

ORACLE

Oracle Cloud Infrastructure

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Oracle Cloud Infrastructure growth

\$1.5B

Q1 FY24 Cloud Infrastructure
Cloud Revenue

↑91%

OCI Consumption Q1 FY24
growth YoY in CD

From
105 to 114

External services in
last 12 months

From
51 to 64

Customer-facing
regions in last 12 months

\$4B+

OCI AI contracts
recently signed

What is driving this **growth**?

Traditional Enterprise

Customers that are migrating their database footprint or their Oracle application/middleware footprint from on-premise to Cloud.



Deutsche Bank



They choose OCI for:

Flexibility to run Oracle workloads and attach to apps

Cloud at scale and location where needed

Easy integration with other clouds

Consistent low and controlled costs

Traditional Enterprise



Traditional Business

2017

2018

2019

2020

2021

2022

2023

MultiCloud Customers

Enterprise customers who chose multiple providers for their Cloud infrastructure, apps, and services.

VERITAS™

 MAERSK

 TOYOTA

They choose OCI for:

Differentiated services (DB & analytics)

Improved security

High price performance

Clouds work better together

OCI Interconnect
with Azure



MySQL
Heatwave



Oracle DB incl
Autonomous
& Exadata (ODSA)



Connected
through
networking

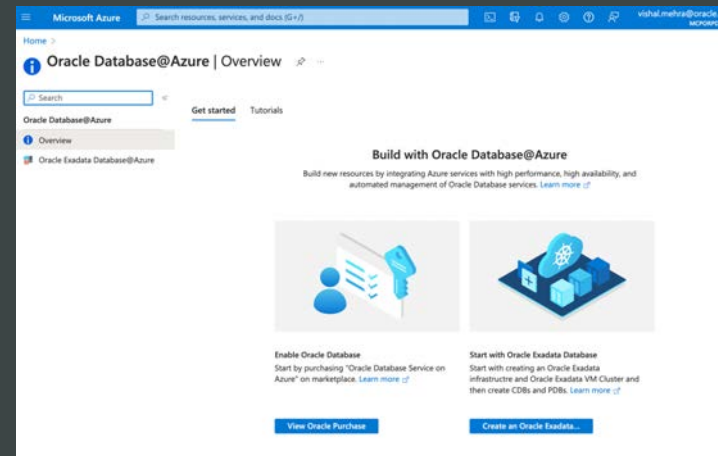
Our Cloud
products
available to
other Clouds

Azure – OCI partnership

Announced
September 14th 2023

Oracle Database@Azure

Customers can use their Microsoft Commitment (MACC) to consume fully integrated Oracle Database services.



MultiCloud



MultiCloud

Traditional Business

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Cloud Natives

Large Enterprises who bring their own platform layers; usually migrate millions of cores or tens of MWs of DC power to large region spread

The Zoom logo, consisting of the word "zoom" in a lowercase, blue, sans-serif font.The Uber logo, consisting of the word "Uber" in a bold, black, sans-serif font.The ByteDance logo, featuring a stylized icon of three vertical bars of increasing height to the left of the word "ByteDance" in a blue, sans-serif font.

They choose OCI for:

High price performance

High availability and DR capability

Integrated security and privacy

OCI offers the best price performance

Hyperscale
IaaS customer

Year 5
consumption:
620K OCPUs
30 PB Object storage
120 PB SSD Storage
30 PB NW Egress

Customer Spend	ONDEMAND PAYGO			3YR RI CUMULATIVE			
	Oracle (Pricelist)	Azure	GCP	AWS	Azure	GCP	AWS
5-year total (\$)	\$1.0B	\$3.3B	\$2.7B	\$3.7B	\$1.3B	\$1.5B	\$1.4B
% diff. to Oracle		+218%	+163%	+253%	+21%	+39%	+36%

The example above illustrates a hyperscale IaaS customer on a 5-year contract using a basket of compute, storage, and networking. Consumption forecast is based on customer data.

Cloud Natives



Cloud Natives

MultiCloud

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AI/ML Customers

Organizations with large investments into infrastructure for AI/ML model training and inferencing.



They choose OCI for:

It's key differentiation in compute performance and networking design.

OCI Superclusters

Cluster Network details

Cluster Network separate from OCI Network

- RDMA over Converged Ethernet (RoCEv2)
- Congestion control w/ QoS + flow hashing

Each GPU has its own Cluster Network connections

- 400 Gb/s bandwidth per GPU, 3.2Tb/s per server
- < 20 μ s of latency between GPUs

Cluster networking powers OCI super clusters

- Scale up to 16K H100s
- Performance scales linearly

OCI Supercluster™

H100: Up to 2048 nodes/16k GPUs

2TB ram per server



AI/ML Customers



AI/ML Customers

Cloud Natives

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Alloy Customers

Large entities in regulated industries or regions who pursue a private Cloud for their own use or resell opportunity.

The logo for NRI (National Retail Institute) in blue text.The logo for TIM (Telecom Italia Mobile) in red and blue text.

They choose OCI for:

Cloud form factors

Ability to control access

Customizable Cloud (manage, operate, create services, BYOH)

Oracle Alloy

Enabling Entities to become Cloud Providers

1

Foundation built on Oracle Cloud

2

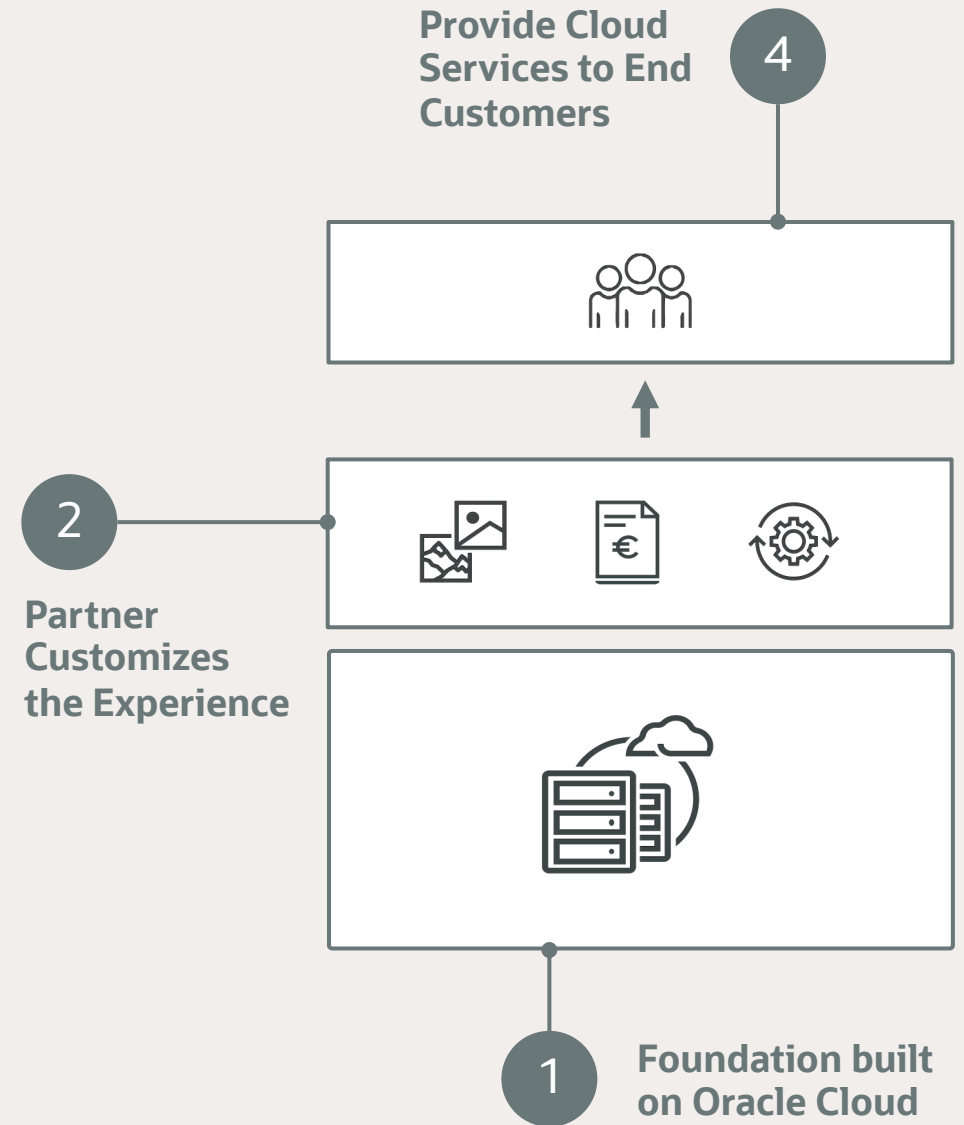
Alloy Partner Customizes the Experience

3

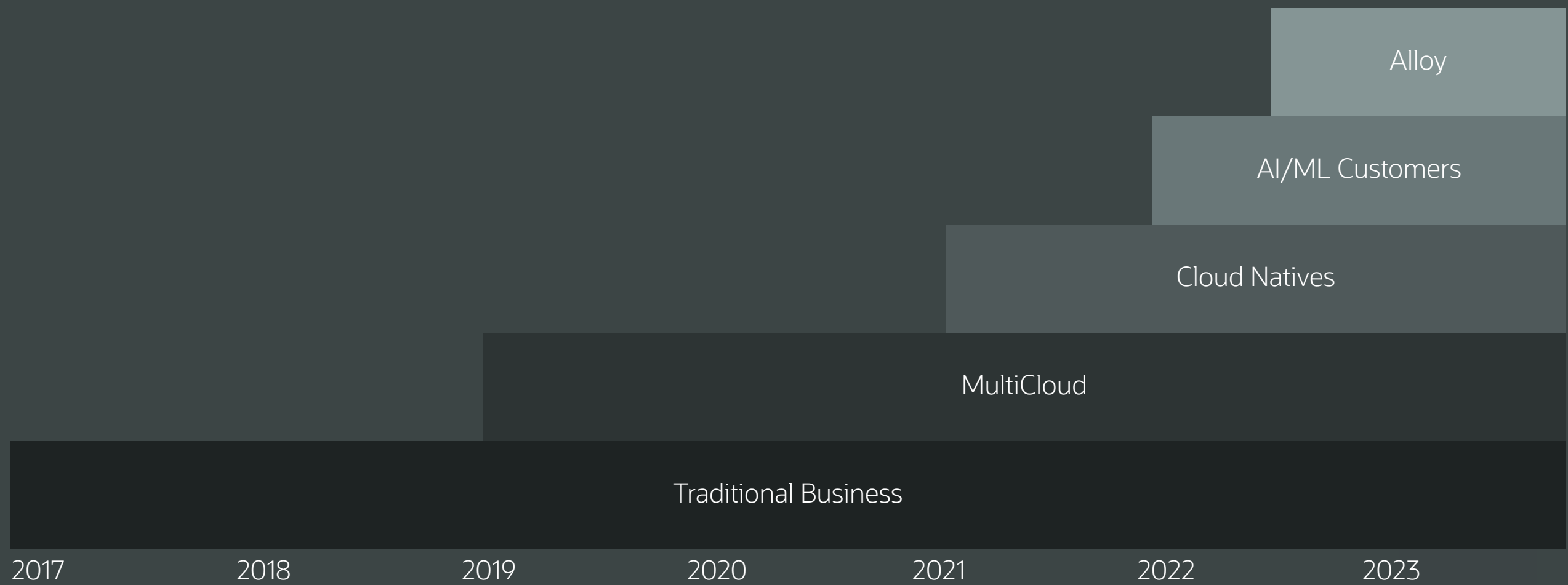
Build New Cloud Services Alongside OCI Services

4

Provide Cloud Services to End Customers



Alloy



Generative AI Customers

RŌNIN  cohere

They choose OCI for:

Unrivaled for control, data security, privacy, and governance

Powerful and high-performing models through Cohere partnership

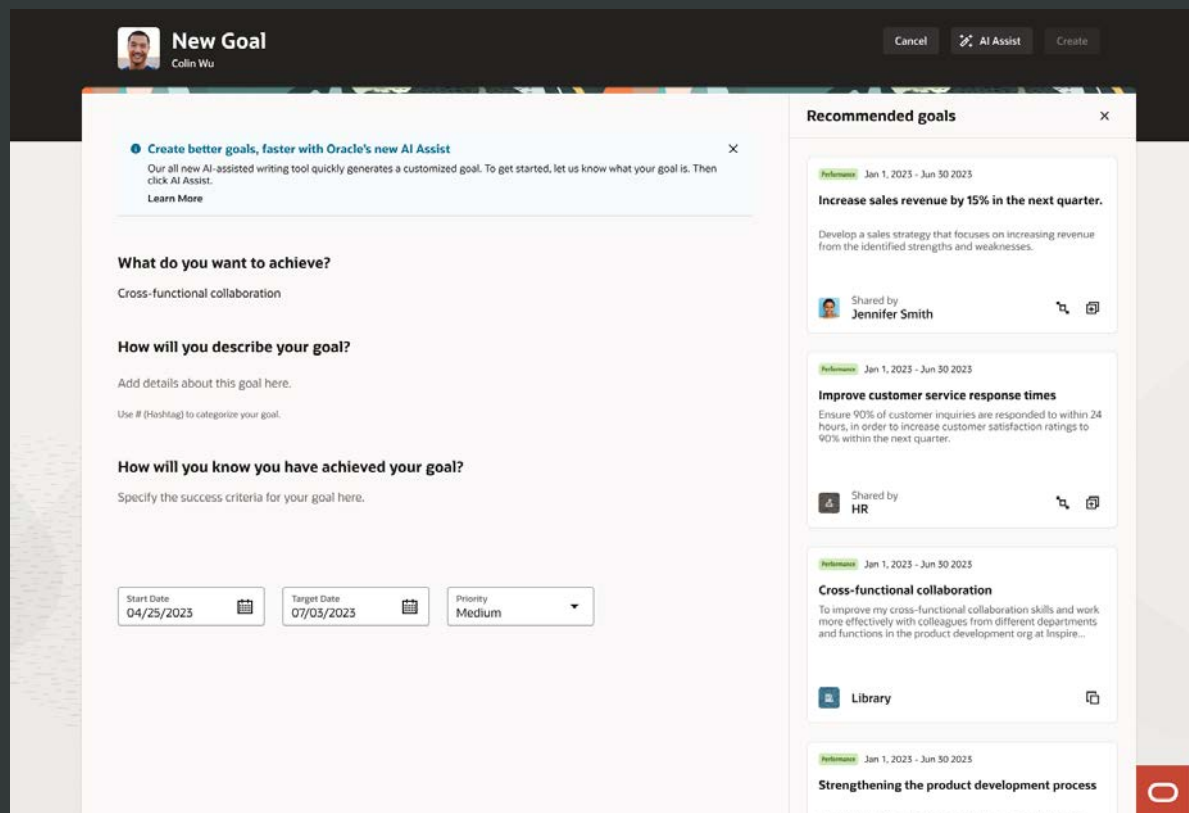
Embedded generative AI services across the full stack

Bringing AI to the enterprise at every layer of our stack

SaaS: LLMs across Oracle's cloud applications, industry applications, and database portfolio.

PaaS: Generative AI service to custom train models and add generative AI to customers' own applications.

IaaS: Large-scale AI Infrastructure to build, adapt, and deploy generative AI in a cost-effective manner.



Generative AI

