

**FOR IMMEDIATE RELEASE**

**Oracle Financial Services Software Reports Net Income for Fiscal Year of  
Rs. 10,751 Million Up 18%; Net Income for the Quarter ended March 2013 up 45%**

Mumbai, India, May 7, 2013: Oracle Financial Services Software Limited (Reuters: ORCL.BO & ORCL.NS), a majority owned subsidiary of Oracle, today announced Indian GAAP results for the full year ended March 2013, with consolidated net income of Rs. 10,751 Million, an increase of 18% as compared to the fiscal year ended March 2012. The operating income for the same period was Rs. 11,536 Million an increase of 8% as compared to fiscal year ended March 2012. Consolidated revenue for the full year was at Rs. 34,740 Million, an increase of 10% as compared to fiscal year ended March 2012.

For the quarter ended March 2013, net income was Rs. 2,813 Million, up 45% compared to the quarter ended March 2012. Consolidated revenue for the quarter was Rs. 8,815 Million, up 2% as compared to the quarter ended March 2012. The revenue and operating income from the products business was Rs. 6,814 Million and Rs. 3,081 Million respectively, while the revenue and operating income from the Services Business was Rs. 1,764 Million and Rs. 265 Million, respectively.

Chet Kamat, managing director and chief executive officer for Oracle Financial Services Software, said, “We delivered strong growth in the license revenue of 24%. The license signing momentum in the quarter was solid and we booked new licenses of INR 1,194 Million. The customer wins represent a wide spectrum of usage and in particular we are pleased with significant customers wins across EMEA, North America and Asia.”

Makarand Padalkar, chief financial officer for Oracle Financial Services Software, said, “We delivered a robust operating margin of 33% for the full year. Our focus on operational excellence has delivered strong operating metrics; the days of sales outstanding were at 68 days, cash flow from operations in the year was 46% higher as compared to the last year; gross employee attrition was well under control at around 15%. With this, we delivered a net margin of 31% for the full year which was two percentage points higher than last fiscal year.”

**Business Highlights**

- The Company signed new licenses of Rs. 1,194 Million in the quarter.
- Customer wins for the products span United States of America, Mexico, South Africa, Uganda, Zambia, Oman, UAE, Pakistan, Australia, Brazil and Bangladesh.

- Bank Technique OJSC in Azerbaijan went live for operations in the quarter on Oracle FLEXCUBE to replace existing installation of Temenos T24 at the bank.
- Leading South African Bank with over US\$ 15B in assets will replace the current banking platform of a competitor with Oracle FLEXCUBE. This replacement will address the bank's business operations across 5 countries in Africa. Oracle FLEXCUBE shall be configured and deployed to support multi-country operations from South Africa.
- alizz islamic bank, based in the Sultanate of Oman has selected Oracle FLEXCUBE for deployment of its Core Banking System. alizz islamic bank offers corporates, individuals and businesses Shariah compliant banking solutions. Traded on the Muscat Securities Market, alizz islamic bank successfully closed the Initial Public Offering (IPO) in Nov 2012.
- UAE headquartered bank, set up in 1960's, has selected Oracle FLEXCUBE to provide a unified experience its business and retail customers on the web and mobile. Oracle FLEXCUBE shall co-exist and will be integrated with the bank's current core-banking solution.
- Recently acquired Caribbean operations of a leading North American Bank expanded the use of Oracle FLEXCUBE Investor Services for its Transfer Agency and Fund operations.
- United Commercial Bank in Bangladesh, set up in 1983 as a first generation private bank, has selected Oracle FLEXCUBE to replace its current banking platform. The bank operates 140 branches that serve both business and retail customers.
- Leading Financial Services Group in Mexico with over US\$ 65B in assets signed up for the Oracle Financial Services Analytics platform for managing profitability.
- Leading bank in the Middle East with its principal focus on the GCC states and an existing customer of Oracle FLEXCUBE has commenced to deploy Oracle Financial Crime and Compliance Management. This deployment will address AML and KYC processes at the bank
- In the quarter, Oracle Financial Services introduced new Financial Services offerings. The first, Oracle Financial Services Foreign Account Tax Compliance Act (FATCA) Management, helps financial institutions prepare for FATCA provisions that will begin to go into effect in 2014.
- Additionally, Oracle Financial Services expanded its Oracle Financial Services Enterprise Risk Management suite to include Oracle Financial Services Model Risk Management, as well as enhanced Oracle Financial Services Credit Risk Management and Oracle Financial Services Basel Regulatory Capital to help financial institutions meet today's growing risk management and compliance requirements.

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**FY 2012-13 YEAR TO DATE: FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

Particulars	Year Ended				% Increase (Decrease)
	Mar 31, 2013	% of Revenues	Mar 31, 2012	% of Revenues	
<b>REVENUES</b>					
Products	26,011	75%	22,823	73%	14%
Services	7,737	22%	7,822	25%	(1%)
BPO - Services	992	3%	822	3%	21%
<b>Total Revenues</b>	<b>34,740</b>	<b>100%</b>	<b>31,467</b>	<b>100%</b>	10%
<b>SEGMENT RESULTS</b>					
Products	10,621	41%	9,745	43%	9%
Services	1,586	20%	1,955	25%	(19%)
BPO - Services	394	40%	285	35%	38%
<b>Total</b>	<b>12,601</b>	<b>36%</b>	<b>11,985</b>	<b>38%</b>	5%
Unallocable expenses	(1,065)	(3%)	(1,340)	(4%)	(21%)
<b>OPERATING INCOME</b>	<b>11,536</b>	<b>33%</b>	<b>10,645</b>	<b>34%</b>	8%
Interest and other income, net	4,596	13%	4,217	13%	9%
Exceptional item income / (expense)	-	0%	(693)	(2%)	(100%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>16,132</b>	<b>46%</b>	<b>14,169</b>	<b>45%</b>	14%
Provision for taxes	5,381	15%	5,076	16%	6%
<b>NET INCOME</b>	<b>10,751</b>	<b>31%</b>	<b>9,093</b>	<b>29%</b>	18%
Earnings per share of Rs 5/- each (in Rs)					
Basic	127.98		108.34		18%
Diluted	127.40		108.23		18%

**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q4 FY 2012-13 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Mar 31, 2013	% of Revenues	Mar 31, 2012	% of Revenues	
<b>REVENUES</b>					
Products	6,814	77%	6,723	78%	1%
Services	1,764	20%	1,687	20%	5%
BPO - Services	237	3%	215	2%	10%
<b>Total Revenues</b>	<b>8,815</b>	<b>100%</b>	<b>8,625</b>	<b>100%</b>	<b>2%</b>
<b>SEGMENT RESULTS</b>					
Products	3,081	45%	3,296	49%	(7%)
Services	265	15%	239	14%	11%
BPO - Services	54	23%	82	38%	(34%)
<b>Total</b>	<b>3,400</b>	<b>39%</b>	<b>3,617</b>	<b>42%</b>	<b>(6%)</b>
Unallocable expenses	(257)	(3%)	(263)	(3%)	(2%)
<b>OPERATING INCOME</b>	<b>3,143</b>	<b>36%</b>	<b>3,354</b>	<b>39%</b>	<b>(6%)</b>
Interest and other income, net	988	11%	485	6%	104%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>4,131</b>	<b>47%</b>	<b>3,839</b>	<b>45%</b>	<b>8%</b>
Provision for taxes	1,318	15%	1,905	22%	(31%)
<b>NET INCOME</b>	<b>2,813</b>	<b>32%</b>	<b>1,934</b>	<b>22%</b>	<b>45%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	33.47		23.03		45%
Diluted	33.33		22.99		45%

**Oracle Financial Services Software Limited**  
**Q4 FY 2012-13 Financial Results**  
**SUPPLEMENTAL OPERATING MATRICES**

	Financial Year 2011-12					Financial Year 2012-13				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Segmental Revenue (INR Mn)</b>										
Product Business	4,810	5,245	6,045	6,723	22,823	7,107	5,845	6,245	6,814	26,011
Services Business	2,177	2,062	1,896	1,687	7,822	2,137	1,812	2,024	1,764	7,737
BPO Business	134	255	218	215	822	219	278	258	237	992
Total	7,121	7,562	8,159	8,625	31,467	9,463	7,935	8,527	8,815	34,740
<b>Geographic Revenues</b>										
<b>Products Business</b>										
NAMER	29%	25%	27%	25%	26%	28%	22%	26%	21%	24%
JAPAC	35%	37%	37%	40%	37%	35%	42%	37%	42%	39%
EMEA	36%	37%	36%	35%	36%	37%	36%	37%	37%	37%
<b>Services Business</b>										
NAMER	54%	65%	63%	65%	61%	59%	56%	63%	59%	59%
JAPAC	28%	20%	23%	20%	23%	23%	23%	19%	22%	22%
EMEA	18%	15%	15%	15%	16%	18%	21%	18%	19%	19%
<b>Total Company</b>										
NAMER	37%	37%	36%	34%	36%	36%	31%	36%	29%	33%
JAPAC	33%	32%	33%	36%	33%	32%	37%	32%	38%	35%
EMEA	30%	30%	31%	31%	31%	32%	32%	32%	33%	32%
<b>Revenue Analysis by Type</b>										
<b>Product Revenues</b>										
License Fees	12%	6%	10%	21%	13%	20%	6%	10%	19%	14%
Professional Services	58%	68%	60%	55%	60%	57%	66%	56%	56%	59%
Maintenance	30%	25%	29%	24%	27%	23%	28%	34%	25%	27%
<b>Services Revenues</b>										
Fixed Price	28%	26%	16%	29%	25%	26%	24%	35%	34%	30%
Time & Material Basis	72%	74%	84%	71%	75%	74%	76%	65%	66%	70%
On-site	52%	45%	51%	42%	47%	48%	49%	41%	41%	46%
Off-shore	48%	55%	49%	58%	53%	52%	51%	59%	59%	54%
<b>Customer Concentration</b>										
<b>Product Customers</b>										
Top Customer	11%	17%	16%	12%	14%	16%	20%	14%	23%	18%
Top 5 Customers	23%	29%	31%	25%	24%	35%	30%	31%	36%	31%
Top 10 Customers	32%	39%	40%	40%	34%	44%	37%	41%	47%	40%
<b>Services Customers</b>										
Top Customer	13%	15%	16%	13%	14%	12%	8%	13%	15%	10%
Top 5 Customers	46%	47%	46%	39%	39%	38%	39%	43%	45%	41%
Top 10 Customers	62%	62%	62%	64%	59%	59%	59%	60%	63%	60%
<b>Total Company</b>										
Top Customer	10%	12%	13%	9%	11%	13%	16%	11%	18%	14%
Top 5 Customers	27%	29%	31%	23%	25%	31%	26%	27%	33%	29%
Top 10 Customers	36%	38%	40%	37%	36%	40%	36%	39%	44%	38%
<b>Trade Receivables</b>										
0-180 days	80%	80%	77%	80%	80%	93%	92%	92%	91%	91%
More than 180 days	20%	20%	23%	20%	20%	7%	8%	8%	9%	9%
DSO (Days)	99	97	106	93	93	73	76	70	68	68
<b>Attrition Rate (TTM)</b>										
	29%	25%	23%	21%	21%	18%	15%	14%	15%	15%
<b>Staff Data</b>										
Products	4,909	5,271	5,425	5,566	5,566	5,589	5,852	5,984	5,874	5,874
Services	2,961	2,830	2,789	2,723	2,723	2,777	2,811	2,776	2,732	2,732
BPO Business	741	723	720	716	716	739	823	817	755	755
Sales and Marketing (incl Support)	730	685	683	677	677	681	645	623	608	608
Total	9,341	9,509	9,617	9,682	9,682	9,786	10,131	10,200	9,969	9,969

**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**

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