



NEWS RELEASE

Nucleus Software announces Q2 FY20 Financial Results

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

New Delhi, October 24, 2019: [Nucleus Software](#), the leading provider of lending and transaction banking solutions to the global financial services industry, announced its consolidated results for the quarter and half year ended 30th September, 2019.

Consolidated revenue for the second quarter of FY20 is at **Rs. 128.2 crore** compared to **Rs. 121.5 crore** in corresponding quarter of the previous year. Revenue for the first half year of FY20 is at **Rs. 252.3 crore**, against **Rs. 234.1 crore** in the corresponding half year of FY19.

Vishnu R Dusad (Managing Director, Nucleus Software) said, "The second quarter was eventful in-terms of new customers, product orders and implementations. During the period, we welcomed 5 new customers to our growing roster of innovative financial services companies. We won 7 new orders and completed 9 product module implementations across the world. Recognizing the importance of Information technology we continue to invest in the latest technologies to help our customers digitize their operations and achieve their business ambitions. The financial services segment in India is witnessing some challenges with both banks and Non-Bank Financial Companies (NBFCs) facing headwinds in growth. We are in continuous dialogue with our customers to help them recalibrate their business strategies and leverage technology in dealing with the evolving business dynamics".

Financial highlights:

Consolidated results for the Quarter ended 30th September, 2019

- Consolidated revenue for the quarter stood at Rs. 128.2 crore in comparison to Rs. 121.5 crore in the corresponding quarter of the previous year
- Product business revenue for the quarter was at Rs. 101.3 crore in comparison to Rs. 96.0 crore in the corresponding quarter of the previous year
- EBIDTA for the quarter stood at Rs. 20.6 crore in comparison to Rs. 22.8 crore in the corresponding quarter 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



- Net Profit after Tax (PAT) stood at Rs. 21.1 crore in comparison to Rs. 19.1 crore in the corresponding quarter of the previous year
- Earnings Per Share for the quarter is at Rs. 7.26 in comparison to Rs. 6.59 in the corresponding quarter of the previous year

Consolidated results for the half-year ended 30th September, 2019

- Consolidated revenue stood at **Rs. 252.3 crore** in comparison to **Rs. 234.1 crore** in the corresponding half-year of the previous year
- Product business revenue at **Rs. 198.5 crore** in comparison to **Rs. 186.2 crore** in the corresponding half-year of the previous year
- EBIDTA stood at **Rs. 38.5 crore** in comparison to **Rs. 41.1 crore** in the corresponding half-year of the previous year
- Net Profit after Tax (PAT) stood at **Rs. 37.7 crore** in comparison to **Rs. 36.7 crore** in the corresponding half-year of the previous year
- Earnings Per Share at **Rs. 12.97** in comparison to **Rs. 12.65** 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 bonds, etc are at Rs. **506.1** crore as on 30th September, 2019 as against Rs. 523.1 crore on 30th June, 2019.

Business Highlights:

- Added **5** new customers in the quarter from various geographies
- Won **7** new orders worldwide and live with **9** product module implementations during the quarter
- Presented expertise at Sibos 2019 in London around how banks can achieve hyper agile transaction banking in today's hyper connected world
- Showcased expertise at the [Indonesia BFSI Innovation Summit](#) on how FinnOne Neo is helping banks and other financial services companies drive innovation in lending
- Demonstrated our advanced technologies at the Technology Senate Bangla conference in Kolkata
- Participated in the Middle East Banking Summit 2019 (MEBIS) and presented insights on 'Getting Ready for Hyper Banking – The Time is Now '
- The global strength of employees at Nucleus Software as on September 30th 2019 stands at 2128.

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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?preview=true>

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CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER & HALF YEAR ENDED SEPTEMBER 30, 2019

₹ In Lakhs

Particulars	Quarter Ended			Half Year Ended		Year Ended
	September 30, 2019	June 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018	March 31, 2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1. INCOME FROM OPERATIONS						
Income from Software Products and Services	12,822	12,405	12,149	25,227	23,410	48,403
Total Income from operations (net)	12,822	12,405	12,149	25,227	23,410	48,403
2. EXPENSES						
a) Employee benefit expense	8,062	8,232	7,671	16,294	15,205	31,353
b) Operating and other expenses	2,675	2,351	2,185	5,026	4,068	8,524
c) Finance cost (Bank Charges)	29	29	13	58	27	51
Total Expenses	10,766	10,612	9,869	21,379	19,300	39,928
3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)	2,056	1,793	2,280	3,848	4,110	8,475
4. Depreciation, amortisation and impairment expense	320	302	193	622	367	993
5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)	1,736	1,491	2,087	3,226	3,743	7,482
6. Other Income	1,139	651	380	1,790	1,073	2,147
7. PROFIT BEFORE TAXES (5+6)	2,875	2,142	2,467	5,017	4,816	9,629
8. Tax expense	766	485	553	1,251	1,143	2,175
9. PROFIT AFTER TAXES (7-8)	2,109	1,657	1,914	3,766	3,673	7,454
10. OTHER COMPREHENSIVE INCOME	(47)	(199)	(308)	(246)	(276)	26
11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (9+10)	2,062	1,458	1,606	3,520	3,397	7,480
12. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)						
Basic	7.26	5.71	6.59	12.97	12.65	25.67
Diluted	7.26	5.71	6.59	12.97	12.65	25.67

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CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

REVENUE BY	Quarter Ended						Half Year Ended				Year Ended	
	September 30, 2019	% of Revenue	June 30, 2019	% of Revenue	September 30, 2018	% of Revenue	Sep. 30, 2019	% of Revenue	Sep. 30, 2018	% of Revenue	March 31, 2019	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
GEOGRAPHICAL SEGMENTS												
INDIA	4,293	33.5	3,474	28.0	3,794	31.2	7,767	30.8	7,475	31.9	14,898	30.8
FAR EAST	1,217	9.5	1,429	11.5	1,603	13.2	2,646	10.5	3,063	13.1	6,315	13.0
SOUTH EAST ASIA	2,645	20.6	2,953	23.8	2,804	23.1	5,598	22.2	5,563	23.8	11,289	23.3
EUROPE	1,009	7.9	1,381	11.1	1,193	9.8	2,390	9.5	2,337	10.0	5,047	10.4
MIDDLE EAST	1,858	14.5	2,100	17.0	1,923	15.8	3,958	15.7	3,569	15.2	7,627	15.8
AFRICA	408	3.2	543	4.4	552	4.6	951	3.8	817	3.5	2,154	4.5
AUSTRALIA	673	5.2	373	3.0	242	2.0	1,046	4.1	501	2.1	941	1.9
REST OF THE WORLD	719	5.6	152	1.2	38	0.3	871	3.4	85	0.4	132	0.3
TOTAL	12,822	100.0	12,405	100.0	12,149	100.0	25,227	100.0	23,410	100.00	48,403	100.0
BUSINESS SEGMENTS												
PRODUCTS	10,128	79.0	9,722	78.4	9,600	79.0	19,850	78.7	18,619	79.5	38,327	79.2
Own	10,056	78.4	9,656	77.8	9,522	78.4	19,712	78.1	18,453	78.8	38,027	78.6
Traded	72	0.6	67	0.5	78	0.6	138	0.5	166	0.7	300	0.6
PROJECTS & SERVICES	2,694	21.0	2,682	21.6	2,549	21.0	5,377	21.3	4,791	20.5	10,076	20.8
TOTAL	12,822	100.0	12,405	100.0	12,149	100.0	25,227	100.0	23,410	100.0	48,403	100.0

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