



NUCLEUS SOFTWARE EXPORTS LTD.

## Nucleus Software Records 45 per cent Growth in Revenues (YoY)

Fiscal Revenues at Rs. 88.82 Crores

Quarter revenue up 37 % (YoY)

### Highlights

- Total revenue FY 2002 – 2003 stood at Rs 88.82 Crores; A growth rate of 45% over the last financial year
- Q4 2003 revenue up 37 % over Q4 2002
- Q4 operating profit up 163% over Q4 2002
- Q4 PAT up 95 % over Q4 2002 and 41 % over Q3
- Added 10 clients this year, taking its total active client base up to 71
- Achieved SEI CMM Level 5 Certification
- Got listed at the National Stock Exchange (NSE) under the symbol NUCLEUS
- **Company has announced 20% dividend.**
- **The company has launched a technology upgradation program.** As a part of the program the company has revised the useful life of computers and other Fixed Assets. The impact of this in the current year has resulted in an additional depreciation of Rs 166.57 Lacs.
- **Company has written off sum of Rs 284.07 lacs** against doubtful debts for the year ended 31<sup>st</sup> March 2003.

### **Recognitions, Awards & Accolades**

- Nucleus' *FinnOne* was rated **No # 3 Indian Banking Software Solution** by International Banking Systems, UK; Features in Top Tier Indian Banking Software Companies to Provide Solutions for the Global Market
- NASSCOM ranked *Nucleus Software* as **one of the Top 5 Indian Product Companies** in its annual software and services industry performance report for the financial year 2002
- Deloitte Touche Tohmatsu Asia Pacific Technology Fast 500 report ranked Nucleus amongst the Top 100 fastest growing and most dynamic technology companies in Asia. *Nucleus* was ranked **No # 75 in APAC and No # 2 amongst Indian Companies**

**FINANCIAL RESULTS OF NUCLEUS SOFTWARE GROUP (CONSOLIDATED) FOR THE QUARTER AND YEAR ENDED MARCH 31,2003**

Particulars	Rs. in lacs			
	Quarter Ended		Year Ended	
	March 31,2003	March 31,2002	March 31,2003	March 31,2002
	Unaudited	Unaudited	Audited	Audited
1 Net Sales/Income from Operations	2,296.24	1,674.70	8,882.79	6,111.62
2 Other Income	51.30	21.78	96.25	99.28
3 Total Expenditure	1,763.31	1,463.67	7,300.52	4,611.34
(a)Personnel Expenses	1,026.50	847.70	4,029.68	2,690.48
(b) Travelling	371.73	238.23	1,542.80	686.84
(c) Other Expenditure	365.08	377.74	1,728.04	1,234.02
4 Interest	1.70	4.31	17.17	16.76
5 Depreciation	223.41	43.87	369.90	282.61
6 Withholding Taxes	47.20	10.71	277.40	175.71
7 Profit before Tax and Prior Period Adjustment(1+2-3-4-5-6)	311.92	173.92	1,014.05	1,124.48
8 Prior Period Adjustments				
,Withholding Taxes	-	-	148.98	-
,-Others	-	-	(38.91)	-
9 Provision for Taxation				
,-Current Taxation	36.58	46.91	151.40	67.55
,-Deferred Tax	(25.60)	(27.08)	(88.43)	(27.08)
10 Net Profit (7-8-9-10)	300.94	154.09	841.01	1,084.01
11 Paid up Equity Share Capital	791.27	791.27	791.27	791.27
12 Reserves excluding Revaluation Reserves			5,182.20	4,475.20
13 Total Number of Equity Shares	7,911,150	7,911,150	7,911,150	7,911,150
14 Earnings Per Share ( Rs.)				
Basic	3.80	1.94	10.63	13.70
Diluted	3.74	1.92	10.46	13.51

**NUCLEUS SOFTWARE EXPORTS LIMITED**

**AUDITED FINANCIAL RESULTS OF NUCLEUS SOFTWARE EXPORTS LTD. FOR THE QUARTER AND YEAR ENDED MARCH 31,2003**

Particulars	Rs.in lacs			
	Quarter Ended		Year Ended	
	March 31,2003	March 31,2002	March 31,2003	March 31,2002
1 Net Sales/Income from Operations	1,720.95	1,088.43	6,072.17	4,033.38
2 Other Income	31.41	21.58	73.16	97.71
3 Total Expenditure	1,132.68	890.32	4,661.57	2,647.17

	(a) Personnel Expenses	525.66	416.21	1,909.29	1,185.12
	(b) Travelling	343.90	213.50	1,460.75	618.57
	(c) Other Expenditure	263.12	260.61	1,291.53	843.48
4	Interest	1.70	4.31	17.16	16.76
5	Depreciation	208.33	33.15	316.29	250.74
6	Withholding Taxes	47.33	10.71	277.40	175.71
7					
	Profit before Tax and Prior Period Adjustments ( 1+2-3-4-5-6)	362.32	171.52	872.91	1,040.71
8	Prior Period Adjustments				
	, -Withholding Taxes	-	-	148.98	-
	, -Others	-	-	(38.91)	-
9	Provision for Taxation				
	, -Current Taxation	38.72	50.00	108.22	50.00
	, -Deferred Taxation	(27.52)	(29.21)	(80.91)	(29.22)
10	Net Profit (7-8-9)	351.12	150.73	735.53	1,019.93
11	Paid up Equity Share Capital	791.27	791.27	791.27	791.27
12	Reserves excluding Revaluation Reserves			4,986.33	4,384.80
13	Total number of Equity Shares	7,911,150	7,911,150	7,911,150	7,911,150
14	Earnings Per Share (Rs.)				
	Basic	4.44	1.91	9.30	13.63
	Diluted	4.36	1.89	9.15	12.71
15	Aggregate of Non-Promoter shareholding				
	, -Number of Shares	2,334,424	2,370,324	2,334,424	2,370,324
	, -Percentage of shareholding	29.51%	29.96%	29.51%	29.96%

## Segment Reporting

Segment Reporting	Rs. In lacs			
	Quarter Ended March 31, 2003	Quarter Ended March 31,2002	Year Ended March 31,2003	Year Ended March 31,2002
<b>Revenue by Geographical Segment</b>				
India	267.20	254.41	1,104.46	897.63
Far East	360.55	445.47	1,888.98	1,217.43
Singapore	690.06	334.77	2,286.93	1,272.15
Others	403.14	53.78	791.80	646.17
Total	1,720.95	1,088.43	6,072.17	4,033.38
Less:- Inter Segment Revenue	-	-	-	-
Net Revenue From Operation	1,720.95	1,088.93	6,072.17	4,033.38
<b>Segment Profit / (Loss) before Tax and Interest</b>				
India	(20.16)	25.61	40.48	342.13
Far East	155.58	160.18	442.37	354.81
Singapore	297.76	120.37	768.35	554.37

Others	168.55	15.83	220.97	281.57
Total	601.73	321.99	1,472.17	1,532.88
Add:- Other Income	31.41	21.58	73.16	97.71
Less:- Interest	1.70	4.31	17.16	16.76
Less:- Other Unallocable Expenditure	269.12	167.74	655.26	573.12
Operating Profit beforeTax	362.32	171.52	872.91	1,040.71
Less: Prior period Adjustments on account of Withholding Tax	-	-	148.98	-
Other Prior Period Adjustments	-	-	(78.56)	-
Other Unallocated Prior Period Adjustments	-	-	39.65	-
Provision for Taxation-Current	38.72	50.00	108.22	50.00
, -Deferred	(27.52)	(29.21)	(80.91)	(29.22)
Operating Profit After Tax	351.12	150.73	735.53	1,019.93
<b>Capital Employed</b>	<b>5,791.29</b>	<b>5,184.12</b>	<b>5,791.29</b>	<b>5,184.12</b>

Notes: 1) The above quarterly and year ended results were reviewed by the Audit Committee in their meeting held on April 29,2003 and approved by the Board of Directors at their meeting held on April 30, 2003.

2) There are no qualifications in the Auditors' Report issued for the aforesaid period.

3) The Company has launched a technology upgradation programme. As a part of the programme the Company has revised the useful life of Computers and other Fixed Assets. The impact of this in the current year has resulted in an additional depreciation charge of Rs.166.57 lacs, which has been charged in the current quarter.

4) In view of emerging prudent accounting norms, the Company has provided/written off a sum of Rs. 284.07 lacs against doubtful debts, over the year, for the year ended March 31,2003

5) The Board of Directors at their meeting have proposed a dividend of Rs.2/- (20% on an equity share par value Rs.10/- ) subject to the approval of members at the Annual General Meeting.

6) The Company's has been assessed at SW-CMM Level 5 based on the Capability Maturity Model (CMM) developed at Carnegie Mellon University's Software Engineering Institute (SEI) during the current quarter.

7) As on March 31,2003, 136956 stock options are outstanding as granted to employees under Employee Stock Option Scheme -1999

8) The Company has utilized the funds raised through preferential issue of equity shares in June 2001 in accordance with the objects as stated in the offer document.

9) These Accounts have been prepared in accordance with the applicable Accounting Standards issued by the Institute of Chartered Accountants of India (ICAI)

10) Previous year's /quarter's figures have been regrouped/re-classified, wherever necessary

11) Fixed assets used in the Company's business cannot be specifically identified with any of the reportable segments, as these are used interchangeably between segments. Management believes that it is currently not practicable to provide segment disclosures relating to total assets and liabilities since a meaningful segregation of the available data is not possible.