



NEWGEN

Newgen Software Technologies Ltd.

**Investor Presentation – Q2 FY'22
and H1 FY'22**



Oct
2021

NewgenONE Digital Transformation Platform



NEWGENONE

Digital Transformation Platform



**Contextual Content Services
(ECM)**

OmniDocs

*Manage complex business information
and extract intelligent insights*



**Low Code Process
Automation (BPM)**

iBPS

*Digitize end-to-end customer and
employee journeys with low code*



**Omnichannel Customer
Communication (CCM)**

OmniOMS

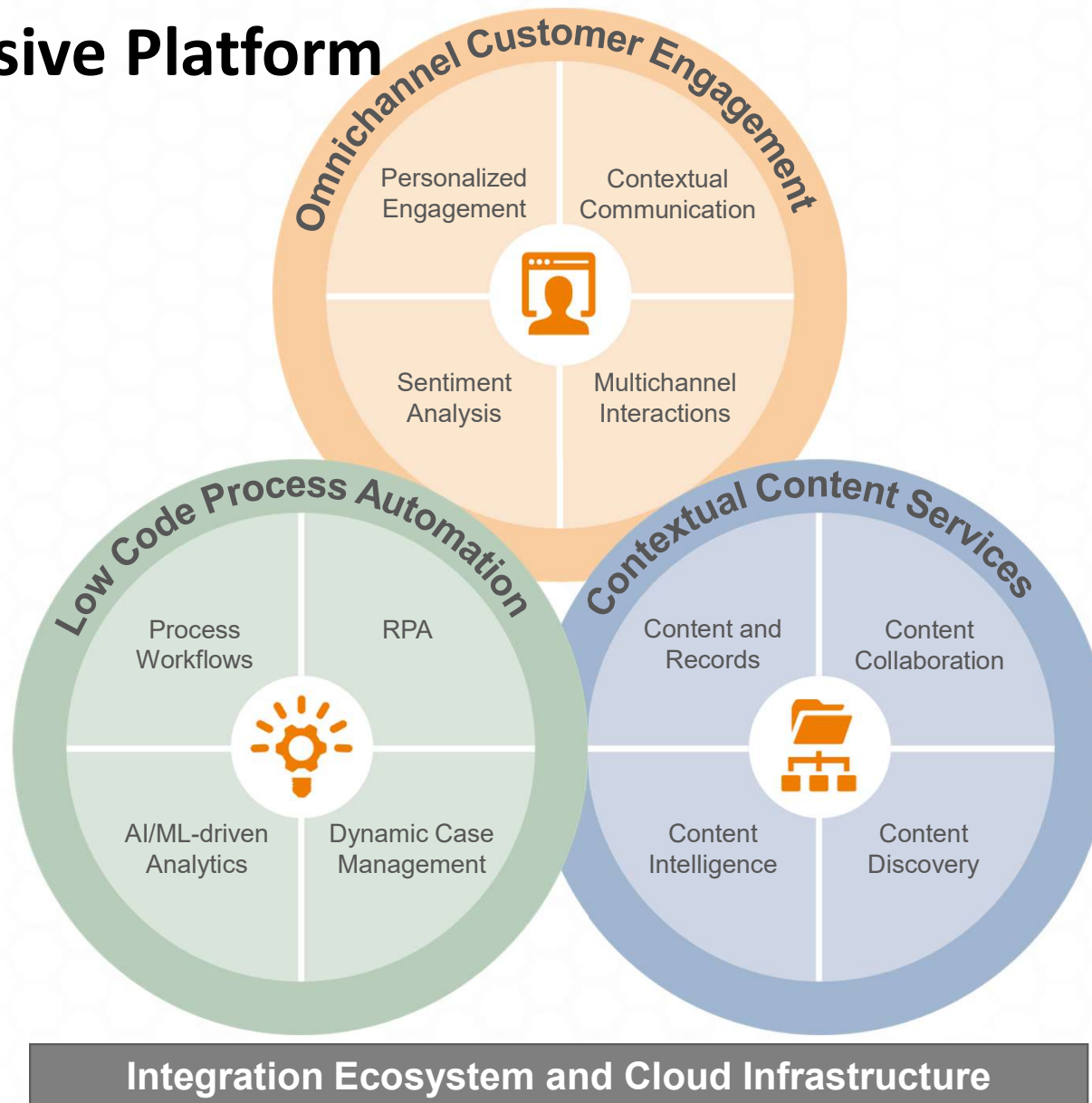
*Deliver personalized communications
across channels at scale*

NewgenONE Platform comes together to address the need of Organisations to intelligently automate while handling documents and effective conversations with customers.

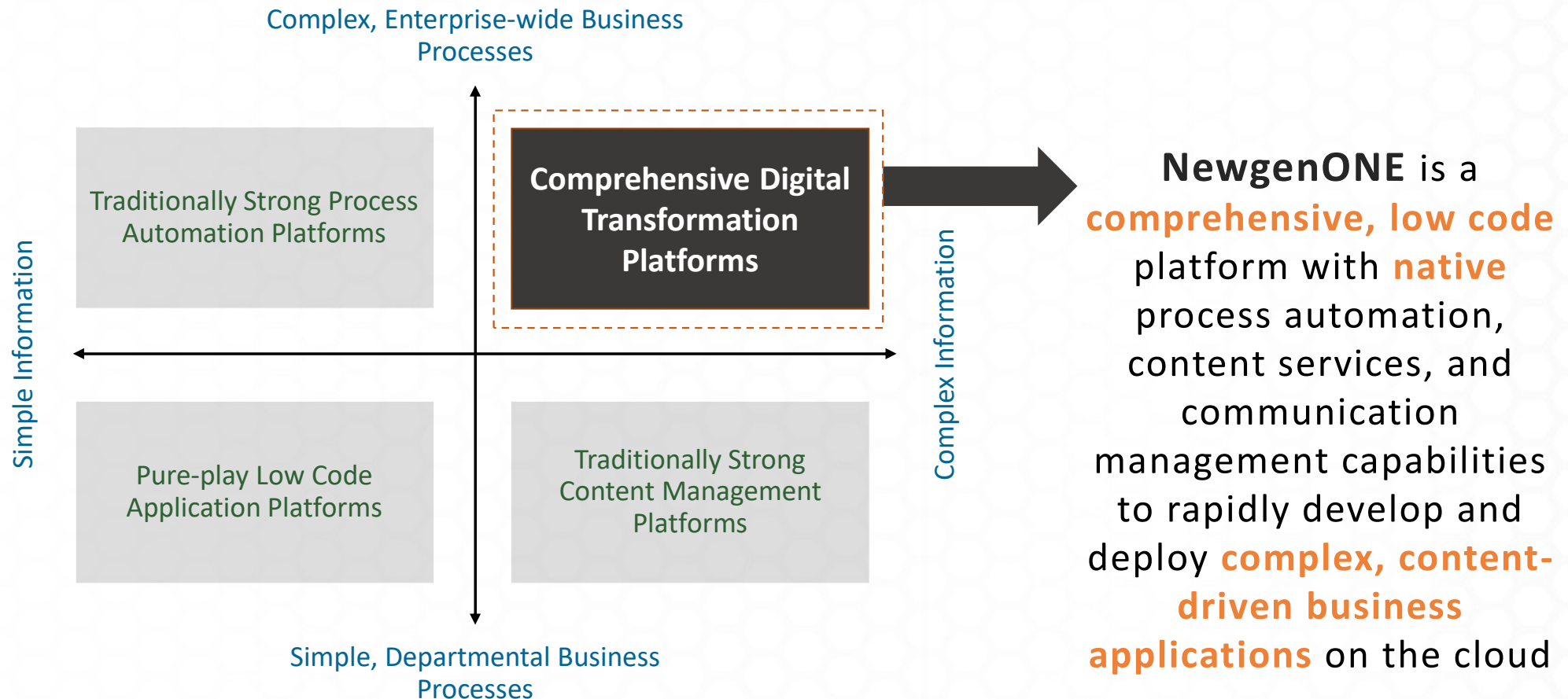


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A Comprehensive Platform

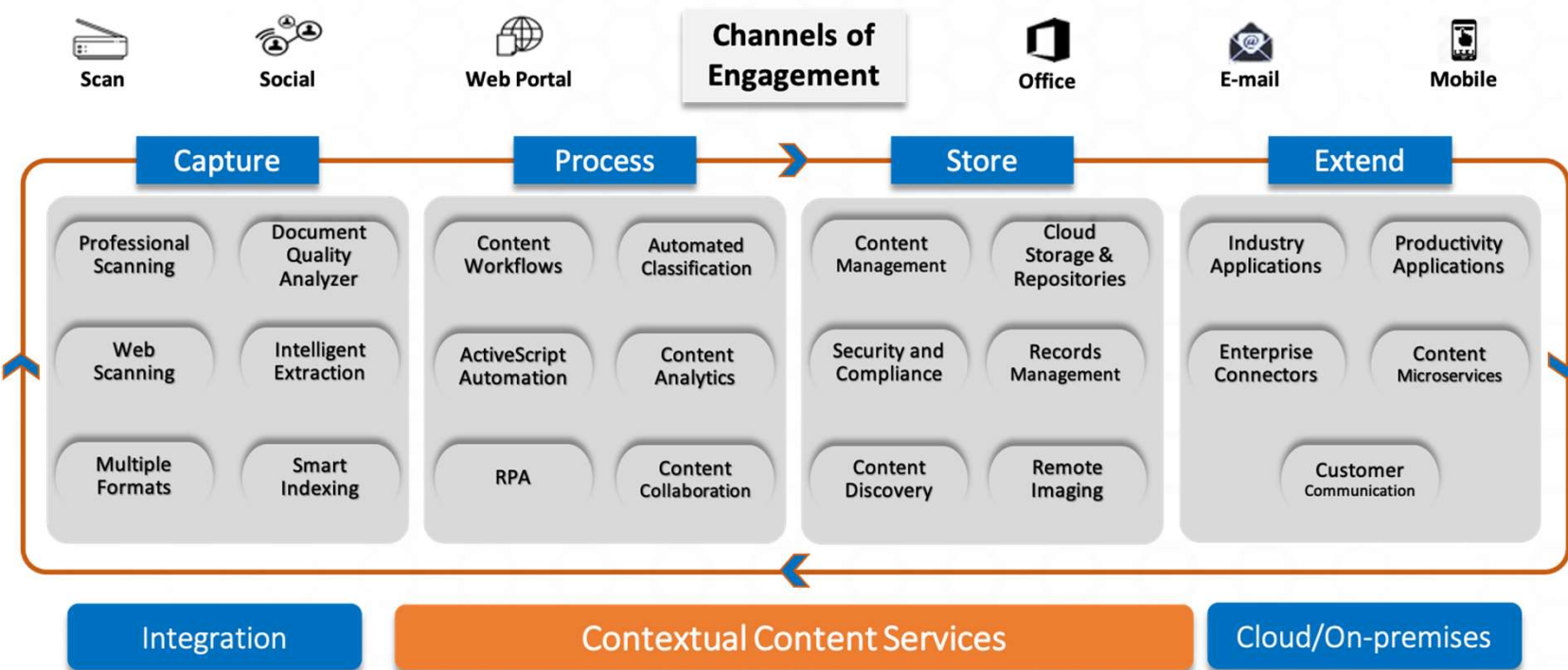


Resolving complex content and process requirements



NewgenONE Contextual Content Services (ECM)

Digitize Workplace with Contextual Automation, Compliance, and Intelligence – On Cloud



Gartner

A **Visionary** in the 2020 Magic Quadrant for Content Services Platforms *

Case Study

Digital transformation of **India's leading insurance company with over 250mn customers**. Implementation included archival of ~500mn policy dockets and automation of processes across 2000 branches, 113 divisional offices, 8 zonal offices, and corporate office.

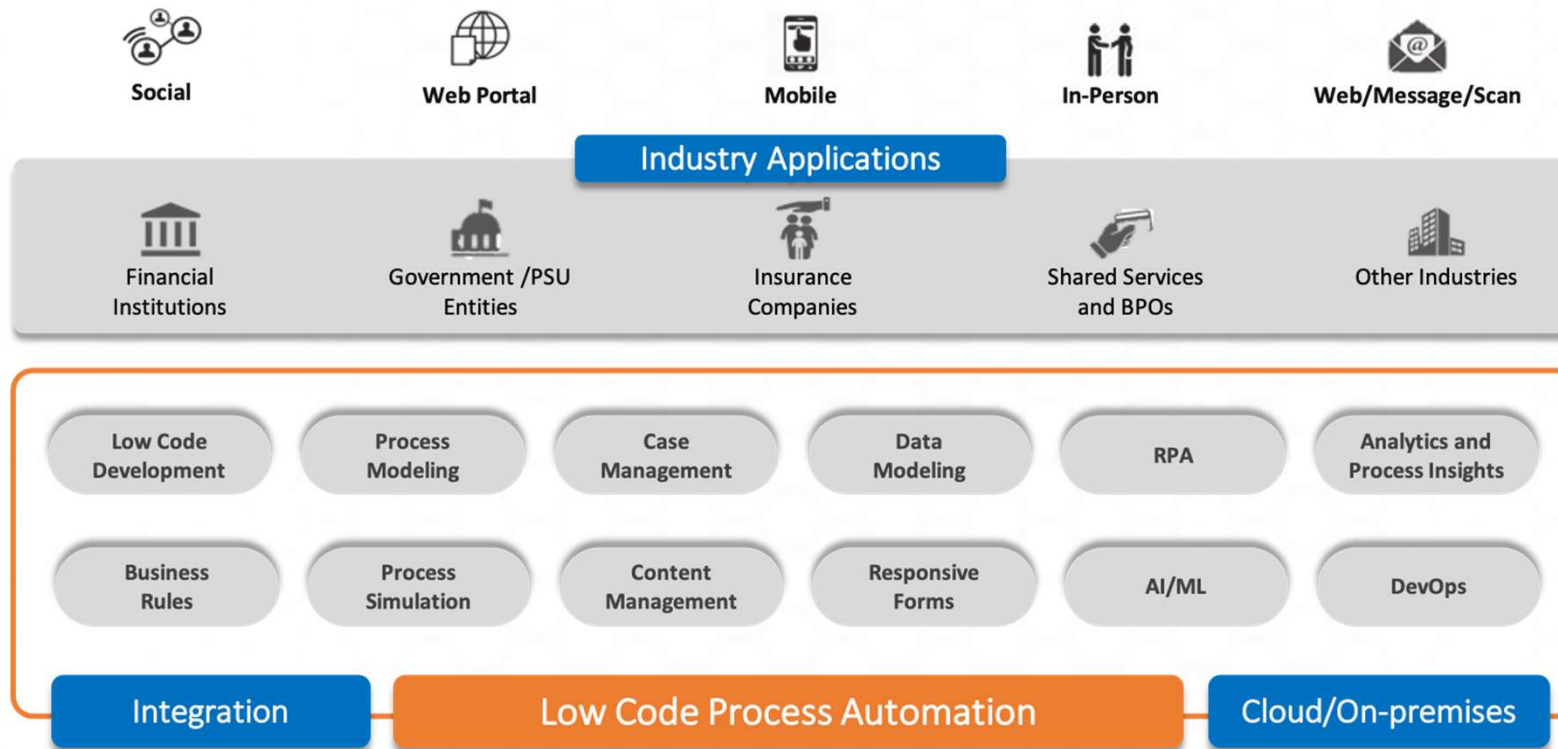


* Authored by Michael Woodbridge et al. Updated 27 April 2021, Published 16 November 2020

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NewgenONE Low Code Process Automation (BPM)

Rapid Application Development for Deep & Complex Business Applications across Devices



Gartner

A **Niche Player** in 2021
Gartner Magic Quadrant for
Enterprise Low-Code
Application Platforms *.

Case Study

One of the largest banks in the US with around 240 branch offices implemented Newgen's commercial loan origination solution to streamline overall lending process. The bank digitized its lending cycle and automated its operations, enabling quick and hassle-free shift to remote working.

* Gartner Magic Quadrant for Enterprise Low-Code Application Platforms, Jason Wong, Kimihiko Iijima, Adrian Leow, Akash Jain, Paul Vincent, 20th September 2021.

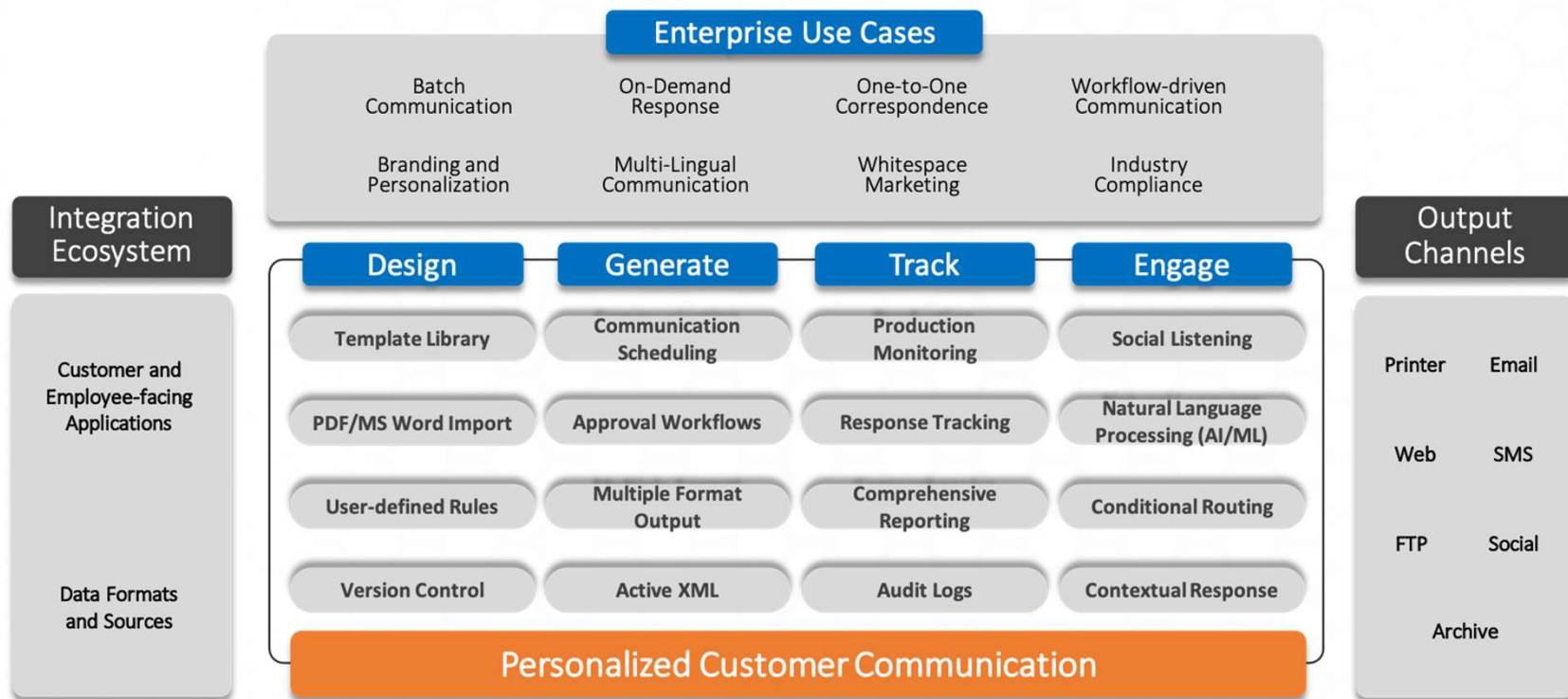
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NewgenONE Omnichannel Customer Communication (CCM)

Use Business Data and Manage the Communication Output – Personalized and at Scale



Case Study

Newgen CCM Solution Implementation for a leading private bank in India. The bank chose the Newgen's CCM platform to make their customer communication more customized and platform agnostic.

Newgen – A Snapshot (FY'21)

Leading player in the content, process, and communication markets with significant market opportunity

~550
Active Customers

Installed base across
72 Countries

17 verticals with
5 Core Verticals

~3,000 Personnel
(with ~470 personnel in R&D
~300 personnel in S&M)

Resilient and profitable business with highly visible subscription revenues

Rs. 673 crores
Revenues
(with annuity of 57%)

Rs. 200 Crores
Subscription Revenues
(19% YoY Growth)

Rs. 127 Crores
PAT
(74% YoY Growth)

Rs. 212 Crores
US Region Revenues
(16% YoY Growth)

Comprehensive platform – NewgenONE

**Strong Industry
Recognition**
(Gartner & Forrester)

**Integration Ecosystem
and Cloud
Infrastructure**

**Continuous innovation
investment ~ 10% of
Revenues every year**

44
Patent Filings
(with 20 patent grants)

Innovative Product Suite With Continuing Focus On R&D

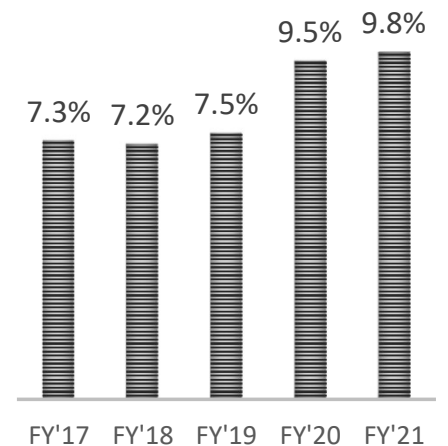
- 29 years of product DNA; 44 patents filings, 20 Granted till date
- Skilled R&D team of ~500 people with deep domain expertise
- Unified platform with modular deployment
- Deep domain expertise - Intuitive applications and scalable performance
- Low Code Application Platform
- Cloud ready architecture on AWS and Azure

Leveraging NewgenONE to simplify every business complexity

With our unique and unified digital transformation platform, you can:



R&D Investments (% of revenues)



NewgenONE: Rapid Development of Applications with Varying Complexity



Our Go-to-market

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

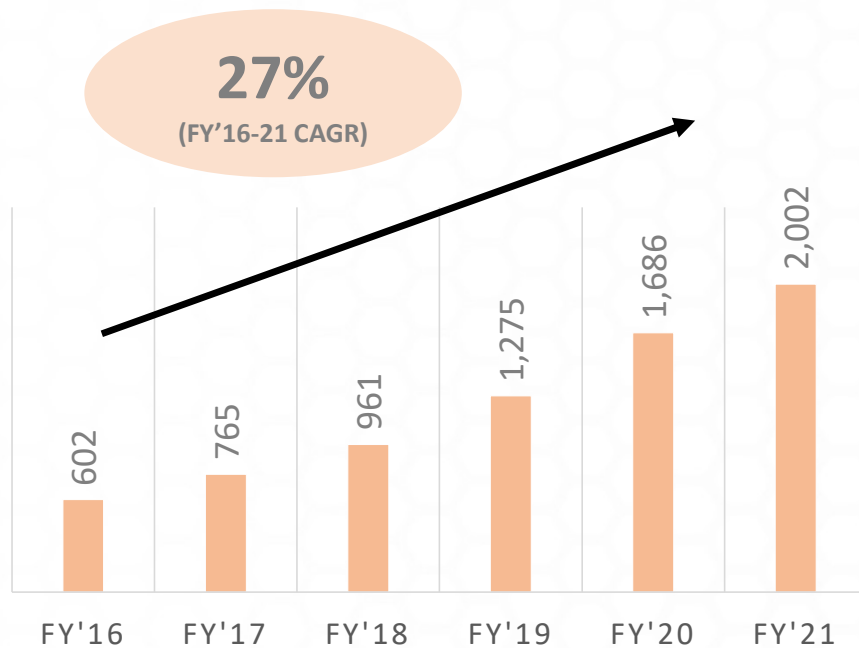
- ~300 Employees in Sales & Marketing Supported by Large Network of Channel Partners of 300+
- Focus on Tier-1 customers in five core verticals in India, APAC and Middle East & Africa Region
- Focus on mid-market banks and credit unions in US region
- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase facilitates seamless creation of new applications

System Integrators-led go-to market targeting Fortune 2000 Enterprises in mature markets

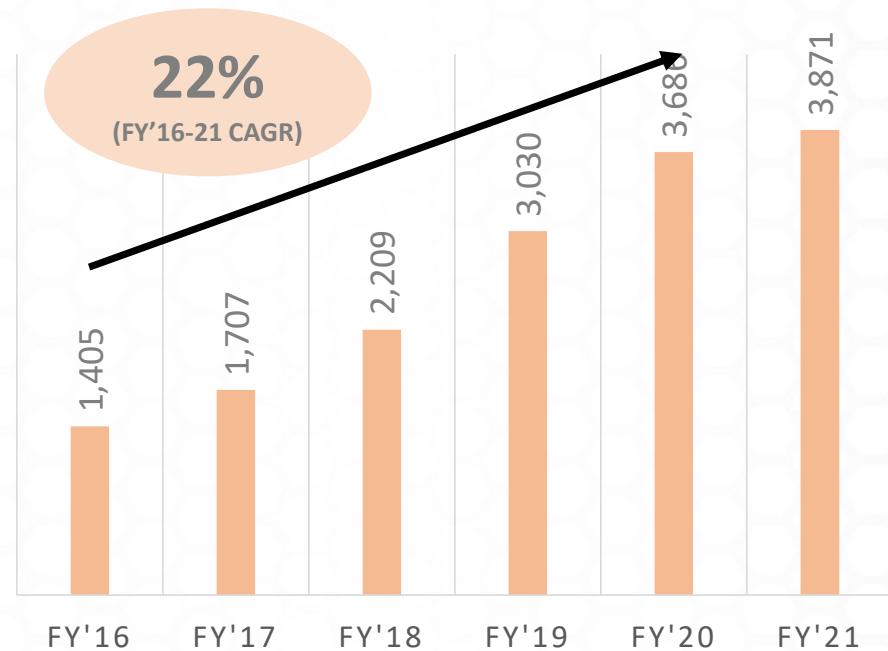
- Increasing traction in developed markets of US, Europe and APAC – with focus on sales through Global System Integrators (GSIs)
- Developed the internal GSI & Enterprise team and ecosystem – Senior Sales Leader added to orchestrate the Enterprise and GSI sales efforts.
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - Digital events, analyst and consultant engagements, enhancing digital presence and digital outreach.
- Newgen products have built acceptance from some of the largest GSIs and their customers.
- Strong pipeline in place

Strong Focus on Annuity and Subscription Revenues

Subscription Revenues (INRm)



Annuity Revenues (INRm)



- Annuity Revenue Streams constantly increasing from 41% of revenues in FY'16 to 57% in FY'21
- Support revenues impacted due to the shift from the on-site model
- Increasing acceptability of cloud deployments across geographies

(1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams

(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

Board of Directors



Diwakar Nigam
Chairman and
Managing Director



T.S. Varadarajan
Whole Time Director



Priyadarshini Nigam
Whole Time Director



Padmaja Krishnan
Independent Director



Saurabh Srivastava
Independent Director



Subramaniam Ramnath
Iyer
Independent Director



Kaushik Dutta
Independent Director

Newgen announces Key Management Changes

Leadership Team



Diwakar Nigam
Chairman and Managing Director



Virender Jeet
Chief Executive Officer



Tarun Nandwani
Chief Operating Officer



Dr. S.J. Raj
Sr. VP – HRD



Anand Raman
EVP & COO - Newgen Software Inc.



Arvind Jha
Sr. VP – Product



Rajvinder Singh Kohli
Sr. VP – Global GSI Sales



Arun Kumar Gupta
Chief Financial Officer



Hemant Makhija
VP – Marketing



Sunil Pandita
VP – Sales (India)



Vivek Bhatnagar
VP – Sales (EMEA)



R. Krishna Kumar
VP – Sales (Australia)



Ashok Kapoor
VP – Customer Experience



Dushyant Kumar
VP – GSI Enablement



Manojit Majumdar
VP – Channel Sales



Vivek Mani Tripathi
VP –HRD & Operations



Pramod Kumar
VP – Sales (APAC)



Anurag Kumar Shah
VP – Product & Solutions (Americas)



Arpan Bansal
VP – Marketing (Govt. & GSI Initiatives)



Ashish Deshmukh
VP – Sales (Americas)



Atin Kumar
VP – Delivery (Americas)



Nikhil Sawhney
VP – Customer Relations (EMEA, APAC)



Prashant Sahai
VP – Sales (Middle East)



Ritesh Varma
VP – Product & Solutions (India, EMEA, APAC)



Shikha Bhatt
VP – Delivery (India)



Mukesh Bhatnagar
VP – International Operations

Q2 FY'22 Financial Results



Financial Summary (Consolidated)

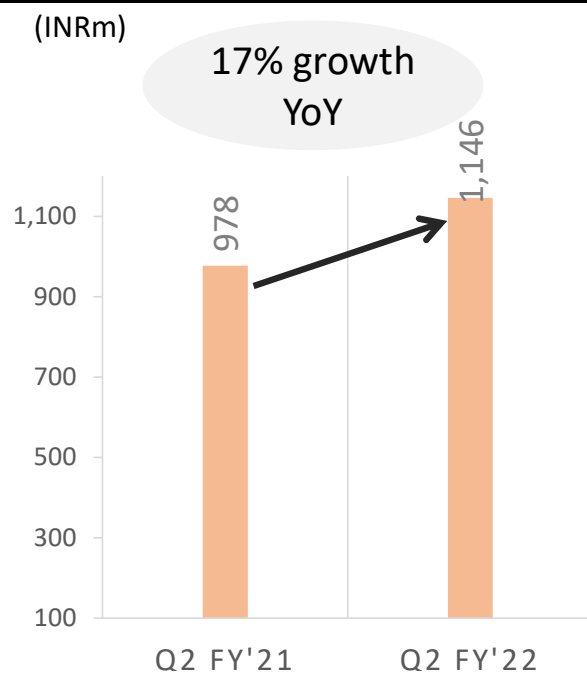
Particulars		Q2FY22 (Unaudited)	Q2FY21 (Unaudited)	YoY Growth	Q1FY22 (Unaudited)	QoQ Growth	H1 FY22 (Unaudited)	H1 FY21 (Unaudited)	YoY Growth
Revenue (INR Mn)	Revenue from operations	1,855	1,550	19.7%	1,595	16.3%	3,450	2,871	20.2%
	Other Income	69	30	129.4%	106	-34.4%	175	69	152.4%
	Total Income	1,924	1,580	21.8%	1,701	13.1%	3,626	2,941	23.3%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	466	411	13.4%	228	104.8%	694	567	22.4%
	Profit after tax	374	292	28.0%	216	73.1%	590	383	53.9%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	25.1%	26.5%		14.3%		20.1%	19.7%	
	Profit after tax	19.4%	18.5%		12.7%		16.3%	13.0%	
EPS (INR)	Basic	5.39	4.23	27.6%	3.12	73.0%	8.51	5.55	53.4%
	Diluted	5.33	4.19	27.3%	3.09	72.4%	8.43	5.50	53.2%

Q2 FY'22 v/s Q2 FY'21

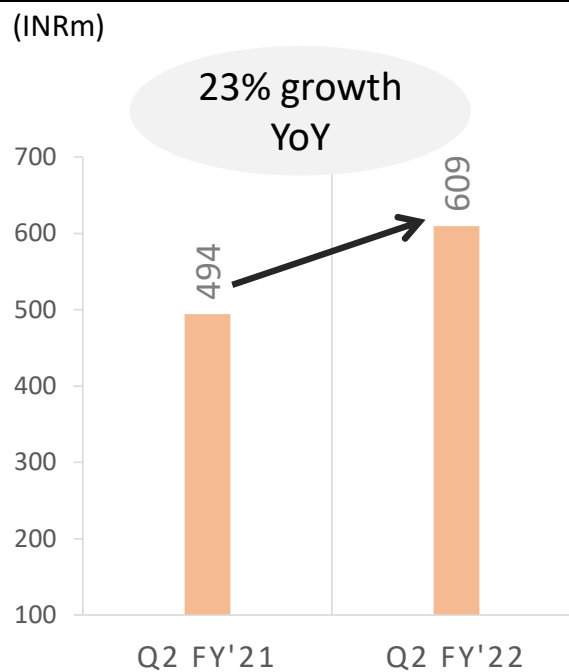
- Continuing strong momentum during the quarter with broad based revenue growth of 20% Q2 YoY.
- EBITDA at Rs 466 Mn, up 13% Q2 YoY. Profit after Tax at Rs 374 Mn, up 28% Q2 YoY

Strong acceleration in annuity and subscription revenues

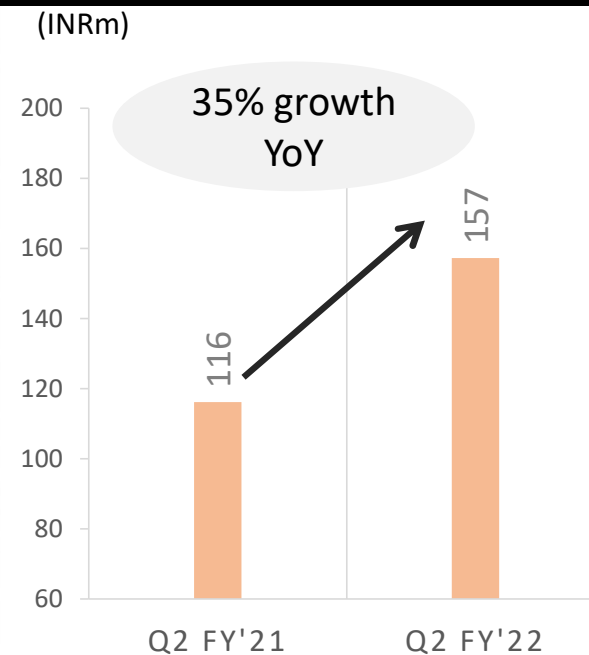
Annuity Revenues (Rs Mn)



Subscription Revenues (Rs Mn)



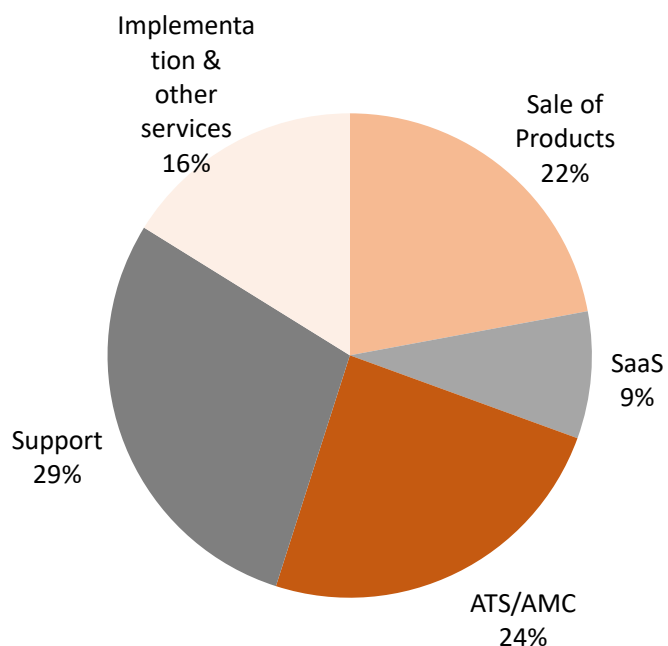
SaaS Revenues (Rs Mn)



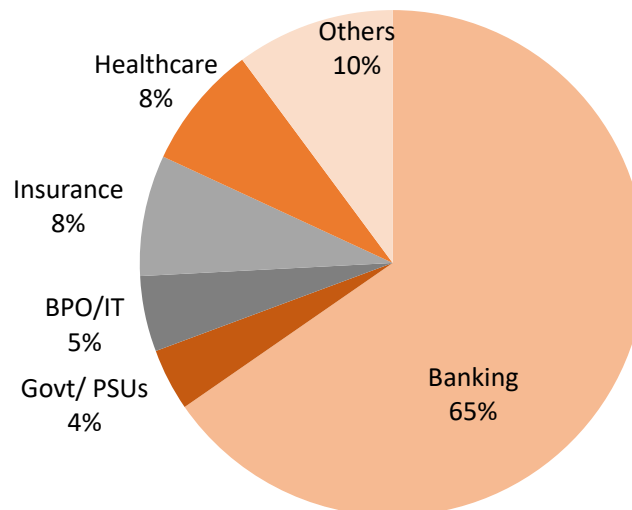
- (1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams
(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

Diversification across Verticals and Geographies

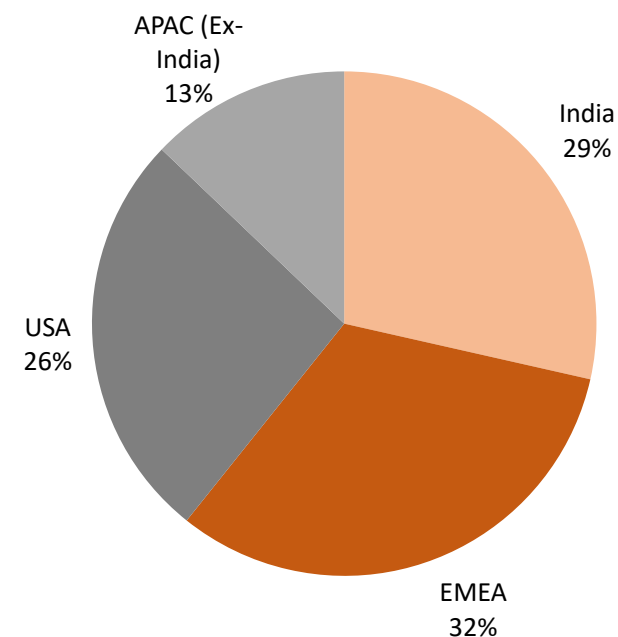
Q2 FY'22 Revenue Split by Segment



Q2 FY'22 Revenue Split by Vertical



Q2 FY'22 Revenue Split by Geography



Business Highlights (Q2 FY'22)

Analysts Recognitions

- Positioned as a **Niche Player** in the 2021 Gartner Magic Quadrant™ for Enterprise Low-Code Application Platforms*

Customer Wins

- 9 new customer wins during the quarter*; traction in newer markets

Broad-based growth

- All geographies witnessed growth with significant growth contribution from EMEA and India
- Banking and Financial Services and Insurance were the fastest growing segments during the quarter

* Including orders booked but not billed

* Gartner Magic Quadrant for Enterprise Low-Code Application Platforms, Jason Wong, Kimihiko Iijima, Adrian Leow, Akash Jain, Paul Vincent, 20th September 2021.

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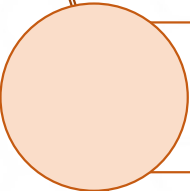
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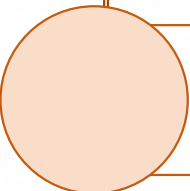
Key orders



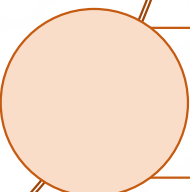
Providing a solution for subvention system to a Government organization in Singapore (APAC region)



Providing iBPS platform upgrade for a leading private sector bank in India



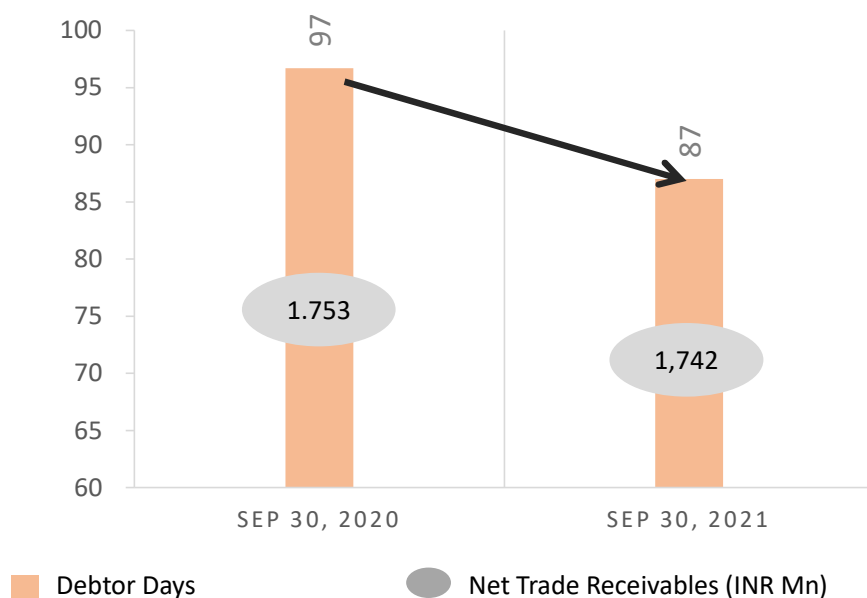
Rolling out Credit Loan Origination System (CLOS) solution for a leading bank in Kenya, Africa offering full range of financial solutions, including commercial loans, consumer banking, mortgage loans and treasury management services



Providing an enterprise-wide banking solution supporting amalgamation of banking entities in a nationalised bank in India

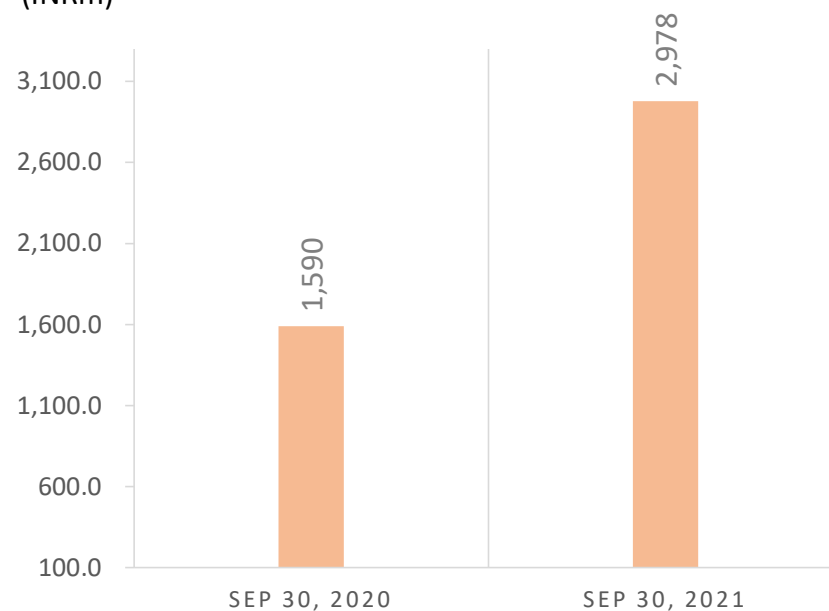
Strengthening Balance Sheet

Debtor Days (Based on Net Debtors)



Cash and Cash Equivalents & Bank Balance

(INRm)



Note: The business is seasonal in nature with proportionately higher revenues and debtor days in the year end period (March)



For any Investor Queries please contact:

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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 and general economic conditions affecting the industry. Past performance may not be indicative of future performance.

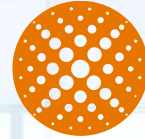
The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

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



P&L Statement

(All amounts in INRm, except per share data and unless otherwise stated)	Q2 FY 2022	Q2 FY 2021	Q1 FY 2022	H1 FY 2022	H1 FY 2021
Revenue					
Revenue from operations	1,855.0	1,550.1	1,595.4	3,450.3	2,871.3
Other income	69.5	30.3	105.8	175.3	69.4
Total revenue	1,924.4	1,580.4	1,701.2	3,625.6	2,940.7
Expenses					
Employee benefits	1,019.5	727.3	932.4	1,952.0	1,507.9
Finance costs	5.7	7.9	6.6	12.3	25.9
Depreciation and amortisation	42.8	48.8	40.7	83.5	106.6
Other expenses	369.4	411.7	435.4	804.8	796.6
Total expenses	1,437.4	1,195.7	1,415.0	2,852.5	2,437.0
Profit before tax	487.0	384.6	286.2	773.1	503.8
Tax expenses					
Current tax / Tax expense for earlier years	26.7	124.4	101.1	127.8	188.8
Deferred tax (credit)/charge	86.3	-31.9	-31.0	55.3	-68.3
Profit after tax for the year	373.9	292.1	216.0	590.0	383.3
Other comprehensive income/(loss) for the year, net of income tax	-6.6	-7.8	8.9	2.3	7.9
Total comprehensive income for the year	367.3	284.3	224.9	592.3	391.2
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	5.39	4.23	3.12	8.51	5.55
Diluted earning per share	5.33	4.19	3.09	8.43	5.50



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Your Trusted Digital Transformation Partner