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Aman Mourya: Moderator what is the number of attendance for the counting of the quorum?

Moderator: Sir, as of now total 97 members have attended the meeting. This may increase further during the meeting.

Aman Mourya: Okay, Thank you.

Aman Mourya: Good morning. I am Aman Mourya, Company Secretary welcome you all to the 31st Annual General Meeting of your company, which is being held through video conferencing in accordance with circulars issued by the Ministry of Corporate Affairs and SEBI. The Registered Office of the company at New Delhi shall be deemed venue for this AGM. Mr. Diwakar Nigam, the Chairman and Managing Director of the Company shall act as a Chairman of the Meeting. All the members of the Board are present except Mr. Saurabh Srivastava, due to his pre-occupation. Mr. Kaushik Dutta, the Chairman of Audit Committee, Mr. Subramaniam Ramnath Iyer, Chairman of Nomination Committee & Stakeholders' Relationship Committee are also present in the meeting as required by law. Mr. Virender Jeet, Chief Executive Officer, Mr. Surender Jeet Raj, EVP - Global Business Strategy and HR, Mr. Tarun Nandwani, Chief Operating Officer and Mr. Arun Kumar Gupta, Chief Financial Officer of the company are also present in the meeting, Respective officer from Walker Chandiook & Co LLP, Statutory Auditors, Aijaz & Associates, Secretarial Auditors and DPV & Associates LLP, Scrutinizer are also present in the meeting. All the registers and other documents certificate as required by law are open for inspection during the meeting at the website of the company, Since the quorum is present. I hereby request the Chairman sir to call the meeting to order and address the members.

Moderator: Chairman sir, you are on mute, sir, please unmute yourself and proceed.

Chairman: Thank you Aman. Dear members, Since the requisite quorum is present, I hereby call the meeting to order. The year 2022-23 had been remarkable for us as we reached the milestone of Rs 1,000 crores in total income witnessing a growth of 25% year-on-year. We have made significant progress as an organization and delivered strong performance across key business metrics during the financial year. We have been seeing a trend of increasing average ticket sizes per customer. Of the 520+ active customers today, 51 customers had billing in excess of Rs 5 crores for the year compared to 38 last year.

We have embraced emerging technologies, trends, and customer needs to drive our growth. The new generation of our product suite, NewgenONE has contemporary user interfaces and a more integrated development environment. NewgenONE platform is ideally suited to achieve enterprise goals of revenue enhancement, increased productivity, optimization of cost and business operations & team collaborations.

The low code platform now has an integrated AI/ML platform, using which, our users can now create suggestive and prescriptive intelligence into their processes.

Our products have been well recognized by various reputable industry analysts like Gartner and Forrester in our categories of Content Platforms, Low Code Application Platforms as well as Robotic Process

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Automation. We were happy to be recognized as a Leader for the first time in the Forrester Wave – Content Platforms report.

We are continuously making disciplined investments toward our global expansion, go-to market and platform enhancement to address the market opportunity. We believe we are well equipped to take this journey with our cutting-edge products, focus on innovation, skilled team, and deeper customer relationships across the globe. With another profitable year, we have strengthened our Networth. We have no term debt on the balance sheet. We have a healthy cash and bank balance enhancing our financial stability.

As we scale up, we embark on another long-term goal to build a responsible and sustainable organization. Newgen has been actively carrying out various CSR initiatives with the mission to contribute to the social and economic development of the communities in which we operate. We aim to actively contribute to the holistic development of underprivileged children, specifically. Our various CSR programs include imparting digital education, life skills and personality development programs, remedial education programs and mid-day meal programs.

I extend my heartfelt appreciation to all our stakeholders, customers, partners, investors and employees, for your continued collaboration and trust in us. We are ready to shape the future enterprises and beyond.

Dividend: I am also pleased to inform you that considering the company's financial performance, the board of directors of your company has proposed to declare a dividend of rupees five per equity share that is 50% in the financial year 2022-23.

Authorization of company secretary: I now request Mr. Aman Mourya, Company Secretary, to conduct the further proceedings of the meeting. Further, I hereby authorize company secretary to declare the results and all the acts as necessary in this regard. Thank you.

Aman Mourya: Thank you, sir. since there are no qualifications or adverse remarks in the respective directors report. Hence the auditor's reports are not required to be read at the meeting. The notice of the meeting and annual report as already sent to the members are taken as read. The notice of the AGM contains four items for the approval of the members through E voting. Due to the facility of instapoll in this AGM, the requirement of proposed and second is not applicable. The members who have not voted on the resolutions through remote E voting are eligible to cast their vote in the AGM. For this purpose, the company has appointed DPV & Associate, LLP to act as a scrutinizer for this AGM. The result will be declared after receiving scrutinizer report at the earliest within 48 hours after the meeting. The result will also be made available on the website of the company. The company has received some advanced query the same shall be answered temporarily through email. Further, we have received requests from six members requesting themselves as a speaker in this annual general meeting, I request the speakers to limit their speech for two to three minutes for the benefit of other members. I request all the speakers to be very precise with the questions and observations and avoid duplication in questions and observation already made. Others may also be invited to express their views if they have any in the chat box provided. The Chairman, CEO or CFO of the company will respond to all the questions at the end of the meeting, if required. Now with the permission of the Chairman, I would request the moderator to allow the speaker one by one to express their view.

Moderator: Thank you sir. The first registered speaker is Mr. Praveen Kumar from Delhi. Mr. Praveen Kumar, Mr. Praveen Kumar is yeah.

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Mr. Praveen Kumar: Hello I am audible sir.

Moderator: Yes, sir, you are audible please continue, sir.

Mr. Praveen Kumar: A very, very good morning to my respected chairperson well decorated esteem of Board of Director and my co fellow shareholder this meeting online. Myself, Praveen Kumar, joining this meeting from New Delhi I have few observations sir, which I love to share with the entire house. First of all, thank you very much respected chairperson for a retail investor like me, your brief address to the shareholder is easy to understand language. I'm very, very thankful. I think you cover almost everything, what we did, where we stand and what the future is like. So my always best compliments I am a shareholder of our company since IPO and from last three years, despite Corona, despite so many concerns, I really salute your devotion, dedication and leadership team, we are bring come out very, very good numbers are very, very good number. So I'm very, very fortunate to be part of such interesting journey sir. Your investor friendly approach I really salute you that sir and I supported all the regulations which are set out for the notice today, sir, I really don't have any queries. Our company says in bold letters, yes, we care we listen to the shareholder, the retail investor, we care for the retail investor that truly shows and Sir, in your speech, also, you were mentioning CSR activities. I'm very, very thankful that our management is very, very proactive, to building India, sir. So I'm very, very thankful for the entire management team. Sir I requested a hardcopy of Annual Report and it will be promptly delivered and that really shows that our company is very, very interesting to take care of the retail investor friendly sir. I just pray to the God I just pray to the God that he will enlighten you so that you will take our company to the near heights. It's a hat trick and it will be go on and on and on my best wishes for the entire team. And I wish you all the very, very best and I'm very, very thankful that you given me this platform to share my views and express all the very, very best for the future. Thank you.

Moderator: Thank you sir. The next speaker is Mr. Shripal Singh from Gurgaon. Mr. Shripal Singh. He is not available at this point of time.

Aman Mourya: We can move next Speaker.

Moderator: Yeah. The next speaker is Mr. Santosh Bhutani from Delhi. Mr. Santosh, please unmute yourself and switch on your camera proceed with your query. Mr. Santosh you're unmuted please proceed sir.

Mr. Santosh: नमस्कार चेरमैन सर मे संतोष भूतानी के साथ एम पी भूतानी. हमें बहुत अच्छा लगता है के हमारी कंपनी ने एक साल में शेयर प्राइस रिटर्न दिया है 77.85 दिया है. आज में हमारे शेयर जो है छे सो पैतीस के आस पास है फेस वैल्यू 10 रुपया है. मै एक चाहता शेयर हम Split करे 5 रुपये का शेयर करे ये कुछ ऐसा करे ये कुछ और सोचे साथ ही साथ चेरमैन सर कंपनी की वर्किंग हैप्पी वर्किंग है. बहुत अच्छी दिशा में कंपनी चल रही है. इसमें कोई दोहराई नहीं ये हमारी आने वाले समय में कंपनी ओर उचाईयो को छुएगी और आपकी लिड में कंपनी नया अयाम हासिल करे. चेरमैन सर हमें खुशी है. सेक्रेटेरियट टीम से पुरा सपोर्ट मिलती है, जब केरीज़ होती है कोई दिखत होती है हमें अनुअल रिपोर्ट वैलिड टाइम मिल जाती है. कोई केरीज़ नहीं रहती ये थोड़ी अच्छी बात है मैनेजमेंट और स्टैकहोल्डर्स के बीच में सेक्रेटेरियट टीम का जो योगदान होता है बेहतरीन है. चेरमैन सर हमारा कोई केसटिओन्स नहीं है बस एक चाहता है की आपका मैनेजमेंट अंड स्ट्रेटेजी रोड मैप क्या रहेगा नेक्स्ट ईयर के लिए. थैंक्यू चेरमैन सर मेरी विशेष है और कंपनी

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बहुत काम करे इसी तरह से अच्छी रिटर्न के नय अयाम बनाती रहें. बहुत बहुत धन्यवाद आपने 5 रुपये पर शेयर डिविडेंड बी दिया है . बहुत बहुत शुक्रिया सर Thank you very much चेयरमैन सर |

Moderator: Thank you, sir. The next speaker is Mr. Lokesh Gupta from Delhi. I request Mr. Lokesh Gupta ji, unmute yourself, switch on your camera and proceed with your query sir. Lokesh ji please unmute yourself and proceed. Lokesh ji request you to unmute yourself and proceed with your question.

Moderator: Since there is no response we are we are moving to the next speaker. Mr. Vinay Vishnu from Mumbai. Mr. Vinay.

Mr. Vinay: Hello. Are you able to hear me?

Moderator: Yes sir, we can hear you. Please proceed, sir

Mr. Vinay: Fine, I am also ready to start. As you mentioned, my name is Vinay Bhide, and I'm a shareholder from Mumbai. Chairman Mr. Diwakar Nigam, other distinguished directors you know, participating in today's, you know, AGM proceedings, I have gone through the annual report, and I've just got a couple of queries, I have been very happy with the working that the company has given the backdrop of, you know, the present situation, not only in India, but worldwide also. And I've just got a couple of questions, and the intention of the questions is to understand the present working as well as the future better. And the questions are as follows. The first question, I have noted that, you know, we have eight wholly owned subsidiaries in the company of which about and I find seven are profitable, because these are profitable companies, and you know, they have got a good resource position, can you please you know, help us understand as to what is the company's plan for you know, getting repatriation of profits back from this company, or utilizing this, you know, the profits of this company, for you know, for the benefit of, you know, all the shareholders, that is question number one. And question number two is that I have already know, from the segmental, you know, working, that the India geography has done much better than, you know, the other portion in terms of sales, as well as profits. So, I would like to understand as to what were, you know, the reasons, you know, which, you know, led to this excellent working, we're very happy about that, and who could you please continue that this trend, you know, which the India geography and the other geographies has shown, you know, in this concurrent financial year, that will continue in the years to come. So, these are the two key points and, you know, I've just got a, you know, one request, I represent, you know, one of, you know, the large brands in this in this country, you know, as a channel partner, so, I've got some interesting, you know, technology offerings, you know, which the company could be using, and, you know, could also, you know, look for using the future, I have already, you know, since the last AGM requested was from Aman Mourya and his team to look at, you know, these offerings, so, far, you know, there has not been a response, I would request you to ask Mr. Aman and his team to direct you know, these requests to the concern team and see if you were they could help in the betterment of the company. Otherwise, I find that you know, we are doing very well. So, I will close with best wishes for the directors and the employees. Thank you so much for giving opportunity.

Moderator: Thank you, sir. The next speaker is Mr. Yashpal Chopra from Delhi. I request you sir

Mr. Yashpal: Hello Am I audible sir

Moderator: Yes sir you are audible sir, please proceed.

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Mr. Yashpal: Okay sir, Myself Yashpal Chopra, Delhi calling from the client ID 10592847 and others. I'm associated with a company since the pre IPO broker and broker. Our company is the new generation company, because now and all the projects and all those concepts on whichever company is working, that may be and may or may not be understandable for the common investor, but the common investor can very well understand, but it's the growth of the company that resultant of the company. So we have seen that company has made a fantastic growth of 25% in this year, and they allow growth in PBT, ROC EBITDA, even the investor friendly dividend has been raised to 50% that is fantastic for the company, and I am very, very much proud of the management. So, and that is a very big thing for us. And just to judge the strength of the company, they have got this parameter, and the next best parameter is the barrel maker of the stock exchange that price at the stock exchange that shows that how strong our management, our projects, our employees dedication and all that and our company, which has which are rolling around 300 rupees a year back has made a high of 700 rupees. And still that is making an engine around 660 rupees and all that, that shows the fantastic growth and growth of the company. And that shows a very, very big confidence of the investors. So sir, we are very, very much proud of your company. And we will rather pay God just to bestow positivity on you all from the our chairman, our directors, our CFO, our company secretaries, actually, our all dedicated employees, because they are positive is the center of the company and the strength of the company. It is a strength of investment. So this is a very, very big thing. So as regards query, I've got just one query sir is that there any program of acquisition, addition of any new company in this world map because our company is not now a national company. It is just appearing even on the international map as you got clients, which are related to different countries, and they are taking our services. So we are then that and that way, you are just using the name of our country to a higher and higher level. That is a very big service you're doing for the our country.. And I'm with this investment market for the last more than 60 years. So I can say that the company is good only when the management is a management with integrity management is a vision management is with the professionalism and our company, new generation and our company Newgen. I will call it a new generation. So this is just all in a very, very strong hands. And we are very, very happy and we are very much confident that the company will just make the new targets in the coming year, the share price will be almost double by the next AGM. I'm quite sure. So best of luck to you and to all our guys over there. I pray God for the health and add positivity. Thank you.

Moderator: Thank you, sir. With this we have completed the speaker's list and handing over back to you for further proceedings. Thanks Ganeshan.

Aman Mourya: Now, I would request Mr. Arun Kumar Gupta, CFO to answer the query of shareholders.

Mr Arun Kumar Gupta: Yeah, Hi, Good Morning, everybody. So I'll try to address the three points which I think various speaker has raised. One is about outlook of the company on the outlook the way we see it, revenue and profit have far have been far better than earlier years. And we expect same kind of momentum in the coming years. We have made significant progress as an organization and delivered strong performance across key metrics during the financial year. And we believe that we will continue with that kind of momentum in coming years also. On the second point as far as subsidies, dividends are concerned. So, the way we see it, our subsidy have shown good profit, no doubt and have good roads, these are places but currently, we see more opportunity to invest in the subsidy. And that is the reason we are currently retaining the reserve in the subsidy. However, in due course, we will further analyze the opportunity to pay a dividend to the parent company on the geographical growth, especially talking about India growth So, I think one is obviously India, India geography has grown in the last couple of years and showing good track since as far as the current customers are concerned and even the new banks, including PSU banks are destined for India growth we also feel that increasing demand of digital transformation projects also is adding to the growth in

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the current scheme of things. And we believe that this growth momentum will continue in geography in coming years and will grow big in the coming years. So that's how we see the growth in all the geography. So as from here as far as I think any further questions any further obviously our secretary team can further check for the response.

Aman Mourya: Thank you sir. For email as received from various investors there'll be no other item to transit I propose vote of thanks to the Chairman.

Chairman: So, Thank You very much for attending this meeting and I think all the questions have been answered I would like to thank all the our members, I take this opportunity to thank all members may please note that Instapoll will continue to be available for the next 15 minutes. Thank you very much and see you next time.

Aman Mourya: Moderator we may leave the meeting now.

Moderator: Yes sir, you can leave the meeting. Thankyou sir.

Aman Mourya: Thank you everyone for attending the meeting.