



FOR IMMEDIATE RELEASE

**Oracle Financial Services Software Reports
Q4 Fiscal Year 2019 Net Income of Rs. 326 Crore, up 38%;
Revenue for the Quarter at Rs. 1,215 Crore, up 13%;
Net Income for Fiscal Year 2019 of Rs. 1,386 Crore, up 12%;
Revenue for the Fiscal year 2019 at Rs. 4,959 Crore, up 10%**

Mumbai, India, May 9, 2019: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority owned subsidiary of Oracle, today announced results for the quarter and full year ended March 31, 2019. Net income for the fiscal year 2019 was Rs. 1,386 Crore, up 12% compared to fiscal year 2018. Revenue for the fiscal year 2019 was Rs. 4,959 Crore, up 10% as compared to fiscal year 2018. Operating income for the fiscal year 2019 was 2,091 Crore, up 20% compared to fiscal year 2018. Net Income for the quarter ended March 31, 2019 was Rs. 326 Crore, up 38% year-over-year. Revenue for the same quarter was Rs. 1,215 Crore, up 13% year-over-year and the operating income was Rs. 506 Crore, up 50% year-over-year.

For the full year ended March 31, 2019 the Products business posted revenue of Rs. 4,353 Crore, up 11% compared to fiscal year 2018; and the Operating Income of Rs. 2,147 Crore, up 15% compared to fiscal year 2018. For the same period, the Services business posted revenue of Rs. 495 Crore, up 4% year-over-year; and the Operating Margin of Rs. 64 Crore, up 98% as compared to fiscal year 2018. For the quarter ended March 31, 2019, the Products business posted revenue of Rs. 1,060 Crore, up 14% year-over-year; and the Operating Income of Rs. 518 Crore, up 31% year-over-year.

Chet Kamat, Managing Director and Chief Executive Officer, Oracle Financial Services Software said, “We reported a robust quarter with our quarter license fee signings posting 37% growth quarter-over-quarter and 100% increase year-over-year. For the full year, we signed 26% higher license fees as compared to previous fiscal year. We continue to see broad based demand for our product lines from both emerging and developed markets.”

Makarand Padalkar, Chief Financial Officer, Oracle Financial Services Software said, “We are pleased with the all-round excellent performance; revenue growth was strong; operating income for the year grew healthy 20% over fiscal year 2018, and a 42% operating margin.”

Business Highlights

- The Company signed license deals of US\$ 20.4 million during the quarter ended March 31, 2019.
- 16 customers went live on Oracle Financial Services software products during the quarter.

- American Bank of Investments, a leading Albanian bank which provides retail, small business, and corporate banking products and services to individuals and small enterprises, has extended its relationship with Oracle with a deal for Oracle FLEXCUBE Universal Banking.
- One of the leading Thai commercial banks, TMB Bank Public Company Limited has extended its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- Guangdong Nanyue Bank Co., Ltd a Chinese commercial bank which provides services to individuals and small and medium-sized enterprises has chosen to continue its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- A Taiwan government based bank has chosen to extend its relationship with Oracle with a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Payments and Oracle FLEXCUBE Enterprise Limits and Collateral Management.
- Liberian Bank for Development, a commercial bank established in 1961 in Liberia has furthered its partnership with Oracle by signing a deal for Oracle's Core banking, Digital Experience, Payments, Corporate Lending and Analytical Applications software.
- A leading U.S.-based company has extended its relationship with Oracle by signing a deal for Oracle Financial Services Lending and Leasing.
- A leading Japanese bank has extended its relationship with Oracle by signing a deal for Oracle's Core banking, Limits and Collateral Management, Corporate Lending, and Analytical Application Software solutions.
- A leading Egyptian bank has extended its technology partnership with Oracle by signing a deal for Oracle Banking Digital Experience, Oracle Banking APIS and Oracle Financial Services Analytical Applications.
- A leading Singaporean bank has signed a deal for Oracle Financial Services Analytical Applications.
- A new bank in Nigeria has chosen to implement Oracle's Digital Banking solutions.
- A UK-based bank has extended its relationship with Oracle by choosing to implement Oracle FLEXCUBE Universal Banking, Banking Digital Experience, Banking APIs, Banking Process Management Suite for Trade Finance, Corporate Lending and Credit Facilities.
- A leading commercial bank in Kenya, has continued its technology partnership with Oracle by choosing to sign a deal for Oracle Financial Services Analytical Applications.

- A UK-based private bank has signed a deal for Oracle Banking APIs, continuing its technology partnership with Oracle.
- An established financial institution from Senegal has chosen to implement Oracle's core banking, digital banking and payments software solutions.
- A growing micro-finance institution based in Cambodia has signed a deal for Oracle FLEXCUBE Universal Banking.
- A Moroccan financial institution focused on financial inclusion and its sister concern which services the microcredit segment have signed a deal for Oracle Financial Services Analytical Applications.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP

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

Particulars	Year Ended				% Increase (Decrease)
	Mar 31, 2019	% of Revenues	Mar 31, 2018	% of Revenues	
REVENUES					
Products	43,527	88%	39,379	87%	11%
Services	4,945	10%	4,771	11%	4%
BPO - Services	1,117	2%	1,125	2%	(1%)
Total Revenues	49,589	100%	45,275	100%	10%
SEGMENT RESULTS					
Products	21,466	49%	18,586	47%	15%
Services	636	13%	322	7%	98%
BPO - Services	323	29%	332	30%	(3%)
Total	22,425	44%	19,240	42%	17%
Unallocable expenses	(1,516)	(2%)	(1,743)	(3%)	(13%)
OPERATING INCOME	20,909	42%	17,497	39%	20%
Interest and other income, net	1,761	4%	907	2%	94%
INCOME BEFORE PROVISION OF TAXES	22,670	46%	18,404	41%	23%
Provision for taxes	8,811	18%	6,034	14%	46%
NET INCOME	13,859	28%	12,370	27%	12%
Earnings per share of Rs 5/- each (in Rs)					
Basic	161.94		145.22		12%
Diluted	161.11		144.37		12%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP

**Q4 FY 2018-19 : FINANCIAL RESULTS
CONSOLIDATED STATEMENTS OF OPERATIONS
(In INR Million, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Mar 31, 2019	% of Revenues	Mar 31, 2018	% of Revenues	
REVENUES					
Products	10,595	87%	9,324	87%	14%
Services	1,278	11%	1,153	11%	11%
BPO - Services	276	2%	274	2%	1%
Total Revenues	12,149	100%	10,751	100%	13%
SEGMENT RESULTS					
Products	5,180	49%	3,942	42%	31%
Services	347	27%	6	0%	5,963%
BPO - Services	73	26%	53	19%	38%
Total	5,600	46%	4,001	37%	40%
Unallocable expenses	(544)	(4%)	(626)	(6%)	(13%)
OPERATING INCOME	5,056	42%	3,375	31%	50%
Interest and other income, net	613	5%	489	5%	25%
INCOME BEFORE PROVISION OF TAXES	5,669	47%	3,864	36%	47%
Provision for taxes	2,409	20%	1,506	14%	60%
NET INCOME	3,260	27%	2,358	22%	38%
Earnings per share of Rs 5/- each (in Rs)					
Basic	38.03		27.65		38%
Diluted	37.86		27.49		38%

Oracle Financial Services Software Limited
Q4 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%	5%	6%	6%	6%
Outside India										
Americas										
United States of America	19%	25%	22%	24%	22%	20%	23%	22%	25%	22%
Rest of America	5%	9%	7%	7%	7%	7%	8%	7%	6%	7%
Europe	13%	16%	15%	18%	15%	14%	15%	17%	15%	16%
Asia Pacific	39%	27%	28%	25%	30%	29%	29%	27%	29%	28%
Middle East and Africa	17%	17%	21%	20%	19%	23%	20%	21%	19%	21%
Services Business (incl. BPO Services)										
India	2%	1%	1%	1%	1%	2%	0%	1%	0%	1%
Outside India										
Americas										
United States of America	67%	62%	67%	67%	66%	61%	67%	70%	71%	67%
Rest of America	4%	4%	3%	2%	3%	3%	2%	2%	1%	2%
Europe	17%	21%	18%	21%	20%	21%	19%	14%	17%	18%
Asia Pacific	7%	9%	9%	8%	8%	9%	9%	9%	7%	8%
Middle East and Africa	3%	3%	2%	1%	2%	4%	3%	4%	4%	4%
Total Company										
India	6%	5%	6%	6%	6%	7%	5%	6%	5%	6%
Outside India										
Americas										
United States of America	25%	30%	28%	30%	29%	25%	28%	28%	31%	28%
Rest of America	5%	8%	7%	6%	6%	6%	7%	6%	6%	5%
Europe	14%	16%	16%	18%	16%	15%	16%	16%	15%	16%
Asia Pacific	35%	26%	25%	22%	27%	26%	26%	25%	26%	26%
Middle East and Africa	15%	15%	18%	18%	16%	21%	18%	19%	17%	19%
Revenue Analysis										
Products Business										
License Fees	21%	16%	11%	7%	14%	17%	10%	10%	13%	12%
Maintenance Fees	28%	29%	32%	31%	30%	28%	33%	32%	30%	31%
Consulting fees										
Fixed Price	29%	31%	33%	36%	32%	30%	31%	32%	31%	31%
Time & Material Basis	22%	24%	24%	26%	24%	25%	26%	26%	26%	26%
Services Business (incl. BPO Services)										
Fixed Price	26%	25%	23%	20%	23%	29%	22%	25%	27%	25%
Time & Material Basis	74%	75%	77%	80%	77%	71%	78%	75%	73%	75%
Trade Receivables										
0-180 days	77%	85%	86%	93%	93%	93%	94%	91%	88%	88%
More than 180 days	23%	15%	14%	7%	7%	7%	6%	9%	12%	12%
DSO (Days)	47	75	63	73	73	58	71	63	63	63
Attrition Rate (TTM)										
	17%	15%	15%	15%	15%	17%	17%	18%	20%	20%
Staff Data										
Products Business	6,231	6,685	6,660	6,549	6,549	6,330	6,490	6,339	6,135	6,135
Services Business	1,517	1,487	1,470	1,356	1,356	1,278	1,219	1,182	1,080	1,080
BPO Business	739	738	721	703	703	669	672	654	633	633
Corporate	218	214	213	210	210	209	208	208	206	206
Total	8,705	9,124	9,064	8,818	8,818	8,486	8,589	8,383	8,054	8,054

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 [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 and territories while processing 55 billion transactions a day. For more information about Oracle (NYSE:ORCL), please visit us at oracle.com.

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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 May 9, 2019. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

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