



Aug
2018

NEWGEN SOFTWARE

Reinvent Your Workplace

Q1 FY'19 Investor Update

NEWGEN SOFTWARE TECHNOLOGIES: Software products company providing enterprise-wide, mission critical solutions helping organisations drive digital transformation and competitive differentiation

Digitise

Process & Adapt

Communicate



**Enterprise
Content
Management**

Deliver contextual content for smarter decision making and improved collaboration

OmniDocs



**Business
Process
Management**

Create smarter processes, empower knowledge workers and build responsive business

il bps



**Customer
Communication
Management**

Create, personalize and deliver interactive communication to enhance customer experience

OmniOMS

► Newgen Today*



520+
Active Customers⁽¹⁾



60+
countries



5
Core
Verticals

FORRESTER® Strong
Gartner® Industry
Recognition



2,600+
Employees
(250+ in R&D)



₹ 5,124m
FY18 Revenue
20.0%
YoY Growth

(1) Invoiced in the last 12 months
(2) All figures as of March 2018

► Strong Industry Recognition Validates Culture of Innovation

Gartner

FORRESTER® Wave™

| | | |
|-----------|---|---|
| ECM | A Niche Player in Magic Quadrant for Content Services Platform, 2017 <i>5 October 2017, Karen A. Hobert et al</i> | “Leader” in the Forrester Wave™: Enterprise Content Management – Transactional Content Services, Q2 2017 |
| BPM | A Visionary in Magic Quadrant for Intelligent Business Process Management Suites, 2017, 24 October 2017, Rob Dunie et al Named on all 6 use cases in Critical Capabilities for Intelligent Business Process Management Suites, 2018, Rob Dunie et al, 19 February 2018 | “Leader” in the Forrester Wave™: Digital Process Automation Software, Q3 2017 |
| CCM | A Niche Player in Magic Quadrant for Customer Communications Management Software 2017, 26 January 2017, Karen M. Shegda, Pete Basiliere | “Strong Performer” in the Forrester Wave™: Customer Communications Management, Q2 2016 |
| Case Mgmt | A Challenger in Magic Quadrant for BPM-Platform-Based Case Management Frameworks, 2016, 24 October 2016, Rob Dunie, Janelle B. Hill | “Leader” in the Forrester Wave™: Cloud-Based Dynamic Case Management (DCM), Q1 2018 |

Leadership position across segments

► Product Updates for 2018

Jan 2018

OmniXtract
Intelligent Data
Extraction
V1.0

Combines the best of iPS (Intelligent Processing System) and OmniExtract for intelligent data extraction

Mar 2018

OmniFlow iBPS
Process Insights
Beta Version

Process Insights (Beta Version) for improving business processes to deliver maximum value and reduce operational risks

Mar 2018

OmniScan
Bulk Scanning Engine
ECM Suite V2.0
(Web) Pack 1

Robust Document Scanning with OCR rubber band extraction, PCI-DSS compliance, and mandatory document checks

V4.0 (Desktop)
Service Pack 1 was
released in Jan 2018

Apr 2018

OmniDocs
Enterprise Content
Mgmt. Suite V10.0

Refreshed UI/ UX of Newgen OmniDocs with time-tested ECM capabilities offers enhanced user experience

Apr 2018

OmniOMS
Customer
Communication
Mgmt Suite
V8.3

Enriched User Experience with redesigned UI and extended templates library, table optimization and more

May 2018

OmniScan
Bulk Scanning
Engine
ECM Suite
V4.1

Advanced, distributed document scanning solution with features including Auto Face Detection, Auto Capture Index Values, Template Management and MSI Installer

July 2018

OmniFlow iBPS
V 4.0

Improved User Interface of the Form Builder, Better Information Security, Additional Language Support, Integration with Google Drive and Web Service Enhancements

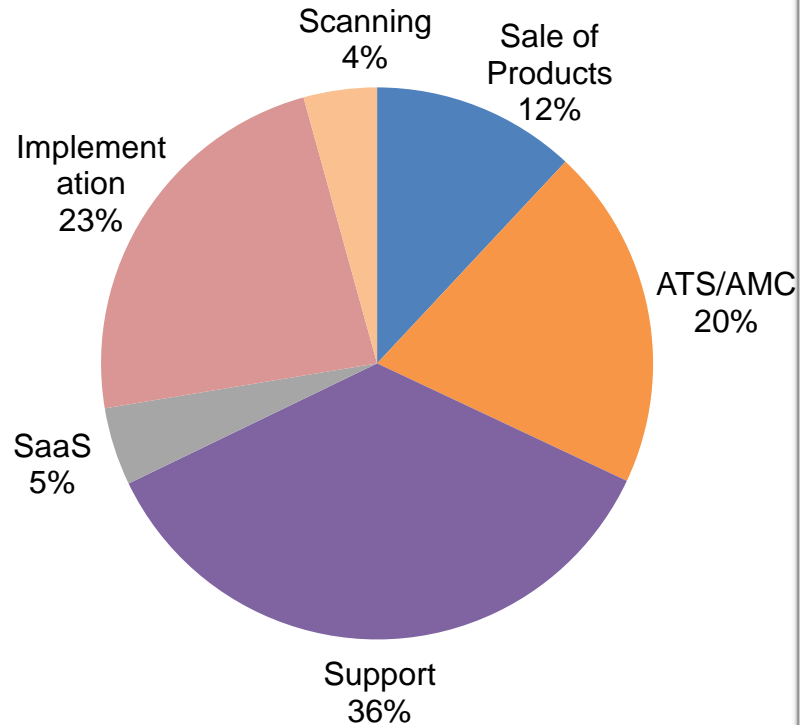
► Financial Summary – Q1FY19 v/s Q1 FY'18 (Consolidated)

| Particulars | Metrics | Q1FY19 (Unaudited) | Q1 FY18 (Unaudited) | YoY Growth |
|---------------------|---|-----------------------|------------------------|------------|
| Revenue (INR Mn) | Revenue from operations | 1,064.7 | 885.9 | 20% |
| | Other Income | 78.0 | 9.6 | 715% |
| | Total Income | 1,142.7 | 895.5 | 28% |
| Profits (INR Mn) | EBITDA <i>(adjusted for other income)</i> | 5.6 | -3.6 | NA |
| | Profit before tax | 49.3 | -19.4 | NA |
| | Profit after tax | 38.7 | -15.0 | NA |
| Margin (%) | EBITDA <i>(adjusted for other income)</i> | 0.5% | -0.4% | |
| | Profit before tax | 4.3% | -2.2% | |
| | Profit after tax | 3.4% | -1.7% | |
| EPS (INR) | Basic | 0.57 | -0.24 | NA |
| | Diluted | 0.56 | -0.23 | NA |

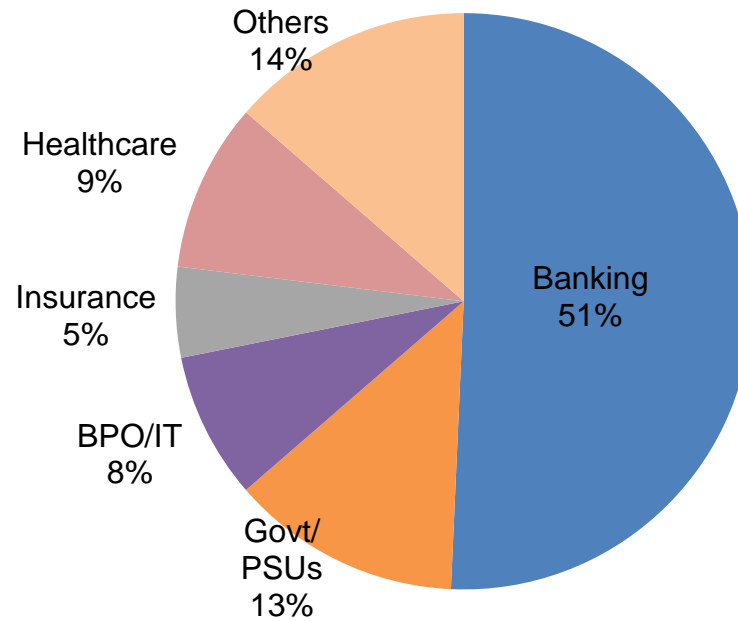
- Total Income (Consolidated) up by 28% YoY. Consolidated Revenue from operations witnessed strong growth momentum across US, APAC and EMEA region
- Software license business is usually seasonal in nature primarily given the large enterprise account buying patterns leading to substantial revenues and profits booked in the second half of the financial year
- The Group adopted Ind AS 115, Revenue from Contracts with Customers using cumulative catch-up transition method. The date of the initial application is 1 April 2018 and the impact of the same on revenues is not material

► Diversification Across Verticals and Geographies

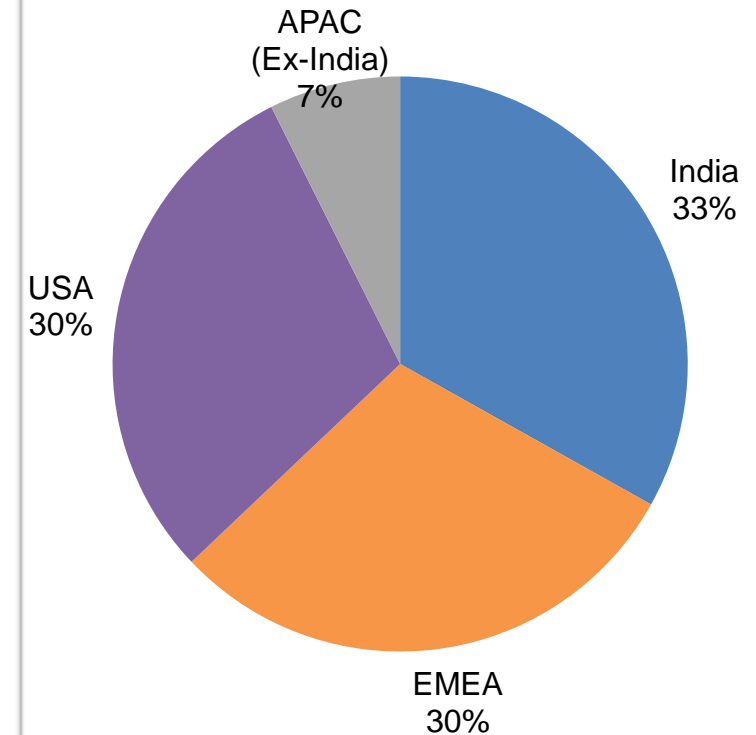
Q1 FY19 Revenue Split by Segment



Q1 FY19 Revenue Split by Vertical



Q1 FY19 Revenue Split by Geography



► Business Highlights – Q1 FY'19

Strengthening global presence: Strong broad based growth (YoY) in USA (46%), APAC (25%) and EMEA (17%).

Prestigious customer wins made during the year: 17 new customer additions in Q1 FY'19 including 4 in US with enhanced average deal sizes

Company continues to strengthen the horizontal product platform with vertical service accelerators:

- ✓Banking & Financial Services vertical comprised 51% of revenues;
- ✓Government/ PSU comprised 13% and Healthcare comprised 9% of revenues during the quarter

Scaling Cloud/ SaaS product business: SaaS revenues were at Rs 4.9 crores, contributing 5% to revenue from operations compared to Rs 1.9 crores in the corresponding quarter last year

► Business Highlights – Q1 FY'19

Continued focus on product and innovation: Company released OmniDocs V10.0, Omni OMS V8.3 and OmniScan V4.1 during the quarter in order to provide advanced features & functionality, enhanced user experience to customers, improved information security and easier integration

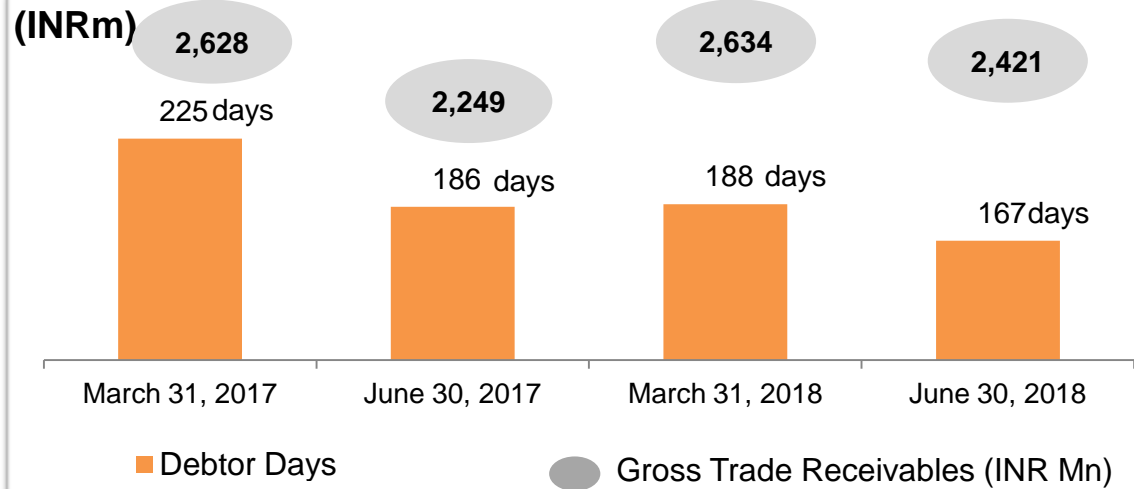
Newgen & Bank Muscat, Sultanate of Oman together were the winner of The Asian Banker Award for **“Best Retail Payment Initiative, Application or Programme in the Middle East”**, 2018 for automating financial processes, including outward remittance, standing orders, speed transfers overseas and inward enquiries using Newgen’s solutions

Newgen & one of the world’s largest banking and financial services organizations together were the Gold Stevie Winner for Asia Pacific Stevie Awards for **“The Innovative Use of Technology in Customer Service”**, 2018 for delivering premium customer experience with digitization of credit card on-boarding using Newgen’s solutions

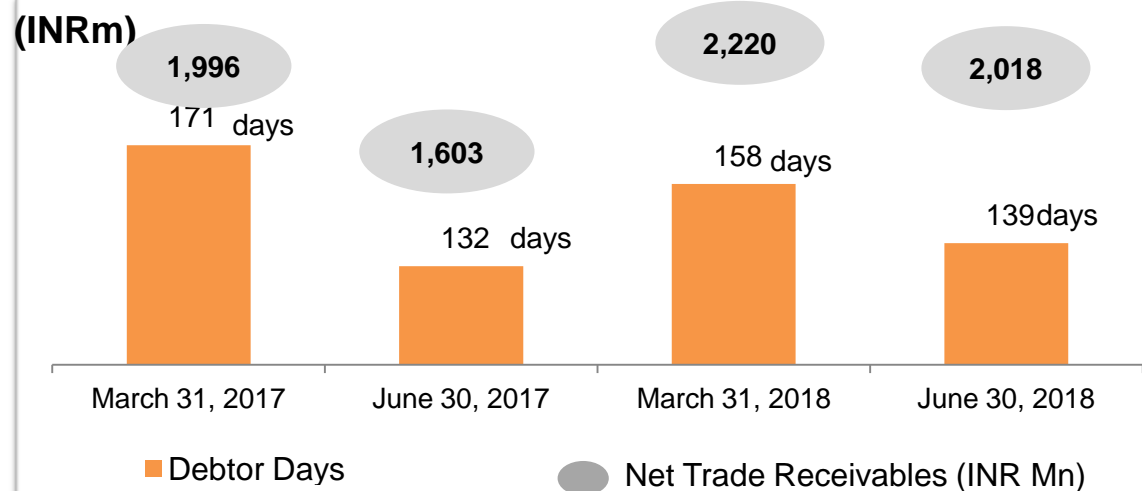
Demonstrated Technologies to Drive Digital Transformation at Customer Conference 2018, Orlando: The Customer Conference in June 2018 in Orlando, US concluded on a high note and brought together industry leaders, influencers, and analysts from leading organizations across the US, Canada, Caribbean and South America. Newgen’s customers, across verticals, presented their digital transformation stories through interesting case studies.

► Improving Debtors Days

Debtor Days (Based on Gross Debtors)



Debtor Days (Based on Net Debtors)



- Debtors days (based on Gross Debtors) as per Ind AS accounting standards reduced to 167 as on 30 June'18. (considering trailing twelve month revenues)
- Average Days Sales Outstanding were at 151 days compared to 148 days in previous year
- Several measures underway to improve average debtor days:
 - ✓ Stringent collection policy and related incentives
 - ✓ Improvement in contracting

► P&L Statement

| (All amounts in INRm, except per share data and unless otherwise stated) | Q1 FY 2019 (Unaudited) | Q1 FY 2018 (Unaudited) | Q4 FY 2018 (Audited) |
|--|---------------------------|---------------------------|-------------------------|
| Revenue | | | |
| Revenue from operations | 1,064.7 | 885.9 | 1,838.3 |
| Other income | 78.0 | 9.6 | 26.7 |
| Total revenue | 1,142.7 | 895.5 | 1,865.0 |
| Expenses | | | |
| Employee benefits | 650.3 | 526.7 | 654.9 |
| Finance costs | 19.7 | 10.3 | 20.1 |
| Depreciation and amortisation | 14.6 | 15.1 | 15.5 |
| Other expenses | 408.8 | 362.8 | 415.1 |
| Total expenses | 1,093.4 | 914.9 | 1,105.6 |
| Profit before tax | 49.3 | -19.4 | 759.4 |
| Tax expenses | | | |
| Current tax | 14.5 | 22.9 | 80.4 |
| MAT credit entitlement | -6.0 | - | -8.7 |
| Tax expense for earlier years | - | - | - |
| Deferred tax credit | 2.2 | -27.3 | 93.1 |
| Profit after tax for the year | 38.7 | -15.0 | 594.6 |
| Other comprehensive income/(loss) for the year, net of income tax | 1.7 | 3.1 | 1.3 |
| Total comprehensive income for the year | 40.3 | -11.9 | 595.9 |
| Earnings per equity share (face value of Rs. 10 per share) | | | |
| Basic earning per share | 0.57 | -0.24 | 9.33 |
| Diluted earning per share | 0.56 | -0.23 | 9.10 |



Thank you

<https://newgensoft.com>

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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.