

ORACLE CORPORATION

Q4 FISCAL 2001 RESULTS

SUPPLEMENTAL ANALYSIS OF OPERATIONS, GEOGRAPHIC REVENUES AND HEADCOUNT (unaudited, amounts in thousands, except per share & headcount data)

	Fiscal 2000					Fiscal 2001				
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	Q4	TOTAL
OPERATIONS										
REVENUES										
License	\$ 602,646	\$ 877,171	\$ 1,043,206	\$ 1,792,006	\$ 4,315,029	\$ 771,245	\$ 1,093,193	\$ 1,100,965	\$ 1,618,480	\$ 4,583,883
Support	667,415	720,342	754,413	836,703	2,978,873	839,107	872,667	906,333	951,351	3,569,458
Total Product Revenues (1)	1,270,061	1,597,513	1,797,619	2,628,709	7,293,902	1,610,352	1,965,860	2,007,298	2,569,831	8,153,341
Consulting & education	684,921	698,909	623,632	696,998	2,704,460	615,530	668,641	642,951	656,295	2,583,417
Other (2)	29,535	25,461	28,167	48,603	131,766	35,993	25,045	24,118	37,758	122,914
Total revenues	1,984,517	2,321,883	2,449,418	3,374,310	10,130,128	2,261,875	2,659,546	2,674,367	3,263,884	10,859,672
OPERATING EXPENSES										
Sales and marketing	538,426	631,433	594,696	852,194	2,616,749	572,964	640,865	665,605	811,888	2,691,322
Cost of services (3)	756,750	753,170	707,261	725,498	2,942,679	673,878	694,998	708,614	718,550	2,796,040
Research and development	235,941	248,160	255,552	270,229	1,009,882	251,027	266,280	301,455	319,829	1,138,591
General and administrative	107,537	113,055	122,188	137,878	480,658	105,965	111,402	120,570	118,691	456,628
Total operating expenses	1,638,654	1,745,818	1,679,697	1,985,799	7,049,968	1,603,834	1,713,545	1,796,244	1,968,958	7,082,581
OPERATING INCOME										
	345,863	576,065	769,721	1,388,511	3,080,160	658,041	946,001	878,123	1,294,926	3,777,091
Net investment gains (losses) related to equity securities (4)	(3,340)	(5,083)	423,882	6,521,496	6,936,955	15,433	(13,468)	(22,437)	3,385	(17,087)
Other income, net	21,687	20,533	15,727	48,372	106,319	102,769	33,348	47,745	27,364	211,226
INCOME BEFORE TAXES										
	364,210	591,515	1,209,330	7,958,379	10,123,434	776,243	965,881	903,431	1,325,675	3,971,230
Provision for income taxes	127,474	207,031	446,154	3,045,972	3,826,631	275,566	343,069	320,718	470,781	1,410,134
NET INCOME										
	\$ 236,736	\$ 384,484	\$ 763,176	\$ 4,912,407	\$ 6,296,803	\$ 500,677	\$ 622,812	\$ 582,713	\$ 854,894	\$ 2,561,096
EARNINGS PER SHARE										
Basic	\$ 0.04	\$ 0.07	\$ 0.14	\$ 0.87	\$ 1.11	\$ 0.09	\$ 0.11	\$ 0.10	\$ 0.15	\$ 0.46
Diluted	\$ 0.04	\$ 0.06	\$ 0.13	\$ 0.82	\$ 1.05	\$ 0.08	\$ 0.11	\$ 0.10	\$ 0.15	\$ 0.44
WEIGHTED SHARES OUTSTANDING										
Basic	5,721,840	5,717,780	5,637,878	5,637,856	5,678,839	5,604,058	5,584,428	5,595,808	5,602,590	5,596,721
Diluted	5,964,804	6,012,600	5,996,378	6,009,586	5,995,842	5,932,870	5,874,987	5,851,333	5,800,032	5,864,806
GEOGRAPHIC REVENUES										
REVENUES										
Americas	\$ 1,124,250	\$ 1,261,876	\$ 1,450,092	\$ 2,077,212	\$ 5,913,430	\$ 1,291,311	\$ 1,510,553	\$ 1,540,758	\$ 1,916,587	\$ 6,259,209
Europe/Middle East/Africa	617,735	755,714	707,361	902,338	2,983,148	643,150	760,807	783,469	924,069	3,111,495
Asia Pacific	242,532	304,293	291,965	394,760	1,233,550	327,414	388,186	350,140	423,228	1,488,968
Total Revenues	\$ 1,984,517	\$ 2,321,883	\$ 2,449,418	\$ 3,374,310	\$ 10,130,128	\$ 2,261,875	\$ 2,659,546	\$ 2,674,367	\$ 3,263,884	\$ 10,859,672
HEADCOUNT										
GEOGRAPHIC AREA										
International	21,793	21,983	21,668	21,549		21,265	21,342	21,838	22,008	
Domestic	21,300	20,699	20,249	19,771		19,905	20,660	21,470	20,919	
Total Company	43,093	42,682	41,917	41,320		41,170	42,002	43,308	42,927	

(1) Product Revenues consist of new license revenues, license renewals, and product support.

(2) Includes systems integration, documentation and miscellaneous other revenues.

(3) Cost of services includes support, consulting and education related expenses.

(4) Net investment gains related to equity securities in the quarter ended May 31, 2000 of \$6,521,496 relate to the gain on sale of existing shares in Oracle Japan in connection with its Secondary Public Offering, gains on sales of other marketable securities, and the Company's equity share in the results of non-consolidate subsidiaries. Excluding the effect of these transactions, the effective income tax rate and provision for income taxes would have been 35.6% and \$510,984, respectively, and net income and fully diluted earnings per share would have been \$925,899 and \$0.15, respectively.

Net investment gains related to equity securities in the fiscal year ended May 31, 2000 of \$6,936,955 relate to the gain on sale of existing shares in Liberate Technologies and Oracle Japan in connection with Secondary Public Offerings, gains on sales of other marketable securities, and the Company's equity share in the results of non-consolidated subsidiaries. Excluding the effect of these transactions, the effective tax rate and provision for income taxes would have been 35.5% and \$1,131,199, respectively, and net income and fully diluted earnings per share for the fiscal year ended May 31, 2000 would have been \$2,055,280 and \$0.34, respectively.

ORACLE CORPORATION
Q4 FISCAL 2001 RESULTS
SUPPLEMENTAL REVENUE ANALYSIS
(unaudited, \$ in thousands)

	Fiscal 2000					Fiscal 2001				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<u>APPLICATIONS BUSINESS</u>										
REVENUES										
License	\$ 109,143	\$ 167,818	\$ 198,830	\$ 447,413	\$ 923,204	\$ 155,526	\$ 279,271	\$ 249,424	\$ 337,999	\$ 1,022,220
Applications Related Services (1)	438,850	459,976	397,538	472,672	1,769,036	377,523	497,101	471,269	499,730	1,845,623
Total Revenues	\$ 547,993	\$ 627,794	\$ 596,368	\$ 920,085	\$ 2,692,240	\$ 533,049	\$ 776,372	\$ 720,693	\$ 837,729	\$ 2,867,843
AS REPORTED REVENUE GROWTH RATES										
License	11%	31%	35%	61%	42%	42%	66%	25%	(24%)	11%
Applications Related Services	11%	2%	(10%)	(3%)	0%	(14%)	8%	19%	6%	4%
Total As Reported Revenue Growth	11%	9%	2%	20%	11%	(3%)	24%	21%	(9%)	7%
<u>DATABASE BUSINESS</u>										
REVENUES										
License	\$ 493,503	\$ 709,353	\$ 844,376	\$ 1,344,593	\$ 3,391,825	\$ 615,719	\$ 813,922	\$ 851,541	\$ 1,280,481	\$ 3,561,663
Server and Tools Related Services (1)	943,021	984,736	1,008,674	1,109,632	4,046,063	1,113,107	1,069,252	1,102,133	1,145,674	4,430,166
Total Revenues	\$ 1,436,524	\$ 1,694,089	\$ 1,853,050	\$ 2,454,225	\$ 7,437,888	\$ 1,728,826	\$ 1,883,174	\$ 1,953,674	\$ 2,426,155	\$ 7,991,829
AS REPORTED REVENUE GROWTH RATES										
License	7%	15%	28%	11%	15%	25%	15%	1%	(5%)	5%
Server and Tools Related Services	19%	14%	21%	14%	17%	18%	9%	9%	3%	9%
Total As Reported Revenue Growth	15%	15%	24%	13%	16%	20%	11%	5%	(1%)	7%
<u>TOTAL PRODUCT REVENUE</u>										
REVENUES										
License	\$ 602,646	\$ 877,171	\$ 1,043,206	\$ 1,792,006	\$ 4,315,029	\$ 771,245	\$ 1,093,193	\$ 1,100,965	\$ 1,618,480	\$ 4,583,883
Support	667,415	720,342	754,413	836,703	2,978,873	839,107	872,667	906,333	951,351	3,569,458
Total Product Revenues (2)	1,270,061	1,597,513	1,797,619	2,628,709	7,293,902	1,610,352	1,965,860	2,007,298	2,569,831	8,153,341
Consulting & Education	684,921	698,909	623,632	696,998	2,704,460	615,530	668,641	642,951	656,295	2,583,417
Other (3)	29,535	25,461	28,167	48,603	131,766	35,993	25,045	24,118	37,758	122,914
Total Revenues	\$ 1,984,517	\$ 2,321,883	\$ 2,449,418	\$ 3,374,310	\$ 10,130,128	\$ 2,261,875	\$ 2,659,546	\$ 2,674,367	\$ 3,263,884	\$ 10,859,672
AS REPORTED REVENUE GROWTH RATES										
License	8%	18%	30%	21%	20%	28%	25%	6%	(10%)	6%
Support	27%	27%	29%	25%	27%	26%	21%	20%	14%	20%
Total As Reported Product Revenue Growth	17%	22%	29%	22%	23%	27%	23%	12%	(2%)	12%
Consulting & Education	7%	(3%)	(7%)	(8%)	(3%)	(10%)	(4%)	3%	(6%)	(4%)
Total As Reported Revenue Growth	13%	13%	18%	15%	15%	14%	15%	9%	(3%)	7%
LOCAL CURRENCY GROWTH RATES										
License	7%	19%	32%	23%	22%	31%	32%	9%	(6%)	10%
Support	28%	30%	32%	28%	30%	30%	28%	25%	18%	25%
Total Local Currency Product Revenue Growth	17%	24%	32%	24%	25%	30%	30%	16%	2%	16%
Consulting & Education	8%	0%	(4%)	(6%)	(1%)	(7%)	1%	7%	(2%)	(1%)
Total Local Currency Growth	14%	15%	20%	17%	17%	17%	21%	13%	1%	11%

- (1) Services revenue analysis represents the Company's estimate of support, consulting and education revenues related to its product revenue categories. The amounts do not include the pull-through of Server or Tools license revenues in Applications sales transactions.
- (2) Product Revenues consist of new license revenues, license renewals, and product support.
- (3) Includes systems integration, documentation and miscellaneous other revenues.

ORACLE CORPORATION
Q4 FISCAL 2001 RESULTS
SUPPLEMENTAL GEOGRAPHIC LICENSE REVENUE ANALYSIS
(unaudited, \$ in thousands)

	Fiscal 2000					Fiscal 2001				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<u>AMERICAS</u>										
LICENSE REVENUES										
Servers	\$ 198,011	\$ 293,083	\$ 438,379	\$ 722,759	\$ 1,652,232	\$ 288,428	\$ 376,986	\$ 390,414	\$ 717,317	\$ 1,773,145
Tools	24,649	27,365	35,340	75,062	162,416	11,891	18,229	11,309	23,236	64,665
Applications	76,982	112,616	146,648	345,038	681,284	100,552	185,287	192,623	206,455	684,917
Total License Revenues	\$ 299,642	\$ 433,064	\$ 620,367	\$ 1,142,859	\$ 2,495,932	\$ 400,871	\$ 580,502	\$ 594,346	\$ 947,008	\$ 2,522,727
AS REPORTED REVENUE GROWTH RATES										
Servers	5%	13%	48%	12%	19%	46%	29%	(11%)	(1%)	7%
Tools	8%	(2%)	15%	8%	8%	(52%)	(33%)	(68%)	(69%)	(60%)
Applications	10%	24%	46%	71%	47%	31%	65%	31%	(40%)	1%
Total As Reported Growth	7%	15%	45%	25%	25%	34%	34%	(4%)	(17%)	1%
LOCAL CURRENCY GROWTH RATES										
Servers	7%	15%	49%	13%	20%	46%	29%	(10%)	0%	8%
Tools	11%	0%	16%	9%	9%	(52%)	(33%)	(68%)	(69%)	(60%)
Applications	11%	25%	46%	72%	48%	31%	65%	32%	(40%)	1%
Total Local Currency Growth	8%	17%	46%	25%	26%	34%	35%	(3%)	(16%)	2%
<u>EUROPE/MIDDLE EAST/AFRICA</u>										
LICENSE REVENUES										
Servers	\$ 146,884	\$ 223,724	\$ 208,046	\$ 322,466	\$ 901,120	\$ 157,275	\$ 217,863	\$ 271,857	\$ 319,359	\$ 966,354
Tools	17,232	20,910	20,596	27,238	85,976	10,267	10,414	8,592	11,596	40,869
Applications	21,993	39,243	40,360	74,796	176,392	41,477	65,110	38,545	92,465	237,597
Total License Revenues	\$ 186,109	\$ 283,877	\$ 269,002	\$ 424,500	\$ 1,163,488	\$ 209,019	\$ 293,387	\$ 318,994	\$ 423,420	\$ 1,244,820
AS REPORTED REVENUE GROWTH RATES										
Servers	1%	16%	8%	2%	6%	7%	(3%)	31%	(1%)	7%
Tools	(12%)	(14%)	(26%)	(17%)	(18%)	(40%)	(50%)	(58%)	(57%)	(52%)
Applications	5%	32%	0%	24%	17%	89%	66%	(4%)	24%	35%
Total As Reported Growth	0%	15%	3%	3%	5%	12%	3%	19%	(0%)	7%
LOCAL CURRENCY GROWTH RATES										
Servers	4%	26%	18%	11%	15%	18%	13%	41%	5%	18%
Tools	(9%)	(8%)	(20%)	(9%)	(12%)	(37%)	(44%)	(56%)	(55%)	(49%)
Applications	8%	41%	7%	33%	24%	104%	92%	3%	31%	46%
Total Local Currency Growth	3%	24%	12%	13%	14%	24%	20%	28%	6%	17%
<u>ASIA PACIFIC</u>										
LICENSE REVENUES										
Servers	\$ 98,360	\$ 133,863	\$ 131,620	\$ 183,102	\$ 546,945	\$ 138,924	\$ 180,594	\$ 161,033	\$ 197,575	\$ 678,126
Tools	8,367	10,408	10,395	13,966	43,136	8,934	9,836	8,336	11,398	38,504
Applications	10,168	15,959	11,822	27,579	65,528	13,497	28,874	18,256	39,079	99,706
Total License Revenues	\$ 116,895	\$ 160,230	\$ 153,837	\$ 224,647	\$ 655,609	\$ 161,355	\$ 219,304	\$ 187,625	\$ 248,052	\$ 816,336
AS REPORTED REVENUE GROWTH RATES										
Servers	29%	29%	30%	40%	33%	41%	35%	22%	8%	24%
Tools	11%	15%	19%	14%	15%	7%	(5%)	(20%)	(18%)	(11%)
Applications	43%	94%	71%	78%	73%	33%	81%	54%	42%	52%
Total As Reported Growth	29%	33%	32%	41%	35%	38%	37%	22%	10%	25%
LOCAL CURRENCY GROWTH RATES										
Servers	10%	15%	22%	31%	21%	35%	41%	32%	21%	31%
Tools	(1%)	6%	14%	9%	7%	4%	(2%)	(13%)	(9%)	(6%)
Applications	30%	78%	63%	73%	64%	33%	91%	64%	56%	62%
Total Local Currency Growth	11%	18%	24%	33%	23%	33%	43%	32%	23%	32%

ORACLE CORPORATION
Q4 FISCAL 2001 RESULTS
SUPPLEMENTAL GEOGRAPHIC LICENSE REVENUE ANALYSIS
(unaudited, \$ in thousands)

	Fiscal 2000					Fiscal 2001				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<u>TOTAL COMPANY</u>										
LICENSE REVENUES										
Servers (1)	\$ 443,255	\$ 650,670	\$ 778,045	\$ 1,228,327	\$ 3,100,297	\$ 584,627	\$ 775,443	\$ 823,304	\$ 1,234,251	\$ 3,417,625
Tools (1)	50,248	58,683	66,331	116,266	291,528	31,092	38,479	28,237	46,230	144,038
Applications	109,143	167,818	198,830	447,413	923,204	155,526	279,271	249,424	337,999	1,022,220
Total License Revenues	\$ 602,646	\$ 877,171	\$ 1,043,206	\$ 1,792,006	\$ 4,315,029	\$ 771,245	\$ 1,093,193	\$ 1,100,965	\$ 1,618,480	\$ 4,583,883
AS REPORTED REVENUE GROWTH RATES										
Servers (1)	8%	17%	32%	12%	17%	32%	19%	6%	0%	10%
Tools (1)	1%	(5%)	(2%)	2%	(1%)	(38%)	(34%)	(57%)	(60%)	(51%)
Applications	11%	31%	35%	61%	42%	42%	66%	25%	(24%)	11%
Total License Revenues	8%	18%	30%	21%	20%	28%	25%	6%	(10%)	6%
LOCAL CURRENCY GROWTH RATES										
Servers	7%	19%	34%	14%	19%	35%	26%	10%	5%	15%
Tools	1%	(2%)	1%	4%	2%	(37%)	(31%)	(55%)	(58%)	(49%)
Applications	12%	32%	37%	63%	43%	45%	73%	28%	(22%)	14%
Total License Revenues	7%	19%	32%	23%	22%	31%	32%	9%	(6%)	10%

(1) Effective June 1, 2000, various products that had previously been reported in the Tools category have been bundled into our iAS product and are now reported in the Servers category. Excluding the effect of this change, the as reported Q4 and year to date fiscal 2001 revenue growth rates would have been (3)% and 7% for Servers, respectively, and (33)% and (30)% for Tools, respectively.