

Newgen Software Technologies Ltd.

Full Year and Q4 FY'23 Investor Presentation

Newgen – Business Highlights (FY'23)



Established in 1992
one world, one workplace



Over 520+ active customers ⁽¹⁾



Direct presence
in 7 countries
(Customers across 74 countries)



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



Partner with leading
GSIs



~3,800 Personnel
(with ~570 personnel in R&D
~330 personnel in S&M)



27% increase in average deal sizes:
51 customers over Rs 50mn billing



44 patents filed,
23 approved



Consistently recognized by
Gartner and Forrester

Newgen – Financial Snapshot (FY'23)



Rs 10,080 Million
Total Income
(25% YoY Growth)



Rs 3,227 Million
Subscription Revenues*
(31% YoY Growth)
with over Rs 1,000Mn SaaS revenues



Rs 9,768 Million
Network

Rs 1,366 Million
Cash Flow from Operations



Rs 12,905 Million(3)
Total Bookings**
(29% YoY Growth)
(Billing growth at 29% YoY)



Rs 2,122 Million
EBIDTA
(22% EBIDTA Margin)



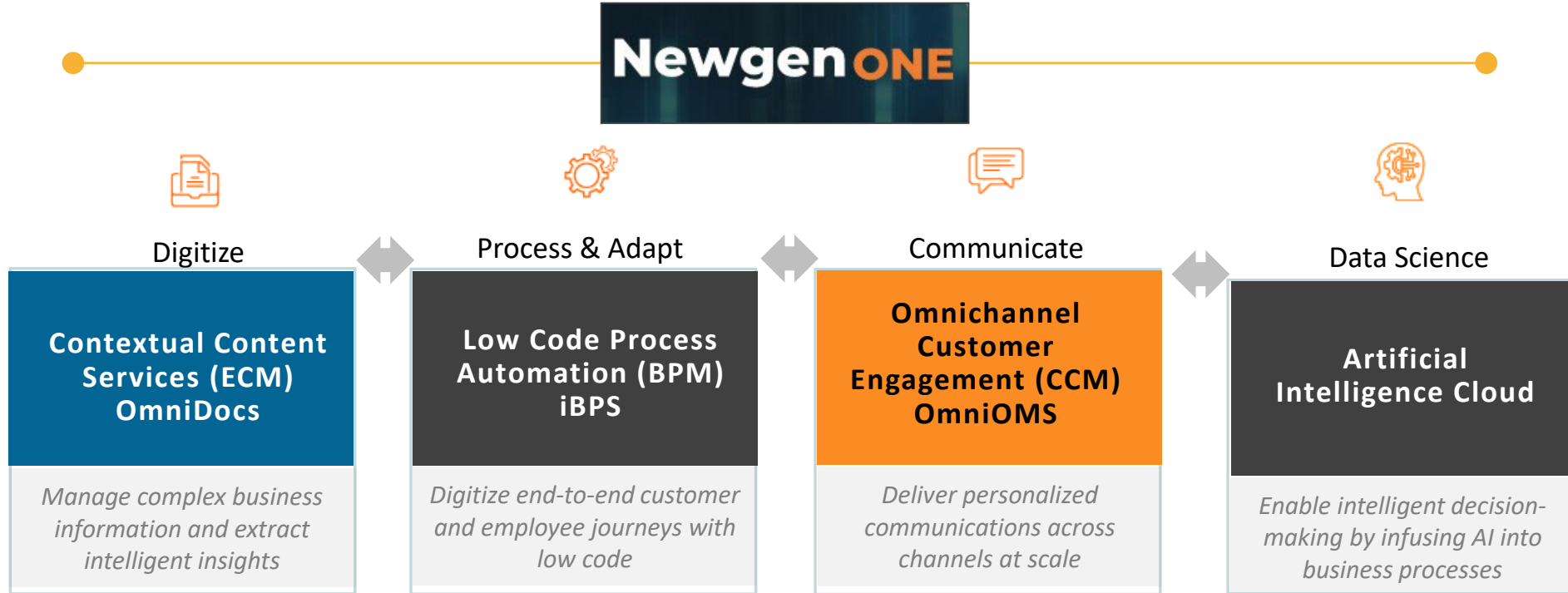
Rs 1,763 Million
PAT
(18% PAT Margin)

* Subscription revenues comprise of ATS/AMC and Cloud/ Subscription License revenue streams. SaaS revenues comprise Cloud/ Subscription License Revenues

**Total Bookings (include more than 1 year for subscription license and cloud)

All Figures as of March 31, 2023

Newgen: Enterprise-wide unified digital transformation platform provider



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

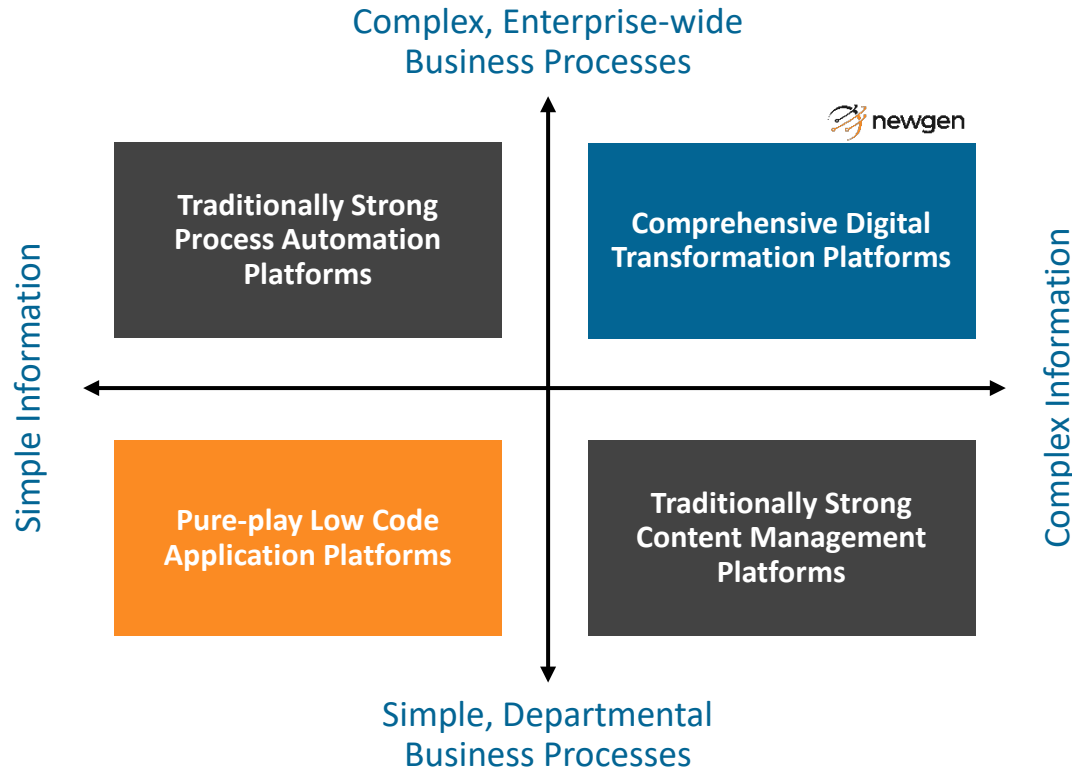
Contextual Content and Communications

- 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

What Makes NewgenONE Stand Out!

A natively-built, unified, hyperautomation platform for complex, content-driven, and customer-engaging business applications

Focused on professional IT developers for agility and productivity

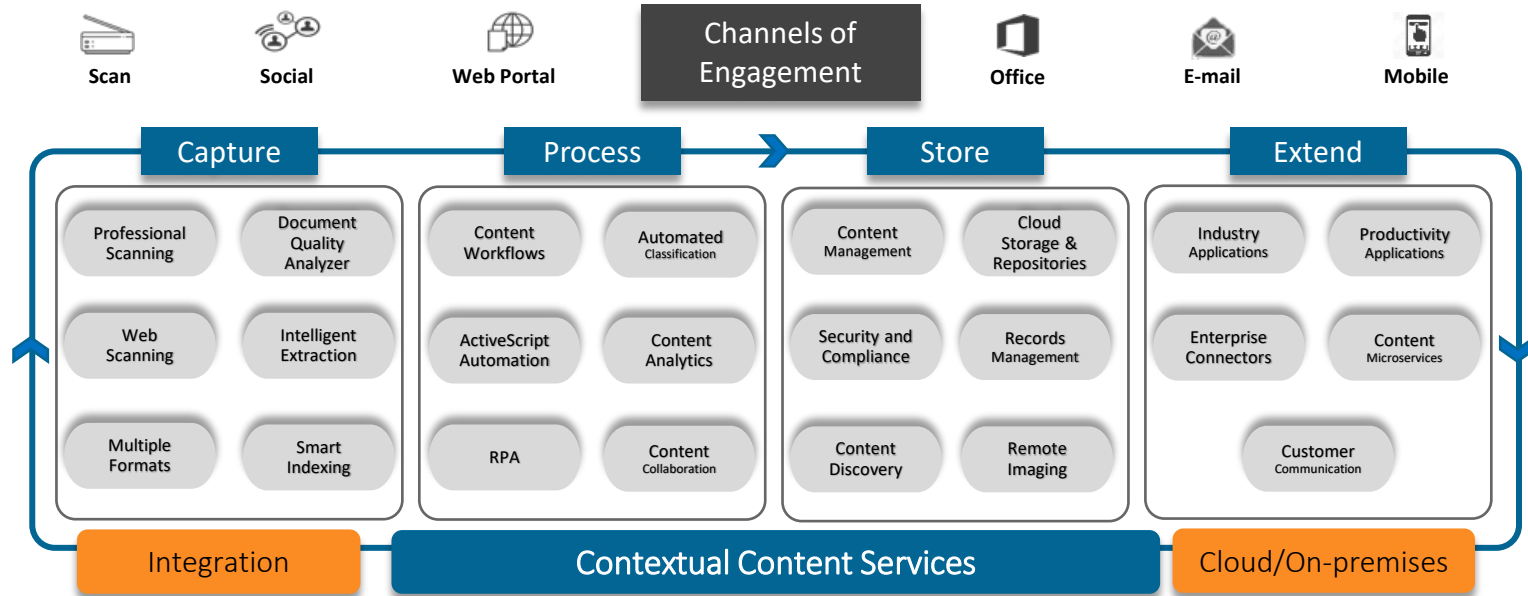
Domain expertise packaged as composable components

Global SI partnerships for reach and scale

30 years of low code philosophy and methodology
Software platform domain and expertise since 1992

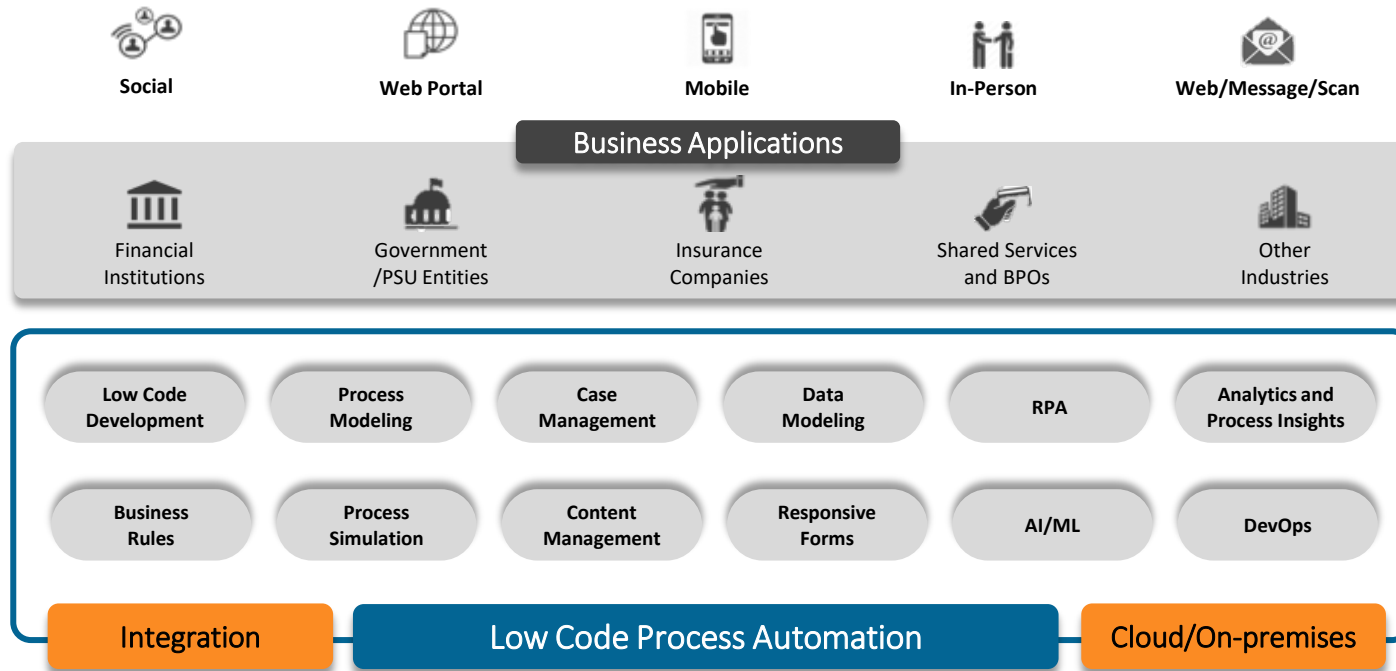
NewgenONE With Contextual Content Services Capability...

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



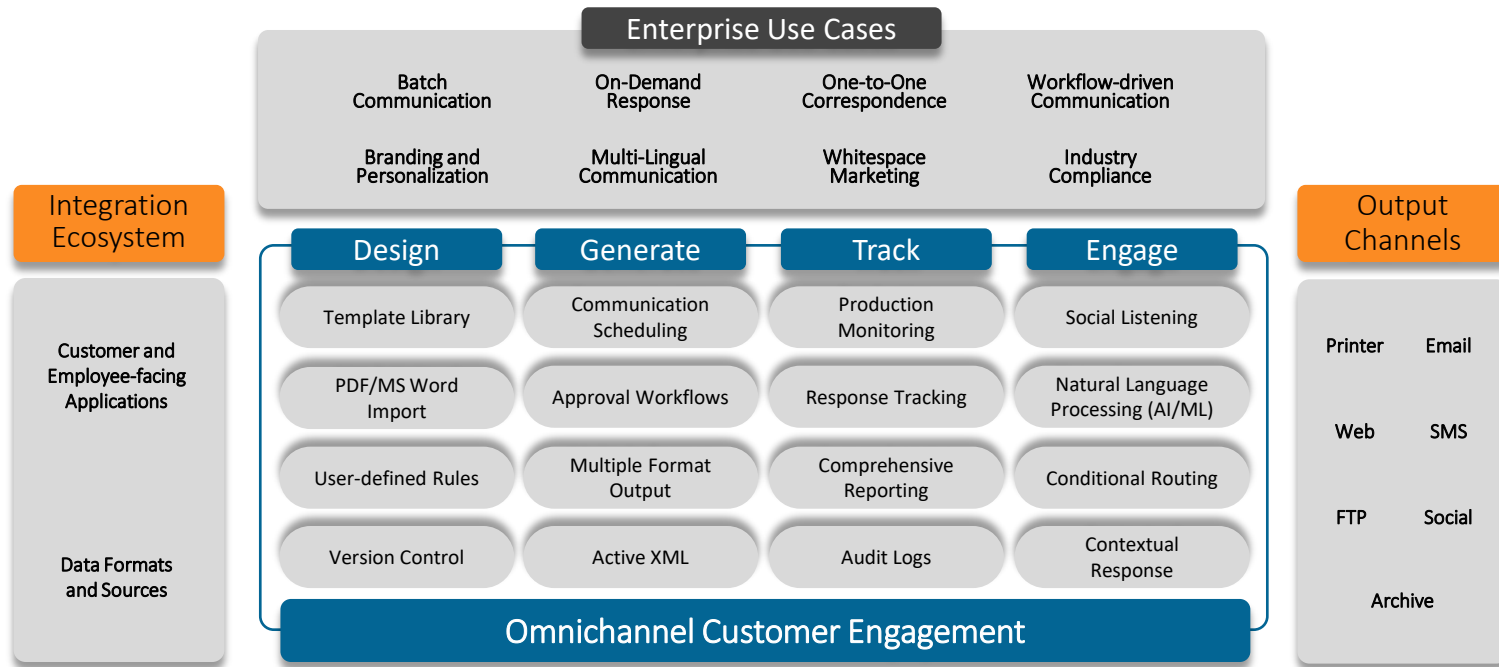
NewgenONE With Low Code Process Automation Capability...

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

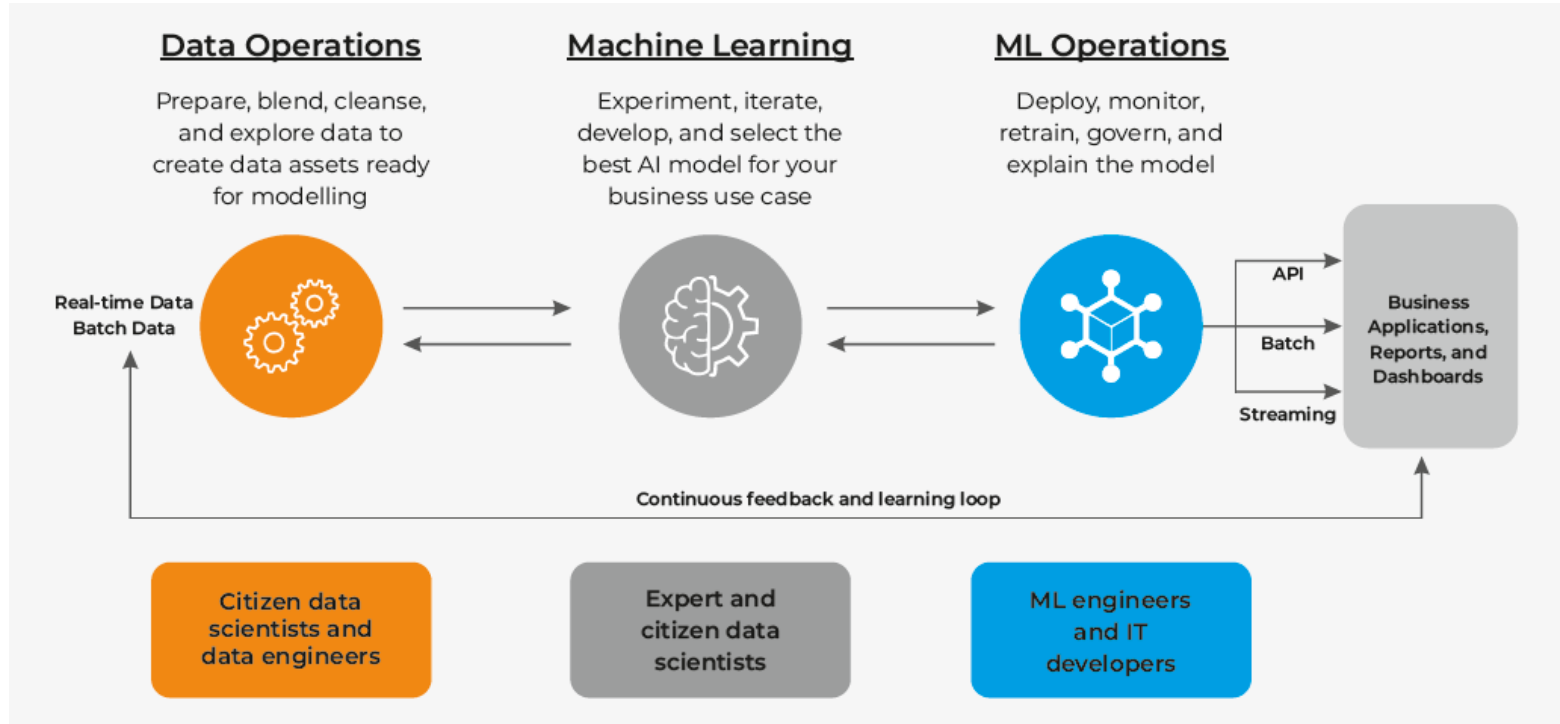


■ NewgenONE With Personalized Customer Engagement Capability...

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



- A “Leader” in The Forrester Wave™: Content Platforms, Q1 2023, authored by Cheryl McKinnon et al.
- A “Strong Performer” in Forrester Wave™: Robotic Process Automation, Q1 2023 Report, authored by Bernhard Schaffrik, et al.
- “A Strong Performer” in The Forrester Wave™: Digital Process Automation Software, Q4 2021, authored by Rob Koplowitz

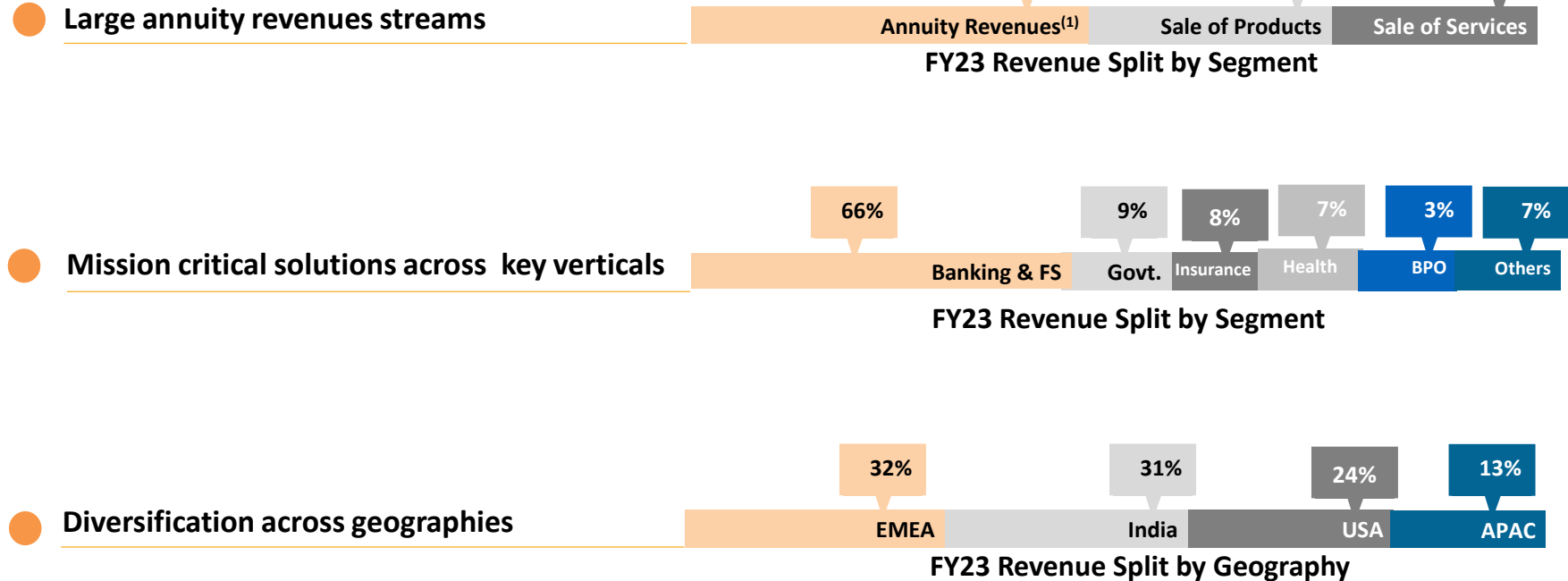


- A “Niche Player” in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, 2023, published on 31st December 2022, Paul Vincent et al.
- Recognized in Gartner's Market Guide for Market Guide for Content Services Platforms, published on 9th January 2023, Marko Sillanpaa
- Recognized in Gartner's Market Guide for U.S. Healthcare Payers' Provider Network Management Applications 2023, published on 13th January 2023, Connie Salgy



- A Leader in Enterprise G2 Grid®: ECM Software for Enterprise Businesses
- A Leader in Enterprise G2 Grid®: BPM Software for Enterprise Businesses

Resilient Business Model in Place



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

Our Markets

\$65.4bn

Process-agnostic software that enables Hyperautomation:
by 2026 ⁽¹⁾

(including:
Low Code Application Development
Robotic Process Automation (RPA)

\$9.4bn

Content Services platform by 2026 ⁽²⁾

Source:

1. Gartner Forecast Analysis: Hyperautomation Enablement Software, Worldwide | Published: Oct 2022 | Authors: Cathy Tornbohm, Varsha Mehta, Tarun Rohilla, Anna Griffen

2. – Gartner Forecast Analysis: Enterprise Application Software, Worldwide | Published: Aug 2022 | Authors: Amarendra ., Yanna Dharmasthira, Jim Hare, Balaji Abbabatulla, Eric Hunter, Kevin Quinn, Julian Poulter, Roland Johnson, Alexandre Oddos, Chris Pang, Alys Woodward, Radu Miclaus, Craig Roth, Neha Gupta

Innovation at the Core



Investment of 10% of revenues in R&D initiatives in FY'23



44 patents filings, 23 granted till date



NewgenONE platform (new generation) backed with a cloud-native, multi-persona AI/ML data science platform, enhanced document classification and extraction capabilities, integrated process and Robotic Process Automation capabilities, and strengthened DevOps for easy application deployment/update



Deep domains solution offerings released including Low code Trade Finance Platform

Our Go-to-market

Strategy Across Regions and Verticals is Based on Direct Presence Supported by Partner Ecosystem

- Over 330* Employees in Sales & Marketing/ Solutioning supported by a large network of 300+ channel partners
- Focus on Tier-1 customers in five core verticals in India, APAC, and Middle East & Africa Region. Strong emphasis on Banking sector in traditional markets
- Focus on larger size banks and credit unions in the mature markets with higher mining ability
- Differentiated 'land and expand' model through sale of complete functionality with initial purchase, facilitating seamless creation of new applications

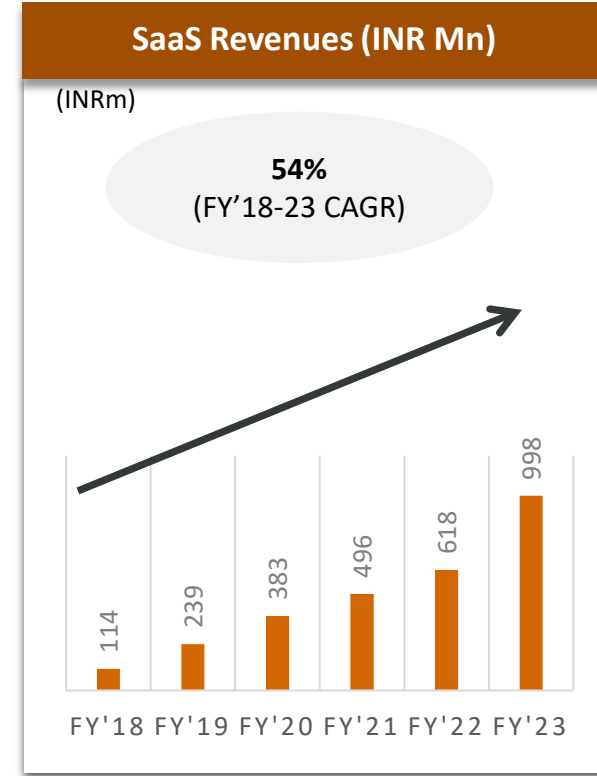
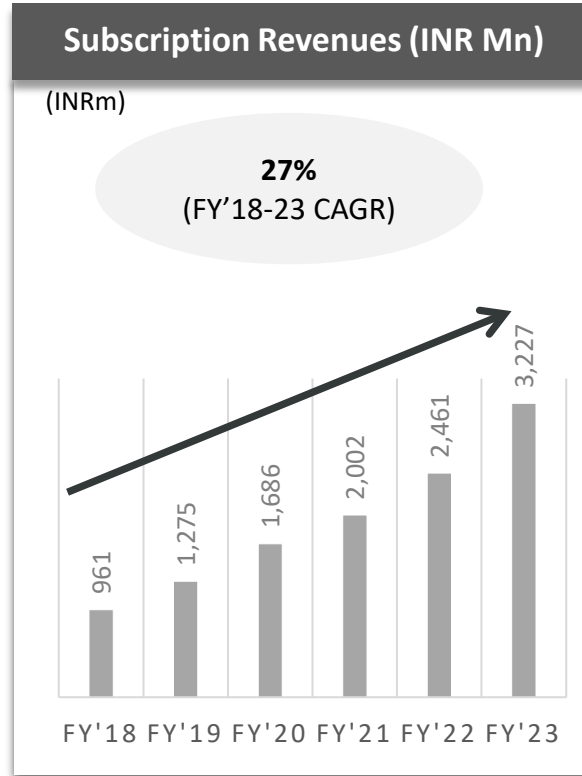
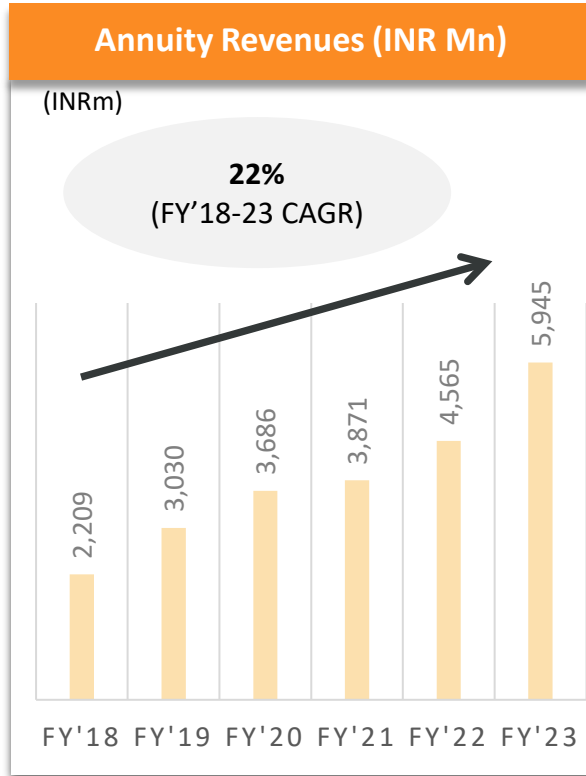
System Integrators-led go-to-market Targeting Fortune 2000 Enterprises in Mature Markets

- Increasing traction in the developed markets of US, Europe and APAC – with focus on sales through Global System Integrators (GSIs)
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - digital events, analyst and consultant engagements, increased digital presence and outreach
- Newgen products well-accepted by some of the largest GSIs and their customers.
- Continuous support to partners in pre-sales, sales, marketing initiatives and provision of trainings, certification programs, partner portal, technical assistance etc.

NewgenONE Enables Enterprises to Develop Complex Biz Applications



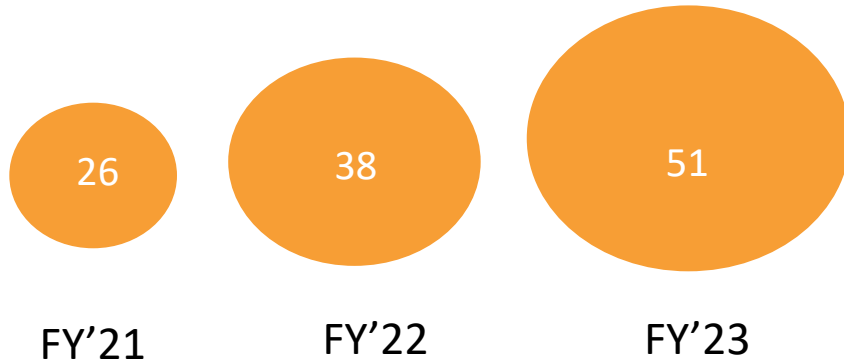
Strong Acceleration in Annuity and Subscription Revenues



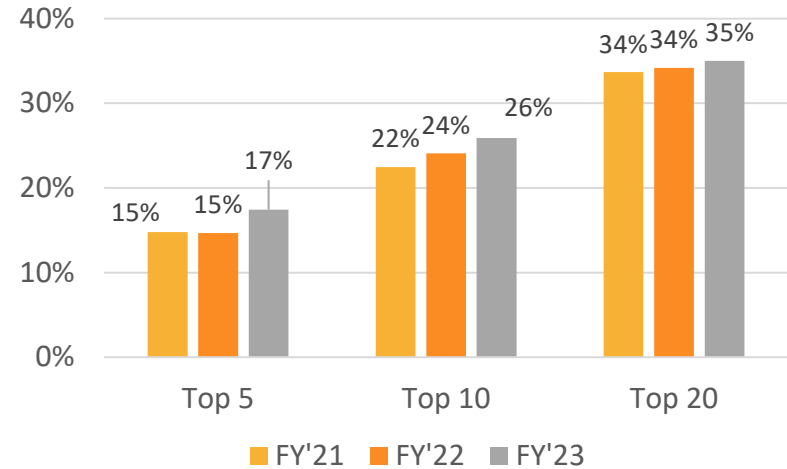
- (1) Subscription revenues comprise of ATS/AMC and Cloud/ Subscription License revenue streams
- (2) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams
- (3) SaaS revenues comprise Cloud/ Subscription License Revenues

■ Growing Large Customer Base with low client concentration

Increasing base of customers with over Rs 50Mn billing



Low 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



Kaushik Dutta

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)



Ashok Kapoor
VP – Marketing



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)



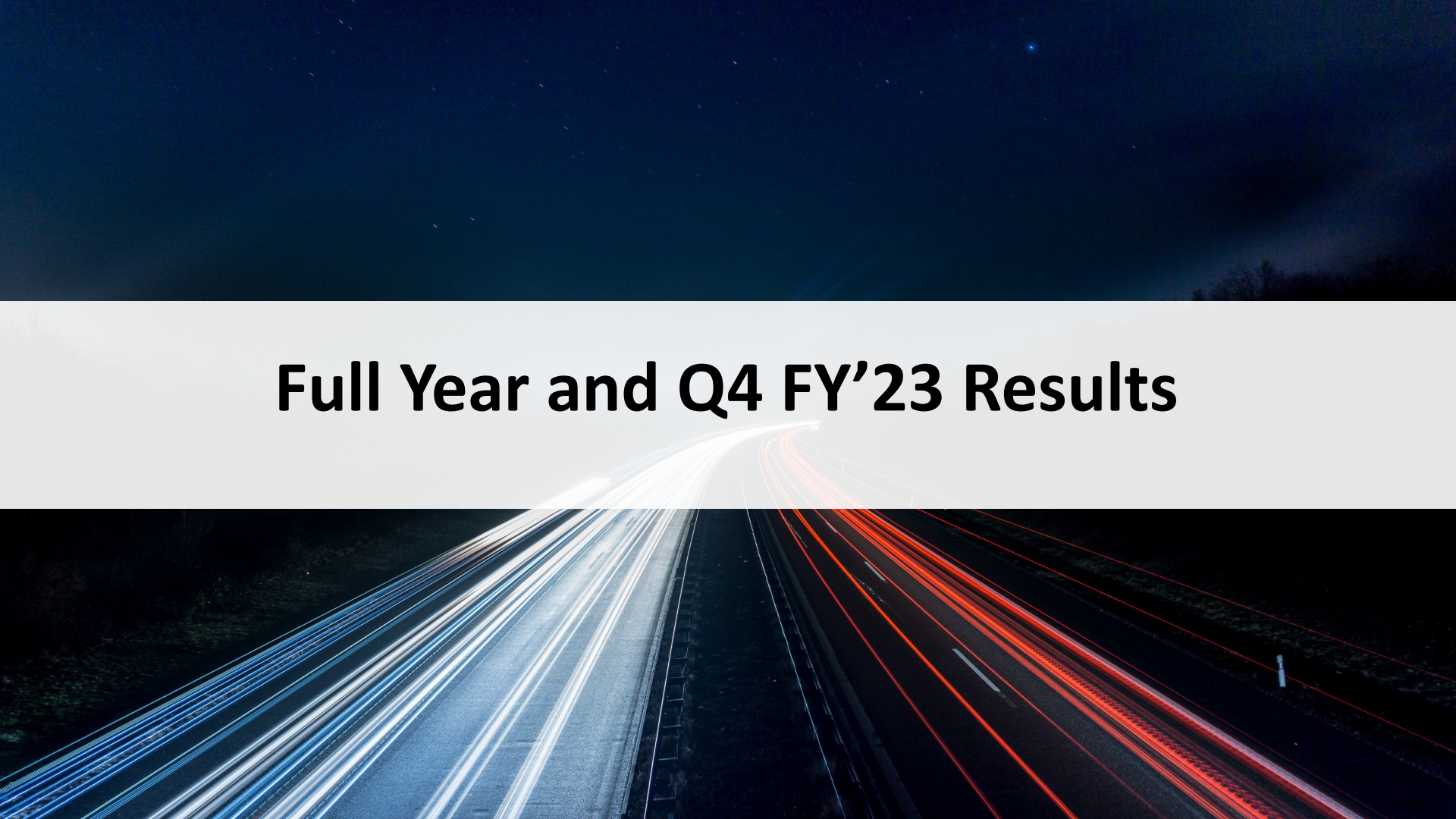
Mukesh Bhatnagar
VP – International
Operations



Sanjay Pandey
VP – Engineering



Varun Goswami
VP – Product
Management



Full Year and Q4 FY'23 Results

Financial Summary (Consolidated)

Particulars	Q4FY23 (Audited)	Q4FY22 (Audited)	YoY Growth	Q3FY22 (Unaudited)	QoQ Growth	FY23 (Audited)	FY22 (Audited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	3,051	2,314	31.8%	2,549	19.7%	9,740	7,790	25.0%
	Other Income	79	51	53.4%	94	-16.1%	340	299	13.6%
	Total Income	3,129	2,366	32.3%	2,643	18.4%	10,080	8,089	24.6%
Profits (INR Mn)	EBITDA (adjusted for other income)	964	674	43.0%	589	63.7%	2,122	1,947	9.0%
	Profit after tax	786	574	36.9%	482	63.1%	1,763	1,642	7.3%
Margin (%)	EBITDA (adjusted for other income)	31.6%	29.1%		23.1%		21.8%	25.0%	
	Profit after tax (on total income)	25.8%	24.8%		18.9%		18.1%	21.1%	
EPS (INR)	Basic	11.29	8.25	36.9%	6.92	63.0%	25.32	23.65	7.0%
	Diluted	11.04	8.22	34.3%	6.89	60.2%	25.00	23.50	6.4%

Q4 FY'23 v/s Q4 FY'22

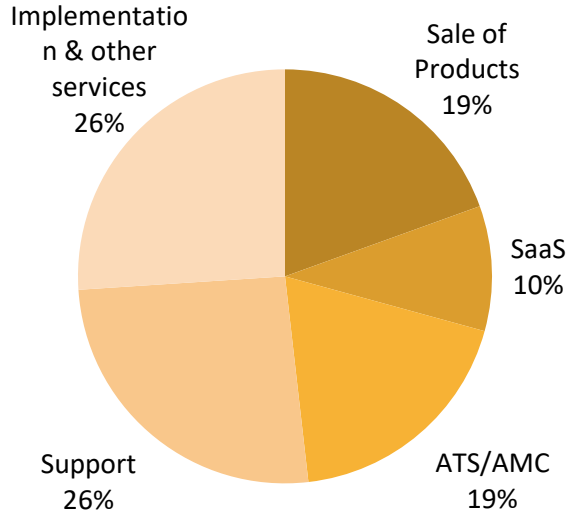
- Revenues crossed the benchmark of Rs 300 crores for the first time in a quarter. Revenue from operations witnessed a growth of 32% Q4 YoY on the back of broad-based growth across all geographies
- Strong growth in Annuity/ Subscription based revenues

FY'23 v/s FY'22

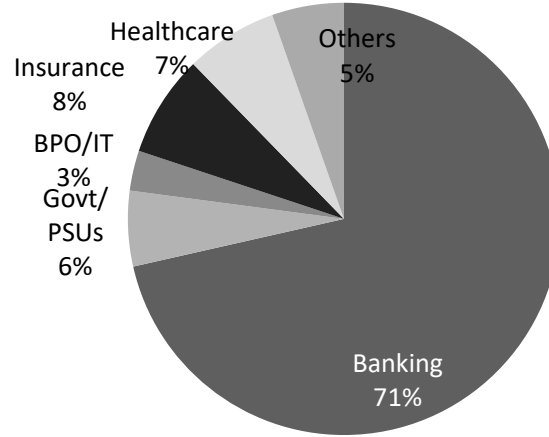
- Total income crossed the benchmark of Rs 1,000 crores for the first time. Revenue from operations witnessed a growth of 25% YoY with PAT at Rs 176 crores. 47 new logos added during the year.

Revenues Across Verticals and Geographies

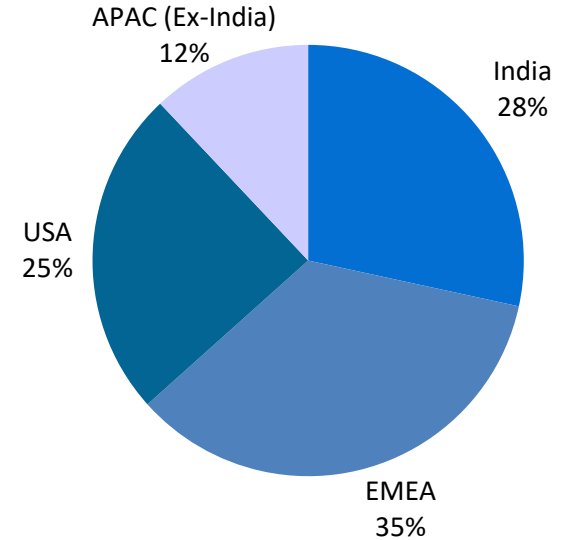
Q4 FY'23 Revenue Split by Segment



Q4 FY'23 Revenue Split by Vertical



Q4 FY'23 Revenue Split by Geography



Newgen recognized as a “Leader” in the Forrester Wave™: Content Platforms, Q1 2023 report



*“Organizations looking for an **advanced content platform** capable of **scaling for heavy workloads** and that need **deployment flexibility** and **advanced automation and AI capabilities** should consider Newgen”*

– Cheryl McKinnon, Forrester Wave™: Content Platforms, Q1 2023

Newgen received the highest possible scores in 12 criteria, including:

- Content migration
- Intelligent content services
- Packaged applications
- Execution roadmap
- Lifecycle management
- Transactional content services
- App design/development tools
- Document management

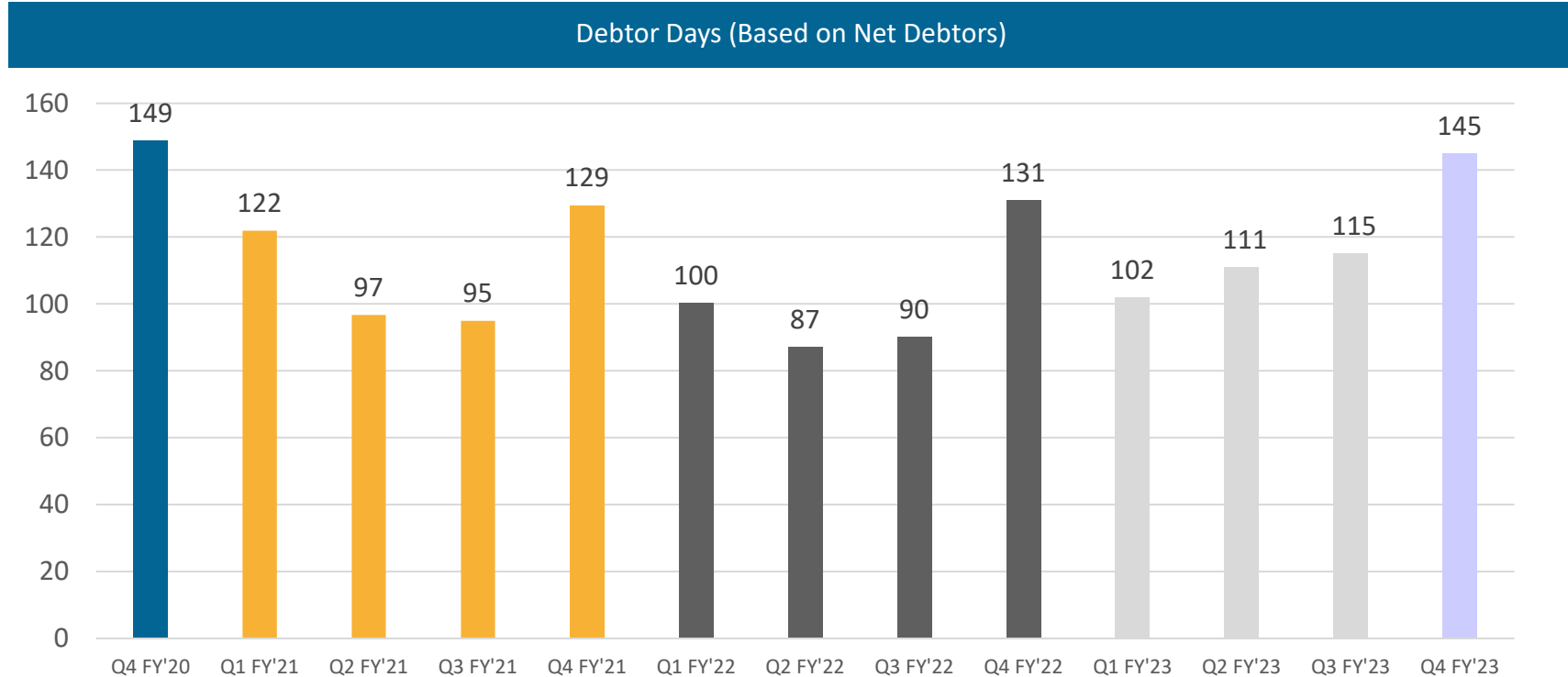
Source: Forrester Research Inc. Unauthorized reproduction, citation or distribution prohibited

Authored by Cheryl McKinnon et al.

<https://newgensoft.com/resources/analyst-report-the-forrester-wave-content-platforms-q1-2023/>

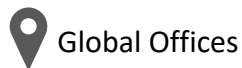
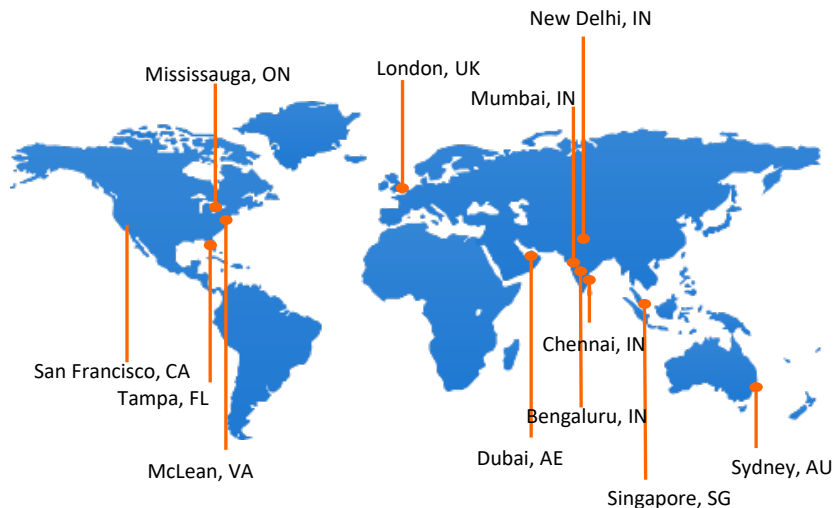
UNLOCK SIMPLE

Debtors Days



Billing growth at 29% during the year, higher than revenue growth (25%) impacting the Debtor Days

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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Head – Investor Relations

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Mail : deepti.chugh@newgensoft.com www.newgensoft.com

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 2023	Q4 FY 2022	Q3 FY 2023	FY 2023	FY 2022
Revenue					
Revenue from operations	3,050.5	2,314.2	2,549.2	9,739.8	7,789.6
Other income	78.8	51.3	93.9	339.9	299.1
Total revenue	3,129.3	2,365.5	2,643.0	10,079.6	8,088.7
Expenses					
Employee benefits	1,415.5	1,112.2	1,304.1	5,159.0	4,090.1
Finance costs	11.8	15.5	10.8	42.5	34.9
Depreciation and amortization	67.9	49.5	61.6	246.7	176.3
Other expenses	670.5	527.5	655.8	2,458.6	1,752.8
Total expenses	2,165.7	1,704.8	2,032.3	7,906.8	6,054.2
Profit before tax	963.6	660.8	610.7	2,172.8	2,034.5
Tax expenses					
Current tax / Tax expense for earlier years	202.3	97.6	108.7	436.0	337.0
Deferred tax (credit)/charge	-24.9	-10.9	20.0	-25.8	55.4
Profit after tax for the year	786.1	574.1	482.0	1,762.7	1,642.1
Other comprehensive income/(loss) for the year, net of income tax	24.5	-12.5	37.3	52.1	-7.2
Total comprehensive income for the year	810.6	561.6	519.4	1,814.7	1,634.9
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	11.29	8.25	6.92	25.32	23.65
Diluted earning per share	11.04	8.22	6.89	25.00	23.50



Your Trusted Digital Transformation Partner