



Jan
2019

NEWGEN SOFTWARE

Reinvent Your Workplace

Investor Presentation – Q3 FY'19 and 9M FY'19 Results

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

► What we do?

Reinvent workplaces by enhancing customer facing processes



► How we do it?

We provide **low-code and flexible platforms** that enable organisations to easily and rapidly build powerful applications addressing their strategic business needs

Flexible visual interface
with minimal coding

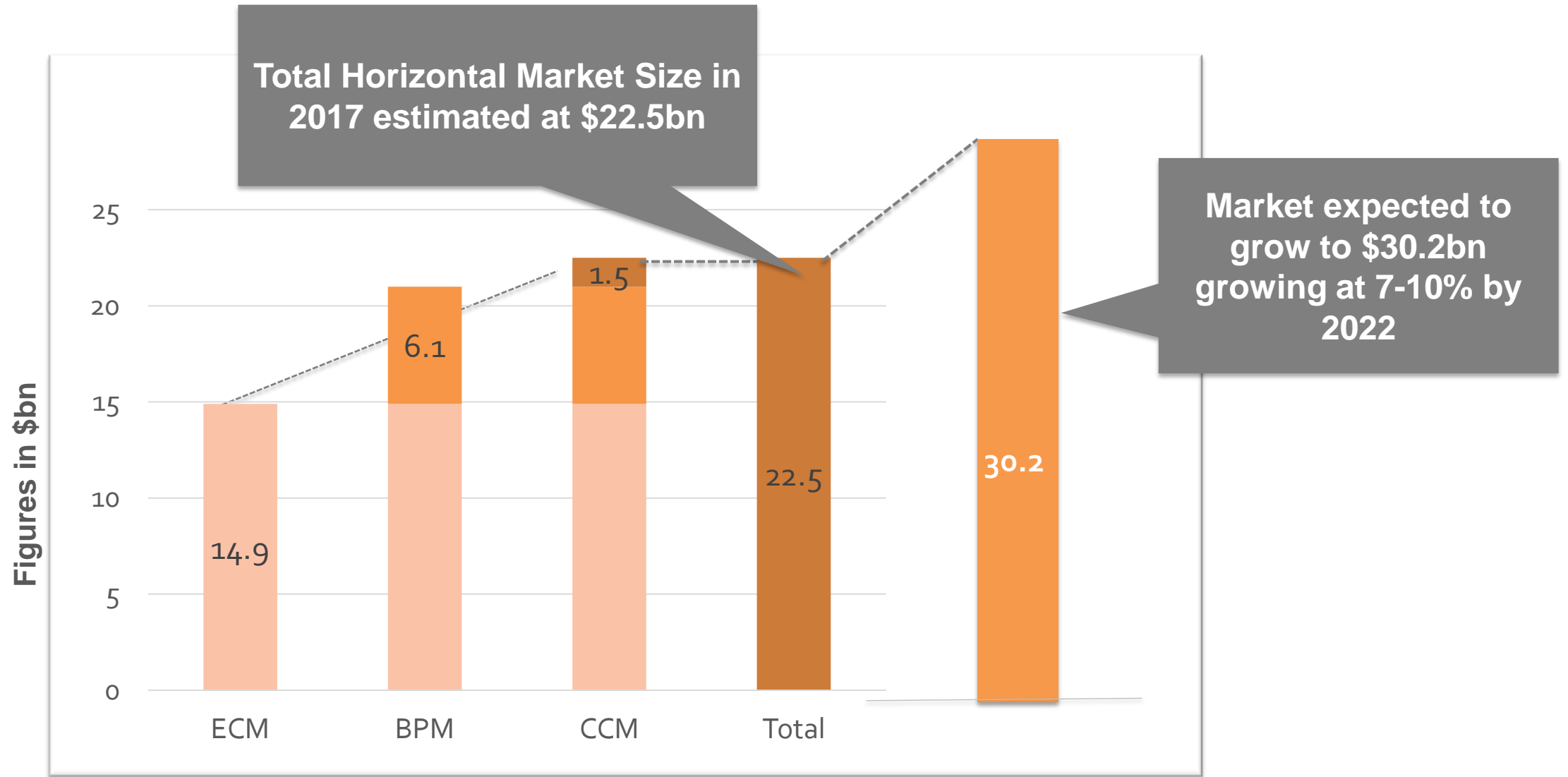


Seamless integrations



Holistic process
experience -
connecting data, people,
processes and systems

► Our Market Opportunity



Source: Ovum – Business Software Industry Report: Digitalisation, IT modernisation and automation are driving market growth” dated August 7, 2017

Note: Figures in charts represent the global market size forecasts

► Newgen Overview*



520+
Active Customers⁽¹⁾



60+
countries



5
Core
Verticals

FORRESTER® Strong
Industry
Recognition
Gartner



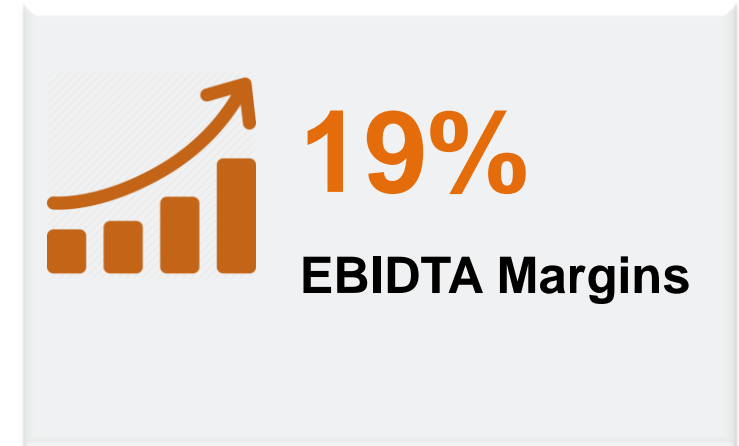
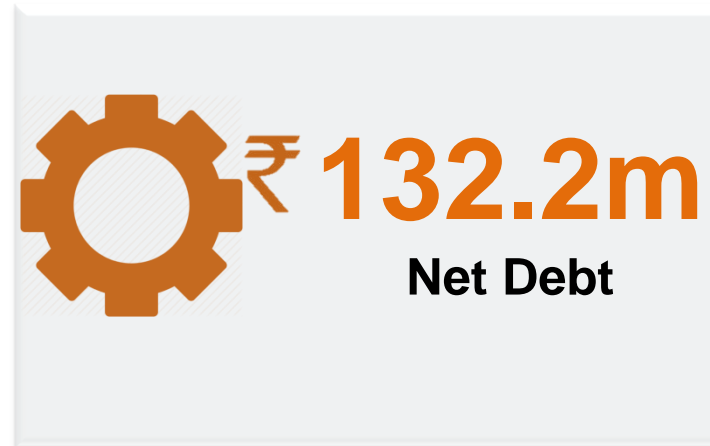
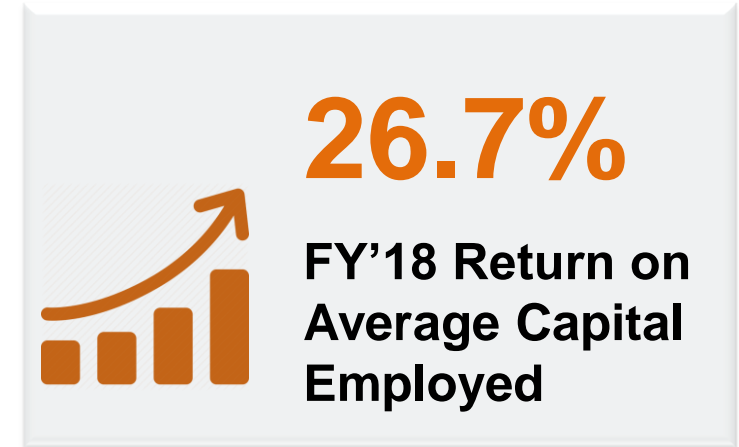
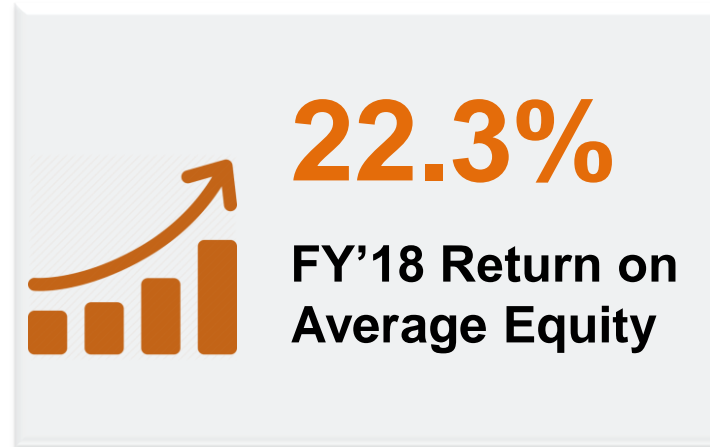
2,600+
Employees
(250+ in R&D)



37
Patents Applied

(1) Invoiced in the last 12 months
(2) All figures as of March 2018

► Newgen Overview* - Financial Snapshot (FY'18)

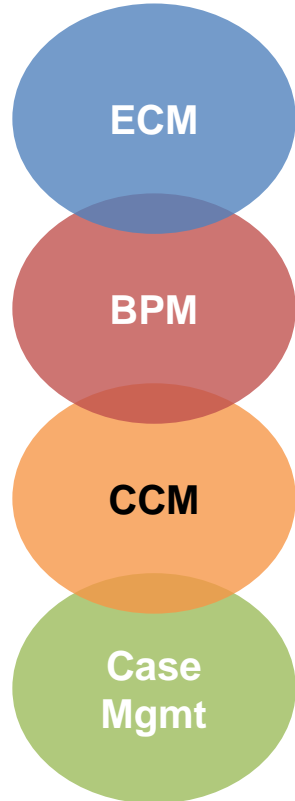


1) All figures as of March 2018

▶ 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

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

A Visionary in Magic Quadrant for Intelligent Business Process Management Suites, *24 October 2017, Rob Dunie et al*
Named on all 6 use cases in **Critical Capabilities** for Intelligent Business Process Management Suites, Rob Dunie et al, 19 February 2018

“Leader” in the Forrester Wave™: Digital Process Automation Software,
Q3 2017

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

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

► Focused on Driving Innovation Through R&D to Expand Product Portfolio

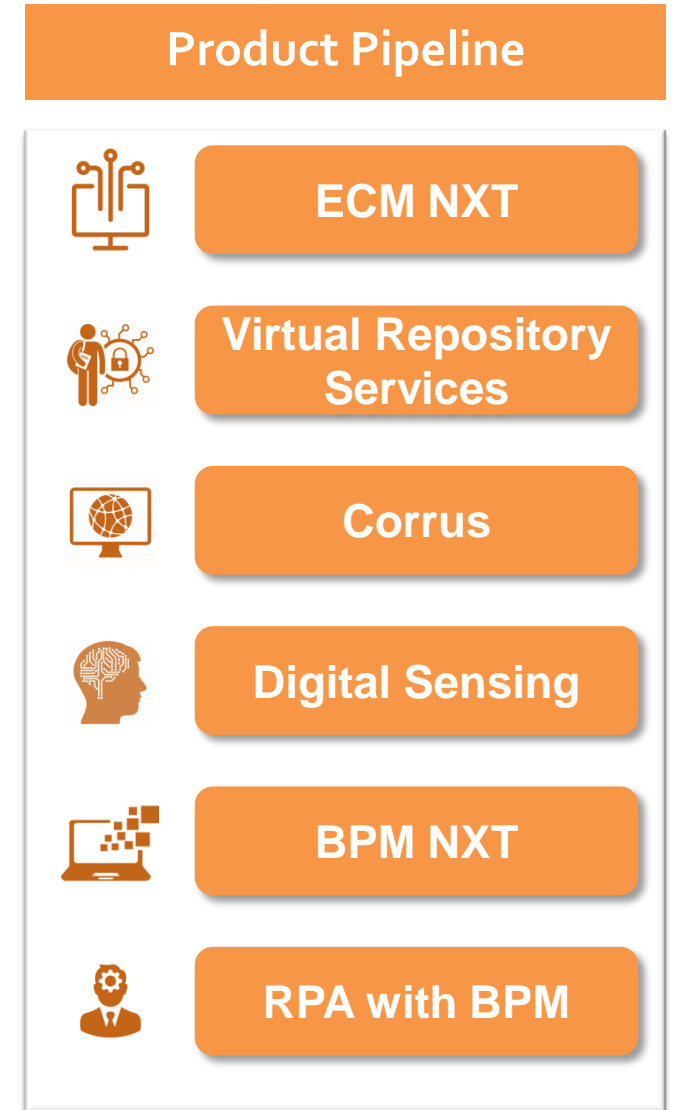
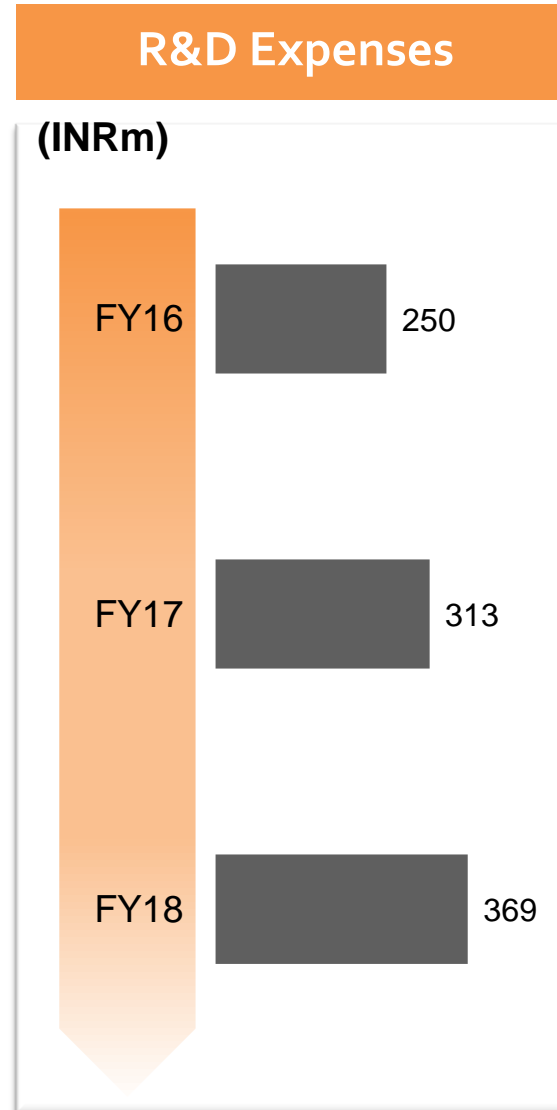


250+
R&D Employees



37
Patents Applied⁽¹⁾
(with 5 Registrations)

- ✓ 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.
 - ✓ Strong traction in business: 3X revenue growth in FY'18
 - ✓ Customers increased *from 8 in FY'17 to 22 in FY'18*



(1) 5 patents registered in India and 28 outstanding patent applications in India and 4 outstanding patent application in the USA

► Focused Go-To-Market Strategy

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

270+ 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

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

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 – Technology

- Been with Newgen since 1992
- Being a leading innovative, has 35+ patents in his name



Ashish Vikram Singh

VP – Product Development

- Been with Newgen since 2013
- Experience of 17 years

Sales & Marketing



Ashok Kapoor

VP – Marketing

- Been with Newgen since 2015
- Experience of 26 years



Manojit Majumdar

VP – Channels

- With Newgen since 1998
- Managed mid-market channels at IBM India
- Rejoined Newgen in 2011



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

Delivery



Tarun Nandwani

VP – Delivery

- Been with Newgen since 1993
- Heads EMEA, US and West India delivery



Dushyant Kumar

VP – Delivery

- Been with Newgen since 1999
- Heads APAC and South India delivery

Corporate



S.J. Raj

Sr. VP – HRD

- Been with Newgen since 1992
- Experience of 31 years



Arun Kumar Gupta

VP – Finance

- Been with Newgen since 2010
- Experience of 22 years

US Sales



Anand Raman

VP – Sales US

- Been with Newgen since 1994
- Deep experience in product development life-cycle

Independent Board of Directors

Subramaniam Ramnath Iyer

Additional Independent Director

26+ years of experience in Finance & Accounting

Kaushik Dutta

Non Executive, Independent Director

22+ years of experience in Finance & Accounting

Saurabh Srivastava

Additional Independent Director

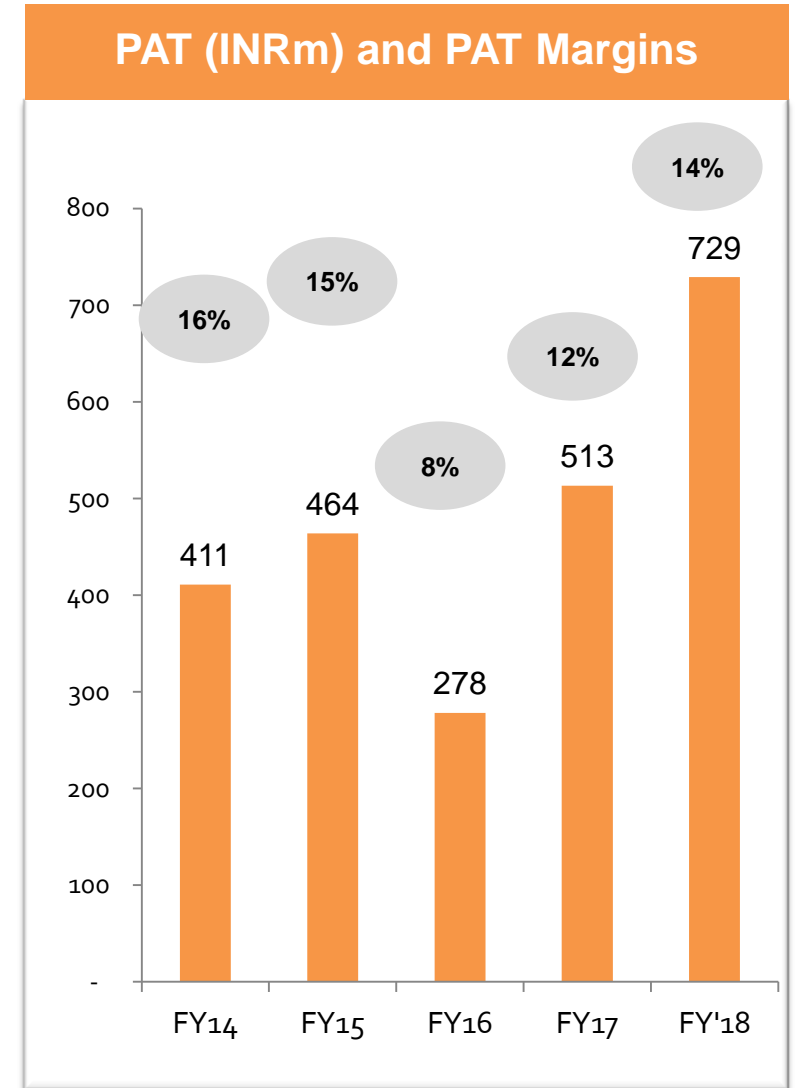
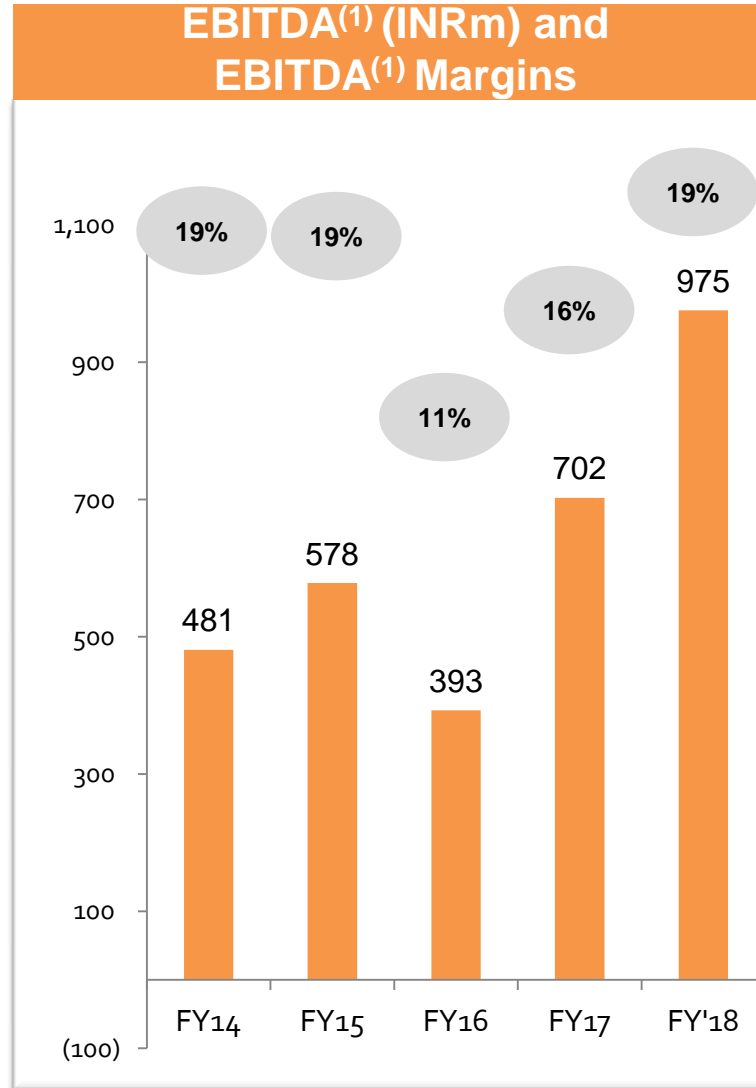
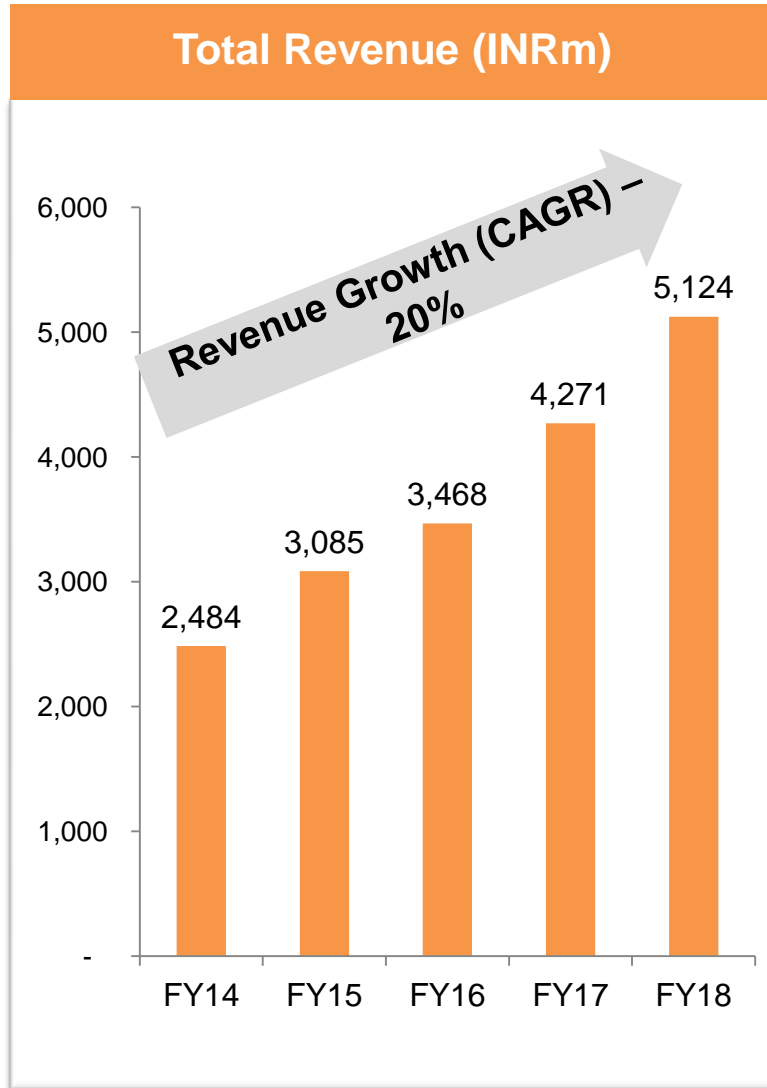
Several years of experience in Information technology

■ Founder-led management team with extensive experience and supported by a strong second line management

■ Fostered culture of innovation, entrepreneurship and teamwork

■ 11 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'14, FY'15 and FY'16 financials are Restated Consolidated Financials as per Indian GAAP Accounting Standards
 FY'17 and FY'18 financials are Consolidated Financials as per Ind AS Accounting Standards



Q3 FY'19 & 9M FY'19 Results

► Financial Summary (Consolidated)

Particulars	Metrics	Q3FY19 (Unaudited)	Q3FY18 (Unaudited)	YoY Growth	Q2FY19 (Unaudited)	QoQ Growth	9M FY19 (Unaudited)	9M FY18 (Unaudited)	YoY Growth
Revenue (INR Mn)	Revenue from operations	1,605.4	1,213.5	32%	1,496.6	7%	4,166.7	3,286.0	27%
	Other Income	42.4	16.8	152%	58.2	-27%	178.6	49.4	261%
	Total Income	1,647.8	1,230.3	34%	1,554.8	6%	4,345.3	3,335.4	30%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	267.7	123.5	117%	208.4	28%	481.7	207.1	133%
	Profit before tax	266.6	115.6	131%	232.7	15%	548.6	182.0	202%
	Profit after tax	180.6	86.6	109%	177.7	2%	397.0	134.3	196%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	16.7%	10.2%		13.9%		11.6%	6.3%	
	Profit before tax	16.2%	9.4%		15.0%		12.6%	5.5%	
	Profit after tax	11.0%	7.0%		11.4%		9.1%	4.0%	
EPS (INR)	Basic	2.66	1.38	92%		2.62	5.84	2.14	173%
	Diluted	2.60	1.35	93%		2.56	5.71	2.09	174%

Q3 FY'19

- Revenues up by 32% YoY driven by strong business growth momentum and favorable currency movement
- EBITDA up 117% YoY; PAT up 109% YoY

9M FY'19

- Revenues reached Rs 4,166.7Mn for 9M FY'19; witnessing a 27% YoY growth
- EBITDA reached Rs 481.7Mn; witnessing a 133% YoY growth

▶ New Logo Wins

12

New Logo Wins
during Q3 FY'19

51

New Logo Wins
during 9M FY'19



Major deals include:

License agreement of over Rs 5 crore with a leading public sector bank in India

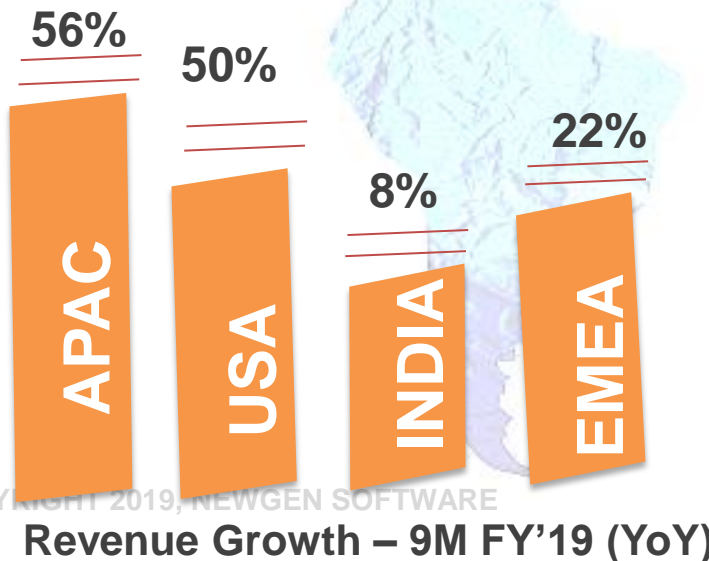
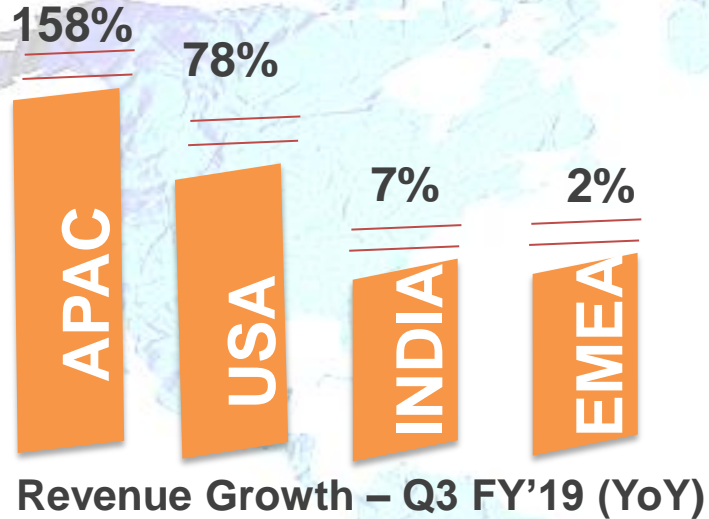
Digital Transformation initiatives under 2 Smart City projects

2 new deals in the Americas region

5 new logo wins of over Rs 1 crore

► Business Highlights – Q3 FY'19

APAC and USA regions on a stronghold:



USA/ Americas Region

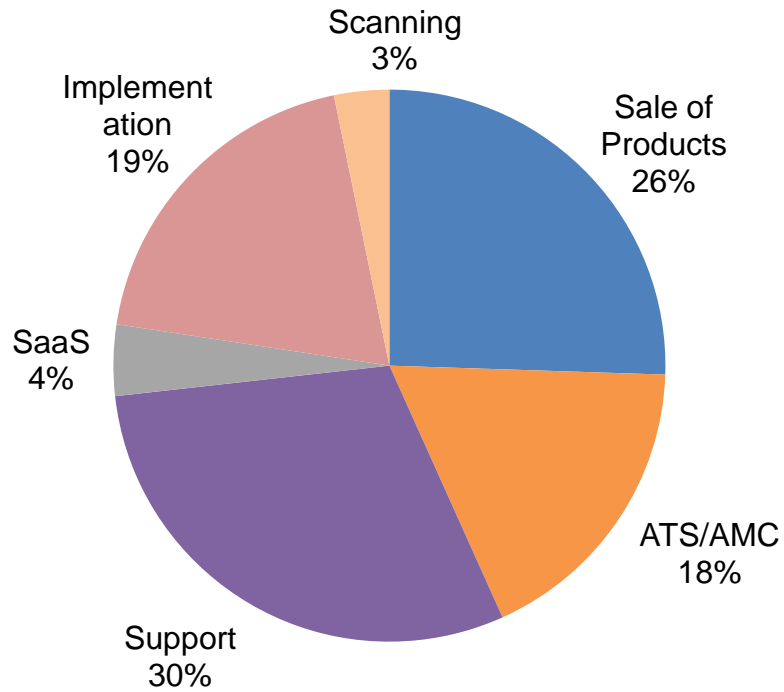
- Served two large existing healthcare clients including executing a license agreement for a large corporation serving 5.5mn members, focusing primarily on providing government-sponsored managed care services

APAC Region

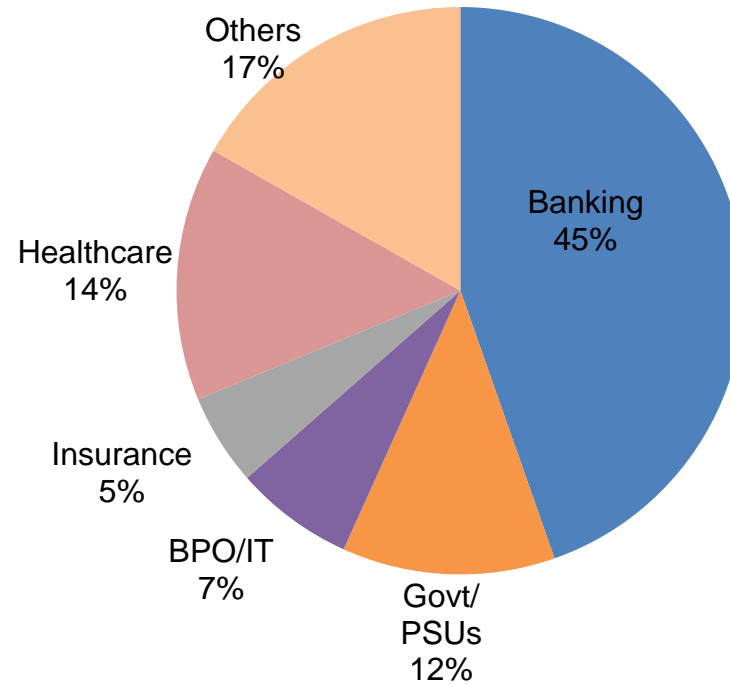
- Served two large existing Banking & Financial Services clients for new license sales and implementation

► Diversification Across Verticals and Geographies – 9M FY'19

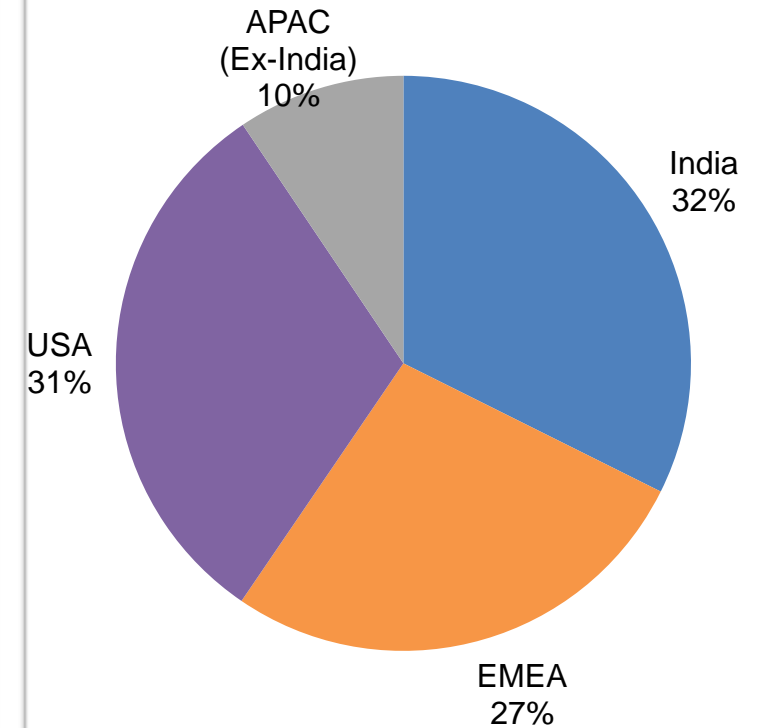
9M FY19 Revenue Split by Segment



9M FY19 Revenue Split by Vertical

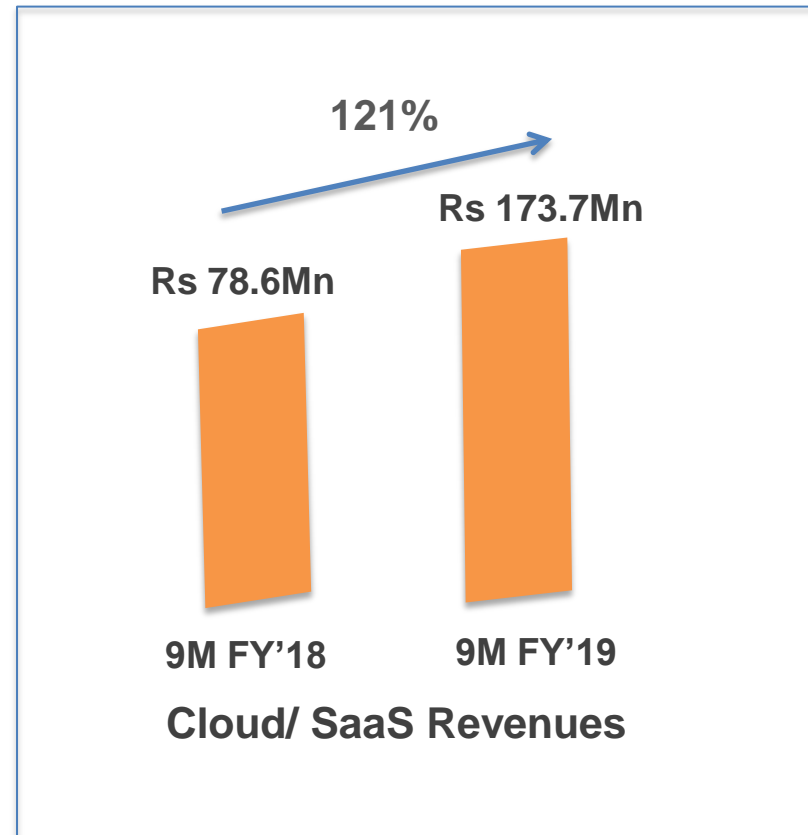
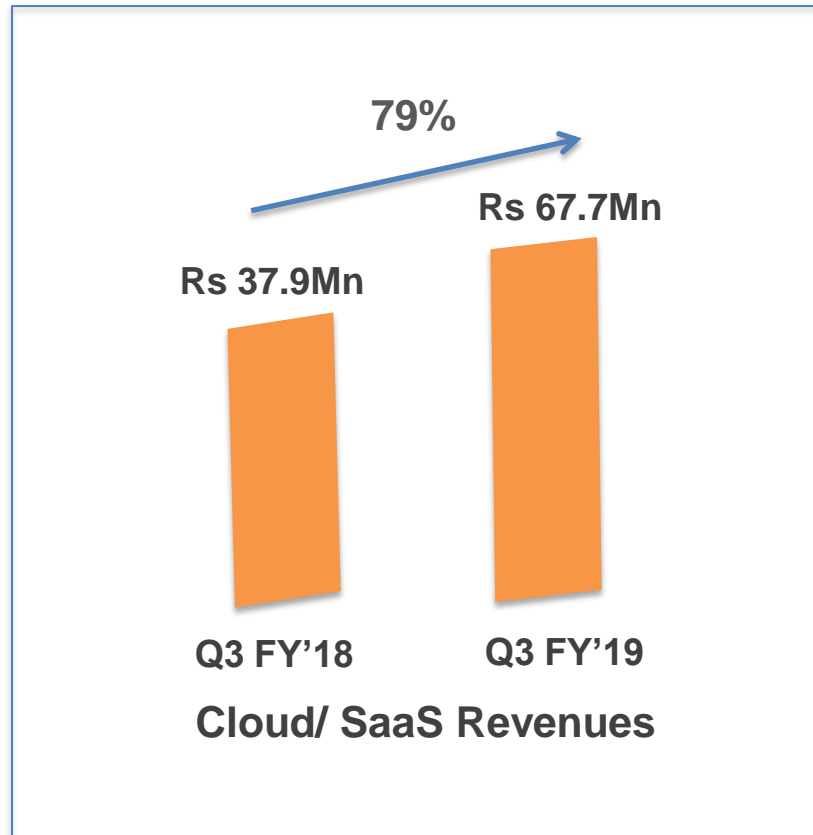


9M FY19 Revenue Split by Geography



► Business Highlights – Q3 FY'19

Robust Cloud Business Performance



► Business Highlights – Q3 FY'19

Strong Industry Recognition continues:

- ✓ Recognized as a Challenger in Gartner's 2018 Magic Quadrant for Content Services Platforms*
- ✓ Awarded the Dun & Bradstreet – RBL Bank 'SME Business Excellence Award 2018' in the mid-corporate segment for excellence in 'IT & IT Enabled Services Sector'. Newgen received the award for its thriving performance in the IT/ITeS sector and for displaying efficiency and growth.

Continued focus on product and innovation:

- ✓ Released Newgen Enterprise Mobility Framework (NEMF) 4.0. This version brings new features and functionalities that simplifies the building and managing of enterprise mobile applications, making it easier, faster and more efficient.

Company continues to strengthen the horizontal product platform with vertical service accelerators:

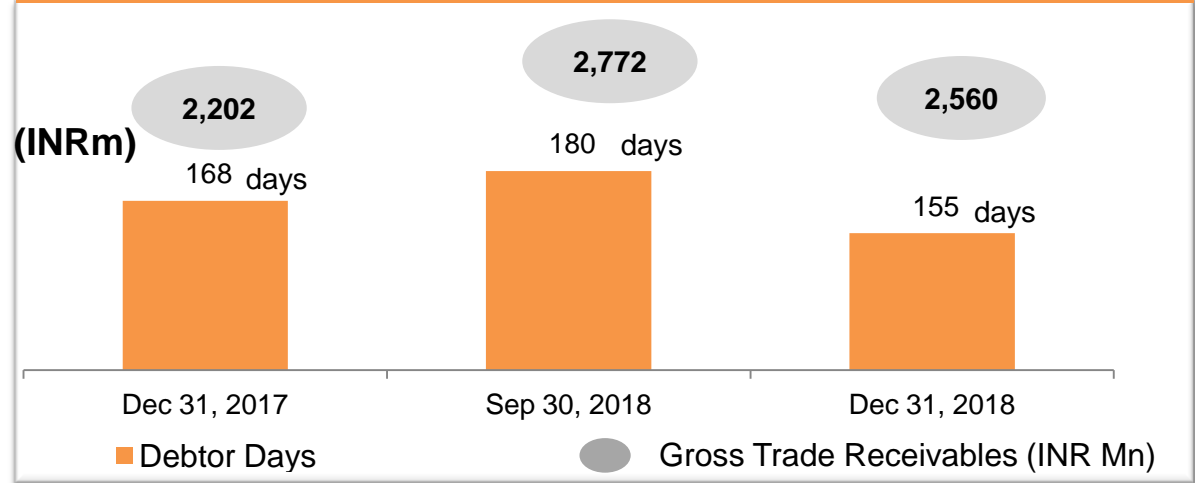
- ✓ Robust growth across all key verticals especially Healthcare, Insurance, Government/ PSU and Banking verticals.

*Gartner Magic Quadrant for Content Services Platforms, Karen Hobert, Michael Woodbridge, Monica Basso, October 25, 2018. This report was previously known as the Magic Quadrant for Enterprise Content Management.

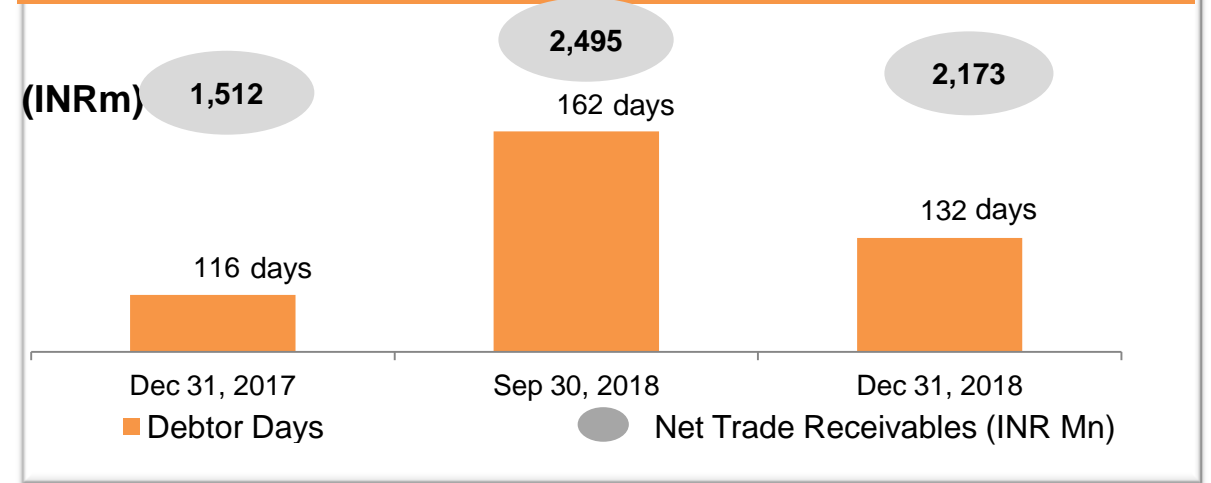
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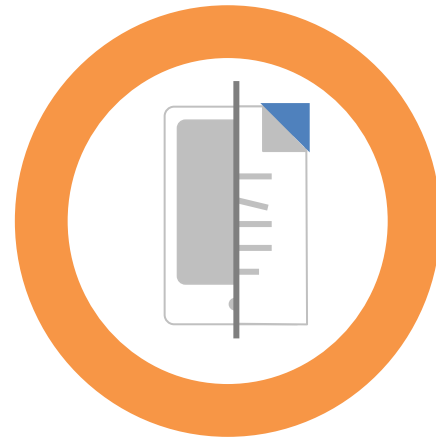
▶ Debtors Days

Debtor Days (Based on Gross Debtors)



Debtor Days (Based on Net Debtors)





Annexure

► P&L Statement

(All amounts in INRm, except per share data and unless otherwise stated)	Q3 FY 2019 (Unaudited)	Q3 FY 2018 (Unaudited)	Q2 FY 2018 (Unaudited)	9M FY 2019 (Unaudited)	9M FY 2018 (Unaudited)
Revenue					
Revenue from operations	1,605.4	1,213.5	1,496.6	4,166.7	3,286.0
Other income	42.4	16.8	58.2	178.6	49.4
Total revenue	1,647.8	1,230.3	1,554.8	4,345.3	3,335.4
Expenses					
Employee benefits	757.9	652.1	725.5	2,133.8	1,833.8
Finance costs	28.2	10.2	19.0	66.8	32.0
Depreciation and amortisation	15.3	14.6	14.9	44.8	42.6
Other expenses	579.7	437.9	562.7	1,551.3	1,245.0
Total expenses	1,381.2	1,114.7	1,322.1	3,796.7	3,153.5
Profit before tax	266.6	115.6	232.7	548.6	182.0
Tax expenses					
Current tax	60.9	0.2	36.0	111.5	82.7
Deferred tax (credit)/charge	-4.4	22.4	18.9	10.7	-41.5
Tax expense for earlier years	29.5	6.5	-	29.5	6.5
Profit after tax for the year	180.6	86.6	177.7	397.0	134.3
Other comprehensive income/(loss) for the year, net of income tax	-16.0	1.7	28.0	13.7	6.9
Total comprehensive income for the year	164.6	88.3	205.8	410.6	141.2
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	2.66	1.38	2.62	5.84	2.14
Diluted earning per share	2.60	1.35	2.56	5.71	2.09



Thank you

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**For any Investor Queries please
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