

**Oracle Financial Services Software Limited**

Annual Report  
2012-2013



## **From the Chairman's desk**

It is my pleasure to report the results for the financial year ended March 31, 2013. In the year under review, on a consolidated basis, our net profit increased by 18 percent to ₹ 10,751 million. Our focus on innovation and operational excellence has reinforced our leadership in the marketplace, and a growing number of financial services organizations, worldwide, are selecting our products to achieve competitive differentiation, ensure regulatory compliance and deliver personalized service to their customers. In addition, these institutions value the consulting services provided by your Company.

Our strategy has been centered around consolidation of our position in markets where we are already present, and expansion of our addressable market by launching relevant offerings to segments hereto not addressed and opening major markets.

We maintain our focus on key areas of opportunity, including mobile banking, direct banking and Shariah-compliant banking. Your Company intends to stay ahead of competition by making substantial investments to our product suites that address these opportunities. We launched Oracle FLEXCUBE 12.0 earlier this year. The suite now includes in its ken Oracle FLEXCUBE Direct Banking and Private Banking functionality. This synthesized version also enables enhanced mobile banking with iPhone, iPad and Java ME devices.

During the financial year, we reported several marquee deals with Tier One banks, especially in North America, Europe, Middle East and Africa (EMEA) regions, relating to our risk management solutions stack. These are a direct result of the investments we have continued to make in our risk solutions portfolio to keep it at the leading edge.

This year, we announced the availability of Oracle Financial Services Analytical Applications for Customer Insight, a comprehensive solution that enables institutions to gain a 360-degree view of customer relationships across finance, risk management and marketing for extended and actionable insight into customer behavior. To address the specific requirements of complex regulations such as Basel III, Dodd Frank, and Foreign Account Tax Compliance Act (FATCA), we expanded our Enterprise Risk Management suite and the Enterprise Stress Testing & Capital Planning Analytics suite. We also launched the Oracle Financial Services Loan Loss Forecasting & Provisioning System, a new analytical application that helps organizations accurately forecast credit losses and compute loan loss provisions.

Your Company announced general availability of Oracle Banking Platform for banks in September 2012. The new offering already has gained the first two deployments in Asia. Oracle Banking Platform strengthens the portfolio and capability of your Company to address replacements at Tier 1 Retail Banking Institutions in Europe, North America and Asia.

Our track-record, technology assets and investments place us, along with Oracle, in an excellent position to leverage the opportunities that we see ahead of us, providing an application set that is complete and optimized on Oracle Hardware, along with the necessary services.

On behalf of the Board of Directors and the Management of Oracle Financial Services Software, I would like to thank you for your support over the financial year. I look forward to your continued patronage to help us achieve our mission of being the most preferred technology partner of banks across the world.

Regards,

**S Venkatachalam**

Chairman

Oracle Financial Services Software Limited

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### **Annual General Meeting**

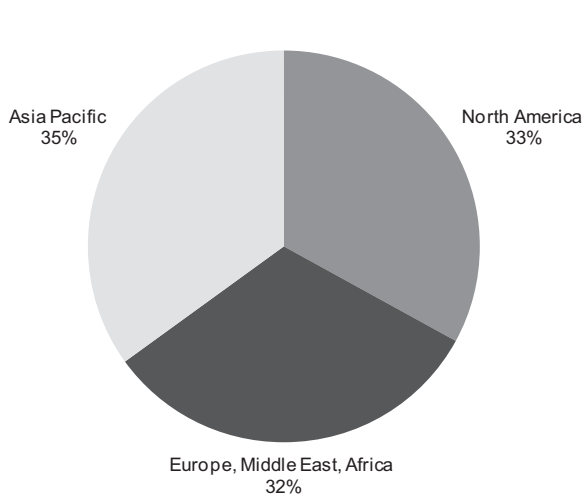
Day and Date	:	Wednesday, August 14, 2013
Time	:	3.00 p.m.
Venue	:	The Leela Kempinski Sahar, Andheri (East) Mumbai 400059

# Financials at a glance

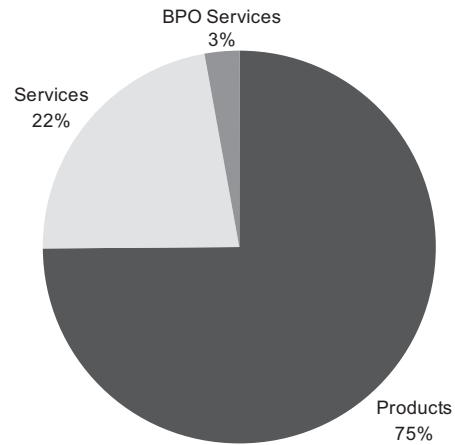
## Key performance indicators 2012-2013

As per Indian GAAP Consolidated results

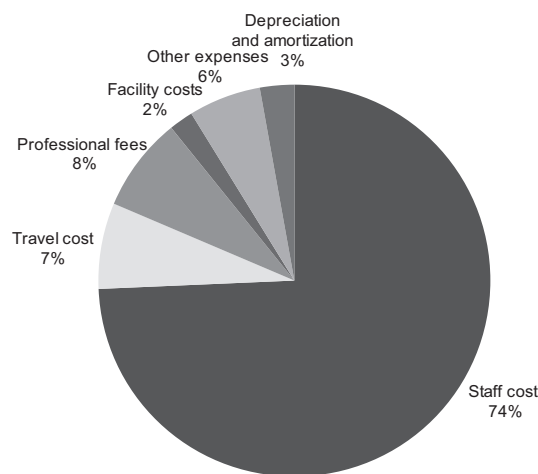
Fiscal year 2012-2013 break up in terms of operating revenue by region, operating revenue by portfolio and expense by category



Operating revenue by region



Operating revenue by portfolio



Expense by category

(All figures in ₹ million except EPS & Book Value)

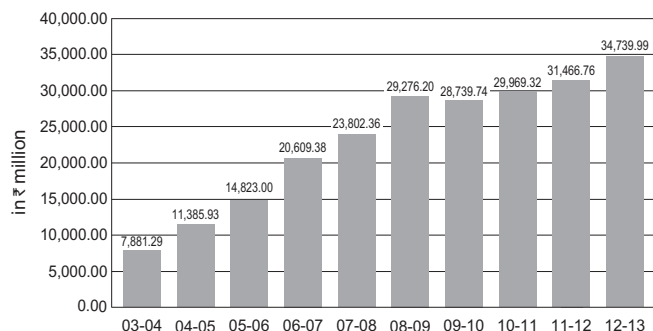
## Our 10 years in the industry

	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13
Operating Revenue	7,881.29	11,385.93	14,823.00	20,609.38	23,802.36	29,276.20	28,739.74	29,969.32	31,466.76	34,739.99
Interest and Other Income (expense)	136.58	259.28	290.54	367.28	631.16	1,763.89	(858.03)	1,668.26	4,217.49	4,595.44
Total Revenue	8,017.87	11,645.21	15,113.54	20,976.66	24,433.52	31,040.09	27,881.71	31,637.58	35,684.25	39,335.43
Total Expenses	5,703.26	8,693.82	12,176.60	16,837.91	19,835.95	22,839.30	18,947.38	19,157.57	21,515.23	23,203.42
EBT	2,314.61	2,951.39	2,936.94	4,138.75	4,597.57	8,200.79	8,934.33	12,480.01	14,169.02	16,132.01
Tax	526.75	627.06	560.41	415.95	441.68	835.36	1,197.69	1,370.12	5,076.29	5,380.58
EAT	1,787.86	2,324.33	2,376.53	3,722.80	4,155.89	7,365.43	7,736.64	11,109.89	9,092.73	10,751.43
EPS	21.27	27.65	28.27	44.28	49.44	87.62	92.03	132.16	108.16	127.89
Book Value	110.97	136.24	164.12	280.95	330.34	416.92	510.27	643.03	751.48	881.03

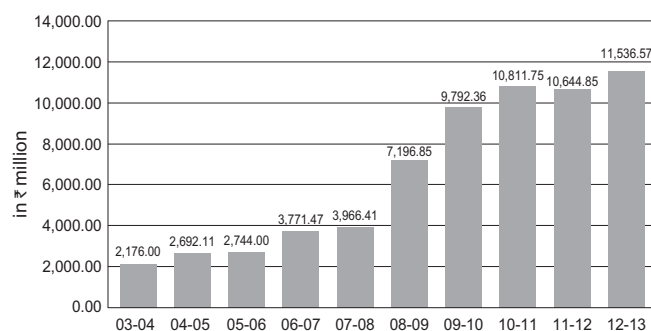
Note: All EPS and Book Values are computed based on the current equity capital base of 84,065,478 shares as on March 31, 2013.

## Key metrics 2003-2013

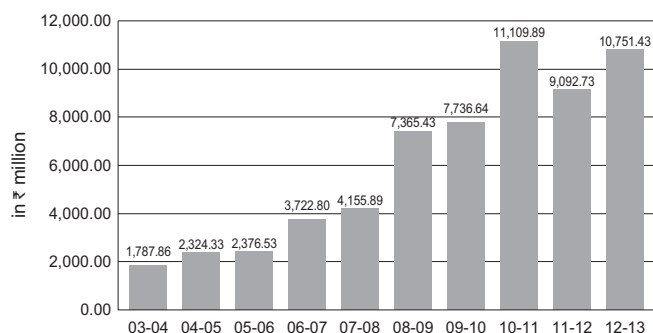
### Operating revenue



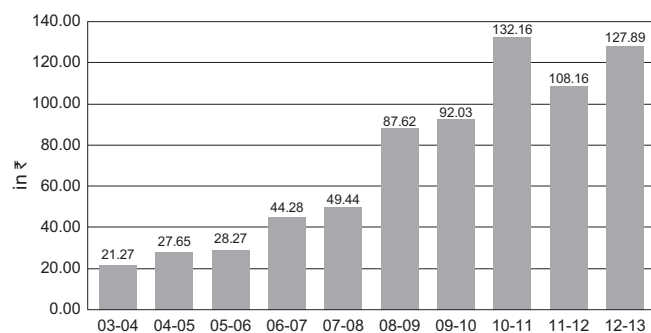
### Operating income



### Net income

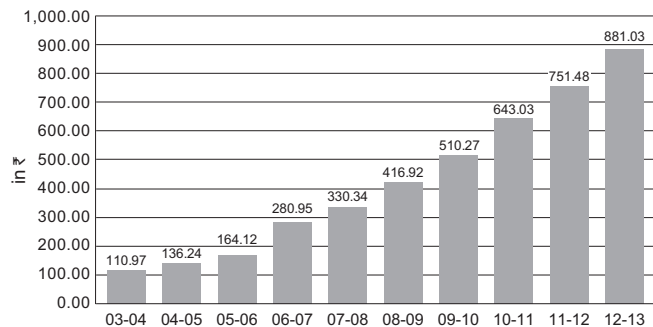


### Earnings per share



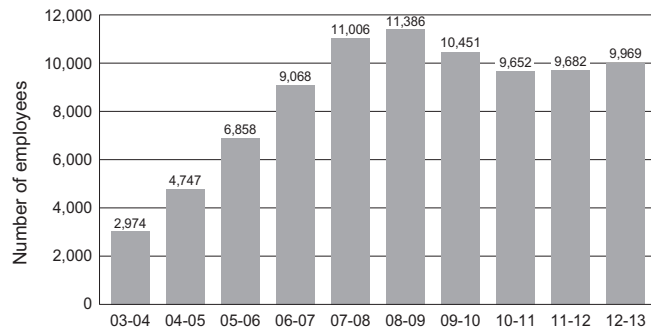
Earnings per share is computed on the equity capital base of 84,065,478 shares as on March 31, 2013.

### Book value

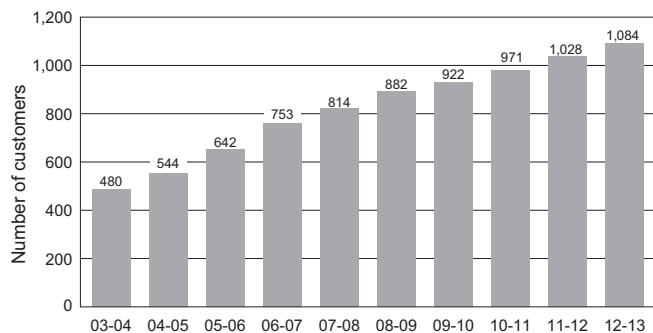


Book Value is computed on the equity capital base of 84,065,478 shares as on March 31, 2013.

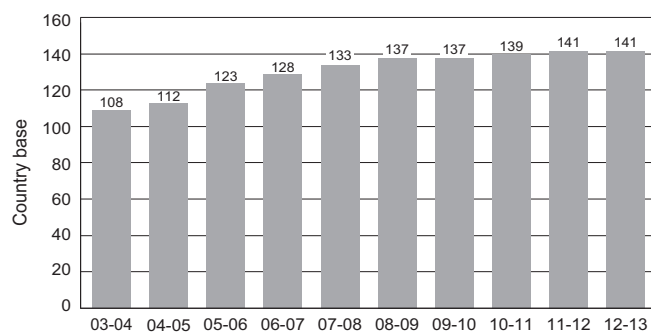
### Number of employees including subsidiaries



### Customers serviced



### ... in countries



## Corporate information

### Oracle Financial Services Software Limited

#### Board of Directors

S Venkatachalam, Chairman  
Chaitanya Kamat, Managing Director & CEO  
Derek H Williams  
Harinderjit Singh  
Richard Jackson  
Robert K Weiler  
Samantha Wellington  
William Corey West  
Y M Kale

#### Management Team

Abhik Ray  
Arvind Gulhati  
Atul Kumar Gupta  
Bhaskar Jayaraman  
Dinesh V Shetty  
Don Ganguly  
Edwin Niranjana Moses  
George Thomas  
Girish Chhatpar  
H S Teji  
Jambu Natarajan P V  
K K Davis  
Kishore Kapoor  
Laura Balachandran  
Mahesh Kandavar Rao

Manmath Kulkarni  
Manoj Narayan Kulkarni  
Meenakshy Iyer  
Mini Muralidhar  
Nikos Goutsoulas  
Parmeet Soin  
Rajaram N Vadapandeshwara  
Rajendra Potdar  
Rajesh Makhija  
Ravikumar M  
Ravikumar V  
S Bhargava  
Sanjay Bajaj  
Sanjay V Deshpande  
Sanjeet Prakash Rao  
Surendra Shukla  
Suresh Kumar Pinglay  
Sivaramakrishnan G  
Venkata Subramanian  
Venkatesh Srinivasan  
Vijay Alexander  
Vikram Gupta  
Vinayak L Hampihallikar

#### Company Secretary

Hoshi D Bhagwagar

#### Chief Financial Officer

Makarand Padalkar

#### Chief Accounting Officer

Avadhut (Vinay) Ketkar

#### Auditors

S. R. Batliboi & Associates LLP

#### Bankers

Bank of India  
Canara Bank  
Central Bank of Libya  
Citibank, N.A.  
HDFC Bank Ltd.  
Kotak Mahindra Bank Ltd.  
J P Morgan Chase  
Syndicate Bank  
Yes Bank Ltd.

#### Registrars & Transfer Agents

Link Intime India Private Limited  
C-13 Pannalal Silk Mills Compound  
L.B.S. Marg, Bhandup (West)  
Mumbai 400078



## Registered Office

Oracle Financial Services Software Limited  
Oracle Park  
Off Western Express Highway  
Goregaon (East)  
Mumbai 400063 Maharashtra, India

## Offices

Nirlon Compound  
Off Western Express Highway  
Goregaon (East)  
Mumbai 400063 Maharashtra, India

Oracle Park  
Ambrosia  
Pune 411021 Maharashtra, India

Embassy Business Park  
C.V. Raman Nagar  
Bangalore 560093 Karnataka, India

Gopalan Enterprises (I) Pvt. Ltd., (SEZ)  
Global Axis, Unit 1 & 2  
Plot # 152, EPIP Zone  
Whitefield  
Bangalore 560066 Karnataka, India

Green I-Tech, # 5  
Muthiah Mudali Street  
Off Cathedral Road  
Chennai 600086 Tamil Nadu, India

18 Krasnopresnenskaya nab.  
Block C, 9th floor  
Moscow 123317, Russia

3rd Floor-Right Wing,  
Building # 6, Dubai Internet City  
P O Box 500053, Dubai, UAE

## Subsidiary Offices – India

Oracle (OFSS) ASP Private Limited  
Oracle Park  
Off Western Express Highway  
Goregaon (East)  
Mumbai 400063 Maharashtra, India

Oracle (OFSS) Processing Services Limited  
Oracle Park  
Off Western Express Highway  
Goregaon (East)  
Mumbai 400063 Maharashtra, India

SDF-1, Unit 12  
SEEPZ - SEZ  
Andheri (East)  
Mumbai 400096 Maharashtra, India

Block A, NR Enclave, 4th Floor  
Plot No. 1, EPIP Industrial Area  
Village limits of Hoodi  
Krishnarajapuram Hobli  
Whitefield  
Bangalore 560066 Karnataka, India

## Subsidiary Offices – Asia Pacific

Oracle Financial Services Software (Shanghai) Limited  
Unit 806 in Henderson Metropolitan  
155 Tianjin Road  
Shanghai, PRC, China 200001

Oracle Financial Services Software Pte. Ltd.  
27, International Business Park  
#02-01 iQUEST@IBP Building  
Singapore 609924

## Offices

Akasaka Center Building 13F,  
1-3-13 Motoakasaka, Minato-ku, Tokyo 107-0051

16F ASEM Tower  
159-1 Samsung-dong, Kangnam-gu,  
Seoul, South Korea

Level 4, 4 Julius Avenue  
North Ryde  
Sydney, NSW 2113, Australia

## Oracle Financial Services Consulting Pte. Ltd.

(subsidiary of Oracle Financial Services Software Pte. Ltd.)  
27, International Business Park  
#04-05 iQUEST@IBP Building  
Singapore 609924

## Subsidiary Office – Europe

Oracle Financial Services Software B.V.  
Claude Debussylaan 32  
14th floor, Vinoly Building  
1082 MD Amsterdam, The Netherlands

## Offices

Mainzer Landstrasse 49a  
60329 Frankfurt am Main, Germany

Level 29, 40 Bank Street  
Canary Wharf  
London E14 5NR, UK

Suite 22  
Portes de la Defense  
15, boulevard Charles de Gaulle  
92700 Colombes, France

Molyneux House  
Bride Street, Dublin 8  
Ireland

Oracle Financial Services Software SA  
14nr Paradeisou Str. & 1nr Patroklou Str. 151 25  
Marousi, Athens, Greece

### **Subsidiary Offices – North America**

Oracle Financial Services Software America, Inc.  
Oracle Financial Services Software, Inc. & Mantas Inc.  
399 Thornall Street, 6th Floor  
Edison, NJ 08837 USA

### **Subsidiary Offices – South America**

Oracle Financial Services Software Chile Limitada  
Edificio 12, Avenida del Valle 537 - 3rd Floor  
Ciudad Empresarial  
Huechuraba  
Santiago, Chile, CP 8580678

### **Subsidiary Office – Mauritius**

ISP Internet (Mauritius) Company  
C/o Cim Global Business  
Rogers House  
5 President John Kennedy Street  
Port Louis, Mauritius

### **Offices**

Oracle (OFSS) BPO Services Inc.  
17901 Von Karman Ave. Suite # 800  
Irvine, CA 92614 USA

Oracle (OFSS) BPO Services Limited  
DLF Infinity Tower A, 3rd Floor  
DLF Cyber City, Phase II  
Gurgaon 122002 Haryana, India