



NEWGEN

Newgen Software Technologies Limited

CIN: L72200DL1992PLC049074

E-44/13, Okhla Phase-II, New Delhi-110 020, INDIA

Tel: +91-11-4653 3200 Fax : +91-11-2638 3963

Email: corpmtg@newgensoft.com URL: <https://newgensoft.com>

Date: 15th May, 2019

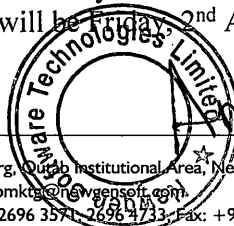
To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra- Kurla Complex Bandra (E), Mumbai – 400051
Ref.: Newgen Software Technologies Limited (NEWGEN/INE619B01017) Scrip Code - 540900	Ref.: Newgen Software Technologies Limited (NEWGEN/INE619B01017)

Sub.: Outcome of Board Meeting held on 15th May, 2019

Dear Sir/ Ma'am,

This is to inform you that the Board of Directors of the Company at its meeting held today i.e. Wednesday, 15th May, 2019 which commenced at 10:30 A.M. and concluded at 1:15 P.M., has inter-alia:

1. Approved the Audited Standalone and Consolidated Financial Results of the Company for the Quarter and the Financial Year ended 31st March, 2019. Accordingly, pursuant to Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the above-mentioned Financial Results along with Auditors' Reports thereon, Press Release, Investor Presentation and a Declaration by Chief Financial Officer of the Company under Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
2. Approved to convene 27th Annual General Meeting ("AGM") of the Company on 7th August, 2019.
3. Recommended a dividend of ₹ 3/- (Rupees three only) per Equity Share of ₹ 10/- each of the Company for the financial year 2018-19, for the approval of the Shareholders in the ensuing Annual General Meeting. Dividend on equity shares, if declared, at the ensuing Annual General Meeting, will be credited/dispatched to the eligible Shareholders after the AGM within the time limit as prescribed under the Companies Act, 2013 and other applicable laws.
4. Approved to close the Register of Members and Share Transfer Registers of the Company for a period of 5 days from Saturday, 3rd August, 2019 to Wednesday, 7th August, 2019 (both days inclusive) for the purpose of AGM of the Company. Accordingly, the record date for the purpose of determining the name of shareholders for entitlement of dividend, if declared by the Shareholders at the ensuing Annual General Meeting of the Company, will be Friday, 2nd August, 2019.



Aman Nayyar


5. Re-appointed M/s Aijaz & Associates, Practicing Company Secretaries, as Secretarial Auditor of the Company for the Financial Year 2019-20.

This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

Aman Mourya
Aman Mourya
Company Secretary & Compliance Officer

A circular stamp of Newgen Software Technologies Limited. The text "Newgen Software Technologies Limited" is written around the perimeter of the circle. In the center, there is a star symbol and the letters "N S".

Encl.: a/a



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Date: 15th May 2019

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra- Kurla Complex Bandra (E), Mumbai – 400051
Ref.: Newgen Software Technologies Limited (NEWGEN/INE619B01017) Scrip Code - 540900	Ref.: Newgen Software Technologies Limited (NEWGEN/INE619B01017)

Sub.: Declaration pursuant to Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended by the SEBI (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2016.

Dear Sir/ Ma'am,

I, Arun Kumar Gupta, Chief Financial Officer of the Company hereby declare that, the Statutory Auditors of the Company, B S R & Associates LLP (FRN: 116231W/W-100024) have issued their Audit Report on Audited Standalone and Consolidated Financial Results of the Company for the Quarter and the Financial Year ended 31st March, 2019, with unmodified opinion.

Thanking you.

For Newgen Software Technologies Limited


Arun Kumar Gupta
Chief Financial Officer



B S R & Associates LLP

Chartered Accountants

Building No. 10, 8th Floor, Tower-B
DLF Cyber City, Phase - II
Gurugram - 122 002, India

Telephone: +91 124 719 1000
Fax: +91 124 235 8613

Independent Auditors' Report on Annual Consolidated Financial Results of Newgen Software Technologies Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To The Board of Directors of Newgen Software Technologies Limited

We have audited the annual consolidated financial results of Newgen Software Technologies Limited for the year ended 31 March 2019 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that the figures for the last quarter ended 31 March 2019 and the corresponding quarter ended in the previous year as reported in these consolidated annual financial results are the balancing figures between consolidated audited figures in respect of the full financial year and the year to date consolidated figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

These annual consolidated financial results have been prepared from annual consolidated financial statements and reviewed quarterly consolidated financial results which are the responsibility of the Company's Management. Our responsibility is to express an opinion on these annual consolidated financial results based on our audit of such annual consolidated financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the annual consolidated financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by Management. We believe that our audit provides a reasonable basis for our opinion

- (a) We did not audit the financial statements of 4 subsidiaries included in the annual consolidated financial results, whose annual financial statements reflect total assets of Rs. 2,918.25 Lacs as at 31 March 2019 as well as the total revenue of Rs. 4,852.74 Lacs for the year ended 31 March 2019. These annual financial statements have been audited by other auditors whose reports have been furnished to us, and our opinion on the annual consolidated financial results, to the extent they have been derived from such annual financial statements is based solely on the report of such other auditors

Certain of these subsidiaries are located outside India whose financial statements have been prepared in accordance with accounting principles generally accepted in their respective countries and which have been audited by other auditors under generally accepted auditing standards applicable in their respective countries. The Company's Management has converted the financial statements of such subsidiaries located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have audited these conversion adjustments made by the Company's Management. Our opinion in so far as it relates to the balances and affairs of such subsidiaries located outside India is based on the report of other auditors and the conversion adjustments prepared by the Management of the Company and audited by us.

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Our opinion on the annual consolidated financial results is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors .

In our opinion and to the best of our information and according to the explanations given to us and based on consideration of reports of other auditors on separate financial statements of the subsidiaries, as aforesaid, these consolidated annual financial results:

- (i) include the annual financial results of the following entities
 - a) Newgen Software Inc. USA
 - b) Newgen Software Technologies Canada, Limited.
 - c) Newgen Software Technologies Pte. Limited.
 - d) Newgen Computers Technologies Limited.
 - e) Newgen Software Technologies (UK) Ltd.
- (ii) have been presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (iii) give a true and fair view of the net consolidated profit and other comprehensive income and other financial information for the year ended 31 March 2019

For B S R & Associates LLP
Chartered Accountants
Firm's Registration No. 116231W/W-100024



Rakesh Dewan
Partner
Membership No. 092212

Place: Gurugram
Date: 15 May 2019

B S R & Associates LLP

Chartered Accountants

Building No. 10, 8th Floor, Tower-B
DLF Cyber City, Phase - II
Gurugram - 122 002, India

Telephone: +91 124 719 1000
Fax: +91 124 235 8613

Independent Auditors' Report on Annual Standalone Financial Results of Newgen Software Technologies Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To The Board of Directors of **Newgen Software Technologies Limited**

We have audited the annual standalone financial results of Newgen Software Technologies Limited for the year ended 31 March 2019 ("annual standalone financial results"), attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that figures for last the quarter ended 31 March 2019 and the corresponding quarter ended in the previous year as reported in these standalone annual financial results are the balancing figures between audited figures in respect of the full financial year and the year to date figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

These standalone annual financial results have been prepared on the basis of the annual standalone financial statements and reviewed quarterly standalone financial results which are the responsibility of the Company's Management. Our responsibility is to express an opinion on these standalone annual financial results based on our audit of the annual standalone financial statements which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulation

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the standalone annual financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by Management. We believe that our audit provides a reasonable basis for our opinion.

In our opinion and to the best of our information and according to the explanations given to us these annual standalone financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and



- (ii) give a true and fair view of the net profit and other comprehensive income and other financial information for the year ended 31 March 2019

For B S R & Associates LLP
Chartered Accountants
Firm's Registration No. 116231W/W-100024



Rakesh Dewan
Partner
Membership No. 092212

Place: Gurugram
Date: 15 May 2019



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Statement of Consolidated Financial Results of Newgen Software Technologies Limited For the Quarter and Year ended 31 March 2019

(Amount in Rupees lakhs)

Particulars	Quarter ended			Year ended	
	31 March 2019 (Audited)	31 December 2018 (Unaudited)	31 March 2018 (Audited)	31 March 2019 (Audited)	31 March 2018 (Audited)
I Income					
Revenues from operations	20,396.67	16,054.05	18,382.76	62,064.15	51,242.78
Other income	252.06	423.80	266.84	2,037.97	760.98
Total income	20,648.73	16,477.85	18,649.60	64,102.12	52,003.76
II Expenses					
Employee benefits expense	7,460.70	7,579.44	6,549.36	28,798.73	24,887.78
Finance costs	185.73	281.65	200.85	853.87	520.68
Depreciation and amortization expense	149.96	153.22	154.76	597.99	580.67
Other expenses	4,980.55	5,797.45	4,150.99	20,493.34	16,601.38
Total expenses	12,776.94	13,811.76	11,055.96	50,743.93	42,590.51
III Profit before share of profit of associate and tax	7,871.79	2,666.09	7,593.64	13,358.19	9,413.25
IV Share of profit of associates	-	-	-	-	-
III Profit before tax	7,871.79	2,666.09	7,593.64	13,358.19	9,413.25
IV Tax expense					
Current tax	1,584.28	903.99	803.80	2,993.99	1,694.90
Deferred tax (credit)/charge	36.29	(43.78)	844.22	143.31	429.67
Total tax expense	1,620.57	860.21	1,648.02	3,137.30	2,124.57
V Net profit for the period / year	6,251.22	1,805.88	5,945.62	10,220.89	7,288.68
VI Other comprehensive income for the period / year					
Items that will not be reclassified subsequently to profit or loss					
Remeasurement of defined benefit liability (asset)	(189.02)	34.75	31.59	(84.78)	126.35
Income tax relating to items that will not be reclassified to profit or loss	66.05	(12.14)	(10.93)	29.63	(43.73)
Net other comprehensive income/ (loss) not to be reclassified subsequently to profit or loss	(122.97)	22.61	20.66	(55.15)	82.62
Items that will be reclassified subsequently to profit or loss					
Debt instruments through other comprehensive income - net change in fair value	45.39	(23.07)	(11.01)	(2.14)	(0.47)
Income tax relating to items that will be reclassified to profit or loss	(15.86)	8.06	3.81	0.75	0.16
Exchange differences on translation of foreign operations	(15.51)	(167.93)	90.31	84.39	100.20
Net other comprehensive income to be reclassified subsequently to profit or loss	14.02	(182.94)	83.11	83.00	99.89
Other comprehensive income for the period / year, net of income tax	(108.95)	(160.33)	103.77	27.85	182.51
VII Total comprehensive income for the period / year	6,142.27	1,645.55	6,049.39	10,248.74	7,471.19
VIII Profit for the period / year attributable to Shareholders of the Company	6,251.22	1,805.88	5,945.62	10,220.89	7,288.68
IX Other comprehensive income for the period / year attributable to Shareholders of the Company	(108.95)	(160.33)	103.77	27.85	182.51
X Total comprehensive income for the period / year attributable to Shareholders of the Company	6,142.27	1,645.55	6,049.39	10,248.74	7,471.19
XI Paid up Equity Share Capital (face value Rs. 10 each)	6,845.76	6,809.28	6,788.41	6,845.76	6,788.41
XII Other Equity				42,824.90	33,733.85
XIII Earnings per equity share of Rs. 10 each					
Basic (in Rs)	9.18	2.66	9.33	15.01	11.44
Diluted (in Rs)	9.02	2.60	9.10	14.74	11.15

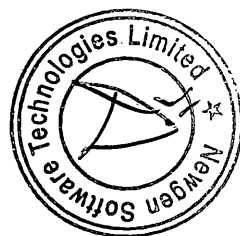




Statement of Standalone Financial Results of Newgen Software Technologies Limited
For the Quarter and Year ended 31 March 2019

(Amount in Rupees lakhs)

Particulars	Quarter ended			Year ended	
	31 March 2019 (Audited)	31 December 2018 (Unaudited)	31 March 2018 (Audited)	31 March 2019 (Audited)	31 March 2018 (Audited)
I Income					
Revenues from operations	18,798.55	13,771.96	16,897.96	55,204.05	45,952.36
Other income	242.47	428.12	265.80	2,022.86	758.19
Total income	19,041.02	14,200.08	17,163.76	57,226.91	46,710.55
II Expenses					
Employee benefits expense	6,476.13	6,444.23	5,848.74	24,873.40	22,285.86
Finance costs	180.46	274.17	200.85	841.12	520.68
Depreciation and amortization expense	145.31	148.60	149.05	580.17	567.68
Other expenses	4,649.65	5,056.80	3,686.21	18,420.33	14,243.15
Total expenses	11,451.55	11,923.80	9,884.85	44,715.02	37,617.37
III Profit before tax	7,589.47	2,276.28	7,278.91	12,511.89	9,093.18
IV Tax expense					
Current tax	1,465.64	871.75	806.91	2,792.96	1,613.51
Deferred tax (credit)/charge	91.05	(81.78)	766.50	135.85	416.58
Total tax expense	1,556.69	789.97	1,573.41	2,928.81	2,030.09
V Net profit for the period / year	6,032.78	1,486.31	5,705.50	9,583.08	7,063.09
VI Other comprehensive income/(loss) for the period/year					
Items that will not be reclassified subsequently to profit or loss					
Remeasurement of defined benefit liability (asset)	(189.02)	34.75	31.59	(84.78)	126.35
Income tax relating to items that will not be reclassified to profit or loss	66.05	(12.14)	(10.93)	29.63	(43.73)
Net other comprehensive income/(loss) not to be reclassified subsequently to profit or loss	(122.97)	22.61	20.66	(55.15)	82.62
Items that will be reclassified subsequently to profit or loss					
Debt instruments through other comprehensive income - net change in fair value	45.39	(23.07)	(11.01)	(2.14)	(0.47)
Income tax relating to items that will be reclassified to profit or loss	(15.86)	8.06	3.81	0.75	0.16
Net other comprehensive income/(loss) to be reclassified subsequently to profit or loss	29.53	(15.01)	(7.20)	(1.39)	(0.31)
Other comprehensive income for the period / year, net of income tax	(93.44)	7.60	13.46	(56.54)	82.31
VII Total comprehensive income for the period / year	5,939.34	1,493.91	5,718.96	9,526.54	7,145.40
VIII Profit for the period / year attributable to					
Shareholders of the Company	6,032.78	1,486.31	5,705.50	9,583.08	7,063.09
	6,032.78	1,486.31	5,705.50	9,583.08	7,063.09
IX Other comprehensive income for the period / year attributable to					
Shareholders of the Company	(93.44)	7.60	13.46	(56.54)	82.31
	(93.44)	7.60	13.46	(56.54)	82.31
X Total comprehensive income for the period / year attributable to					
Shareholders of the Company	5,939.34	1,493.91	5,718.96	9,526.54	7,145.40
	5,939.34	1,493.91	5,718.96	9,526.54	7,145.40
XI Paid up Equity Share Capital (face value rupees 10 each)	6,845.76	6,809.28	6,788.41	6,845.76	6,788.41
XII Other Equity				41,551.66	33,182.81
XIII Earnings per equity share of Rs. 10 each					
Basic (in Rs)	8.86	2.19	9.14	14.08	11.09
Diluted (in Rs)	8.70	2.14	8.91	13.82	10.81





**Statement of Assets and Liabilities of Newgen Software Technologies Limited
as at 31 March 2019**

(Amount in Rupees lakhs)

Particulars	Consolidated		Standalone	
	As at 31 March 2019 (Audited)	As at 31 March 2018 (Audited)	As at 31 March 2019 (Audited)	As at 31 March 2018 (Audited)
I. ASSETS				
(1) Non-current assets				
(a) Property, plant and equipment	6,763.48	6,757.93	6,676.59	6,664.89
(b) Capital work in progress	8,321.36	1,659.48	8,321.36	1,659.47
(c) Other intangible assets	130.55	89.56	130.55	89.56
(d) Investments in subsidiaries	-	-	922.39	918.19
(e) Financial assets				
(i) Loans	362.45	295.70	329.80	264.79
(ii) Others financial assets	323.18	554.77	316.69	548.53
(f) Deferred tax assets (net)	1,784.06	1,893.13	1,790.62	1,896.09
(g) Income tax assets (net)	996.52	1,281.29	995.21	1,277.88
(h) Other non-current assets	144.65	356.23	144.65	356.23
(2) Current assets				
(a) Financial assets				
(i) Investments	5,165.86	5,022.07	5,165.86	5,022.07
(ii) Trade receivables	25,268.91	22,201.67	23,684.65	20,392.66
(iii) Cash and cash equivalents	15,775.13	14,548.34	13,355.94	13,520.79
(iv) Other bank balances	2,139.40	-	2,139.40	-
(v) Loans	44.63	317.27	44.63	317.27
(vi) Others financial assets	6,275.55	5,177.19	6,275.55	5,177.19
(b) Other current assets	764.69	747.53	624.80	641.23
TOTAL ASSETS	74,260.42	60,902.16	70,918.69	58,746.84
II. EQUITY				
(a) Equity share capital	6,845.76	6,788.41	6,845.76	6,788.41
(b) Other equity	42,824.90	33,733.85	41,551.66	33,182.81
Equity attributable to shareholders of the Company	49,670.66	40,522.26	48,397.42	39,971.22
TOTAL EQUITY	49,670.66	40,522.26	48,397.42	39,971.22
III. LIABILITIES				
(1) Non-current liabilities				
(a) Financial liabilities				
(i) Borrowings	1,028.56	1,316.66	1,028.56	1,316.66
(b) Deferred tax liabilities (net)	11.01	11.28	-	-
(c) Provisions	1,929.02	1,653.37	1,929.02	1,653.37
(2) Current liabilities				
(a) Financial liabilities				
(i) Borrowings	6,772.64	4,946.27	6,772.64	4,946.27
(ii) Trade payables	2,160.57	2,292.10	2,461.48	2,143.75
(iii) Others financial liabilities	3,880.73	3,624.48	3,796.97	3,575.91
(b) Deferred Income	6,795.27	4,943.04	4,684.14	3,607.99
(c) Other current liabilities	1,579.39	1,372.04	1,502.00	1,320.39
(d) Provisions	432.57	220.66	346.46	211.28
TOTAL EQUITY AND LIABILITIES	74,260.42	60,902.16	70,918.69	58,746.84

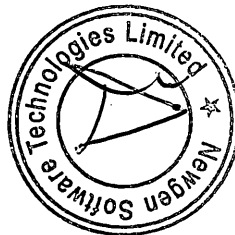




Segment Reporting (Consolidated) :

(Amount in Rupees lakhs)

Particulars	Quarter ended			Year ended	
	31 March 2019	31 December 2018	31 March 2018	31 March 2019	31 March 2018
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
I	Revenue by geographical segment				
India	6,530.44	5,446.83	5,605.88	20,013.53	18,071.33
EMEA	6,425.96	3,258.90	7,594.68	17,742.56	16,840.19
APAC	2,960.11	1,809.71	1,915.66	6,889.85	4,431.09
USA	4,480.16	5,538.61	3,266.54	17,418.21	11,900.17
Total	20,396.67	16,054.05	18,382.76	62,064.15	51,242.78
Less : Inter-segment revenue	-	-	-	-	-
Net revenue of operations from external customers	20,396.67	16,054.05	18,382.76	62,064.15	51,242.78
II	Segment profit before tax				
India	2,402.21	565.09	1,691.11	3,389.00	2,104.27
EMEA	3,176.10	98.50	3,361.41	3,754.31	4,430.81
APAC	1,489.78	514.41	1,042.13	2,273.50	1,259.56
USA	978.30	1,478.65	1,642.21	3,526.63	2,089.39
Total	8,046.39	2,656.65	7,736.86	12,943.44	9,884.03
Add: Other income	252.06	423.80	266.84	2,037.97	760.98
Less: Unallocated expenditure	(426.66)	(414.36)	(410.06)	(1,623.22)	(1,231.76)
Profit before tax	7,871.79	2,666.09	7,593.64	13,358.19	9,413.25
Less : Tax expense	1,620.57	860.21	1,648.02	3,137.30	2,124.57
Net profit after taxes	6,251.22	1,805.88	5,945.62	10,220.89	7,288.68
III	Segment assets				
India	11,904.61	10,091.03	11,411.31	11,904.61	11,411.31
EMEA	12,156.06	9,801.78	10,690.11	12,156.06	10,690.11
APAC	4,450.97	3,077.14	2,697.44	4,450.97	2,697.44
USA	6,596.41	6,698.20	5,437.93	6,596.41	5,437.93
Total	35,108.05	29,668.15	30,236.79	35,108.05	30,236.79
Add: Unallocated assets	39,152.37	31,653.58	30,665.37	39,152.37	30,665.37
Total assets	74,260.42	61,321.73	60,902.16	74,260.42	60,902.16
IV	Segment liabilities				
India	4,571.86	4,904.64	5,555.87	4,571.86	5,555.87
EMEA	5,336.58	2,494.48	3,674.85	5,336.58	3,674.85
APAC	1,505.70	996.24	945.07	1,505.70	945.07
USA	3,331.82	3,238.37	2,027.94	3,331.82	2,027.94
Total	14,745.96	11,633.73	12,203.73	14,745.96	12,203.73
Add: Unallocated liabilities	9,843.80	6,419.04	8,176.16	9,843.80	8,176.16
Total Liabilities	24,589.76	18,052.77	20,379.89	24,589.76	20,379.89



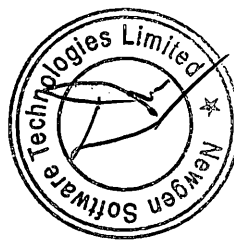


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Segment Reporting (Standalone) :

(Amount in Rupees lakhs)

Particulars	Quarter ended			Year ended	
	31 March 2019 (Audited)	31 December 2018 (Unaudited)	31 March 2018 (Audited)	31 March 2019 (Audited)	31 March 2018 (Audited)
I Revenue by geographical segment					
India	6,530.44	5,446.83	5,605.88	20,013.53	18,071.33
EMEA	6,374.86	3,160.03	7,451.15	17,445.70	16,598.70
APAC	2,717.49	1,558.90	1,842.75	6,174.90	4,104.62
USA	3,175.76	3,606.20	1,998.18	11,569.92	7,177.71
Total	18,798.55	13,771.96	16,897.96	55,204.05	45,952.36
Less : Inter-segment revenue	-	-	-	-	-
Net revenue of operations from external customers	18,798.55	13,771.96	16,897.96	55,204.05	45,952.36
II Segment profit before tax					
India	2,395.11	568.89	1,698.24	3,382.91	2,105.99
EMEA	3,180.17	76.76	3,299.21	3,728.17	4,436.20
APAC	1,381.55	471.17	1,055.35	2,125.77	1,253.98
USA	816.84	1,145.69	1,370.39	2,875.40	1,770.61
Total	7,773.67	2,262.51	7,423.19	12,112.25	9,566.78
Add: Other income	242.47	428.12	265.80	2,022.86	758.19
Less: Unallocated expenditure	(426.67)	(414.35)	(410.08)	(1,623.22)	(1,231.79)
Profit before tax	7,589.47	2,276.28	7,278.91	12,511.89	9,093.18
Less : Tax expense	1,556.69	789.97	1,573.41	2,928.81	2,030.09
Net profit after taxes	6,032.78	1,486.31	5,705.50	9,583.08	7,063.09
III Segment assets					
India	11,885.87	10,073.22	11,398.11	11,885.87	11,398.11
EMEA	12,043.87	9,637.76	10,661.09	12,043.87	10,661.09
APAC	3,744.71	2,441.60	2,396.13	3,744.71	2,396.13
USA	4,091.87	3,643.15	3,626.16	4,091.87	3,626.16
Total	31,766.32	25,795.73	28,081.49	31,766.32	28,081.49
Add: Unallocated assets	39,152.37	31,653.58	30,665.35	39,152.37	30,665.35
Total assets	70,918.69	57,449.31	58,746.84	70,918.69	58,746.84
IV Segment liabilities					
India	4,569.15	4,902.06	5,554.03	4,569.15	5,554.03
EMEA	5,253.15	2,349.93	3,538.65	5,253.15	3,538.65
APAC	1,044.23	489.24	757.65	1,044.23	757.65
USA	1,810.92	1,090.41	749.45	1,810.92	749.45
Total	12,677.45	8,831.64	10,599.78	12,677.45	10,599.78
Add: Unallocated liabilities	9,843.80	6,419.04	8,175.84	9,843.80	8,175.84
Total liabilities	22,521.25	15,250.68	18,775.62	22,521.25	18,775.62





**Statement of Standalone and Consolidated Financial Results of Newgen Software Technologies Limited
For the Quarter and Year ended 31 March 2019**

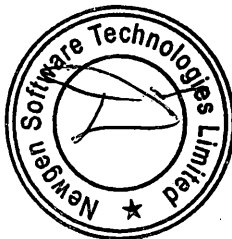
Notes:

- 1 The above financial results for the year and quarter ended 31 March 2019 were reviewed by the Audit Committee in their meeting held on 14 May 2019 and approved by the Board of Directors in their meeting held on 15 May 2019. Audited standalone and consolidated financial results of the Company for the quarter and year ended 31 March 2019 are prepared in accordance with Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and relevant rules thereunder.
- 2 The auditors have carried out an audit of standalone and consolidated results of the Company for the year ended 31 March 2019. There are no qualifications in the Auditor's report on these financial results.
- 3 Effective 1 April 2018 the Company has adopted Ind AS 115 using cumulative catch-up transition method and accordingly comparatives have not been restated. The impact of adoption of Ind AS 115 was not material.
- 4 During the year ended 31 March 2019, the IPO proceeds were partially utilised for the purchase of unfurnished office premises near Noida-Greater Noida Expressway, Uttar Pradesh and for general corporate purpose amounting to Rs. 5,145.00 lakhs and Rs. 24.40 lakhs respectively. As at 31 March 2019, the remaining proceeds has been temporarily invested/ deposited in cash and cash equivalents including fixed deposits and bank account.
- 5 The unfurnished office premises measuring approximately 138,668 sq. ft., was acquired pursuant to a transfer cum sale deed dated February 28, 2019. As per the terms of the Prospectus, the Company had proposed to utilize the fresh issue proceeds towards the purchase of an unfurnished office measuring 120,000 sq. ft. and such purchase was proposed to be completed by September 2018. However, in purchase of such office space the Company has saved Rs. 1,281.00 lakhs, which it proposes to utilise towards general corporate purposes. For the year ended 31 March 2019, projected utilisation of IPO proceeds was Rs. 6,950.40 lakhs, while the Company has utilised Rs. 5,169.40 lakhs. The Board of Directors in their meeting held on 15 May 2019, decided to seek the approval of shareholders through Postal Ballot for variation/deviation in the utilisation of saved IPO proceeds amounting to Rs. 1,281.00 lakhs in the manner set forth above and Rs. 500.00 lakhs which was proposed to be utilised towards furnishing of office premises by 31 March 2019.
- 6 The Board of Directors on 15 May 2019 have recommended a payment of Final Dividend of Rs. 3 per share (on equity share of par value of Rs. 10 each) for the year ended 31 March 2019. The payment is subject of approval of shareholders at the ensuing Annual General Meeting. The final dividend declared in the previous year was Rs. 2/- per equity share.
- 7 Previous period figures have been regrouped/reclassified, wherever necessary, to confirm to current year's classification as per Ind AS.

*For and on behalf of the Board of Directors of
Newgen Software Technologies Limited*

Diwakar Nigam
Chairman & Managing Director
DIN: 00263222

Place: New Delhi
Date: 15 May 2019



PRESS RELEASE

Newgen Software reports 21% YoY growth in Revenues and 40% YOY increase in Profit after Tax in FY'19

- *Delivers consistent revenue, profit and cash flow growth*

New Delhi, India – 15 May 2019

The management of Newgen Software Technologies Ltd. announced results for the Quarter and Financial Year ended 31 March 2019 at its Board Meeting held on 15 May 2019.

Speaking about the results, Mr. Diwakar Nigam, Chairman & Managing Director, Newgen Software Technologies Ltd. said – “FY'19 has been an eventful year in various aspects bringing in new opportunities for the organization including expanded product capabilities, a stronger management team and addition of new markets. During the year, we have continued with our strong growth, profitability and cash generation momentum. We are focused on driving innovation and adopting solutions in line with the rapidly evolving technological trends and were granted 6 patents during the year.

Our notable achievements during the year include addition of 81 new logos, taking the active customer base to 540+ clients. Today, our clients run their businesses and critical operations on our platforms in 66 countries.”

**Revenues up 21%
YoY in FY'19**

**EBIDTA* up 31% YoY
PAT up 40% YoY**

**81 new wins during
the year**

**Strong US & APAC
market growth; SaaS
revenues up 111%**

*adjusted for Other Income

Key Financial Highlights (FY'19)

- **Total Income (Consolidated) up by 23% YoY to reach Rs 641.0 crores** compared to Rs 520.0 crores in FY'18. **Revenue from operations (Consolidated) witnessed strong growth momentum and was up by 21% YoY to reach Rs 620.6 crores** as compared to Rs 512.4 crores in FY'18 with broad based growth across all key geographies and favourable foreign currency movement.
 - Revenue from Sale of Products/ License were at Rs 153.8 crores
 - Annuity Revenue streams (ATS/AMC, Support and Cloud/SaaS) were at Rs 303.0 crores. Cloud/SaaS continues to be our fastest growing revenue component.
 - Implementation & Digitization revenues were at Rs 163.9 crores
- EBITDA was at Rs 127.7 crores up by 31% compared to Rs 97.5 crores in FY'18. EBITDA Margins (EBIDTA/Revenue from operations) were at 20.6% compared to 19.0% in FY'18
- Profit after tax was Rs 102.2 crores up by 40% compared to Rs 72.9 crores in FY'18. PAT Margins (PAT/Total income) were at 15.9% compared to 14.0% in FY'18.
- Basic Earnings per shares was at Rs 15.01 in FY'19 compared to Rs 11.44 in FY'18.

Key Financial Highlights (Q4 FY'19) – [Y-o-Y Comparison]

- **Revenue from operations (Consolidated) was up by 11% YoY to reach Rs 204.0 crores** as compared to Rs 183.8 crores in Q4 FY'18. Seasonality variations across quarters are tending towards normalization.
 - Revenue from Sale of Products/ License were at Rs 47.5 crores
 - Annuity Revenue streams (ATS/AMC, Support and Cloud/SaaS) were at Rs 86.8 crores. Cloud/SaaS continues to be our fastest growing revenue component.
 - Implementation & Digitization revenues were at Rs 69.6 crores
- **EBITDA was at Rs 79.6 crores** compared to Rs 76.8 crores in Q4 FY'18.
- Profit after tax was Rs 62.5 crores compared to Rs 59.5 crores in Q4 FY'18.

Key Business Highlights (Q4 FY'19)

- **Business growth across key markets** especially APAC and US regions which witnessed a YoY growth of 55% and 37% respectively.
- **Prestigious customer wins:** 30 new customer additions in Q4 FY'19 including an order from the National Records and Archives Authority (NRAA) of the Sultanate of Oman, a large government defence organization in India and a privately owned bank in Greece. Focus on larger deal sizes.
- **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:** Granted 3 patents during the quarter. As of March 2019, Newgen has filed for 44 patents, out of which 11 have been granted. 3 patents under examination in the US.
- **Company continues to strengthen the horizontal product platform with vertical service accelerators:** Robust growth across all key verticals especially Healthcare, BPO/IT, Insurance and Banking verticals.
- **Cloud/ SaaS business model strengthening annuity revenues:** In Q4 FY'19, SaaS revenues were at Rs 6.6 crores, up by 88% YoY.

- **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.
- **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 organisations and individuals.
- **Use 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 51.45 crores out of net proceeds of Rs 84.59 crores

*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 January 30, 2019.

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

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About Newgen

Newgen Software Technologies Limited (listed In India on National Stock Exchange [Script code: NEWGEN] and BSE Ltd. [Script code: 540900]), is a provider of Business Process Management, Enterprise Content Management and Customer Communication Management platforms with large, mission-critical solutions deployed at world’s leading banks, Governments, BPO’s & IT Companies, Insurance firms and Healthcare Organizations.

Disclaimer

This press release 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.

Media Contact:	Investor Contact:
Asif Khan asif.khan@newgensoft.com	Deepti Mehra Chugh deepti.chugh@newgen.co.in



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

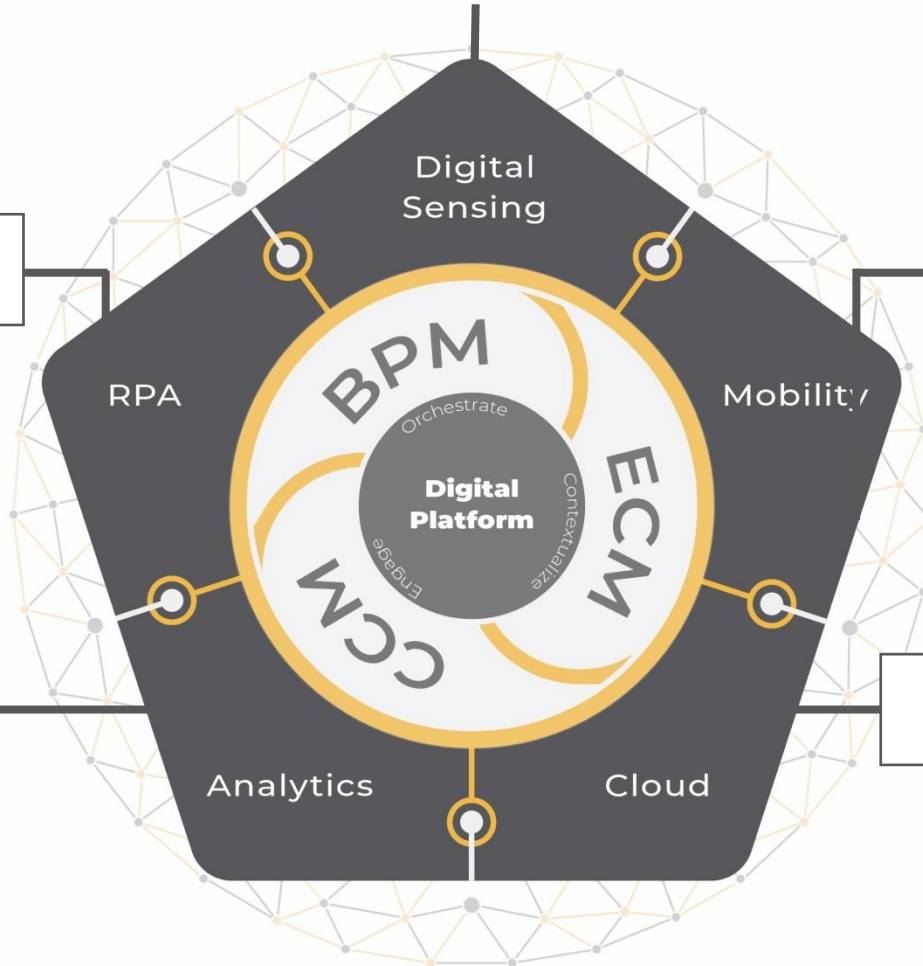
Sense and Respond with Digital Sensing

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



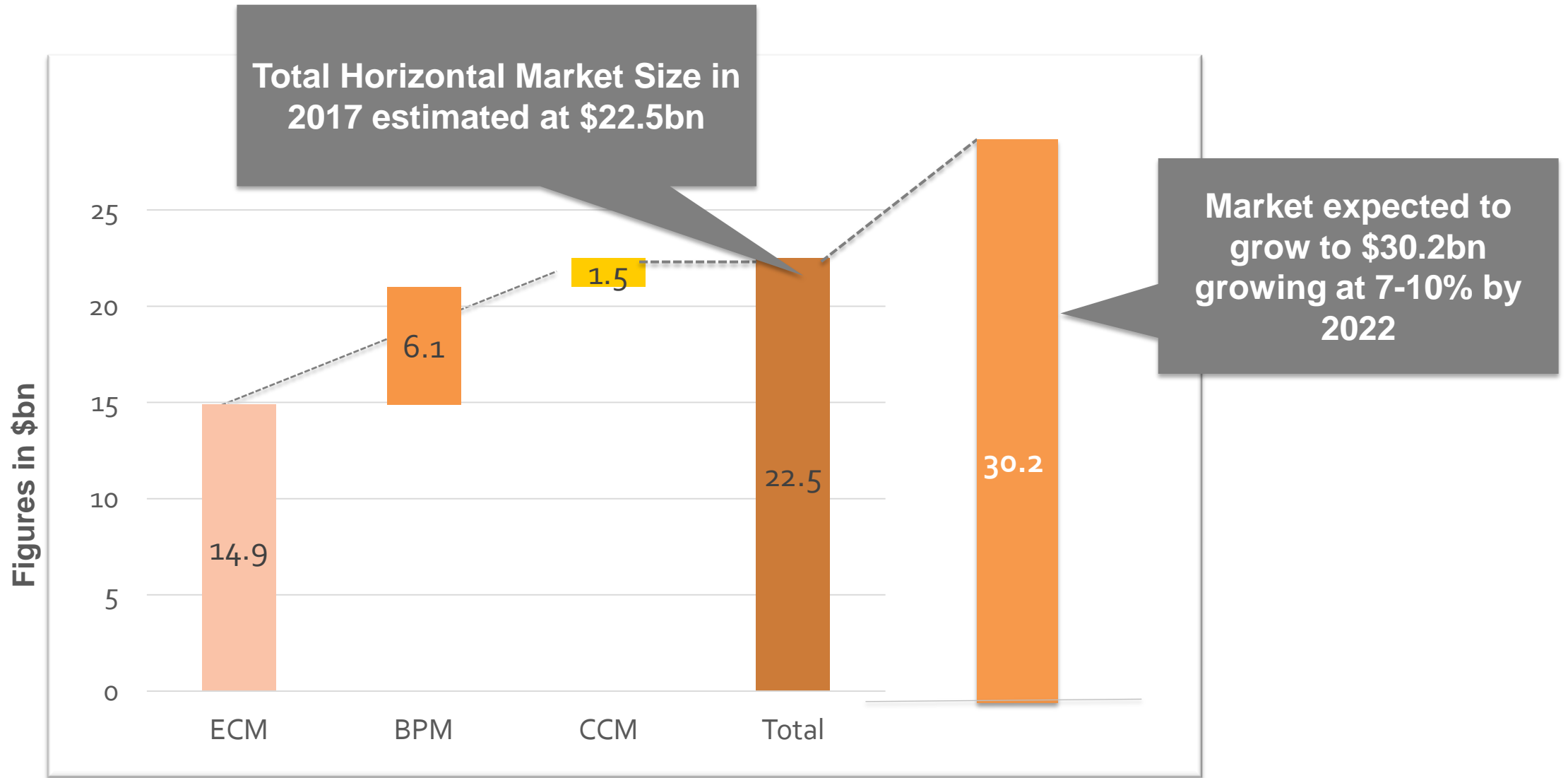
Smarter Decisions with Process and Content Analytics

- 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

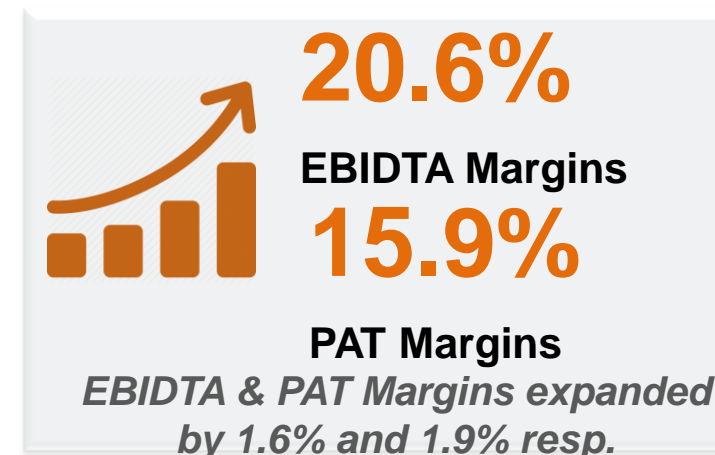
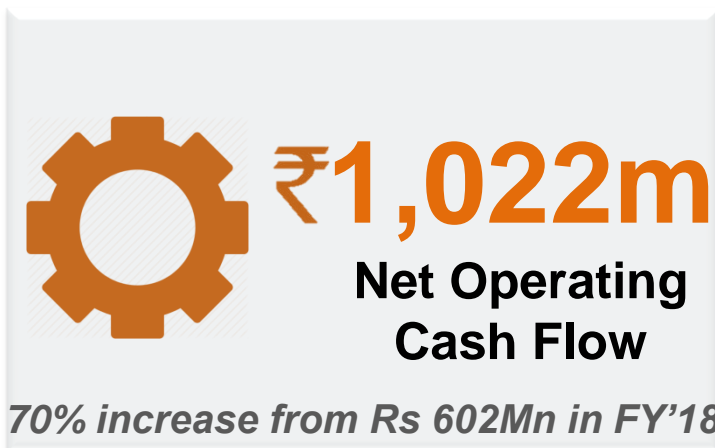
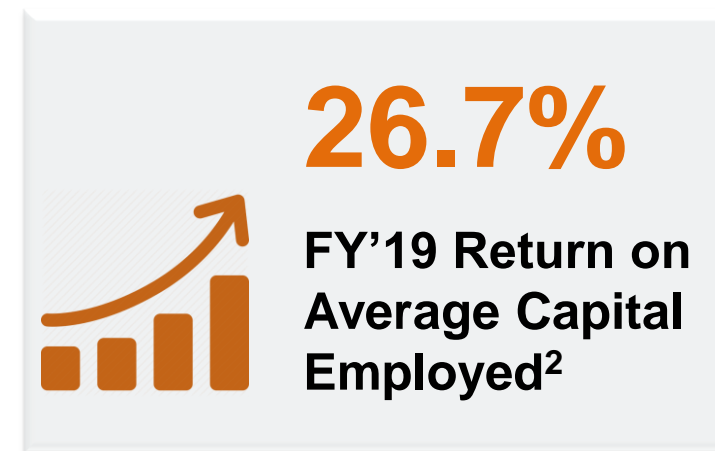
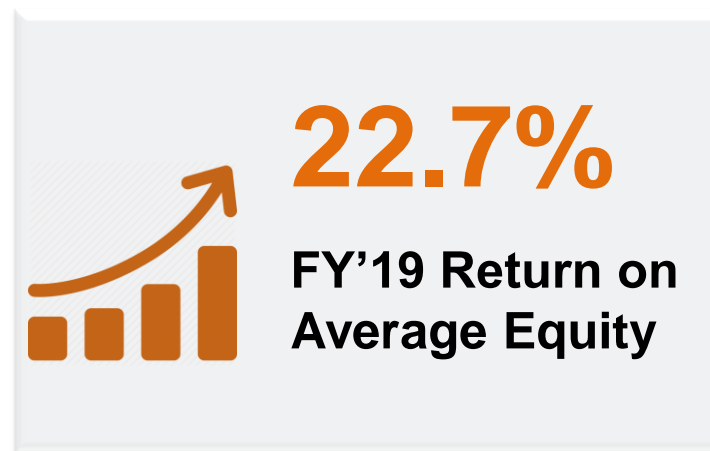


44
Patent Filings

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)

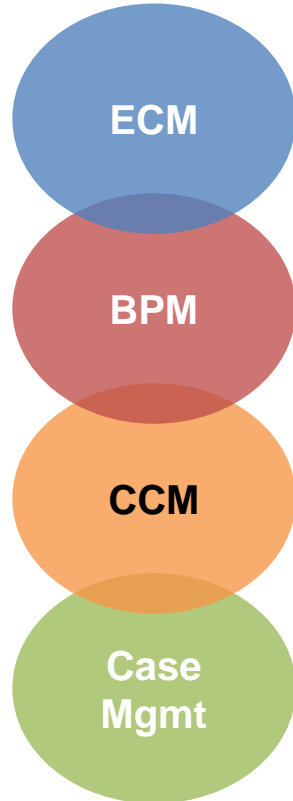


- 1) All figures as of March 2019
- 2) Adjusted for utilisation of IPO proceeds
- 3) Free Cash Flow = Net Operating Cash Flow – Capex (adjusted for utilisation of IPO proceeds)

▶ 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

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* 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

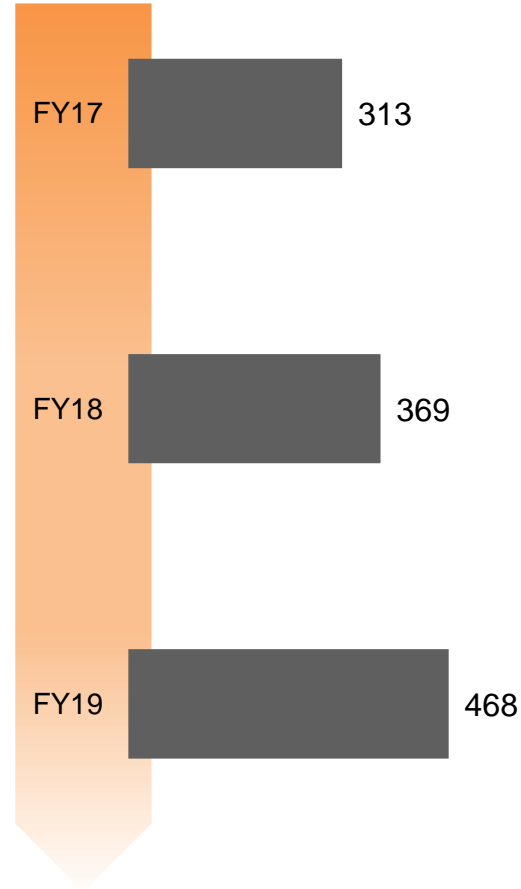


44
Patents Filings⁽¹⁾
(with 11 Patents
Granted)

- ✓ 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

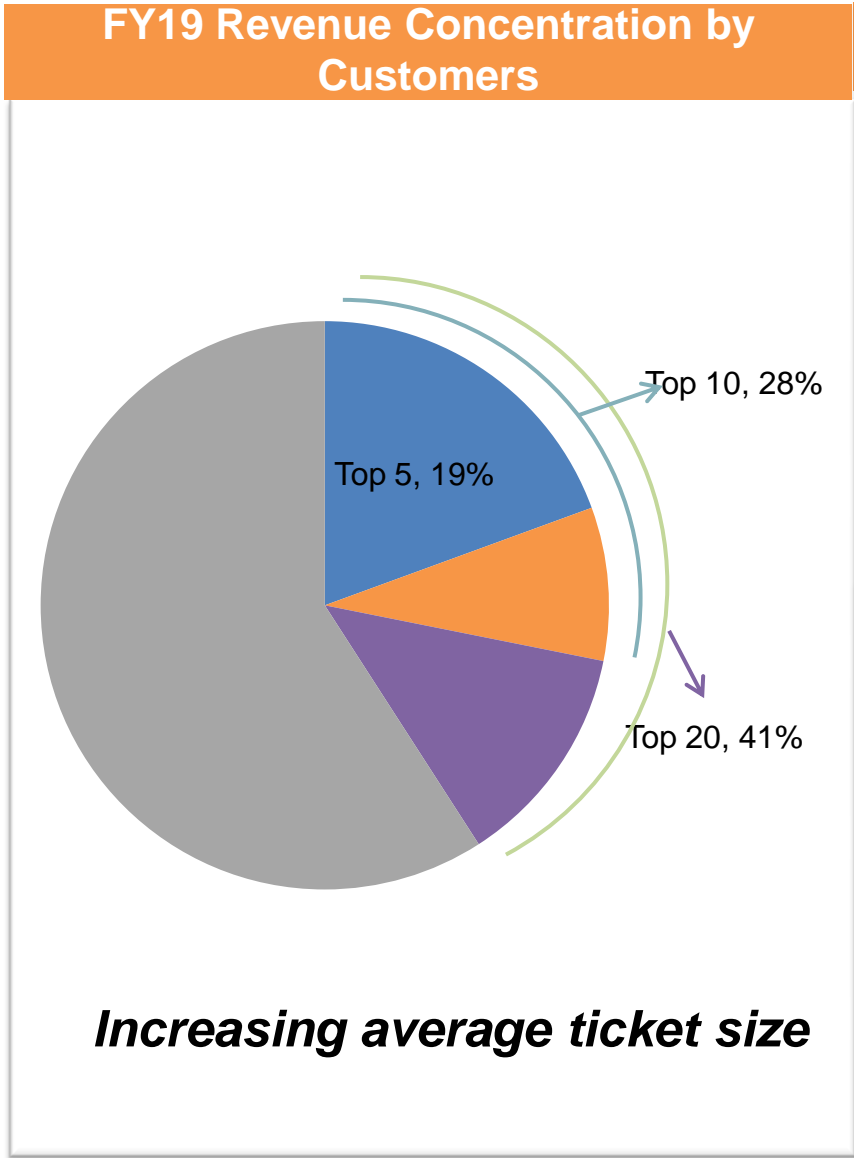
Strategy Across Regions and Verticals is Based on Direct Presence Supported by Partner Ecosystem

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

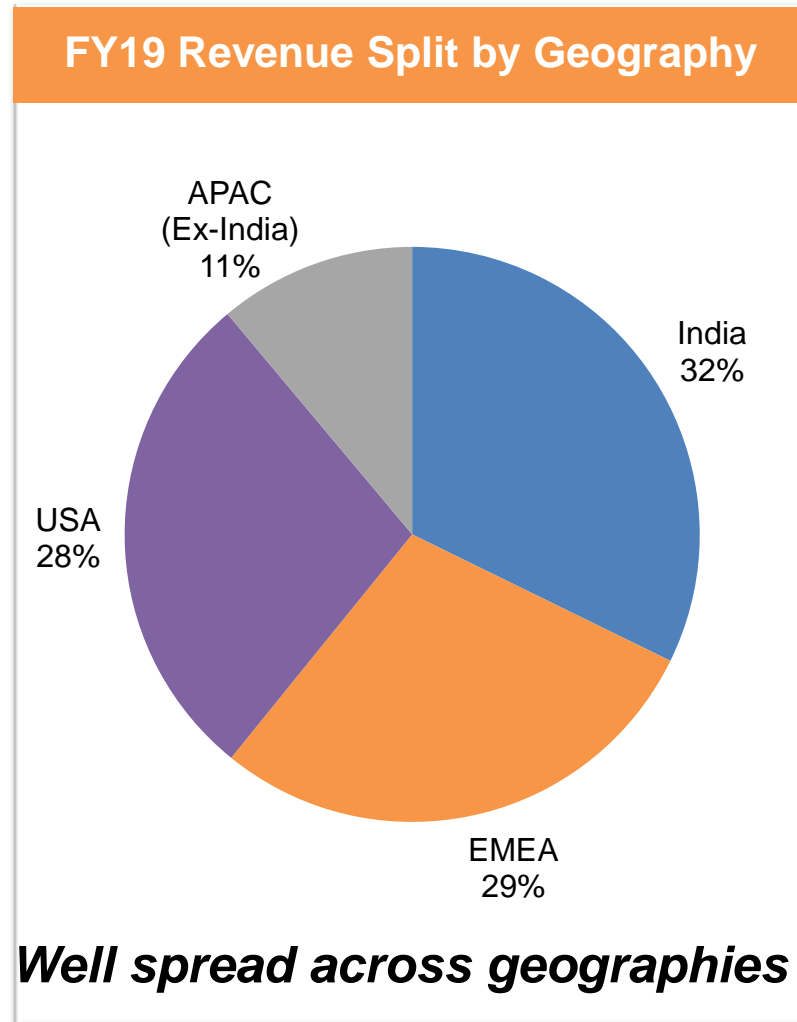
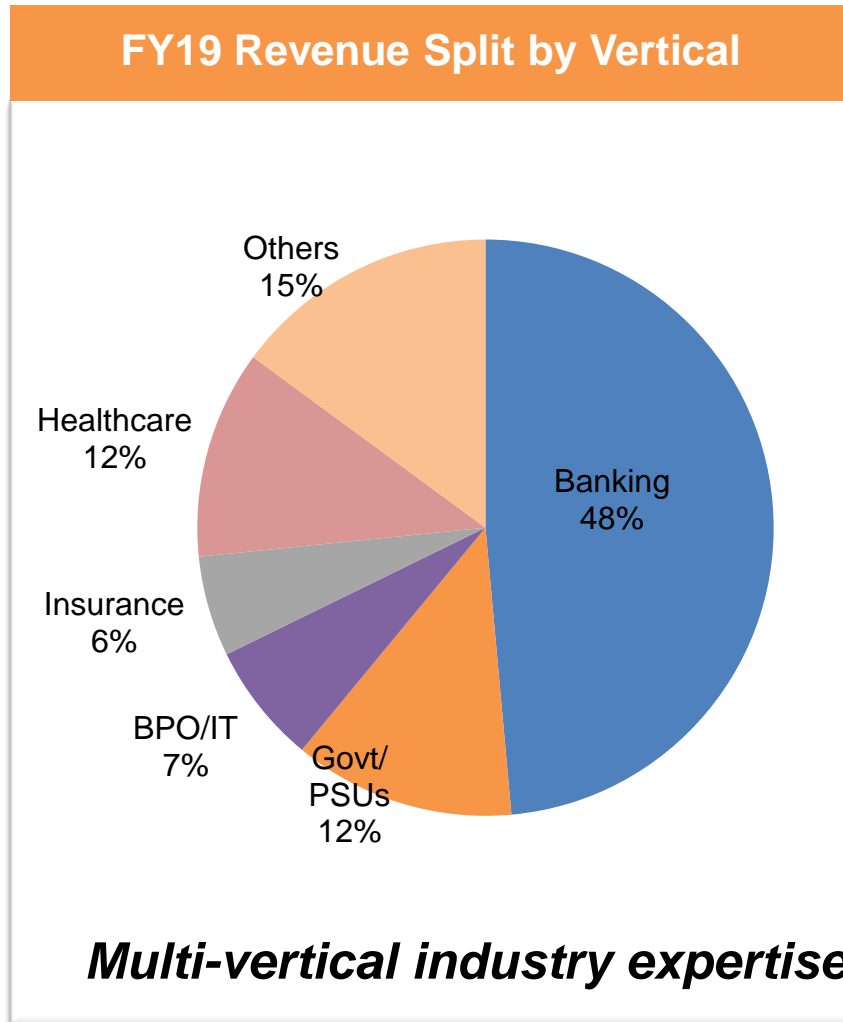


- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase facilitates seamless creation of new applications
- Targeting attractive verticals in select mature markets including USA and UK
- Exploring new geographies - expanding in the Australian market

► Focus on larger deal sizes in FY'19



► Diversification Across Verticals and Geographies



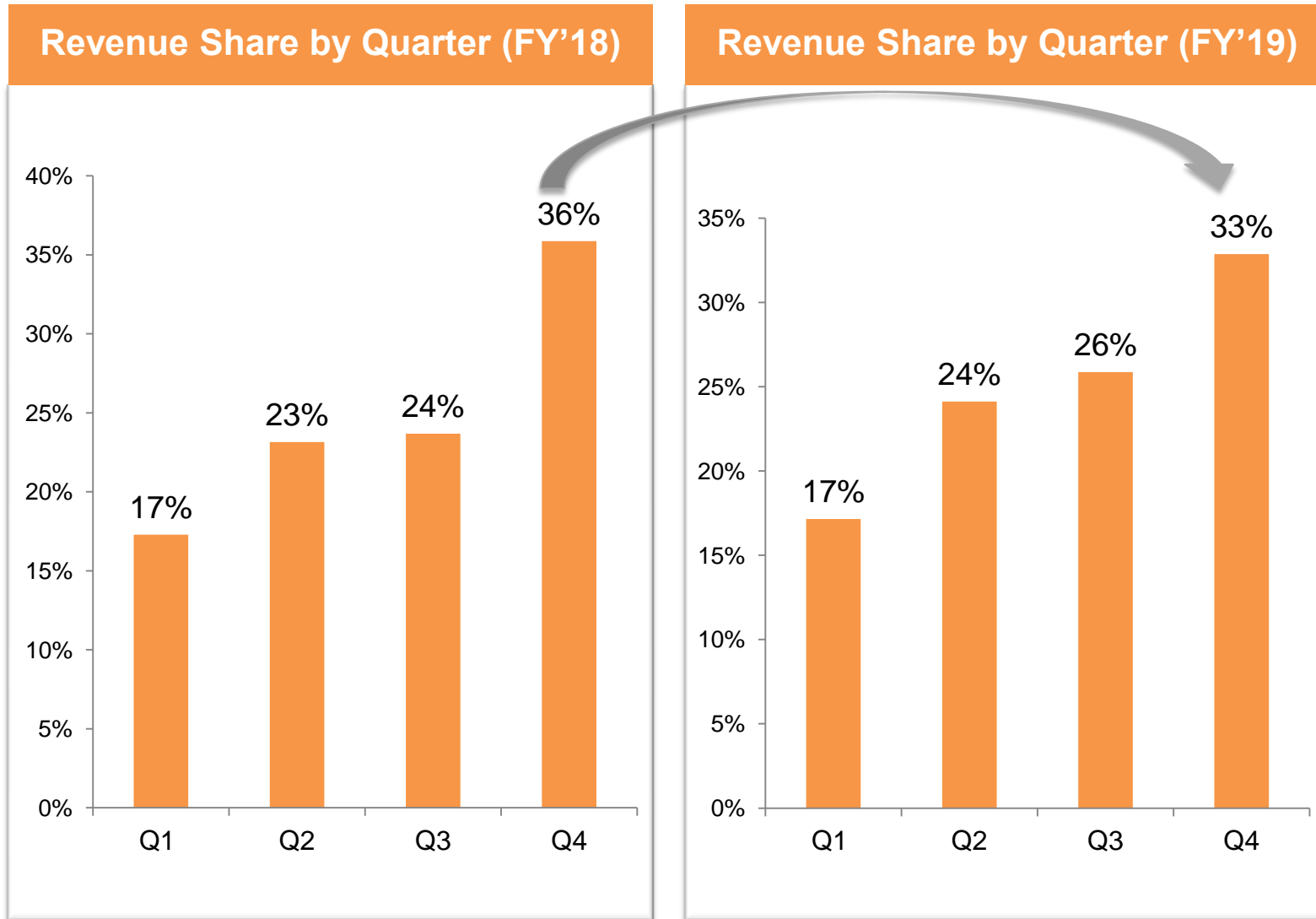
Multiple Revenue Streams

	<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

Technology/ Products

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

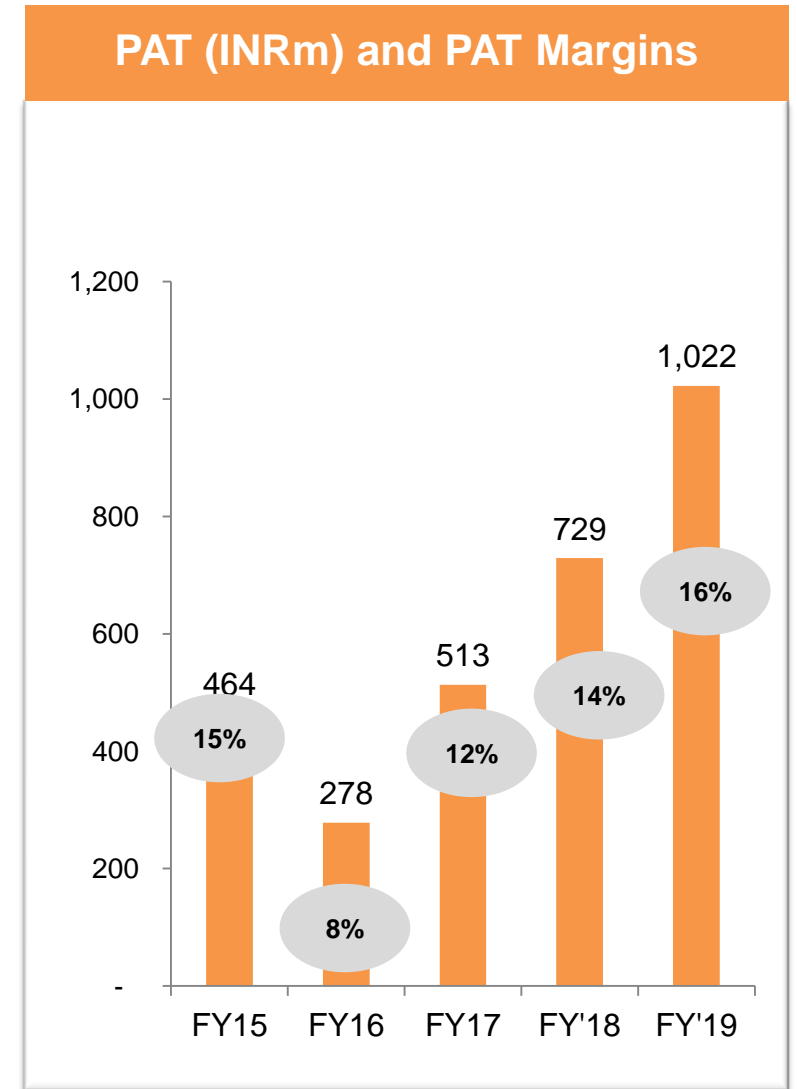
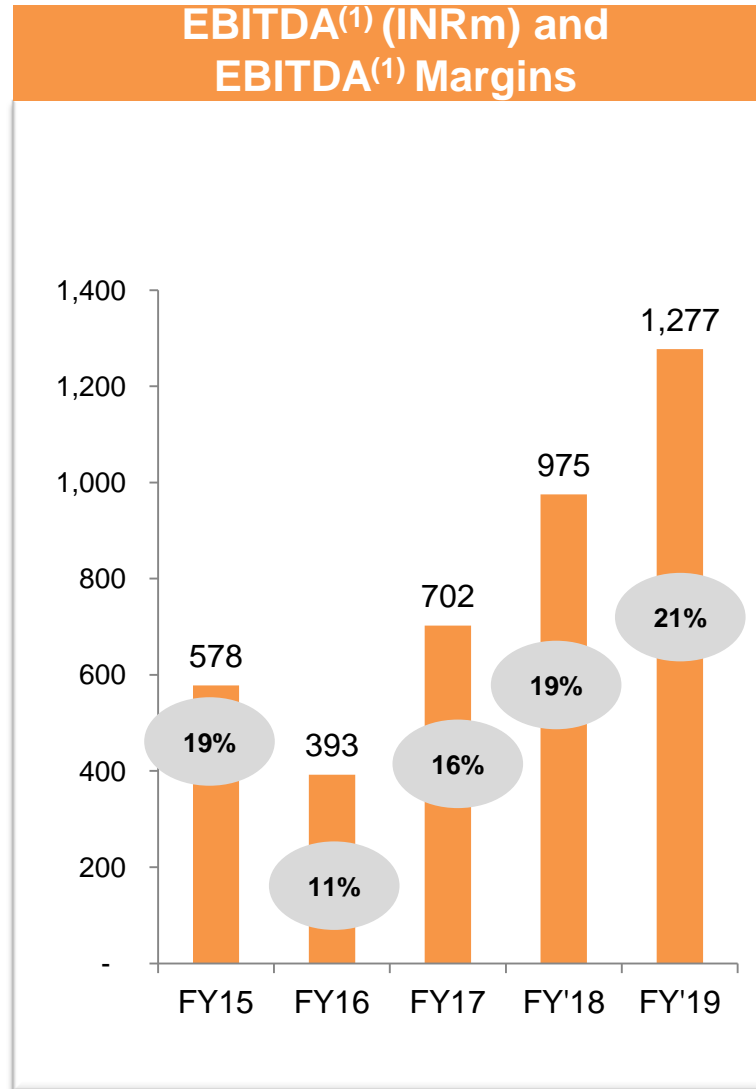
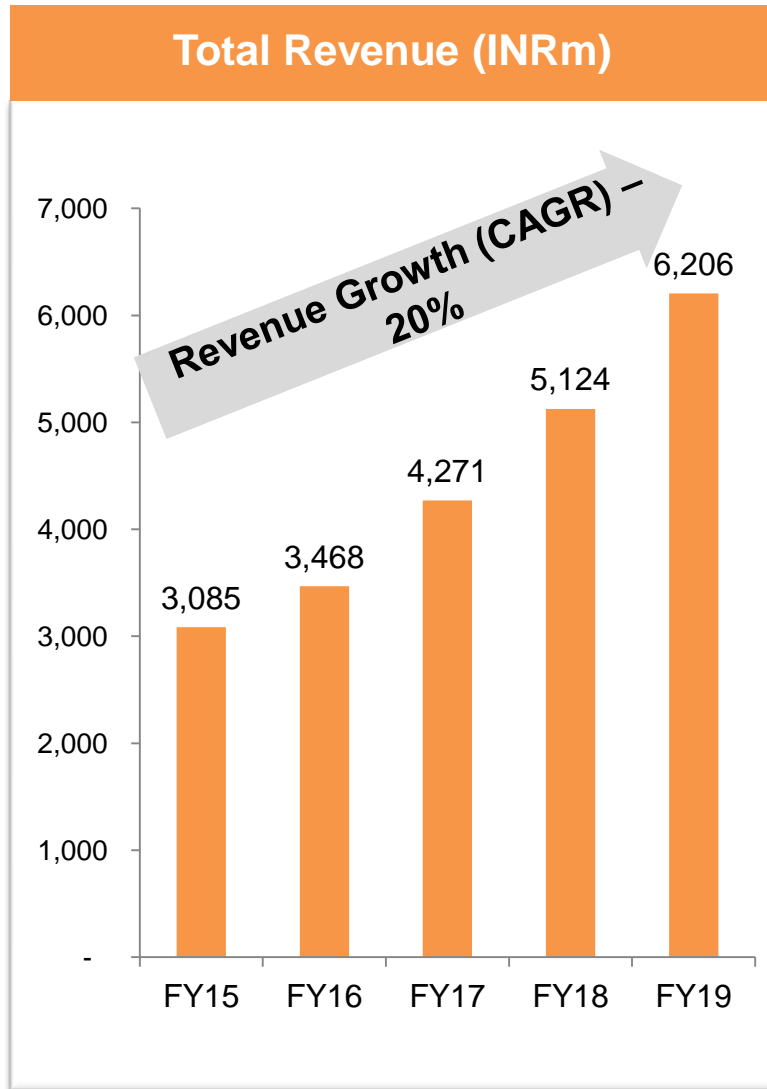
■ Founder-led management team with extensive experience

■ 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



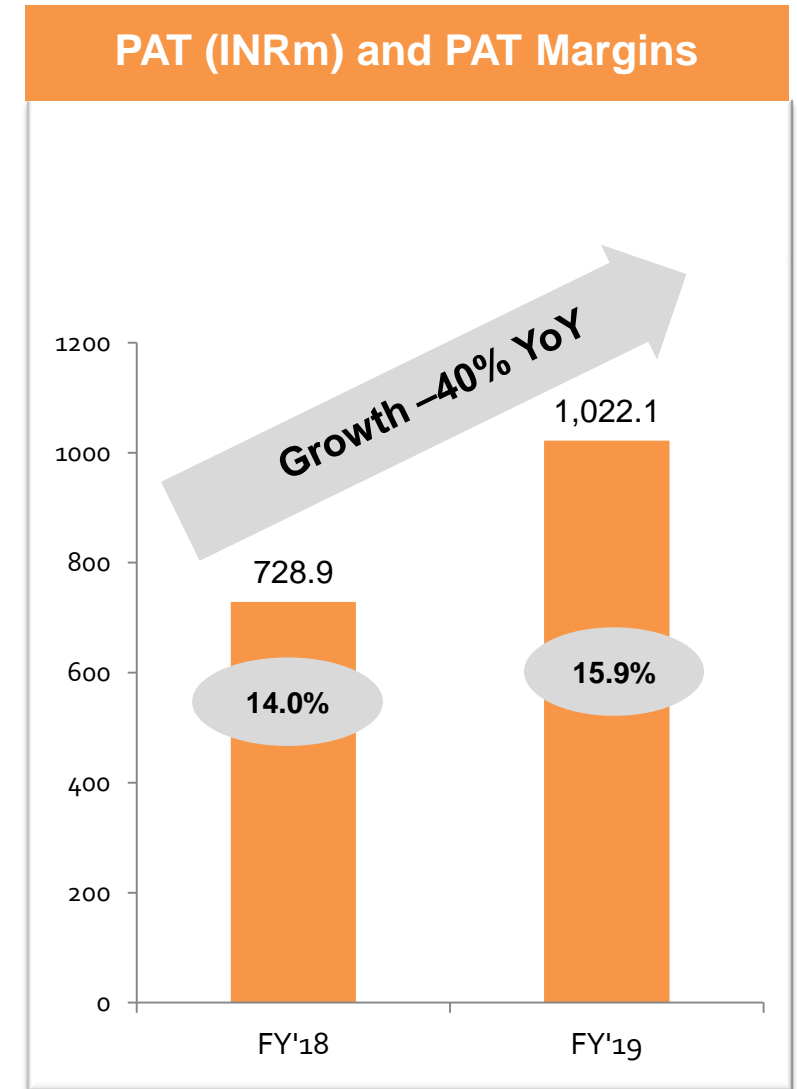
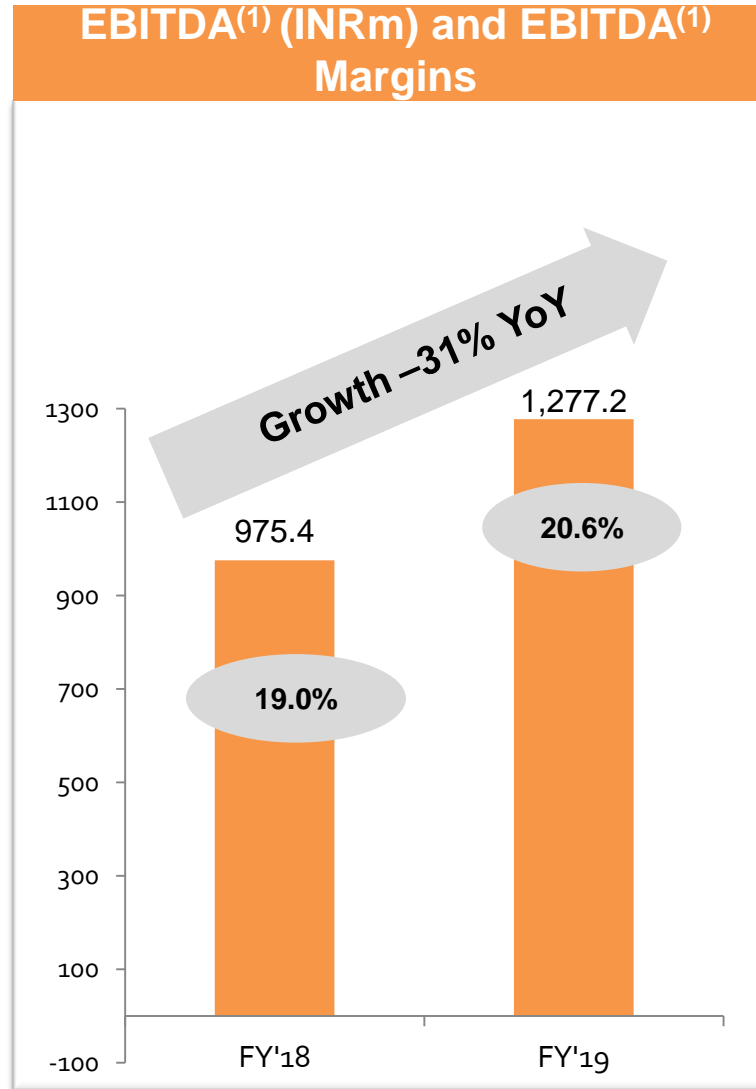
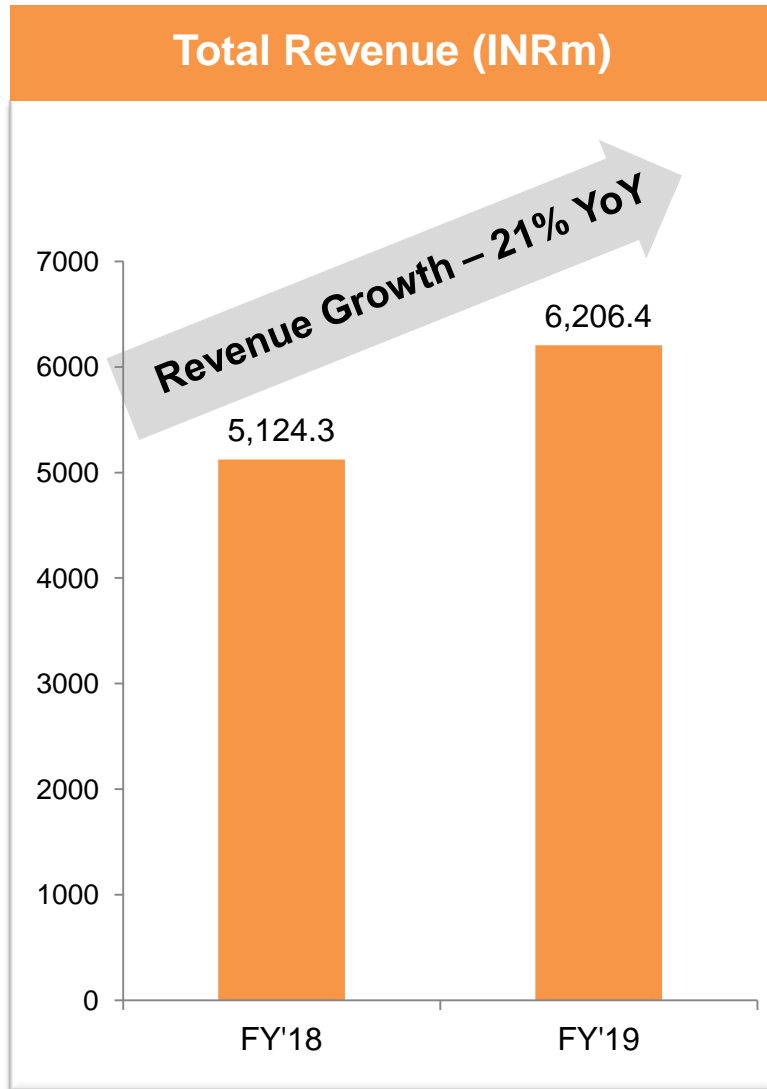
Continued Growth Momentum in Revenues and Profitability

(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

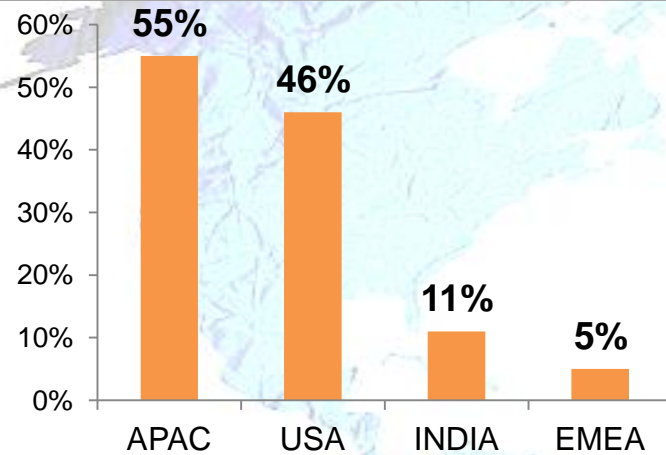
Major deals include:

- 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)



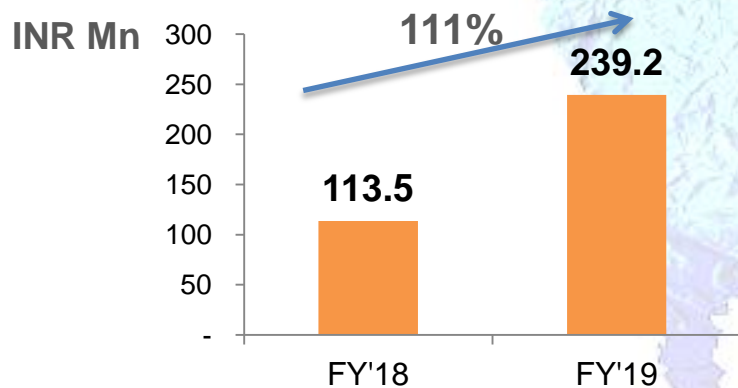
APAC & EMEA Region

- 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.

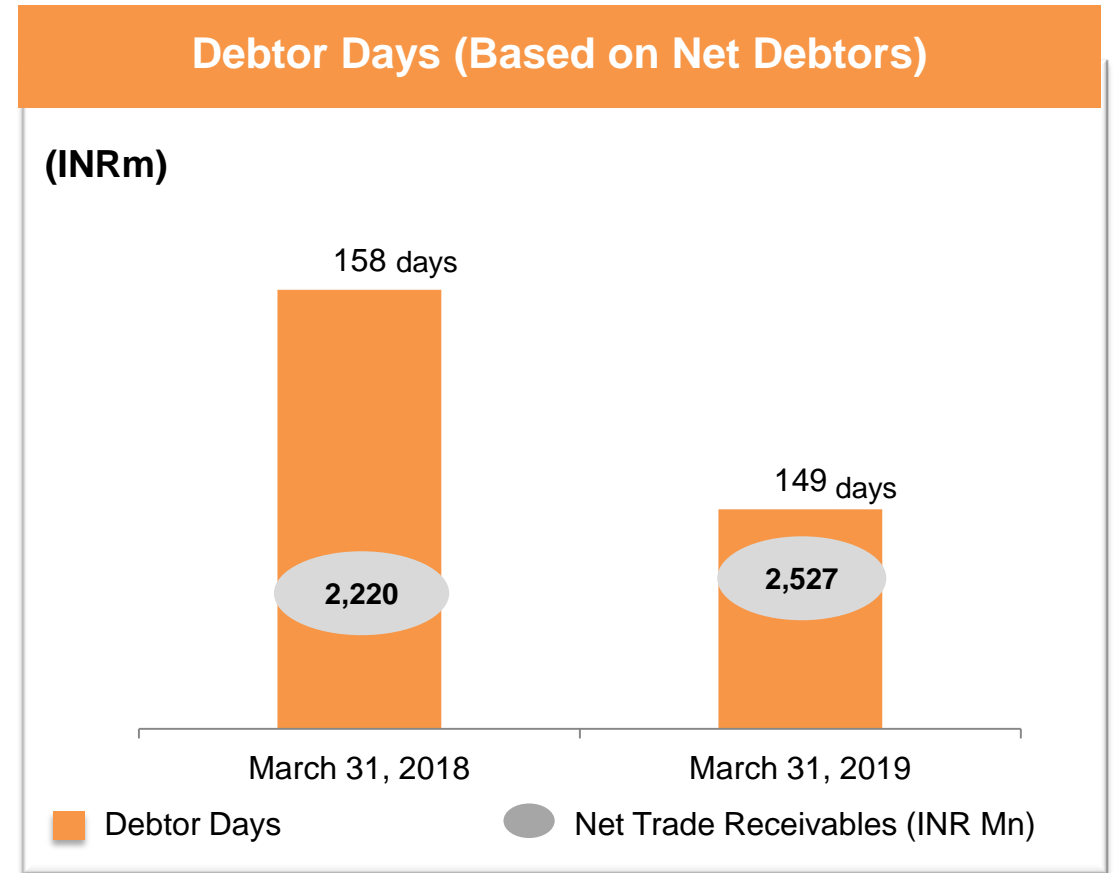
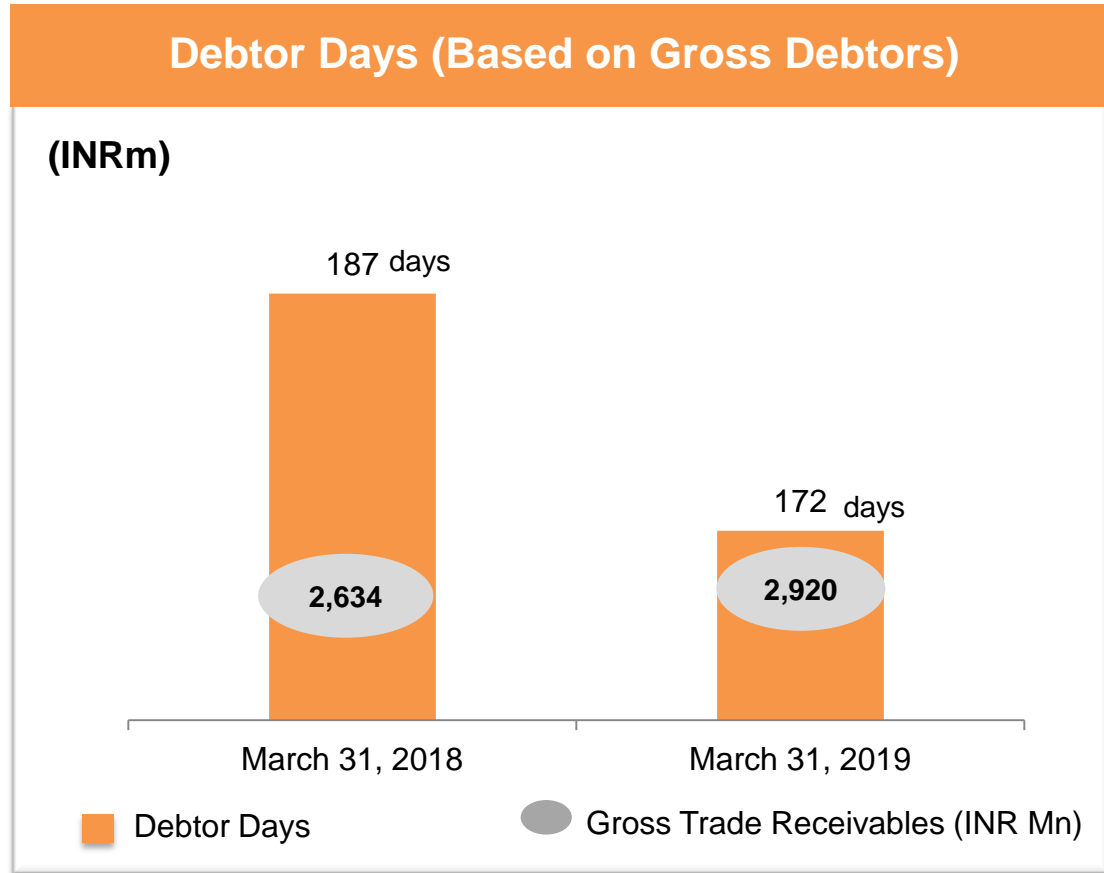
Key Awards:

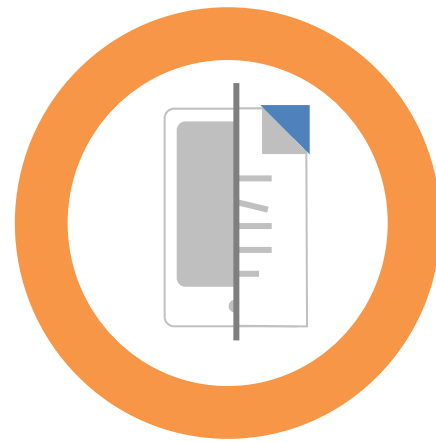
- ✓ Winner in the Medium Enterprises - Service Industry category for the 'FE CFO of the year' award which recognizes excellence and best practices amongst organizations and individuals.

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

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