



FOR IMMEDIATE RELEASE

**Oracle Financial Services Software Reports Q1 Fiscal Year 2019 Net Income of
Rs. 402 Crore Up 9% year-over-year**

Revenue for the Quarter at Rs. 1,345 Crore, up 12% year-over-year

Mumbai, India, August 13, 2018: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority owned subsidiary of Oracle, today announced results for the quarter ended June 30, 2018. Net income for the quarter was Rs. 402 Crore, up 70% compared to the quarter ended March 31, 2018. Revenue for the Quarter was Rs. 1,345 Crore, up 25% as compared to Quarter ended March 31, 2018. The operating income for the quarter was Rs. 611 Crore, up 81% compared to the quarter ended March 31, 2018.

For the quarter ended June 30, 2018, the Products business posted revenue of Rs. 1,197 Crore, up 14% year-over-year; and the Operating Margin of Rs. 632 Crore, up 18%. For the same period, the Services business posted revenue of Rs. 119 Crore, down 3%; and the Operating Margin of Rs. 4 Crore down 51% year-over-year.

Chet Kamat, Managing Director and Chief Executive Officer for Oracle Financial Services Software, said, “we posted an all-round healthy quarter with license signings of \$28 million spanning our entire portfolio and with a mix of diverse banks across 35 countries. We maintain a good deal momentum across all our product lines.”

Makarand Padalkar, Chief Financial Officer for Oracle Financial Services Software, said “we are pleased with the strong operating performance delivered this quarter. The revenue grew 12% year-over-year and the operating income grew 20% year-over-year, with operating margins of 45%.”

Business Highlights

- The Company signed license fee of \$ 28 million during this quarter with customers in 35 countries across the globe.
- 21 customers went live on Oracle Financial Services software products during the quarter.
- The largest bank and the leading supplier of integrated financial services in Perú, Banco De Credito Del Peru has chosen to utilize Oracle Financial Services Analytical Applications.

- Heartland Bank, a specialist financial services provider offering banking and lending services in niche consumer, business and rural sectors across New Zealand, has signed additional licenses with Oracle for Oracle Banking Digital Experience, Oracle FLEXCUBE Universal Banking as well as Oracle Financial Services Lending and Leasing.
- Baoshang Bank Co Ltd, a Chinese Universal bank, has chosen to implement Oracle Financial Services Analytical Applications.
- Asia Commercial Joint Stock Bank, a leading Vietnamese commercial bank with over 350 branches across 47 provinces, has signed a deal for Oracle Financial Services Analytical Applications for Profitability management and Cost allocation.
- A major bank in Russia with pan Russia presence has chosen to extend its relationship with Oracle for implementing Oracle FLEXCUBE Universal Banking and Oracle Financial Services Analytical Applications.
- A leading bank in Japan offering diversified financial products and services to institutional and individual customers has decided to implement latest version of Oracle FLEXCUBE Universal Banking.
- A Zambian bank promoting industrialization and commercialization of Zambian businesses is implementing Oracle FLEXCUBE Universal Banking and Oracle Banking Corporate Lending.
- A major bank in Japan has chosen to transform their banking technology by implementing Oracle FLEXCUBE Universal Banking, Oracle FLEXCUBE Enterprise Limits and Collateral Management, Oracle Banking Corporate Lending and Oracle Banking Payments.
- A major bank in Bulgaria has chosen to implement Oracle FLEXCUBE Universal Banking and Oracle Banking Payments.
- An award-winning Lebanese bank has chosen to implement Oracle Financial Services Analytical Applications and Oracle Revenue Management and Billing.
- A leading financial conglomerate from the Caribbean headquartered in Jamaica has signed a deal to implement Oracle Financial Services Analytical Applications.
- A major bank in Romania has signed a deal for Oracle FLEXCUBE Universal Banking to extend its existing technology partnership with Oracle.

- One of the largest private banks in Myanmar has added to its existing licenses by signing a deal for Oracle Financial Service Analytical Applications.
- A leading Chinese bank has chosen to implement Oracle Financial Services Analytical Applications.

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**Q1 FY 2018-19 : FINANCIAL RESULTS
CONSOLIDATED STATEMENTS OF OPERATIONS
(In INR Million, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Jun 30, 2018	% of Revenues	Jun 30, 2017	% of Revenues	
REVENUES					
Products	11,970	89%	10,525	87%	14%
Services	1,190	9%	1,229	10%	(3%)
BPO - Services	289	2%	284	3%	2%
Total Revenues	13,449	100%	12,038	100%	12%
SEGMENT RESULTS					
Products	6,319	53%	5,336	51%	18%
Services	43	4%	88	7%	(51%)
BPO - Services	85	29%	91	32%	(7%)
Total	6,447	48%	5,515	46%	17%
Unallocable expenses	(333)	(2%)	(428)	(4%)	(22%)
OPERATING INCOME	6,114	45%	5,087	42%	20%
Interest and other income, net	481	4%	168	1%	186%
INCOME BEFORE PROVISION OF TAXES	6,595	49%	5,255	45%	26%
Provision for taxes	2,576	19%	1,559	13%	65%
NET INCOME	4,019	30%	3,696	31%	9%
Earnings per share of Rs 5/- each (in Rs)					
Basic	47.07		43.43		8%
Diluted	46.79		43.27		8%

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Particulars	Three Months Ended				% Increase (Decrease)
	Jun 30, 2018	% of Revenues	Mar 31, 2018	% of Revenues	
REVENUES					
Products	11,970	89%	9,324	87%	28%
Services	1,190	9%	1,153	11%	3%
BPO - Services	289	2%	274	2%	5%
Total Revenues	13,449	100%	10,751	100%	25%
SEGMENT RESULTS					
Products	6,319	53%	3,942	42%	60%
Services	43	4%	6	0%	646%
BPO - Services	85	29%	53	19%	61%
Total	6,447	48%	4,001	37%	61%
Unallocable expenses	(333)	(2%)	(626)	(6%)	(47%)
OPERATING INCOME	6,114	45%	3,375	31%	81%
Interest and other income, net	481	4%	489	5%	(2%)
INCOME BEFORE PROVISION OF TAXES	6,595	49%	3,864	36%	71%
Provision for taxes	2,576	19%	1,506	14%	71%
NET INCOME	4,019	30%	2,358	22%	70%
Earnings per share of Rs 5/- each (in Rs)					
Basic	47.07		27.65		70%
Diluted	46.79		27.49		70%

Oracle Financial Services Software Limited Q1 FY 2018-19 Financial Results SUPPLEMENTAL OPERATING MATRICES										
	Financial Year 2017-18					Financial Year 2018-19				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Geographic Revenues										
Products Business										
India	7%	6%	7%	6%	7%	7%				
Outside India										
Americas										
United States of America	19%	25%	22%	24%	22%	20%				
Rest of America	5%	9%	7%	7%	7%	7%				
Europe	13%	16%	15%	18%	15%	14%				
Asia Pacific	39%	27%	28%	25%	30%	29%				
Middle East and Africa	17%	17%	21%	20%	19%	23%				
Services Business (including BPO Services)										
India	2%	1%	1%	1%	1%	2%				
Outside India										
Americas										
United States of America	67%	62%	67%	67%	66%	61%				
Rest of America	4%	4%	3%	2%	3%	3%				
Europe	17%	21%	18%	21%	20%	21%				
Asia Pacific	7%	9%	9%	8%	8%	9%				
Middle East and Africa	3%	3%	2%	1%	2%	4%				
Total Company										
India	6%	5%	6%	6%	6%	7%				
Outside India										
Americas										
United States of America	25%	30%	28%	30%	29%	25%				
Rest of America	5%	8%	7%	6%	6%	6%				
Europe	14%	16%	16%	18%	16%	15%				
Asia Pacific	35%	26%	25%	22%	27%	26%				
Middle East and Africa	15%	15%	18%	18%	16%	21%				
Revenue Analysis by Streams and type of contract										
Products Business										
License Fees	21%	16%	11%	7%	14%	17%				
Maintenance Fees	28%	29%	32%	31%	30%	28%				
Consulting fees										
Fixed Price	29%	31%	33%	36%	32%	30%				
Time & Material Basis	22%	24%	24%	26%	24%	25%				
Services Business (including BPO Services)										
Fixed Price	26%	25%	23%	20%	23%	29%				
Time & Material Basis	74%	75%	77%	80%	77%	71%				
Trade Receivables										
0-180 days	77%	85%	86%	93%	93%	93%				
More than 180 days	23%	15%	14%	7%	7%	7%				
DSO (Days)	47	75	63	73	73	58				
Attrition Rate (TIM)										
	17%	15%	15%	15%	15%	17%				
Staff Data										
Products Business	6,231	6,685	6,660	6,549	6,549	6,330				
Services Business	1,517	1,487	1,470	1,356	1,356	1,278				
BPO Business	739	738	721	703	703	669				
Corporate	218	214	213	210	210	209				
Total	8,705	9,124	9,064	8,818	8,818	8,486				

About Oracle Financial Services Software Limited

Oracle Financial Services Software Limited (referred to as "Oracle Financial Services Software") (Reuters: ORCL.BO & ORCL.NS) is a world leader in providing Information Technology products and services to the financial services industry and is a majority owned subsidiary of Oracle Corporation. Oracle Corporation [NASDAQ: ORCL] is the world's most complete, open and integrated business software and hardware systems company. For more information, visit www.oracle.com/financialservices.

About Oracle

The Oracle Cloud delivers hundreds of SaaS applications and enterprise-class PaaS and IaaS services to customers in more than 195 countries while processing 55 billion transactions a day. For more information about Oracle (NYSE:ORCL), please visit us at <http://cloud.oracle.com>.

Trademark

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“Safe Harbor” Statement: Statements in this press release relating to Oracle Financial Services Software Limited future plans and prospects are "forward-looking statements" and are subject to material risks and uncertainties. Many factors could affect our current expectations and our actual results, and could cause actual results to differ materially. All information set forth in this release is current as of August 13, 2018. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

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