



**NUCLEUS  
SOFTWARE**

# NUCLEUS SOFTWARE

Quarterly Report

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December 31, 2020

Particulars	Consolidated Performance			Nine Months Ended	
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019
Revenue from Operations	124.01	136.99	130.33	389.35	382.6
Operating Profit (EBITDA)	26.12	33.43	23.37	96.63	61.85
Profit after Tax (PAT)	24.82	29.45	23.20	90.60	60.86
EBITDA Margin	21%	24%	18%	25%	16%
PAT Margin	20%	21%	18%	23%	16%
EPS	8.55	10.14	7.99	31.2	20.96

At the end of the Period	As at		
	December 31, 2020	September 30, 2020	December 31, 2019
Share Capital	29.04	29.04	29.04
Other Equity	617.12	590.81	510.13
Net Worth	646.16	619.85	539.17
Total Assets	862.56	841.41	741.05
Current Assets	547.64	537.96	451.68
Cash and Cash Equivalents	442.83	431.11	334.51
Working Capital	351.04	334.22	267.41
Market Capitalization	1,833.34	1,946.74	823.74
No. of Shares (Face Value of Rs.10.00)	29,040,724	29,040,724	29,040,724

**Notes:**

- 1.) Market Capitalisation is calculated by considering the closing market price of the scrip at the close of the quarter which is Rs.631.30 at Dec 31'2020, Rs.670.35 at Sept 30' 2020 and Rs. 283.65 at Dec 31' 2019
- 2.) While calculating the figures of group, intergroup transactions have been ignored.
- 3.) Previous year figures have been regrouped/ reclassified wherever necessary.

USD million except per share data

Particulars	Consolidated Performance			Nine Months Ended	
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019
Revenue from Operations	16.79	18.56	18.42	52.66	54.39
Operating Profit (EBITDA)	3.54	4.53	3.30	13.07	8.79
Profit after Tax (PAT)	3.36	3.99	3.28	12.25	8.65
EBITDA Margin	21%	24%	18%	25%	16%
PAT Margin	20%	21%	18%	23%	16%
EPS	1.16	1.37	1.13	4.22	2.98
US \$/ INR Exchange Rate*	73.84	73.83	70.75	73.94	70.34

At the end of the Period	As at		
	December 31, 2020	September 30, 2020	December 31, 2019
Share Capital	3.97	3.94	4.07
Reserves and Surplus	84.46	80.09	71.46
Net Worth	88.43	84.02	75.52
Total Assets	118.05	114.06	103.80
Current Assets	74.95	72.92	63.27
Cash and Cash Equivalents	60.60	58.44	46.86
Working Capital	48.04	45.31	37.46
Market Capitalization	250.90	263.89	115.39
US \$/ INR Exchange Rate#	73.07	73.77	71.39

## LETTER TO THE SHAREHOLDERS

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Dear Shareholder,

I take this opportunity to present to you a brief report on the performance of your Company for the Third Quarter and Nine Months ended on December 31, 2020.

First the financial performance, consolidated revenue for the quarter was Rs. 124.01 crore compared to Rs. 130.3 crore in Q3 of the previous year. The consolidated EBITDA was Rs. 26.12 crore in comparison to Rs. 23.37 crore in the corresponding quarter of the previous year. Consolidated net profit was Rs. 24.82 crore in comparison to Rs. 23.20 crore in the corresponding quarter of the previous year. EPS for the quarter was Rs. 8.55 against Rs. 7.99 in the corresponding quarter of the previous year.

The Product business revenue was Rs. 103.2 crore against Rs. 103.9 crore in the corresponding quarter of the previous year. The Company continues to focus and invest on development of niche Banking Products.

Cash and cash equivalents, including investments in debt schemes of mutual funds, fixed deposits with banks, tax free bonds and preference shares are at Rs. 673.3 crore as on 31<sup>st</sup> December, 2020, as against Rs. 531.9 crore on 31<sup>st</sup> December, 2019.

Our ongoing investment in the latest technologies, including Artificial Intelligence, Digital and Cloud, continues to add value to our customers' business. Our market-focused, roadmap-driven approach ensures that our customers can take advantage of those enhancements quickly and easily.

Apart from continuing to deliver value to all our customers in our conventional and new ways, we have created a platform where completely new ideas are being explored. We are confident with this new approach to looking at our role as solution providers, we will continue to not only enhance our award winning world class solutions, but also come up with new solutions as well.

Managing Director

Date: Jan 30, 2021

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## Additional Information to Shareholders

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1. Date of Incorporation January 9, 1989
  2. Registered office 33-35, Thyagraj Nagar Market  
New Delhi-110003  
India
  3. Corporate Office A-39, Sector 62  
NOIDA, UP –201301  
India
  4. Financial Calendar  
(Tentative and subject to change)  
Financial results for the second quarter between 21<sup>st</sup> to 31<sup>st</sup> of October 2020  
Ending September 30, 2020  
Financial reporting for the third quarter between 20<sup>th</sup> to 31<sup>st</sup> of January 2021  
Ending December 31, 2020  
Financial reporting for the fourth quarter between 21<sup>st</sup> to 31<sup>st</sup> of April 2021  
Ending March 31, 2021.  
Financial reporting for the first quarter between 20<sup>th</sup> to 31<sup>st</sup> of July 2021  
Ending June 30, 2021.
  5. Share Related Data
    - The Shares of Nucleus are listed on The National Stock Exchange of India limited, and Bombay Stock Exchange Limited
    - Scrip Code (NSE) NUCLEUS
    - Scrip Code (BSE) 531209
    - The Company's shares are traded in "Group B" category at the Bombay Stock Exchange Ltd.
    - International Securities Identification Number (ISIN code-NSDL and CDSL) INE096B01018
    - Face value of the Company's equity shares is Rs. 10.
    - Shares of the Company are compulsorily traded in demat form.
    - 99.79 % of the Company's equity shares are in demat form.
    - The Company has not issued any GDRs / ADRs.
    - The dividend declared and paid in the previous financial years is given below:
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Financial Year	Dividend (%)	Dividend Per Share in Rs.	Dividend Pay Out in Rs. Crore
2020-21*	30%	3.00	9.71
2018-19	90%	9.00	26.13
2017-18	80%	8.00	23.23
2016-17	50%	5.00	16.19
2015-16	50%	5.00	16.19
2014-15	50%	5.00	16.19
2013-14	60%	6.00	19.43
2012-13	30%	3.00	9.71
2011-12	25%	2.50	8.09
2010-11	25%	2.50	8.09
2009-10	25%	2.50	8.09
2008-09	25%	2.50	8.09
2007-08	30%	3.00	9.71
2006-07	35%	3.50	5.64
2005-06	35%	3.50	5.64
2004-05#	25%	2.50	4.02*
2003-04	25%	2.50	2.01
2002-03	20%	2.00	1.58
2001-02	20%	2.00	1.58
2000-01	20%	2.00	0.68

\*In 2020-21 , Interim Dividend was declared.

# The dividend payout in 2004-05 was on the enhanced capital consequent to 1:1 bonus issue made during the year.

#### Notes

- The Board had not recommended any dividend prior to financial year 2000-2001.
- The Dividend Policy of the Company is to maintain the dividend payout, in the range of 15-30% of the profits available for distribution, subject to:
  - a) Provisions of Companies Act and other applicable laws.
  - b) Availability of funds in the Company
- The Board of Directors reviews the Dividend Policy periodically.

- Registrars of Company

**KFin Technologies Private Limited**  
 Karvy Selenium Tower B, Plot 31-32,  
 Gachibowli, Financial District,  
 Nanakramguda,

Hyderabad–500032  
Tel:040-23420815-28  
Fax: 040- 23420814/23420857  
Email: [mailmanager@karvy.com](mailto:mailmanager@karvy.com)

**6. Locations**

Nucleus services its clients through a network of international offices. Nucleus has wholly owned subsidiaries in India, Japan, Singapore, U.S.A, Netherlands, Australia, South Africa and branch offices in Dubai (UAE), London (U.K) and USA.

Nucleus operates state-of-the-art Software Development Centre at NOIDA (U.P) under the Software Technology Park scheme of the Government of India.

**7. Share Transfer System**

The Company's shares are currently traded in dematerialised form; transfers are processed and approved in the electronic form by NSDL/CDSL through their Depository Participants.

The Shareholders/Investor Grievance Committee is authorised to approve transfer of shares, which are received in physical form, and the said Committee approves transfer of shares on a fortnightly basis.

All requests for dematerialisation of shares are processed and confirmation is given to the respective Depositories i.e. National Securities Depository Ltd. (NSDL) and Central Depository Services Ltd. (CDSL) within 15 days.

The Company obtains from a Company Secretary in practice half –yearly certificate of compliance with the share transfer formalities as required under Regulation 40(9) of SEBI (LODR) Regulations 2015 and files a copy of the certificate with the Stock Exchanges.

**8. Investors' Services**

The Company has attended to most of the investors' grievances/correspondence within a period of 10 days from the date of receipt of the same, during the quarter.

Designated e-mail Address for Investor Services

In terms of Regulation 46 of the SEBI (LODR) Regulations, 2015, the designated e-mail address for investor complaints is [investorrelations@nucleussoftware.com](mailto:investorrelations@nucleussoftware.com).

**9. Legal Proceedings**

There is one legal proceeding pending against the Company in the Court.

**10. Investors' Correspondence may be addressed to:**

**The Company Secretary**

Nucleus Software Exports Ltd.,  
33-35, Thyagraj Nagar Market  
New Delhi-110003  
India

Tel: ++91-(120)-2404050 Fax: ++91-(120)-2403972

Email: [investorrelations@nucleussoftware.com](mailto:investorrelations@nucleussoftware.com)

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## 11. Employee Strength of Nucleus

Nucleus employed 1998 people as on Dec 31' 2020 as compared to 2064 people as on Sept 30' 2020.

### A. Distribution of the Employees:

	<b>December 31, 2020</b>	<b>September 30, 2020</b>
Technical Employee's	1786	1845
Non-Technical Employee's including Business Development Group	212	219
<b>TOTAL</b>	<b>1998</b>	<b>2,064</b>
Male	1463	1522
Female	535	542
<b>TOTAL</b>	<b>1998</b>	<b>2,064</b>

## 12. *How do I contact Nucleus by telephone, mail or in person?*

You can contact the following Nucleus personnel for any information:-

Vishnu R Dusad

Tel: +91 (120) 4031800

E Mail: [vishnu@nucleussoftware.com](mailto:vishnu@nucleussoftware.com)

Poonam Bhasin - Company Secretary

Tel: +91 (120) 4031400

E Mail: [poonam@nucleussoftware.com](mailto:poonam@nucleussoftware.com)

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Consolidated segment Information



CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED DECEMBER 31, 2020

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Particulars	In Lakhs					
	Quarter Ended			Nine Months Ended		Year Ended
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1. INCOME FROM OPERATIONS</b>						
Income from Software Products and Services	12,401	13,699	13,033	38,935	38,260	52,083
<b>Total Income from operations (net)</b>	<b>12,401</b>	<b>13,699</b>	<b>13,033</b>	<b>38,935</b>	<b>38,260</b>	<b>52,083</b>
<b>2. EXPENSES</b>						
a) Employee benefit expense	8,303	9,132	8,218	25,023	24,512	32,229
b) Operating and other expenses	1,445	1,197	2,451	4,155	7,477	10,432
c) Finance cost (Bank Charges)	41	27	28	94	86	112
<b>Total Expenses</b>	<b>9,789</b>	<b>10,356</b>	<b>10,697</b>	<b>29,273</b>	<b>32,075</b>	<b>42,773</b>
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>2,612</b>	<b>3,343</b>	<b>2,337</b>	<b>9,663</b>	<b>6,185</b>	<b>9,310</b>
4. Depreciation, amortization and impairment expense	347	359	389	1,066	1,011	1,355
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>2,265</b>	<b>2,984</b>	<b>1,948</b>	<b>8,597</b>	<b>5,174</b>	<b>7,955</b>
6. Other Income	1,031	906	904	3,232	2,694	3,723
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>3,296</b>	<b>3,890</b>	<b>2,851</b>	<b>11,829</b>	<b>7,868</b>	<b>11,678</b>
8. Tax expense	814	945	531	2,769	1,782	2,779
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>2,482</b>	<b>2,945</b>	<b>2,320</b>	<b>9,060</b>	<b>6,086</b>	<b>8,899</b>
<b>10. OTHER COMPREHENSIVE INCOME</b>	<b>149</b>	<b>(49)</b>	<b>140</b>	<b>339</b>	<b>(106)</b>	<b>(747)</b>
<b>11. TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (9+10)</b>	<b>2,631</b>	<b>2,896</b>	<b>2,460</b>	<b>9,399</b>	<b>5,980</b>	<b>8,152</b>
<b>12. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>						
Basic	8.55	10.14	7.99	31.20	20.96	30.64
Diluted	8.55	10.14	7.99	31.20	20.96	30.64

CONSOLIDATED SEGMENT INFORMATION

In Lakhs ₹

REVENUE BY	Quarter Ended						Nine Month Ended				Year Ended	
	December 31, 2020	% of Revenue	September 30, 2020	% of Revenue	December 31, 2019	% of Revenue	December 31, 2020	% of Revenue	December 31, 2019	% of Revenue	March 31, 2020	% of Revenue
	Unaudited		Unaudited		Unaudited		Unaudited		Unaudited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>												
INDIA	4,678	37.7	5,277	38.5	4,588	35.2	14,576	37.4	12,355	32.3	18,057	34.7
FAR EAST	1,016	8.2	1,046	7.6	1,453	11.1	2,946	7.6	4,099	10.7	5,361	10.3
SOUTH EAST ASIA	2,401	19.4	2,635	19.2	2,482	19.0	7,734	19.9	8,080	21.1	10,417	20.0
EUROPE	728	5.9	723	5.3	753	5.8	2,136	5.5	3,143	8.2	3,788	7.3
MIDDLE EAST	1,690	13.6	1,801	13.1	1,796	13.8	5,423	13.9	5,754	15.1	7,763	14.9
AFRICA	478	3.9	583	4.3	362	2.8	1,362	3.5	1,313	3.4	1,719	3.3
AUSTRALIA	651	5.2	1,017	7.4	883	6.8	2,729	7.0	1,929	5.0	2,738	5.3
REST OF THE WORLD	759	6.1	617	4.5	716	5.5	2,029	5.2	1,587	4.2	2,240	4.2
<b>TOTAL</b>	<b>12,401</b>	<b>100.0</b>	<b>13,699</b>	<b>100.0</b>	<b>13,033</b>	<b>100.0</b>	<b>38,935</b>	<b>100.0</b>	<b>38,260</b>	<b>100.0</b>	<b>52,083</b>	<b>100.0</b>
<b>BUSINESS SEGMENTS</b>												
<b>PRODUCTS</b>	<b>10,324</b>	<b>83.3</b>	<b>11,473</b>	<b>83.8</b>	<b>10,388</b>	<b>79.7</b>	<b>32,504</b>	<b>83.5</b>	<b>30,238</b>	<b>79.0</b>	<b>41,433</b>	<b>79.5</b>
Own	10,301	83.1	11,450	83.6	10,316	79.1	32,426	83.3	30,028	78.5	41,193	79.0
Traded	23	0.2	24	0.2	72	0.6	78	0.2	210	0.6	240	0.5
<b>PROJECTS &amp; SERVICES</b>	<b>2,077</b>	<b>16.7</b>	<b>2,226</b>	<b>16.2</b>	<b>2,645</b>	<b>20.3</b>	<b>6,431</b>	<b>16.5</b>	<b>8,022</b>	<b>21.0</b>	<b>10,650</b>	<b>20.5</b>
<b>TOTAL</b>	<b>12,401</b>	<b>100.0</b>	<b>13,699</b>	<b>100.0</b>	<b>13,033</b>	<b>100.0</b>	<b>38,935</b>	<b>100.0</b>	<b>38,260</b>	<b>100.0</b>	<b>52,083</b>	<b>100.0</b>



Global offices: Amsterdam | Chennai | Dubai | Jaipur | Johannesburg | London | Manila  
Mumbai | New Delhi | New Jersey | Noida | Singapore | Sydney | Tokyo