



## Results FY 2015

NSE: NUCLEUS, BSE: 531209

### Nucleus Software announces FY 2015 Results

*Strategic investments in Sales, Marketing, People & Products continue to drive the transformation and growth momentum*

**New Delhi, May 7, 2015:** Nucleus Software, the leading provider of mission critical lending and transaction banking products to the global financial services industry, today reported its consolidated results for the financial year ended March 31, 2015. Consolidated revenue for the fourth quarter of FY 2015 is at Rs. 100.9 crore in comparison to Rs. 87.7 crore in the corresponding quarter previous year. Revenue for FY 2015 is at Rs. 353.1 crore, against Rs. 346.2 crore in FY 2014.

Commenting on the company's performance **Mr. Vishnu R. Dusad, CEO, Nucleus Software**, said "FY 2015 has seen significant progress in our transformation. In our continued efforts to drive focused growth, we made strategic investments in sales and marketing, introduced new products and further strengthened our leadership team to help drive the transformation and continue the momentum of growth. For the 7<sup>th</sup> year in a row we were ranked as having the world's best-selling lending solution. We are excited about the opportunities in the coming year and look forward to reaching new heights by using our award winning solutions to help our customers increase revenue, streamline operations and improve customer centricity. We will increase our market penetration and bring new initiatives to market."

In FY2014-2015, Nucleus Software introduced FinnOne Neo<sup>TM</sup> the next-generation End-to-End Loan Lifecycle Management product that enables innovative banks and finance companies to manage all types of lending from personal and home loans to commercial lending and finance against securities. The new solution uses the latest, proven technology and can be delivered via public cloud, private cloud or on customer's own servers.

In 2015, Nucleus Software was again ranked as the 'No. 1 Best Selling Lending System' by International Banking Systems (IBS). This is the 7th year in a row that we have achieved this ranking. The company further expanded operations in geographies, including South Africa, to serve the sub-Saharan Africa region, Australia and in North America. The senior management team was further strengthened with the appointment of Heads of Sales in those three regions to focus on growing the customer base locally and expanding the Company.



## FINANCIAL HIGHLIGHTS

### Consolidated results for the Year ended 31st March, 2015

- Consolidated revenue for FY 2015 stood at 353.1 crore, in comparison to Rs. 346.2 crore in the previous year
- Product business revenue for the year at Rs. 255.6 crore in comparison Rs. 238 crore in the previous year
- EBIDTA at Rs. 65.3 crore in comparison to Rs. 66.6 crore in the previous year
- Net Profit after Tax (PAT) stood at Rs. 64.7 crore in comparison to Rs. 64.3 crore in the previous year
- Earnings Per Share (EPS) for the year at Rs. 19.98 in comparison to Rs. 19.87 in the previous year
- A final dividend has been recommended at 50% (Rs. 5.0 per share) against 60% (Rs. 6.0 per share) in the previous year which included a special dividend of 30% (Rs. 3.0 per share) on account of completion of 25 years of the Company.

### Consolidated results for the Quarter ended 31st March, 2015

- Consolidated revenue at Rs. 100.9 crore in comparison to Rs. 87.7 crore in the corresponding quarter of the previous year
- Product business revenue for the quarter at Rs. 75.4 crore in comparison to Rs. 59.1 crore in the corresponding quarter of the previous year
- EBIDTA for the quarter at Rs. 24.6 crore in comparison to Rs. 20.1 crore in the corresponding quarter of the previous year
- Net Profit after Tax (PAT) increased to Rs. 20.6 crore from Rs. 18.8 crore in the corresponding quarter of the previous year
- Earnings Per Share (EPS) for the quarter at Rs. 6.37 in comparison to Rs. 5.82 in the corresponding quarter 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. 348.3 crore as on 31st March, 2015, as against Rs. 322.5 crore on 31st March, 2014.



## BUSINESS HIGHLIGHTS

### For the Year ended 31st March, 2015:

- Won 13 new product orders worldwide
- 22 products successfully implemented across the world

### For the Quarter ended 31st March, 2015:

- Won 6 new product orders worldwide
- 12 product implementations successfully went live across the world

The global strength of employees at Nucleus Software as on 31st March, 2015 stands at 1512.

## AWARDS AND ACCOLADES

- Nucleus Software won the prestigious No. 1 Best Selling Lending Banking System award for its flagship product FinnOne™ by International Banking Systems (IBS), UK. This is the 7th time in a row that Nucleus Software has won this coveted title. To read more about the award, please visit: <http://www.nucleussoftware.com/public/news/IBSPublishingAward-FinnOne-2015.pdf>
- Nucleus Software's Online Annual Report won the prestigious League of American Communications Professionals (LACP) Platinum award for excellence within the Industry Technology-Software category and have been ranked 19 worldwide amongst the Top 50 Annual Reports in the Vision Awards. This is the 3rd consecutive year of recognition in this forum.

To read more about the award, please visit: <http://www.nucleussoftware.com/about-us/awards>

## EVENTS HIGHLIGHTS

- Nucleus Software sponsored Loan Origination Excellence Conference on Feb 25 - 26, 2015 in Sydney, Australia to showcase FinnOne Neo, our next generation loan origination & lending software. To find out more about the lending product suite, please visit the following page: <http://www.nucleussoftware.com/products/lending/finnone-neo>



- Nucleus Software hosted an exclusive Roundtable on the theme "Quest For The Holy Grail Of Cash & Liquidity Management" for a discussion on how corporates and bank requirements are evolving and how technology can help in supporting the implementation of cash and liquidity management strategies with an elite group of business leaders from leading Banks and Financial institutions in Frankfurt on Feb 05, 2015. To find out more about transaction banking product suite, please visit the following page:  
<http://www.nucleussoftware.com/products/transaction-banking/finnaxia>

To find out more about the company's participation at global events, please visit the following page:  
<http://www.nucleussoftware.com/events>

### INVESTOR CONFERENCE CALL INFORMATION

On **May 8, 2015**, the management team at Nucleus Software including Chief Executive Officer, Mr. Vishnu R Dusad will participate in a conference call for Investors and Analysts at **4:00 PM IST**.

Details of the Earnings Conference Call are given below:

<b>Date</b>	<b>May 8, 2015</b>	
<b>Time</b>	4:00 PM IST	
<b>Conference ID</b>	<a href="#">88568173#</a>	
<b>All India Toll Free Number</b>	1800 419 2425	
<b>Dial In Access Numbers</b>	Delhi/ NCR:	011- 6675 4500 /3940 6000
	Mumbai:	022- 6000 5900/3940 6000
	Kolkata:	033- 6000 5900/3940 6000
	Chennai:	044- 6000 5900/3940 6000

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**

Nucleus Software is the leading provider of mission critical 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™, named the World's Best Selling Lending System for 7 years running (IBS Publishing).



- 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.

Nucleus Software is listed on the National Stock Exchange and Bombay Stock Exchange in India. For more information, please 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:

**For Investor queries**

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CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER AND YEAR ENDED 31 MARCH, 2015

₹ In Lakhs

Particulars	Quarter Ended			Year Ended	
	March 31, 2015	December 31, 2014	March 31, 2014	March 31, 2015	March 31, 2014
	<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>	<b>Audited</b>	<b>Audited</b>
<b>1. INCOME FROM OPERATIONS</b>					
Income from Software Products and Services	10,089.96	8,597.87	8,768.59	35,313.96	34,622.21
<b>Total Income from operations (net)</b>	<b>10,089.96</b>	<b>8,597.87</b>	<b>8,768.59</b>	<b>35,313.96</b>	<b>34,622.21</b>
<b>2. EXPENSES</b>					
a) Changes in inventories of stock-in-trade	-	-	-	-	494.86
b) Employee benefit expense	5,373.47	4,992.17	4,601.88	20,143.90	18,077.51
c) Travel expense	581.62	512.66	517.81	2,000.95	1,990.08
d) Finance cost (Bank Charges)	14.09	11.99	12.49	54.46	51.48
e) Other expenses	1,659.87	1,577.71	1,626.87	6,583.56	7,349.84
<b>Total Expenses</b>	<b>7,629.05</b>	<b>7,094.53</b>	<b>6,759.05</b>	<b>28,782.87</b>	<b>27,963.77</b>
<b>3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>2,460.91</b>	<b>1,503.34</b>	<b>2,009.54</b>	<b>6,531.09</b>	<b>6,658.44</b>
4. Depreciation and amortisation expense	308.70	308.17	265.51	1,196.68	793.56
<b>5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>2,152.21</b>	<b>1,195.17</b>	<b>1,744.03</b>	<b>5,334.41</b>	<b>5,864.88</b>
6. Other Income	746.53	1,225.50	748.45	3,330.86	2,455.34
<b>7. PROFIT BEFORE TAXES (5+6)</b>	<b>2,898.74</b>	<b>2,420.67</b>	<b>2,492.48</b>	<b>8,665.27</b>	<b>8,320.22</b>
8. Tax expense	834.43	463.92	608.24	2,193.86	1,886.34
<b>9. PROFIT AFTER TAXES (7-8)</b>	<b>2,064.31</b>	<b>1,956.75</b>	<b>1,884.24</b>	<b>6,471.41</b>	<b>6,433.88</b>
<b>10. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>					
Basic	6.37	6.04	5.82	19.98	19.87
Diluted	6.37	6.04	5.82	19.98	19.87



# CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

REVENUE BY	Quarter Ended						Year Ended			
	March 31, 2015	% of Revenue	December 31, 2014	% of Revenue	March 31, 2014	% of Revenue	March 31, 2015	% of Revenue	March 31, 2014	% of Revenue
	Unaudited		Unaudited		Unaudited		Audited		Audited	
<b>GEOGRAPHICAL SEGMENTS</b>										
INDIA	1,657.20	16.42	1,293.92	15.05	1,659.78	18.93	5,587.82	15.82	6,985.31	20.18
FAR EAST	1,473.05	14.60	1,449.79	16.86	1,586.81	18.10	5,872.75	16.63	6,929.99	20.02
SOUTH EAST ASIA	2,134.03	21.15	2,108.36	24.52	2,106.67	24.03	7,851.08	22.23	7,799.46	22.53
EUROPE /U.K.	931.87	9.24	974.41	11.33	594.57	6.78	3,443.41	9.75	2,179.61	6.30
AMERICAS	33.43	0.33	33.94	0.39	744.52	8.49	415.87	1.18	2,550.80	7.37
MIDDLE EAST	1,949.61	19.32	1,529.96	17.79	1,338.67	15.27	6,811.78	19.29	4,978.71	14.38
AFRICA	334.32	3.31	437.06	5.09	319.85	3.65	1,976.39	5.60	2,028.22	5.86
AUSTRALIA	1,390.79	13.78	616.28	7.18	184.04	2.10	2,696.06	7.63	499.91	1.44
REST OF THE WORLD	185.66	1.85	154.15	1.79	233.68	2.65	658.80	1.87	670.21	1.92
<b>TOTAL</b>	<b>10,089.96</b>	<b>100.00</b>	<b>8,597.87</b>	<b>100.00</b>	<b>8,768.59</b>	<b>100.00</b>	<b>35,313.96</b>	<b>100.00</b>	<b>34,622.21</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>										
<b>PRODUCTS</b>	<b>7,538.68</b>	<b>74.71</b>	<b>6,189.54</b>	<b>71.99</b>	<b>5,912.16</b>	<b>67.42</b>	<b>25,562.44</b>	<b>72.39</b>	<b>23,795.98</b>	<b>68.73</b>
Own	7,476.89	74.10	6,120.58	71.19	5,677.95	64.75	25,090.78	71.05	22,139.03	63.94
Traded	61.79	0.61	68.96	0.80	234.21	2.67	471.66	1.34	1,656.95	4.79
<b>PROJECTS &amp; SERVICES</b>	<b>2,551.28</b>	<b>25.29</b>	<b>2,408.33</b>	<b>28.01</b>	<b>2,856.43</b>	<b>32.58</b>	<b>9,751.52</b>	<b>27.61</b>	<b>10,826.23</b>	<b>31.27</b>
<b>TOTAL</b>	<b>10,089.96</b>	<b>100.00</b>	<b>8,597.87</b>	<b>100.00</b>	<b>8,768.59</b>	<b>100.00</b>	<b>35,313.96</b>	<b>100.00</b>	<b>34,622.21</b>	<b>100.00</b>