



**NEWGEN™**

# Newgen Software Technologies Limited

CIN: L72200DL1992PLC049074

Regd. Office: A-6, Satsang Vihar Marg, Outab Institutional Area, New Delhi - 110 067, INDIA

Email: [corpmktg@newgensoft.com](mailto:corpmktg@newgensoft.com) URL: <https://newgensoft.com>

Tel.: (+91)-11-4077 0100, (+91)-11-2696 3571, 2696 4733, Fax: (+91)-11-2685 6936

**Date:** 20<sup>th</sup> January 2021

<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 Unaudited Financial results for the 3<sup>rd</sup> Quarter ended 31<sup>st</sup> December 2020.**

Dear Sir/ Ma' am,


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

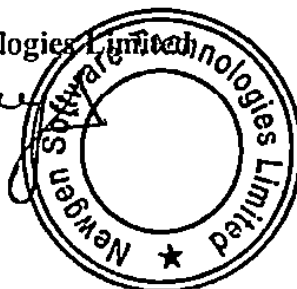
1. Investor Presentation; and
2. Press Release on Unaudited Financial results.

You are requested to kindly take the same on record.

Thanking you,

For Newgen Software Technologies Limited

  
Aman Mourya  
Company Secretary



Encl.: a/a



# Newgen Software Technologies Ltd.

## Q3 FY'21 Investor Update

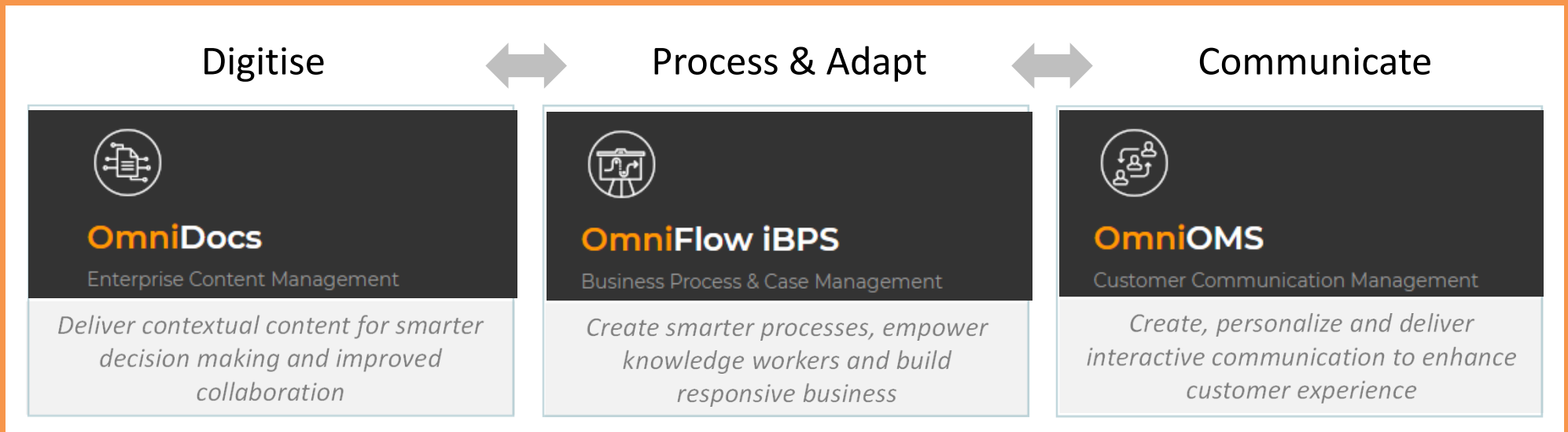
*Connecting Enterprises. Transforming Experiences.*

COPYRIGHT 2020, NEWGEN SOFTWARE

Dec  
2020

# Reinvent business with Newgen's transformative platforms

*Low-code software products company providing enterprise-wide, mission critical solutions helping organisations drive digital transformation and competitive differentiation*



# Newgen at a Glance (FY'20)



~560 Active Customers<sup>(1)</sup>



69 Countries



44 Patent Filings



Strong Industry Recognition



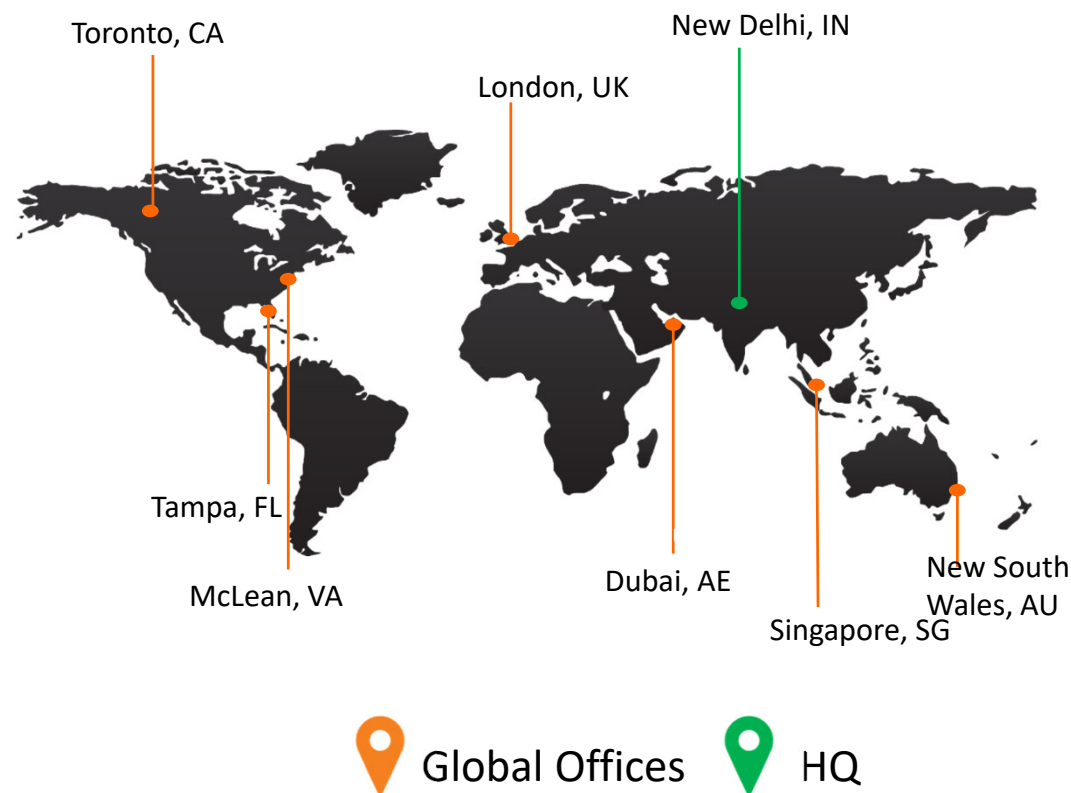
Rs 6,608 Mn  
FY'20 Revenues



56% Annuity Revenues

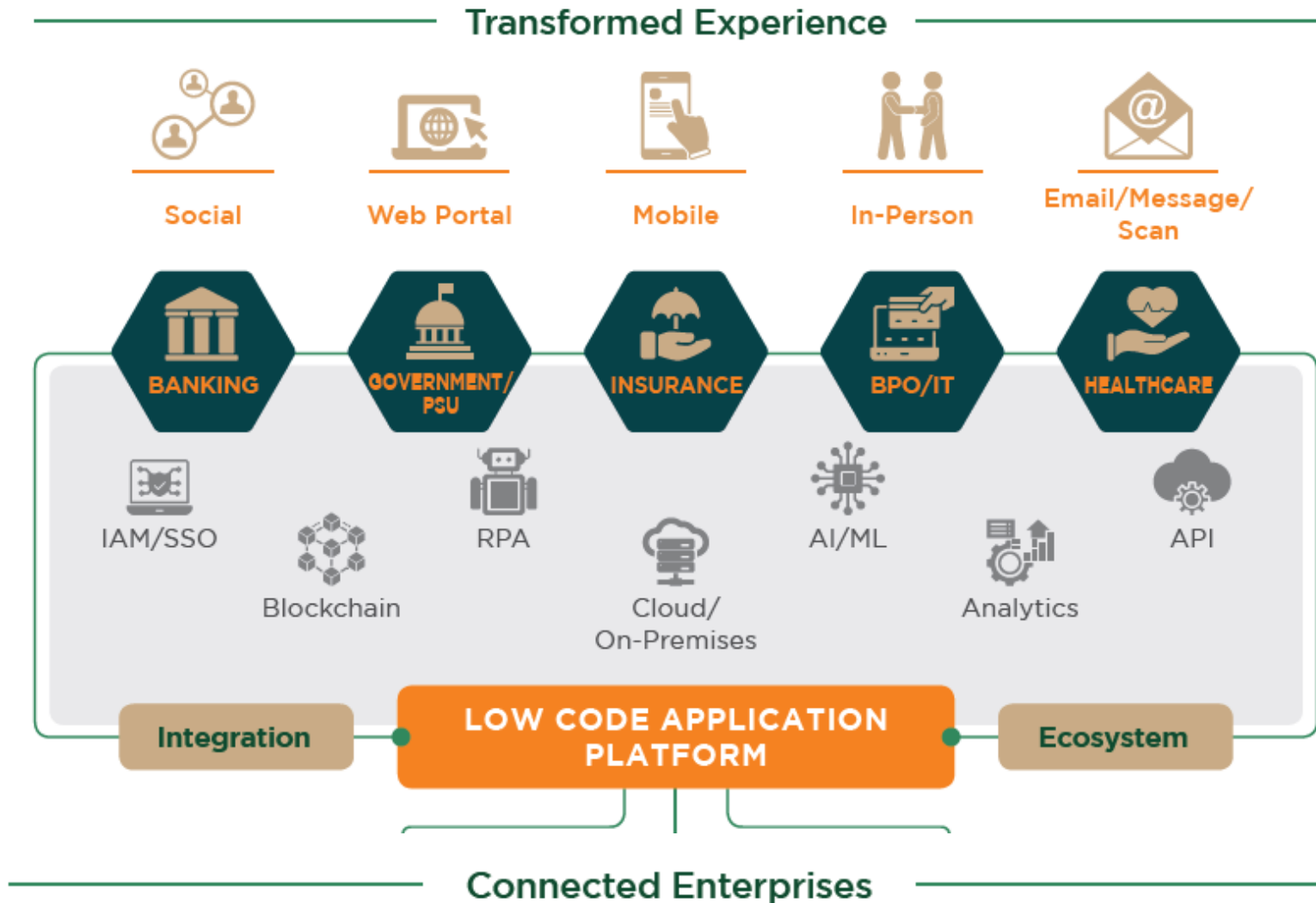
COPYRIGHT 2020, NEWGEN SOFTWARE

(1) Invoiced in the last 12 months  
(2) All figures as of March 2020

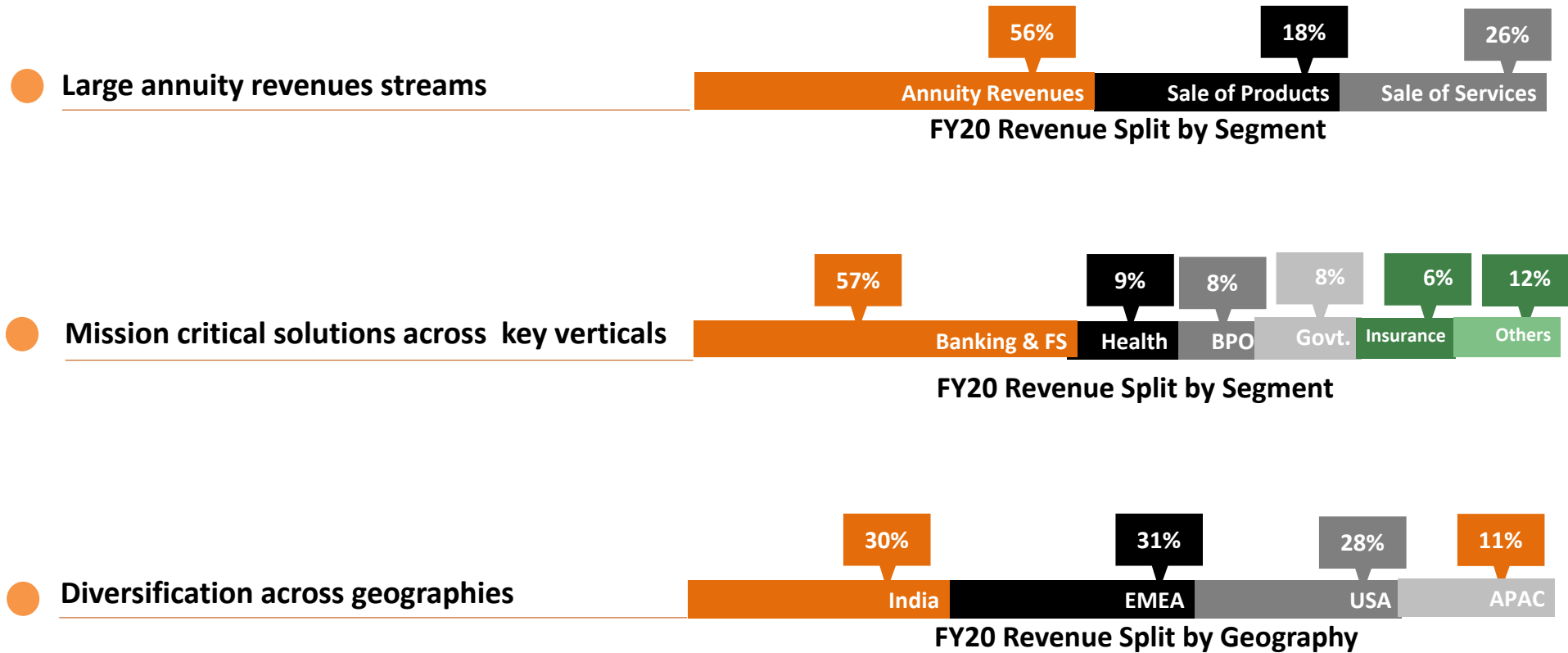


India Offices include Mumbai, Chennai, Bengaluru, Kolkata, Hyderabad, Noida, Gurugram, New Delhi

# Newgen's Transformative Platform



# Resilient Business Model in place (FY'20)



# Focused on Driving Innovation Through R&D

Our complete development network and supporting infrastructure operates on a central system and follows a synchronized cloud-based continuity strategy

- 28 years of product DNA
- Skilled R&D team with deep product domain expertise
- Unified platform with modular deployment
- Intuitive applications and scalable performance
- Low Code Platform
- SaaS delivery



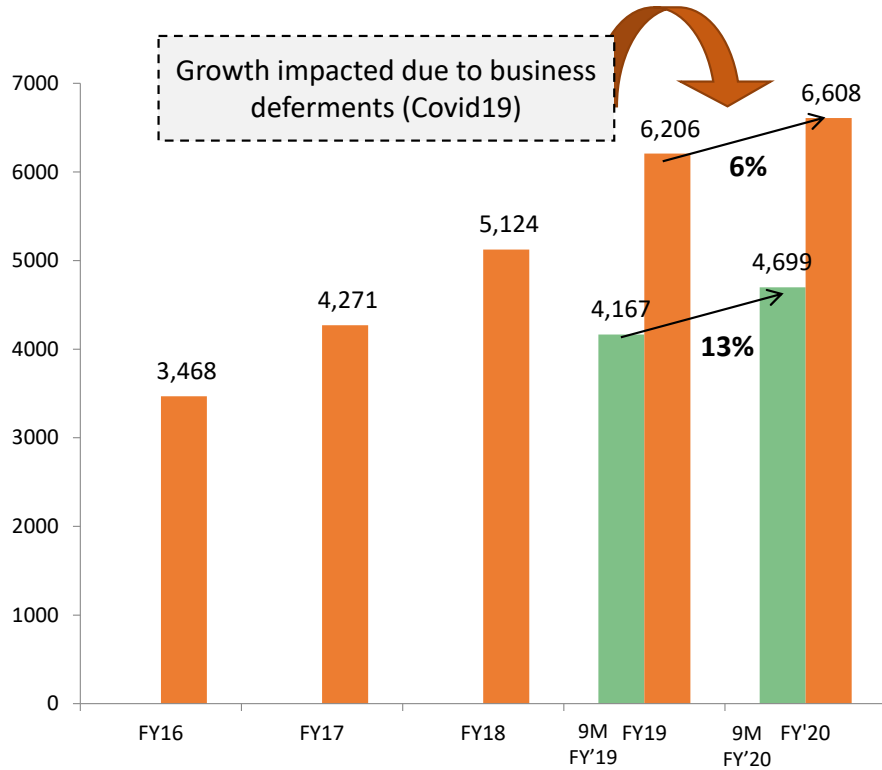
- ### New Features
- Intelligent Content Services
  - Low-Code Application Dev Platform
  - Collaborative Work Management
  - Digital Sensing
  - BlockChain
  - RPA

COPYRIGHT 2020, NEWGEN SOFTWARE

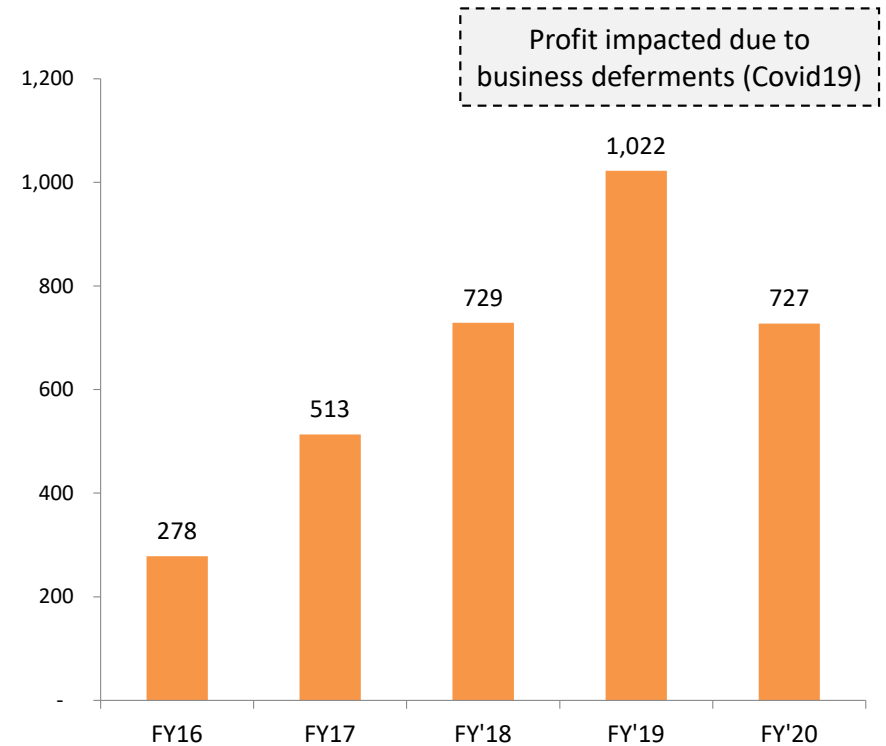
(1) 44 Patent Filings, of which 15 patents are granted in India & the USA and 16 patent applications are under processing

# 5 Year Financial Overview

Total Revenue (INRm)



PAT (INRm) and PAT Margins



FY'16 financials are Restated Consolidated Financials as per Indian GAAP Accounting Standards  
 FY'17-20 financials are Consolidated Financials as per Ind AS Accounting Standards





## Q3 FY'21 Results

# Financial Summary (Consolidated)

Particulars		Q3FY21 (Unaudited)	Q3FY20 (Unaudited)	YoY Growth	Q2FY21 (Unaudited)	QoQ Growth	9M FY21 (Unaudited)	9M FY20 (Unaudited)	YoY Growth
Revenue (INR Mn)	Revenue from operations	1,855	1,850	0.3%	1,550	19.7%	4,726	4,699	0.6%
	Other Income	35	40	-12.7%	30	16.4%	105	118	-11.2%
	<b>Total Income</b>	<b>1,890</b>	<b>1,890</b>	<b>0.0%</b>	<b>1,580</b>	<b>19.6%</b>	<b>4,831</b>	<b>4,817</b>	<b>0.3%</b>
Profits (INR Mn)	EBITDA ( <i>adjusted for other income</i> )	688	358	92.3%	411	67.4%	1,255	527	138.4%
	Profit after tax	354	240	47.8%	292	21.3%	738	313	135.9%
Margin (%)	EBITDA ( <i>adjusted for other income</i> )	37.1%	19.4%		26.5%		26.6%	11.2%	
	Profit after tax	18.7%	12.7%		18.5%		15.3%	6.5%	
EPS (INR)	Basic	5.12	3.48	46.9%	4.23	21.1%	10.67	4.55	134.5%
	Diluted	5.08	3.46	47.0%	4.19	21.2%	10.59	4.51	134.8%

## Q3 FY'21

- Robust performance with balanced growth across key geographies as we continue to get large and additional business from existing customers and undertake new logo acquisitions.
- Strong uptick in subscription revenues
- Expanding margin profile driven by cost rationalizations
  - EBITDA up by 92% YoY at Rs 688mn compared to Rs 358mn in Q3 FY'20
  - Profit after tax up by 48% YoY at Rs 354mn from Rs 240mn in Q3 FY'20
- Net cash generated from operating activities at Rs 167.6 crores for 9M FY'21, compared to Rs 44.7 crores for 9M FY'20

COPYRIGHT 2020, NEWGEN SOFTWARE

# Customer Wins

11

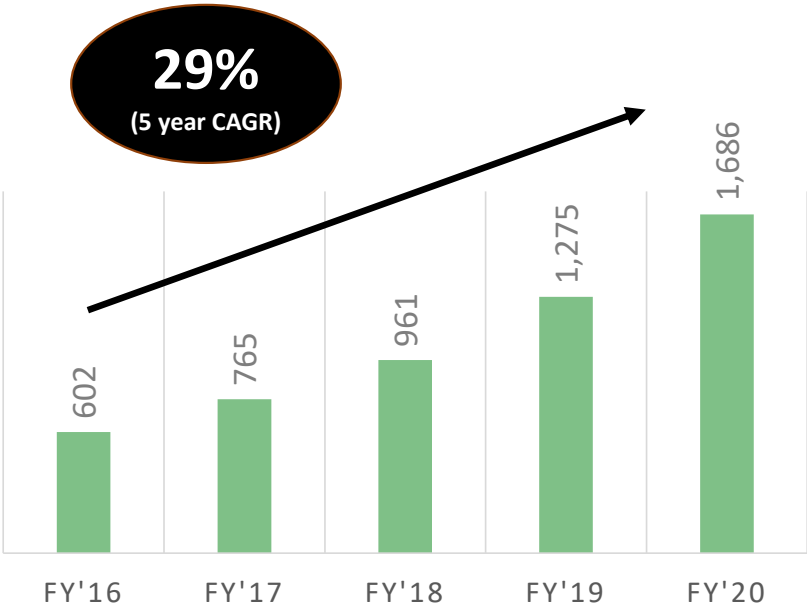
New Logo Wins  
during Q3 FY'21

Major deals include:

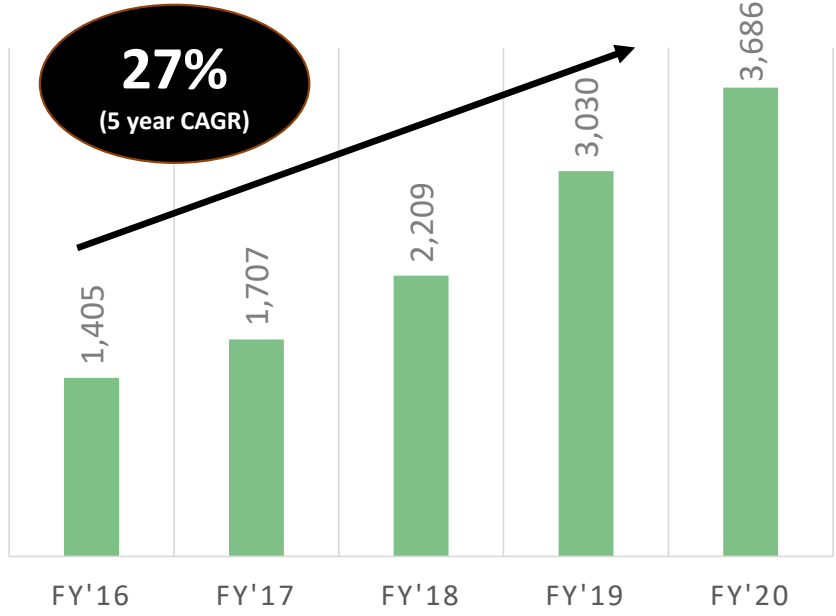
- **Four new logos in the Americas region** in the Banking and Financial services domain
- **Strategic win for delivery & implementation of Newgen ECM and BPM solution for a unit of the Government of India** for streamlining the collection, processing & dissemination of data to generate meaningful information for analysis
- **Mid sized project for a full-service Retail and SME** (small and medium sized enterprises) Bank in UK
- **Two large transformational deals from existing customers** – a leading private sector bank in India and a leading small finance bank

# Stable Annuity Revenues Streams with increasing subscriptions

Subscription Revenues (INRm)




Annuity Revenues (INRm)



**Growth momentum in Subscription revenues continues** - witnessed growth of 11% YoY during the quarter, 22% YoY in 9M FY'21


# Strengthened management team with addition of three senior leaders

## Management Organisation Structure



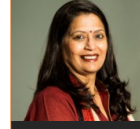
**Diwakar Nigam**  
Chairman and Managing Director

- Co-founded Newgen in 1992
- 35+ years of experience in development of software products
- Masters in Computer Science from IIT Madras



**T.S. Varadarajan**  
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/ Products




**Arvind Jha**  
Sr. VP –Software Development

### Australia Sales




**Krishna Kumar**  
VP-Sales


### Sales & Marketing




**Rajvinder Singh Kohli**  
Sr. VP – Sales



**Hemant Makhija**  
VP – Marketing



**Manojit Majumdar**  
VP – Channels




**Vivek Bhatnagar**  
VP – Sales – EMEA

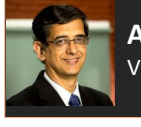


**Sunil Pandita**  
VP – Sales – South Asia

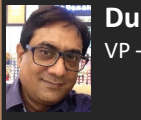
### Business Mgmt/Delivery



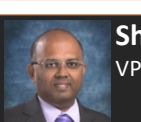
**Tarun Nandwani**  
Sr. VP – Business Management



**Ashok Kapoor**  
VP – Global Delivery

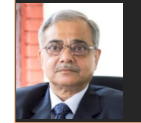


**Dushyant Kumar**  
VP – Software Development




**Shanmugam Nagappan**  
VP – Software Development


### Corporate



**Dr. S.J. Raj**  
Sr. VP – HR and Operations

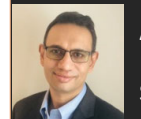


**Arun Kumar Gupta**  
Chief Financial Officer



**Rajiv Burman**  
VP – Human Resources

### US Sales



**Anand Raman**  
EVP & COO - Newgen Software Inc.

 New Additions

## 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

Padmaja Krishnan  
Non Executive, Independent Director  
30+ years of experience in Technology space

# Newgen Positioned as a Visionary in Gartner Magic Quadrant for Content Services Platforms



Press Release

## Newgen Positioned as a Visionary in Gartner Magic Quadrant for Content Services Platforms

*The report recognizes Newgen's ECM platform for the 12th consecutive year*

November 24, 2020: Newgen Software, a global provider of low code digital automation platform, announced that it has been positioned as a Visionary in the Gartner Magic Quadrant for Content Services Platforms, November 16, 2020, authored by Michael Woodbridge\* et al.

The report evaluates 18 different vendors offering content services platforms (CSPs) based on their ability to execute and completeness of vision. The complimentary copy of the [Gartner report](#) can be downloaded from the Newgen website.

"Content is the backbone of every organization. Empowering employees with contextual information can help organizations in informed interactions with their customers and other stakeholders. We believe this inclusion by Gartner recognizes our efforts towards enabling enterprises in streamlining their content and ensuring remote, secure access to relevant information. At Newgen, we believe in continuous innovation and making our products scalable, agile, and future-ready," said Diwakar Nigam, MD and Chairman, Newgen Software.

[Newgen OmniDocs](#), a fully-featured CSP, enables organizations across the globe with document management, multichannel capture and scanning, records management, and content analytics. The platform connects content and processes with context and allows for automation with agility.

\*Authored by Michael Woodbridge, Marko Sillanpaa, Lane Severson

*Disclaimer: 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.*

We believe this inclusion by Gartner recognizes our efforts towards enabling enterprises in streamlining their content and ensuring remote, secure access to relevant information.

Newgen OmniDocs, a fully-featured CSP, enables organizations across the globe with document management, multichannel capture and scanning, records management, and content analytics. The platform connects content and processes with context and allows for automation with agility.



# Business Highlights

## Continues Focus on Research & Development

Granted a patent for an invention entitled “Remote Email Access Through Short Message Service (SMS) by the Indian Patent Office, Chennai for a term of 20 years commencing from February 16, 2010. Newgen has filed 44 patents till date, out of which 17 have been granted in India and the US.

## Broad based growth across key verticals

Accelerated performance in Banking & Financial Services, Government/PSU and Insurance verticals with increased demand for digital transformation initiatives in these sectors

## Key Awards

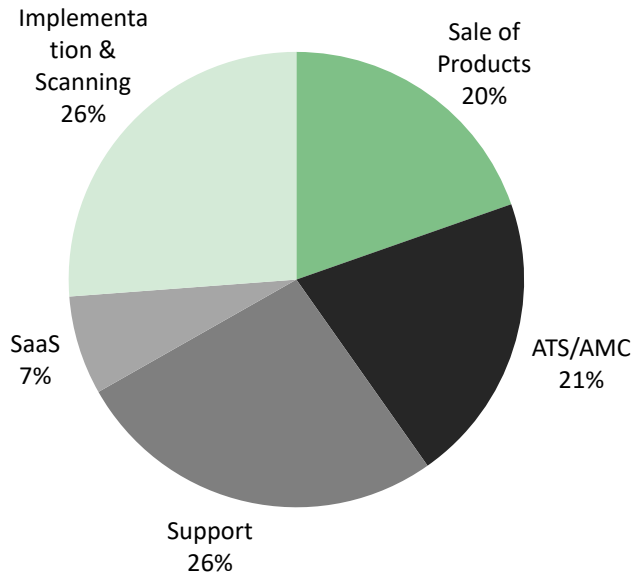
Fidelity Bank and Newgen awarded the “**Best Self-Service Banking Technology Implementation**” at the Asian Banker Middle East and Africa Regional Awards 2020

Bank Muscat and Newgen recognized for the “**Best Lending Implementation in the Middle East**” at The Asian Banker Middle East and Africa Awards 2020.

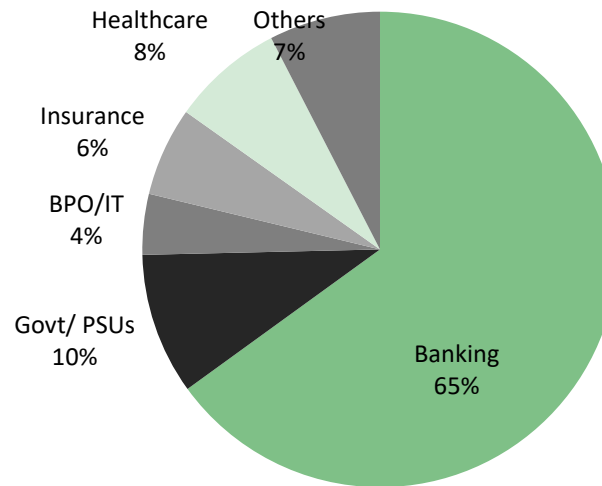
Abu Dhabi Commercial Bank (ADCB Bank) and Newgen awarded the “**Best Digital Transformation Implementation**” at the Asian Banker Middle East and Africa Regional Awards 2020

# Diversification continues across Verticals and Geographies

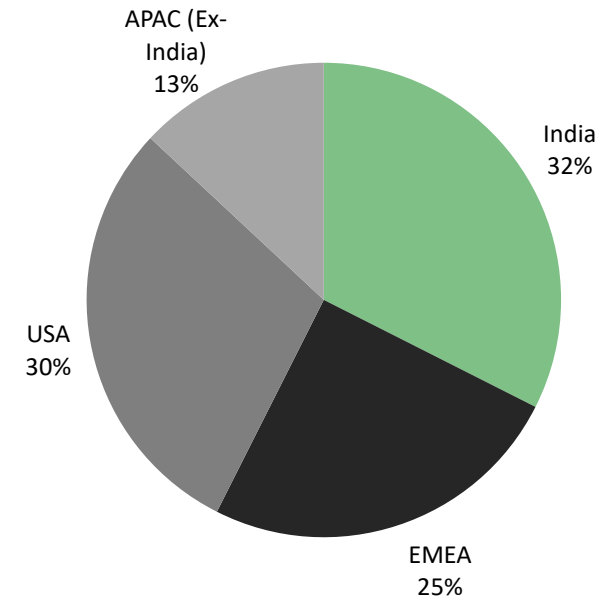
Q3 FY21 Revenue Split by Segment



Q3 FY21 Revenue Split by Vertical



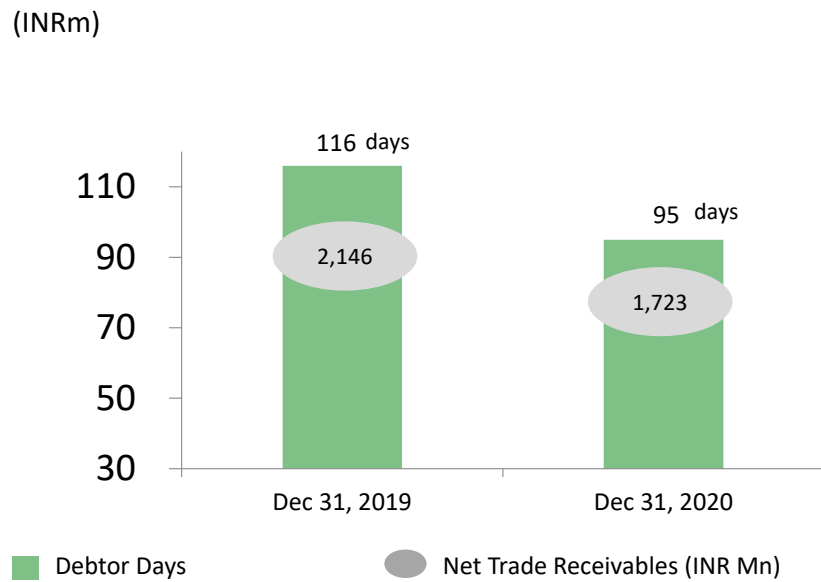
Q3 FY21 Revenue Split by Geography



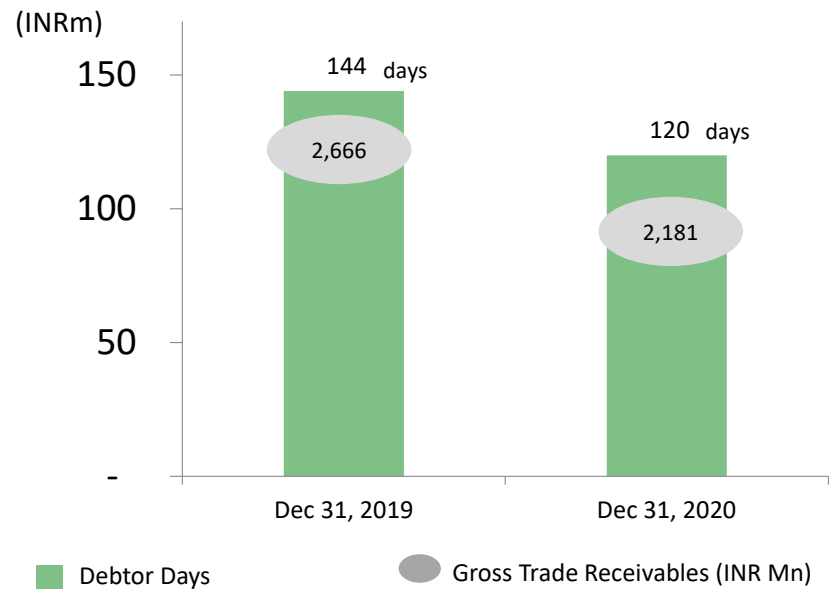


# Debtors Days

Debtor Days (Based on Net Debtors)



Debtor Days (Based on Gross Debtors)





# Thank you

[www.newgensoft.com](http://www.newgensoft.com)

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)

## ***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.



# P&L Statement

(All amounts in INRm, except per share data and unless otherwise stated)	Q3 FY 2021	Q3 FY 2020	Q2 FY 2021	9M FY 2021	9M FY 2020
<b>Revenue</b>					
Revenue from operations	1,855.1	1,849.5	1,550.1	4,726.4	4,699.1
Other income	35.2	40.4	30.3	104.7	117.9
<b>Total revenue</b>	<b>1,890.4</b>	<b>1,889.9</b>	<b>1,580.4</b>	<b>4,831.1</b>	<b>4,817.1</b>
<b>Expenses</b>					
Employee benefits	830.9	889.0	727.3	2,338.7	2,578.7
Finance costs	22.0	22.6	7.9	48.0	74.4
Depreciation and amortisation	44.1	48.8	48.8	150.7	146.2
Other expenses	335.9	602.6	411.7	1,132.5	1,593.9
<b>Total expenses</b>	<b>1,232.9</b>	<b>1,563.0</b>	<b>1,195.7</b>	<b>3,669.9</b>	<b>4,393.2</b>
<b>Profit before tax</b>	<b>657.5</b>	<b>326.9</b>	<b>384.6</b>	<b>1,161.2</b>	<b>423.8</b>
<b>Tax expenses</b>					
Current tax	203.2	92.7	124.4	392.0	152.7
Deferred tax (credit)/charge	100.1	-5.5	-31.9	31.7	-41.5
<b>Profit after tax for the year</b>	<b>354.2</b>	<b>239.6</b>	<b>292.1</b>	<b>737.5</b>	<b>312.7</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>7.5</b>	<b>15.1</b>	<b>-7.8</b>	<b>15.4</b>	<b>15.4</b>
<b>Total comprehensive income for the year</b>	<b>361.7</b>	<b>254.7</b>	<b>284.3</b>	<b>752.9</b>	<b>328.1</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>					
Basic earning per share	5.12	3.48	4.23	10.67	4.55
Diluted earning per share	5.08	3.46	4.19	10.59	4.51

## PRESS RELEASE

### Newgen Software Reports Revenues of Rs 185.5 cr up 20% QoQ and Net Profit of Rs 35.4cr in Q3 FY'21, up 21% QoQ

New Delhi, India – 20 January 2021

*The management of Newgen Software Technologies Ltd. announced results for the quarter ended 31 December 2020 at its Board Meeting held on 20 January 2021.*

Speaking about the results, Mr. Diwakar Nigam, Chairman & Managing Director, Newgen Software Technologies Ltd. said – “Q3 has always been an important quarter for us and we are extremely happy to deliver another robust quarter, maintaining the business momentum. Post-COVID, we have witnessed a balanced growth across most of our key geographies including India, US and APAC region.

We are happy with our customers' expanded use of our platform as we continue to get significant incremental business from existing customers. Our subscription based revenues, especially SaaS/Cloud are growing at a healthy rate. We have also witnessed a substantial uptick in new logo acquisitions and have added 11 logos during the quarter.

Combating the uncertain environment, we have maintained strong operating margins as well as cash generation from operations.

In the new normal, we see good demand environment across all key industry segments. BPM and ECM are important elements of most of the industry transformation deals. At Newgen, in 2021, we are now ready to make deep investments on various fronts across technology and sales and marketing for long-term growth.

#### Key Consolidated Financial Highlights (Q3 FY'21)

**Revenue from operations (Consolidated) at Rs 185.5 crores** as compared to Rs 155.0 crores in Q2 FY'21 (up 20% QoQ, 0.3% YoY).

- Subscription revenues (ATS/AMC and Cloud) were at Rs 51.2 crores witnessed strong growth. Annuity revenue streams (ATS/AMC, Support, and Cloud/SaaS) were at Rs 100.5 crores
- Revenue from Sale of Products/License were at Rs 36.4 crores, up 38% QoQ
- Implementation & digitization revenues were at Rs 48.6 crores, up 58% QoQ

**EBIDTA up by 92% YoY** at Rs 68.8 crores compared to Rs 36.0 crores in Q3 FY'20.

**Profit after tax up by 48% YoY** at Rs 35.4 crores from Rs 24.0 crores in Q3 FY'20 driven by cost rationalisations.

### Key Consolidated Financial Highlights (9M FY'21)

**Revenue from operations (Consolidated) at Rs 472.6 crores** as compared to Rs 470.0 crores in 9M FY'20, up 1% YoY.

- Subscription revenues (ATS/AMC and Cloud) were at Rs 148.0 crores, up 22% YoY. Annuity revenue streams (ATS/AMC, Support, and Cloud/SaaS) at Rs 285.3 crores, up 5% YoY
- Revenue from Sale of Products/License were at Rs 83.6 crores
- Implementation & digitization revenues were at Rs 103.7 crores

**EBIDTA up by 138% YoY** at Rs 125.5 crores compared to Rs 52.7 crores in 9M FY'20.

**Profit after tax up by 136% YoY** at Rs 73.7 crores from Rs 31.3 crores in 9M FY'20.

**Net cash generated from operating activities at Rs 167.6 crores** for 9M FY'21, compared to Rs 44.7 crores for 9M FY'20

### Key Business Highlights (Q3 FY'21)

- **Newgen positioned as a Visionary in Gartner Magic Quadrant for Content Services Platforms**, Michael Woodbridge et al., November 16, 2020\*
- **Newgen granted a patent for an invention entitled "Remote Email Access Through Short Message Service (SMS)** by the Indian Patent Office, Chennai for a term of 20 years commencing from February 16, 2010. Newgen has filed 44 patents till date, out of which 17 have been granted in India and the US
- **11 New Customer Logos addition in the Quarter, some notable successes include:**
  - **Four new logos in the Americas region** in the Banking and Financial services domain
  - **Strategic win for delivery & implementation of Newgen ECM and BPM solution for a unit of the Government of India** for streamlining the collection, processing & dissemination of data to generate meaningful information for analysis
  - **Mid-sized project for a full-service Retail and SME** (small and medium sized enterprises) Bank in the UK
- **Accelerated performance in Banking & Financial Services, Government/PSU, and Insurance verticals** with increased demand for digital transformation initiatives in these sectors. During the quarter, we received two large transformational deals from our existing customers – a leading private sector bank in India and a leading small finance bank.

- **Key Awards:**

Fidelity Bank and Newgen have been awarded the “**Best Self-Service Banking Technology Implementation**” at the Asian Banker Middle East and Africa Regional Awards 2020.

Bank Muscat and Newgen were recognized for the “**Best Lending Implementation in the Middle East**” at The Asian Banker Middle East and Africa Awards 2020.

Abu Dhabi Commercial Bank (ADCB Bank) and Newgen have been awarded the “**Best Digital Transformation Implementation**” at the Asian Banker Middle East and Africa Regional Awards 2020

\*Authored by Michael Woodbridge, Marko Sillanpaa, Lane Severson

Disclaimer: 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.

## **About Newgen**

### **Connecting Enterprises. Transforming Experiences.**

Newgen Software Technologies Limited (listed In India on National Stock Exchange [Script code: NEWGEN] and BSE Ltd. [Script code: 540900]) is a leading provider of low code digital automation platform. Globally, successful financial institutions, insurance, government, and shared services organizations rely on Newgen’s industry-recognized products and applications—to manage their processes (BPM), content (ECM), and communications (CCM)—for connected operations. From customer onboarding to service requests, from loans and deposits to underwriting, and many more, Newgen’s industry applications transform business-critical operations with agility. Newgen’s cloud-based platform enables digital transformation initiatives for superior customer experience, optimized costs, and improved efficiencies.

## **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: Asif Khan <a href="mailto:asif.khan@newgensoft.com">asif.khan@newgensoft.com</a>	Investor Contact: Deepti Mehra Chugh <a href="mailto:deepti.chugh@newgen.co.in">deepti.chugh@newgen.co.in</a>
---	---