

Nucleus Software Exports Ltd.

Fact Sheet-Consolidated Financial Data,Third Quarter and Nine Month Ended December 31, 2009

In Rs. Crore,except per share data

Profit and Loss Account for the Quarter ended	December 31st		Growth % YoY	September 30, 2009
	2009	2008		
Income from Software Products and Services	68.47	84.24	(18.72)	70.75
Software development expenses	46.44	54.17	(14.27)	47.68
<b>Gross Profit</b>	<b>22.03</b>	<b>30.07</b>	<b>(26.74)</b>	<b>23.07</b>
Selling and Marketing Expenses	5.51	6.61	(16.64)	6.33
General and Administration Expenses	4.28	8.25	(48.12)	4.79
<b>EBITDA</b>	<b>12.24</b>	<b>15.21</b>	<b>(19.53)</b>	<b>11.95</b>
Depreciation	2.76	3.19	(13.48)	3.01
Withholding taxes charged off	-	2.47	-	-
<b>Operating Profit After Interest, Depreciation and Withholding Tax</b>	<b>9.48</b>	<b>9.55</b>	<b>(0.73)</b>	<b>8.94</b>
Other income	2.28	3.87	(41.09)	2.17
Foreign Exchange Gain/(Loss)	(1.66)	(1.07)	-	0.34
<b>Profit Before Taxation</b>	<b>10.10</b>	<b>12.35</b>	<b>(18.22)</b>	<b>11.44</b>
Provision for Tax	0.91	1.80	NA	1.56
<b>Profit After Taxation</b>	<b>9.20</b>	<b>10.55</b>	<b>(12.80)</b>	<b>9.88</b>
<b>Earnings per share (Rs.) ( par value Rs. 10 each)</b>				
Basic	<b>2.84</b>	3.26	<b>(12.88)</b>	3.05
Diluted	<b>2.84</b>	3.26	<b>(12.88)</b>	3.05

Profit and Loss Account for the Nine Month Ended	December 31,		Growth (%) YoY
	2009	2008	
Income from Software Products and Services	219.76	242.59	(9.41)
Software development expenses	148.14	162.92	(9.07)
<b>Gross Profit</b>	<b>71.62</b>	<b>79.67</b>	<b>(10.10)</b>
Selling and Marketing Expenses	17.72	21.08	(15.94)
General and Administration Expenses	13.68	20.79	(34.20)
<b>Operating Profit Before Interest, Depreciation and Withholding Tax</b>	<b>40.22</b>	<b>37.80</b>	<b>6.40</b>
Depreciation	8.97	10.14	(11.54)
Withholding taxes charged off	0.09	6.17	(98.54)
<b>Operating Profit After Interest, Depreciation and Withholding Tax</b>	<b>31.16</b>	<b>21.49</b>	<b>45.00</b>
Foreign Exchange Gain/(Loss)	(5.60)	(9.01)	
Other income	7.59	11.68	(35.02)
<b>Profit Before Taxation</b>	<b>33.15</b>	<b>24.16</b>	<b>37.21</b>
Provision for Tax	3.94	1.50	-
<b>Profit After Taxation</b>	<b>29.21</b>	<b>22.66</b>	<b>28.91</b>
<b>Earnings per share ( par value Rs. 10 each) *</b>			
Basic	<b>9.02</b>	<b>7.00</b>	<b>28.86</b>
Diluted	<b>9.02</b>	<b>6.99</b>	<b>29.04</b>

In Rs. Crore, except per share data

PROFITABILITY IN %				
	Quarter ended			Nine Month Ended
	December 31, 2009	December 31, 2008	September 30, 2009	December 31, 2009
Revenues	100.00	100.00	100.00	100.00
Gross Profit	32.17	35.70	32.61	32.59
SG&A	14.30	17.64	15.72	14.29
EBITDA	17.88	18.06	16.89	18.30
PBT	14.75	14.66	16.17	15.08
PAT	13.44	12.52	13.96	13.29

REVENUE BY GEOGRAPHICAL SEGMENT (%)				
	Quarter ended			Nine Month Ended
	December 31, 2009	December 31, 2008	September 30, 2009	December 30, 2009
India	14.06	10.63	12.68	13.20
Far East	43.10	49.82	40.17	39.87
South East Asia	20.07	16.85	22.01	21.70
Europe/ UK	7.46	6.54	5.95	5.95
USA & Canada	0.04	0.26	1.17	0.39
Middle East	11.28	8.84	13.91	14.32
Africa	1.42	3.14	1.89	2.25
Rest of the World	2.57	3.92	2.22	2.32
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

REVENUE BY BUSINESS SEGMENT (%)				
	Quarter ended			Nine Month Ended
	December 31, 2009	December 31, 2008	September 30, 2009	December 31, 2009
<b>Products</b>	<b>57.96</b>	<b>66.12</b>	<b>55.23</b>	<b>57.37</b>
- Own	52.52	62.50	53.29	52.44
- Trading	5.44	3.62	1.94	4.93
<b>Projects &amp; Services</b>	<b>42.04</b>	<b>33.88</b>	<b>44.77</b>	<b>42.63</b>

<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
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ORDER BOOK (Rs. crore)			
	Quarter ended		
	September 30, 2009	December 30, 2008	September 30, 2009
Products	117	283	123
Projects & Services	62	76	57
<b>Total</b>	<b>179</b>	<b>359</b>	<b>180</b>

As at			
	December 31, 2009	December 31, 2008	September 30, 2009
<b>Account Receivables (in Days)</b>	<b>78</b>	<b>92</b>	<b>91</b>

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Growth % QoQ
(3.22)
(2.60)
<b>(4.51)</b>
(12.95)
(10.65)
<b>2.43</b>
(8.31)
-
<b>6.04</b>
5.07
-
<b>(11.71)</b>
(41.67)
<b>(6.88)</b>
(6.89)
(6.89)



Year Ended
March 31,2009
100.00
32.23
17.13
15.10
10.61
9.82

Year Ended
March 31,2009
11.19
48.89
16.23
6.58
0.24
9.75
4.01
3.11
<b>100.00</b>

Year Ended
March 31,2009
<b>66.98</b>
61.12
5.86
<b>33.02</b>

100.00

