



NEWS RELEASE

Nucleus Software announces Q1 FY21 Financial Results

New Delhi, August 10, 2020: [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, 2020. Consolidated revenue for the first quarter of FY 2021 is at **Rs. 128.4 crore** in comparison to **Rs. 124.1 crore** in the corresponding quarter of the previous year.

Mr. R P Singh (CEO, Nucleus Software) said, "Financial institutions all over the world are re-evaluating their digital transformation programs and as leaders in digital lending and transaction banking we've been guiding our customers' strategies. We are using our expertise to anticipate what they need before they know they need it and we are creating solutions to help. For example, we created FinnOne Neo myLoan, an AI powered conversational chatbot, which enables lenders to provide self-service on WhatsApp and other instant messaging platforms. I am pleased to share that FinnOne Neo has been recognized as the best-selling Lending solution in India for the third year in a row and the world's second best-selling Lending solution. FinnAxia was recognised as the world's third best-selling Transaction Banking Solution in the inaugural Transaction Banking Systems category in the Sales League Table 2020".

Financial highlights:

Consolidated results for the first quarter ended 30th June, 2020

- Consolidated revenue at Rs. 128.4 crore, in comparison to Rs. 124.1 crore in corresponding Q1 of the previous year
- Product business revenue at Rs.107.1 crore in comparison to Rs. 97.2 crore in the corresponding Q1 of the previous year
- EBIDTA at Rs. 37.1 crore in comparison to Rs. 17.9 crore in the corresponding Q1 of the previous year
- Net Profit after Tax (PAT) at Rs. 36.3 crore in comparison to Rs. 16.6 crore in the corresponding Q1 of the previous year
- Earnings Per Share at Rs. 12.51 in comparison to Rs. 5.71 in the corresponding Q1 of the previous year

Liquidity:

Cash and cash equivalents, including investments in debt schemes of mutual funds, fixed deposits with banks and tax free bonds, etc. are at Rs. 613.0 crore as on 30th June, 2020, as against Rs. 559.2 crore on 31st March, 2020.

Business Highlights:

Corporate Office

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

Registered Office

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



- Won 6 product orders and total 8 module implementations went live worldwide during the quarter
- Announced the addition of a range of powerful new solutions to its market leading [FinnOne Neo digital lending platform](#). Added myLoan, a new AI powered conversational chatbot for loan self-service and introduced Sales Assist to provide quick digital loan sourcing at retail stores, auto dealerships, lifestyle stores and other points of sale
- Launched the latest version of its award winning lending solution - [FinnOne Neo 5.0](#). This solution offers advanced capabilities to completely digitize and automate the complex lending processes as required in an increasingly virtual world, accentuated by COVID-19
- Hosted webinars for financial services industry leaders in India, the Middle East, Australia and SEA to share insights on the future of lending an increasingly virtualized world and how lenders can React, Adapt and Lead in the evolving situation.
- Hosted a webinar on how corporate banks can leverage technology to not just REACT to the immediate customers' concerns around remote banking and liquidity but also ADAPT to a changing world where global supply chains become more local and LEAD in a post-COVID era by enabling hyper-fast and hyper-personalized banking
- FinnOne Neo has been recognized in the lending category as the [“#1 Leader” in India and as the “#2 Leader” globally](#). This is the third year in row that FinnOne Neo achieved the top spot in India. While FinnAxia was recognized as the “#3 Leader” in the inaugural Transaction Banking Systems category in the IBS Sales League Table 2020
- The global strength of employees at Nucleus Software as on 30th June, 2020 stands at 2117 as compared to 2058 as on June 30, 2019.

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 the following 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?preview=true>

Corporate Office

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

Registered Office

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



**NUCLEUS
SOFTWARE**

Media contacts:

Rashmi Joshi,

Head – Media Relations and PR

Nucleus Software

Email: rashmi.joshi@nucleussoftware.com

Mob: +91- 9560694654

Corporate Office

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

Registered Office

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



CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED JUNE 30, 2020

In Lakhs ₹

Particulars	Quarter Ended			Year Ended
	June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
	Unaudited	Unaudited	Unaudited	Audited
1. INCOME FROM OPERATIONS				
Income from Software Products and Services	12,835	13,823	12,405	52,083
Total Income from operations (net)	12,835	13,823	12,405	52,083
2. EXPENSES				
a) Employee benefit expense	7,588	7,716	8,232	32,229
b) Operating and other expenses	1,513	2,958	2,351	10,432
c) Finance cost (Bank Charges)	26	26	29	112
Total Expenses	9,127	10,701	10,612	42,773
3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)	3,708	3,122	1,793	9,310
4. Depreciation, amortisation and impairment expense	360	341	302	1,355
5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)	3,348	2,781	1,491	7,955
6. Other Income	1,295	1,029	651	3,723
7. PROFIT BEFORE TAXES (5+6)	4,643	3,811	2,142	11,678
8. Tax expense	1,010	997	485	2,779
9. PROFIT AFTER TAXES (7-8)	3,633	2,814	1,657	8,899
10. OTHER COMPREHENSIVE INCOME	239	(642)	(199)	(747)
11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (9+10)	3,872	2,172	1,458	8,152
12. Earnings Per Share (Rs.) (Par value Rs.10 each)				
(not annualised)				
Basic	12.51	9.69	5.71	30.64
Diluted	12.51	9.69	5.71	30.64

Corporate Office

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

Registered Office

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



CONSOLIDATED SEGMENT INFORMATION

In Lakhs ₹

REVENUE BY			Quarter Ended				Year Ended	
	June 30, 2020	% of Revenue	March 31, 2020	% of Revenue	June 30, 2019	% of Revenue	March 31, 2020	% of Revenue
	Unaudited		Unaudited		Unaudited		Audited	
GEOGRAPHICAL SEGMENTS								
INDIA	4620	36.0	5,702	41.3	3,474	28.0	18,057	34.7
FAR EAST	885	6.9	1,263	9.1	1,429	11.5	5,361	10.3
SOUTH EAST ASIA	2698	21.0	2,336	16.9	2,953	23.8	10,417	20.0
EUROPE	685	5.3	646	4.7	1,381	11.1	3,788	7.3
MIDDLE EAST	1933	15.1	2,009	14.5	2,100	17.0	7,763	14.9
AFRICA	301	2.3	404	2.9	543	4.4	1,719	3.3
AUSTRALIA	1061	8.3	810	5.9	373	3.0	2,738	5.3
REST OF THE WORLD	652	5.1	653	4.7	152	1.2	2,240	4.2
TOTAL	12,835	100.0	13,823	100.0	12,405	100.0	52,083	100.0
BUSINESS SEGMENTS								
PRODUCTS	10,707	83.4	11,194	81.0	9,722	78.4	41,433	79.5
Own	10,675	83.2	11,165	80.8	9,656	77.8	41,193	79.0
Traded	31	0.2	29	0.2	67	0.5	240	0.5
PROJECTS & SERVICES	2128	16.6	2,629	19.0	2,682	21.6	10,650	20.5
TOTAL	12,835	100.0	13,823	100.0	12,405	100.0	52,083	100.0

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

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