



**NEWGEN™**

## Newgen Software Technologies Limited

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**Date:** 22<sup>nd</sup> July 2020

<b>To,</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	<b>To,</b> <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 first quarter ended 30<sup>th</sup> June 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 Financial Results.

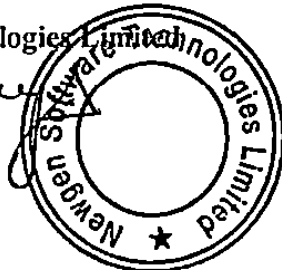
This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

*Aman Mourya*

**Aman Mourya**  
Company Secretary



Encl.: a/a



# Newgen Software Technologies Ltd.

## Q1 FY'21 Investor Update

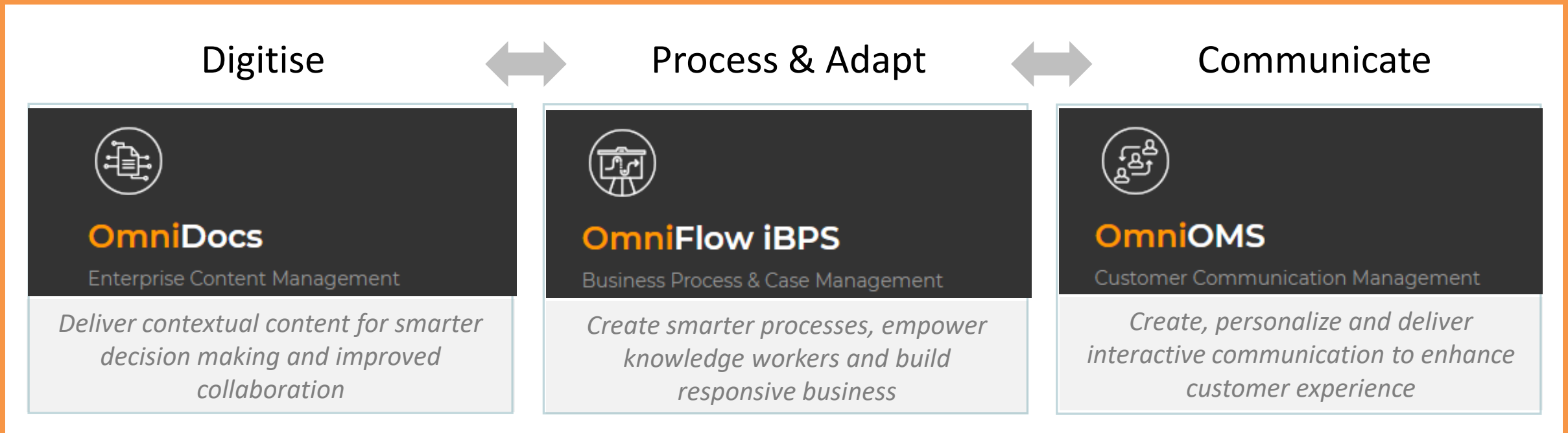
*Connecting Enterprises. Transforming Experiences.*

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July  
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**



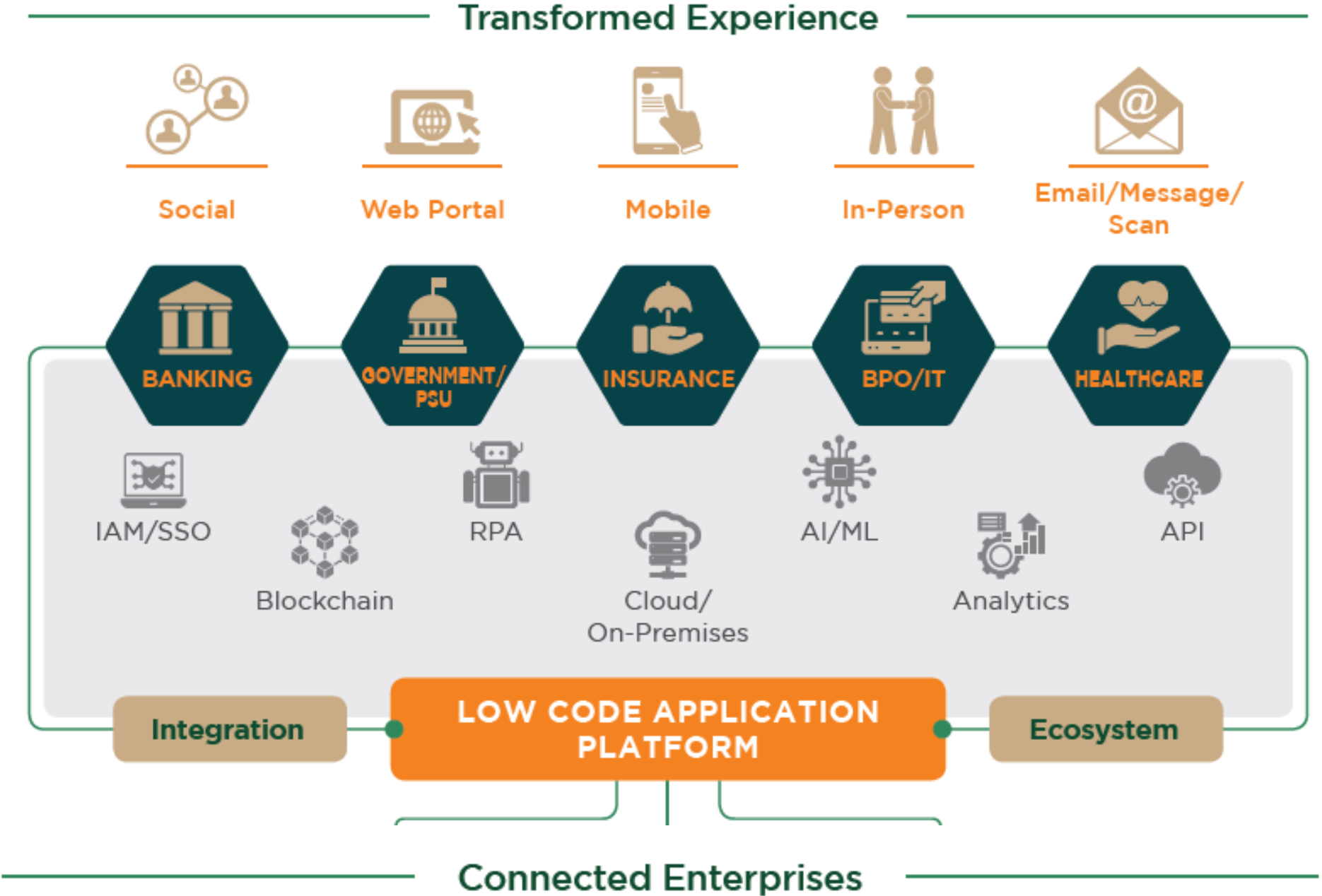
**56% Annuity Revenues**



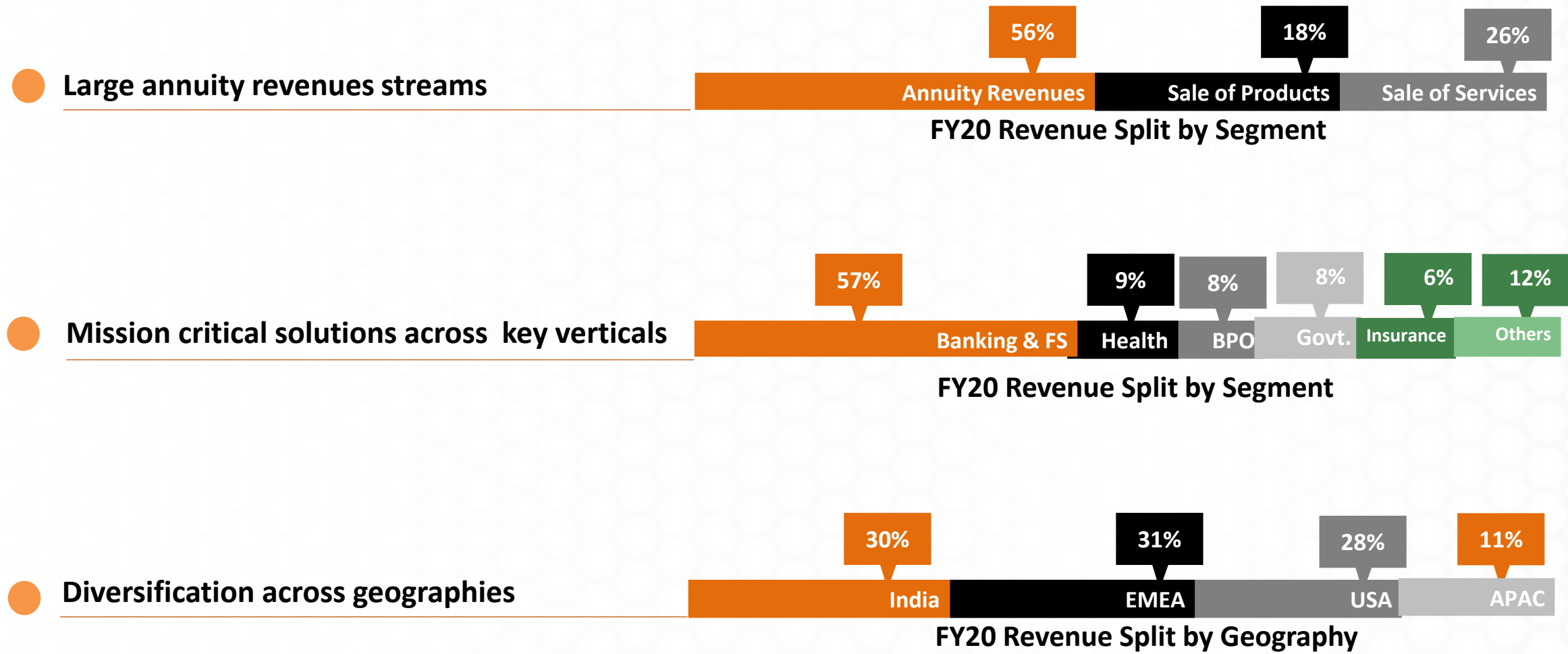
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(1) Invoiced in the last 12 months  
(2) All figures as of March 2020

# Newgen's Transformative Platform



# Resilient Business Model in place (FY'20)



# Strong Industry Recognition

## Gartner

## FORRESTER®

ECM

A Challenger in Magic Quadrant for Content Services Platform,  
30 October 2019, Michael Woodbridge et al

“A Strong Performer” in ECM Content Platforms Wave™  
Report, Q3 2019

BPM

A Niche Player in Magic Quadrant for Intelligent Business  
Process Management Suites, 30 January 2019, Rob Dunie et al

“Strong Performer” in the Forrester Wave™: Digital  
Process Automation For Wide Deployments, Q1 2019

A Challenger in Magic Quadrant for BPM-Platform-Based  
Case Management Frameworks,,  
24 October 2016, Rob Dunie, Janelle B. Hill\*

“Leader” in the Forrester Wave™: Cloud-Based  
Dynamic Case Management (DCM), Q1 2018

CCM

A Niche Player in Magic Quadrant for  
Customer Communications Management Software,  
26 January 2017, Karen M. Shegda, Pete Basiliere\*

“Strong Performer” in the Forrester Wave™:  
Customer Communications Management, Q2 2016

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# 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



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



# Transforming project delivery and sales and marketing methods



Cloud Deployments ensuring remote implementations



Low Code Platforms ensures reduction in delivery timelines



Leveraging digital connectivity while ensuring data security to successfully execute each stage of project deployments and sales demos and discussions



Local teams across mature markets



Focus on strengthening the SI partner ecosystem globally

# Experienced Senior Management Team with Distinct Operating Culture

## Management Organisation Structure

- **Founder-led** management team with extensive experience
- Supported by a strong second line management
- Fostered culture of **innovation, entrepreneurship and teamwork**
- **10 out of 20 AVP** have been with the company for **15+ years**



### 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/ Product*

- Been with Newgen since 1992
- Manages overall strategic and operational responsibility for entire portfolio of offerings

## Sales & Marketing



### Hemant Makhija

*VP – Marketing*

- 30 years of extensive experience with organizations like Plex Systems, Yahoo, Sage, and Systronics

## Business Mgmt/Delivery

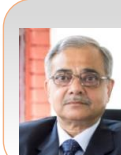


### Tarun Nandwani

*Sr. VP – Business Management*

- Been with Newgen since 1993
- Responsible for driving business from existing customers and CRM

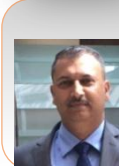
## Corporate



### Dr. S.J. Raj

*Sr. VP – HRD*

- Been with Newgen since 1992
- Experience of 31 years



### Manojit Majumdar

*VP – Channels*

- With Newgen since 1998
- Managed mid-market channels at IBM India
- Rejoined Newgen in 2011



### Ashok Kapoor

*VP – Software Development*

- Been with Newgen since 2015
- Experience of 26 years



### Arun Kumar Gupta

*Chief Financial Officer*

- Been with Newgen since 2010
- Oversees financial reporting & planning, treasury, taxation, IR and compliances

## Australia Sales



### R. Krishna Kumar

*VP – Sales*

- Been with Newgen since 2013
- Experience of 21 years



### Vivek Bhatnagar

*VP – Sales*

- With Newgen since 2011
- Experience of 20 years



### Dushyant Kumar

*VP – Software Development*

- Been with Newgen since 1999
- Driving organization wide scaling of competence of Delivery and all customer facing groups



### Sunil Pandita

*VP – Sales*

- 22 years of extensive experience with organisations like Samsung Electronics, Adobe, IBM, Autodesk and HCL



### Shanmugam Nagappan

*VP – Software Development*

- Responsible for managing delivery functions on projects executed from SDC, Chennai



### Anand Raman

*EVP & COO - Newgen Software Inc.*

- Been with Newgen since 1994
- Deep experience in product development life-cycle

## US Sales

## Independent Board of Directors

Subramaniam Ramnath Iyer  
Non Executive, Independent Director  
26+ years of experience in Finance & Accounting

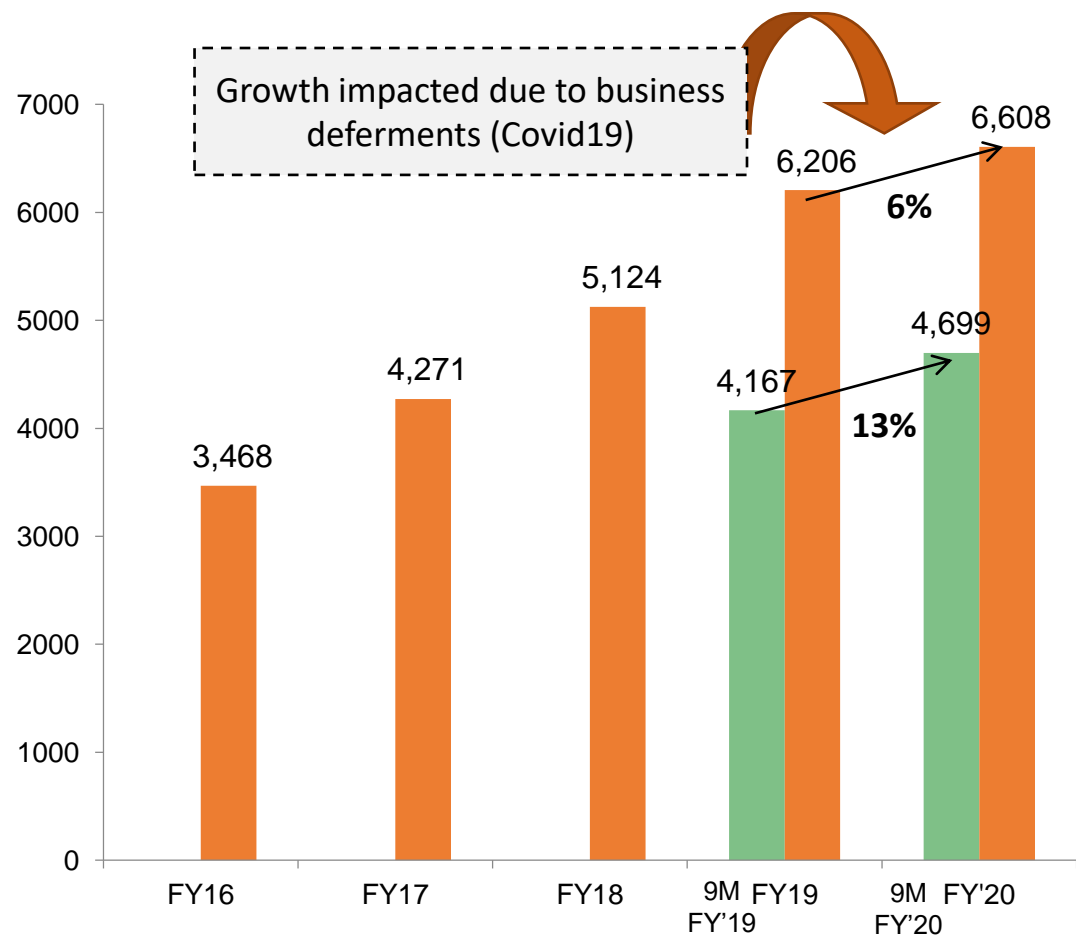
Kaushik Dutta  
Non Executive, Independent Director  
22+ years of experience in Finance & Accounting

Saurabh Srivastava  
Non Executive, Independent Director  
Several years of experience in Information technology

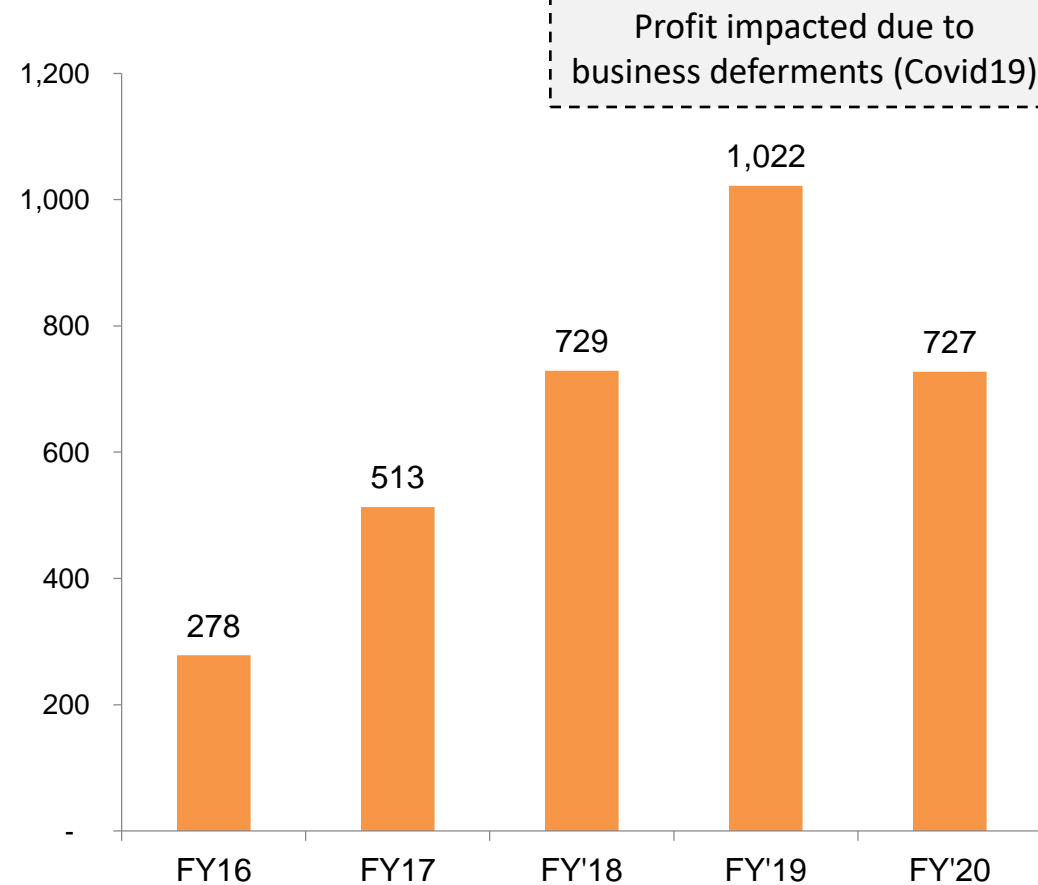
Padmaja Krishnan  
Non Executive, Independent Director  
30+ years of experience in Technology space

# 5 Year Financial Overview

## Total Revenue (INRm)



## PAT (INRm) and PAT Margins





## **Q1 FY'21 Results**

# Financial Summary (Consolidated)

Particulars	Metrics	Q1FY21 (Unaudited)	Q1FY20 (Unaudited)	YoY Growth	Q4FY20 (Unaudited)	QoQ Growth
Revenue (INR Mn)	Revenue from operations	1,321	1,310	1%	1,908	-31%
	Other Income	39	29	33%	92	-57%
	<b>Total Income</b>	<b>1,360</b>	<b>1,339</b>	<b>2%</b>	<b>2,000</b>	<b>-32%</b>
Profit (INR Mn)	EBITDA <i>(adjusted for other income)</i>	156	77	101%	519	-70%
	Profit after tax	91	31	196%	415	-78%
Margin (%)	EBITDA <i>(adjusted for other income)</i>	11.8%	5.9%		27.2%	
	Profit after tax	6.7%	2.3%		20.7%	
EPS (INR)	Basic	1.32	0.45	193%	6.01	
	Diluted	1.31	0.44	195%	6.00	

## Q1 FY'21

- Achieved revenues of Rs 1,321 Mn with growth in annuity revenue streams. Continuing business from existing long-term customers and acquisition of credible new logos
- Substantial cost optimization efforts across all spheres of the organization leading to significant expansion of our margins even amidst this challenging market. Further optimization measures to continue in next quarters.
  - EBITDA up by 101% at Rs 156 Mn compared to Rs 77 Mn in Q1 FY'20
  - Profit after tax up by 196% at Rs 91 Mn compared to Rs 31 Mn in Q1 FY'20
  - Basic EPC witnessed an increase of 193% YoY

# Credible and Large Customer Wins

22

New Logo Wins  
during Q1 FY'21

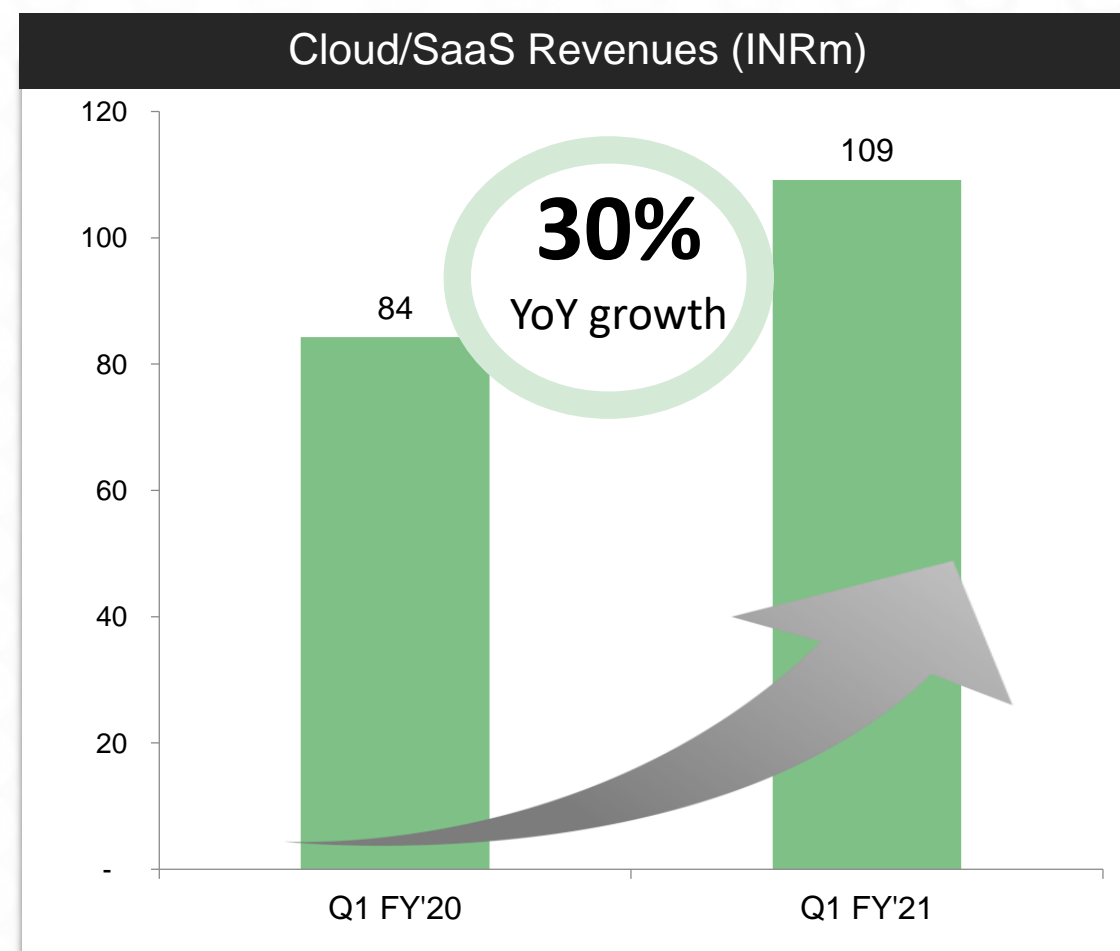
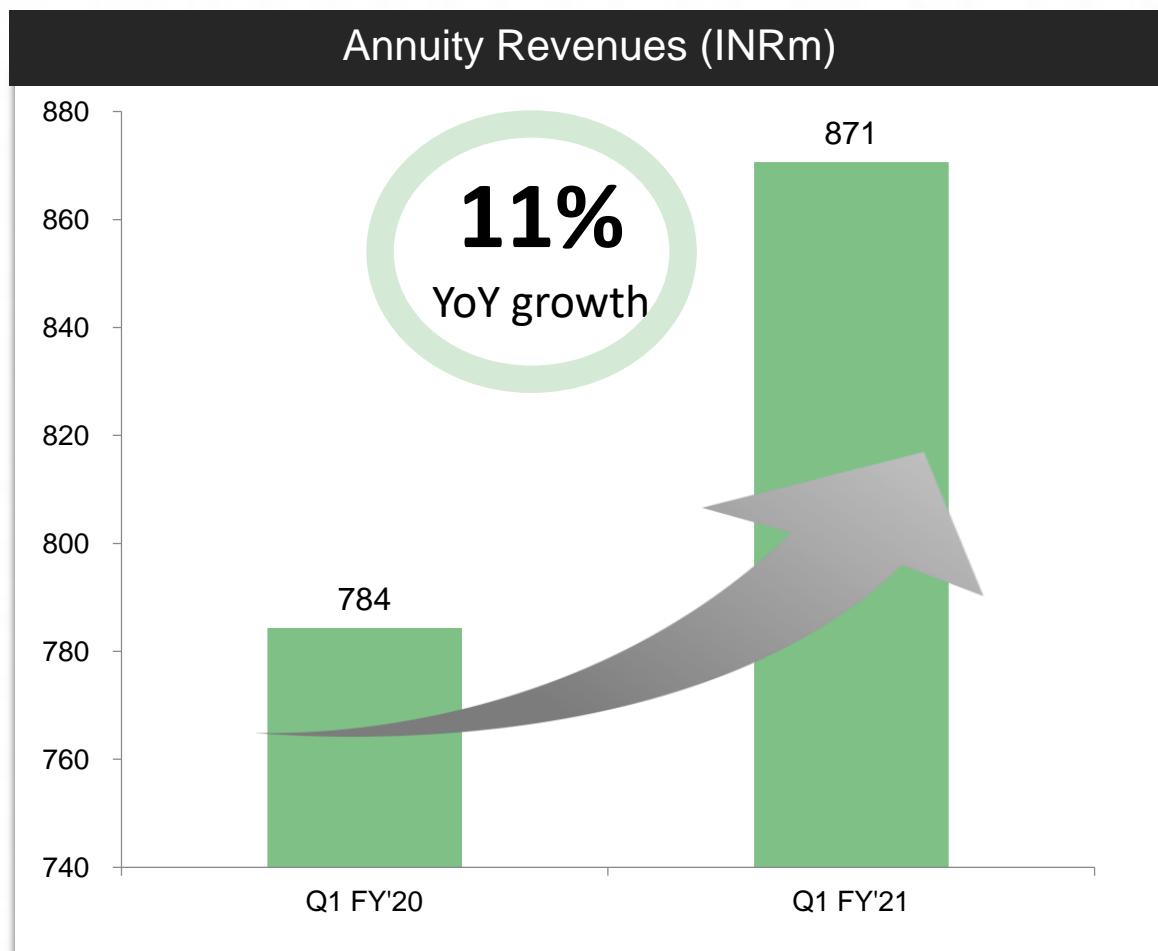
Major deals include:

- 15 new logo wins in Americas region in Banking and Credit Union space
- Mid-sized project for a global leader in energy transportation based in Qatar (EMEA Region)
- Project for one of the largest and fastest growing insurance companies in Philippines, offering financial security to 1.3 million individuals through group and individual life insurance products (APAC region)



# Enhanced Visibility of Revenues

Growth momentum continues in Annuity Revenues Streams





# Business Highlights

**Making strong in-roads in the US market with new offerings:** Newgen's revenues from US region witnessed a growth of 36% YoY during the quarter, largely on the back of solution deployments under the Paycheck Protection Program (PPP). Leading banks and credit unions are now using Newgen for processing loan requests for PPP. Given Newgen's unique positioning, these opportunities are expected to help in deeper penetration in the region thus supporting long term SaaS growth for the Company.

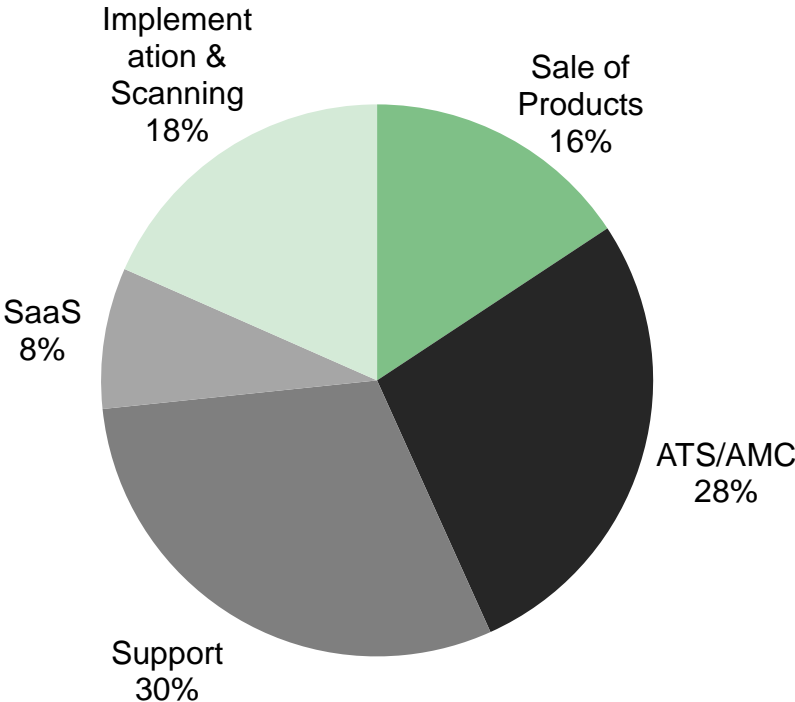
**Banking & Financial Services and Insurance verticals continue to be the growth drivers** during the quarter with growth of 12% and 29% respectively.

**Effective remote enablement measures:** The Company continues to fulfill all customer commitments through effective remote enablement measures including institutionalizing new business processes and ways of working and thus leading to better collaboration, efficient delivery and enhanced productivity despite lack of in-person interactions.

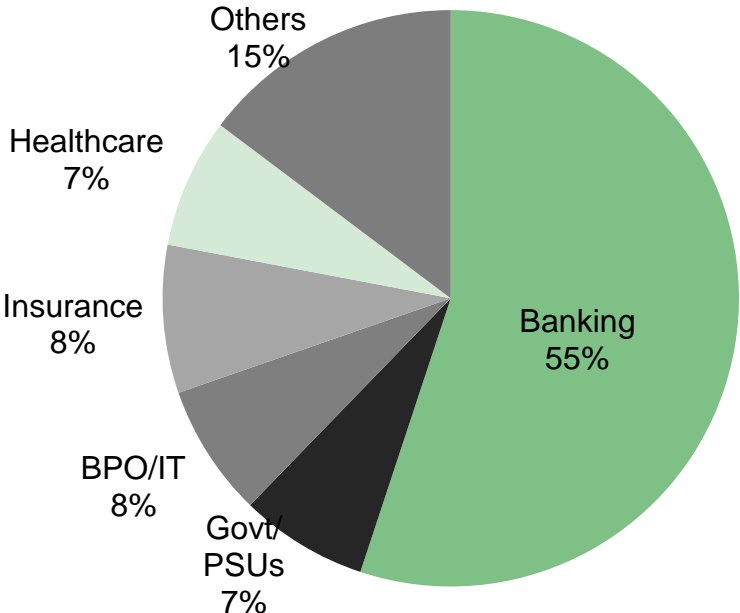


# Diversification continues across Verticals and Geographies

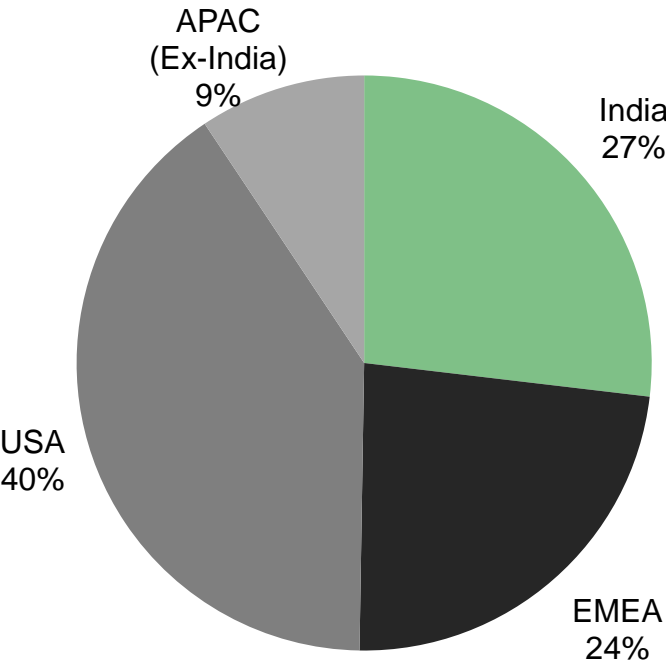
Q1 FY21 Revenue Split by Segment



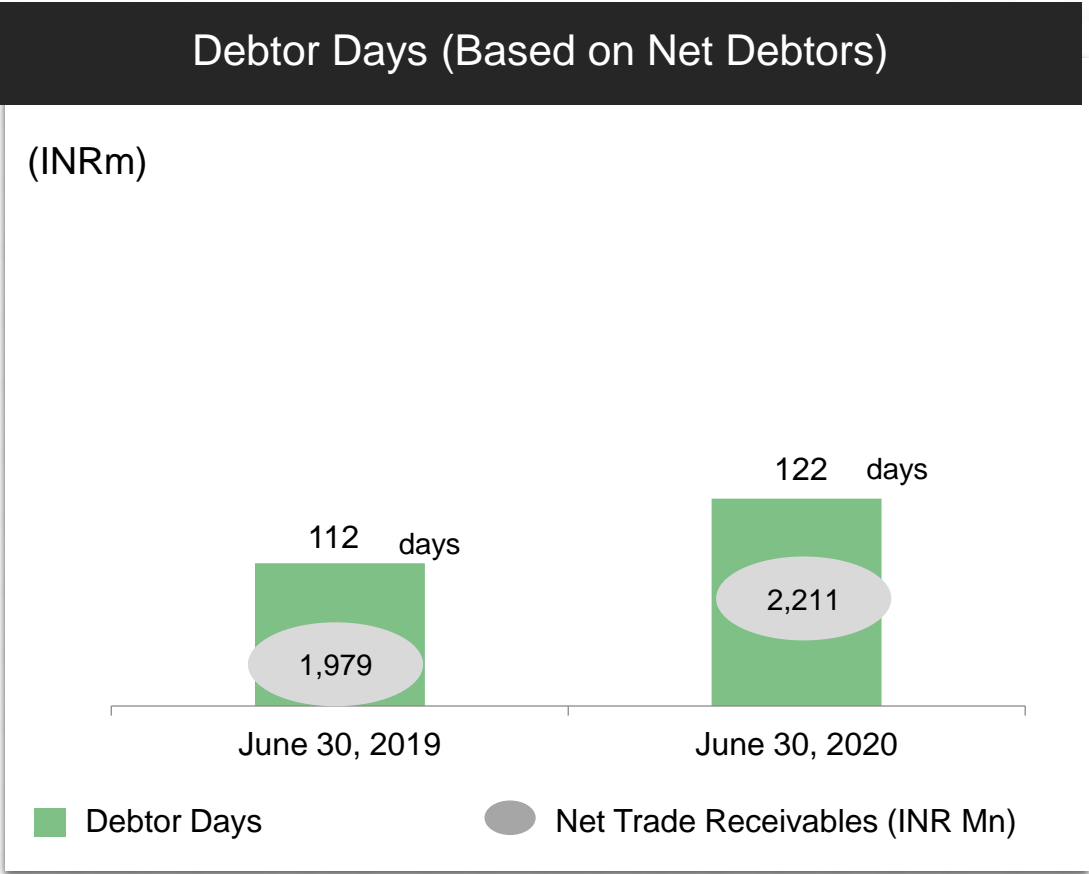
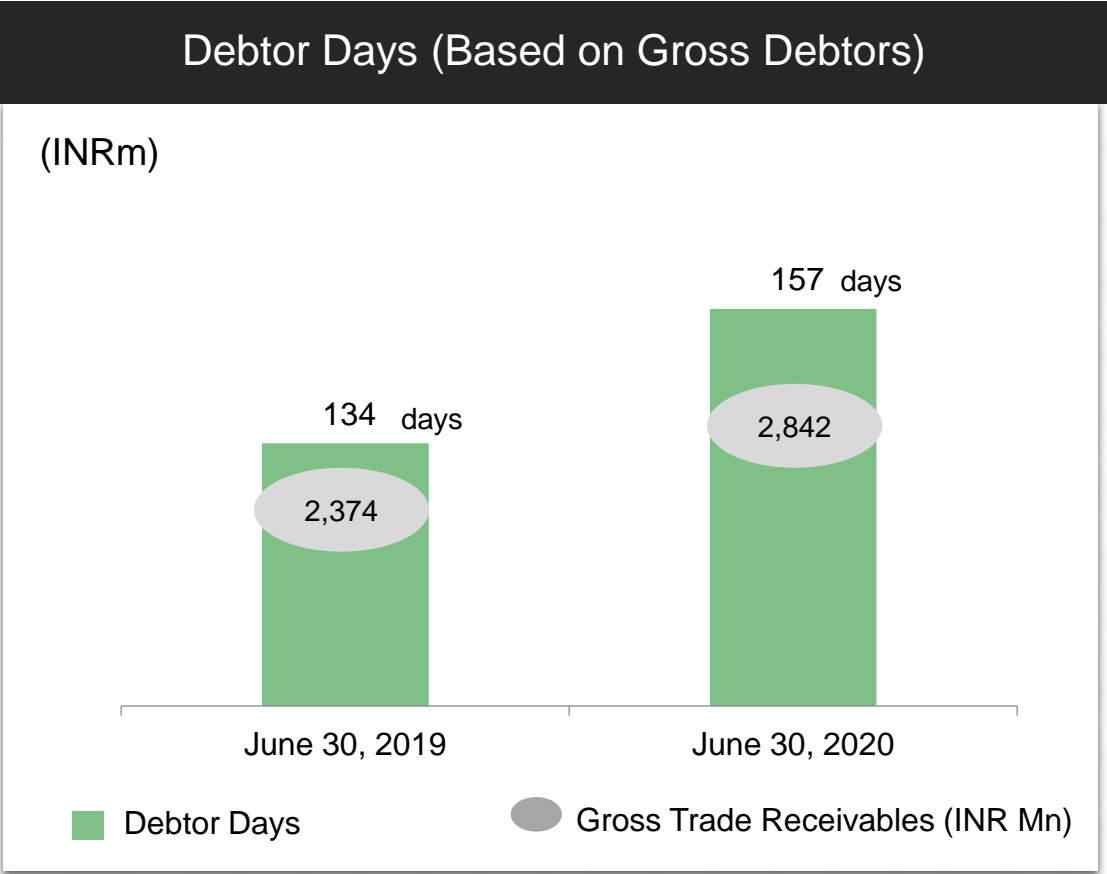
Q1 FY21 Revenue Split by Vertical



Q1 FY21 Revenue Split by Geography



# Debtors Days





# Thank you

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

For any Investor Queries please contact:

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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)	Q1 FY 2021	Q1 FY 2020	Q4 FY 2020
<b>Revenue</b>			
Revenue from operations	1,321.2	1,309.7	1,908.4
Other income	39.2	29.5	91.7
<b>Total revenue</b>	<b>1,360.4</b>	<b>1,339.2</b>	<b>2,000.1</b>
<b>Expenses</b>			
Employee benefits	780.6	778.4	845.3
Finance costs	18.0	18.3	34.7
Depreciation and amortisation	57.8	48.2	52.9
Other expenses	384.8	453.9	543.7
<b>Total expenses</b>	<b>1,241.2</b>	<b>1,298.8</b>	<b>1,476.5</b>
<b>Profit before tax</b>	<b>119.1</b>	<b>40.4</b>	<b>523.6</b>
<b>Tax expenses</b>			
Current tax	64.4	10.4	112.4
Deferred tax (credit)/charge	-36.4	-0.8	-3.5
<b>Profit after tax for the year</b>	<b>91.2</b>	<b>30.8</b>	<b>414.7</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>15.7</b>	<b>-1.2</b>	<b>8.7</b>
<b>Total comprehensive income for the year</b>	<b>106.9</b>	<b>29.7</b>	<b>423.4</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>			
Basic earning per share	1.32	0.45	6.01
Diluted earning per share	1.31	0.44	6.00