

## Nucleus Software Announces FY13 Results Strategic Transformational Initiatives to Gear up for Growth

**New Delhi, 29 April, 2013:** Nucleus Software Exports Limited (NSE: NUCLEUS, BSE: 531209), a leading global software product and solutions company, today reported its consolidated results for the financial year ended March 31 2013. With decades of experience, the company is a leading global banking software powerhouse providing innovative and pioneering products and software solutions.

Commenting on the performance of fourth quarter and fiscal FY2013, Mr. Vishnu R. Dusad, CEO and Managing Director, Nucleus Software, said “FY2012 -13 has been a significant year for Nucleus Software. Our customer base in 50 countries and focus on domain-rich expertise has helped sustain the company’s improved performance. Going forward, we will be focusing on consolidating our global leadership position through customer centricity, market penetration and new platform initiatives such as mobility.”

### CONSOLIDATED REVENUE FOR THE YEAR ENDED MARCH 31, 2013

- Revenue for FY 13 stood at **Rs. 293.76 crore**, a Y-o-Y growth of 4.08%
- Product business revenue for the year at **Rs. 197.68 crore** in comparison to Rs. 204.99 crore in the previous year
- EBIDTA at **Rs. 45.90 crore** in comparison to Rs. 35.55 crore in the previous year
- Net Profit after Tax (PAT) stood at **Rs. 45.17 crore** in comparison to Rs. 35.34 crore in the previous year, a Y-o-Y growth of 27.82%
- Earnings Per Share (EPS) for the year at **Rs. 13.95** in comparison to Rs. 10.91 in the previous year

Cash and cash equivalents, investments in debt schemes of mutual funds and tax free PSU bonds are Rs. 266.91 crore as on March 31, 2013, as against Rs. 196.32 crore as on March 31, 2012. Dividend has been recommended at 30% (Rs. 3.00 per share) against 25 % (Rs. 2.50 per share), in the previous year.

### CONSOLIDATED RESULTS FOR THE QUARTER ENDED MARCH 31, 2013

- Consolidated revenue at **Rs. 73.44 crore** from software products and software development services in comparison to **Rs. 70.07 crore** in the corresponding quarter of the previous year
- Product business revenue for the quarter at **Rs. 49.61 crore** in comparison to **Rs. 50.40 crore** in the corresponding quarter of the previous year
- EBIDTA for the quarter at Rs. 12.26 crore in comparison to Rs. 9.26 crore in the corresponding quarter of the previous year
- Net Profit after Tax (PAT) increased to **Rs. 10.45 crore** from Rs. 8.79 crore in the corresponding quarter of the previous year
- Earnings Per Share (EPS) for the quarter at **Rs. 3.23** in comparison to Rs. 2.72 in the corresponding quarter of the previous year

### **BUSINESS HIGHLIGHTS**

- Nucleus Software successfully implemented FinnOne™ at Toyota Financial Services India Limited in June 2012, a collaborative effort enabling smooth management of Toyota Financial Services India's lending operations including loan origination, management and collections. Other key successful product suite implementations for customers across the globe included ENY Finance (Switzerland), First Valley Bank, Bank of Florida (Philippines) and Vietnam Prosperity Bank (Vietnam)
- Expanding its global foot print, Nucleus Software entered into new major financial hubs of South Africa and Switzerland, further consolidating its position as the global leader.

#### **For the Quarter Ended March 31, 2013:**

- Won 6 new product orders worldwide
- 5 new customers added
- Won orders for 26 product modules in this quarter
- 9 product modules successfully implemented across regions

#### **For the Year ended March 31, 2013:**

- Won 20 new product orders worldwide
- 10 new customers added
- Won orders for 65 product modules in FY 12-13
- 85 modules implemented in FY 12-13

Global strength of employees as on March 31, 2013 is 1503

### **ROAD TO TRANSFORMATION**

With the objective to gear up for rapid growth, transformational initiatives are underway focused on enhancing customer experiences. An organization wide effort to strengthen operational processes, employee empowerment and co creation initiatives is in progress for sharpening customer centricity. This affirms the company's focus on providing sustained value to its customers.

"Nucleus Software is embarking on a makeover which will take it to the next level. This endeavor demonstrates our passion for perfection and relentless commitment to deliver world class products to our customers", said Mr. Vishnu R. Dusad, CEO and Managing Director, Nucleus Software.

### **AWARDS AND RECOGNITION (FY 2012-2013)**

- Nucleus Software's FinnOne™ has again been ranked as the Global No. 1 Lending Software solution for the fifth consecutive year by IBS Publishing, UK in their Sales League Table 2013 for banking product sales.
- Nucleus Software received the NASSCOM Corporate Award for Excellence in Diversity and Inclusion for the category of 'Best IT services & Product Company' with less than 5000 employees.
- Nucleus Software was adjudged with the 'ICAI Awards for Excellence in Financial Reporting' GOLD SHIELD for the Fifth consecutive year under Category Service Sector (Other than financial services sector-turnover less than Rs.500 crore).

- FinnOne™ implementation at CIMB, Malaysia has received the Process Excellence Award for Collection and Debt Management at the prestigious BPA Trailblazer Awards.
- South Asian Federation of Accountants (SAFA) has adjudged Nucleus' Annual Report for the year 2011 as the recipient of 'Certificate of Merit' in the category 'Communication and Information Technology Sector'.
- IR Global Rankings (IRGR) ranked Nucleus Software as the company best in 'Most Improved Financial Disclosure Procedures' in the regional rankings for India.
- The Company was honored for the 'Best Online Annual Report' globally in the technology sector & the Best in 'Most Improved Financial Disclosure Procedures' in the regional rankings for India for the year 2012 by IR Global Rankings (IRGR).
- Social and Corporate Governance Awards 2013 in the category "Best Overall Corporate Governance".
- The Annual Report for the year ended March 31, 2012 won the Platinum Award for excellence within the Technology-Software industry and ranked 22nd amongst the Top 100 Annual Reports worldwide in the Vision Awards by LACP, USA.
- Vietnam Prosperity Bank's Loan Origination system, powered by Nucleus Software's FinnOne CAS, LMS and collections was recognized with Model Bank Award by Celent (March 2013).

#### **BOARD OF DIRECTORS**

Mr. Arun Shekhar Aran, Independent Non-Executive Director of the Company, who has served for 18 years on the Board of Directors, keeping with the provisions of Rotation of Directors proposed in the proposed Companies Bill 2012, has offered to resign from the position as member of the Board w.e.f April 27, 2013.

The Board of Directors have considered and approved his resignation. The Board in order to bring more diversity, has inducted Prof. Trilochan Sastry, Professor, IIM Bangalore, as an Additional Director in the Board Meeting held on April 27, 2013.

Prof. Sastry will serve as an Additional Director of the Board till the next Annual General Meeting of the Company, when his appointment as a Non-Executive Independent Director will be placed for approval of the members of the Company.

Prof. Sastry former Dean at IIM Bangalore, currently teaches at IIM Bangalore. He has taught in many prestigious Universities in India, Japan, Hong Kong and United States and has published several academic papers in Indian and International journals. He has received national award for research and teaching. A BTech. from IIT, Delhi, an MBA from IIM, Ahmedabad, and a Ph.D. from MIT, USA, Prof. Sastry has taught for several years at IIM, Ahmedabad after which he moved to IIM, Bangalore.

Mr. Janki Ballabh, Chairman said, "Mr. Arun Shekhar Aran has been instrumental in laying strong foundations for the growth of Nucleus Software. He contributed immensely in guiding the Company on the path of success. We thank him for his contribution and wish him good luck."

Welcoming Prof. Sastry, the Chairman further added, "We believe that Prof. Sastry's vast, rich and vivid experience will provide a new strategic direction to the Company."

### INVESTOR CONFERENCE CALL INFORMATION

On April 29, 2013, the management team at Nucleus Software including Chief Executive Officer and Managing Director, Mr. Vishnu R. Dusad will participate in a conference call for Investors and Analysts at 04:00 PM IST.

Details of the Earnings Conference Call are given below:

Date	<b>April 29, 2013</b>	
Time	4:00 PM IST	
Conference ID	9566802#	
All India Toll Free Number	18002000209	
Back Up All India Toll Free Number	18002001298	
Dial In Access Numbers	Delhi/ NCR:	011- 39406000/ 44121100
	Mumbai:	022- 39406000/ 44121100
	Kolkata:	033- 39406000
	Chennai:	044- 39406000/ 44121100

The audio and transcript of this conference call will made available at the Investor section of the website [www.nucleussoftware.com](http://www.nucleussoftware.com)

### **About Nucleus Software Exports Limited:**

Nucleus Software is a leading software powerhouse providing innovative and pioneering software solutions for Banks and Financial organizations globally. Nucleus Software offers a host of competitive IT solutions and consultancy services designed to support the whole spectrum of business offerings across retail banking, corporate banking, cards and cash management. With over 150 customers across the globe, the company is consistently innovating with cutting edge and industry driven products in the domain. Nucleus Software is listed on the National Stock Exchange and Bombay Stock Exchange in India. For more information, visit [www.nucleussoftware.com](http://www.nucleussoftware.com)

FinnOne™, the flagship product of Nucleus Software, is a powerhouse of seamlessly integrated applications, designed to provide operational support, risk management and decision-making support to banks and financial services companies. The FinnOne™ suite provides solutions for the asset as well as liability sides of business in addition to account management, core financial accounting, risk management, document management, and customer services. FinnOne™ also supports multi-branch, multi-currency, multi-product and multi-lingual implementations. FinnOne™ focuses on both, retail and corporate loans, thereby emerging as a comprehensive solution to back any line of the lending business. Nucleus Software's FinnOne™ has again been ranked as the Global No. 1 Lending Software solution for the fifth consecutive year by IBS Publishing, UK in their Sales League Table 2013 for banking product sales.

**Safe Harbor:**

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding the success of our investments, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, our ability to successfully implement our strategy, our research and development efforts, changes in the value of the Rupee and other currency changes, intense competition in IT and consulting services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Nucleus may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Board of India, Stock Exchange and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

**For further information, please contact:**

<b>For Investor queries</b>	<b>For media queries</b>
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**CONSOLIDATED BALANCE SHEET**

₹ In Lakhs

	As at	
	March 31, 2013	31 March 2012
	Audited	Audited
<b>EQUITY AND LIABILITIES</b>		
<b>1. SHAREHOLDERS' FUNDS</b>		
a. Share capital	3,238.51	3,238.50
b. Advance pursuant to stock option plan	0.13	1.68
c. Reserves and surplus	31,760.35	28,174.22
	<b>34,999.00</b>	<b>31,414.39</b>
<b>2. NON-CURRENT LIABILITIES</b>		
a. Long-term provisions	1,244.51	1,126.31
	<b>1,244.51</b>	<b>1,126.31</b>
<b>3. CURRENT LIABILITIES</b>		
a. Trade payables	2,533.60	3,007.96
b. Other current liabilities	5,594.95	4,209.86
c. Short-term provisions	1,524.15	1,311.48
	<b>9,652.70</b>	<b>8,529.30</b>
	<b>45,896.20</b>	<b>41,070.00</b>
<b>ASSETS</b>		
<b>4. NON-CURRENT ASSETS</b>		
a. Fixed assets		
- Tangible assets	4,614.82	4,730.42
- Intangible assets	454.28	160.80
	<b>5,069.10</b>	<b>4,891.22</b>
b. Non-current investments	25.23	25.23
c. Deferred tax assets (net)	607.79	566.13
d. Long-term loans and advances	2,158.36	1,997.71
e. Other non current assets	18.36	139.49
	<b>7,878.85</b>	<b>7,619.79</b>
<b>5. CURRENT ASSETS</b>		
a. Current investments	15,474.07	10,412.80
b. Inventories - Trading goods in transit	494.86	-
c. Trade receivables	6,980.17	8,783.22
d. Cash and cash equivalents	11,200.51	9,202.61
e. Short-term loans and advances	954.32	1,131.88
f. Other current assets	2,913.42	3,919.70
	<b>38,017.36</b>	<b>33,450.22</b>
	<b>45,896.20</b>	<b>41,070.00</b>

CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER & YEAR ENDED 31 MARCH, 2013						
					₹	In Lakhs
	Particulars	Quarter Ended			Year Ended	
		March 31 2013	December 31, 2012	March 31 2012	March 31, 2013	March 31, 2012
		Unaudited	Unaudited	Unaudited	Audited	Audited
1.	<b>INCOME FROM OPERATIONS</b>					
	Income from Software Products and Services	7,343.50	7,463.07	7,006.74	29,375.85	28,225.48
	<b>Total Income from operations (net)</b>	<b>7,343.50</b>	<b>7,463.07</b>	<b>7,006.74</b>	<b>29,375.85</b>	<b>28,225.48</b>
2.	<b>EXPENSES</b>					
	a) Employee benefits expense	3,890.80	4,080.99	4,003.14	16,340.57	15,707.72
	b) Travel expense	489.41	498.86	480.83	2,020.18	1,954.55
	c) Outsourced technical service expense	271.00	254.10	203.42	1,070.94	1,987.92
	d) Finance cost (Bank Charges)	13.38	11.38	9.38	44.20	32.81
	e) Other expenses	1,452.66	1,366.50	1,383.45	5,310.46	4,987.72
	<b>Total Expenses</b>	<b>6,117.25</b>	<b>6,211.83</b>	<b>6,080.22</b>	<b>24,786.35</b>	<b>24,670.71</b>
3.	<b>PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>1,226.25</b>	<b>1,251.24</b>	<b>926.52</b>	<b>4,589.50</b>	<b>3,554.77</b>
4.	Depreciation and amortisation expense	151.64	161.40	176.07	609.16	745.04
5.	<b>PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>1,074.61</b>	<b>1,089.83</b>	<b>750.45</b>	<b>3,980.34</b>	<b>2,809.72</b>
6.	Other Income	415.11	503.70	242.60	2,025.10	2,020.64
7.	<b>PROFIT BEFORE TAXES (5+6)</b>	<b>1,489.72</b>	<b>1,593.53</b>	<b>993.05</b>	<b>6,005.44</b>	<b>4,830.36</b>
8.	Tax expense	444.78	360.62	113.77	1,488.53	1,296.35
9.	<b>PROFIT AFTER TAXES (7-8)</b>	<b>1,044.94</b>	<b>1,232.92</b>	<b>879.28</b>	<b>4,516.91</b>	<b>3,534.01</b>
10.	<b>Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>					
	Basic	3.23	3.81	2.72	13.95	10.91
	Diluted	3.23	3.81	2.72	13.95	10.91

CONSOLIDATED SEGMENT INFORMATION										
REVENUE BY	Quarter Ended						Year Ended			
	31 March 2013		31 March 2012		31 Dec 2012		31 Mar 2013		31 Mar 2012	
	Unaudited	% of Revenue	Unaudited	% of Revenue	Unaudited	% of Revenue	Audited	% of Revenue	Audited	% of Revenue
<b>GEOGRAPHICAL SEGMENTS</b>										
INDIA	1,361.80	18.54	1,310.29	18.70	1,192.35	15.98	5,333.25	18.16	5,113.51	18.12
FAR EAST	1,927.26	26.24	1,503.73	21.46	2,075.98	27.82	8,204.39	27.93	7,528.36	26.67
SOUTH EAST ASIA	1,651.75	22.49	1,530.17	21.84	1,760.07	23.58	6,273.23	21.36	5,982.66	21.20
EUROPE /U.K.	404.98	5.51	805.26	11.49	494.04	6.62	1,900.33	6.47	2,972.65	10.53
AMERICAS	452.38	6.16	299.56	4.28	600.03	8.04	1,972.54	6.71	1,219.21	4.32
MIDDLE EAST	1,234.12	16.81	947.35	13.52	1,049.14	14.06	4,224.32	14.38	3,802.85	13.47
AFRICA	171.68	2.34	397.69	5.68	206.22	2.76	996.26	3.39	852.97	3.02
REST OF THE WORLD	139.53	1.91	212.68	3.03	85.24	1.14	471.53	1.61	753.26	2.67
<b>TOTAL</b>	<b>7,343.50</b>	<b>100.00</b>	<b>7,006.74</b>	<b>100.00</b>	<b>7,463.07</b>	<b>100.00</b>	<b>29,375.85</b>	<b>100.00</b>	<b>28,225.48</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>										
<b>PRODUCTS</b>	<b>4,961.17</b>	<b>67.56</b>	<b>5,040.36</b>	<b>71.94</b>	<b>4,967.39</b>	<b>66.56</b>	<b>19,768.39</b>	<b>67.29</b>	<b>20,499.08</b>	<b>72.63</b>
Own	4,891.17	66.61	4,664.00	66.56	4,827.84	64.69	19,188.73	65.32	19,735.04	69.92
Traded	70.00	0.95	376.36	5.37	139.55	1.87	579.66	1.97	764.04	2.71
<b>PROJECTS &amp; SERVICES</b>	<b>2,382.33</b>	<b>32.44</b>	<b>1,966.38</b>	<b>28.06</b>	<b>2,495.68</b>	<b>33.44</b>	<b>9,607.46</b>	<b>32.71</b>	<b>7,726.40</b>	<b>27.37</b>
<b>TOTAL</b>	<b>7,343.50</b>	<b>100.00</b>	<b>7,006.74</b>	<b>100.00</b>	<b>7,463.07</b>	<b>100.00</b>	<b>29,375.85</b>	<b>100.00</b>	<b>28,225.48</b>	<b>100.00</b>