

ORACLE CORPORATION
Q4 FISCAL 2004 RESULTS
SUPPLEMENTAL ANALYSIS OF OPERATIONS, GEOGRAPHIC REVENUES AND HEADCOUNT (1)
(in millions, except per share & headcount data)

	Fiscal 2003					Fiscal 2004				
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	Q4	TOTAL
<u>OPERATIONS</u>										
REVENUES										
New Software Licenses	\$ 563	\$ 765	\$ 755	\$ 1,187	\$ 3,270	\$ 525	\$ 855	\$ 847	\$ 1,313	\$ 3,541
Software License Updates and Product Support	905	954	1,005	1,065	3,929	1,034	1,114	1,176	1,205	4,529
Software Revenues	1,468	1,719	1,760	2,252	7,199	1,559	1,969	2,023	2,518	8,070
Consulting	432	455	430	444	1,761	397	396	374	422	1,589
Advanced Product Services	64	64	63	67	257	60	65	62	71	258
Education	64	71	54	69	258	56	68	50	65	239
Services Revenues	560	590	547	580	2,276	513	529	486	558	2,086
Total Revenues	2,028	2,309	2,307	2,832	9,475	2,072	2,498	2,509	3,076	10,156
OPERATING EXPENSES										
Sales and Marketing	471	512	521	567	2,072	464	525	527	620	2,136
Software License Updates and Product Support	117	117	120	119	474	121	143	143	140	547
Cost of Services	472	482	454	461	1,868	442	455	439	434	1,770
Research and Development	286	295	301	298	1,180	298	323	328	328	1,278
General and Administrative	102	109	115	116	441	131	137	145	148	561
Total Operating Expenses	1,448	1,515	1,511	1,561	6,035	1,456	1,583	1,582	1,670	6,292
OPERATING INCOME										
	580	794	796	1,271	3,440	616	915	927	1,406	3,864
Net Investment Gains (Losses) Related to Equity Securities	(81)	(22)	(6)	(3)	(111)	36	(4)	(2)	-	29
Other Income, net	23	28	39	6	96	12	5	22	13	52
INCOME BEFORE TAXES										
	522	800	829	1,274	3,425	664	916	947	1,419	3,945
Provision for Income Taxes	179	265	258	416	1,118	224	299	312	429	1,264
NET INCOME										
	\$ 343	\$ 535	\$ 571	\$ 858	\$ 2,307	\$ 440	\$ 617	\$ 635	\$ 990	\$ 2,681
EARNINGS PER SHARE										
Basic	\$ 0.06	\$ 0.10	\$ 0.11	\$ 0.16	\$ 0.44	\$ 0.08	\$ 0.12	\$ 0.12	\$ 0.19	\$ 0.51
Diluted	\$ 0.06	\$ 0.10	\$ 0.11	\$ 0.16	\$ 0.43	\$ 0.08	\$ 0.12	\$ 0.12	\$ 0.19	\$ 0.50
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING										
Basic	5,399	5,309	5,259	5,240	5,302	5,230	5,226	5,218	5,185	5,215
Diluted	5,515	5,420	5,383	5,356	5,418	5,347	5,337	5,337	5,283	5,326
<u>GEOGRAPHIC REVENUES</u>										
REVENUES										
Americas	\$ 1,106	\$ 1,157	\$ 1,190	\$ 1,391	\$ 4,844	\$ 1,042	\$ 1,250	\$ 1,216	\$ 1,475	\$ 4,983
Europe/Middle East/Africa	627	818	785	1,025	3,254	717	881	918	1,161	3,677
Asia Pacific	295	334	332	416	1,377	313	367	375	440	1,496
Total Revenues	\$ 2,028	\$ 2,309	\$ 2,307	\$ 2,832	\$ 9,475	\$ 2,072	\$ 2,498	\$ 2,509	\$ 3,076	\$ 10,156
<u>HEADCOUNT</u>										
GEOGRAPHIC AREA										
Domestic	18,893	18,420	18,129	17,968		17,437	17,056	16,908	16,659	
International	22,603	22,225	22,260	22,682		22,887	23,559	24,286	24,999	
Total Company	41,496	40,645	40,389	40,650		40,324	40,615	41,194	41,658	

(1) The sum of the quarterly financial information may vary from the year-to-date financial information due to rounding.

ORACLE CORPORATION
Q4 FISCAL 2004 RESULTS
ESTIMATED TOTAL PRODUCT REVENUE ANALYSIS (1)
(\$ in millions)

	Fiscal 2003					Fiscal 2004				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
APPLICATIONS BUSINESS REVENUES (2)										
New Software Licenses	\$ 111	\$ 108	\$ 140	\$ 246	\$ 605	\$ 107	\$ 137	\$ 140	\$ 231	\$ 615
Software License Updates and Product Support	190	202	217	233	842	221	238	237	239	935
Software Revenues	301	310	357	479	1,447	328	375	377	470	1,550
Services	265	280	253	250	1,048	216	212	203	233	864
Total Application Related Revenue:	\$ 566	\$ 590	\$ 610	\$ 729	\$ 2,495	\$ 544	\$ 587	\$ 580	\$ 703	\$ 2,414
AS REPORTED REVENUE GROWTH RATES										
New Software Licenses	(24%)	(34%)	(5%)	0%	(14%)	(4%)	27%	0%	(6%)	2%
Software License Updates and Product Support	8%	9%	19%	16%	13%	16%	18%	9%	3%	11%
Software Revenues	(7%)	(11%)	8%	7%	0%	9%	21%	6%	(2%)	7%
Services	(17%)	(12%)	(14%)	(25%)	(17%)	(18%)	(24%)	(20%)	(7%)	(18%)
Total Application Related Revenue:	(12%)	(12%)	(3%)	(6%)	(8%)	(4%)	(1%)	(5%)	(4%)	(3%)
LOCAL CURRENCY GROWTH RATES										
New Software Licenses	(25%)	(34%)	(8%)	(6%)	(17%)	(6%)	18%	(5%)	(9%)	(2%)
Software License Updates and Product Support	6%	8%	14%	11%	10%	13%	12%	4%	0%	7%
Software Revenues	(8%)	(11%)	4%	2%	(3%)	6%	14%	0%	(4%)	3%
Services	(19%)	(15%)	(19%)	(29%)	(21%)	(21%)	(29%)	(25%)	(10%)	(22%)
Total Application Related Revenue:	(13%)	(14%)	(7%)	(11%)	(11%)	(7%)	(6%)	(10%)	(6%)	(7%)
DATABASE TECHNOLOGY BUSINESS REVENUES (2)										
New Software Licenses	\$ 452	\$ 657	\$ 615	\$ 941	\$ 2,664	\$ 418	\$ 718	\$ 707	\$ 1,082	\$ 2,926
Software License Updates and Product Support	715	752	788	832	3,087	813	876	939	966	3,594
Software Revenues	1,167	1,409	1,403	1,773	5,751	1,231	1,594	1,646	2,048	6,520
Services	295	310	294	330	1,229	297	317	283	325	1,222
Total Technology Related Revenue:	\$ 1,462	\$ 1,719	\$ 1,697	\$ 2,103	\$ 6,980	\$ 1,528	\$ 1,911	\$ 1,929	\$ 2,373	\$ 7,742
AS REPORTED REVENUE GROWTH RATES										
New Software Licenses	(23%)	0%	(4%)	1%	(5%)	(8%)	9%	15%	15%	10%
Software License Updates and Product Support	7%	8%	15%	11%	10%	14%	16%	19%	16%	16%
Software Revenues	(7%)	4%	6%	6%	3%	5%	13%	17%	16%	13%
Services	(20%)	(14%)	(2%)	4%	(10%)	1%	2%	(4%)	(2%)	(1%)
Total Technology Related Revenue:	(10%)	0%	4%	5%	0%	5%	11%	14%	13%	11%
LOCAL CURRENCY GROWTH RATES										
New Software Licenses	(25%)	(1%)	(11%)	(6%)	(10%)	(11%)	1%	7%	11%	4%
Software License Updates and Product Support	5%	6%	9%	5%	6%	9%	9%	11%	12%	10%
Software Revenues	(9%)	3%	(1%)	(1%)	(2%)	1%	5%	9%	11%	7%
Services	(22%)	(15%)	(8%)	(3%)	(13%)	(3%)	(4%)	(10%)	(5%)	(5%)
Total Technology Related Revenue:	(12%)	(1%)	(2%)	(2%)	(4%)	0%	4%	6%	9%	5%
TOTAL REVENUES										
New Software Licenses	\$ 563	\$ 765	\$ 755	\$ 1,187	\$ 3,270	\$ 525	\$ 855	\$ 847	\$ 1,313	\$ 3,541
Software License Updates and Product Support	905	954	1,005	1,065	3,929	1,034	1,114	1,176	1,205	4,529
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Consulting	432	455	430	444	1,761	397	396	374	422	1,589
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Education	64	71	54	69	258	56	68	50	65	239
Services Revenues	560	590	547	580	2,276	513	529	486	558	2,086
Total Revenues	\$ 2,028	\$ 2,309	\$ 2,307	\$ 2,832	\$ 9,475	\$ 2,072	\$ 2,498	\$ 2,509	\$ 3,076	\$ 10,156
AS REPORTED REVENUE GROWTH RATES										
New Software Licenses	(23%)	(7%)	(4%)	1%	(7%)	(7%)	12%	12%	11%	8%
Software License Updates and Product Support	7%	8%	16%	12%	11%	14%	17%	17%	13%	15%
Software Revenues	(7%)	1%	6%	6%	2%	6%	15%	15%	12%	12%
Consulting	(18%)	(11%)	(6%)	(9%)	(11%)	(8%)	(13%)	(13%)	(5%)	(10%)
Advanced Product Services	(18%)	(23%)	(17%)	(21%)	(20%)	(6%)	2%	(2%)	6%	0%
Education	(28%)	(17%)	(15%)	(13%)	(19%)	(13%)	(4%)	(7%)	(6%)	(7%)
Services Revenues	(19%)	(13%)	(9%)	(11%)	(13%)	(8%)	(10%)	(11%)	(4%)	(8%)
Total Revenues	(10%)	(3%)	2%	2%	(2%)	2%	8%	9%	9%	7%
LOCAL CURRENCY GROWTH RATES										
New Software Licenses	(25%)	(8%)	(10%)	(6%)	(11%)	(10%)	4%	4%	7%	3%
Software License Updates and Product Support	5%	7%	10%	6%	7%	9%	9%	10%	9%	9%
Software Revenues	(9%)	0%	0%	(1%)	(2%)	2%	7%	8%	8%	6%
Consulting	(19%)	(13%)	(11%)	(14%)	(14%)	(11%)	(18%)	(18%)	(8%)	(14%)
Advanced Product Services	(19%)	(25%)	(21%)	(26%)	(23%)	(10%)	(4%)	(6%)	3%	(4%)
Education	(30%)	(19%)	(21%)	(20%)	(22%)	(15%)	(11%)	(16%)	(10%)	(13%)
Services Revenues	(21%)	(15%)	(14%)	(16%)	(17%)	(12%)	(16%)	(17%)	(7%)	(13%)
Total Revenues	(12%)	(5%)	(3%)	(4%)	(6%)	(2%)	1%	2%	5%	2%

(1) The sum of the quarterly financial information may vary from year-to-date financial information due to rounding.

(2) Oracle tracks new software license revenues by product. Software license updates and product support revenues, along with the services revenues shown here, represent Oracle's estimate of revenues that relate to database technology and application license products.

ORACLE CORPORATION
Q4 FISCAL 2004 RESULTS
SUPPLEMENTAL GEOGRAPHIC NEW SOFTWARE LICENSE REVENUES ANALYSIS (1) (2)
(\$ in millions)

	Fiscal 2003					Fiscal 2004				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
AMERICAS										
Database Technology	\$ 191	\$ 257	\$ 247	\$ 381	\$ 1,076	\$ 162	\$ 299	\$ 254	\$ 420	\$ 1,135
Applications	60	52	86	127	325	41	76	85	134	336
New Software License Revenues	\$ 251	\$ 309	\$ 333	\$ 508	\$ 1,401	\$ 203	\$ 375	\$ 339	\$ 554	\$ 1,471
AS REPORTED GROWTH RATES										
Database Technology	(14%)	(5%)	(15%)	(10%)	(11%)	(15%)	16%	3%	10%	5%
Applications	(39%)	(50%)	(12%)	(3%)	(24%)	(32%)	46%	(1%)	6%	3%
New Software License Revenues	(22%)	(17%)	(14%)	(8%)	(14%)	(19%)	21%	2%	9%	5%
LOCAL CURRENCY GROWTH RATES										
Database Technology	(12%)	0%	(13%)	(9%)	(8%)	(15%)	14%	1%	10%	5%
Applications	(38%)	(49%)	(9%)	(3%)	(23%)	(32%)	46%	(2%)	5%	3%
New Software License Revenues	(20%)	(14%)	(12%)	(7%)	(12%)	(19%)	19%	0%	9%	4%
EUROPE / MIDDLE EAST / AFRICA										
Database Technology	\$ 152	\$ 258	\$ 235	\$ 381	\$ 1,025	\$ 143	\$ 263	\$ 290	\$ 452	\$ 1,148
Applications	30	41	35	82	188	55	48	41	72	216
New Software License Revenues	\$ 182	\$ 299	\$ 270	\$ 463	\$ 1,213	\$ 198	\$ 311	\$ 331	\$ 524	\$ 1,364
AS REPORTED GROWTH RATES										
Database Technology	(14%)	20%	3%	15%	8%	(6%)	2%	23%	19%	12%
Applications	(17%)	7%	(4%)	(4%)	(4%)	83%	17%	17%	(12%)	15%
New Software License Revenues	(14%)	18%	2%	11%	6%	9%	4%	23%	13%	12%
LOCAL CURRENCY GROWTH RATES										
Database Technology	(20%)	10%	(13%)	(4%)	(6%)	(15%)	(11%)	8%	12%	1%
Applications	(22%)	(2%)	(17%)	(15%)	(14%)	65%	2%	3%	(17%)	5%
New Software License Revenues	(20%)	8%	(14%)	(7%)	(8%)	(2%)	(9%)	8%	7%	1%
ASIA PACIFIC										
Database Technology	\$ 95	\$ 129	\$ 121	\$ 172	\$ 517	\$ 103	\$ 150	\$ 156	\$ 201	\$ 610
Applications	21	15	19	37	92	11	13	14	25	63
New Software License Revenues	\$ 116	\$ 144	\$ 140	\$ 209	\$ 609	\$ 114	\$ 163	\$ 170	\$ 226	\$ 673
AS REPORTED GROWTH RATES										
Database Technology	(44%)	(17%)	9%	14%	(12%)	8%	16%	29%	17%	18%
Applications	88%	(31%)	36%	26%	20%	(48%)	(13%)	(26%)	(32%)	(32%)
New Software License Revenues	(35%)	(19%)	12%	16%	(8%)	(2%)	13%	21%	8%	11%
LOCAL CURRENCY GROWTH RATES										
Database Technology	(45%)	(17%)	(1%)	8%	(15%)	7%	8%	20%	10%	11%
Applications	80%	(32%)	26%	19%	14%	(48%)	(25%)	(32%)	(35%)	(35%)
New Software License Revenues	(37%)	(19%)	2%	10%	(12%)	(3%)	4%	13%	2%	4%
TOTAL COMPANY										
Database Technology	\$ 438	\$ 644	\$ 603	\$ 934	\$ 2,618	\$ 408	\$ 712	\$ 700	\$ 1,073	\$ 2,893
Applications	111	108	140	246	605	107	137	140	231	615
New Software License Revenues	\$ 549	\$ 752	\$ 743	\$ 1,180	\$ 3,223	\$ 515	\$ 849	\$ 840	\$ 1,304	\$ 3,508
AS REPORTED GROWTH RATES										
Database Technology	(23%)	0%	(4%)	3%	(4%)	(7%)	11%	16%	15%	11%
Applications	(24%)	(34%)	(5%)	0%	(14%)	(4%)	27%	0%	(6%)	2%
New Software License Revenues	(23%)	(6%)	(4%)	3%	(6%)	(6%)	13%	13%	11%	9%
LOCAL CURRENCY GROWTH RATES										
Database Technology	(24%)	(1%)	(11%)	(4%)	(9%)	(11%)	2%	8%	11%	4%
Applications	(25%)	(35%)	(8%)	(4%)	(17%)	(6%)	18%	(5%)	(9%)	(2%)
New Software License Revenues	(24%)	(8%)	(10%)	(4%)	(11%)	(10%)	5%	5%	7%	3%

(1) The sum of the quarterly financial information may vary from year-to-date financial information due to rounding.
(2) New software license revenues presented exclude documentation and miscellaneous revenues.