



# Newgen Software Technologies Ltd.

*Q2 FY'25 Investor Presentation*



UNLOCK SIMPLE

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# 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



Consistently recognized by  
**Gartner and Forrester**

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

# 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

# Newgen: Enterprise-wide unified digital transformation platform provider



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*

# 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

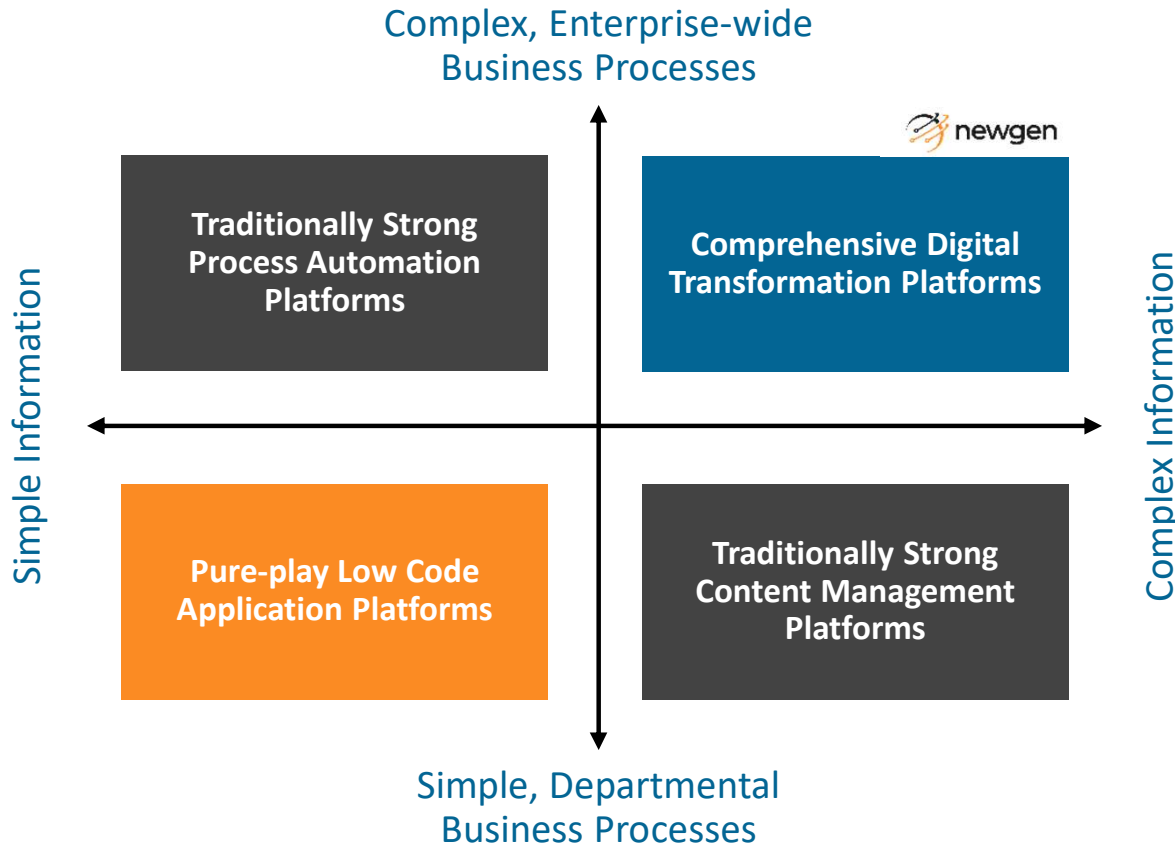
## Contextual Content and Communications

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

## Integration

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

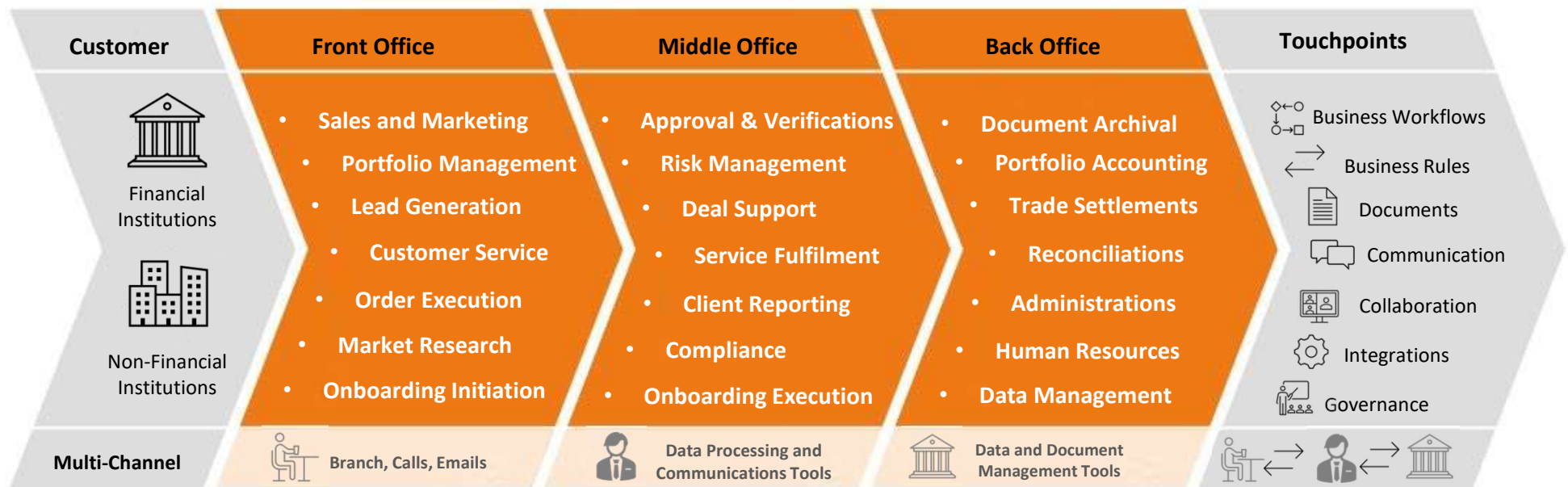
# Business Applications Range in Complexity of Process & Information



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

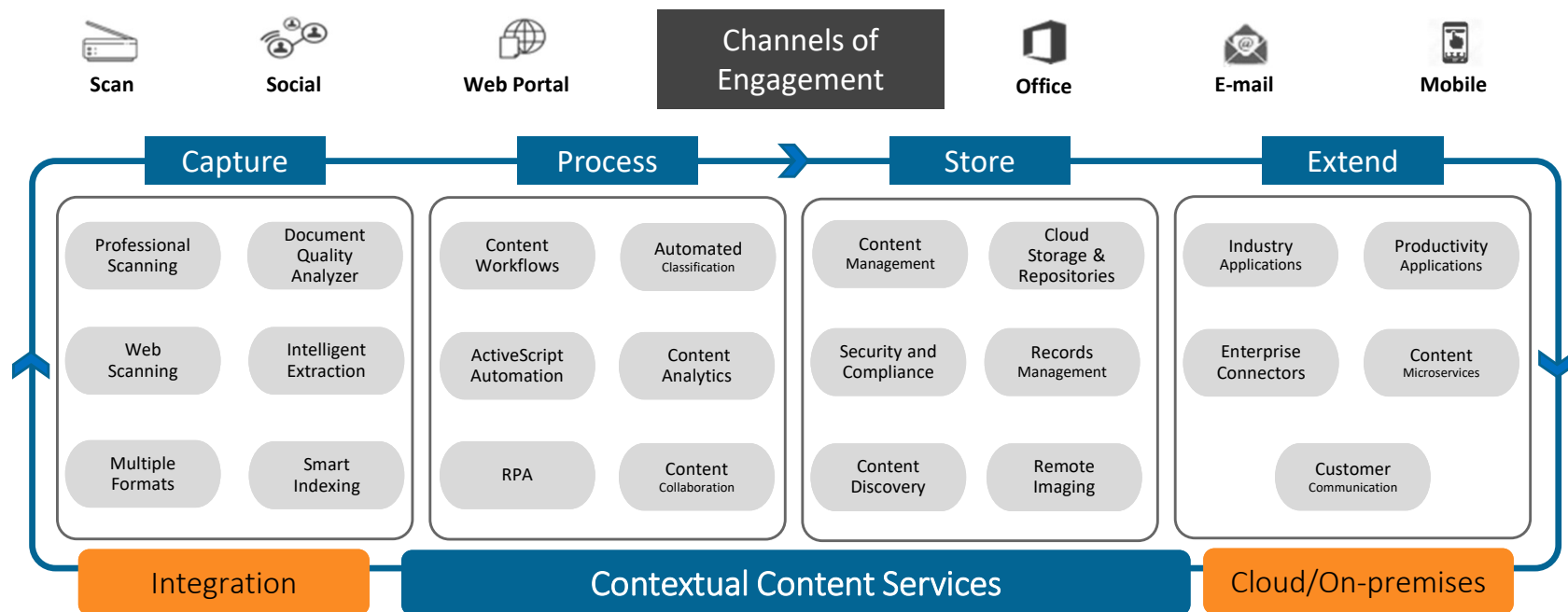
# Mitigating the information flow challenges

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



# NewgenONE With Contextual Content Services Capability...

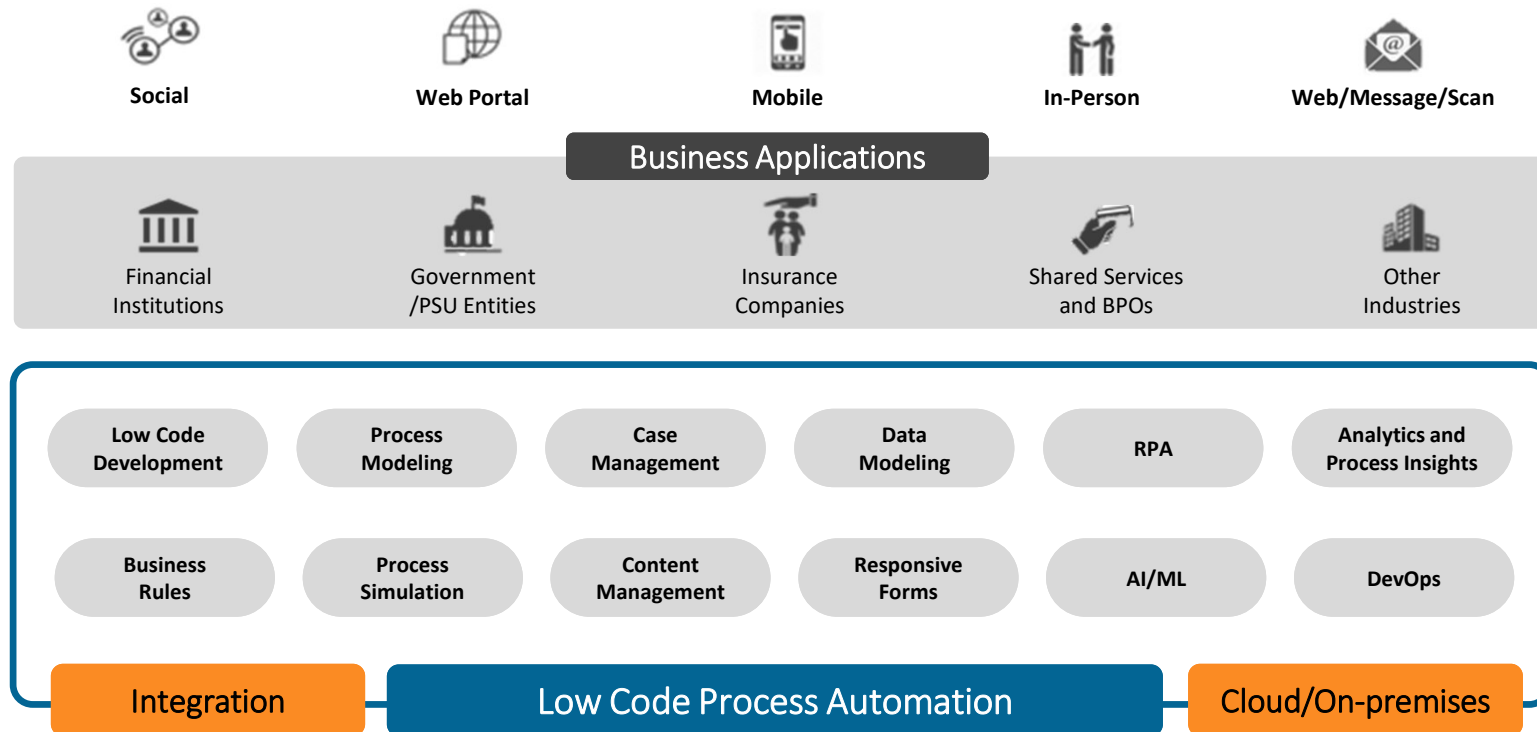
*Digitize Workplace with Contextual Automation, Compliance, and Intelligence – On Cloud*





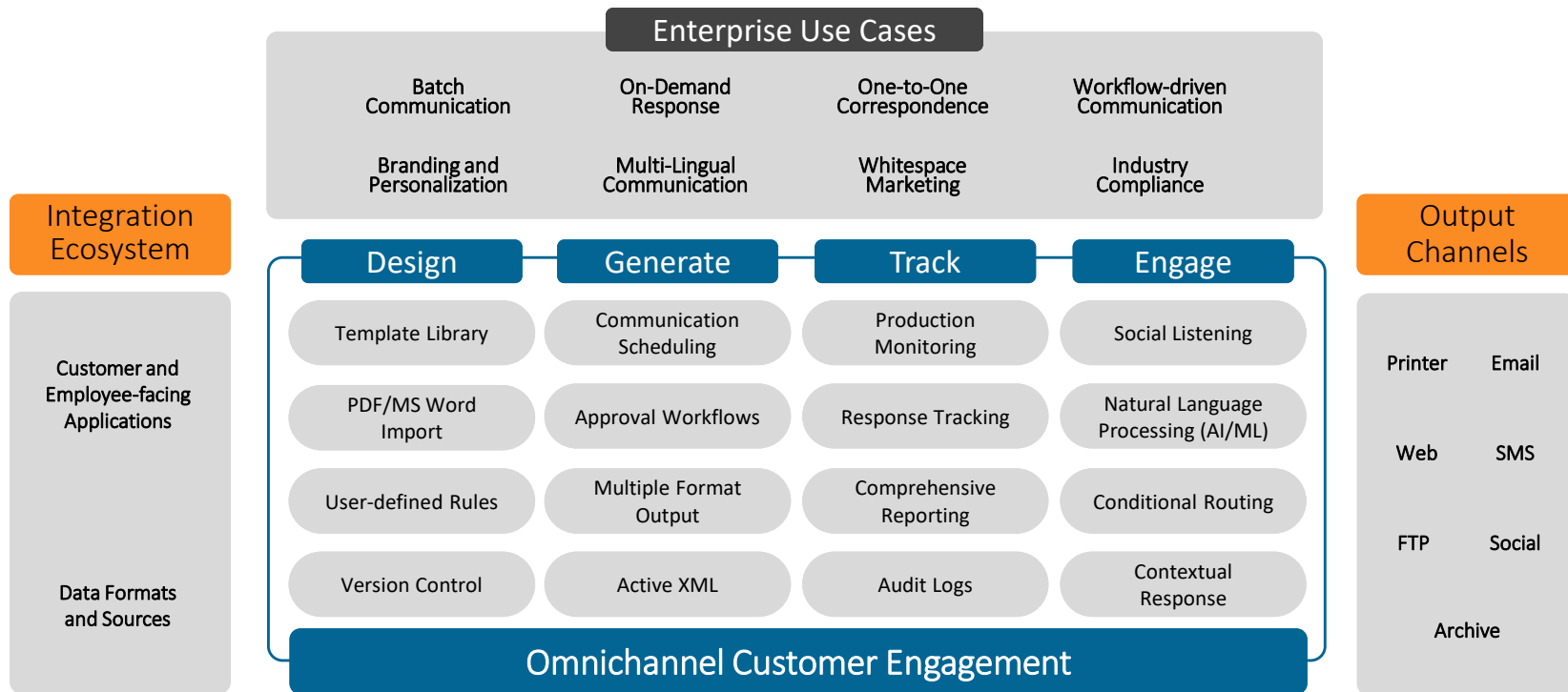
# NewgenONE With Low Code Process Automation Capability...

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

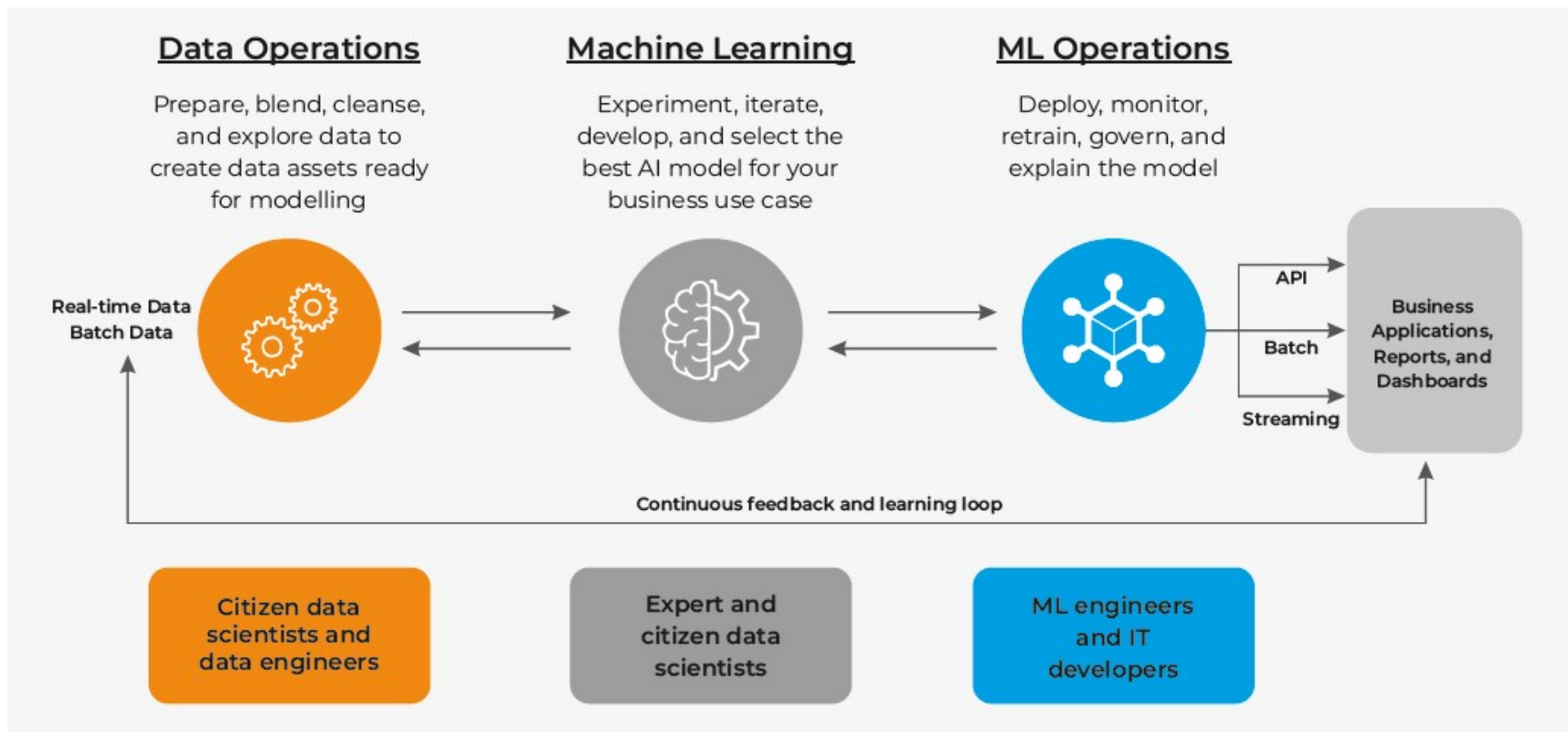


# NewgenONE With Personalized Customer Engagement Capability...

*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

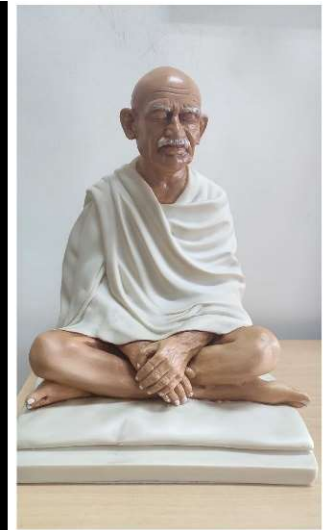
## FORRESTER®

## Gartner®

- 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
- 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, 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



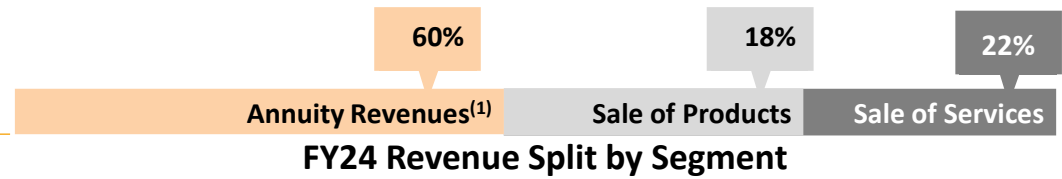
*Recognized for its efforts in education through its Newgen Digital Discovery Paathshala Program and honoured with Mahatma Awards in Quality Education*

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

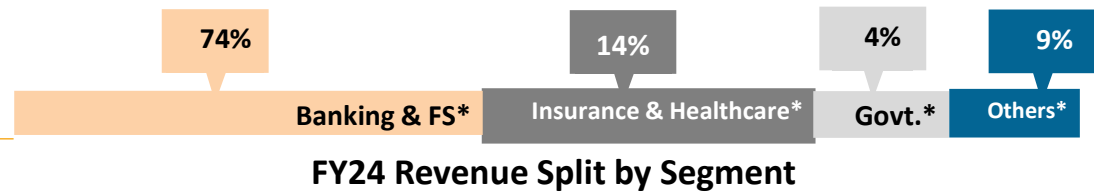


# Resilient Business Model in Place

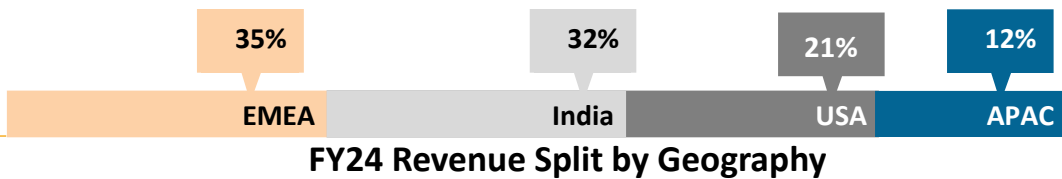
## Large annuity revenues streams



## Mission critical solutions across key verticals



## Diversification across geographies



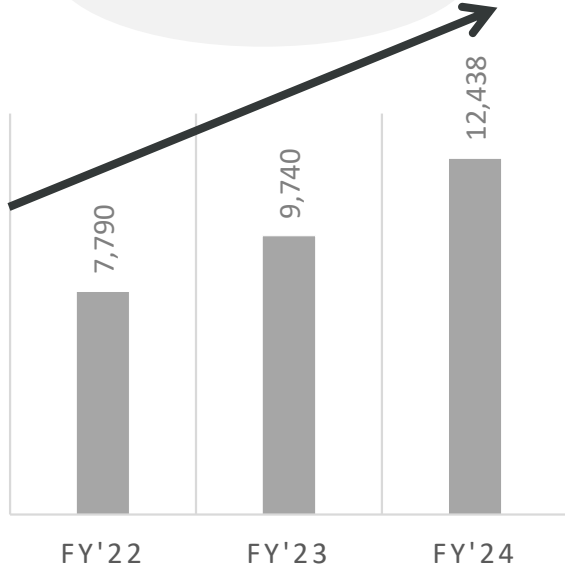
(1) Annuity comprises ATS/AMC, Cloud/ Subscription License and Support revenues  
 \* Regrouped

# Strong Acceleration in Revenues and Profits

## Revenues (INR Mn)

(INRm)

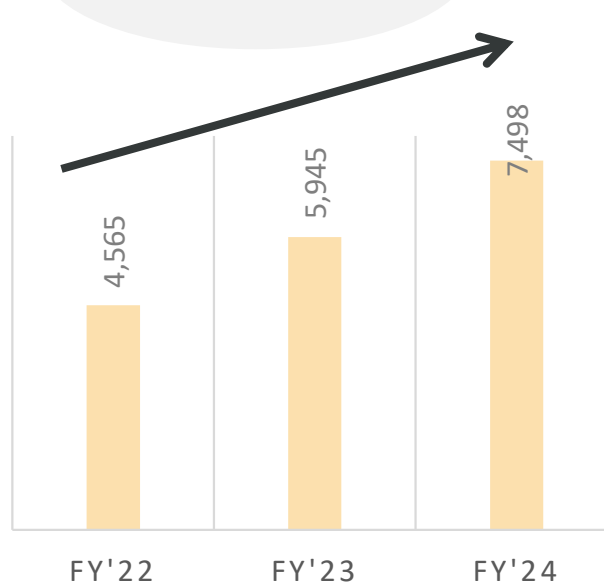
26% CAGR  
Growth



## Annuity Revenues (INR Mn)

(INRm)

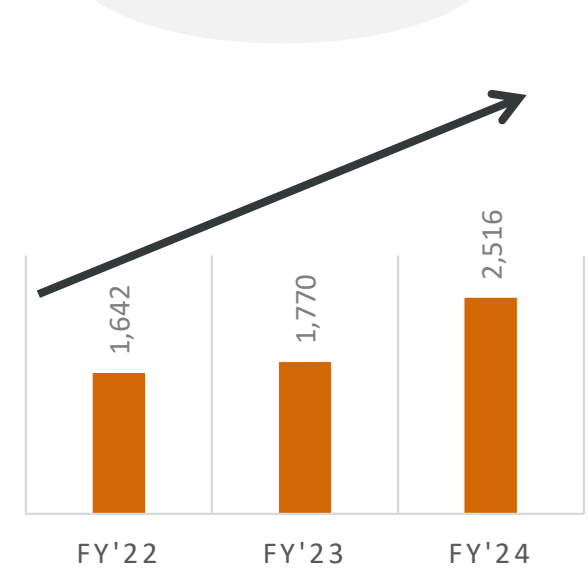
28% CAGR  
Growth



## Profit after Tax (INR Mn)

(INRm)

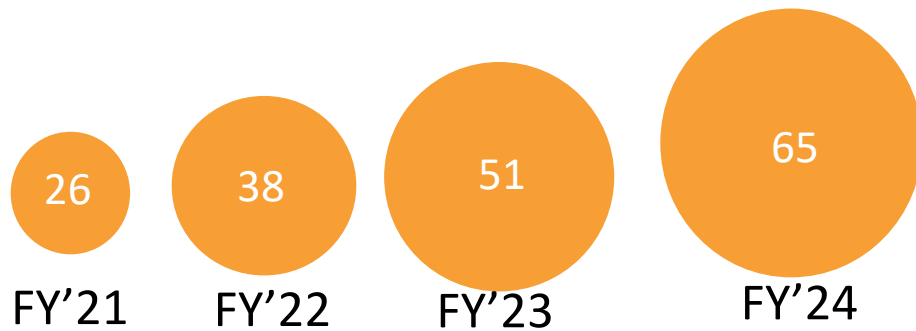
24% CAGR  
Growth



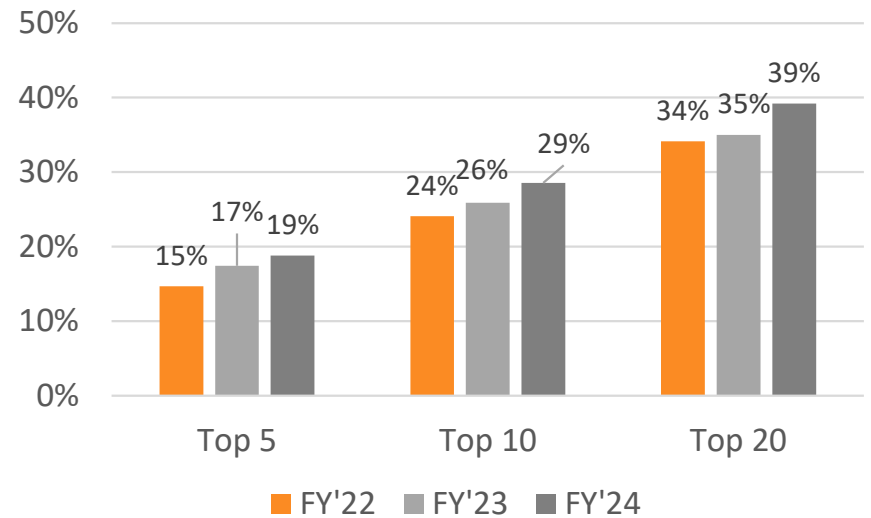
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

# ■ 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



**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



**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  
(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

A long-exposure photograph of a highway at night, showing light trails from vehicles. 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.

# Q2 FY'25 Results

# Financial Summary (Consolidated)

Particulars	Q2FY25	Q2FY24	YoY	Q1FY25	QoQ	H1 FY25	H1 FY24	YoY	
	(Unaudited)	(Unaudited)	Growth	(Unaudited)	Growth	(Unaudited)	(Unaudited)	Growth	
Revenue (INR Mn)	Revenue from operations	3,612	2,932	23.2%	3,147	14.8%	6,759	5,449	24.0%
	Other Income	185	93	98.4%	226	-17.9%	411	218	88.1%
	<b>Total Income</b>	<b>3,797</b>	<b>3,026</b>	<b>25.5%</b>	<b>3,373</b>	<b>12.6%</b>	<b>7,170</b>	<b>5,668</b>	<b>26.5%</b>
Profits (INR Mn)	EBITDA ( <i>adjusted for other income</i> )	830	572	45.0%	477	74.1%	1,307	894	46.2%
	Profit after tax	703	478	47.2%	476	47.8%	1,179	780	51.2%
Margin (%)	EBITDA ( <i>adjusted for other income</i> )	23.0%	19.5%		15.1%		19.3%	16.4%	
	Profit after tax ( <i>on revenue</i> )	19.5%	16.3%		15.1%		17.4%	14.3%	
EPS (INR)	Basic	5.03	3.43	46.7%	3.40	47.8%	8.43	5.60	50.7%
	Diluted	4.87	3.36	44.9%	3.30	47.5%	8.16	5.48	49.0%

## Q2 FY'25 v/s Q2 FY'24

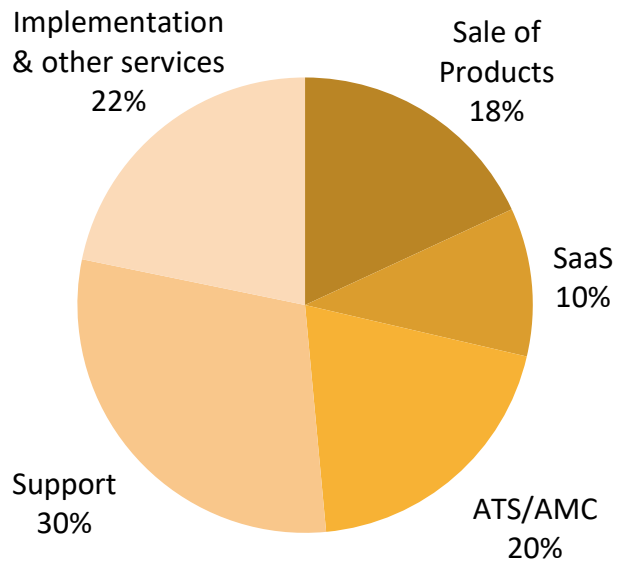
- Revenues at Rs 3612 million, witnessing growth of 23% Q2 YoY. License sales up by 52% Q2 YoY.
- Profit after Tax at Rs 703 million, growing at 47% Q2 YoY.

## H1 FY'25 v/s H1 FY'24

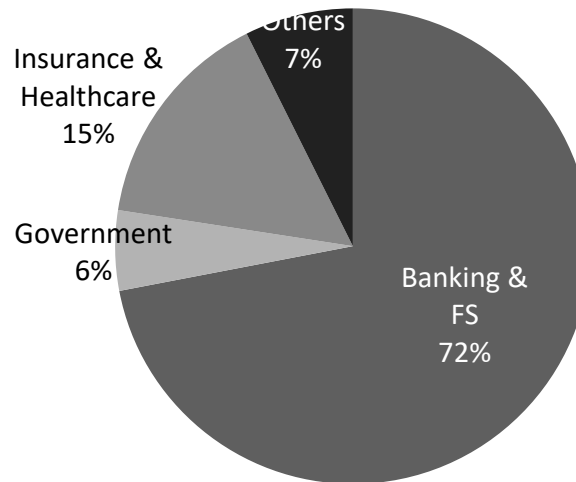
- Revenues witnessed 24% YoY growth and profit after tax increased by 51% YoY.

# Revenues Across Verticals and Geographies

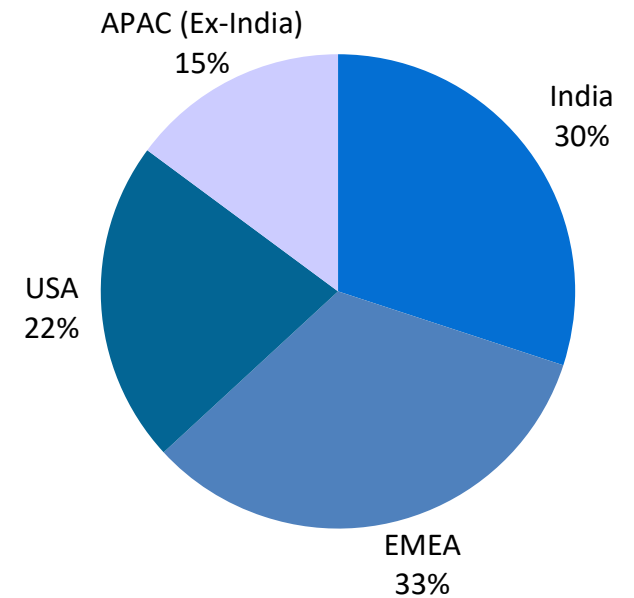
H1 FY'25 Revenue Split by Segment



H1 FY'25 Revenue Split by Vertical\*



H1 FY'25 Revenue Split by Geography



\*Regrouped

## Key Business Highlights

- **Strong growth across all key markets** – EMEA (21% YoY), India (19% YoY), APAC (53% YoY) and US (17% YoY)
- Recognized in **Forrester’s The Task-Centric Automation Software Landscape, Q3 2024\***
- Recognized in **Forrester’s The Content Platforms Landscape, 2024\***
- Released **NewgenONE Marvin – APEX Edition** to further streamline complex workflows, enhance customer engagement, and ensure secure AI integration. Also released new versions of Enterprise Content management products – Omnidocs and OmniXtract and enhanced Video KYC, an essential part of all Digital onboarding processes.

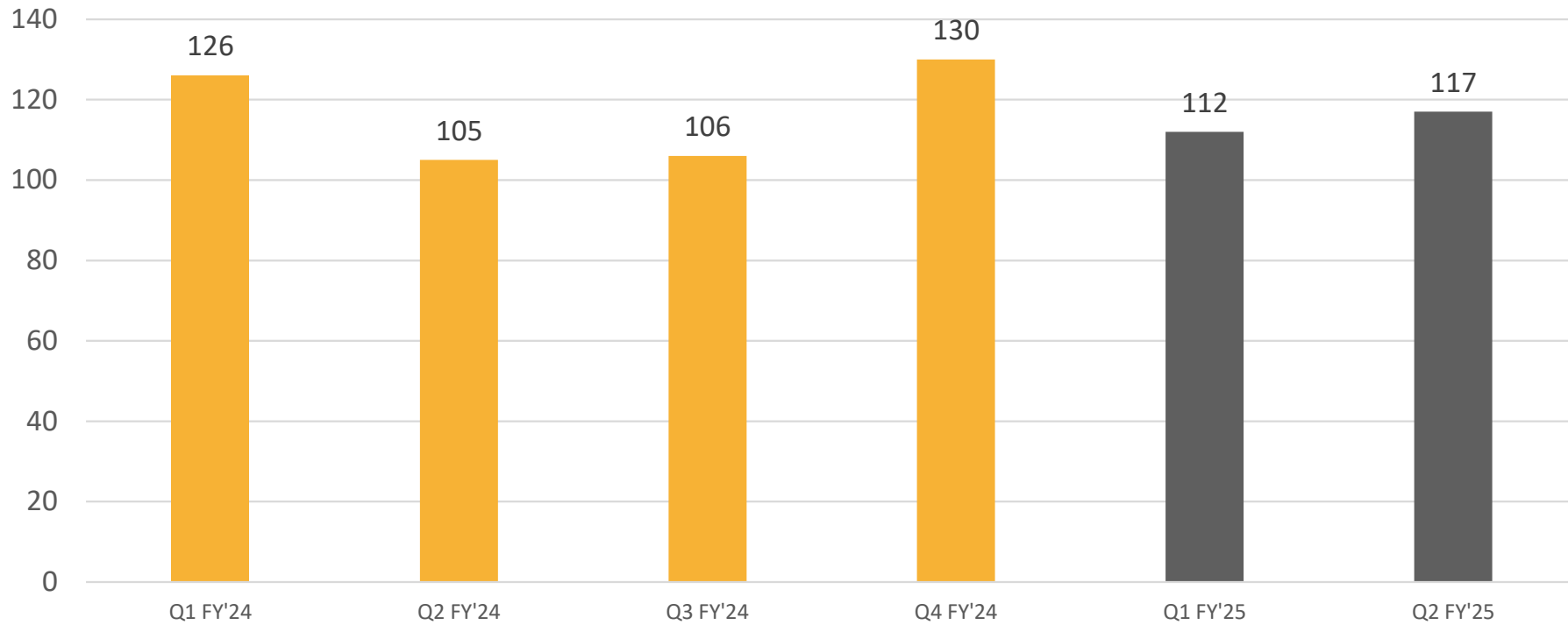
## ■ Significant deal closures

- Bagged a project of ~Rs 25 crores from a large insurance company in India for building their system of engagement
- Providing Enterprise Content Management Solution to one of the Top financial institutions in the US with an aggregate order value is USD \$1.5mn
- Received an order from a leading financial leasing company in Saudi Arabia with an order value of USD 1.5mn for loan origination and collection system
- In India, received an order from a large infrastructure financing services company with a value of Rs.16.9 crore
- In APAC region, entered into contract with Singapore's leading financial institution
- 8 new customer logo additions during the quarter.

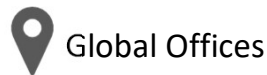


# Debtors Days

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)



**For any investor queries, please contact:**

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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)	Q2 FY 2025	Q2 FY 2024	Q1 FY 2024	H1 FY 2025	H1 FY 2024
<b>Revenue</b>					
Revenue from operations	3,611.6	2,932.4	3,147.2	6,758.8	5,449.1
Other income	185.2	93.4	225.6	410.8	218.4
<b>Total revenue</b>	<b>3,796.8</b>	<b>3,025.7</b>	<b>3,372.8</b>	<b>7,169.6</b>	<b>5,667.5</b>
<b>Expenses</b>					
Employee benefits	1,846.8	1,566.3	1,740.3	3,587.1	3,009.7
Finance costs	9.5	11.2	10.0	19.5	23.2
Depreciation and amortization	79.9	68.6	77.4	157.3	136.8
Other expenses	934.8	793.7	930.2	1,864.9	1,545.6
<b>Total expenses</b>	<b>2,871.0</b>	<b>2,439.7</b>	<b>2,757.9</b>	<b>5,628.9</b>	<b>4,715.4</b>
<b>Profit before tax</b>	<b>925.8</b>	<b>586.0</b>	<b>614.9</b>	<b>1,540.7</b>	<b>952.1</b>
<b>Tax expenses</b>					
Current tax / Tax expense for earlier years	250.8	110.9	136.4	387.2	204.5
Deferred tax (credit)/charge	-28.3	-2.7	2.8	-25.5	-32.3
<b>Profit after tax for the year</b>	<b>703.3</b>	<b>477.9</b>	<b>475.7</b>	<b>1,179.0</b>	<b>779.9</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>25.2</b>	<b>1.9</b>	<b>-7.8</b>	<b>17.4</b>	<b>-2.3</b>
<b>Total comprehensive income for the year</b>	<b>728.5</b>	<b>479.7</b>	<b>467.9</b>	<b>1,196.4</b>	<b>777.6</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>					
Basic earning per share	5.03	3.43	3.40	8.43	5.60
Diluted earning per share	4.87	3.36	3.30	8.16	5.48



Your Trusted Digital Transformation Partner

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[www.newgensoft.com](http://www.newgensoft.com)