

FOR IMMEDIATE RELEASE

Oracle Financial Services Software Reports
Net Income for the Fiscal Year 2021-22 of Rs. 1,889 Crore, up 7%;
Company won largest ever multi-year SAAS deal with a Tier-I US Bank;
Declares an interim dividend of Rs. 190 per equity share of Rs. 5 face value

Mumbai, India, May 04, 2022: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority owned subsidiary of Oracle, today announced results for the quarter and year ended March 31, 2022.

On a consolidated basis, Net income for fiscal year 2022 was Rs. 1,889 Crore, up 7% compared to fiscal year 2021. Revenue for fiscal year 2022 was Rs. 5,221 Crore, up 5% compared to fiscal year 2021. Operating income for fiscal year 2022 was Rs. 2,394 Crore, up 2% compared to fiscal year 2021.

For the quarter ended March 31, 2022, the revenue was Rs. 1,277 Crore, up 5% year-over-year; the operating income was Rs. 528 Crore, down 6% year-over-year; and the net income was Rs. 482 Crore, up 5% year-over-year.

For the full year ended March 31, 2022, the Products business posted revenue of Rs. 4,692 Crore, up 6% compared to fiscal year 2021, and operating income of Rs. 2,452 Crore, up 3% year-over-year. For the quarter ended March 31, 2022, the Products business posted revenue of Rs. 1,154 Crore, up 7% year-over-year and an operating income of 542 Crore down, 3% year-over-year.

The Board of Directors of the Company declared an Interim Dividend of Rs. 190 per equity share of face value of Rs. 5/- each for the financial year 2021 22.

Chet Kamat, Managing Director and Chief Executive Officer, Oracle Financial Services Software, said, “We continue to see broad based demand across product lines for both on-premises and cloud/SAAS deployment modes. In particular, our ongoing investments in building organic SAAS solutions are starting to bear fruit. We concluded the year with \$91 million of license revenue, up 17% over the last fiscal year. In this quarter, we signed our largest-ever multi-year SAAS deal with a tier 1 US Bank.”

Makarand Padalkar, Executive Director and Chief Financial Officer, Oracle Financial Services Software, said, “We have maintained consistency in the performance. The net margins were 38% for the quarter, and 36% for the year ended March 31, 2022. Our accounts receivables are healthy, with the Days of Sales Outstanding (DSO) of 59 days.”

Business Highlights

- The Company signed license deals of \$ 29.5 million during the quarter with customers in 35 countries.
- Nine customers went live on Oracle Financial Services software products during the quarter.
- Headquartered in Singapore with operations in Singapore, China and Malaysia, Luminor Financial Holdings Limited is a financial solutions business that caters to SMEs across the region. The Company has signed a deal with Oracle to implement its Oracle Banking Supply Chain Finance Solution and supporting modules to address the needs of its customers in the region.
- An acclaimed US based commercial bank has reinvested in Oracle Banking technology with a deal for Oracle Financial Services Analytical Applications.
- An innovative bank from Japan has signed a deal for Oracle Financial Services Analytical Applications, reiterating its belief in Oracle Banking Technology.
- An Algerian bank with a rich 40-year history, BADR Banque provides retail, corporate and bancassurance services with a keen focus on financing agriculture, agri-food industries, fishing and aquaculture. The bank has reiterated its faith in Oracle by signing a deal for Oracle Banking Digital Experience.
- A leading public sector bank in India has extended its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Application.
- Caixa Economica da Misericordia de Angra do Heroismo, Caixa Economica Bancaria CEMAH, Portugal is a banking institution with more than 125 years of experience in serving its customers. The bank offers retail, SME, and commercial banking services with a digital focus. In the next step of its digital transformation, the bank has chosen to implement Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking Originations, Oracle Banking Branch, Oracle Banking Corporate Lending, Oracle Banking Enterprise Limits and Collateral Management, Oracle Banking Payments, Oracle Banking Treasury Management, and Oracle Banking Extensibility Workbench.

- A well-recognized financial institution in Chile is moving into the digital age by upgrading its existing Oracle technology with the acquisition of Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking APIs, Oracle Banking Branch, Oracle Banking Originations, Oracle Banking Payments and Oracle Banking Extensibility Framework.
- A leading Chilean bank has extended its relationship with Oracle by signing a deal for Oracle FLEXCUBE Universal Banking.
- A Hong Kong based investment banking firm has decided to upgrade its existing Oracle Banking technology with a deal to implement Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking Payments, and Oracle Banking Extensibility Framework.
- A leading regional bank from the African continent has chosen to expand its technology partnership with Oracle by choosing to upgrade to the latest release of Oracle FLEXCUBE Universal Banking.
- Daman Islamic Bank (DIB) is a new Islamic bank in Libya. The bank has begun its journey by signing a deal for Oracle' banking technology suite which consists of Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking Originations, Oracle Banking Branch, Oracle Banking Corporate Lending, Oracle Banking Enterprise Limits and Collateral Management, Oracle Banking Payments, Oracle Banking Liquidity Management, Oracle Banking Trade Finance, Oracle Banking Treasury Management, Oracle Banking Enterprise Default Management, Oracle Banking Credit Facilities, Trade finance Process Management and Oracle Financial Services Analytical Applications.
- A large bank in the UAE has decided to upgrade its banking technology by investing in the latest Oracle banking applications, namely Oracle Banking Digital Experience, Oracle Banking APIs, Oracle Banking Cash Management, Oracle Banking Liquidity Management, Oracle Banking Virtual Account Management, Oracle Banking Extensibility Framework, and Oracle Financial Services Analytical Applications.
- An award-winning bank known for excellence in international finance and trade finance, Access Bank UK is the UK subsidiary of Access Bank Nigeria. The bank has extended its relationship with Oracle by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking APIs, Oracle Banking Corporate Lending, Oracle Banking Payments, Oracle Banking Enterprise Limits and Collateral Management, and Oracle Banking Extensibility Workbench.
- One of the most successful banks in Uzbekistan, Ziraat Bank has served retail and corporate customers for more than 25 years. The bank has signed a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Branch, Oracle Banking Payments, Oracle



Banking Treasury Management, Oracle Banking Trade Finance, Oracle Banking Extensibility Workbench, and Oracle Financial Services Analytical Applications.

- UNObank Inc., Philippines is a digital bank with a long-term goal to bridge the gaps in financial inclusion in the country. The bank is building a full-spectrum digital bank to service financial needs of its customers in Southeast and South Asia. To achieve its goals, the bank has chosen to implement Oracle Financial Services Analytical Applications.
- An Islamic bank in Uzbekistan has chosen to implement Oracle Banking suite of applications which includes Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking APIs, Oracle Banking Originations, Oracle Banking Corporate Lending, Oracle Banking Payments, Oracle Banking Treasury Management, Oracle Banking Trade Finance, and Oracle Financial Services Analytical Applications.
- A central bank in the Caribbean has signed a deal with Oracle to adopt Oracle FLEXCUBE Universal Banking, Oracle Banking Payments, Oracle Banking Digital Experience, Oracle Banking Enterprise Limits and Collateral Management, Oracle Banking Treasury Management, and Oracle Banking Extensibility Workbench.
- A Nigerian bank has chosen Oracle's Banking technology by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Branch, Oracle Banking Originations, Oracle Banking Payments, Oracle Banking Extensibility Workbench, and Oracle Financial Services Analytical Applications.
- UBCI Bank, based in Tunisia, offers retail, corporate, and institutional banking services from 103 branches that are supported by 112 ATMs across the country's thriving economic centers. The bank set forth on a digital transformation by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking APIs, and other banking applications from the Oracle Financial Services suite.
- An established bank in Lao PDR is embarking on a digital transformation for which it has chosen to update its existing Oracle Banking technology stack with the latest versions of Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle Banking Branch, Oracle Banking Corporate Lending, Oracle Banking Enterprise Limits and Collateral Management, Oracle Banking Payments, Oracle Banking Trade Finance, Oracle Banking Treasury Management, Oracle Banking Trade Finance Process Management, and Oracle Banking Extensibility Framework.
- A Universal bank from Nigeria bank has extended its Oracle banking technology portfolio with a deal for Oracle Banking Corporate Lending.

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	Year Ended				% Increase (Decrease)
	March 31, 2022	% of Revenues	March 31, 2021	% of Revenues	
REVENUES					
Products	46,916	90%	44,252	89%	6%
Services	5,299	10%	5,588	11%	(5%)
Total Revenues	52,215	100%	49,840	100%	5%
SEGMENT RESULTS					
Products	24,522	52%	23,821	54%	3%
Services	1,306	25%	1,472	26%	(11%)
Total	25,828	49%	25,293	51%	2%
Unallocable expenses	(1,889)	(3%)	(1,840)	(4%)	3%
OPERATING INCOME	23,939	46%	23,453	47%	2%
Interest and other income, net	1,344	2%	1,320	3%	2%
INCOME BEFORE PROVISION OF TAXES	25,283	48%	24,773	50%	2%
Provision for taxes	6,395	12%	7,154	14%	(11%)
NET INCOME	18,888	36%	17,619	36%	7%
Earnings per share of Rs 5/- each (in Rs)					
Basic	219.19		204.90		7%
Diluted	218.04		203.99		7%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
Q4 FY 2021-22 : FINANCIAL RESULTS CONSOLIDATED STATEMENTS OF OPERATIONS (In INR Million, except per share data)					
Particulars	Three Months Ended				% Increase (Decrease)
	March 31, 2022	% of Revenues	March 31, 2021	% of Revenues	
REVENUES					
Products	11,536	90%	10,738	89%	7%
Services	1,232	10%	1,371	11%	(10%)
Total Revenues	12,768	100%	12,109	100%	5%
SEGMENT RESULTS					
Products	5,415	47%	5,583	52%	(3%)
Services	233	19%	443	32%	(47%)
Total	5,648	44%	6,026	50%	(6%)
Unallocable expenses	(370)	(3%)	(417)	(4%)	(11%)
OPERATING INCOME	5,278	41%	5,609	46%	(6%)
Interest and other income, net	420	4%	438	4%	(4%)
INCOME BEFORE PROVISION OF TAXES	5,698	45%	6,047	50%	(6%)
Provision for taxes	881	7%	1,444	12%	(39%)
NET INCOME	4,817	38%	4,603	38%	5%
Earnings per share of Rs 5/- each (in Rs)					
Basic	55.86		53.49		4%
Diluted	55.62		53.28		4%

Oracle Financial Services Software Limited										
Q4 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%	8%	8%
Outside India										
Americas										
United States of America	20%	19%	20%	23%	20%	23%	21%	23%	20%	22%
Rest of America	9%	8%	9%	9%	9%	9%	7%	9%	9%	9%
Europe	16%	20%	19%	18%	18%	18%	18%	17%	16%	17%
Asia Pacific	28%	30%	30%	28%	29%	26%	27%	28%	27%	27%
Middle East and Africa	19%	16%	16%	15%	17%	16%	20%	15%	19%	17%
Services Business (incl. BPO Services)										
India	1%	1%	1%	1%	1%	1%	1%	1%	0%	1%
Outside India										
Americas										
United States of America	72%	74%	75%	75%	74%	75%	73%	68%	70%	71%
Rest of America	1%	0%	1%	0%	1%	0%	0%	0%		0%
Europe	15%	12%	12%	11%	13%	12%	13%	14%	15%	13%
Asia Pacific	7%	9%	9%	9%	9%	9%	10%	12%	11%	11%
Middle East and Africa	4%	3%	3%	3%	3%	2%	3%	5%	4%	4%
Total Company										
India	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Outside India										
Americas										
United States of America	25%	25%	26%	29%	26%	30%	28%	28%	25%	27%
Rest of America	8%	7%	8%	8%	8%	8%	7%	8%	9%	8%
Europe	16%	19%	18%	17%	17%	17%	17%	17%	16%	17%
Asia Pacific	26%	28%	27%	26%	27%	24%	25%	26%	25%	25%
Middle East and Africa	18%	14%	14%	14%	15%	14%	16%	14%	18%	16%
Revenue Analysis										
Products Business										
License Fees	19%	10%	12%	10%	13%	22%	13%	11%	11%	14%
Maintenance Fees	32%	37%	36%	35%	35%	31%	35%	36%	34%	34%
Consulting fees										
Fixed Price	26%	30%	29%	33%	29%	29%	30%	31%	36%	32%
Time & Material Basis	23%	24%	23%	21%	23%	18%	22%	22%	20%	20%
Services Business (incl. BPO Services)										
Fixed Price	28%	25%	29%	27%	27%	28%	28%	39%	48%	36%
Time & Material Basis	72%	75%	71%	73%	73%	72%	72%	61%	52%	64%
Trade Receivables										
0-180 days	97%	97%	98%	97%	97%	98%	97%	97%	98%	98%
More than 180 days	3%	3%	2%	3%	3%	2%	3%	3%	2%	2%
DSO (Days)	64	55	56	54	54	63	63	70	59	59
Attrition Rate (TTM)										
	17%	15%	14%	15%	15%	20%	25%	29%	28%	28%
Staff Data										
Products Business	6,185	6,319	6,367	6,238	6,238	6,045	6,139	6,214	6,398	6,398
Services Business	1,604	1,550	1,559	1,559	1,559	1,500	1,433	1,315	1,305	1,305
Corporate	193	189	184	180	180	185	190	191	181	181
Total	7,982	8,058	8,110	7,977	7,977	7,730	7,762	7,720	7,884	7,884



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.

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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 04, 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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