



NEWGEN

Newgen Software Technologies Limited

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Date: August 2, 2018

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	To, 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.: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosures Requirement), Regulation, 2015

Ref.: Press Release and Investor Presentation for the Financial Results

Dear Sir/ Ma'am

Please find enclosed the Press Release and Investor Presentation in respect of Financial Results of the Company for the 1st Quarter ended June 30, 2018.

This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

Aman Mourya
Company Secretary & Compliance Officer



Encl.:

1. *Press release*
2. *Investor Presentation*



PRESS RELEASE

Newgen Software reports 28% YoY increase in Total Income

New Delhi, India - 2 August 2018

The management of Newgen Software Technologies Ltd. announced results for the Quarter ended 30 June 2018 [Q1 FY'19] at its Board Meeting held on 2 August 2018.

Key Financial Highlights (Q1 FY'19)

- **Total Income (Consolidated) up by 28% YoY to reach Rs 114.27 crores** in Q1 FY'19 compared to Rs 89.55 crores in Q1 FY'18. **Revenue from operations (Consolidated) witnessed strong growth momentum and was up by 20% YoY to reach Rs 106.47 crores** as compared to Rs 88.59 crores in Q1 FY'18 with broad based growth especially across US, APAC and EMEA region.
 - Revenue from Sale of Products/ License were at Rs 12.7 crores
 - Annuity Revenue streams (ATS/AMC and Support) were at Rs 59.5 crores
 - Cloud/SaaS continues to be our fastest growing revenue component. Cloud/ SaaS revenues were at Rs 4.9 crores
 - Implementation & Digitization revenues were at Rs 29.4 crores
- Profit after tax was at Rs 3.87 crores compared to a net loss of Rs (-) 1.50 crores in Q1 FY'18
- Basic Earnings per shares was at Rs 0.57 in Q1 FY'19
- 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.

Key Business Highlights

- **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
- **Continued focus on product and innovation:** Company released product updates - **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.

Speaking about the results, Mr. Diwakar Nigam, Chairman & Managing Director, Newgen Software Technologies Ltd. said – *“We are off to a good start in Q1 FY’19. We witnessed robust growth momentum with 28% YoY increase in consolidated total income and added 17 new customer logos during the quarter, despite the seasonality in business. Our Cloud revenues grew by 157% YoY though on a smaller base. The participation at our Customer Conference in US also reaffirms our direction for growth across geographies. We also strive to continuously innovate our products and keep them state-of-the-art in order to keep our customers ahead of the curve.”*

About Newgen

Newgen Software Technologies Limited (listed In India on National Stock Exchange [Script code: NEWGEN] and BSE Ltd. [Script code: 540900]), is a provider of Business Process Management, Enterprise Content Management and Customer Communication Management platforms with large, mission-critical solutions deployed at world's leading banks, Governments, BPO's & IT Companies, Insurance firms and Healthcare Organizations.

Disclaimer

This press release 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. 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.

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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

OMNI Docs



**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

OMNI OMS

► Newgen Today*



520+
Active Customers⁽¹⁾



60+
countries



5
Core
Verticals

FORRESTER® Strong
Industry
Gartner® 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
5 October 2017, Karen A. Hobert et al

“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

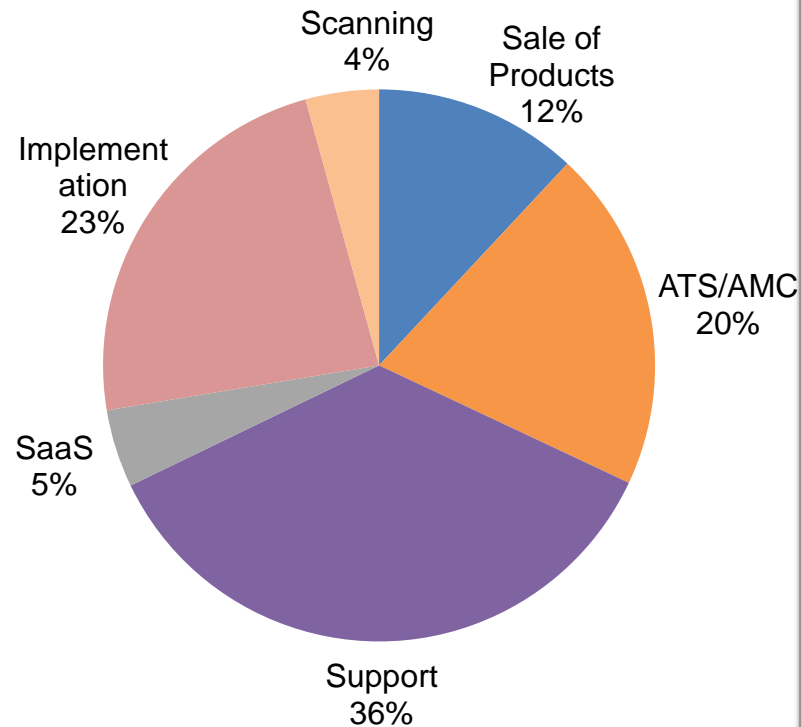
► Financial Summary – Q1FY19 v/s Q1 FY'18 (Consolidated)

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

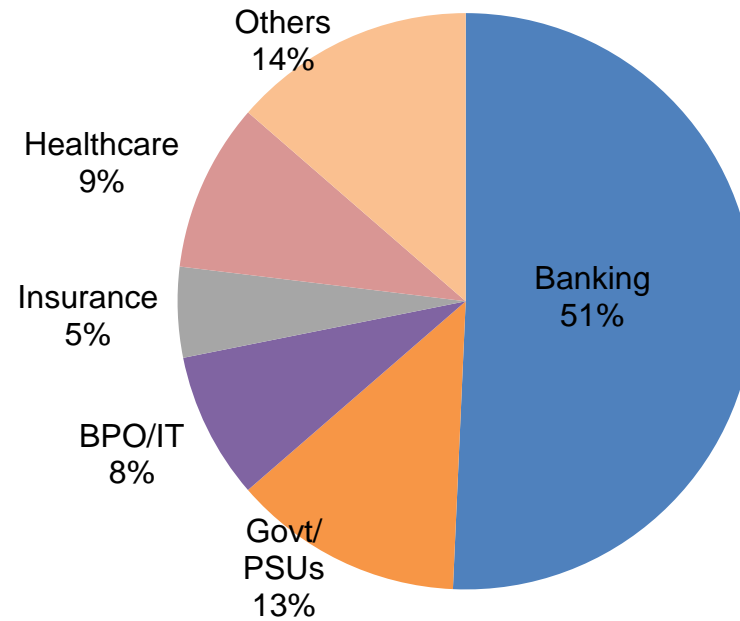
- **Total Income (Consolidated) up by 28% YoY. Consolidated Revenue from operations witnessed strong growth momentum across US, APAC and EMEA region**
- **Software license business is usually seasonal in nature primarily given the large enterprise account buying patterns leading to substantial revenues and profits booked in the second half of the financial year**
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► Diversification Across Verticals and Geographies

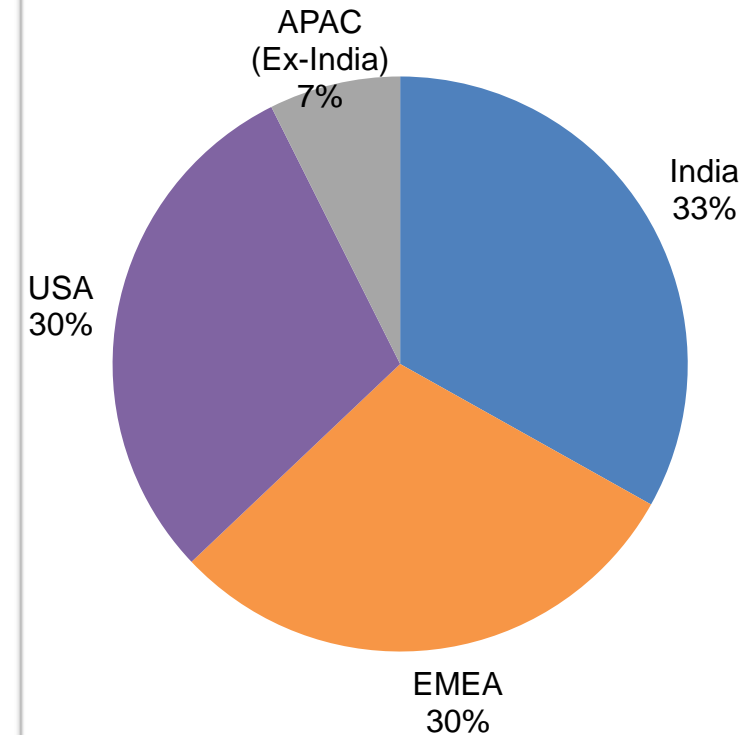
Q1 FY19 Revenue Split by Segment



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%).

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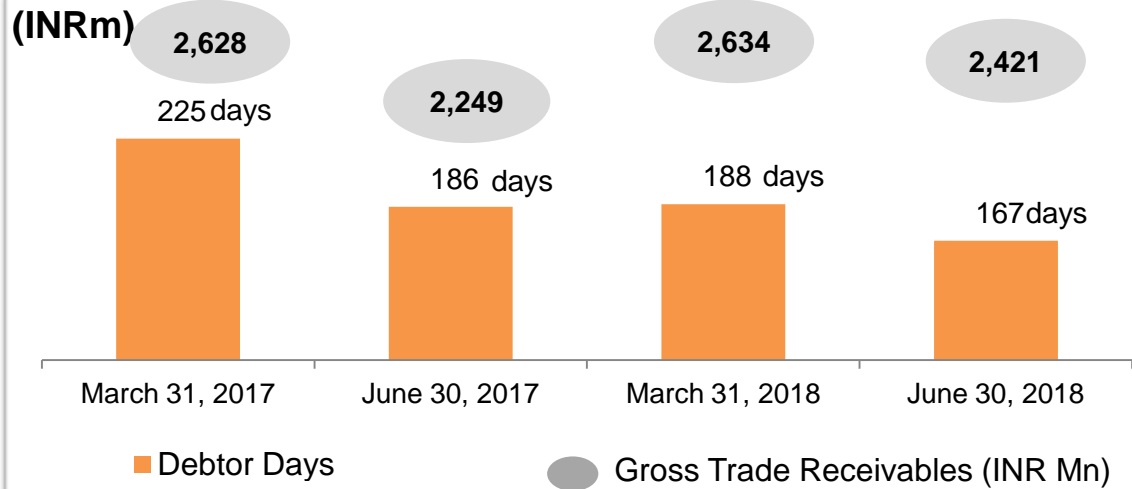
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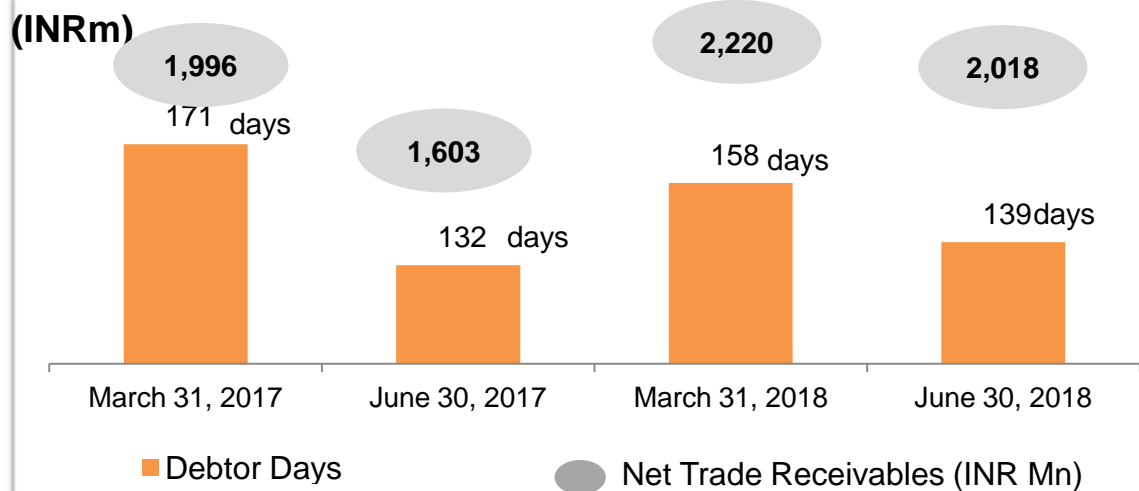
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► Improving Debtors Days

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>

**For any Investor Queries please
contact:**

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Mail : deepti.chugh@newgen.co.in

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