



Results Q3 FY 2018

NSE: NUCLEUS, BSE: 531209

Nucleus Software announces Q3 FY 2018 Results, Revenue grew at 13.8% YoY

- *Continues focus on digital transformation in lending and corporate banking*
- *Supporting financial institutions monetize their data with analytics*

New Delhi, India, Jan 24, 2018: [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, 2017.

Consolidated revenue for the third quarter of FY18 is at **Rs. 106.0 crore** compared to **Rs. 93.1 crore** in Q3 of the previous year. Revenue for the first nine months of FY18 is at **Rs. 300.8 crore**, against **Rs. 278.7** in the corresponding nine months of FY17.

“We are pleased with our performance in Q3. During the quarter, we have added 5 new customers and completed 7 successful implementations worldwide. Our continuous focus on driving innovation in financial services has helped us reinforced our leadership position in digital transformation with our solutions including analytics and cloud. We saw continuous traction for our corporate banking solutions in the international market which resulted in a deal win with one of the leading banks in Indonesia. We also went live with our analytics solution at one of the leading banks in the Middle East and a leading Non-Banking Financial Company (NBFC) in India, **said Mr. Vishnu R. Dusad (CEO of Nucleus Software)**.

Financial highlights:

Consolidated results for the Quarter ended 31st December, 2017

- Consolidated revenue for the quarter stood at Rs. 106.0 crore in comparison to Rs. 93.1 crore in the corresponding Q3 of the previous year
- Product business revenue for the quarter was at Rs. 85.1 crore in comparison to Rs. 71.8 crore in the corresponding Q3 of the previous year
- EBIDTA for the quarter stood at Rs. 18.6 crore in comparison to Rs. 14.5 crore in the corresponding Q3 of the previous year
- Net Profit after Tax (PAT) stood at Rs. 18.1 crore in comparison to Rs. 17.9 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



- Earnings Per Share for the quarter is at Rs. 6.24 in comparison to Rs. 5.52 in the corresponding Q3 of the previous year

Consolidated results for the nine months ended 31st December, 2017

- Consolidated revenue stood at Rs. 300.8 crore in comparison to Rs. 278.7 crore in the corresponding nine months of the previous year
- Product business revenue at Rs. 237.1 crore in comparison to Rs. 216.0 crore in the corresponding nine months of the previous year
- EBIDTA stood at Rs. 42.4 crore in comparison to Rs. 39.0 crore in the corresponding nine months of the previous year
- Net Profit after Tax (PAT) stood at Rs. 45.3 crore in comparison to Rs. 45.8 crore in the corresponding nine months of the previous year
- Earnings Per Share at Rs. 14.58 in comparison to Rs. 14.13 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 bonds and preference shares are at Rs. 430.4 crore as on 31st December, 2017, as against Rs. 429.8 crore on 31st December, 2016

Business Highlights:

- Continuing with our expansion strategy, we have added **05** new customers this quarter
- Won **07** new product orders worldwide in Q3 FY18
- During the quarter, **15** product module implementations successfully went live across the globe
- Enhanced digital capabilities of our award winning lending mobility solution, which [enables financial institutions to offer completely digitized](#) loan services on mobile.
- Hosted an exclusive conference for the leaders of Banks and other Financial Services companies in Manila on '[Driving Innovation in Lending Manila 2017](#)'
- Showcased comprehensive lending solution, FinnOne Neo for Mutuals at Customer Owned Banking Association's premiere annual convention, COBA 2017
- Presented insights on 'How Banks and other Financial Services companies can benefit from Digital' at a gathering of industry leaders at Ho Chi Minh City and Hanoi, Vietnam
- Hosted an exclusive webinar on 'How do you become the Digital Bank of Tomorrow – Today?' for sharing expertise on leveraging the power of digital, personalization and analytics

Corporate Office

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

Registered Office

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



- Hosted an Hackathon '[Nucleus Software coding challenge](#)' in association with HackerEarth.

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 online & offline digital payment solution 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:

Rashmi Joshi

Head - PR & Media Relations

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 December 31, 2017

₹ In Lakhs

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	March 31, 2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1. INCOME FROM OPERATIONS						
Income from Software Products and Services	10,601.95	10,044.67	9,314.33	30,078.49	27,870.18	37,239.24
Total Income from operations (net)	10,601.95	10,044.67	9,314.33	30,078.49	27,870.18	37,239.24
2. EXPENSES						
a) Employee benefit expense	6,677.38	6,742.53	5,945.29	19,841.31	18,337.05	24,454.85
b) Operating and other expenses	2,053.42	1,921.82	1,907.44	5,954.27	5,589.00	7,396.51
c) Finance cost (Bank Charges)	11.55	15.00	12.62	39.05	40.37	54.68
Total Expenses	8,742.35	8,679.35	7,865.35	25,834.63	23,966.42	31,906.03
3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)	1,859.60	1,365.31	1,448.98	4,243.86	3,903.76	5,333.20
4. Depreciation and amortisation expense	180.39	173.48	323.91	531.20	932.77	1,121.73
5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)	1,679.21	1,191.84	1,125.07	3,712.66	2,970.99	4,211.47
6. Other Income	543.25	823.83	1,024.68	2,126.79	2,523.65	3,213.55
7. PROFIT BEFORE TAXES (5+6)	2,222.46	2,015.67	2,149.75	5,839.45	5,494.64	7,425.02
8. Tax expense	411.43	449.43	361.46	1,310.68	918.21	809.06
9. PROFIT AFTER TAXES (7-8)	1,811.03	1,566.24	1,788.29	4,528.77	4,576.43	6,615.96
10. OTHER COMPREHENSIVE INCOME	203.93	(61.13)	(510.70)	(230.28)	174.15	515.15
11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	2,014.96	1,505.11	1,277.59	4,298.49	4,750.58	7,131.11
12. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)						
Basic	6.24	4.93	5.52	14.58	14.13	20.43
Diluted	6.24	4.93	5.52	14.58	14.13	20.43

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						Nine Month Ended				Year Ended	
	December 31, 2017	% of Revenue	September 30, 2017	% of Revenue	December 31, 2016	% of Revenue	December 31, 2017	% of Revenue	December 31, 2016	% of Revenue	March 31, 2017	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
GEOGRAPHICAL SEGMENTS												
INDIA	3,318.08	31.30	3,140.54	31.27	2,593.26	27.84	9,144.63	30.40	7,305.23	26.21	10,079.91	27.07
FAR EAST	1,596.24	15.06	1,546.58	15.40	1,474.14	15.83	4,620.15	15.36	4,468.51	16.03	5,958.21	16.00
SOUTH EAST ASIA	2,195.02	20.70	1,953.43	19.45	1,843.81	19.80	6,222.29	20.69	6,017.87	21.60	7,843.78	21.06
EUROPE	888.51	8.38	1,018.97	10.14	1,234.63	13.25	3,019.56	10.04	3,451.41	12.38	4,622.55	12.41
MIDDLE EAST	1,756.79	16.57	1,554.07	15.47	1,308.93	14.05	4,716.53	15.68	3,862.32	13.86	5,213.52	14.00
AFRICA	382.91	3.61	219.11	2.18	179.81	1.93	810.41	2.69	597.67	2.14	911.44	2.45
AUSTRALIA	264.32	2.49	267.43	2.66	465.70	5.00	795.24	2.64	1,522.87	5.47	1,745.97	4.69
REST OF THE WORLD	200.08	1.89	344.54	3.43	214.05	2.30	749.68	2.49	644.30	2.31	863.86	2.32
TOTAL	10,601.95	100.00	10,044.67	100.00	9,314.33	100.00	30,078.49	100.00	27,870.18	100.00	37,239.24	100.00
BUSINESS SEGMENTS												
PRODUCTS	8,505.67	80.23	7,886.63	78.52	7,178.45	77.07	23,711.89	78.83	21,600.17	77.50	28,809.46	77.36
Own	8,426.80	79.48	7,810.36	77.76	7,108.77	76.32	23,478.47	78.06	21,386.24	76.74	28,494.56	76.52
Traded	78.87	0.74	76.27	0.76	69.68	0.75	233.42	0.78	213.93	0.77	314.90	0.85
PROJECTS & SERVICES	2,096.28	19.77	2,158.04	21.48	2,135.88	22.93	6,366.60	21.17	6,270.01	22.50	8,429.78	22.64
TOTAL	10,601.95	100.00	10,044.67	100.00	9,314.33	100.00	30,078.49	100.00	27,870.18	100.00	37,239.24	100.00

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

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