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: 28th October 2025

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001	**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.: Investor Presentation on Financial Results for the quarter and half year ended 30th September 2025

Dear Sir/ Ma'am,

Pursuant to the above-mentioned subject, we are hereby enclosing the Investor Presentation on Financial Results for the quarter and half year ended 30th September 2025.

This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

Aman Mourya
Digitally signed by Aman Mourya
Date: 2025.10.28 14:23:52 +05'30'

Aman Mourya
Company Secretary & Head-Legal

Encl.: a/a

Newgen Software Technologies Ltd.

Q2 FY'26
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**

All Figures as of March 31, 2025

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
Networth

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

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Newgen: Enterprise-wide unified Low Code digital transformation platform

NewgenONE

Digitize	Process & Adapt	Communicate	Data Science	IDP
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)**
Deliver contextual content for smarter decision making and improved collaboration	*Create smarter processes, empower knowledge workers and build responsive business*	*Create, personalize and deliver interactive communication to enhance customer experience*	*Rapidly experiment, build, validate, deploy and operate Machine Learning models.*	*Automate the extraction, understanding, and processing of information from various types of documents.*

Digitize
- Content Management
- Content Intelligence
- Enterprise-wide Collaboration
- Workflow Management
- Records Management
- Compliance and Audits

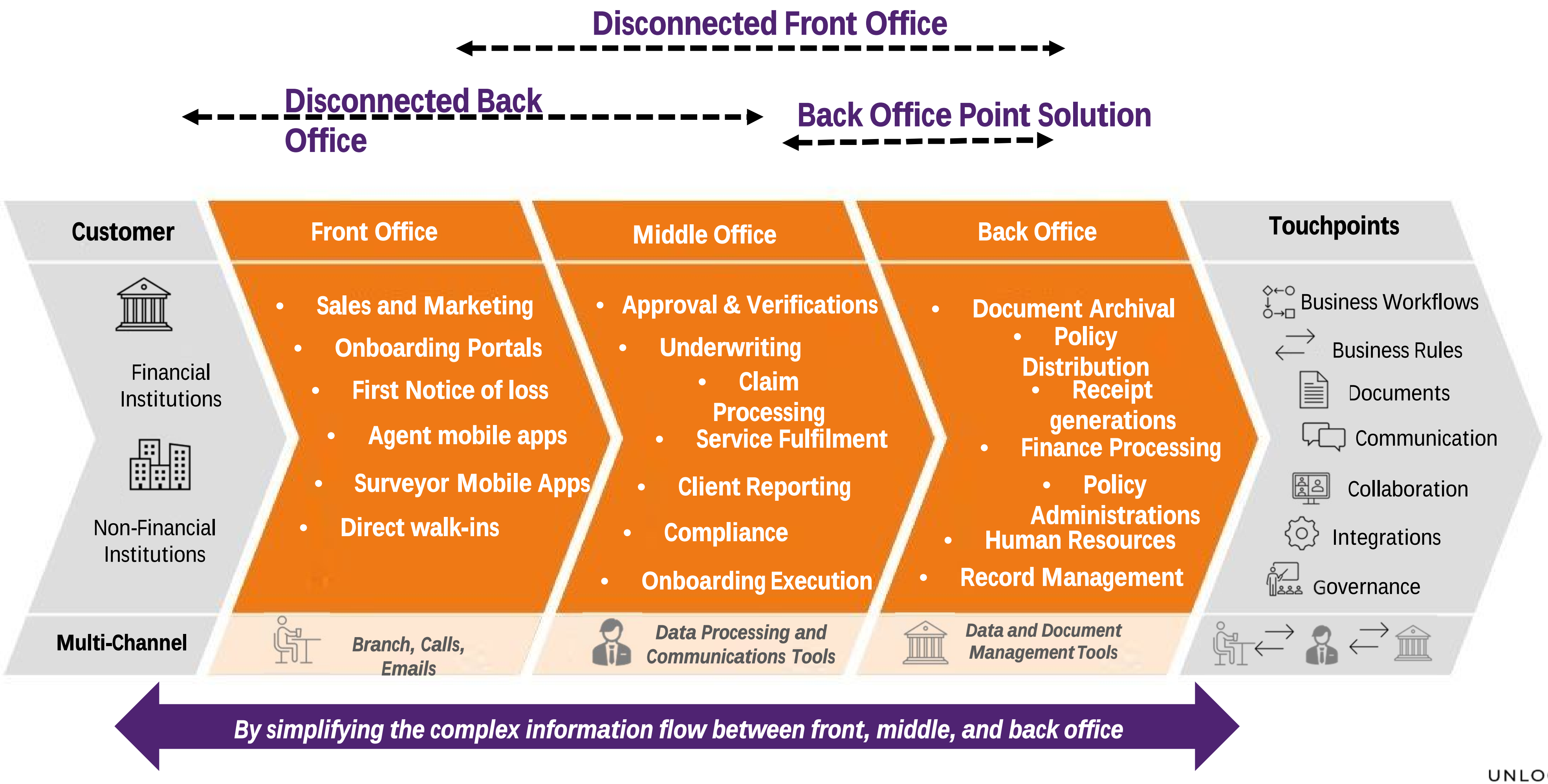
Process & Adapt
- Low Code Development
- Omnichannel UX Design
- Business Rules Management
- Process Intelligence
- Dynamic Case Management
- RPA

Communicate
- Communication Designer
- Personalized Communication
- Omnichannel Communication
- Communication-enablement of Biz Applications
- Social Sensing & Sentiment AI

Data Science
- In Memory Distributed, Big Data Platform
- Low Code
- Machine Learning
- Automated Data Science
- Streamlining data to insights development

IDP
- Low Code
- Data exploration & correction
- Modelling
- Inference
- Collaboration Hub
- Productionisation
- Model Deployment as an API

NewgenONE – To Solve the Disconnected Application Ecosystem



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NewgenONE AI Agents

AI Agents for Growth

Lumin

GenAI powered Growth Intelligence Platform

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

Harper

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

Marvin

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)

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Trusted by Leading Analysts

Forrester

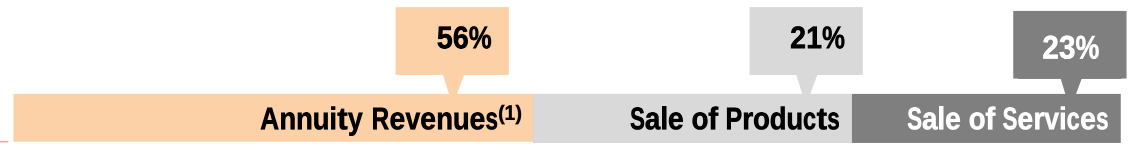
- A "Leader" in The Forrester Wave™: Content Platforms, Q1 2025
- Recognized in Forrester's The Low-Code Platforms For Professional Developers Landscape, Q4 2024 on 23rd December
- Recognized in Forrester's The Content Platforms Landscape, 2024 on 26th September 2024
- Recognized in Forrester's The Task-Centric Automation Software Landscape, Q3 2024 on 19th 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 21st February 2024
- Recognized in Forrester's 'The Digital Process Automation Landscape, Q2 2023' on 2nd 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 9th September 2024.
- Recognized in the Gartner® Market Guide for State and Local Government Grant Management Solutions, on 6th May 2024.
- Recognized in the Gartner® Market Guide for Commercial Banking Cash Management and Trade Finance Solutions on 26th Oct 2023.
- Recognized in the Gartner® Market Guide for Business Process Automation Tools on 23rd October 2023.
- Recognized in Gartner® Critical Capabilities for Enterprise Low-Code Application Platforms on 18th Oct 2023.
- Recognized in the Gartner® Market Guide for Accounts Payable Invoic Automation Solutions published on 7th August 2023 by Micky Keck
- Recognized in the Gartner® Market Guide for U.S. Healthcare Payers' Provider Network Management Applications, published on 13th Feb

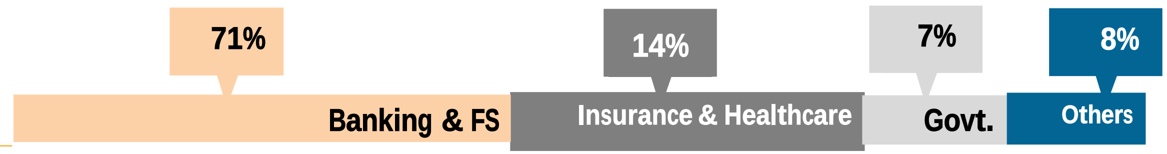
Resilient Business Model in Place

- **Large annuity revenues streams**



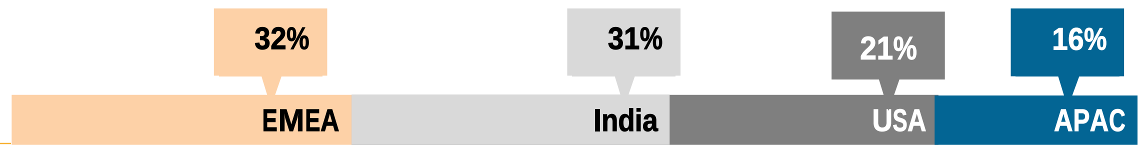
FY25 Revenue Split by Segment

- **Mission critical solutions across key verticals**



FY25 Revenue Split by Segment

- **Diversification across geographies**



FY25 Revenue Split by Geography

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

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Newgen’s vertical specific use-cases

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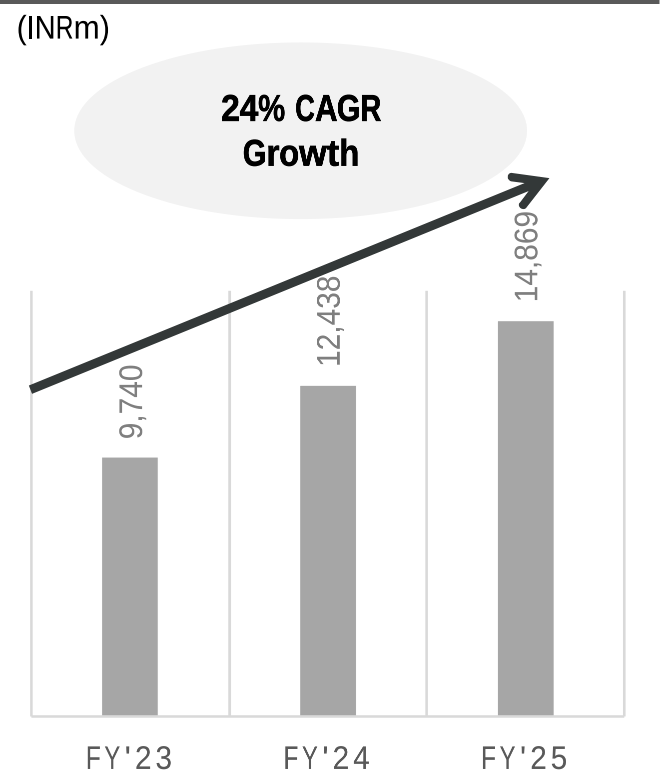
Key Recognitions

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

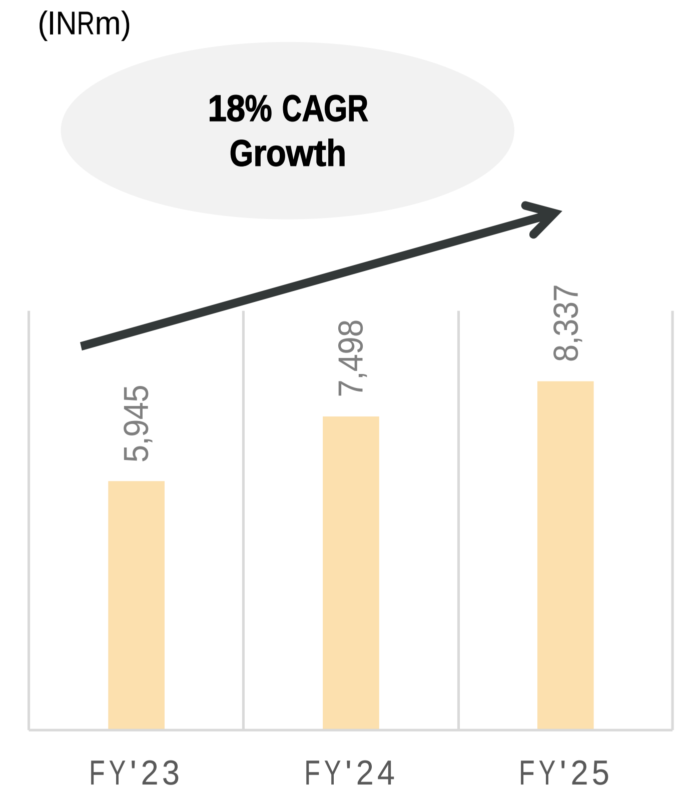
Newgen has been recognized by Forbes Asia as one of the 200 Best Under a Billion Software & Services Organizations

Strong Acceleration in Revenues and Profits

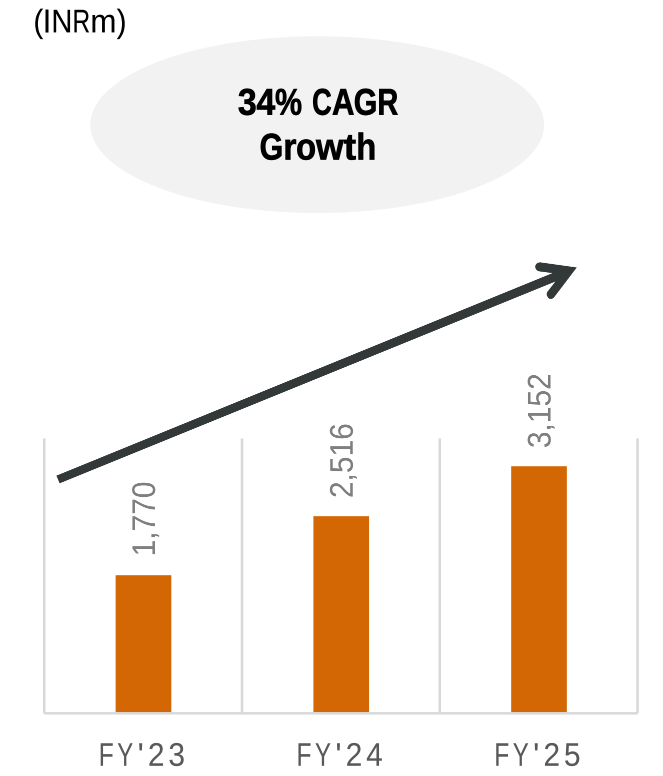
Revenues (INR Mn)



Annuity Revenues (INR Mn)



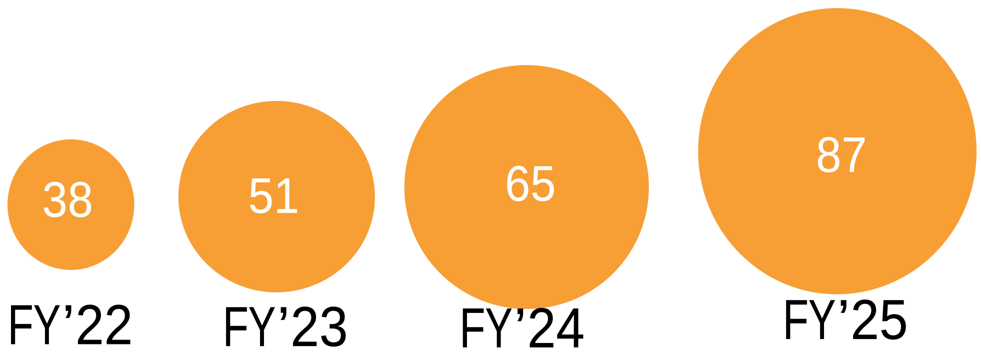
Profit after Tax (INR Mn)



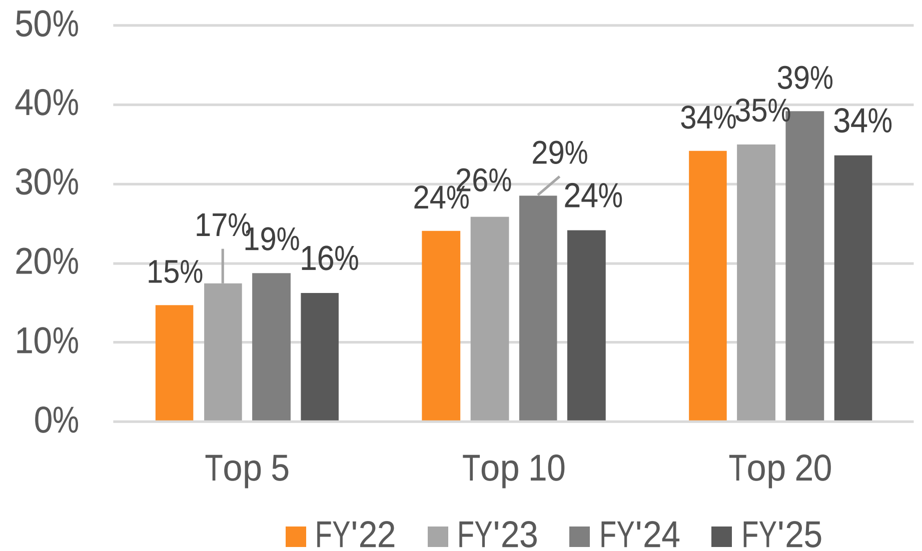
(1) Annuity Revenues comprise of ATS/AMC, Cloud/ Subscription License and Support revenue streams

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

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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

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Leadership Team

R. Krishna Kumar
VP – Sales (Australia)

Prashant Sahai
VP – Sales (Middle East)

Pramod Kumar
VP – Sales (APAC)

Sandeep Hinduja
VP – Sales (Americas)

Purushotam Savlani
VP - Sales (KSA)

Runki Goswami
VP – Marketing

Atin Kumar
VP-Global Delivery

Rajnish Kumar
VP –HRD

Anurag Kumar Shah
VP – Product & Solutions (Americas)

Nitin Gupta
VP – Customer Success (Americas)

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

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)

Sanjay Pandey
VP – Product Engineering

Varun Goswami
VP – Product Management

Deepika Kapoor
VP – Product

Dinesh Kumar Parikh
VP – Product

Kaushal Verma
VP – New Solutions Group (Banking)

Anagat Pareek
VP – Cloud and Cyber Security

Saras Agarwal
VP – Healthcare COE and Strategic Accounts (US)

Q2 FY’26 Results

Financial Summary (Consolidated)

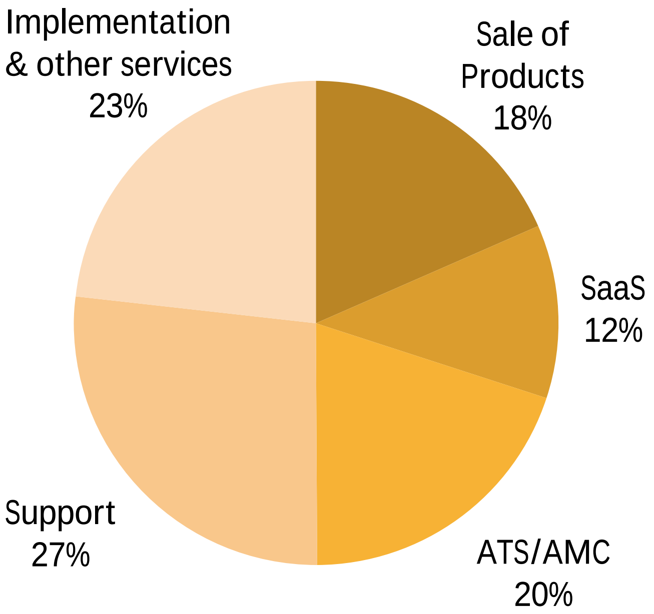
Particulars		Q2FY26 (Unaudited)	Q2FY25 (Unaudited)	YoY Growth	H1 FY26	H1 FY'25	YoY Growth
Revenue (INR Mn)	Revenue from operations	4,008	3,612	11.0%	7,214	6,759	6.7%
	Other Income	132	185	-28.7%	426	411	3.7%
	Total Income	**4,140**	**3,797**	9.0%	**7,640**	**7,170**	6.6%
Profits (INR Mn)	EBITDA *(adjusted for other income)*	1,024	830	23.4%	1,474	1,307	12.8%
	Profit after tax	817	703	16.2%	1,315	1,179	11.5%
Margin (%)	EBITDA *(adjusted for other income)*	25.5%	23.0%		20.4%	19.3%	
	Profit after tax *(on revenue)*	20.4%	19.5%		18.2%	17.4%	
EPS (INR)	Basic	5.82	5.03	15.8%	9.37	8.43	11.1%
	Diluted	5.69	4.87	16.9%	9.14	8.16	12.0%

Q2 FY’26 v/s Q2 FY’25

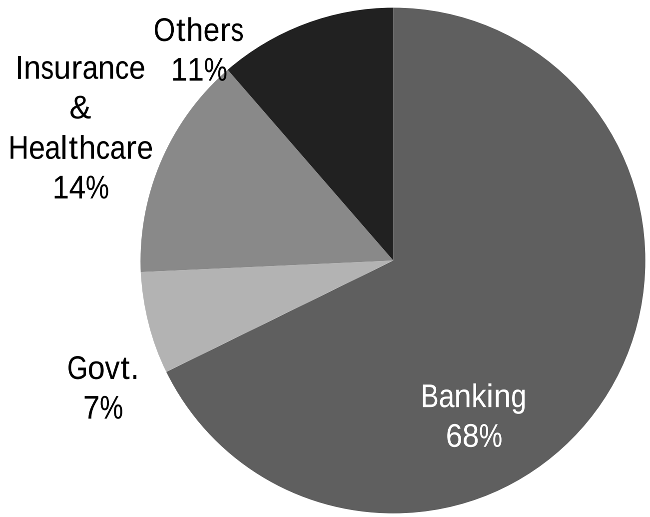
- Revenues at Rs 4,008 million, up 11% Q2 YoY. Subscription revenues witnessed growth of 20% Q2 YoY.
- Profit after Tax at Rs 817 million, up by 16% Q2 YoY, with PAT Margin of 20.4%.

Revenues Across Verticals and Geographies

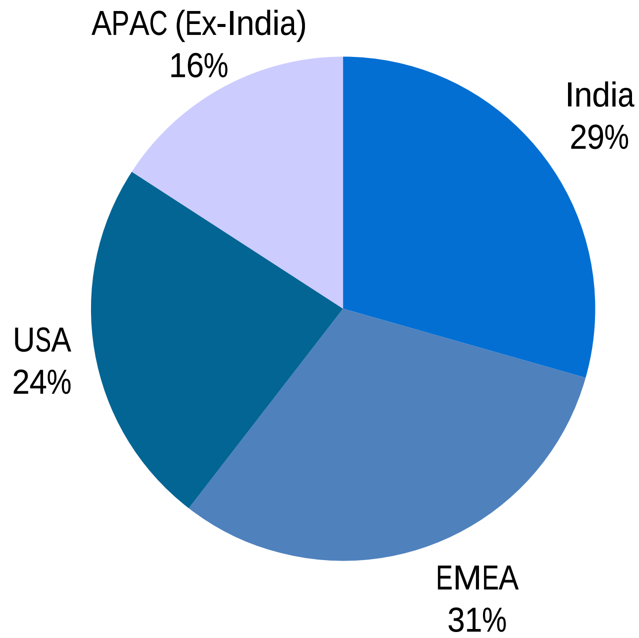
Q2 FY'26 Revenue Split by Segment



Q2 FY'26 Revenue Split by Vertical



Q2 FY'26 Revenue Split by Geography



Key Business Highlights

- **15 new customer logo additions** during the quarter.
- Recognized as a "**Strong Performer**" in the **Forrester Wave^{TM} Digital Process Automation Software, Q3 2025***
- Selected in the **Forbes Asia Best under a Billion issue published in August 2025** (second time in a row).
- Recognized in Forrester's The Insurance Agency Management Systems Landscape, Q3 2025
- Recognized as a representative vendor in Gartner® Market Guide for Commercial Banking Cash Management, on August 12th.
- Recognized as a sample vendor in Gartner® Hype Cycle for Bank Lending, 2025 on July 28th.

*https://newgensoft.com/company/recognition/

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Key Wins

- Won a project of approx. £3mn from a major life and pensions consolidator in the UK market to provide an enterprise content management and customer communication management platform.

- Signed a five-year contract worth €4.2mn with a major retail group with diverse portfolio of food and non-food segment in Europe for a modernized, cloud-based enterprise records management platform.

- Secured a five-year contract valued at $ 5.6mn from a Ghana based conglomerate for implementing a Loan Management System.

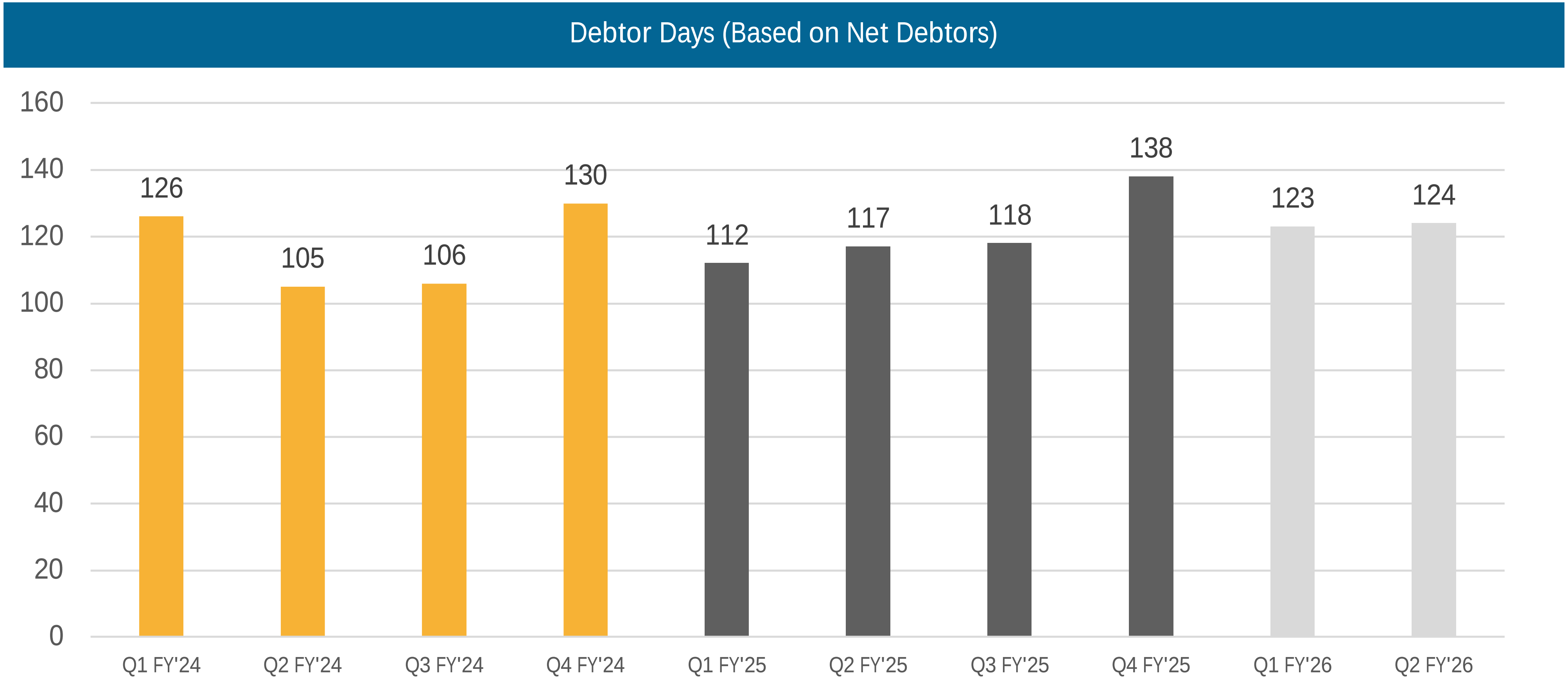
- Entered a two-year, USD 1.6mn deal with a bank in the Americas region for supply, installation, and implementation of the Newgen Enterprise Content Management System platform.

- Signed a three-year agreement valued at approx. USD 2.6mn with a leading US healthcare company for annual software subscription, cloud hosting services and implementation.

- Awarded a five-year, ₹21.24 crore deal by a General Insurance Company in India, for policy administration system.

- Awarded a multi-year, ₹8.9 crore deal for licenses of BPM platform and its implementation for the Pan 2.0 initiative in India.

Debtors Days



Note: The business is seasonal in nature with proportionately higher revenues and debtor days in the year end period (March)

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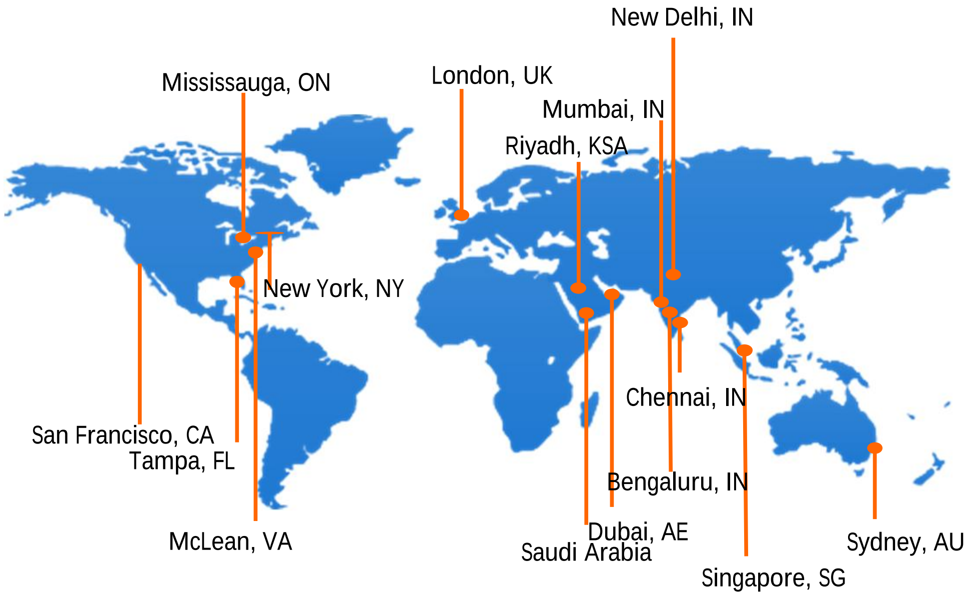

Global Offices

For any investor queries, please contact:

Deepti Mehra Chugh

Head – Investor Relations

Phone: +91 11 46 533 200

Mail : **deepti.chugh@newgensoft.com** **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)	Q2 FY 2026	Q2 FY 2025	Q1 FY 2026	H1 FY'26	H1 FY'25
Revenue					
Revenue from operations	4,007.9	3,611.6	3,206.6	7,214.5	6,758.8
Other income	132.1	185.2	293.9	426.0	410.8
Total revenue	**4,140.0**	**3,796.8**	**3,500.4**	**7,640.5**	**7,169.6**
Expenses					
Employee benefits	1,886.0	1,846.8	1,815.1	3,701.1	3,587.1
Finance costs	11.8	9.5	12.2	24.0	19.5
Depreciation and amortization	91.0	79.9	90.6	181.6	157.3
Other expenses	1,097.9	934.8	941.5	2,039.4	1,864.9
Total expenses	**3,086.8**	**2,871.0**	**2,859.4**	**5,946.2**	**5,628.9**
Profit before tax	**1,053.2**	**925.8**	**641.1**	**1,694.3**	**1,540.7**
Tax expenses					
Current tax / Tax expense for earlier years	268.1	250.8	151.9	420.0	387.2
Deferred tax (credit)/charge	-32.2	-28.3	-8.1	-40.3	-25.5
Profit after tax for the year	**817.3**	**703.3**	**497.2**	**1,314.5**	**1,179.0**
Other comprehensive income/(loss) for the year, net of income tax	**67.8**	**25.2**	**30.2**	**98.0**	**17.4**
Total comprehensive income for the year	**885.1**	**728.5**	**527.4**	**1,412.5**	**1,196.4**
Earnings per equity share (face value of Rs. 10 per share)					
Basic earning per share	5.82	5.03	3.55	9.37	8.43
Diluted earning per share	5.69	4.87	3.45	9.14	8.16

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