

FOR IMMEDIATE RELEASE

Oracle Financial Services Software Reports Q2 Fiscal Year 2022
Net Income of Rs. 448 Crore Up 14% YoY;
Revenue for the Quarter at Rs. 1,281 Crore, up 7% YoY

Mumbai, India, October 27, 2021: 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, 2021. Net income for the quarter was Rs. 448 Crore, up 14% year-over-year. Revenue for the Quarter was Rs. 1,281 Crore, up 7% year-over-year. Operating income for the quarter was Rs. 600 Crore, up 10% year-over-year.

For the three months ended September 30, 2021, the Products business posted revenue of Rs. 1,144 Crore, up 8% year-over-year, and operating income of Rs. 601 Crore, up 9% year-over-year. For the same period, the Services business posted revenue of Rs. 106 Crore, up 1% year-over-year, and the Operating income of Rs. 22 Crore, up 38% year-over-year.

Chet Kamat, Managing Director and Chief Executive Officer, Oracle Financial Services Software, said, "We are pleased to report yet another healthy quarter with license booking of US\$ 22 million, with 65% growth year-over-year. We continue to sign deals across all our product lines around the globe. We remain focused on driving growth through investments in our product capability which offers customers multiple deployment choices and a competitive edge."

Makarand Padalkar, Executive Director And Chief Financial Officer, Oracle Financial Services Software, said, "We had another strong quarter of performance with robust operating margin of 47% and net margin of 35%. Our healthy balance sheet position and operational excellence gives us confidence through the pandemic."

Business Highlights

- The Company signed license deals of \$22.1 million during this quarter with customers in 22 countries.
- 13 customers went live on Oracle Financial Services software products during the quarter.
- An established Singapore-based bank has extended its technology partnership with Oracle by signing a deal for Oracle Financial Services Analytical Applications.

- One of the US' first federally approved digital asset trust banks, Protego Trust Bank sought a trusted partner to launch their business. They chose Oracle's cloud-based and on-premise applications to run their digital banking operations. Protego's leaders expect Oracle's cloud and on-premise solutions to provide security, scalability, and performance to help them get to market faster with services to help institutional clients buy, hold, trade, and lend both fiat currencies and digital assets.
- Hampden & Co, an award winning private bank from the United Kingdom, expanded its investment in Oracle's banking technology by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle FLEXCUBE Onboarding, Oracle Banking Payments, Oracle Banking Virtual Accounts Management, Oracle Banking Extensibility Workbench, Oracle Banking Treasury Management, Oracle Banking Corporate Lending Process Management, Oracle Banking Credit Facilities Process Management, and Oracle Banking Enterprise Limits and Collateral Management.
- Bank of Valletta PLC, a leading financial services provider in Malta, has made its mission to provide customers superior products and services to add value to their lifestyles and interests. The Bank chose to implement Oracle Banking Payments in order to meet the important regulatory challenge posed by the required migration to the new international SWIFT messaging standard, ISO 20022.
- An Indian PSU bank with a rich 126 year history, Punjab National Bank is the second largest PSU bank in the country, operating more than 36,000 delivery channels with a network of 10,641 domestic branches, two international branches, and thousands of ATMs and business correspondents. The bank offers retail, corporate, international and capital services. The bank has signed a deal for Oracle Financial Services Analytical Applications.
- A Japan-headquartered crypto asset trading company has signed a deal for Oracle Financial Services Analytical Applications.
- Kuwait's Gulf Bank is in the midst of a multiyear technology transformation to centralize their banking infrastructure, automate core processes, reduce risk, and quickly provide new products to corporate and retail customers. After a highly competitive review, Gulf Bank selected Oracle Financial Services products, including FLEXCUBE, Oracle Banking, and Oracle Financial Services Analytics Applications, to provide a scalable platform to deliver a better banking experience to its customers and support growth.
- A leading universal bank in Egypt has chosen to sign a deal for Oracle FLEXCUBE Universal Banking.

- A universal bank in Nigeria has chosen Oracle as its technology platform by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Payments, Oracle Banking Extensibility Workbench, Oracle FLEXCUBE Onboarding, Oracle Banking Branch, Oracle Banking Trade Finance, Oracle Banking Trade Finance Process Management, Oracle Banking Credit Facilities Process Management, and Oracle Banking Enterprise Limits & Collateral Management.
- InfinBank JSCB, an award-winning bank from The Republic of Uzbekistan, offers retail and corporate banking products and services to its customers. The bank has decided to implement Oracle banking technology to drive its digital transformation by signing a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Payments, Oracle Banking Extensibility Workbench, Oracle Banking Branch, Oracle Banking Trade Finance, and Oracle Banking Treasury Management.
- Toyota Financial Services Company Limited, Vietnam began operations in 2008. The company offers its customers financing options in the form of vehicle loans. Oracle Financial Services Lending and Leasing has been chosen as the company's technology platform to fulfill its business needs and provide customers exemplary service.
- An award winning Saudi Arabian bank has chosen Oracle Financial Services Analytical Applications for Enterprise Performance Management and Risk Management.
- A Saudi Arabian bank with a rich history of serving retail and corporate customers has signed a deal for Oracle Financial Services Analytical Applications.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
Q2 FY 2021-22 : FINANCIAL RESULTS					
CONSOLIDATED STATEMENTS OF OPERATIONS					
(In INR Million, except per share data)					
Particulars	Three Months Ended				% Increase (Decrease)
	September 30, 2021	% of Revenues	September 30, 2020	% of Revenues	
REVENUES					
Products	11,443	89%	10,578	88%	8%
Services	1,055	8%	1,048	9%	1%
BPO - Services	312	3%	348	3%	(10%)
Total Revenues	12,810	100%	11,974	100%	7%
SEGMENT RESULTS					
Products	6,009	53%	5,532	52%	9%
Services	224	21%	163	16%	38%
BPO - Services	133	43%	153	44%	(13%)
Total	6,366	50%	5,848	49%	9%
Unallocable expenses	(366)	(3%)	(395)	(3%)	(7%)
OPERATING INCOME	6,000	47%	5,453	46%	10%
Interest and other income, net	266	2%	177	1%	51%
INCOME BEFORE PROVISION OF TAXES	6,266	49%	5,630	47%	11%
Provision for taxes	1,790	14%	1,709	14%	5%
NET INCOME	4,476	35%	3,921	33%	14%
Earnings per share of Rs 5/- each (in Rs)					
Basic	51.95		45.60		14%
Diluted	51.67		45.44		14%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
FY 2021-22 YEAR TO DATE : FINANCIAL RESULTS					
CONSOLIDATED STATEMENTS OF OPERATIONS					
(In INR Million, except per share data)					
Particulars	Half Year Ended				% Increase (Decrease)
	September 30, 2021	% of Revenues	September 30, 2020	% of Revenues	
REVENUES					
Products	24,038	90%	22,500	89%	7%
Services	2,054	8%	2,196	9%	(6%)
BPO - Services	691	2%	651	2%	6%
Total Revenues	26,783	100%	25,347	100%	6%
SEGMENT RESULTS					
Products	13,280	55%	12,179	54%	9%
Services	439	21%	400	18%	10%
BPO - Services	309	45%	259	40%	19%
Total	14,028	52%	12,838	51%	9%
Unallocable expenses	(944)	(3%)	(793)	(3%)	19%
OPERATING INCOME	13,084	49%	12,045	48%	9%
Interest and other income, net	566	2%	654	2%	(13%)
INCOME BEFORE PROVISION OF TAXES	13,650	51%	12,699	50%	7%
Provision for taxes	3,933	15%	3,981	16%	(1%)
NET INCOME	9,717	36%	8,718	34%	11%
Earnings per share of Rs 5/- each (in Rs)					
Basic	112.83		101.44		11%
Diluted	112.27		101.07		11%

Oracle Financial Services Software Limited Q2 FY 2021-22 Financial Results SUPPLEMENTAL OPERATING MATRICES										
	Financial Year 2020-21					Financial Year 2021-22				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Geographic Revenues										
Products Business										
India	8%	7%	7%	7%	8%	8%	8%			
Outside India										
Americas										
United States of America	20%	19%	20%	23%	20%	23%	21%			
Rest of America	9%	8%	9%	9%	9%	9%	7%			
Europe	16%	20%	19%	18%	18%	18%	18%			
Asia Pacific	28%	30%	30%	28%	29%	26%	26%			
Middle East and Africa	19%	16%	16%	15%	17%	16%	20%			
Services Business (incl. BPO Services)										
India	1%	1%	1%	1%	1%	1%	1%			
Outside India										
Americas										
United States of America	72%	74%	75%	75%	74%	75%	73%			
Rest of America	1%	0%	1%	0%	1%		0%			
Europe	15%	12%	12%	11%	13%	12%	13%			
Asia Pacific	7%	9%	9%	9%	9%	9%	10%			
Middle East and Africa	4%	3%	3%	3%	3%	2%	3%			
Total Company										
India	7%	7%	7%	7%	7%	7%	7%			
Outside India										
Americas										
United States of America	25%	25%	26%	29%	26%	30%	26%			
Rest of America	8%	7%	8%	8%	8%	8%	7%			
Europe	16%	19%	18%	17%	17%	17%	17%			
Asia Pacific	26%	28%	27%	26%	27%	24%	25%			
Middle East and Africa	18%	14%	14%	14%	15%	14%	18%			
Revenue Analysis										
Products Business										
License Fees	19%	10%	12%	10%	13%	22%	13%			
Maintenance Fees	32%	37%	36%	35%	35%	31%	35%			
Consulting fees										
Fixed Price	26%	30%	29%	33%	29%	29%	30%			
Time & Material Basis	23%	24%	23%	21%	23%	18%	22%			
Services Business (incl. BPO Services)										
Fixed Price	28%	25%	29%	27%	27%	28%	28%			
Time & Material Basis	72%	75%	71%	73%	73%	72%	72%			
Trade Receivables										
0-180 days	97%	97%	98%	97%	97%	98%	97%			
More than 180 days	3%	3%	2%	3%	3%	2%	3%			
DSO (Days)	64	55	56	54	54	63	63			
Attrition Rate (TTM)										
	17%	15%	14%	15%	15%	20%	25%			
Staff Data										
Products Business	6,185	6,319	6,367	6,238	6,238	6,045	6,139			
Services Business	953	906	865	840	840	817	865			
BPO Business	651	644	694	719	719	683	568			
Corporate	193	189	184	180	180	185	190			
Total	7,982	8,058	8,110	7,977	7,977	7,730	7,762			



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. 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.

About Oracle

Oracle offers suites of integrated applications plus secure, autonomous infrastructure in the Oracle Cloud. For more information about Oracle (NYSE: ORCL), please visit us at 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 October 27, 2021. Oracle Financial Services Software Limited undertakes no duty to update any statement in light of new information or future events.

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