

Oracle Industry Day


16th October 2014

Thistle, Marble Arch

#OraclePartnerIndustryDay

Welcome

Will O'Brien
VP, Alliances & Channels, UKI
16th October 2014



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Agenda – Morning Session

- 08.30 Registration & Networking Breakfast
- 09.15 **Welcome & OpenWorld Strategic Update**
Will O'Brien, VP, Alliances & Channels, UK & Ireland
- 09.30 **Leveraging Disruption to Drive Growth - Developing a Joint Innovation Plan with Clients**
Philip Carter, Vice President, IDC
- 10.15 **Running at the Speed of Digital - An Opportunity to Effect Change and Re-invent the Enterprise**
Ian Broughton, Director, Digital, Oracle EMEA
- 10.45 **Oracle Strategy and our Growth in Industry Capability**
Jeff Henley, Vice Chairman, Oracle Corporation
- 11.10 Networking Refreshment Break
- 11.40 **Industry Breakout Session 1**
- 13.25 Lunch

Agenda – Afternoon Session

- 14.25 **Industry Breakout Session 2**
- 16.10 Afternoon Tea Networking Break
- 16.30 **Collaborating with Partners to Drive Innovation and New Business Models**
Mike Greenwood, VP, Consulting
- 16.45 **Guest Speaker – Professor Greg Whyte OBE**
- 17.25 **Closing Comments & Partner Prize Draw**
Will O'Brien, VP, Alliances & Channels, UK & Ireland
- 17.30 Networking Reception

Breakout Sessions

Breakout Session 1 11.40 – 13.25

Retail	Edinburgh
Financial Services & Banking	Canterbury
Public Sector	York
Utilities	Salisbury

Breakout Session 2 14.25 - 16.10

Project Intensive Industries & Manufacturing	Edinburgh
Travel & Transport	Canterbury
Communications	York
Health Sciences	Salisbury

Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

A Long Term Strategy Being Delivered



Scale is our advantage

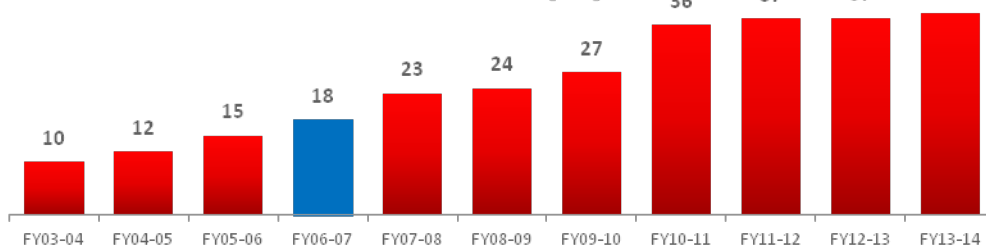
- \$38B in revenue on a trailing twelve-month basis*
- #1 in 50 product/industry categories
- \$34B in R&D since 2004
- \$50B on more than 90 acquisitions
- 390,000 customers in 145 countries
- 128,000 employees



Innovation is within our DNA

- 34,000 developers & engineers
- 18,000 customer support specialists
- 15 million developers in Oracle online communities
- 2 million students supported annually
- 900 independent Oracle user groups with 500,000 members
- 14 miles from Stanford University Campus

Revenues YoY [\$B]



Our focus today is on the business processes we support

Simplifying IT, Reducing TCO to Power Innovation is a given

Industry Applications

Cloud Applications and Velocity

Best-of-Breed

Engineered Systems

Applying this in the Digital World



Strategic Industries

- 22,000 staff working across our 7 GBU's (and IBU's)
- \$650 million of Vertical Industry R&D and 30 companies acquired
- Development is owned within the GBU structure allowing rapid development at an Industry level
- Consulting owned within the GBU structure
- Contract values get larger as Executives usually choose simplicity and pragmatism over complexity and risk

Just so we are crystal clear

The strategy for the last 5 years has not changed and Partnering is key

- Oracle is a Products company supported by Consulting
- Spending \$5 billion on R&D
 - State of the art Application solutions and State of the Art Technology, and State of the Art Systems combined
 - Oracle thinks long term and anticipates industry changes so you don't have to – Converged Systems, Big Data, The Internet of Things,
- A unique capability for the Digital era - Consulting partners are key to delivering the vision for the client and you can also **RESELL** our Products
- 14 days ago....8 Global SVP's publically talked about transforming their operations with Oracle - **GE, P&G, Telefonica, Pearson, Walgreens, Xerox,**

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