



**Results Q1 FY 2018**

NSE: NUCLEUS, BSE: 531209

## **Nucleus Software announces Q1 FY18 Financial Results**

*Enabling Organizations to leverage Digital and Analytics*

**New Delhi, July 21, 2017:** [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, 2017.

Consolidated revenue for the first quarter of FY 2018 is at **Rs. 94.3 crore** in comparison to **Rs. 90.0 crore** in the corresponding quarter of the previous year.

**Commenting on the results, Vishnu R Dusad (CEO, Nucleus Software) said,** "Building on the momentum that we generated with the launch of our cloud and analytics solutions last year, we have continued to expand our customer base. Digital continues to be at the centre of our approach to drive innovation in lending and transaction banking space, while enabling organizations to cater to the personalized requirements of their end customers. Our new solutions have been well received by our customers who continue to appreciate our focus on new age technologies, project excellence and domain expertise."

### **Financial highlights:**

#### **Note:**

The Company has adopted Indian Accounting Standards (Ind-AS) with effect from 1st April, 2017 (transition date being 1st April, 2016) pursuant to notification issued by Ministry of Corporate Affairs dated 16th February, 2015 notifying the Companies (Indian Accounting Standards) Rules, 2015. Accordingly, the financial results have been prepared in accordance with Indian Accounting Standards (Ind-AS) as prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder. Consequently the results for the quarter ended 31 March 2017, 30 June 2016 and previous year ended 31 March 2017 have been restated to comply with Ind-AS to make them comparable.

### **Consolidated results for the first quarter ended 30<sup>th</sup> June, 2017**

- Consolidated revenue at Rs. 94.3 crore, in comparison to Rs. 90.0 crore in 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



- Product business revenue at Rs. 73.2 crore in comparison to Rs. 69.2 crore in the corresponding Q1 of the previous year
- EBIDTA at Rs. 10.2 crore in comparison to Rs. 9.9 crore in the corresponding Q1 of the previous year
- Net Profit after Tax (PAT) at Rs. 11.5 crore in comparison to Rs. 12.4 crore in the corresponding Q1 of the previous year
- Earnings Per Share at Rs. 3.56 in comparison to Rs. 3.84 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 are at Rs. 503.7 crore as on 30<sup>th</sup> June, 2017, as against Rs. 394.5 crore on 30<sup>th</sup> June, 2016.

#### **Business Highlights:**

- Won 3 new product orders worldwide and added 1 new customer in Q1 FY18
- Went live with 21 product module implementations during the quarter
- Selected by Essel Home Loans Ltd., the new housing finance subsidiary of Essel Finance [for implementing FinnOne Neo](#), the award winning loan life cycle management solution in cloud
- Manappuram Home Finance Pvt. Limited [went successfully live with FinnOne Neo Cloud](#) to digitize and automate their lending businesses in order to serve their customers better
- Released the latest version of Lending Mobility Solution, mCollect, which now offers support for Unified Payments Interface (UPI) based loan payment collections
- Sponsored the [Australian Retail Banking Summit 2017, with the](#) overarching theme of “Retail: Ripe for Revolution” in Australia
- Hosted a roundtable discussion around “Profiting from Transaction Banking - Converting Challenges into Opportunities” at Asian Banker’s [Future of Finance Summit 2017](#) in Singapore

#### **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

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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.

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

**Media Relations:**

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**CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED JUNE 30, 2017**

₹ In Lakhs

Particulars	Quarter Ended			Year Ended
	June 30, 2017	March 31, 2017	June 30, 2016	March 31, 2017
	Unaudited	Unaudited	Unaudited	Audited
<b>1. INCOME FROM OPERATIONS</b>				
Income from Software Products and Services	9,431.87	9,369.06	8,995.48	37,239.24
<b>Total Income from operations (net)</b>	<b>9,431.87</b>	<b>9,369.06</b>	<b>8,995.48</b>	<b>37,239.24</b>
<b>2. EXPENSES</b>				
a) Employee benefit expense	6,421.39	6,117.80	6,209.09	24,454.85
b) Operating and other expenses	1,979.03	1,807.51	1,778.11	7,396.51
c) Finance cost (Bank Charges)	12.50	14.31	15.61	54.68
<b>Total Expenses</b>	<b>8,412.93</b>	<b>7,939.62</b>	<b>8,002.81</b>	<b>31,906.03</b>
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>1,018.94</b>	<b>1,429.44</b>	<b>992.67</b>	<b>5,333.20</b>
4. Depreciation and amortisation expense	177.34	188.97	300.18	1,121.73
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>841.60</b>	<b>1,240.47</b>	<b>692.49</b>	<b>4,211.47</b>
6. Other Income	759.70	689.90	733.38	3,213.55
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>1,601.30</b>	<b>1,930.37</b>	<b>1,425.87</b>	<b>7,425.02</b>
8. Tax expense	449.81	(109.15)	181.02	809.06
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>1,151.49</b>	<b>2,039.52</b>	<b>1,244.85</b>	<b>6,615.96</b>
<b>10. OTHER COMPREHENSIVE INCOME</b>	<b>(373.08)</b>	<b>341.00</b>	<b>526.79</b>	<b>515.15</b>
<b>11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>778.41</b>	<b>2,380.52</b>	<b>1,771.64</b>	<b>7,131.11</b>
<b>12. Earnings Per Share (Rs.) (Par value Rs.10 each)</b>				
(not annualised)				
Basic	3.56	6.30	3.84	20.43
Diluted	3.56	6.30	3.84	20.43

**CONSOLIDATED SEGMENT INFORMATION**

₹ In Lakhs

REVENUE BY	Quarter Ended						Year Ended	
	June 30, 2017	% of Revenue	March 31, 2017	% of Revenue	June 30, 2016	% of Revenue	March 31, 2017	% of Revenue
	Unaudited		Unaudited		Unaudited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>								
INDIA	2,686.01	28.48	2,774.68	29.62	2,225.23	24.74	10,079.91	27.07
FAR EAST	1,477.33	15.66	1,489.71	15.90	1,515.28	16.85	5,958.21	16.00
SOUTH EAST ASIA	2,073.84	21.99	1,825.91	19.49	2,112.83	23.49	7,843.78	21.06
EUROPE	1,112.08	11.79	1,171.14	12.50	970.38	10.79	4,622.55	12.41
MIDDLE EAST	1,405.66	14.90	1,351.21	14.42	1,261.56	14.02	5,213.52	14.00
AFRICA	208.40	2.21	313.77	3.35	239.50	2.66	911.44	2.45
AUSTRALIA	263.50	2.79	223.10	2.38	454.46	5.05	1,745.97	4.69
REST OF THE WORLD	205.05	2.18	219.54	2.34	216.24	2.40	863.86	2.32
<b>TOTAL</b>	<b>9,431.87</b>	<b>100.00</b>	<b>9,369.06</b>	<b>100.00</b>	<b>8,995.48</b>	<b>100.00</b>	<b>37,239.24</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>								
<b>PRODUCTS</b>	<b>7,319.59</b>	<b>77.60</b>	<b>7,209.29</b>	<b>76.95</b>	<b>6,915.37</b>	<b>76.88</b>	<b>28,809.46</b>	<b>77.36</b>
Own	7,241.31	76.77	7,108.32	75.87	6,840.74	76.05	28,494.56	76.52
Traded	78.27	0.83	100.97	1.08	74.63	0.83	314.90	0.85
<b>PROJECTS &amp; SERVICES</b>	<b>2,112.28</b>	<b>22.40</b>	<b>2,159.77</b>	<b>23.05</b>	<b>2,080.11</b>	<b>23.12</b>	<b>8,429.78</b>	<b>22.64</b>
<b>TOTAL</b>	<b>9,431.87</b>	<b>100.00</b>	<b>9,369.06</b>	<b>100.00</b>	<b>8,995.48</b>	<b>100.00</b>	<b>37,239.24</b>	<b>100.00</b>