



Newgen Software Technologies Ltd.

Q2 FY'21 Investor Update

Connecting Enterprises. Transforming Experiences.

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Oct
2020

Reinvent business with Newgen's transformative platforms

Low-code software products company providing enterprise-wide, mission critical solutions helping organisations drive digital transformation and competitive differentiation



Newgen at a Glance (FY'20)



~560 Active Customers⁽¹⁾



69 Countries



44 Patent Filings



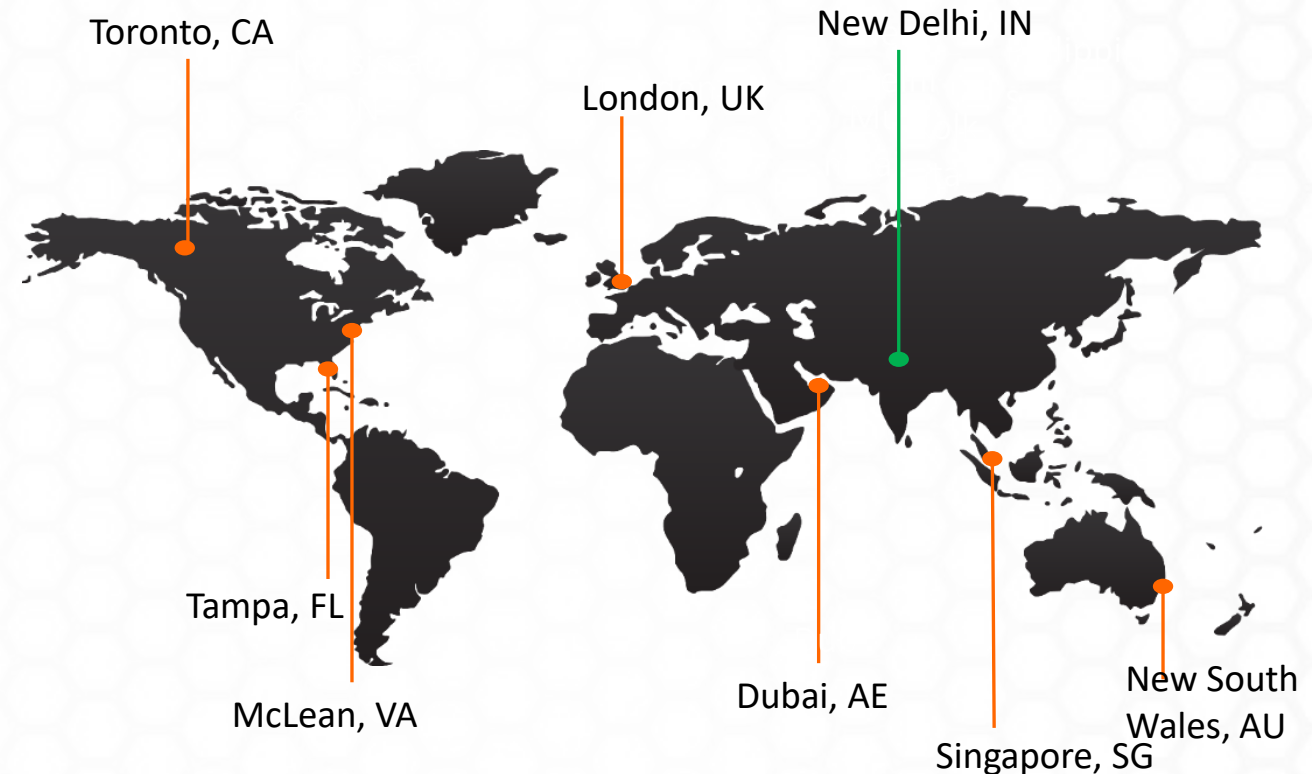
Strong Industry Recognition



Rs 6,608 Mn
FY'20 Revenues



56% Annuity Revenues



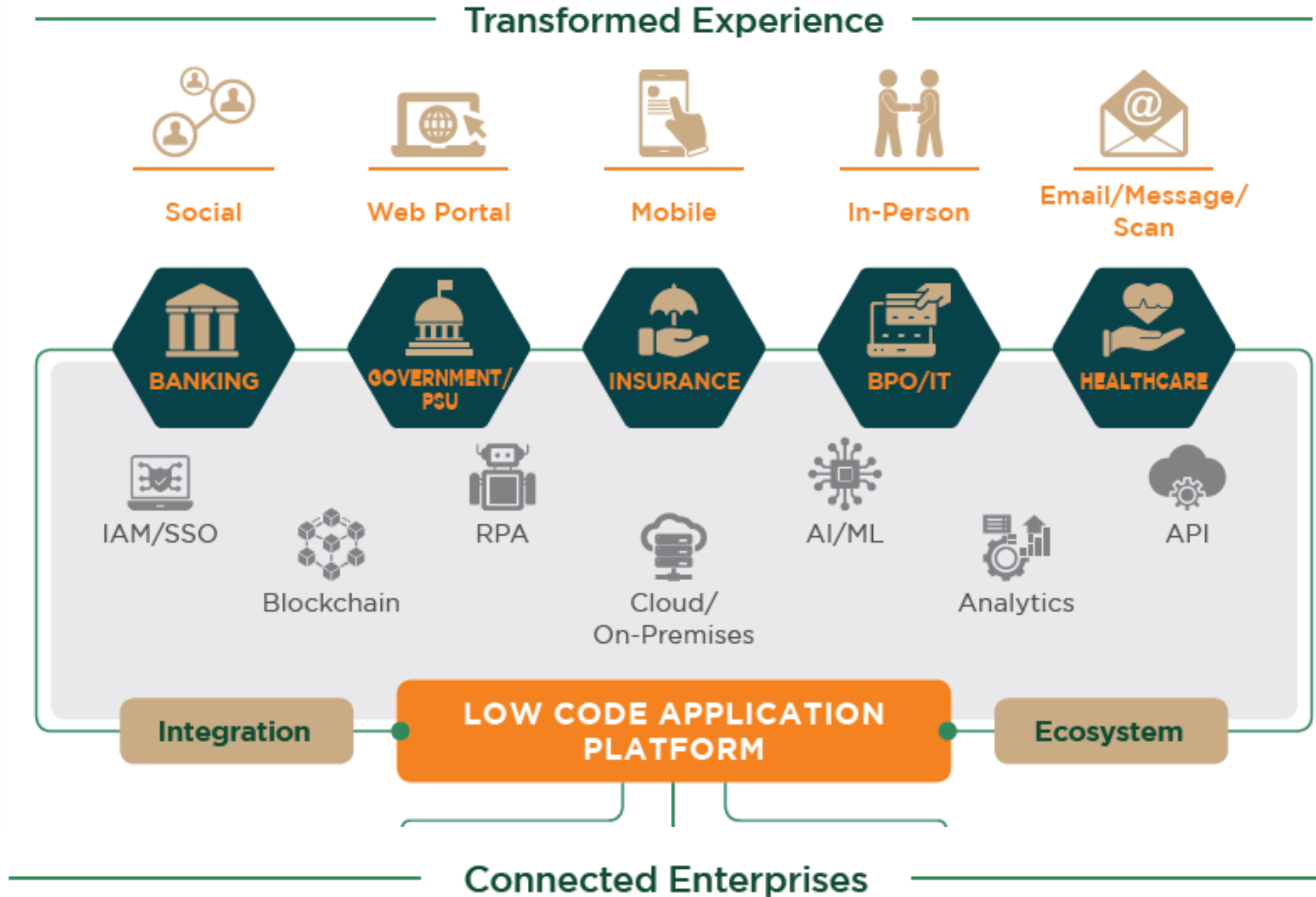
 Global Offices  HQ

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(1) Invoiced in the last 12 months
(2) All figures as of March 2020

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

Newgen's Transformative Platform

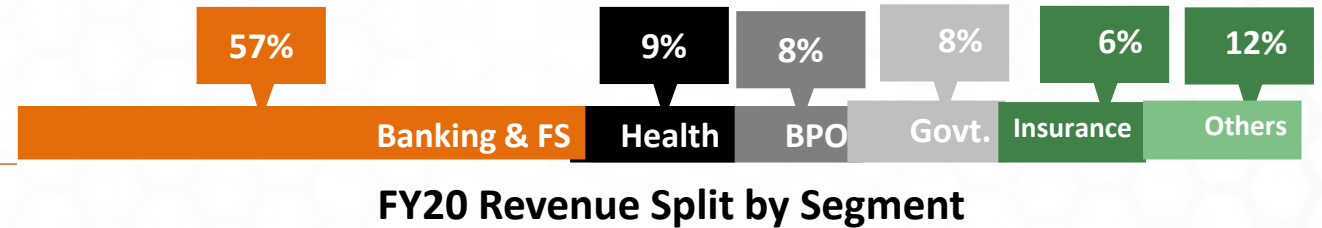


Resilient Business Model in place (FY'20)

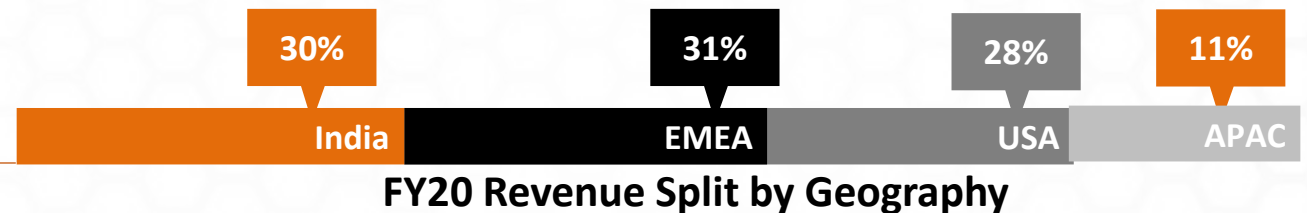
Large annuity revenues streams



Mission critical solutions across key verticals



Diversification across geographies



Strong Industry Recognition

Gartner

FORRESTER®

ECM

A Challenger in Magic Quadrant for Content Services Platform, 30 October 2019, Michael Woodbridge et al.

“A Strong Performer” in ECM Content Platforms Wave™ Report, Q3 2019

BPM/
Low
Code

A Niche Player in Magic Quadrant for Intelligent Business Process Management Suites, 30 January 2019, Rob Dunie et al.

“Strong Performer” in the Forrester Wave™: Digital Process Automation For Wide Deployments, Q1 2019

A Challenger in Magic Quadrant for BPM-Platform-Based Case Management Frameworks, 24 October 2016, Rob Dunie, Janelle B. Hill*

“Leader” in the Forrester Wave™: Cloud-Based Dynamic Case Management (DCM), Q1 2018

A Niche Player in Magic Quadrant for Enterprise Low-Code Application Platforms, 30 September, 2020, Paul Vincent et al.

CCM

A Niche Player in Magic Quadrant for Customer Communications Management Software, 26 January 2017, Karen M. Shegda, Pete Basiliere*

“Strong Performer” in the Forrester Wave™: Customer Communications Management, Q2 2016

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*This research is provided for historical perspective; portions may not reflect current conditions.

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Focused on Driving Innovation Through R&D

Our complete development network and supporting infrastructure operates on a central system and follows a synchronized cloud-based continuity strategy

28 years of product DNA

Skilled R&D team with deep product domain expertise

Unified platform with modular deployment

Intuitive applications and scalable performance

Low Code Platform

SaaS delivery

44 patents filings,
15 Granted⁽¹⁾

New Features

Intelligent Content Services

Low-Code Application Dev Platform

Collaborative Work Management

Digital Sensing

BlockChain

RPA

(1) 44 Patent Filings, of which 15 patents are granted in India & the USA and 16 patent applications are under processing

Transforming project delivery and sales and marketing methods



Cloud Deployments ensuring remote implementations



Low Code Platforms ensures reduction in delivery timelines



Leveraging digital connectivity while ensuring data security to successfully execute each stage of project deployments and sales demos and discussions



Local teams across mature markets



Focus on strengthening the SI partner ecosystem globally

Experienced Senior Management Team with Distinct Operating Culture


Management Organisation Structure

■ **Founder-led** management team with extensive experience


■ Supported by a strong second line management

■ Fostered culture of **innovation, entrepreneurship and teamwork**


■ **10 out of 20 AVP** have been with the company for **15+ years**



Diwakar Nigam
Chairman and Managing Director
 • Co-founded Newgen in 1992
 • 35+ years of experience in development of software products
 • Masters in Computer Science from IIT Madras

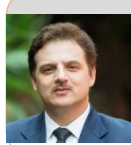


T.S. Varadarajan
Whole Time Director
 • Co-founded Newgen in 1992
 • 35+ years of experience in development of software products
 • Masters in Computer Science from IIT Madras



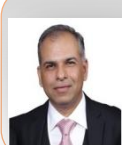
Priyadarshini Nigam
Whole Time Director
 • Been with Newgen since 1997
 • More than 10 years of experience in the field of journalism

Technology/ Products




Virender Jeet
Sr. VP – Sales & Marketing/ Product
 • Been with Newgen since 1992
 • Manages overall strategic and operational responsibility for entire portfolio of offerings

Sales & Marketing




Hemant Makhija
VP – Marketing
 • 30 years of extensive experience with organizations like Plex Systems, Yahoo, Sage, and Systronics

Business Mgmt/Delivery

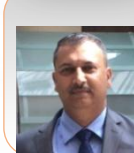


Tarun Nandwani
Sr. VP – Business Management
 • Been with Newgen since 1993
 • Responsible for driving business from existing customers and CRM


Corporate




Dr. S.J. Raj
Sr. VP – HRD
 • Been with Newgen since 1992
 • Experience of 31 years



Manojit Majumdar
VP – Channels
 • With Newgen since 1998
 • Managed mid-market channels at IBM India
 • Rejoined Newgen in 2011




Ashok Kapoor
VP – Software Development
 • Been with Newgen since 2015
 • Experience of 26 years




Arun Kumar Gupta
Chief Financial Officer
 • Been with Newgen since 2010
 • Oversees financial reporting & planning, treasury, taxation, IR and compliances


Australia Sales



R. Krishna Kumar
VP – Sales
 • Been with Newgen since 2013
 • Experience of 21 years




Vivek Bhatnagar
VP – Sales
 • With Newgen since 2011
 • Experience of 20 years

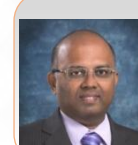


Dushyant Kumar
VP – Software Development
 • Been with Newgen since 1999
 • Driving organization wide scaling of competence of Delivery and all customer facing groups


US Sales



Sunil Pandita
VP – Sales
 • 22 years of extensive experience with organisations like Samsung Electronics, Adobe, IBM, Autodesk and HCL



Shanmugam Nagappan
VP – Software Development
 • Responsible for managing delivery functions on projects executed from SDC, Chennai



Anand Raman
EVP & COO - Newgen Software Inc.
 • Been with Newgen since 1994
 • Deep experience in product development life-cycle

Independent Board of Directors

Subramaniam Ramnath Iyer
 Non Executive, Independent Director
 26+ years of experience in Finance & Accounting

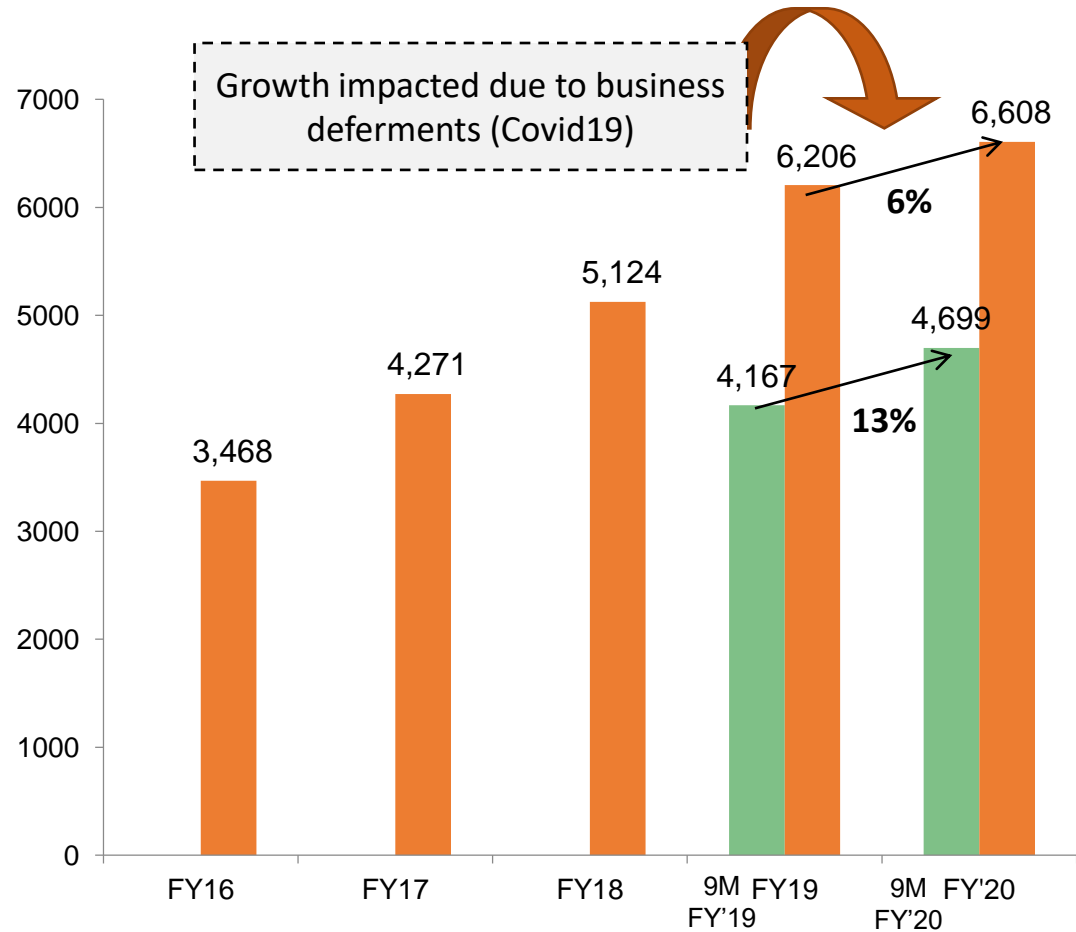
Kaushik Dutta
 Non Executive, Independent Director
 22+ years of experience in Finance & Accounting

Saurabh Srivastava
 Non Executive, Independent Director
 Several years of experience in Information technology

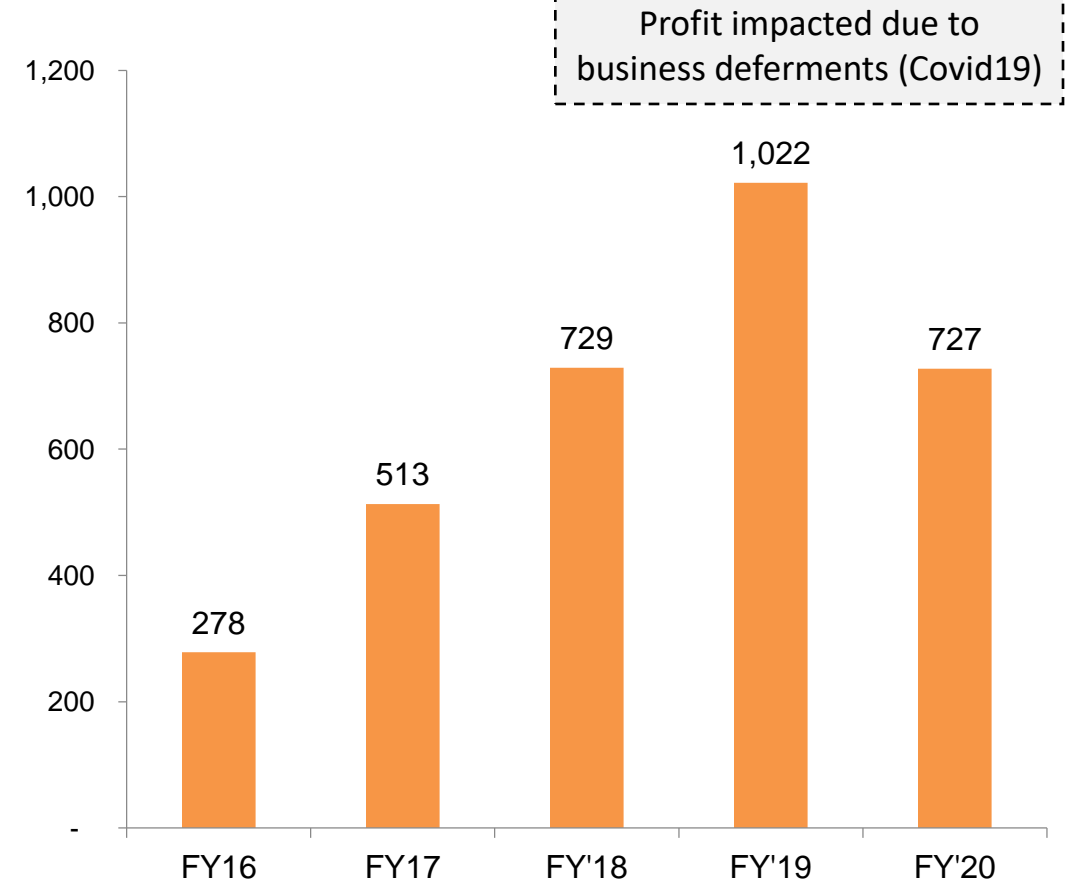
Padmaja Krishnan
 Non Executive, Independent Director
 30+ years of experience in Technology space

5 Year Financial Overview

Total Revenue (INRm)



PAT (INRm) and PAT Margins



FY'16 financials are Restated Consolidated Financials as per Indian GAAP Accounting Standards
 FY'17-20 financials are Consolidated Financials as per Ind AS Accounting Standards



Q2 FY'21 Results

Financial Summary (Consolidated)

Particulars		Q2FY21 (Unaudited)	Q2FY20 (Unaudited)	YoY Growth	Q1FY21 (Unaudited)	QoQ Growth	H1 FY21 (Unaudited)	H1 FY20 (Unaudited)	YoY Growth
Revenue (INR Mn)	Revenue from operations	1,550	1,540	1%	1,321	17%	2,871	2,850	1%
	Other Income	30	48	-37%	39	-23%	69	78	-10%
	Total Income	1,580	1,588	0%	1,360	16%	2,941	2,927	0%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	411	91	350%	156	164%	567	169	236%
	Profit after tax	292	42	592%	91	220%	383	73	425%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	26.5%	5.9%		11.8%		19.7%	5.9%	
	Profit after tax	18.5%	2.7%		6.7%		13.0%	2.5%	
EPS (INR)	Basic	4.23	0.62	587%	1.32		5.55	1.07	421%
	Diluted	4.19	0.61	583%	1.31		5.50	1.05	422%

Q2 FY'21

- Strong performance with demand uptick from our existing customers, along with 17 interesting new logo acquisitions
- Expanding margin profile due to strong cost rationalisation initiatives undertaken by the Company:
 - EBITDA up by 350% YoY at Rs 41.1 crores compared to Rs 9.1 crores in Q2 FY'20
 - Profit after tax up by 592% YoY at Rs 29.2 crores from Rs 4.2 crores in Q2 FY'20

Newgen Recognized for the First Time in Gartner Magic Quadrant for Enterprise Low-Code Application Platforms



Press Release

Newgen Recognized for the First Time in Gartner Magic Quadrant for Enterprise Low-Code Application Platforms

Newgen named as a niche player for low-code application platforms (LCAP)

October 08, 2020: Newgen Software, a global provider of low code digital automation platform, announced that it has been positioned as a Niche Player in the Gartner Magic Quadrant for Enterprise Low-Code Application Platforms, September 30, 2020, authored by Paul Vincent* et al.

The report evaluated 18 different low code application platform vendors and has named Newgen for the first time. The complimentary copy of the [Gartner report](#) can be downloaded from the Newgen website.

“Enterprises today look for speed and agility, and we believe this recognition by Gartner validates our efforts towards empowering our customers in rapidly building and deploying applications with a low code platform. We are continuing to foster a culture of innovation and make our platform more intuitive for both IT and business developers,” said Diwakar Nigam, MD and Chairman, Newgen Software.

Gartner estimates, “By 2023, over 50% of medium to large enterprises will have adopted an LCAP as one of their strategic application platforms.”

Newgen's low code digital automation platform enables a modeling-driven environment to design and develop end-to-end applications and processes, reducing IT dependency, increasing process and operational efficiency, and delivering superior customer experience.

Gartner estimates, “By 2023, over 50% of medium to large enterprises will have adopted an Low code as one of their strategic application platforms.”

Newgen's low code digital automation platform enables a modeling-driven environment to design and develop end-to-end applications and processes, reducing IT dependency, increasing process and operational efficiency, and delivering superior customer experience

*Authored by Paul Vincent, Yefim Natis, Kimihiko Iijima, Jason Wong, Saikat Ray, Akash Jain, and Adrian Leow

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Customer Wins

17

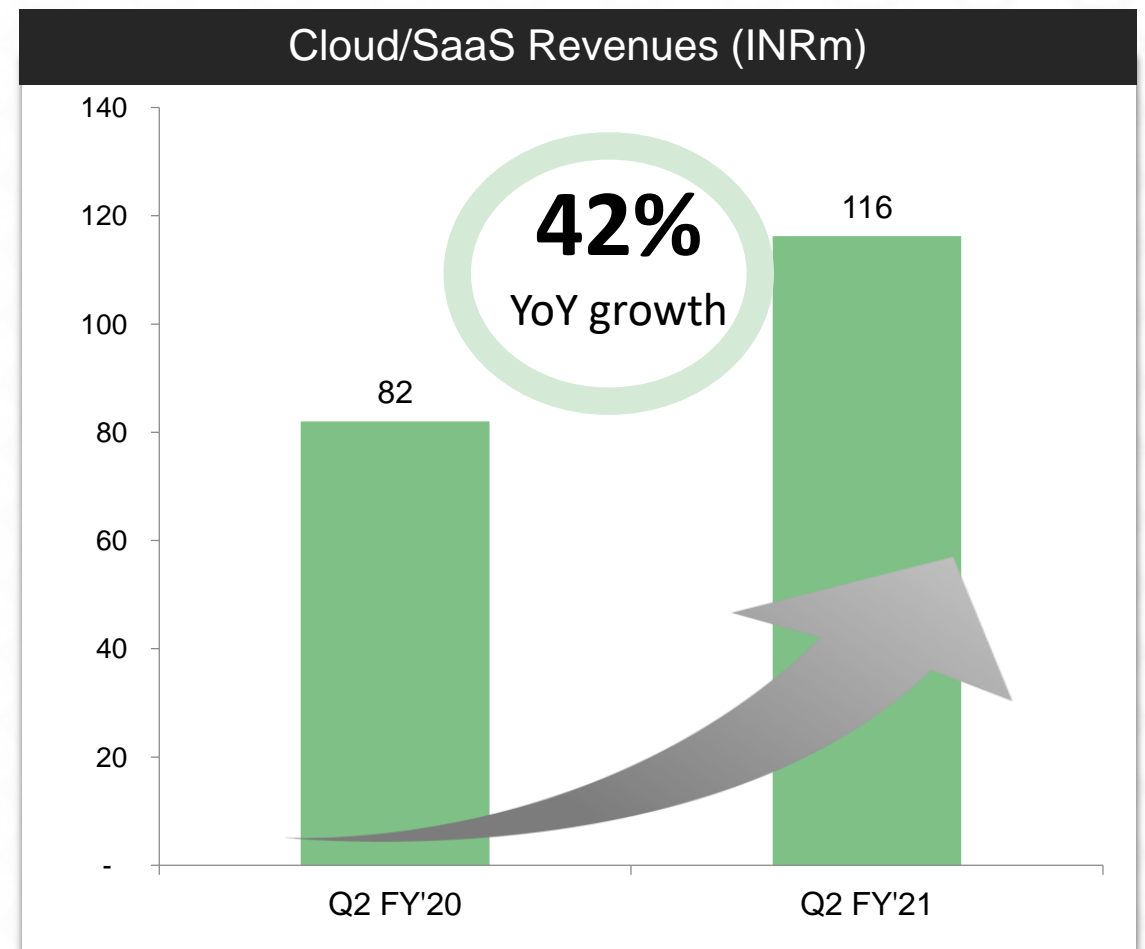
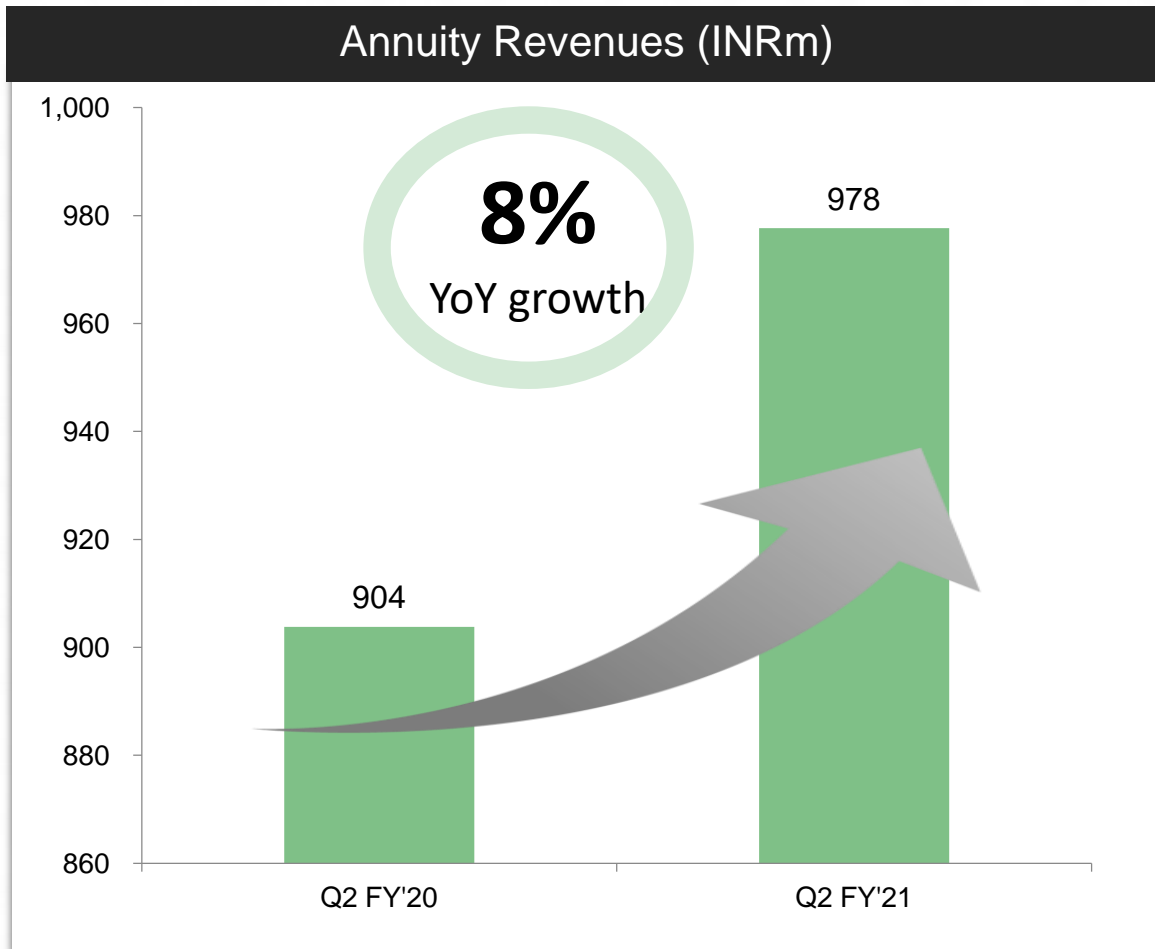
New Logo Wins
during Q2 FY'21

Major deals include:

- License deal with a premier student loan financing organization in Americas committed to ensuring equal access to financial assistance to pursue tertiary education
- Provided solutions for an international bank in Singapore, with more than 150 years of banking history
- Solution implementation for a US Bank

Enhanced Visibility of Revenues

Growth momentum continues in Annuity Revenues Streams



Business Highlights

Increasing share in growth markets: Growth momentum continues in new markets. Newgen's revenues from the US and APAC region witnessed robust growth of 11% YoY and 39% YoY respectively

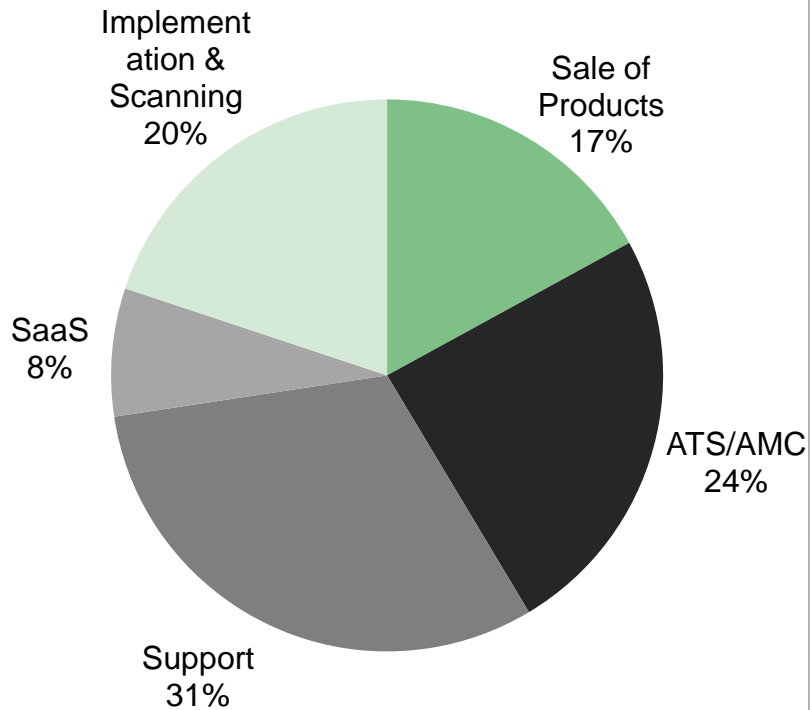
Accelerated performance in the Banking & Financial services, Government/ PSU, and Share Services verticals with increased demand for digital transformation initiatives in these sectors.

Growth momentum in Cloud continues: Newgen's cloud-based solutions provide reliable, uninterrupted, and secure service to customers. Cloud Revenues witnessed a growth of 42% YoY during the quarter.

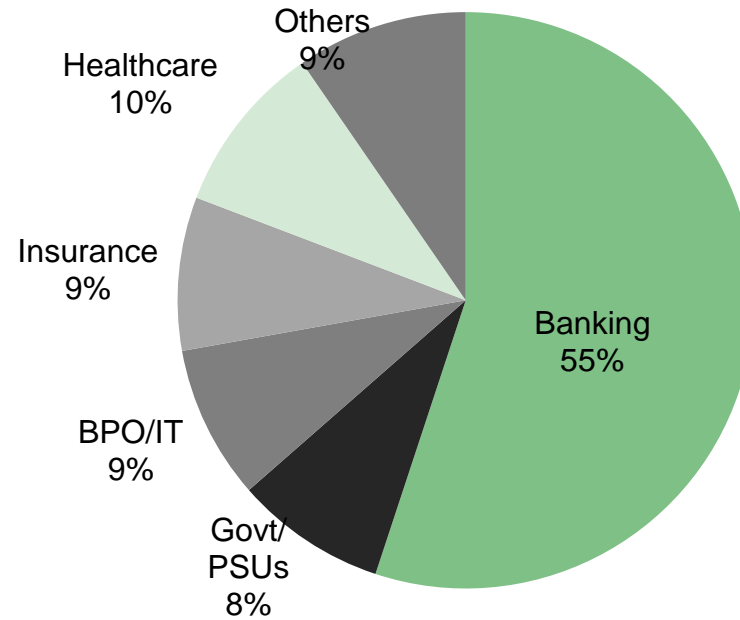
Launched OmniXtract 3.0, an enhanced and efficient version of intelligent data extraction software, which leverages intelligent technologies

Diversification continues across Verticals and Geographies

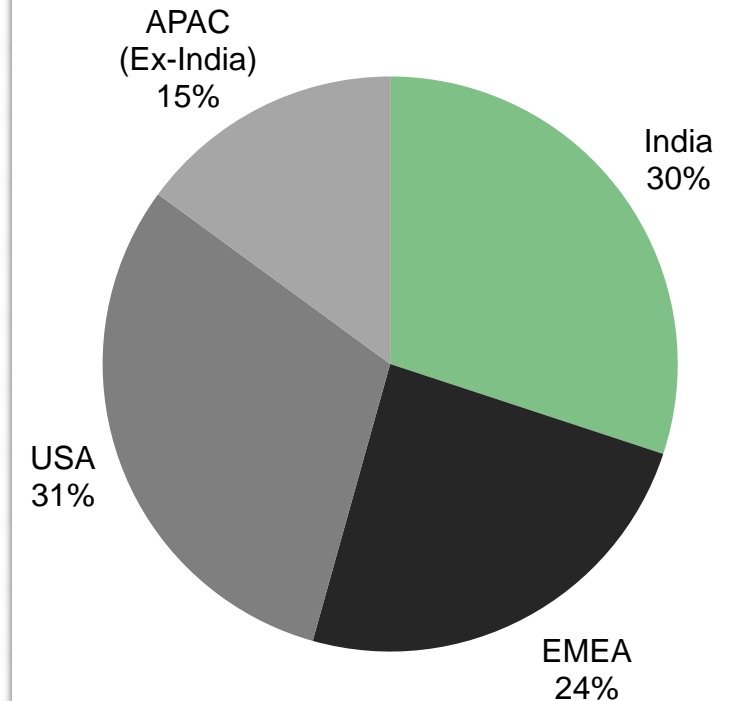
Q2 FY21 Revenue Split by Segment



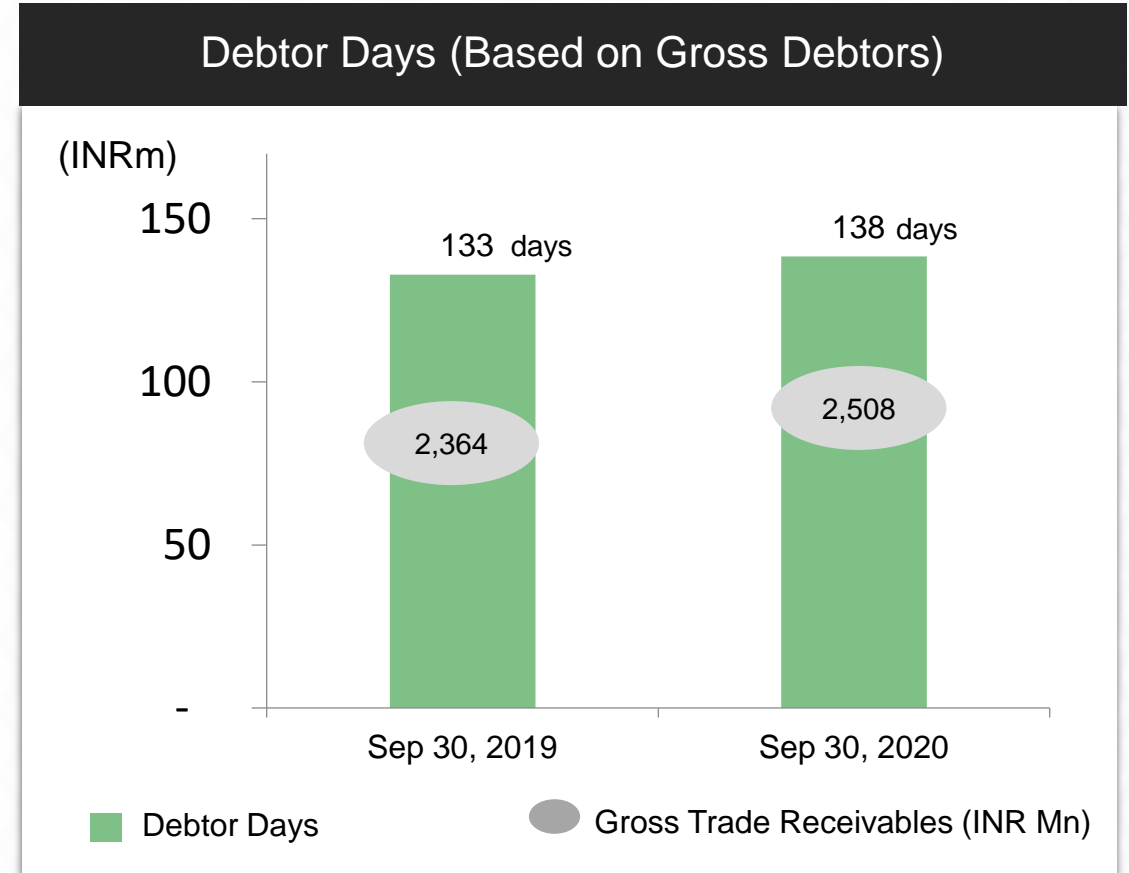
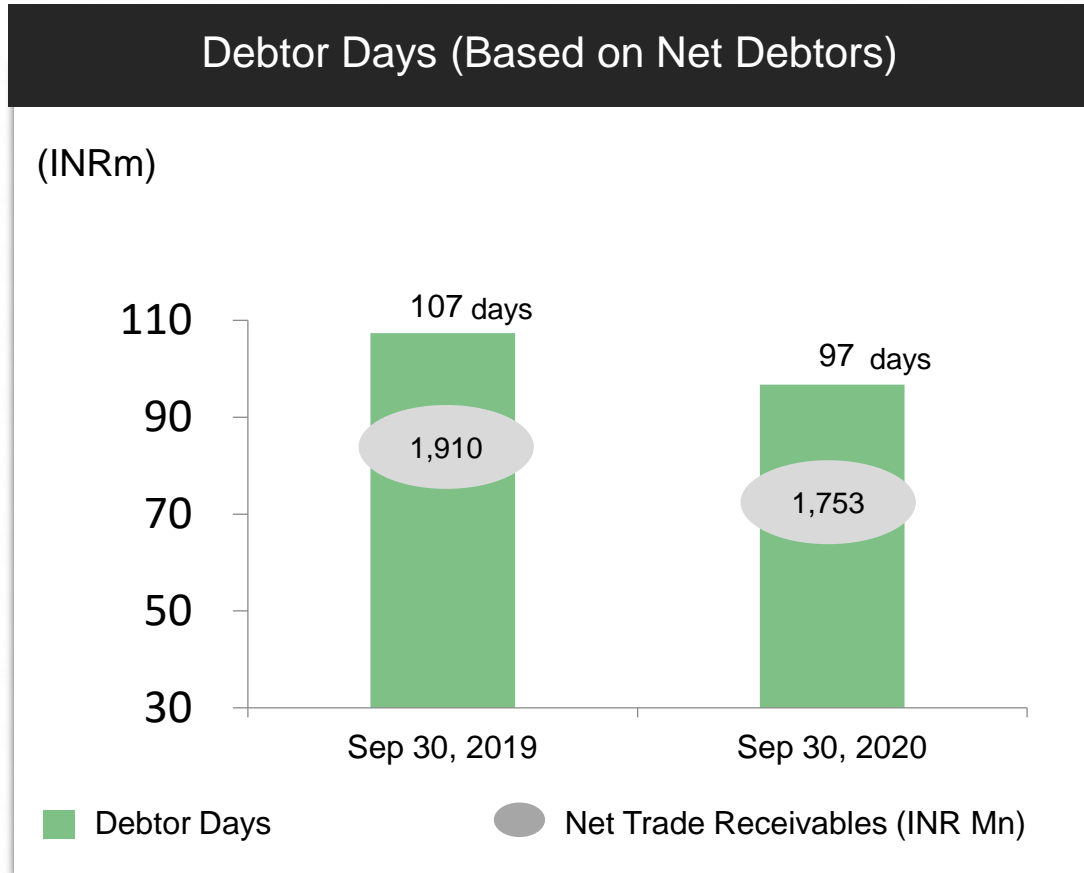
Q2 FY21 Revenue Split by Vertical



Q2 FY21 Revenue Split by Geography



Debtors Days





Thank you

www.newgensoft.com

For any Investor Queries please contact:

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Head – Investor Relations
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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 INRm, except per share data and unless otherwise stated)	Q2 FY 2021	Q2 FY 2020	Q1 FY 2021	H1 FY 2021	H1 FY 2020
Revenue					
Revenue from operations	1,550.1	1,540.0	1,321.2	2,871.3	2,849.6
Other income	30.3	48.0	39.2	69.4	77.5
Total revenue	1,580.4	1,588.0	1,360.4	2,940.7	2,927.2
Expenses					
Employee benefits	727.3	911.2	780.6	1,507.9	1,689.7
Finance costs	7.9	33.5	18.0	25.9	51.8
Depreciation and amortisation	48.8	49.2	57.8	106.6	97.4
Other expenses	411.7	537.5	384.8	796.6	991.3
Total expenses	1,195.7	1,531.5	1,241.2	2,437.0	2,830.2
Profit before tax	384.6	56.6	119.1	503.8	97.0
Tax expenses					
Current tax	124.4	49.6	64.4	188.8	60.0
Deferred tax (credit)/charge	-31.9	-35.3	-36.4	-68.3	-36.1
Profit after tax for the year	292.1	42.2	91.2	383.3	73.1
Other comprehensive income/(loss) for the year, net of income tax	-7.8	1.5	15.7	7.9	0.3
Total comprehensive income for the year	284.3	43.7	106.9	391.2	73.4
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	4.23	0.62	1.32	5.55	1.07
Diluted earning per share	4.19	0.61	1.31	5.50	1.05