



November 02, 2020

<b>The Listing Department The National Stock Exchange of India Ltd. Exchange Plaza, Bandra-Kurla Complex Bandra (E) Mumbai-400051. Fax Nos. 022-26598236/237/238</b>	<b>The Listing Department Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers, 25<sup>th</sup> Floor, Dalal Street Mumbai-400001 Fax No. 022-22722061/41/39</b>
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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 and Half Year ended September 30, 2020.

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 Q2 FY21 Financial Results

**New Delhi, November 2, 2020:** [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 30<sup>th</sup> September, 2020.

Consolidated revenue for the second quarter of FY21 is at **Rs. 137.0 crore** compared to **Rs. 128.2 crore** in Q2 of the previous year. Revenue for the first half year of FY21 is at **Rs. 265.3 crore**, against **Rs. 252.3 crore** in the corresponding half year of FY20.

**Mr. RP Singh (CEO, Nucleus Software)** said, "Our focus remains on ensuring well-being and safety of our employees and also helping customers grow by providing them best of the technology and support globally in these uncertain times. We continued to make good progress on all business metrics. During the quarter, we gained 4 new customers, won 10 product orders, and implemented 17 product modules worldwide. We continued to add tremendous capabilities to our solutions. We launched the latest version of our digital transaction banking solution – FinnAxia. This latest release provides banks with a range of new facilities to help improve the resiliency of their corporate customers' supply chains. In lending, I'm delighted to report that Aite Group – the global research and advisory firm recognized FinnOne Neo as one of the top 3 retail loan origination solutions in the world. The report entitled, Aite Matrix: Transforming Consumer Lending Through Loan Origination Systems also rated FinnOne Neo as "best in class" for customer strength and bestowed the "Global Innovator Award" on Nucleus Software. These recognitions speak volumes about the strength of our strategy and our customer focus, as well as recognizing the tremendous business value we deliver to our customers".

### **Financial highlights:**

#### **Consolidated results for the Quarter ended 30<sup>th</sup> September, 2020**

- Consolidated revenue for the quarter stood at Rs. 137.0 crore in comparison to Rs. 128.2 crore in the corresponding Q2 of the previous year
- Product business revenue for the quarter was at Rs. 114.7 crore in comparison to Rs. 101.3 crore in the corresponding Q2 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



- EBIDTA for the quarter stood at Rs. 33.4 crore in comparison to Rs. 20.6 crore in the corresponding Q2 of the previous year
- Net Profit after Tax (PAT) stood at **Rs. 29.5** crore in comparison to **Rs. 21.1** crore in the corresponding Q2 of the previous year
- Earnings Per Share for the quarter is at Rs. 10.14 in comparison to Rs. 7.26 in the corresponding Q2 of the previous year

### **Consolidated results for the half-year ended 30<sup>th</sup> September, 2020**

- Consolidated revenue stood at **Rs. 265.3 crore** in comparison to **Rs. 252.3 crore** in the corresponding half-year of the previous year
- Product business revenue at **Rs. 221.8 crore** in comparison to **Rs. 198.5 crore** in the corresponding half-year of the previous year
- EBIDTA stood at **Rs. 70.5 crore** in comparison to **Rs. 38.5 crore** in the corresponding half-year of the previous year
- Net Profit after Tax (PAT) stood at **Rs. 65.8 crore** in comparison to **Rs. 37.7 crore** in the corresponding half-year of the previous year
- Earnings Per Share at **Rs. 22.65** in comparison to **Rs.12.97** 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 PSU bonds are at Rs. **645.6** crore as on 30<sup>th</sup> September, 2020 as against **Rs. 506.1** crore on 30<sup>th</sup> September, 2019.

### **Business Highlights:**

- Added 4 new customers in the quarter from various geographies
- Won 10 product orders and implemented 17 product modules worldwide during the quarter
- Muthoot Fincorp selected FinnOne Neo to drive **the next phase of its business growth. With [FinnOne Neo's advanced capabilities, Muthoot Fincorp](#) will be able to completely digitize and automate the complex lending processes as required in an increasingly virtual world, accentuated by COVID-19**
- FinnOne Neo recognized among the top 3 retail loan origination systems worldwide by Aite Group, the world's leading research and advisory firm for the financial services industry

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## **NUCLEUS SOFTWARE**

- Organized a virtual roundtable in association with Dun & Bradstreet for leaders from banks and NBFCs in India on '[Re-tooling Corporate and SME Lending for the Post COVID World](#)'. Shared insights on converting the challenges into opportunities, adopting an innovation focused culture and kick starting the growth agenda in corporate lending
- Launched AI chatbot for loan self-service on WhatsApp as a part of FinnOne Neo Digital Channel solutions to power contactless lending in the post COVID-19 world Hosted an exclusive webinar where we explore how digitization can help corporate banks in enabling customers to bank in real-time, maintain stable supply chains and become future-ready
- Organized an exclusive webinar series on the theme "Tech in a virtual world" where our experts discussed the evolution of open source databases and the emerging cyber security threats in today's hyper agile world.
- Presented views on the Forbes India CXO Speak on '[Disrupting Work in the New Normal virtual conversation](#)'
- The global strength of employees at Nucleus Software as on September 30<sup>th</sup> 2020 stands at 2064 as compared to 2128 as on September 30<sup>th</sup> 2019.

### **About Nucleus Software:**

Click here to know more about the company: [www.nucleussoftware.com](http://www.nucleussoftware.com)

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 SEPTEMBER 30, 2020

In Lakhs ₹

Particulars	Quarter Ended			Half Year Ended		Year Ended
	September 30, 2020	June 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019	March 31, 2020
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1. INCOME FROM OPERATIONS</b>						
Income from Software Products and Services	13,699	12,835	12,822	26,534	25,227	52,083
<b>Total Income from operations (net)</b>	<b>13,699</b>	<b>12,835</b>	<b>12,822</b>	<b>26,534</b>	<b>25,227</b>	<b>52,083</b>
<b>2. EXPENSES</b>						
a) Employee benefit expense	9,132	7,588	8,062	16,720	16,294	32,229
b) Operating and other expenses	1,197	1,513	2,675	2,710	5,026	10,432
c) Finance cost (Bank Charges)	27	26	29	54	58	112
<b>Total Expenses</b>	<b>10,356</b>	<b>9,127</b>	<b>10,766</b>	<b>19,483</b>	<b>21,379</b>	<b>42,773</b>
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>3,343</b>	<b>3,708</b>	<b>2,056</b>	<b>7,051</b>	<b>3,848</b>	<b>9,310</b>
4. Depreciation, amortisation and impairment expense	359	360	320	719	622	1,355
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>2,984</b>	<b>3,348</b>	<b>1,736</b>	<b>6,332</b>	<b>3,226</b>	<b>7,955</b>
6. Other Income	906	1,295	1,139	2,201	1,790	3,723
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>3,890</b>	<b>4,643</b>	<b>2,875</b>	<b>8,533</b>	<b>5,017</b>	<b>11,678</b>
8. Tax expense	945	1,010	766	1,955	1,251	2,779
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>2,945</b>	<b>3,633</b>	<b>2,109</b>	<b>6,578</b>	<b>3,766</b>	<b>8,899</b>
<b>10. OTHER COMPREHENSIVE INCOME</b>	<b>(49)</b>	<b>239</b>	<b>(47)</b>	<b>190</b>	<b>(246)</b>	<b>(747)</b>
<b>11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (9+10)</b>	<b>2,896</b>	<b>3,872</b>	<b>2,062</b>	<b>6,768</b>	<b>3,520</b>	<b>8,152</b>
<b>12. Earnings Per Share (Rs.) (Par value Rs.10 each)</b> <b>(not annualised)</b>						
Basic	10.14	12.51	7.26	22.65	12.97	30.64
Diluted	10.14	12.51	7.26	22.65	12.97	30.64



CONSOLIDATED SEGMENT INFORMATION

In Lakhs ₹

REVENUE BY	Quarter Ended						Half Year Ended				Year Ended	
	September 30, 2020	% of Revenue	June 30, 2020	% of Revenue	September 30, 2019	% of Revenue	September 30, 2020	% of Revenue	September 30, 2019	% of Revenue	March 31, 2020	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>												
INDIA	5,277	38.5	4620	36.0	4,293	33.5	9,897	37.3	7,767	30.8	18,057	34.7
FAR EAST	1,046	7.6	885	6.9	1,217	9.5	1,931	7.28	2,646	10.5	5,361	10.3
SOUTH EAST ASIA	2,635	19.2	2698	21.0	2,645	20.6	5,333	20.10	5,598	22.2	10,417	20.0
EUROPE	723	5.3	685	5.3	1,009	7.9	1,408	5.31	2,390	9.5	3,788	7.3
MIDDLE EAST	1,801	13.1	1933	15.1	1,858	14.5	3,734	14.07	3,958	15.7	7,763	14.9
AFRICA	583	4.3	301	2.3	408	3.2	884	3.33	951	3.8	1,719	3.3
AUSTRALIA	1,017	7.4	1061	8.3	673	5.2	2,078	7.83	1,046	4.1	2,738	5.3
REST OF THE WORLD	617	4.5	652	5.1	719	5.6	1,269	4.78	871	3.4	2,240	4.2
<b>TOTAL</b>	<b>13,699</b>	<b>100.0</b>	<b>12,835</b>	<b>100.0</b>	<b>12,822</b>	<b>100.0</b>	<b>26,534</b>	<b>100.0</b>	<b>25,227</b>	<b>100.0</b>	<b>52,083</b>	<b>100.0</b>
<b>BUSINESS SEGMENTS</b>												
<b>PRODUCTS</b>	<b>11,473</b>	<b>83.8</b>	<b>10,707</b>	<b>83.4</b>	<b>10,128</b>	<b>79.0</b>	<b>22,180</b>	<b>83.6</b>	<b>19,850</b>	<b>78.7</b>	<b>41,433</b>	<b>79.5</b>
Own	11,450	83.6	10,675	83.2	10,056	78.4	22,125	83.4	19,712	78.1	41,193	79.0
Traded	24	0.2	31	0.2	72	0.6	55	0.2	138	0.5	240	0.5
<b>PROJECTS &amp; SERVICES</b>	<b>2,226</b>	<b>16.2</b>	<b>2,128</b>	<b>16.6</b>	<b>2,694</b>	<b>21.0</b>	<b>4,354</b>	<b>16.4</b>	<b>5,377</b>	<b>21.3</b>	<b>10,650</b>	<b>20.5</b>
<b>TOTAL</b>	<b>13,699</b>	<b>100.0</b>	<b>12,835</b>	<b>100.0</b>	<b>12,822</b>	<b>100.0</b>	<b>26,534</b>	<b>100.0</b>	<b>25,227</b>	<b>100.0</b>	<b>52,083</b>	<b>100.0</b>

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