



# Newgen Software Technologies Ltd.



## Q4 FY'22 and FY'22 Investor Presentation

UNLOCK SIMPLE

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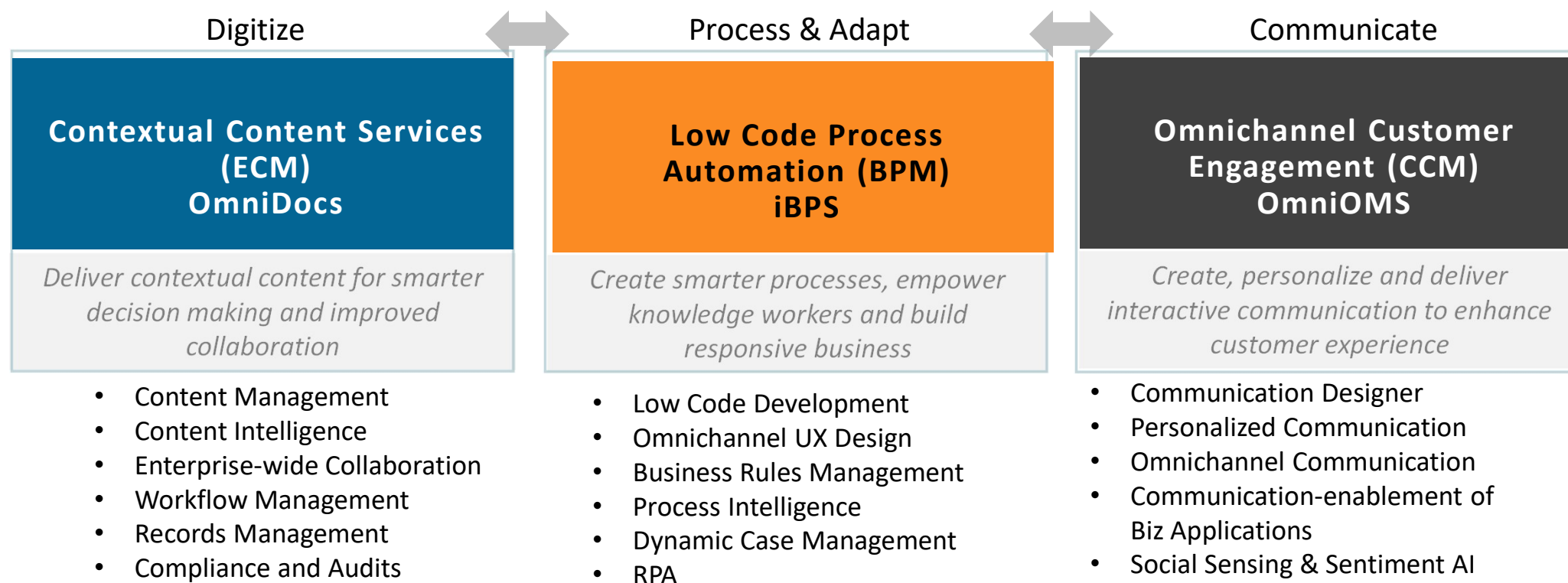


## About Newgen

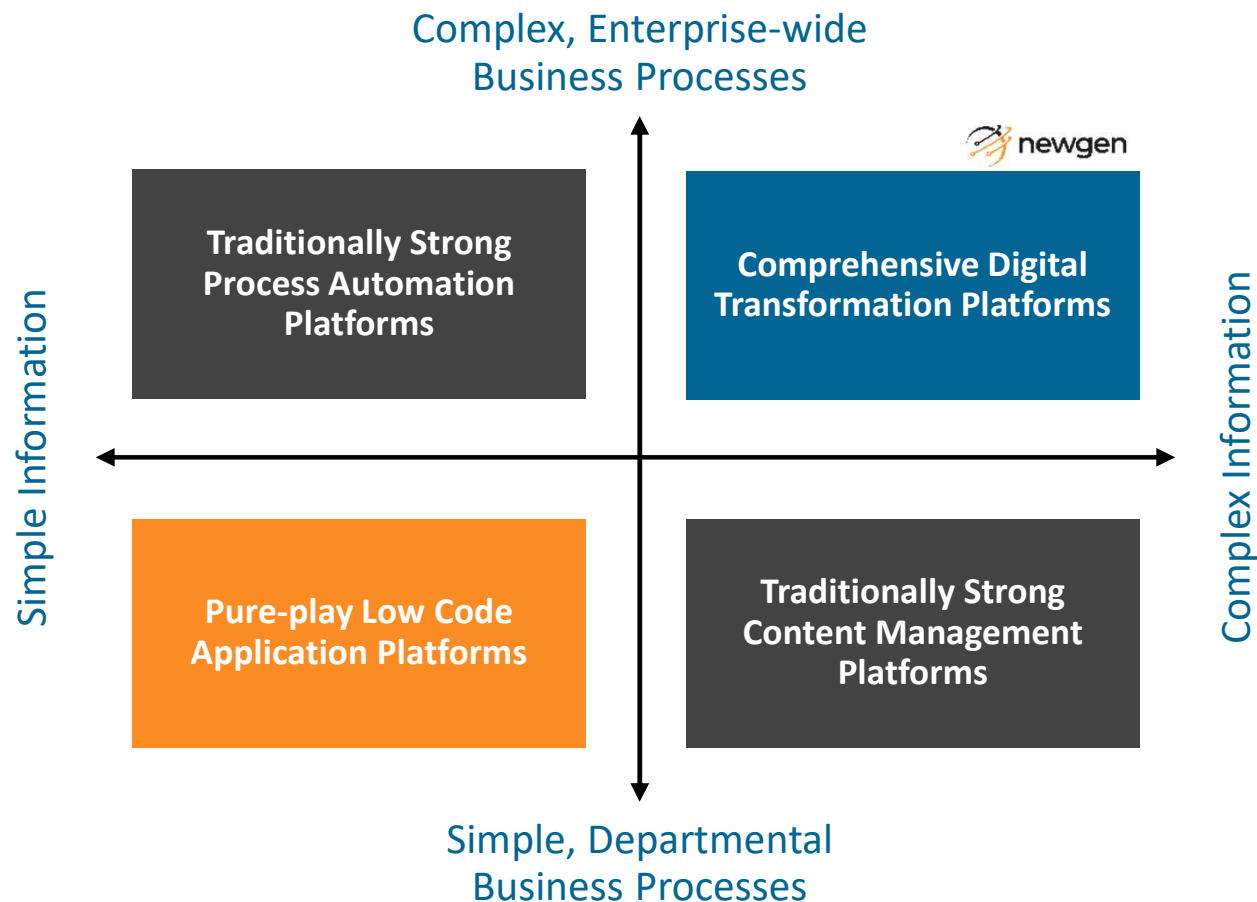


# Newgen: Overview

Enterprise-wide unified digital transformation platform provider



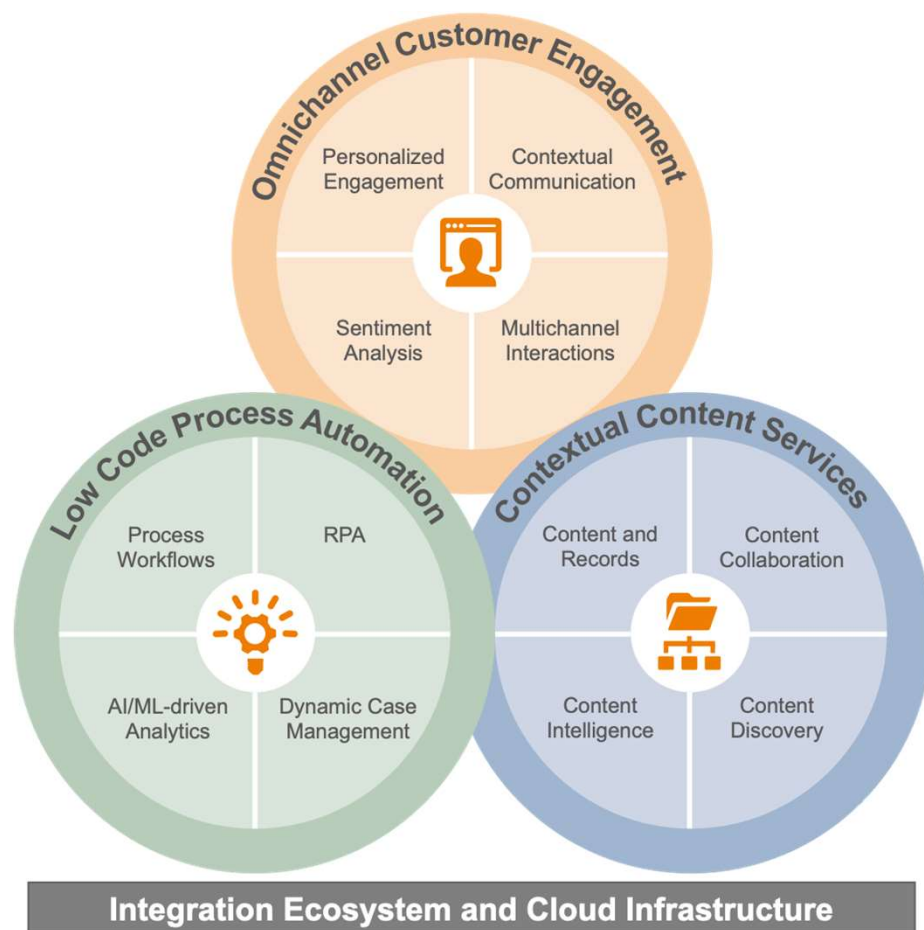
# Business Applications Range in Complexity of Process & Information



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



# NewgenONE Digital Transformation Platform



A unified platform suite that is,

- Cloud-hosted single platform for process, content, and communication automation
- Scalable and extensible
- For secure access to processes
- Highly-available for data governance (auditable)
- Capable of delivering deep insights/analytics

Used by enterprises globally to,

- Rapidly develop and deploy complex and critical business applications
- Perform millions of transactions
- Enable remote access to hundreds of thousands of employees
- Handle billions of documents and communications

## What Makes NewgenONE Stand Out!

A natively-built, unified, hyperautomation platform for complex, content-driven, and customer-engaging business applications

Focused on professional IT developers for agility and productivity

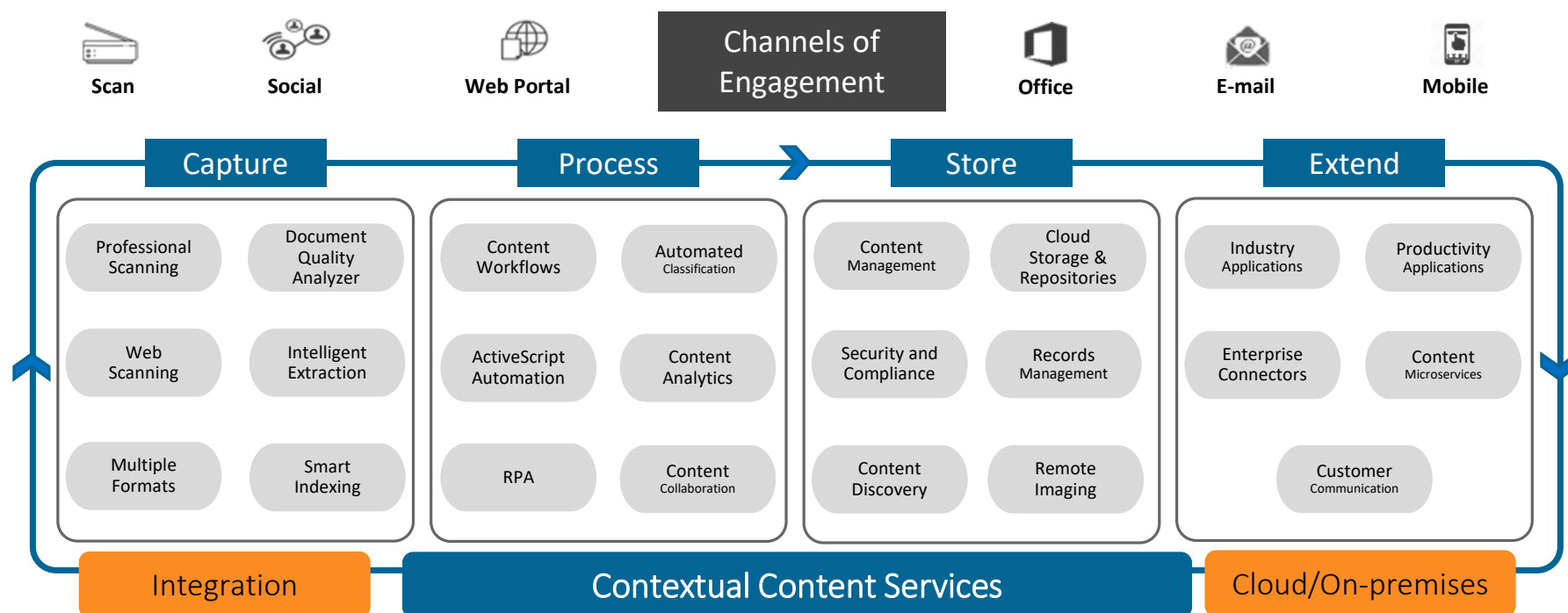
Domain expertise packaged as composable components

Global SI partnerships for reach and scale

30 years of low code philosophy and methodology  
Software platform domain and expertise since 1992

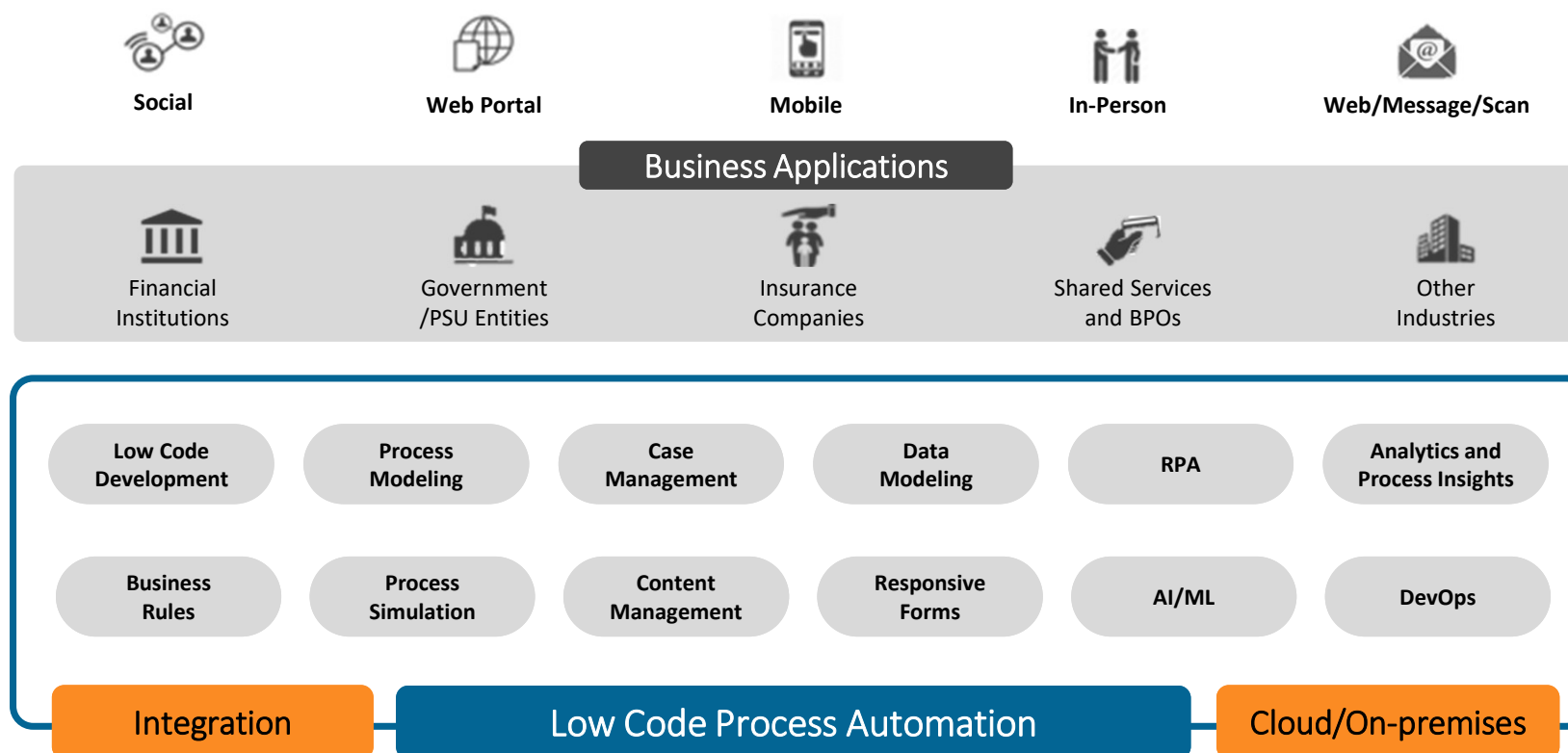
# NewgenONE With Contextual Content Services Capability...

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



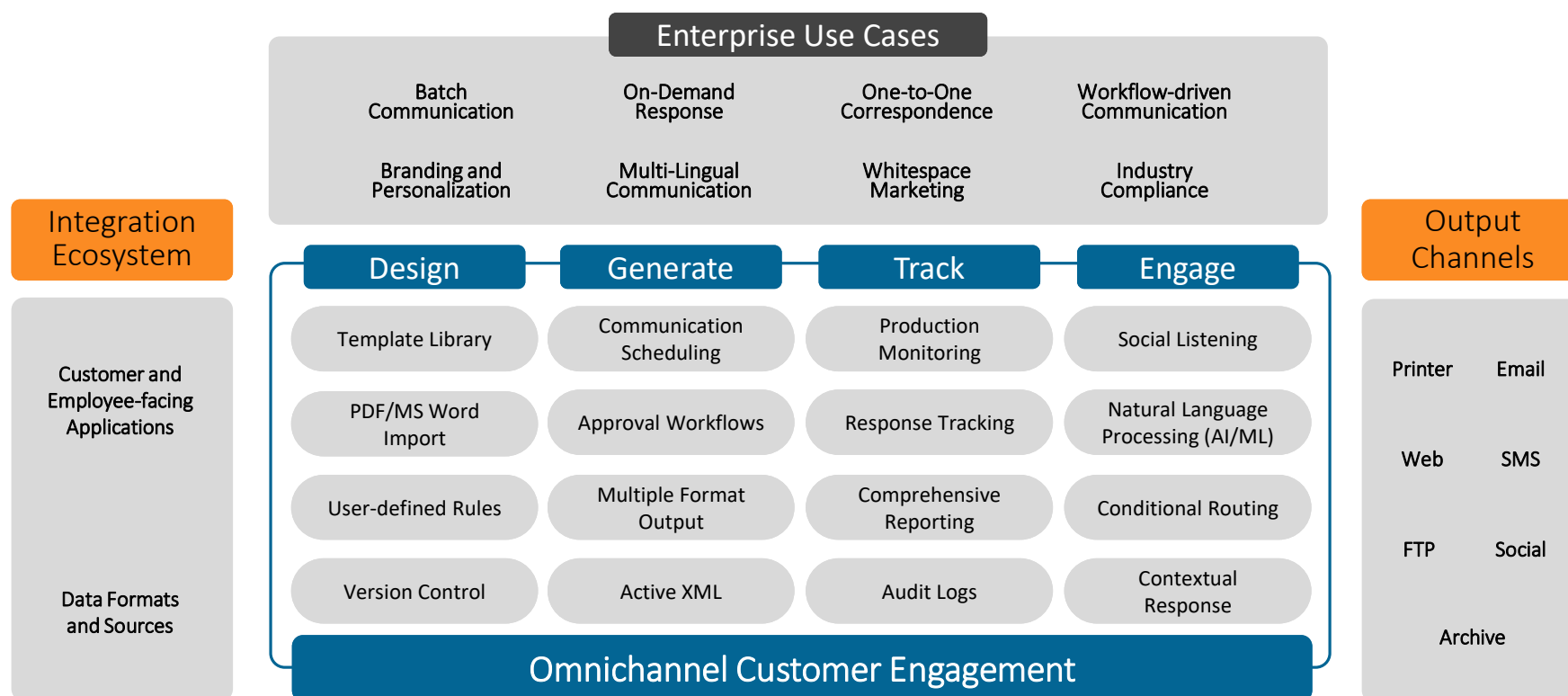
# NewgenONE With Low Code Process Automation Capability...

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



# Key Analyst Recognitions

## Gartner®

A Niche Player in 2021 Gartner® Magic Quadrant for Enterprise Low Code Application Platforms <sup>(1)</sup>

A Visionary in 2021 Gartner® Magic Quadrant™ for Content Services Platforms <sup>(2)</sup>

## FORRESTER®

A “Strong Performer” in Forrester Wave™: Content Platforms, Q2 2021 Report

A “Strong Performer” in Forrester Wave™: Digital Process Automation, Q4 2021 Report

1. Published on 20 September, 2021, Jason Wong et al.

2. Published on 18 October, 2021, Michael Woodbridge et al

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## Newgen – Key Highlights (FY'22)



Established in 1992  
one world, one workplace



Over 530 active customers <sup>(1)</sup>



Direct presence  
in 7 countries



17 verticals with  
5 Core Verticals



Partner with leading  
GSIs



3,285 Personnel  
(with ~580 personnel in R&D  
~250 personnel in S&M)



Banking, insurance,  
government, manufacturing  
and more



44 patents filed,  
23 approved



Consistently recognized by  
Gartner and Forrester

(1) Customers billed in last 12 months  
All Figures as of March 31, 2022



## Newgen – Financial Snapshot (FY'22)



**Rs 7,790 Million**  
Revenue  
(16% YoY Growth)



**Rs 2,461 Million**  
Subscription Revenues (2)  
(23% YoY Growth)



**Rs 618 Million**  
SaaS Revenues  
(25% YoY Growth)



**Rs 1,947 Million**  
EBIDTA  
(25% EBIDTA Margin)



**Rs 1,642 Million**  
PAT  
(20% PAT Margin)

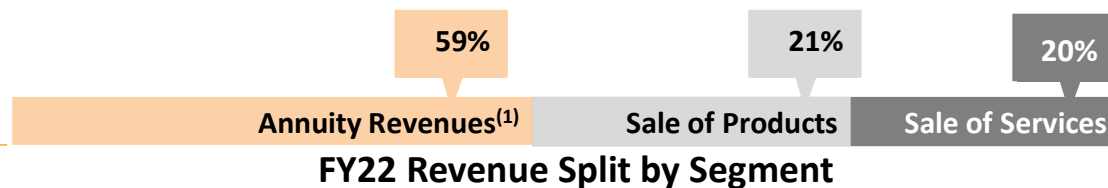


**Rs 4,622 Million**  
Cash, Bank Balance,  
Investments and FDs

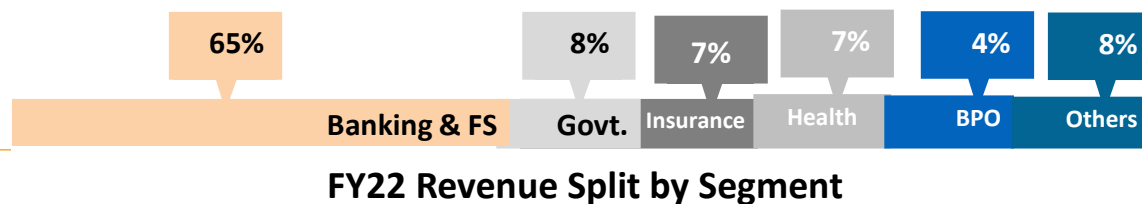
- (1) Annuity comprises ATS/AMC, Cloud and Support revenues
- (2) Subscription revenues comprise of ATS/AMC and Cloud revenue streams
- (3) All Figures as of March 31, 2022

# Resilient Business Model in Place

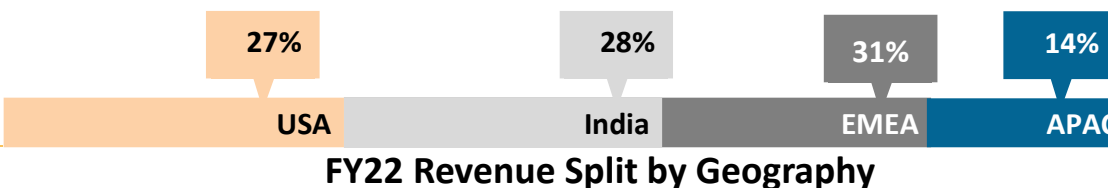
## Large annuity revenues streams



## Mission critical solutions across key verticals



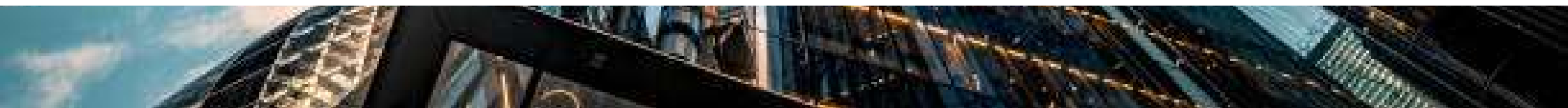
## Diversification across geographies



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



## **Investment Rationale**



## ■ The Markets We Play In

- Content Services platform: \$9.35 Bn by 2026 <sup>(1)</sup>
- Business Process Management systems: \$3.07 bn by 2026 <sup>(2)</sup>
- High Productivity aPaaS: \$17.77 bn by 2026 <sup>(2)</sup>
- Process-agnostic software that enables Hyperautomation: \$46.31 bn by 2025 <sup>(3)</sup>

### Source:

1. Gartner's 'Market Forecast: Enterprise Application Software Markets, Worldwide, 2020-2026' report published on 30 Mar 2022. Authors: Amarendra, Neha Gupta, Craig Roth, Jim Hare, Alys Woodward, Julian Poulter, John Kostoulas, Balaji Abbabatulla, Eric Hunter, Kevin Quinn, Yanna Dharmasthira, Chris Pang
2. Gartner's 'Market Forecast: Infrastructure Software Markets, Worldwide, 2020-2026' report published on 30 Mar 2022. Authors: Amarendra ., Laurie Wurster, Fabrizio Biscotti, Brandon Medford, Sharat Menon, Shailendra Upadhyay, Rahul Yadav, Chandra Mukhyala, Robin Schumacher
3. 'Forecast Analysis: Hyperautomation Enablement Software, Worldwide' report published by Gartner on 22 March 2021; Authors: Cathy Tornbohm, Fabrizio Biscotti, Rachel Chippendale

## ■ Innovative Product Suite With Continuing Focus On R&D

- **29 years** of product DNA; **44 patents** filings, **23 Granted** till date
- Skilled R&D team of **~580** people with deep domain expertise
- **Unified platform** with modular deployment
- **Deep domain expertise** - Intuitive applications and scalable performance
- Cloud-ready architecture on **AWS and Azure**
- **Low Code** Application Platform
- Enhancing Artificial Intelligence/ Machine Learning capabilities with integration of Number Theory

### R&D Investments (% of revenues)



# Our Go-to-market

## Strategy Across Regions and Verticals is Based on Direct Presence Supported by Partner Ecosystem

- **~250 Employees** in Sales & Marketing supported by a large network of 300+ channel partners
- Focus on **Tier-1 customers** in five core verticals in India, APAC, and Middle East & Africa Region
- Focus on mid-market banks and credit unions in the US region
- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase, facilitating seamless creation of new applications

## System Integrators-led go-to-market Targeting Fortune 2000 Enterprises in Mature Markets

- Increasing traction in the developed markets of US, Europe and APAC – with focus on sales through Global System Integrators (GSIs)
- Developed the internal GSI & enterprise team – Senior sales leader brought on board
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - digital events, analyst and consultant engagements, increased digital presence and outreach
- Newgen products well-accepted by some of the largest GSIs and their customers.



# NewgenONE Enables Enterprises to Develop Complex Biz Applications



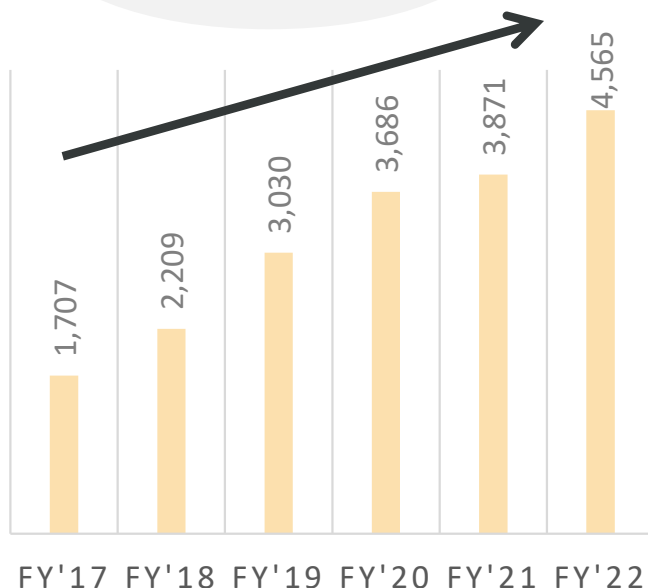


# Strong Acceleration in Annuity and Subscription Revenues

## Annuity Revenues (INR Mn)

(INRm)

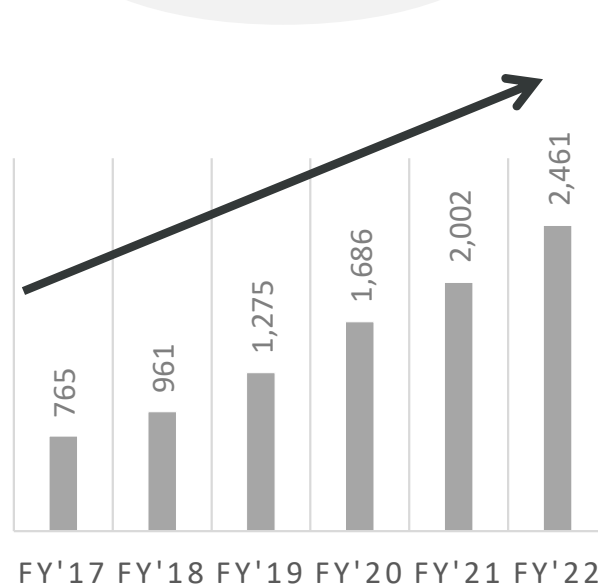
**22%**  
(FY'17-22 CAGR)



## Subscription Revenues (INR Mn)

(INRm)

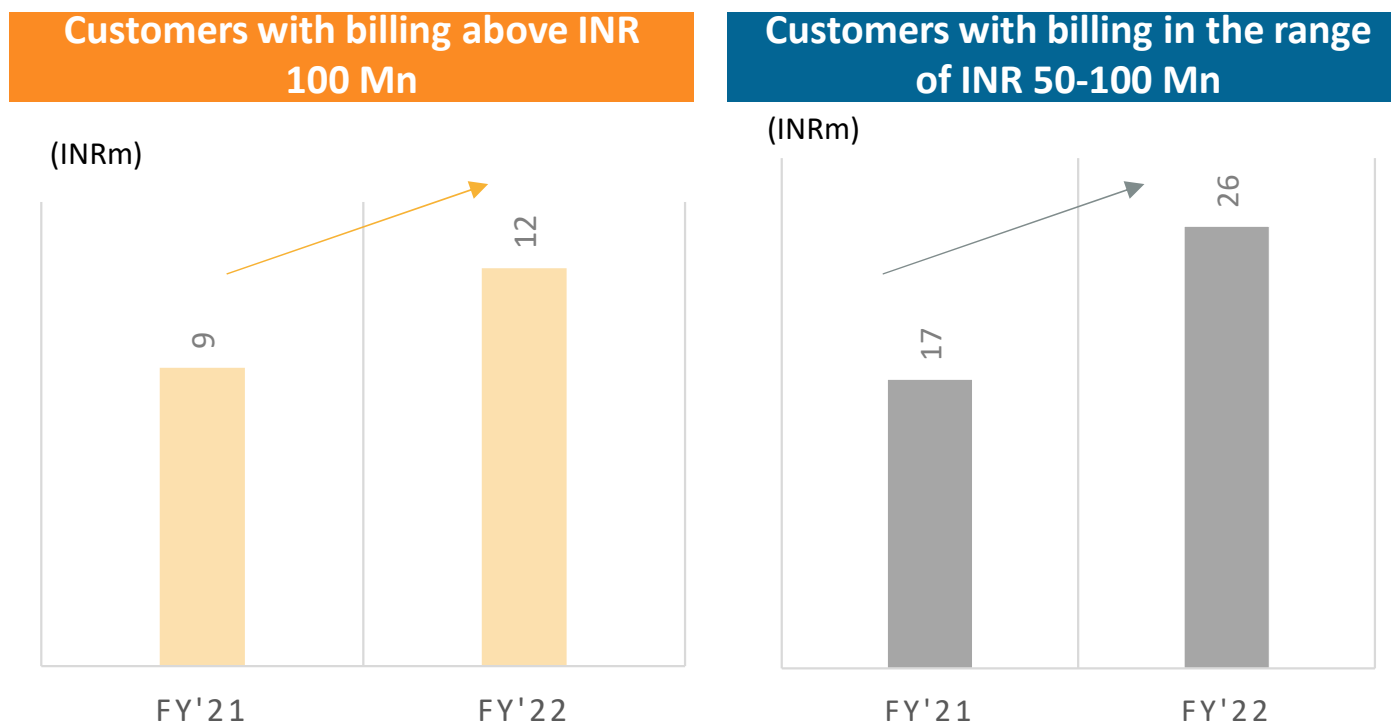
**26%**  
(FY'17-22 CAGR)



Increasing adoption of subscription/cloud across geographies with large orders in India, EMEA, APAC as well as Australia

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

## ■ Focus on Larger Customers; Higher Average Deal Sizes



38 customers with billing of over Rs 50Mn in FY'22 compared to 26 customers in FY'21

## 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



**Kaushik Dutta**  
Independent  
Director

## Leadership Team



**Diwakar Nigam**  
Chairman and Managing Director



**Virender Jeet**  
Chief Executive Officer



**Tarun Nandwani**  
Chief Operating Officer



**Dr. S.J. Raj**  
Sr. VP – HRD



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



**Arvind Jha**  
Sr. VP – Product



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



**Arun Kumar Gupta**  
Chief Financial Officer



## 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)



**Hemant Makhija**  
VP – Marketing



**Atin Kumar**  
Head-Global  
Delivery



**Ashok Kapoor**  
VP – Customer  
Experience



**Vivek Mani  
Tripathi**  
VP –HRD &  
Operations



**Anurag Kumar Shah**  
VP – Product &  
Solutions (Americas)



**Arpan Bansal**  
VP – Marketing  
(Govt. & GSI  
Initiatives)



**Dushyant Kumar**  
VP – GSI  
Enablement



**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)



**Mukesh Bhatnagar**  
VP – International  
Operations

## Financial Summary (Consolidated)

Particulars	Q4FY22 (Unaudited)	Q4FY21 (Unaudited)	YoY Growth	Q3FY21 (Unaudited)	QoQ Growth	FY22 (Audited)	FY21 (Audited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	2,314	2,000	15.7%	2,025	14.3%	7,790	6,726	15.8%
	Other Income	51	46	12.4%	72	-29.2%	299	150	98.9%
	<b>Total Income</b>	<b>2,366</b>	<b>2,046</b>	15.6%	<b>2,098</b>	12.8%	<b>8,089</b>	<b>6,877</b>	17.6%
Profits (INR Mn)	EBITDA <i>(adjusted for other income)</i>	674	664	1.6%	579	16.6%	1,947	1,919	1.4%
	Profit after tax	574	527	8.9%	478	20.1%	1,642	1,265	29.8%
Margin (%)	EBITDA <i>(adjusted for other income)</i>	29.1%	33.2%		28.6%		25.0%	28.5%	
	Profit after tax	24.3%	25.8%		22.8%		20.3%	18.4%	
EPS (INR)	Basic	8.25	7.61	8.4%	6.89	19.8%	23.65	18.28	29.4%
	Diluted	8.22	7.51	9.4%	6.57	25.0%	23.50	18.10	29.8%

### Q4 FY'22 v/s Q4 FY'21

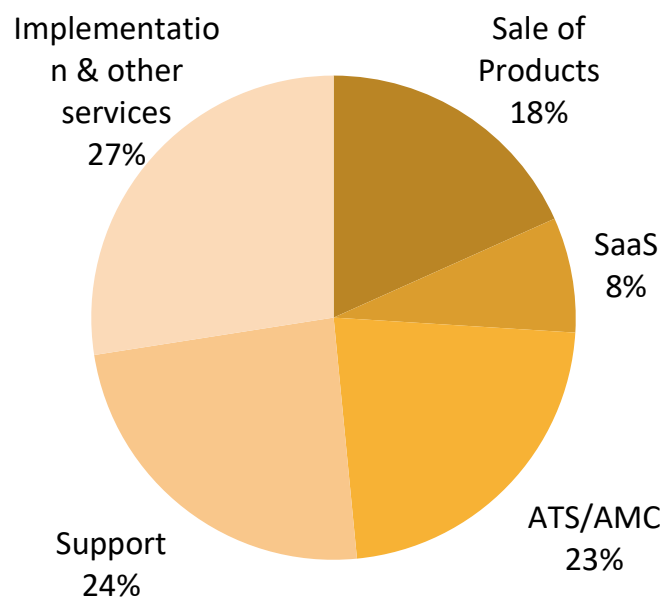
- Revenue from operations witnessed a growth of 16% Q4 YoY and Profit after Tax remained stable

### FY'22 v/s FY'21

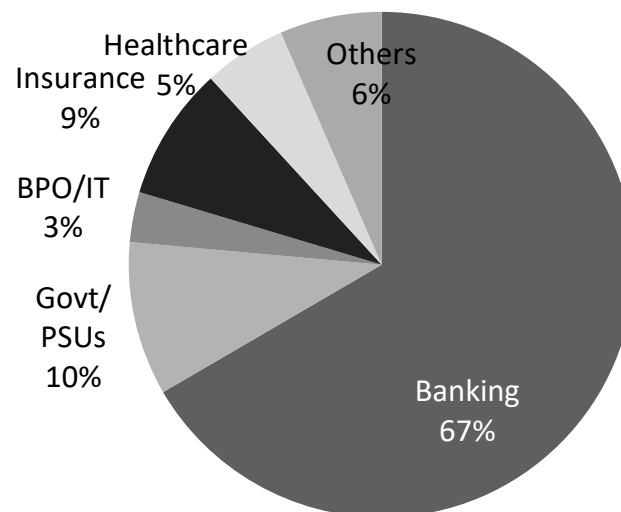
- Revenue from operations witnessed a growth of 16% YoY and Profit after tax was up by 30% YoY with enhanced business from existing customer and addition of 53 new logos
- EBIDTA stable on account of normalization of cost base as well as increased remuneration to manage attrition

# Diversification Across Verticals and Geographies

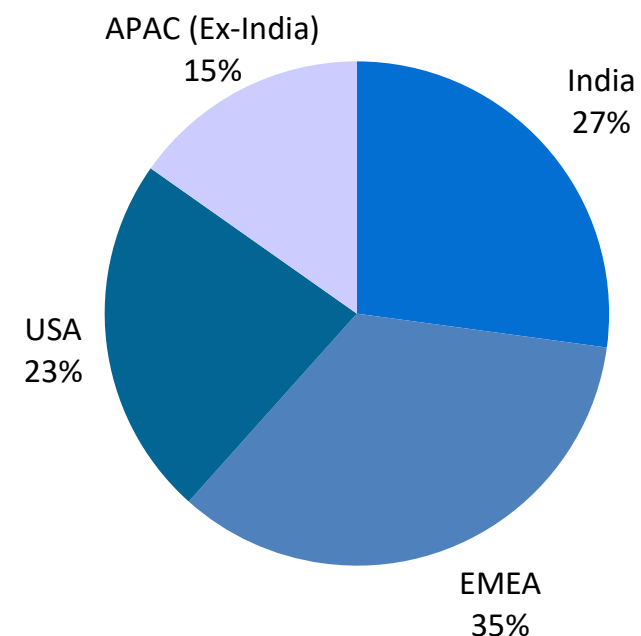
Q4 FY'22 Revenue Split by Segment



Q4 FY'22 Revenue Split by Vertical



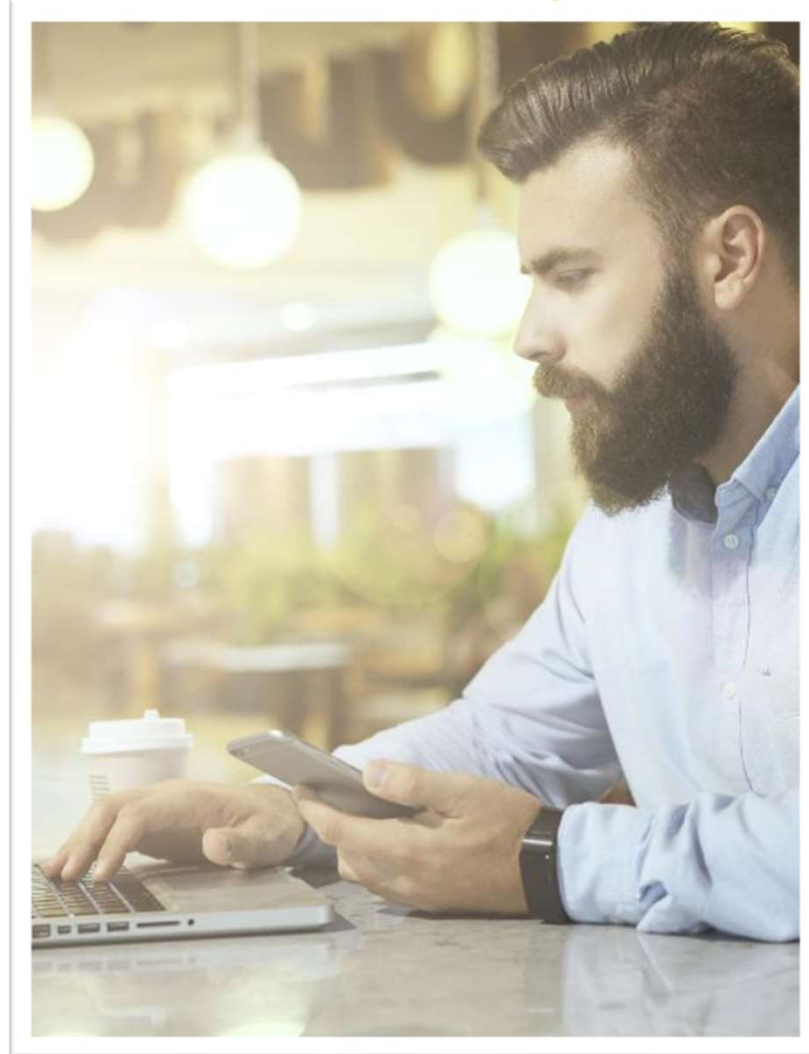
Q4 FY'22 Revenue Split by Geography





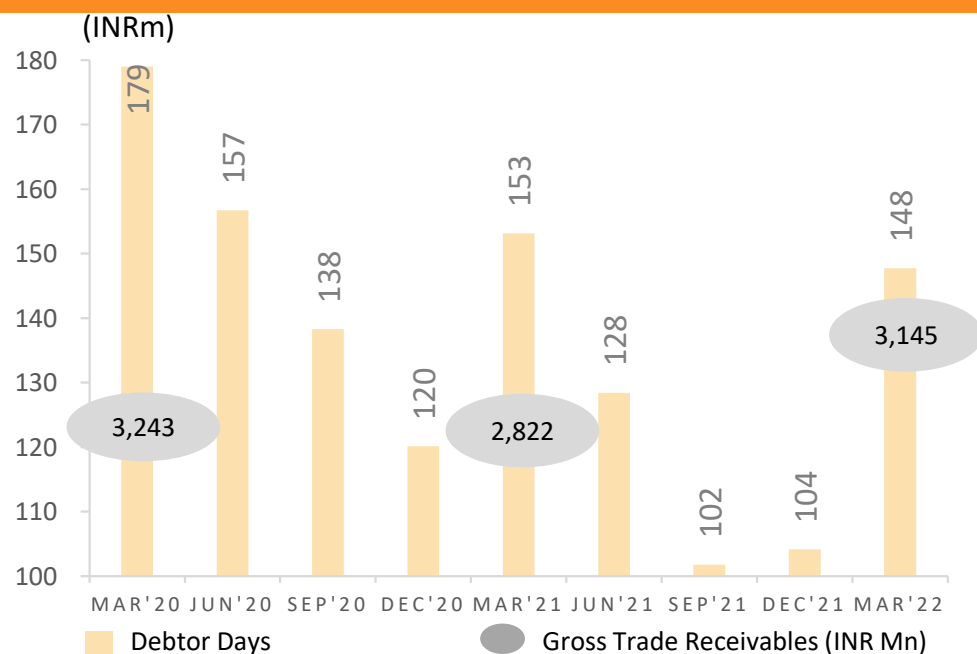
## Key Orders

- Entered into a transformation deal for a leading housing finance company and a leading private sector bank in India during the quarter.
  - Large sized project win from a leading privately-owned Philippine commercial bank
  - Project for a leading omnichannel fintech company delivering digital financing solutions in Saudi Arabia seeking micro-financing assistance through personal and consumer loans
  - Project for a federal government entity in UAE managing the federal budget and regulating the financial laws and financial institutions
- 
- 53 new logo wins in FY'22; seeded the Australia market
  - 16 new logo wins in Q4 FY'22 across geographies

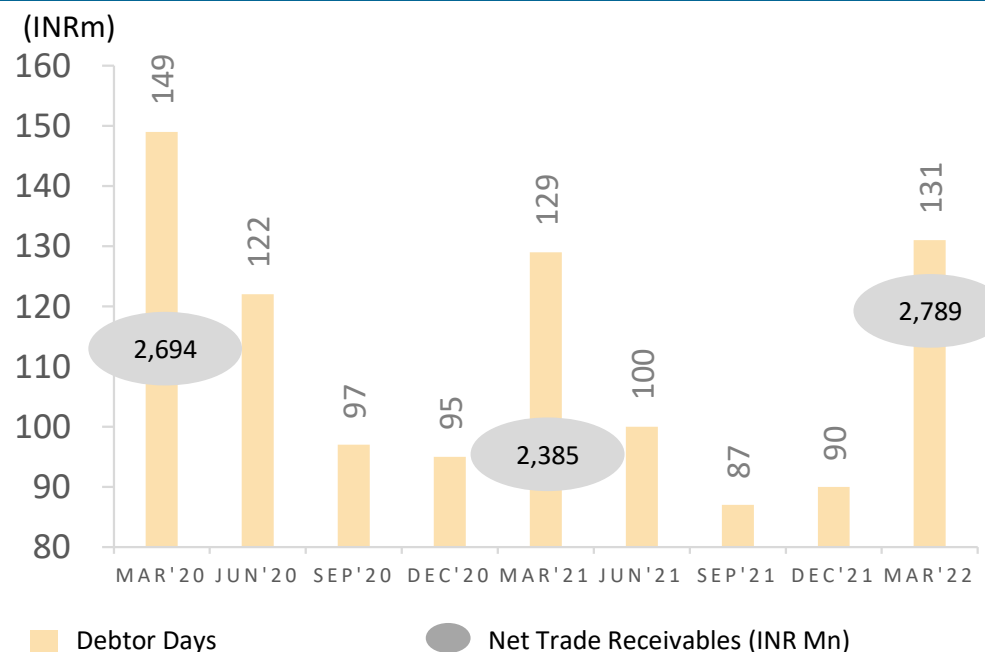


# Strengthening Balance Sheet

Debtor Days (Based on Gross Debtors)



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:**

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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 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)	Q4 FY 2022	Q4 FY 2021	Q3 FY 2022	FY 2022	FY 2021
<b>Revenue</b>					
Revenue from operations	2,314.2	1,999.8	2,025.1	7,789.6	6,726.2
Other income	51.3	45.7	72.5	299.1	150.4
<b>Total revenue</b>	<b>2,365.5</b>	<b>2,045.5</b>	<b>2,097.6</b>	<b>8,088.7</b>	<b>6,876.6</b>
<b>Expenses</b>					
Employee benefits	1,112.2	937.4	1,025.9	4,090.1	3,276.2
Finance costs	15.5	8.3	7.2	34.9	56.3
Depreciation and amortization	49.5	50.8	43.3	176.3	201.5
Other expenses	527.5	398.5	420.5	1,752.8	1,531.0
<b>Total expenses</b>	<b>1,704.8</b>	<b>1,395.1</b>	<b>1,497.0</b>	<b>6,054.2</b>	<b>5,064.9</b>
<b>Profit before tax</b>	<b>660.8</b>	<b>650.5</b>	<b>600.6</b>	<b>2,034.5</b>	<b>1,811.7</b>
<b>Tax expenses</b>					
Current tax / Tax expense for earlier years	97.6	134.7	111.5	337.0	526.6
Deferred tax (credit)/charge	-10.9	-11.5	11.0	55.4	20.2
<b>Profit after tax for the year</b>	<b>574.1</b>	<b>527.3</b>	<b>478.1</b>	<b>1,642.1</b>	<b>1,264.8</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>-12.5</b>	<b>7.9</b>	<b>3.0</b>	<b>-7.2</b>	<b>23.3</b>
<b>Total comprehensive income for the year</b>	<b>561.6</b>	<b>535.3</b>	<b>481.1</b>	<b>1,634.9</b>	<b>1,288.2</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>					
Basic earning per share	8.25	7.61	6.89	23.65	18.28
Diluted earning per share	8.22	7.51	6.57	23.50	18.10



Your Trusted Digital Transformation Partner

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