Oracle Buys MICROS Systems
Add innovative hospitality and retail technology vendor to expand Oracle into more industries

September 8, 2014
Cautionary Statement Regarding Forward-Looking Statements

This document contains certain forward-looking statements about Oracle and MICROS, including statements that involve risks and uncertainties concerning Oracle's acquisition of MICROS, anticipated customer benefits and general business outlook. When used in this document, the words "anticipates", "can", "will", "look forward to", "expected" and similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of Oracle or MICROS, that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others, the risk that anticipated synergies of the combined companies may not be achieved after closing, the combined operations may not be successfully integrated in a timely manner, if at all, general economic conditions in regions in which either companies do business, and the possibility that Oracle or MICROS may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of Oracle or MICROS.

In addition, please refer to the documents that Oracle and MICROS, respectively, file with the U.S. Securities and Exchange Commission (the "SEC") on Forms 10-K, 10-Q and 8-K. These filings identify and address other important factors that could cause Oracle's and MICROS' respective operational and other results to differ materially from those contained in the forward-looking statements set forth in this document. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither Oracle nor MICROS is under any duty to update any of the information in this document.

Oracle is currently reviewing the existing MICROS product roadmap and will be providing guidance to customers in accordance with Oracle's standard product communication policies. Any resulting features and timing of release of such features as determined by Oracle's review of MICROS' product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by MICROS or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. It is intended for information purposes only, and may not be incorporated into any contract.
What We Are Announcing

• Oracle buys MICROS Systems
  – Adds Hospitality and Retail solutions to the Oracle Industry Portfolio
  – The transaction has closed

• About MICROS
  – MICROS is a technology provider to hotels, food & beverage facilities, and retailers
  – Provides integrated software, hardware and services along with rapidly growing cloud solutions
  – Proven solutions deployed at more than 330,000 sites across 180 countries
  – Headquartered in Columbia, MD; approx. 6,600 employees with deep domain expertise

• Combination of Oracle and MICROS will help Hospitality and Retail companies to accelerate innovation, transform their businesses, and delight customers
  – Cloud, mobile, social, big data and the internet of things are impacting every industry, encouraging companies to modernize in order to compete effectively
  – Together, Oracle and MICROS will help Hospitality and Retail companies respond to rapidly evolving customer expectations, increase revenue, and drive operational improvements with complete, open and integrated solutions
Impact of Digital Technologies
Transforming How Industries Create Value

MOBILE & SOCIAL
$1+ trillion in mobile eCommerce revenue by 2017

BIG DATA
$17+ billion in Big Data revenue by 2015

CLOUD SERVICES
$200+ billion in cloud services revenue by 2015

THE INTERNET OF THINGS
$290+ billion in Machine-to-Machine revenue by 2017

HEALTH SCIENCES
Personalized Medicine

HOSPITALITY
“Above Property” Cloud Solutions

COMMUNICATIONS
Machine-to-Machine Communications

UTILITIES
Smart Grids and Flexible Power Consumption

ASSET INTENSIVE
Flexible Capital Planning & Deployment

FINANCIAL SERVICES
Online Banking & Mobile Payments

RETAIL
Commerce Anywhere on Any Device

Copyright © 2014 Oracle and/or its affiliates. All rights reserved.
Hospitality and Retail Industry Transformations are Underway

**MOBILE & SOCIAL**
- Secure, intelligent hotel room keys
- Customer experience feedback on social channels

**BIG DATA**
- Personalized loyalty programs
- Targeted pricing offers

**CLOUD SERVICES**
- Hotel “above-property” cloud solutions
- Cloud-based restaurant management

**THE INTERNET OF THINGS**
- Remote kitchen and property asset monitoring
- In-room technologies
MICROS is a Technology Provider in Hospitality and Retail
Delivering Innovative Solutions to Modernize Businesses

• Provides industry-specific solutions in Hotel, Food & Beverage and Retail segments

• Integrated software, hardware and services solutions
  – Cloud, on-premise and hybrid deployments
  – Available across the world
  – Strong momentum in cloud solutions
  – New mobile and tablet solutions gaining significant traction

Food & Beverage
- 200k+ sites
- Table Service
- Quick Service
- Stadiums/Arenas
- Theme Parks
- Cruise Ships/Airports

Hotel
- 30k + sites
- Chains 20k + sites
- Luxury Resorts
- Limited Service
- Casinos
- Cruise Ships

Retail
- 100k+ sites
- Specialty Retail
- Hard Goods
- Grocery
- Petro/Convenience
- Omni-Channel
MICROS Deployed at Over 330,000 Sites Across 180 Countries

* Customer Information and Logos Provided by MICROS
Oracle Enables Industry Transformations
Industry Applications + Business Applications + Technology

• Run mission-critical operations with Oracle industry applications
• Engage customers across channels with Oracle Marketing & Social
• Improve revenue cycles with Oracle Customer Experience
• Reduce expenses and turnover with Oracle Human Resource and ERP
• Delivered in the cloud, on-premise, or via a hybrid model on Oracle
Oracle + MICROS Hotels Solutions
Integrating and Transforming Hotels Across the Stay Experience

Marketing & Social Cloud
Distribution Services
Revenue Management
Reservations
Commerce Cloud
Loyalty

Service Cloud
Property Management
Sales & Catering
Point-of-Sale

Attract Customers

Service Customers

RUN HOTEL

Operate Hotel

Staff Hotel

Financials Cloud
Analytics
Supply Chain Management Cloud

Property Management
Workforce Management
Human Resources Cloud
Oracle + MICROS Retail Solutions
Integrating and Transforming Retailers Across the Buying Experience

Attract Customers

Service Customers

Operate Retailer

Staff Retailer

Marketing & Social Cloud
Commerce Cloud
Loyalty

Customer Experience Cloud
Merchandise Management
Store Operations
Point-of-Sale

Financials Cloud
Retail Analytics
Supply Chain Management Cloud

Human Resources Cloud
Workforce Management
Fraud & Loss Prevention

RUN RETAILER
## Overview

- Tier 1, Global Hotel Company with a wide range of Brands
- Over 3,600 hotels across 5 continents
- Cloud centric strategy with “above property” solutions

## Oracle Solutions

- Oracle Siebel CRM
- Oracle Real-Time Decisions
- Oracle WebCenter

## MICROS Solutions

- OPERA Property Management Cloud
- OPERA Sales and Catering
- Simphony / 9700 Point-of-Sale
# Joint Customer Success: Hyatt

## Overview

- Tier 1, Global Brand with 554 properties across 47 countries
- Lean IT department supporting “above property” solutions through its portfolio
- Provide flexibility and individuality across properties Web sites within common corporate framework

## Oracle Solutions

- Oracle ATG Web Commerce

## MICROS Solutions

- OPERA Property Management Cloud
- Simphony / 9700 Point-of-Sale
Oracle + MICROS: A Compelling Combination
MICROS to be a Dedicated Business Within the Oracle Industry Organization

Oracle Industry Organization Overview

- Dedicated global business units (GBU)
  - Product Development, Sales, Services
  - Over 18,000 industry employees
  - Deep industry domain expertise

- Focused investment
  - $500+ million annual R&D investment in industry applications
  - Includes approximately 30 acquisitions
  - Utilize Oracle technology, infrastructure, operations, and global scale

MICROS Operating Plan

- Enhance Oracle’s GBU organization with the addition of MICROS
  - MICROS’ Hotel and F&B offerings to anchor Oracle’s Hospitality solutions
  - MICROS’ Retail offerings to complement Oracle’s existing Retail solutions

- Accelerate investments in products and services
  - Drive cloud, mobile, social and big data adoption
  - Protect and enhance customers’ existing investments in software and hardware

- Expand using Oracle’s global scale and reach