NUCLEUS SOFTWARE

**NUCLEUS SOFTWARE EXPORTS LTD.**
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July 18, 2018

| | |
|---|---|
| **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** | **The Listing Department**<br>**Bombay Stock Exchange Limited**<br>**Phiroze Jeejeebhoy Towers,**<br>**25th Floor, Dalal Street**<br>**Mumbai-400001**<br>**Fax No. 022-22722061/41/39** |

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, 2018.

This is for your information and records.

Thanking You.

Yours Sincerely
**FOR NUCLEUS SOFTWARE EXPORTS LIMITED**

poonam bhasin

Digitally signed by poonam bhasin
DN: c=IN, o=Personal, cn=poonam bhasin, serialNumber=0fbaf9965dbdfd085307e567831654d401dced3f8cd68e04f046b3f6b2b532bba, postalCode=250002, 2.5.4.20=8e7ff276f293d8a3217e284a42f6e71bbc29c9254c0e9a20dbc2dae71c7eceb3, st=Uttar pradesh
Date: 2018.07.18 08:25:45 +05'30'

**(POONAM BHASIN)**
**COMPANY SECRETARY**

**Results Q1 FY 2019**
NSE: NUCLEUS, BSE: 531209

# Nucleus Software announces Q1 FY19 Financial Results

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

**New Delhi, July 18, 2018:** 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, 2018.

Consolidated revenue for the first quarter of FY 2019 is at **Rs. 112.6 crore** in comparison to **Rs. 94.3 crore** in the corresponding quarter of the previous year.

**Commenting on the results, Vishnu R Dusad (Managing Director, Nucleus Software) said,**"Our relentless focus on leveraging innovative technologies to deliver business value continues to yield results – our Lending Analytics and FinnOne Neo Cloud solutions continue to gain traction in the market. In fact, I am delighted to report that we have now 19 customers for our cloud solution. Our Innovation Labs are creating innovative business solutions using the latest technologies including AI, chatbots and virtual reality. Our digital transformation strategy aligns very well with the strategic direction of banks and other financial institutions".

**Financial highlights:**

**Consolidated results for the first quarter ended 30th June, 2018**

- Consolidated revenue at Rs. 112.6 crore, in comparison to Rs. 94.3 crore in corresponding Q1 of the previous year
- Product business revenue at Rs. 90.2 crore in comparison to Rs. 73.2 crore in the corresponding Q1 of the previous year
- EBIDTA at Rs. 18.3 crore in comparison to Rs. 10.2 crore in the corresponding Q1 of the previous year
- Net Profit after Tax (PAT) at Rs. 17.6 crore in comparison to Rs. 11.5 crore in the corresponding Q1 of the previous year
- Earnings Per Share at Rs. 6.06 in comparison to Rs. 3.56 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 PSU bonds, etc. are at Rs. 479.8 crore as on 30th June, 2018, as against Rs. 503.7 crore on 30th June, 2017.

**Business Highlights:**

- Added **3** new customers in the quarter from various geographies
- Won **6** new orders worldwide including 1 in Americas, 4 in India and 1 in Middle East
- Went live with **16** product module implementations during the quarter
- Selected by HDB Financial Services Limited (HDBFS), for implementing lending analytics solution to help them leverage the insights provided by their data and make faster and more informed lending decisions.
- Launched Mobile based Lending platform -FinnOne Neo mFin- for microfinance. This solution is designed to help micro lenders provide easy, fast and digitized access to micro credit, anytime, anywhere.
- Presented views on how Microfinance companies can address the market challenges, innovate and transform their businesses with next generation digital lending solutions, powered by analytics in South Africa
- Hosted an online, interactive **roundtable webinar on 'Driving Innovation in lending with cloud'** in association with Dun & Bradstreet
- Organized the largest global Government event, the GCC Smart Government & Smart Cities Conference is a global platform dedicated to shaping the future of governments worldwide in Dubai
- Organized a conference with the theme of Driving Innovation in Loan Collections – Profitable, Smarter & Customer Oriented in Hanoi and Ho Chi Minh City, Vietnam
- Participated in the 10th annual BankTech Asia Sri Lanka Conference & Exhibition in Colombo
- Attended the 3rd NBFC100 Tech Summit in Delhi and shared views on how cloud technology can help Indian NBFCs in shaping the future of lending by providing customer centric loan services, making better credit decision, quickly scaling operations and beating the competition in the changing regulatory landscape
- Organized a conference on **'Driving Innovation in Lending – Digital, Personal, Analytical' in association with Mantis Hop** in Ghana
- Organized an industry roundtable, for banks & NBFCs, on 'Lending with Analytics & AI: Profitable, Smarter & Customer-oriented' in Mumbai in association with Dun & Bradstreet.

**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.

**Media Relations:**

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## CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED JUNE 30, 2018

In Rs. Lakhs

| | Particulars | Quarter Ended | | | Year Ended |
|---|---|---|---|---|---|
| | | June 30, 2018 | March 31, 2018 | June 30, 2017 | March 31, 2018 |
| | | Unaudited | Unaudited | Unaudited | Audited |
| 1. | **INCOME FROM OPERATIONS** | | | | |
| | Income from Software Products and Services | 11,261 | 11,103 | 9,432 | 41,181 |
| | **Total Income from operations (net)** | **11,261** | **11,103** | **9,432** | **41,181** |
| 2. | **EXPENSES** | | | | |
| | a) Employee benefit expense | 7,534 | 7,856 | 6,422 | 27,697 |
| | b) Operating and other expenses | 1,883 | 1,664 | 1,979 | 7,615 |
| | c) Finance cost (Bank Charges) | 14 | 12 | 13 | 51 |
| | **Total Expenses** | **9,431** | **9,532** | **8,414** | **35,363** |
| 3. | **PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)** | **1,830** | **1,571** | **1,018** | **5,818** |
| 4. | Depreciation and amortisation expense | 174 | 173 | 177 | 704 |
| 5. | **PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)** | **1,656** | **1,398** | **841** | **5,114** |
| 6. | Other Income | 693 | 749 | 760 | 2,872 |
| 7. | **PROFIT BEFORE TAXES (5+6)** | **2,349** | **2,147** | **1,601** | **7,986** |
| 8. | Tax expense | 590 | 421 | 450 | 1,731 |
| 9. | **PROFIT AFTER TAXES (7-8)** | **1,759** | **1,726** | **1,151** | **6,255** |
| 10. | **OTHER COMPREHENSIVE INCOME** | **32** | **80** | **(373)** | **(150)** |
| 11. | **TOTAL COMPREHENSIVE INCOME FOR THE PERIOD** | **1,791** | **1,806** | **778** | **6,105** |
| 12. | **Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)** | | | | |
| | Basic | 6.06 | 5.94 | 3.56 | 20.47 |
| | Diluted | 6.06 | 5.94 | 3.56 | 20.47 |

## CONSOLIDATED SEGMENT INFORMATION

In Rs. Lakhs

| REVENUE BY | Quarter Ended | | | | | | Year Ended | |
|---|---|---|---|---|---|---|---|---|
| | June 30, 2018 | *% of Revenue* | March 31, 2018 | *% of Revenue* | June 30, 2017 | *% of Revenue* | March 31, 2018 | *% of Revenue* |
| | Unaudited | | Unaudited | | Unaudited | | Audited | |
| | | | | | | | | |
| ***GEOGRAPHICAL SEGMENTS*** | | | | | | | | |
| INDIA | **3,681** | *32.7* | **3,521** | *31.7* | **2,686** | *28.5* | **12,666** | *30.8* |
| FAR EAST | **1,460** | *13.0* | **1,596** | *14.4* | **1,477** | *15.6* | **6,216** | *15.1* |
| SOUTH EAST ASIA | **2,759** | *24.5* | **2,767** | *24.9* | **2,074** | *22.0* | **8,990** | *21.8* |
| EUROPE | **1,144** | *10.2* | **1,111** | *10.0* | **1,112** | *11.8* | **4,211** | *10.2* |
| MIDDLE EAST | **1,646** | *14.6* | **1,495** | *13.5* | **1,406** | *14.9* | **6,211** | *15.1* |
| AFRICA | **265** | *2.3* | **294** | *2.6* | **208** | *2.2* | **1,104** | *2.7* |
| AUSTRALIA | **259** | *2.3* | **277** | *2.5* | **264** | *2.8* | **1,072** | *2.6* |
| REST OF THE WORLD | **47** | *0.4* | **42** | *0.4* | **205** | *2.2* | **711** | *1.7* |
| **TOTAL** | **11,261** | ***100.0*** | **11,103** | ***100.0*** | **9,432** | ***100.0*** | **41,181** | ***100.0*** |
| | | | | | | | | |
| ***BUSINESS SEGMENTS*** | | | | | | | | |
| | | | | | | | | |
| **PRODUCTS** | **9,019** | ***80.1*** | **8,897** | ***80.1*** | **7,320** | ***77.6*** | **32,609** | **79.2** |
| Own | 8,931 | *79.3* | 8,810 | *79.3* | 7,241 | *76.8* | **32,288** | *78.4* |
| Traded | 88 | *0.8* | 87 | *0.8* | 78 | *0.8* | **321** | *0.8* |
| **PROJECTS & SERVICES** | **2,242** | ***19.9*** | **2,206** | ***19.9*** | **2,112** | ***22.4*** | **8,572** | ***20.8*** |
| **TOTAL** | **11,261** | ***100.0*** | **11,103** | ***100.0*** | **9,432** | ***100.0*** | **41,181** | ***100.0*** |