

ORACLE®

Financial Analyst Meeting Fiscal Year Ending May 2015

Oracle Corporation Japan
June 26, 2015

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The document is translation of Oracle Japan's FY15 full year result summary released on June 26, 2015, and errors and omissions excepted.

Program Agenda

- 1 May 2015 Result
- 2 May 2016 Forecast

May 2015 Result

Result summary - 12 months

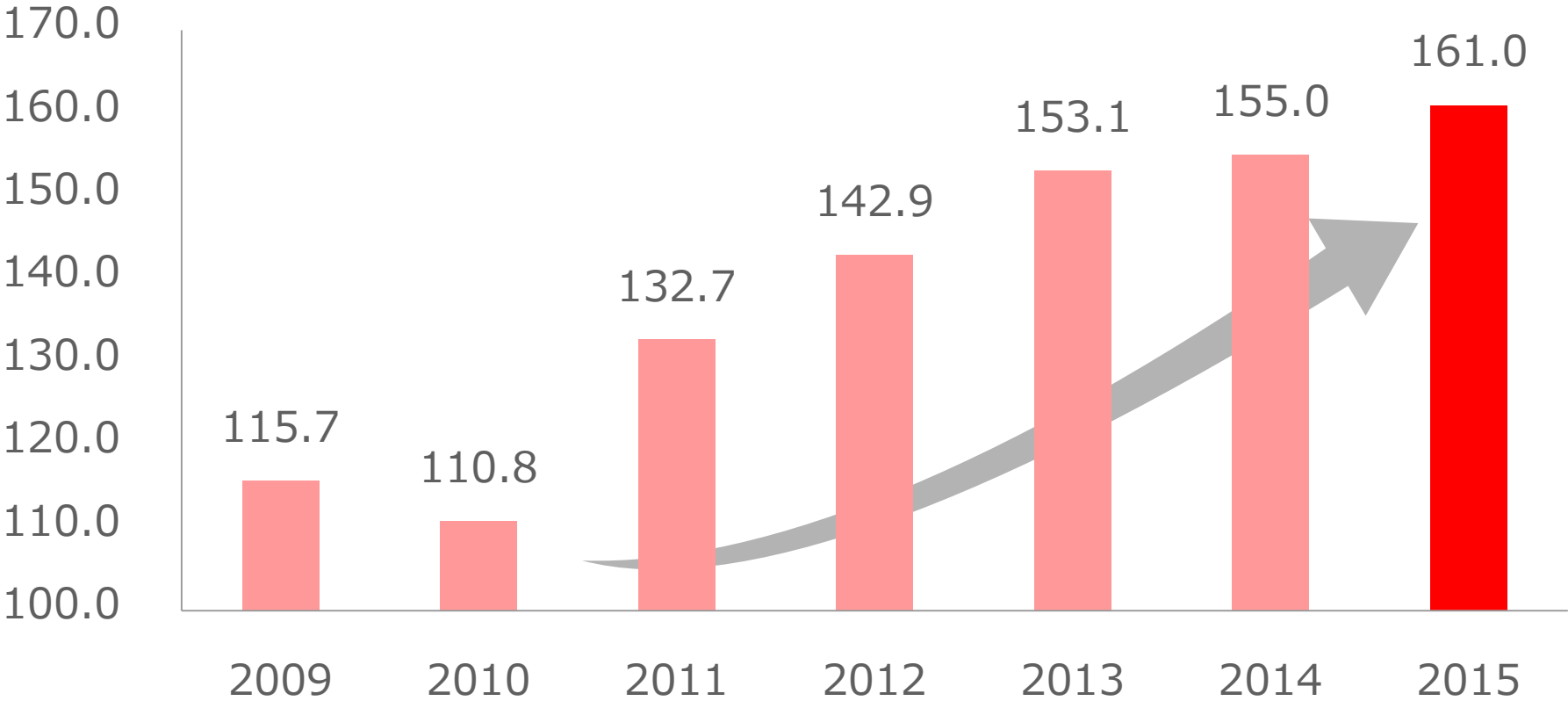
(JPY in Million)

	May 2015	YoY (%)	May 2014
Revenue	161,051	+3.9	154,972
Software related	121,329	+6.4	114,060
Hardware systems	21,790	-7.4	23,532
Services	17,932	+3.2	17,378
Operating income	47,085	+6.3	44,315
Ordinary income	47,286	+6.7	44,314
Net income	30,246	+11.3	27,171
EPS	¥ 237.78	¥+24.03	¥ 213.75

Revenue

- 5 straight years of revenue growth
- Record-high revenue

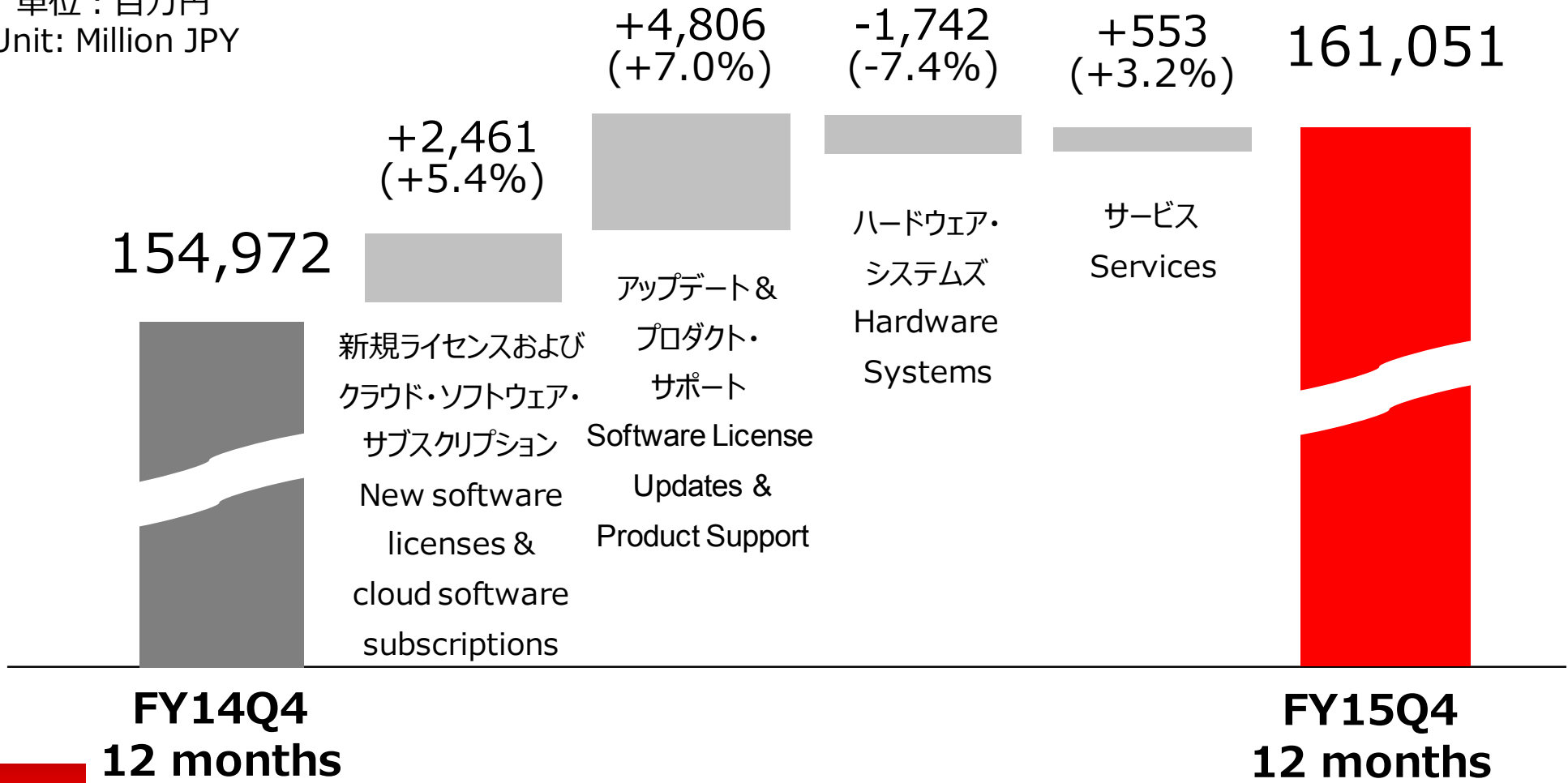
(Billion JPY)



Revenue YoY

売上高 / Revenue +6,079 (+3.9%)

単位：百万円
Unit: Million JPY



Revenue by segments

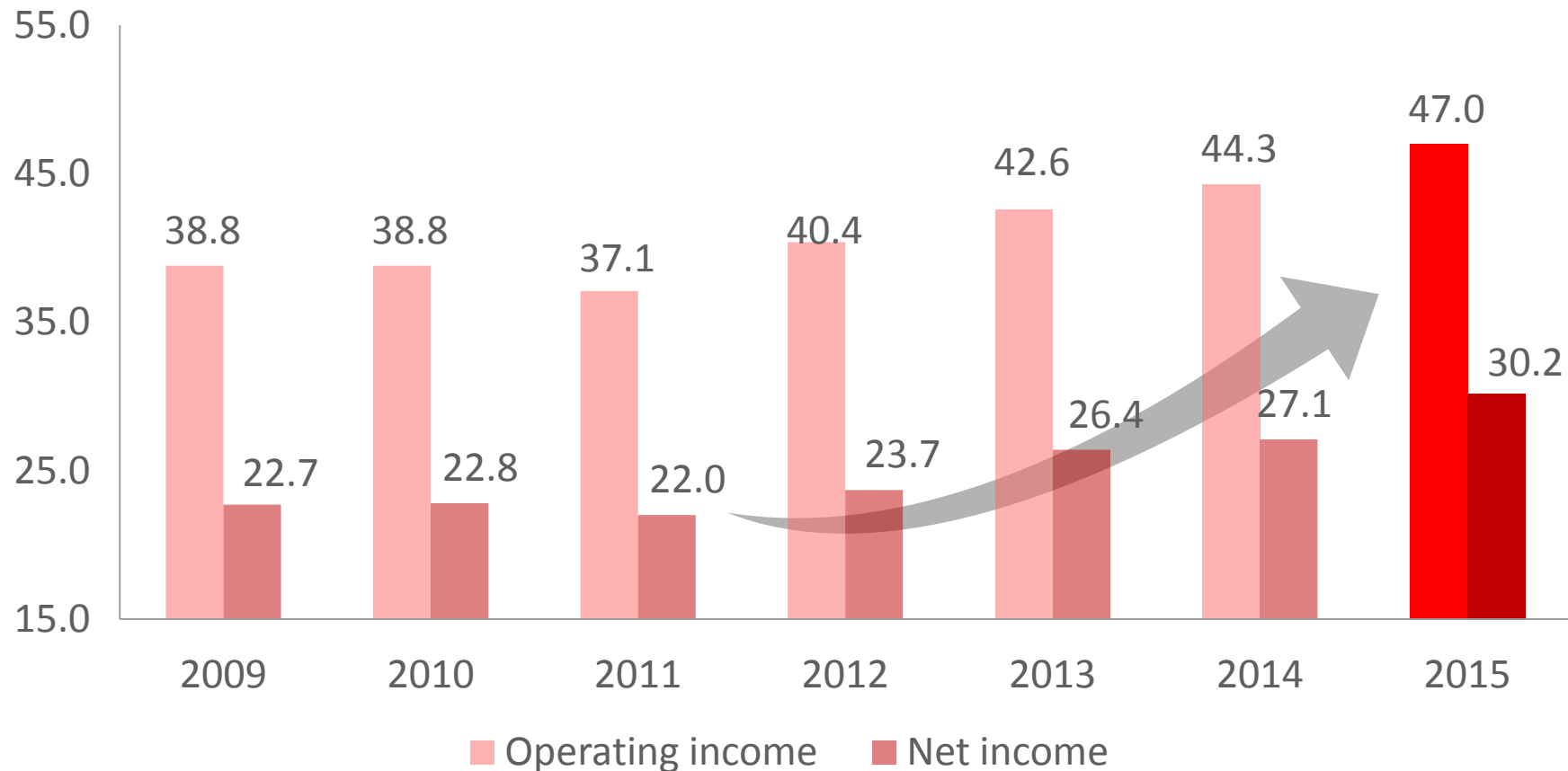
(JPY in Million)

	May 2015	YoY (%)	May 2014
New software licenses	45,544	+6.2	42,874
Cloud software subscriptions	2,383	-8.0	2,591
New software licenses and cloud software subscriptions	47,927	+5.4	45,466
Software license updates & product support	73,401	+7.0	68,594
Software related	121,329	+6.4	114,060
Hardware systems products	11,570	-15.7	13,724
Hardware systems support	10,219	+4.2	9,808
Hardware systems	21,790	-7.4	23,532
Services	17,932	+3.2	17,378
合計	161,051	+3.9	154,972

Operating income / Net income

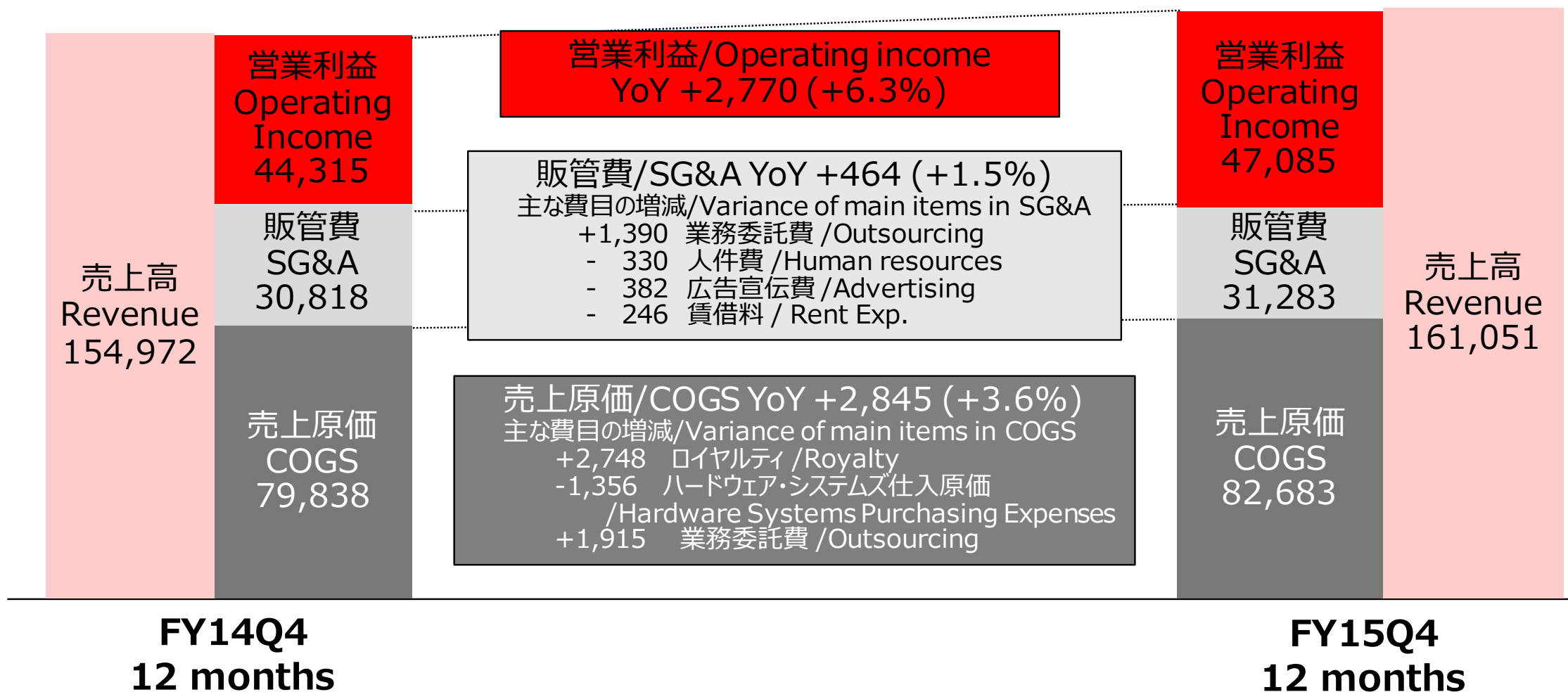
- 4 straight years of margin growth
- Record-high operating income & net income

(Billion JPY)



Operating income YoY

単位：百万円
Unit: Million JPY

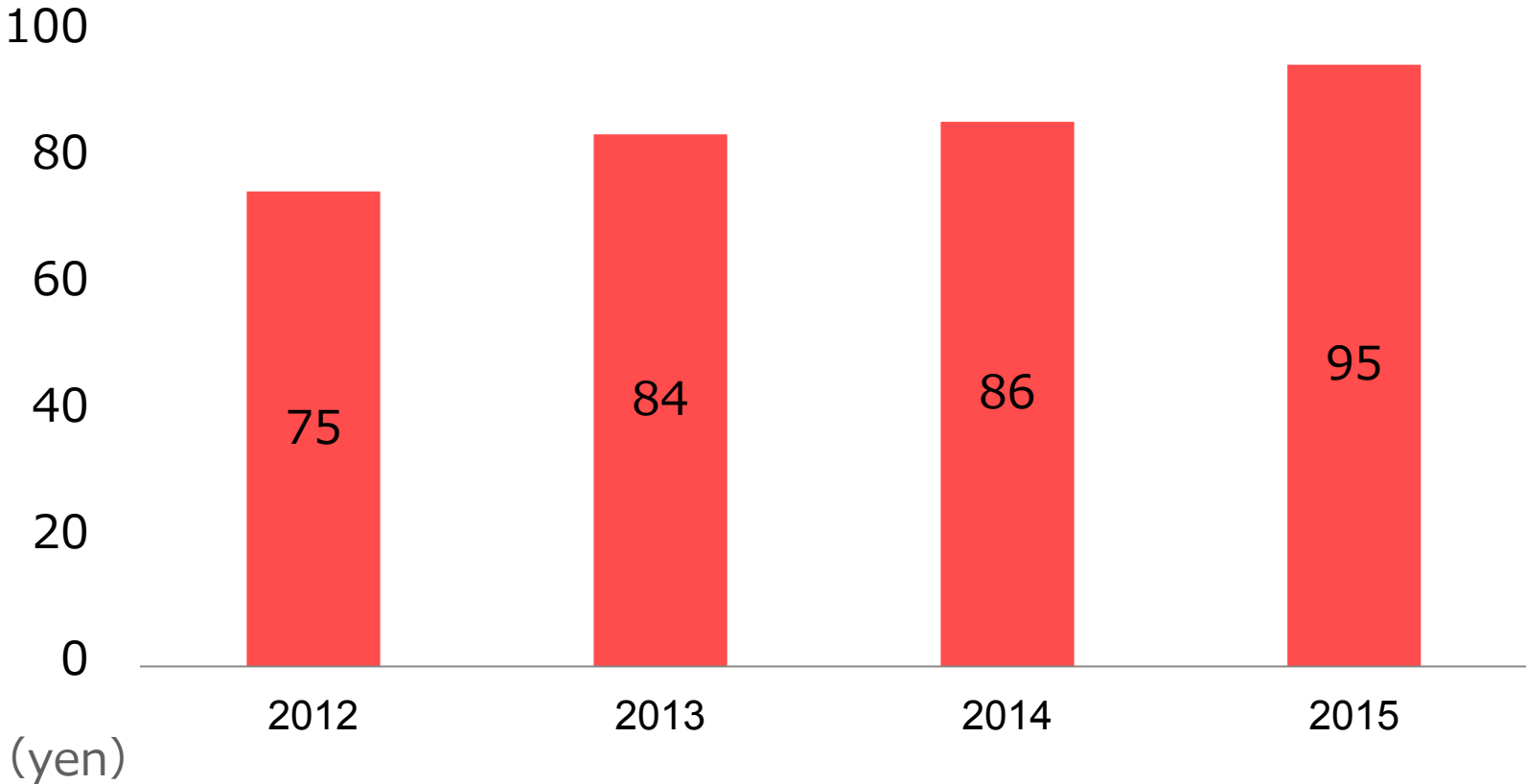


COGS / SG&A

(JPY in Million)

	May 2015	YoY (%)	May 2014
Cost of goods sold	82,683	+3.6	79,838
Royalty	49,917	+5.8	47,169
Hardware Systems Purchasing Expenses	15,758	-7.9	17,115
Human Resources	10,164	-5.0	10,693
External Contractor & Outsourcing	5,209	58.1	3,294
Rent	319	-10.3	355
Selling, general and administrative	31,283	+1.5	30,818
Human Resources	19,402	-1.7	19,733
External Contractor & Outsourcing	5,616	32.9	4,226
Advertising	1,061	-26.5	1,443
Rent	196	-55.6	442
Number of employees (including secondments from OIS)	2,406	-62人	2,468

Dividend



- Dividend per share : JPY **95**
- EPS : JPY 237.78
- Interim Dividend : None
- Payment date : Aug 5, 2015

May 2016 Forecast

Forecast summary

	High (%)	Low (%)
Revenue	5	2
New Licenses + Updates & Product Support	4	3
Cloud software subscriptions	32	16
EPS	¥ 254	¥ 245

(note1) Cloud software subscription includes IaaS revenue.

(note2) Estimation of effective tax rate = 33.5%

Forecast - Dividend

- May 2016 Dividend Forecast:
 - Year-end dividend for the year ending 2016 is to be determined.
- Dividend policy
 - Consider the balance among cash amount required for the company's business plan, business results and cash flows
 - Keep financial indicators such as shareholders' equity ratio and return on equity at a reasonable level
 - Ensure management flexibility

POCO : The Power Of Cloud by Oracle

FY16

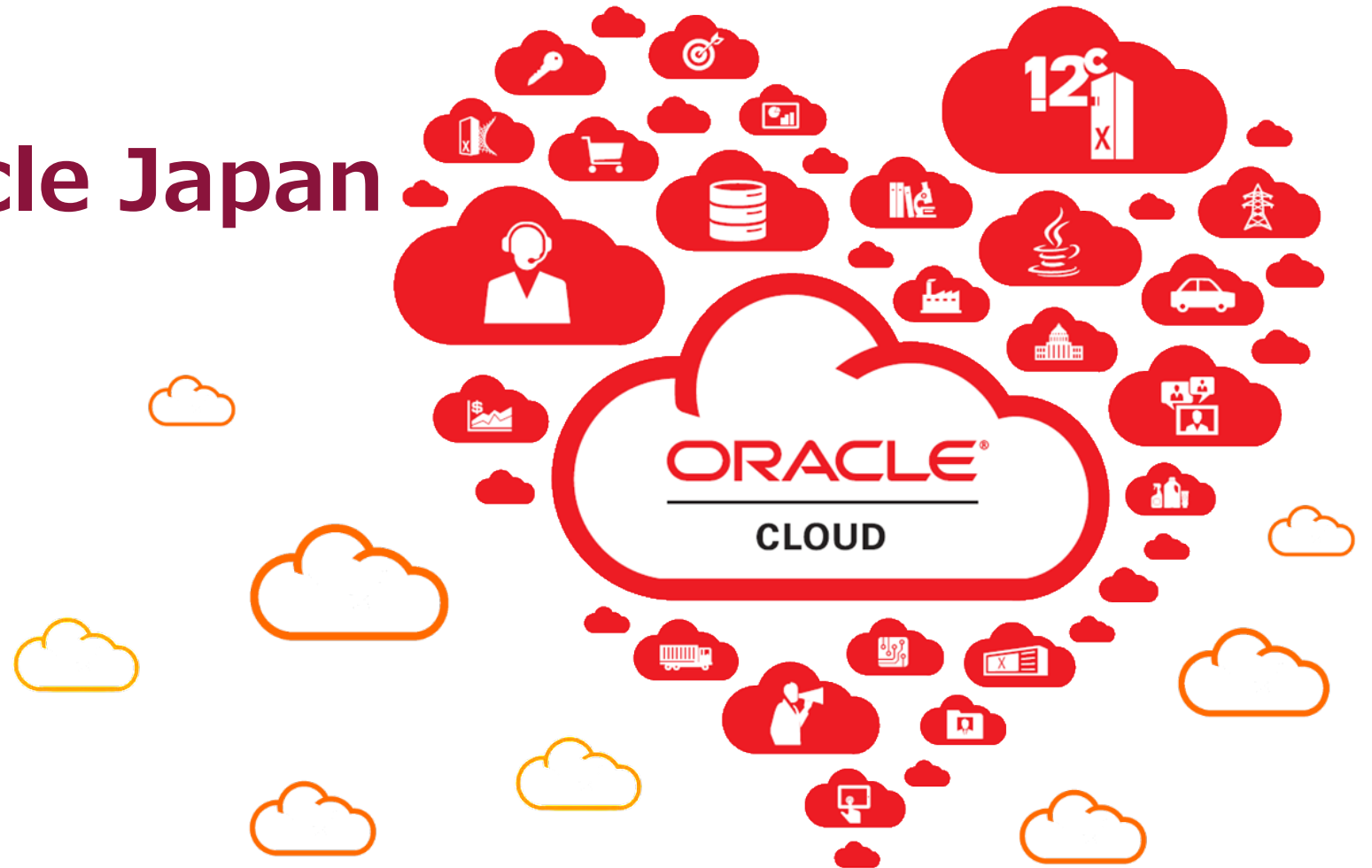
Strategy of Oracle Japan

June 26, 2015

Oracle Corporation Japan

President & CEO

Hiroshige Sugihara



Oracle Japan VISION 2020

FY2016: 2nd Year

Oracle Japan will be...
Make History

**No. 1 in Cloud & the Most
Admired Company in the Industry**

#1

By leading the industry and creating a new definition of next-generation Cloud with the Oracle Cloud Technology Stack

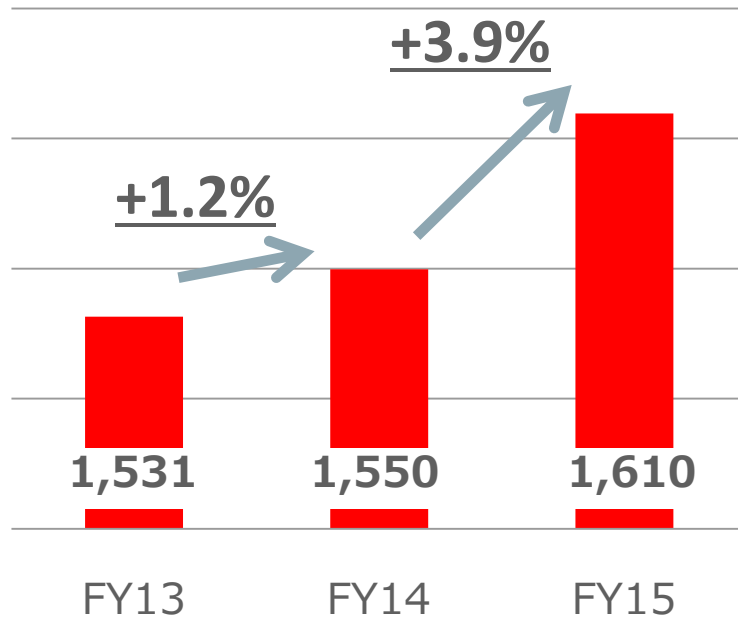
To serve the people, society and all Japanese businesses, Oracle Japan commits to deliver the best possible result on planet Earth with “speed, discipline and flexibility, delivered by creative, passionate people”.

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Oracle Corp. Japan **FY15** Financial Performance

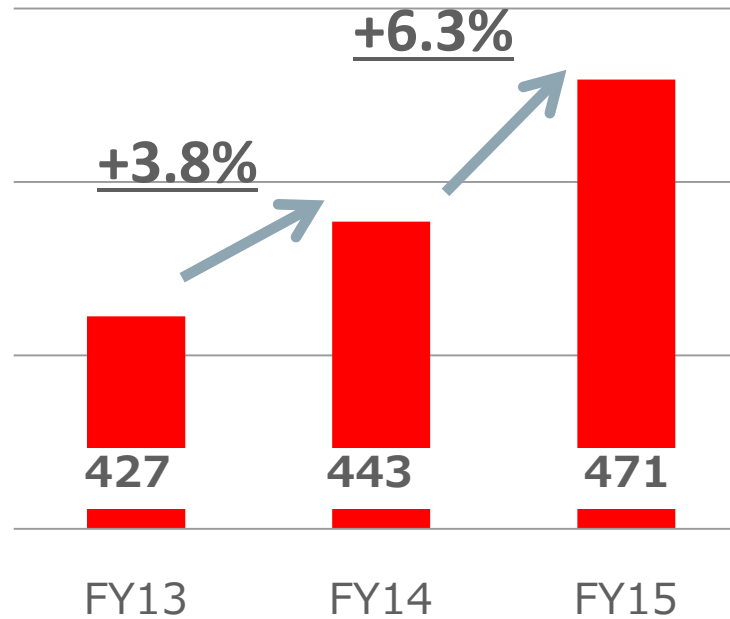
(JPY in Million)

Revenue 売上



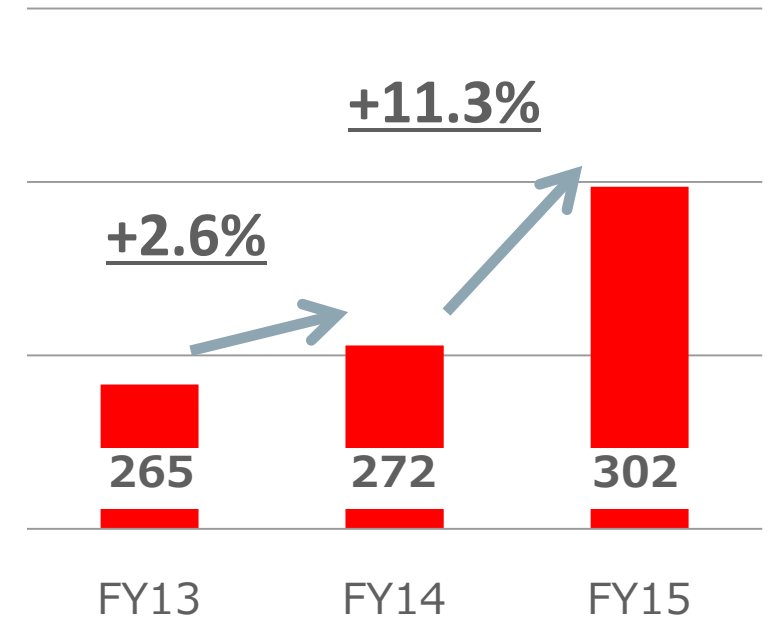
Record High

Operating Income 営業利益



Record High

Net Income 純利益



Record High



POCO

**The Power Of Cloud
by Oracle**

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FY16 Management strategies : POCO

1. Expansion of SaaS

2. Expansion of PaaS

3. Strengthening enterprise sales activities

4. Strengthening of branch offices and regional businesses

POCO
**The Power Of Cloud
by Oracle**

POCO: The Power Of Cloud by Oracle

SaaS



- Posted GM for strategic 5 solutions
- Increase the number of sales and support personnel

PaaS



- Classified business segment: Database, Middleware & BI
- Organized the PaaS dept.
- Newly establish a data center in Japan

Enterprise sales



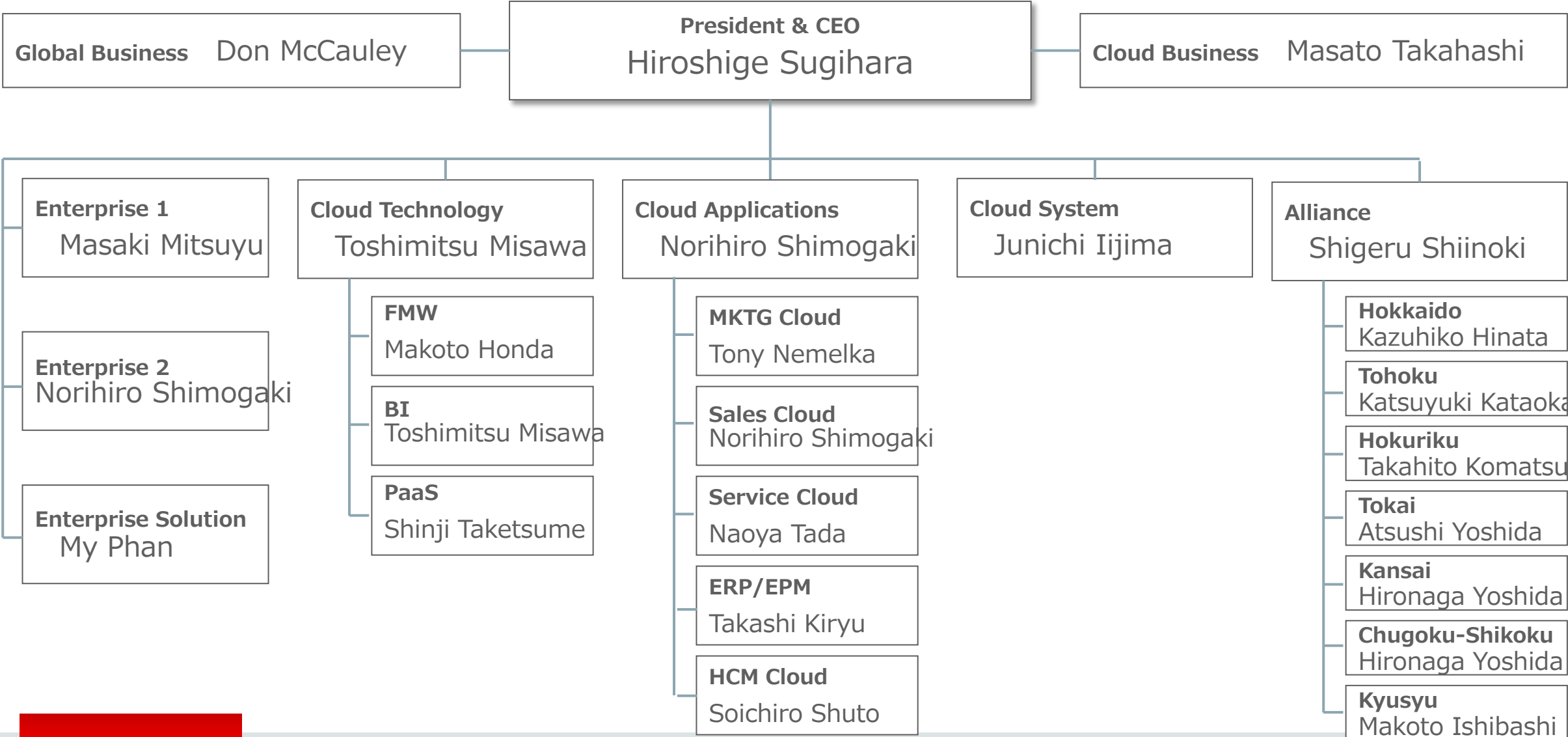
- Strengthening of direct sales capabilities from the customers' standpoint
- Support for corporate customers in overseas business expansion
- Organized Global business dept.

Branch offices



- Reorganized Chubu office for Hokuriku office and Tokai office
- Reorganized Nishi-Nihon office for Kansai office and Chugoku-Shikoku office

FY16 Organization Chart (excerpt)



VISION 2020

#1 CLOUD

ORACLE JAPAN

Integrated Cloud

Applications & Platform Services

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