

**NUCLEUS  
SOFTWARE**

**NUCLEUS SOFTWARE EXPORTS LTD.**

CIN : L74899DL1989PLC034594

**Corporate Office**

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

T: + 91 . 120 . 4031 . 400

F: +91 . 120 . 4031 . 672

E.: nsl@nucleussoftware.com

W: www.nucleussoftware.com

October 17, 2017

|  |   |
|--|---|
| <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,

**Sub: Press Release in respect of Results for the Quarter and Half Year Ended September 30, 2017**

**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 Quarter and Half Year Ended September 30, 2017.

You are requested to take the above information on record.

Thanking You.

Yours Sincerely

**FOR NUCLEUS SOFTWARE EXPORTS LIMITED**

  
**(POONAM BHASIN)  
COMPANY SECRETARY**

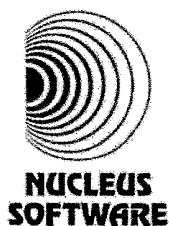
Encl : As above

**Regd. Office**

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

T: + 91 . 11 . 2462 . 7552 F: +91 . 11 . 2462 . 0872

www.nucleussoftware.com



Results Q2 FY 2018  
NSE: NUCLEUS, BSE: 531209

## Nucleus Software announces Q2 FY 2018 Results

- *Continues to support lenders with digital to extend faster and easy access to financial services*
- *Wins 11 deals in 12 months for FinnOne Neo Cloud*

**New Delhi, India, October 17, 2017:** 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 half year ended 30<sup>th</sup> September, 2017.

Consolidated revenue for the second quarter of FY18 is at **Rs. 100.4 crore** compared to **Rs. 95.6 crore** in Q2 of the previous year. Revenue for the first half year of FY18 is at **Rs. 194.8 crore**, against **Rs. 185.6 crore** in the corresponding half year of FY17.

"Q2FY18 was a very interesting quarter for us as we gained 9 new customers and completed 18 successful implementations worldwide. We helped Atlas Finance, a micro finance lender in South Africa to make better, faster and more data driven decisions with Nucleus Lending Analytics solution. I am delighted to share that our FinnOne Neo Cloud offering has generated tremendous interest in the market, helping us close 11 deals in the last one year and in fact, one of these implementations went live in just four days. This shows that the financial services sector is aggressively looking at how digital and cloud technology can be used as an enabler to extend their reach across India," said **Mr. Vishnu R. Dusad (CEO, Nucleus Software)**.

### **Financial highlights:**

#### **Consolidated results for the Quarter ended 30<sup>th</sup> September, 2017**

- Consolidated revenue for the quarter stood at Rs. 100.4 crore in comparison to Rs. 95.6 crore in the corresponding Q2 of the previous year
- Product business revenue for the quarter was at Rs. 78.9 crore in comparison to Rs. 75.1 crore in the corresponding Q2 of the previous year
- EBIDTA for the quarter stood at Rs. 13.7 crore in comparison to Rs. 14.6 crore in the corresponding Q2 of the previous year

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- Net Profit after Tax (PAT) stood at Rs. 15.7 crore in comparison to Rs. 15.4 crore in the corresponding Q2 of the previous year
- Earnings Per Share for the quarter is at Rs. 4.93 in comparison to Rs. 4.77 in the corresponding Q2 of the previous year

### **Consolidated results for the half-year ended 30<sup>th</sup> September, 2017**

- Consolidated revenue stood at Rs. 194.8 crore in comparison to Rs. 185.6 crore in the corresponding half-year of the previous year
- Product business revenue at Rs. 152.1 crore in comparison to Rs. 144.2 crore in the corresponding half-year of the previous year
- EBIDTA stood at Rs. 23.8 crore in comparison to Rs. 24.5 crore in the corresponding half-year of the previous year
- Net Profit after Tax (PAT) stood at Rs. 27.2 crore in comparison to Rs. 27.9 crore in the corresponding half-year of the previous year
- Earnings Per Share at Rs. 8.47 in comparison to Rs. 8.61 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. 389.9 crore as on 30<sup>th</sup> September, 2017, as against Rs. 412.0 crore on 30<sup>th</sup> September, 2016.

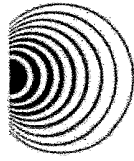
### **Business Highlights:**

- Continuing with our expansion strategy, we have added **09** new customers this quarter
- Won **15** new product orders worldwide in Q2 FY18
- During the quarter, **18** product module implementations successfully went live across the globe
- Atlas Finance, a micro-finance company in South Africa chooses Nucleus Lending Analytics to make faster, better lending decisions
- TAB Capital Limited, an award winning Non-Banking Finance Company (NBFC) of Pune, selected Nucleus FinnOne Neo Cloud to power growth in Digital Lending
- Sai Point Finance Corporation Ltd., Non- Banking Finance Company (NBFC) goes live with Nucleus FinnOne Neo Cloud in just 4 days

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- Completed FinnOne Neo deployment in the cloud for Finova Capital, a Jaipur-based Non-Banking Financial Company (NBFC) to power business growth, with a seamless customer acquisition platform, while streamlining home loan processing and helping them to scale faster
- Strengthens digital capabilities with the latest version of its Integrated Transaction Banking Solution, FinnAxia.

### **Other Highlights:**

- Organized an exclusive industry roadshow on 'driving Innovation in Lending' for leading banks and financial institutions in Tanzania
- Showcased expertise on the fast-evolving trends that are transforming the microfinance industry at the Microfinance South Africa 2017 Annual General Meeting & Conference (MFSA AGM) in South Africa
- Presented insights on 'Digital Lending and Advanced Analytics' at the Middle East Banking Innovation Summit (MEBIS) 2017 in Dubai
- Hosted an exclusive industry roundtable discussion in Mumbai for Non-Banking Financial Companies (NBFCs) and Housing Finance Companies (HFCs) with the theme of 'Driving Innovation in Lending' in association with Dun & Bradstreet and Amazon Web Services in Mumbai
- Hosted an exclusive industry roundtable discussion for banks and NBFCs with the theme of 'Driving Innovation in Lending' in association with Dun & Bradstreet in Delhi
- Participated in the National Cooperative Banking Summit 2017 (NCBS) hosted by Banking Frontiers and demonstrated insights on 'How next generation digital lending solutions can help you transform your business' in Jaipur
- Won award for 'Best Corporate Social Responsibility Practices' at Asia Pacific HRM Congress in Bangalore
- The global strength of employees at Nucleus Software as on 30<sup>th</sup> September, 2017 stands at 1802 against 1696 as on 30<sup>th</sup> September, 2016.

### **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

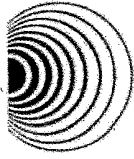
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expertise and innovation in lending and transaction banking technology. It has two flagship products, built on the latest technology:

- 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:**

Rashmi Joshi

PR & Media Relations

Nucleus Software

Email: [rashmi.joshi@nucleussoftware.com](mailto:rashmi.joshi@nucleussoftware.com)

Mob: +91- 9560694654

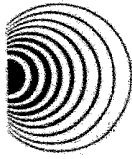


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**CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED SEPTEMBER 30, 2017**

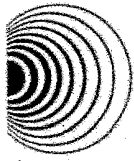
₹ In Lakhs

| Particulars   | Quarter Ended         |                  |                       | Half Year Ended       |                       | Year Ended        |
|---|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
|   | September<br>30, 2017 | June 30,<br>2017 | September<br>30, 2016 | September<br>30, 2017 | September<br>30, 2016 | March 31,<br>2017 |
|   | Unaudited             | Unaudited        | Unaudited             | Unaudited             | Unaudited             | Audited           |
| <b>1. INCOME FROM OPERATIONS</b>  |                       |                  |                       |                       |                       |                   |
| Income from Software Products and Services                                      | 10,044.67             | 9,431.87         | 9,560.37              | 19,476.54             | 18,555.85             | 37,239.24         |
| <b>Total Income from operations (net)</b>                                       | <b>10,044.67</b>      | <b>9,431.87</b>  | <b>9,560.37</b>       | <b>19,476.54</b>      | <b>18,555.85</b>      | <b>37,239.24</b>  |
| <b>2. EXPENSES</b>  |                       |                  |                       |                       |                       |                   |
| a) Employee benefit expense   | 6,742.53              | 6,421.39         | 6,182.67              | 13,163.93             | 12,391.76             | 24,454.85         |
| b) Operating and other expenses   | 1,921.82              | 1,979.03         | 1,903.45              | 3,900.85              | 3,681.56              | 7,396.51          |
| c) Finance cost (Bank Charges)  | 15.00                 | 12.50            | 12.14                 | 27.50                 | 27.75                 | 54.68             |
| <b>Total Expenses</b>   | <b>8,679.35</b>       | <b>8,412.93</b>  | <b>8,098.26</b>       | <b>17,092.28</b>      | <b>16,101.07</b>      | <b>31,906.03</b>  |
| <b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>                      | <b>1,365.32</b>       | <b>1,018.94</b>  | <b>1,462.11</b>       | <b>2,384.26</b>       | <b>2,454.78</b>       | <b>5,333.20</b>   |
| 4. Depreciation and amortisation expense  | 173.48                | 177.34           | 308.68                | 350.81                | 608.86                | 1,121.73          |
| <b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>                       | <b>1,191.85</b>       | <b>841.60</b>    | <b>1,153.43</b>       | <b>2,033.45</b>       | <b>1,845.92</b>       | <b>4,211.47</b>   |
| 6. Other Income   | 823.83                | 759.70           | 765.59                | 1,583.53              | 1,498.97              | 3,213.55          |
| <b>7. PROFIT BEFORE TAXES (5+6)</b>   | <b>2,015.67</b>       | <b>1,601.30</b>  | <b>1,919.02</b>       | <b>3,616.98</b>       | <b>3,344.89</b>       | <b>7,425.02</b>   |
| 8. Tax expense  | 449.43                | 449.81           | 375.72                | 899.25                | 556.75                | 809.06            |
| <b>9. PROFIT AFTER TAXES (7-8)</b>  | <b>1,566.24</b>       | <b>1,151.49</b>  | <b>1,543.30</b>       | <b>2,717.73</b>       | <b>2,788.14</b>       | <b>6,615.96</b>   |
| <b>10. OTHER COMPREHENSIVE INCOME</b>   | <b>(61.13)</b>        | <b>(373.08)</b>  | <b>158.05</b>         | <b>(434.21)</b>       | <b>684.85</b>         | <b>515.15</b>     |
| <b>11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>                            | <b>1,505.11</b>       | <b>778.41</b>    | <b>1,701.35</b>       | <b>2,283.52</b>       | <b>3,472.99</b>       | <b>7,131.11</b>   |
| <b>12. Earnings Per Share (Rs.) (Par value Rs.10 each)<br/>(not annualised)</b> |                       |                  |                       |                       |                       |                   |
| Basic   | 4.93                  | 3.56             | 4.77                  | 8.47                  | 8.61                  | 20.43             |
| Diluted   | 4.93                  | 3.56             | 4.77                  | 8.47                  | 8.61                  | 20.43             |



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CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

| REVENUE BY                     | Quarter Ended         |                 |                  |                 |                       |                 | Half Year Ended  |                 |                  |                 | Year Ended        |                 |
|--------------------------------|-----------------------|-----------------|------------------|-----------------|-----------------------|-----------------|------------------|-----------------|------------------|-----------------|-------------------|-----------------|
|                                | September<br>30, 2017 | % of<br>Revenue | June 30,<br>2017 | % of<br>Revenue | September<br>30, 2016 | % of<br>Revenue | Sep. 30,<br>2017 | % of<br>Revenue | Sep. 30,<br>2016 | % of<br>Revenue | March 31,<br>2017 | % of<br>Revenue |
|                                | Unaudited             |                 | Unaudited        |                 | Unaudited             |                 | Unaudited        |                 | Unaudited        |                 | Audited           |                 |
| <b>GEOGRAPHICAL SEGMENTS</b>   |                       |                 |                  |                 |                       |                 |                  |                 |                  |                 |                   |                 |
| INDIA                          | 3,140.54              | 31.27           | 2,686.01         | 28.48           | 2,486.74              | 26.01           | 5,826.55         | 29.92           | 4,711.97         | 25.39           | 10,079.91         | 27.07           |
| FAR EAST                       | 1,546.58              | 15.40           | 1,477.33         | 15.66           | 1,479.09              | 15.47           | 3,023.91         | 15.53           | 2,994.37         | 16.14           | 5,958.21          | 16.00           |
| SOUTH EAST ASIA                | 1,953.43              | 19.45           | 2,073.84         | 21.99           | 2,061.23              | 21.56           | 4,027.27         | 20.68           | 4,174.06         | 22.49           | 7,843.78          | 21.06           |
| EUROPE                         | 1,018.97              | 10.14           | 1,112.08         | 11.79           | 1,246.40              | 13.04           | 2,131.05         | 10.94           | 2,216.78         | 11.95           | 4,622.55          | 12.41           |
| MIDDLE EAST                    | 1,554.07              | 15.47           | 1,405.66         | 14.90           | 1,291.83              | 13.51           | 2,959.73         | 15.20           | 2,553.39         | 13.76           | 5,213.52          | 14.00           |
| AFRICA                         | 219.11                | 2.18            | 208.40           | 2.21            | 178.35                | 1.87            | 427.51           | 2.19            | 417.85           | 2.25            | 911.44            | 2.45            |
| AUSTRALIA                      | 267.43                | 2.66            | 263.50           | 2.79            | 602.71                | 6.30            | 530.93           | 2.73            | 1,057.17         | 5.70            | 1,745.97          | 4.69            |
| REST OF THE WORLD              | 344.54                | 3.43            | 205.05           | 2.18            | 214.02                | 2.24            | 549.59           | 2.82            | 430.26           | 2.32            | 863.86            | 2.32            |
| <b>TOTAL</b>                   | <b>10,044.67</b>      | <b>100.00</b>   | <b>9,431.87</b>  | <b>100.00</b>   | <b>9,560.37</b>       | <b>100.00</b>   | <b>19,476.54</b> | <b>100.00</b>   | <b>18,555.85</b> | <b>100.00</b>   | <b>37,239.24</b>  | <b>100.00</b>   |
| <b>BUSINESS SEGMENTS</b>       |                       |                 |                  |                 |                       |                 |                  |                 |                  |                 |                   |                 |
| <b>PRODUCTS</b>                | <b>7,886.63</b>       | <b>78.52</b>    | <b>7,319.59</b>  | <b>77.60</b>    | <b>7,506.35</b>       | <b>78.52</b>    | <b>15,206.22</b> | <b>78.07</b>    | <b>14,421.72</b> | <b>77.72</b>    | <b>28,809.46</b>  | <b>77.36</b>    |
| Own                            | 7,810.36              | 77.76           | 7,241.31         | 76.77           | 7,436.73              | 77.79           | 15,051.67        | 77.28           | 14,277.47        | 76.94           | 28,494.56         | 76.52           |
| Traded                         | 76.27                 | 0.76            | 78.27            | 0.83            | 69.62                 | 0.73            | 154.55           | 0.79            | 144.25           | 0.78            | 314.90            | 0.85            |
| <b>PROJECTS &amp; SERVICES</b> | <b>2,158.04</b>       | <b>21.48</b>    | <b>2,112.28</b>  | <b>22.40</b>    | <b>2,054.02</b>       | <b>21.48</b>    | <b>4,270.32</b>  | <b>21.93</b>    | <b>4,134.13</b>  | <b>22.28</b>    | <b>8,429.78</b>   | <b>22.64</b>    |
| <b>TOTAL</b>                   | <b>10,044.67</b>      | <b>100.00</b>   | <b>9,431.87</b>  | <b>100.00</b>   | <b>9,560.37</b>       | <b>100.00</b>   | <b>19,476.54</b> | <b>100.00</b>   | <b>18,555.85</b> | <b>100.00</b>   | <b>37,239.24</b>  | <b>100.00</b>   |



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