

# **EXHIBIT B**

# PeopleSoft License - Oracle's Expected Financial Impact – Calculation Inputs (Factor **3**)

Category	Source	INPUTS	
		PSFT Maintenance	Other Revenues
Number of Lost Customers	SAP Projections 12/04 – 1/05 (PX0012, PX0023, PX0024, PX0161, PX0141)	3,000 (10/08) 1,375 (post-10/08)	Conversions: 1,375 - 3,000
<b>Minus:</b> Customer Attrition	Expected Attrition for PSFT	3.5% (per year)	3.5% (per year)
<b>Plus:</b> Other License Sales	Oracle Valuation Documents (PX0013, PX0615)	13-14% of customers (per year)	13-14% of customers (per year)
<b>Multiplied By:</b> Average Revenue per Customer	Oracle Valuation Documents (PX0615)	\$130,000 (per year)	Conversions: \$300,000 Other Sales: \$130,000 Maintenance: 22% of license
= Total Revenue	<i>Calculated</i>	<i>Calculated</i>	
<b>Multiplied By:</b> Profit Margin	Oracle Financial Records (PX0013, PX1758)	80%	50% - 70%
<b>Multiplied By:</b> Discount Factor	Oracle Valuation Documents (PX0013)	10%	10%
= Expected Profits (as of 1/05)	<i>Calculated</i>	<i>Calculated</i>	
<b>Plus:</b> Future Value of Customers	Oracle Valuation Documents (PX0658)	8.3% Capitalization Rate	8.3% Capitalization Rate
<b>= ORACLE EXPECTED FINANCIAL IMPACTS</b>			

# PeopleSoft License - Oracle's Expected Financial Impact - Example Calculation (Factor **3**)

**3,000 Maintenance Customers / 1,375 Converted**

Oracle Financial Impacts as of January 2005 (in \$ millions)	Customer Base	2005 - 2014			Future Financial Impact of Converted Customers	Total Expected Impact as of January 2005
		Total Impacted Revenue	Less: Costs	Total Impacted Profits		
Impacted Oracle Maintenance (1/05 – 10/08) (Impacted 1,375 Customers 10/08 – 12/14)	3,000 / 1,375	\$ 1,082.9	\$ (216.6)	\$ 866.3	\$ 519.9	\$ 1,386.2
Impacted Additional Product Sales (1/05 – 12/14)	1,375	342.4	(151.5)	190.9	67.4	258.3
Impacted Additional Maintenance (1/05 – 12/14)	1,375	265.0	(53.0)	212.0	122.6	334.6
<b>Total Expected Impact as of January 2005</b>		<b>\$ 1,690.3</b>	<b>\$ (421.1)</b>	<b>\$ 1,269.2</b>	<b>\$ 709.9</b>	<b>\$1,979.1</b>

Sources: PX0012, PX0013, PX0615, PX0658, PX1758

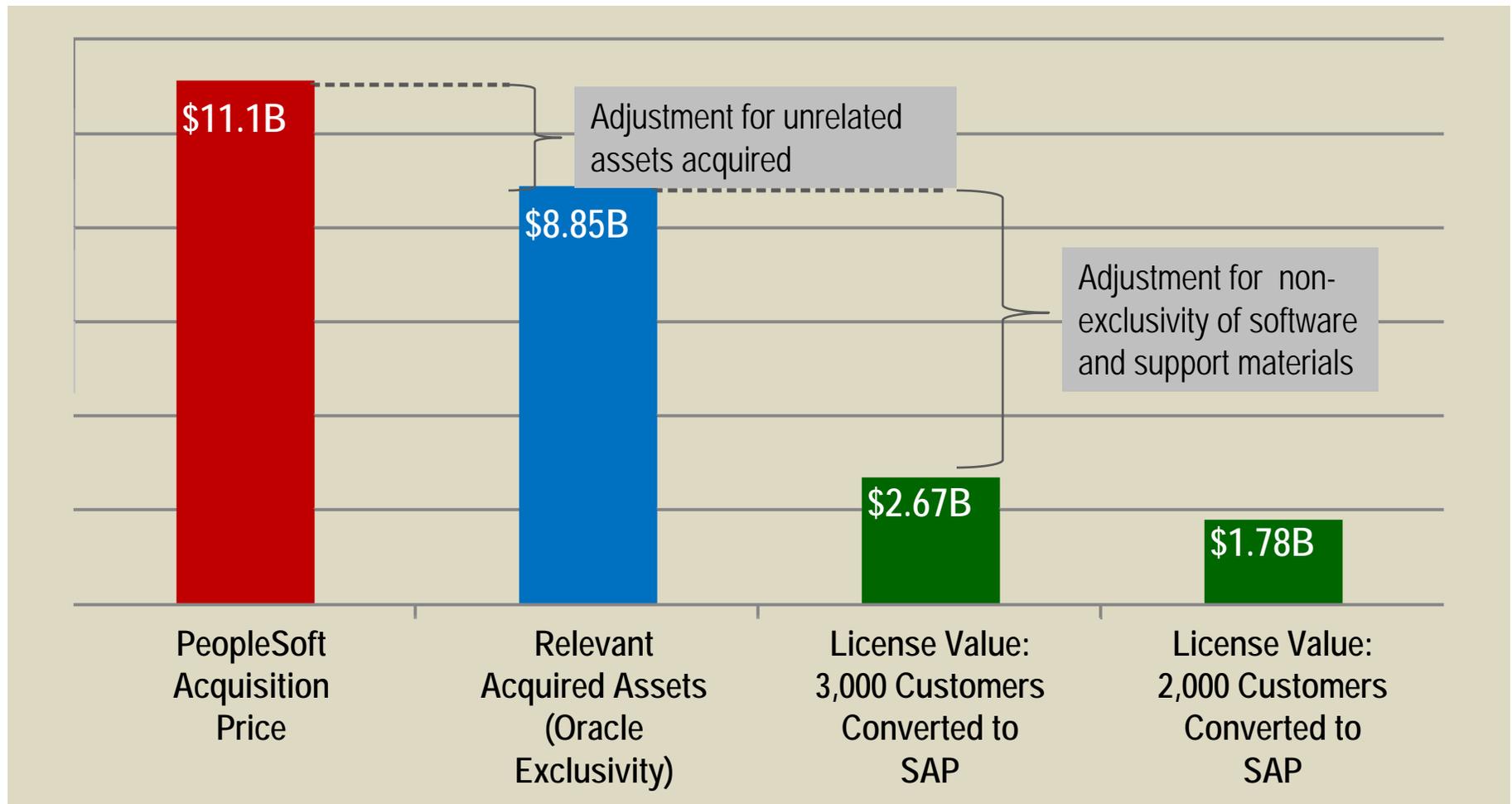
# PeopleSoft License - Oracle's Expected Financial Impact – Calculation Results (Factor **3**)

	Calculation A	Calculation B	Calculation C
PSFT/JDE Maintenance Customers Lost to TomorrowNow	3,000 (1,375 post-10/08)	3,000 (2,000 post-10/08)	3,000
Customers Converting to SAP Applications	1,375*	2,000*	3,000*
<b>Oracle's Expected Impact (as of January 2005)</b>	<b>\$1.98 Billion</b>	<b>\$2.62 Billion</b>	<b>\$3.76 Billion</b>

\* Approximately 25% annual Oracle product purchases

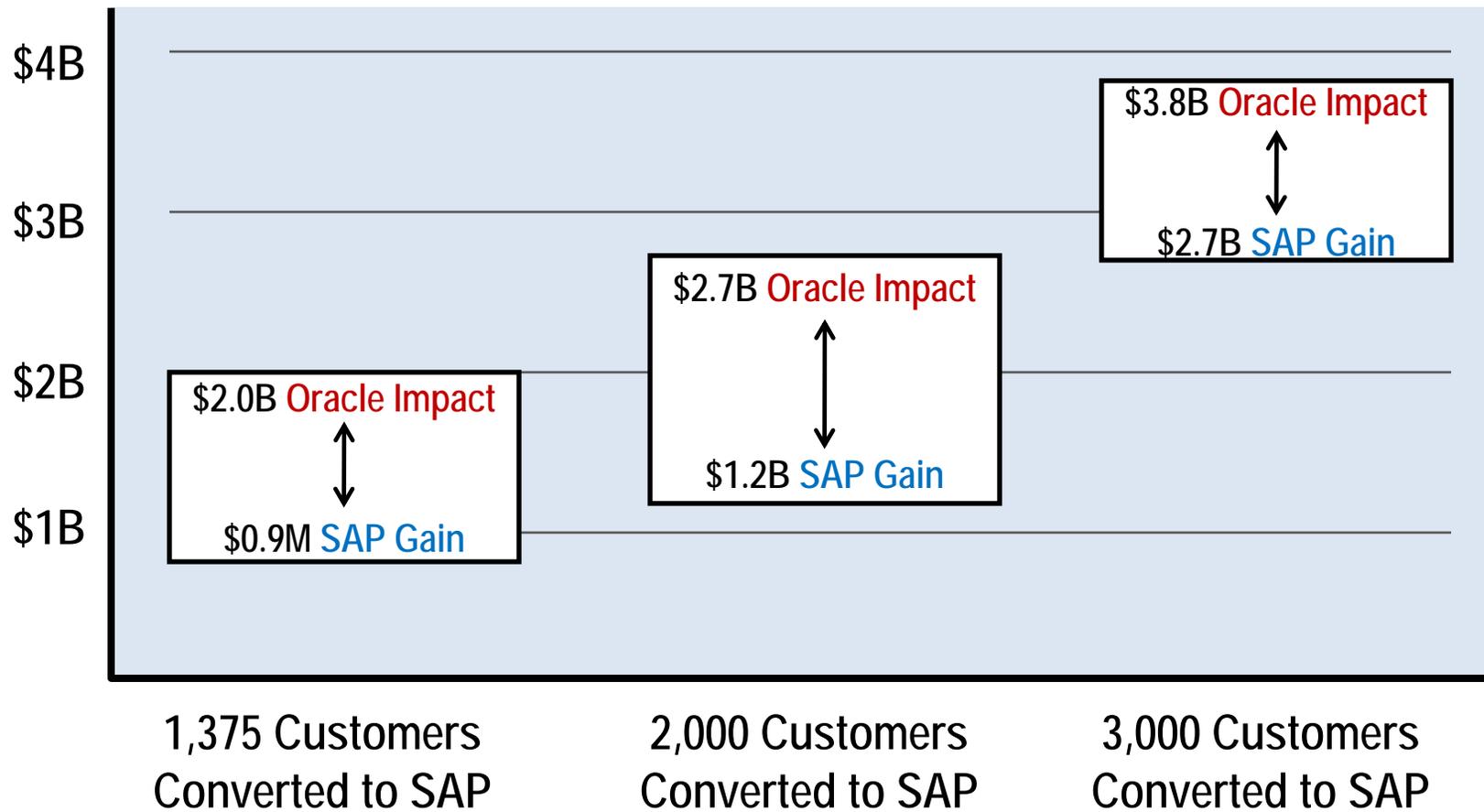
Sources: PX0012, PX0013, PX0615, PX0658, PX1758

# PeopleSoft License - Oracle's Expected Financial Impact - Based on PeopleSoft Acquisition (Fact **3** )



Sources: PX1008, PX0013

# PeopleSoft Fair Market Value Damages - Summary



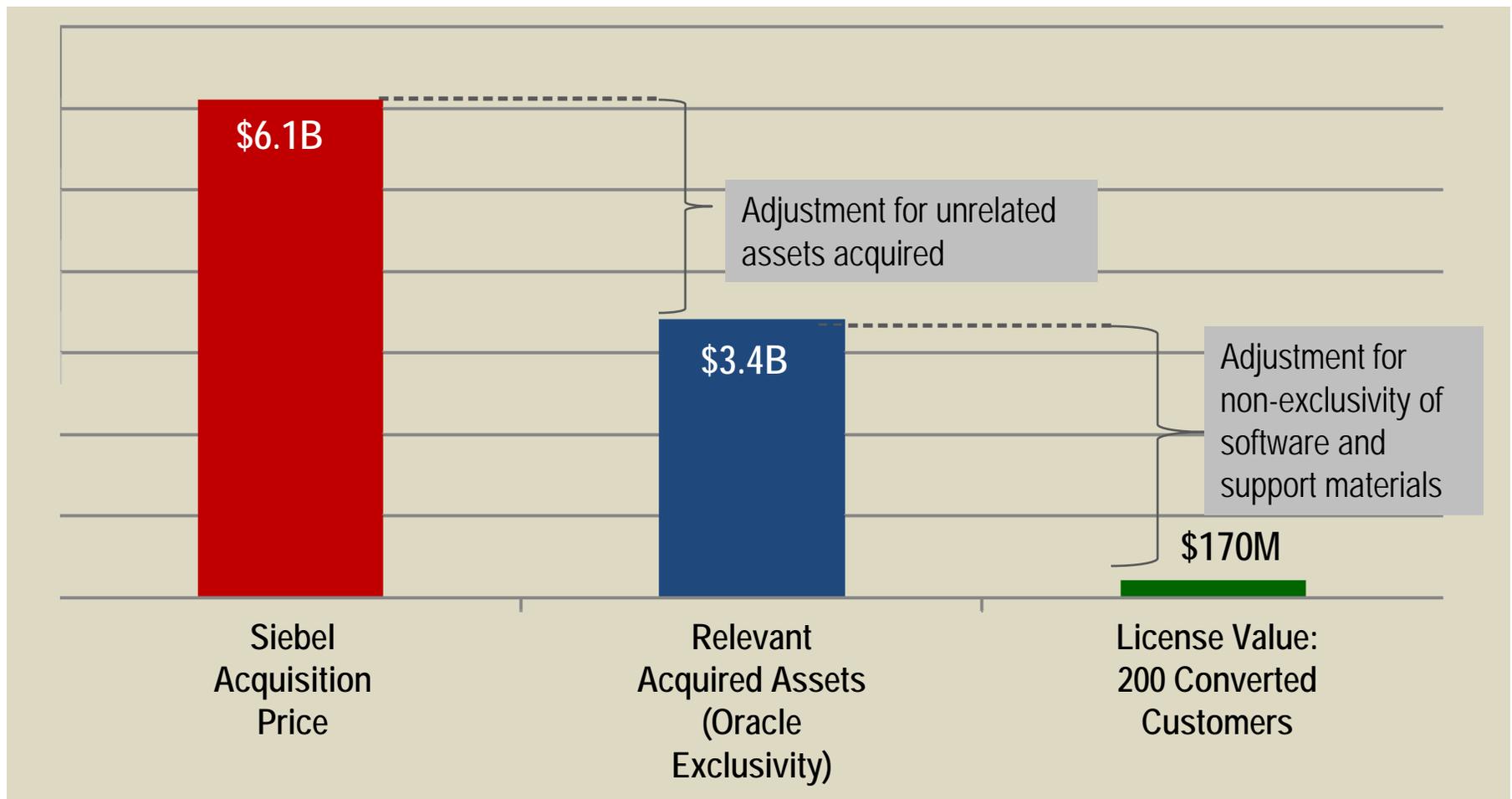
# Siebel License - Oracle's Expected Financial Impact – Example Calculation (Factor 3)

200 Maintenance Customers / 200 Converted

Oracle Financial Impacts as of September 2006 (in \$ millions)	Customer Base	2006 - 2015			Future Financial Impact of Converted Customers	Total Expected Impact as of Sept. 2006
		Total Impacted Revenue	Less: Costs	Total Impacted Profits		
Impacted Oracle Maintenance (9/06 – 12/15)	200	\$ 109.4	\$ (16.4)	\$ 93.0	\$ 71.0	\$ 164.0
Impacted Additional Product Sales (9/06– 12/15)	200	45.2	(18.8)	26.4	7.6	34.0
Impacted Additional Maintenance (9/06 –12/15)	200	29.5	(4.4)	25.1	8.9	34.0
<b>Total Expected Impact as of September 2006</b>		<b>\$ 184.1</b>	<b>\$ (39.6)</b>	<b>\$ 144.5</b>	<b>\$ 87.5</b>	<b>\$232.0</b>

Sources: PX0012, PX614, PX0615, PX0658, PX0958 PX1758

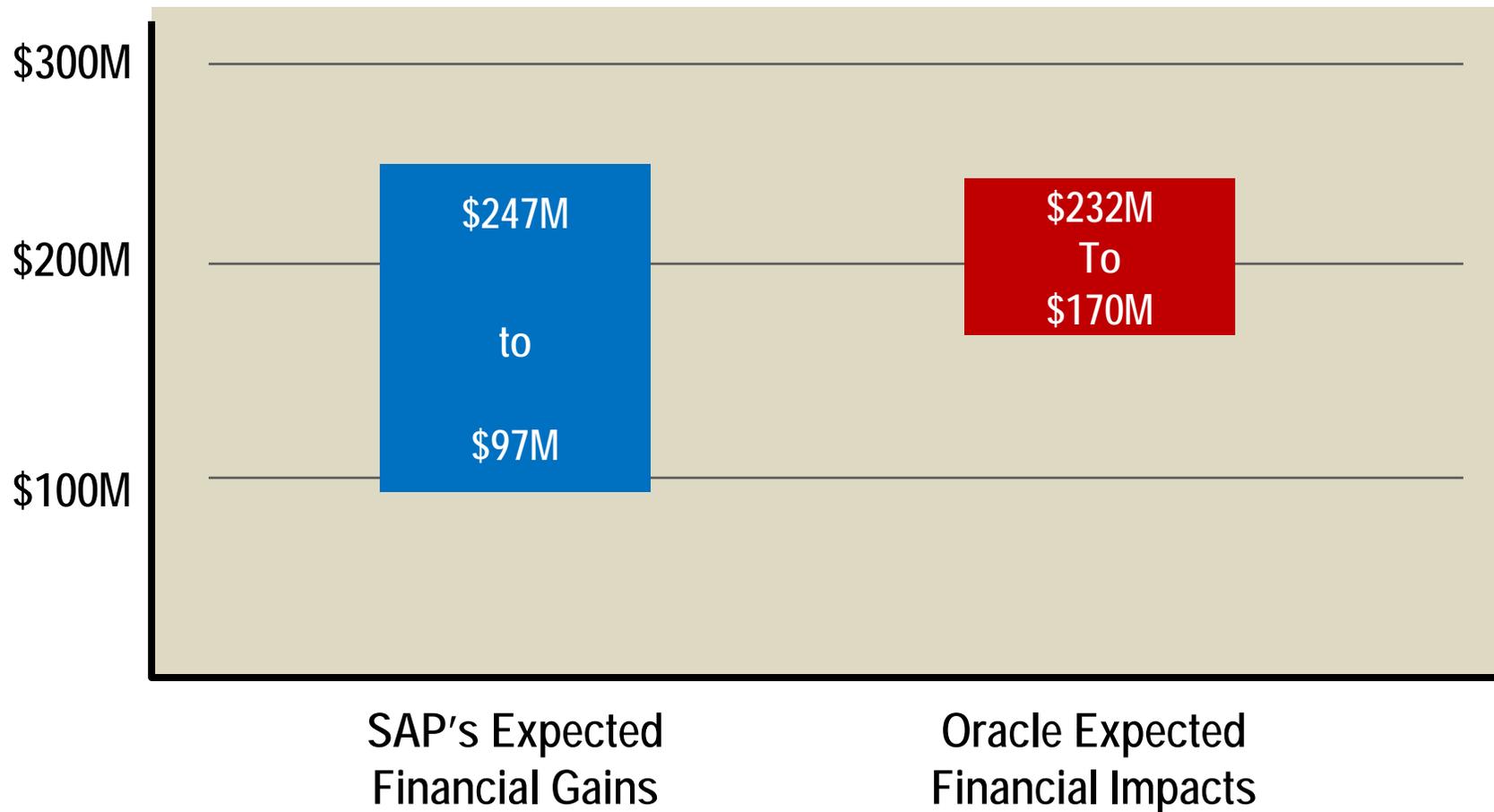
# Siebel License - Oracle's Expected Financial Impact - Based on Siebel Acquisition (Fact<sup>3</sup>)



Sources: PX0958, PX1003

# Siebel Fair Market Value Damages - Summary

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# Oracle's Damages - Summary

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Damages Category	Amount
PeopleSoft / JDE Software & Support Materials	<i>at least</i> \$2 Billion
Siebel Software & Support Materials	<i>at least</i> \$100 Million
Database Software Materials	<u>\$55.6 Million</u>
<b>Total Damages</b>	<i>at least</i> <u><u>\$ 2,155,600,000</u></u>