



**FOR IMMEDIATE RELEASE**

**Oracle Financial Services Software Reports 30% growth in License Fee signings  
for Fiscal Year 2017; Net Income for the Year grew 13%**

Mumbai, India, May 16, 2017: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority owned subsidiary of Oracle, today announced results for the quarter and full year ended March 31, 2017. Net income for the fiscal year 2017 was Rs. 1185 Crore, up 13% compared to fiscal year 2016. Revenue for the fiscal year 2017 was Rs. 4427 Crore, up 7% as compared to fiscal 2016. Net Income for the quarter ended March 31, 2017 was Rs. 228 Crore, up 2% year-over-year. Revenue for the same quarter was Rs. 1052 Crore, down 1% year-over-year.

For the full year ended March 31, 2017 the Products business posted revenue of Rs. 3761 Crore, up 8% than fiscal 2016; and the Operating Margin of Rs. 1629 Crore, up 3%. For the same period, the Services business posted revenue of Rs. 544 Crore, down 1%; and the Operating Margin of Rs. 68 Crore, up 11%.

For the quarter ended March 31, 2017, the Products business posted revenue of Rs. 891 Crore, down 2% year-over-year; and the Operating Margin of Rs. 391 Crore, down 8%. For the same period, the Services business posted revenue of Rs. 131 Crore, up 6%; and the Operating Margin of Rs. 18 Crore up 209% year-over-year.

The Company's Board of Directors confirmed the interim dividend of Rs. 170 per equity share approved on March 29, 2017 as the final dividend for the financial year 2016-17.

Chet Kamat, Managing Director and Chief Executive Officer for Oracle Financial Services Software, said, "We are pleased to report license fee signings of US\$ 106 million for fiscal 2017 representing 30% growth in license fee signings over fiscal 2016, the highest in any fiscal year. Banks across the world are innovating to meet the changing customer demands and our offerings are strongly positioned to help them address their priorities."

Makarand Padalkar, Chief Financial Officer for Oracle Financial Services Software, said "We are pleased with the strong performance in the fiscal 2017. Our full year license revenue grew 10% and support revenue posted 18% growth. The Operating Margins for the full year were at 36% despite a 2.3 percentage point impact due to the adverse currency situation in some emerging markets, especially Egypt."

## **Business Highlights**

- Signed new license deals of \$26 million for the quarter across Canada, Cambodia, China, India, Libya, Malaysia, Papua New Guinea, Singapore, South Africa, United Arab Emirates and United States.
- 17 customers went live on Oracle Financial Services software products during the quarter.
- OFSAA was positioned as a Category Leader in the Chartis Research Enterprise Stress Testing report. Oracle was also cited as a Global Power Seller in the Global Banking Platform Deals Survey 2017, Forrester, April 2017.
- Mediterranean Bank S.A.L. provides retail and corporate banking services. The bank was founded in 1997 and is headquartered at Benghazi, Libya. It acquired Oracle FLEXCUBE for retail and corporate operations with a digital oriented strategy.
- Bank of Nanjing Co., Ltd is a Chinese provider of financial products and services to micro or small enterprises, medium or large corporate customers, financial institutions, and individuals. The institution signed a new contract to utilize Oracle Financial Services Analytical Applications, Capital Planning and Liquidity Risk.
- Karur Vysya Bank Limited is an Indian private-sector bank headquartered in Karur in Tamil Nadu. Primarily operating in treasury, corporate banking and retail banking segments, the institution was founded in 1916. Karur Vysya Bank extended their agreement with Oracle, agreeing to implement the FLEXCUBE Universal Banking System into their pre-existing financial systems architecture.
- One of the five largest banks in Canada that conducts business worldwide has signed a new deal to utilize Oracle Financial Services Analytical Applications for Financial Crime and Compliance Management.
- The largest & most progressive private sector bank in Papua New Guinea, Bank South Pacific has signed a license for Oracle FLEXCUBE, Oracle Banking Digital Experience and Oracle Financial Services Analytics Applications.
- One of the first privately owned commercial banks from Libya, Aman Bank will soon be integrating Oracle Banking Digital Experience into their technology landscape to enhance the bank's payments offerings with P2P Payments and Wallet capabilities.

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**FY 2016-17 YEAR TO DATE : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

Particulars	Year Ended				% Increase (Decrease)
	Mar 31, 2017	% of Revenues	Mar 31, 2016	% of Revenues	
<b>REVENUES</b>					
Products	37,613	85%	34,680	84%	8%
Services	5,438	12%	5,476	13%	(1%)
BPO - Services	1,214	3%	1,156	3%	5%
<b>Total Revenues</b>	<b>44,265</b>	<b>100%</b>	<b>41,312</b>	<b>100%</b>	<b>7%</b>
<b>SEGMENT RESULTS</b>					
Products	16,286	43%	15,836	46%	3%
Services	682	13%	612	11%	11%
BPO - Services	415	34%	181	16%	130%
<b>Total</b>	<b>17,383</b>	<b>39%</b>	<b>16,629</b>	<b>40%</b>	<b>5%</b>
Unallocable expenses	(1,374)	(3%)	(1,260)	(3%)	9%
<b>OPERATING INCOME</b>	<b>16,009</b>	<b>36%</b>	<b>15,369</b>	<b>37%</b>	<b>4%</b>
Interest and other income, net	1,561	4%	2,107	5%	(26%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>17,570</b>	<b>40%</b>	<b>17,476</b>	<b>42%</b>	<b>1%</b>
Provision for taxes	5,716	13%	6,987	17%	(18%)
<b>NET INCOME</b>	<b>11,854</b>	<b>27%</b>	<b>10,489</b>	<b>25%</b>	<b>13%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	139.76		123.78		13%
Diluted	139.29		123.12		13%

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q4 FY 2016-17 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Mar 31, 2017	% of Revenues	Mar 31, 2016	% of Revenues	
<b>REVENUES</b>					
Products	8,912	85%	9,116	86%	(2%)
Services	1,309	12%	1,235	11%	6%
BPO - Services	297	3%	291	3%	2%
<b>Total Revenues</b>	<b>10,518</b>	<b>100%</b>	<b>10,642</b>	<b>100%</b>	<b>(1%)</b>
<b>SEGMENT RESULTS</b>					
Products	3,912	44%	4,240	47%	(8%)
Services	179	14%	58	5%	209%
BPO - Services	88	30%	95	33%	(7%)
<b>Total</b>	<b>4,179</b>	<b>40%</b>	<b>4,393</b>	<b>41%</b>	<b>(5%)</b>
Unallocable expenses	(579)	(6%)	(522)	(5%)	11%
<b>OPERATING INCOME</b>	<b>3,600</b>	<b>34%</b>	<b>3,871</b>	<b>36%</b>	<b>(7%)</b>
Interest and other income, net	100	1%	459	4%	(78%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>3,700</b>	<b>36%</b>	<b>4,330</b>	<b>40%</b>	<b>(15%)</b>
Provision for taxes	1,420	14%	2,087	20%	(32%)
<b>NET INCOME</b>	<b>2,280</b>	<b>22%</b>	<b>2,243</b>	<b>20%</b>	<b>2%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	26.85		26.43		2%
Diluted	26.75		26.32		2%

**Oracle Financial Services Software Limited**  
**Q4 FY 2016-17 Financial Results**  
**SUPPLEMENTAL OPERATING MATRICES**

	Financial Year 2015-16					Financial Year 2016-17				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Segmental Revenue (INR Mn)</b>										
Product Business	8,758	8,163	8,643	9,116	34,680	9,982	8,966	9,753	8,912	37,613
Services Business	1,443	1,482	1,316	1,235	5,476	1,497	1,364	1,268	1,309	5,438
BPO Business	282	296	287	291	1,156	292	323	302	297	1,214
Total	10,483	9,941	10,245	10,642	41,312	11,771	10,653	11,323	10,518	44,265
<b>Geographic Revenues</b>										
<b>Products Business</b>										
NAMER	31%	26%	28%	33%	29%	29%	28%	36%	35%	32%
JAPAC	33%	39%	34%	33%	34%	36%	36%	31%	37%	35%
EMEA	36%	36%	38%	35%	36%	35%	37%	34%	29%	33%
<b>Services Business</b>										
NAMER	71%	71%	73%	74%	72%	68%	73%	75%	72%	72%
JAPAC	10%	9%	8%	7%	9%	7%	7%	7%	7%	7%
EMEA	19%	20%	18%	19%	19%	25%	20%	18%	21%	21%
<b>Total Company</b>										
NAMER	37%	34%	35%	39%	36%	35%	35%	41%	40%	38%
JAPAC	29%	33%	30%	29%	30%	32%	31%	27%	32%	31%
EMEA	33%	33%	35%	32%	34%	34%	34%	31%	28%	32%
<b>Revenue Analysis by Type</b>										
<b>Product Revenues</b>										
License Fees	18%	13%	18%	14%	16%	20%	9%	20%	17%	16%
Professional Services	56%	59%	54%	58%	57%	52%	60%	51%	54%	54%
Maintenance	26%	28%	28%	28%	27%	28%	32%	29%	30%	30%
<b>Services Revenues</b>										
Fixed Price	21%	19%	17%	17%	19%	17%	20%	27%	26%	22%
Time & Material Basis	79%	81%	83%	83%	81%	83%	80%	73%	74%	78%
On-site	37%	37%	39%	35%	37%	40%	38%	38%	40%	39%
Off-shore	63%	63%	61%	65%	63%	60%	62%	62%	60%	61%
<b>Customer Concentration*</b>										
<b>Product Customers</b>										
Top Customer	48%	48%	53%	50%	50%	55%	49%	51%	48%	51%
Top 5 Customers	57%	60%	63%	62%	60%	65%	59%	61%	59%	61%
Top 10 Customers	63%	65%	67%	67%	64%	70%	64%	67%	64%	65%
<b>Services Customers</b>										
Top Customer	15%	15%	15%	15%	15%	13%	14%	14%	14%	13%
Top 5 Customers	50%	51%	51%	53%	49%	50%	52%	54%	58%	50%
Top 10 Customers	76%	76%	76%	75%	74%	77%	77%	78%	78%	75%
<b>Total Company</b>										
Top Customer	41%	40%	45%	43%	42%	48%	42%	45%	43%	45%
Top 5 Customers	53%	53%	56%	56%	54%	59%	54%	57%	54%	56%
Top 10 Customers	59%	60%	63%	63%	61%	65%	60%	62%	60%	61%
<b>Trade Receivables</b>										
0-180 days	92%	96%	95%	92%	92%	93%	84%	77%	74%	74%
More than 180 days	8%	4%	5%	8%	8%	7%	16%	23%	26%	26%
DSO (Days)	45	51	44	68	68	67	67	51	54	54
<b>Attrition Rate (TTM)</b>										
	22%	22%	22%	22%	22%	22%	20%	19%	19%	19%
<b>Staff Data</b>										
Products Business	6,065	6,248	6,143	6,150	6,150	6,166	6,438	6,359	6,317	6,317
Services Business	1,821	1,696	1,657	1,645	1,645	1,581	1,548	1,556	1,529	1,529
BPO Business	667	690	718	708	708	698	723	740	754	754
Corporate	242	242	236	230	230	226	223	217	218	218
Total	8,795	8,876	8,754	8,733	8,733	8,671	8,932	8,872	8,818	8,818

\* Customer concentration is reclassified for previous quarters based on assessment of customers under same group treated as single customer.

## **About Oracle Financial Services Software Limited**

Oracle Financial Services Software Limited (referred to as "Oracle Financial Services Software") (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](http://www.oracle.com/financialservices).

## **About Oracle**

The Oracle Cloud delivers hundreds of SaaS applications and enterprise-class PaaS and IaaS services to customers in more than 195 countries while processing 55 billion transactions a day. For more information about Oracle (NYSE:ORCL), please visit us at <http://cloud.oracle.com>.

## **Trademark**

Oracle and Java are registered trademarks of Oracle Corporation and/or its affiliates. FLEXCUBE is a trademark of Oracle Financial Services Software and are registered in several countries. Other names may be trademarks of their respective owners.

“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 16, 2017. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

###

## **Contact Info**

Alex Moriconi  
Oracle Public Relations  
+1.650.506.1692  
[alex.moriconi@oracle.com](mailto:alex.moriconi@oracle.com)

Ken Bond  
Oracle Investor Relations  
+1.650.607.0349  
[ken.bond@oracle.com](mailto:ken.bond@oracle.com)