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# Financial News Details

## Database Sales Up 32%, Applications Sales Up 35% Operating Income Up 89%, Net Income Up 160% As Oracle becomes the Software Standard for Internet e-Business

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**As Oracle becomes the Software Standard for Internet e-Business.**

**Redwood Shores, Calif. 14-MAR-2000 12:00 AM** Today, Oracle Corporation announced that in its fiscal third quarter (Q3) adjusted net income increased 80% to $498 million, or $0.17 per share, while revenue grew to $2.4 billion. This compares to $2.1 billion in revenue, $277 million in adjusted net income, and $0.09 per share in Q3 last year.

Total net income, which includes $432 million of investment gains, increased to $763 million, or $0.25 per share for the quarter. The investment gains came from the sale of 11% of Oracle's holdings in Liberate Technologies - Oracle's first network computer company spin-off. In Q3 last year, total net income was $293 million, or $0.10 per share.

Database software sales increased 32% to $778 million. Total applications software sales increased 35%, to $199 million, with sales of CRM applications growing at a 179% rate. Consulting, education and support revenues grew 10% to $1.4 billion.

"Oracle's database and e-Business applications have become the software standard for the Internet," said Oracle CEO, Larry Ellison. "All 10 of the world's biggest web sites use Oracle. 93% of the public dot com companies use Oracle. Now the leading companies in traditional industries - Chevron, Ford, General Motors, Carrefour and Sears - are choosing Oracle to move them to the Internet. The faster the Internet grows - the faster we grow."

"Nine months ago, we set out to save one billion dollars annually by using our own Internet e-Business applications," said Oracle CFO, Jeff Henley. "That billion dollar savings translates to a 10 point improvement in our margin. This quarter's operating margin improved 11.8 points - from 19.6% to 31.4% percent - compared to Q3 last year. So we are reaching our financial goals faster and saving even more than planned. Better still, there are a lot more Internet efficiencies to come as we complete the transformation of Oracle into a global e-Business. We are only halfway through an 18 month process."

Oracle Corporation is the world's second largest software company. With annual sales of more than $9.7 billion, Oracle provides the software that powers the Internet. For more information about Oracle, please call Investor Relations at (650) 506-4073 or visit Oracle on the web at .

"Safe Harbor" Statement Under the Private Securities Litigation Reform Act 1995: Information in this release relating to Oracle's future prospects which are "forward-looking statements" are subject to certain risks and uncertainties that could cause actual results to differ materially, including, but not necessarily limited to, the following: (1) Management's ability to manage growth, continuously hire and retain significant numbers of qualified employees, forecast revenues and control expenses, especially on a quarterly basis, continues to be a challenge. An unexpected decline in the growth rate of revenues without a corresponding and timely slowdown in expense growth could have a material adverse effect on results of operations. (2) The market for Oracle's products is intensely competitive and is characterized by rapid technological advances and frequent new product introductions. There can be no assurances that Oracle will continue to introduce new products and new versions of existing products that keep pace with technological developments, satisfy increasingly sophisticated customer requirements and achieve market acceptance. (3) Delays in product delivery or closing of sales can cause quarterly revenues and income to fall significantly short of anticipated levels. (4) Oracle is introducing new products, such as Internet computing and supply chain management software, customer relationship management applications and application hosting services; the market acceptance and contribution to Oracle's revenues of these products cannot be assured. (5) Oracle has recently changed its pricing model which could lead to a decline or delay in sales as its sales force and customers adjust to the new pricing policies. Intense competition in the various markets in which Oracle competes may also put pressure on Oracle to reduce prices on certain products. (6) Oracle is entering into new partnering arrangements to form exchanges for a number of business procurement needs; the market acceptance and contribution to Oracle's revenues of these exchanges cannot be assured. Oracle undertakes no obligation to update information contained in this release. For further information regarding risks and uncertainties associated with Oracle's business, please refer to the "Risk Factors" section of Oracle Corporation's SEC filings, including, but not limited to, its annual report on Form 10-K and quarterly reports on Form 10-Q, copies of which may be obtained by contacting Oracle Corporation's Investor Relations Department at (650) 506-4073 or Oracle's Investor Relations website at www.oracle.com.