Other Income	141	151	-6.3%	84	68.5%	636	481	32.3%
	Total Income	4,440	3,903	13.8%	3,895	14.0%	15,505	12,919	20.0%
Profits (INR Mn)	EBITDA <i>(adjusted for other income)</i>	1,372	1,225	12.0%	1,083	26.7%	3,762	2,883	30.5%
	Profit after tax	1,083	1,053	2.9%	890	21.7%	3,152	2,516	25.3%
Margin (%)	EBITDA <i>(adjusted for other income)</i>	31.9%	32.7%		28.4%		25.3%	23.2%	
	Profit after tax <i>(on revenue)</i>	25.2%	28.1%		23.4%		21.2%	20.2%	
EPS (INR)	Basic	7.73	7.52	2.8%	6.36	21.5%	22.53	18.02	25.0%
	Diluted	7.58	7.29	3.9%	6.16	23.1%	21.89	17.50	25.1%

FY'25 v/s FY'24

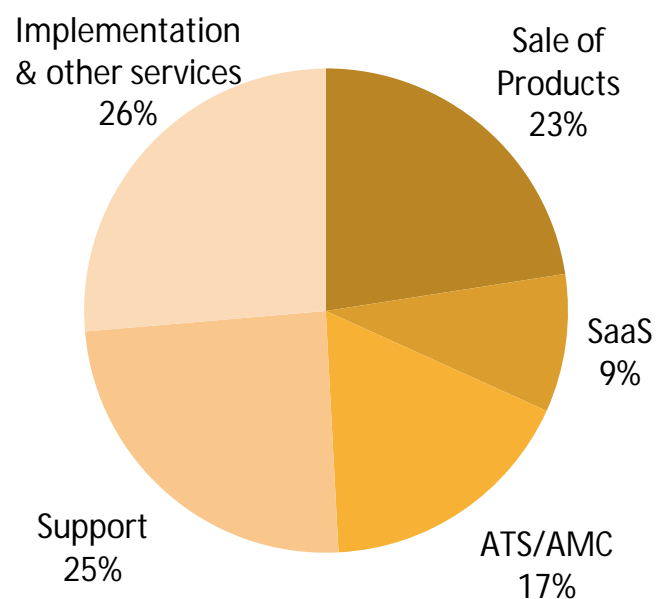
- Revenues witnessed a growth of 20% YoY to reach Rs 14,869 million. Strong license revenue growth of 41% for the year and implementation growth of 25%.
- Healthy expansion of profit margins

Q4 FY'25 v/s Q4 FY'24

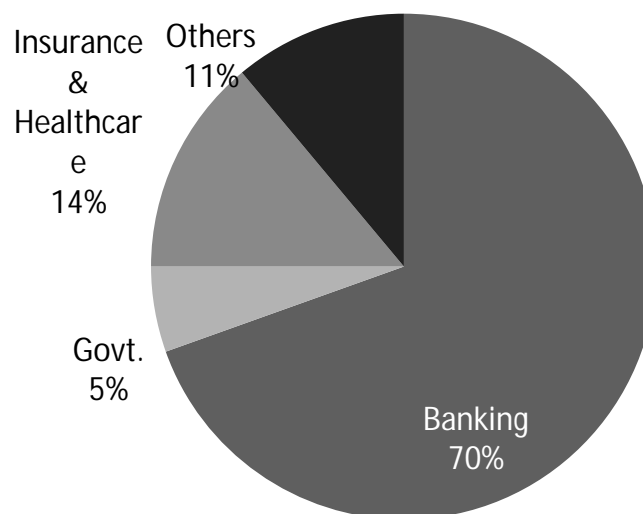
- Revenues were Rs 4,299 million, growing at 15% Q4 YoY. PAT was Rs 1,083 million during the quarter.

Revenues Across Verticals and Geographies

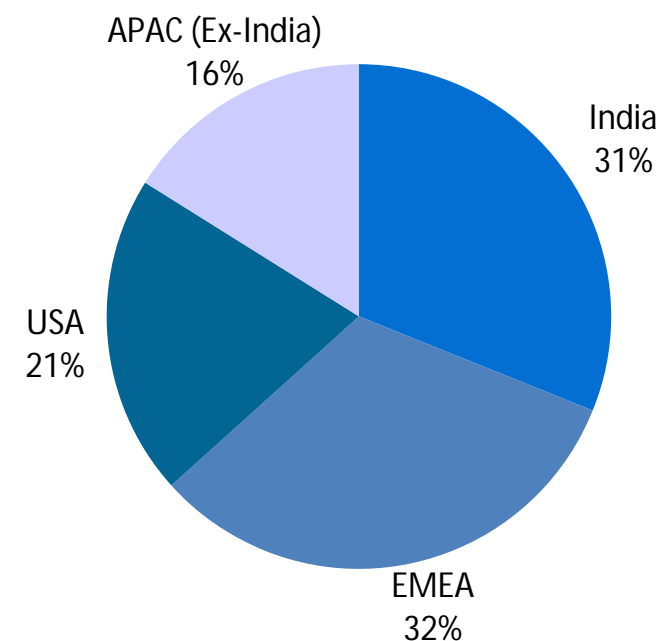
Q4 FY'25 Revenue Split by Segment



Q4 FY'25 Revenue Split by Vertical



Q4 FY'25 Revenue Split by Geography



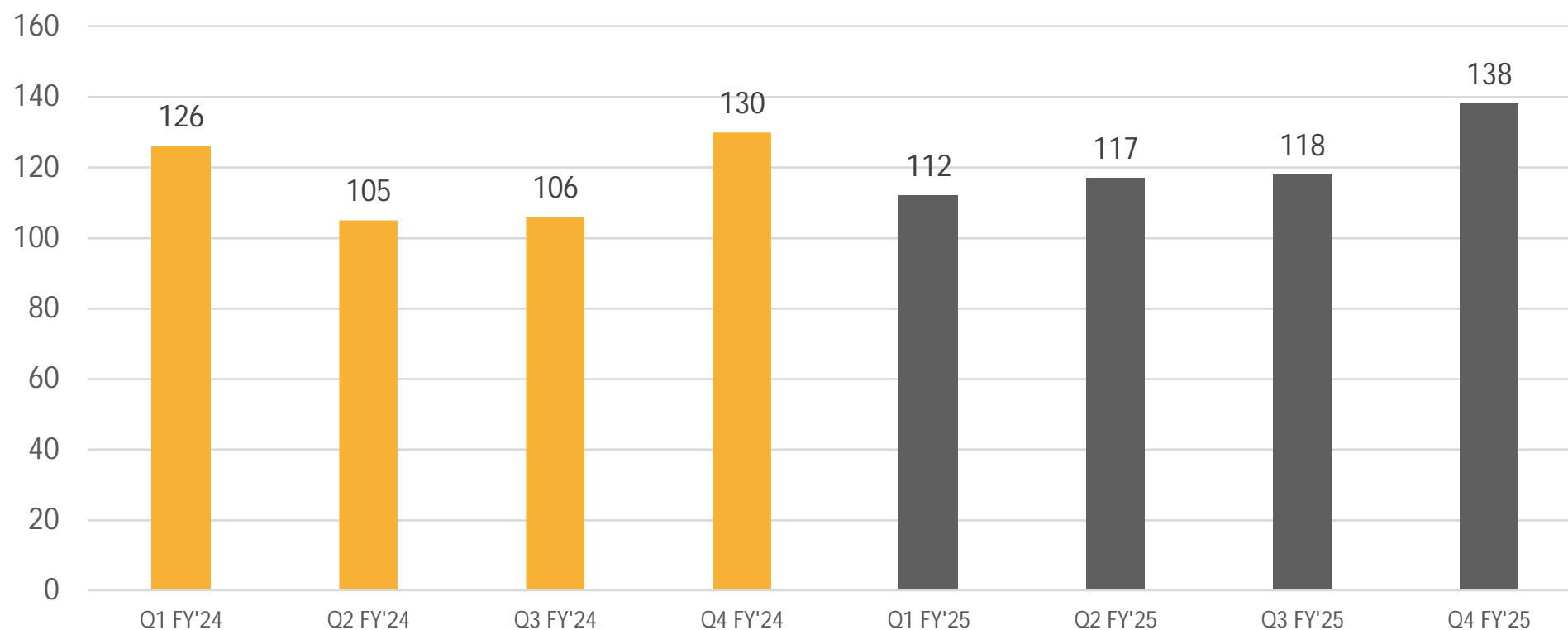
■ Key Business Highlights

- **Growing large customer base -87** customers with over Rs 5 crores billing during the year compared to 65 in FY'24.
- **62 new customer logo addition** during the year. Strong deal wins in the US region in Q4
- Recognized as a **“Leader” in The Forrester Wave™: Content Platforms, Q1 2025**, second time in a row.*
- Recognized by Forrester among notable vendors in 'The Low-Code Platforms For Professional Developers Landscape, Q4 2024,' report*
- **Board has approved a Dividend of Rs 5 per equity share**

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

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)

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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)	Q4 FY 2025	Q4 FY 2024	Q3 FY 2025	FY 2025	FY 2024
Revenue					
Revenue from operations	4,298.9	3,752.7	3,811.1	14,868.8	12,438.3
Other income	141.2	150.7	83.8	635.8	480.6
Total revenue	4,440.1	3,903.4	3,894.9	15,504.6	12,918.9
Expenses					
Employee benefits	1,940.9	1,688.6	1,882.5	7,410.4	6,283.1
Finance costs	14.1	12.0	14.0	47.7	41.8
Depreciation and amortization	86.5	73.9	86.6	330.4	279.7
Other expenses	985.9	838.6	845.4	3,696.3	3,272.0
Total expenses	3,027.4	2,613.1	2,828.6	11,484.9	9,876.7
Profit before tax	1,412.7	1,290.3	1,066.3	4,019.7	3,042.2
Tax expenses					
Current tax / Tax expense for earlier years	332.3	216.1	267.7	987.2	595.3
Deferred tax (credit)/charge	-3.0	21.4	-91.4	-119.9	-69.2
Profit after tax for the year	1,083.4	1,052.7	890.0	3,152.4	2,516.1
Other comprehensive income/(loss) for the year, net of income tax	19.3	-31.4	-1.3	35.4	-21.5
Total comprehensive income for the year	1,102.7	1,021.3	888.8	3,187.9	2,494.6
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	7.73	7.52	6.36	22.53	18.02
Diluted earning per share	7.58	7.29	6.16	21.89	17.50



Your Trusted Digital Transformation Partner

info@newgensoft.com

www.newgensoft.com