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Financial Analysts Meeting for fiscal year ending May 2012

Oracle Corporation Japan
June 26, 2012



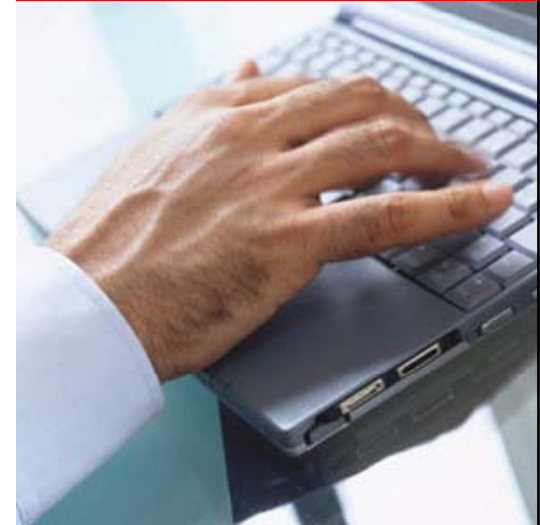
The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle

Statements in this document with respect to Oracle Corporation Japan(OCJ)'s current plans, estimates, strategies and beliefs, and other statements that are not historical facts are forward-looking statements about the future performance of OCJ. These statements are based on OCJ's assumptions and beliefs in light of the information currently available to it. OCJ cautions you that a number of important risks and uncertainties could cause actual results to differ materially from those forward-looking statements.

The document is translation of Oracle Japan's FY12 full year result summary released on June 26, 2012, and errors and omissions excepted.

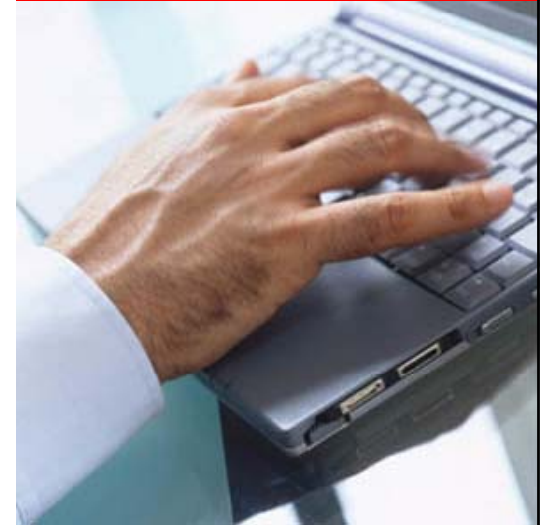
Agenda

- May 2012 Result
- May 2013 Forecast
- May 2013 Dividend and Dividend Policy
- May 2013 Directions and Mid-term Strategy



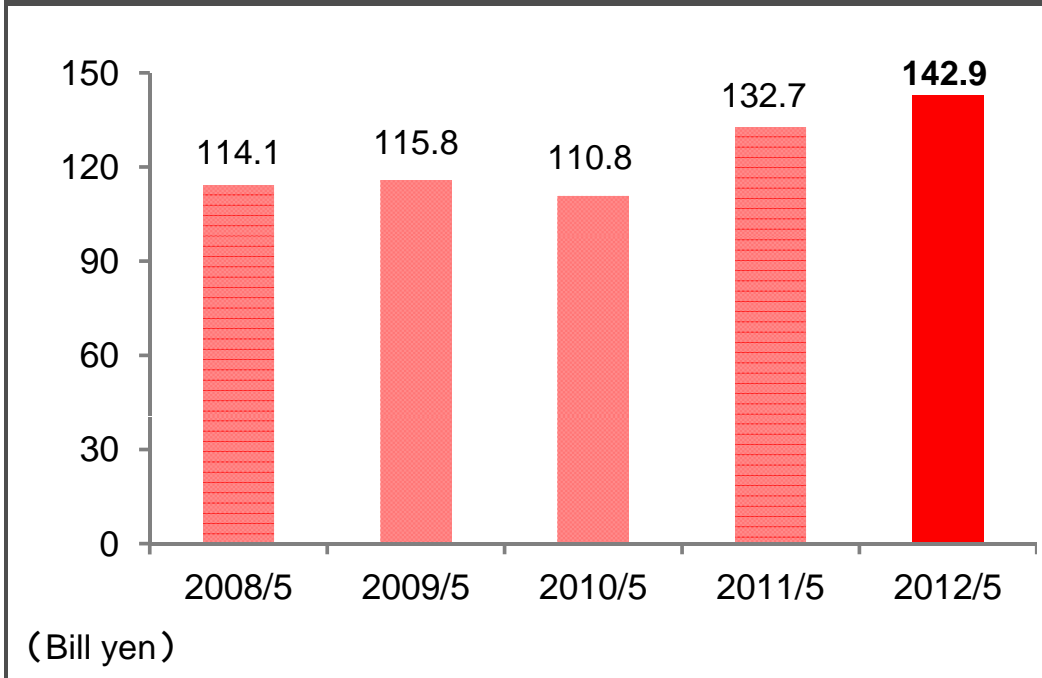
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- **May 2012 Result**
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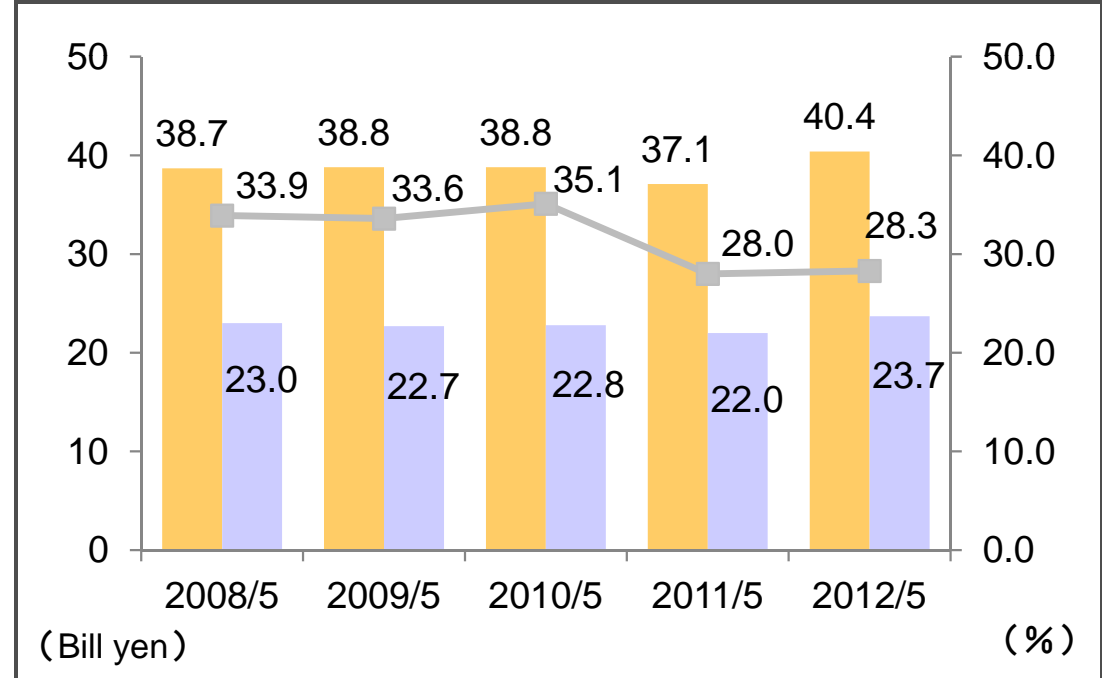


May 2012 Summary

Revenue



Operating Income / Margin / Net Income



■ Revenue
 ■ Operation income
 ■ Margin
 ■ Net Income

May 2012 Revenue by Segment

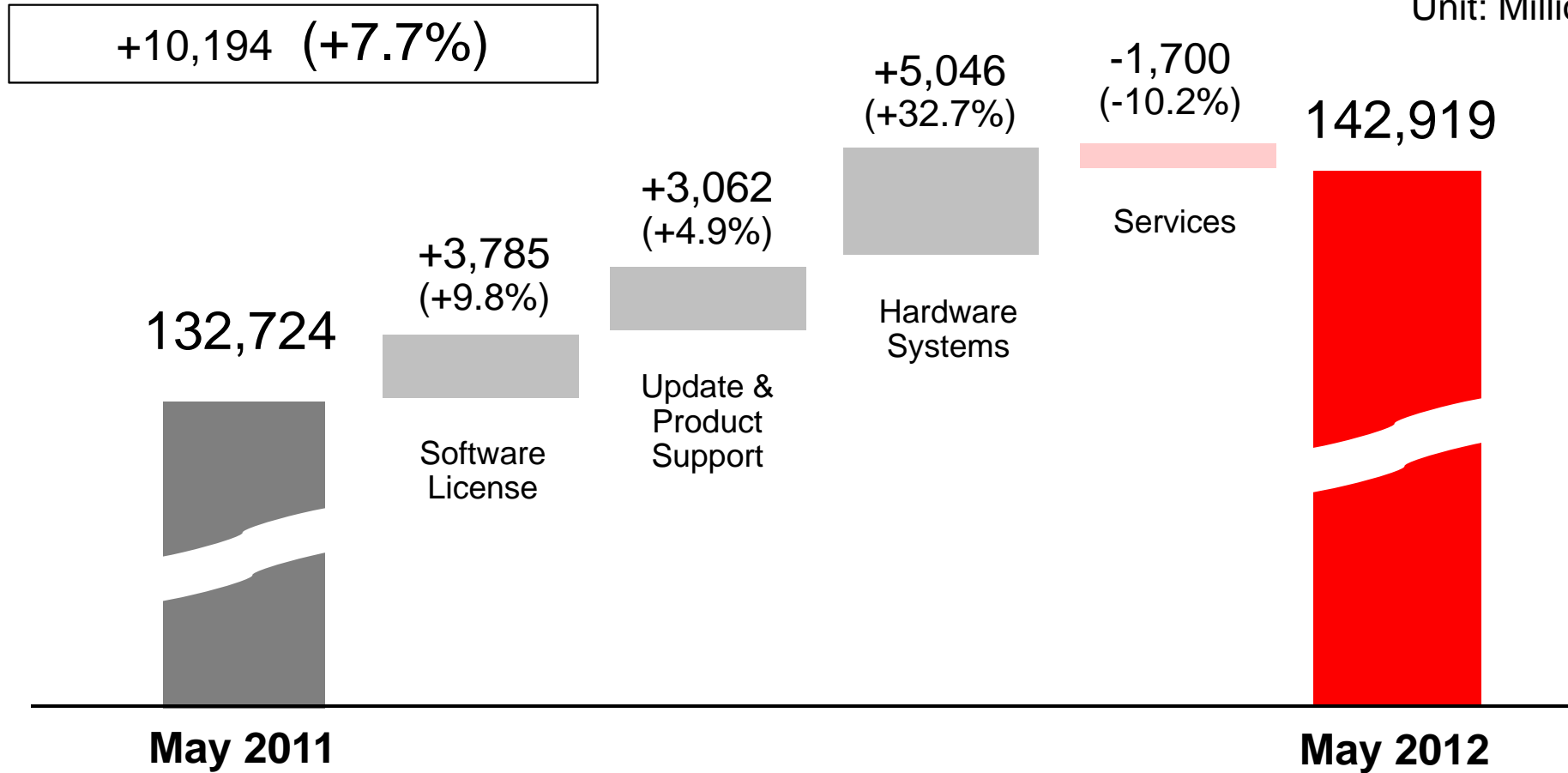
Unit: Million JPY

| Segment | May 2012 Result | YoY (%) | May 2011 result |
|-----------------------------------|-----------------|--------------|-----------------|
| Database & Middleware | 37,551 | 11.4 | 33,706 |
| Applications | 4,900 | -1.2 | 4,960 |
| Software License | 42,452 | 9.8 | 38,666 |
| Update & Product Support | 64,986 | 4.9 | 61,924 |
| Software Related Sub Total | 107,439 | 6.8 | 100,591 |
| Hardware Systems Products | 11,053 | 243.5 | 3,217 |
| Hardware Systems Support | 9,430 | -22.8 | 12,219 |
| Hardware Systems | 20,484 | 32.7 | 15,437 |
| Cloud Services | 4,073 | 6.1 | 3,838 |
| Education | 1,562 | -9.6 | 1,728 |
| Consulting | 9,359 | -15.9 | 11,129 |
| Services | 14,995 | -10.2 | 16,695 |
| TOTAL | 142,919 | 7.7 | 132,724 |

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Revenue YoY

Unit: Million JPY



May 2012 COGS and SG&A

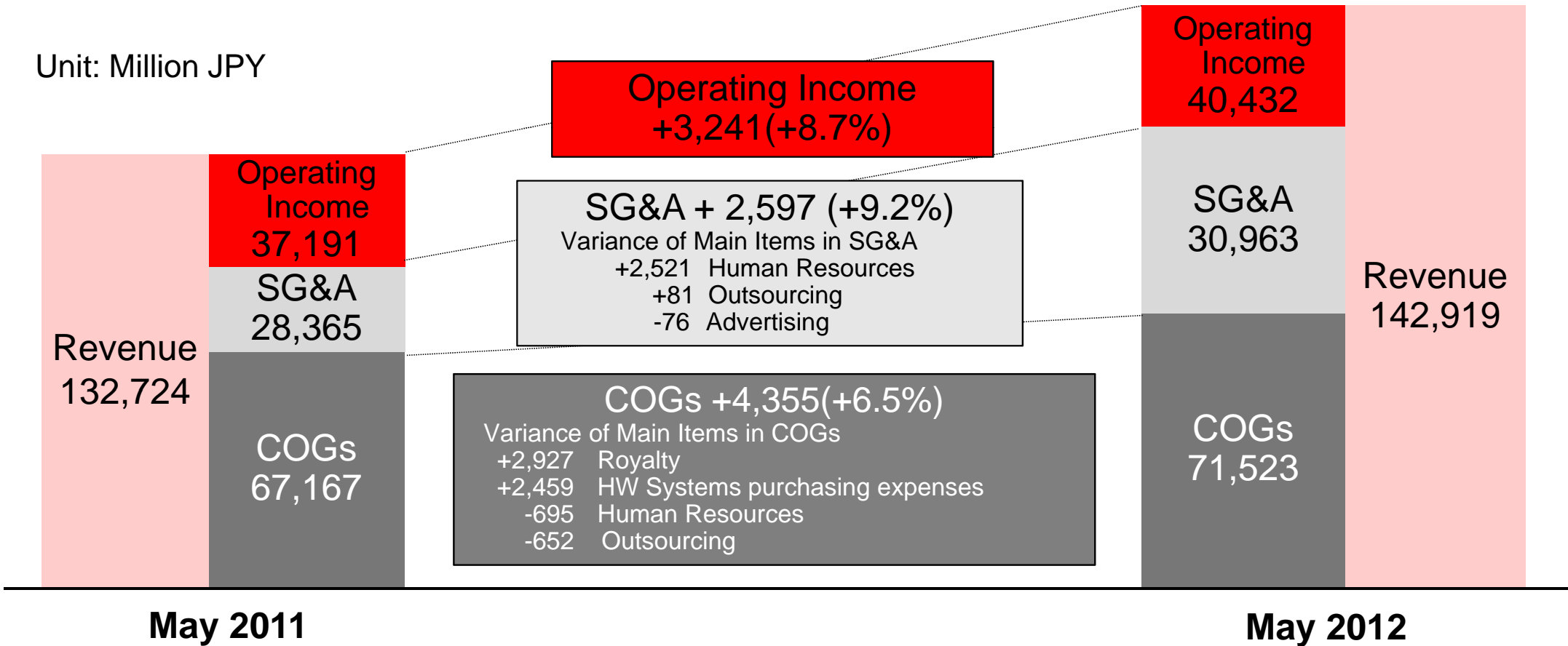
Unit: Million JPY

| Main Items | May 2012 Result | YoY (%) | May 2011 Result |
|---|-----------------|---------|-----------------|
| Cost of Goods Sold | 71,523 | 6.5 | 67,167 |
| Royalty | 43,959 | 7.1 | 41,031 |
| Hardware Systems Purchasing Expenses | 12,617 | 24.2 | 10,157 |
| Human Resources | 10,749 | -6.1 | 11,444 |
| External Contractor & Outsourcing | 2,294 | -22.1 | 2,947 |
| Rent | 496 | -7.0 | 533 |
| Selling, General & Administrative | 30,963 | 9.2 | 28,365 |
| Human Resources | 20,013 | 14.4 | 17,492 |
| External Contractor & Outsourcing | 3,488 | 2.4 | 3,407 |
| Advertising | 1,661 | -4.4 | 1,737 |
| Rent | 928 | 5.4 | 881 |
| Number of employees (including secondment from OIS) | 2,586 | +1 | 2,585 |

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Operating Income YoY

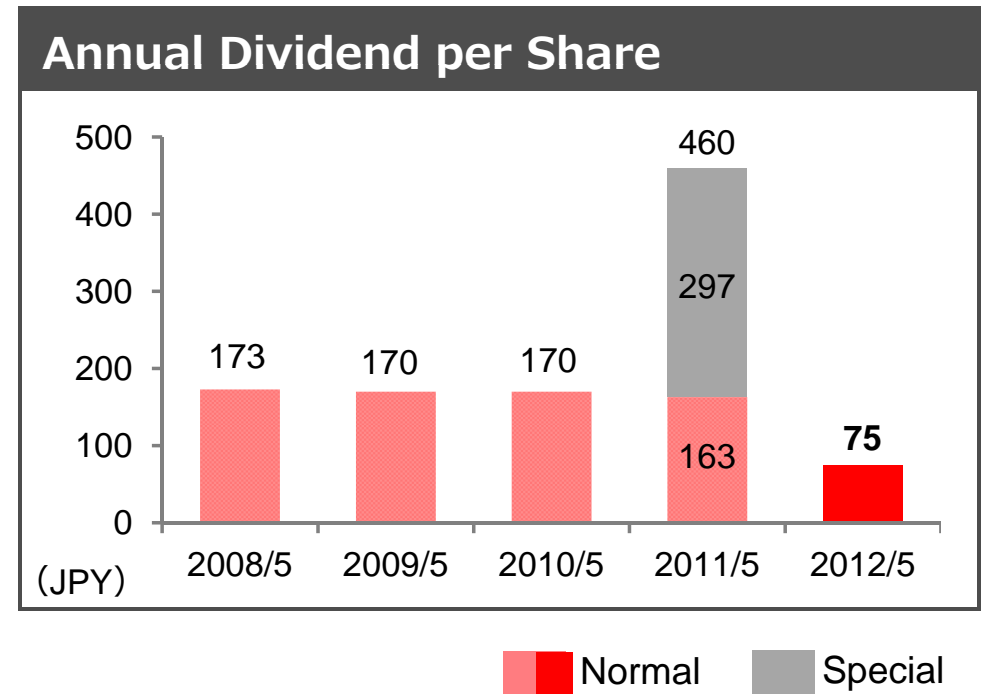
Unit: Million JPY



May 2012 Dividends

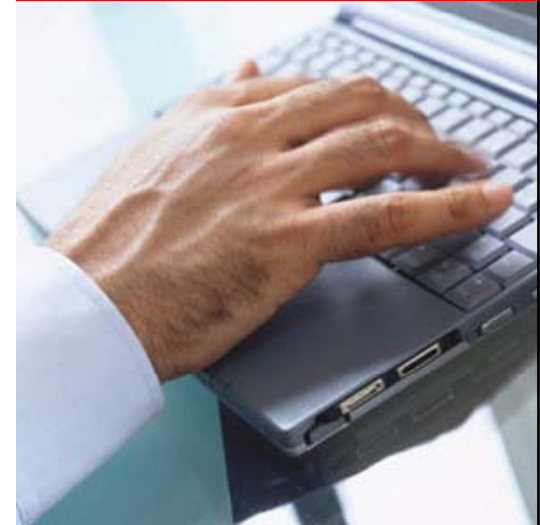
May 2012 Year end Dividend

- Year end Dividend per share:
JPY 75
(Interim Dividend: None)
- Dividend payment date:
Thursday, August 9, 2012



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May 2013 Forecast

Unit: Million JPY

| | May 2013 Forecast | YoY | May 2012 Result |
|------------------|-------------------|----------|-----------------|
| Revenue | 164,400 | 15.0% | 142,919 |
| Operating Income | 44,600 | 10.3% | 40,432 |
| Ordinary Income | 44,700 | 10.4% | 40,480 |
| Net Income | 27,500 | 16.0% | 23,709 |
| EPS | JPY216.38 | JPY29.83 | JPY186.55 |

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May 2013 Forecast - Revenue by Segment

Unit: Million JPY

| Segment | | May 2013 Forecast | YoY(%) | May 2012 result |
|----------------------------|---------------------------|-------------------|--------|-----------------|
| | Database & Middleware | 44,000 | 17.1 | 37,551 |
| | Applications | 6,800 | 38.7 | 4,900 |
| Software License | | 50,800 | 19.7 | 42,452 |
| | Update & Product Support | 68,400 | 5.3 | 64,986 |
| Software Related Sub Total | | 119,200 | 10.9 | 107,439 |
| | Hardware Systems Products | 18,200 | 64.7 | 11,053 |
| | Hardware Systems Support | 9,700 | 2.9 | 9,430 |
| Hardware Systems | | 27,900 | 36.2 | 20,484 |
| | Cloud Services | 4,900 | 20.3 | 4,073 |
| | Education | 1,600 | 2.4 | 1,562 |
| | Consulting | 10,800 | 15.4 | 9,359 |
| Services | | 17,300 | 15.4 | 14,995 |
| TOTAL | | 164,400 | 15.0 | 142,919 |

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May 2013 Forecast - Operating Expenses

Forecast of operating expenses and breakdown of main items*

Unit: Million JPY

| Main Items | May2013 Forecast | YoY(%) | May 2012 Result |
|--------------------------------------|------------------|--------|-----------------|
| Total Operating Expense * | 119,800 | 16.9 | 102,486 |
| Royalty | 48,700 | 10.8 | 43,959 |
| Hardware Systems Purchasing expenses | 20,000 | 58.5 | 12,617 |
| Human Resources | 34,600 | 12.5 | 30,763 |
| External Contractor & Outsourcing | 6,300 | 8.9 | 5,783 |
| Advertising | 1,650 | -0.7 | 1,661 |
| Facilities** | 3,800 | 3.8 | 3,756 |

*Operating Expenses: Sum of COGS and SG&A . Breakdown is main items only.

**Facilities are expense related to the building and fixtures (rent, depreciation & amortization, utilities, etc.)

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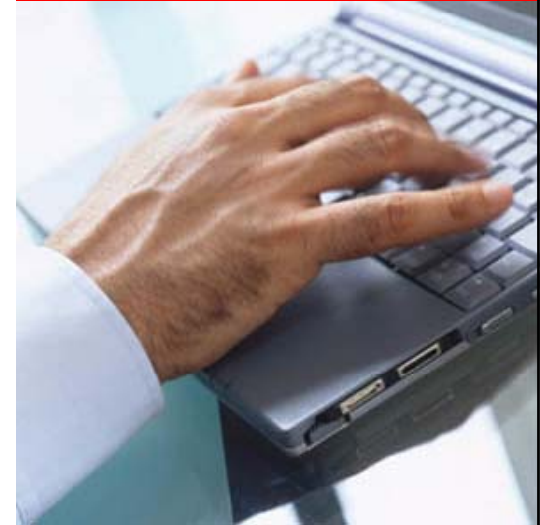


May 2013 Dividend Forecast & Dividend Policy

- May 2013 Dividend Forecast
 - JPY 87 per share as a year end dividend (payout ratio: 40.2%)
- Dividend policy for fiscal year May 2013 and onward (without alteration from previous year)
 - A stable and continuous return to shareholders through dividends
 - Comprehensively taking into account the balance between the cash required for the Company's business plan, business results and cash flows.
 - Keeping financial indicators such as shareholders' equity ratio and return on equity at a reasonable level
 - Ensuring a management flexibility
 - Aim to achieve a dividend payout ratio of approximately 40% for the foreseeable future
 - To minimize administrative costs related to dividends, pay only one dividend a year, as a year-end dividend

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- **May 2013 Directions and Mid-term Strategy**



Basic principles of Oracle Japan's mid-term strategy

Innovative technology, products, solution and services

- Change the game, make room for innovation, and lead IT industry
- To empower customers to drive innovation and change

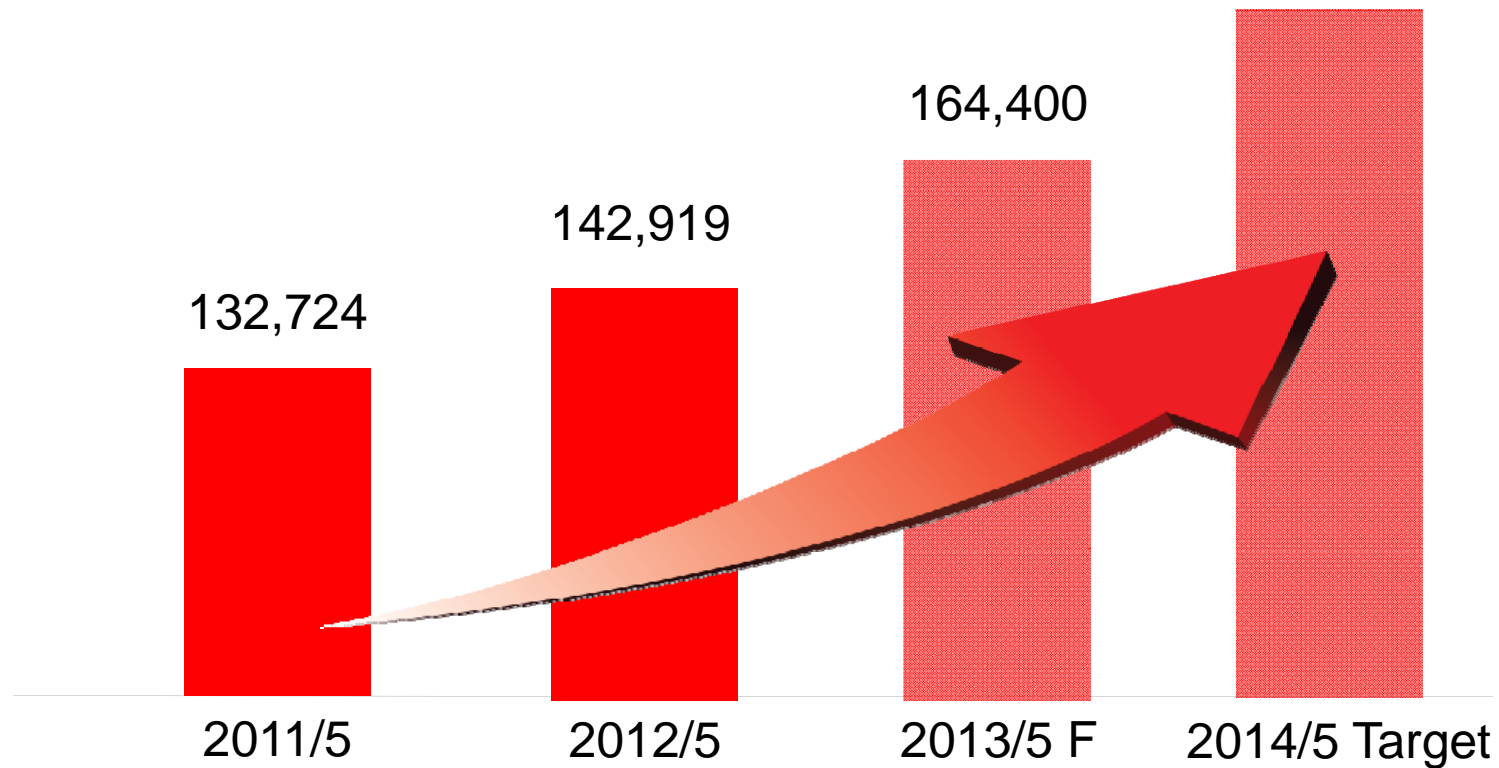


High Growth and
High Profitability

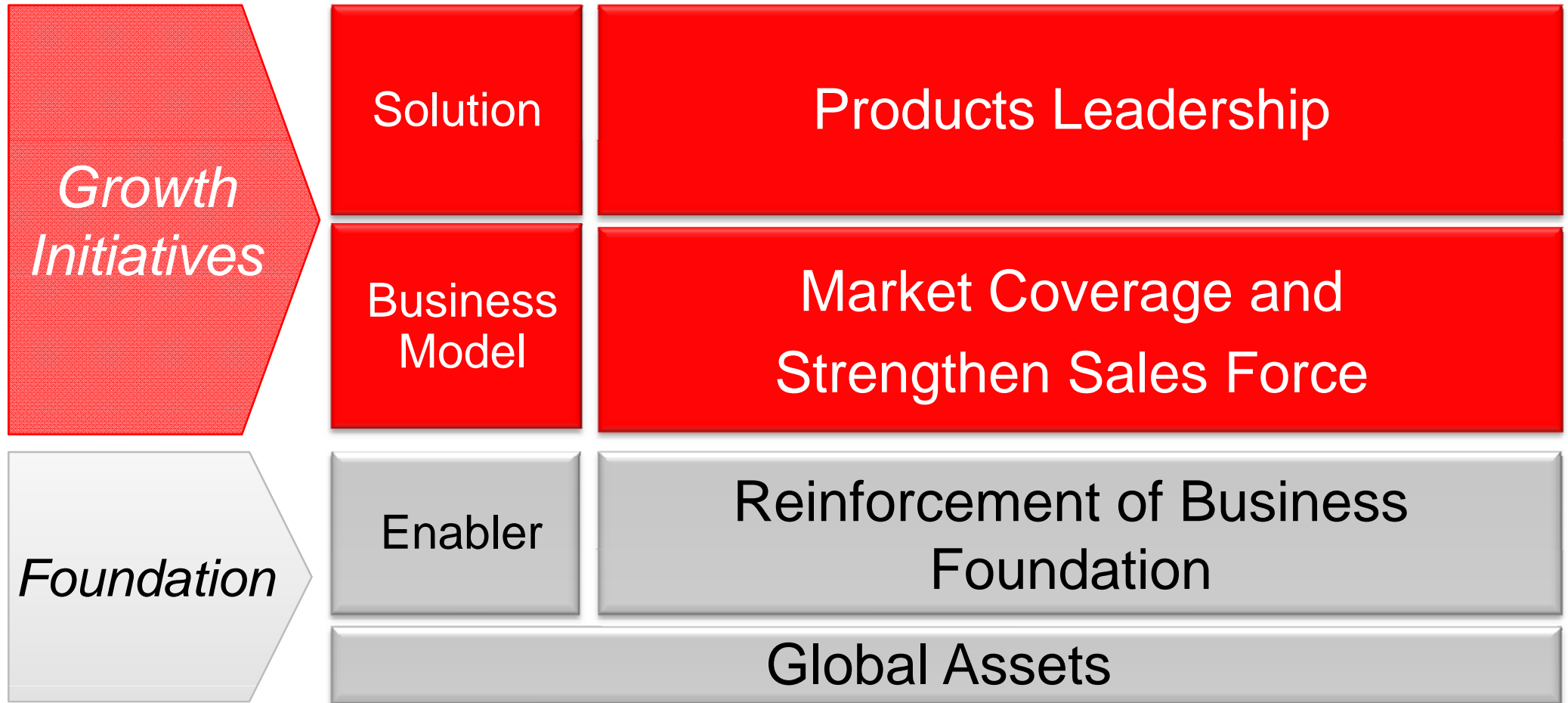
Raise Oracle Japan's corporate
value and shareholders' value

Target of mid term business strategy – No change

May 2011 to May 2014 CAGR
Revenue +12% Operating income +10%



Mid-term Plan Direction – No Change



Mid-term Plan Direction

Major Achievements in May 2012

Growth Initiatives

Solutions

- Delivered new license growth of Database, Middleware, CRM and strategic products
- Broad customers momentum on *Exadata*
- Successfully delivered new products, such as *SPARC SuperCluster*, *Exalytics* and *Fusion Applications*

Business Model

- Deepen specialization sales force
- Accelerate sales partners' Specialization program
- Growth of ISVs and embedded applications running on Oracle
- New partners recruitment for hardware products
- Preventive support

Foundation

- Oracle Japan Value
- Skill up
- Operation efficiency

May 2013 – Strategy and Directions

1. Market Coverage

- Increase sales capacity:
Products sales, industry sales and OracleDirect

2. Increase the market share

- Products specialization and continuing to accelerate sales partners' Specialization program
- Deployment of cloud services

3. Collaboration

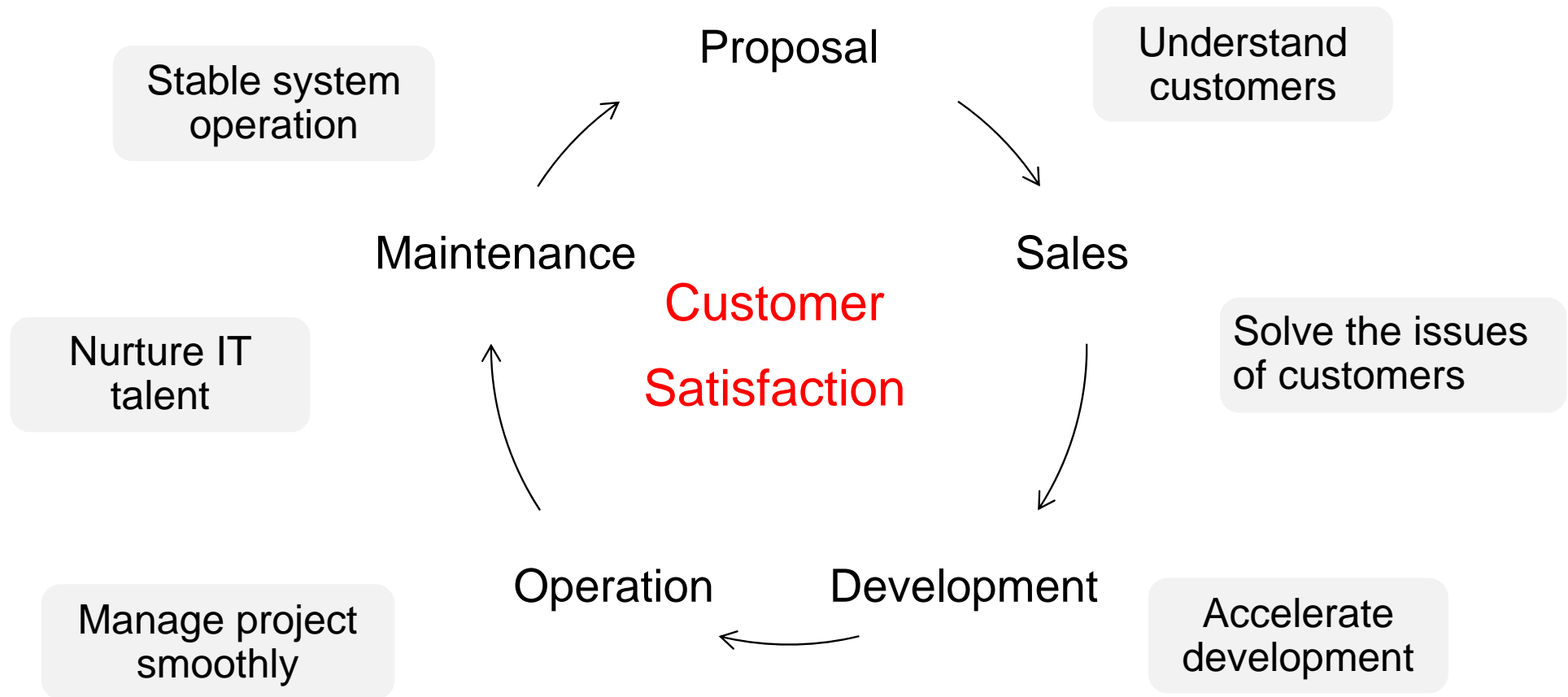
- Business unit and line of business's
- Utilize Oracle's information infrastructure

4. Customer Satisfaction

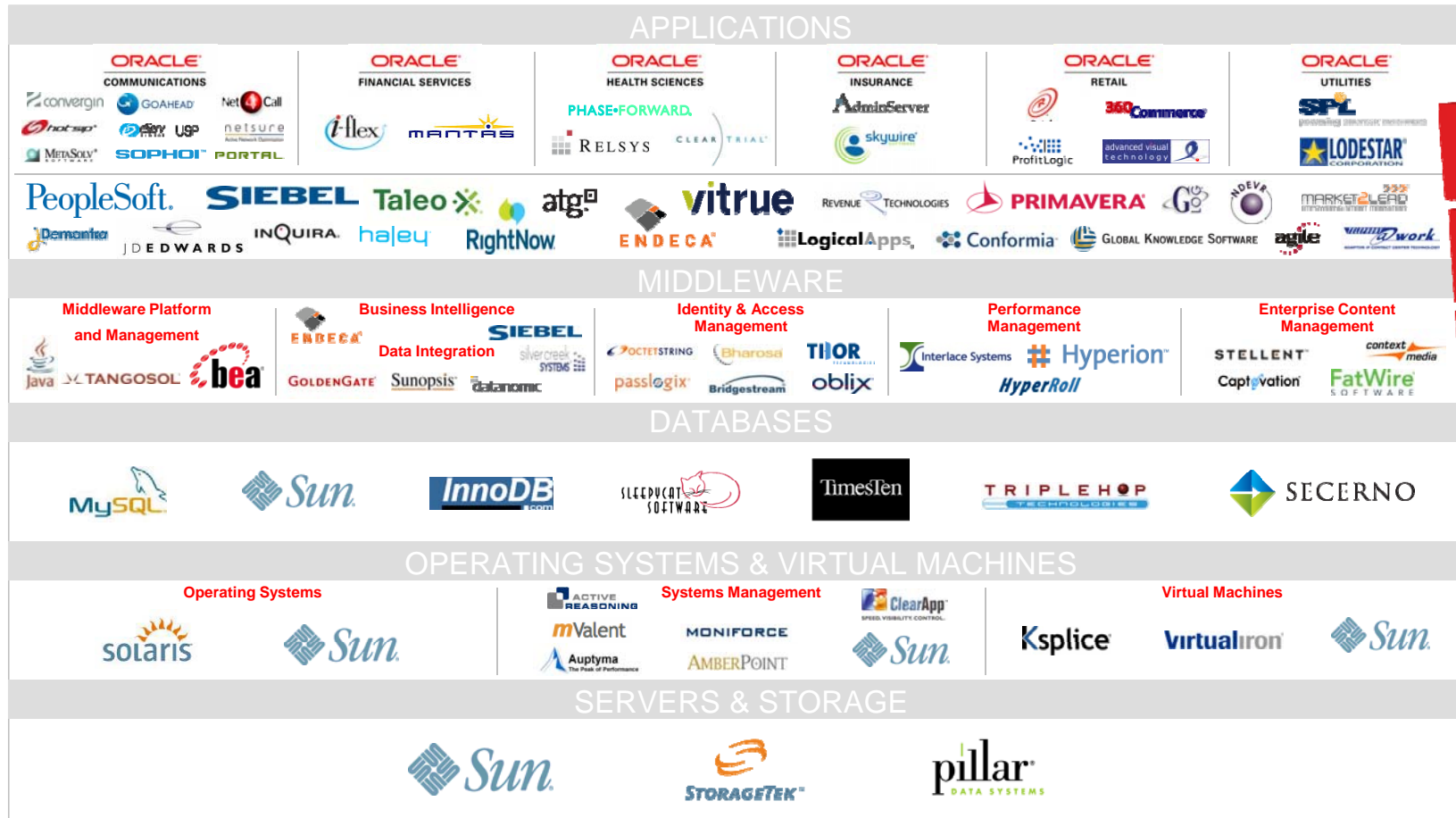
- Account Management
- Life Cycle Relationship

Be a reliable and trusted IT company

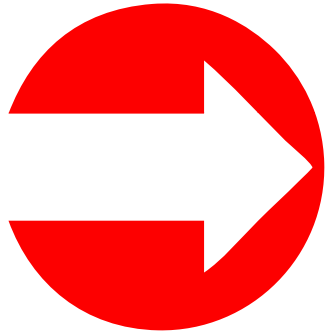
IT Lifecycle Relationship with customers



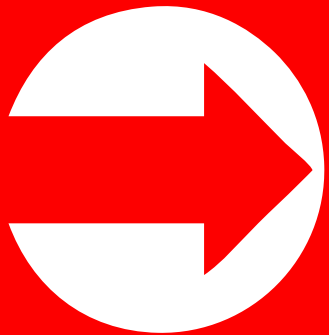
Delivering Oracle Value



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SIMPLIFY IT



UNLEASH INNOVATION

“最強”が集結した。



MARVEL
アベンジャーズ

アベンジャーズ

7人のスーパーヒーローが集結した究極のパワー

8.17[金] 3D/2D同時公開!

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Q&A

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Oracle Corporation Japan Overview

In 1985, Oracle Corporation Japan (OCJ) was established as a Japanese subsidiary of Oracle Corporation. Since then, OCJ has been providing Oracle's products, solutions, consulting, support and education to the customers in Japan.

- Representative: Takao Endo, President & CEO
 - Revenue: 142,919M Yen
 - Capital : 22,301M Yen
 - # of Employees: 2,586
 - Fiscal year ending: May 31
 - # of Business partners : Approx. 1,000
 - # of Customers: Approx. 28,000
 - Listed exchange: TSE 1st section
 - Ticker: 4716
 - Company established: Oct. 15, 1985
 - JASDAQ listing: Feb. 5, 1999
 - TSE listing: Apr. 28, 2000.
- (As of May 31, 2012)

Headquarter: Oracle Aoyama Center, 2-5-8, Kita-Aoyama, Minato-ku, Tokyo

Creating new IT value and contributing to customer success and the development of society



Oracle Aoyama Center

Hardware and Software
Engineered to Work Together

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