



July
2019

NEWGEN SOFTWARE

Reinvent Your Workplace

Q1 FY'20 Investor Update

NEWGEN SOFTWARE TECHNOLOGIES: Software products company providing enterprise-wide, mission critical solutions helping organisations drive digital transformation and competitive differentiation

Digitise

Process & Adapt

Communicate



**Enterprise
Content
Management**

Deliver contextual content for smarter decision making and improved collaboration

OMNI Docs



**Business
Process
Management**

Create smarter processes, empower knowledge workers and build responsive business

il bps



**Customer
Communication
Management**

Create, personalize and deliver interactive communication to enhance customer experience

OMNI OMS

► Newgen Overview* (FY'19)



540+
Active Customers⁽¹⁾

81 new logos added in FY'19



66
countries



5
Core
Verticals

Strong growth in Healthcare and Insurance verticals

FORRESTER® Strong
Industry
Recognition
Gartner



2,800+
Employees

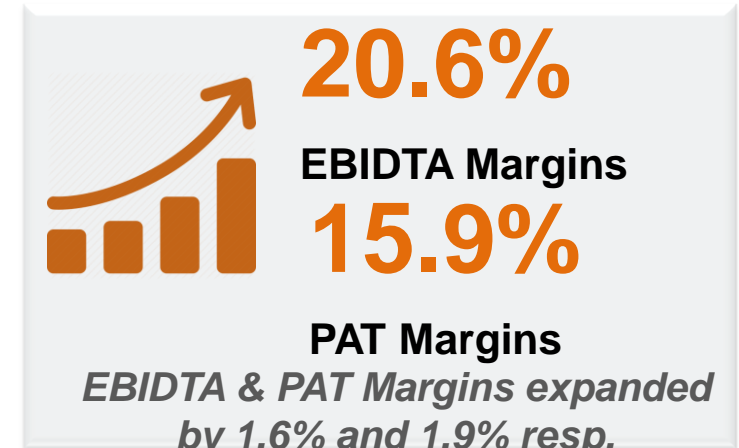
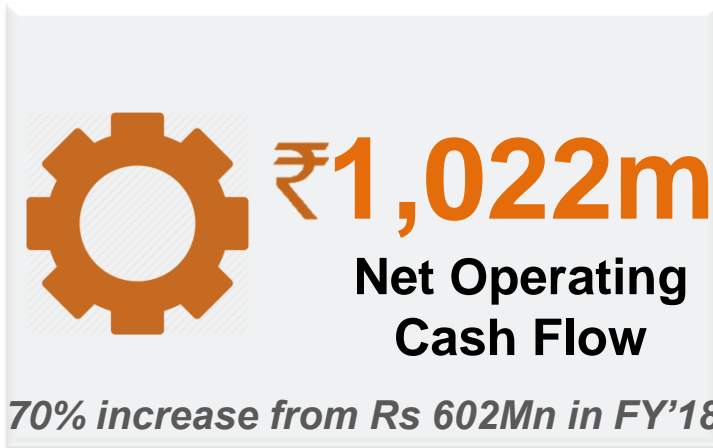
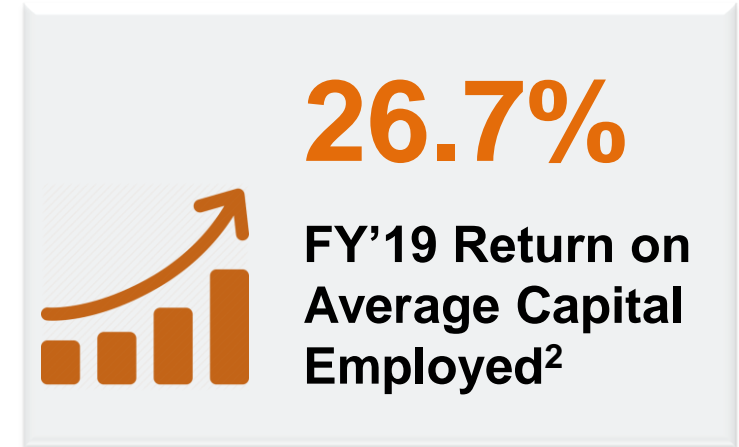
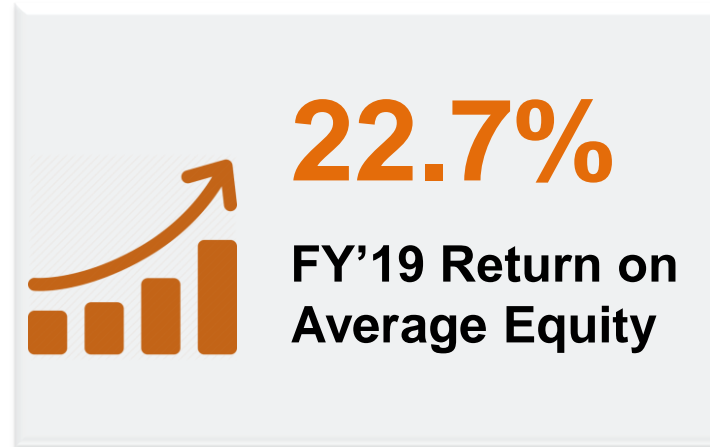


44
Patent Filings

6 patents granted in FY'19

(1) Invoiced in the last 12 months
(2) All figures as of March 2019

► Newgen Overview* - Financial Snapshot (FY'19)

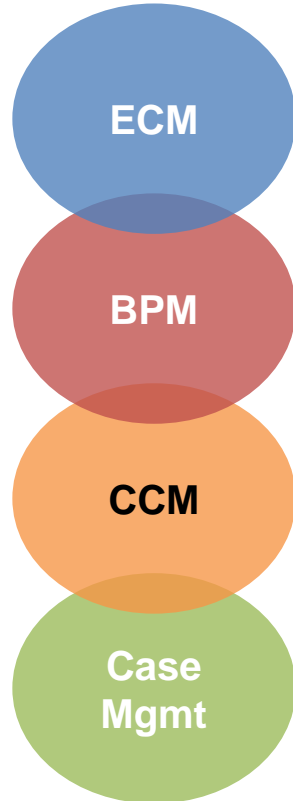


- 1) All figures as of March 2019
- 2) Adjusted for utilisation of IPO proceeds
- 3) Free Cash Flow = Net Operating Cash Flow – Capex (adjusted for utilisation of IPO proceeds)

▶ Strong Industry Recognition Validates Culture of Innovation

Gartner

FORRESTER® Wave™



A Challenger in Magic Quadrant for Content Services Platform, 25 October 2018, Karen A. Hobert et al
Named on all 5 use-cases in Critical Capabilities for Content Services Platform, 2018, Karen Hobert et al, 25 October 2018

“Leader” in the Forrester Wave™: Enterprise Content Management – Transactional Content Services, Q2 2017

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 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

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

Leadership position across segments

▶ Driving Innovation Through R&D to Expand Product Portfolio



380+
R&D Employees

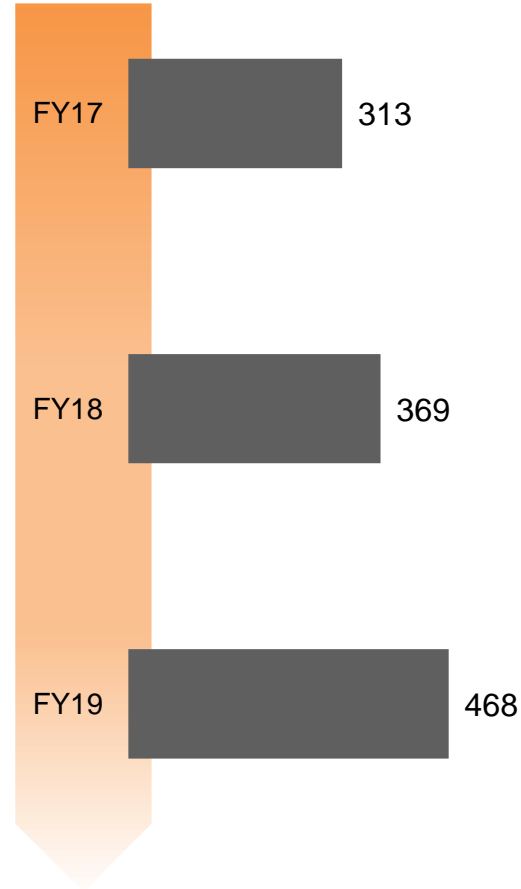


44
Patents Filings⁽¹⁾
(with 12 Patents
Granted)

- ✓ Skilled R&D team with deep product domain expertise
- ✓ Expansion of product portfolio to address the digitisation market opportunity
- ✓ Continuous investments to develop cloud and SaaS delivery models.

R&D Expenses

(INRm)



Product Pipeline



Content and Process Analytics



Content Services Platform



Corrus



Digital Sensing



Low Code Application Dev Platform



RPA with Digital Process Automation

► Focused Go-To-Market Strategy

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

~360 Employees in Sales & Marketing Supported by Large Network of Channel Partners of 300+



- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase facilitates seamless creation of new applications
- Targeting attractive verticals in select mature markets including USA and UK
- Exploring new geographies - expanding in the Australian market

Multiple Revenue Streams

	<i>FY19 Revenue Split</i>		<i>5 year CAGR Growth</i>	
Sale of Services (27%) Annuity-based (~49%)	Sale of Products	25%	<i>Sale of licenses for the software products</i>	25%
	ATS / AMC	17%	<i>Annual maintenance contracts and technical support</i>	22%
	SaaS	4%	<i>Cloud functionality with subscription fees on a Per User Per Month model</i>	127%
	Support	28%	<i>Support/development services charged on a periodic basis</i>	22%
	Implementation	23%	<i>Installing and integrating products with the customer's existing platform or system</i>	12%
	Digitisation(1)	3%	<i>Scanning of documents and archival to document management</i>	9%

Profitable Track Record of Increasing Business from Existing Clients
77% revenues derived from existing customers in FY'19

(1) Includes scanning

Experienced Senior Management Team with Distinct Operating Culture

Management Organisation Structure



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. Varadrajan

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



Hemant Makhija

VP – Marketing

- 30 years of extensive experience with organizations like Plex Systems, Yahoo, Sage, and Systronics



Tarun Nandwani

Sr. VP – Business Management

- Been with Newgen since 1993
- Responsible for driving business from existing customers and CRM



S.J. Raj

Sr. VP – HRD

- Been with Newgen since 1992
- Experience of 31 years



Ashish Vikram Singh

VP – Product Development

- Been with Newgen since 2013
- Experience of 17 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



R. Krishna Kumar

VP – Sales

- Been with Newgen since 2013
- Experience of 21 years



Dushyant Kumar

VP – Software Development

- Been with Newgen since 1999
- Driving organization wide scaling of competence of Delivery and all customer facing groups



Vivek Bhatnagar

VP – Sales

- With Newgen since 2011
- Experience of 20 years



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

US Sales

Sales & Marketing

Business Mgmt/Delivery

Corporate

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

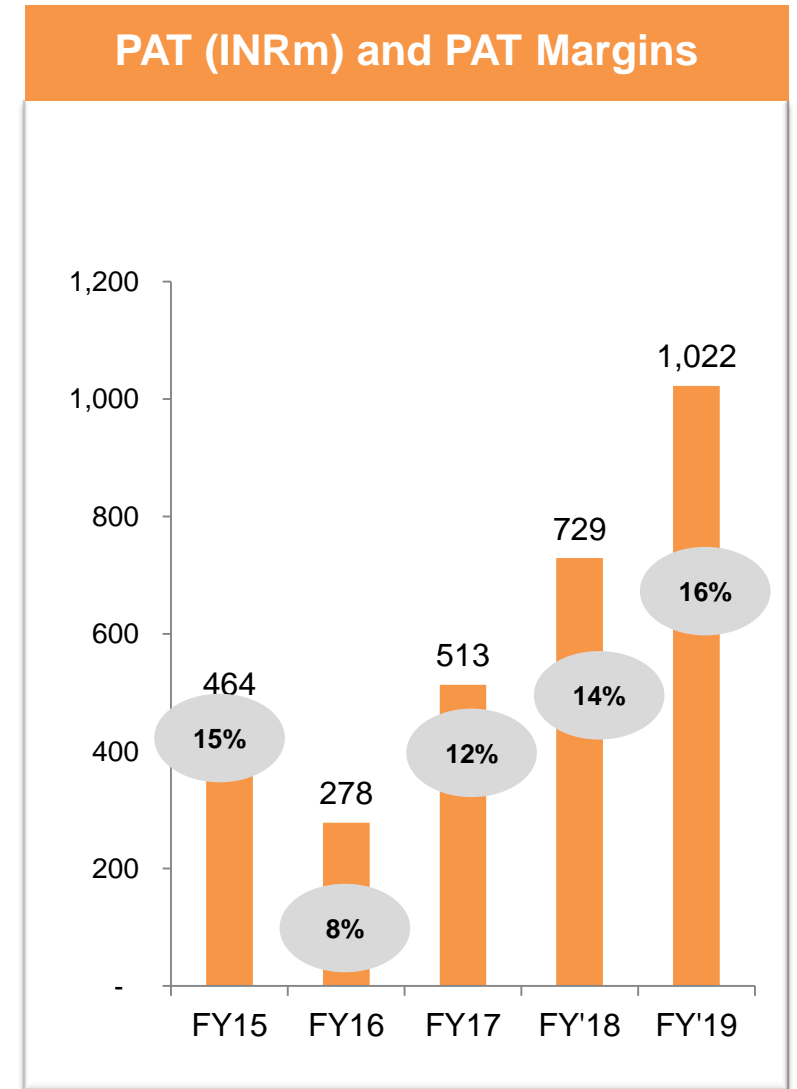
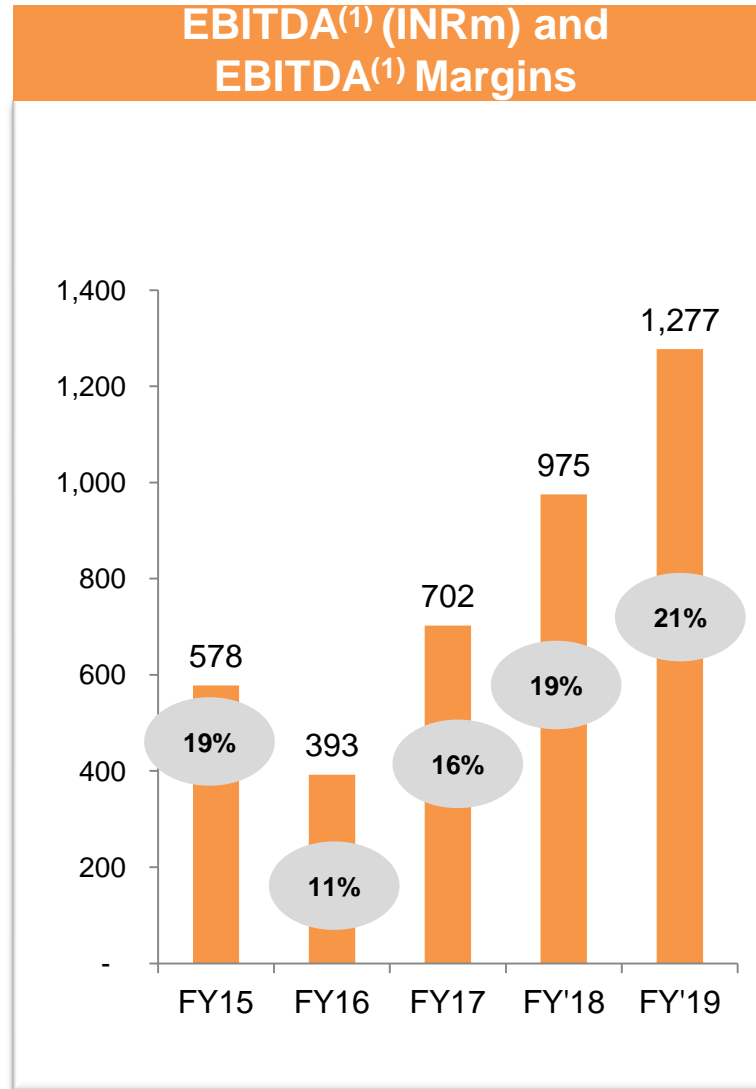
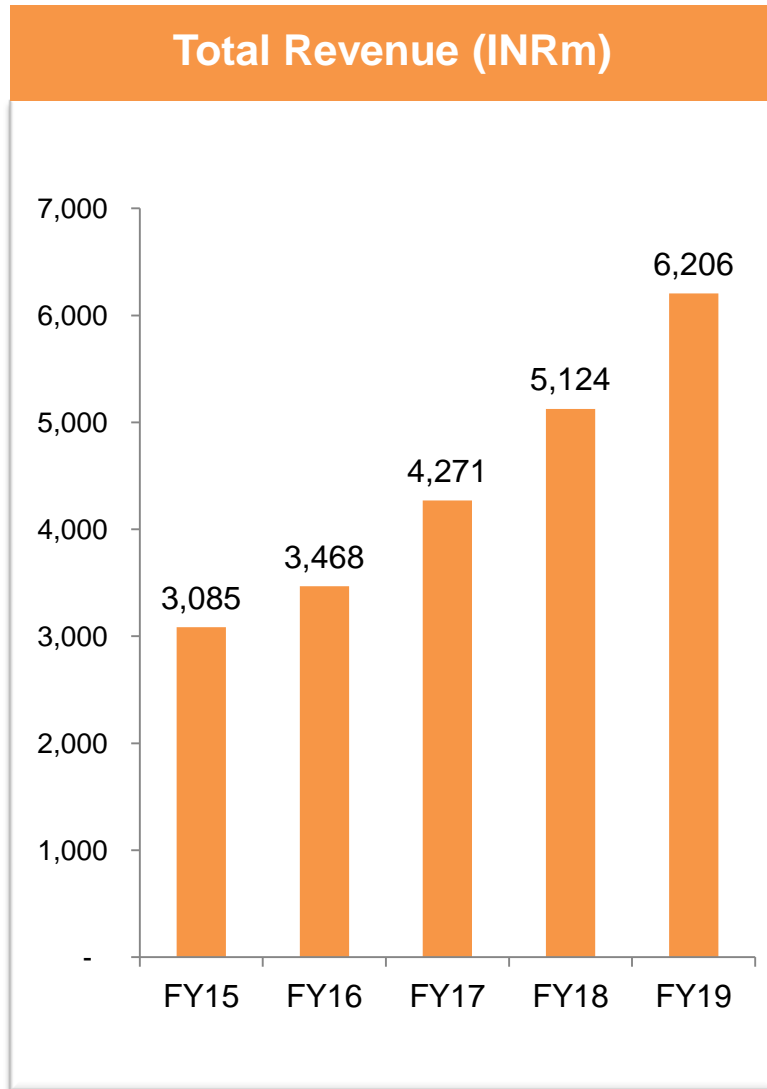
■ Founder-led management team with extensive experience

■ 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

► 5 Year Financial Overview



Continued Growth Momentum in Revenues and Profitability

(1) EBITDA Adjusted for Other Income. Calculated as 'Profit after tax + Tax expense + Finance costs + Depreciation and amortisation - Other income'
 FY'15 and FY'16 financials are Restated Consolidated Financials as per Indian GAAP Accounting Standards
 FY'17, FY'18 and FY'19 financials are Consolidated Financials as per Ind AS Accounting Standards



Q1 FY'20 Results

► Financial Summary (Consolidated)

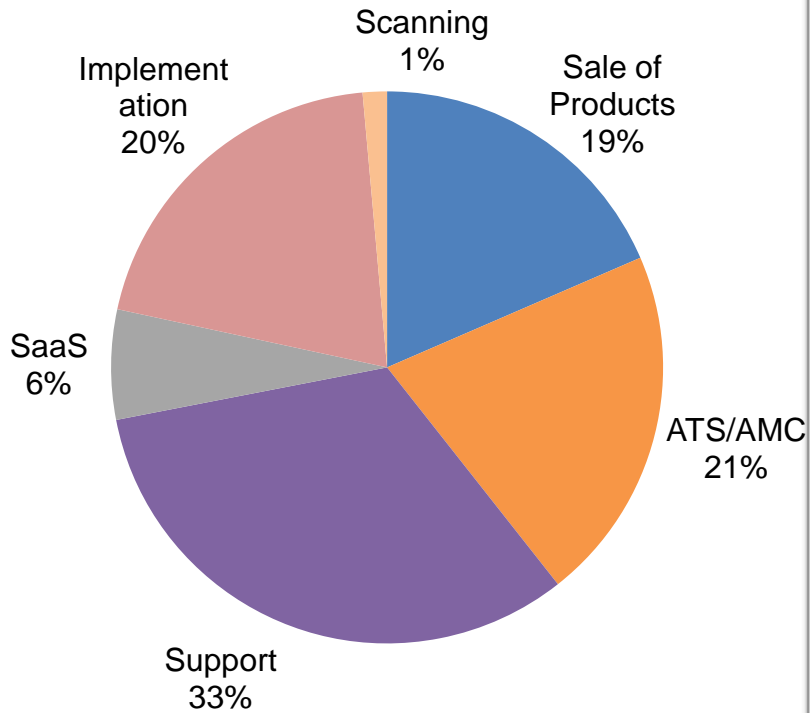
Particulars	Metrics	Q1FY20 (Unaudited)	Q1FY19 (Unaudited)	YoY Growth	Q4FY19 (Unaudited)	QoQ Growth
Revenue (INR Mn)	Revenue from operations	1,309.7	1,064.7	23%	2,039.7	-36%
	Other Income	29.5	78.0	-62%	25.2	15%
	Total Income	1,339.2	1,142.7	17%	2,064.9	-35%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	77.4	5.6	1281%	795.5	-90%
	Profit before tax	40.4	49.3	-18%	787.2	-95%
	Profit after tax	30.8	38.7	-20%	625.1	-95%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	5.9%	0.5%		39.0%	
	Profit before tax	3.0%	4.3%		38.1%	
	Profit after tax	2.3%	3.4%		30.3%	
EPS (INR)	Basic	0.45	0.57	-21%	9.18	
	Diluted	0.44	0.56	-20%	9.02	

Q1 FY'20

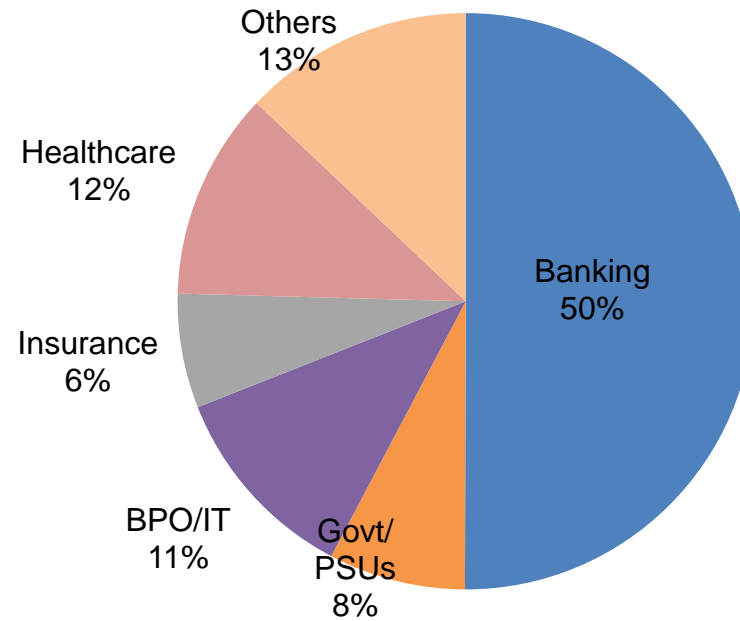
- Revenues reached Rs 1,310Mn for Q1 FY'20; witnessing a 23% YoY growth
- Expansion of operating profits partly due to implementation of Lease Accounting Standard - Ind AS 116 (Rs 3.9 crores)
- Profit after tax is Rs 3.1 crores compared to Rs 3.9 crores in Q1 FY'19 due to significant decrease in foreign exchange gains, included in Other Income which changed to Rs 3.0 crores in Q1 FY'20 from Rs 7.8 crores in Q1 FY'19.

► Diversification Across Verticals and Geographies

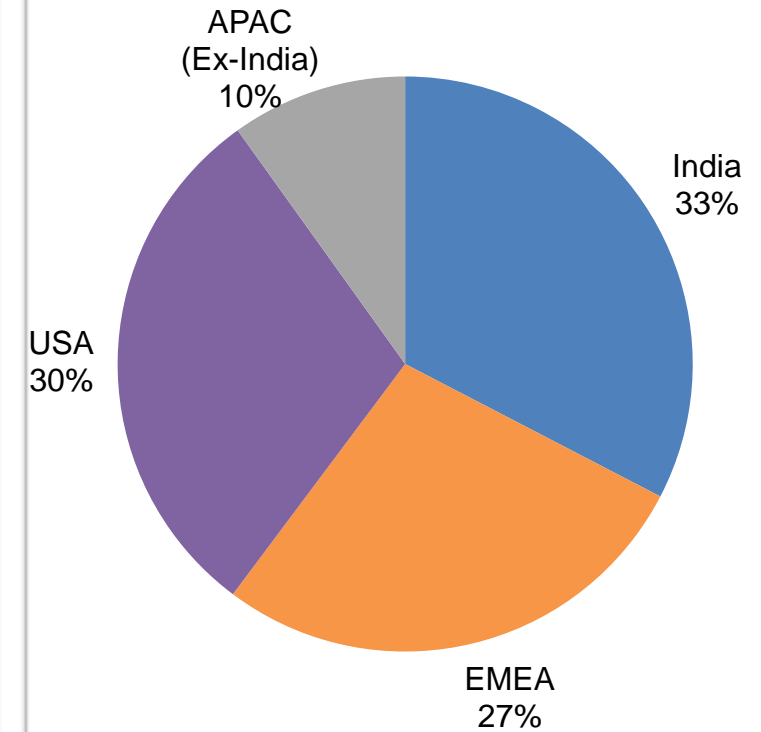
Q1 FY20 Revenue Split by Segment



Q1 FY20 Revenue Split by Vertical



Q1 FY20 Revenue Split by Geography



▶ New Logo Wins – Q1 FY'20

12

New Logo Wins
during Q1 FY'20

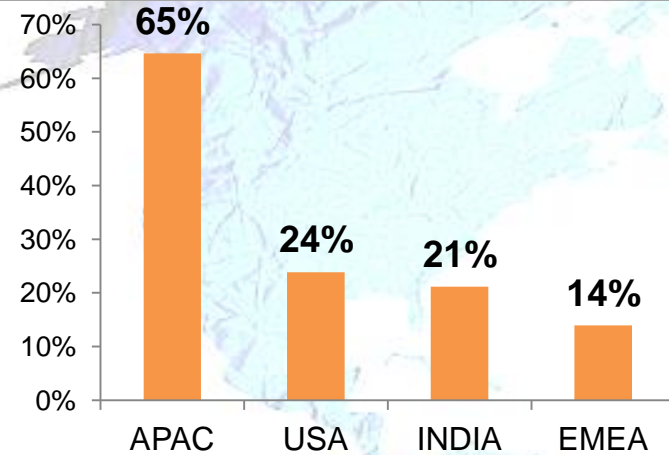
Major deals include:

- License Agreement with a global leader in beverage alcohol
- Cloud deal with a US Company in legacy annuity business
- License Agreement with a Filipino based stock life insurance company
- Saudi Arabia conglomerate with interests in petrochemicals, chemicals, plastics, and metals manufacturing, industrial services and environmental technologies
- Union Bank and Trust (UBT) is implementing Newgen BPM platform for enterprise-wide automation of its banking processes. UBT would replace its numerous disparate systems and automate manual processes in favor of a single platform that can be utilized across all areas of the bank resulting in enhanced operational efficiencies and improved customer interactions.

► Significant Wins – Q1 FY'20

APAC and USA regions on a stronghold:

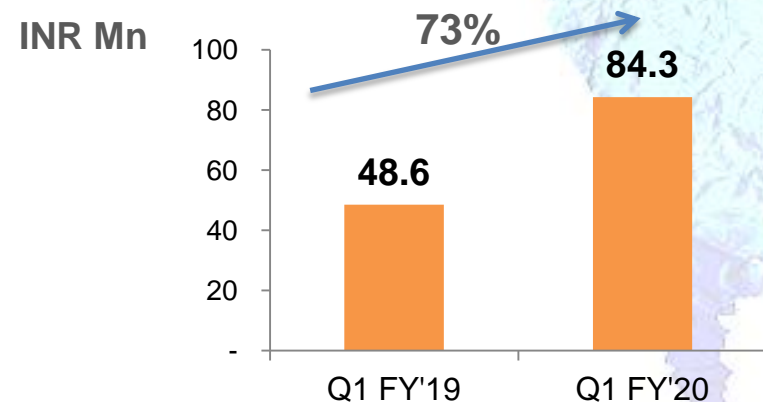
Revenue Growth – Q1 FY'20 (YoY)



Key Agreements with Existing Customers

- License Agreement with two large banks in the EMEA Region
- License Agreement with a large public sector bank in India
- Expansion of our cloud agreement with a US based provider of integrated technology, custody, and practice management support for registered investment advisors

Cloud/ SaaS Revenues



Robust Cloud Business Performance

► Business Highlights – Q1 FY'20

Focus on innovation:

Granted patent in July 2019 by US Patent Office for the Company's Intelligent Check Deposit Machine which would help in optimizing the check clearing cycle while ensuring security and compliance

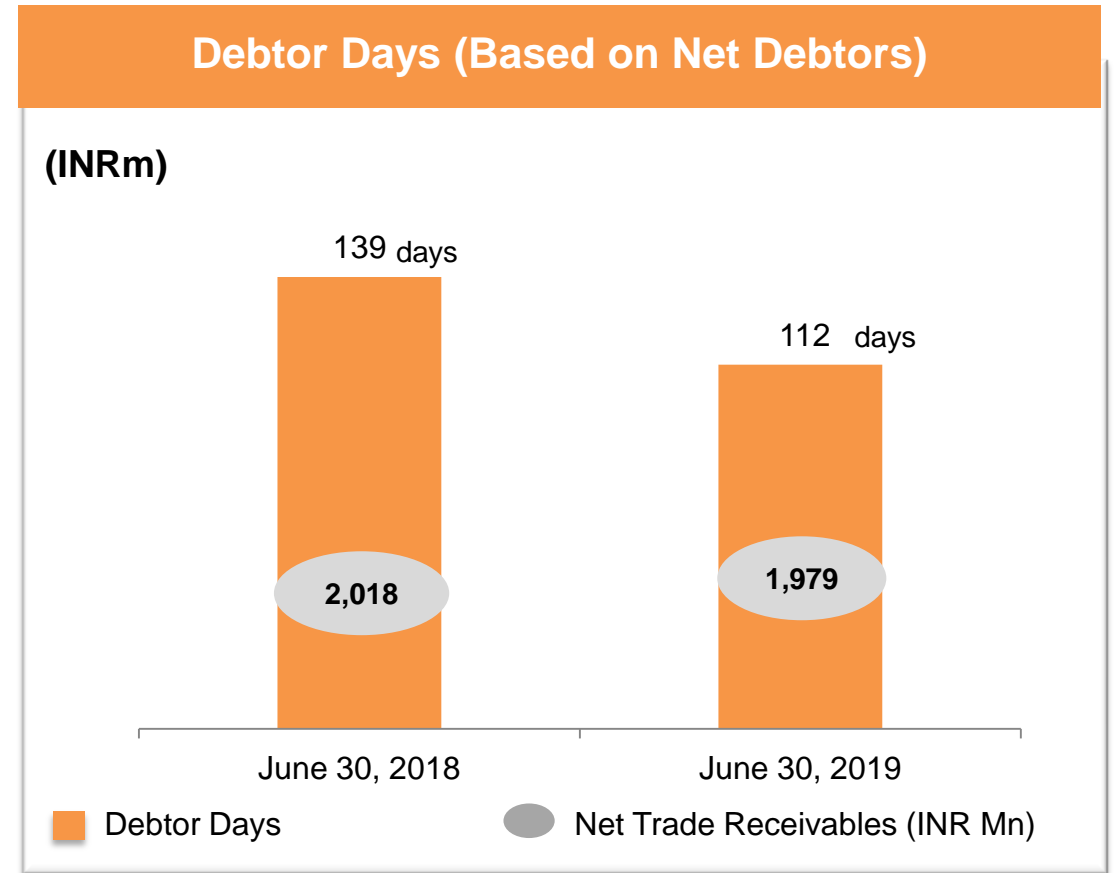
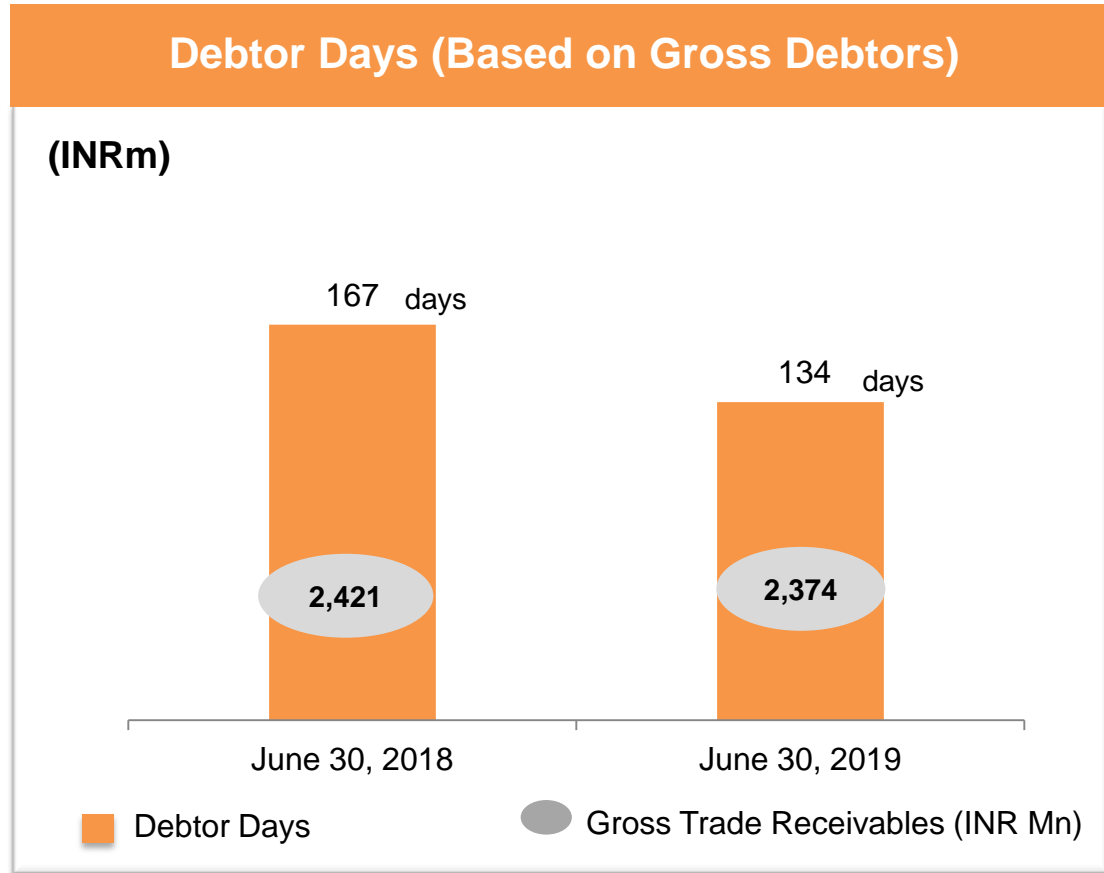
Improved positioning through global alliance:

✓ Compliance Systems based in Michigan and Newgen entered into a strategic alliance that will provide their joint customers with best-in-class solutions to help them drive digital transformation while remaining fully compliant. Under the agreement, Newgen and Compliance Systems will work together to develop an integrated solution that enables compliance in the lending space.

Key Awards:

- ✓ Silver Stevie winner for 'The Asia Pacific Stevie Awards 2019' under the category – Innovative Use of Technology in Customer Service in Financial Services Industries
- ✓ Bronze Stevie winner for 'The Asia Pacific Stevie Awards 2019' under the category – Innovative Use of Technology in Customer Service in Financial Services Industries.
- ✓ Union Bank Nigeria and Newgen Software have been awarded the Best Branch Digitisation Initiative at The Asian Banker West Africa Awards Programme 2019
- ✓ Mashreq Bank, one of the leading financial institutions in the UAE, and Newgen Software were awarded the Best Process Automation Initiative in the Middle East at The Asian Banker Middle East and Africa Awards Programme 2019. (March 2019)
- ✓ National Bank of Ras Al Khaimah (RAKBANK) and Newgen Software were announced the winners of The Asian Banker Middle East and Africa Awards Programme 2019 for the Best Branch Digitisation Initiative in the Middle East. (March 2019)

▶ Debtors Days





Annexure

▶ P&L Statement

(All amounts in INRm, except per share data and unless otherwise stated)	Q1 FY 2020 (Unaudited)	Q1 FY 2019 (Unaudited)	Q4 FY 2019 (Unaudited)	FY 2019	FY 2018
Revenue					
Revenue from operations	1,309.7	1,064.7	2,039.7	6,206.4	5,124.3
Other income	29.5	78.0	25.2	203.8	76.1
Total revenue	1,339.2	1,142.7	2,064.9	6,410.2	5,200.4
Expenses					
Employee benefits	778.4	650.3	746.1	2,879.9	2,488.8
Finance costs	18.3	19.7	18.6	85.4	52.1
Depreciation and amortisation	48.2	14.6	15.0	59.8	58.1
Other expenses	453.9	408.8	498.1	2,049.3	1,660.1
Total expenses	1,298.8	1,093.4	1,277.7	5,074.4	4,259.1
Profit before tax	40.4	49.3	787.2	1,335.8	941.3
Tax expenses			162.1	313.7	212.5
Current tax	10.4	14.5	158.4	299.4	169.5
Deferred tax (credit)/charge	-0.8	-3.9	3.6	14.3	43.0
Profit after tax for the year	30.8	38.7	625.1	1,022.1	728.9
Other comprehensive income/(loss) for the year, net of income tax	-1.2	1.7	-10.9	2.8	8.2
Total comprehensive income for the year	29.7	40.3	614.2	1,024.9	737.1
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	0.45	0.57	9.18	15.01	11.44
Diluted earning per share	0.44	0.56	9.02	14.74	11.15



Thank you

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**For any Investor Queries please
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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. 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.