

FOR IMMEDIATE RELEASE**Oracle Financial Services Software Reports Q3 Fiscal Year 2022
Net Income of Rs. 435 Crore Up 1% YoY;
Revenue for the Quarter at Rs. 1,266 Crore, up 2% YoY**

Mumbai, India, January 19, 2022: 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, 2021. Net income for the quarter was Rs. 435 Crore, up 1% year-over-year. Revenue for the Quarter was Rs. 1,266 Crore, up 2% year-over-year. Operating income for the quarter was Rs. 558 Crore, down 4% year-over-year. For the nine-months ended December 31, 2021, the revenue was up 5% as compared to previous nine-months ended December 31, 2020, while the net income was up 8% and operating income up 5%.

For the three months ended December 31, 2021, the Products business posted revenue of Rs. 1,134 Crore, up 3% year-over-year, and operating income of Rs. 583 Crore, down 4% year-over-year. For the same period, the Services business posted revenue of Rs. 132 Crore, down 4% year-over-year, and the Operating income of Rs. 33 Crore, down 12% year-over-year.

Chet Kamat, Managing Director and Chief Executive Officer, Oracle Financial Services Software, said, “Continuing our business momentum, we signed license deals of \$15.6 million in the quarter taking the cumulative license signings for the nine-months ended December 2021 to \$75.3 million, 21% higher than the corresponding period last fiscal. Our products and solutions help financial institutions in their transformation initiatives, while dealing with digital disruption, migration to cloud and regulatory demands.”

Makarand Padalkar, Executive Director and Chief Financial Officer, Oracle Financial Services Software, said, “We continued to deliver strong performance on every business metric. On a year-to-date basis, revenue grew 5% and net income rose 8%, with net margin of 36%.”

Business Highlights

- The Company signed license deals of \$15.6 million during this quarter with customers in 31 countries.
- 13 customers went live on Oracle Financial Services software products during the quarter.
- A technology-driven American auto finance company, Westlake Financial originates direct and indirect automotive retail installment contracts through a nationwide network of new and used automotive and powersports dealers with approximately \$15 billion in total managed assets. The company has extended its relationship with Oracle by signing a deal for Oracle Financial Services Lending and Leasing to manage servicing and collections for loans and leases.
- An award-winning Portuguese bank has signed a deal for Oracle Financial Services Analytical Applications.
- A US-based financial services group has signed a deal for Oracle FLEXCUBE Universal Banking, digital banking and Oracle Financial Services Analytical Applications.
- A financial services company from the US that operates in capital markets and investment banking domains has signed a deal for Oracle Financial Services Analytical Applications.
- Banco de Chile, an award-winning Chilean bank with a 128 year history, provides retail, private and commercial banking services to more than 2.1 million clients across its 277 branches. The bank has signed a deal for Oracle Banking Branch, Oracle Banking Payments, Oracle Banking Trade Finance, Oracle Banking Liquidity Management, Oracle Banking Enterprise Limits and Collateral Management and Oracle FLEXCUBE Universal Banking.
- A leading Japanese bank has signed a deal for Oracle Banking Enterprise Limits and Collateral Management.
- Resolution Life Australasia has approximately \$30 billion in assets under management and is a well-capitalized business with a dedicated focus on servicing its existing 1.3 million customers and providing them with competitive premiums, quality investment management, great customer service, and efficient claims management. The company has signed a deal for Oracle Financial Services Analytical Applications and Oracle Financial Services Revenue Management and Billing.
- An established Portuguese financial institution has chosen to upgrade their banking technology by implementing Oracle FLEXCUBE Universal Banking, Oracle Banking Branch, Oracle Banking Payments, Oracle Banking Corporate Lending, Oracle Banking Enterprise Limits and Collateral Management, and Oracle FLEXCUBE Onboarding.

- One of the successful digital bank applicants in Singapore has signed a deal with Oracle for Oracle Financial Services Analytical Applications.
- A Bulgarian bank has signed a deal to implement Oracle FLEXCUBE Universal Banking.
- Established in 1996, Siinqee Bank, Ethiopia offers savings, credit, forex, and Islamic banking services. The bank has signed a deal to replace its legacy technology with Oracle banking technology that consists of Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking Payments, Oracle Banking Treasury Management, Oracle Banking Trade Finance, Oracle Banking Branch, Oracle FLEXCUBE Onboarding, and Oracle Banking Limits and Collateral Management.
- An Indian financial services company has chosen to implement Oracle Banking Corporate Lending, Oracle Banking Supply Chain Finance, and Oracle Banking Digital Experience to digitize their lending experiences.
- An established bank in Pakistan has extended its relationship with Oracle by signing a deal for Oracle Banking Digital Experience and Oracle Financial Services Analytical Applications.
- Siam Commercial Bank was established in 1907 as the first Thai bank. In its 110 years in business, the bank has provided retail, corporate and SME customers in Thailand with financial services. The bank has extended its faith in Oracle technology with a deal for Oracle Financial Services Analytical Applications.
- A Costa Rican cooperative organization will implement Oracle FLEXCUBE Universal Banking, Oracle Banking Treasury Management, Oracle Banking Trade Finance, Oracle Banking Branch, Oracle Banking Payments, Oracle Banking Corporate Lending, Oracle Banking Limits and Collateral Management, Oracle Banking Credit Facilities Process Management, Oracle Banking Virtual Accounts Management, and Oracle FLEXCUBE Onboarding.
- A renowned Indian bank has selected Oracle to help power its continued growth with a deal for Oracle Banking APIs, Oracle Banking Digital Experience, Oracle Banking Payments, Oracle FLEXCUBE Universal Banking and Wealth Management.
- Sathapana Bank is a leading commercial bank in Cambodia with an extensive branch network nationwide of more than 170 branches, 3 Premier Banking halls and over 250 ATMs—offering complete personal and business banking services. Sathapana Bank aims to improve access to financial services and contribute to the development and growth of Cambodia through excellent customer experience and thought leadership. Sathapana Bank partners with Oracle in a collaborative relationship to fortify the bank's security and system.

- Kien Long Commercial Joint Stock Bank is one of Vietnam's leading retail banks since its inception in 1995. The bank caters to retail and corporate customers using technology as a business enabler. The bank opted to replace legacy systems with the latest banking technology from Oracle. The bank has chosen to implement Oracle FLEXCUBE Universal Banking, Oracle Banking Treasury Management, Oracle Banking Trade Finance, Oracle Banking Branch, Oracle Banking Payments, Oracle Banking Corporate Lending, Oracle Banking Limits and Collateral Management.
- First MicroFinance Bank Ltd. (FMFB) is the second-largest microfinance bank in Pakistan, which operates through a network of 213 locations across the country. The bank has expanded its investment in Oracle technology by signing a deal for Oracle Banking Branch, Oracle Banking Payments, Oracle Banking Treasury Management, Oracle Banking Enterprise Limits and Collateral Management, Oracle FLEXCUBE Onboarding, and Oracle FLEXCUBE Universal Banking.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
Q3 FY 2021-22 : FINANCIAL RESULTS					
CONSOLIDATED STATEMENTS OF OPERATIONS					
(In INR Million, except per share data)					
Particulars	Three Months Ended				% Increase (Decrease)
	December 31, 2021	% of Revenues	December 31, 2020	% of Revenues	
REVENUES					
Products	11,342	90%	11,014	89%	3%
Services	1,321	10%	1,370	11%	(4%)
Total Revenues	12,663	100%	12,384	100%	2%
SEGMENT RESULTS					
Products	5,828	51%	6,060	55%	(4%)
Services	325	25%	370	27%	(12%)
Total	6,153	49%	6,430	52%	(4%)
Unallocable expenses	(575)	(5%)	(630)	(5%)	(9%)
OPERATING INCOME	5,578	44%	5,800	47%	(4%)
Interest and other income, net	356	3%	227	2%	57%
INCOME BEFORE PROVISION OF TAXES	5,934	47%	6,027	49%	(2%)
Provision for taxes	1,581	13%	1,730	14%	(9%)
NET INCOME	4,353	34%	4,297	35%	1%
Earnings per share of Rs 5/- each (in Rs)					
Basic	50.50		49.96		1%
Diluted	50.24		49.76		1%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
FY 2021-22 YEAR TO DATE : FINANCIAL RESULTS CONSOLIDATED STATEMENTS OF OPERATIONS (In INR Million, except per share data)					
Particulars	Nine month Ended				% Increase (Decrease)
	December 31, 2021	% of Revenues	December 31, 2020	% of Revenues	
REVENUES					
Products	35,380	90%	33,513	89%	6%
Services	4,067	10%	4,218	11%	(4%)
Total Revenues	39,447	100%	37,731	100%	5%
SEGMENT RESULTS					
Products	19,108	54%	18,238	54%	5%
Services	1,073	26%	1,030	24%	4%
Total	20,181	51%	19,268	51%	5%
Unallocable expenses	(1,519)	(4%)	(1,423)	(4%)	7%
OPERATING INCOME	18,662	47%	17,845	47%	5%
Interest and other income, net	923	3%	881	3%	5%
INCOME BEFORE PROVISION OF TAXES	19,585	50%	18,726	50%	5%
Provision for taxes	5,514	14%	5,711	15%	(3%)
NET INCOME	14,071	36%	13,015	35%	8%
Earnings per share of Rs 5/- each (in Rs)					
Basic	163.33		151.40		8%
Diluted	162.42		150.78		8%

Oracle Financial Services Software Limited Q3 FY 2021-22 Financial Results SUPPLEMENTAL OPERATING MATRICES										
	Financial Year 2020-21					Financial Year 2021-22				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Geographic Revenues										
Products Business										
India	8%	7%	7%	7%	8%	8%	8%	8%		
Outside India										
Americas										
United States of America	20%	19%	20%	23%	20%	23%	21%	23%		
Rest of America	9%	8%	9%	9%	9%	9%	7%	9%		
Europe	16%	20%	19%	18%	18%	18%	18%	17%		
Asia Pacific	28%	30%	30%	28%	29%	26%	27%	28%		
Middle East and Africa	19%	16%	16%	15%	17%	16%	20%	15%		
Services Business (incl. BPO Services)										
India	1%	1%	1%	1%	1%	1%	1%	1%		
Outside India										
Americas										
United States of America	72%	74%	75%	75%	74%	75%	73%	68%		
Rest of America	1%	0%	1%	0%	1%	0%	0%	0%		
Europe	15%	12%	12%	11%	13%	12%	13%	14%		
Asia Pacific	7%	9%	9%	9%	9%	9%	10%	12%		
Middle East and Africa	4%	3%	3%	3%	3%	2%	3%	5%		
Total Company										
India	7%	7%	7%	7%	7%	7%	7%	7%		
Outside India										
Americas										
United States of America	25%	25%	26%	29%	26%	30%	28%	28%		
Rest of America	8%	7%	8%	8%	8%	8%	7%	8%		
Europe	16%	19%	18%	17%	17%	17%	17%	17%		
Asia Pacific	26%	28%	27%	26%	27%	24%	25%	26%		
Middle East and Africa	18%	14%	14%	14%	15%	14%	16%	14%		
Revenue Analysis										
Products Business										
License Fees	19%	10%	12%	10%	13%	22%	13%	11%		
Maintenance Fees	32%	37%	36%	35%	35%	31%	35%	36%		
Consulting fees										
Fixed Price	26%	30%	29%	33%	29%	29%	30%	31%		
Time & Material Basis	23%	24%	23%	21%	23%	18%	22%	22%		
Services Business (incl. BPO Services)										
Fixed Price	28%	25%	29%	27%	27%	28%	28%	39%		
Time & Material Basis	72%	75%	71%	73%	73%	72%	72%	61%		
Trade Receivables										
0-180 days	97%	97%	98%	97%	97%	98%	97%	97%		
More than 180 days	3%	3%	2%	3%	3%	2%	3%	3%		
DSO (Days)	64	55	56	54	54	63	63	70		
Attrition Rate (TTM)										
	17%	15%	14%	15%	15%	20%	25%	29%		
Staff Data										
Products Business	6,185	6,319	6,367	6,238	6,238	6,045	6,139	6,214		
Services Business	1,604	1,550	1,559	1,559	1,559	1,500	1,433	1,315		
Corporate	193	189	184	180	180	185	190	191		
Total	7,982	8,058	8,110	7,977	7,977	7,730	7,762	7,720		



About Oracle Financial Services Software Limited

Oracle Financial Services Software Limited (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 offers a complete suite of integrated applications for Sales, Service, Marketing, Human Resources, Finance, Supply Chain and Manufacturing, plus Highly Automated and Secure Oracle Cloud Infrastructure featuring the Oracle Autonomous Database. For more information about Oracle (NYSE: ORCL), please visit us at www.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 January 19, 2022. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

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Contact Info

Judi Palmer
Oracle Public Relations
+1.650.784.7901
Judi.palmer@oracle.com

Ken Bond
Oracle Investor Relations
+1.650.607.0349
ken.bond@oracle.com