



May
2019

NEWGEN SOFTWARE

Reinvent Your Workplace

Q4 FY'19 and FY'19 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

► Digital Platform for a Connected Enterprise.....

Orchestrate with BPM

- Build agile, nimble and responsive enterprise
- Bridge business silos and integrate operations
- Empower people through automated and flexible processes



Engage with CCM

- Unify customer communication across functions
- Improve share of wallet through personalised messaging
- Enable customer acquisition and retention

Contextualize with ECM

- Digitize content and enable digital operations
- Deliver context to your processes and systems
- Enable omnichannel experience

▶with Enhanced Capabilities

- Respond to customer sentiment across channels
- Enable effective and scalable customer service operations

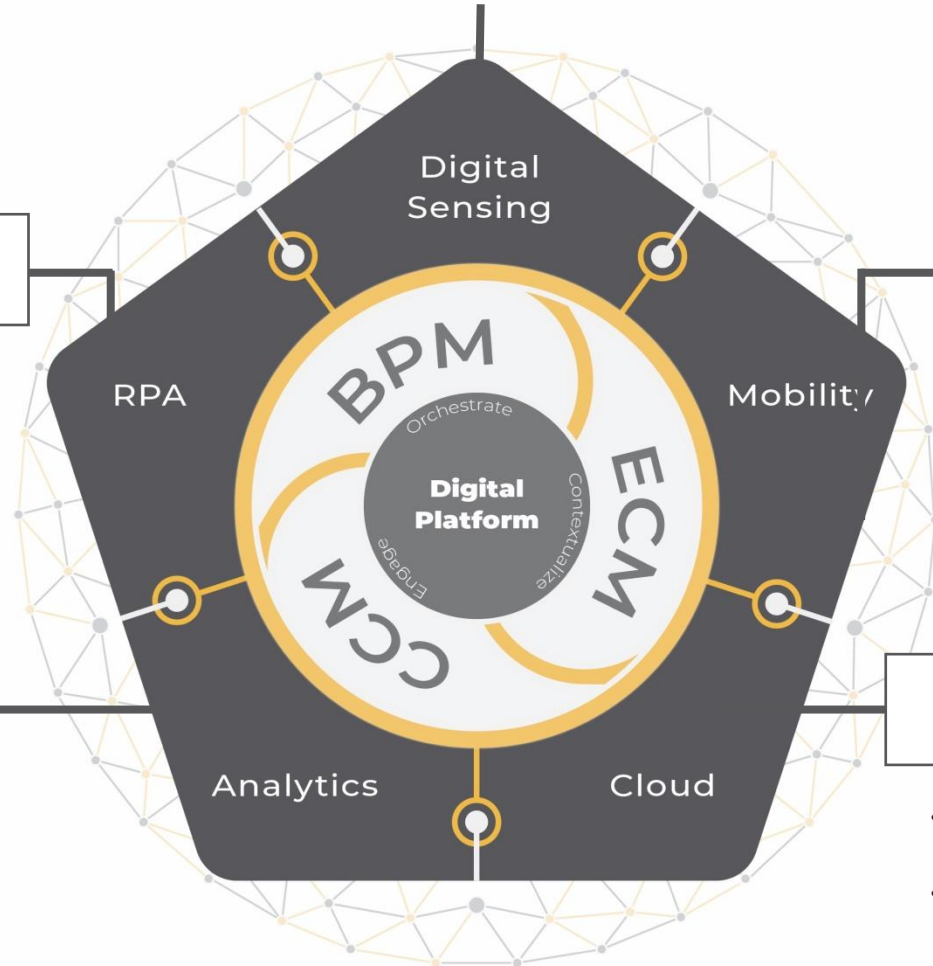
Sense and Respond with Digital Sensing

Last Mile Process Automation with Robotic Process Automation

- Deliver outcome-oriented processes through RPA-BPM integration
- Free up knowledge workers for intelligent decision making

Anytime-Anywhere Workplace with Enterprise Mobility

- Deliver infinite workplace through anytime-anywhere access
- Swiftly develop content & process apps on mobile



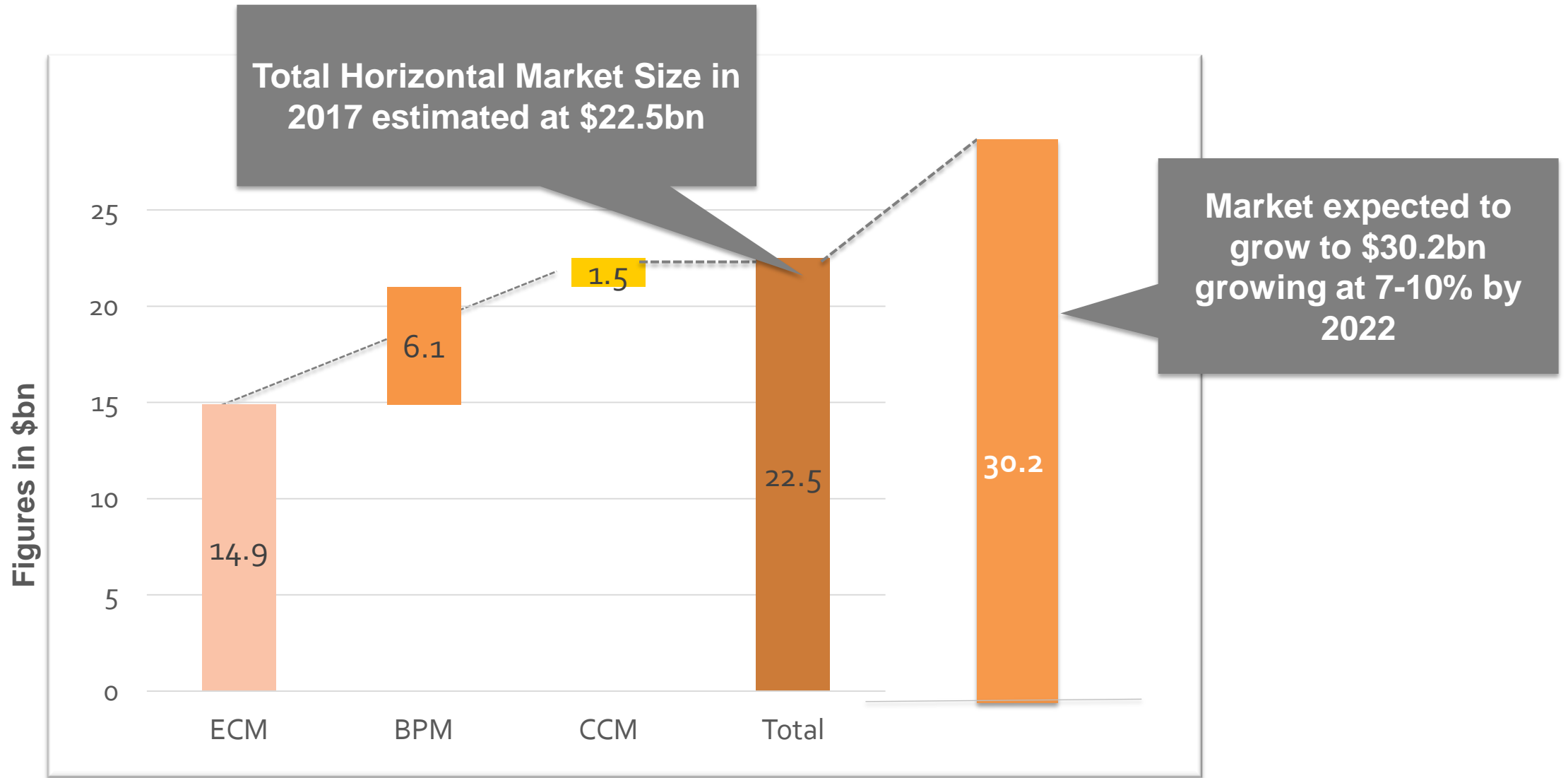
Smarter Decisions with Process and Content Analytics

- Enable intelligent operations through simulation & predictive guidance
- Deliver contextual content through intelligent search

Scale & Flexibility with Enterprise Cloud

- Establish scalable process infrastructure with cloud
- Enable flexibility and manageability with hybrid options

► Our Market Opportunity



► Newgen Overview*



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

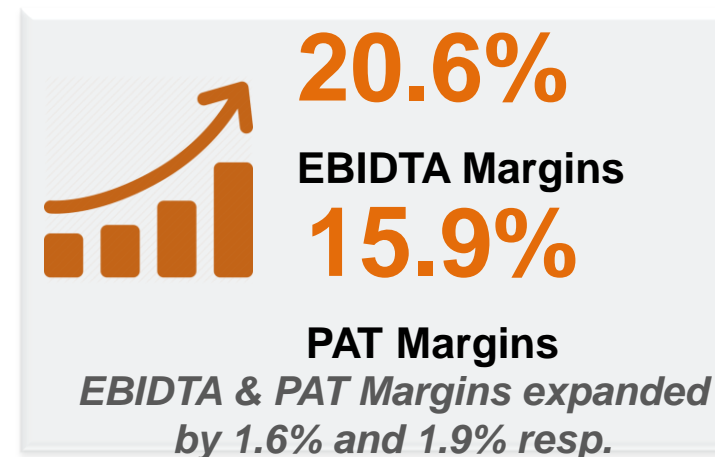
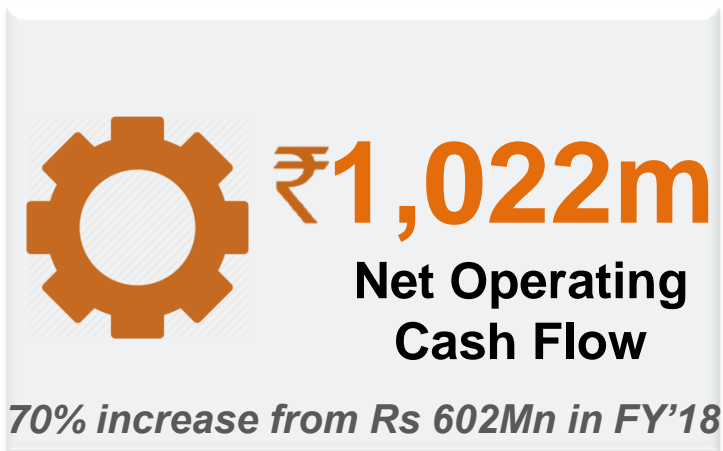
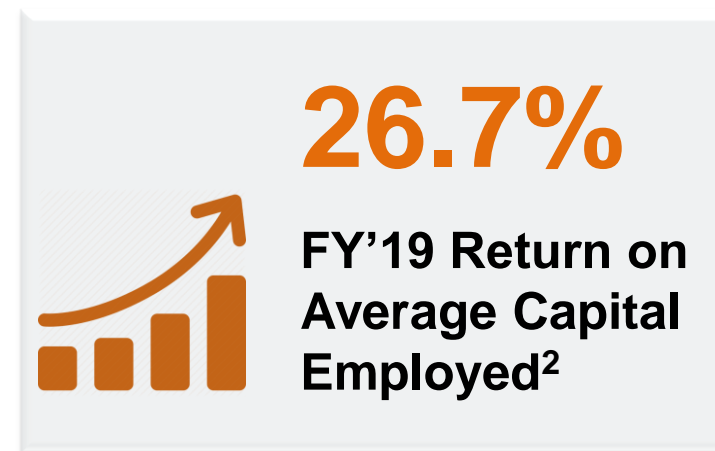
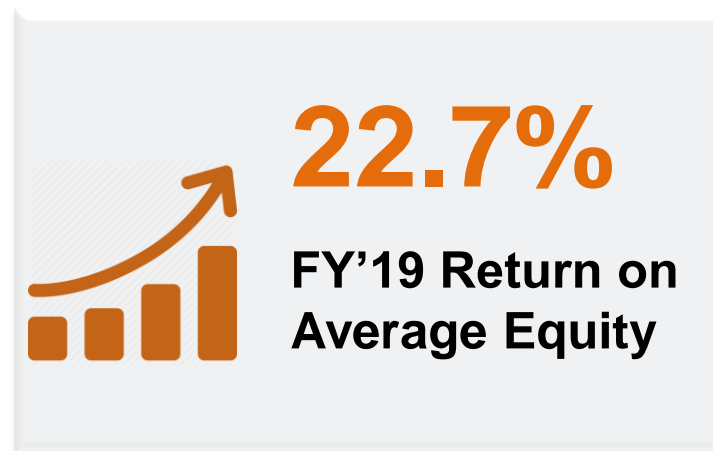


44
Patent Filings

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)

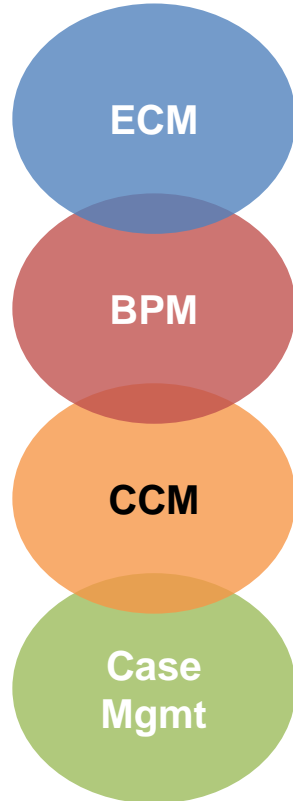


- 1) All figures as of March 2019
- 2) Adjusted for utilisation of IPO proceeds
- 3) Free Cash Flow = Net Operating Cash Flow – Capex (adjusted for utilisation of IPO proceeds)

▶ 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

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.

▶ Driving Innovation Through R&D to Expand Product Portfolio



320+

R&D Employees



44

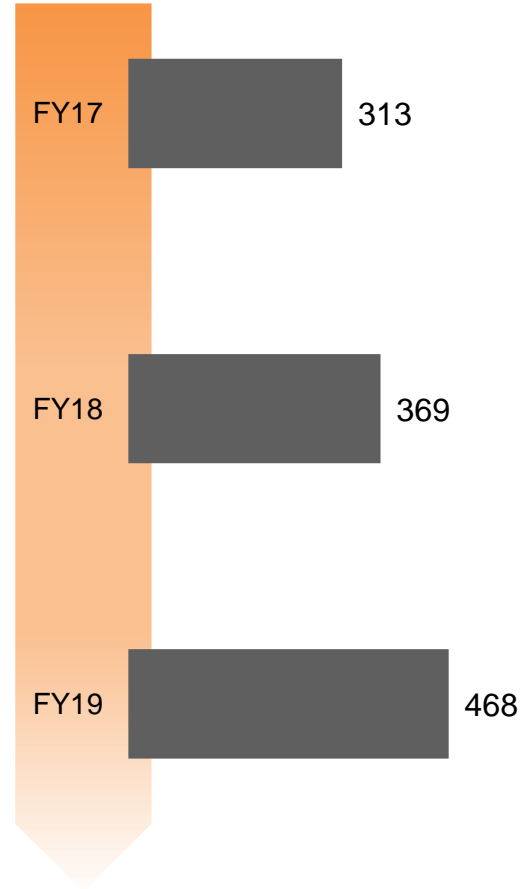
Patents Filings⁽¹⁾

(with 11 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

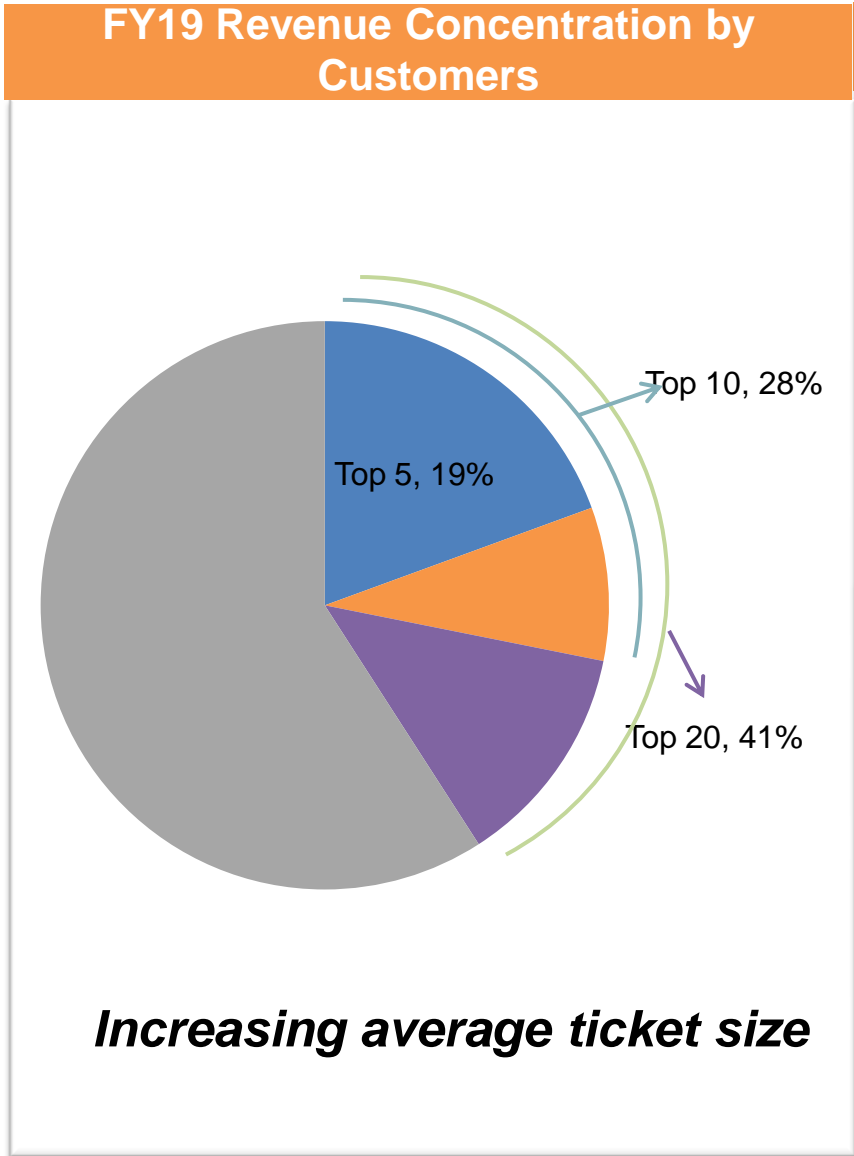
Strategy Across Regions and Verticals is Based on Direct Presence Supported by Partner Ecosystem

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

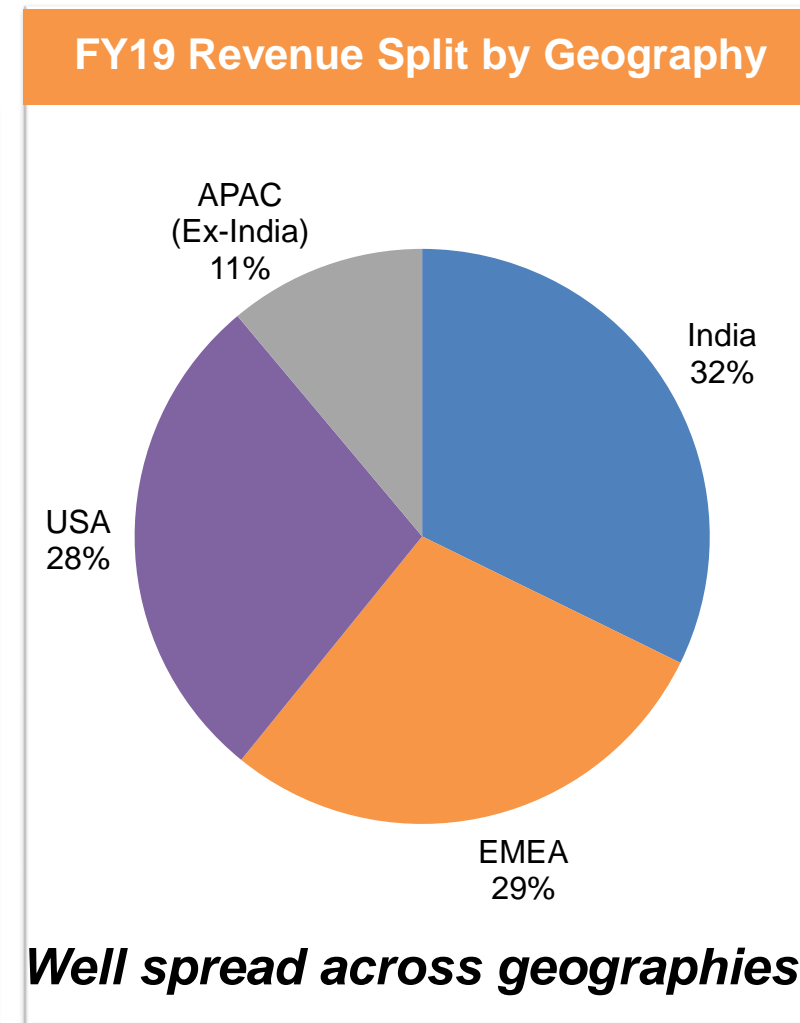
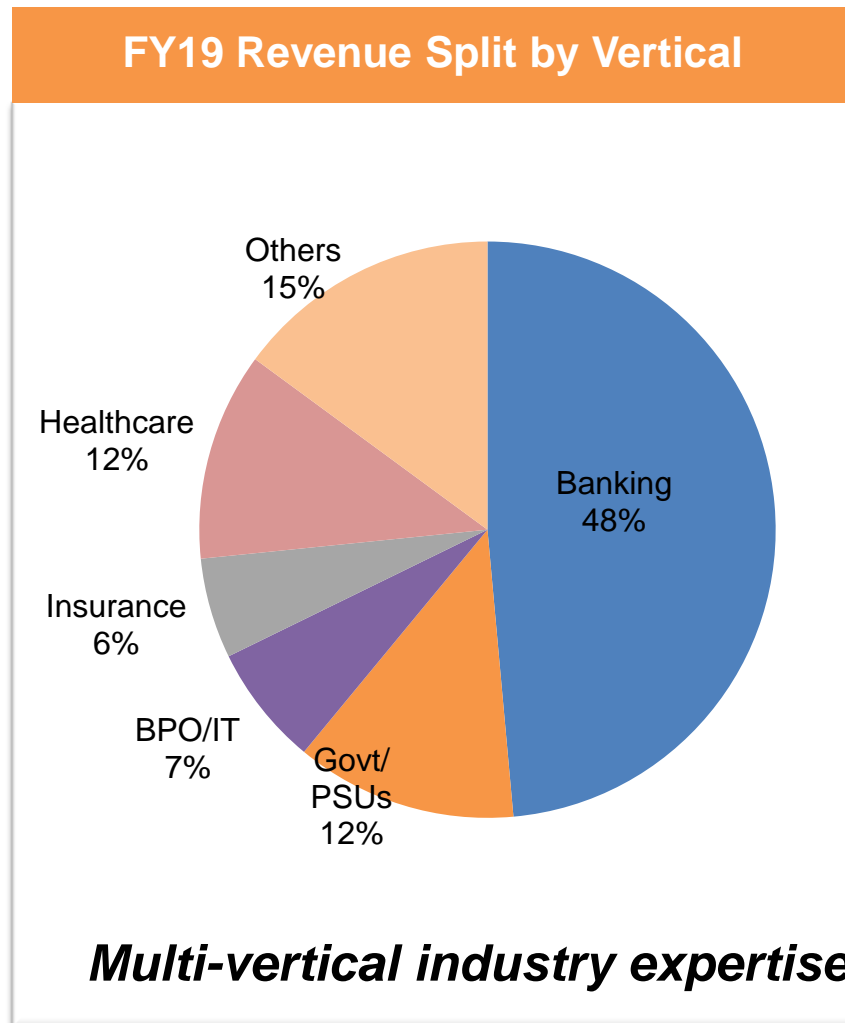


- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase facilitates seamless creation of new applications
- Targeting attractive verticals in select mature markets including USA and UK
- Exploring new geographies - expanding in the Australian market

► Focus on larger deal sizes in FY'19



► Diversification Across Verticals and Geographies



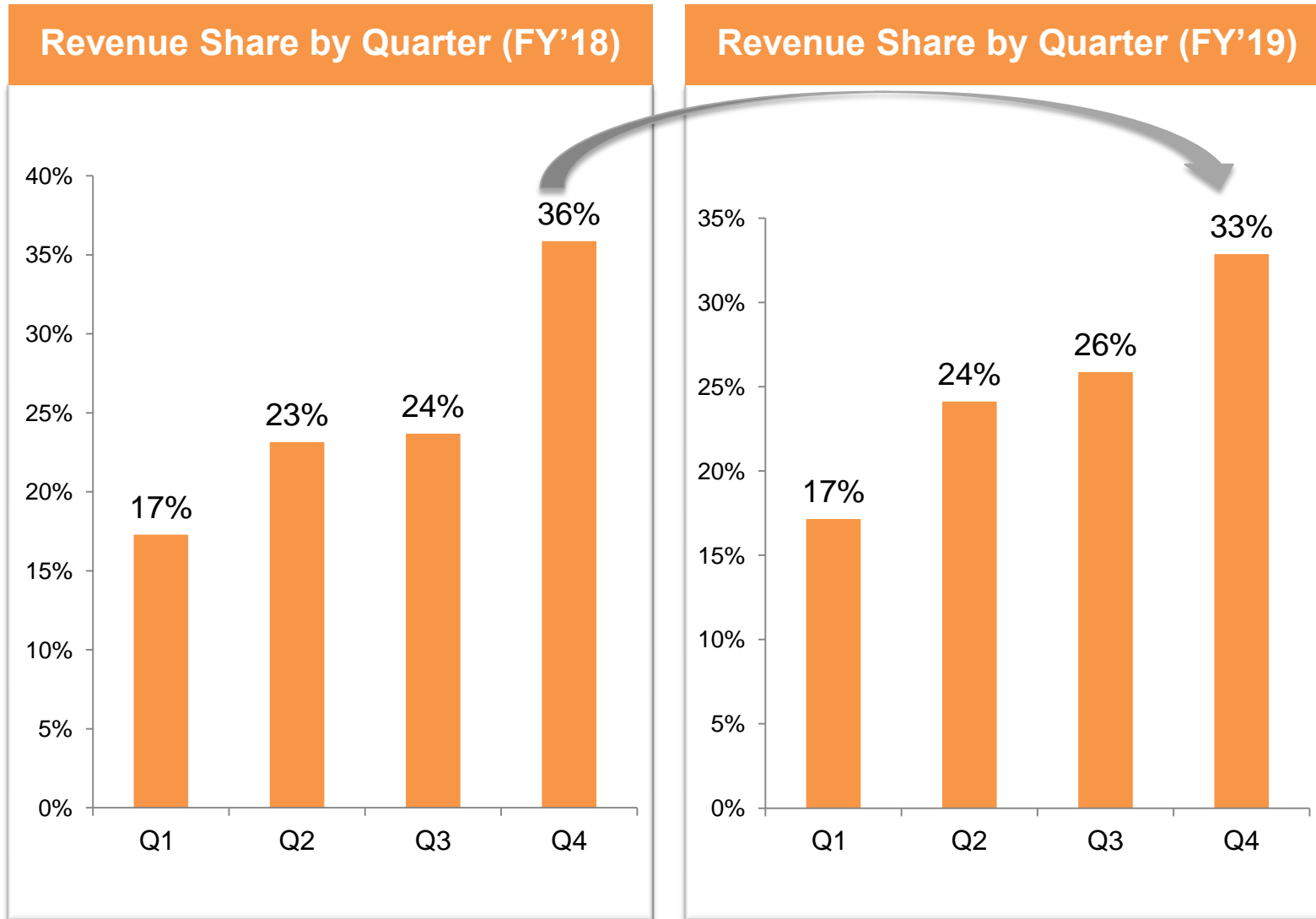
Multiple Revenue Streams

	<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

► Shift in Seasonality



Increase in Annuity Revenues including Cloud leading to normalization of seasonal variations

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

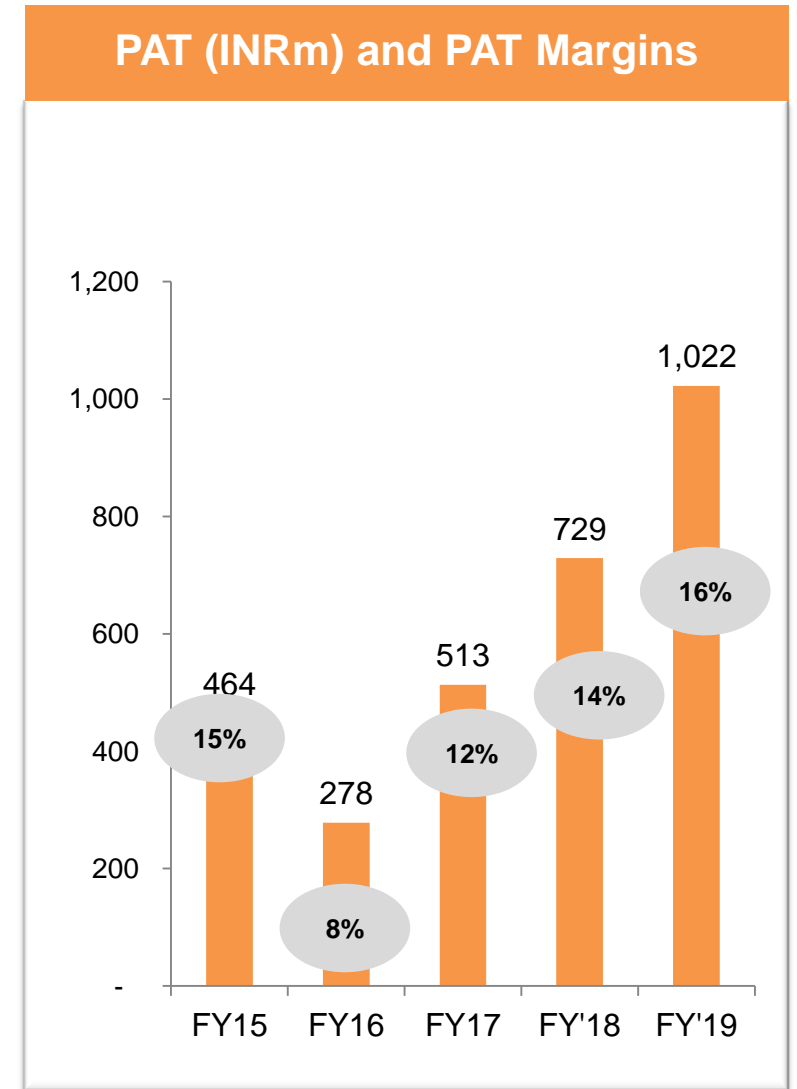
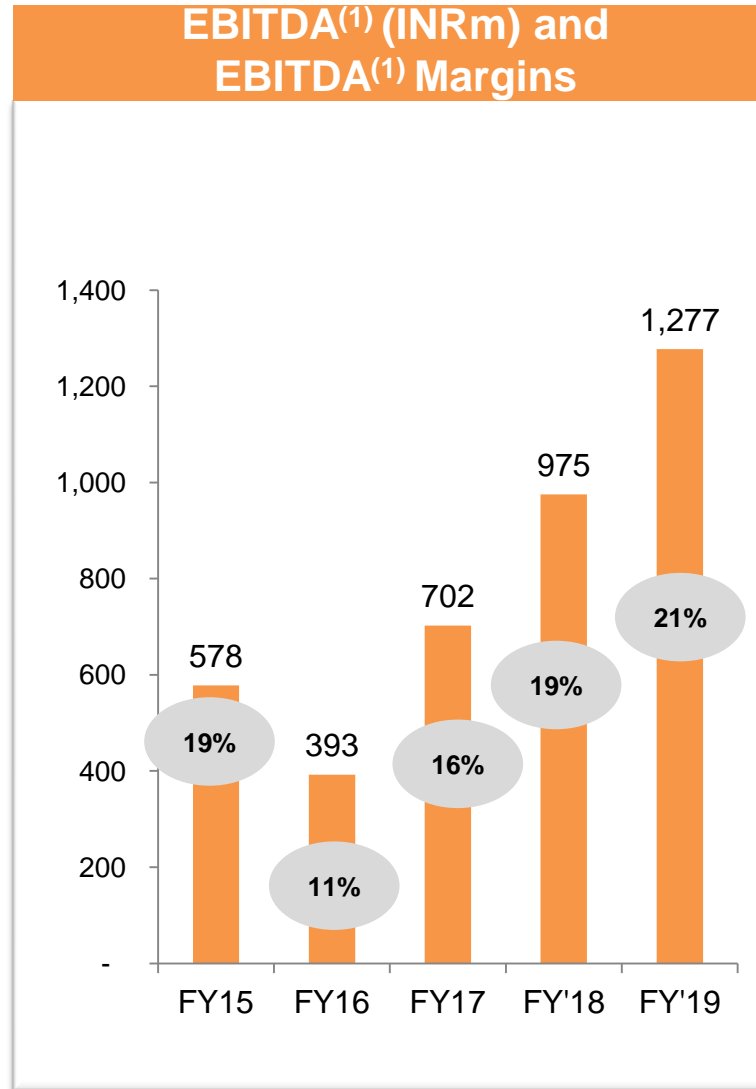
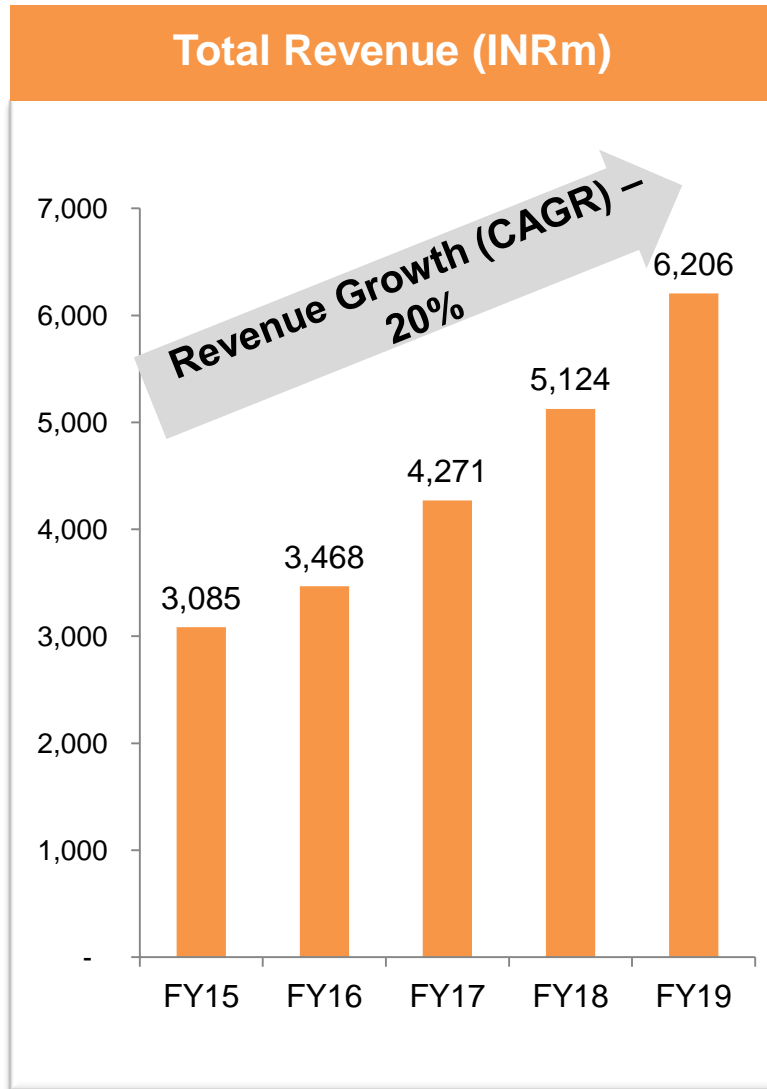
■ Founder-led management team with extensive experience

■ 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



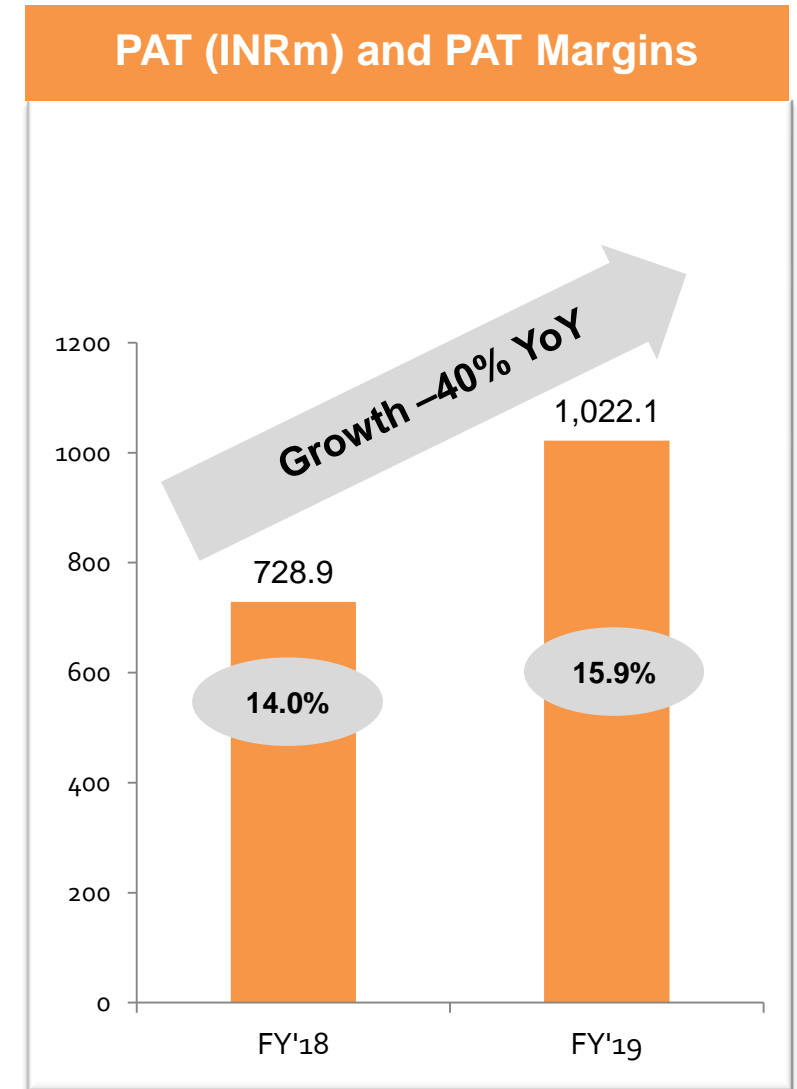
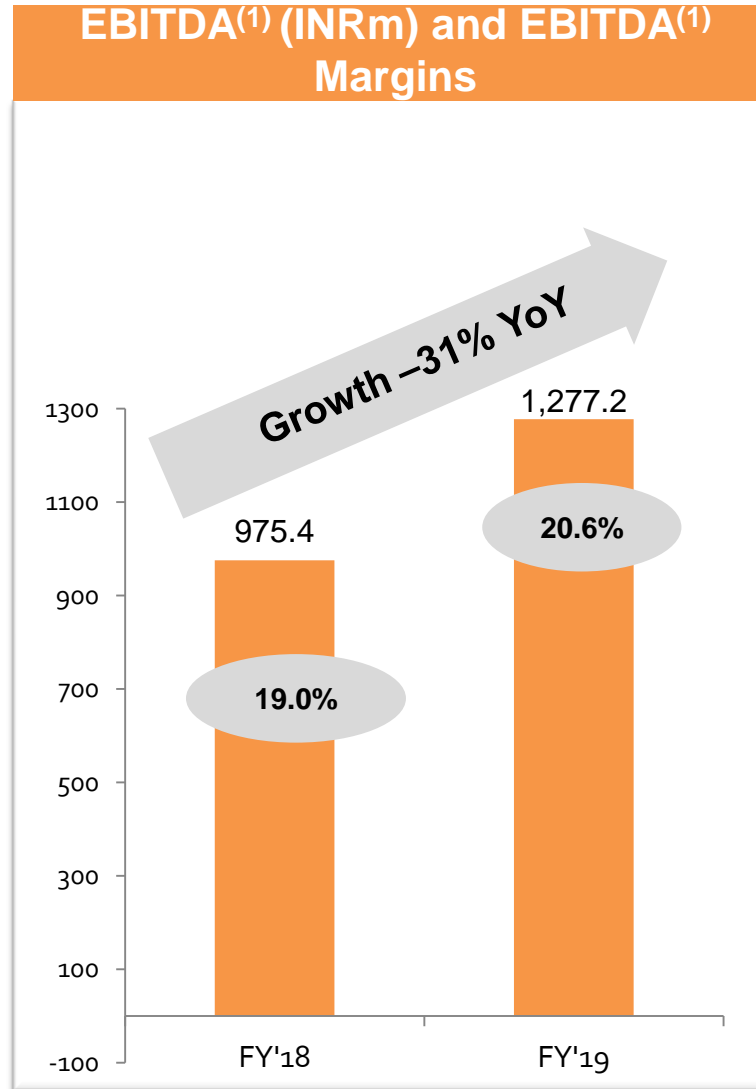
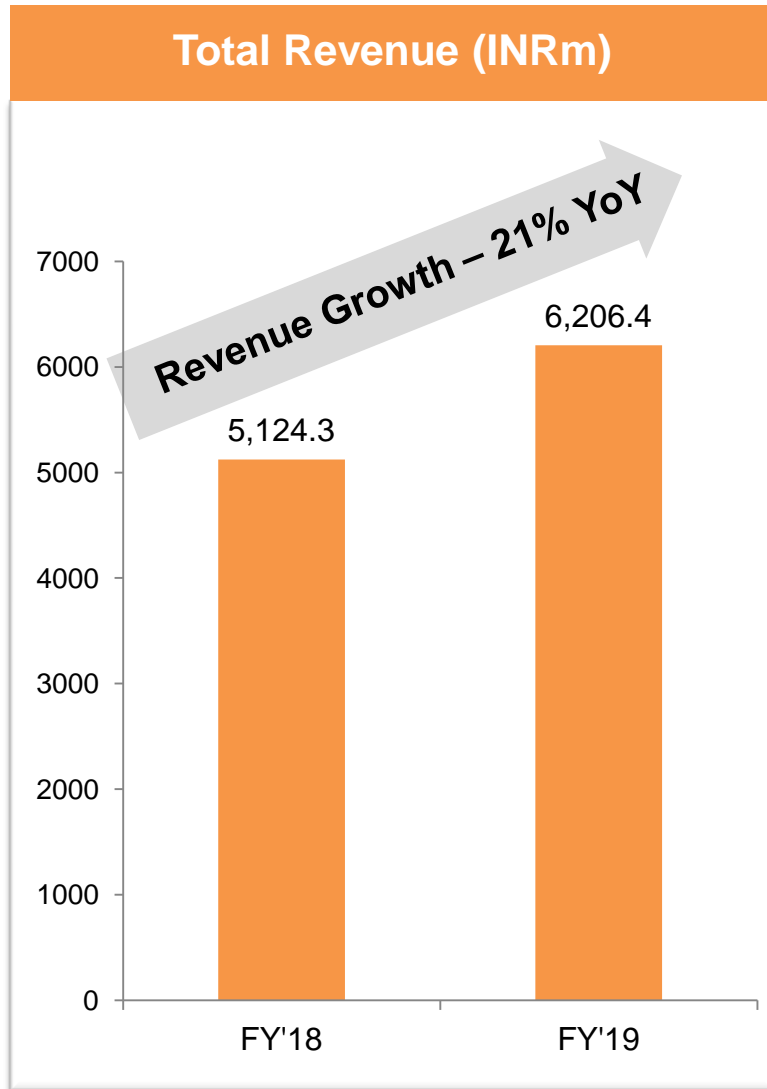
Continued Growth Momentum in Revenues and Profitability

(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



Q4 FY'19 & FY'19 Results

► Financials at a Glance – FY'19 v/s FY'18



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'

► Financial Summary (Consolidated)

Particulars	Metrics	Q4FY19	Q4FY18	YoY	Q3FY19	QoQ	FY19	FY18	YoY
		(Unaudited)	(Unaudited)	Growth	(Unaudited)	Growth	(Unaudited)	(Unaudited)	Growth
Revenue (INR Mn)	Revenue from operations	2,039.7	1,838.3	11%	1,605.4	27%	6,206.4	5,124.3	21%
	Other Income	25.2	26.7	-6%	42.4	-41%	203.8	76.1	168%
	Total Income	2,064.9	1,865.0	11%	1,647.8	25%	6,410.2	5,200.4	23%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	795.5	768.2	4%	267.7	197%	1,277.2	975.4	31%
	Profit before tax	787.2	759.4	4%	266.6	195%	1,335.8	941.3	42%
	Profit after tax	625.1	594.6	5%	180.6	246%	1,022.1	728.9	40%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	39.0%	41.8%		16.7%		20.6%	19.0%	
	Profit before tax	38.1%	40.7%		16.2%		20.8%	18.1%	
	Profit after tax	30.3%	31.9%		11.0%		15.9%	14.0%	
EPS (INR)	Basic	9.18	9.33	-2%		2.66	15.01	11.44	31%
	Diluted	9.02	9.10	-1%		2.60	14.74	11.15	32%

Q4 FY'19

- Seasonality variations across quarters are tending towards normalization. Revenues up by 11% YoY

FY'19

- Revenues reached Rs 6,206.4Mn for FY'19; witnessing a 21% YoY growth
- Profit after tax reached Rs 1,022.1Mn; witnessing a 40% YoY growth
- Expansion of profit margins

▶ New Logo Wins – FY'19

81

New Logo Wins
during FY'19

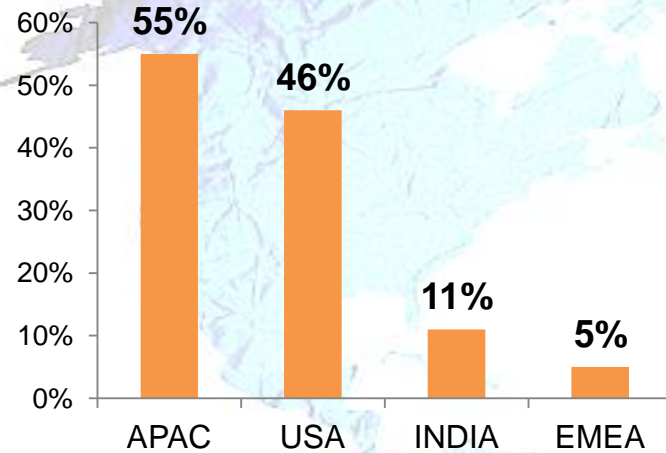
Major deals include:

- The National Records and Archives Authority (NRAA) of the Sultanate of Oman has selected Newgen and its front-end partner Bahwan IT LLC to deploy solutions which will modernize electronic document and records management system at NRAA and 17 other government agencies.
- Received major license order from a large government defence organisation in India
- License Agreement with a savings bank based in Philippines
- License Agreement with a key government organisation in Singapore
- **39** new logo wins of over Rs 1 crore during the year
- **21** new deals in the Americas region

► Significant Wins – FY'19

APAC and USA regions on a stronghold:

Revenue Growth – FY'19 (YoY)



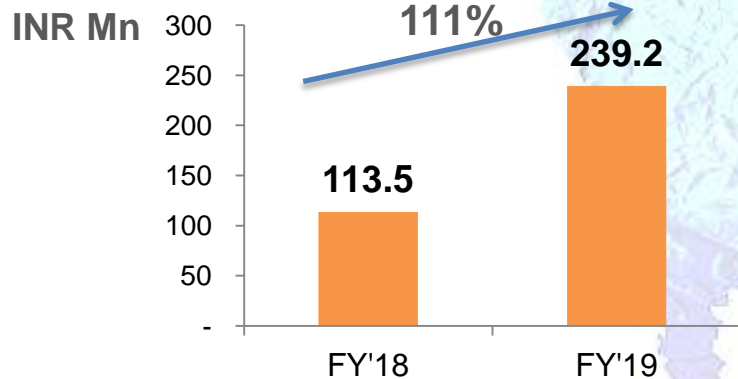
APAC & EMEA Region

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

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

Cloud/ SaaS Revenues



India

- Executed an agreement with a global technology player for supply of software licenses and related services.

Robust Cloud Business Performance

► Business Highlights – Q4 FY'19

Strong Industry Recognition continues:

- ✓ Gartner has cited Newgen as a 'Niche Player' in the Gartner Magic Quadrant for Intelligent Business Process Management Suites (iBPMS) 2019*
- ✓ Positioned as a 'Strong Performer' in The Forrester Wave™: Digital Process Automation For Wide Deployments, Q1 2019**

Continued focus on product and innovation:

- ✓ Issuance of Patent "*A Method and System for Automatic Data Extraction*" empowering organizations to extract handwritten information from documents.
- ✓ Issuance of Patent "*Automated Identification of Nature of a User in a Network Based System*" enabling organizations to automatically identify whether a user visiting their website is a robot or a human, with the help of a video captcha or an animated captcha.
- ✓ Issuance of Patent "*Integrated and Automatic Generation of Carbon Credits*" - a carbon credit analyzer coupled with the process management unit, which helps organizations automatically estimate costs & savings associated with the processing of documents. These savings are then converted to equivalent carbon credits.

* Gartner Magic Quadrant for Intelligent Business Process Management Suites (iBPMS) 2019 by Rob Dunie, Derek Miers, Jason Wong, Marc Kerremans, Kimihiko Iijima and Paul Vincent, published on Jan 30, 2019. 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.

**The Forrester Wave™: Digital Process Automation For Wide Deployments, Q1 2019, authored by Rob Koplowitz and John Rymer et al.

► Business Highlights – Q4 FY'19

Improved positioning through global alliance:

- ✓ Announced a global strategic alliance with Kodak Alaris providing customers and channel partners with access to best-in-class solutions to help organizations drive digital business. Under the agreement, Newgen and Kodak Alaris will expand, connect and grow their network by jointly recruiting partners with similar profiles to help sell their solutions.

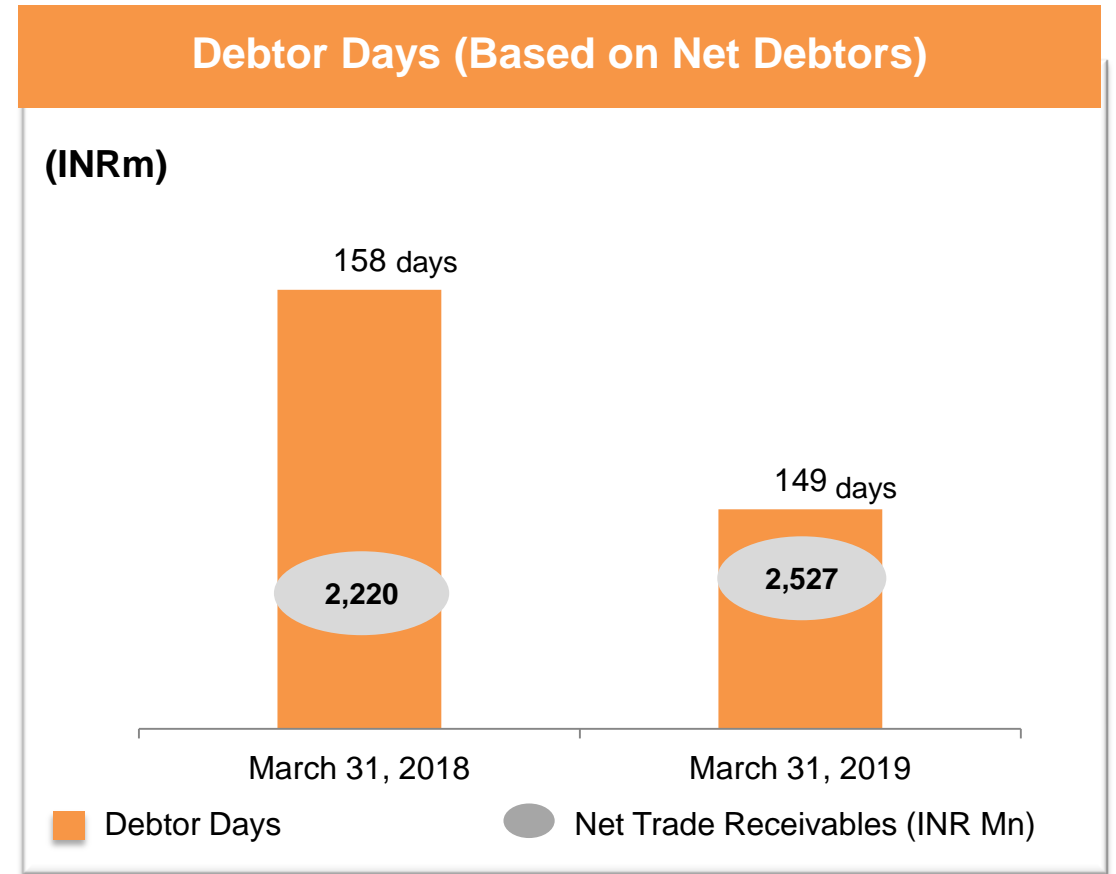
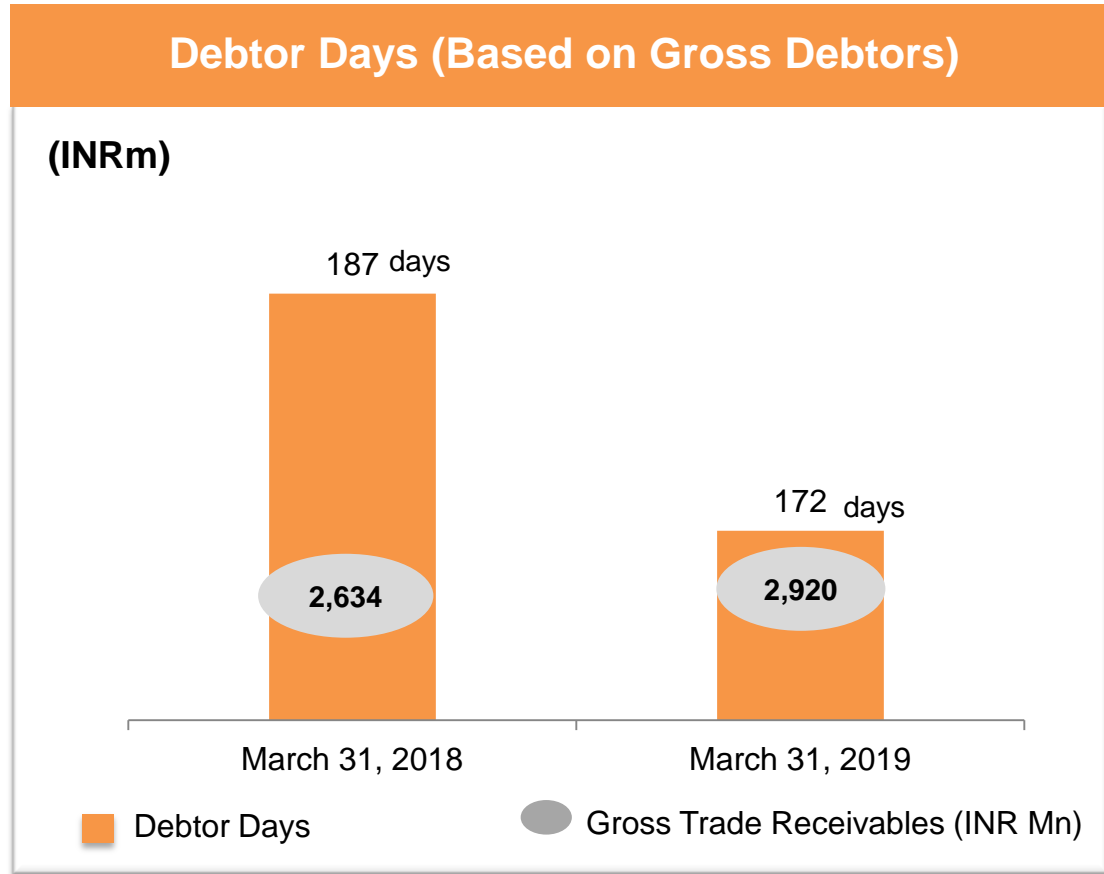
Key Awards:

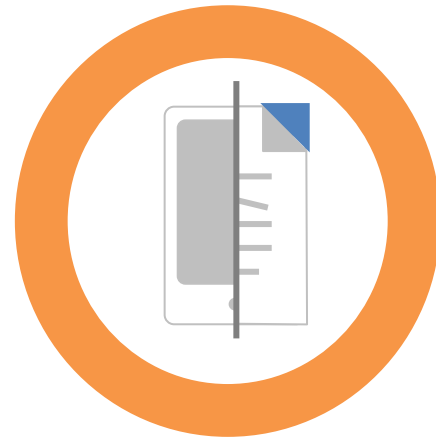
- ✓ Winner in the Medium Enterprises - Service Industry category for the 'FE CFO of the year' award which recognizes excellence and best practices amongst organizations and individuals.

Utilization of IPO Proceeds:

- ✓ Executed an Agreement for purchase of office premises in Noida, Uttar Pradesh, total admeasuring 4,067 sq. mtrs.
- ✓ Total utilization of IPO proceeds Rs 514.5Mn out of net proceeds of Rs 845.9Mn

▶ Debtors Days





Annexure

▶ P&L Statement

(All amounts in INRm, except per share data and unless otherwise stated)	Q4 FY 2019 (Unaudited)	Q4 FY 2018 (Unaudited)	Q3 FY 2019 (Unaudited)	FY 2019 (Unaudited)	FY 2018 (Unaudited)
Revenue					
Revenue from operations	2,039.7	1,838.3	1,605.4	6,206.4	5,124.3
Other income	25.2	26.7	42.4	203.8	76.1
Total revenue	2,064.9	1,865.0	1,647.8	6,410.2	5,200.4
Expenses					
Employee benefits	746.1	654.9	757.9	2,879.9	2,488.8
Finance costs	18.6	20.1	28.2	85.4	52.1
Depreciation and amortisation	15.0	15.5	15.3	59.8	58.1
Other expenses	498.1	415.1	579.7	2,049.3	1,660.1
Total expenses	1,277.7	1,105.6	1,381.2	5,074.4	4,259.1
Profit before tax	787.2	759.4	266.6	1,335.8	941.3
Tax expenses	162.1	164.8	86.0	313.7	212.5
Current tax	158.4	80.4	90.4	299.4	169.5
Deferred tax (credit)/charge	3.6	84.4	-4.4	14.3	43.0
Profit after tax for the year	625.1	594.6	180.6	1,022.1	728.9
Other comprehensive income/(loss) for the year, net of income tax	-10.9	1.3	-16.0	2.8	8.2
Total comprehensive income for the year	614.2	595.9	164.6	1,024.9	737.1
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	9.18	9.33	2.66	15.01	11.44
Diluted earning per share	9.02	9.10	2.60	14.74	11.15

► Balance Sheet

(All amounts in INRm, except per share data and unless otherwise stated)	31-Mar-19	31-Mar-18
Assets		
Non-current assets	1,882.6	1,288.8
Property, plant and equipment	676.3	675.8
Capital work-in-progress	832.1	165.9
Intangible assets	13.1	9.0
Financial assets		
Loans	36.2	29.6
Other financial assets	32.3	55.5
Deferred tax assets	178.4	189.3
Income tax assets	99.7	128.1
Other non-current assets	14.5	35.6
Current assets	5,543.4	4,801.4
Financial assets		
Investments	516.6	502.2
Trade receivables	2,526.9	2,220.2
Cash and cash equivalents	1,577.5	1,454.8
Other bank balances	213.9	
Loans	4.5	31.7
Other financial assets	627.6	517.7
Other current assets	76.5	74.8
Total	7,426.0	6,090.2

(All amounts in INRm, except per share data and unless otherwise stated)	31-Mar-19	31-Mar-18
Equity & Liabilities		
Equity	4,967.1	4,052.2
Share capital	684.6	678.8
Other equity	4,282.5	3,373.4
Non-current liabilities	296.9	298.1
Borrowings	102.9	131.7
Deferred tax liabilities	1.1	1.1
Provisions	192.9	165.3
Current liabilities	2,162.1	1,739.9
Financial liabilities		
Borrowings	677.3	494.6
Trade payables	216.1	229.2
Other financial liabilities	388.1	362.4
Deferred Income	679.5	494.3
Other current liabilities	157.9	137.2
Short-term provisions	43.3	22.1
Total	7,426.0	6,090.2



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.