



**Newgen Software Technologies Limited**

CIN: L72200DL 1992PLC049074, E-44/13, Okhla Phase II, New Delhi 110020, India

Tel: +91 11 46533200, 26384060, 26384146 Fax: +91 11 26383963

**Date:** 20<sup>th</sup> July 2022

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	<b>National Stock Exchange of India Limited</b> 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.: Investor Presentation and Press Release on Financial Results for the quarter ended 30<sup>th</sup> June 2022.**

Dear Sir/ Ma'am,

Pursuant to the above-mentioned subject, we are hereby enclosing the following:

- 1) Investor Presentation; and
- 2) Press Release on Financial Results.

This is for your kind information and record.

Thanking you.

**For Newgen Software Technologies Limited**

**Aman Mourya**  
**Company Secretary**

**Registered Office:** A-6, Satsang Vihar Marg, Qutab Institutional Area, New Delhi 110067, India

Tel: +91 11 40770100, 26964733, 26963571 Fax: +91 11 26856936

info@newgensoft.com www.newgensoft.com

# Newgen Software Technologies Ltd.

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## Q1 FY'23 Investor Presentation

UNLOCK SIMPLE

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## About Newgen



# Newgen: Enterprise-wide unified digital transformation platform provider

## Digitize

### Contextual Content Services (ECM) OmniDocs

*Deliver contextual content for smarter decision making and improved collaboration*

- Content Management
- Content Intelligence
- Enterprise-wide Collaboration
- Workflow Management
- Records Management
- Compliance and Audits



## Process & Adapt

### Low Code Process Automation (BPM) iBPS

*Create smarter processes, empower knowledge workers and build responsive business*

- Low Code Development
- Omnichannel UX Design
- Business Rules Management
- Process Intelligence
- Dynamic Case Management
- RPA



## Communicate

### Omnichannel Customer Engagement (CCM) OmniOMS

*Create, personalize and deliver interactive communication to enhance customer experience*

- Communication Designer
- Personalized Communication
- Omnichannel Communication
- Communication-enablement of Biz Applications
- Social Sensing & Sentiment AI



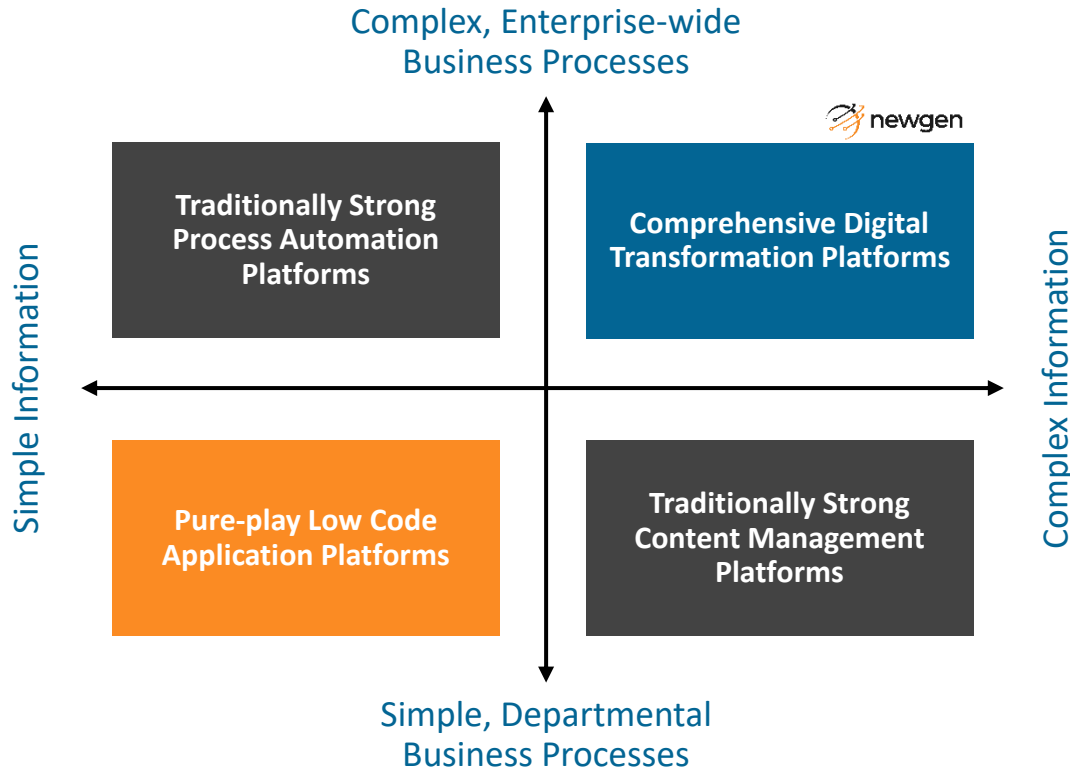
## Data Science

### Artificial Intelligence/ Machine Learning

*Rapidly experiment, build, validate, deploy and operate Machine Learning models.*

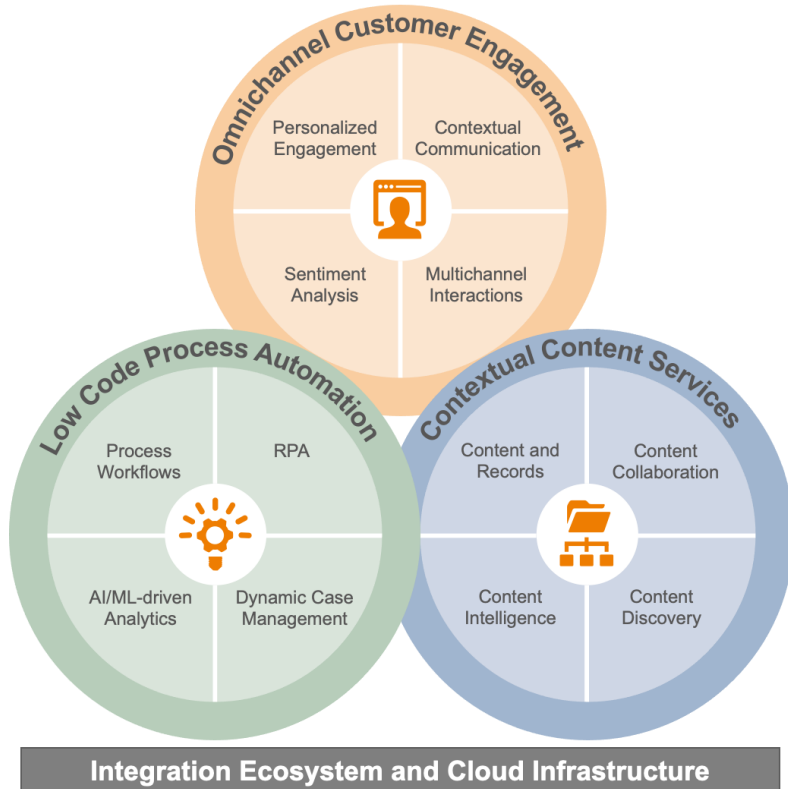
- In Memory Distributed, Big Data Platform
- Low Code
- Machine Learning
- Automated Data Science
- Streamlining data to insights development

# Business Applications Range in Complexity of Process & Information



NewgenONE digital transformation platform is a **comprehensive, unified** platform with **native** process automation, content services, and communication management capabilities

# NewgenONE Digital Transformation Platform



A unified platform suite that is,

- Cloud-hosted single platform for process, content, and communication automation
- Scalable and extensible
- For secure access to processes
- Highly-available for data governance (auditable)
- Capable of delivering deep insights/analytics

Used by enterprises globally to,

- Rapidly develop and deploy complex and critical business applications
- Perform millions of transactions
- Enable remote access to hundreds of thousands of employees
- Handle billions of documents and communications



## What Makes NewgenONE Stand Out!

A natively-built, unified, hyperautomation platform for complex, content-driven, and customer-engaging business applications

Focused on professional IT developers for agility and productivity

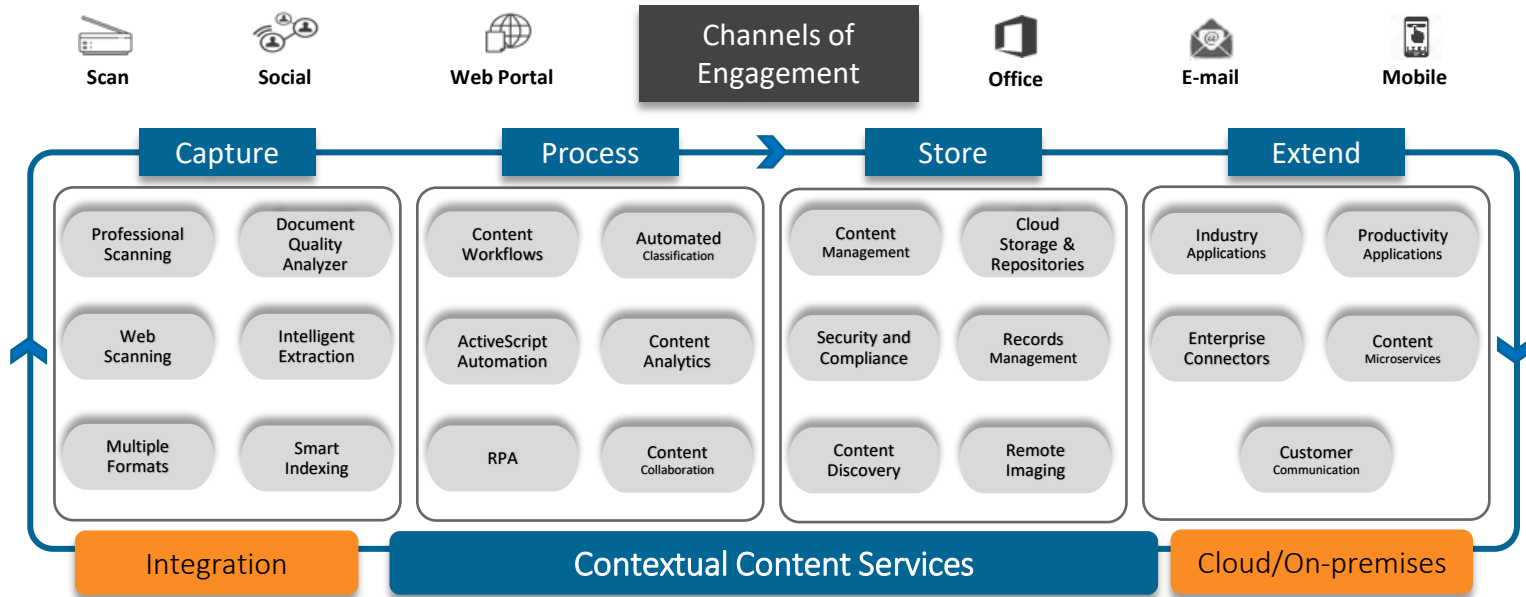
Domain expertise packaged as composable components

Global SI partnerships for reach and scale

30 years of low code philosophy and methodology  
Software platform domain and expertise since 1992

# NewgenONE With Contextual Content Services Capability...

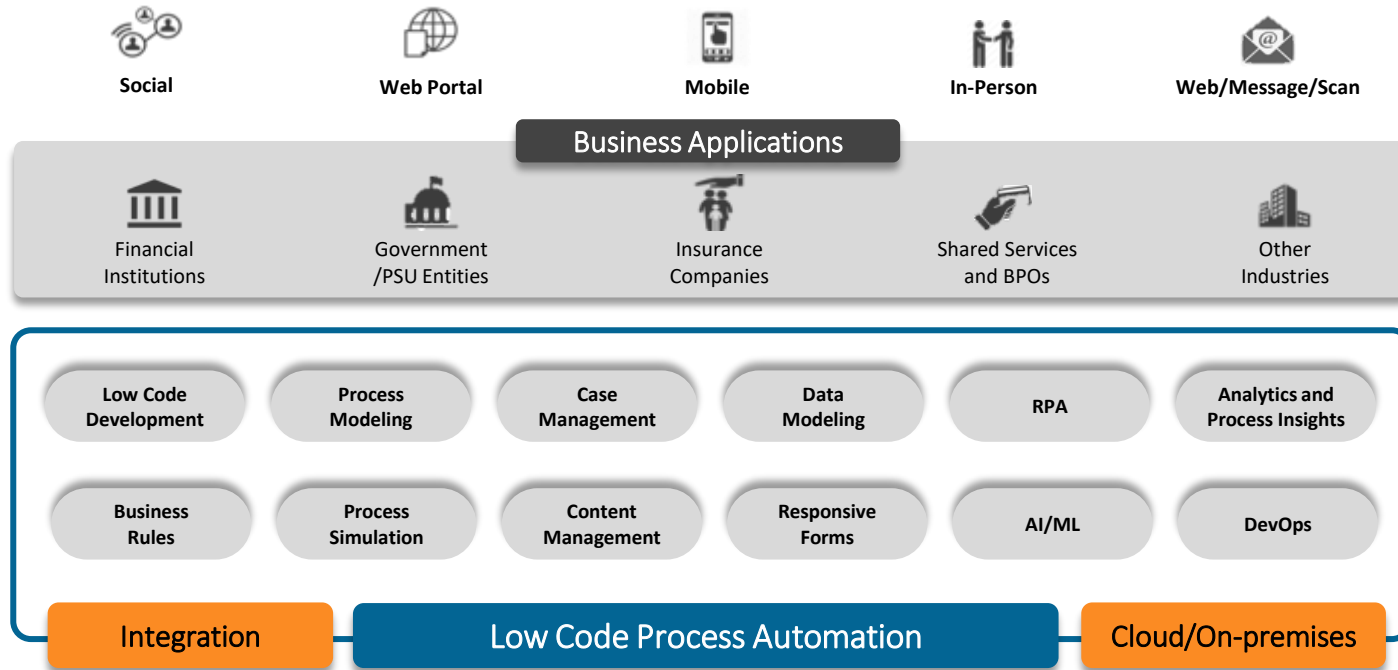
Digitize Workplace with Contextual Automation, Compliance, and Intelligence – On Cloud





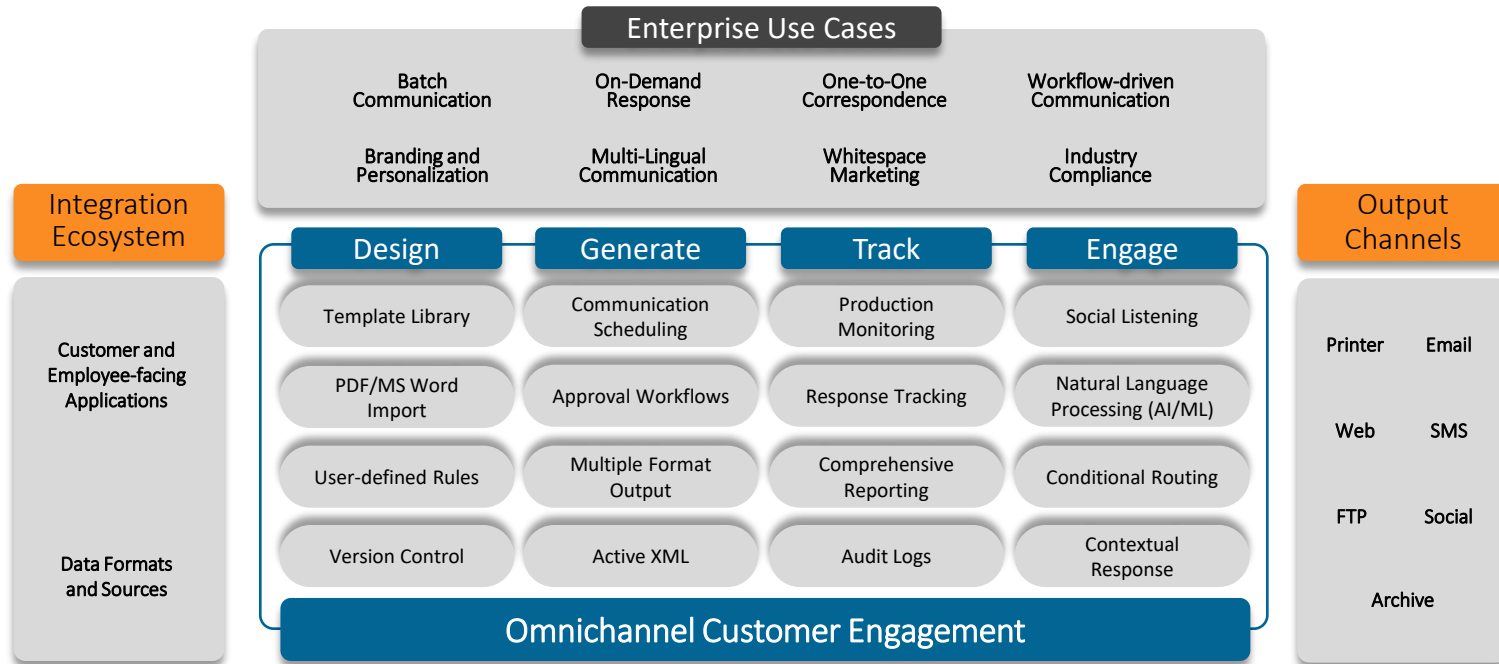
# NewgenONE With Low Code Process Automation Capability...

Rapid Application Development for Deep and Complex Business Applications – Across Devices

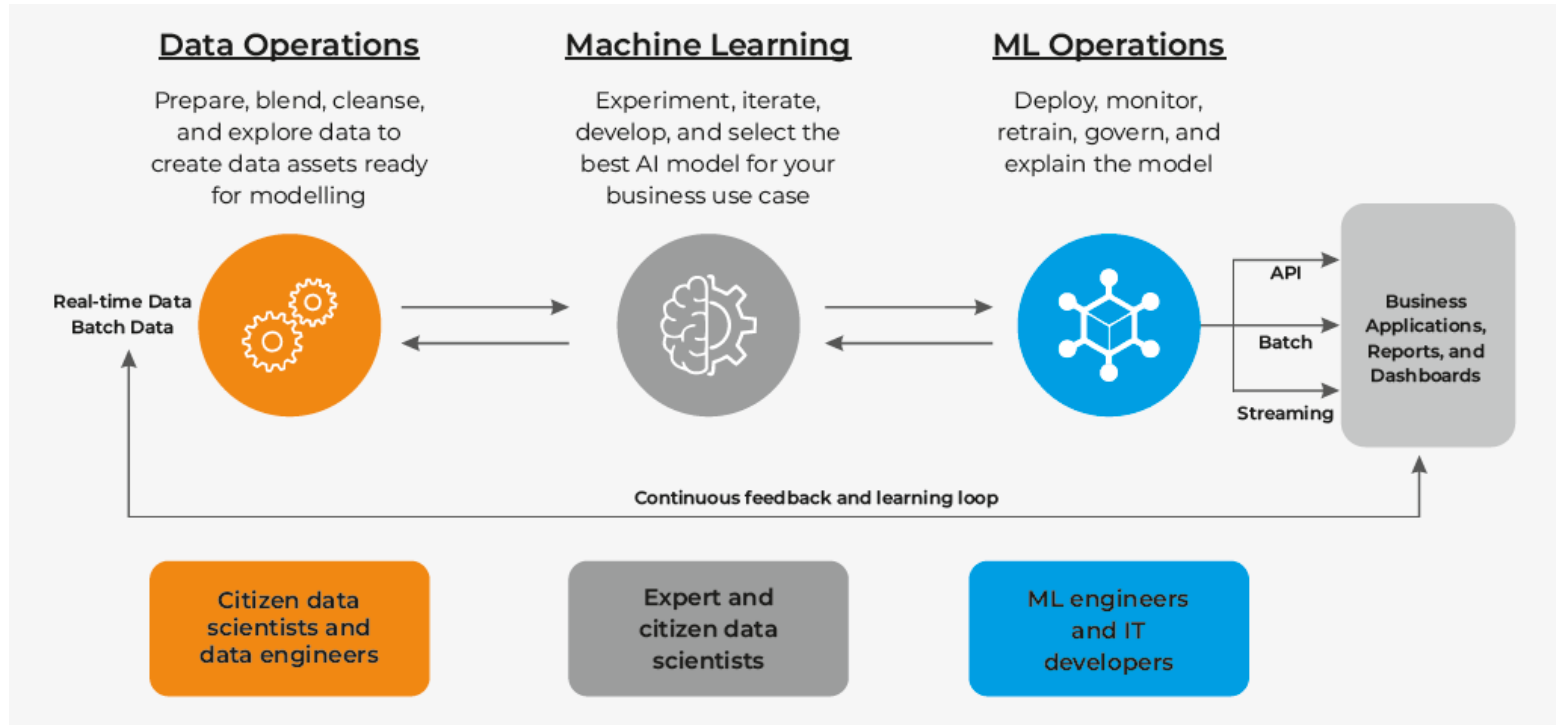


# NewgenONE With Personalized Customer Engagement Capability...

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



# Newgen AI Cloud – A unified platform for all data science needs



# Key Analyst Recognitions

**Gartner**

A Niche Player in 2021 Gartner® Magic Quadrant for Enterprise Low Code Application Platforms <sup>(1)</sup>

A Visionary in 2021 Gartner® Magic Quadrant™ for Content Services Platforms <sup>(2)</sup>

**FORRESTER®**

A “Strong Performer” in Forrester Wave™: Content Platforms, Q2 2021 Report

A “Strong Performer” in Forrester Wave™: Digital Process Automation, Q4 2021 Report

1. Published on 20 September, 2021, Jason Wong et al.

2. Published on 18 October, 2021, Michael Woodbridge et al

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# Newgen – Key Highlights (FY'22)



Established in 1992  
one world, one workplace



Over 530 active customers <sup>(1)</sup>



Direct presence  
in 7 countries



17 verticals with  
5 Core Verticals



Partner with leading  
GSIs



**3,285 Personnel**  
(with ~580 personnel in R&D  
~250 personnel in S&M)



Banking, insurance,  
government, manufacturing  
and more



44 patents filed,  
23 approved



Consistently recognized by  
Gartner and Forrester

# Newgen – Financial Snapshot (FY'22)



**Rs 7,790 Million**  
Revenue  
(16% YoY Growth)



**Rs 2,461 Million**  
Subscription Revenues (2)  
(23% YoY Growth)



**Rs 618 Million**  
SaaS Revenues  
(25% YoY Growth)



**Rs 1,947 Million**  
EBIDTA  
(25% EBIDTA Margin)



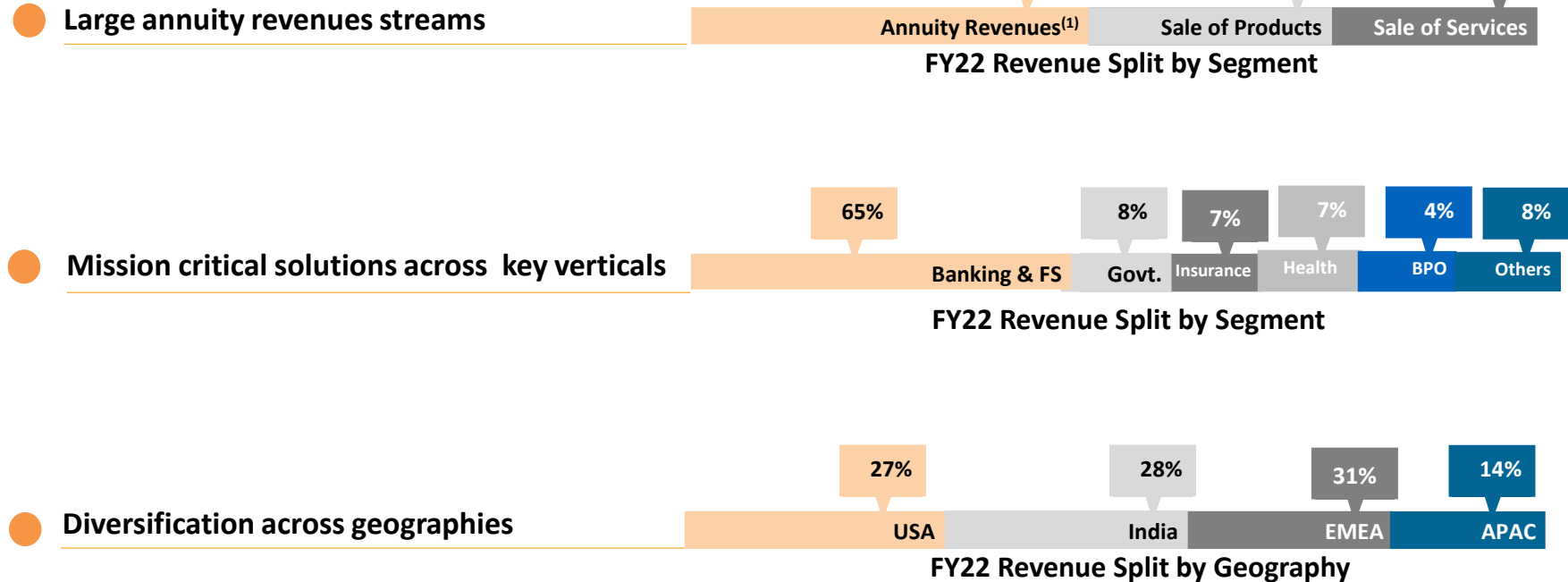
**Rs 1,642 Million**  
PAT  
(20% PAT Margin)



**Rs 4,622 Million**  
Cash, Bank Balance,  
Investments and FDs

(1) Annuity comprises ATS/AMC, Cloud and Support revenues  
(2) Subscription revenues comprise of ATS/AMC and Cloud revenue streams  
(3) All Figures as of March 31, 2022

# Resilient Business Model in Place



(1) Annuity comprises ATS/AMC, Cloud and Support revenues





## **Investment Rationale**



## ■ The Markets We Play In

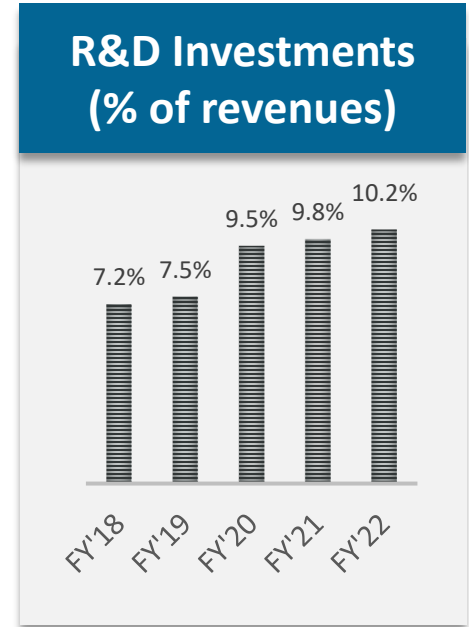
- Process-agnostic software that enables Hyperautomation: \$46.31 bn by 2025 <sup>(3)</sup>
- Content Services platform: \$9.35 Bn by 2026 <sup>(1)</sup>
- Business Process Management systems: \$3.07 bn by 2026 <sup>(2)</sup>

### Source:

1. Gartner's 'Market Forecast: Enterprise Application Software Markets, Worldwide, 2020-2026' report published on 30 Mar 2022. Authors: Amarendra, Neha Gupta, Craig Roth, Jim Hare, Alys Woodward, Julian Poulter, John Kostoulas, Balaji Abbabatulla, Eric Hunter, Kevin Quinn, Yanna Dharmasthira, Chris Pang
2. Gartner's 'Market Forecast: Infrastructure Software Markets, Worldwide, 2020-2026' report published on 30 Mar 2022. Authors: Amarendra ., Laurie Wurster, Fabrizio Biscotti, Brandon Medford, Sharat Menon, Shailendra Upadhyay, Rahul Yadav, Chandra Mukhyala, Robin Schumacher
3. 'Forecast Analysis: Hyperautomation Enablement Software, Worldwide' report published by Gartner on 22 March 2021; Authors: Cathy Tornbohm, Fabrizio Biscotti, Rachel Chippendale

## Innovative Product Suite With Continuing Focus On R&D

- **29 years** of product DNA; **44 patents** filings, **23 Granted** till date
- Skilled R&D team of ~540\* people with deep domain expertise
- **Unified platform** with modular deployment
- **Deep domain expertise** - Intuitive applications and scalable performance
- Cloud-ready architecture on **AWS and Azure**
- **Low Code** Application Platform
- Enhancing Artificial Intelligence/ Machine Learning capabilities with integration of Number Theory



# Our Go-to-market

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

- Around 300\* Employees in Sales & Marketing/ Solutioning supported by a large network of 300+ channel partners
- 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 the US region
- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase, facilitating seamless creation of new applications

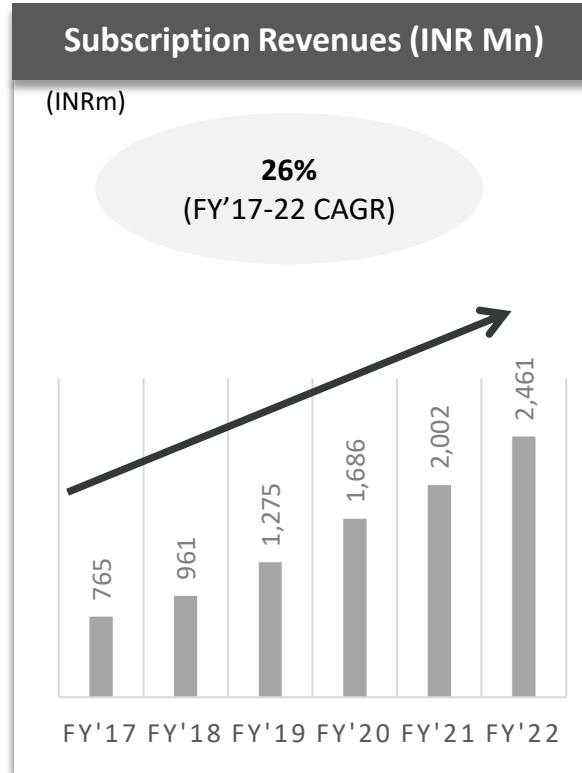
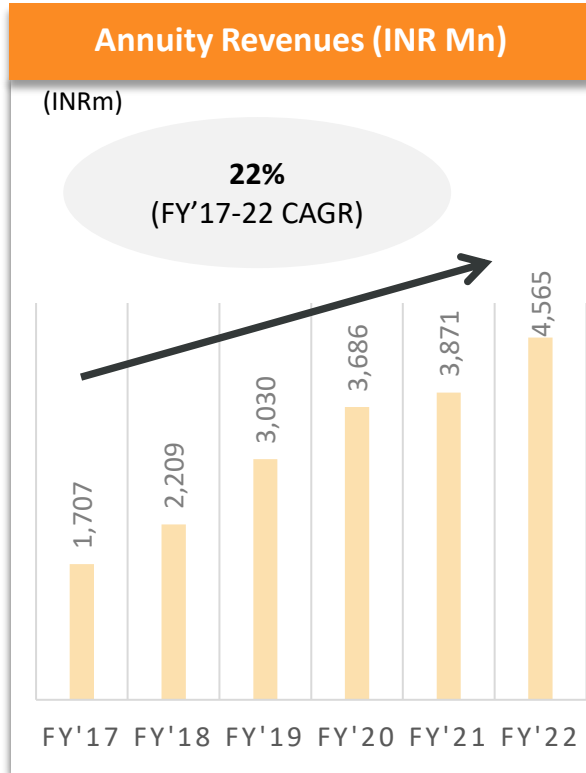
## System Integrators-led go-to-market Targeting Fortune 2000 Enterprises in Mature Markets

- Increasing traction in the developed markets of US, Europe and APAC – with focus on sales through Global System Integrators (GSIs)
- Developed the internal GSI & enterprise team – Senior sales leader brought on board
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - digital events, analyst and consultant engagements, increased digital presence and outreach
- Newgen products well-accepted by some of the largest GSIs and their customers.

# NewgenONE Enables Enterprises to Develop Complex Biz Applications



# Strong Acceleration in Annuity and Subscription Revenues



Increasing adoption of subscription/cloud across geographies with large orders in India, EMEA, APAC as well as Australia

(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



# 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

# Leadership Team



**Sunil Pandita**  
VP – Sales (India)



**Vivek Bhatnagar**  
VP – Sales (EMEA)



**R. Krishna Kumar**  
VP – Sales  
(Australia)



**Prashant Sahai**  
VP – Sales  
(Middle East)



**Pramod Kumar**  
VP – Sales (APAC)



**Alessandro De  
Capitani Di Vimercate**  
VP – Enterprise Sales  
(US)



**Martin Barbee**  
VP – Sales (US)



**Sandeep Hinduja**  
VP – Sales (US)



**Ashok Kapoor**  
VP – Marketing



**Atin Kumar**  
Head-Global  
Delivery



**Vivek Mani  
Tripathi**  
VP –HRD &  
Operations



**Anurag Kumar Shah**  
VP – Product &  
Solutions (Americas)



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



**Nikhil Sawhney**  
VP – Customer  
Relations (EMEA, APAC)



**Manojit Majumdar**  
VP – Channel Sales



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



**Shikha Bhatt**  
VP – Delivery  
(India)



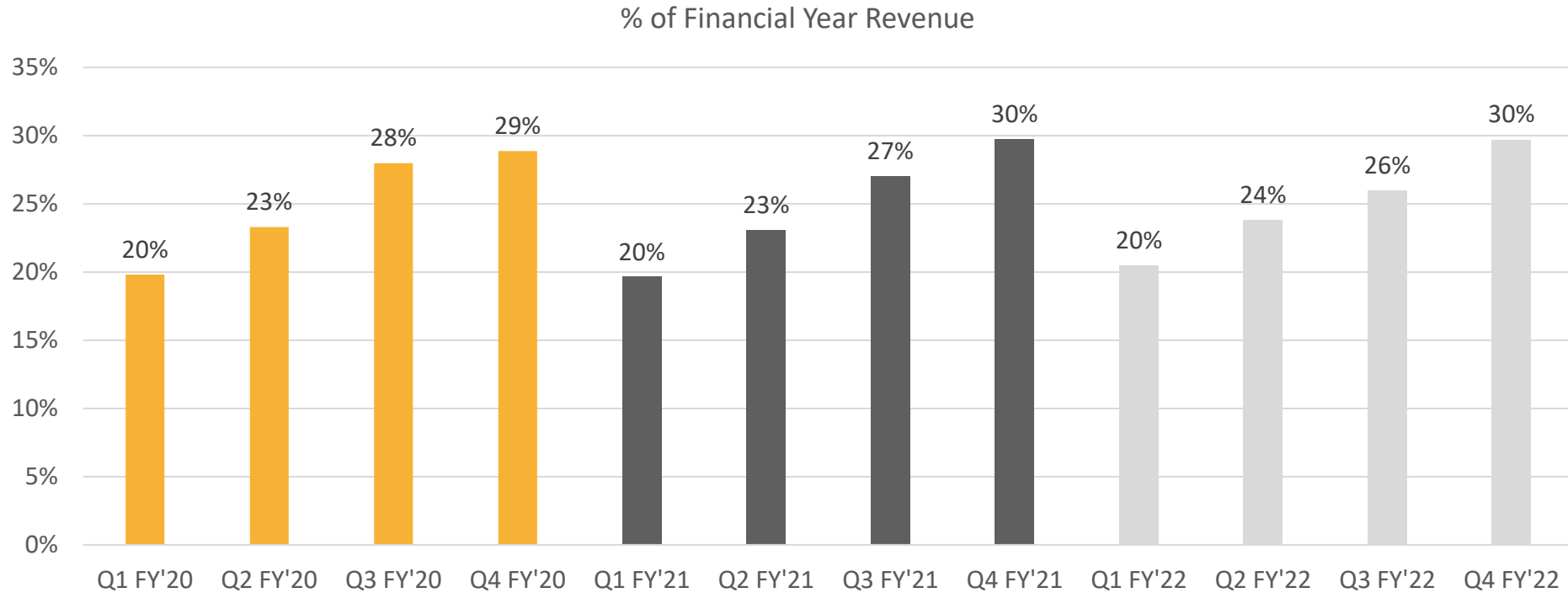
**Mukesh Bhatnagar**  
VP – International  
Operations



## **Q1 FY'23 Results**



## Seasonality in Business



Seasonality in business due to license-based business model, with Q1 being the leanest quarter historically

# Financial Summary (Consolidated)

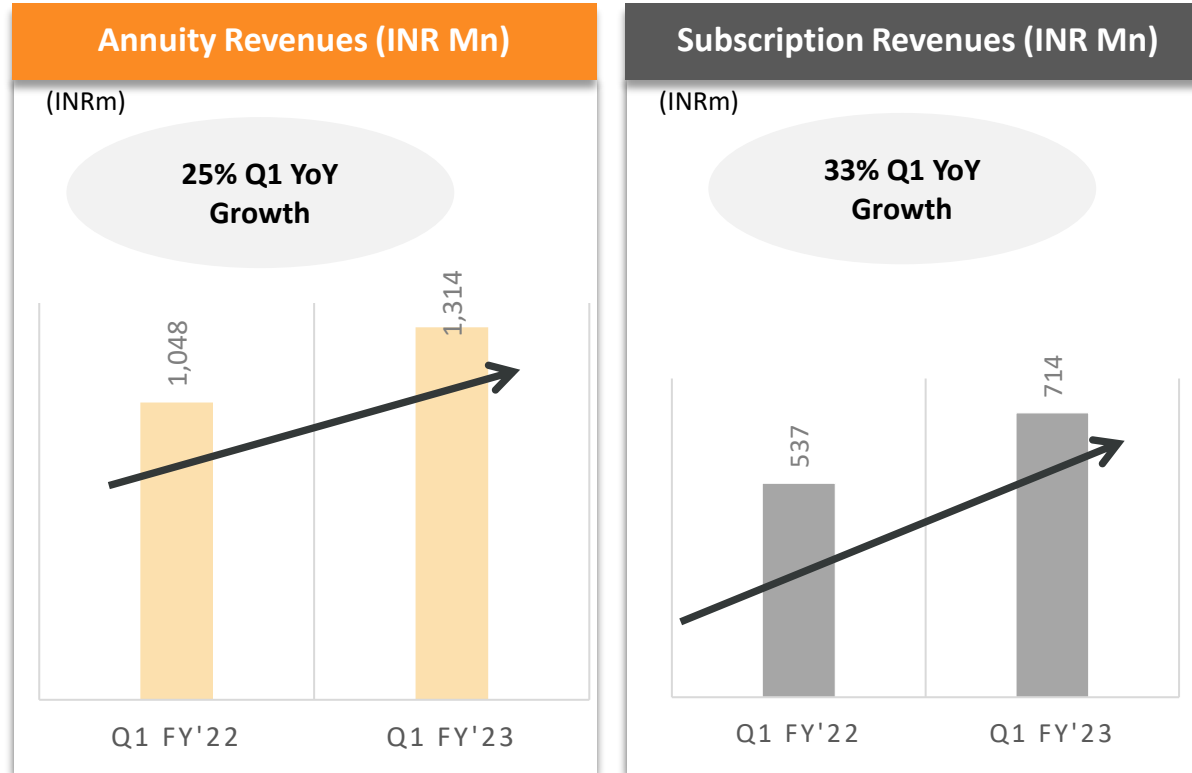
Particulars	Q1FY23 (Unaudited)	Q1FY22 (Unaudited)	YoY Growth	Q4FY22 (Unaudited)	QoQ Growth	FY22 (Audited)	FY21 (Audited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	1,879	1,595	17.8%	2,314	-18.8%	7,790	6,726	15.8%
	Other Income	101	106	-4.2%	51	97.4%	299	150	98.9%
	<b>Total Income</b>	<b>1,980</b>	<b>1,701</b>	<b>16.4%</b>	<b>2,366</b>	<b>-16.3%</b>	<b>8,089</b>	<b>6,877</b>	<b>17.6%</b>
Profits (INR Mn)	EBITDA ( <i>adjusted for other income</i> )	193	228	-15.3%	674	-71.4%	1,947	1,919	1.4%
	Profit after tax	192	216	-11.2%	574	-66.6%	1,642	1,265	29.8%
Margin (%)	EBITDA ( <i>adjusted for other income</i> )	10.3%	14.3%		29.1%		25.0%	28.5%	
	Profit after tax ( <i>on total income</i> )	9.7%	12.7%		24.3%		20.3%	18.4%	
EPS (INR)	Basic	2.76	3.12	-11.5%	8.25	-66.6%	23.65	18.28	29.4%
	Diluted	2.74	3.09	-11.3%	8.22	-66.6%	23.50	18.10	29.8%

## Q1 FY'23 v/s Q1 FY'22

- Revenue from operations witnessed a growth of 18% Q1 YoY. Subscription revenues witnessed a growth of 33% YoY
- Profit after tax impacted due to normalization of cost base on account of employee and travel costs



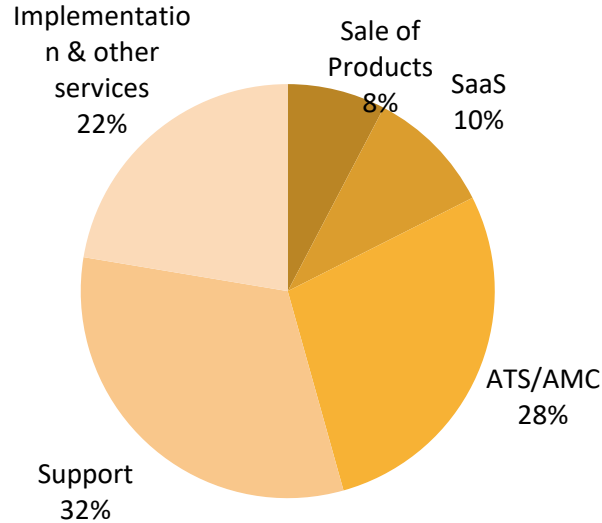
# Continuous growth in Annuity based revenues



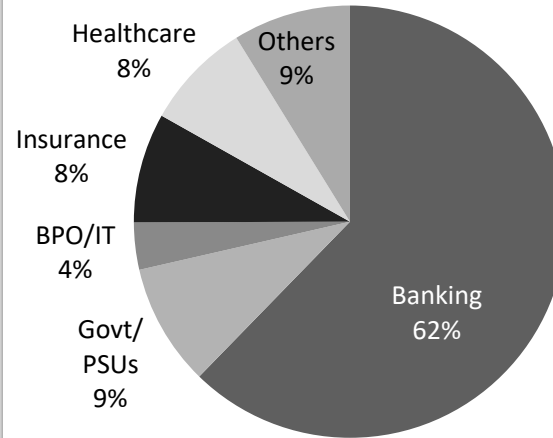
(1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams  
(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

# Diversification Across Verticals and Geographies

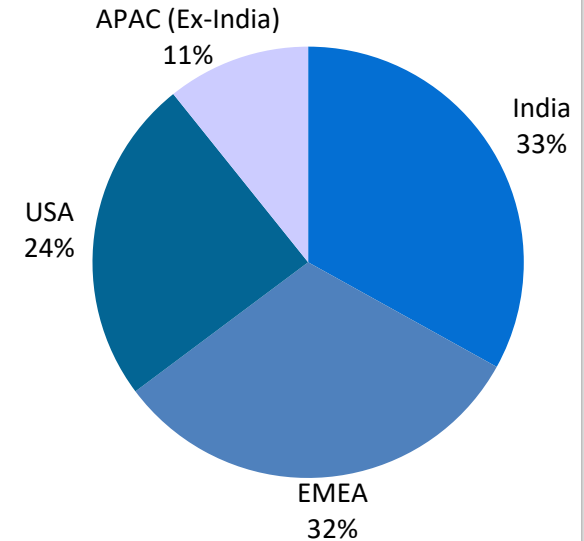
Q1 FY'23 Revenue Split by Segment



Q1 FY'23 Revenue Split by Vertical



Q1 FY'23 Revenue Split by Geography





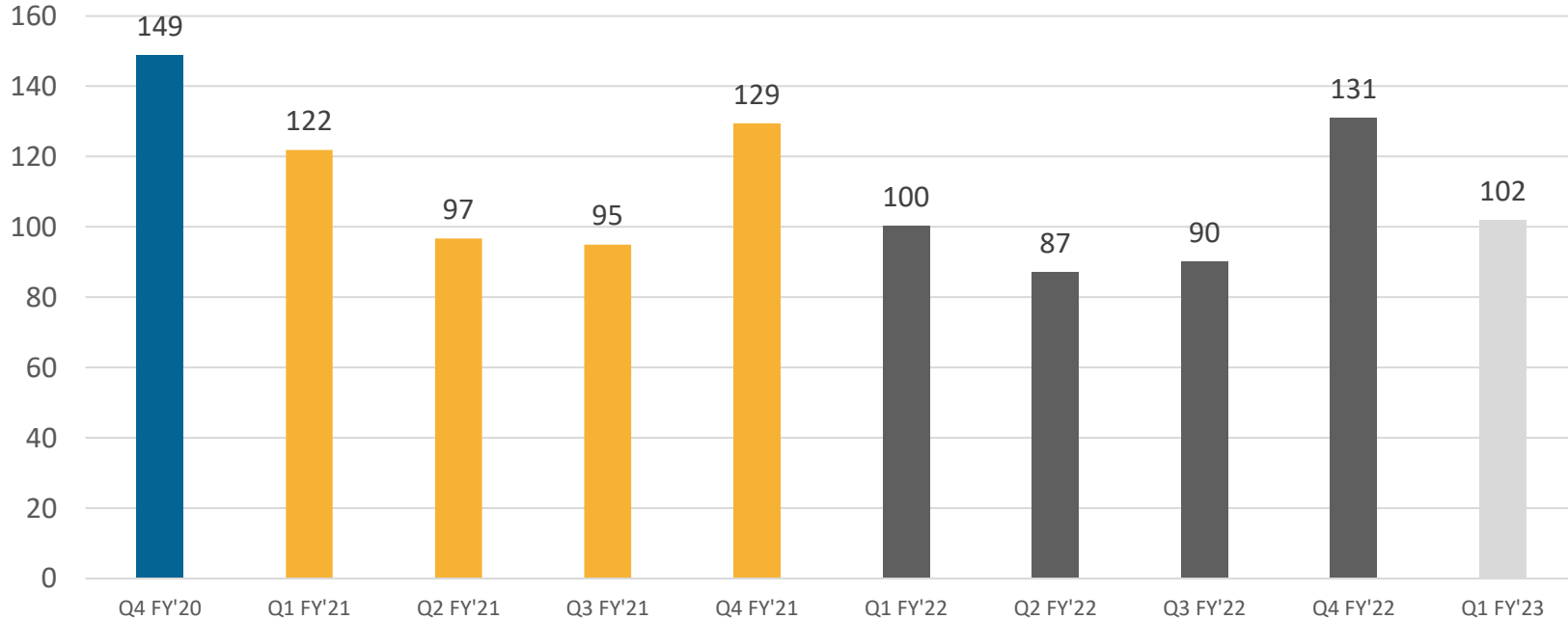
## Key Updates

- **Newgen and Coforge formed a global strategic alliance** to accelerate digital for organisations in the US, Europe, and the rest of the world
- **Strategic partnership with Anabatic Digital**, a leading IT solutions provider in Indonesia, for delivering high-value solutions to financial institutions across Indonesia and Asia-Pacific region
- **CRISIL assigned a short-term rating of CRISIL A1** for debt instruments/facilities of the Company
- Incorporated a wholly-owned subsidiary in United Arab Emirates under the name - Newgen Software Technologies L.L.C.
- Entered into **transformation projects with existing customers** including a license agreement with an India based oil major and a key life Insurance player in India.
- **Six new logo wins in Q1 FY'23**, with two logos in Americas region
- Newgen CSR won **Best CSR Practices-Digital Education in Responsible Business Awards** organised by Dr. R L Bhatia, Founder of World CSR Day and World Sustainability

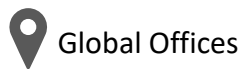
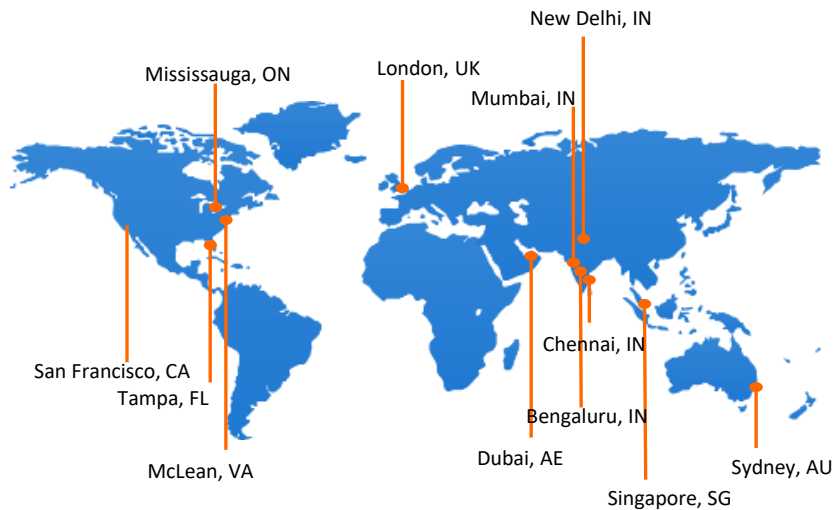


# Strengthening Balance Sheet

Debtor Days (Based on Net Debtors)



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:**

**Deepti Mehra Chugh**

Head – Investor Relations

Phone: +91 11 46 533 200

Mail : [deepti.chugh@newgen.co.in](mailto:deepti.chugh@newgen.co.in) [www.newgensoft.com](http://www.newgensoft.com)

## Disclaimer



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

# P&L Statement

(All amounts in INR Mn, except per share data and unless otherwise stated)	Q1 FY 2023	Q1 FY 2022	Q4 FY 2022	FY 2022	FY 2021
<b>Revenue</b>					
Revenue from operations	1,879.0	1,595.4	2,314.2	7,789.6	6,726.2
Other income	101.4	105.8	51.3	299.1	150.4
<b>Total revenue</b>	<b>1,980.3</b>	<b>1,701.2</b>	<b>2,365.5</b>	<b>8,088.7</b>	<b>6,876.6</b>
<b>Expenses</b>					
Employee benefits	1,161.9	932.4	1,112.2	4,090.1	3,276.2
Finance costs	8.4	6.6	15.5	34.9	56.3
Depreciation and amortization	56.2	40.7	49.5	176.3	201.5
Other expenses	524.4	435.4	527.5	1,752.8	1,531.0
<b>Total expenses</b>	<b>1,750.9</b>	<b>1,415.0</b>	<b>1,704.8</b>	<b>6,054.2</b>	<b>5,064.9</b>
<b>Profit before tax</b>	<b>229.5</b>	<b>286.2</b>	<b>660.8</b>	<b>2,034.5</b>	<b>1,811.7</b>
<b>Tax expenses</b>					
Current tax / Tax expense for earlier years	55.6	101.1	97.6	337.0	526.6
Deferred tax (credit)/charge	-17.9	-31.0	-10.9	55.4	20.2
<b>Profit after tax for the year</b>	<b>191.8</b>	<b>216.0</b>	<b>574.1</b>	<b>1,642.1</b>	<b>1,264.8</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>-7.5</b>	<b>8.9</b>	<b>-12.5</b>	<b>-7.2</b>	<b>23.3</b>
<b>Total comprehensive income for the year</b>	<b>184.3</b>	<b>224.9</b>	<b>561.6</b>	<b>1,634.9</b>	<b>1,288.2</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>					
Basic earning per share	2.76	3.12	8.25	23.65	18.28
Diluted earning per share	2.74	3.09	8.22	23.50	18.10



Your Trusted Digital Transformation Partner

## PRESS RELEASE

### Newgen Software Reports Revenue of Rs 188 cr in Q1 FY'23, up 18% YoY

With artificial intelligence and data science powered NewgenONE and cloud-first approach, the company is well-poised for accelerated digital initiatives

New Delhi, India – July 20, 2022

*The management of Newgen Software Technologies Ltd. announced results for the quarter ended June 30, 2022 at its Board Meeting held on July 20, 2022.*

#### Key Highlights- Q1 FY'23 v/s Q1 FY'22

<b><u>Revenues</u></b> Rs 188 Cr (18% Q1 YoY growth)	<b><u>Subscription Revenues</u></b> Rs 71 Cr (33% Q1 YoY growth)	<b><u>Annuity Revenues</u></b> Rs 131 Cr (25% Q1 YoY growth)
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Speaking about the results, Diwakar Nigam, Chairman & Managing Director, Newgen Software Technologies Ltd. said – “FY’23 has started on a strong note with revenue growth of 18% Q1 YoY with cloud and subscription revenues growing at 33% Q1 YoY. Given the seasonal nature of our business, Q1 is a lean quarter for us. On the cost front, there has been an impact of elevated employee costs and gradually normalizing travel expenses, however, Q1 margins are not a reflection of the year margins. We strongly believe that we have a resilient business model in place, with our products having significant leverage across both sides of the market opportunity - revenue enhancement and cost optimization.”

“We continue to work on our long term cloud roadmap. We have enhanced NewgenONE with a cloud-native, multi-persona artificial intelligence and data science platform. Our platform is further enriched with intelligent document classification and extraction, integrated process, robotic process automation and easy application deployment capabilities.” said Virender Jeet, CEO, Newgen Software.

### Key Consolidated Financial Highlights (Q1 FY'23)

**Revenue from operations (consolidated) witnessed strong growth reaching Rs 188 crores** as compared to Rs 160 crores in Q1 FY'22 (up 18% YoY).

- Subscription revenues (ATS/AMC and cloud) were at Rs 71 crores, up 33% YoY. Annuity revenue streams (ATS/AMC, support, and cloud/SaaS) were at Rs 131 crores
- Revenue from the sale of products/license was at Rs 14 crores

**Profit after tax stood** at Rs 19 crores as compared to Rs 22 crores in Q1 FY'22. This was impacted due to the normalization of cost base on account of increased employee and travel costs.

### Key Business Highlights (Q1 FY'23)

- **Newgen and Coforge formed a global strategic alliance** to accelerate digital for organizations in the US, Europe, and the rest of the world
- **Strategic partnership with Anabatic Digital**, a leading IT solutions provider in Indonesia, for delivering high-value solutions to financial institutions across Indonesia and Asia-Pacific region
- **CRISIL assigned a short-term rating of CRISIL A1** for debt instruments/facilities of the Company
- Incorporated a wholly-owned subsidiary in United Arab Emirates under the name - Newgen Software Technologies L.L.C.
- **Entered into transformation projects with existing customers** including a license agreement with an India based oil major and a key life Insurance player in India
- **Six new logo wins in Q1 FY'23**, with two logos in the Americas region
- **Newgen CSR won Best CSR Practices-Digital Education in Responsible Business Awards** organised by Dr. R L Bhatia, Founder of World CSR Day and World Sustainability



## **About Newgen**

Newgen is the leading provider of a unified digital transformation platform with native process automation, content services, and communication management capabilities. Globally, successful enterprises rely on Newgen’s industry-recognized low code application platform to develop and deploy complex, content-driven, and customer-engaging business applications on the cloud. From onboarding to service requests, lending to underwriting, and for many more use cases across industries. Newgen unlocks simple with speed and agility.

## **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:
Meenakshi Arora meenakshi.arora@newgensoft.com	Deepti Mehra Chugh <a href="mailto:deepti.chugh@newgensoft.com">deepti.chugh@newgensoft.com</a>