



**FOR IMMEDIATE RELEASE**

**Oracle Financial Services Software Reports Q3 Fiscal Year 2019 Net Income of  
Rs. 306 Crore, Up 6% Year over Year  
Revenue for the Quarter at Rs. 1,186 Crore, up 12% Year over Year**

Mumbai, India, February 13, 2019: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority owned subsidiary of Oracle, today announced results for the quarter ended December 31, 2018. Net income for the quarter was Rs. 306 Crore, up 6% compared to the quarter ended December 31, 2017. Revenue for the quarter was Rs. 1,186 Crore, up 12% as compared to quarter ended December 31, 2017. The operating income for the quarter was Rs. 488 Crore, up 20% compared to the quarter ended December 31, 2017.

For the nine-month period ended December 31, 2018, the revenue was Rs. 3,744 Crore, up 8%; the operating income was Rs. 1,585 Crore, up 12% and net income was Rs. 1,060 Crore, up 6%, as compared to the corresponding nine months ended December 31, 2017.

For the quarter ended December 31, 2018, the Products business posted revenue of Rs. 1,039 Crore, up 14% year-over-year; and the Operating Margin was Rs. 499 Crore, up 19% year-over-year. For the same period, the Services business posted revenue of Rs. 119 Crore, up 3% year-over-year; and the Operating Margin of Rs. 9 Crore, down 21% year-over-year.

Chet Kamat, Managing Director and Chief Executive Officer, Oracle Financial Services Software said, “We are pleased with the overall performance of the business. In the quarter, we signed license fee of US\$ 14.8 million with deals across our business segments. The Product business continued to show strong growth with the revenues for the quarter growing 14% year-over-year and the services business revenue grew 3% year-over-year.”

Makarand Padalkar, Chief Financial Officer, Oracle Financial Services Software said, “We have maintained consistency in the performance, the operating margins were 41% for the quarter and 42% for the nine-months ended December 31, 2018. The accounts receivables are healthy, with the Days of Sales Outstanding (DSO) of 63 days.”

**Business Highlights**

- The Company signed license deals of US\$ 14.8 million during this quarter with customers in 29 countries.
- 19 customers went live on Oracle Financial Services software products during the quarter.

- Bank of Valletta p.l.c, Malta's largest bank has extended its relationship with Oracle by choosing to implement Oracle Banking Digital Experience and Oracle Banking APIs.
- Crédit Agricole CIB, the Corporate & Investment Banking arm of the Crédit Agricole group, specializing in the businesses of capital markets, investment and corporate banking; have extended their relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- Jia Shi Fund Management, a China-based Investment House, has chosen to implement Oracle Financial Services Analytical Applications.
- FEDinvest, an award winning Albanian Saving and Credit Association with 26-year history of social finance, has chosen to implement Oracle Banking Digital Experience and Oracle FLEXCUBE Universal Banking.
- Established in 1980, CBZ Holdings Ltd. is leading Zimbabwean financial services company offering a range of retail, corporate and SME banking services. They have chosen to extend their relationship with Oracle with a deal for Oracle Banking Digital Experience, Oracle Banking Payments, Oracle Banking APIs, Oracle Banking Credit Facilities Process Management, Oracle Banking Corporate Lending Process Management, Oracle FLEXCUBE Universal Banking and Oracle Banking Corporate Lending.
- A Thailand-based universal bank has extended its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- One of the UK's leading independent Finance companies, which provides financial services designed for the purchase of personal and business vehicles has signed a deal for Oracle Financial Services Analytical Applications.
- An upcoming bank in Cambodia, has chosen to implement Oracle Banking Payments, Oracle FLEXCUBE Universal Banking and Oracle FLEXCUBE Enterprise Limits and Collateral Management.
- A Vietnamese consumer credit company has chosen to implement Oracle FLEXCUBE for their lending business.
- A US-based bank offering retail, corporate, wealth and retirement services has chosen to implement Oracle Financial Services Analytical Applications.

- An established banking player in the Hungarian financial sector which provides universal banking services has signed a deal for Oracle Banking Payments and Oracle FLEXCUBE Universal Banking.
- An Ethiopian commercial bank focused on co-operative and agriculture businesses has chosen to implement Oracle Financial Services Analytical Applications.
- A Saudi Arabia based Shariah-compliant bank which offers retail, corporate and investment banking services has chosen to extend its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q3 FY 2018-19 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Million, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Dec 31, 2018	% of Revenues	Dec 31, 2017	% of Revenues	
<b>REVENUES</b>					
Products	10,394	88%	9,157	86%	14%
Services	1,191	10%	1,160	11%	3%
BPO - Services	274	2%	274	3%	(0%)
<b>Total Revenues</b>	<b>11,859</b>	<b>100%</b>	<b>10,591</b>	<b>100%</b>	<b>12%</b>
<b>SEGMENT RESULTS</b>					
Products	4,987	48%	4,201	46%	19%
Services	91	8%	114	10%	(21%)
BPO - Services	89	32%	61	22%	46%
<b>Total</b>	<b>5,167</b>	<b>44%</b>	<b>4,376</b>	<b>41%</b>	<b>18%</b>
Unallocable expenses	(291)	(3%)	(319)	(3%)	(9%)
<b>OPERATING INCOME</b>	<b>4,876</b>	<b>41%</b>	<b>4,057</b>	<b>38%</b>	<b>20%</b>
Interest and other income, net	170	2%	165	2%	3%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>5,046</b>	<b>43%</b>	<b>4,222</b>	<b>41%</b>	<b>20%</b>
Provision for taxes	1,986	17%	1,325	13%	50%
<b>NET INCOME</b>	<b>3,060</b>	<b>26%</b>	<b>2,897</b>	<b>27%</b>	<b>6%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	35.71		34.01		5%
Diluted	35.56		33.83		5%

**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	Nine Months Ended				% Increase (Decrease)
	Dec 31, 2018	% of Revenues	Dec 31, 2017	% of Revenues	
<b>REVENUES</b>					
Products	32,932	88%	30,055	87%	10%
Services	3,667	10%	3,619	10%	1%
BPO - Services	841	2%	850	3%	(1%)
<b>Total Revenues</b>	<b>37,440</b>	<b>100%</b>	<b>34,524</b>	<b>100%</b>	<b>8%</b>
<b>SEGMENT RESULTS</b>					
Products	16,286	49%	14,645	49%	11%
Services	288	8%	316	9%	(9%)
BPO - Services	250	30%	280	33%	(11%)
<b>Total</b>	<b>16,824</b>	<b>44%</b>	<b>15,241</b>	<b>44%</b>	<b>10%</b>
Unallocable expenses	(972)	(2%)	(1,118)	(3%)	(13%)
<b>OPERATING INCOME</b>	<b>15,852</b>	<b>42%</b>	<b>14,123</b>	<b>41%</b>	<b>12%</b>
Interest and other income, net	1,148	3%	418	1%	175%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>17,000</b>	<b>45%</b>	<b>14,541</b>	<b>42%</b>	<b>17%</b>
Provision for taxes	6,401	17%	4,528	13%	41%
<b>NET INCOME</b>	<b>10,599</b>	<b>28%</b>	<b>10,013</b>	<b>29%</b>	<b>6%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	123.90		117.59		5%
Diluted	123.23		116.99		5%

**Oracle Financial Services Software Limited**  
**Q3 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%	6%		
Outside India										
Americas										
United States of America	19%	25%	22%	24%	22%	20%	23%	22%		
Rest of America	5%	9%	7%	7%	7%	7%	8%	7%		
Europe	13%	16%	15%	18%	15%	14%	15%	17%		
Asia Pacific	39%	27%	28%	25%	30%	29%	29%	27%		
Middle East and Africa	17%	17%	21%	20%	19%	23%	20%	21%		
<b>Services Business (incl. BPO Services)</b>										
India	2%	1%	1%	1%	1%	2%	0%	1%		
Outside India										
Americas										
United States of America	67%	62%	67%	67%	66%	61%	67%	70%		
Rest of America	4%	4%	3%	2%	3%	3%	2%	2%		
Europe	17%	21%	18%	21%	20%	21%	19%	14%		
Asia Pacific	7%	9%	9%	8%	8%	9%	9%	9%		
Middle East and Africa	3%	3%	2%	1%	2%	4%	3%	4%		
<b>Total Company</b>										
India	6%	5%	6%	6%	6%	7%	5%	6%		
Outside India										
Americas										
United States of America	25%	30%	28%	30%	29%	25%	28%	28%		
Rest of America	5%	8%	7%	6%	6%	6%	7%	6%		
Europe	14%	16%	16%	18%	16%	15%	16%	16%		
Asia Pacific	35%	26%	25%	22%	27%	26%	26%	25%		
Middle East and Africa	15%	15%	18%	18%	16%	21%	18%	19%		
<b>Revenue Analysis</b>										
<b>Products Business</b>										
License Fees	21%	16%	11%	7%	14%	17%	10%	10%		
Maintenance Fees	28%	29%	32%	31%	30%	28%	33%	32%		
Consulting fees										
Fixed Price	29%	31%	33%	36%	32%	30%	31%	32%		
Time & Material Basis	22%	24%	24%	26%	24%	25%	26%	26%		
<b>Services Business (incl. BPO Services)</b>										
Fixed Price	26%	25%	23%	20%	23%	29%	22%	25%		
Time & Material Basis	74%	75%	77%	80%	77%	71%	78%	75%		
<b>Trade Receivables</b>										
0-180 days	77%	85%	86%	93%	93%	93%	94%	91%		
More than 180 days	23%	15%	14%	7%	7%	7%	6%	9%		
DSO (Days)	47	75	63	73	73	58	71	63		
<b>Attrition Rate (TTM)</b>										
	17%	15%	15%	15%	15%	17%	17%	18%		
<b>Staff Data</b>										
Products Business	6,231	6,685	6,660	6,549	6,549	6,330	6,490	6,339		
Services Business	1,517	1,487	1,470	1,356	1,356	1,278	1,219	1,182		
BPO Business	739	738	721	703	703	669	672	654		
Corporate	218	214	213	210	210	209	208	208		
Total	8,705	9,124	9,064	8,818	8,818	8,486	8,589	8,383		

## **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 a complete suite of integrated applications for Sales, Service, Marketing, Human Resources, Finance, Supply Chain and Manufacturing, plus Highly-Automated and Secure Generation 2 Infrastructure featuring the Oracle Autonomous Database. For more information about Oracle (NYSE: ORCL), please visit us at [oracle.com](http://oracle.com).

## **Trademarks**

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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 February 13, 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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