



Results Q1 FY 2019

NSE: NUCLEUS, BSE: 531209

## Nucleus Software announces Q1 FY19 Financial Results

*Continuous focus on innovation; enabling banks and financial institutions to leverage the power of digital transformation*

**New Delhi, July 18, 2018:** [Nucleus Software](#), the leading provider of lending and transaction banking solutions to the global financial services industry, announced its consolidated results for the first quarter ended on June 30, 2018.

Consolidated revenue for the first quarter of FY 2019 is at **Rs. 112.6 crore** in comparison to **Rs. 94.3 crore** in the corresponding quarter of the previous year.

**Commenting on the results, Vishnu R Dusad (Managing Director, Nucleus Software) said,**“Our relentless focus on leveraging innovative technologies to deliver business value continues to yield results – our Lending Analytics and FinnOne Neo Cloud solutions continue to gain traction in the market. In fact, I am delighted to report that we have now 19 customers for our cloud solution. Our Innovation Labs are creating innovative business solutions using the latest technologies including AI, chatbots and virtual reality. Our digital transformation strategy aligns very well with the strategic direction of banks and other financial institutions”.

### Financial highlights:

#### **Consolidated results for the first quarter ended 30<sup>th</sup> June, 2018**

- Consolidated revenue at Rs. 112.6 crore, in comparison to Rs. 94.3 crore in corresponding Q1 of the previous year
- Product business revenue at Rs. 90.2 crore in comparison to Rs. 73.2 crore in the corresponding Q1 of the previous year
- EBIDTA at Rs. 18.3 crore in comparison to Rs. 10.2 crore in the corresponding Q1 of the previous year
- Net Profit after Tax (PAT) at Rs. 17.6 crore in comparison to Rs. 11.5 crore in the corresponding Q1 of the previous year
- Earnings Per Share at Rs. 6.06 in comparison to Rs. 3.56 in the corresponding Q1 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



### **Liquidity:**

Cash and cash equivalents, including investments in debt schemes of mutual funds, fixed deposits with banks and tax free PSU bonds, etc. are at Rs. 479.8 crore as on 30<sup>th</sup> June, 2018, as against Rs. 503.7 crore on 30<sup>th</sup> June, 2017.

### **Business Highlights:**

- Added **3** new customers in the quarter from various geographies
- Won **6** new orders worldwide including 1 in Americas, 4 in India and 1 in Middle East
- Went live with **16** product module implementations during the quarter
- Selected by [HDB Financial Services Limited \(HDBFS\)](#), for implementing lending analytics solution to help them leverage the insights provided by their data and make faster and more informed lending decisions.
- Launched Mobile based Lending platform -[FinnOne Neo mFin- for microfinance](#). This solution is designed to help micro lenders provide easy, fast and digitized access to micro credit, anytime, anywhere.
- Presented views on how Microfinance companies can address the market challenges, innovate and transform their businesses with next generation digital lending solutions, powered by analytics in South Africa
- Hosted an online, interactive roundtable webinar on 'Driving Innovation in lending with cloud' in association with Dun & Bradstreet
- Organized the largest global Government event, the [GCC Smart Government & Smart Cities Conference](#) is a global platform dedicated to shaping the future of governments worldwide in Dubai
- Organized a conference with the theme of Driving Innovation in Loan Collections – Profitable, Smarter & Customer Oriented in Hanoi and Ho Chi Minh City, Vietnam
- Participated in the 10<sup>th</sup> annual [BankTech Asia Sri Lanka Conference & Exhibition](#) in Colombo
- Attended the [3<sup>rd</sup> NBFC100 Tech Summit](#) in Delhi and shared views on how cloud technology can help Indian NBFCs in shaping the future of lending by providing customer centric loan services, making better credit decision, quickly scaling operations and beating the competition in the changing regulatory landscape
- Organized a conference on 'Driving Innovation in Lending – Digital, Personal, Analytical' in association with Mantis Hop in Ghana
- Organized an industry roundtable, for banks & NBFCs, on 'Lending with Analytics & AI: Profitable, Smarter & Customer-oriented' in Mumbai in association with Dun & Bradstreet.

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### **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>.

### **Media Relations:**

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**CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED JUNE 30, 2018**

In Rs. Lakhs

Particulars	Quarter Ended			Year Ended
	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
	Unaudited	Unaudited	Unaudited	Audited
<b>1. INCOME FROM OPERATIONS</b>				
Income from Software Products and Services	11,261	11,103	9,432	41,181
<b>Total Income from operations (net)</b>	<b>11,261</b>	<b>11,103</b>	<b>9,432</b>	<b>41,181</b>
<b>2. EXPENSES</b>				
a) Employee benefit expense	7,534	7,856	6,422	27,697
b) Operating and other expenses	1,883	1,664	1,979	7,615
c) Finance cost (Bank Charges)	14	12	13	51
<b>Total Expenses</b>	<b>9,431</b>	<b>9,532</b>	<b>8,414</b>	<b>35,363</b>
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>1,830</b>	<b>1,571</b>	<b>1,018</b>	<b>5,818</b>
4. Depreciation and amortisation expense	174	173	177	704
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>1,656</b>	<b>1,398</b>	<b>841</b>	<b>5,114</b>
6. Other Income	693	749	760	2,872
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>2,349</b>	<b>2,147</b>	<b>1,601</b>	<b>7,986</b>
8. Tax expense	590	421	450	1,731
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>1,759</b>	<b>1,726</b>	<b>1,151</b>	<b>6,255</b>
<b>10. OTHER COMPREHENSIVE INCOME</b>	<b>32</b>	<b>80</b>	<b>(373)</b>	<b>(150)</b>
<b>11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>1,791</b>	<b>1,806</b>	<b>778</b>	<b>6,105</b>
<b>12. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>				
Basic	6.06	5.94	3.56	20.47
Diluted	6.06	5.94	3.56	20.47

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## CONSOLIDATED SEGMENT INFORMATION

In Rs. Lakhs

REVENUE BY	Quarter Ended						Year Ended	
	June 30, 2018	% of Revenue	March 31, 2018	% of Revenue	June 30, 2017	% of Revenue	March 31, 2018	% of Revenue
	Unaudited		Unaudited		Unaudited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>								
INDIA	3,681	32.7	3,521	31.7	2,686	28.5	12,666	30.8
FAR EAST	1,460	13.0	1,596	14.4	1,477	15.6	6,216	15.1
SOUTH EAST ASIA	2,759	24.5	2,767	24.9	2,074	22.0	8,990	21.8
EUROPE	1,144	10.2	1,111	10.0	1,112	11.8	4,211	10.2
MIDDLE EAST	1,646	14.6	1,495	13.5	1,406	14.9	6,211	15.1
AFRICA	265	2.3	294	2.6	208	2.2	1,104	2.7
AUSTRALIA	259	2.3	277	2.5	264	2.8	1,072	2.6
REST OF THE WORLD	47	0.4	42	0.4	205	2.2	711	1.7
<b>TOTAL</b>	<b>11,261</b>	<b>100.0</b>	<b>11,103</b>	<b>100.0</b>	<b>9,432</b>	<b>100.0</b>	<b>41,181</b>	<b>100.0</b>
<b>BUSINESS SEGMENTS</b>								
<b>PRODUCTS</b>	<b>9,019</b>	<b>80.1</b>	<b>8,897</b>	<b>80.1</b>	<b>7,320</b>	<b>77.6</b>	<b>32,609</b>	<b>79.2</b>
Own	8,931	79.3	8,810	79.3	7,241	76.8	32,288	78.4
Traded	88	0.8	87	0.8	78	0.8	321	0.8
<b>PROJECTS &amp; SERVICES</b>	<b>2,242</b>	<b>19.9</b>	<b>2,206</b>	<b>19.9</b>	<b>2,112</b>	<b>22.4</b>	<b>8,572</b>	<b>20.8</b>
<b>TOTAL</b>	<b>11,261</b>	<b>100.0</b>	<b>11,103</b>	<b>100.0</b>	<b>9,432</b>	<b>100.0</b>	<b>41,181</b>	<b>100.0</b>

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