



**FOR IMMEDIATE RELEASE**

**Oracle Financial Services Software Reports Q2 Fiscal Year 2019 Net Income of  
Rs. 352 Crore, Up 3% Year over Year  
Revenue for the Quarter at Rs. 1,213 Crore, up 2% Year over Year**

Mumbai, India, November 2, 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 September 30, 2018. Net income for the quarter was Rs. 352 Crore, up 3% compared to the quarter ended September 30, 2017. Revenue for the quarter was Rs. 1,213 Crore, up 2% as compared to quarter ended September 30, 2017. The operating income for the quarter was Rs. 486 Crore, down 2% compared to the quarter ended September 30, 2017.

For the quarter ended September 30, 2018, the Products business posted revenue of Rs. 1,057 Crore, up 2% year-over-year; and the Operating Margin of Rs. 498 Crore, down 2% year-over-year. For the same period, the Services business posted revenue of Rs. 129 Crore, up 5% year-over-year; and the Operating Margin of Rs. 15 Crore, up 36% year-over-year.

Chet Kamat, Managing Director and Chief Executive Officer Oracle Financial Services Software said, “We are pleased with our overall balanced performance for the quarter and half-year. While license signings of US\$ 18.7 million exhibited a typical seasonal Q2 dip, we signed some very exciting deals that lay the foundation for a strong execution. Our products and solutions help financial institutions transition smoothly in their transformation initiatives to deal with digital disruption and regulatory demands.”

Makarand Padalkar, Chief Financial Officer, Oracle Financial Services Software said, “For the half year ended September 30, 2018, we posted top-line growth of 7% as compared to corresponding period last fiscal, and 9% growth in the operating income over the same period. The operating metrics are solid and denote top quality execution.”

**Business Highlights**

- The Company signed license deals of US\$ 18.7 million during this quarter with customers in 26 countries.
- 14 customers went live on Oracle Financial Services software products during the quarter.
- A leading US institution with a global footprint has signed a five-year deal for Oracle Financial Services Lending and Leasing Cloud for usage across its enterprise.

- A leading Taiwanese commercial bank has signed a deal to implement Oracle FLEXCUBE Universal Banking and Oracle Financial Services Analytical Applications.
- A leading West African Bank, Banque Regional de Marchés has extended its relationship with Oracle by choosing to implement an end-to-end banking technology suite which includes Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking Payments and Oracle Banking Corporate Lending.
- Beginning its centennial year in 2006, Reliance Standard Life Insurance Company, an established provider of insurance products and services across the US, has signed a deal for Oracle Financial Services Analytical Applications.
- One of the first joint stock banks in Vietnam which offers personal and commercial banking services, Sacombank has signed a deal for Oracle Financial Services Analytical Applications to help be compliant with BASEL II regulations in VN.
- One of the leading universal banks in Russia has extended its relationship with Oracle by signing a deal to implement Oracle Financial Services Analytical Applications, IFRS offering.
- A leading Cambodian conglomerate has signed a deal for Oracle FLEXCUBE Universal Banking and Oracle Banking Payments for their commercial banking operations.
- A bank with a presence across nine countries and a banking legacy that spans nine decades, Fransabank S.A.L., Lebanon has chosen to implement Oracle Financial Services Analytical Applications.
- A leading Iraqi bank has chosen to implement Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience and Oracle Banking Payments.
- Bank of Tianjin CO. LTD., a universal bank which primarily focuses on the Tianjin municipality in the People's Republic of China, has signed a deal for Oracle Financial Services Analytical Applications.
- A Puerto Rican consumer finance company has signed a deal for Oracle Financial Services Lending and Leasing.
- A large commercial bank in Tanzania has built on its existing relationship with Oracle by signing an extension deal for Oracle FLEXCUBE Universal Banking.
- A South Africa-based bank has chosen to extend its relationship with Oracle by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience and Oracle Banking Payments.
- A major commercial bank in India with presence across the country has signed a deal to implement Oracle Financial Service Analytical Applications.

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q2 FY 2018-19 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Million, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Sep 30, 2018	% of Revenues	Sep 30, 2017	% of Revenues	
<b>REVENUES</b>					
Products	10,568	87%	10,373	87%	2%
Services	1,287	11%	1,229	10%	5%
BPO - Services	278	2%	293	3%	(5%)
<b>Total Revenues</b>	<b>12,133</b>	<b>100%</b>	<b>11,895</b>	<b>100%</b>	<b>2%</b>
<b>SEGMENT RESULTS</b>					
Products	4,980	47%	5,108	49%	(2%)
Services	155	12%	114	9%	36%
BPO - Services	76	27%	128	44%	(41%)
<b>Total</b>	<b>5,211</b>	<b>43%</b>	<b>5,350</b>	<b>45%</b>	<b>(3%)</b>
Unallocable expenses	(348)	(3%)	(372)	(3%)	(6%)
<b>OPERATING INCOME</b>	<b>4,863</b>	<b>40%</b>	<b>4,978</b>	<b>42%</b>	<b>(2%)</b>
Interest and other income, net	496	4%	85	1%	486%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>5,359</b>	<b>44%</b>	<b>5,063</b>	<b>44%</b>	<b>6%</b>
Provision for taxes	1,839	15%	1,644	14%	12%
<b>NET INCOME</b>	<b>3,520</b>	<b>29%</b>	<b>3,419</b>	<b>29%</b>	<b>3%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	41.15		40.15		2%
Diluted	40.93		40.01		2%

**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	Six Months Ended				% Increase (Decrease)
	Sep 30, 2018	% of Revenues	Sep 30, 2017	% of Revenues	
<b>REVENUES</b>					
Products	22,538	88%	20,898	87%	8%
Services	2,477	10%	2,458	10%	1%
BPO - Services	567	2%	577	3%	(2%)
<b>Total Revenues</b>	<b>25,582</b>	<b>100%</b>	<b>23,933</b>	<b>100%</b>	<b>7%</b>
<b>SEGMENT RESULTS</b>					
Products	11,299	50%	10,443	50%	8%
Services	197	8%	202	8%	(3%)
BPO - Services	161	28%	219	38%	(27%)
<b>Total</b>	<b>11,657</b>	<b>45%</b>	<b>10,864</b>	<b>45%</b>	<b>7%</b>
Unallocable expenses	(681)	(2%)	(799)	(3%)	(15%)
<b>OPERATING INCOME</b>	<b>10,976</b>	<b>43%</b>	<b>10,065</b>	<b>42%</b>	<b>9%</b>
Interest and other income, net	978	4%	253	1%	287%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>11,954</b>	<b>47%</b>	<b>10,318</b>	<b>43%</b>	<b>16%</b>
Provision for taxes	4,415	18%	3,202	13%	38%
<b>NET INCOME</b>	<b>7,539</b>	<b>29%</b>	<b>7,116</b>	<b>30%</b>	<b>6%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	88.22		83.58		6%
Diluted	87.71		83.26		5%

**Oracle Financial Services Software Limited**  
**Q2 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
<b>Geographic Revenues</b>										
<b>Products Business</b>										
India	7%	6%	7%	6%	7%	7%	5%			
Outside India										
Americas										
United States of America	19%	25%	22%	24%	22%	20%	23%			
Rest of America	5%	9%	7%	7%	7%	7%	8%			
Europe	13%	16%	15%	18%	15%	14%	15%			
Asia Pacific	39%	27%	28%	25%	30%	29%	29%			
Middle East and Africa	17%	17%	21%	20%	19%	23%	20%			
<b>Services Business (incl. BPO Services)</b>										
India	2%	1%	1%	1%	1%	2%	0%			
Outside India										
Americas										
United States of America	67%	62%	67%	67%	66%	61%	67%			
Rest of America	4%	4%	3%	2%	3%	3%	2%			
Europe	17%	21%	18%	21%	20%	21%	19%			
Asia Pacific	7%	9%	9%	8%	8%	9%	9%			
Middle East and Africa	3%	3%	2%	1%	2%	4%	3%			
<b>Total Company</b>										
India	6%	5%	6%	6%	6%	7%	5%			
Outside India										
Americas										
United States of America	25%	30%	28%	30%	29%	25%	28%			
Rest of America	5%	8%	7%	6%	6%	6%	7%			
Europe	14%	16%	16%	18%	16%	15%	16%			
Asia Pacific	35%	26%	25%	22%	27%	26%	26%			
Middle East and Africa	15%	15%	18%	18%	16%	21%	18%			
<b>Revenue Analysis</b>										
<b>Products Business</b>										
License Fees	21%	16%	11%	7%	14%	17%	10%			
Maintenance Fees	28%	29%	32%	31%	30%	28%	33%			
Consulting fees										
Fixed Price	29%	31%	33%	36%	32%	30%	31%			
Time & Material Basis	22%	24%	24%	26%	24%	25%	26%			
<b>Services Business (incl. BPO Services)</b>										
Fixed Price	26%	25%	23%	20%	23%	29%	22%			
Time & Material Basis	74%	75%	77%	80%	77%	71%	78%			
<b>Trade Receivables</b>										
0-180 days	77%	85%	86%	93%	93%	93%	94%			
More than 180 days	23%	15%	14%	7%	7%	7%	6%			
DSO (Days)	47	75	63	73	73	58	71			
<b>Attrition Rate (TTM)</b>										
	17%	15%	15%	15%	15%	17%	17%			
<b>Staff Data</b>										
Products Business	6,231	6,685	6,660	6,549	6,549	6,330	6,490			
Services Business	1,517	1,487	1,470	1,356	1,356	1,278	1,219			
BPO Business	739	738	721	703	703	669	672			
Corporate	218	214	213	210	210	209	208			
Total	8,705	9,124	9,064	8,818	8,818	8,486	8,589			

## **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 offers complete SaaS application suites for ERP, HCM and CX, plus best-in-class database Platform as a Service (PaaS) and Infrastructure as a Service (IaaS) from data centers throughout the Americas, Europe and Asia. For more information about Oracle (NYSE:ORCL), please visit us at [www.oracle.com](http://www.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 November 2, 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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