



FOR IMMEDIATE RELEASE

**Oracle Financial Services Software Limited Announces
Revenue for quarter ended March 2016 up 7% YoY
*Recommended a final Dividend of Rs 100 per equity share***

Mumbai, India, May 11, 2016: Oracle Financial Services Software Limited (Reuters: ORCL.BO & ORCL.NS), a majority owned subsidiary of Oracle, today announced that Indian GAAP consolidated revenue for the financial year ended March 2016 was Rs. 40,928 million, up 5% as compared to financial year ended March 2015. The operating income for the same period grew 8% to Rs. 16,058 million while the net income was Rs. 11,658 million, down 2%. For the full year, the revenue and operating income from the products business were Rs. 34,320 million and Rs. 16,388 million respectively, while the revenue and operating income from the Services Business were Rs. 5,461 million and Rs. 700 million, respectively.

Consolidated revenue for the quarter ended March 2016 was Rs. 10,130 million, up 7% from March 2015 quarter. The operating income for the same period was down 1% year over year, to Rs. 3,503 million. Net income for the quarter was Rs. 2,244 million, down 3% year over year. The revenue and operating income for the quarter from the products business were Rs. 8,606 million and Rs. 3,872 million respectively, while the revenue and operating income from the Services Business were Rs. 1,233 million and Rs. 55 million, respectively.

The Board of Directors of the Company has recommended a final dividend of Rs 100 per equity share of face value of Rs 5 each for the financial year 2015-16. This final dividend is subject to the approval of the shareholders.

Chet Kamat, managing director and chief executive officer for Oracle Financial Services Software, said, “We continued the success in various markets across our portfolio of products. We signed US\$18 million of new license fees in the quarter, with significant wins across our portfolio. For the full year, the license signings stood at a healthy \$82 million. The license revenues posted 18% growth for the full year. We are engaged in several strategic client engagements for all our product lines especially the Oracle Banking Platform and the Analytics suite.”

Makarand Padalkar, chief financial officer for Oracle Financial Services Software, said, “Overall operating performance for the full year continued to be strong. We posted our highest operating (EBIT) margins at 39% for the full year. All other operating parameters continue to be healthy.”

Business Highlights

- The Company signed new licenses of US \$18 million in the quarter.
- Eighteen customers went live on Oracle Financial Services Software for their operations during the quarter.
- T-Mobile with 36,000 employees and more than 50 million subscribers has selected Oracle Financial Services Lending and Leasing on Oracle Public Cloud with Exadata as a Service to enable its customer to finance the purchase of new mobile devices at the point-of-sale.
- An auto finance company providing automobile loans with a national network of dealer-partners has selected Oracle Financial Services Lending and Leasing to support its expanding loan business.
- KeyBank has selected Oracle Financial Services Financial Crime and Compliance Management (FCCM) tools to support compliance with changing regulatory demands and mitigate enterprise risk
- A private bank, investment management and wealth planning company for high net worth individuals and commercial clients in England has selected Oracle FLEXCUBE for its core banking operations.
- A large privately owned investment management firm in Africa managing client assets across equity, fixed interest and multi-asset mandates has expanded its licenses of Oracle FLEXCUBE Investor Servicing to support the growth of its business.
- Sygnity, a Platinum-level member of the Oracle Partner Network, has won the contract to deploy Oracle FLEXCUBE at Bank Gospodarstwa Krajowego offering various banking products and services to its customers. This deployment will support the bank's operations including its deposits, loans, lines of credit, cash settlements and more.
- In India, a small finance bank has selected Oracle FLEXCUBE and Oracle Financial Services Analytical Applications to support its growing micro finance business and auto, education and housing loan business.
- Another micro finance bank in India has expanded its Oracle FLEXCUBE footprint to support its micro finance growth strategy.
- A major banking & financial services company in India has chosen Oracle Banking Platform - to form the core of an enterprise digital engagement capability to power consistent access across current and any new customer interaction methods to the bank's product processing systems.

- A bank in Japan has selected Oracle Financial Services Analytical Applications to support its governance, risk management and compliance initiatives.
- One of the top ten banks in Thailand offering banking, consumer finance, investment, asset management, and other financial products and services to individual customers, small and medium enterprises (SMEs), and large corporations has selected Oracle Financial Services Analytical Applications to support its regulatory compliance initiatives.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP

**FY 2015-16 YEAR TO DATE : FINANCIAL RESULTS
CONSOLIDATED STATEMENTS OF OPERATIONS
(In INR Millions, except per share data)**

Particulars	Year Ended				% Increase (Decrease)
	Mar 31, 2016	% of Revenues	Mar 31 2015	% of Revenues	
REVENUES					
Products	34,320	84%	31,815	81%	8%
Services	5,461	13%	6,192	16%	(12%)
BPO - Services	1,147	3%	1,042	3%	10%
Total Revenues	40,928	100%	39,049	100%	5%
SEGMENT RESULTS					
Products	16,388	48%	14,504	46%	13%
Services	700	13%	1,009	16%	(31%)
BPO - Services	185	16%	321	31%	(43%)
Total	17,273	42%	15,834	41%	9%
Unallocable expenses	(1,215)	(3%)	(1,007)	(3%)	21%
OPERATING INCOME	16,058	39%	14,827	38%	8%
Interest and other income, net	2,560	6%	3,481	9%	(26%)
INCOME BEFORE PROVISION OF TAXES	18,618	45%	18,308	47%	2%
Provision for taxes	6,960	17%	6,385	16%	9%
NET INCOME	11,658	28%	11,923	31%	(2%)
Earnings per share of Rs 5/- each (in Rs)					
Basic	137.58		141.30		(3%)
Diluted	136.96		140.71		(3%)

ORACLE FINANCIAL SERVICES SOFTWARE GROUP

**Q4 FY 2015-16 : FINANCIAL RESULTS
CONSOLIDATED STATEMENTS OF OPERATIONS
(In INR Millions, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Mar 31, 2016	% of Revenues	Mar 31, 2015	% of Revenues	
REVENUES					
Products	8,606	85%	7,755	82%	11%
Services	1,233	12%	1,470	15%	(16%)
BPO - Services	291	3%	273	3%	7%
Total Revenues	10,130	100%	9,498	100%	7%
SEGMENT RESULTS					
Products	3,872	45%	3,606	46%	7%
Services	55	4%	185	13%	(71%)
BPO - Services	91	31%	100	37%	(8%)
Total	4,018	40%	3,891	41%	3%
Unallocable expenses	(515)	(5%)	(363)	(4%)	42%
OPERATING INCOME	3,503	35%	3,528	37%	(1%)
Interest and other income, net	630	6%	37	0%	1584%
INCOME BEFORE PROVISION OF TAXES	4,133	42%	3,565	38%	16%
Provision for taxes	1,889	19%	1,261	13%	50%
NET INCOME	2,244	22%	2,304	24%	(3%)
Earnings per share of Rs 5/- each (in Rs)					
Basic	26.44		27.23		(3%)
Diluted	26.34		27.14		(3%)

Oracle Financial Services Software Limited
Q4 FY 2015-16 Financial Results
SUPPLEMENTAL OPERATING MATRICES

	Financial Year 2014-15					Financial Year 2015-16				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Segmental Revenue (INR Mn)										
Product Business	8,953	7,561	7,546	7,755	31,815	8,848	8,262	8,604	8,606	34,320
Services Business	1,542	1,683	1,497	1,470	6,192	1,440	1,478	1,310	1,233	5,461
BPO Business	234	201	334	273	1,042	278	294	284	291	1,147
Total	10,729	9,445	9,377	9,498	39,049	10,566	10,034	10,198	10,130	40,928
Geographic Revenues										
Products Business										
NAMER	26%	30%	28%	26%	28%	31%	26%	28%	32%	29%
JAPAC	37%	35%	36%	33%	35%	33%	39%	34%	33%	35%
EMEA	37%	36%	36%	40%	37%	36%	36%	38%	35%	36%
Services Business										
NAMER	60%	54%	59%	69%	61%	71%	71%	73%	74%	72%
JAPAC	13%	17%	14%	8%	13%	10%	9%	8%	7%	9%
EMEA	27%	29%	28%	23%	26%	19%	20%	18%	19%	19%
Total Company										
NAMER	32%	34%	34%	34%	34%	37%	34%	35%	39%	36%
JAPAC	33%	31%	32%	29%	31%	29%	33%	30%	29%	31%
EMEA	36%	34%	34%	37%	35%	33%	33%	35%	32%	34%
Revenue Analysis by Type										
Product Revenues										
License Fees	20%	7%	13%	16%	15%	18%	13%	18%	14%	16%
Professional Services	54%	62%	57%	57%	57%	56%	59%	54%	58%	57%
Maintenance	26%	31%	30%	27%	29%	26%	28%	28%	28%	27%
Services Revenues										
Fixed Price	25%	22%	21%	22%	23%	21%	19%	17%	17%	19%
Time & Material Basis	75%	78%	79%	78%	77%	79%	81%	83%	83%	81%
On-site	36%	48%	37%	39%	40%	37%	37%	39%	35%	37%
Off-shore	64%	52%	63%	61%	60%	63%	63%	61%	65%	63%
Customer Concentration										
Product Customers										
Top Customer	13%	16%	13%	15%	14%	12%	13%	10%	14%	11%
Top 5 Customers	33%	34%	32%	33%	32%	32%	33%	34%	36%	32%
Top 10 Customers	43%	41%	40%	43%	39%	41%	43%	45%	47%	42%
Services Customers										
Top Customer	11%	13%	13%	12%	12%	16%	15%	15%	15%	15%
Top 5 Customers	43%	42%	47%	45%	43%	50%	51%	51%	54%	50%
Top 10 Customers	67%	68%	70%	70%	67%	73%	74%	74%	76%	73%
Total Company										
Top Customer	11%	12%	10%	12%	11%	10%	10%	9%	12%	9%
Top 5 Customers	30%	31%	30%	30%	29%	30%	30%	30%	32%	29%
Top 10 Customers	39%	39%	38%	41%	37%	38%	40%	40%	43%	39%
Trade Receivables										
0-180 days	94%	98%	96%	96%	96%	93%	96%	95%	92%	92%
More than 180 days	6%	2%	4%	4%	4%	7%	4%	5%	8%	8%
DSO (Days)	39	68	63	51	51	46	51	44	68	68
Attrition Rate (TTM)										
	23%	24%	23%	22%	22%	22%	22%	22%	22%	22%
Staff Data *										
Products Business	5,794	5,947	6,072	6,072	6,072	6,065	6,248	6,143	6,150	6,150
Services Business	2,121	2,036	1,998	1,925	1,925	1,821	1,696	1,657	1,645	1,645
BPO Business	670	701	705	676	676	667	690	718	708	708
Corporate	269	264	257	255	255	242	242	236	230	230
Total	8,854	8,948	9,032	8,928	8,928	8,795	8,876	8,754	8,733	8,733

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

About Oracle

Oracle offers a comprehensive and fully integrated stack of cloud applications and platform services. For more information about Oracle (NYSE:ORCL), visit www.oracle.com.

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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 May 11, 2016. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

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