

NUCLEUS SOFTWARE ANNOUNCES Q1 RESULTS

New product launches re-energize Nucleus Software's comprehensive product portfolio

New Delhi, August 04, 2014: Nucleus Software Exports Limited (NSE: NUCLEUS, BSE: 531209), a leading global software product and solutions company, today reported its results for the quarter ending June 30, 2014. Consolidated revenue for the first quarter of FY 15 is at **Rs. 79.43 crore** in comparison to Rs. 86.32 crore in the corresponding quarter previous year.

Commenting on the Company's performance, **Mr. Vishnu R. Dusad, CEO, Nucleus Software**, said, "Building on our strong product innovation and R&D capabilities, we recently launched FinnOne Neo™, a suite specifically designed to manage end-to-end lending requirements of the banking and financial services industry. We believe that with this introduction, we will further strengthen our global leadership position. We are committed towards providing our existing and potential customers with competitive and cutting-edge products and will continue to focus on investments in product innovation and business expansion."

Nucleus Software has also announced that its continued focus on strategic investments in R&D and product innovation will remain to be one of its top priorities in the coming quarters. With the launch of its robust lending suite- FinnOne Neo™, Nucleus Software continues the focus to re-energize the existing product portfolio.

A reflection of Nucleus Software's commitment to product innovation was the recent felicitation by The Asian Banker for "The Best Lending Platform Award". The award is an acknowledgement of Nucleus Software's constant endeavor to exploit new technology capabilities to deliver business value to its existing customers.

FINANCIAL HIGHLIGHTS

Consolidated results for the quarter ended 30th June, 2014

- **Revenue** for the quarter stood at **Rs. 79.43 crore** from software products and solutions in comparison to Rs. 86.32 crore in the corresponding Q1 of the previous year.
- **Product business revenue** for the quarter was at **Rs. 56.39 crore** in comparison to Rs. 62.47 crore in the corresponding Q1 of the previous year
- **EBITDA** for the quarter stood at **Rs. 10.13 crore** in comparison to Rs. 14.22 crore in the corresponding Q1 of the previous year
- **Net Profit after Tax (PAT)** stood at **Rs. 11.65 crore** in comparison to Rs. 11.17 crore in the corresponding Q1 of the previous year.
- **Earnings Per share (EPS)** for the quarter is at **Rs. 3.60** in comparison to Rs. 3.45 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 PSU bonds are at **Rs. 319.63 crore** as on 30th June, 2014, as against Rs. 284.23 crore on 30th June, 2013.

BOARD MEMBER APPOINTMENT

- Nucleus Software announced that the Board of Directors of the Company has appointed Mr. R P Singh as an Additional and Whole Time Director of the Company with immediate effect.

For NUCLEUS SOFTWARE EXPORTS LIMITED


Company Secretary



BUSINESS HIGHLIGHTS

For the quarter ended 30th June, 2014:

- In Q1 FY 2015, Nucleus Software successfully completed a total of 07 product module implementations across Middle East, India and Japan.
- The Company won 02 new product orders worldwide.

The global strength of employees at Nucleus Software as on 30th June, 2014 stands at 1488.

EVENT HIGHLIGHTS

- Building on Nucleus Software's global leadership in lending solutions, Nucleus Software recently launched **FinnOne Neo™** - a comprehensive product suite in Mumbai on June 26, 2014. FinnOne Neo™ is an agile, market ready and customer centric platform capable of managing the end-to-end loan lifecycle processes.
<http://www.nucleussoftware.com/finnOneLendingSuite.html>
- Nucleus Software hosted a customer meet to showcase its Integrated Transaction Banking Product Suite, FinnAxia™ to the banking and financial services industry in Malaysia market on June 26, 2014. To find out more about transaction banking product suite, please visit the following page: <http://www.nucleussoftware.com/FinnAxia.html>
- To discuss the future of Auto finance, the company hosted a customer Roundtable with Leasing Life & Motor Finance on June 06, 2014 in London. <http://www.nucleussoftware.com/autoFinance.html>
- Nucleus Software showcased its award winning Auto Finance products at the E.N.G.'s Automotive Finance Summit on the 3rd & 4th June, 2014 in Berlin. To find out more about the company's retail banking products, please visit the following page: <http://www.nucleussoftware.com/autoFinance.html>
- In the month of May, Nucleus Software exhibited at The Asian Banking Summit showcasing its award winning Mobility product solutions at the event in Malaysia. **ICICI Bank and Nucleus Software won 'Best Lending Platform Project'** award during The Asian Banker Technology Implementation Awards 2014.
<http://www.nucleussoftware.com/images/pressRelease/2014/PressRelease-AsianBankerAward.pdf>

INVESTOR CONFERENCE CALL INFORMATION

On August 04, 2014, 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 **4:00 PM IST**.

Details of the Earnings Conference Call are given below:

Date	August 04, 2014	
Time	4:00 PM IST	
Guest Passcode	376 225 5652	
India National Toll Free Number	1860 208 1005 1800 419 4654	
Local Dial In Access Numbers	Delhi/ NCR:	(0)11 6001 7200
	Mumbai:	(0)22 6001 7200
	Kolkata:	(0)33 6001 7200
	Chennai:	(0)44 6001 7200

The audio and transcript of this conference call will made available at the Investor section of the website.
www.nucleussoftware.com

For **NUCLEUS SOFTWARE EXPORTS LIMITED**


Company Secretary





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Results Q1 FY2015

NSE: NUCLEUS, BSE: 531209

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, cash management and internet banking. With over 150 customers across the globe, the company is consistently innovating 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

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. 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 sixth consecutive year by IBS Publishing, UK in their Sales League Table 2014 for banking product sales. In addition, Nucleus Software offers Integrated Transaction Banking solution –FinnAxia™ covering Global Receivables, Global Payment & Liquidity Management and e-Financial supply chain management. FinnAxia™ offers flexible, speedy & efficient execution of cash management processes. Nucleus Software offers comprehensive mobility product suite for transaction banking and Lending operations. Nucleus Software also offers solutions to customers in the areas of Managed Infrastructure services and Application Development & Maintenance.

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	For media queries
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CONSOLIDATED PROFIT AND LOSS FOR THE QUARTER ENDED 30th JUNE, 2014

₹ In Lakhs

Particulars	Quarter Ended			Year Ended
	June 30, 2014	March 31, 2014	June 30, 2013	March 31, 2014
	Unaudited	Unaudited	Unaudited	Audited
1. INCOME FROM OPERATIONS				
Income from Software Products and Services	7,942.65	8,768.59	8,632.31	34,622.21
Total Income from operations (net)	7,942.65	8,768.59	8,632.31	34,622.21
2. EXPENSES				
a) Changes in inventories of stock-in-trade			494.86	494.86
b) Employee benefit expense	4,829.76	4,601.87	4,465.37	18,077.51
c) Travel expense	428.94	517.81	470.95	1,990.08
d) Finance cost (Bank Charges)	13.64	12.49	13.55	51.48
e) Other expenses	1,657.50	1,626.88	1,765.68	7,349.84
Total Expenses	6,929.94	6,759.05	7,210.41	27,963.77
3. PROFIT FROM OPERATIONS BEFORE DEPRECIATION (1-2)	1,012.71	2,009.54	1,421.90	6,658.44
4. Depreciation and amortisation expense	286.19	265.51	156.56	793.56
5. PROFIT FROM OPERATIONS AFTER DEPRECIATION (3-4)	726.52	1,744.03	1,265.34	5,864.88
6. Other Income	675.17	748.45	533.63	2,455.34
7. PROFIT BEFORE TAXES (5+6)	1,401.69	2,492.48	1,798.97	8,320.22
8. Tax expense	236.28	608.24	682.39	1,886.34
9. PROFIT AFTER TAXES (7-8)	1,165.41	1,884.24	1,116.58	6,433.88
10. Earnings Per Share (Rs.) (Par value Rs.10 each) (not annualised)				
Basic	3.60	5.82	3.45	19.87
Diluted	3.60	5.82	3.45	19.87



For NUCLEUS SOFTWARE EXPORTS LIMITED

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Results Q1 FY2015

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CONSOLIDATED SEGMENT INFORMATION

₹ In Lakhs

REVENUE BY	Quarter Ended							
	June 30, 2014		March 31, 2014		June 30, 2013		March 31, 2014	
	Unaudited	% of Revenue	Unaudited	% of Revenue	Unaudited	% of Revenue	Audited	% of Revenue
GEOGRAPHICAL SEGMENTS								
INDIA	1,369.93	17.25	1,659.78	18.93	2,183.67	25.30	6,985.31	20.18
FAR EAST	1,418.30	17.86	1,586.81	18.10	1,831.08	21.21	6,929.99	20.02
SOUTH EAST ASIA	1,682.23	21.18	2,106.67	24.03	1,713.67	19.85	7,799.46	22.53
EUROPE /U.K.	697.14	8.78	594.57	6.78	387.34	4.49	2,179.61	6.30
AMERICAS	322.31	4.06	744.52	8.49	512.31	5.93	2,550.80	7.37
MIDDLE EAST	1,571.41	19.78	1,338.67	15.27	1,504.33	17.43	4,978.71	14.38
AFRICA	425.11	5.35	319.85	3.65	333.82	3.87	2,028.22	5.86
REST OF THE WORLD	456.22	5.74	417.72	4.75	166.09	1.92	1,170.11	3.36
TOTAL	7,942.65	100.00	8,768.59	100.00	8,632.31	100.00	34,622.21	100.00
BUSINESS SEGMENTS								
PRODUCTS	5,638.82	70.99	5,912.16	67.42	6,247.22	72.37	23,795.98	68.73
Own	5,394.53	67.91	5,677.95	64.75	5,347.96	61.95	22,139.03	63.94
Traded	244.29	3.08	234.21	2.67	899.26	10.42	1,656.95	4.79
PROJECTS & SERVICES	2,303.83	29.01	2,856.43	32.58	2,385.09	27.63	10,826.23	31.27
TOTAL	7,942.65	100.00	8,768.59	100.00	8,632.31	100.00	34,622.21	100.00



For NUCLEUS SOFTWARE EXPORTS LIMITED

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