



**FOR IMMEDIATE RELEASE**

**Oracle Financial Services Software Limited Reports License Revenue for financial year ended March 2015 up 53% and Revenue of Rs 39,049 million up 4%;  
*Recommended a final Dividend of Rs 180 per equity share***

Mumbai, India, May 15, 2015: Oracle Financial Services Software Limited (Reuters: ORCL.BO & ORCL.NS), a majority owned subsidiary of Oracle, today announced that Indian GAAP consolidated revenue for the financial year ended March 2015 was Rs. 39,049 million up 4%. The operating income for the same period grew 12% to Rs. 14,827 million. Net income for the same period was Rs. 11,923 million, down 12%. The revenue and operating income from the products business was Rs. 31,815 million and Rs. 14,504 million respectively, while the revenue and operating income from the services business was Rs. 6,192 million and Rs. 1,009 million, respectively.

Consolidated revenues for the quarter ended March 2015 were Rs. 9,498 million up 6% year over year. The operating income for the same period grew 11% year over year to Rs. 3,528 million. Net income for the same period was Rs. 2,304 million down 26% year over year. The revenue and operating income from the products business was Rs. 7,755 million and Rs. 3,606 million respectively, while the revenue and operating income from the Services Business was Rs. 1,470 million and Rs. 185 million, respectively.

Board of Directors recommended a final dividend of Rs 180 per equity share of face value of Rs 5 each for the financial year 2014-15. This final dividend is subject to the approval of the shareholders. Earlier in the year, the Company paid an interim dividend of Rs. 485 per equity share.

Chet Kamat, managing director and chief executive officer for Oracle Financial Services Software, said, “We are very excited to report solid growth in the license fee signings across our entire range of applications for financial services. During the financial year ended March 2015, we booked new licenses of US\$ 79 million registering 44% year-over-year growth. Our traction at top-tier banks continues to be strong and our new and repeat wins testify to the strength of the overall Oracle offerings for Financial Services”.

Makarand Padalkar, chief financial officer for Oracle Financial Services Software, said, “We delivered solid operational performance with the operating margins for the full year expanding by 3 percentage points to 38% and DSO of 51 days.”

## **Business Highlights**

- The Company signed new licenses of US \$22.6 million in the quarter in 26 countries.
- Sixteen customers went live on Oracle software for their operations during the quarter.
- Weatherbys Bank, UK's traditional family owned private bank that has enjoyed direct involvement from the Weatherby family, selected Oracle FLEXCUBE on Oracle Managed Cloud Services to replace its existing core banking application.
- Azer-Turk Bank OJSC, headquartered in Baku, Azerbaijan and established in 1995, has signed to deploy Oracle FLEXCUBE for its banking operations in the country.
- A leading full service Islamic bank, headquartered in the UAE, expanded the deployment of Oracle FLEXCUBE to address Islamic banking opportunities in Africa.
- Over 120 of Hungary's savings cooperatives will be migrating to Oracle FLEXCUBE over 2+ years as result of consolidation of operations and as part of the Hungarian banking sector reforms/consolidation to achieve cost benefits and service efficiencies.
- A greater Middle East bank with over US\$ 4B in assets and over 330 branches signed to implement Oracle FLEXCUBE to modernize its existing core business platform.
- Leading Lebanese bank expanded the license agreement to rollout out Oracle FLEXCUBE for the domestic operations. The bank has deployed Oracle FLEXCUBE for its international operations.
- Two Nigerian banks that are among the top 10 banks in the country expanded their license agreement for Oracle FLEXCUBE to address the growth in operations within, and outside of, the country.
- Leading European Global bank with over 10,000 employees in North America licensed Oracle Financial Services Analytical Applications suite for enterprise risk and financial services data foundation for its North American operations.
- A 100% owned subsidiary of a leading Japanese bank in Luxembourg selected Oracle Financial Services Analytical Applications suite for risk management.
- A leading Credit Union in Costa Rica with assets over US\$ 600 million licensed Oracle Financial Services Analytical Applications for risk management.
- Leading Postal Savings bank, an existing Oracle FLEXCUBE customer, signed to deploy Oracle Financial Services Anti-Money Laundering for its operations.

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**FY 2014-15 YEAR TO DATE : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

| Particulars                               | Year Ended    |               |               |               | % Increase (Decrease) |
|---|---------------|---------------|---------------|---------------|-----------------------|
|   | Mar 31, 2015  | % of Revenues | Mar 31, 2014  | % of Revenues |                       |
| <b>REVENUES</b>                           |               |               |               |               |                       |
| Products                                  | 31,815        | 81%           | 29,001        | 78%           | 10%                   |
| Services                                  | 6,192         | 16%           | 7,398         | 20%           | (16%)                 |
| BPO - Services                            | 1,042         | 3%            | 1,014         | 3%            | 3%                    |
| <b>Total Revenues</b>                     | <b>39,049</b> | <b>100%</b>   | <b>37,413</b> | <b>100%</b>   | <b>4%</b>             |
| <b>SEGMENT RESULTS</b>                    |               |               |               |               |                       |
| Products                                  | 14,504        | 46%           | 12,559        | 43%           | 15%                   |
| Services                                  | 1,009         | 16%           | 1,521         | 21%           | (34%)                 |
| BPO - Services                            | 321           | 31%           | 366           | 36%           | (12%)                 |
| <b>Total</b>                              | <b>15,834</b> | <b>41%</b>    | <b>14,446</b> | <b>38%</b>    | <b>10%</b>            |
| Unallocable expenses                      | (1,007)       | (3%)          | (1,169)       | (3%)          | (14%)                 |
| <b>OPERATING INCOME</b>                   | <b>14,827</b> | <b>38%</b>    | <b>13,277</b> | <b>35%</b>    | <b>12%</b>            |
| Interest and other income, net            | 3,481         | 9%            | 6,736         | 18%           | (48%)                 |
| <b>INCOME BEFORE PROVISION OF TAXES</b>   | <b>18,308</b> | <b>47%</b>    | <b>20,013</b> | <b>53%</b>    | <b>(9%)</b>           |
| Provision for taxes                       | 6,385         | 16%           | 6,420         | 17%           | (1%)                  |
| <b>NET INCOME</b>                         | <b>11,923</b> | <b>31%</b>    | <b>13,593</b> | <b>36%</b>    | <b>(12%)</b>          |
| Earnings per share of Rs 5/- each (in Rs) |               |               |               |               |                       |
| Basic                                     | 141.30        |               | 161.64        |               | (13%)                 |
| Diluted                                   | 140.71        |               | 160.96        |               | (13%)                 |

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q4 FY 2014-15 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

| Particulars                               | Three Months Ended |               |              |               | % Increase (Decrease) |
|---|--------------------|---------------|--------------|---------------|-----------------------|
|   | Mar 31, 2015       | % of Revenues | Mar 31, 2014 | % of Revenues |                       |
| <b>REVENUES</b>                           |                    |               |              |               |                       |
| Products                                  | 7,755              | 82%           | 6,994        | 78%           | 11%                   |
| Services                                  | 1,470              | 15%           | 1,716        | 19%           | (14%)                 |
| BPO - Services                            | 273                | 3%            | 242          | 3%            | 13%                   |
| <b>Total Revenues</b>                     | <b>9,498</b>       | <b>100%</b>   | <b>8,952</b> | <b>100%</b>   | 6%                    |
| <b>SEGMENT RESULTS</b>                    |                    |               |              |               |                       |
| Products                                  | 3,606              | 46%           | 3,025        | 43%           | 19%                   |
| Services                                  | 185                | 13%           | 359          | 21%           | (49%)                 |
| BPO - Services                            | 100                | 37%           | 67           | 28%           | 48%                   |
| <b>Total</b>                              | <b>3,890</b>       | <b>41%</b>    | <b>3,451</b> | <b>39%</b>    | 13%                   |
| Unallocable expenses                      | (363)              | (4%)          | (272)        | (3%)          | 33%                   |
| <b>OPERATING INCOME</b>                   | <b>3,528</b>       | <b>37%</b>    | <b>3,179</b> | <b>36%</b>    | 11%                   |
| Interest and other income, net            | 37                 | 0%            | 1,496        | 17%           | (97%)                 |
| <b>INCOME BEFORE PROVISION OF TAXES</b>   | <b>3,565</b>       | <b>37%</b>    | <b>4,675</b> | <b>53%</b>    | (24%)                 |
| Provision for taxes                       | 1,261              | 13%           | 1,567        | 18%           | (20%)                 |
| <b>NET INCOME</b>                         | <b>2,304</b>       | <b>24%</b>    | <b>3,108</b> | <b>35%</b>    | (26%)                 |
| Earnings per share of Rs 5/- each (in Rs) |                    |               |              |               |                       |
| Basic                                     | 27.23              |               | 36.94        |               | (26%)                 |
| Diluted                                   | 27.14              |               | 36.80        |               | (26%)                 |

**Oracle Financial Services Software Limited**  
**Q4 FY 2014-15 Financial Results**  
**SUPPLEMENTAL OPERATING METRICS**

|                                   | Financial Year 2013-14 |       |       |       |           | Financial Year 2014-15 |       |       |       |           |
|-----------------------------------|------------------------|-------|-------|-------|-----------|------------------------|-------|-------|-------|-----------|
|                                   | Q1                     | Q2    | Q3    | Q4    | Full Year | Q1                     | Q2    | Q3    | Q4    | Full Year |
| <b>Segmental Revenue (INR Mn)</b> |                        |       |       |       |           |                        |       |       |       |           |
| Product Business                  | 6,869                  | 7,547 | 7,591 | 6,994 | 29,001    | 8,953                  | 7,561 | 7,546 | 7,755 | 31,815    |
| Services Business                 | 1,908                  | 1,848 | 1,926 | 1,716 | 7,398     | 1,542                  | 1,683 | 1,497 | 1,470 | 6,192     |
| BPO Business                      | 217                    | 255   | 300   | 242   | 1,014     | 234                    | 201   | 334   | 273   | 1,042     |
| Total                             | 8,994                  | 9,650 | 9,817 | 8,952 | 37,413    | 10,729                 | 9,445 | 9,377 | 9,498 | 39,049    |
| <b>Geographic Revenues</b>        |                        |       |       |       |           |                        |       |       |       |           |
| <b>Products Business</b>          |                        |       |       |       |           |                        |       |       |       |           |
| NAMER                             | 28%                    | 34%   | 31%   | 24%   | 30%       | 26%                    | 30%   | 28%   | 26%   | 28%       |
| JAPAC                             | 35%                    | 35%   | 32%   | 36%   | 34%       | 37%                    | 35%   | 36%   | 33%   | 35%       |
| EMEA                              | 37%                    | 31%   | 37%   | 40%   | 36%       | 37%                    | 36%   | 36%   | 40%   | 37%       |
| <b>Services Business</b>          |                        |       |       |       |           |                        |       |       |       |           |
| NAMER                             | 58%                    | 55%   | 61%   | 63%   | 59%       | 60%                    | 54%   | 59%   | 69%   | 61%       |
| JAPAC                             | 21%                    | 15%   | 15%   | 9%    | 15%       | 13%                    | 17%   | 14%   | 8%    | 13%       |
| EMEA                              | 21%                    | 30%   | 24%   | 28%   | 26%       | 27%                    | 29%   | 28%   | 23%   | 26%       |
| <b>Total Company</b>              |                        |       |       |       |           |                        |       |       |       |           |
| NAMER                             | 35%                    | 39%   | 37%   | 32%   | 36%       | 32%                    | 34%   | 34%   | 34%   | 34%       |
| JAPAC                             | 32%                    | 31%   | 28%   | 30%   | 30%       | 33%                    | 31%   | 32%   | 29%   | 31%       |
| EMEA                              | 33%                    | 31%   | 34%   | 38%   | 34%       | 36%                    | 34%   | 34%   | 37%   | 35%       |
| <b>Revenue Analysis by Type</b>   |                        |       |       |       |           |                        |       |       |       |           |
| <b>Product Revenues</b>           |                        |       |       |       |           |                        |       |       |       |           |
| License Fees                      | 12%                    | 7%    | 13%   | 10%   | 10%       | 20%                    | 7%    | 13%   | 16%   | 15%       |
| Professional Services             | 62%                    | 66%   | 60%   | 62%   | 63%       | 54%                    | 62%   | 57%   | 57%   | 57%       |
| Maintenance                       | 25%                    | 27%   | 27%   | 28%   | 27%       | 26%                    | 31%   | 30%   | 27%   | 29%       |
| <b>Services Revenues</b>          |                        |       |       |       |           |                        |       |       |       |           |
| Fixed Price                       | 28%                    | 19%   | 26%   | 26%   | 24%       | 25%                    | 22%   | 21%   | 22%   | 23%       |
| Time & Material Basis             | 72%                    | 81%   | 74%   | 74%   | 76%       | 75%                    | 78%   | 79%   | 78%   | 77%       |
| On-site                           | 41%                    | 46%   | 35%   | 41%   | 41%       | 36%                    | 48%   | 37%   | 39%   | 40%       |
| Off-shore                         | 59%                    | 54%   | 65%   | 59%   | 59%       | 64%                    | 52%   | 63%   | 61%   | 60%       |
| <b>Customer Concentration</b>     |                        |       |       |       |           |                        |       |       |       |           |
| <b>Product Customers</b>          |                        |       |       |       |           |                        |       |       |       |           |
| Top Customer                      | 18%                    | 17%   | 14%   | 15%   | 16%       | 13%                    | 16%   | 13%   | 15%   | 14%       |
| Top 5 Customers                   | 35%                    | 35%   | 34%   | 32%   | 34%       | 33%                    | 34%   | 32%   | 33%   | 32%       |
| Top 10 Customers                  | 43%                    | 44%   | 43%   | 41%   | 41%       | 43%                    | 41%   | 40%   | 43%   | 39%       |
| <b>Services Customers</b>         |                        |       |       |       |           |                        |       |       |       |           |
| Top Customer                      | 11%                    | 10%   | 13%   | 11%   | 10%       | 11%                    | 13%   | 13%   | 12%   | 12%       |
| Top 5 Customers                   | 42%                    | 39%   | 49%   | 48%   | 44%       | 43%                    | 42%   | 47%   | 45%   | 43%       |
| Top 10 Customers                  | 65%                    | 59%   | 70%   | 72%   | 66%       | 67%                    | 68%   | 70%   | 70%   | 67%       |
| <b>Total Company</b>              |                        |       |       |       |           |                        |       |       |       |           |
| Top Customer                      | 14%                    | 14%   | 11%   | 12%   | 13%       | 11%                    | 12%   | 10%   | 12%   | 11%       |
| Top 5 Customers                   | 31%                    | 30%   | 31%   | 29%   | 30%       | 30%                    | 31%   | 30%   | 30%   | 29%       |
| Top 10 Customers                  | 41%                    | 39%   | 41%   | 38%   | 40%       | 39%                    | 39%   | 38%   | 41%   | 37%       |
| <b>Trade Receivables</b>          |                        |       |       |       |           |                        |       |       |       |           |
| 0-180 days                        | 96%                    | 95%   | 92%   | 93%   | 93%       | 94%                    | 98%   | 96%   | 96%   | 96%       |
| More than 180 days                | 4%                     | 5%    | 8%    | 7%    | 7%        | 6%                     | 2%    | 4%    | 4%    | 4%        |
| DSO (Days)                        | 93                     | 69    | 77    | 61    | 61        | 39                     | 68    | 63    | 51    | 51        |
| <b>Attrition Rate (TTM)</b>       |                        |       |       |       |           |                        |       |       |       |           |
|                                   | 17%                    | 17%   | 19%   | 21%   | 21%       | 23%                    | 24%   | 23%   | 22%   | 22%       |
| <b>Staff Data</b>                 |                        |       |       |       |           |                        |       |       |       |           |
| Products Business                 | 6,117                  | 6,280 | 6,185 | 6,023 | 6,023     | 5,794                  | 5,947 | 6,072 | 6,072 | 6,072     |
| Services Business                 | 2,426                  | 2,329 | 2,271 | 2,198 | 2,198     | 2,121                  | 2,036 | 1,998 | 1,925 | 1,925     |
| BPO Business                      | 678                    | 701   | 707   | 697   | 697       | 670                    | 701   | 705   | 676   | 676       |
| Corporate                         | 371                    | 327   | 313   | 302   | 302       | 269                    | 264   | 257   | 255   | 255       |
| Total                             | 9,592                  | 9,637 | 9,476 | 9,220 | 9,220     | 8,854                  | 8,948 | 9,032 | 8,928 | 8,928     |

### **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 products and services to the financial services industry and is a majority owned subsidiary of Oracle Corporation. Oracle Corporation [NYSE: *ORCL.N*] is the world's most complete, open and integrated business software and hardware systems company. For more information, visit [www.oracle.com/financialservices](http://www.oracle.com/financialservices).

### **About Oracle**

Oracle engineers hardware and software to work together in the cloud and in your data center. For more information about Oracle (NYSE: *ORCL.N*), visit [www.oracle.com](http://www.oracle.com).

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