



Newgen Software Technologies Limited

CIN: L72200DL 1992PLC049074, Registered Office: E-44/13, Okhla Phase II, New Delhi 110020, India
Tel: +91 11 46533200, 26384060, 26384146 Fax: +91 11 26383963

Date: 15th October 2024

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	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.: Investor Presentation on Financial Results for the quarter and half year ended 30th September 2024

Dear Sir/ Ma'am,

Pursuant to the above-mentioned subject, we are hereby enclosing the Investor Presentation on Financial Results for the quarter and half year ended 30th September 2024.

This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

Aman Mourya
Company Secretary & Head-Legal

Encl.: a/a



Newgen Software Technologies Ltd.

Q2 FY'25 Investor Presentation



UNLOCK SIMPLE

Copyright 2024, Newgen Software

Newgen – Key Highlights (FY'24)



32 years
of Innovation, Passion,
and Excellence



Rs 189,211 Million
Market Capitalization*



Direct presence
in **8 countries**
(Customers across 76 countries)



17 verticals
Major Verticals including
Banking & FS, Insurance, Government



51 New Logo
additions



~4400 Personnel
(with ~600 personnel in R&D)



29% increase in revenue per customer
65 customers over Rs 50mn billing



45 patents filed,
24 granted



Consistently recognized by
Gartner and Forrester

All Figures as of March 31, 2024
* Market Capitalisation as on 14 October 2024

Newgen – Financial Snapshot (FY'24)



Rs 12,438 Million
Revenue
(28% YoY Growth)



Rs 7,498 Million
Annuity Revenues*
(26% YoY Growth)



Rs 12,235 Million
Networth



Rs 2,814 Million
Cash Flow from Operations



Rs 2,883 Million
EBITDA
(23% EBITDA Margin)



Rs 2,516 Million
PAT
(42% YoY Growth)

* Annuity revenues comprise of ATS/AMC and Cloud/ Subscription License revenue streams and Support revenues
All Figures as of March 31, 2024

Newgen: Enterprise-wide unified digital transformation platform provider



Digitize

**Contextual Content Services (ECM)
OmniDocs**

Manage complex business information and extract intelligent insights



Process & Adapt

**Low Code Process Automation (BPM)
iBPS**

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



Communicate

**Omnichannel Customer Engagement (CCM)
OmniOMS**

Deliver personalized communications across channels at scale

Generative AI & Artificial Intelligence Cloud



Redefine how businesses operate, supercharging productivity and unlocking boundless opportunities. Enable intelligent decision-making by infusing AI into business processes

Holistic Transformation with — NewgenONE

Low Code Application Development

- No Code/Low Code
- Portal Interface Development
- Mobile App Development
- Business Rules Management
- Back-office App and Desktop Development

Data Science and AI

- Model training, Visualization
- Analytics-based Process insights
- Taxonomy Management
- Content Classification and Analytics

Governance and Security

- Privacy and Access Control
- Audit Trails
- Data Encryption
- Regulatory Compliance



Process Automation

- Business Process Management
- Journey Orchestration
- RPA
- Business Operations Dashboard
- Process Optimization
- Master Data Management

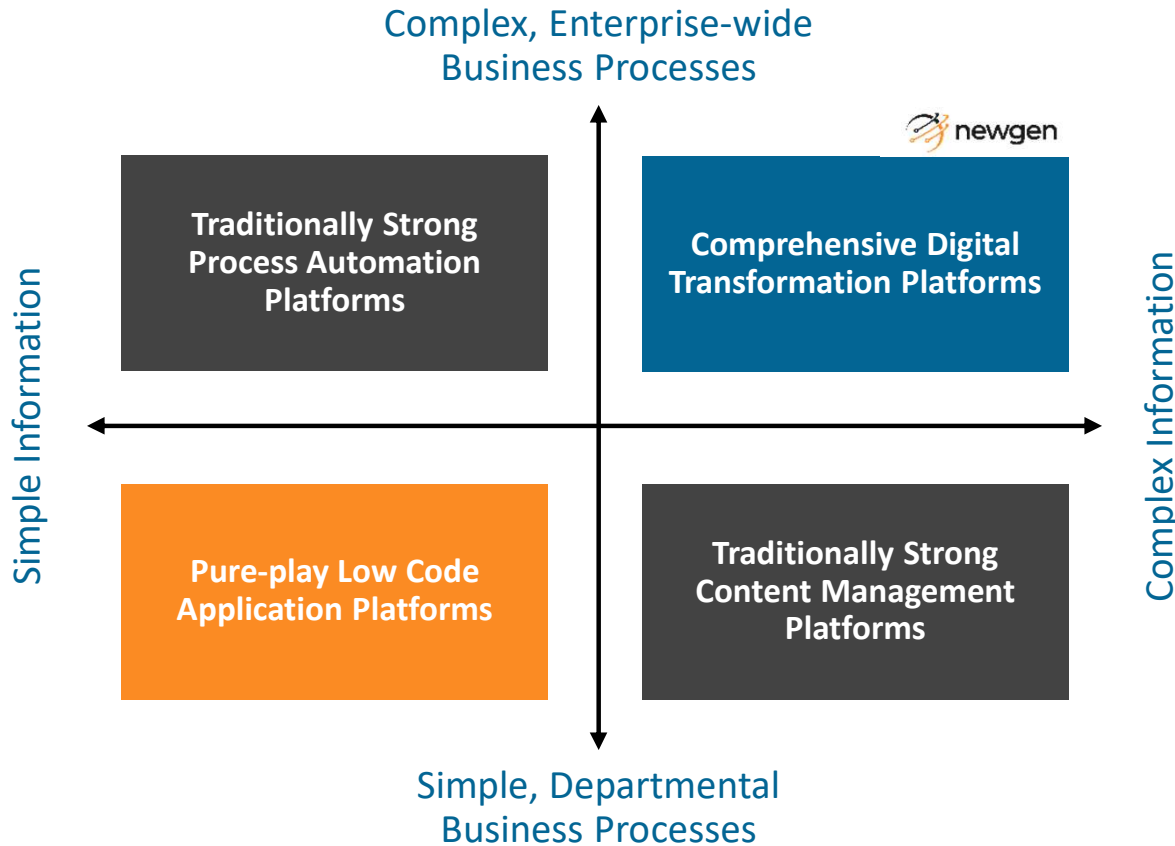
Contextual Content and Communications

- Content Services
- Intelligent Document Processing
- Records Management
- Contextual and Personalized Communications

Integration

- Catalogue of reusable Services
- Pre-integrated Connectors
- Integration frameworks
- Microservices
- DevOps

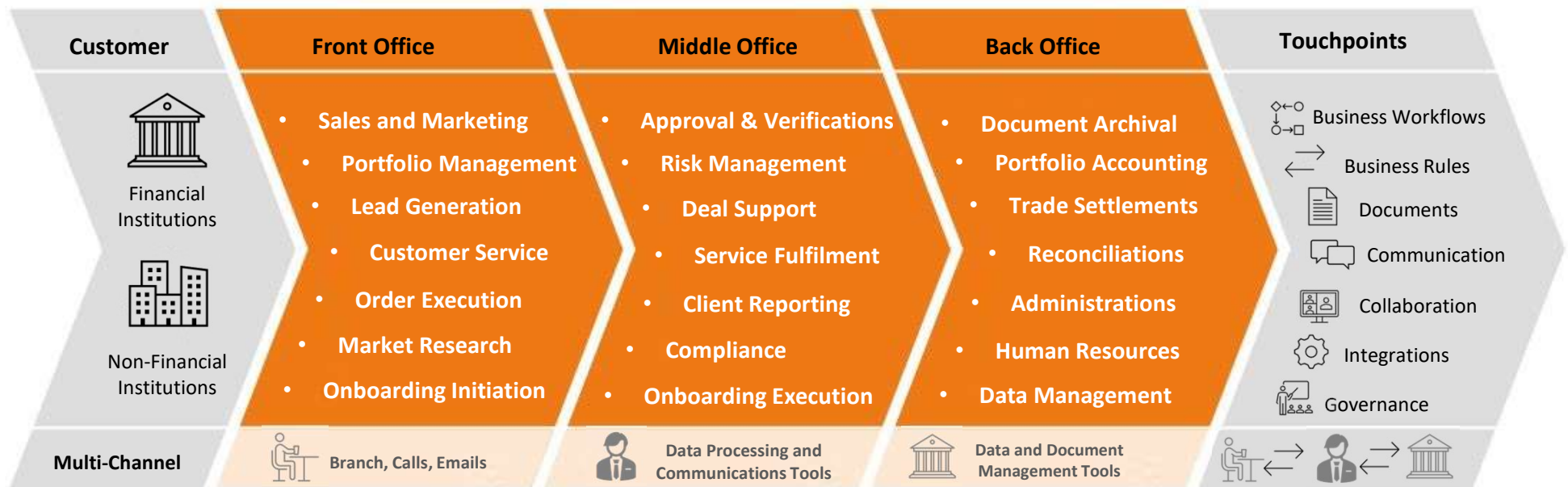
Business Applications Range in Complexity of Process & Information



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

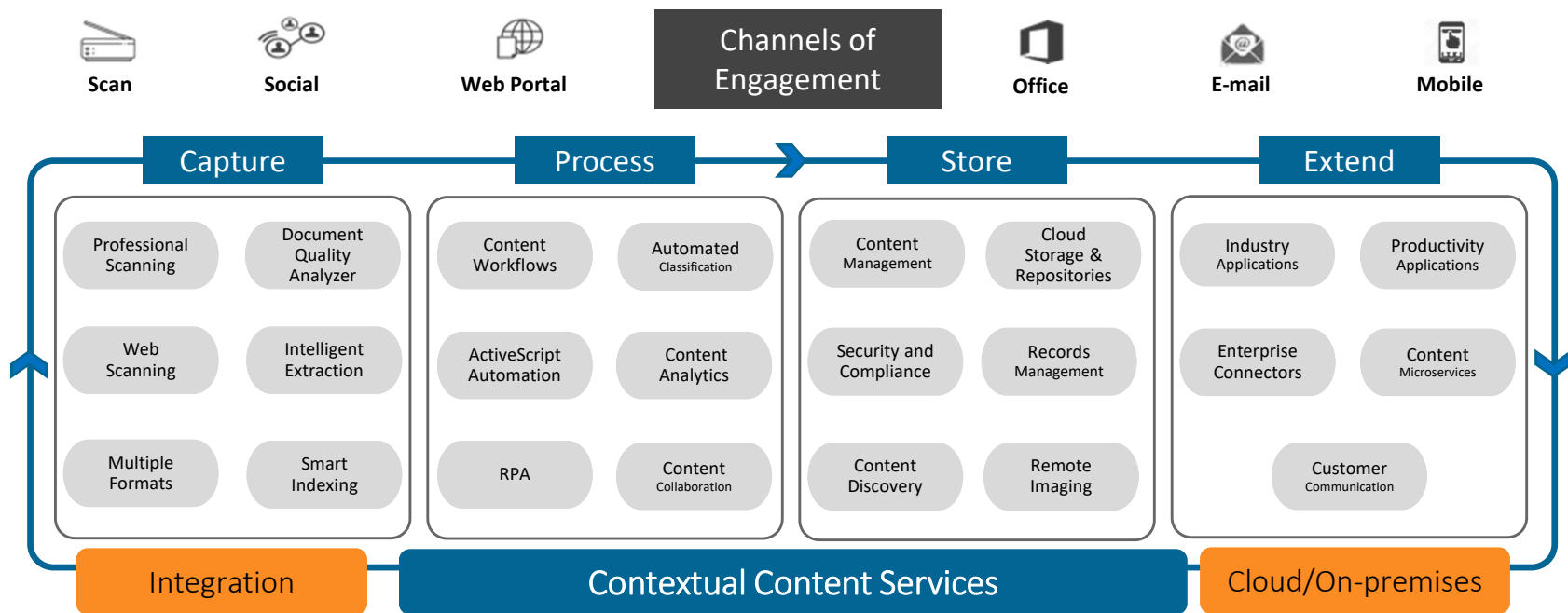
Mitigating the information flow challenges

By simplifying the complex information flow between front, middle, and back office



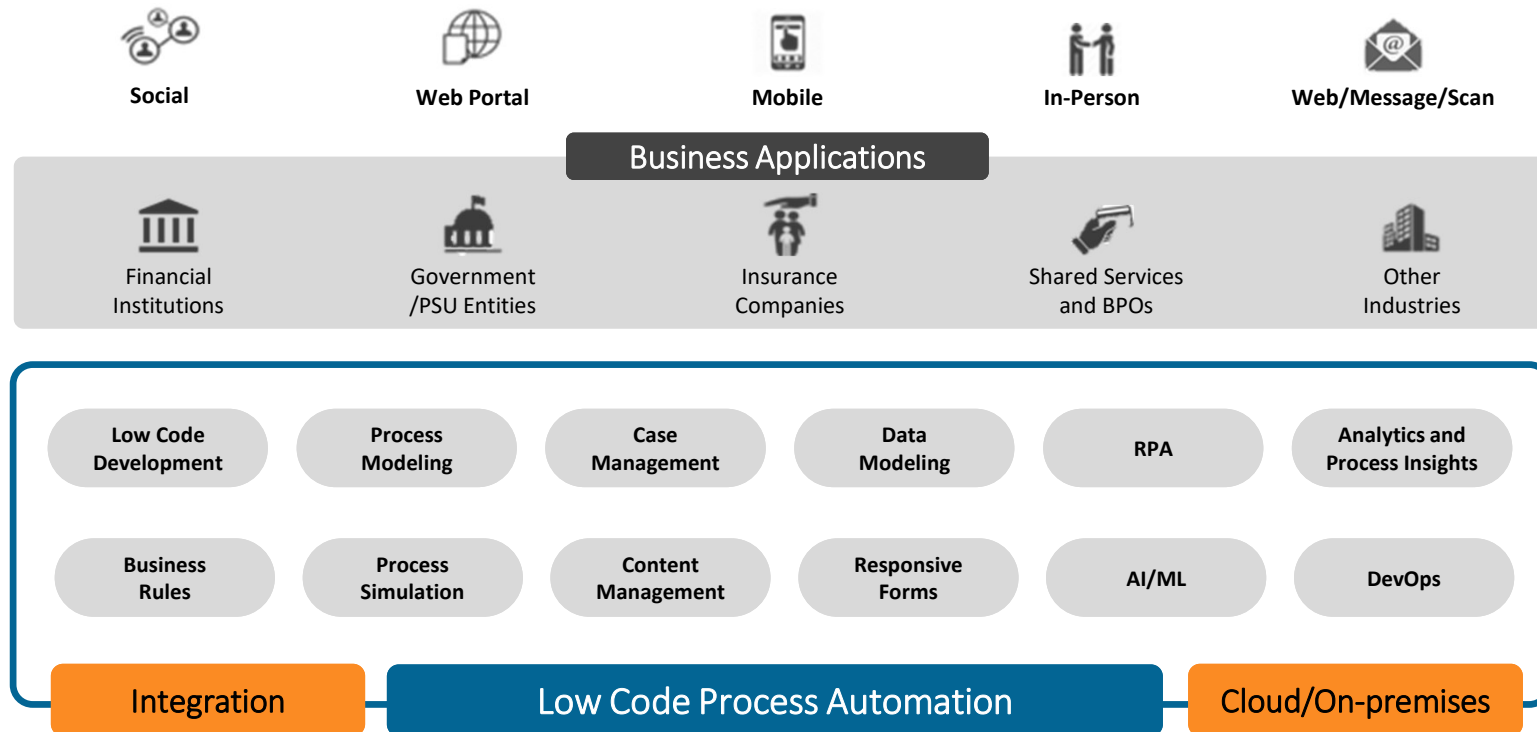
NewgenONE With Contextual Content Services Capability...

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



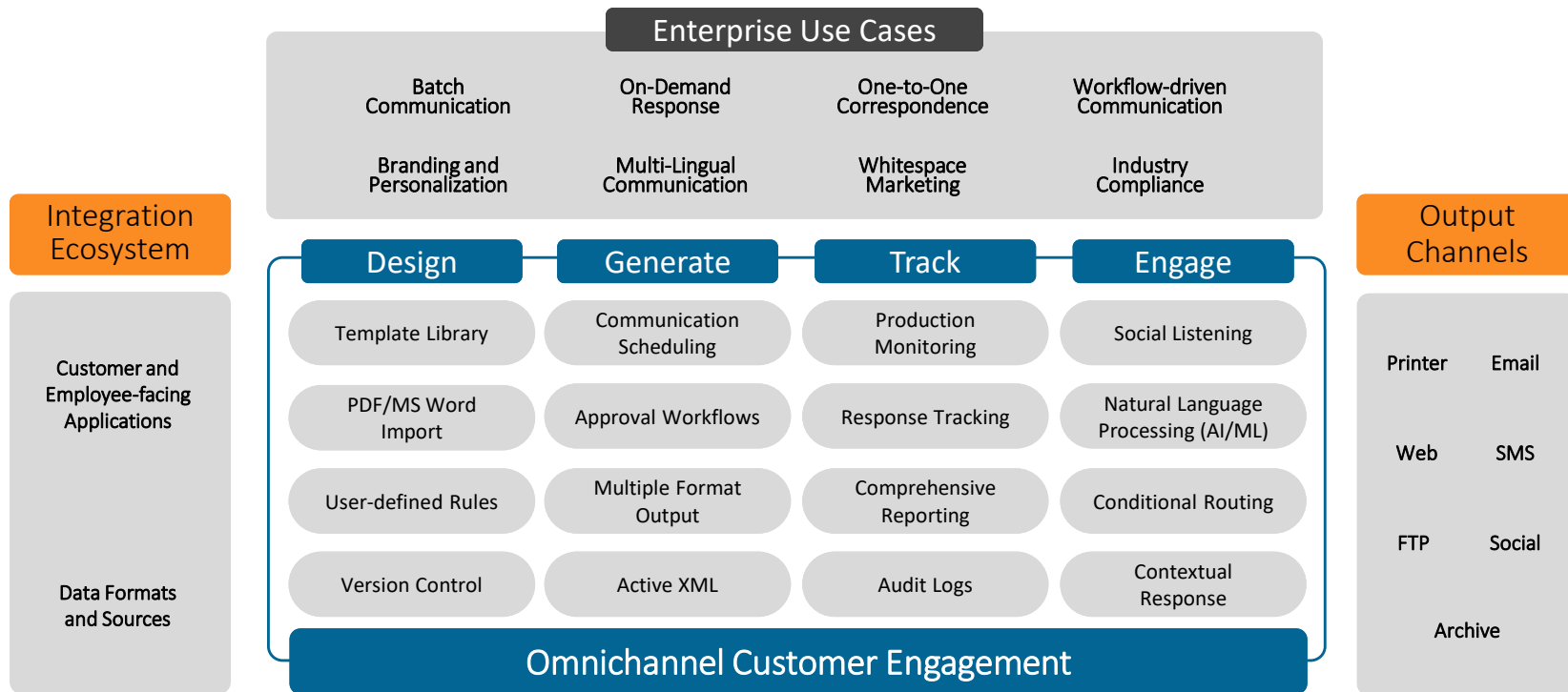
NewgenONE With Low Code Process Automation Capability...

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

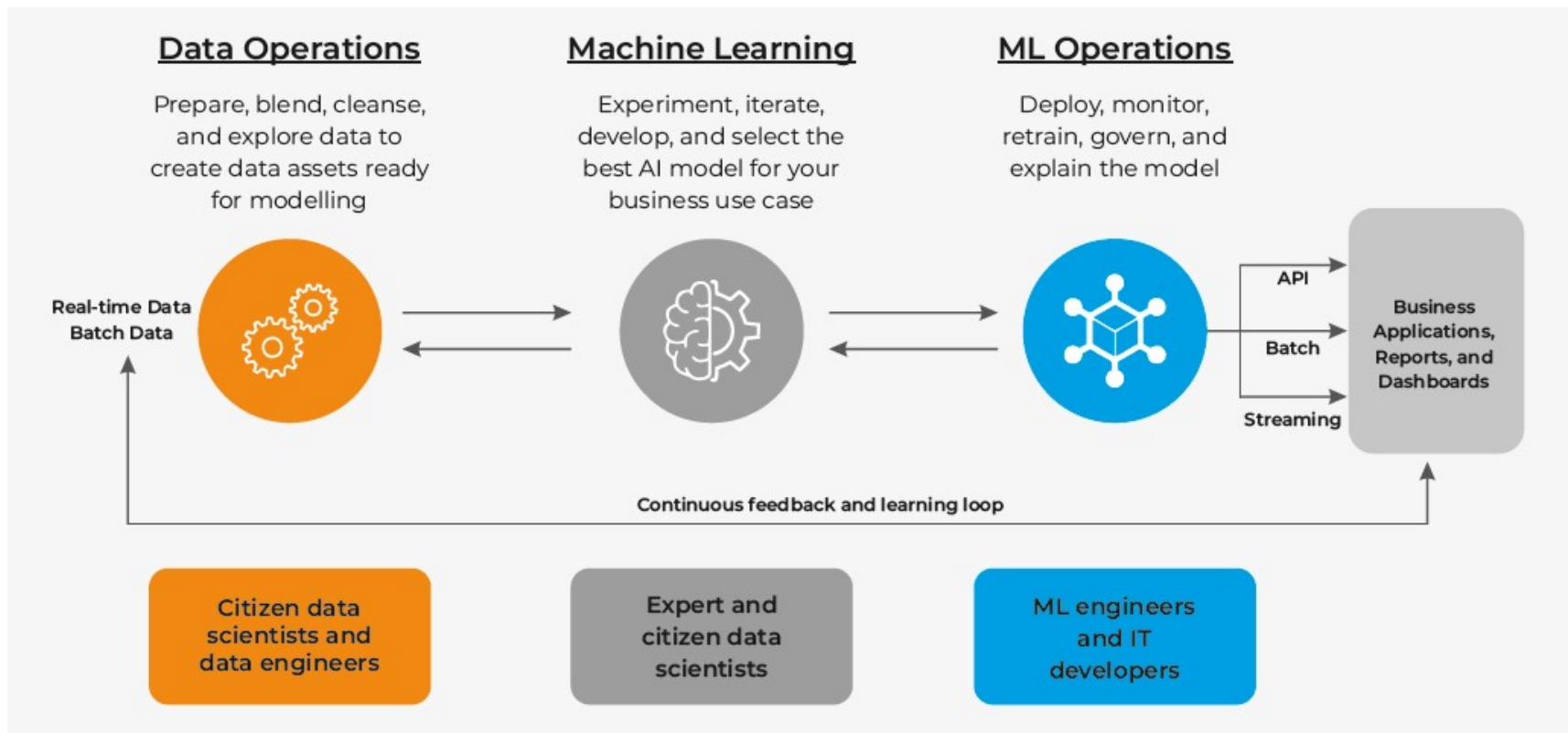


NewgenONE With Personalized Customer Engagement Capability...

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



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



Trusted by Leading Analysts

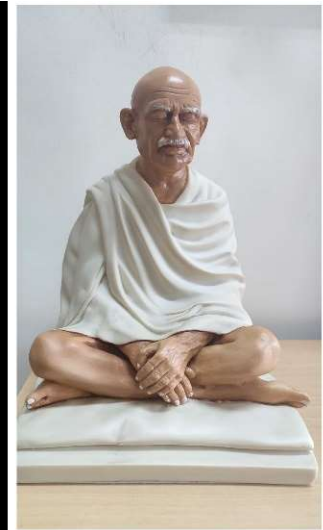
FORRESTER®

Gartner®

- Recognized in Forrester's The Content Platforms Landscape, 2024 on 26th September 2024
- Recognized in Forrester's The Task-Centric Automation Software Landscape, Q3 2024 on 19th July 2024
- A "Leader" in The Forrester Wave™: Content Platforms, Q1'23
- A Strong Performer in The Forrester Wave™: Digital Process Automation Software, Q4 2023
- A "Strong Performer" in The Forrester Wave™: Robotic Process Automation, Q1 2023 Report
- Recognized in Forrester's P&C Claims Management Systems Landscape on 21st February 2024
- Recognized in Forrester's 'The Digital Process Automation Landscape, Q2 2023' on 2nd June 2023
- Recognized in Forrester's 'The Accounts Payable Invoice Automation Landscape, Q4 2023' on 11th December 2023
- Mentioned in Forrester's Trends Report 'The State Of Digital Lending In India, 2023' on 16th October 2023
- Recognized in Forrester's 'The Low-Code Development Platforms For Professional Developers Landscape, Q1 2023' on 7th February 2023
- A "Niche Player" in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, October 2023, published on 17th October, 2023
- Recognized in the Gartner® Market Guide for State and Local Government Grant Management Solutions, on 6th May 2024.
- Recognized in the Gartner® Market Guide for Commercial Loan Origination Solutions on 6th Nov 2023.
- Recognized in the Gartner® Market Guide for Commercial Banking Cash Management and Trade Finance Solutions on 26th Oct 2023.
- Recognized in the Gartner® Market Guide for Business Process Automation Tools on 23rd October 2023.
- Recognized in Gartner® Critical Capabilities for Enterprise Low-Code Application Platforms on 18th Oct 2023.
- Recognized in the Gartner® Market Guide for Accounts Payable Invoice Automation Solutions published on 7th August 2023 by Micky Keck
- Recognized in the Gartner® Market Guide for U.S. Healthcare Payers' Provider Network Management Applications, published on 13th Feb 2023, Connie Salgy
- Recognized in the Gartner® Market Guide for Content Services Platforms 2023, published on 9th Jan 2023, Marko Sillanpaa et al.

Source: <https://newgensoft.com/company/recognition/>

■ Making an Impact through CSR



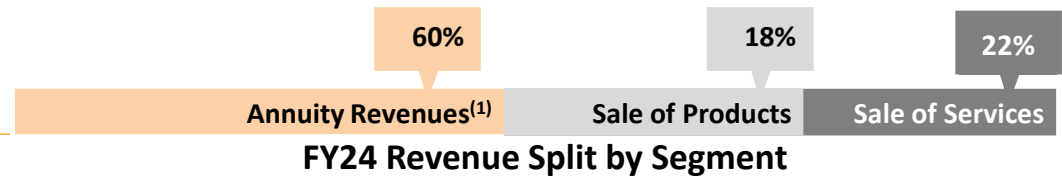
Recognized for its efforts in education through its Newgen Digital Discovery Paathshala Program and honoured with Mahatma Awards in Quality Education

Recognized under the Best CSR Impact Initiative category for its programs on education, nutrition and holistic development

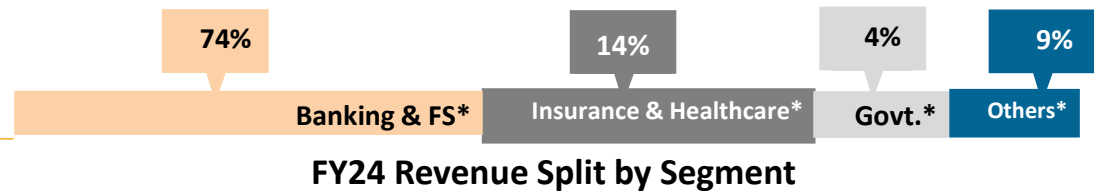


Resilient Business Model in Place

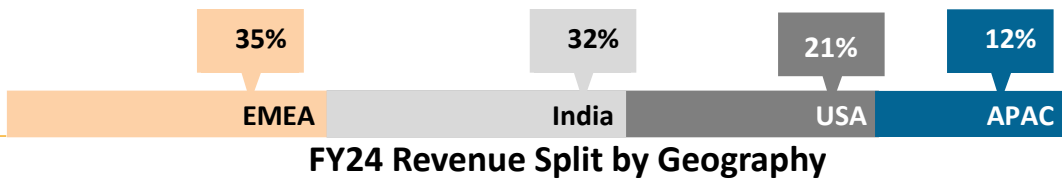
Large annuity revenues streams



Mission critical solutions across key verticals



Diversification across geographies



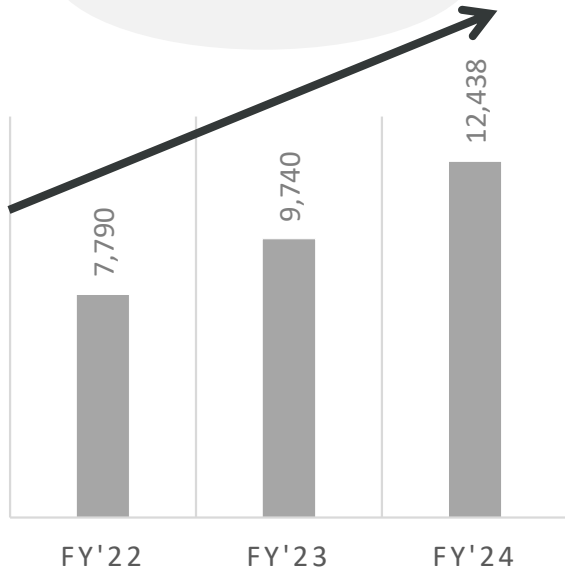
(1) Annuity comprises ATS/AMC, Cloud/ Subscription License and Support revenues
 * Regrouped

Strong Acceleration in Revenues and Profits

Revenues (INR Mn)

(INRm)

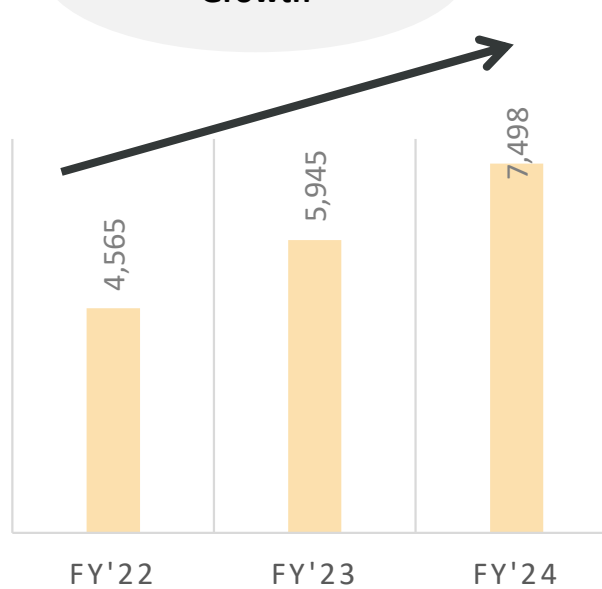
26% CAGR
Growth



Annuity Revenues (INR Mn)

(INRm)

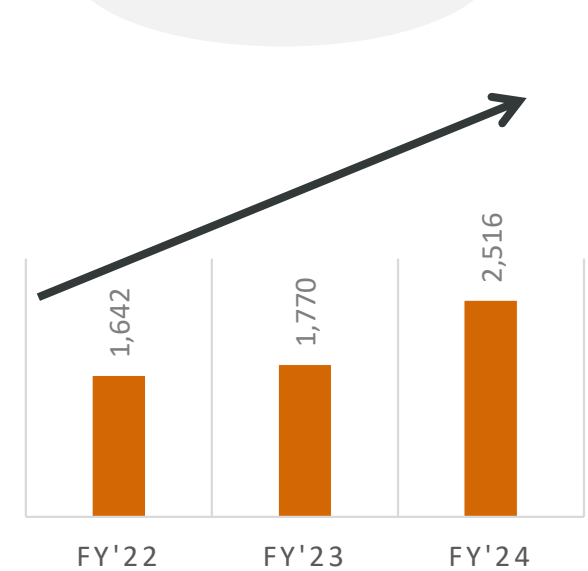
28% CAGR
Growth



Profit after Tax (INR Mn)

(INRm)

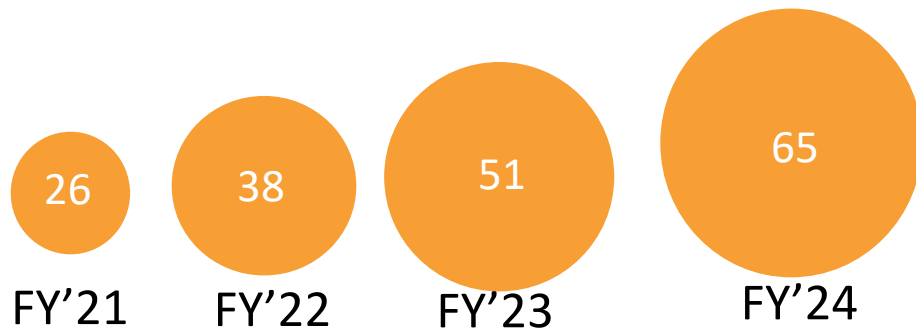
24% CAGR
Growth



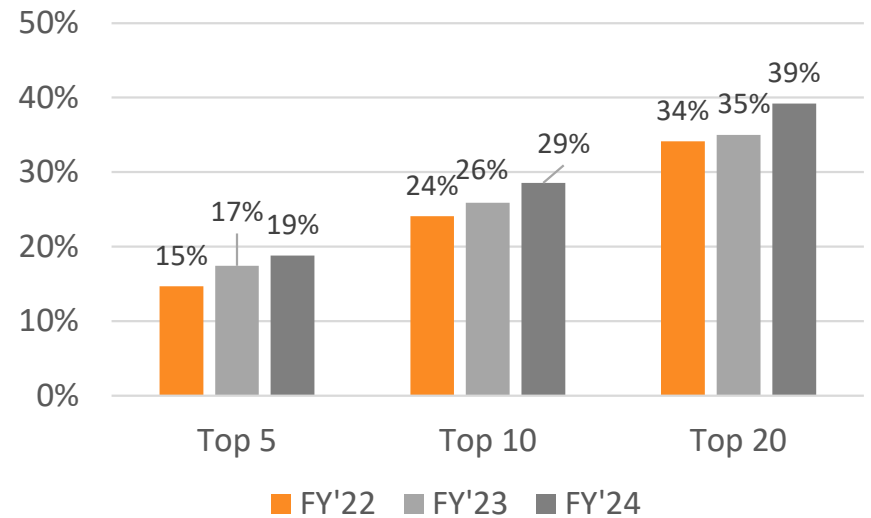
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

■ Growing Large Customer Base

Increasing base of customers with over Rs 50Mn billing



Client Concentration



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



Sudhir Sethi
Independent Director

Leadership Team



Diwakar Nigam
Chairman and Managing Director



Virender Jeet
Chief Executive Officer



Tarun Nandwani
Chief Operating Officer



Dr. S.J. Raj
EVP – Global Business Strategy and HR



Anand Raman
EVP & COO - Newgen Software Inc.



Arun Kumar Gupta
Chief Financial Officer



Rajvinder Singh Kohli
Sr. VP – Global GSI Sales

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)



Sandeep Hinduja
VP – Sales
(Americas)



**Manish Kumar
Jaiswal**
VP – Sales
(Americas)



Amitava Ganguli
VP – Sales
(Americas)



**Purushotam
Savlani**
VP - Sales (KSA)



Runki Goswami
VP – Marketing



Ashok Kapoor
VP – Product
Management -
Banking



Atin Kumar
VP-Global
Delivery



**Vivek Mani
Tripathi**
VP –HRD



Rajnish Kumar
VP –HRD



Anurag Kumar Shah
VP – Product &
Solutions (Americas)



Nitin Gupta
VP – Customer
Success (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)



Sanjay Pandey
VP – Engineering



Varun Goswami
VP – Product
Management

A long-exposure photograph of a highway at night, showing light trails from vehicles. The left side of the road has white and blue light trails, while the right side has red light trails. The road curves into the distance under a dark, starry sky.

Q2 FY'25 Results

Financial Summary (Consolidated)

Particulars	Q2FY25	Q2FY24	YoY	Q1FY25	QoQ	H1 FY25	H1 FY24	YoY	
	(Unaudited)	(Unaudited)	Growth	(Unaudited)	Growth	(Unaudited)	(Unaudited)	Growth	
Revenue (INR Mn)	Revenue from operations	3,612	2,932	23.2%	3,147	14.8%	6,759	5,449	24.0%
	Other Income	185	93	98.4%	226	-17.9%	411	218	88.1%
	Total Income	3,797	3,026	25.5%	3,373	12.6%	7,170	5,668	26.5%
Profits (INR Mn)	EBITDA (<i>adjusted for other income</i>)	830	572	45.0%	477	74.1%	1,307	894	46.2%
	Profit after tax	703	478	47.2%	476	47.8%	1,179	780	51.2%
Margin (%)	EBITDA (<i>adjusted for other income</i>)	23.0%	19.5%		15.1%		19.3%	16.4%	
	Profit after tax (<i>on revenue</i>)	19.5%	16.3%		15.1%		17.4%	14.3%	
EPS (INR)	Basic	5.03	3.43	46.7%	3.40	47.8%	8.43	5.60	50.7%
	Diluted	4.87	3.36	44.9%	3.30	47.5%	8.16	5.48	49.0%

Q2 FY'25 v/s Q2 FY'24

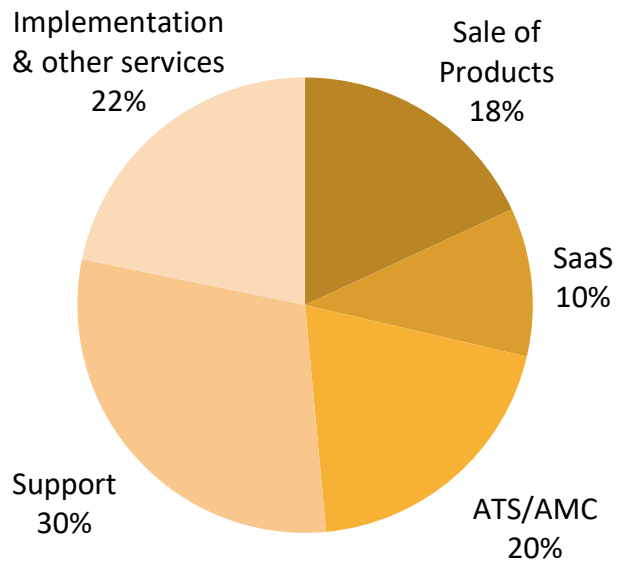
- Revenues at Rs 3612 million, witnessing growth of 23% Q2 YoY. License sales up by 52% Q2 YoY.
- Profit after Tax at Rs 703 million, growing at 47% Q2 YoY.

H1 FY'25 v/s H1 FY'24

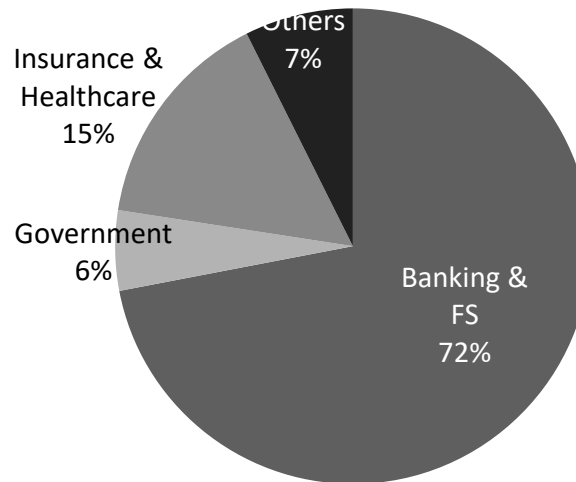
- Revenues witnessed 24% YoY growth and profit after tax increased by 51% YoY.

Revenues Across Verticals and Geographies

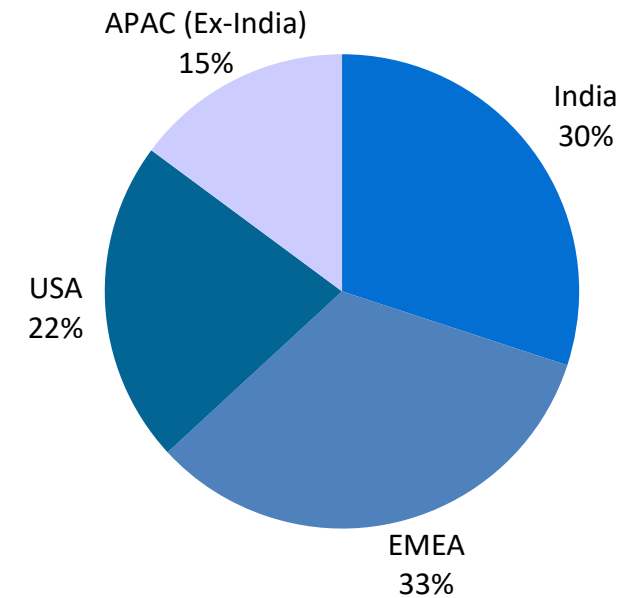
H1 FY'25 Revenue Split by Segment



H1 FY'25 Revenue Split by Vertical*



H1 FY'25 Revenue Split by Geography



*Regrouped

Key Business Highlights

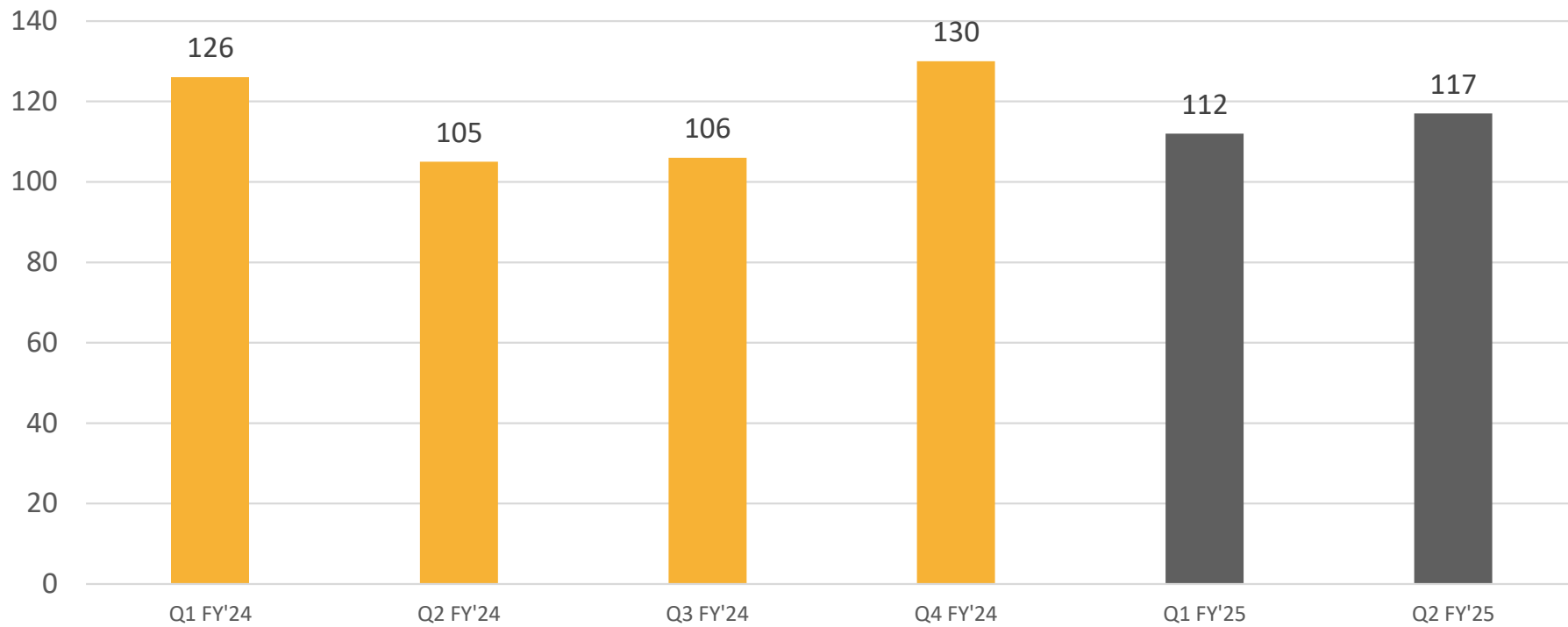
- **Strong growth across all key markets** – EMEA (21% YoY), India (19% YoY), APAC (53% YoY) and US (17% YoY)
- Recognized in **Forrester’s The Task-Centric Automation Software Landscape, Q3 2024***
- Recognized in **Forrester’s The Content Platforms Landscape, 2024***
- Released **NewgenONE Marvin – APEX Edition** to further streamline complex workflows, enhance customer engagement, and ensure secure AI integration. Also released new versions of Enterprise Content management products – Omnidocs and OmniXtract and enhanced Video KYC, an essential part of all Digital onboarding processes.

■ Significant deal closures

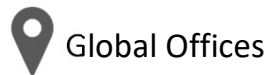
- Bagged a project of ~Rs 25 crores from a large insurance company in India for building their system of engagement
- Providing Enterprise Content Management Solution to one of the Top financial institutions in the US with an aggregate order value is USD \$1.5mn
- Received an order from a leading financial leasing company in Saudi Arabia with an order value of USD 1.5mn for loan origination and collection system
- In India, received an order from a large infrastructure financing services company with a value of Rs.16.9 crore
- In APAC region, entered into contract with Singapore's leading financial institution
- 8 new customer logo additions during the quarter.

Debtors Days

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@newgensoft.com www.newgensoft.com

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

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)	Q2 FY 2025	Q2 FY 2024	Q1 FY 2024	H1 FY 2025	H1 FY 2024
Revenue					
Revenue from operations	3,611.6	2,932.4	3,147.2	6,758.8	5,449.1
Other income	185.2	93.4	225.6	410.8	218.4
Total revenue	3,796.8	3,025.7	3,372.8	7,169.6	5,667.5
Expenses					
Employee benefits	1,846.8	1,566.3	1,740.3	3,587.1	3,009.7
Finance costs	9.5	11.2	10.0	19.5	23.2
Depreciation and amortization	79.9	68.6	77.4	157.3	136.8
Other expenses	934.8	793.7	930.2	1,864.9	1,545.6
Total expenses	2,871.0	2,439.7	2,757.9	5,628.9	4,715.4
Profit before tax	925.8	586.0	614.9	1,540.7	952.1
Tax expenses					
Current tax / Tax expense for earlier years	250.8	110.9	136.4	387.2	204.5
Deferred tax (credit)/charge	-28.3	-2.7	2.8	-25.5	-32.3
Profit after tax for the year	703.3	477.9	475.7	1,179.0	779.9
Other comprehensive income/(loss) for the year, net of income tax	25.2	1.9	-7.8	17.4	-2.3
Total comprehensive income for the year	728.5	479.7	467.9	1,196.4	777.6
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	5.03	3.43	3.40	8.43	5.60
Diluted earning per share	4.87	3.36	3.30	8.16	5.48



Your Trusted Digital Transformation Partner

info@newgensoft.com

www.newgensoft.com