



## Nucleus Software announces Q1 FY 12 Results

**New Delhi, India, 25, 2011:** Nucleus Software Exports Limited (NSE: NUCLEUS, BSE: 531209), announced Q1 results for the financial year 2011-12.

Nucleus Software consolidated revenue for the quarter ending June 30, 2011, is at Rs. **64.27 crore** in comparison to Rs. **66.14** crore in the corresponding quarter of the previous year. With total expenses at Rs. **58.79** crore in comparison to Rs. **61.42** crore in the corresponding quarter of the previous year, the consolidated EBITDA is at Rs. **5.48** crore in comparison to Rs. **4.71** crore in the previous year. Net Profit after Tax (PAT) is at Rs. **5.03 crore** in comparison to Rs. **5.29** crore in the corresponding quarter of the previous year.

### Highlights

#### Quarter Ended June 30, 2011

- **Consolidated revenue** at **Rs. 64.27 crore** from software products and software development services in comparison to Rs. **66.14** crore in the corresponding quarter of the previous year.
- **Product business revenue** for the quarter at **Rs. 47.08 crore** in comparison to Rs. **42.95** crore in the corresponding quarter of the previous year.
- **EBITDA** at **Rs. 5.48 crore** in comparison to Rs. **4.71** crore in the corresponding quarter of the previous year.
- **Net Profit after Tax (PAT)** at **Rs. 5.03 crore** in comparison to Rs. **5.29** crore in the corresponding quarter of the previous year.
- **Earning Per Share** for the quarter at **Rs. 1.55** in comparison to Rs. **1.63** in the corresponding quarter of the previous year.

### Other Key Information

#### For the Quarter Ended June 30, 2011

- Won **6** new product orders worldwide
- **2** new customers added in the quarter
- Won orders for **11** product modules of FinnOne™ and Cash@Will™ Suite
- **23** product modules successfully implemented across the globe
- Global strength of employees as on June 30, 2011 is **1638**
- **Forrester** recognized Nucleus as a “**Global Pursuer**” and stated it “**regained traction in 2010**”. Based on the number of deals and regions covered, Nucleus was ranked among top Banking Platform providers. Source: Global Banking Platform Deals 2010, Forrester Research, Inc., 31 March 2011
- Forrester accredited Nucleus Software with the highest number of lending deals in 2010.
- Nucleus Software announced Strategic Partnership with **Wipro**

**Vishnu R. Dusad, CEO and Managing Director, Nucleus Software said,**

“At Nucleus Software we have enriched our portfolio of services and products during our operations in the last 25 years and offer better value proposition to our clients and stakeholders. We have bagged some valuable projects this quarter based our strength and ability to innovate and customize products. We are glad to have received acknowledgements for our contributions and value additions from the industry in this quarter. “

#### **Expansion of services and significant projects**

- **New Client Wins**

Nucleus bagged **6** new product orders and acquired **2** new customers for implementing **11** product modules of the FinnOne™ and Cash@Will™ Suite in the first quarter of year 2011-2012.

- **Successful Global Implementations**

This quarter **23** product modules went live in various markets across the globe. Some of the implementations were completed in record time. This further gave increased visibility to Nucleus in the global markets, and reaffirmed its standing in the global lending and cash management space.

----

#### **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)

#### **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:**

**Shruti Bhargava**

Nucleus Software Exports Limited

Phone: +91 – 120 – 4031400

Mobile: +91 - 9990340977

Email: [shruti.bhargava@nucleussoftware.com](mailto:shruti.bhargava@nucleussoftware.com)

**Rishu**

The PRactice

Mobile: +91 - 9310204151

E-mail: [rishu@the-practice.net](mailto:rishu@the-practice.net)

# Nucleus Software Exports Ltd.

Consolidated Balance Sheet as at 30 June 2011



In lakhs

Particulars	As at	
	30 June 2011 Unaudited	31 March 2011 Audited
<b>Sources of Funds</b>		
<b>Shareholders' Funds</b>		
Share capital	3,238.40	3,238.40
Share application money pending allotment	7.85	21.83
Reserves and surplus	26,093.07	25,556.91
	<b>29,339.32</b>	<b>28,817.14</b>
Deferred Tax Liability	4.73	5.92
	<b>29,344.05</b>	<b>28,823.06</b>
<b>Application of Funds</b>		
<b>Fixed Assets</b>		
Gross block	11,076.38	11,032.43
Less: Accumulated depreciation	(6,543.36)	(6,324.73)
Net block	4,533.02	4,707.70
Add: Capital work in progress (including capital advances)	393.66	281.64
	<b>4,926.68</b>	<b>4,989.34</b>
<b>Investments</b>	<b>14,787.15</b>	<b>12,601.60</b>
<b>Deferred Tax Asset</b>	<b>503.97</b>	<b>541.94</b>
<b>Current Assets, Loans and Advances</b>		
Sundry debtors	3,065.99	3,235.33
Cash and bank balances	4,273.92	6,174.67
Loans and advances	3,306.32	3,719.53
Other current assets	4,646.73	3,596.02
	<b>15,292.96</b>	<b>16,725.56</b>
<b>Less: Current Liabilities and Provisions</b>		
Current liabilities	(3,998.85)	(3,873.51)
Provisions	(2,167.86)	(2,161.87)
	<b>(6,166.71)</b>	<b>(6,035.38)</b>
<b>Net Current Assets</b>	<b>9,126.25</b>	<b>10,690.18</b>
	<b>29,344.05</b>	<b>28,823.06</b>

**Nucleus Software Exports Ltd.**  
Consolidated Profit and Loss Account for the First Quarter Ended 30 June 2011

₹ In lakhs

Particulars	For the Quarter Ended		For the Year Ended
	30 June 2011 Unaudited	30 June 2010 Unaudited	31 March 2011 Audited
Sales and services	6,427.45	6,613.96	27,048.06
Software development expenses	4,460.60	4,648.05	18,340.08
<b>Gross Profit</b>	<b>1,966.85</b>	<b>1,965.91</b>	<b>8,707.98</b>
Selling and marketing expenses	818.88	766.59	3,021.40
General and administration expenses	599.89	728.12	2,638.50
<b>Operating Profit Before Interest and Depreciation</b>	<b>548.08</b>	<b>471.20</b>	<b>3,048.08</b>
Depreciation	201.46	247.31	928.07
<b>Operating Profit After Interest and Depreciation</b>	<b>346.62</b>	<b>223.89</b>	<b>2,120.01</b>
Other income	327.69	219.20	940.03
Foreign Exchange Gain/ (Loss) (Net)	3.96	150.21	(73.53)
<b>Profit Before Tax</b>	<b>678.27</b>	<b>593.30</b>	<b>2,986.51</b>
Withholding taxes	-	12.11	269.33
Provision for Taxation	175.02	51.85	83.43
<b>Profit After Tax</b>	<b>503.25</b>	<b>529.34</b>	<b>2,633.75</b>
<b>Earnings Per Share (Rs.) (Par value Rs.10 each)</b>			
Basic	1.55	1.63	8.13
Diluted	1.55	1.63	8.13

# Nucleus Software Exports Ltd.

## Consolidated Segment Information

₹ In lakhs

REVENUE BY	Quarter Ended				Year Ended	
	30 June 2011 Unaudited	% of Revenue	30 June 2010 Unaudited	% of Revenue	31 Mar 2011 Audited	% of Revenue
<b>GEOGRAPHICAL SEGMENTS</b>						
INDIA	1,127.53	17.54	888.78	13.44	4,086.95	15.11
FAR EAST	1,750.76	27.24	2,763.08	41.78	9,775.76	36.14
SOUTH EAST ASIA	1,309.02	20.37	1,312.50	19.84	5,517.30	20.40
EUROPE /U.K.	873.26	13.59	476.92	7.21	3,113.84	11.51
USA & CANADA	187.33	2.91	24.54	0.37	137.73	0.51
MIDDLE EAST	854.80	13.30	726.63	10.99	3,034.97	11.22
AFRICA	122.88	1.91	248.75	3.76	606.64	2.24
REST OF THE WORLD	201.87	3.14	172.76	2.61	774.87	2.87
<b>TOTAL</b>	<b>6,427.45</b>	<b>100.00</b>	<b>6,613.96</b>	<b>100.00</b>	<b>27,048.06</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>						
<b>PRODUCTS</b>	<b>4,708.27</b>	<b>73.25</b>	<b>4,294.82</b>	<b>64.94</b>	<b>19,357.36</b>	<b>71.57</b>
Own	4,460.84	69.40	3,952.32	59.76	18,133.02	67.04
Traded	247.43	3.85	342.50	5.18	1,224.34	4.53
<b>PROJECTS &amp; PROFESSIONAL SERVICES</b>	<b>1,719.18</b>	<b>26.75</b>	<b>2,319.14</b>	<b>35.06</b>	<b>7,690.70</b>	<b>28.43</b>
<b>TOTAL</b>	<b>6,427.45</b>	<b>100.00</b>	<b>6,613.96</b>	<b>100.00</b>	<b>27,048.06</b>	<b>100.00</b>