



**NUCLEUS
SOFTWARE**
Nucleus Software Exports Ltd.
Fact Sheet

Consolidated Financial Data for the Third Quarter and Nine Months Ended December 31, 2011

In Rs. Crore, except per share data						
Profit and Loss Account for the Quarter ended	December 31		Growth % YoY	September 30, 2011	Growth %	
	2011	2010			QoQ	
Income from Software Products and Services	74.00	68.61	7.86	73.91	0.12	
Software development expenses	50.40	46.20	9.09	49.44	1.94	
Gross Profit	23.60	22.41	5.33	24.47	(3.55)	
Selling and Marketing Expenses	6.49	7.81	(16.89)	7.51	(13.51)	
General and Administration Expenses	7.05	4.49	57.11	6.21	13.52	
EBITDA	10.05	10.10	(0.51)	10.75	(6.46)	
Depreciation	1.74	2.24	(22.43)	1.94	(10.14)	
Operating Profit After Interest, Depreciation and Withholding Tax	8.31	7.86	5.75	8.81	(5.66)	
Other income	3.97	2.09	89.90	3.14	26.67	
Foreign Exchange Gain/(Loss)	3.29	(0.02)	NA	4.06	(19.15)	
Profit Before Taxation	15.58	9.94	56.70	16.02	(2.75)	
Withholding taxes charged off	1.05	1.07	(1.61)	-	NA	
Provision for Tax	4.46	1.16	NA	4.57	(2.46)	
Profit After Taxation	10.07	7.71	30.64	11.45	(12.06)	
Earnings per share (Rs.) (par value Rs. 10 each)						
Basic	3.11	2.38		3.54		
Diluted	3.11	2.38		3.54		

In Rs. Crore, except per share data			
Profit and Loss Account for the Nine Months Ended	December 31		Growth % YoY
	2011	2010	
Income from Software Products and Services	212.19	204.94	3.54
Software development expenses	144.45	137.56	5.01
Gross Profit	67.74	67.38	0.53
Selling and Marketing Expenses	22.19	22.37	(0.83)
General and Administration Expenses	19.26	18.48	4.26
EBITDA	26.28	26.53	(0.93)
Depreciation	5.69	7.08	(19.67)
Operating Profit After Interest, Depreciation and Withholding Tax	20.59	19.45	5.89
Other income	10.39	6.32	64.39
Foreign Exchange Gain/(Loss)	7.39	(0.19)	NA
Profit Before Taxation	38.37	25.57	50.05
Withholding taxes charged off	1.05	1.48	(28.82)
Provision for Tax	10.77	2.19	391.33
Profit After Taxation	26.55	21.90	21.21
Earnings per share (Rs.) (par value Rs. 10 each)			
Basic	8.20	6.77	NA
Diluted	8.20	6.76	NA

PROFITABILITY IN (%)					
	Quarter ended			Nine Months Ended	Year Ended
	Dec 31, 2011	Dec 31, 2010	Sep 30, 2011	Dec 31, 2011	March 31, 2011
Revenues	100.00	100.00	100.00	100.00	100.00
Gross Profit	31.89	32.66	33.10	31.92	32.19
SG&A	18.30	17.93	18.56	19.54	20.93
EBITDA	13.59	14.73	14.54	12.39	11.27
PBT	21.05	14.49	21.67	18.08	11.04
PAT	13.60	11.23	15.49	12.51	9.74

REVENUE BY GEOGRAPHICAL SEGMENT (%)					
	Quarter ended			Nine Months Ended	Year Ended
	Dec 31, 2011	Dec 31, 2010	Sep 30, 2011	Dec 31,2011	March 31,2011
India	17.36	16.46	18.82	17.92	15.11
Far East	32.00	33.70	25.79	28.39	36.14
South East Asia	20.94	22.23	21.57	20.98	20.40
Europe/ UK	6.25	13.16	11.25	10.21	11.51
Americas	5.92	0.54	3.98	4.33	0.51
Middle East	12.96	9.85	14.09	13.46	11.22
Africa	2.34	1.52	2.15	2.15	2.24
Rest of the World	2.23	2.54	2.35	2.56	2.87
Total	100.00	100.00	100.00	100.00	100.00

REVENUE BY BUSINESS SEGMENT (%)					
	Quarter ended			Nine Months Ended	Year Ended
	Dec 31, 2011	Dec 31, 2010	Sep 30, 2011	Dec 31,2011	March 31, 2011
Products	70.71	74.50	74.65	72.86	71.57
- Own	69.01	71.17	71.75	71.03	67.04
- Trading	1.70	3.33	2.90	1.83	4.53
Projects & Services	29.29	25.50	25.35	27.14	28.43
Total	100.00	100.00	100.00	100.00	100.00

As at			
	Dec 31, 2011	Dec 31, 2010	Sep 30, 2011
Account Receivables (in Days)	48	50	49