Newgen Software Technologies Limited
CIN: L72200DL1992PLC049074, Registered Office: E-44/13, Okhla Phase II, New Delhi 110020, India
Tel: +91 11 46533200, 26384060, 26384146 Fax:+91 11 26383963

Date: 20th January 2026

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 nine months ended 31st December 2025

Dear Sir/ Ma'am,

Pursuant to the above-mentioned subject, we are hereby enclosing the Investor Presentation on Financial Results for the quarter and nine months ended 31st December 2025.

This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

Aman Mourya
Digitally signed by Aman Mourya
Date: 2026.01.20 14:21:05 +05'30'

Aman Mourya
Company Secretary & Head-Legal

Encl.: a/a

Newgen Software Technologies Ltd.

Q3 FY'26
Investor Presentation

UNLOCK SIMPLE

Newgen – Key Highlights (FY'25)

33 years
of Innovation, Passion, and Excellence

Great Place to Work certified

Direct presence in **8 countries**
(Customers across 77 countries)

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

62 New Logo additions

~4,600 Personnel

87 customers over Rs 50mn billing

55 patent filings,
10 patents filed in the year

Consistently recognized by **Gartner and Forrester**

All Figures as of March 31, 2025

Newgen – Financial Snapshot (FY'25)

Rs 14,869 Million
Revenue
(20% YoY Growth)

Rs 8,337 Million
Annuity Revenues*
(56% of Revenues)

Rs 15,164 Million
Networth

Rs 2,150 Million
Cash Flow from Operations

Rs 3,762 Million
EBITDA
(31% YoY Growth)

Rs 3,152 Million
PAT
(25% YoY Growth)

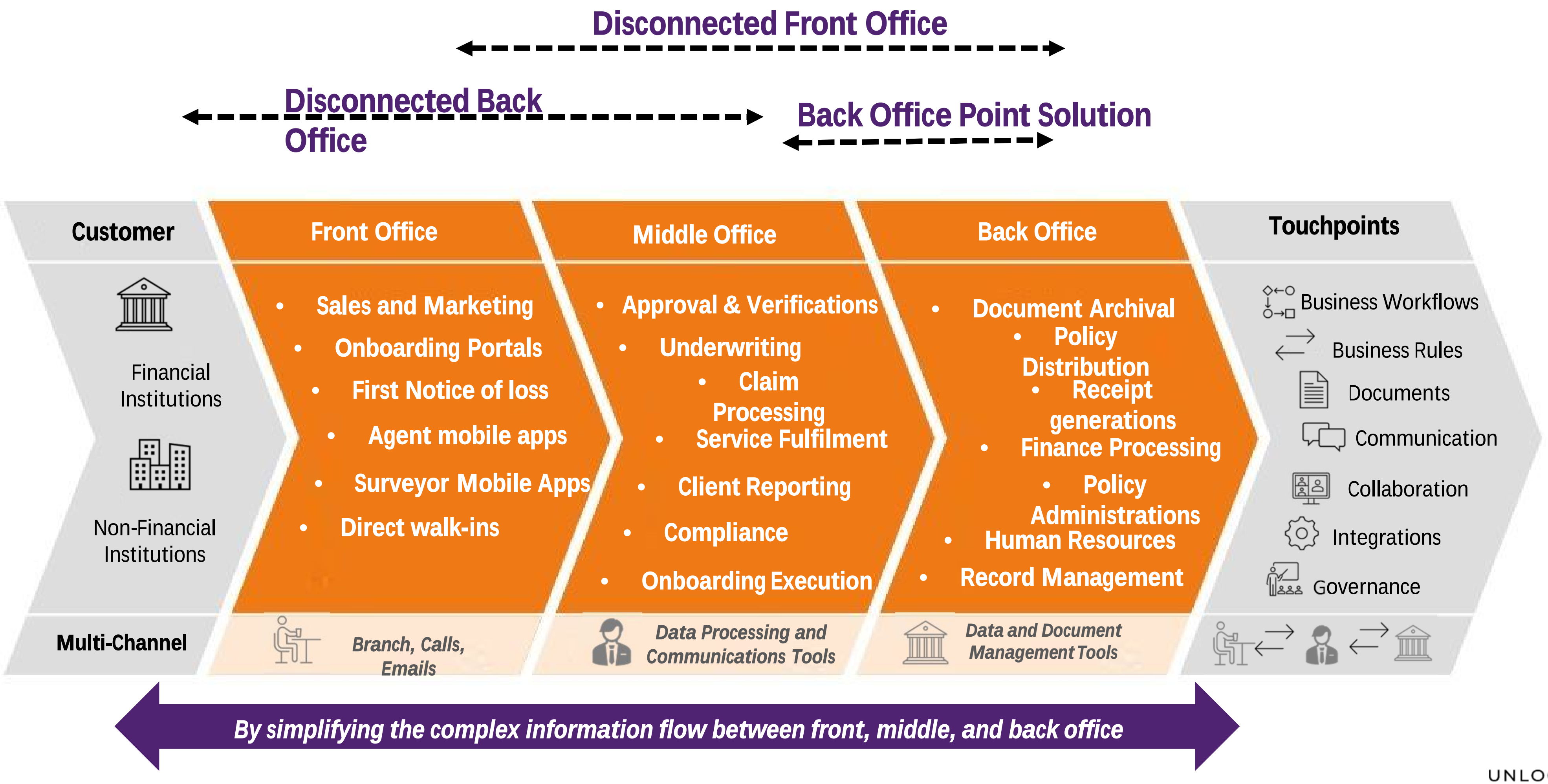
* Annuity revenues comprise of ATS/AMC and Cloud/ Subscription License revenue streams and Support revenues
All Figures as of March 31, 2025

Newgen: Enterprise-wide unified Low Code digital transformation platform

NewgenONE

Digitize	Process & Adapt	Communicate	Data Science	IDP
Contextual Content Services (ECM) OmniDocs	**Low Code Process Automation (BPM) iBPS**	**Omnichannel Customer Engagement (CCM) OmniOMS**	**Artificial Intelligence/ Machine Learning**	**Intelligent Document Processing (IDP Studio)**
Deliver contextual content for smarter decision making and improved collaboration	*Create smarter processes, empower knowledge workers and build responsive business*	*Create, personalize and deliver interactive communication to enhance customer experience*	*Rapidly experiment, build, validate, deploy and operate Machine Learning models.*	*Automate the extraction, understanding, and processing of information from various types of documents.*
• Content Management • Content Intelligence • Enterprise-wide Collaboration • Workflow Management • Records Management • Compliance and Audits	• Low Code Development • Omnichannel UX Design • Business Rules Management • Process Intelligence • Dynamic Case Management • RPA	• Communication Designer • Personalized Communication • Omnichannel Communication • Communication-enablement of Biz Applications • Social Sensing & Sentiment AI	• In Memory Distributed, Big Data Platform • Low Code • Machine Learning • Automated Data Science • Streamlining data to insights development	• Low Code • Data exploration & correction • Modelling • Inference • Collaboration Hub • Productionisation • Model Deployment as an API

NewgenONE – To Solve the Disconnected Application Ecosystem



UNLOCK SIMPLE

NewgenONE AI Agents

AI Agents for Growth

AI Agent for Application Development and Productivity

Lumin

GenAI powered Growth Intelligence Platform

- ✓ Marketing Effectiveness
- ✓ Tailored product Recommendation
- ✓ Dynamic Predictive Segmentation
- ✓ From what to why

HARPER

GenAI led Conversion Intelligence Platform

- ✓ From traffic to engagement behavior
- ✓ From call to conversion
- ✓ Enhance agent success
- ✓ From what to why

Marvin

GenAI for enterprise

- ✓ Process
- ✓ Content
- ✓ Communication

Create applications rapidly, manage information better,and personalize communications efficiently.

NewgenONE	Contextual Content Services (ECM) OmniDocs	Low Code Process Automation (BPM) iBPS	Omnichannel Customer Engagement (CCM) OmniOMS	Artificial Intelligence/ Machine Learning	Intelligent Document Processing (IDP Studio)

Trusted by Leading Analysts

FORRESTER

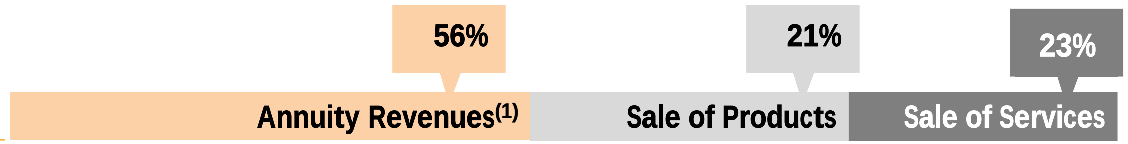
- A "Leader" in The Forrester Wave™: Content Platforms, Q1 2025
- A "Strong Performer" in The Forrester Wave™: Digital Process Automation Software, Q3 2025
- Recognized in Forrester's The Accounts Payable Invoice Automat Software Landscape, Q4 2025
- Recognized in The Forrester Wave™: Insurance Agency Management Systems, Q4 2025
- Recognized in Forrester's The Insurance Agency Management Systems Landscape, Q3 2025
- Recognized in Forrester's Digital Process Automation Software Landscape, Q2 2025
- Recognized in Forrester's The Low-Code Platforms For Professior Developers Landscape, Q4 2024
- Recognized in Forrester's The Content Platforms Landscape, 202
- Recognized in Forrester's The Task-Centric Automation Software Landscape, Q3 2024
- Recognized in Forrester's P&C Claims Management Systems Landscape on 21st February 2024
- A "Strong Performer" in The Forrester Wave™: Robotic Process Automation, Q1 2023 Report

Gartner

- A "Niche Player" in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, October 2024.
- A "Niche Player" in Gartner® Magic Quadrant™ for Business Orchestration and Automation Technologies , October 2025
- Recognized as a "Representative Vendor " in Gartner® Market Guide for Government Grant Management Solutions, January 2026
- Recognized as a "Representative Vendor " in Gartner® Market Guide for Commercial Loan Origination Solutions, December 2025.
- Recognized in the Gartner® Market Guide for Commercial Banking Trade Finance on 13th Oct 2025
- Recognized as a representative vendor in Gartner® Market Guide for Commercial Banking Cash Management, on August 12th 2025
- Recognized as a sample vendor in Gartner® Hype Cycle for Bank Lending, 2025
- Recognized in the Gartner® Market Guide for U.S. Healthcare Payers' Provider Network Management Applications, June 16th 2025
- Recognized in the Gartner® Hype Cycle for U.S. Healthcare Payers, 2025, Published on June 16th , 2025
- Recognized in the Gartner® Market Guide for U.S. Healthcare Provide Credentialing, Published on 15th April
- Recognized in the Gartner® Market Guide for State and Local

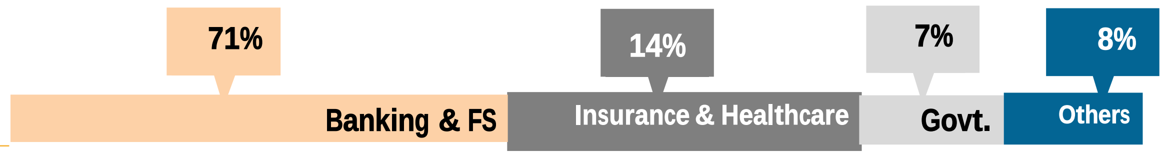
Resilient Business Model in Place

- Large annuity revenues streams



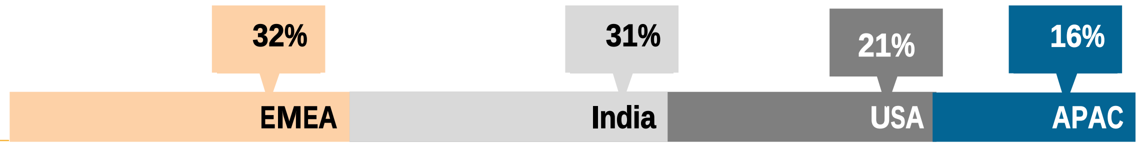
FY25 Revenue Split by Segment

- Mission critical solutions across key verticals



FY25 Revenue Split by Segment

- Diversification across geographies



FY25 Revenue Split by Geography

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

Newgen's vertical specific use-cases

Key Recognitions

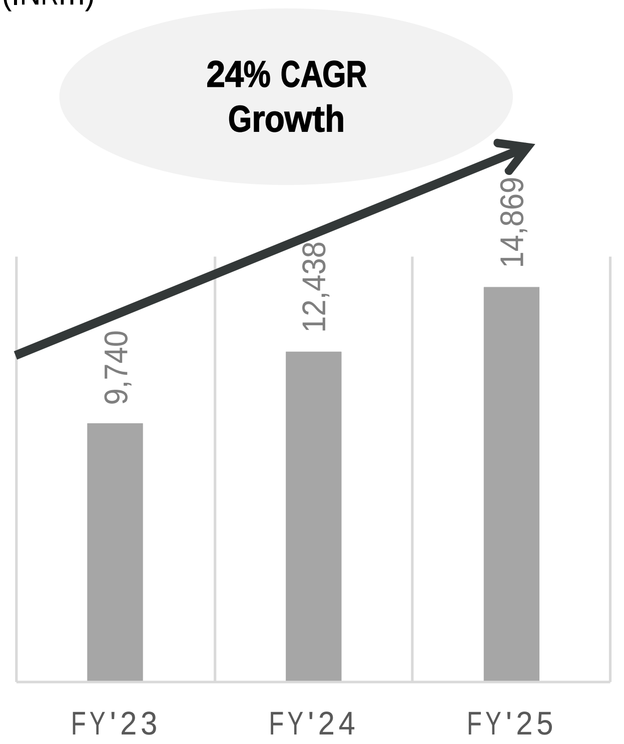
Newgen CSR has been honored with the “CSR & Sustainability Award 2025” at the 21st Annual National Business & Community Conclave & Awards on "Mission Viksit Bharat @2047” in the Education category

Newgen has been recognized by Forbes Asia as one of the 200 Best Under a Billion Software & Services Organizations

Strong Acceleration in Revenues and Profits

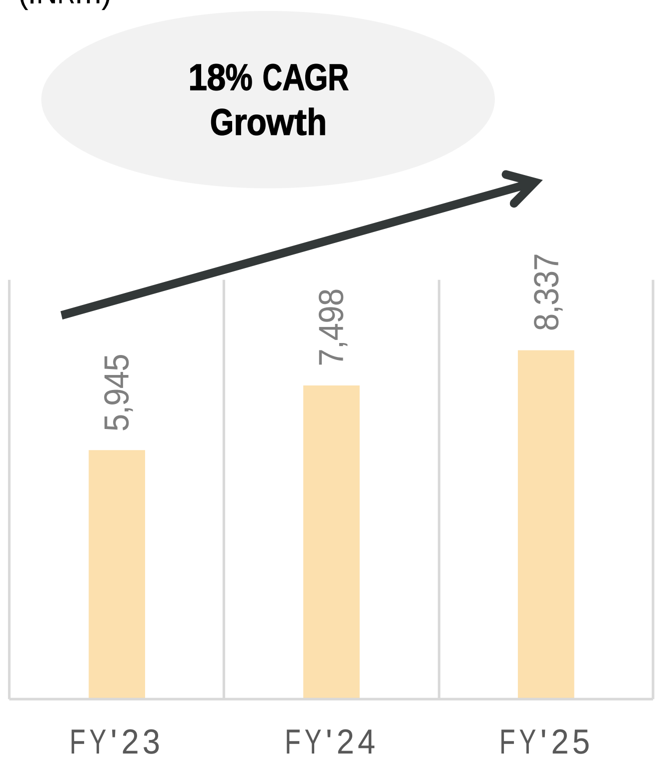
Revenues (INR Mn)

(INRm)



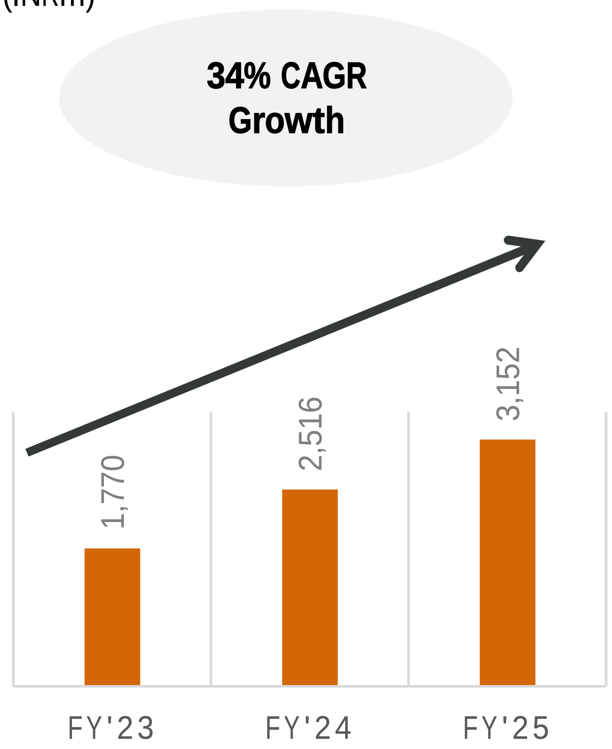
Annuity Revenues (INR Mn)

(INRm)



Profit after Tax (INR Mn)

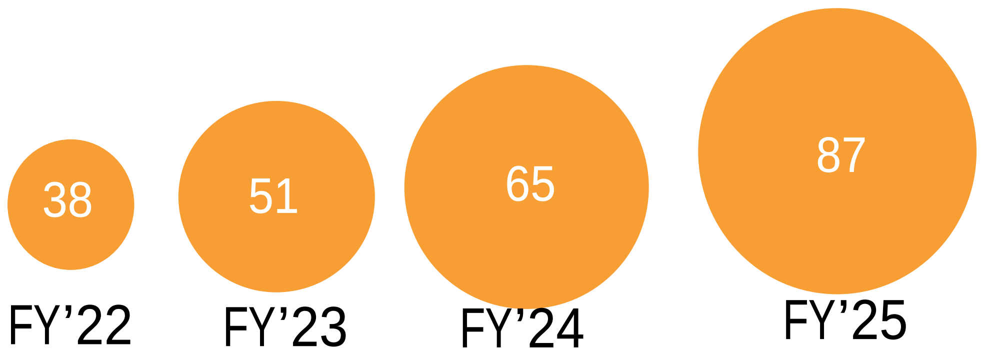
(INRm)



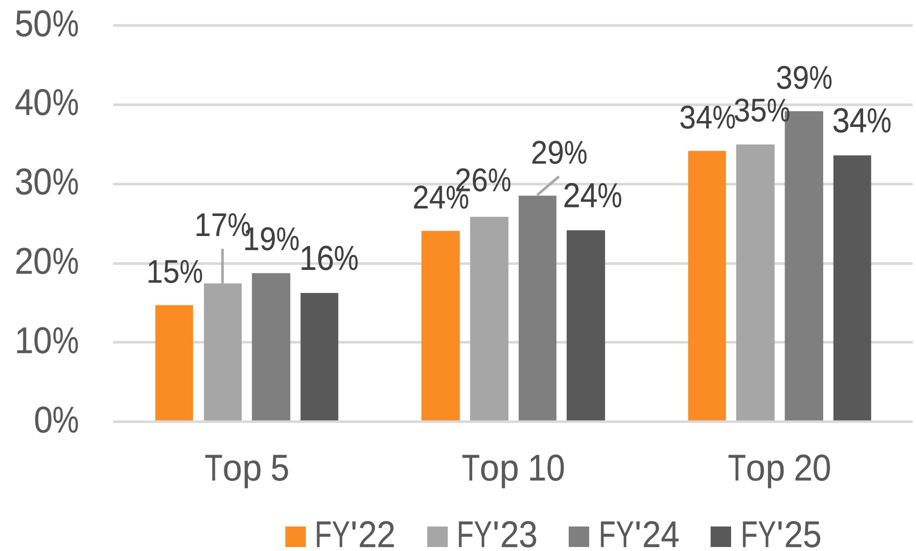
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

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

Shubhi Nigam
Non-Executive 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

Sunil Pandita
Sr. VP – Sales (India & South Asia)

Vivek Bhatnagar
Sr. VP –Sales (MEA)

Rajvinder Singh Kohli
Sr. VP – Global GSI Sales

Leadership Team


R. Krishna Kumar
VP – Sales (Australia)


Prashant Sahai
VP – Sales (Middle East)


Pramod Kumar
VP – Sales (APAC)


Sandeep Hinduja
VP – Sales (Americas)


Jagadish Yarlagadda
VP – Sales (Americas)


Purushotam Savlani
VP - Sales (KSA)


Runki Goswami
VP – Marketing


Atin Kumar
VP-Global Delivery


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 – Product Engineering


Varun Goswami
VP – Product Management


Deepika Kapoor
VP – Product


Dinesh Kumar Parikh
VP – Product


Kaushal Verma
VP – New Solutions Group (Banking)


Anagat Pareek
VP – Cloud and Cyber Security


Saras Agarwal
VP – Healthcare COE and Strategic Accounts (US)

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Q3 FY’26 Results

Financial Summary (Consolidated)

Particulars		Q3FY26 (Unaudited)	Q3FY'25 (Unaudited)	YoY Growth	9M FY'26	9M FY'25	YoY Growth
Revenue (INR Mn)	Revenue from operations	4,003	3,811	5.0%	11,217	10,570	6.1%
	Other Income	200	84	139.3%	627	495	26.7%
	Total Income	**4,203**	**3,895**	7.9%	**11,844**	**11,064**	7.0%
Profits (INR Mn)	EBITDA *(adjusted)**	1,062	1,083	-1.9%	2,536	2,390	6.1%
	Profit after tax *(adjusted)***	901	890	1.3%	2,216	2,069	7.1%
Margin (%)	EBITDA *(adjusted)**	26.5%	28.4%		22.6%	22.6%	
	Profit after tax *(adjusted)*** *(on revenue)*	22.5%	23.4%		19.8%	19.6%	
EPS (INR)	Basic**	6.42	6.36	0.9%	15.79	14.79	6.7%
	Diluted **	6.27	6.16	1.8%	15.41	14.31	7.7%

9M FY'26 v/s 9M FY'25

- Revenues at Rs 11,217 million, up 6% YoY. Annuity revenues witnessed growth of 15% YoY.
- Profit after Tax (adjusted)** at Rs 2,216 million, with PAT Margin of 19.8%.

Q3 FY'26 v/s Q3 FY'25

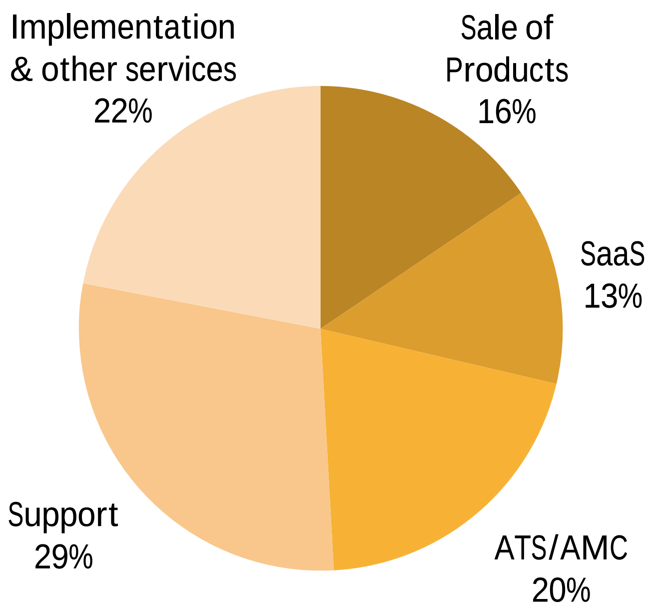
- Revenues at Rs 4003 million, up 5% Q3 YoY. Annuity revenues witnessed growth of 20% Q3 YoY.
- Profit after Tax (adjusted)** at Rs 901 million, with PAT Margin of 22.5%.

* Adjusted for other income

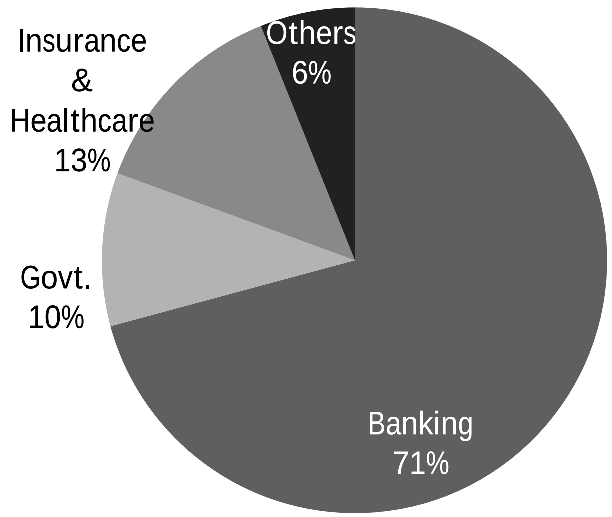
** Excludes Exceptional Items. Post considering the statutory impact of new labour codes, the Profit after Tax is Rs 628mn for Q3 FY'26 and Rs 1943mn for 9M FY'26, Basic EPS is Rs 4.46 for Q3 FY26 and Rs 13.83 for 9M FY'26.

Revenues Across Verticals and Geographies

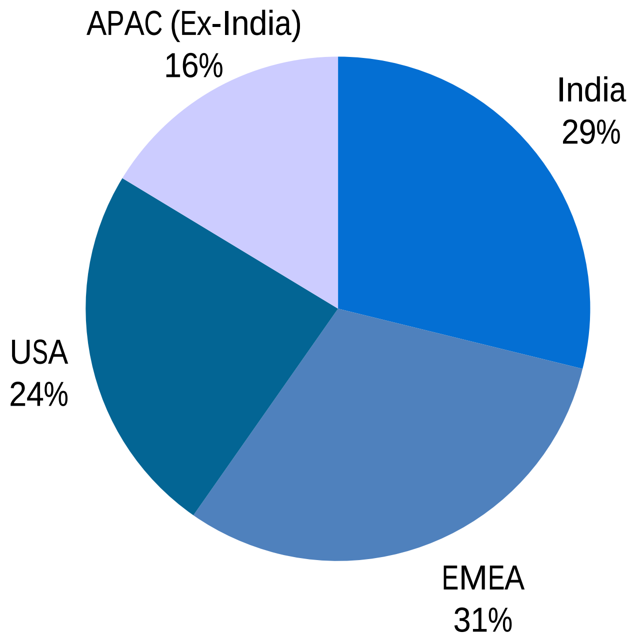
Q3 FY'26 Revenue Split by Segment



Q3 FY'26 Revenue Split by Vertical



Q3 FY'26 Revenue Split by Geography



Key Business Highlights

- **7 new customer logo additions** during the quarter. **34 new logos** onboarded within the nine month period, reinforcing the trust and preference global enterprises place in our platform
- Recognized as a “Niche Player” in Gartner® Magic Quadrant™ for Business Orchestration and Automation Technologies , October 2025
- Recognized as a “Representative Vendor ” in Gartner® Market Guide for Government Grant Management Solutions, January 2026
- Recognized as a “Representative Vendor ” in Gartner® Market Guide for Commercial Loan Origination Solutions, December 2025.
- Recognized in the Gartner® Market Guide for Commercial Banking Trade Finance on 13th Oct 2025
- Recognized in Forrester’s The Accounts Payable Invoice Automation Software Landscape, Q4 2025
- Recognized in The Forrester Wave™: Insurance Agency Management Systems, Q4 2025

*https://newgensoft.com/company/recognition/

Key Wins

- Received an order from a public sector bank in Saudi Arabia for designing and developing a loan origination system with an order value of Rs 38.6 crores over the next 2 years.

- Entered into an Agreement with a leading Financial Institution in the US for Enterprise Content platform, with an aggregate value of $5.3mn over a 2-year period.

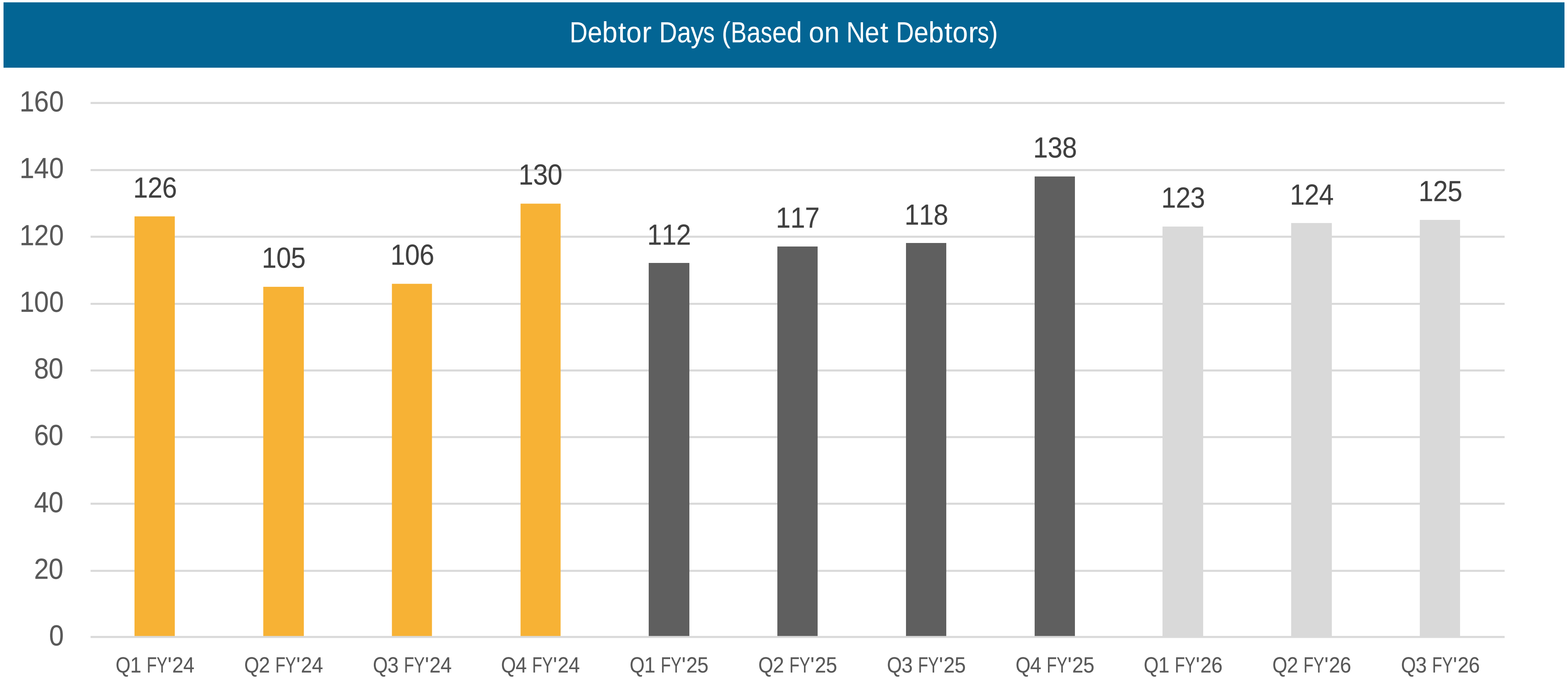
- Providing Contract Management platform for a specialist insurance company in Europe helping users across the enterprise to create and manage Policy Documents. The aggregate order value is GBP £1.47mn

- Working with a leading bank in Malaysia to provide end-to-end project management services for Enterprise Content Management System implementation with an order value of approx. Rs. 14 Crores

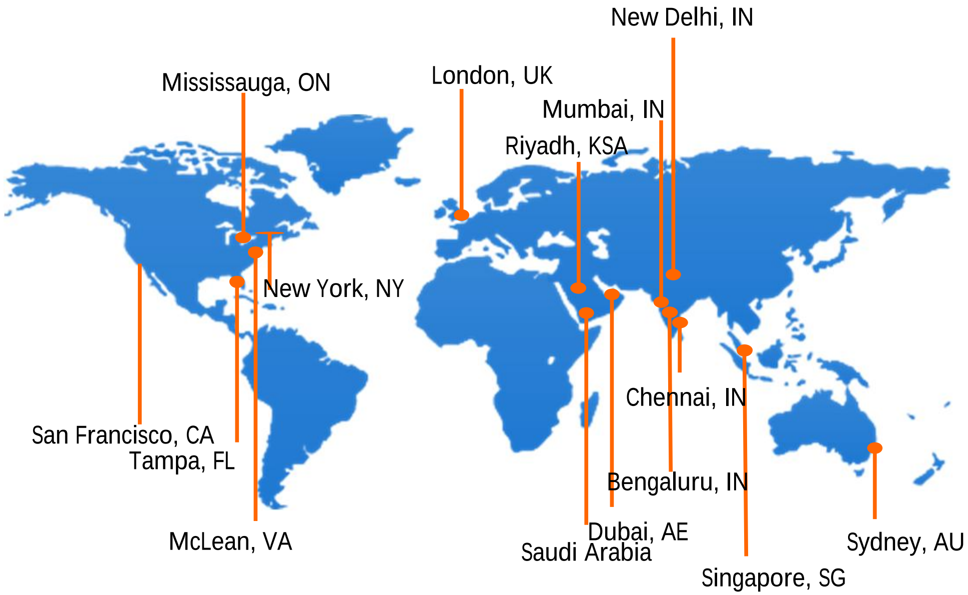
- Received an order from a large bank in India for supply, installation, customization and maintenance of Digital Lending Platform with an order value of around Rs 16.5 Crores

- Received an order from a captive finance unit of a leading car manufacturer for loan management system with an order value of Rs 14 crores

Debtors Days



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



Global Offices

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)	Q3 FY 2026	Q3 FY 2025	Q2 FY 2026	9M FY'26	9M FY'25
Revenue					
Revenue from operations	4,002.8	3,811.1	4,007.9	11,217.3	10,569.9
Other income	200.5	83.8	132.2	626.6	494.6
Total revenue	**4,203.3**	**3,894.9**	**4,140.2**	**11,843.9**	**11,064.5**
Expenses					
Employee benefits	1,893.6	1,882.5	1,886.0	5,594.7	5,469.6
Finance costs	20.8	14.0	11.8	44.8	33.6
Depreciation and amortization	90.6	86.6	91.0	272.3	244.0
Other expenses	1,046.7	845.4	1,097.9	3,086.1	2,710.4
Total expenses	**3,051.8**	**2,828.6**	**3,086.8**	**8,997.9**	**8,457.5**
Profit before tax	**1,151.5**	**1,066.3**	**1,053.4**	**2,846.0**	**2,607.0**
Extraordinary Items	**351.0**			**351.0**	
Tax expenses					
Current tax / Tax expense for earlier years	272.1	267.7	268.2	692.2	654.9
Deferred tax (credit)/charge	-99.7	-91.4	-32.2	-140.0	-116.9
Profit after tax for the year	**628.1**	**890.0**	**817.4**	**1,942.8**	**2,069.0**
Other comprehensive income/(loss) for the year, net of income tax	**52.7**	**-1.3**	**67.8**	**150.7**	**16.2**
Total comprehensive income for the year	**680.8**	**888.8**	**885.2**	**2,093.5**	**2,085.2**
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	4.46	6.36	5.82	13.83	14.79
Diluted earning per share	4.37	6.16	5.69	13.51	14.31

newgen
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info@newgensoft.com

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