



Results Q3 FY 2019

NSE: NUCLEUS, BSE: 531209

Nucleus Software announces Q3 FY 2019 Financial Results, Revenue grew at 16.0% YoY

- *FinnOne Neo Cloud empowered NBFCs and HFCs to drive transformation in lending*
- *Continues focus on digital transformation in lending and corporate banking*

New Delhi, India, Jan 29, 2019: [Nucleus Software](#), the leading provider of lending and transaction banking solutions to the global financial services industry, announced its financial results for the quarter and nine months ended 31st December, 2018.

Consolidated revenue for the third quarter of FY19 is at **Rs. 122.9 crore** compared to **Rs. 106.0 crore** in Q3 of the previous year. Revenue for the nine months of FY19 is at **Rs. 357.0 crore**, against **Rs. 300.8 crore** in the corresponding nine months of FY18.

Mr. Vishnu R. Dusad (Managing Director, Nucleus Software) said, "Q3 continued to build on the momentum we've seen in the first two quarters, with 4 new customers, 5 new product orders and 27 product module implementations worldwide. As businesses all over the world continue to their digital transformation journeys, our investment in new technologies has positioned us well to deliver more value to our customers. We witnessed solid traction for our corporate banking solution – FinnAxia, as there has been a marked increase in engagement with many leading banks and other financial institutions globally.

We are also encouraged by the continued growth and adoption of FinnOne Neo Cloud in the market. We are delighted to win the 'Best Cloud Lending Solution' and also one of our cloud implementations received 'Best Lending Technology Implementation of the Year' at the BFSI Innovative Technology Awards 2018. It demonstrates the tremendous impact that the combination of innovative technology and customer-centric business strategies can have on financial services," **Mr. Dusad, further added.**

Financial highlights:

Consolidated results for the Quarter ended 31st December, 2018

- Consolidated revenue for the quarter stood at Rs. 122.9 crore in comparison to Rs. 106.0 crore in the corresponding Q3 of the previous year
- Product business revenue for the quarter was at Rs. 96.7 crore in comparison to Rs. 85.1 crore in the corresponding Q3 of the previous year

Corporate Office

Nucleus Software Exports Ltd.
A-39, Sector 62, Noida - 201307

Registered Office

33-35 Thyagraj Nagar Mkt, New Delhi - 110003
CIN : L74899DL1989PLC034594



- EBIDTA for the quarter stood at Rs. 22.2 crore in comparison to Rs. 18.6 crore in the corresponding Q3 of the previous year
- Net Profit after Tax (PAT) stood at Rs. 20.7 crore in comparison to Rs. 18.1 crore in the corresponding Q3 of the previous year
- Earnings Per Share for the quarter is at Rs. 7.14 in comparison to Rs. 6.24 in the corresponding Q3 of the previous year

Consolidated results for the nine months ended 31st December, 2018

- Consolidated revenue stood at Rs. 357.0 crore in comparison to Rs. 300.8 crore in the corresponding nine months of the previous year
- Product business revenue at Rs. 282.9 crore in comparison to Rs. 237.1 crore in the corresponding nine months of the previous year
- EBIDTA stood at Rs. 63.3 crore in comparison to Rs. 42.4 crore in the corresponding nine months of the previous year
- Net Profit after Tax (PAT) stood at Rs. 57.5 crore in comparison to Rs. 45.3 crore in the corresponding nine months of the previous year
- Earnings Per Share at Rs. 19.78 in comparison to Rs. 14.58 in the corresponding nine months of the previous year

Liquidity:

Cash and cash equivalents, including investments in debt schemes of mutual funds, fixed deposits with banks, tax free PSU bonds are at Rs. 480.4 crore as on 31st December, 2018, as against Rs. 430.4 crore on 31st December, 2017

Business Highlights:

- Added **04** new customers and won 05 new product orders, during the quarter
- **27** product module implementations successfully went live across the globe
- Gained **28** new customers, including 13 so far in 2018 for [FinnOne Neo Cloud](#)
- Presented insights on 'Artificial Intelligence for Risk Mitigation in the era of Global Faster Payment Systems at the IDC Financial Insights' at the FinTech Innovation Summit 2018 in Malaysia
- Addressed the [5th NBFC100 Tech Summit](#), in Mumbai for leading NBFCs and HFCs to drive innovation in lending

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- Speaker [Rural Bankers Association of the Philippines Symposium 2018](#) for leading Banks in Philippines
- Won award for '[Best Cloud Lending Solution](#)' at the BFSI Innovative Technology Awards 2018. Also, one of our implementation won the "Best Lending Technology Implementation of the Year"
- Hosted webinar in association with Amazon Web Services (AWS) for NBFCs and HFCs on how they can get 'future ready' and drive transformation with a unique combination of business innovation and advanced technology.
- The global strength of employees at Nucleus Software as on 31st December, 2018 stands at 2072 against 1847 as on 31st December, 2017.

About Nucleus Software:

Nucleus Software (BSE & NSE: NUCLEUS) is the leading provider of lending and transaction banking products to the global financial services industry. Its software powers the operations of more than 150 companies in 50 countries, supporting retail banking, corporate banking, cash management, internet banking, automotive finance and other business areas. Nucleus Software is known for its world-class expertise and innovation in lending and transaction banking technology. It has two flagship products, built on the latest technology:

- FinnOne™ 10 time winner - World's Best Selling Lending Solution.
- FinnAxia™, an integrated global transaction banking solution used by banks worldwide to offer efficient and Innovative global payments and receivables, liquidity management and business internet banking services.
- PaySe™, the world's first offline digital payment solution offering online capabilities, is designed and created with an aim to democratize money.

Forward-looking and Cautionary Statements: For risks and uncertainties relating to forward-looking statements, please visit: <http://www.nucleussoftware.com/safe-harbor>.

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CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2018

In Rs. Lakhs

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	December 31, 2018	September 30, 2018	December 31, 2017	December 31, 2018	December 31, 2017	March 31, 2018
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1. INCOME FROM OPERATIONS						
Income from Software Products and Services	12,293	12,149	10,602	35,704	30,078	41,181
Total Income from operations (net)	12,293	12,149	10,602	35,704	30,078	41,181
2. EXPENSES						
a) Employee benefit expense	7,816	7,671	6,677	23,021	19,841	27,697
b) Operating and other expenses	2,248	2,185	2,053	6,316	5,955	7,615
c) Finance cost (Bank Charges)	12	13	12	39	39	51
Total Expenses	10,076	9,869	8,742	29,376	25,835	35,363
3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)	2,217	2,280	1,860	6,328	4,243	5,818
4. Depreciation, amortisation and impairment expense	441	193	181	808	531	704
5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)	1,776	2,087	1,679	5,520	3,712	5,114
6. Other Income	594	380	543	1,667	2,127	2,872
7. PROFIT BEFORE TAXES (5+6)	2,370	2,467	2,222	7,187	5,839	7,986
8. Tax expense	297	553	411	1,441	1,310	1,731
9. PROFIT AFTER TAXES (7-8)	2,073	1,914	1,811	5,746	4,529	6,255
10. OTHER COMPREHENSIVE INCOME	227	(308)	204	(50)	(230)	(150)
11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (9+10)	2,300	1,606	2,015	5,696	4,299	6,105
12. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)						
Basic	7.14	6.59	6.24	19.78	14.58	20.47
Diluted	7.14	6.59	6.24	19.78	14.58	20.47

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CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

REVENUE BY	Quarter Ended						Nine Month Ended				Year Ended	
	December 31, 2018	% of Revenue	September 30, 2018	% of Revenue	December 31, 2017	% of Revenue	December 31, 2018	% of Revenue	December 31, 2017	% of Revenue	March 31, 2018	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
GEOGRAPHICAL SEGMENTS												
INDIA	3,405	27.7	3,794	31.2	3,318	31.3	10,880	30.5	9,145	30.4	12,666	30.8
FAR EAST	1,607	13.1	1,603	13.2	1,596	15.1	4,670	13.1	4,620	15.4	6,216	15.1
SOUTH EAST ASIA	2,960	24.1	2,804	23.1	2,195	20.7	8,522	23.9	6,222	20.7	8,990	21.8
EUROPE	1,373	11.2	1,193	9.8	969	9.1	3,711	10.4	3,100	10.3	4,211	10.2
MIDDLE EAST	2,142	17.4	1,923	15.8	1,757	16.6	5,711	16.0	4,716	15.7	6,211	15.1
AFRICA	530	4.3	552	4.6	383	3.6	1,347	3.7	810	2.7	1,104	2.7
AUSTRALIA	253	2.0	242	2.0	264	2.5	754	2.1	795	2.6	1,072	2.6
REST OF THE WORLD	23	0.2	38	0.3	120	1.1	109	0.3	670	2.2	711	1.7
TOTAL	12,293	100.0	12,149	100.0	10,602	100.0	35,704	100.0	30,078	100.0	41,181	100.0
BUSINESS SEGMENTS												
PRODUCTS	9,672	78.7	9,600	79.0	8,506	80.2	28,291	79.2	23,712	78.8	32,609	79.2
Own	9,612	78.2	9,522	78.4	8,427	79.5	28,065	78.6	23,478	78.0	32,288	78.4
Traded	60	0.5	78	0.6	79	0.7	226	0.6	233	0.8	321	0.8
PROJECTS & SERVICES	2,621	21.3	2,549	21.0	2,096	19.8	7,413	20.8	6,366	21.2	8,572	20.8
TOTAL	12,293	100.0	12,149	100.0	10,602	100.0	35,704	100.0	30,078	100.0	41,181	100.0

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