



Results Q1 FY 2017

NSE: NUCLEUS, BSE: 531209

## Nucleus Software announces Q1 FY2017 Results

*Enabling digitization and business transformation to continually add value to our customers*

**New Delhi, July 21, 2016:** [Nucleus Software](#), the leading provider of lending and transaction banking solutions to the global financial services industry, today announced its consolidated results for the first quarter ended on June 30, 2016.

Consolidated revenue for the first quarter of FY 2017 is at **Rs. 90.0 crore** in comparison to **Rs. 84.8 crore** in the corresponding quarter of the previous year.

“As the transformation of financial services continues, driven in part by the rise of Fintech companies, we are seeing increasing interest in both digitization and the adoption of cloud. This is translating into some very exciting opportunities. In line with our approach to facilitate the digital transformation of our customers, we are working with many financial institutions in India for cloud-based deployments which will offer them enhanced business agility and reduced time to market,” **said Mr. Vishnu R. Dusad, CEO, Nucleus Software.**

“We remain fully committed to combining our deep business and technical expertise with innovative solutions that help our customers achieve their business goals. Building on our lending mobility portfolio, which is now processing over 9.7 million transactions worth more than \$2.15 billion, we recently launched our lending mobility offering ‘mApply’. The solution enables end customers of Banks and financial institutions to apply for loans in a completely digital manner through mobile and eliminates the need to visit the branch. We are adding value and solving real business needs of our customers,” added Mr. Dusad.

### **Key highlights:**

- PaySe, the world’s first digital cash solution was adjudged a winner for “Democratising cash” in the Reserve Bank of India’s (RBI) Payment Systems Innovation Contest. The contest organised by the Institute for Development and Research in Banking Technology (IDRBT), a wholly owned subsidiary of the Reserve Bank, was aimed at promoting innovation in the area of Payment and Settlement System. PaySe is built to disrupt the payment landscape and make peer to peer digital transactions as easy and effective as cash. Our patent pending offline payment

### **Corporate Office**

Nucleus Software Exports Ltd.  
A-39, Sector 62, Noida - 201307

### **Registered Office**

33-35 Thyagraj Nagar Mkt, New Delhi - 110003  
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architecture is revolutionary and delivers on our vision of democratizing cash in the same way as MP3 democratized music.

- Launched 'mApply', an innovative mobile solution that empowers Bank's loan customers to apply for loans in minutes. mApply supports the bank's customers and mortgage brokers to compare various loan offers from the bank, select the best offer and submit a paperless loan application within minutes. This process can be easily completed on mobile without any need to visit the bank branch.
- Empowered a leading bank in Philippines to add mobile as a new channel for loan sourcing with our lending mobility solution FinnOne mCas
- Helped a large financial services group based in Mauritius expand their lending business into Madagascar

#### **Financial highlights:**

##### **Consolidated results for the first quarter ended 30<sup>th</sup> June, 2016**

- Consolidated revenue at Rs. 90.0 crore, in comparison to Rs. 84.8 crore in corresponding Q1 of the previous year
- Product business revenue at Rs. 69.2 crore in comparison to Rs. 62.5 crore in the corresponding Q1 of the previous year
- EBIDTA at Rs. 9.2 crore in comparison to Rs. 4.3 crore in the corresponding Q1 of the previous year
- Net Profit after Tax (PAT) at Rs. 10.8 crore in comparison to Rs. 6.8 crore in the corresponding Q1 of the previous year
- Earnings Per Share at Rs. 3.34 in comparison to Rs. 2.10 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 bonds are at Rs. 394.5 crore as on 30<sup>th</sup> June, 2016, as against Rs. 351.5 crore on 30th June, 2015.

#### **Business highlights:**

- Continuing with our expansion strategy, we have added 1 new customer to the count of more than 150 customers during the quarter
- Company won 3 new product orders worldwide in Q1 FY17

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**NUCLEUS  
SOFTWARE**



- 22 product module implementations successfully went live
- Showcased expertise on [digitization in retail lending at Australian Retail Banking Summit 2016](#) organized by RFI at [Sydney, where we presented along with our customer Bank of Queensland \(BOQ\)](#)
- Participated as the Thought Leadership sponsor in the [3rd Annual West Africa International Retail Banking Dialogue 2016](#) in Nigeria

### **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?preview=true>

### **Media Relations:**

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CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED JUNE 30, 2016

₹ In Lakhs

Particulars	Quarter Ended			Year Ended
	June 30, 2016	March 31, 2016	June 30, 2015	March 31, 2016
	Unaudited	Unaudited	Unaudited	Audited
<b>1. INCOME FROM OPERATIONS</b>				
Income from Software Products and Services	8,995.48	9,273.43	8,482.23	34,870.19
<b>Total Income from operations (net)</b>	<b>8,995.48</b>	<b>9,273.43</b>	<b>8,482.23</b>	<b>34,870.19</b>
<b>2. EXPENSES</b>				
a) Employee benefit expense	6,240.03	5,164.42	5,747.73	22,683.82
b) Travel expense	354.05	479.47	598.86	2,098.71
c) Finance cost (Bank Charges)	15.54	15.71	16.67	61.66
d) Other expenses	1,470.03	1,773.17	1,692.29	7,006.66
<b>Total Expenses</b>	<b>8,079.65</b>	<b>7,432.77</b>	<b>8,055.55</b>	<b>31,850.85</b>
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>915.83</b>	<b>1,840.66</b>	<b>426.68</b>	<b>3,019.34</b>
4. Depreciation and amortisation expense	299.99	298.50	308.24	1,222.47
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>615.84</b>	<b>1,542.16</b>	<b>118.44</b>	<b>1,796.87</b>
6. Other Income	657.05	549.08	774.14	2,590.69
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>1,272.89</b>	<b>2,091.24</b>	<b>892.58</b>	<b>4,387.56</b>
8. Tax expense	189.85	679.19	213.26	1,141.03
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>1,083.04</b>	<b>1,412.05</b>	<b>679.32</b>	<b>3,246.53</b>
<b>10. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>				
Basic	3.34	4.36	2.10	10.03
Diluted	3.34	4.36	2.10	10.03

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CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

REVENUE BY	Quarter Ended						Year Ended	
	June 30, 2016	% of Revenue	March 31, 2016	% of Revenue	June 30, 2015	% of Revenue	March 31, 2016	% of Revenue
	Unaudited		Unaudited		Unaudited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>								
INDIA	2,225.23	24.74	2,196.92	23.69	1,300.12	15.33	6,792.25	19.48
FAR EAST	1,515.28	16.84	1,643.23	17.72	1,238.73	14.60	5,759.71	16.52
SOUTH EAST ASIA	2,112.83	23.49	1,957.66	21.11	1,996.93	23.54	7,843.58	22.49
EUROPE	970.38	10.79	900.81	9.71	1,489.99	17.57	4,149.34	11.90
MIDDLE EAST	1,261.56	14.02	1,527.81	16.48	1,330.03	15.68	5,688.28	16.31
AFRICA	239.50	2.66	380.94	4.11	384.07	4.53	1,358.28	3.90
AUSTRALIA	454.46	5.05	381.29	4.11	632.84	7.46	2,461.54	7.06
REST OF THE WORLD	216.24	2.40	284.77	3.07	109.52	1.29	817.21	2.34
<b>TOTAL</b>	<b>8,995.48</b>	<b>100.00</b>	<b>9,273.43</b>	<b>100.00</b>	<b>8,482.23</b>	<b>100.00</b>	<b>34,870.19</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>								
<b>PRODUCTS</b>	<b>6,915.37</b>	<b>76.88</b>	<b>7,176.14</b>	<b>77.38</b>	<b>6,245.52</b>	<b>73.63</b>	<b>26,169.55</b>	<b>75.05</b>
Own	6,840.74	76.05	7,113.63	76.71	6,183.79	72.90	25,924.55	74.35
Traded	74.63	0.83	62.51	0.67	61.73	0.73	245.00	0.70
<b>PROJECTS &amp; SERVICES</b>	<b>2,080.11</b>	<b>23.12</b>	<b>2,097.29</b>	<b>22.62</b>	<b>2,236.71</b>	<b>26.37</b>	<b>8,700.64</b>	<b>24.95</b>
<b>TOTAL</b>	<b>8,995.48</b>	<b>100.00</b>	<b>9,273.43</b>	<b>100.00</b>	<b>8,482.23</b>	<b>100.00</b>	<b>34,870.19</b>	<b>100.00</b>

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