



**Oracle Financial Services Software Limited**  
Annual Report  
2014-15



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

It is my pleasure to report the results for the financial year ended March 31, 2015. On consolidated basis, your Company's revenue stood at ₹ 39,049 million this year, an increase of 4.4% over the previous financial year. The operating income was ₹ 14,827 million this year, an increase of 12% over the last financial year, and the license revenue grew 53% over the last financial year. On several other parameters, your Company delivered a strong operating performance including highest ever operating margins and lowest ever days of sales outstanding.

Your Company's list of clients across both banking and analytical application offerings has steadily grown through the year to include leading banks across the world. Nearly 70% of the Systematically Important Financial Institutions (SIFIs) use Oracle Financial Services Analytical Applications in one or more areas - Risk, Marketing, Treasury, Compliance and Finance. Several tier-1 banks across Europe and US adopted your Company's solutions for risk and compliance. Your Company expanded its foot print across several countries where the local leading banks adopted Oracle FLEXCUBE to consolidate and grow both their domestic and international operations. Oracle FLEXCUBE is increasingly becoming the standard bearer for banks offering Shariah-compliant products and services. Oracle FLEXCUBE's capabilities were also endorsed by leading analysts. CEB Towergroup, in its technology analysis of online banking software solutions ranked Oracle FLEXCUBE's capabilities as "Best-in-Class" in all four ranking categories: Customer Experience, Design and Security, Operations Management and Enterprise Support.

Your Company's newer offering the Oracle Banking Platform won customers in advanced markets. In the analytical product space, your Company's offerings continue to strengthen their market leadership. In the Operational Risk and Regulation Awards - 2014, your Company's software to combat fraud and financial crime was selected the winner. Oracle also ranked as Category Leader in the Financial Crime Risk Management Report 2014 published by Chartis, the leading research firm.

Banks the world over are facing sweeping changes and are having to deal with disruptive trends. They face uncertain and weak economies in many regions; they have new and non-traditional competitors using innovative technology threatening to take their business away; digitization is catching the imagination of a new generation of customers; and their regulatory environment is getting more demanding. Banks need to redesign their approach to a "customer in" approach that builds sustainable information driven and value centric relationship as opposed to the typical "product out" approach. Digital remains a significant area of focus for your Company as its products enable progressive transformation to help banks create a strong digital presence.

Another major area of disruption is the potential of the "Cloud". With the need to commit a large upfront investment eliminated, Cloud offers access to a level playing field for small players to compete effectively with large banks. Oracle is a leading provider of cloud services including Infrastructure as a Service (IaaS), Platform as a Service (PaaS) and Software as a Service (SaaS). Together with Oracle, your Company provides Oracle Financial Services Lending and Leasing on a SaaS model for consumer finance companies. Oracle FLEXCUBE customers have a choice to deploy it on the Oracle Managed Cloud Services or as a Business Process Service from a certified partner. Your Company continues to invest significantly in the research and development to maintain its position as innovator in the global financial services industry and offer relevant and high quality solutions to them.

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 the Company to achieve the 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**

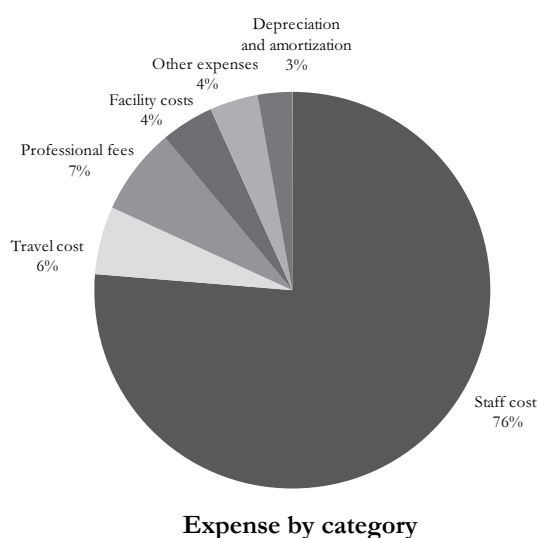
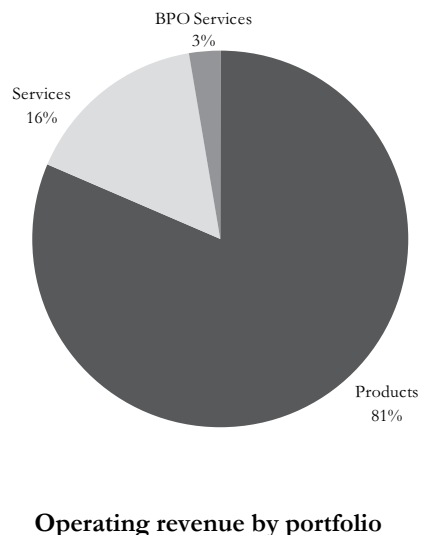
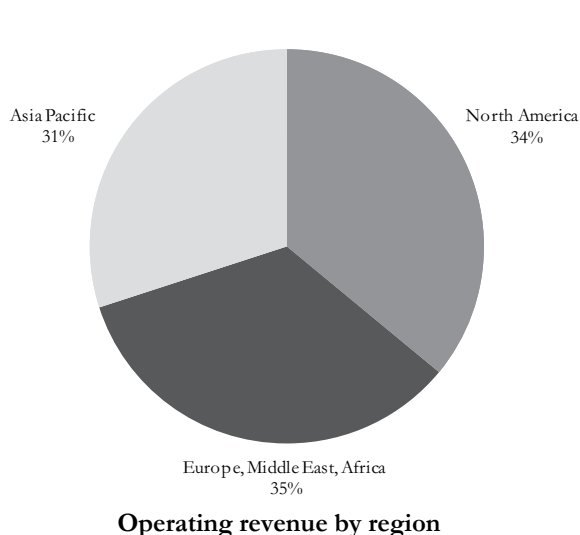
Day and Date	:	Friday, September 11, 2015
Time	:	2.30 p.m.
Venue	:	The Westin Mumbai Garden City International Business Park Oberoi Garden City, Goregaon (East) Mumbai 400063

# Financials at a glance

## Key performance indicators 2014-15

As per Indian GAAP Consolidated results

Fiscal year 2014-15 break up in terms of operating revenue by region, operating revenue by portfolio and expense by category



(Amounts in ₹ million except EPS & Book Value)

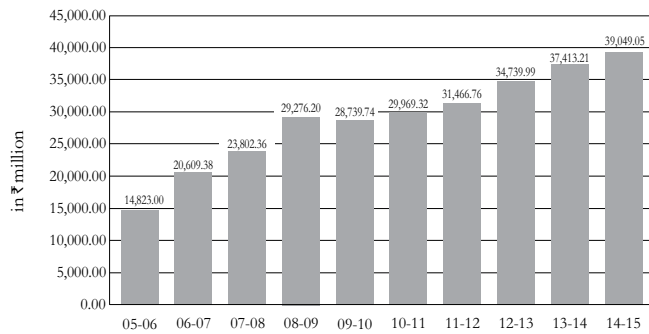
## Ten years in the industry

	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Operating Revenue	14,823.00	20,609.38	23,802.36	29,276.20	28,739.74	29,969.32	31,466.76	34,739.99	37,413.21	39,049.05
Interest and Other Income (expense)	290.54	367.28	631.16	1,763.89	(858.03)	1,668.26	4,217.49	4,595.44	6,736.48	3,481.34
Total Revenue	15,113.54	20,976.66	24,433.52	31,040.09	27,881.71	31,637.58	35,684.25	39,335.43	44,149.69	42,530.39
Total Expenses	12,176.60	16,837.91	19,835.95	22,839.30	18,947.38	19,157.57	21,515.23	23,203.42	24,136.08	24,222.02
EBT	2,936.94	4,138.75	4,597.57	8,200.79	8,934.33	12,480.01	14,169.02	16,132.01	20,013.61	18,308.37
Tax	560.41	415.95	441.68	835.36	1,197.69	1,370.12	5,076.29	5,380.58	6,420.42	6,385.17
EAT	2,376.53	3,722.80	4,155.89	7,365.43	7,736.64	11,109.89	9,092.73	10,751.43	13,593.19	11,923.20
EPS	28.09	44.00	49.12	87.05	91.43	131.30	107.46	127.06	160.65	140.91
Book Value	163.05	279.13	328.20	414.21	506.95	638.85	746.60	875.31	1,037.23	407.03

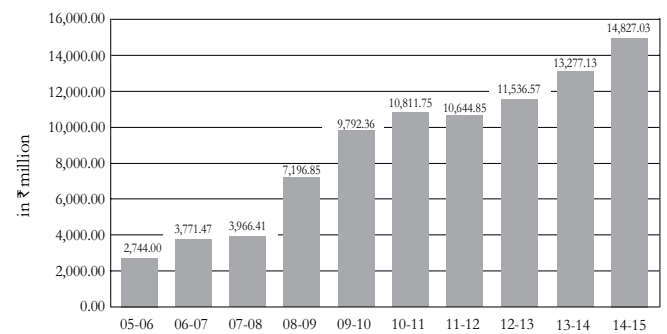
Note: All EPS and Book Values are computed based on the current equity capital base of 84,614,859 shares as on March 31, 2015.

## Key metrics 2005-2015

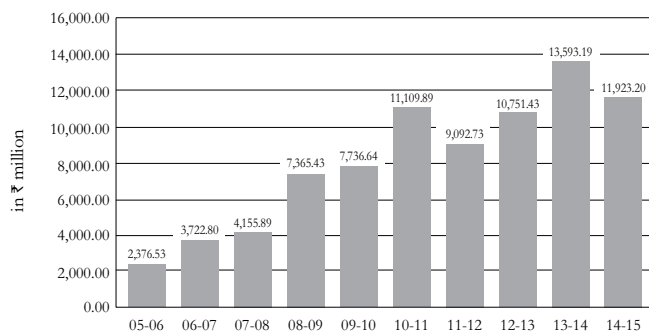
### Operating revenue



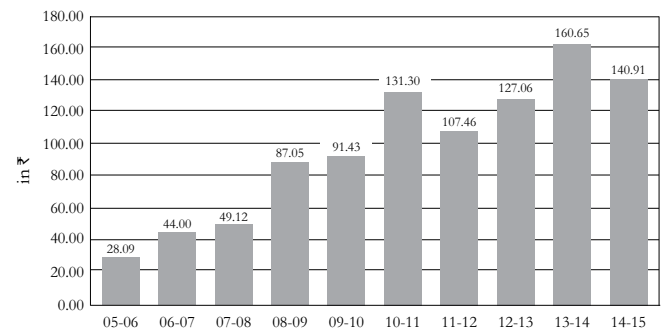
### Operating income



### Net income

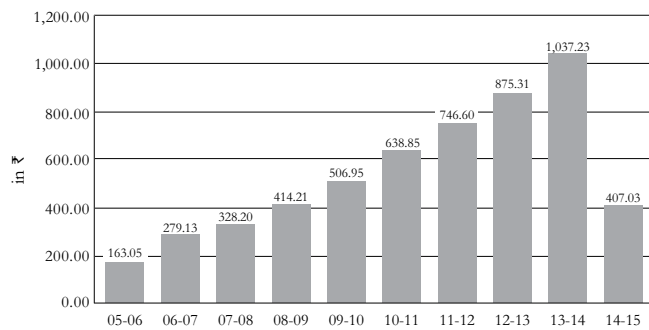


### Earnings per share



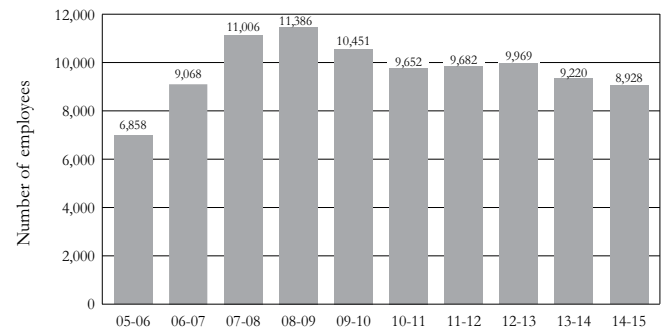
Earnings per share is computed on the equity capital base of 84,614,859 shares as on March 31, 2015.

### Book value

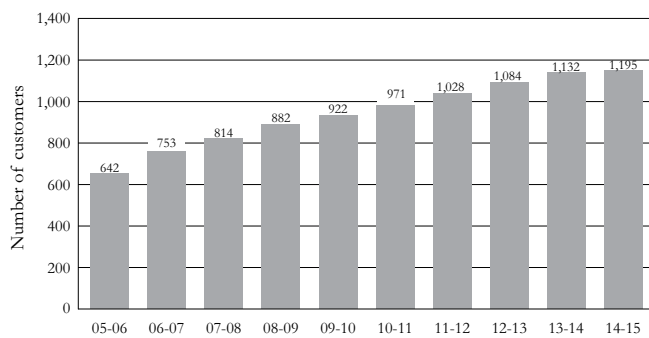


Book Value is computed on the equity capital base of 84,614,859 shares as on March 31, 2015.

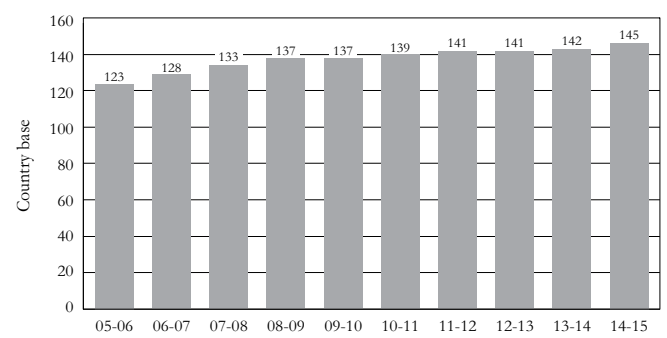
### Number of employees including subsidiaries



### 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

Maria Smith

Richard Jackson

Robert K Weiler

Samantha Wellington

Sridhar Srinivasan

#### Chief Financial Officer

Makarand Padalkar

#### Chief Accounting Officer

Avadhut (Vinay) Ketkar

#### Company Secretary

Onkarnath Banerjee

#### Legal Counsel

Mohamed Yacob

#### Auditors

S. R. Batliboi & Associates LLP

#### Bankers

Bank of India

Canara Bank

Citibank, N.A.

Deutsche Bank AG

HDFC Bank Ltd.

HSBC Bank

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

#### Management Team

Abhik Ray

Arvind Gulhati

Bhaskar Jayaraman

Bindu Venkatesh

Deepak Kewalramani

Dinesh V Shetty

Edwin Niranjana Moses

George Thomas

H S Teji

Jambu Natarajan P V

Karthick R Prasad

Karthik Vaidyanathan

Kishore Kapoor

Laura Balachandran

Mahesh Kandavar Rao

Manish Chandra Gupta

Manmath 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 Kumar Ghosh

Sanjay V Deshpande

Sanjeet Prakash Rao

Surendra Shukla

Suresh Kumar Pinglay

Umesh Arora

Venkata Subramanian

Venkatesh Srinivasan

Vijay Alexander

Vikram Gupta

Vinayak L Hampihallikar



## Registered Office

Oracle Financial Services Software Limited  
Oracle Park  
Off Western Express Highway  
Goregaon (East)  
Mumbai 400063, Maharashtra, India  
CIN : L72200MH1989PLC053666

## Offices

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

Oracle Park, Ambrosia  
Pune 411021, Maharashtra, India

C/o 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

2nd Floor, Office Park  
Dubai Internet City  
Dubai, UAE

3rd Floor-Right Wing  
Building # 6, Dubai Internet City  
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

## Offices

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

## Subsidiary Offices - Asia Pacific

Oracle Financial Services Software (Shanghai) Limited  
Unit 806, Henderson Metropolitan Building  
155, Tianjin Road  
Shanghai, PRC, China 20000

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

## Offices

21st Floor, Office Park Tower C  
No-5, Jing Hua Nan Jie  
Chaoyang District  
Beijing 100020, China

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

Levels 12, 15, 16 & 36, ASEM Tower  
159-1 Samsung-dong, Kangnam-ku  
Seoul 135-798, South Korea

Level 8, 4 Julius Avenue  
North Ryde  
Sydney, NSW 2113, Australia

Level 4  
417 St. Kilda Road  
Melbourne VIC 3004  
Australia

18th Floor, International Finance Place  
No. 8 Huaxia Road, Pearl River New City  
Tianhe District  
Guangzhou 510623  
China

6 Temasek Boulevard  
#18-01 Suntec Tower Four  
Singapore 038986

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

## Subsidiary Offices - Europe

Oracle Financial Services Software B.V.  
Barbara Strozilaan 201  
NL-1083 HN Amsterdam  
The Netherlands

## Offices

Mainzer Landstrasse 49a  
D-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  
F-92700 Colombes, France

Molyneux House  
Bride Street, Dublin 8  
Ireland

Oracle Financial Services Software SA  
265 Mesogheion Avenue  
Neo Psychico 15451  
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

## Offices

8000 Norman Center Drive, Suite 700  
Bloomington, MN 55437 USA

1910 Oracle Way, 3rd Floor  
Reston, VA 20190 USA

6505 Blue Lagoon Drive, Suite #400  
Miami, FL 33126 USA

Building 7, Basement Section K  
Row I, 500 Eldorado Boulevard  
Broomfield, Colorado 80021  
USA

## Subsidiary Offices - South America

Oracle Financial Services Software Chile Limitada  
Avenida del Valle 537 - 2nd Floor  
Ciudad Empresarial  
Huechuraba  
Santiago, Chile, CP 8580678

## Subsidiary Offices - 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 Avenue 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