

FOR IMMEDIATE RELEASE

**Oracle Financial Services Software Reports for Fiscal Year 2021.
Revenue for the Fiscal Year 2021 at Rs. 4,984 Crore, up 3% YoY;
Net Income for Fiscal Year 2021 at Rs. 1,762 Crore, up 20% YoY;
Declares an interim dividend of Rs. 200 per equity share of Rs. 5 face value**

Mumbai, India, May 05, 2021 – 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, 2021. On a consolidated basis, net income for fiscal year 2021 was Rs. 1,762 Crore, up 20% compared to fiscal year 2020. Revenue for fiscal year 2021 was Rs. 4,984 Crore, up 3% compared to fiscal year 2020. Operating income for fiscal year 2021 was Rs. 2,345 Crore, up 13% compared to fiscal year 2020.

For the quarter ended March 31, 2021, net Income was Rs. 460 Crore, up 71% as compared to the corresponding quarter last fiscal year. The operating income for the quarter was up 13% year-over-year, while the revenue was down 4% year-over-year.

For the full year ended March 31, 2021, the products business posted revenue of Rs. 4,425 Crore, up 3% compared to fiscal year 2020, and operating income of Rs. 2,382 Crore, up 12% year-over-year. For the same period, the services business posted revenue of Rs. 423 Crore, down 1% year-over-year, and the operating income of Rs. 88 Crore, up 13% year-over-year.

For the quarter ended March 31, 2021, the products business posted revenue of Rs. 1,074 Crore, down 5% as compared to corresponding quarter in fiscal 2020 and an operating income of Rs. 558 Crore representing an operating margin of 52%. The Services business delivered an operating income of Rs. 27 Crore with an operating margin of 27%.

The Board of Directors of the Company has declared an Interim Dividend of Rs. 200 per equity share of face value of Rs. 5/- each for the financial year 2020-21.

Managing Director and Chief Executive Officer, Oracle Financial Services Software Chet Kamat, said, “Our investments in the product portfolio has helped us build a strong pipeline. For the full year, we posted 20% growth in net income and operating income grew 13% as compared to the previous year. We signed US\$ 14.7 million of new license fees in the quarter, representing strategic new logos across the portfolio. Despite the uncertain business environment, we continue to see broad-based demand for our product lines from both emerging and developed markets.”

Executive Director and Chief Financial Officer Oracle Financial Services Software Makarand Padalkar, said, “We maintained our track record of delivering strong operating performance. For the fiscal year ended March 2021, we posted an operating margin of 47% as compared to 43% for fiscal year ended March 2020.”

Business Highlights

- The Company signed license deals of US\$ 14.7 million during this quarter with customers in 27 countries.
- 12 customers went live on Oracle Financial Services software products during the quarter.
- PNC Bank, N.A., one of the largest banks in the U.S. with a 160-year history of offering retail banking, corporate banking, and asset management services, has reaffirmed its faith in Oracle Banking Technology by signing a deal for Oracle’s Virtual Account solution that we have begun working on together.
- A leading U.S.-based company has expanded its investments in Oracle technology by signing a deal for Oracle Financial Services Lending and Leasing.
- Cabel Industry Spa, Italy is an ICT service provider operating since 1985. They operate in the areas of information technology, finance, banking services, and capital market. The company expanded its Oracle Banking technology portfolio by signing a deal for Oracle Banking Payments, Oracle Banking Branch, and Oracle FLEXCUBE Universal Banking.
- An established Canadian bank has chosen to extend its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- FIMBank PLC is a leading provider of trade finance, factoring, and forfaiting solutions with a global presence across Dubai, Greece, Malta, Egypt, India, Brazil, U.K., U.S., Russia, France, and Germany. The bank has extended its relationship with Oracle by signing a deal for Oracle Banking Digital Experience and Oracle Banking APIs.
- A large British bank has demonstrated its support of Oracle technology by signing a deal for Oracle Financial Services Analytical Applications.
- An established Australian bank has extended its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- One of the leading banks in Japan has signed a deal for Oracle Financial Services Analytical Applications demonstrating its support of Oracle Banking technology.

- One of the largest banks in Qatar has signed a deal for Oracle Financial Services Analytical Applications.
- A leading Canadian bank has extended its relationship with Oracle by signing a deal for Oracle Financial Services Analytical Applications.
- An established Australian wealth management company has signed a deal to implement Oracle Financial Services Analytical Applications.
- A renowned Djibouti-based bank has chosen to implement a suite of Oracle Banking technology to drive its digital transformation. The bank has signed a deal for Oracle FLEXCUBE Universal Banking, Oracle Banking Digital Experience, Oracle FLEXCUBE Onboarding, Oracle Banking Branch, Oracle Banking Corporate Lending and Process Management, Oracle Banking Payments, Oracle Banking Trade Finance and Process Management, Oracle Banking Treasury Management, Oracle Banking Extensibility Workbench, and Oracle Banking Enterprise Limits and Collateral Management.
- Recognizing the versatility of Oracle's technology, a leading Hong Kong-based bank has chosen to sign a deal for Oracle Financial Services Analytical Applications.

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
FY 2020-21 YEAR TO DATE : FINANCIAL RESULTS CONSOLIDATED STATEMENTS OF OPERATIONS (In INR Million, except per share data)					
Particulars	Year Ended				% Increase (Decrease)
	Mar 31, 2021	% of Revenues	Mar 31, 2020	% of Revenues	
REVENUES					
Products	44,252	89%	43,146	89%	3%
Services	4,228	8%	4,276	9%	(1%)
BPO - Services	1,360	3%	1,191	2%	14%
Total Revenues	49,840	100%	48,613	100%	3%
SEGMENT RESULTS					
Products	23,821	54%	21,360	50%	12%
Services	879	21%	778	18%	13%
BPO - Services	593	44%	388	33%	53%
Total	25,293	51%	22,526	46%	12%
Unallocable expenses	(1,840)	(4%)	(1,776)	(3%)	4%
OPERATING INCOME	23,453	47%	20,750	43%	13%
Interest and other income, net	1,320	3%	1,773	3%	(26%)
INCOME BEFORE PROVISION OF TAXES	24,773	50%	22,523	46%	10%
Provision for taxes	7,154	14%	7,901	16%	(9%)
NET INCOME	17,619	36%	14,622	30%	20%
Earnings per share of Rs 5/- each (in Rs)					
Basic	204.90		170.38		20%
Diluted	203.99		169.66		20%

ORACLE FINANCIAL SERVICES SOFTWARE GROUP					
Q4 FY 2020-21 : FINANCIAL RESULTS CONSOLIDATED STATEMENTS OF OPERATIONS (In INR Million, except per share data)					
Particulars	Three Months Ended				% Increase (Decrease)
	Mar 31, 2021	% of Revenues	Mar 31, 2020	% of Revenues	
REVENUES					
Products	10,738	89%	11,317	89%	(5%)
Services	1,016	8%	1,015	8%	0%
BPO - Services	355	3%	304	3%	17%
Total Revenues	12,109	100%	12,636	100%	(4%)
SEGMENT RESULTS					
Products	5,583	52%	5,719	51%	(2%)
Services	274	27%	161	16%	70%
BPO - Services	169	48%	86	28%	97%
Total	6,026	50%	5,966	47%	1%
Unallocable expenses	(417)	(4%)	(983)	(8%)	(58%)
OPERATING INCOME	5,609	46%	4,983	39%	13%
Interest and other income, net	438	4%	371	3%	18%
INCOME BEFORE PROVISION OF TAXES	6,047	50%	5,354	42%	13%
Provision for taxes	1,444	12%	2,662	21%	(46%)
NET INCOME	4,603	38%	2,692	21%	71%
Earnings per share of Rs 5/- each (in Rs)					
Basic	53.49		31.36		71%
Diluted	53.28		31.24		71%

Oracle Financial Services Software Limited Q4 FY 2020-21 Financial Results SUPPLEMENTAL OPERATING MATRICES										
	Financial Year 2019-20					Financial Year 2020-21				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<u>Geographic Revenues</u>										
Products Business										
India	6%	7%	7%	7%	7%	8%	7%	7%	7%	8%
Outside India										
Americas										
United States of America	20%	21%	21%	22%	21%	20%	19%	20%	23%	20%
Rest of America	6%	9%	8%	6%	7%	9%	8%	9%	9%	9%
Europe	16%	16%	17%	18%	17%	16%	20%	19%	18%	18%
Asia Pacific	27%	27%	27%	30%	28%	28%	30%	30%	28%	29%
Middle East and Africa	25%	20%	20%	17%	21%	19%	16%	16%	15%	17%
Services Business (incl. BPO Services)										
India	0%	1%	1%	0%	1%	1%	1%	1%	1%	1%
Outside India										
Americas										
United States of America	74%	70%	73%	72%	72%	72%	74%	75%	75%	74%
Rest of America	1%	1%	1%	1%	1%	1%	0%	1%	0%	1%
Europe	13%	16%	12%	15%	14%	15%	12%	12%	11%	13%
Asia Pacific	8%	8%	11%	9%	9%	7%	9%	9%	9%	9%
Middle East and Africa	5%	4%	2%	3%	3%	4%	3%	3%	3%	3%
Total Company										
India	5%	6%	6%	6%	6%	7%	7%	7%	7%	7%
Outside India										
Americas										
United States of America	26%	27%	27%	27%	27%	25%	25%	26%	29%	26%
Rest of America	6%	8%	7%	6%	7%	8%	7%	8%	8%	8%
Europe	16%	16%	16%	17%	16%	16%	19%	18%	17%	17%
Asia Pacific	25%	25%	26%	28%	26%	26%	28%	27%	26%	27%
Middle East and Africa	22%	18%	18%	16%	19%	18%	14%	14%	14%	15%
<u>Revenue Analysis</u>										
Products Business										
License Fees	19%	9%	8%	15%	13%	19%	10%	12%	10%	13%
Maintenance Fees	29%	34%	35%	32%	32%	32%	37%	36%	35%	35%
Consulting fees										
Fixed Price	28%	29%	29%	30%	29%	26%	30%	29%	33%	29%
Time & Material Basis	24%	28%	28%	23%	26%	23%	24%	23%	21%	23%
Services Business (incl. BPO Services)										
Fixed Price	24%	27%	24%	24%	25%	28%	25%	29%	27%	27%
Time & Material Basis	76%	73%	76%	76%	75%	72%	75%	71%	73%	73%
<u>Trade Receivables</u>										
0-180 days	92%	91%	92%	93%	93%	97%	97%	98%	97%	97%
More than 180 days	8%	9%	8%	7%	7%	3%	3%	2%	3%	3%
DSO (Days)	68	62	65	63	63	64	55	56	54	54
<u>Attrition Rate (TTM)</u>										
	22%	22%	22%	21%	21%	17%	15%	14%	15%	15%
<u>Staff Data</u>										
Products Business	5,998	6,119	6,122	6,188	6,188	6,185	6,319	6,367	6,238	6,238
Services Business	946	957	954	958	958	953	906	865	840	840
BPO Business	635	653	654	664	664	651	644	694	719	719
Corporate	195	188	189	191	191	193	189	184	180	180
Total	7,774	7,917	7,919	8,001	8,001	7,982	8,058	8,110	7,977	7,977



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 www.oracle.com.

Trademark

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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 05, 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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