

**NUCLEUS  
SOFTWARE**

**NUCLEUS SOFTWARE EXPORTS LTD.**

CIN : L74899DL1989PLC034594

**Corporate Office**

A-39, Sector-62, Noida,  
Uttar Pradesh, 201307. India.

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F.: +91 . 120 . 4031 . 672

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W.: www.nucleussoftware.com

October 21, 2016

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

Dear Sirs,

**Sub: Press Release in respect of Results for the Second Quarter and Half Year Ended September 30, 2016**


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

With reference to the above mentioned subject, Please find the enclosed herewith copy of Press Release in respect of results for the Second Quarter and Half Year Ended 30<sup>th</sup> September 2016.

You are requested to take the above information on record.

Thanking You

Yours Sincerely  
**FOR NUCLEUS SOFTWARE EXPORTS LIMITED**

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

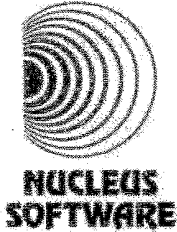


**Regd. Office**

33-35 Thyagraj Market, New Delhi, 110003. India.

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Results Q2 FY 2017

NSE: NUCLEUS, BSE: 531209

## Nucleus Software announces Q2 FY 2017 Results

*Helping banks and financial institutions digitize to provide faster, simpler and more convenient solutions*

New Delhi, India, 21 October, 2016: 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 ending 30th September, 2016.

Consolidated revenue for the second quarter of FY 17 is at **Rs. 95.6 crore** compared to **Rs. 84.7 crore** in Q2 of the previous year. Revenue for the first half year of FY 2017 is at **Rs. 185.6 crore**, against **Rs. 169.5 crore** in the corresponding half year of FY 2016.

"To meet their customers' expectations of personalized, real-time, digital experiences banks and financial institutions are reshaping their business models with a strong focus on digital and analytical capabilities. They realize the urgent need to transform, they understand that technology can be a business enabler and we are continuing to help them take advantage. In the second quarter we saw continuing traction in our cloud business and digital solutions. We have helped customers all over the world go-live, and I'm proud to say that FinnOne, our market leading lending solution helped a leading bank in India win a technology excellence award," said **Mr. Vishnu R. Dusad (CEO, Nucleus Software)**.

### Financial highlights:

#### **Consolidated results for the Quarter ended 30<sup>th</sup> September, 2016**

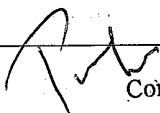
- Consolidated revenue for the quarter stood at Rs. 95.6 crore in comparison to Rs. 84.7 crore in the corresponding Q2 of the previous year
- Product business revenue for the quarter was at Rs. 75.1 crore in comparison to 62.3 crore in the corresponding Q2 of the previous year
- EBIDTA for the quarter stood at Rs 14.1 crore in comparison to Rs. 1.7 crore in the corresponding Q2 of the previous year
- Net Profit after Tax (PAT) stood at Rs 13.7 crore in comparison to Rs. 4.5 crore in the corresponding Q2 of the previous year

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For Nucleus Software Exports Limited

  
Company Secretary



**NUCLEUS  
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- Earnings Per Share for the quarter is at Rs. 4.23 in comparison to Rs. 1.40 in the corresponding Q2 of the previous year

#### **Consolidated results for the half-year ended 30<sup>th</sup> September, 2016**

- Consolidated revenue stood at Rs. 185.6 crore in comparison to Rs. 169.5 crore in the corresponding half-year of the previous year
- Product business revenue at Rs. 144.2 crore in comparison to 124.8 crore in the corresponding half-year of the previous year
- EBIDTA stood at Rs 23.3 crore in comparison to Rs. 6.0 crore in the corresponding half-year of the previous year
- Net Profit after Tax (PAT) stood at Rs 24.5 crore in comparison to Rs. 11.3 crore in the corresponding half-year of the previous year
- Earnings Per Share at 7.57 in comparison to Rs. 3.50 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. 412.0 crore as on 30<sup>th</sup> September, 2016, as against Rs. 342.6 crore on 30<sup>th</sup> September, 2015.

#### **Key highlights:**

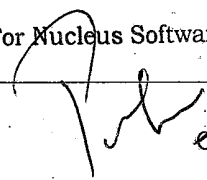
- During the quarter, 10 product module implementations successfully went live across the globe.
- With the successful implementation of FinnOne at bob Finance, a Zurich-based, Fintech company, we built on our existing presence in Europe.
- Completed FinnOne Neo deployment in the cloud for Shubham Housing Development Finance Company Ltd (SHDFC), providing Shubham with a seamless customer acquisition platform, while streamlining home loan processing and helping them to scale faster.
- Enabled a large banking group in Mauritius to digitize its retail lending operations across multiple lines of business (LOBS).
- FinnOne Neo achieved Oracle Exadata Ready and Oracle Exalogic Ready Status.
- Helped a leading NBFC in South India to improve operational efficiency in loan servicing.
- Enabled a leading Indian Auto Finance company to digitize its loan collections over mobile channels using FinnOne mCollect.

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- Empowered a leading banking customer in India to win a Technology Excellence Award 2016 for Mobile Loan Collections.
- Showcased expertise on digitization in transaction banking and demonstrated the latest version of FinnAxia at Sibos 2016, the premier business forum for the global financial community, organized by SWIFT in Geneva.
- The global strength of employees at Nucleus Software as on 30<sup>th</sup> September, 2016 stands at 1696 against 1603 as on 30<sup>th</sup> September, 2015.

**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:

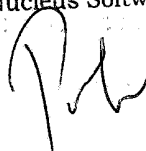
- FinnOne™ 10 time winner - World's Best Selling Lending Solution.
- FinnAxia™, an integrated global transaction banking solution used by banks worldwide to offer efficient and Innovative global payments and receivables, liquidity management and business internet banking services.

**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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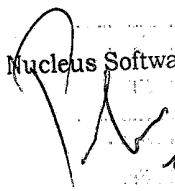
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**CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED SEPTEMBER 30, 2016**

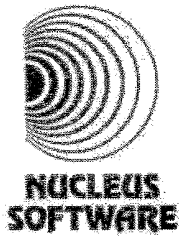
Particulars	₹ In Lakhs					
	Quarter Ended			Half Year Ended		Year Ended
	September 30, 2016	June 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015	March 31, 2016
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1. INCOME FROM OPERATIONS</b>						
Income from Software Products and Services	9,560.37	8,995.48	8,468.28	18,555.85	16,950.51	34,870.19
Total income from operations (net)	9,560.37	8,995.48	8,468.28	18,555.85	16,950.51	34,870.19
<b>2. EXPENSES</b>						
a) Employee benefit expense	6,197.41	6,240.03	5,994.54	12,437.44	11,742.27	22,683.82
b) Travel expense	310.88	354.05	519.00	664.93	1,117.86	2,098.71
c) Finance cost (Bank Charges)	12.08	15.54	15.41	27.62	32.08	61.66
d) Other expenses	1,625.07	1,470.03	1,769.42	3,095.11	3,461.71	7,006.66
Total Expenses	8,145.44	8,079.65	8,298.37	16,225.09	16,353.92	31,850.85
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>1,414.93</b>	<b>915.83</b>	<b>169.91</b>	<b>2,330.76</b>	<b>596.59</b>	<b>3,019.34</b>
4. Depreciation and amortisation expense	308.48	299.99	310.31	608.47	618.55	1,222.47
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>1,106.45</b>	<b>615.84</b>	<b>(140.40)</b>	<b>1,722.29</b>	<b>(21.96)</b>	<b>1,796.87</b>
6. Other Income	607.80	657.05	700.82	1,264.85	1,474.96	2,590.69
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>1,714.25</b>	<b>1,272.89</b>	<b>560.42</b>	<b>2,987.14</b>	<b>1,453.00</b>	<b>4,387.56</b>
8. Tax expense	345.78	189.85	106.14	535.63	319.40	1,141.03
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>1,368.47</b>	<b>1,083.04</b>	<b>454.28</b>	<b>2,451.51</b>	<b>1,133.60</b>	<b>3,246.53</b>
<b>10. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>						
Basic	4.23	3.34	1.40	7.57	3.50	10.03
Diluted	4.23	3.34	1.40	7.57	3.50	10.03

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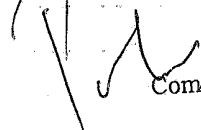
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CONSOLIDATED SEGMENT INFORMATION												
												₹ In Lakhs
REVENUE BY	Quarter Ended						Half Year Ended				Year Ended	
	September 30, 2016	% of Revenue	June 30, 2016	% of Revenue	September 30, 2015	% of Revenue	Sep. 30, 2016	% of Revenue	Sep. 30, 2015	% of Revenue	March 31, 2016	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>												
INDIA	2,486.74	26.01	2,225.23	24.74	1,396.30	16.49	4,711.97	25.39	2,696.42	15.91	6,792.25	19.48
FAR EAST	1,479.09	15.47	1,515.28	16.84	1,381.19	16.31	2,994.37	16.14	2,619.92	15.46	5,759.71	16.52
SOUTH EAST ASIA	2,061.23	21.56	2,112.83	23.49	2,131.67	25.17	4,174.06	22.49	4,128.60	24.36	7,843.58	22.49
EUROPE	1,246.40	13.04	970.38	10.79	863.52	10.20	2,216.78	11.95	2,353.51	13.88	4,149.34	11.90
MIDDLE EAST	1,291.83	13.51	1,261.56	14.02	1,360.26	16.06	2,553.39	13.76	2,690.29	15.87	5,688.28	16.31
AFRICA	178.35	1.87	239.50	2.66	324.59	3.83	417.85	2.25	708.66	4.18	1,358.28	3.90
AUSTRALIA	602.71	6.30	454.46	5.05	810.51	9.57	1,057.17	5.70	1,443.35	8.52	2,461.54	7.06
REST OF THE WORLD	214.02	2.24	216.24	2.40	200.24	2.36	430.26	2.32	309.76	1.83	817.21	2.34
<b>TOTAL</b>	<b>9,560.37</b>	<b>100.00</b>	<b>8,995.48</b>	<b>100.00</b>	<b>8,468.28</b>	<b>100.00</b>	<b>18,555.85</b>	<b>100.00</b>	<b>16,950.51</b>	<b>100.00</b>	<b>34,870.19</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>												
PRODUCTS	7,506.35	78.52	6,915.37	76.88	6,233.23	73.61	14,421.72	77.72	12,478.75	73.62	26,169.55	75.05
Own	7,436.73	77.79	6,840.74	76.05	6,174.63	72.91	14,277.47	76.94	12,358.42	72.91	25,924.55	74.35
Traded	69.62	0.73	74.63	0.83	58.60	0.69	144.25	0.78	120.33	0.71	245.00	0.70
PROJECTS & SERVICES	2,054.02	21.48	2,080.11	23.12	2,235.05	26.39	4,134.13	22.28	4,471.76	26.38	8,700.64	24.95
<b>TOTAL</b>	<b>9,560.37</b>	<b>100.00</b>	<b>8,995.48</b>	<b>100.00</b>	<b>8,468.28</b>	<b>100.00</b>	<b>18,555.85</b>	<b>100.00</b>	<b>16,950.51</b>	<b>100.00</b>	<b>34,870.19</b>	<b>100.00</b>

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