

FOR IMMEDIATE RELEASE**Oracle Financial Services Software Reports Q2 Fiscal Year 2024
Revenue for the Quarter at Rs. 1,445 Crore, up 5% YoY;
Net Income of Rs. 417 Crore, up 5% YoY**

Mumbai, India—October 18, 2023: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority-owned subsidiary of Oracle, today announced results for the quarter ended September 30, 2023.

On a consolidated basis, revenue for the quarter was Rs. 1,445 Crore, up 5% year-over-year. Net income for the quarter was Rs. 417 Crore, up 5% year-over-year. Operating income for the quarter was Rs. 531 Crore, down 2% year-over-year.

For the three months ended September 30, 2023, the Products business posted a revenue of Rs. 1,298 Crore, up 6% year-over-year, and operating income of Rs. 553 Crore, equal to the operating income of the same quarter last fiscal year. For the same period, the Services business posted revenue of Rs. 147 Crore, down 2% year-over-year, and the operating income of Rs. 33 Crore, down 17% year-over-year.

Makarand Padalkar, Managing Director and Chief Executive Officer, Oracle Financial Services Software, said, “I am delighted to take over the position of the Managing Director & CEO of this great company and look forward to continuing corporate success. We had strong license wins in the quarter of \$40.5 million driven by marquee cloud wins. And we have a robust deal pipeline across our portfolio.”

Avadhut Ketkar, Chief Financial Officer, Oracle Financial Services Software, said, “I am excited to become the Chief Financial Officer of the Company. The Company maintained consistency in the performance this quarter with operating margin of 36.8% and net margin of 28.9%. The accounts receivables are healthy, with the Days of Sales Outstanding (DSO) of 61 days.”

Business Highlights

- The company signed license fees of \$40.5 million during this quarter with customers in 26 countries.
- 11 customers went live on Oracle Financial Services software products during the quarter.
- Established in 1988, Westlake Financial is a technology-based, privately held finance company that specializes in the acquisition and servicing of prime to subprime automotive retail installment contracts. The company extended its relationship with Oracle by signing a deal for Oracle Financial Services Lending and Leasing.
- Symbiotics Investments SA, Geneva is a market access platform for impact investing, dedicated to private markets in emerging and frontier economies. The Symbiotics Group offers investment, asset management and capacity building services. The institution has chosen Oracle Banking Cloud Services for Corporate Lending and Treasury Management.
- A large credit Union has chosen to implement Oracle Banking Cloud Services accounts and communication cloud applications.
- Tanner Servicios Financieros S.A. is a credit institution headquartered in Chile that offers factoring, leasing, car loans, credit, and asset management services. The company has chosen to implement Oracle's core banking, Oracle Financial Services Lending and supply chain finance applications to strengthen its financial technology portfolio.
- A well-known financial services company in the USA has signed a deal for Oracle Financial Services Analytical Applications.
- LAPO Microfinance Bank is a strategic customer to Oracle, Lapo provides financial products and solutions to micro, small, and medium enterprises, and members in 34 states in Nigeria from a network of over 500 branches. The institution has reinvested in Oracle Banking technology with a deal for Oracle Digital Banking Experience, Oracle Branch, Oracle Banking Payments, and Oracle core banking applications.
- A US-based bank has continued investing in Oracle Banking technology by signing a deal for Oracle Financial Services Analytical Applications.
- Farmers Development Bank – Mandalay (FDB Bank) is a digital-first, SME-focused commercial bank in Myanmar. The bank has chosen Oracle as its technology partner of choice as it embarks on a digital banking journey by implementing Oracle Banking Digital Experience, Oracle Banking Branch, Oracle Trade finance, Treasury, and Oracle core banking applications.
- An established US-based bank has extended its existing relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- An established Nigerian bank has extended its existing relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.

- A US-headquartered technology services company has signed a deal with Oracle to subscribe to Oracle Financial Services Analytical Applications Cloud Service.
- Building on a strong existing technology partnership with Oracle, a recognized Egyptian bank has signed a deal for Oracle Banking Digital Experience, Oracle Corporate Lending, Oracle Treasury, and Oracle core banking.
- Founded 27 years ago, Dutch-Bangla Bank PLC, a Bangladeshi bank, has transformed the banking business through its innovation, banking automation, digital banking, and introduction of mobile banking 'Rocket' to reach the unbanked masses and pioneering CSR activities. The bank has recently renewed its technology partnership with Oracle. Under this agreement, the bank is set to implement a comprehensive suite of financial solutions, including Oracle Corporate Lending, Oracle Banking Digital Experience, Oracle Trade Finance, Oracle Treasury operations, and Oracle Core Banking applications.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
Q2 FY 2023-24 : FINANCIAL RESULTS					
CONSOLIDATED STATEMENTS OF OPERATIONS					
(In INR Million, except per share data)					
Particulars	Three Months Ended				% Increase (Decrease)
	September 30, 2023	% of Revenues	September 30, 2022	% of Revenues	
REVENUES					
Products	12,980	90%	12,259	89%	6%
Services	1,465	10%	1,501	11%	(2%)
Total Revenues	14,445	100%	13,760	100%	5%
SEGMENT RESULTS					
Products	5,527	43%	5,524	45%	0%
Services	331	23%	398	27%	(17%)
Total	5,858	41%	5,922	43%	(1%)
Unallocable expenses	(547)	(4%)	(523)	(4%)	5%
OPERATING INCOME	5,311	37%	5,399	39%	(2%)
Interest and other income, net	651	4%	456	4%	43%
INCOME BEFORE PROVISION OF TAXES	5,962	41%	5,855	43%	2%
Provision for taxes	1,788	12%	1,877	14%	(5%)
NET INCOME	4,174	29%	3,978	29%	5%
Earnings per share of Rs 5/- each (in Rs)					
Basic	48.25		46.06		5%
Diluted	48.01		45.90		5%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
FY 2023-24 YEAR TO DATE : FINANCIAL RESULTS					
CONSOLIDATED STATEMENTS OF OPERATIONS					
(In INR Million, except per share data)					
Particulars	Half Year Ended				% Increase (Decrease)
	September 30, 2023	% of Revenues	September 30, 2022	% of Revenues	
REVENUES					
Products	26,157	90%	24,917	90%	5%
Services	2,912	10%	2,868	10%	2%
Total Revenues	29,069	100%	27,785	100%	5%
SEGMENT RESULTS					
Products	11,632	44%	11,970	48%	(3%)
Services	798	27%	714	25%	12%
Total	12,430	43%	12,684	46%	(2%)
Unallocable expenses	(1,058)	(4%)	(938)	(3%)	13%
OPERATING INCOME	11,372	39%	11,746	43%	(3%)
Interest and other income, net	1,657	6%	897	3%	85%
INCOME BEFORE PROVISION OF TAXES	13,029	45%	12,643	46%	3%
Provision for taxes	3,845	13%	3,748	14%	3%
NET INCOME	9,184	32%	8,895	32%	3%
Earnings per share of Rs 5/- each (in Rs)					
Basic	106.19		103.03		3%
Diluted	105.64		102.64		3%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP							
SUPPLEMENTAL OPERATING METRICS							
	FY 2022-23					FY 2023-24	
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2
Geographic Revenues							
Products Business							
India	10%	9%	8%	10%	9%	11%	10%
Outside India							
Americas							
United States of America	23%	24%	27%	24%	24%	25%	28%
Rest of America	8%	8%	10%	7%	9%	7%	9%
Europe	17%	14%	15%	13%	15%	14%	13%
Asia Pacific	26%	27%	23%	18%	24%	22%	19%
Middle East and Africa	16%	18%	17%	27%	19%	21%	21%
Services Business							
India	0%	0%	0%	1%	0%	1%	1%
Outside India							
Americas							
United States of America	71%	67%	70%	66%	68%	66%	68%
Rest of America	0%	0%	0%	0%	0%	0%	0%
Europe	15%	15%	14%	17%	15%	18%	15%
Asia Pacific	10%	13%	11%	12%	12%	10%	11%
Middle East and Africa	4%	5%	5%	5%	5%	5%	5%
Total Company							
India	9%	8%	7%	10%	8%	10%	9%
Outside India							
Americas							
United States of America	27%	29%	31%	28%	29%	29%	32%
Rest of America	8%	7%	9%	7%	8%	7%	8%
Europe	16%	14%	15%	14%	15%	14%	13%
Asia Pacific	25%	26%	22%	17%	22%	21%	18%
Middle East and Africa	15%	16%	16%	25%	18%	19%	20%
Revenue Analysis							
Products Business							
License Fees	16%	9%	16%	17%	15%	15%	7%
Maintenance Fees	33%	34%	33%	32%	33%	34%	38%
Consulting fees							
Fixed Price	31%	35%	33%	33%	33%	34%	37%
Time & Material Basis	20%	22%	18%	17%	19%	17%	18%
Services Business							
Fixed Price	46%	51%	57%	52%	52%	67%	76%
Time & Material Basis	54%	49%	43%	48%	48%	33%	24%
Trade Receivables							
0-180 days	99%	98%	96%	95%	95%	93%	88%
More than 180 days	1%	2%	4%	5%	5%	7%	12%
DSO (Days)	67	57	59	62	62	69	61
Attrition Rate (TTM)							
	26%	21%	17%	15%	15%	12%	11%
Staff Data							
Products Business	6,615	7,158	7,235	7,189	7,189	7,318	7,594
Services Business	1,271	1,325	1,282	1,236	1,236	1,204	1,314
Corporate	177	174	170	168	168	169	167
Total	8,063	8,657	8,687	8,593	8,593	8,691	9,075



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. For more information, visit www.oracle.com/financialservices.

About Oracle

Oracle offers integrated suites of applications plus secure, autonomous infrastructure in the Oracle Cloud. For more information about Oracle (NYSE: ORCL), please visit us at www.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 October 18, 2023. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

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