



July 24, 2019

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| <b>The Listing Department<br/>The National Stock Exchange of India Ltd.<br/>Exchange Plaza, Bandra-Kurla Complex<br/>Bandra (E)<br/>Mumbai-400051.<br/>Fax Nos. 022-26598236/237/238</b> | <b>The Listing Department<br/>Bombay Stock Exchange Limited<br/>Phiroze Jeejeebhoy Towers,<br/>25<sup>th</sup> Floor, Dalal Street<br/>Mumbai-400001<br/>Fax No. 022-22722061/41/39</b> |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Dear Sirs,

**Ref: Regulation 30(2) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In terms of the Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Press Release duly issued by the Company for Financial Results for the Quarter ended June 30, 2019.

This is for your information and records.

Thanking You.

Yours Sincerely

**FOR NUCLEUS SOFTWARE EXPORTS LIMITED**

**(POONAM BHASIN)  
COMPANY SECRETARY**



NEWS RELEASE

## Nucleus Software announces Q1 FY20 Financial Results

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

**New Delhi, July 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 first quarter ended on June 30, 2019. Consolidated revenue for the first quarter of FY 2020 is at **Rs. 124.0 crore** in comparison to **Rs. 112.6 crore** in the corresponding quarter of the previous year.

**Commenting on the results, Vishnu R Dusad (Managing Director, Nucleus Software) said,** "As businesses all over the world continue their digital transformation journeys; our investment in new technologies continues to position us well to help our customers succeed. I am delighted to share that we have added 5 new customers, won 8 new orders and completed 23 product module implementations globally. During the period, we released the latest versions of our leading solutions – FinnOne Neo 4.0 the award winning lending solution and FinnAxia 6.5, the end to end transaction banking solution. The new version of FinnOne Neo comes with a wide range of features that will help lenders capitalize quickly on rapidly evolving market trends and changing customer requirements and, above all, to turn the digital opportunities into profits. Among the many advances in FinnAxia 6.5, we introduced a revolutionary Artificial Intelligence enabled payments anomaly detector. We continue to be delighted by the rapid growth and adoption of FinnOne Neo Cloud in the market."

### **Financial highlights:**

#### **Consolidated results for the first quarter ended 30<sup>th</sup> June, 2019**

- Consolidated revenue at Rs. 124.0 crore, in comparison to Rs. 112.6 crore in corresponding Q1 of the previous year
- Product business revenue at Rs. 97.2 crore in comparison to Rs. 90.2 crore in the corresponding Q1 of the previous year
- EBIDTA at Rs. 17.9 crore in comparison to Rs. 18.3 crore in the corresponding Q1 of the previous year
- Net Profit after Tax (PAT) at Rs. 16.6 crore in comparison to Rs. 17.6 crore in the corresponding Q1 of the previous year
- Earnings Per Share at Rs. 5.71 in comparison to Rs. 6.06 in the corresponding Q1 of the previous year

### **Liquidity:**

#### **Corporate Office**

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

#### **Registered Office**

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



Cash and cash equivalents, including investments in debt schemes of mutual funds, fixed deposits with banks and tax free bonds, etc. are at Rs. 523.1 crore as on 30<sup>th</sup> June, 2019, as against Rs. 498.5 crore on 31<sup>st</sup> March, 2019.

**Business Highlights:**

- Added **5** new customers in the quarter from various geographies
- Won **8** new orders worldwide including **1** in Australia and **7** in India
- Went live with **23** product module implementations during the quarter
- Launched the latest version of its award winning lending solution - FinnOne Neo 4.0. The new version comes with a wide range of features that will help lenders capitalize quickly on rapidly evolving market trends and changing customer requirements and, above all, to turn the digital opportunities into profits
- Launched upgraded version of our transaction banking solution - FinnAxia (GA 6.5), empowering banks to embrace Artificial intelligence and weave it into their business strategy
- Presented views on how FinnOne Neo is helping NBFCs drive innovation in lending at the 7th NBFC100 Tech Summit, Chennai
- Organized an industry roundtable for Banks & NBFCs in Mumbai on 'The Road Ahead for Corporate Lending' in association with Dun & Bradstreet.
- Exhibited at the Digital Banking Summit in Texas and demonstrated views on how our transaction banking product suite enables leading banks worldwide to swiftly address their corporate customers' ever changing requirements, thus consolidating their position as the customers' principal banks
- Attended the Australian Banking Innovation Summit 2019 (ABIS) being hosted by the RFi Group, shared thoughts on topic "**Banking Today – Inflection Point, Tipping Point or Point of No Return?**"
- Participated as the technology partner at the 8<sup>th</sup> Microfinance & NBFCs Exhibition cum Conference (MiNE 2019) in Chennai

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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>

### **Media contacts:**

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# CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER JUNE 30, 2019

In Lakhs



| Particulars                                                                 | Quarter Ended    |                   | Year Ended       |                   |
|-----------------------------------------------------------------------------|------------------|-------------------|------------------|-------------------|
|                                                                             | June 30,<br>2019 | March 31,<br>2019 | June 30,<br>2018 | March 31,<br>2019 |
|                                                                             | Unaudited        | Unaudited         | Unaudited        | Audited           |
| <b>1. INCOME FROM OPERATIONS</b>                                            |                  |                   |                  |                   |
| Income from Software Products and Services                                  | 12,405           | 12,700            | 11,261           | 48,403            |
| <b>Total Income from operations (net)</b>                                   | <b>12,405</b>    | <b>12,700</b>     | <b>11,261</b>    | <b>48,403</b>     |
| <b>2. EXPENSES</b>                                                          |                  |                   |                  |                   |
| a) Employee benefit expense                                                 | 8,232            | 8,332             | 7,534            | 31,353            |
| b) Operating and other expenses                                             | 2,351            | 2,209             | 1,883            | 8,524             |
| c) Finance cost (Bank Charges)                                              | 29               | 12                | 14               | 51                |
| <b>Total Expenses</b>                                                       | <b>10,612</b>    | <b>10,554</b>     | <b>9,431</b>     | <b>39,928</b>     |
| <b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>                  | <b>1,793</b>     | <b>2,146</b>      | <b>1,830</b>     | <b>8,475</b>      |
| 4. Depreciation, amortization and impairment expense                        | 302              | 185               | 174              | 993               |
| <b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>                   | <b>1,491</b>     | <b>1,960</b>      | <b>1,656</b>     | <b>7,482</b>      |
| 6. Other Income                                                             | 651              | 481               | 693              | 2,147             |
| <b>7. PROFIT BEFORE TAXES (5+6)</b>                                         | <b>2,142</b>     | <b>2,442</b>      | <b>2,349</b>     | <b>9,629</b>      |
| 8. Tax expense                                                              | 485              | 734               | 590              | 2,175             |
| <b>9. PROFIT AFTER TAXES (7-8)</b>                                          | <b>1,657</b>     | <b>1,708</b>      | <b>1,759</b>     | <b>7,454</b>      |
| <b>10. OTHER COMPREHENSIVE INCOME</b>                                       | <b>(199)</b>     | <b>76</b>         | <b>32</b>        | <b>26</b>         |
| <b>11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (9+10)</b>                 | <b>1,458</b>     | <b>1,784</b>      | <b>1,791</b>     | <b>7,480</b>      |
| <b>12. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b> |                  |                   |                  |                   |
| Basic                                                                       | 5.71             | 5.88              | 6.06             | 25.67             |
| Diluted                                                                     | 5.71             | 5.88              | 6.06             | 25.67             |

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## CONSOLIDATED SEGMENT INFORMATION

In Lakhs ₹

| REVENUE BY                     | Quarter Ended    |                 |                   |                 |                  |                 | Year Ended           |                 |
|--------------------------------|------------------|-----------------|-------------------|-----------------|------------------|-----------------|----------------------|-----------------|
|                                | June 30,<br>2019 | % of<br>Revenue | March 31,<br>2019 | % of<br>Revenue | June 30,<br>2018 | % of<br>Revenue | March<br>31,<br>2019 | % of<br>Revenue |
|                                | Unaudited        |                 | Unaudited         |                 | Unaudited        |                 | Audited              |                 |
| <b>GEOGRAPHICAL SEGMENTS</b>   |                  |                 |                   |                 |                  |                 |                      |                 |
| INDIA                          | 3,474            | 28.0            | 4,018             | 31.6            | 3,681            | 32.7            | 14,898               | 30.8            |
| FAR EAST                       | 1,429            | 11.5            | 1,645             | 13.0            | 1,460            | 13.0            | 6,315                | 13.0            |
| SOUTH EAST ASIA                | 2,953            | 23.8            | 2,767             | 21.8            | 2,759            | 24.5            | 11,289               | 23.3            |
| EUROPE                         | 1,381            | 11.1            | 1,337             | 10.5            | 1,144            | 10.2            | 5,047                | 10.4            |
| MIDDLE EAST                    | 2,100            | 17.0            | 1,916             | 15.1            | 1,646            | 14.6            | 7,627                | 15.8            |
| AFRICA                         | 543              | 4.4             | 807               | 6.3             | 265              | 2.3             | 2,154                | 4.5             |
| AUSTRALIA                      | 373              | 3.0             | 187               | 1.5             | 259              | 2.3             | 941                  | 1.9             |
| REST OF THE WORLD              | 152              | 1.2             | 23                | 0.2             | 47               | 0.4             | 132                  | 0.3             |
| <b>TOTAL</b>                   | <b>12,405</b>    | <b>100.0</b>    | <b>12,700</b>     | <b>100.0</b>    | <b>11,261</b>    | <b>100.0</b>    | <b>48,403</b>        | <b>100.0</b>    |
| <b>BUSINESS SEGMENTS</b>       |                  |                 |                   |                 |                  |                 |                      |                 |
| <b>PRODUCTS</b>                | <b>9,722</b>     | <b>78.4</b>     | <b>10,036</b>     | <b>79.0</b>     | <b>9,019</b>     | <b>80.1</b>     | <b>38,327</b>        | <b>79.2</b>     |
| Own                            | 9,656            | 77.8            | 9,962             | 78.4            | 8,931            | 79.3            | 38,027               | 78.6            |
| Traded                         | 67               | 0.5             | 74                | 0.6             | 88               | 0.8             | 300                  | 0.6             |
| <b>PROJECTS &amp; SERVICES</b> | <b>2,683</b>     | <b>21.6</b>     | <b>2,664</b>      | <b>21.0</b>     | <b>2,242</b>     | <b>19.9</b>     | <b>10,076</b>        | <b>20.8</b>     |
| <b>TOTAL</b>                   | <b>12,405</b>    | <b>100.0</b>    | <b>12,700</b>     | <b>100.0</b>    | <b>11,261</b>    | <b>100.0</b>    | <b>48,403</b>        | <b>100.0</b>    |

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