



## Nucleus Software announces Q2 FY 13 Results

**New Delhi, India, October 22, 2012:** Nucleus Software Exports Limited (NSE: NUCLEUS, BSE: 531209) announced Q2 results for the financial year 2012-13.

Nucleus Software's consolidated revenue for the quarter ended September 30, 2012 is at **Rs. 71.75 crore** in comparison to **Rs. 73.91 crore** in the corresponding quarter previous year. The consolidated EBITDA is at **Rs. 11.96 crore** in comparison to **Rs. 10.75 crore** in the corresponding quarter previous year. Net Profit after Tax (PAT) is at **Rs. 10.10 crore** in comparison to **Rs. 11.45 crore** in the corresponding quarter previous year.

For the half year ending September 30, 2012, consolidated revenue is at **Rs. 145.69 crore** in comparison to **Rs. 138.19 crore** in the corresponding half-year of the previous year. The consolidated EBITDA is at **Rs. 21.12 crore** in comparison to **Rs. 16.23 crore** in the corresponding half-year of the previous year. Net Profit after tax (PAT) is at **Rs. 22.39 crore** in comparison to **Rs. 16.48 crore** in the corresponding half-year of the previous year.

### Highlights:

#### **Consolidated results for the quarter ended September 30, 2012**

- **Revenue** for the quarter at **Rs. 71.75 crore** from software products and software development services in comparison to **Rs. 73.91 crore** in Q2 FY 12
- **Product business revenue** for the quarter at **Rs. 47.82 crore** in comparison to **Rs. 55.18 crore** in Q2 FY 12
- **EBIDTA** for the quarter at **Rs. 11.96 crore** in comparison to **Rs. 10.75 crore** in Q2 FY 12
- **Net Profit after Tax (PAT)** for the quarter at **Rs. 10.10 crore** in comparison to **Rs. 11.45 crore** in Q2 FY 12
- **Earning Per Share** for the quarter at **Rs. 3.12** in comparison to **Rs. 3.54** in Q2 FY 12

## **Consolidated results for the half-year ended September 30, 2012**

- **Revenue** at **Rs. 145.69 crore** from software products and software development services in comparison to **Rs. 138.19 crore** in the corresponding half-year of the previous year
- **Product business revenue** at **Rs. 98.40 crore** in comparison to **Rs. 102.26 crore** in the corresponding half-year of the previous year
- **EBIDTA** at **Rs. 21.12 crore** in comparison to **Rs. 16.23 crore** in the corresponding half-year of the previous year
- **Net Profit after Tax (PAT)** at **Rs. 22.39 crore** in comparison to **Rs. 16.48 crore** in the corresponding half-year of the previous year
- **Earning Per Share** at **Rs. 6.91** in comparison to **Rs. 5.09** in the corresponding half-year of the previous year

## **Other key information**

### **For the Quarter Ended September 30, 2012:**

- **Won 5 new** product orders worldwide
- **1** new customer added
- **Won orders for 14** product modules in this quarter
- **37** product modules successfully implemented across regions

### **For the Half Year Ended September 30, 2012:**

- **Won 5 new** product orders worldwide
- **1** new customer added
- **Won orders for 14** product modules
- **51** product modules successfully implemented across regions

**Vishnu R. Dusad, CEO and Managing Director, Nucleus Software** said, "While the European economic slump continues to impact Indian businesses, our client base spread across 50 countries helps us sustain growth. Our successful module implementations across regions reiterate Nucleus' capabilities to not just fulfill, but exceed customer expectations."

"We have added new members to our management committee and are optimistic about the long-term opportunities the new team will fetch for Nucleus Software.", he added.

### **Successful Global Implementations**

In the first six months of this fiscal year, 51 product modules implementations went live across Europe, Middle-east, Africa & India. Some of these implementations were completed in record time.

### **Global Strength**

The global strength of employees at Nucleus Software as on September 30, 2012 stands at 1622 against 1644 as on June 30, 2012.

### **Liquidity**

Cash and cash equivalents, including investments in liquid mutual funds and Fixed Deposits with Banks, as on September 30, 2012 was **Rs. 234.76** crore against **Rs. 190.34** crore as on September 30, 2011.

### **Investor Conference Call Information:**

On **Monday, October 22, 2012**, the Management Team at Nucleus Software including the **Chief Executive Officer and Managing Director, 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:***

Date	October 22, 2012	
Time	4:00 PM IST	
Conference ID	9199995#	
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 & transcript of this conference call will be made available at the Investors section of our 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 spanning 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, 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.

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CONSOLIDATED BALANCE SHEET			
		Rs. In Lakhs	
		As at	
		September 30, 2012	31 March 2012
		Unaudited	Audited
<b>EQUITY AND LIABILITIES</b>			
<b>1.</b>	<b>SHAREHOLDERS' FUNDS</b>		
a.	Share capital	3,238.50	3,238.50
b.	Advance pursuant to stock option plan	1.37	1.68
c.	Reserves and surplus	30,809.41	28,174.22
		<b>34,049.27</b>	<b>31,414.39</b>
<b>2.</b>	<b>NON-CURRENT LIABILITIES</b>		
a.	Long-term provisions	1,191.36	1,126.31
		<b>1,191.36</b>	<b>1,126.31</b>
<b>3.</b>	<b>CURRENT LIABILITIES</b>		
a.	Trade payables	2,200.21	3,007.96
b.	Other current liabilities	3,236.64	4,048.47
c.	Short-term provisions	380.75	1,311.48
		<b>5,817.60</b>	<b>8,367.91</b>
		<b>41,058.23</b>	<b>40,908.62</b>
<b>ASSETS</b>			
<b>4.</b>	<b>NON-CURRENT ASSETS</b>		
a.	Fixed assets		
	- Tangible assets	4,621.16	4,730.42
	- Intangible assets	164.50	160.80
		<b>4,785.66</b>	<b>4,891.22</b>
b.	Non-current investments	25.23	25.23
c.	Deferred tax assets (net)	593.68	566.13
d.	Long-term loans and advances	2,204.51	1,997.71
e.	Other non current assets	34.82	122.89
		<b>7,643.90</b>	<b>7,603.19</b>
<b>5.</b>	<b>CURRENT ASSETS</b>		
a.	Current investments	11,662.76	10,412.80
b.	Trade receivables	5,994.00	8,783.22
c.	Cash and cash equivalents	11,813.14	9,218.86
d.	Short-term loans and advances	1,073.86	1,131.88
e.	Other current assets	2,870.58	3,758.66
		<b>33,414.34</b>	<b>33,305.43</b>
		<b>41,058.23</b>	<b>40,908.62</b>

**CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER & HALF YEAR ENDED 30 SEPTEMBER, 2012**
**Rs In Lakhs**

	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2012	June 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011	March 31, 2012
		<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>	<b>Audited</b>
1.	<b>INCOME FROM OPERATIONS</b>						
	Income from Software Products and Services	7,174.72	7,394.56	7,391.19	14,569.28	13,818.64	28,225.48
	<b>Total Income from operations (net)</b>	<b>7,174.72</b>	<b>7,394.56</b>	<b>7,391.19</b>	<b>14,569.28</b>	<b>13,818.64</b>	<b>28,225.48</b>
2.	<b>EXPENSES</b>						
	a) Employee benefit expense	4,075.65	4,293.12	3,845.73	8,368.77	7,894.25	15,707.72
	b) Travel expense	512.85	519.07	476.26	1,031.92	883.95	1,954.55
	c) Outsourced technical service expense	226.06	319.77	718.24	545.83	1,151.19	1,987.92
	d) Finance cost (Bank Charges)	8.94	10.50	6.94	19.44	15.15	32.81
	e) Other expense	1,155.65	1,335.67	1,269.40	2,491.32	2,251.40	4,987.72
	<b>Total Expense</b>	<b>5,979.15</b>	<b>6,478.14</b>	<b>6,316.57</b>	<b>12,457.28</b>	<b>12,195.93</b>	<b>24,670.71</b>
3.	<b>PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)</b>	<b>1,195.57</b>	<b>916.43</b>	<b>1,074.63</b>	<b>2,112.00</b>	<b>1,622.71</b>	<b>3,554.77</b>
4.	Depreciation and amortisation expense	137.07	159.06	193.56	296.13	395.02	745.04
5.	<b>PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)</b>	<b>1,058.50</b>	<b>757.37</b>	<b>881.06</b>	<b>1,815.87</b>	<b>1,227.67</b>	<b>2,809.72</b>
6.	Other Income	255.93	850.37	720.28	1,106.30	1,051.93	2,020.64
7.	<b>PROFIT BEFORE TAXES (5+6)</b>	<b>1,314.43</b>	<b>1,607.74</b>	<b>1,601.34</b>	<b>2,922.17</b>	<b>2,279.61</b>	<b>4,830.36</b>
8.	Tax expense	304.91	378.22	456.58	683.13	631.60	1,296.35
9.	<b>PROFIT AFTER TAXES (7-8)</b>	<b>1,009.52</b>	<b>1,229.52</b>	<b>1,144.76</b>	<b>2,239.04</b>	<b>1,648.01</b>	<b>3,534.01</b>
10.	Minority Interest	-	-	-	-	-	-
11.	<b>NET PROFIT FOR THE PERIOD (9-10)</b>	<b>1,009.52</b>	<b>1,229.52</b>	<b>1,144.76</b>	<b>2,239.04</b>	<b>1,648.01</b>	<b>3,534.01</b>
12.	Paid-up Equity Share Capital (Face Value Rs.10 each)	3,238.50	3238.50	3238.50	3238.50	3238.50	3238.50
13.	Reserves excluding Revaluation Reserves	-	-	-	-	-	28,174.22
14.	<b>Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)</b>						
	Basic	3.12	3.80	3.54	6.91	5.09	10.91
	Diluted	3.12	3.80	3.54	6.91	5.09	10.91

CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

REVENUE BY	Quarter Ended						Half Year Ended				Year Ended	
	30 Sep 2012 Unaudited	% of Revenue	30 June 2012 Unaudited	% of Revenue	30 Sep 2011 Unaudited	% of Revenue	30 Sep 2012 Unaudited	% of Revenue	30 Sep 2011 Unaudited	% of Revenue	31 Mar 2012 Audited	% of Revenue
<b>GEOGRAPHICAL SEGMENTS</b>												
INDIA	1,274.71	17.77	1,504.39	20.34	1,391.18	18.82	2,779.10	19.08	2,518.71	18.23	5,113.51	18.12
FAR EAST	2,124.17	29.61	2,076.98	28.09	1,905.88	25.79	4,201.15	28.84	3,656.64	26.46	7,528.36	26.67
SOUTH EAST ASIA	1,408.61	19.63	1,452.79	19.65	1,593.99	21.57	2,861.40	19.64	2,903.01	21.01	5,982.66	21.20
EUROPE /U.K.	496.28	6.92	505.04	6.83	831.39	11.25	1,001.32	6.87	1,704.65	12.34	2,972.65	10.53
AMERICAS	442.71	6.17	477.42	6.46	294.42	3.98	920.13	6.32	481.75	3.49	1,219.21	4.32
MIDDLE EAST	968.45	13.50	972.61	13.15	1,041.77	14.09	1,941.06	13.32	1,896.57	13.72	3,802.85	13.47
AFRICA	325.54	4.54	292.82	3.96	159.11	2.15	618.36	4.24	281.99	2.04	852.97	3.02
REST OF THE WORLD	134.25	1.87	112.51	1.52	173.45	2.35	246.76	1.69	375.32	2.72	753.26	2.67
<b>TOTAL</b>	<b>7,174.72</b>	<b>100.00</b>	<b>7,394.56</b>	<b>100.00</b>	<b>7,391.19</b>	<b>100.00</b>	<b>14,569.28</b>	<b>100.00</b>	<b>13,818.64</b>	<b>100.00</b>	<b>28,225.48</b>	<b>100.00</b>
<b>BUSINESS SEGMENTS</b>												
<b>PRODUCTS</b>	<b>4,781.84</b>	<b>66.65</b>	<b>5,057.99</b>	<b>68.40</b>	<b>5,517.50</b>	<b>74.65</b>	<b>9,839.83</b>	<b>67.54</b>	<b>10,225.77</b>	<b>74.00</b>	<b>20,499.08</b>	<b>72.63</b>
Own	4,747.06	66.16	4,722.66	63.87	5,302.94	71.75	9,469.72	65.00	9,763.78	70.66	19,735.04	69.92
Traded	34.78	0.48	335.33	4.53	214.56	2.90	370.11	2.54	461.99	3.34	764.04	2.71
<b>PROJECTS &amp; SERVICES</b>	<b>2,392.88</b>	<b>33.35</b>	<b>2,336.57</b>	<b>31.60</b>	<b>1,873.69</b>	<b>25.35</b>	<b>4,729.45</b>	<b>32.46</b>	<b>3,592.87</b>	<b>26.00</b>	<b>7,726.40</b>	<b>27.37</b>
<b>TOTAL</b>	<b>7,174.72</b>	<b>100.00</b>	<b>7,394.56</b>	<b>100.00</b>	<b>7,391.19</b>	<b>100.00</b>	<b>14,569.28</b>	<b>100.00</b>	<b>13,818.64</b>	<b>100.00</b>	<b>28,225.48</b>	<b>100.00</b>