

# ORACLE CORPORATION

## CONSOLIDATED STATEMENTS OF OPERATIONS (amounts in thousands, except per share data)

	Three Months Ended May 31,		Twelve Months Ended May 31,	
	2002	2001	2002	2001
<b>REVENUES</b>				
Licenses and other	\$ 1,172,620	\$ 1,656,238	\$ 3,512,954	\$ 4,706,797
Services (1)	1,601,161	1,633,992	6,159,639	6,253,895
Total revenues	<u>2,773,781</u>	<u>3,290,230</u>	<u>9,672,593</u>	<u>10,960,692</u>
<b>OPERATING EXPENSES</b>				
Sales and marketing	587,532	811,888	2,208,981	2,691,322
Cost of services (1)	568,244	744,896	2,405,511	2,897,060
Research and development	282,142	319,829	1,076,156	1,138,591
General and administrative	109,592	118,691	411,213	456,628
Total operating expenses	<u>1,547,510</u>	<u>1,995,304</u>	<u>6,101,861</u>	<u>7,183,601</u>
<b>OPERATING INCOME</b>	1,226,271	1,294,926	3,570,732	3,777,091
Net investment gains (losses) related to equity securities (2)	(229,316)	3,385	(243,515)	(17,087)
Other income (loss), net	<u>(1,188)</u>	<u>27,364</u>	<u>80,987</u>	<u>211,226</u>
<b>INCOME BEFORE TAXES</b>	995,767	1,325,675	3,408,204	3,971,230
Provision for income taxes	<u>339,846</u>	<u>470,781</u>	<u>1,184,199</u>	<u>1,410,134</u>
<b>NET INCOME</b>	<u>\$ 655,921</u>	<u>\$ 854,894</u>	<u>\$ 2,224,005</u>	<u>\$ 2,561,096</u>
<b>EARNINGS PER SHARE</b>				
Basic	\$ 0.12	\$ 0.15	\$ 0.40	\$ 0.46
Diluted	\$ 0.12	\$ 0.15	\$ 0.39	\$ 0.44
<b>WEIGHTED SHARES OUTSTANDING</b>				
Basic	5,471,617	5,602,590	5,518,024	5,596,721
Diluted	5,610,626	5,800,032	5,688,960	5,864,806

(1) On March 1, 2002, Oracle adopted Financial Accounting Standards Board Emerging Issues Task Force No. 01-14, "Income Statement Characterization of Reimbursements Received for 'Out-of-Pocket' Expenses Incurred" ("EITF 01-14"). EITF 01-14 requires reimbursements received for out-of-pocket expenses to be reflected as revenues and to reclassify prior period financial statements to conform with the current period presentation. Prior to the adoption of EITF 01-14, reimbursable out-of-pocket expenses were reflected as net amounts in "Cost of Services". Reimbursable out-of-pocket expenses reclassified as revenues for the three months ending May 31, 2001, the twelve months ended May 31, 2001 and the nine months ended February 28, 2002 were \$ 26,346, \$101,020 and \$70,089, respectively.

(2) Net investment gains (losses) related to equity securities in the quarter ended May 31, 2002 of \$229,316 include a \$173,452 impairment charge related to Oracle's investment in Liberate Technologies. Excluding the effect of this charge, the effective income tax rate and provision for income taxes would have been 35% and \$409,227, respectively, and net income and diluted earnings per share would have been \$759,992 and \$0.14, respectively. For the year ended May 31, 2002, the effective income tax rate and provision for income taxes would have been 35% and \$1,253,580, respectively, and net income and diluted earnings per share would have been \$2,328,076 and \$0.41, respectively.

**ORACLE CORPORATION**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**

	Percentage of Revenues				Percentage Change	
	Three Months Ended May 31,		Twelve Months Ended May 31,		Q4 FY02 vs. Q4 FY01	Twelve Months FY02 vs. Twelve Months FY01
	<u>2002</u>	<u>2001</u>	<u>2002</u>	<u>2001</u>		
<b>REVENUES</b>						
Licenses and other	42.3%	50.3%	36.3%	42.9%	(29.2%)	(25.4%)
Services	57.7%	49.7%	63.7%	57.1%	(2.0%)	(1.5%)
Total revenues	100.0%	100.0%	100.0%	100.0%	(15.7%)	(11.8%)
<b>OPERATING EXPENSES</b>						
Sales and marketing	21.2%	24.7%	22.8%	24.6%	(27.6%)	(17.9%)
Cost of services	20.5%	22.6%	24.9%	26.4%	(23.7%)	(17.0%)
Research and development	10.2%	9.7%	11.1%	10.4%	(11.8%)	(5.5%)
General and administrative	4.0%	3.6%	4.3%	4.2%	(7.7%)	(9.9%)
Total operating expenses	55.8%	60.6%	63.1%	65.5%	(22.4%)	(15.1%)
<b>OPERATING INCOME</b>	44.2%	39.4%	36.9%	34.5%	(5.3%)	(5.5%)
Net investment gains (losses) related to equity securities	(8.3%)	0.1%	(2.5%)	(0.2%)	nm	nm
Other income (loss), net	0.0%	0.8%	0.8%	1.9%	(104.3%)	(61.7%)
<b>INCOME BEFORE TAXES</b>	35.9%	40.3%	35.2%	36.2%	(24.9%)	(14.2%)
Provision for income taxes	12.3%	14.3%	12.2%	12.9%	(27.8%)	(16.0%)
<b>NET INCOME</b>	<u>23.6%</u>	<u>26.0%</u>	<u>23.0%</u>	<u>23.4%</u>	(23.3%)	(13.2%)

# ORACLE CORPORATION

## CONDENSED CONSOLIDATED BALANCE SHEETS (\$ in thousands)

	<b>May 31</b> <b><u>2002</u></b>	<b>May 31,</b> <b><u>2001</u></b>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and short term investments	\$ 5,841,178	\$ 5,887,661
Trade receivables, net	2,034,996	2,432,131
Prepaid and refundable income taxes	451,994	272,742
Other current assets	<u>399,776</u>	<u>370,616</u>
Total Current Assets	<u>8,727,944</u>	<u>8,963,150</u>
Long-term cash investments	405,883	-
Property and equipment, net	986,970	974,751
Prepaid taxes	233,359	376,030
Other assets	<u>446,206</u>	<u>716,229</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 10,800,362</u></b>	<b><u>\$ 11,030,160</u></b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current Liabilities</b>		
Notes payable, including current maturities	\$ 450	\$ 2,849
Accounts payable	226,943	270,112
Income taxes	1,091,293	767,087
Customer advances and unearned revenues	1,275,627	1,213,529
Other current liabilities	<u>1,365,504</u>	<u>1,663,042</u>
Total Current Liabilities	<u>3,959,817</u>	<u>3,916,619</u>
Long-term debt	298,391	300,847
Deferred income taxes	204,073	327,788
Other long-term liabilities	220,791	207,135
Stockholders' equity	<u>6,117,290</u>	<u>6,277,771</u>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b><u>\$ 10,800,362</u></b>	<b><u>\$ 11,030,160</u></b>

**ORACLE CORPORATION**  
**SUPPLEMENTAL ANALYSIS OF EFFECT OF**  
**IMPAIRMENT CHARGE FOR EQUITY INVESTMENTS**  
(amounts in thousands, except per share data)

	Three Months Ended May 31, 2002			Twelve Months Ended May 31, 2002		
	Impairment Charge for Equity Investments			Impairment Charge for Equity Investments		
	GAAP Basis	As Adjusted	As Adjusted	GAAP Basis	As Adjusted	As Adjusted
<b>REVENUES</b>						
Licenses and other	\$ 1,172,620	\$ -	\$ 1,172,620	\$ 3,512,954	\$ -	\$ 3,512,954
Services	1,601,161	-	1,601,161	6,159,639	-	6,159,639
Total Revenues	2,773,781	-	2,773,781	9,672,593	-	9,672,593
<b>OPERATING EXPENSES</b>						
Sales and marketing	587,532	-	587,532	2,208,981	-	2,208,981
Cost of services	568,244	-	568,244	2,405,511	-	2,405,511
Research and development	282,142	-	282,142	1,076,156	-	1,076,156
General and administrative	109,592	-	109,592	411,213	-	411,213
Total Operating Expenses	1,547,510	-	1,547,510	6,101,861	-	6,101,861
<b>OPERATING INCOME</b>	1,226,271	-	1,226,271	3,570,732	-	3,570,732
Net investment (losses) related to equity securities (1)	(229,316)	173,452	(55,864)	(243,515)	173,452	(70,063)
Other income (loss), net	(1,188)	-	(1,188)	80,987	-	80,987
<b>INCOME BEFORE TAXES</b>	995,767	173,452	1,169,219	3,408,204	173,452	3,581,656
Provision for income taxes	339,846	69,381	409,227	1,184,199	69,381	1,253,580
<b>NET INCOME</b>	\$ 655,921	\$ 104,071	\$ 759,992	\$ 2,224,005	\$ 104,071	\$ 2,328,076
<b>EARNINGS PER SHARE</b>						
Basic	\$ 0.12	\$ 0.02	\$ 0.14	\$ 0.40	\$ 0.02	\$ 0.42
Diluted	\$ 0.12	\$ 0.02	\$ 0.14	\$ 0.39	\$ 0.02	\$ 0.41

(1) Net investment gains (losses) related to equity securities in the quarter ended May 31, 2002 of \$229,316 include a \$173,452 impairment charge related to Oracle's investment in Liberate Technologies. Excluding the effect of this charge, the effective income tax rate and provision for income taxes would have been 35% and \$409,227, respectively, and net income and fully diluted earnings per share would have been \$759,992 and 0.14, respectively. For the year ended May 31, 2002, the effective income tax rate and provision for income taxes would have been 35% and \$1,253,580, respectively, and net income and fully diluted earnings per share would have been \$2,328,076 and \$0.41, respectively.

# ORACLE CORPORATION

## Q4 FISCAL 2002 RESULTS

### SUPPLEMENTAL ANALYSIS OF OPERATIONS, GEOGRAPHIC REVENUES AND HEADCOUNT

(amounts in thousands, except per share & headcount data)

	Fiscal 2001					Fiscal 2002				
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	Q4	TOTAL
<b><u>OPERATIONS</u></b>										
<b>REVENUES</b>										
New License	\$ 771,245	\$ 1,093,193	\$ 1,100,965	\$ 1,618,480	\$ 4,583,883	\$ 711,108	\$ 803,391	\$ 776,953	\$ 1,149,978	\$ 3,441,430
License Updates (1)	512,681	553,898	561,283	576,637	2,204,499	568,668	600,515	589,948	642,628	2,401,759
Total New License and License Updates	1,283,926	1,647,091	1,662,248	2,195,117	6,788,382	1,279,776	1,403,906	1,366,901	1,792,606	5,843,189
Product Support (2), (5)	326,637	318,900	345,236	374,907	1,365,680	346,071	358,271	344,763	384,934	1,434,039
Education (5)	88,904	112,115	95,613	115,083	411,715	88,119	85,840	63,665	79,578	317,202
Consulting (5)	549,444	580,521	562,646	564,619	2,257,230	524,675	510,937	458,813	487,372	1,981,797
Other (3)	39,081	27,781	30,319	40,504	137,685	26,414	21,483	19,178	29,291	96,366
Total revenues	2,287,992	2,686,408	2,696,062	3,290,230	10,960,692	2,265,055	2,380,437	2,253,320	2,773,781	9,672,593
<b>OPERATING EXPENSES</b>										
Sales and marketing	572,964	640,865	665,605	811,888	2,691,322	535,481	571,152	514,816	587,532	2,208,981
Cost of services (4), (5)	699,995	721,860	730,309	744,896	2,897,060	632,883	632,940	571,444	568,244	2,405,511
Research and development	251,027	266,280	301,455	319,829	1,138,591	253,299	257,484	283,231	282,142	1,076,156
General and administrative	105,965	111,402	120,570	118,691	456,628	97,614	98,917	105,090	109,592	411,213
Total operating expenses	1,629,951	1,740,407	1,817,939	1,995,304	7,183,601	1,519,277	1,560,493	1,474,581	1,547,510	6,101,861
<b>OPERATING INCOME</b>										
	658,041	946,001	878,123	1,294,926	3,777,091	745,778	819,944	778,739	1,226,271	3,570,732
Net investment gains (losses) related to equity securities (6)	15,433	(13,468)	(22,437)	3,385	(17,087)	(3,301)	(3,388)	(7,510)	(229,316)	(243,515)
Other income, net	102,769	33,348	47,745	27,364	211,226	43,134	28,770	10,271	(1,188)	80,987
<b>INCOME BEFORE TAXES</b>										
	776,243	965,881	903,431	1,325,675	3,971,230	785,611	845,326	781,500	995,767	3,408,204
Provision for income taxes	275,566	343,069	320,718	470,781	1,410,134	274,964	295,864	273,525	339,846	1,184,199
<b>NET INCOME</b>										
	\$ 500,677	\$ 622,812	\$ 582,713	\$ 854,894	\$ 2,561,096	\$ 510,647	\$ 549,462	\$ 507,975	\$ 655,921	\$ 2,224,005
<b>EARNINGS PER SHARE</b>										
Basic	\$ 0.09	\$ 0.11	\$ 0.10	\$ 0.15	\$ 0.46	\$ 0.09	\$ 0.10	\$ 0.09	\$ 0.12	\$ 0.40
Diluted	\$ 0.08	\$ 0.11	\$ 0.10	\$ 0.15	\$ 0.44	\$ 0.09	\$ 0.10	\$ 0.09	\$ 0.12	\$ 0.39
<b>WEIGHTED SHARES OUTSTANDING</b>										
Basic	5,604,058	5,584,428	5,595,808	5,602,590	5,596,721	5,579,811	5,528,372	5,492,297	5,471,617	5,518,024
Diluted	5,932,870	5,874,987	5,851,333	5,800,032	5,864,806	5,780,020	5,695,860	5,669,334	5,610,626	5,688,960
<b><u>GEOGRAPHIC REVENUES</u></b>										
<b>REVENUES</b>										
Americas	\$ 1,315,533	\$ 1,534,470	\$ 1,559,626	\$ 1,940,299	\$ 6,349,928	\$ 1,245,976	\$ 1,281,692	\$ 1,259,177	\$ 1,506,001	\$ 5,292,846
Europe/Middle East/Africa	644,350	763,301	785,943	926,175	3,119,769	678,598	752,561	720,183	898,974	3,050,316
Asia Pacific	328,109	388,637	350,493	423,756	1,490,995	340,481	346,184	273,960	368,806	1,329,431
Total Revenues	\$ 2,287,992	\$ 2,686,408	\$ 2,696,062	\$ 3,290,230	\$ 10,960,692	\$ 2,265,055	\$ 2,380,437	\$ 2,253,320	\$ 2,773,781	\$ 9,672,593
<b><u>HEADCOUNT</u></b>										
<b>GEOGRAPHIC AREA</b>										
International	21,265	21,342	21,838	22,008		22,171	22,250	22,333	22,536	
Domestic	19,905	20,660	21,470	20,919		20,128	20,193	19,602	19,470	
Total Company	41,170	42,002	43,308	42,927		42,299	42,443	41,935	42,006	

- (1) License updates represent the Company's estimate of the portion of maintenance revenues that relate to license updates. This estimate is based on the Company's current pricing model, which prices license updates at 15% of net license price and product support at 7% of net license price.
- (2) Product support includes the product support discussed in footnote (1), as well as other premium support services.
- (3) Includes hosting, systems integration, documentation and miscellaneous other revenues.
- (4) Cost of services includes support, consulting, education, and hosting related expenses.
- (5) On March 1, 2002, Oracle adopted Financial Accounting Standards Board Emerging Issues Task Force No. 01-14, "Income Statement Characterization of Reimbursements Received for 'Out-of-Pocket' Expenses Incurred". ("EITF 01-14"). EITF 01-14 requires reimbursements received for out-of-pocket expenses to be reflected as revenues and to reclassify prior period financial statements to conform with the current period presentation. Prior to the adoption of EITF 01-14, reimbursable out-of-pocket expenses were reflected as net amounts in "Cost of Services". Reimbursable out-of-pocket expenses reclassified as revenues for Q1 fiscal 2001, Q2 fiscal 2001, Q3 fiscal 2001, Q4 fiscal 2001, Q1 fiscal 2002, Q2 fiscal 2002 and Q3 fiscal 2002 are \$26,117, \$26,862, \$21,695, \$26,346, \$ 23,010, \$23,102 and \$23,977, respectively.
- (6) Net investment gains (losses) related to equity securities in Q4 fiscal 2002 include a \$173,452 impairment charge related to Oracle's investment in Liberate Technologies.

**ORACLE CORPORATION**  
**Q4 FISCAL 2002 RESULTS**  
**SUPPLEMENTAL REVENUE ANALYSIS**  
(unaudited, amounts in thousands)

	Fiscal 2001					Fiscal 2002				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b><u>APPLICATIONS BUSINESS</u></b>										
<b>REVENUES</b>										
New License and Updates Revenues (1)	\$ 258,444	\$ 395,491	\$ 368,588	\$ 461,250	\$ 1,483,773	\$ 267,658	\$ 291,211	\$ 276,233	\$ 385,309	\$ 1,220,412
Applications Related Services (2)	283,655	394,854	362,540	389,682	1,430,731	371,726	374,378	349,110	391,222	1,486,435
Total Revenues	\$ 542,099	\$ 790,345	\$ 731,128	\$ 850,932	\$ 2,914,504	\$ 639,384	\$ 665,589	\$ 625,343	\$ 776,531	\$ 2,706,847
<b>AS REPORTED REVENUE GROWTH RATES</b>										
New License and Updates Revenues	40%	59%	28%	(15%)	17%	4%	(26%)	(25%)	(16%)	(18%)
Applications Related Services	(24%)	1%	15%	1%	(2%)	31%	(5%)	(4%)	0%	4%
Total Revenues	(3%)	24%	21%	(8%)	7%	18%	(16%)	(14%)	(9%)	(7%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
New License and Updates Revenues	42%	66%	31%	(13%)	20%	5%	(26%)	(24%)	(17%)	(17%)
Applications Related Services	(22%)	6%	19%	5%	1%	35%	(4%)	(2%)	(0%)	5%
Total Revenues	(0%)	29%	25%	(6%)	10%	21%	(15%)	(13%)	(9%)	(6%)
<b><u>DATABASE TECHNOLOGY BUSINESS</u></b>										
<b>REVENUES</b>										
New License and Updates Revenues (1)	\$ 1,025,482	\$ 1,251,600	\$ 1,293,660	\$ 1,733,867	\$ 5,304,609	\$ 1,012,118	\$ 1,112,695	\$ 1,090,668	\$ 1,407,297	\$ 4,622,778
Database Technology Related Services (2)	720,411	644,463	671,274	705,431	2,741,579	613,553	602,153	537,309	589,953	2,342,968
Total Revenues	\$ 1,745,893	\$ 1,896,063	\$ 1,964,934	\$ 2,439,298	\$ 8,046,188	\$ 1,625,671	\$ 1,714,848	\$ 1,627,977	\$ 1,997,250	\$ 6,965,746
<b>AS REPORTED REVENUE GROWTH RATES</b>										
New License and Updates Revenues	22%	16%	5%	0%	9%	(1%)	(11%)	(16%)	(19%)	(13%)
Database Technology Related Services	18%	2%	5%	(5%)	4%	(15%)	(7%)	(20%)	(16%)	(15%)
Total Revenues	20%	11%	5%	(1%)	7%	(7%)	(10%)	(17%)	(18%)	(13%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
New License and Updates Revenues	25%	23%	9%	4%	13%	2%	(10%)	(12%)	(19%)	(11%)
Database Technology Related Services	21%	8%	9%	(1%)	8%	(12%)	(7%)	(17%)	(16%)	(13%)
Total Revenues	24%	18%	9%	3%	12%	(4%)	(9%)	(14%)	(18%)	(12%)
<b><u>TOTAL REVENUE</u></b>										
<b>REVENUES</b>										
New License and Updates Revenues	\$ 1,283,926	\$ 1,647,091	\$ 1,662,248	\$ 2,195,117	\$ 6,788,382	\$ 1,279,776	\$ 1,403,906	\$ 1,366,901	\$ 1,792,606	\$ 5,843,189
Product Support	326,637	318,900	345,236	374,907	1,365,680	346,071	358,271	344,763	384,934	1,434,039
Education	88,904	112,115	95,613	115,083	411,715	88,119	85,840	63,665	79,578	317,202
Consulting	549,444	580,521	562,646	564,619	2,257,230	524,675	510,937	458,813	487,372	1,981,797
Other	39,081	27,781	30,319	40,504	137,685	26,414	21,483	19,178	29,291	96,366
Total Revenues	\$ 2,287,992	\$ 2,686,408	\$ 2,696,062	\$ 3,290,230	\$ 10,960,692	\$ 2,265,055	\$ 2,380,437	\$ 2,253,320	\$ 2,773,781	\$ 9,672,593
<b>AS REPORTED REVENUE GROWTH RATES</b>										
New License and Updates Revenues	25%	24%	10%	(3%)	11%	(0%)	(15%)	(18%)	(18%)	(14%)
Product Support	34%	17%	22%	6%	18%	6%	12%	(0%)	3%	5%
Education	(18%)	(7%)	(12%)	(10%)	(11%)	(1%)	(23%)	(33%)	(31%)	(23%)
Consulting	(9%)	(4%)	5%	(5%)	(4%)	(5%)	(12%)	(18%)	(14%)	(12%)
Other	32%	9%	8%	(17%)	4%	(32%)	(23%)	(37%)	(28%)	(30%)
Total As Reported Revenue Growth	14%	14%	9%	(3%)	7%	(1%)	(11%)	(16%)	(16%)	(12%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
New License and Updates Revenues	28%	31%	13%	0%	15%	3%	(14%)	(15%)	(18%)	(12%)
Product Support	38%	24%	28%	10%	24%	9%	13%	3%	3%	7%
Education	(17%)	(1%)	(9%)	(6%)	(8%)	4%	(23%)	(31%)	(31%)	(21%)
Consulting	(6%)	1%	8%	(2%)	(0%)	(2%)	(12%)	(17%)	(14%)	(11%)
Other	38%	16%	12%	(14%)	9%	(31%)	(22%)	(34%)	(28%)	(29%)
Total Local Currency Growth	17%	21%	13%	0%	11%	2%	(11%)	(14%)	(16%)	(10%)

(1) New license revenues and license updates revenues represent the Company's estimate of revenues related to its product revenue categories.

(2) Services revenues represent the Company's estimate of product support, consulting and education revenues related to its product revenue categories.

**ORACLE CORPORATION**  
**Q4 FISCAL 2002 RESULTS**  
**SUPPLEMENTAL GEOGRAPHIC NEW LICENSE REVENUE ANALYSIS**  
**(unaudited, amounts in thousands)**

	Fiscal 2001					Fiscal 2002				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b><u>AMERICAS</u></b>										
<b>NEW LICENSE REVENUES</b>										
Database Technology	\$ 300,319	\$ 395,215	\$ 401,723	\$ 740,553	\$ 1,837,810	\$ 221,188	\$ 269,637	\$ 290,113	\$ 421,875	\$ 1,202,813
Applications	100,552	185,287	192,623	206,455	684,917	98,854	102,150	97,778	131,070	429,852
Total New License Revenues	\$ 400,871	\$ 580,502	\$ 594,346	\$ 947,008	\$ 2,522,727	\$ 320,042	\$ 371,787	\$ 387,891	\$ 552,945	\$ 1,632,665
<b>AS REPORTED REVENUE GROWTH RATES</b>										
Database Technology	35%	23%	(15%)	(7%)	1%	(26%)	(32%)	(28%)	(43%)	(35%)
Applications	31%	65%	31%	(40%)	1%	(2%)	(45%)	(49%)	(37%)	(37%)
Total New License Revenues	34%	34%	(4%)	(17%)	1%	(20%)	(36%)	(35%)	(42%)	(35%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
Database Technology	35%	24%	(15%)	(6%)	2%	(25%)	(31%)	(26%)	(42%)	(34%)
Applications	31%	65%	32%	(40%)	1%	(1%)	(45%)	(49%)	(36%)	(37%)
Total New License Revenues	34%	35%	(3%)	(16%)	2%	(19%)	(35%)	(34%)	(41%)	(34%)
<b><u>Europe/Middle East/Africa</u></b>										
<b>NEW LICENSE REVENUES</b>										
Database Technology	\$ 167,542	\$ 228,277	\$ 280,449	\$ 330,955	\$ 1,007,223	\$ 176,144	\$ 214,890	\$ 227,763	\$ 331,527	\$ 950,324
Applications	41,477	65,110	38,545	92,465	237,597	35,998	38,667	36,485	85,148	196,298
Total New License Revenues	\$ 209,019	\$ 293,387	\$ 318,994	\$ 423,420	\$ 1,244,820	\$ 212,142	\$ 253,557	\$ 264,248	\$ 416,675	\$ 1,146,622
<b>AS REPORTED REVENUE GROWTH RATES</b>										
Database Technology	2%	(7%)	23%	(5%)	2%	5%	(6%)	(19%)	0%	(6%)
Applications	89%	66%	(4%)	24%	35%	(13%)	(41%)	(5%)	(8%)	(17%)
Total New License Revenues	12%	3%	19%	(0%)	7%	1%	(14%)	(17%)	(2%)	(8%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
Database Technology	13%	9%	32%	1%	12%	9%	(9%)	(14%)	(2%)	(5%)
Applications	104%	92%	3%	31%	46%	(11%)	(42%)	(1%)	(11%)	(18%)
Total New License Revenues	24%	20%	28%	6%	17%	5%	(16%)	(13%)	(4%)	(8%)
<b><u>ASIA PACIFIC</u></b>										
<b>NEW LICENSE REVENUES</b>										
Database Technology	\$ 147,858	\$ 190,430	\$ 169,369	\$ 208,973	\$ 716,630	\$ 167,845	\$ 155,731	\$ 111,204	\$ 150,868	\$ 585,648
Applications	13,497	28,874	18,256	39,079	99,706	11,079	22,316	13,610	29,490	76,495
Total New License Revenues	\$ 161,355	\$ 219,304	\$ 187,625	\$ 248,052	\$ 816,336	\$ 178,924	\$ 178,047	\$ 124,814	\$ 180,358	\$ 662,143
<b>AS REPORTED REVENUE GROWTH RATES</b>										
Database Technology	39%	32%	19%	6%	21%	14%	(18%)	(34%)	(28%)	(18%)
Applications	33%	81%	54%	42%	52%	(18%)	(23%)	(25%)	(25%)	(23%)
Total New License Revenues	38%	37%	22%	10%	25%	11%	(19%)	(33%)	(27%)	(19%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
Database Technology	33%	38%	29%	19%	28%	27%	(11%)	(28%)	(27%)	(12%)
Applications	33%	91%	64%	56%	62%	(12%)	(18%)	(21%)	(25%)	(20%)
Total New License Revenues	33%	43%	32%	23%	32%	24%	(12%)	(27%)	(26%)	(13%)
<b><u>TOTAL COMPANY</u></b>										
<b>NEW LICENSE REVENUES</b>										
Database Technology	\$ 615,719	\$ 813,922	\$ 851,541	\$ 1,280,481	\$ 3,561,663	\$ 565,177	\$ 640,258	\$ 629,080	\$ 904,270	\$ 2,738,785
Applications	155,526	279,271	249,424	337,999	1,022,220	145,931	163,133	147,873	245,708	702,645
Total New License Revenues	\$ 771,245	\$ 1,093,193	\$ 1,100,965	\$ 1,618,480	\$ 4,583,883	\$ 711,108	\$ 803,391	\$ 776,953	\$ 1,149,978	\$ 3,441,430
<b>AS REPORTED REVENUE GROWTH RATES</b>										
Database Technology	25%	15%	1%	(5%)	5%	(8%)	(21%)	(26%)	(29%)	(23%)
Applications	42%	66%	25%	(24%)	11%	(6%)	(42%)	(41%)	(27%)	(31%)
Total New License Revenues	28%	25%	6%	(10%)	6%	(8%)	(27%)	(29%)	(29%)	(25%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
Database Technology	28%	22%	4%	(1%)	9%	(4%)	(20%)	(23%)	(29%)	(21%)
Applications	45%	73%	28%	(22%)	14%	(5%)	(41%)	(40%)	(28%)	(31%)
Total New License Revenues	31%	32%	9%	(6%)	10%	(4%)	(25%)	(27%)	(29%)	(24%)

**ORACLE CORPORATION**  
**Q4 FISCAL 2002 RESULTS**  
**SUPPLEMENTAL NEW LICENSE & LICENSE UPDATES REVENUE ANALYSIS**  
(unaudited, amounts in thousands)

	Fiscal 2001					Fiscal 2002				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b>NEW LICENSE &amp; LICENSE UPDATES REVENUES</b>										
Database Technology	\$ 1,025,482	\$ 1,251,600	\$ 1,293,660	\$ 1,733,867	\$ 5,304,609	\$ 1,012,118	\$ 1,112,695	\$ 1,090,668	\$ 1,407,297	\$ 4,622,778
Applications	258,444	395,491	368,588	461,250	1,483,773	267,658	291,211	276,233	385,309	1,220,411
Total License and Updates Revenues	\$ 1,283,926	\$ 1,647,091	\$ 1,662,248	\$ 2,195,117	\$ 6,788,382	\$ 1,279,776	\$ 1,403,906	\$ 1,366,901	\$ 1,792,606	\$ 5,843,189
<b>AS REPORTED REVENUE GROWTH RATES</b>										
Database Technology	22%	16%	5%	0%	9%	(1%)	(11%)	(16%)	(19%)	(13%)
Applications	40%	59%	28%	(15%)	17%	4%	(26%)	(25%)	(16%)	(18%)
Total License and Updates Revenues	25%	24%	10%	(3%)	11%	(0%)	(15%)	(18%)	(18%)	(14%)
<b>LOCAL CURRENCY GROWTH RATES</b>										
Database Technology	25%	23%	9%	4%	13%	2%	(10%)	(12%)	(19%)	(11%)
Applications	42%	66%	31%	(13%)	20%	5%	(26%)	(24%)	(17%)	(17%)
Total License and Updates Revenues	28%	31%	13%	0%	15%	3%	(14%)	(15%)	(18%)	(12%)

Note: This new schedule, which combines new license revenues and license updates revenues, offers a more comprehensive view of the Company's total license business. New license revenues and license updates revenues represent the Company's estimate of revenues related to its product revenue categories.