



Jan
2020

NEWGEN SOFTWARE

Connecting Enterprises. Transforming Experiences.

Q3 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



Contextual Content Services (ECM)

Deliver contextual content for smarter decision making and improved collaboration

OMNI Docs



Intelligent Digital Automation (BPM)

Create smarter processes, empower knowledge workers and build responsive business

il bps



Omnichannel Customer Engagement (CCM)

Create, personalize and deliver interactive communication to enhance customer experience

OMNI OMS

▶ Newgen at a Glance (FY'19)



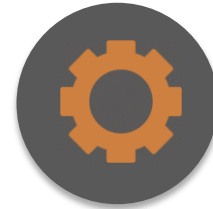
540+ Active Customers⁽¹⁾



66 Countries



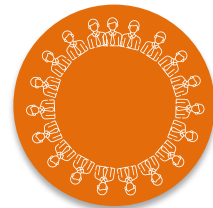
5 Core Verticals



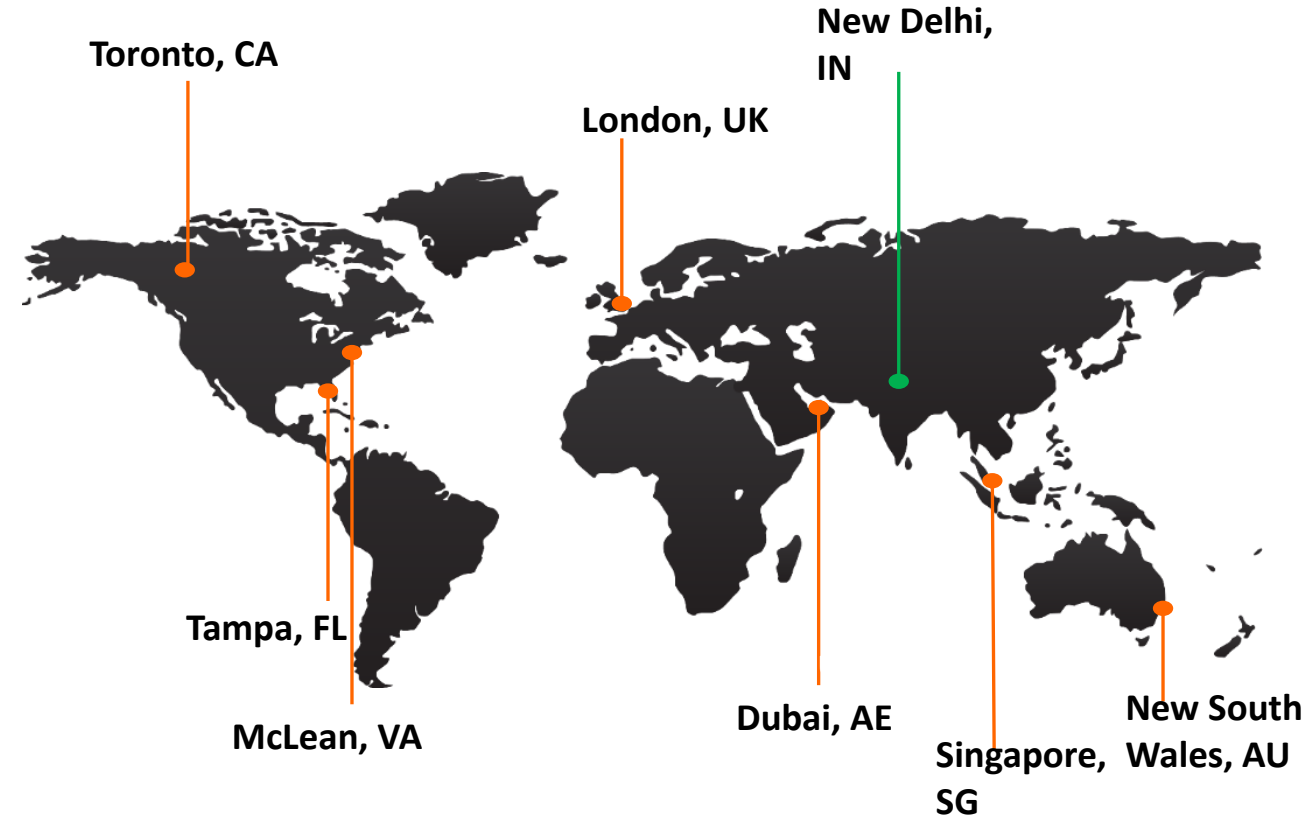
Strong Industry Recognition



44 Patent Filings



~3000 Employees



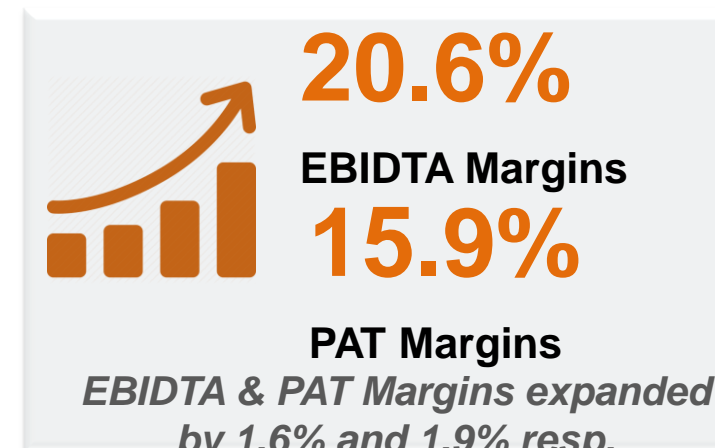
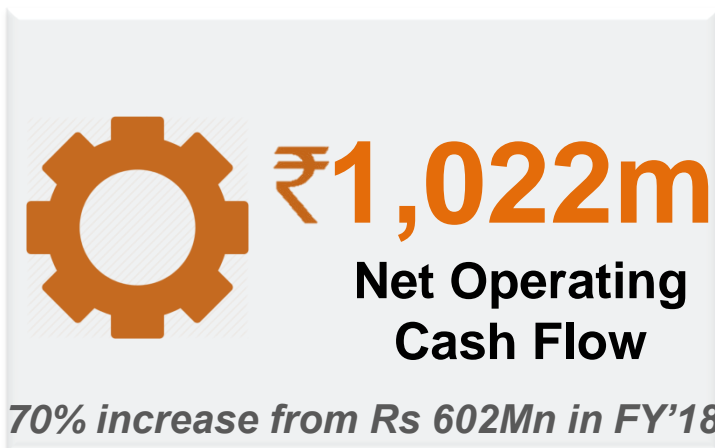
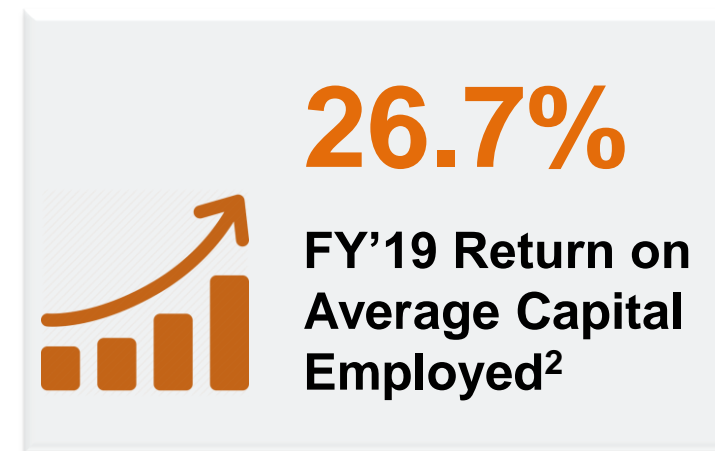
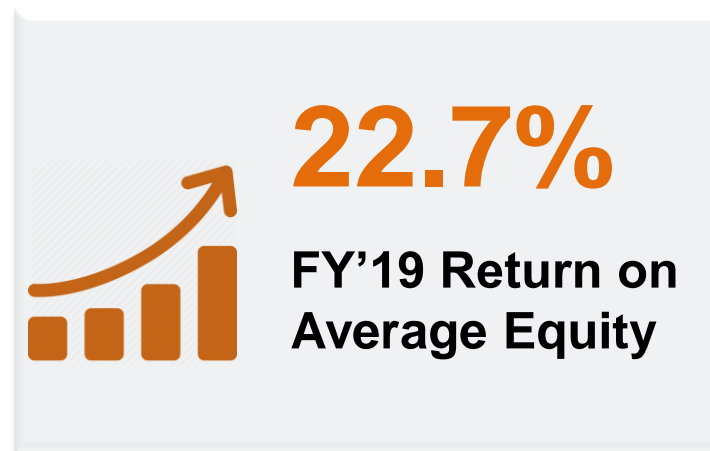
 **Global Offices**

 **HQ**

(1) Invoiced in the last 12 months
(2) All figures as of March 2019, except Employee figures which as as of Sep 2019

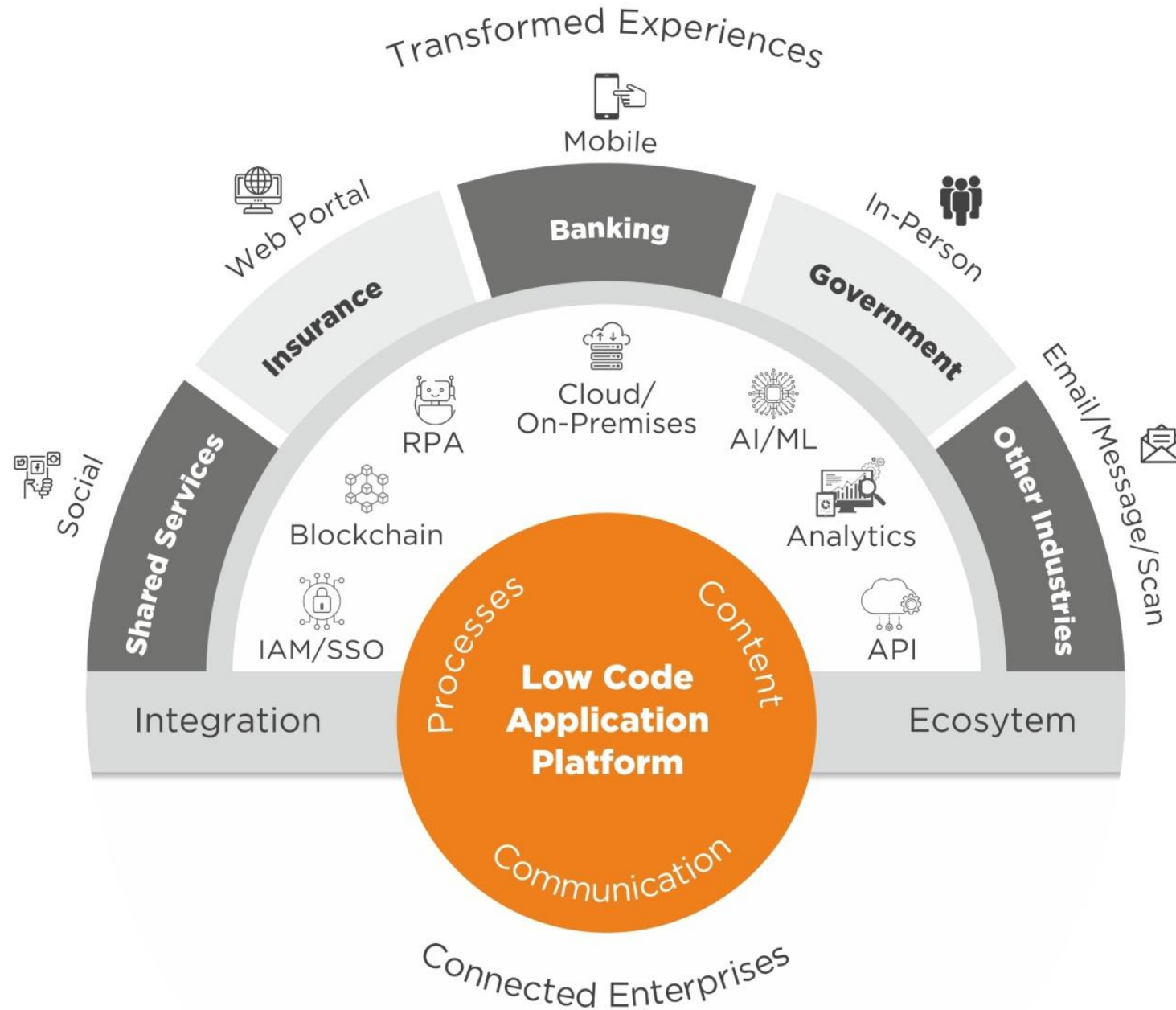
India Offices include Mumbai, Chennai, Bengaluru, Kolkata, Hyderabad, Noida, Gurugram, New Delhi

► Newgen* - 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)

► Our platform automates **Content, Processes, and Communication**



▶ and have **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	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
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

Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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

• The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave™ are trademarks of Forrester Research, Inc. The Forrester Wave™ is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

► Focused on Driving Innovation Through R&D

27 years of product DNA

Skilled R&D team with deep product domain expertise

Unified platform with modular deployment

Intuitive applications and scalable performance

SaaS delivery

7-8% of revenue spent on R&D annually

44 patents filings,
13 Granted⁽¹⁾

New Features

Intelligent Content Services

Low-Code Application Dev Platform

Collaborative Work Management

Digital Sensing

BlockChain

RPA

► Why Newgen?



Lower Total Cost of Ownership

A holistic and industry-recognized platform to manage content, processes & communication, enabling DX and CX initiatives



Modern Technologies and India Support

India connect for training and support on intelligent automation with RPA, mobile, social sensing, AI/ML, auto-classification, and analytics



Flexibility to Deal with Newgen

A pro-partner mindset and policies throughout the buying journey, including contracting, with adaptive pricing models



Low Code Rapid Development

A low code development environment for all, across all aspects of the unified platform



Smooth Migration to SaaS

Multiple cloud deployment models with industry-leading compliances and data support



Better Choice than Open Source

A commercially-viable company with enterprise-grade security (SOC2, WORM, HIPAA, PCI, HITRUST), hosting, and support model

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. 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



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



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

Australia Sales



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



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

US Sales



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

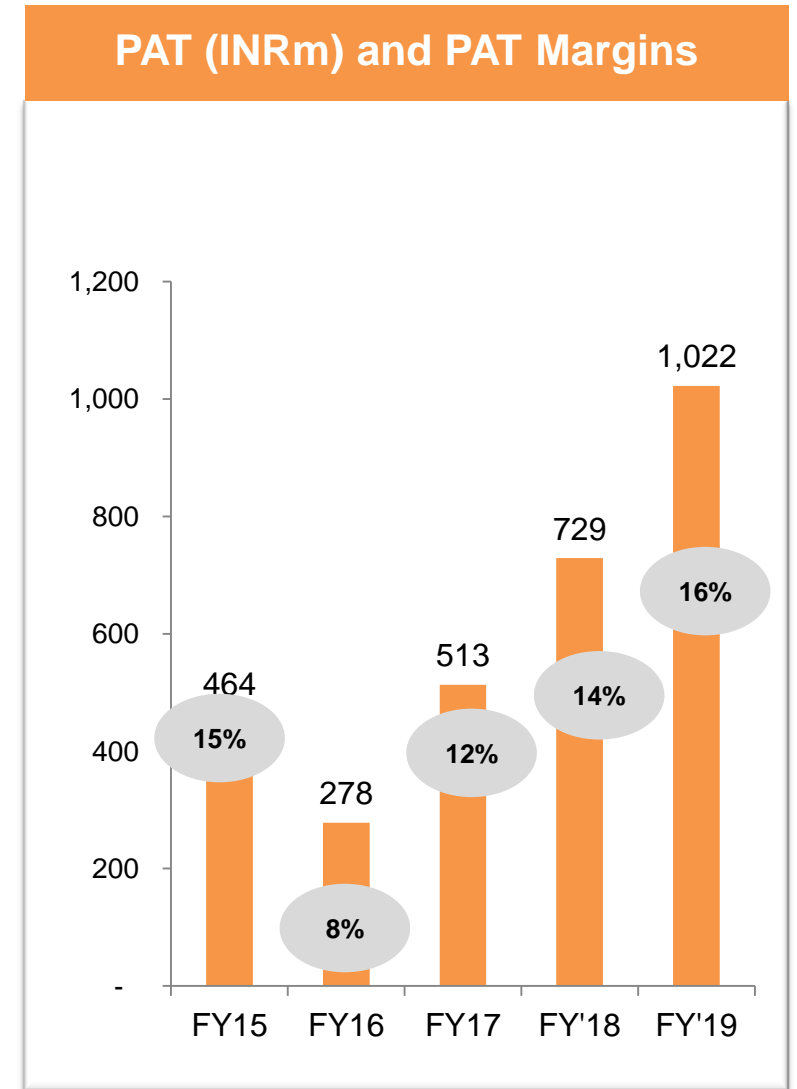
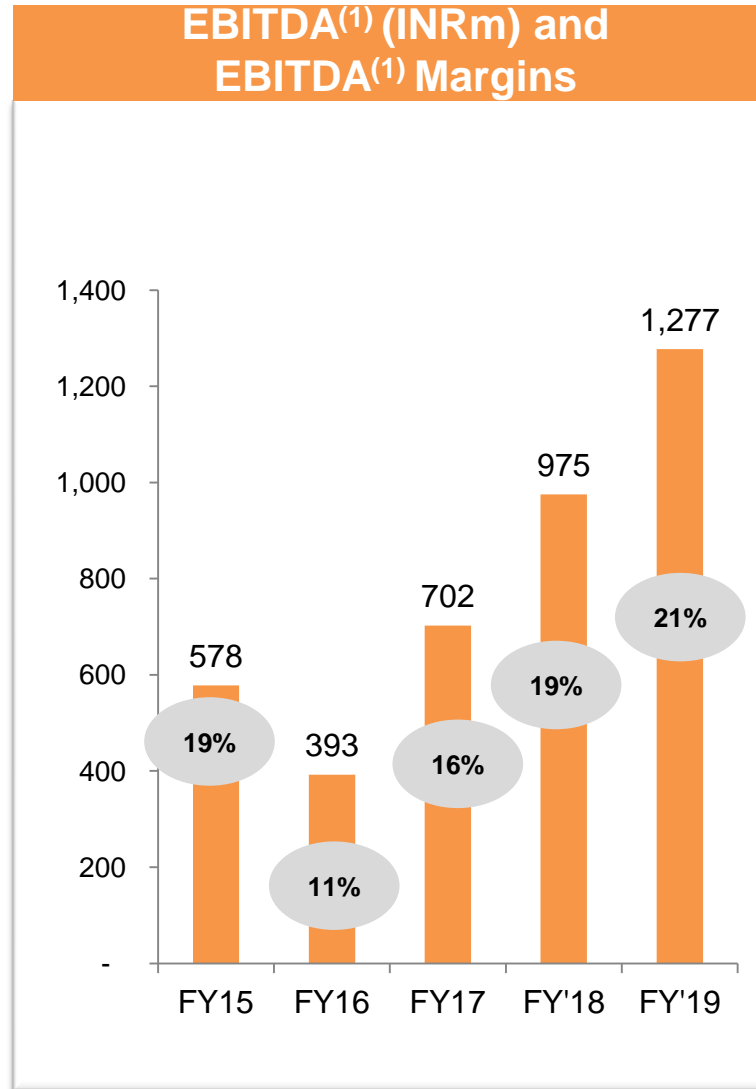
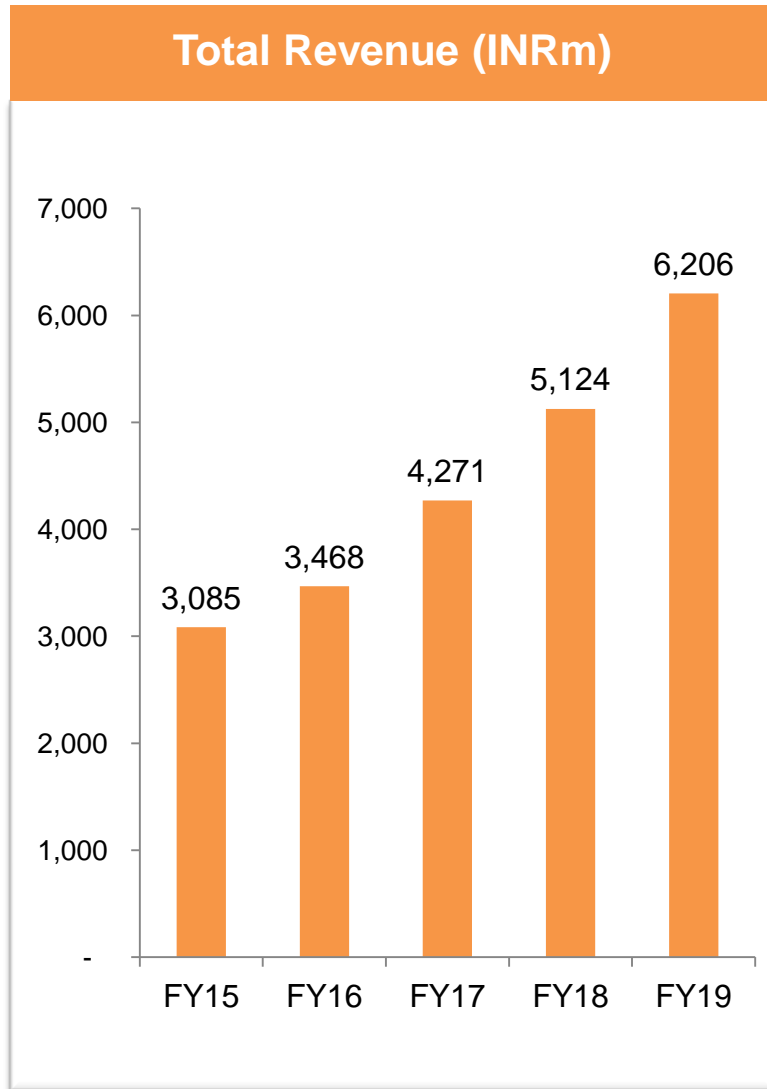
■ Founder-led management team with extensive experience

■ 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



Q3 FY'20 Results

► Financial Summary (Consolidated)

Particulars	Metrics	Q3FY20	Q3FY19	YoY	Q2FY20	QoQ	9M FY20	9M FY19	YoY
		(Unaudited)	(Unaudited)	Growth	(Unaudited)	Growth	(Unaudited)	(Unaudited)	Growth
Revenue (INR Mn)	Revenue from operations	1,850	1,605	15%	1,540	20%	4,699	4,167	13%
	Other Income *	40	42	-5%	48	-16%	118	179	-34%
	Total Income	1,890	1,648	15%	1,588	19%	4,817	4,345	11%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	358	268	34%	91	292%	527	482	9%
	Profit after tax	240	181	33%	42	468%	313	397	-21%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	19.4%	16.7%		5.9%		11.2%	11.6%	
	Profit after tax	12.7%	11.0%		2.7%		6.5%	9.1%	
EPS (INR)	Basic	3.48	2.66	31%	0.62		4.55	5.84	-22%
	Diluted	3.46	2.60	33%	0.61		4.51	5.71	-21%

Q3 FY'20

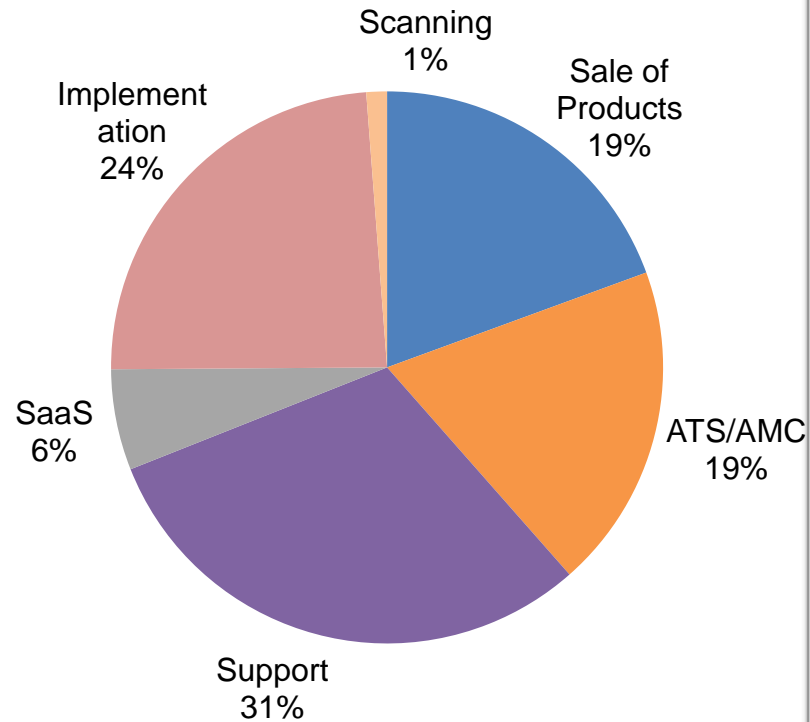
- Revenues at Rs 1,850Mn for Q3 FY'20; up 15% YoY. EMEA region has performed very well during the quarter.
- PAT at Rs 240Mn, up 33% YoY due to revenue growth and cost optimization

9M FY'20

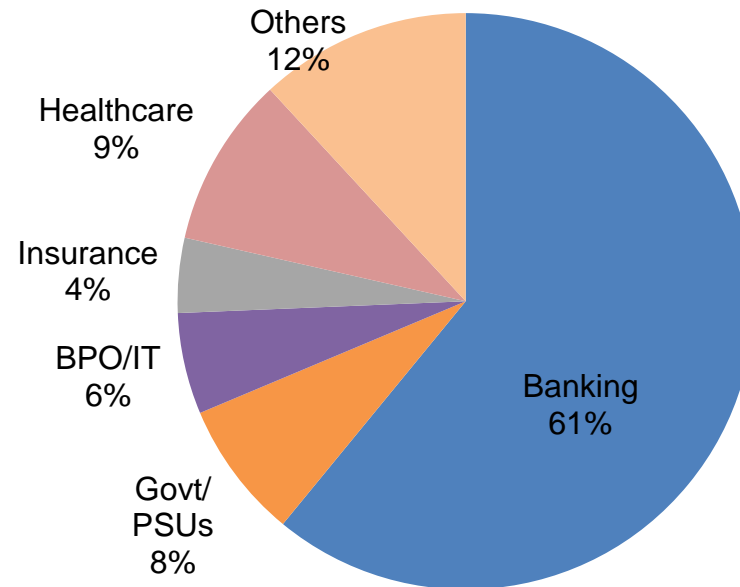
- Revenues at Rs 4,699Mn, up 13% YoY, Profit after tax down by 21% to Rs 313Mn on account of considerable lower other income and continued investments in R&D & Sales and Marketing efforts.

► Diversification Across Verticals and Geographies

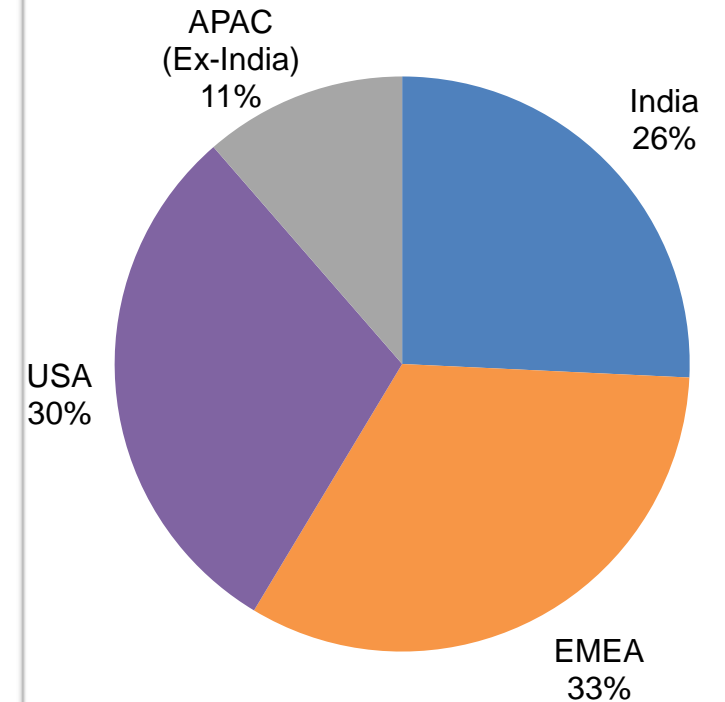
Q3 FY20 Revenue Split by Segment



Q3 FY20 Revenue Split by Vertical



Q3 FY20 Revenue Split by Geography



▶ New Logo Wins – Q3 FY'20

12

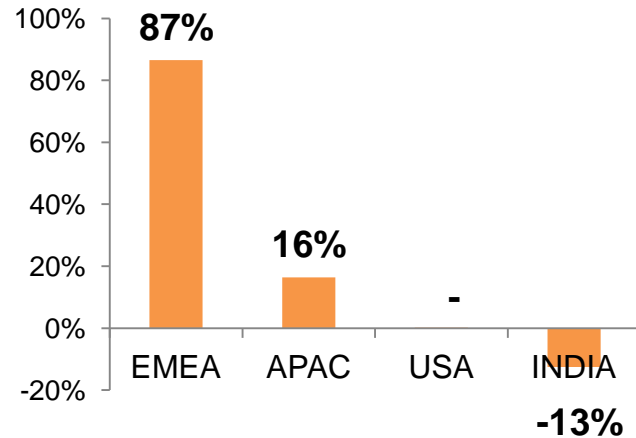
New Logo Wins
during Q3 FY'20

Major deals include:

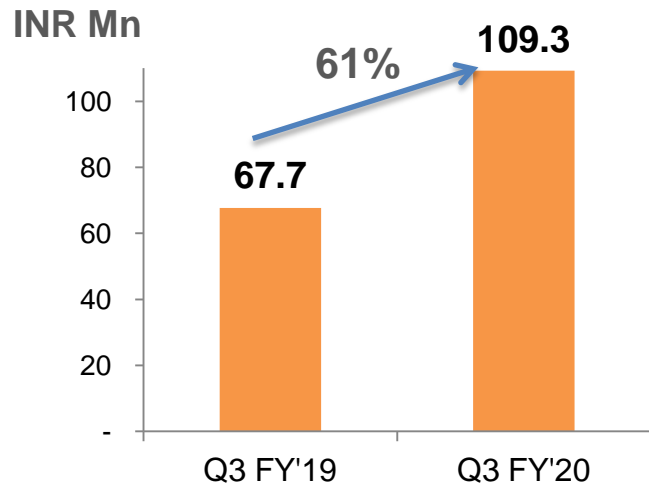
- Cloud deal with a full-service commercial bank based in Massachusetts
- A project with a government agency in Caribbean
- A large project with East Africa's largest commercial Bank
- Agreement with a reputed organization for all financial solutions in the Kingdom of Saudi Arabia
- Selection by a leading energy and environment solutions provider from India offering integrated innovative solutions in the areas of heating, cooling, power, water and waste management, air pollution control and chemicals.

► Business Highlights – Q3 FY'20

Revenue Growth – Q3 FY'20 (YoY)



Cloud/ SaaS Revenues



Product Development

✓ Company is ready with a new version of its product iBPS, a low code BPM platform for rapid application development. With this release and extended capabilities, Company expects to extend the solutions stack further across all verticals and get deeper and wider market presence.

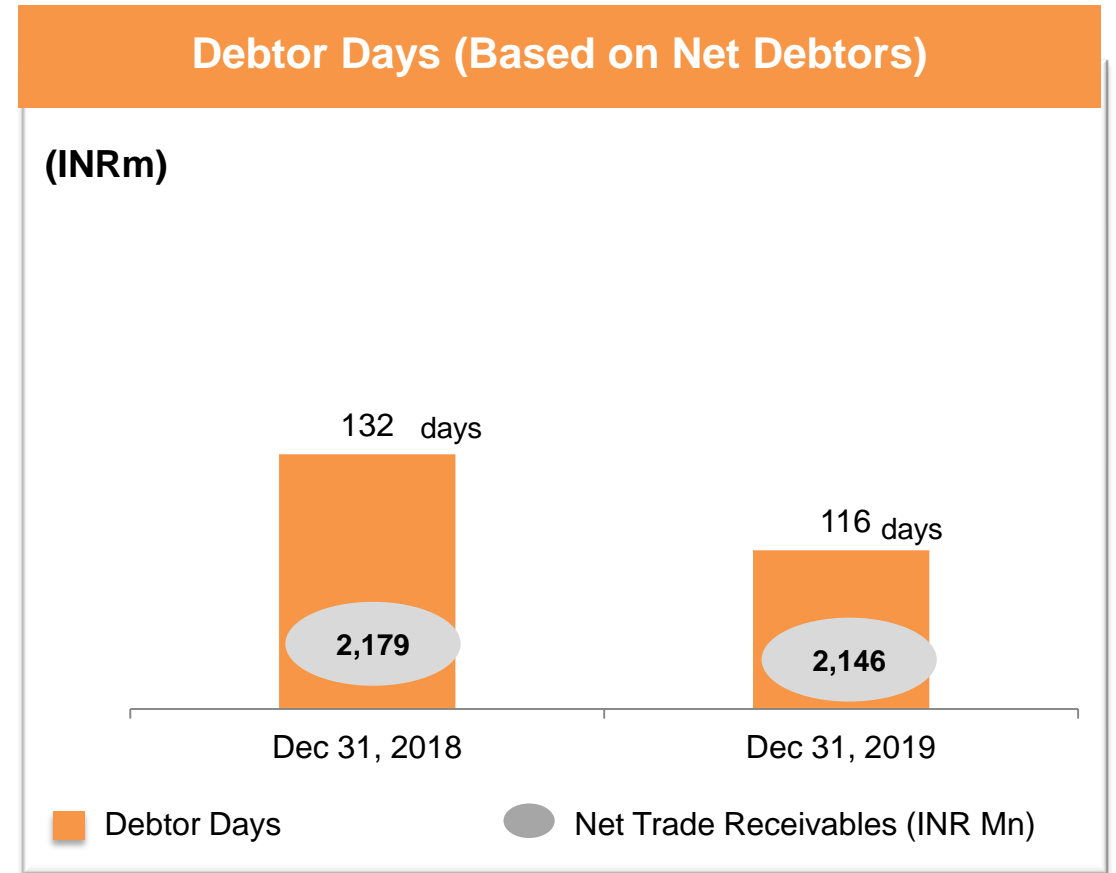
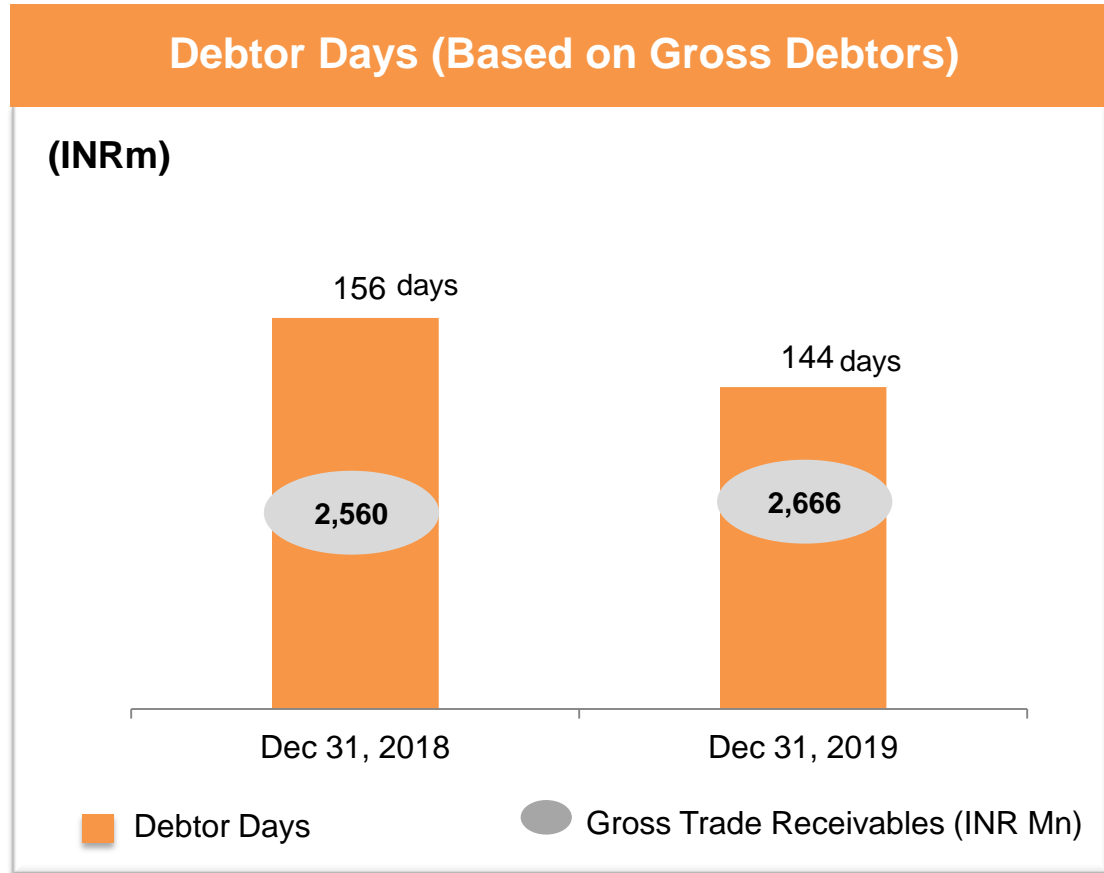
Analyst Recognitions:

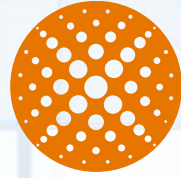
✓ Newgen has been positioned a “Challenger” in Gartner Magic Quadrant for Content Services Platforms, 2019, 30 October 2019, Michael Woodbridge et al.

Key Awards:

✓ Newgen also received Special Recognition at Dun & Bradstreet – RBL Bank SME Business Excellence Awards 2019

▶ Debtors Days





NEWGEN

Your Trusted Digital Transformation Partner



Thank you

www.newgensoft.com

**For any Investor Queries please
contact:**

Deepti Mehra Chugh

Head – Investor Relations

Phone: +91 11- 46 533 200

Mail : deepti.chugh@newgen.co.in

Disclaimer

This presentation may contain certain forward looking statements concerning Newgen Software Technologies' future business prospects and business profitability, which are subject to a number of 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. 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.