Mark Hurd
Oracle CEO

October 2, 2014
Safe Harbor Statement

"Safe Harbor" Statement: Statements in this presentation relating to Oracle’s future plans, expectations, beliefs, intentions and prospects are "forward-looking statements" and are subject to material risks and uncertainties. Many factors could affect our current expectations and our actual results, and could cause actual results to differ materially. We presently consider the following to be among the important factors that could cause actual results to differ materially from expectations: (1) Economic, geopolitical and market conditions, including the continued slow economic recovery in the U.S. and other parts of the world, can adversely affect our business, results of operations and financial condition, including our revenue growth and profitability, which in turn could adversely affect our stock price. (2) We may fail to achieve our financial forecasts due to such factors as delays or size reductions in transactions, fewer large transactions in a particular quarter, unanticipated fluctuations in currency exchange rates, delays in delivery of new products or releases or a decline in our renewal rates for support contracts. (3) Our cloud computing strategy, including our Oracle Cloud Software-as-a-Service, Platform-as-a-Service, Infrastructure-as-a-Service and Database-as-a-Service offerings, may not be successful. (4) If we are unable to develop new or sufficiently differentiated products and services, or to enhance and improve our products and support services in a timely manner or to position and/or price our products and services to meet market demand, customers may not buy new software licenses, cloud software subscriptions or hardware systems products or purchase or renew support contracts. (5) Our international sales and operations subject us to additional risks that can adversely affect our operating results, including risks relating to foreign currency gains and losses. (6) If the security measures for our software, hardware, services or Oracle Cloud offerings are compromised or if such offerings contain significant coding, manufacturing or configuration errors, we may experience reputational harm, legal claims and financial exposure. (7) We have an active acquisition program and our acquisitions may not be successful, may involve unanticipated costs or other integration issues or may disrupt our existing operations. A detailed discussion of these factors and other risks that affect our business is contained in our SEC filings, including our most recent reports on Form 10-K and Form 10-Q, particularly under the heading "Risk Factors." Copies of these filings are available online from the SEC or by contacting Oracle Corporation’s Investor Relations Department at (650) 506-4073 or by clicking on SEC Filings on Oracle’s Investor Relations website at http://www.oracle.com/investor. All information set forth in this presentation is current as of October 2, 2014. Oracle undertakes no duty to update any statement in light of new information or future events.
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.
Non-GAAP Financial Measures

To supplement our financial results presented on a GAAP basis, we use non-GAAP measures, which exclude certain business combination accounting entries and expenses related to acquisitions and other significant expenses including stock based compensation, that we believe are helpful in understanding our past financial performance and our future results. Our non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures, and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Today’s discussion includes certain non-GAAP financial measures, which were included in our earnings releases. A PDF copy of these press releases and financial tables, which include a GAAP to non-GAAP reconciliation, can be viewed and downloaded on the Oracle Investor Relations website at www.oracle.com/investor.
OpenWorld Cloud Recap – 200+ New SaaS Products

- Marketing Cloud – 84 SaaS Products; 29 New
- Sales Cloud – 69 SaaS Products; 14 New
- Service Cloud – 113 SaaS Products; 14 New
- Configure Price Quote – 42 SaaS Products; 27 New
- Social, Listening & DaaS – 49 SaaS Products; 36 New
- HCM Cloud – 84 SaaS Products; 16 New
- ERP Financials – 49 SaaS Products; 14 New
- ERP Supply Chain – 32 SaaS Products; 20 New
- Industry Specific SaaS – 42 SaaS Products; 32 New
OpenWorld Cloud Recap

2,181 New SaaS Customers

2,181 Total New SaaS Customers
1,101 Customer Experience
959 Human Capital Management
263 Enterprise Resource Planning

Total customer count reflects unique customers
Q1 Oracle Cloud Recap . . . We’re Winning

- SaaS/PaaS Bookings grew 54% – 3X last year
- SaaS/PaaS Revenue grew 32% – 2X last year
- Customers – added ~500 new customers
  - CX – ~290 new, 90 Fusion
  - HCM – ~170 new, 60 Fusion
  - ERP/EPM – ~100 new, ALL Fusion
- Fusion – Triple-Digit Revenue & Bookings Growth
- On-Premise Software – 5% Growth

Total customer count reflects unique customers
Differentiators

• All 3 Layers of the Cloud . . . SaaS, PaaS and IaaS

• SaaS Suite & Best of Breed . . . CX, HCM, ERP, EPM & Verticals

• Highly Differentiated Platform . . . Oracle 12c and Java

• IaaS Priced Competitively

• Deployment Flexibility . . . Public, Private or On-Premise
SaaS/PaaS Revenue is Growing Very Rapidly

88% Four-Year Compounded Growth

Source: Internal Analysis
Cloud Revenue is Growing Rapidly

43% Four-Year Compounded Growth

Source: Internal Analysis
Software Revenue is Growing

9% Four-Year Compounded Growth

Source: Internal Analysis
Database Revenue is Growing

10% Four-Year Compounded Growth

Source: Internal Analysis

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4 Year CAGR:
- +9%
- +10%
Summary

On-Premise Software Growing + Cloud Growing Rapidly

Cloud
• Big Growth in SaaS Pipeline
• Sales Capacity Expanded
• Productivity Improving
• Products Seasoned
• PaaS Extensions

On-Premise
• Database Gaining Share
• Support Business Growing