



**FOR IMMEDIATE RELEASE**

**Oracle Financial Services Software Reports Fiscal Year 2018 Net Income  
of Rs. 1,237 Crore Up 4%**

**Revenue for the Fiscal year 2018 at Rs. 4,527 Crore, up 2%**

***Recommended a final Dividend of Rs. 130 per equity share***

Mumbai, India, May 11, 2018: 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, 2018. Net income for the fiscal year 2018 was Rs. 1,237 Crore, up 4% compared to fiscal year 2017 and the Operating Income for the fiscal year was Rs. 1,750 Crore, up 9% as compared to fiscal year 2017. Revenue for the fiscal year 2018 was Rs. 4,527 Crore, up 2% as compared to fiscal 2017. Net Income for the quarter ended March 31, 2018 was Rs. 236 Crore, up 3% year-over-year. Revenue for the same quarter was Rs. 1,075 Crore, up 2% year-over-year.

For the full year ended March 31, 2018, the Products business posted revenue of Rs. 3,938 Crore and operating income of Rs. 1,859 Crore, up 5% and 14% respectively as compared to fiscal 2017. For the quarter ended March 31, 2018, the Products business posted revenue of Rs. 932 Crore, and operating income of Rs. 394 Crore, up 5% and 1% respectively year-over-year.

The Board of Directors of the Company has recommended a final dividend of Rs. 130 per equity share of face value of Rs. 5 each for the financial year 2017-18. This final dividend is subject to the approval of the shareholders.

Chet Kamat, Managing Director and Chief Executive Officer for Oracle Financial Services Software, said, "On the strength of strong execution in our products business, the consulting revenues for the quarter grew 20% year-over-year and 9% for the fiscal year. The operating income for the fiscal year from the product business grew 14%. We have a strong deal pipeline, and we signed license fees of \$10 million in the quarter. We are investing in the sales and marketing infrastructure and processes to grow our core banking and analytics deal flow."

Makarand Padalkar, Chief Financial Officer for Oracle Financial Services Software, said "Our operating performance continues to be strong. For the full year, we posted a 9% increase in the operating income. The operating margins expanded by 2.5 percentage points and were at 39%."

## **Business Highlights**

- Signed license deals of \$10 million for the quarter; includes deals from Afghanistan, the Bahamas, Bangladesh, Brazil, Cambodia, Congo, Dominican Republic, Ethiopia, Jordan, Nepal, New Zealand, People's Republic of China, Russia, Singapore, South Africa, and the United States.
- 11 customers went live on Oracle Financial Services software products during the quarter.
- An award winning commercial bank from Afghanistan, Ghazanfar Bank, has signed a new deal to transform its banking systems with combination of Oracle's Core banking, Digital Experience, Lending, Banking Payments and Financial Analytics Solutions.
- Banco Votorantim S/A, one of the largest banks in Brazil which includes operations in wholesale banking, asset management, and consumer finance has chosen to implement Oracle FLEXCUBE Universal Banking.
- Prince Finance Plc, a leading microfinance institution from Cambodia which has been authorized by National Bank of Cambodia to operate credit services, promote education and environmental causes has signed a deal to implement Oracle FLEXCUBE Universal Banking.
- One of the fastest growing banks in Jordan has chosen to extend its licenses for Oracle FLEXCUBE Universal Banking and Oracle Financial Service Analytical Applications.
- The Russian subsidiary of a leading European universal bank has added to its existing licenses by signing a deal for Oracle FLEXCUBE Universal Banking.
- One of Oracle's earliest customers and a leading investment management firm from South Africa has extended its licenses for Oracle FLEXCUBE Investor Servicing.
- A leading American regional bank and a long-standing Oracle customer added Oracle Banking Collections to its technology landscape.
- A growing Ethiopian commercial bank offering modern banking services has extended its relationship with Oracle by signing additional licenses for Oracle FLEXCUBE Universal Banking.
- A growing Nigerian bank offering mortgage and housing solutions has chosen to implement Oracle FLEXCUBE Universal Banking.
- A speciality mortgage lender based in the United States of America has chosen to utilize Oracle Financial Services Lending and Leasing.

- One of the Egypt's leading commercial banks offering retail and Corporate/SME banking solutions has chosen to utilize Oracle Financial Service Analytical Applications.
- One of Jordan's largest banks with a global reach has signed a deal for Oracle Financial Service Analytical Applications.
- A commercial bank from the Dominican Republic has chosen to implement Oracle Financial Service Analytical Applications.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
FY 2017-18 YEAR TO DATE : FINANCIAL RESULTS					
CONSOLIDATED STATEMENTS OF OPERATIONS					
(In INR Million, except per share data)					
Particulars	Year Ended				%
	Mar 31, 2018	% of Revenues	Mar 31, 2017	% of Revenues	Increase (Decrease)
<b>REVENUES</b>					
Products	39,379	87%	37,613	85%	5%
Services	4,771	11%	5,438	12%	(12%)
BPO - Services	1,125	2%	1,214	3%	(7%)
<b>Total Revenues</b>	<b>45,275</b>	<b>100%</b>	<b>44,265</b>	<b>100%</b>	<b>2%</b>
<b>SEGMENT RESULTS</b>					
Products	18,586	47%	16,286	43%	14%
Services	322	7%	682	13%	(53%)
BPO - Services	332	30%	415	34%	(20%)
<b>Total</b>	<b>19,240</b>	<b>42%</b>	<b>17,383</b>	<b>39%</b>	<b>11%</b>
Unallocable expenses	(1,743)	(3%)	(1,374)	(3%)	27%
<b>OPERATING INCOME</b>	<b>17,497</b>	<b>39%</b>	<b>16,009</b>	<b>36%</b>	<b>9%</b>
Interest and other income, net	907	2%	1,561	4%	(42%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>18,404</b>	<b>41%</b>	<b>17,570</b>	<b>40%</b>	<b>5%</b>
Provision for taxes	6,034	14%	5,716	13%	6%
<b>NET INCOME</b>	<b>12,370</b>	<b>27%</b>	<b>11,854</b>	<b>27%</b>	<b>4%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	145.22		139.76		4%
Diluted	144.37		139.29		4%

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q4 FY 2017-18 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Million, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Mar 31, 2018	% of Revenues	Mar 31, 2017	% of Revenues	
<b>REVENUES</b>					
Products	9,324	87%	8,912	85%	5%
Services	1,153	11%	1,309	12%	(12%)
BPO - Services	274	2%	297	3%	(8%)
<b>Total Revenues</b>	<b>10,751</b>	<b>100%</b>	<b>10,518</b>	<b>100%</b>	<b>2%</b>
<b>SEGMENT RESULTS</b>					
Products	3,942	42%	3,912	44%	1%
Services	6	0%	179	14%	(97%)
BPO - Services	53	19%	88	30%	(40%)
<b>Total</b>	<b>4,001</b>	<b>37%</b>	<b>4,179</b>	<b>40%</b>	<b>(4%)</b>
Unallocable expenses	(626)	(6%)	(579)	(6%)	8%
<b>OPERATING INCOME</b>	<b>3,375</b>	<b>31%</b>	<b>3,600</b>	<b>34%</b>	<b>(6%)</b>
Interest and other income, net	489	5%	100	1%	388%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>3,864</b>	<b>36%</b>	<b>3,700</b>	<b>36%</b>	<b>4%</b>
Provision for taxes	1,506	14%	1,420	14%	6%
<b>NET INCOME</b>	<b>2,358</b>	<b>22%</b>	<b>2,280</b>	<b>22%</b>	<b>3%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	27.65		26.85		3%
Diluted	27.49		26.75		3%

<b>Oracle Financial Services Software Limited</b> <b>Q4 FY 2017-18 Financial Results</b> <b>SUPPLEMENTAL OPERATING MATRICES</b>										
	Financial Year 2016-17					Financial Year 2017-18				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Segmental Revenue (INR Mn)</b>										
Product Business	9,982	8,966	9,753	8,912	37,613	10,525	10,373	9,157	9,324	39,379
Services Business	1,497	1,364	1,268	1,309	5,438	1,229	1,229	1,160	1,153	4,771
BPO Business	292	323	302	297	1,214	284	293	274	274	1,125
<b>Total</b>	<b>11,771</b>	<b>10,653</b>	<b>11,323</b>	<b>10,518</b>	<b>44,265</b>	<b>12,038</b>	<b>11,895</b>	<b>10,591</b>	<b>10,751</b>	<b>45,275</b>
<b>Geographic Revenues</b>										
<b>Products Business</b>										
NAMER	29%	27%	35%	34%	32%	24%	34%	29%	31%	30%
JAPAC	36%	36%	31%	37%	35%	46%	33%	35%	31%	36%
EMEA	35%	37%	34%	29%	33%	30%	33%	36%	38%	34%
<b>Services Business</b>										
NAMER	68%	73%	75%	72%	72%	71%	67%	70%	70%	70%
JAPAC	7%	7%	7%	7%	7%	9%	10%	10%	8%	9%
EMEA	25%	20%	18%	21%	21%	20%	23%	20%	22%	21%
<b>Total Company</b>										
NAMER	35%	35%	41%	40%	38%	30%	38%	34%	36%	35%
JAPAC	32%	31%	28%	32%	30%	41%	30%	32%	28%	33%
EMEA	33%	34%	31%	28%	32%	29%	32%	34%	36%	32%
<b>Revenue Analysis by Type</b>										
<b>Product Revenues</b>										
License Fees	20%	9%	20%	17%	16%	21%	15%	12%	7%	14%
Professional Services	52%	60%	51%	54%	54%	51%	55%	56%	62%	56%
Maintenance	28%	31%	29%	29%	30%	28%	30%	32%	31%	30%
<b>Services Revenues</b>										
Fixed Price	17%	20%	27%	26%	22%	26%	25%	23%	20%	23%
Time & Material Basis	83%	80%	73%	74%	78%	74%	75%	77%	80%	77%
<b>On-site</b>	<b>40%</b>	38%	38%	40%	<b>39%</b>	39%	39%	40%	37%	<b>38%</b>
<b>Off-shore</b>	<b>60%</b>	62%	62%	60%	<b>61%</b>	61%	61%	60%	63%	<b>62%</b>
<b>Customer Concentration</b>										
<b>Product Customers</b>										
Top Customer	55%	49%	51%	48%	51%	55%	56%	49%	47%	52%
Top 5 Customers	65%	59%	61%	59%	61%	63%	64%	59%	58%	61%
Top 10 Customers	70%	64%	67%	64%	65%	67%	69%	65%	64%	66%
<b>Services Customers</b>										
Top Customer	13%	14%	14%	14%	13%	13%	14%	14%	15%	14%
Top 5 Customers	50%	52%	54%	58%	50%	57%	59%	63%	53%	58%
Top 10 Customers	77%	77%	78%	78%	75%	77%	80%	81%	80%	79%
<b>Total Company</b>										
Top Customer	48%	42%	45%	43%	45%	49%	50%	44%	42%	46%
Top 5 Customers	59%	54%	57%	54%	56%	58%	59%	54%	53%	56%
Top 10 Customers	65%	60%	62%	60%	61%	64%	65%	62%	59%	62%
<b>Trade Receivables</b>										
0-180 days	93%	84%	77%	74%	74%	77%	85%	86%	93%	93%
More than 180 days	7%	16%	23%	26%	26%	23%	15%	14%	7%	7%
DSO (Days)	67	67	51	54	54	47	75	63	73	73
<b>Attrition Rate (TTM)</b>	22%	20%	19%	19%	19%	17%	15%	15%	15%	15%
<b>Staff Data</b>										
Products Business	6,166	6,438	6,359	6,317	6,317	6,231	6,685	6,660	6,549	6,549
Services Business	1,581	1,548	1,556	1,529	1,529	1,517	1,487	1,470	1,356	1,356
BPO Business	698	723	740	754	754	739	738	721	703	703
Corporate	226	223	217	218	218	218	214	213	210	210
<b>Total</b>	<b>8,671</b>	<b>8,932</b>	<b>8,872</b>	<b>8,818</b>	<b>8,818</b>	<b>8,705</b>	<b>9,124</b>	<b>9,064</b>	<b>8,818</b>	<b>8,818</b>

## 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](http://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 May 11, 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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