



**Newgen Software Technologies Limited**

CIN: L72200DL 1992PLC049074, Registered Office: E-44/13, Okhla Phase II, New Delhi 110020, India  
Tel: +91 11 46533200, 26384060, 26384146 Fax: +91 11 26383963

**Date:** 02<sup>nd</sup> May 2025

<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 on Financial Results for the 4<sup>th</sup> quarter and year ended 31<sup>st</sup> March 2025**

Dear Sir/ Ma'am,

Pursuant to the above-mentioned subject, we are hereby enclosing the Investor Presentation on Financial Results for the 4<sup>th</sup> quarter and year ended 31<sup>st</sup> March 2025.

This is for your kind information and record.

Thanking you.

**For Newgen Software Technologies Limited**

**Aman Mourya**  
**Company Secretary & Head-Legal**

*Encl.: a/a*

# Newgen Software Technologies Ltd.

*Full year FY'25 and Q4 FY'25  
Investor Presentation*

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## 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**

## 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**  
Network



**Rs 2,150 Million**  
Cash Flow from Operations



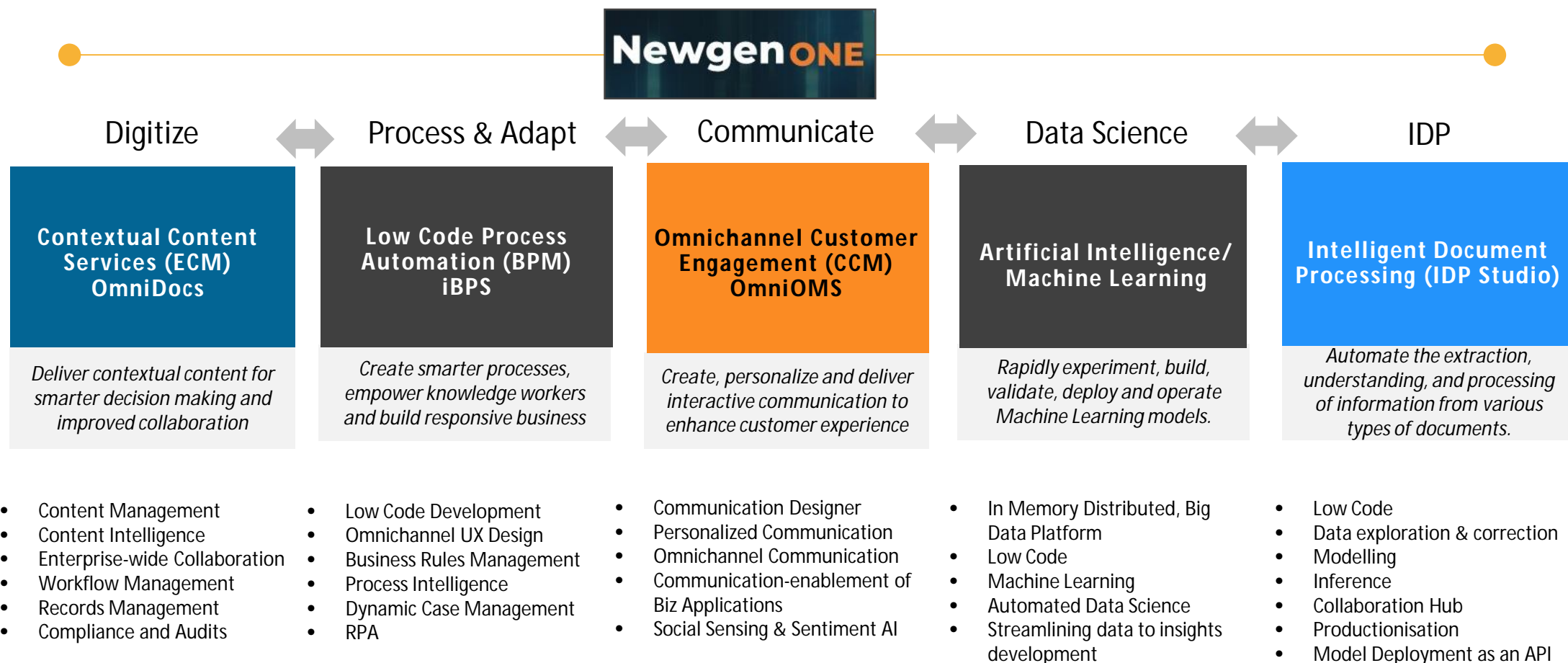
**Rs 3,762 Million**  
EBITDA  
(31% YoY Growth)



**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

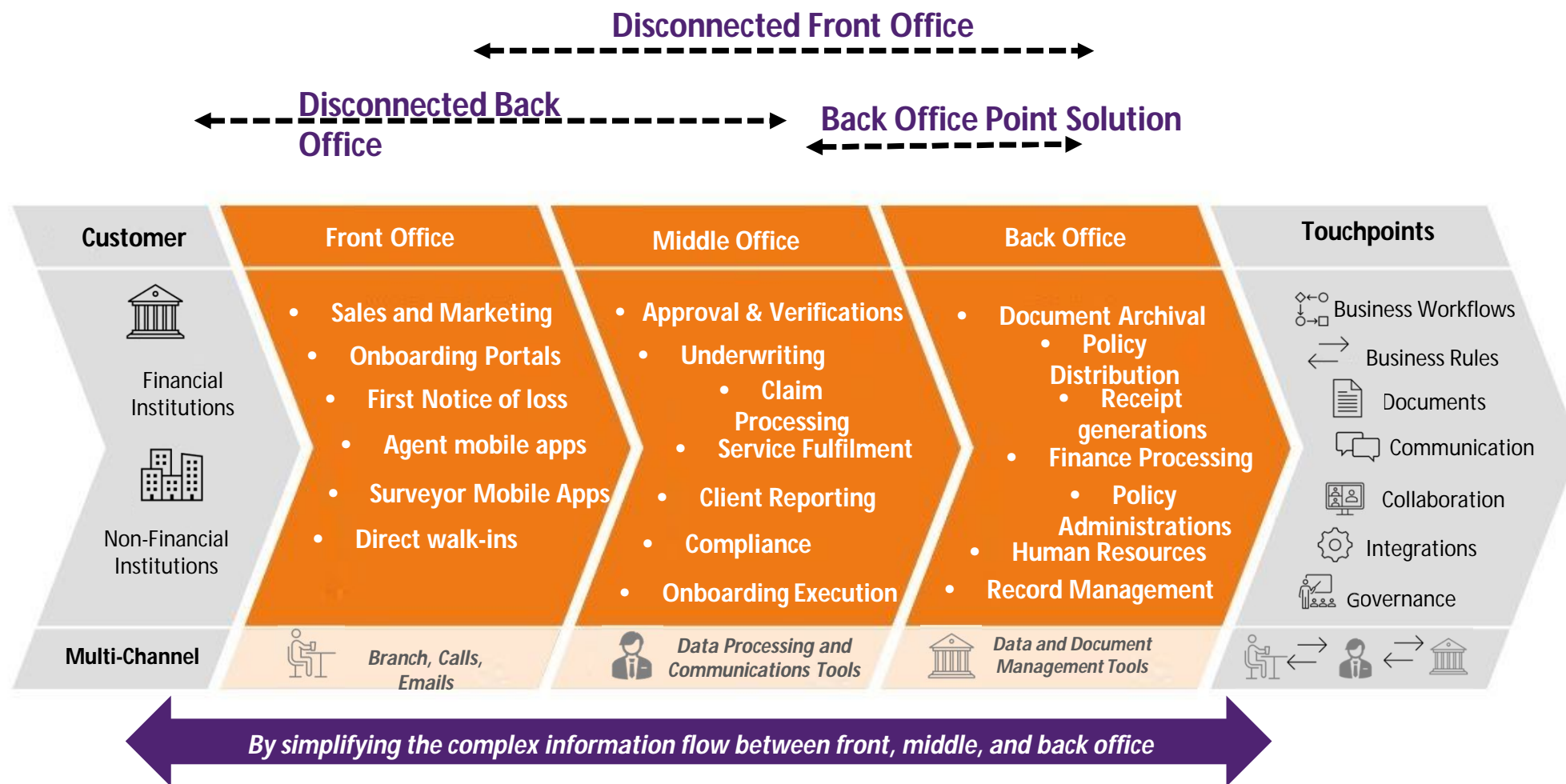
# Newgen: Enterprise-wide unified Low Code digital transformation platform



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# NewgenONE – To Solve the Disconnected Application Ecosystem



# NewgenONE AI Agents

## AI Agents for Growth



### GenAI powered Growth Intelligence Platform

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



### GenAI led Conversion Intelligence Platform

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

## AI Agent for Application Development and Productivity



### 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
- Recognized in Forrester's The Low-Code Platforms For Professional Developers Landscape, Q4 2024 on 23<sup>rd</sup> December
- Recognized in Forrester's The Content Platforms Landscape, 2024 on 26<sup>th</sup> September 2024
- Recognized in Forrester's The Task-Centric Automation Software Landscape, Q3 2024 on 19<sup>th</sup> July 2024
- A Strong Performer in The Forrester Wave™ : Digital Process Automation Software, Q4 2023
- A "Strong Performer" in The Forrester Wave™ : Robotic Process Automation, Q1 2023 Report
- Recognized in Forrester's P&C Claims Management Systems Landscape on 21<sup>st</sup> February 2024
- Recognized in Forrester's 'The Digital Process Automation Landscape, Q2 2023' on 2<sup>nd</sup> June 2023
- Recognized in Forrester's 'The Accounts Payable Invoice

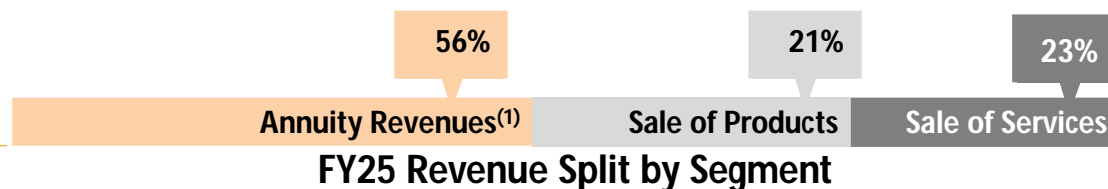
Gartner

- A "Niche Player" in Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms, October 2024.
- Recognized in the Gartner® Market Guide for Commercial Loan Origination Solutions on 9<sup>th</sup> September 2024.
- Recognized in the Gartner® Market Guide for State and Local Government Grant Management Solutions, on 6<sup>th</sup> May 2024.
- Recognized in the Gartner® Market Guide for Commercial Banking Cash Management and Trade Finance Solutions on 26<sup>th</sup> Oct 2023.
- Recognized in the Gartner® Market Guide for Business Process Automation Tools on 23<sup>rd</sup> October 2023.
- Recognized in Gartner® Critical Capabilities for Enterprise Low-Code Application Platforms on 18<sup>th</sup> Oct 2023.
- Recognized in the Gartner® Market Guide for Accounts Payable Invoice Automation Solutions published on 7<sup>th</sup> August 2023 by Micky Keck
- Recognized in the Gartner® Market Guide for U.S. Healthcare Payers' Provider Network Management Applications, published on 13<sup>th</sup> Feb 2023, Connie Selva

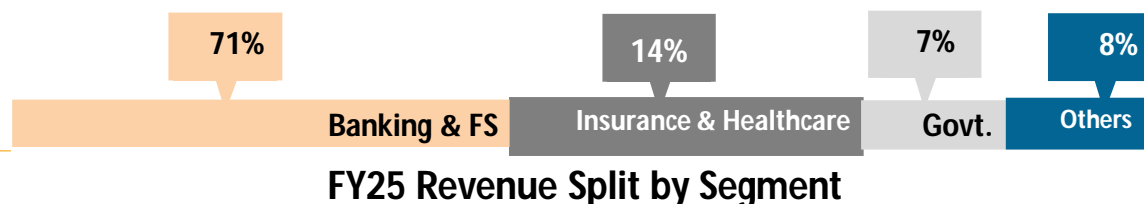


# Resilient Business Model in Place

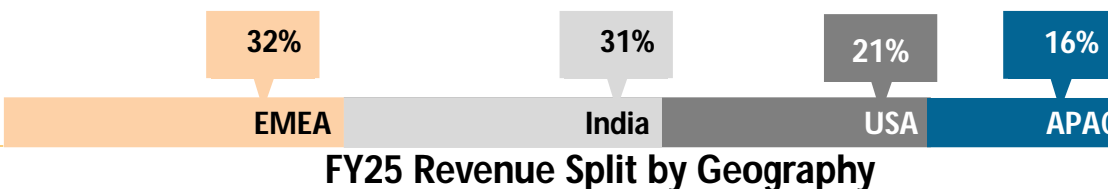
## Large annuity revenues streams



## Mission critical solutions across key verticals



## Diversification across geographies



(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

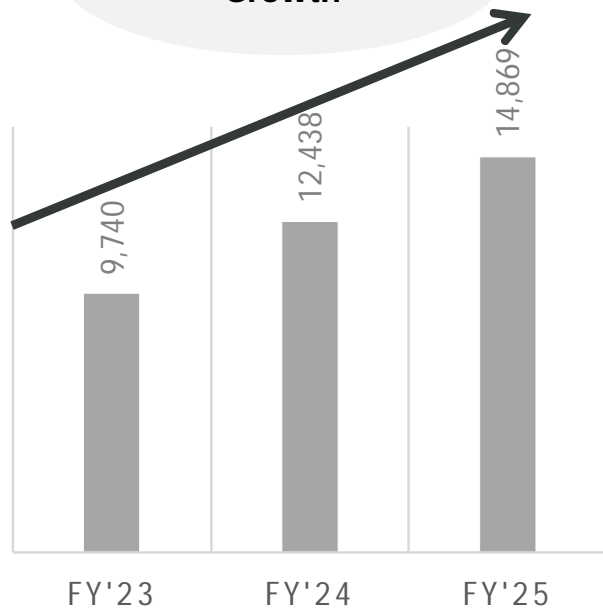
Newgen has been recognized by Forbes Asia as one of the 200 Best Under a Billion Software & Services Organizations

# Strong Acceleration in Revenues and Profits

## Revenues (INR Mn)

(INRm)

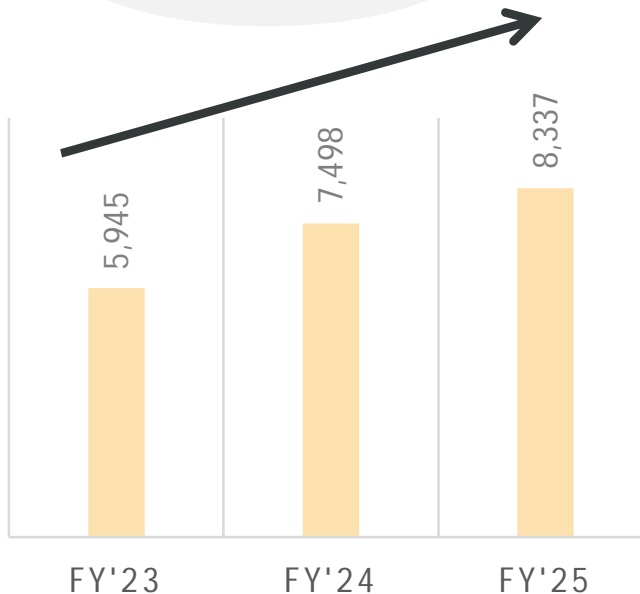
24% CAGR  
Growth



## Annuity Revenues (INR Mn)

(INRm)

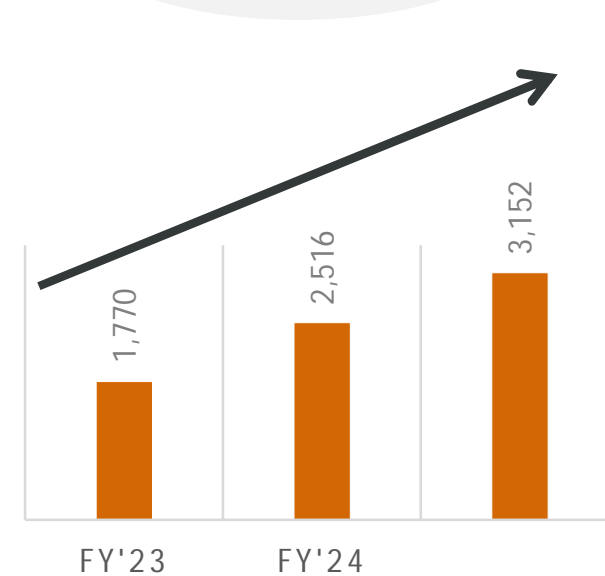
18% CAGR  
Growth



## Profit after Tax (INR Mn)

(INRm)

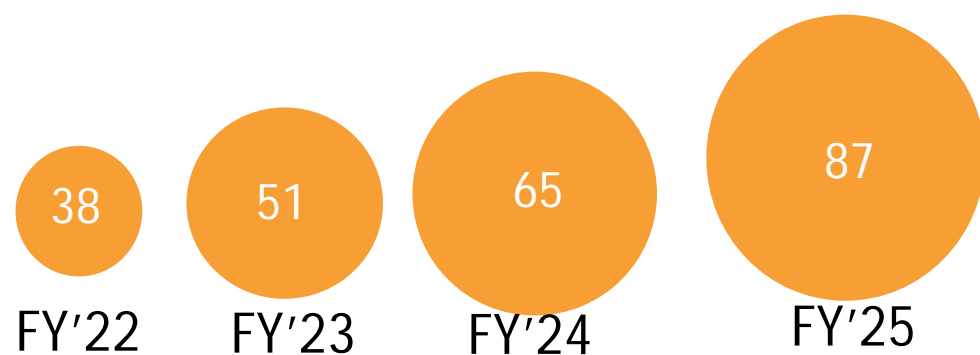
34% CAGR  
Growth



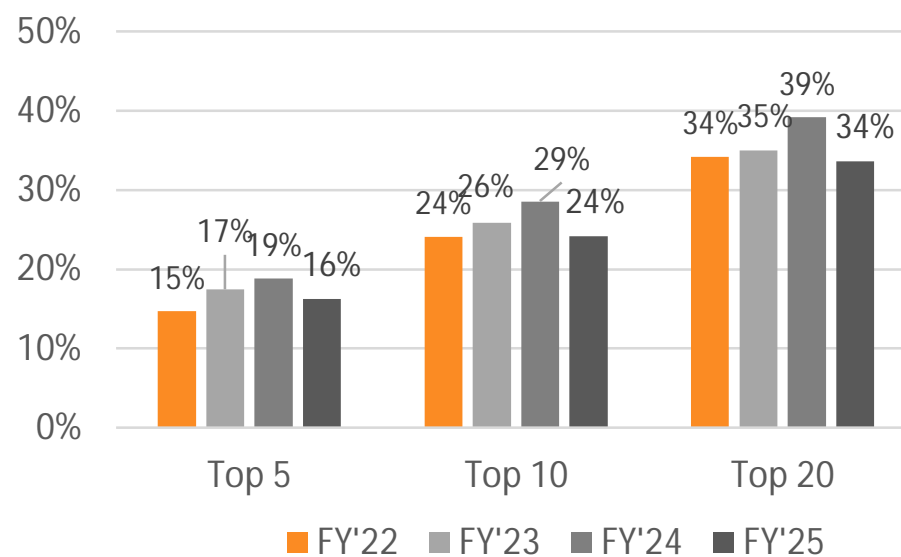
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

## 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

## 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

 <b>R. Krishna Kumar</b> VP – Sales (Australia)	 <b>Prashant Sahai</b> VP – Sales (Middle East)	 <b>Pramod Kumar</b> VP – Sales (APAC)	 <b>Sandeep Hinduja</b> VP – Sales (Americas)	 <b>Manish Kumar Jaiswal</b> VP – Sales (Americas)	 <b>Amitava Ganguli</b> VP – Sales (Americas)	 <b>Purushotam Savlani</b> VP - Sales (KSA)	 <b>Runki Goswami</b> VP – Marketing	 <b>Ashok Kapoor</b> VP – Product Management - Banking	
 <b>Atin Kumar</b> VP-Global Delivery	 <b>Vivek Mani Tripathi</b> VP –HRD	 <b>Rajnish Kumar</b> VP –HRD	 <b>Anurag Kumar Shah</b> VP – Product & Solutions (Americas)	 <b>Nitin Gupta</b> VP – Customer Success (Americas)	 <b>Arpan Bansal</b> VP – Marketing (Govt. & GSI Initiatives)	 <b>Nikhil Sawhney</b> VP – Customer Relations (EMEA, APAC)	 <b>Manojit Majumdar</b> VP – Channel Sales	 <b>Ritesh Varma</b> VP – Product & Solutions (India, EMEA, APAC)	
 <b>Shikha Bhatt</b> VP – Delivery (India)	 <b>Sanjay Pandey</b> VP – Engineering	 <b>Varun Goswami</b> VP – Product Management	 <b>Deepika Kapoor</b> VP – Product	 <b>Dinesh Kumar Parikh</b> VP – Product	 <b>Kaushal Verma</b> VP – New Solutions Group (Banking)	 <b>Rajan Nagina</b> VP – Product (AI) Marketing	 <b>Tarun Gulyani</b> VP – Product Engineering (AI)	 <b>Anagat Pareek</b> VP – Cloud and Cyber Security	 <b>Saras Agarwal</b> VP – Healthcare COE and Strategic Accounts (US)





# **FY'25 and Q4 FY'25 Results**

## Financial Summary (Consolidated)

Particulars	Q4FY25 (Audited)	Q4FY24 (Audited)	YoY Growth	Q3FY25 (Unaudited)	QoQ Growth	FY25 (Audited)	FY24 (Audited)	YoY Growth	
Revenue (INR Mn)	Revenue from operations	4,299	3,753	14.6%	3,811	12.8%	14,869	12,438	19.5%
	Other Income	141	151	-6.3%	84	68.5%	636	481	32.3%
	<b>Total Income</b>	<b>4,440</b>	<b>3,903</b>	13.8%	<b>3,895</b>	14.0%	<b>15,505</b>	<b>12,919</b>	20.0%
Profits (INR Mn)	EBITDA <i>(adjusted for other income)</i>	1,372	1,225	12.0%	1,083	26.7%	3,762	2,883	30.5%
	Profit after tax	1,083	1,053	2.9%	890	21.7%	3,152	2,516	25.3%
Margin (%)	EBITDA <i>(adjusted for other income)</i>	31.9%	32.7%		28.4%		25.3%	23.2%	
	Profit after tax <i>(on revenue)</i>	25.2%	28.1%		23.4%		21.2%	20.2%	
EPS (INR)	Basic	7.73	7.52	2.8%	6.36	21.5%	22.53	18.02	25.0%
	Diluted	7.58	7.29	3.9%	6.16	23.1%	21.89	17.50	25.1%

### FY'25 v/s FY'24

- Revenues witnessed a growth of 20% YoY to reach Rs 14,869 million. Strong license revenue growth of 41% for the year and implementation growth of 25%.
- Healthy expansion of profit margins

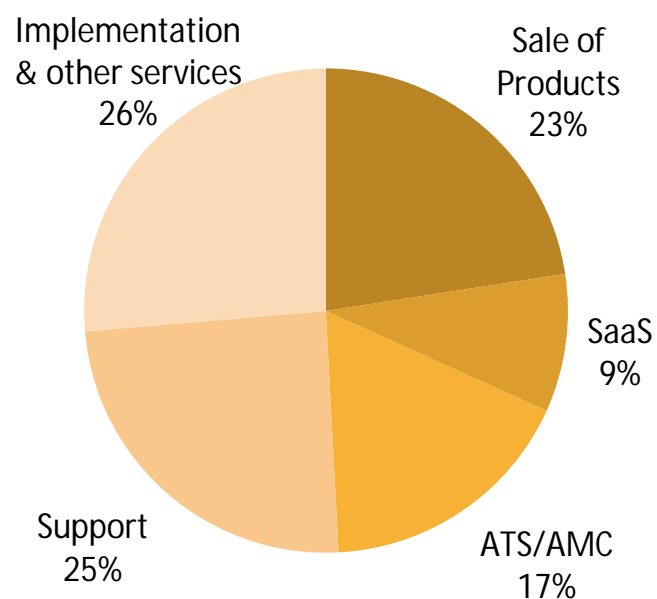
### Q4 FY'25 v/s Q4 FY'24

- Revenues were Rs 4,299 million, growing at 15% Q4 YoY. PAT was Rs 1,083 million during the quarter.

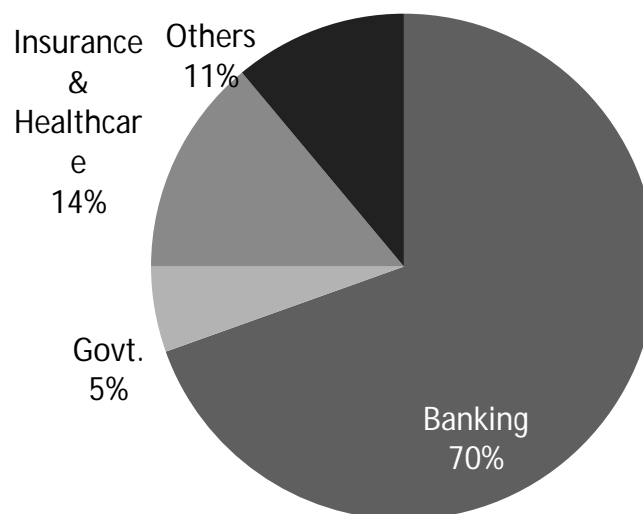


# Revenues Across Verticals and Geographies

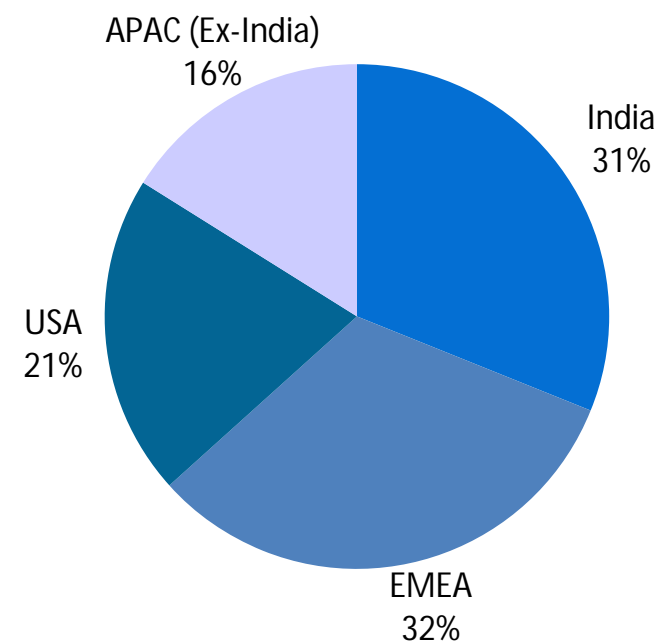
Q4 FY'25 Revenue Split by Segment



Q4 FY'25 Revenue Split by Vertical



Q4 FY'25 Revenue Split by Geography



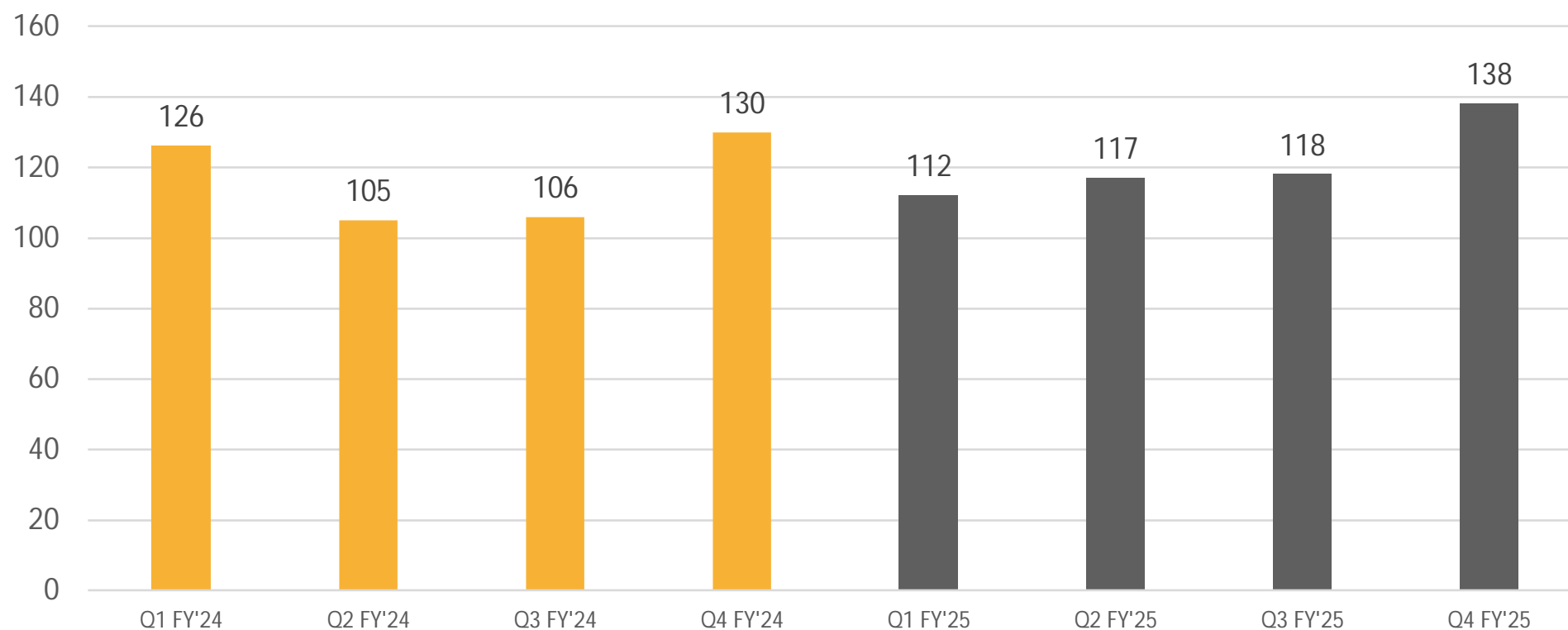
## ■ Key Business Highlights

- **Growing large customer base -87** customers with over Rs 5 crores billing during the year compared to 65 in FY'24.
- **62 new customer logo addition** during the year. Strong deal wins in the US region in Q4
- Recognized as a **"Leader" in The Forrester Wave™: Content Platforms, Q1 2025**, second time in a row.\*
- Recognized by Forrester among notable vendors in 'The Low-Code Platforms For Professional Developers Landscape, Q4 2024,' report\*
- **Board has approved a Dividend of Rs 5 per equity share**

\*<https://newgensoft.com/company/recognition/>

# Debtors Days

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)

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**For any investor queries, please contact:**

**Deepti Mehra Chugh**

Head – Investor Relations

Phone: +91 11 46 533 200

Mail : [deepti.chugh@newgensoft.com](mailto:deepti.chugh@newgensoft.com) [www.newgensoft.com](http://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)	Q4 FY 2025	Q4 FY 2024	Q3 FY 2025	FY 2025	FY 2024
<b>Revenue</b>					
Revenue from operations	4,298.9	3,752.7	3,811.1	14,868.8	12,438.3
Other income	141.2	150.7	83.8	635.8	480.6
<b>Total revenue</b>	<b>4,440.1</b>	<b>3,903.4</b>	<b>3,894.9</b>	<b>15,504.6</b>	<b>12,918.9</b>
<b>Expenses</b>					
Employee benefits	1,940.9	1,688.6	1,882.5	7,410.4	6,283.1
Finance costs	14.1	12.0	14.0	47.7	41.8
Depreciation and amortization	86.5	73.9	86.6	330.4	279.7
Other expenses	985.9	838.6	845.4	3,696.3	3,272.0
<b>Total expenses</b>	<b>3,027.4</b>	<b>2,613.1</b>	<b>2,828.6</b>	<b>11,484.9</b>	<b>9,876.7</b>
<b>Profit before tax</b>	<b>1,412.7</b>	<b>1,290.3</b>	<b>1,066.3</b>	<b>4,019.7</b>	<b>3,042.2</b>
<b>Tax expenses</b>					
Current tax / Tax expense for earlier years	332.3	216.1	267.7	987.2	595.3
Deferred tax (credit)/charge	-3.0	21.4	-91.4	-119.9	-69.2
<b>Profit after tax for the year</b>	<b>1,083.4</b>	<b>1,052.7</b>	<b>890.0</b>	<b>3,152.4</b>	<b>2,516.1</b>
<b>Other comprehensive income/(loss) for the year, net of income tax</b>	<b>19.3</b>	<b>-31.4</b>	<b>-1.3</b>	<b>35.4</b>	<b>-21.5</b>
<b>Total comprehensive income for the year</b>	<b>1,102.7</b>	<b>1,021.3</b>	<b>888.8</b>	<b>3,187.9</b>	<b>2,494.6</b>
<b>Earnings per equity share (face value of Rs. 10 per share)</b>					
Basic earning per share	7.73	7.52	6.36	22.53	18.02
Diluted earning per share	7.58	7.29	6.16	21.89	17.50





Your Trusted Digital Transformation Partner

[info@newgensoft.com](mailto:info@newgensoft.com)

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