

ORACLE

# Financial Analyst Meeting

Infrastructure



**Clay Magouyrk**  
CEO, Oracle

## 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. A detailed discussion of these factors and other risks that affect our business is contained in our U.S. Securities and Exchange Commission (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's Investor Relations Department at (650) 506-4073 or by clicking on SEC Filings on Oracle's Investor Relations website at <https://www.oracle.com/investor>. All information set forth in this presentation is current as of October 16, 2025. Oracle undertakes no duty to update any statement in light of new information or future events.

## **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.

## Future Product Direction

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, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle.

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CLOUD  
Infrastructure

Enterprise

+

Distributed  
Cloud

+

Cloud  
Natives

+

AI  
Infrastructure

=

Hypergrowth

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Distributed  
Cloud

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Cloud  
Natives

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AI  
Infrastructure

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## Enterprise

**33%**

YoY ACR growth  
(Q1FY25 to Q1FY26)

**1529%**

YoY MultiCloud  
Consumption Growth

**65%-80%**

Non-GAAP Gross Margin

**6-12 Months**

Contract to Scale

 VERTEX

 newfold  
digital

 FedEX

 Nasdaq

 exelon

 NEC

 Fidelity

 experian

 AXA

 STATE  
STREET

 claritev

 TIM

 VERITAS

 Unimed

 SAS

 Nationwide

 CONDUENT

# Why Enterprises Choose OCI

- ✓ OCI + Oracle DB + Oracle Apps
- ✓ Best Platform for Enterprise Workloads
- ✓ Oracle Data Platform, available in all clouds
- ✓ Consistently High Performance at low prices



#### BEFORE

Nasdaq has been an Oracle Database customer for many years.

#### In 2020

Use OCI as full stack cloud environment for their Capcloud, and the Oracle Exadata Cloud Service (ExaCS) as their database tier for their RegCloud SaaS financial regulatory and data management environment.

#### 2025

Nasdaq unlocks full potential of MultiCloud using Oracle Database@AWS. Using the MultiCloud offering, OCI gives them the ability to serve their customers with half the latency. That performance has unlocked additional business.

“

The Oracle DB@AWS Multicloud offering is exciting for Nasdaq, as it provides greater optionality to meet our Fintech customers' unique needs.

”

Rob Hunt

VP Software Engineering  
Nasdaq

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## Distributed Cloud

**77%**

YoY ACR growth  
(Q1FY25 to Q1FY26)

**\$67M**

Average deal size

**40%-60%**

Non-GAAP Gross Margin

**60+**

Dedicated & Alloy  
regions globally

NRI

vodafone

e&  
etisalat and

avaloo

مجموعة إيثكا  
ITHCA GROUP

team  
Cloud

FUJITSU

TIM

stc

du

AIS

NTT DATA

## Why Distributed Cloud Customers Choose OCI

- ✓ Only way to get a complete cloud on premise
- ✓ Pay for what you use pricing
- ✓ Retain control for regulated or sensitive workloads
- ✓ Only way to become your own cloud provider



etisalat and

MAY 2023

e& chose OCI Dedicated region to run mission critical applications and comply with the strict data sovereignty and cybersecurity regulations in UAE.

NOV 2024

2<sup>nd</sup> Dedicated region for Disaster Recovery goes live.

FEB 2025

H100 GPU cluster went live.

AUG 2025

e& signs agreement for 2 Alloy regions to host their “OneCloud” solution and provide a sovereign platform with 200+ cloud and AI services in UAE.



With OneCloud powered by Oracle Alloy, we are establishing a sovereign cloud fabric for the UAE’s digital economy. It brings the breadth of Oracle Cloud Infrastructure (OCI) together with local governance and the expertise of e& enterprise, enabling leaders to scale artificial intelligence (AI), modern applications and data-led services at home.



Khalid Murshed

CEO of e& enterprise

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Distributed  
Cloud

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Cloud  
Natives

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AI  
Infrastructure

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## Cloud Natives

**49%**

YoY ACR growth  
(Q1FY25 to Q1FY26)

**\$97M**

Average deal size

**40%-60%**

Non-GAAP Gross Margin

**1-4 Months**

Contract to Scale

SKYDANCE

ByteDance

zoom

cloudflare

paloalto  
NETWORKS

CROWDSTRIKE

cybereason

Palantir

Uber

# Why Cloud Natives Choose OCI

- ✓ Best Price/Performance
- ✓ Engineering Partnerships
- ✓ High Availability and Security
- ✓ Infrastructure Flexibility



#### APRIL 2025

Signed initial contract to optimize and deliver Cybereason's market-leading endpoint protection platform on OCI.

#### NEXT 2 MONTHS

They migrated a single tenant workload from GCP to OCI across Europe, US and Japan.

#### SINCE THEN

Cybereason has now onboarded 3,000+ of their customers to the OCI environment.

They recently completed moving their full data infrastructure from GCP to OCI.

By migrating from GCP to OCI, Cybereason was able to cut their infrastructure costs by 44%, greatly increasing their own gross margins.

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Infrastructure

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## AI Infrastructure

**117%**

YoY ACR growth  
(Q1FY25 to Q1FY26)

**700+**

AI Infrastructure  
customers

**30%-40%**

Non-GAAP Gross Margin

**<1 Week**

DC delivered to scale

 NEOSPACE

SoundHound AI

 LUMA AI

 baseten

character.ai



SUNO

 OpenAI

LiveKit

 Modal

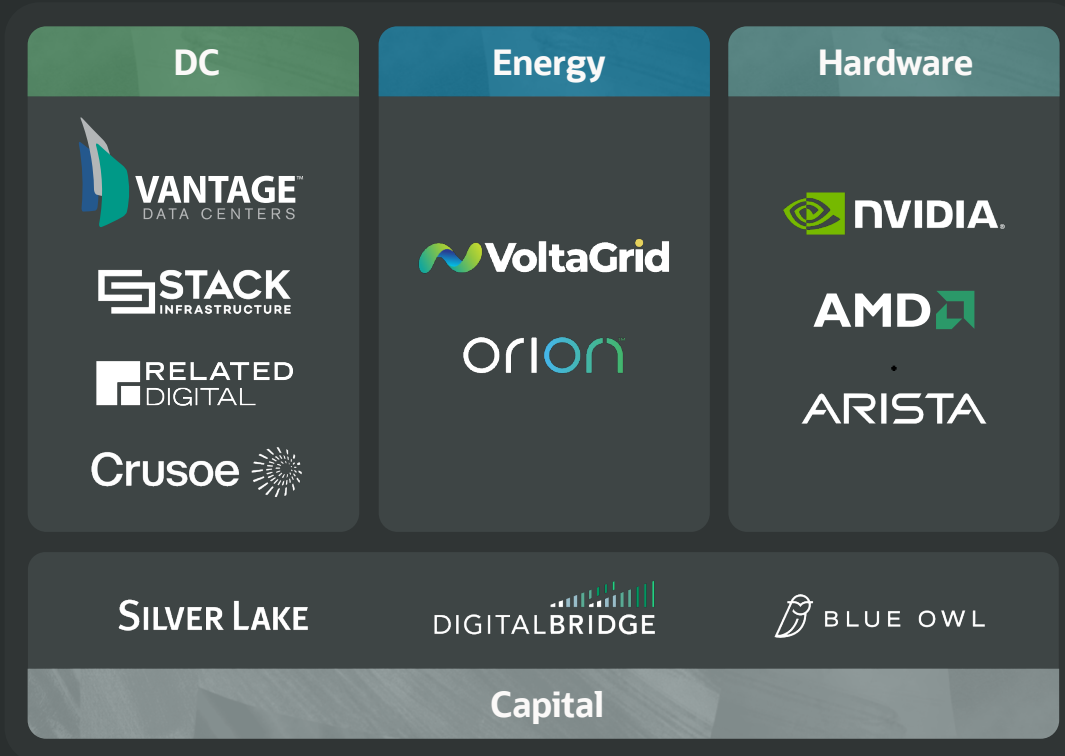
# Why AI Infrastructure Customers Choose OCI

- ✓ Rapid ability to deliver the latest Accelerators
- ✓ Highest performance networking
- ✓ Efficient DC Design and delivery
- ✓ High performance storage

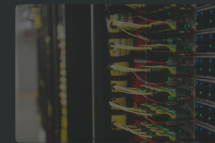
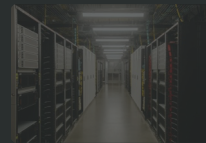
## AI Infrastructure Delivery Example

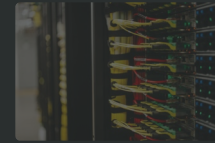
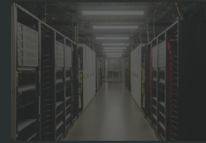
	\$10B	\$10B	\$10B	\$10B	\$10B	\$10B	= \$60B revenue
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	
Capex	Land, Data Center and Power						35% of total costs
	Compute, Network, Storage						65% of total costs
\$570M	\$6.4B	\$6.4B	\$6.4B	\$6.4B	\$6.4B	\$6.4B	= \$39B costs
Gross margin: \$21B, 35%							

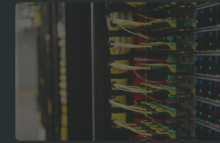
## Working Together to Accelerate AI Build Out

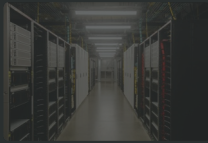


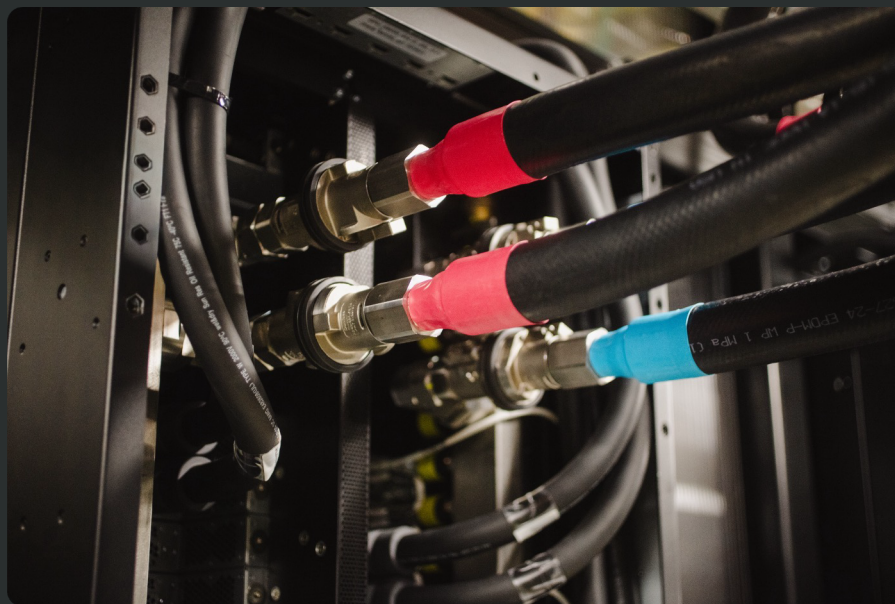
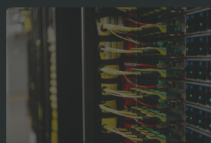
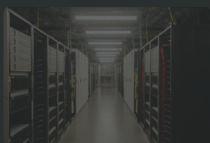
- ✓ Optimized delivery time
- ✓ Efficient capital allocation
- ✓ New partnerships
- ✓ Asset specific financing













MAR 2023

Modal needed a small GPU cluster to support their inferencing platform.

Oracle delivered quickly and impressed the Modal team with OCI's bare metal infrastructure, commercial flexibility, and dedicated engineering support.

SINCE THEN

When we started working with Modal, they were a young startup with a few customers. Now, they deploy GPUs across 60+ OCI regions - powering 10,000+ teams across the world.



Erik Bernhardsson  
CEO and Founder of Modal



WELCOME

# Mark Hura

President, Global Field Operations,  
Oracle

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September 9th 2025

Q1 FY26 Earnings

## OCI Long Range Revenue Plan

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CLOUD

**\$10B**

50% YoY

FY25

**\$18B**

FY26

**\$32B**

FY27

**\$73B**

FY28

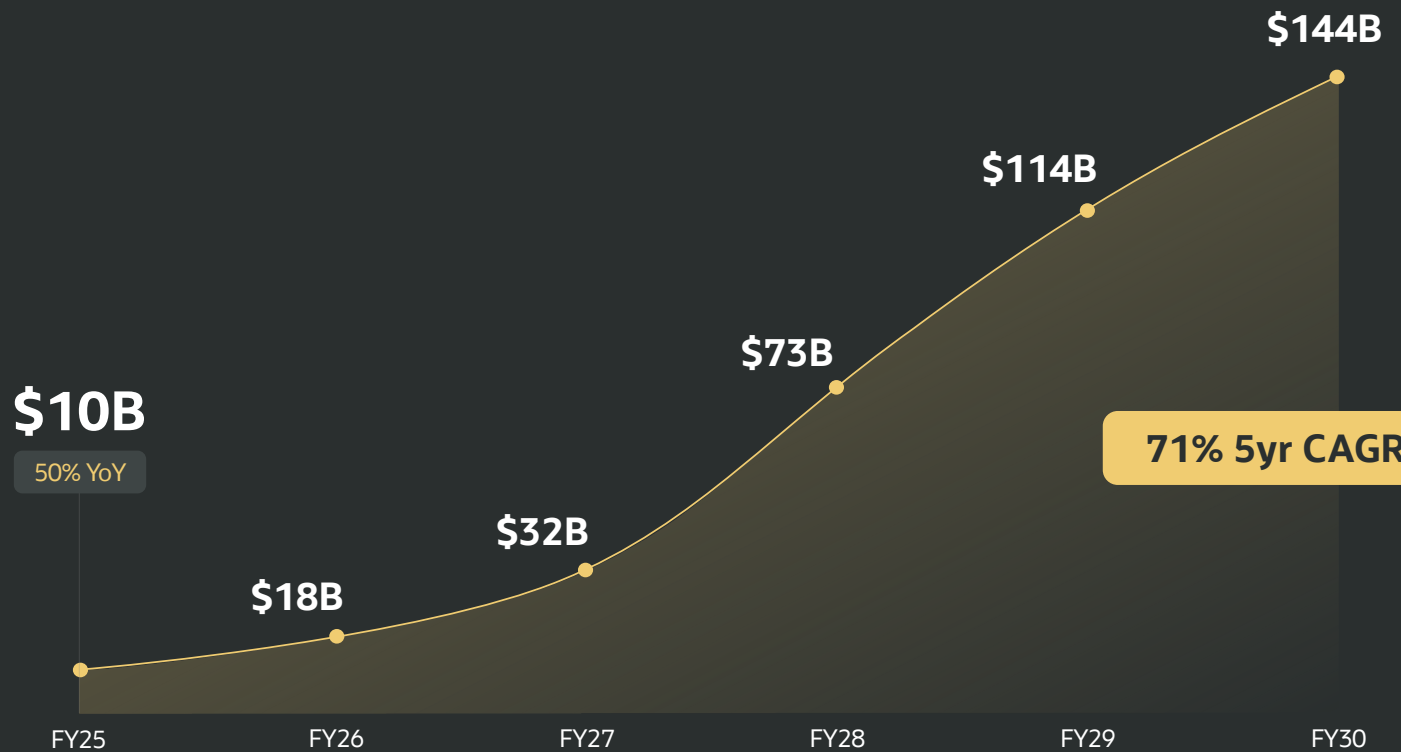
**\$114B**

FY29

**\$144B**

FY30

**71% 5yr CAGR**



During  
**30 Days**  
in Q2

We contracted  
**\$65B**  
in IaaS TCV

That is  
**\$2.16B**  
per day

October 16<sup>th</sup> 2025  
Financial Analyst meeting

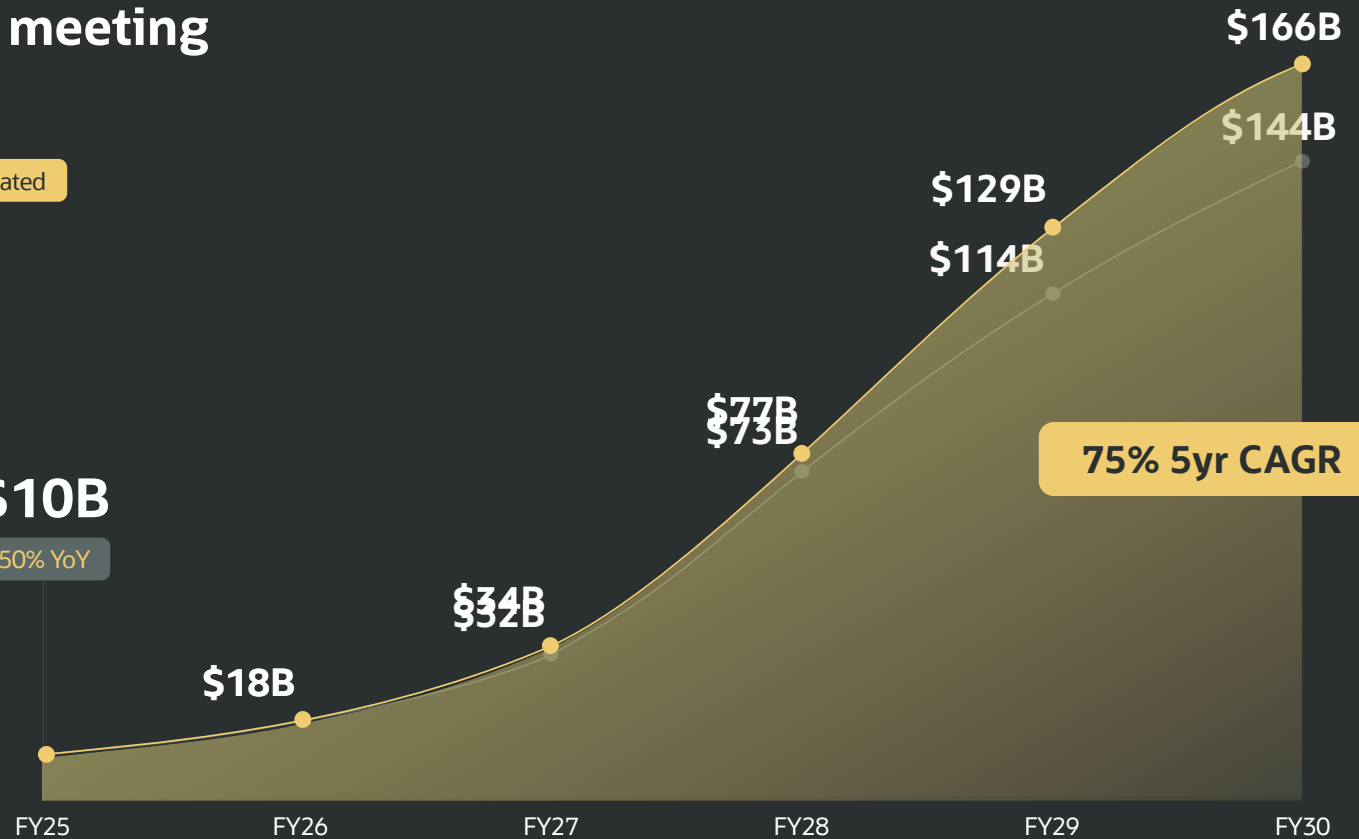
## OCI Long Range Revenue Plan

Updated

ORACLE  
CLOUD

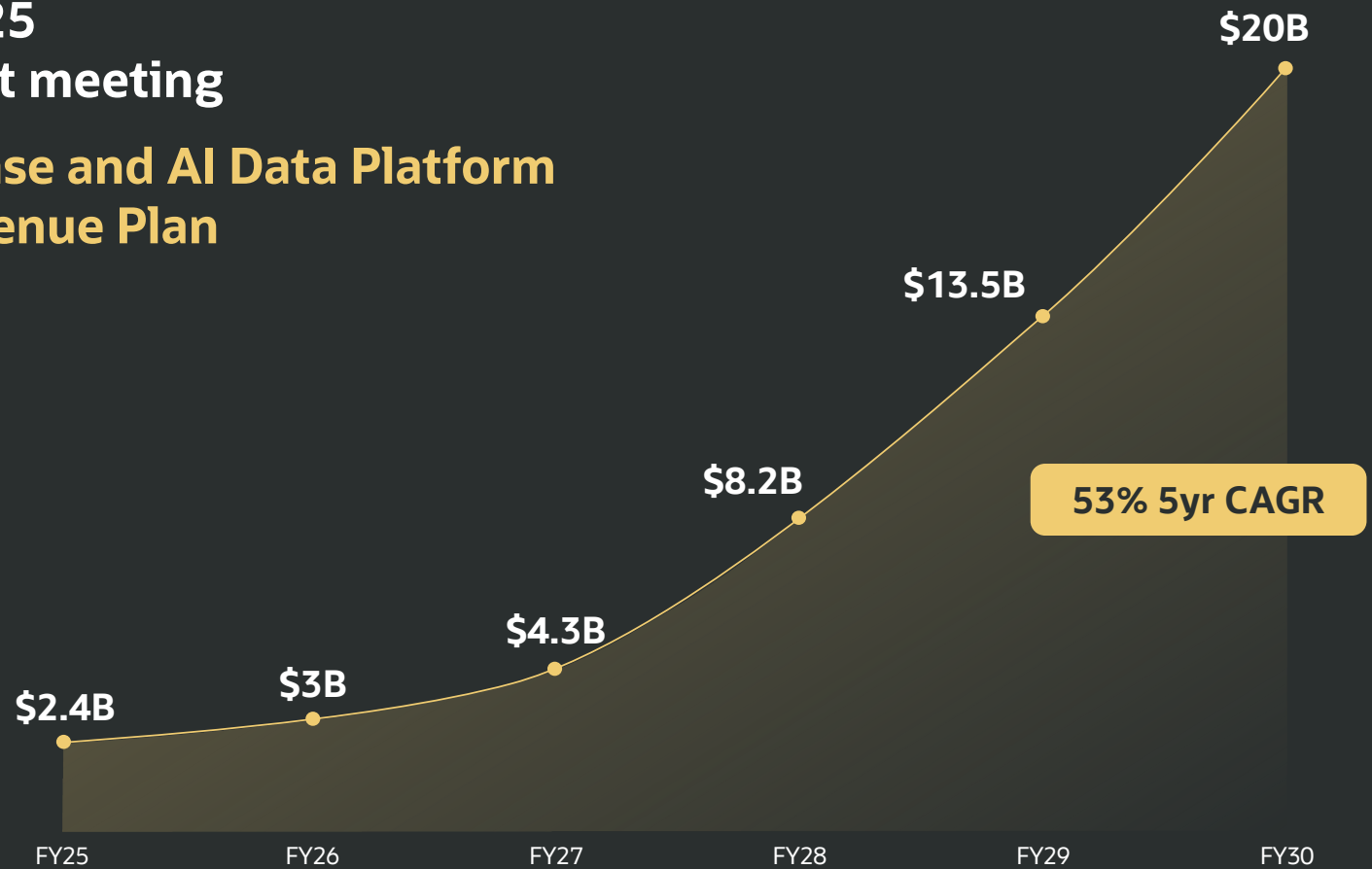
\$10B

50% YoY



October 16<sup>th</sup> 2025  
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**Oracle AI Database and AI Data Platform  
Long Range Revenue Plan**



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