



Results Q2 FY 2016

NSE: NUCLEUS, BSE: 531209

Nucleus Software announces Q2 FY 2016 Results

New Delhi, India, 28 October, 2015: Nucleus Software, the leading provider of lending and transaction banking solutions to the global financial services industry, announced its financial results for the quarter ending 30th September, 2015. Consolidated revenue for the second quarter of FY 16 is at **Rs. 84.7 crore** compared to **Rs. 86.8 crore** in Q2 of the previous year. Revenue for the first half year of FY 2016 is at **Rs. 169.5 crore**, against **Rs. 166.3 crore** in the corresponding half year of FY 2015.

Commenting on the Company's performance **Mr. Vishnu R. Dusad, CEO, Nucleus Software** said, "I am happy to report that the company is continuing to make steady progress on its strategy. Strategic investments and partnerships in the last quarter have provided us with great opportunities to grow and to continue our mission to help our customers succeed. In Q2 Magma FinCorp Ltd., a leading Non Banking Finance Company (NBFC), became the latest addition to our growing customer base of innovative companies. Magma FinCorp will implement FinnOne Neo™ to power its loan origination and loan management operations. During the quarter we released new versions of our key products targeted specifically for Mutuals and NBFCs. We have further strengthened our leadership team with senior appointments. I am confident of the quarters ahead as we continue to build on our sales and marketing activities around the world."

In the second quarter, the company launched new versions of its award winning lending solution FinnOne Neo™. The new releases have been designed to meet the needs of the Mutual sector in Australia and the Non Banking Financial Company sector in India. Powered by FinnOne Neo™, these new solutions are comprehensive, technologically advanced and are designed to manage the complete loan lifecycle – from designing and launching innovative products in minutes to dramatically reducing exposure to risk. With cloud-based deployment options, the solutions provide an effective mechanism to overcome the high upfront investment often associated with the latest technologies.

The company built on its strategic alliance to deliver the lending solution, FinnOne Neo™, on the Microsoft Azure platform to provide banks and finance companies with an advanced lending solution that is secure, scalable and responsive to changing customer demands. Nucleus Software also built on its global alliance with Red Hat during its "Shaping The Future of Lending For Non-Banking Finance Companies" seminar. The round table discussion was aimed at addressing the issues and challenges faced by NBFCs in India.

Corporate Office

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

Registered Office

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

FINANCIAL HIGHLIGHTS

Consolidated results for the Quarter ended 30th September, 2015

- Consolidated revenue for the quarter stood at Rs. 84.7 crore in comparison to Rs. 86.8 crore in the corresponding Q2 of the previous year
- Product business revenue for the quarter was at Rs. 62.8 crore in comparison to Rs. 62.0 crore in the corresponding Q2 of the previous year
- EBIDTA for the quarter stood at Rs. 1.7 crore in comparison to Rs. 15.5 crore in the corresponding Q2 of the previous year
- Net Profit after Tax (PAT) stood at Rs. 4.5 crore in comparison to Rs. 12.9 crore in the corresponding Q2 of the previous year
- Earnings Per Share for the quarter is at Rs. 1.40 in comparison to Rs. 3.97 in the corresponding Q2 of the previous year

Consolidated results for the half-year ended 30th September, 2015

- Consolidated revenue stood at Rs. 169.5 crore in comparison to Rs. 166.3 crore in the corresponding half-year of the previous year
- Product business revenue at Rs. 125.6 crore in comparison to Rs. 118.3 crore in the corresponding half-year of the previous year
- EBIDTA stood at Rs. 6.0 crore in comparison to Rs. 25.7 crore in the corresponding half-year of the previous year
- Net Profit after Tax (PAT) stood at Rs. 11.3 crore in comparison to Rs. 24.5 crore in the corresponding half-year of the previous year
- Earnings Per Share at Rs. 3.50 in comparison to Rs. 7.57 in the corresponding half-year of the previous year

LIQUIDITY

Cash and cash equivalents, including investments in debt schemes of mutual funds, fixed deposits with banks and tax free PSU bonds are at Rs. 342.6 crore as on 30th September, 2015, as against Rs. 305.7 crore on 30th September, 2014.

BUSINESS HIGHLIGHTS

For the Quarter ended 30th September, 2015:

- The company won one new product order worldwide
- The second quarter of FY 2016 saw a total of one new customer being added to the count of over 150 customers across the globe
- In Q2 FY2016, 11 product module implementations successfully went live across the globe

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NUCLEUS SOFTWARE

For the Half year ended 30th September, 2015:

- Won two new product orders worldwide
- Two new customers added
- 18 product modules successfully implemented across geographies

The global strength of employees at Nucleus Software as on 30th September, 2015 stands at 1603 against 1588 as on 30th September, 2014.

EVENTS HIGHLIGHTS

- Nucleus Software participated at the 2015 Customer Owned Banking Convention from 19th to 22nd September 2015 in Darwin, Australia. At the event, the company launched its latest Lending Solution - FinnOne Neo™ for Mutuals, a solution designed specifically to meet the needs of the Mutuals sector. <http://bit.ly/1gnYBz8>
- At the 7th Annual Retail Banking Africa 2015, Nucleus Software showcased its complete product suite including FinnOne Neo™. During the event, Mr. Percy Thaver, Vice President & Head – Africa Sales, Nucleus Software shared insights on global trends in Retail Banking and how technology can help banks capitalise on the opportunities created. <http://bit.ly/1ELGEXg>
- Nucleus Software was a strategic partner in FIBAC 2015, India's premier banking conference on 24-25 August, 2015 in Mumbai. At the event, Mr. Daragh O'Byrne, Global Head - Marketing and Alliances shared insights on "Does a Winning Bank of the Future look like a Technology Company?". <http://www.nucleussoftware.com/fibac-2015>
- Nucleus Software hosted an exclusive dialogue on 'Shaping the Future of Finance' for the Banking and Finance Industry in the Philippines on 13th August 2015. During two back-to-back events experts from Nucleus Software shared the company's global expertise. <http://bit.ly/1W89AuY>
- The company hosted a roundtable discussion for CIOs and Business Heads from leading NBFCs on "Shaping The Future of Lending For Non-Banking Finance Companies (NBFCs)". The invitation-only event took place in Chennai on August 5, 2015 in association with Red Hat and was designed to address the issues and challenges faced by NBFCs in India. <http://bit.ly/1OVIaba>
- Nucleus Software participated in the West Africa International Retail Banking Dialogue 2015 as a Thought Leadership Sponsor organised by The Asian Banker. The company shared its deep expertise through a session titled "Enhancing technology infrastructure to expand the banks scope and enhance customer experience across delivery channels". <http://bit.ly/1OLMYBB>

To find out more about the company's participation at global events, please visit the following page:
<http://www.nucleussoftware.com/events>.

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INVESTOR CONFERENCE CALL INFORMATION

On **October 28, 2015**, the management team at Nucleus Software including Chief Executive Officer, Mr. Vishnu R. Dusad will participate in a conference call for Investors and Analysts at **4:00 PM IST**.

Details of the Earnings Conference Call are given below:

Date	October 28, 2015	
Time	4:00 PM IST	
Conference ID	38344887#	
All India Toll Free Number	1800 419 2425	
Dial In Access Numbers	Delhi/ NCR:	011- 6675 4500 /3940 6000
	Mumbai:	022- 6000 5900/3940 6000
	Kolkata:	033- 6000 5900/3940 6000
	Chennai:	044- 6000 5900/3940 6000

The audio and transcript of this conference call will be made available at the Investor section of the website www.nucleussoftware.com

About Nucleus Software

Nucleus Software 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™, named the World's Best Selling Lending System for 7 years running (IBS Publishing)
- 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.

Nucleus Software is listed on the National Stock Exchange and Bombay Stock Exchange in India. For more information, please visit www.nucleussoftware.com.

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Safe Harbor:

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially 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 the success of our investments, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, our ability to successfully implement our strategy, our research and development efforts, changes in the value of the Rupee and other currency changes, intense competition in IT and consulting services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Nucleus may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Board of India, Stock Exchange and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

For further information, please contact:

For Investor queries	For media queries
Poonam Bhasin, Nucleus Software Exports Limited Email: Poonam@nucleussoftware.com Phone number: +91-120-4031400	Ina Bansal Nucleus Software Exports Limited Email: ina.bansal@nucleussoftware.com Phone number: +91-120-4031400
	Parneet Hira Genesis Burson Marsteller Email: Parneet.hira@bm.com Phone number: +91- 9711209896

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CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED SEPTEMBER 30, 2015

₹ In Lakhs

Particulars	Quarter Ended			Half Year Ended		Year Ended
	September 30, 2015	June 30, 2015	September 30, 2014	September 30, 2015	September 30, 2014	March 31, 2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1. INCOME FROM OPERATIONS						
Income from Software Products and Services	8,468.28	8,482.23	8,683.47	16,950.51	16,626.12	35,313.96
Total Income from operations (net)	8,468.28	8,482.23	8,683.47	16,950.51	16,626.12	35,313.96
2. EXPENSES						
a) Employee benefit expense	5,994.54	5,747.73	4,948.50	11,742.27	9,778.26	20,143.90
b) Travel expense	519.00	598.86	477.73	1,117.86	906.67	2,000.95
c) Finance cost (Bank Charges)	15.41	16.67	14.74	32.08	28.38	54.46
d) Other expenses	1,769.42	1,692.29	1,688.39	3,461.71	3,345.99	6,583.56
Total Expenses	8,298.37	8,055.55	7,129.36	16,353.92	14,059.30	28,782.87
3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)	169.91	426.68	1,554.11	596.59	2,566.82	6,531.09
4. Depreciation and amortisation expense	310.31	308.24	293.62	618.55	579.81	1,196.68
5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)	(140.40)	118.44	1,260.49	(21.96)	1,987.01	5,334.41
6. Other Income	700.82	774.14	683.66	1,474.96	1,358.83	3,330.86
7. PROFIT BEFORE TAXES (5+6)	560.42	892.58	1,944.15	1,453.00	3,345.84	8,665.27
8. Tax expense	106.14	213.26	659.24	319.40	895.52	2,193.86
9. PROFIT AFTER TAXES (7-8)	454.28	679.32	1,284.91	1,133.60	2,450.32	6,471.41
10. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)						
Basic	1.40	2.10	3.97	3.50	7.57	19.98
Diluted	1.40	2.10	3.97	3.50	7.57	19.98

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CONSOLIDATED SEGMENT INFORMATION												
												₹ In Lakhs
REVENUE BY	Quarter Ended						Half Year Ended				Year Ended	
	September 30, 2015	% of Revenue	June 30, 2015	% of Revenue	September 30, 2014	% of Revenue	Sep. 30, 2015	% of Revenue	Sep. 30, 2014	% of Revenue	March 31, 2015	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
GEOGRAPHICAL SEGMENTS												
INDIA	1,396.30	16.49	1,300.12	15.33	1,266.77	14.59	2,696.42	15.91	2,636.70	15.86	5,587.49	15.82
FAR EAST	1,381.19	16.31	1,238.73	14.60	1,531.61	17.64	2,619.92	15.46	2,949.90	17.74	5,872.73	16.63
SOUTH EAST ASIA	2,131.67	25.17	1,996.93	23.54	1,926.46	22.19	4,128.60	24.36	3,608.71	21.71	7,851.10	22.23
EUROPE	863.52	10.20	1,490.00	17.57	839.99	9.67	2,353.52	13.88	1,537.14	9.25	3,443.80	9.75
MIDDLE EAST	1,360.26	16.06	1,330.03	15.68	1,760.80	20.28	2,690.29	15.87	3,332.21	20.04	6,811.78	19.29
AFRICA	324.59	3.83	384.06	4.53	779.90	8.98	708.65	4.18	1,205.01	7.25	1,976.39	5.60
AUSTRALIA	810.51	9.57	632.84	7.46	405.74	4.67	1,443.35	8.52	688.99	4.14	2,696.07	7.63
REST OF THE WORLD	200.24	2.36	109.52	1.29	172.20	1.98	309.76	1.83	667.47	4.01	1,074.60	3.04
TOTAL	8,468.28	100.00	8,482.23	100.00	8,683.47	100.00	16,950.51	100.00	16,626.12	100.00	35,313.96	100.00
BUSINESS SEGMENTS												
PRODUCTS	6,282.10	74.18	6,278.92	74.02	6,195.40	71.35	12,561.02	74.10	11,834.22	71.18	25,562.44	72.39
Own	6,218.85	73.44	6,217.19	73.30	6,098.78	70.23	12,436.04	73.37	11,493.31	69.13	25,090.78	71.05
Traded	63.25	0.75	61.73	0.73	96.62	1.11	124.98	0.74	340.91	2.05	471.66	1.34
PROJECTS & SERVICES	2,186.18	25.82	2,203.31	25.98	2,488.07	28.65	4,389.49	25.90	4,791.90	28.82	9,751.52	27.61
TOTAL	8,468.28	100.00	8,482.23	100.00	8,683.47	100.00	16,950.51	100.00	16,626.12	100.00	35,313.96	100.00

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