

February 10, 2016

To,  Mr. Avinash Kharkar Asst. Vice President Listing & Compliance <b>National Stock Exchange of India Limited</b> Exchange Plaza Bandra-Kurla Complex Bandra (East) Mumbai 400 051 <b>Scrip Code – OFSS</b>	To,  Mr. Abhijit Pai Asst. General Manager Listing & Compliance <b>BSE Ltd.</b> 1st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 <b>Scrip Code – 532466</b>
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**Sub: Decisions taken at the Board Meeting held today**

The Board of Directors of the Company at its meeting held today, *inter alia*, approved unaudited standalone Indian GAAP Financials and unaudited consolidated Indian GAAP Financials for the quarter and nine months period ended December 31, 2015.

## 1. We enclose herewith the following:

- The unaudited standalone financial results of the Company for the quarter and nine months period ended December 31, 2015, pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015 along with the Limited Review Report thereon issued by M/s. S. R. Batliboi & Associates LLP, Statutory Auditors of the Company;
- The unaudited consolidated financial results of the Company for the quarter and nine months period ended December 31, 2015, pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015 along with the Limited Review Report thereon issued by M/s. S. R. Batliboi & Associates LLP, Statutory Auditors of the Company;
- A press release.

2. The Board has also approved the "Policy on Determination of Material events and information" and "Record retention Policy" for disclosures to the Stock exchanges and the same shall also be disclosed on the website of the Company at [www.oracle.com/financialservices](http://www.oracle.com/financialservices).

Further, pursuant to the Regulation 30 (5) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, the Board has authorized the Managing Director & Chief Executive Officer (MD & CEO) and the Chief Financial Officer (CFO) of the Company, severally, to determine the materiality of an event or information or for the purpose of making the disclosures to the Stock exchanges.

The meeting started at 7:30 P.M. (IST) and was concluded at 8:40 P.M. (IST)

This is for your reference and records.

Thanking you,

Yours sincerely,

**For Oracle Financial Services Software Limited**



**Onkarnath Banerjee**  
**Company Secretary & Compliance Officer**

Encl: as above

**Oracle Financial Services Software Limited**

Registered Office : Oracle Park, Off Western Express Highway, Goregaon (East), Mumbai 400 063

Tel: + 91 22 6718 3000 Fax: + 91 22 6718 3001

CIN: L72200MH1989PLC053666

Website: www.oracle.com/financialservices

E-mail: investors-vp-ofss\_in\_gip@oracle.com

**Unaudited Standalone Financial Results for the Three and Nine Month Period Ended December 31, 2015**

(₹ in lacs, except per share data)

**PART I**

Particulars	Three month period ended			Nine month period ended			Year ended March 31, 2015 Audited
	December 31, 2015 Unaudited	September 30, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2014 Unaudited	
<b>1 INCOME</b>							
Revenue from operations	89,071	83,717	80,627	262,169	252,280	334,110	
<b>Total income from operations</b>	<b>89,071</b>	<b>83,717</b>	<b>80,627</b>	<b>262,169</b>	<b>252,280</b>	<b>334,110</b>	
<b>2 EXPENSES</b>							
(a) Employee costs	43,403	40,278	41,260	124,946	120,462	159,737	
(b) Travel related expenses (net of recoveries)	3,599	3,496	3,208	9,901	8,040	10,738	
(c) Professional fees	4,362	3,970	4,434	11,979	14,060	18,671	
(d) Other expenses	2,637	1,697	3,300	8,734	10,241	14,847	
(e) Depreciation and amortisation	1,172	1,221	1,458	3,734	4,661	6,344	
<b>Total expenses</b>	<b>55,173</b>	<b>50,662</b>	<b>53,660</b>	<b>159,294</b>	<b>157,464</b>	<b>210,337</b>	
<b>3 Profit from operations before other income and tax</b>	<b>33,898</b>	<b>33,055</b>	<b>26,967</b>	<b>102,875</b>	<b>94,816</b>	<b>123,773</b>	
<b>4 Other income, net</b>	<b>2,735</b>	<b>4,615</b>	<b>7,158</b>	<b>12,939</b>	<b>36,885</b>	<b>37,590</b>	
<b>5 Profit before tax</b>	<b>36,633</b>	<b>37,670</b>	<b>34,125</b>	<b>115,814</b>	<b>131,701</b>	<b>161,363</b>	
<b>6 Tax expenses</b>							
(a) Current tax	13,109	12,871	10,919	41,682	47,860	56,829	
(b) Deferred tax	129	539	(227)	(369)	(1,814)	(1,268)	
<b>Total tax expenses</b>	<b>13,238</b>	<b>13,410</b>	<b>10,692</b>	<b>41,313</b>	<b>46,046</b>	<b>55,567</b>	
<b>7 Net profit for the period</b>	<b>23,395</b>	<b>24,260</b>	<b>23,433</b>	<b>74,501</b>	<b>85,655</b>	<b>105,802</b>	
<b>8 Paid up equity share capital (face value ₹ 5 each, fully paid)</b>	<b>4,241</b>	<b>4,239</b>	<b>4,229</b>	<b>4,241</b>	<b>4,229</b>	<b>4,231</b>	
<b>9 Reserves as per balance sheet of previous accounting year</b>						<b>294,836</b>	
<b>10 Earnings per share (face value ₹ 5 each, fully paid)</b>							
(a) Basic (in ₹)	27.59	28.65	27.71	87.96	101.59	125.38	
(b) Diluted (in ₹)	27.39	28.46	27.61	87.31	101.10	124.86	
See accompanying note to the financial results							

**Notes to financial results :**

1 The above unaudited standalone financial results for the three and nine month period ended December 31, 2015 have been approved by the Board of Directors of the Company at its meeting held on February 10, 2016. The Statutory Auditors of the Company have carried out a Limited Review of the standalone financial results for the three and nine month period ended December 31, 2015. There are no qualifications in the Limited Review Report issued by the Auditors.

2 During the three and nine month period ended December 31, 2015, the Company allotted 49,027 and 208,348 equity shares, respectively, of face value of ₹ 5 each on exercise of stock options by eligible employees under the prevailing ESOP schemes of the Company.

3 Other expenses for the nine month period ended December 31, 2015 include a provision of ₹ 1,545 lacs against equity investment and loan including interest thereon to a subsidiary company.

(₹ in lacs)

Particulars	Three month period ended			Nine month period ended			Year ended March 31, 2015 Audited
	December 31, 2015 Unaudited	September 30, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2014 Unaudited	
Interest income	3,500	6,388	5,163	16,407	34,693	40,481	
Exchange (loss) gain, net	(963)	(2,256)	1,900	(3,635)	1,715	(3,563)	
Miscellaneous income, net	198	483	95	167	477	672	
<b>Total</b>	<b>2,735</b>	<b>4,615</b>	<b>7,158</b>	<b>12,939</b>	<b>36,885</b>	<b>37,590</b>	





5 Reporting segmentwise revenue, results and capital employed

Particulars	Three month period ended			Nine month period ended			Year ended March 31, 2015 Audited
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014		
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited		
<b>(a) Segment revenue</b>							
Product licenses and related activities	75,323	68,248	64,808	218,069	204,173		270,841
IT solutions and consulting services	13,748	15,469	15,819	44,100	48,107		63,269
	89,071	83,717	80,627	262,169	252,280		334,110
<b>(b) Segment results</b>							
Product licenses and related activities	34,026	31,385	26,313	101,769	89,386		119,634
IT solutions and consulting services	1,516	3,336	2,162	7,390	9,826		11,129
	35,542	34,721	28,475	109,159	99,212		130,763
Interest income	3,500	6,388	5,163	16,407	34,693		40,481
Other un-allocable (expenses) income, net	(2,409)	(3,439)	487	(9,752)	(2,204)		(9,881)
<b>Profit before taxes</b>	36,633	37,670	34,125	115,814	131,701		161,363
<b>(c) Capital employed</b>							
Product licenses and related activities	43,821	42,617	56,059	43,821	56,059		25,992
IT solutions and consulting services	8,659	11,327	15,921	8,659	15,921		12,065
Unallocable	328,122	301,070	389,663	328,122	389,663		261,021
	380,602	355,014	461,643	380,602	461,643		299,068

Notes on segment information:

Segment revenue and expense:

Revenue is generated through licensing of software products as well as by providing software solutions to the customers including consulting services. The income and expenses which are not directly attributable to a business segment are shown as unallocable income and expenses.

Segment assets and liabilities:

Segment assets include all operating assets used by a segment and consist principally of trade receivables net of allowances, unbilled revenues, deposits for premises and fixed assets. Segment liabilities primarily include deferred revenues, advance from customers, accrued employee costs and other current liabilities. While most of such assets and liabilities can be directly attributed to individual segments, the carrying amount of certain assets and liabilities used jointly by two segments is allocated to the segment on a reasonable basis. Assets and liabilities that cannot be allocated between the segments are shown as part of unallocable assets and liabilities.

6 Previous periods / year's figures have been reclassified, where necessary, to conform with current periods / year's presentation.

7 The above financial results are also available on the Company's website: [www.oracle.com/financialservices](http://www.oracle.com/financialservices)

Mumbai, India  
February 10, 2016



For and on behalf of the Board of Directors  
Oracle Financial Services Software Limited

Managing Director & Chief Executive Officer

Chaitanya Kamat

*(Signature)*

*(Signature)*

**Limited Review Report****Review Report to****The Board of Directors of Oracle Financial Services Software Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Oracle Financial Services Software Limited (the 'Company') for the quarter and nine months ended December 31, 2015 (the 'Statement'). This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. Batliboi & Associates LLP**

Chartered Accountants

ICAI Firm registration number: 101049W

per Amit Majmudar  
Partner

Membership No.: 36656

Mumbai, India  
February 10, 2016



# Oracle Financial Services Software Limited

Registered Office : Oracle Park, Off Western Express Highway, Goregaon (East), Mumbai 400 063  
 Tel: + 91 22 6718 3000 Fax: + 91 22 6718 3001  
 CIN: L72200MH1989PLC053666  
 Website: www.oracle.com/financialservices  
 E-mail: investors-vp-ofss\_in\_grp@oracle.com

## Unaudited Consolidated Financial Results for the Three and Nine Month Period Ended December 31, 2015

PART I		Three month period ended				Nine month period ended		( ₹ in lacs, except per share data)	
		December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014	Year ended March 31, 2015		
Particulars	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited		
1	<b>INCOME</b>								
	Revenue from operations	101,983	100,342	93,769	307,981	295,515	390,491		
	<b>Total income from operations</b>	<b>101,983</b>	<b>100,342</b>	<b>93,769</b>	<b>307,981</b>	<b>295,515</b>	<b>390,491</b>		
2	<b>EXPENSES</b>								
	(a) Employee costs	49,546	45,893	46,847	143,313	139,560	184,790		
	(b) Travel related expenses (net of recoveries)	4,516	4,155	3,969	12,163	10,064	13,434		
	(c) Professional fees	3,900	3,474	4,438	10,575	17,187	20,000		
	(d) Other expenses	3,694	2,761	4,213	10,216	14,081	14,081		
	(e) Depreciation and amortisation	1,257	1,302	1,533	3,977	5,050	6,809		
	<b>Total expenses</b>	<b>62,913</b>	<b>57,585</b>	<b>61,000</b>	<b>180,244</b>	<b>182,515</b>	<b>242,220</b>		
3	<b>Profit from operations before other income, exceptional item and tax</b>	<b>39,070</b>	<b>42,757</b>	<b>32,769</b>	<b>127,737</b>	<b>113,000</b>	<b>148,271</b>		
4	Other income, net	3,235	6,618	4,462	19,303	34,439	34,813		
5	<b>Profit from operations before exceptional item and tax</b>	<b>42,305</b>	<b>49,375</b>	<b>37,231</b>	<b>147,040</b>	<b>147,439</b>	<b>183,084</b>		
6	Exceptional item [Refer note 4]	2,179	-	-	(2,193)	-	-		
7	<b>Profit before tax</b>	<b>44,484</b>	<b>49,375</b>	<b>37,231</b>	<b>144,847</b>	<b>147,439</b>	<b>183,084</b>		
8	Tax expenses								
	(a) Current tax	15,406	16,565	12,340	51,188	52,995	65,778		
	(b) Deferred tax	130	549	(76)	(483)	(1,751)	(1,926)		
	<b>Total tax expenses</b>	<b>15,536</b>	<b>17,114</b>	<b>12,264</b>	<b>50,705</b>	<b>51,244</b>	<b>63,852</b>		
9	<b>Net profit for the period</b>	<b>28,948</b>	<b>32,261</b>	<b>24,967</b>	<b>94,142</b>	<b>96,195</b>	<b>119,232</b>		
10	Paid up equity share capital (face value ₹ 5 each, fully paid)	4,241	4,239	4,229	4,241	4,229	4,231		
11	Reserves as per balance sheet of previous accounting year						340,176		
12	Earnings per share (face value ₹ 5 each, fully paid)								
	(a) Basic (in ₹)	34.14	38.10	29.52	111.15	114.10	141.30		
	(b) Diluted (in ₹)	33.89	37.85	29.42	110.33	113.54	140.71		
See accompanying note to the financial results									

### Notes to financial results :

The above unaudited consolidated financial results for the three and nine month period ended December 31, 2015 have been approved by the Board of Directors of the Company at its meeting held on February 10, 2016. The Statutory Auditors of the Company have carried out a Limited Review of the consolidated financial results for the three and nine month period ended December 31, 2015. There are no qualifications in the Limited Review Report issued by the Auditors.



- 2 The consolidated financial results of Oracle Financial Services Software Limited (the 'Company' or the 'Group') have been extracted from the unaudited consolidated financial statements prepared in accordance with the principles and procedures required for the preparation and presentation of consolidated financial statements as laid down under Accounting Standard ('AS') 21, 'Consolidated Financials Statements' and AS 23, 'Accounting for Investments in Associates in Consolidated Financial Statements', specified by Section 133 of the Companies Act, 2013 read together with Rule 7 of the Companies (Accounts) Rules 2014, issued by the Ministry of Corporate Affairs.
- 3 During the three and nine month period ended December 31, 2015, the Company allotted 49,027 and 208,348 equity shares, respectively, of face value of ₹ 5 each on exercise of stock options by eligible employees under the prevailing ESOP schemes.
- 4 In the three month period ended June 30, 2015, the Company had charged an amount of ₹ 4,372 lacs in the consolidated financial results in relation to an Arbitration award passed against a wholly owned subsidiary company. During the three month period ended December 31, 2015, the subsidiary company has settled the said dispute for full release of all claims and accordingly, has reversed the resultant excess provision of ₹ 2,179 lacs. The same has been disclosed as an exceptional item.
- 5 Particulars of other income, net

Particulars	Three month period ended			Nine month period ended			Year ended March 31, 2015 Audited
	December 31, 2015 Unaudited	September 30, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2015 Unaudited	December 31, 2014 Unaudited		
Interest income	3,619	6,500	5,299	16,761	35,078	41,040	
Exchange (loss) gain, net	(722)	(531)	(1,013)	1,950	(2,028)	(8,624)	
Miscellaneous income, net	338	649	176	592	1,389	2,397	
<b>Total</b>	<b>3,235</b>	<b>6,618</b>	<b>4,462</b>	<b>19,303</b>	<b>34,439</b>	<b>34,813</b>	

6 Reporting segmentwise revenue, results and capital employed

Particulars	Three month period ended			Nine month period ended			Year ended March 31, 2015 Audited
	December 31, 2015 Unaudited	September 30, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2015 Unaudited	December 31, 2014 Unaudited		
<b>(a) Segment revenue</b>							
Product licenses and related activities	86,040	82,627	75,463	257,138	240,598	318,148	
IT solutions and consulting services	13,103	14,776	14,968	42,280	47,924	61,924	
Business process outsourcing services	2,840	2,939	3,338	8,563	7,689	10,419	
	<b>101,983</b>	<b>100,342</b>	<b>93,769</b>	<b>307,981</b>	<b>295,515</b>	<b>390,491</b>	
<b>(b) Segment results</b>							
Product licenses and related activities	39,371	40,899	32,130	125,155	108,982	145,038	
IT solutions and consulting services	1,241	3,120	1,342	6,448	8,241	10,080	
Business process outsourcing services [Refer note 4]	3,117	1,073	1,580	943	2,215	3,213	
	<b>43,729</b>	<b>45,092</b>	<b>35,052</b>	<b>132,546</b>	<b>119,438</b>	<b>158,341</b>	
Interest income	3,619	6,500	5,299	16,761	35,078	41,040	
Other un-allocable (expenses), net	(2,864)	(2,217)	(3,120)	(4,460)	(7,077)	(16,287)	
<b>Profit before tax</b>	<b>44,484</b>	<b>49,375</b>	<b>37,231</b>	<b>144,847</b>	<b>147,439</b>	<b>183,084</b>	
<b>(c) Capital employed</b>							
Product licenses and related activities	96,422	95,868	90,232	96,422	90,232	82,611	
IT solutions and consulting services	17,392	20,319	19,495	17,392	19,495	20,188	
Business process outsourcing services [Refer note 4]	1,396	(3,152)	977	1,396	977	1,128	
Unallocable	329,958	301,065	393,403	329,958	393,403	240,479	
	<b>445,168</b>	<b>414,100</b>	<b>504,107</b>	<b>445,168</b>	<b>504,107</b>	<b>344,406</b>	

(₹ in lacs)



**Notes on segment information:**  
**Segment revenue and expense:**

Revenue is generated through licensing of software products as well as by providing software solutions to the customers including consulting services and business process outsourcing services. The income and expenses which are not directly attributable to a business segment are classified as unallocable income and expenses.

**Segment assets and liabilities:**  
Segment assets include all operating assets used by a segment and consist principally of trade receivables net of allowances, unbilled revenue, deposits for premises and fixed assets. Segment liabilities primarily includes deferred revenues, advance from customers, accrued employee cost and other current liabilities. While most such assets and liabilities can be directly attributed to individual segments, the carrying amount of certain assets and liabilities used jointly by two or more segments is allocated to the segment on a reasonable basis. Assets and liabilities that cannot be allocated between the segments are shown as part of unallocable assets and liabilities.

**7 Unaudited standalone results for the three and nine month period ended December 31, 2015**

Particulars	Three month period ended			Nine month period ended			Year ended
	December 31, 2015 Unaudited	September 30, 2015 Unaudited	December 31, 2014 Unaudited	December 31, 2015 Unaudited	December 31, 2014 Unaudited	March 31, 2015 Audited	
Revenue from operations	89,071	83,717	80,627	262,169	252,280	334,110	
Net profit before tax for the period	36,633	37,670	34,125	115,814	131,701	161,363	
Net profit after tax for the period	23,395	24,260	23,433	74,501	85,655	105,802	

(₹ in lacs)

8 Previous period's / year's figures have been reclassified, where necessary, to conform with current period's / year's presentation.

9 The above financial results are also available on the Company's website: [www.oracle.com/financialservices](http://www.oracle.com/financialservices)

Mumbai, India  
February 10, 2016



For and on behalf of the Board of Directors  
Oracle Financial Services Software Limited

Managing Director & Chief Executive Officer

Chaitanya Kamat



**Limited Review Report****Review Report to****The Board of Directors of Oracle Financial Services Software Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Oracle Financial Services Software Limited (the 'Company'), its subsidiaries and an associate company (together, 'the Group'), for the quarter and nine months ended December 31, 2015 (the 'Statement'), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. Batliboi & Associates LLP**

Chartered Accountants

ICAI Firm registration number: 101049W



per Amit Majmudar

Partner

Membership No.: 36656



Mumbai, India

February 10, 2016





FOR IMMEDIATE RELEASE

**Oracle Financial Services Software Reports Q3 Fiscal Year 2016**  
**Revenue for the Quarter of Rs. 1,020 Crore up 9% Year-over-Year;**  
**Net Income of Rs. 290 Crore up 16% Year-over-Year**

Mumbai, India, February 10, 2016: Oracle Financial Services Software Limited (Reuters: ORCL.BO and ORCL.NS), a majority owned subsidiary of Oracle, today announced Indian GAAP results for the quarter ended December 31, 2015. Net income was Rs. 290 Crore up 16% compared to the quarter ended December 31, 2014. Consolidated revenue for the quarter was Rs. 1,020 Crore up 9% over the quarter ended December 31, 2014. The operating income for the quarter was Rs. 413 Crore up 26% over the quarter ended December 31, 2014.

The products business posted revenue of Rs. 860 Crore and operating margins of 46%, while the services business posted revenue of Rs. 131 Crore and operating margins of 9%.

“We are pleased to report another robust quarter with our license fee signings posting 36% growth as compared to the quarter ended December 2014, and our revenue from products segment in the quarter posted a healthy 14% growth year-over-year. We have several significant deals across Asia, Africa, Europe and the U.S.,” said Chet Kamat, Managing Director and CEO of Oracle Financial Services Software.

“Operating results are strong; we posted operating margins of 40% in the quarter and year-over-year our operating income increased 26%. Our focus on operational excellence has delivered strong operating metrics; the days of sales outstanding at the end of December 2015 were at 44 days”, said Makarand Padalkar, Chief Financial Officer for Oracle Financial Services Software.

**Business Highlights**

- The Company signed new license deals amounting to US\$ 23 million in the quarter.
- The customers for the quarter who are deploying Oracle Financial Services solutions span across various regions around the globe including Australia, Egypt, Hungary, Kenya, Korea, Myanmar, New Zealand, Pakistan, Saudi Arabia, South Africa, Taiwan, and the United States.
- 21 customers completed their deployments of Oracle Financial Services software products during the quarter.





- Co-op Money NZ has selected Oracle FLEXCUBE to deliver an agile, extensible and interoperable core banking system that will provide their members with improved access and user friendliness for all of their credit union needs. Co-op Money NZ's Members represent approximately 200,000 members and have more than 95 branches with assets of over \$1.5 billion and collectively are the sixth largest financial transactor by volume in New Zealand. "We are constantly working on improving efficiencies and bringing in solutions that enable our Members to provide the best in services to their members. The Oracle FLEXCUBE solution will replace our existing, legacy core banking system, and will become the one-stop solution for all information across Members that will use the system," said Henry Lynch, CEO of Co-op Money NZ.
- MKB Bank is one of Hungary's largest banks, with a particularly strong presence in the corporate and private wealth. As part of its growth strategy, the bank is targeting an increase in the SME sector and has committed to migrate from its existing core banking platform provider to Oracle FLEXCUBE Universal Banking, thereby helping to reduce its go-to-market time and reduce risks associated with availability, security or scalability.
- Oracle Banking Digital Experience (OBDX) built on open standards architecture— brings new comprehensive capabilities to banks seeking a digital transformation—customer and product acquisitions, business services, including payments innovation and customer financial insight. It provides more than 250 business services out of the box, including digital account and loan origination, digital wallets and mobile payments "Oracle is partnering with us to launch new digital capabilities into the market in weeks instead of months" said Matt Pancino, CEO Suncorp Business Services.
- CEB Tower Group ranked Oracle best in class in all four categories of their CX/CRM solutions for banking in a report from December 2015.
- Yuanta Financial Holdings is a comprehensive financial services firm and is a leader in securities-related businesses in Taiwan, offering a full range of services through its various subsidiaries. The firm has selected Oracle Financial Services Software Solutions Funds Transfer Pricing, Asset Liability Management, Liquidity Risk Management, Analytical Applications Infrastructure, Enterprise Modelling and Asset Liability Analytics & Advance Analytics for AAI. Yuanta's distribution network consists of 161 securities head office and branches and 88 banking branches with approximately 10 thousand professionals providing clients with a full range of financial services.
- One of the largest bank holding companies in Korea has selected Oracle Anti-Money Laundering to support its risk management operations.





- One of the largest and fastest growing Islamic banks in Pakistan that offers a wide range of Shariah-compliant banking products and services to its customers has selected Oracle Financial Services Analytical Applications to support its overall risk management and compliance. The bank also offers various Alternate Distribution Channels including Internet Banking, ATM Banking, Visa & MasterCard debit card, SMS Banking, SMS Alerts, Mobile Banking Application and Utility Bills Payment through ATM and Internet Banking.
- Published in December 2015, Risk.net's RiskTech Ranking placed Oracle as the number one vendor in the Risk Data Repository and Data Management categories under Enterprise Operational Risk Management.
- Oracle moved up to #4 on the Chartis RiskTech100. Chartis Research also named Oracle as Top Vendor in the 105 Risk Data Aggregation and Reporting category and category leader in the 2015 Enterprise Stress Testing Systems.





**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q3 FY 2015-16 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Dec 31, 2015	% of Revenues	Dec 31, 2014	% of Revenues	
<b>REVENUES</b>					
Products	8,604	84%	7,546	80%	14%
Services	1,310	13%	1,497	16%	(12%)
BPO - Services	284	3%	334	4%	(15%)
<b>Total Revenues</b>	<b>10,198</b>	<b>100%</b>	<b>9,377</b>	<b>100%</b>	<b>9%</b>
<b>SEGMENT RESULTS</b>					
Products	3,937	46%	3,213	43%	23%
Services	124	9%	134	9%	(7%)
BPO - Services	312	110%	158	47%	97%
<b>Total</b>	<b>4,373</b>	<b>43%</b>	<b>3,505</b>	<b>37%</b>	<b>25%</b>
Unallocable expenses	(248)	(2%)	(228)	(2%)	9%
<b>OPERATING INCOME</b>	<b>4,125</b>	<b>40%</b>	<b>3,277</b>	<b>35%</b>	<b>26%</b>
Interest and other income, net	323	3%	446	5%	(28%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>4,448</b>	<b>45%</b>	<b>3,723</b>	<b>40%</b>	<b>19%</b>
Provision for taxes	1,553	16%	1,226	13%	27%
<b>NET INCOME</b>	<b>2,895</b>	<b>28%</b>	<b>2,497</b>	<b>27%</b>	<b>16%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	34.14		29.52		16%
Diluted	33.89		29.42		15%





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	Nine Months Ended				% Increase (Decrease)
	Dec 31, 2015	% of Revenues	Dec 31, 2014	% of Revenues	
<b>REVENUES</b>					
Products	25,714	83%	24,060	81%	7%
Services	4,228	14%	4,722	16%	(10%)
BPO - Services	856	3%	769	3%	11%
<b>Total Revenues</b>	<b>30,798</b>	<b>100%</b>	<b>29,551</b>	<b>100%</b>	<b>4%</b>
<b>SEGMENT RESULTS</b>					
Products	12,516	49%	10,898	45%	15%
Services	645	15%	824	17%	(22%)
BPO - Services	94	11%	222	29%	(57%)
<b>Total</b>	<b>13,255</b>	<b>43%</b>	<b>11,944</b>	<b>40%</b>	<b>11%</b>
Unallocable expenses	(700)	(2%)	(644)	(2%)	9%
<b>OPERATING INCOME</b>	<b>12,555</b>	<b>41%</b>	<b>11,300</b>	<b>38%</b>	<b>11%</b>
Interest and other income, net	1,930	6%	3,444	12%	(44%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>14,485</b>	<b>47%</b>	<b>14,744</b>	<b>50%</b>	<b>(2%)</b>
Provision for taxes	5,071	16%	5,124	17%	(1%)
<b>NET INCOME</b>	<b>9,414</b>	<b>31%</b>	<b>9,620</b>	<b>33%</b>	<b>(2%)</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	111.15		114.10		(3%)
Diluted	110.33		113.54		(3%)





**Oracle Financial Services Software Limited**  
**Q3 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
<b>Segmental Revenue (INR Mn)</b>										
Product Business	8,953	7,561	7,546	7,755	31,815	8,847	8,262	8,604		
Services Business	1,542	1,683	1,497	1,470	6,192	1,440	1,478	1,310		
BPO Business	234	201	334	273	1,042	279	294	284		
Total	10,729	9,445	9,377	9,498	39,049	10,566	10,034	10,198		
<b>Geographic Revenues</b>										
<b>Products Business</b>										
NAMER	26%	30%	28%	26%	28%	31%	26%	28%		
JAPAC	37%	35%	36%	33%	35%	33%	39%	34%		
EMEA	37%	36%	36%	40%	37%	36%	36%	38%		
<b>Services Business</b>										
NAMER	60%	54%	59%	69%	61%	71%	71%	73%		
JAPAC	13%	17%	14%	8%	13%	10%	9%	8%		
EMEA	27%	29%	28%	23%	26%	19%	20%	18%		
<b>Total Company</b>										
NAMER	32%	34%	34%	34%	34%	37%	34%	35%		
JAPAC	33%	31%	32%	29%	31%	29%	33%	30%		
EMEA	36%	34%	34%	37%	35%	33%	33%	35%		
<b>Revenue Analysis by Type</b>										
<b>Product Revenues</b>										
License Fees	20%	7%	13%	16%	15%	18%	13%	18%		
Professional Services	54%	62%	57%	57%	57%	56%	59%	54%		
Maintenance	26%	31%	30%	27%	29%	26%	28%	28%		
<b>Services Revenues</b>										
Fixed Price	25%	22%	21%	22%	23%	21%	19%	17%		
Time & Material Basis	75%	78%	79%	78%	77%	79%	81%	83%		
On-site	36%	48%	37%	39%	40%	37%	37%	39%		
Off-shore	64%	52%	63%	61%	60%	63%	63%	61%		
<b>Customer Concentration</b>										
<b>Product Customers</b>										
Top Customer	13%	16%	13%	15%	14%	12%	13%	10%		
Top 5 Customers	33%	34%	32%	33%	32%	32%	33%	34%		
Top 10 Customers	43%	41%	40%	43%	39%	41%	43%	45%		
<b>Services Customers</b>										
Top Customer	11%	13%	13%	12%	12%	16%	15%	15%		
Top 5 Customers	43%	42%	47%	45%	43%	50%	51%	51%		
Top 10 Customers	67%	68%	70%	70%	67%	73%	74%	74%		
<b>Total Company</b>										
Top Customer	11%	12%	10%	12%	11%	10%	10%	9%		
Top 5 Customers	30%	31%	30%	30%	29%	30%	30%	30%		
Top 10 Customers	39%	39%	38%	41%	37%	38%	40%	40%		
<b>Trade Receivables</b>										
0-180 days	94%	98%	96%	96%	96%	93%	96%	95%		
More than 180 days	6%	2%	4%	4%	4%	7%	4%	5%		
DSO (Days)	39	68	63	51	51	46	51	44		
<b>Attrition Rate (TTM)</b>	23%	24%	23%	22%	22%	22%	22%	22%		
<b>Staff Data *</b>										
Products Business	5,794	5,947	6,072	6,072	6,072	6,065	6,248	6,143		
Services Business	2,121	2,036	1,998	1,925	1,925	1,821	1,696	1,657		
BPO Business	670	701	705	676	676	667	690	718		
Corporate	269	264	257	255	255	242	242	236		
Total	8,854	8,948	9,032	8,928	8,928	8,795	8,876	8,754		





### **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).

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