

ORACLE®



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Enterprise Performance Management Strategy & Roadmap

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October 3, 2017

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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.

Program Agenda

- 1 EPM Cloud Today
- 2 EPM Cloud Adoption Trends
- 3 What's New, What's Next
- 4 On-premises EPM Update
- 5 Innovation & Vision

Oracle's Next Generation Business Applications



**ERP & EPM
CLOUD**



SCM CLOUD



HCM CLOUD



CX CLOUD



DATA CLOUD

Oracle EPM Cloud: Rapid Growth in 3+ Years

FY2015

- Planning and Budgeting
- Narrative Reporting

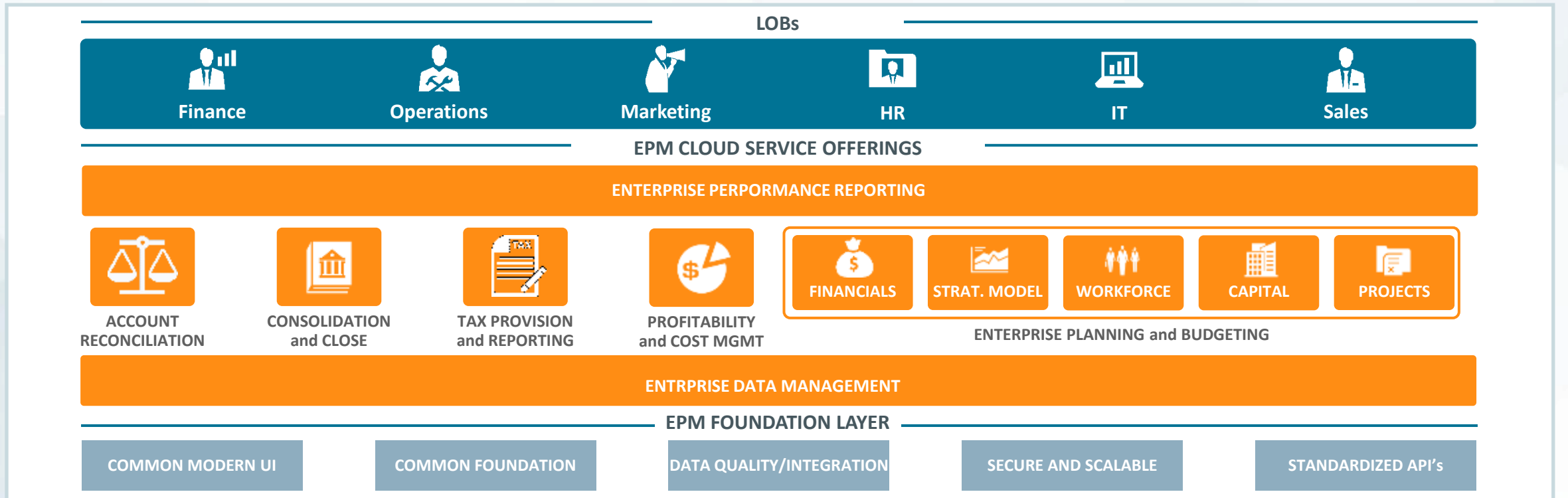
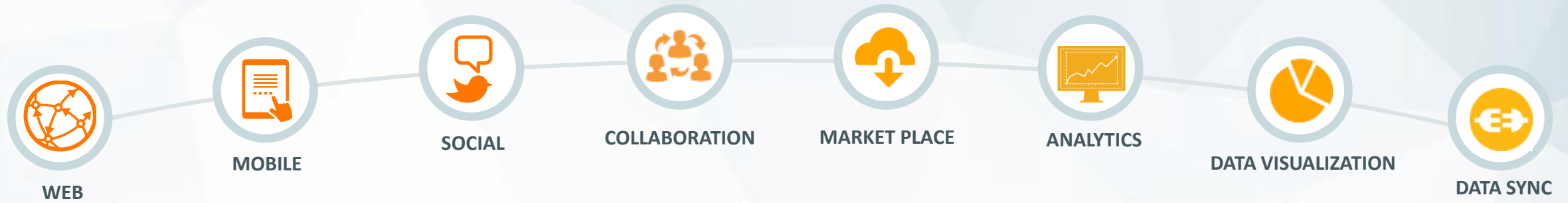
FY2016

- Enterprise Planning and Budgeting
 - Financial, Capital, Workforce & Project Planning
- Account Reconciliation
- Financial Consolidation & Close

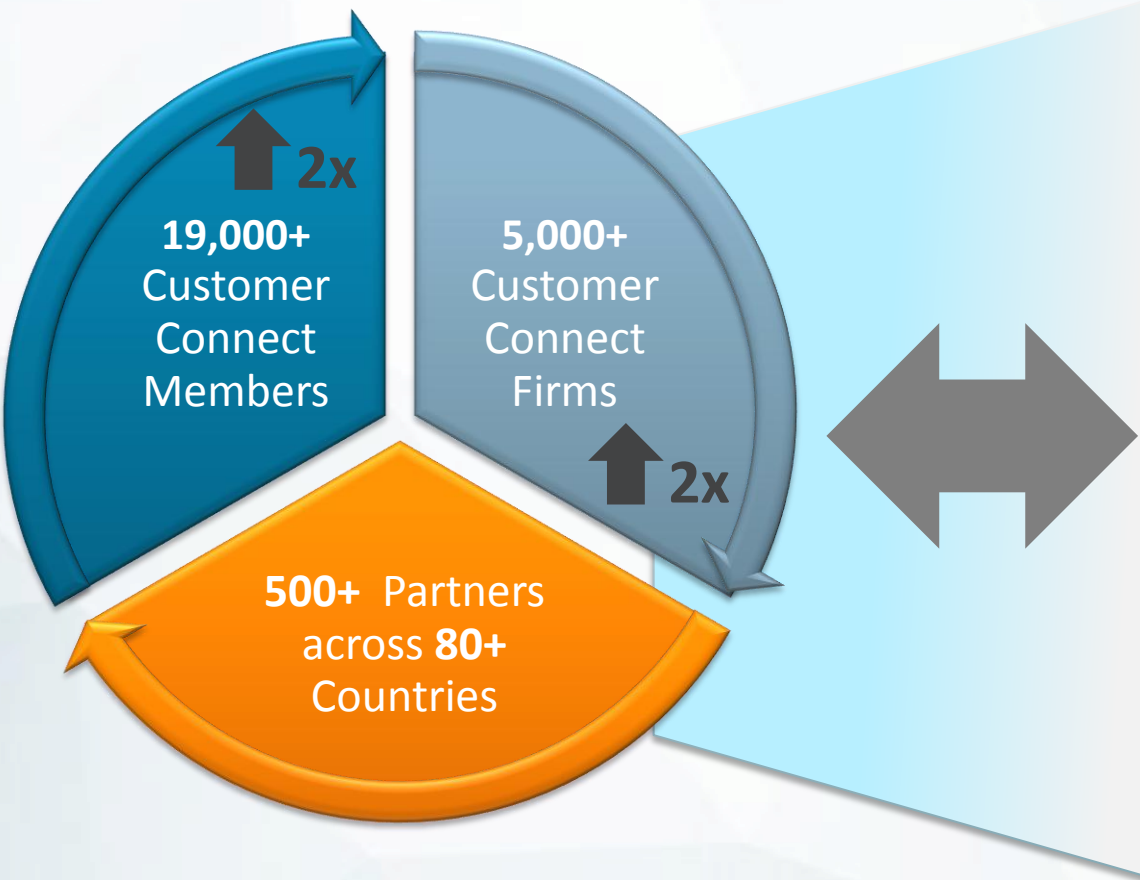
FY2017

- Profitability & Cost Mgmt.
- Tax Reporting
- New modules:
 - Transaction Matching
 - Disclosure Management

Oracle EPM Cloud: Comprehensive. Proven.



Ecosystem for EPM Success



 Partner Program	 Developers	 Cloud Marketplace
 Executive Sponsorship	 Customer Success Manager	 Customer Connect Program
 Oracle Support	 Implementation Success Manager	 Rapid Start Services
 Customer Feedback Programs	 Oracle Account Team	 Packaged Cloud Integrations

Industry-Leading EPM Cloud Suite

Leader in Magic Quadrant
for Cloud Strategic
Corporate Performance
Management Solutions

Gartner - June 2017

Leader in Magic Quadrant
for Cloud Financial
Corporate Performance
Management Solutions

Gartner - June 2017

Leader in The Forrester
Wave™: Enterprise
Performance
Management, Q4 2016

Forrester – October 2016

“ Oracle has a well-articulated vision for EPM,
which expands its impact beyond traditional
finance use cases into other domains
including sales, product, and marketing. ”

*Forrester – The Forrester Wave™: Enterprise Performance
Management, Q4 2016*



Oracle is a Leader in this (Strategic CPM)
market, due to its market traction with PBCS,
its large on-premises market share and its
experience of supporting complex SCPM
processes within finance departments. ”

*Gartner – Magic Quadrant for Cloud Strategic Corporate
Performance Management Solutions – June 2017*



Oracle is a Leader in this (Financial CPM) market,
due to its global coverage and market traction in
several areas of FCPM... ”

*Gartner – Magic Quadrant for Cloud Financial Corporate
Performance Management Solutions – June 2017*

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EPM Cloud Enabling Organizational Alignment

- Expansion of Planning & Narrative Reporting into Operational LOBs:
 - Human Resources
 - Sales
 - Marketing
 - IT
 - Operations

Cloud Migration of On-premises EPM Applications

- Cloud Migration vs. On-premises Upgrade:
 - Operational savings & IT focus on strategic priorities
 - Leverage cloud innovations to transform EPM processes
- On-premises migration trends:
 - Hyperion Planning & Account Reconciliation: Happening Now
 - Hyperion Financial Management: Plans for 2018

Adoption of EPM Cloud Suite

- Recognition of EPM process linkages and transformation value:
 - Planning and Profitability
 - Financial Close and Reconciliations
 - Financial Consolidation and Tax
 - Planning, Close and Narrative Reporting

Managing Hybrid EPM Deployments

- Hybrid Cloud and On-premises EPM is a reality for most organizations
- Emerging best practices for Coexistence:
 - Master Data Management
 - Security
 - Data Integration

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EPM Cloud Today: Planning & Profitability

Enterprise Planning and Budgeting

- Deploy configurable planning best practices for all lines of business
 - Finance
 - HR, Sales, Marketing, IT, Operations
- Pre-built modules and frameworks for rapid deployment
 - Financials, Project, Capital & Workforce
 - Strategic Workforce Planning, IT Financial Management, Sales Forecasting
- Proven scalability to support enterprise-wide planning processes

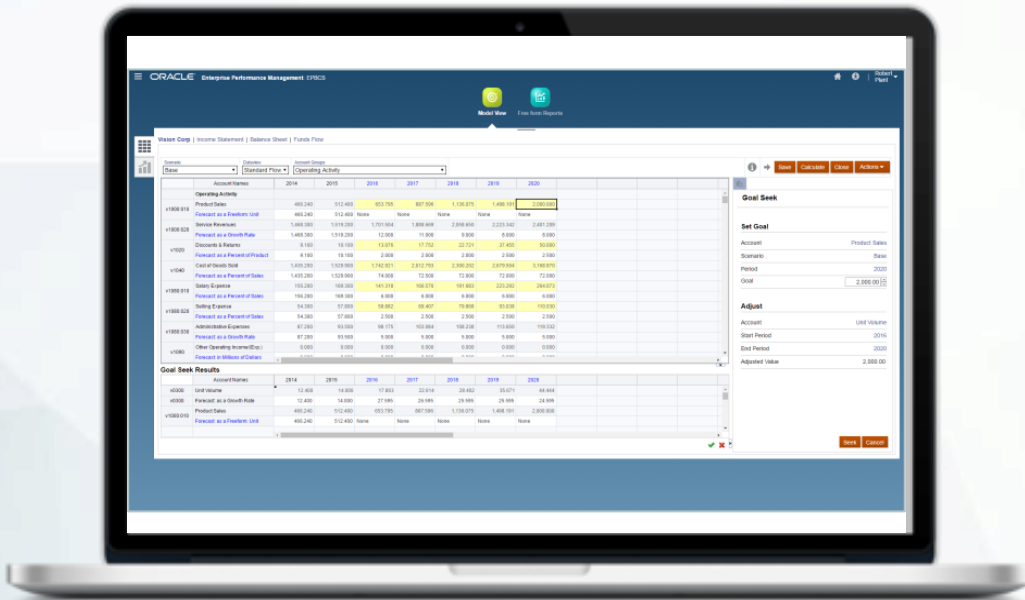
Profitability and Cost Management

- Transform financial data to allocate costs and deliver profitability insights
- Business users own allocation models
- Supports Management ledger, Shared services costing, and Transfer pricing use cases

Enterprise Performance Reporting

- Narrative Reporting for Planning and Profitability use cases
- Budget Books
- Sales Performance Reports, Marketing Briefs, Operations Review Reports
- Customer & Product Profitability Briefs

What's New: Strategic Modeling



- Strategic Finance reimaged for the cloud
- Integrated strategic modeling and planning capabilities
 - What-if modeling to support Cash flow impact analysis, M&A scenarios etc.
 - Rapid in-memory calculations
 - Integrated reports and charts
 - Business user control of models
- Fully integrated into Enterprise Planning Cloud

EPM Cloud Today: Financial Close Domain

Financial Consolidation & Close

- Comprehensive built-in functionality to address management and legal entity consolidation needs
- Configurable, with limited need for customization
- Extended close process management with built-in task orchestration

Account Reconciliation

- Global reconciliation process fully integrated into financial close
- Instant visibility into progress of reconciliation lifecycle
- Transaction Matching module for automated high-volume reconciliations

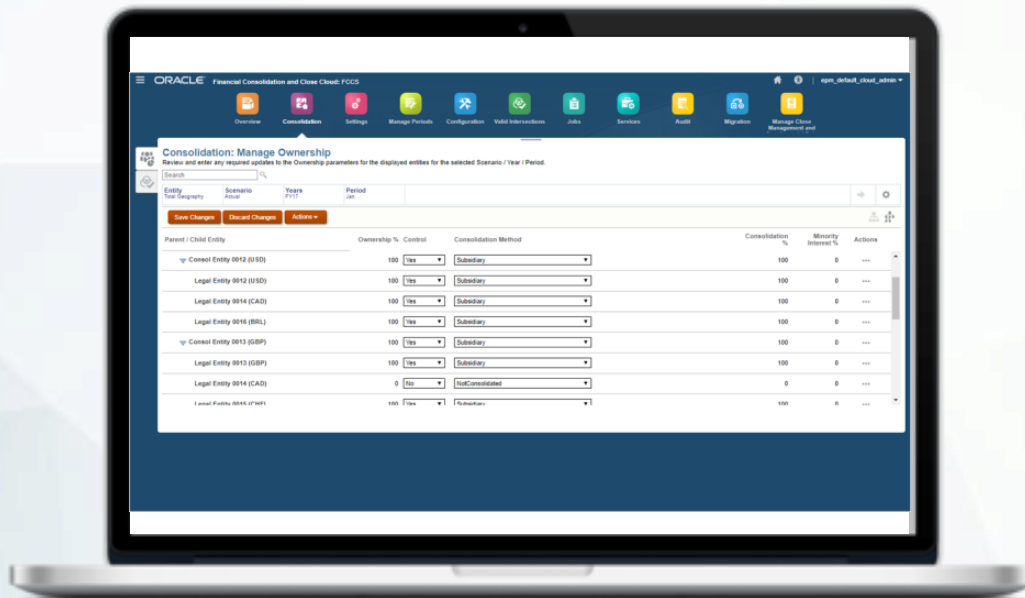
Tax Reporting

- Comprehensive Tax Reporting solution: Tax Provision, Country by Country (CbCR), Uncertain Tax Positions, Workflow & Task Management
- Integration with Cloud and on-premises ERP, financial consolidation and reporting solutions

Enterprise Performance Reporting

- Narrative Reporting for Management, Tax and Statutory reporting use cases
 - Annual reports
 - Statutory disclosures
 - Country by Country Tax reporting

What's Next: Enhanced Support for Complex Consolidations



- Extend support for complex consolidation requirements
 - Ability to create configurable calculations to solve requirements that go beyond pre-built functionality
 - Ability to use up to 6 custom dimensions (17 in total)
 - Support for automatic consolidation logic based on complex legal structures i.e. automatic equity eliminations and calculation of minority interest
- Financial Close task management
 - Advanced robotics for end to end close process automation

Introducing... Oracle Enterprise Data Management Cloud

DRM reimaged for Cloud



Self-Service Application Data Management

- Connect with individual applications to curate and consume application metadata, dimensions and hierarchies



Structural Change Management & Governed Business Transformation

- Compare, analyze, and conform structural changes to drive business and financial transformations



Hybrid Cloud Deployment

- Model scenarios, deploy next generation structures (e.g. Chart of Accounts), and enable Cloud ERP and EPM migration and coexistence



Demo

Oracle EPM Cloud: Current Release and Roadmap

Current

Enterprise Planning

- Planning modules based on best practices
- Integrated strategic modeling, sandboxing, predictive
- New Frameworks: ITFM, Utilization (Projects, WFP)

Enterprise Performance Reporting

- Unified and integrated EPM Cloud Reporting
- Disclosure Management and Tax Compliance Reporting

Financial Consolidation & Close

- Alternate Hierarchy support (full accounting treatment)
- Standalone Close Manager & Supplemental Data Manager
- Tight integration with Financials Cloud including drill back
- Configurable translations

Account Reconciliation

- Variance Analysis, Reconciliation Compliance
- Integrated transaction matching capabilities

Profitability & Cost Management

- Purpose-built allocation engine with models owned by business users, Transparency of allocation calculations
- Dimension Editor, Analysis view sorting, Multiple Alias

Tax Reporting

- Tax Provision(IFRS & US GAAP), Country by Country (CbCR, XML), Uncertain Tax Positions, Data Management, Workflow & Task Management

EPM Cloud Infrastructure

- Integrated EPM Business Processes
- Oracle IDCS Integration

Next

Enterprise Planning

- Ad hoc Models on Web, Chart-based predictions, infolets
- Frameworks: Sales & Marketing, Configurable targets

Enterprise Performance Reporting

- PDF Reference Doclets,, Automation, FR Migration, iXBRL

Financial Consolidation & Close

- Configurable calculations & consolidation. Extensible custom dimensions. Advanced Consolidation: Ownership, Proportional, Org by Period etc.
- Close Manager cloud integrations, SDM to on-premise

Profitability & Cost Management

- Same as Source - Different Dimension Allocation Rules
- Express Rule Edit Features

Account Reconciliation

- Archiving, Transaction Matching – Saved Adjustments, Journals, Multi Source Match

Tax Reporting

- Tax automation and trace capability, Foreign Exchange override by entity and account, Enhanced Admin Wizards

Enterprise Data Management

- CoA mastering across ERP and EPM Cloud, Hybrid deployments, Dimension editing, sharing and governance

EPM Cloud Infrastructure

- Essbase encryption at rest, Self-Serve Id domain relocation

Future

Enterprise Planning

- Search-driven Planning, Simulation, Machine Learning
- Frameworks: IBP, Predictive WFP, Real-time Collaboration

Enterprise Performance Reporting

- Collaboration: web-based capture, task notes, social

Financial Consolidation & Close

- New Journal Entry Module
- Automatic consolidations and journals, data lineage
- HFM Migration toolkit

Account Reconciliation

- Alerting & Case Mgmt., Dynamic Workflow & Auto Recs
- Trans Matching: Enhanced views & Dashboards, Data Mgmt.

Profitability & Cost Management

- Data Entry Forms, Sync reporting DB, Workflow via CM

Tax Reporting

- Long range tax planning & simulation, predictive Tax analytics, configurable tax reconciliation

Enterprise Data Management

- Custom form-based governance, Multi-request visualization & approval, Mass updates, Subscription rules
- Support for large 100M+ member dimensions., Rule-based matching & rationalization

EPM Cloud Infrastructure

- Customer Managed Encryption Keys and Break Glass

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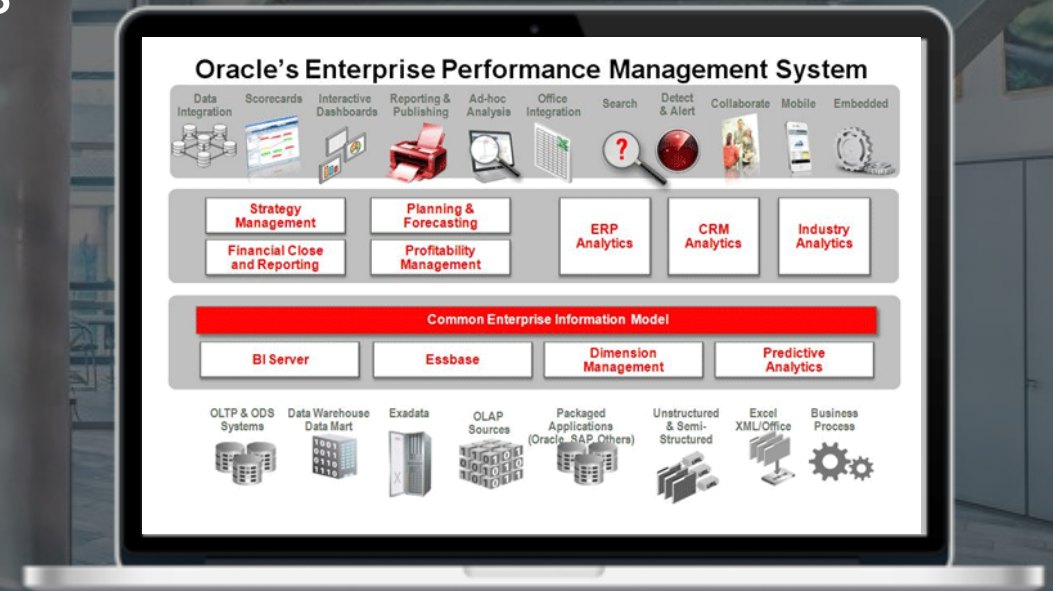
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On-premises Strategy

Ongoing commitment for lifetime support

- Oracle strategy for premier support across all applications through 2030
- Enhancements driven completely by customer needs and priorities
- More nimble delivery mechanism with smaller releases for easier adoption



Oracle EPM On-premises: Current Release and Roadmap

Key Highlights

Current

Hyperion Planning

- Simplified Interface
- Faster/Larger forms support
- Dashboards
- Ad hoc Grids for Analysis
- Grid definitions to Financial Reports

Hyperion Financial Management

- Journals Workbench
- HFM Insights
- Rules Profiling
- Charts/Graphs – Forms/Grids
- Import application
- DB hardening – RAC and network connectivity

Data Relationship Management

- FDMEE Integration
- Integration to Web Services
- External Lookup Properties

Financial Reports

- Web Studio
- New Charting Engine

Smart View

- HFM Journal
- OBIEE Enhancements
- New Range and Cell VBA Enhancements

Next

Hyperion Planning

- Essbase Hybrid Support
- Smart Push
- Valid Intersections

Hyperion Financial Management

- Automatic Consolidations
- Enhanced Insights, Archiving
- Expanded Dashboards
- Web based metadata

Profitability and Cost Management

- Expanded Custom Calcs for complex logic
- POV Copy support for large outlines

Tax Provisioning

- Tax Automation Trace where source is ICP
- Enhanced Deferred Tax Classification logic

Financial Reports

- Multi-Report Editing via Web Studio
- Replace R&A repository
- Book/Batch to output to MS Office

Smart View

- Chrome support for web launch (SUI)
- Limited functional release for Office 365 Web/All clients

Future

Hyperion Planning

- Use Excels Formula Editor To Write Calculations
- Sandbox Support

Hyperion Financial Management

- Simplified User Interface Uptake
- Web based Metadata Editor
- Simulated Posting\Consolidation
- Entity Hierarchy for ICP Dimension
- Critical Customer Requested Enhancements
- Matrixed security

Tax Provisioning

- Enhanced Tax Loss-Credit Automation
- Enhanced US State and Provincial Tax Provisions

Data Relationship Management

- S-FTP external connection
- Scheduled imports and exports
- Node Access Group Filtering
- Property Masking

Smart View

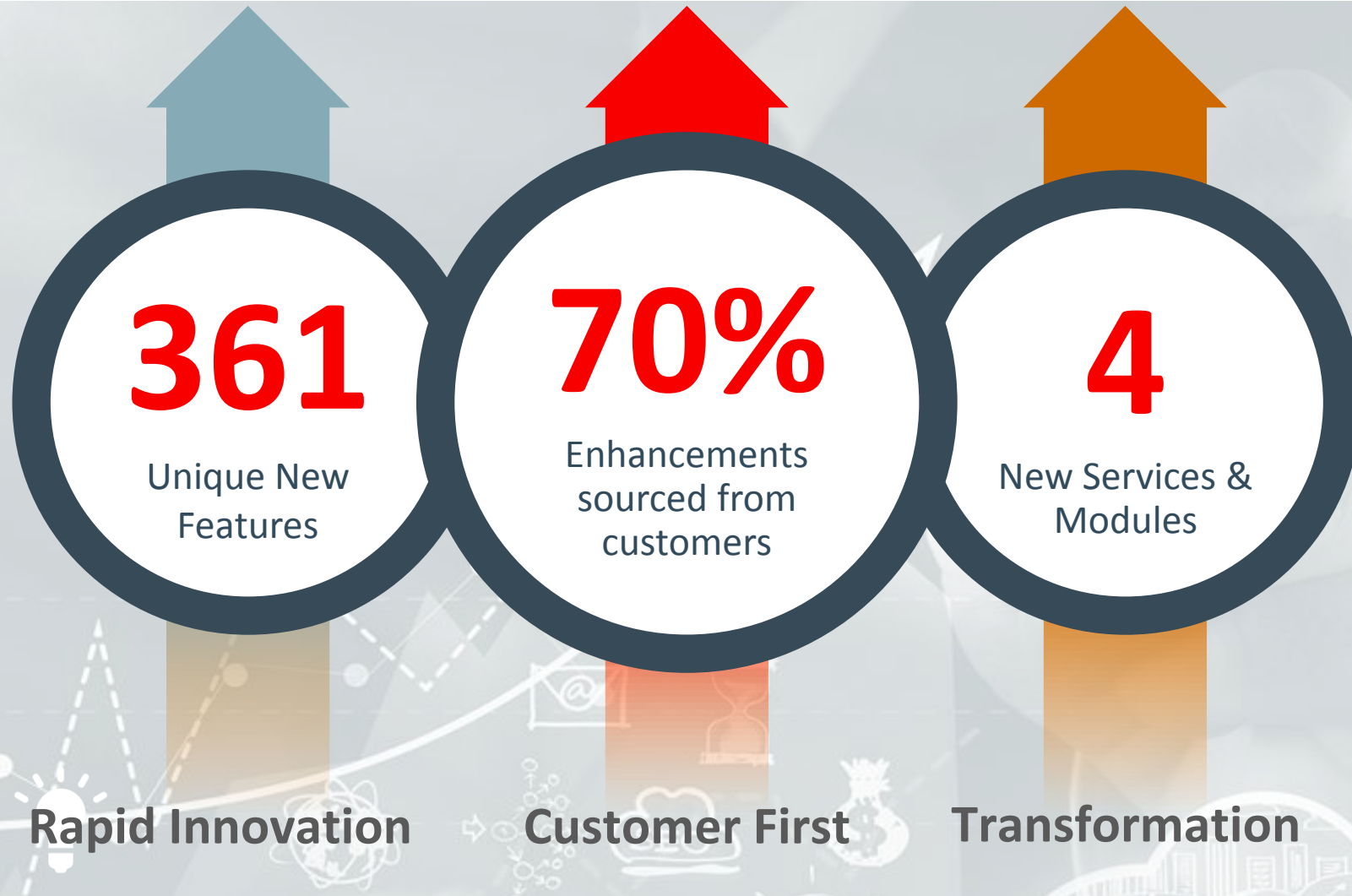
- New Client to support all MS office Variants (Mac, iOS, Win Desktop, Cloud)
- Server side refresh of Smart View Queries
- Smart Query UX enhancements

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EPM Cloud: Innovation Continues...



EPM Cloud: Innovation and Vision

Data + Intelligence + Automation = EPM transformation

- Intelligent Performance Management
 - Application of Machine Learning and Predictive Analytics to planning decisions
- Intelligent Process Automation
 - Automation of financial close and reconciliation process steps



Demo

Recap

- ▶ Oracle EPM Cloud is Comprehensive and Proven
- ▶ Customer uptake is accelerating: within & beyond Finance
- ▶ Adopt the Cloud to take advantage of EPM Innovation

Must-See EPM Sessions

Time	Title
Tuesday, Oct 03, 4:45 p.m. Moscone South - Room 157	Customers Present: Financial Consolidation, Close & Reconciliation
Wednesday, Oct 04, 11:00 a.m. Moscone South - Room 157	Product Development Panel Q&A: Oracle EPM Applications
Wednesday, Oct 04, 11:00 a.m. Moscone South - Room 151	Introducing Enterprise Data Management Cloud
Wednesday, Oct 04, 2:00 p.m. Moscone South - Room 155	Customers Present: Enterprise Performance Reporting
Wednesday, Oct 04, 3:30 p.m. Moscone South - Room 157	Customers Present: Tax Reporting
Wednesday, Oct 04, 5:30 p.m. Moscone South - Room 157	Customers Present: Profitability and Cost Management

MODERN FINANCE EXPERIENCE

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February 13-15, 2018

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