

**Oracle Financial Services Software Limited**

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CIN: L72200MH1989PLC053666

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**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE THREE MONTH PERIOD ENDED JUNE 30, 2014**

PART I	Particulars	Three month period ended			Year ended	
		June 30, 2014	March 31, 2014	June 30, 2013	March 31, 2014	
		Unaudited	Audited	Unaudited	Audited	
1	<b>INCOME</b>					
	Revenue from operations	90,695	76,355	74,352	315,947	315,947
2	<b>EXPENSES</b>					
	(a) Employee costs	38,006	38,214	36,352	157,623	157,623
	(b) Travel related expenses (net of recoveries)	2,635	2,927	2,592	11,128	11,128
	(c) Professional fees	4,716	4,396	3,325	17,081	17,081
	(d) Other expenses	3,716	3,177	3,438	12,693	12,693
	(e) Depreciation and amortisation	1,683	1,608	1,611	6,435	6,435
	<b>Total expenses</b>	<b>50,756</b>	<b>50,322</b>	<b>47,318</b>	<b>204,958</b>	<b>204,958</b>
3	<b>Profit from operations before other income and tax</b>	<b>39,939</b>	<b>26,033</b>	<b>27,034</b>	<b>110,989</b>	<b>110,989</b>
4	Other income, net	14,860	15,169	15,883	62,092	62,092
5	<b>Profit before tax</b>	<b>54,799</b>	<b>41,202</b>	<b>42,917</b>	<b>173,081</b>	<b>173,081</b>
6	Tax expenses					
	(a) Current tax	20,918	13,402	15,024	59,498	59,498
	(b) Deferred tax	(808)	(140)	(726)	(1,253)	(1,253)
	<b>Total tax expenses</b>	<b>20,110</b>	<b>13,262</b>	<b>14,298</b>	<b>58,245</b>	<b>58,245</b>
7	<b>Net profit for the period</b>	<b>34,689</b>	<b>27,940</b>	<b>28,619</b>	<b>114,836</b>	<b>114,836</b>
8	Paid up equity share capital (face value ₹ 5 each, fully paid)					
9	Reserves as per balance sheet of previous accounting year	4,208	4,207	4,204	4,207	841,263
10	Earnings per share (face value ₹ 5 each, fully paid)					
	(a) Basic (in ₹)	41.23	33.21	34.04	136.56	136.56
	(b) Diluted (in ₹)	41.08	33.08	33.94	135.98	135.98
See accompanying note to the financial results						
<b>PART II</b>						
<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>					
1	<b>Aggregate of Public Shareholding</b>					
	Number of shares	21,099,707	21,092,937	21,025,309	21,092,937	21,092,937
	Percentage of shareholding	25.07	25.07	25.01	25.07	25.07
2	<b>Promoters and Promoter Group Shareholding</b>					
	a) Pledged / Encumbered	-	-	-	-	-
	Number of Shares	-	-	-	-	-
	Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-
	Percentage of shares (as a % of the total share capital of the Company)	-	-	-	-	-
	b) Non-encumbered					
	Number of shares	63,051,197	63,051,197	63,051,197	63,051,197	63,051,197
	Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100	100	100	100
	Percentage of shares (as a % of the total share capital of the Company)	74.93	74.93	74.99	74.93	74.93

**B INVESTOR COMPLAINTS**

Particulars	No. of Complaints
Complaints outstanding on April 01, 2014	0
Complaints received during the three month period ended June 30, 2014	3
Complaints disposed off during the three month period ended June 30, 2014	3
Complaints outstanding on June 30, 2014	0

**Notes to financial results :**

- The above unaudited standalone financial results for the three month period ended June 30, 2014 have been approved by the Board of Directors of the Company at its meeting held on August 7, 2014. The Statutory Auditors of the Company have carried out a Limited Review of the standalone financial results for the three month period ended June 30, 2014. There are no qualifications in the Limited Review Report issued by the Auditors.
- The figures for the three month period ended March 31, 2014 are the balancing figures between audited figures in respect of the full financial year ended March 31, 2014 and unaudited published year-to-date figures up to December 31, 2013, being the end of the third quarter of the financial year, which were subjected to limited review.
- During the three month period ended June 30, 2014, the Company allotted 6,770 equity shares of face value of ₹ 5 each on exercise of stock options by eligible employees under the prevailing ESOP schemes.
- Revenue from product licenses and related activities for the three month period ended March 31, 2014 includes prior quarters' revenue of ₹ 1,529 lacs.
- Employee costs for the three month period ended March 31, 2014 includes reversal of payroll taxes accrual related to prior quarters of ₹ 915 lacs. Employee costs for the three month period ended and year ended March 31, 2014 includes reversal of payroll taxes accrual related to prior year of ₹ 1,023 lacs.
- Employee costs for the three month period ended June 30, 2013 and year ended March 31, 2014 are net of ₹ 1,360 lacs pertaining to write back of bonus provision of earlier year no longer required.

7 Particulars of other income, net

Particulars	Three month period ended			Year ended	
	June 30, 2014 Unaudited	March 31, 2014 Audited	June 30, 2013 Unaudited	March 31, 2014 Audited	March 31, 2014 Audited
Interest income	15,267	14,550	11,121	51,396	51,396
Exchange (loss) gain, net	(601)	487	4,518	10,114	10,114
Miscellaneous income, net	194	132	244	582	582
<b>Total</b>	<b>14,860</b>	<b>15,169</b>	<b>15,883</b>	<b>62,092</b>	<b>62,092</b>

8 Reporting segmentwise revenue, results and capital employed, under clause 41 of the listing agreement

Particulars	Three month period ended			Year ended	
	June 30, 2014 Unaudited	March 31, 2014 Audited	June 30, 2013 Unaudited	March 31, 2014 Audited	March 31, 2014 Audited
<b>(a) Segment revenue</b>					
Product licenses and related activities	75,180	59,631	56,754	244,265	244,265
IT solutions and consulting services	15,515	16,724	17,598	71,682	71,682
	<b>90,695</b>	<b>76,355</b>	<b>74,352</b>	<b>315,947</b>	<b>315,947</b>
<b>(b) Segment results</b>					
Product licenses and related activities	37,558	24,671	24,449	103,673	103,673
IT solutions and consulting services	4,005	3,018	4,268	14,502	14,502
	<b>41,563</b>	<b>27,689</b>	<b>28,717</b>	<b>118,175</b>	<b>118,175</b>
Interest income	15,267	14,550	11,121	51,396	51,396
Other un-allocable (expenses) income, net	(2,031)	(1,037)	3,079	3,510	3,510
<b>Profit before taxes</b>	<b>54,799</b>	<b>41,202</b>	<b>42,917</b>	<b>173,081</b>	<b>173,081</b>
<b>(c) Capital employed</b>					
Product licenses and related activities	52,092	49,031	57,669	49,031	49,031
IT solutions and consulting services	18,217	27,089	32,712	27,089	27,089
Unallocable	810,002	769,370	667,627	769,370	769,370
	<b>880,311</b>	<b>845,490</b>	<b>758,008</b>	<b>845,490</b>	<b>845,490</b>



**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.

9 Mr. Hoshi D. Bhagwagar resigned as Company Secretary and Compliance Officer with effect from close of business hours of June 06, 2014.

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

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



*[Handwritten signature]*

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

Mumbai, India  
August 7, 2014


Chaitanya Kamat  
Managing Director & Chief Executive Officer

**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 ended June 30, 2014 (the 'Statement'), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. 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 provide 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 recognition and measurement principles laid down in Accounting Standard 25, Interim Financial Reporting, specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014) and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement 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  
August 7, 2014

Oracle Financial Services Software Limited

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UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE THREE MONTH PERIOD ENDED JUNE 30, 2014

(₹ in lacs, except share and per share data)

PART I Particulars	June 30, 2014	Three month period ended		Year ended
	Unaudited	March 31, 2014	June 30, 2013	March 31, 2014
		Audited	Unaudited	Audited
<b>1 INCOME</b>				
Revenue from operations	107,298	89,519	89,940	374,132
<b>Total income from operations</b>	<b>107,298</b>	<b>89,519</b>	<b>89,940</b>	<b>374,132</b>
<b>2 EXPENSES</b>				
(a) Employee costs	45,681	44,391	43,696	184,048
(b) Travel related expenses (net of recoveries)	3,177	3,412	3,300	14,058
(c) Professional fees	4,659	4,237	4,124	18,183
(d) Other expenses	5,225	3,878	5,090	17,905
(e) Depreciation and amortisation	1,872	1,813	1,777	7,167
<b>Total expenses</b>	<b>60,614</b>	<b>57,731</b>	<b>57,967</b>	<b>241,361</b>
<b>Profit from operations before other income and tax</b>	<b>46,684</b>	<b>31,788</b>	<b>31,973</b>	<b>132,771</b>
4 Other income, net	15,034	14,980	20,083	67,305
5 Profit before tax	61,718	46,768	52,056	200,136
6 Tax expenses				
(a) Current tax	23,194	15,813	16,154	65,468
(b) Deferred tax	(919)	(140)	(739)	(1,254)
<b>Total tax expenses</b>	<b>22,275</b>	<b>15,673</b>	<b>15,415</b>	<b>64,204</b>
7 <b>Net profit for the period</b>	<b>39,443</b>	<b>31,075</b>	<b>36,618</b>	<b>135,932</b>
8 Paid up equity share capital (face value ₹ 5 each, fully paid)	4,206	4,207	4,204	4,207
9 Reserves as per balance sheet of previous accounting year				873,448
10 Earnings per share (face value ₹ 5 each, fully paid)				
(a) Basic (in ₹)	46.87	36.94	43.56	161.64
(b) Diluted (in ₹)	46.71	36.80	43.43	160.96

See accompanying note to the financial results

**PART II**

**A PARTICULARS OF SHAREHOLDING**

1 <b>Aggregate of Public Shareholding</b>	21,099,707	21,092,937	21,025,399	21,092,937
Number of shares	25.07	25.07	25.01	25.07
Percentage of shareholding				
2 <b>Promoters and Promoter Group Shareholding</b>				
(a) Pledged / Encumbered	-	-	-	-
Number of Shares	-	-	-	-
Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
(b) Non-encumbered	63,051,197	63,051,197	63,051,197	63,051,197
Number of shares	100	100	100	100
Percentage of shares (as a % of the total shareholding of promoter and promoter group)	74.93	74.93	74.99	74.93



**B INVESTOR COMPLAINTS**

Particulars	No. of Complaints
Complaints outstanding on April 01, 2014	0
Complaints received during the three month period ended June 30, 2014	3
Complaints disposed off during the three month period ended June 30, 2014	3
Complaints outstanding on June 30, 2014	0

**Notes to financial results :**

- The above unaudited consolidated financial results for the three month period ended June 30, 2014, have been approved by the Board of Directors of the Company at its meeting held on August 7, 2014. The Statutory Auditors of the Company have carried out a Limited Review of the consolidated financial results for the three month period ended June 30, 2014. There are no qualifications in the Limited Review Report issued by the Auditors.
- 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 Financial Statements' and AS 23, 'Accounting for Investments in Associates in Consolidated Financial Statements', specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014).
- The Company has opted to publish consolidated financial results, pursuant to the option made available as per clause 41 of the listing agreement. Both the consolidated and standalone financial results are available on the Company's website viz. [www.oracle.com/financialservices](http://www.oracle.com/financialservices) and websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://www.nseindia.com)).
- The figures for the three month period ended March 31, 2014 are the balancing figures between audited figures in respect of the full financial year ended March 31, 2014 and unaudited year-to-date figures up to December 31, 2013, being the end of the third quarter of the financial year, which were subjected to limited review.
- During the three month period ended June 30, 2014, the Company allotted 6,770 equity shares of face value of ₹ 5 each on exercise of stock options by eligible employees under the prevailing ESOP schemes.
- Employee costs for the three month period ended March 31, 2014 includes reversal of payroll taxes accrual related to prior quarters of ₹ 915 lacs. Employee costs for the three month period ended and year ended March 31, 2014 includes reversal of payroll taxes accrual related to prior year of ₹ 1,023 lacs.
- Employee costs for the three month period ended June 30, 2013 and year ended March 31, 2014 are net of ₹ 2,024 lacs and ₹ 2,435 lacs respectively, pertaining to write back of bonus provision of earlier year no longer required.

(₹ in lacs)

Particulars	Three month period ended		Year ended	
	June 30, 2014 Unaudited	March 31, 2014 Audited	June 30, 2013 Unaudited	March 31, 2014 Audited
Interest income	15,407	14,666	11,221	51,790
Exchange (loss) gain, net	(894)	(151)	8,314	14,525
Miscellaneous income, net	521	445	548	1,060
<b>Total</b>	<b>15,034</b>	<b>14,960</b>	<b>20,083</b>	<b>67,365</b>

**9 Reporting segmentwise revenue, results and capital employed, under clause 41 of the listing agreement**

(₹ in lacs)

Particulars	Three month period ended		Year ended	
	June 30, 2014 Unaudited	March 31, 2014 Audited	June 30, 2013 Unaudited	March 31, 2014 Audited
<b>(a) Segment revenue</b>				
Product licenses and related activities	89,530	69,939	68,689	290,015
IT solutions and consulting services	15,425	17,159	18,081	73,983
Business process outsourcing services	2,343	2,421	2,170	10,134
	<b>107,298</b>	<b>89,519</b>	<b>89,940</b>	<b>374,132</b>
<b>(b) Segment results</b>				
Product licenses and related activities	44,710	30,249	29,075	125,594
IT solutions and consulting services	3,688	3,591	4,767	15,209
Business process outsourcing services	514	673	674	3,662
	<b>48,912</b>	<b>34,513</b>	<b>34,516</b>	<b>144,465</b>
Interest income	15,407	14,666	11,221	51,790
Other un-allocable (expenses) income, net	(2,501)	(2,431)	8,299	3,891
<b>Profit before tax</b>	<b>61,718</b>	<b>46,748</b>	<b>52,036</b>	<b>200,136</b>
<b>(c) Capital employed</b>				
Product licenses and related activities	109,139	110,620	91,109	110,620
IT solutions and consulting services	19,989	23,514	23,514	23,514
Business process outsourcing services	1,165	1,106	1,285	1,106
Unallocable	786,932	742,415	657,105	742,415
	<b>917,225</b>	<b>877,655</b>	<b>777,011</b>	<b>877,655</b>



**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 promises 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.

**10 Unaudited standalone results for the three month period ended June 30, 2014**

Particulars	Three month period ended		Year ended	
	June 30, 2014	March 31, 2014	June 30, 2013	March 31, 2014
Revenue from operations	Unaudited	Audited	Unaudited	Audited
Net profit after tax for the period	90,695	76,355	74,352	315,947
Earnings per share (face value ₹ 5 each, fully paid)	34,689	27,940	28,619	114,836
Basic (in ₹)	41.23	33.21	34.04	136.59
Diluted (in ₹)	41.08	33.08	33.94	135.59

(₹ in lacs, except per share data)

11 Mr. Hoosh D. Bhargwagar resigned as Company Secretary and Compliance Officer with effect from close of business hours of June 05, 2014.  
 12 Previous periods / year's figures have been reclassified, where necessary, to conform with current periods / year's presentation.

Mumbai, India  
 August 7, 2014



*Chaitanya Kanat*  
 Managing Director & Chief Executive Officer

*[Signature]*  
 For approval of the Board of Directors  
 Oracle Financial Services Software Limited

**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 ended June 30, 2014 (the 'Statement'), being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreement, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. 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 provide 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 recognition and measurement principles laid down in Accounting Standard 25, Interim Financial Reporting, specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014) and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement 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  
August 7, 2014



## FOR IMMEDIATE RELEASE

### **Oracle Financial Services Software Reports Q1 Fiscal Year 2014 Net Income of Rs. 394 Crore up 8% Year-over-Year Revenue for the Quarter at Rs. 1,073 Crore up 19% Year-over-Year**

Mumbai, India, August 7, 2014: 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 June 30, 2014. Net income was Rs. 394 Crore, up 27% compared to the quarter ended March 31, 2014 and up 8% compared the quarter ended June 30, 2013. Consolidated revenue for the quarter was Rs. 1,073 Crore, up 20% compared to quarter ended March 31, 2014 and up 19% over the quarter ended June 30, 2013. The operating income for the quarter was Rs. 467 Crore, up 47% compared to quarter ended March 2014 and up 46% over the quarter ended June 30, 2013.

The products business posted revenue of Rs. 895 Crore and operating margins of 50%, while the services business posted revenue of Rs. 154 Crore and operating margins of 24%.

Chet Kamat, managing director and chief executive officer for Oracle Financial Services Software, said, "We are very excited to report a solid quarter based on strong momentum. Our entire range of applications for financial services demonstrated strong license signings around the globe. For the quarter ended June 2014, we signed new licenses of US\$ 32 million registering 82% year-over-year growth. All our lines of business posted strong operating performance. This performance is a testament to the breadth of our product capability sustained through focussed investments to grow our addressable market."

Makarand Padalkar, chief financial officer for Oracle Financial Services Software, said, "We continue to surpass our performance benchmarks, the operating income for the quarter grew 46% year-over-year with the operating margins at 44% posting an 8 percentage point growth over the operating margins in the same quarter year-over-year. We posted our lowest ever days of sales outstanding at 39 days – representing a reduction of 22 days over the days of sales outstanding at the end of March, 2014."

#### **Business Highlights**

- The Company signed new licenses of US\$ 32 million in the quarter
- New customers signed are deploying the applications for their business operations in Afghanistan, Ethiopia, India, Lebanon, Myanmar, Mexico, Tanzania and the United Kingdom.



- Recent winner of a new banking license in the United Kingdom has selected Oracle FLEXCUBE. This deployment will leverage the Oracle Managed Cloud Services at Linlithgow, Scotland.
- Leading Lebanese bank with over US\$12B in assets signed a multi-million US\$ contract to deploy Oracle Applications on Oracle Exadata including Oracle FLEXCUBE Universal Banking System, Oracle FLEXCUBE Direct Banking, Oracle FLEXCUBE Private Banking , Oracle GL and Oracle Siebel CRM.
- AMANAH SAHAM NASIONAL BERHAD (ASNB), a wholly-owned subsidiary company of Permodalan Nasional Berhad (PNB), Malaysia expanded the deployment of Oracle FLEXCUBE Investor Services as the enterprise solution to serve and manage fund managers and unit holders. ASNB was established in 1979 to manage the unit trust funds launched by PNB. ASNB as a leading unit trust manager has served the investors over 35 years and controls more than 40% of the total units in circulation, serves over 11 million unit holders in the country.
- Azizi Bank, Afghanistan selected Oracle FLEXCUBE to consolidate the acquired operations and expand presence in the country.
- Dombivli Nagari Sahakari Bank (DNS BANK), one of the leading urban co-operative banks the western region of India, has chosen Oracle FLEXCUBE to transform its retail banking and self-service channels.
- Canara Bank, India existing Oracle FLEXCUBE customer for over a decade signed up to deploy Oracle FLEXCUBE for its international operations in South Africa, Bahrain, UK and the USA.
- Janalakshmi Financial Services, a leading for-profit NBFC in India, serving the urban underserved expanded the deployment to address growth its business across the country.
- DongA Joint Stock Commercial Bank (DongA Bank), Vietnam existing customer of Oracle FLEXCUBE expanded the deployment and upgraded to release 12 to address growth in customer accounts and provide service across all regions.
- United Commercial Bank Limited, among the top 2 privately owned banks in Bangladesh went live on Oracle FLEXCUBE for operations on schedule in 7 months in June 2014.
- Leading global FI, headquartered in London, selected Oracle Financial Crime and Compliance Management to address AML rollout across the enterprise.
- Oracle was selected as a winner and Fraud & Financial Crime Software Provider in Operational Risk & Regulation Awards for 2014.



**ORACLE FINANCIAL SERVICES SOFTWARE GROUP**

**Q1 FY 2014-15 : FINANCIAL RESULTS  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(In INR Millions, except per share data)**

Particulars	Three Months Ended				% Increase (Decrease)
	Jun 30, 2014	% of Revenues	Jun 30, 2013	% of Revenues	
<b>REVENUES</b>					
Products	8,953	83%	6,869	76%	30%
Services	1,543	14%	1,908	21%	(19%)
BPO - Services	234	2%	217	2%	8%
<b>Total Revenues</b>	<b>10,730</b>	<b>100%</b>	<b>8,994</b>	<b>100%</b>	<b>19%</b>
<b>SEGMENT RESULTS</b>					
Products	4,471	50%	2,908	42%	54%
Services	369	24%	477	25%	(23%)
BPO - Services	51	22%	67	31%	(24%)
<b>Total</b>	<b>4,891</b>	<b>46%</b>	<b>3,452</b>	<b>38%</b>	<b>42%</b>
Unallocable expenses	(223)	(2%)	(256)	(3%)	(13%)
<b>OPERATING INCOME</b>	<b>4,668</b>	<b>44%</b>	<b>3,196</b>	<b>36%</b>	<b>46%</b>
Interest and other income, net	1,504	14%	2,008	22%	(25%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>6,172</b>	<b>58%</b>	<b>5,204</b>	<b>58%</b>	<b>19%</b>
Provision for taxes	2,228	21%	1,542	17%	45%
<b>NET INCOME</b>	<b>3,944</b>	<b>37%</b>	<b>3,662</b>	<b>41%</b>	<b>8%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	46.87		43.56		8%
Diluted	46.71		43.43		8%



ORACLE FINANCIAL SERVICES SOFTWARE GROUP

Q1 FY 2014-15 : FINANCIAL RESULTS  
 CONSOLIDATED STATEMENTS OF OPERATIONS  
 (In INR Millions, except per share data)

Particulars	Three Months Ended				% Increase (Decrease)
	Jun 30, 2014	% of Revenues	Mar 31, 2014	% of Revenues	
<b>REVENUES</b>					
Products	8,953	83%	6,994	78%	28%
Services	1,543	14%	1,716	19%	(10%)
BPO - Services	234	2%	242	3%	(3%)
<b>Total Revenues</b>	<b>10,730</b>	<b>100%</b>	<b>8,952</b>	<b>100%</b>	<b>20%</b>
<b>SEGMENT RESULTS</b>					
Products	4,471	50%	3,025	43%	48%
Services	369	24%	359	21%	3%
BPO - Services	51	22%	67	28%	(24%)
<b>Total</b>	<b>4,891</b>	<b>46%</b>	<b>3,451</b>	<b>39%</b>	<b>42%</b>
Unallocable expenses	(223)	(2%)	(272)	(3%)	(18%)
<b>OPERATING INCOME</b>	<b>4,668</b>	<b>44%</b>	<b>3,179</b>	<b>36%</b>	<b>47%</b>
Interest and other income, net	1,504	14%	1,496	17%	1%
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>6,172</b>	<b>58%</b>	<b>4,675</b>	<b>52%</b>	<b>32%</b>
Provision for taxes	2,228	21%	1,567	18%	42%
<b>NET INCOME</b>	<b>3,944</b>	<b>37%</b>	<b>3,108</b>	<b>35%</b>	<b>27%</b>
Earnings per share of Rs 5/- each (in Rs)					
Basic	46.87		36.94		27%
Diluted	46.71		36.80		27%



**Oracle Financial Services Software Limited**  
**Q1 FY 2014-15 Financial Results**  
**SUPPLEMENTAL OPERATING MATRICES**

	Financial Year 2013-14					Financial Year 2014-15				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Segmental Revenue (INR Mn)</b>										
Product Business	6,869	7,547	7,591	6,994	29,001	8,953				
Services Business	1,908	1,848	1,926	1,716	7,398	1,543				
BPO Business	217	255	300	242	1,014	234				
<b>Total</b>	<b>8,994</b>	<b>9,650</b>	<b>9,817</b>	<b>8,952</b>	<b>37,413</b>	<b>10,730</b>				
<b>Geographic Revenues</b>										
<b>Products Business</b>										
NAMER	28%	34%	31%	24%	30%	26%				
JAPAC	35%	35%	32%	36%	34%	37%				
EMEA	37%	31%	37%	40%	36%	37%				
<b>Services Business</b>										
NAMER	58%	55%	61%	63%	59%	60%				
JAPAC	21%	15%	15%	9%	15%	13%				
EMEA	21%	30%	24%	28%	26%	27%				
<b>Total Company</b>										
NAMER	35%	39%	37%	32%	36%	32%				
JAPAC	32%	31%	28%	30%	30%	33%				
EMEA	33%	31%	34%	38%	34%	36%				
<b>Revenue Analysis by Type</b>										
<b>Product Revenues</b>										
License Fees	12%	7%	13%	10%	10%	20%				
Professional Services	62%	66%	60%	62%	63%	54%				
Maintenance	25%	27%	27%	28%	27%	26%				
<b>Services Revenues</b>										
Fixed Price	28%	19%	26%	26%	24%	25%				
Time & Material Basis	72%	81%	74%	74%	76%	75%				
On-site	41%	48%	35%	41%	41%	36%				
Off-shore	59%	54%	65%	59%	59%	64%				
<b>Customer Concentration</b>										
<b>Product Customers</b>										
Top Customer	16%	17%	14%	15%	16%	13%				
Top 5 Customers	35%	35%	34%	32%	34%	33%				
Top 10 Customers	43%	44%	43%	41%	41%	43%				
<b>Services Customers</b>										
Top Customer	11%	10%	13%	11%	10%	11%				
Top 5 Customers	42%	39%	49%	48%	44%	43%				
Top 10 Customers	65%	59%	70%	72%	66%	67%				
<b>Total Company</b>										
Top Customer	14%	14%	11%	12%	13%	11%				
Top 5 Customers	31%	30%	31%	29%	30%	30%				
Top 10 Customers	41%	39%	41%	38%	40%	39%				
<b>Trade Receivables</b>										
0-180 days	96%	95%	92%	93%	93%	94%				
More than 180 days	4%	5%	8%	7%	7%	6%				
DSO (Days)	93	69	77	61	61	39				
<b>Attrition Rate (TTM)</b>	17%	17%	19%	21%	21%	23%				
<b>Staff Data *</b>										
Products Business	6,117	6,260	6,185	6,023	6,023	5,794				
Services Business	2,426	2,329	2,271	2,198	2,198	2,121				
BPO Business	678	701	707	697	697	670				
Corporate	371	327	313	302	302	269				
<b>Total</b>	<b>9,592</b>	<b>9,637</b>	<b>9,476</b>	<b>9,220</b>	<b>9,220</b>	<b>8,854</b>				



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