

ORACLE

Report with Confidence by digitizing your finance

Meet the Experts – Narrative Reporting

Hosted by Mohammed Khan
Director Finance Solutions ANZ



Meet The Experts



Al Marciante

Senior Director Product
Management EPM
Oracle



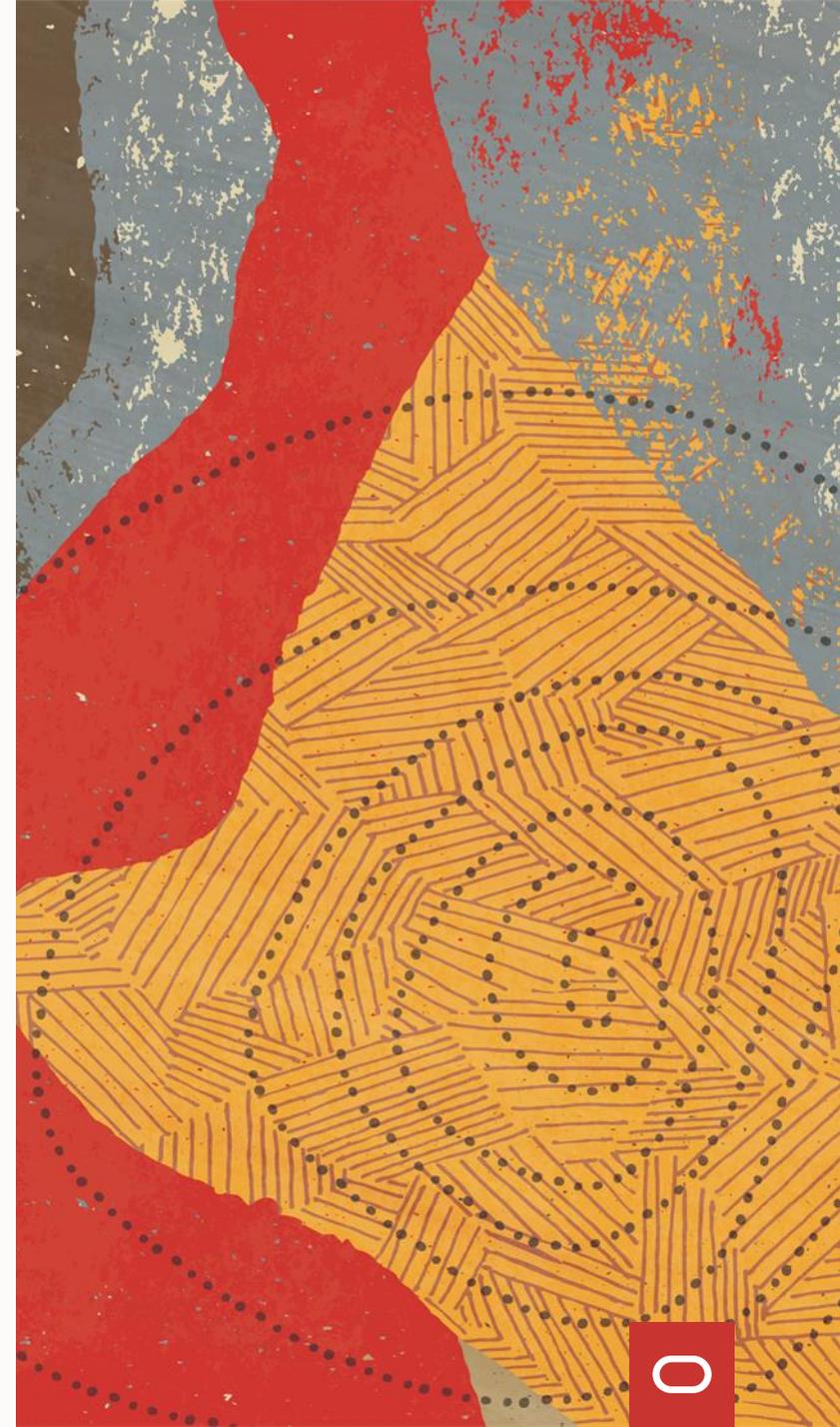
Mohammed Khan

Director Finance
Solutions ANZ
Oracle



Clive Dalton

Business Solutions
Consultant
Oracle



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

Our mission is to help
people see data in new ways,
discover insights, unlock
endless possibilities.



What's on Tap Today



ORACLE

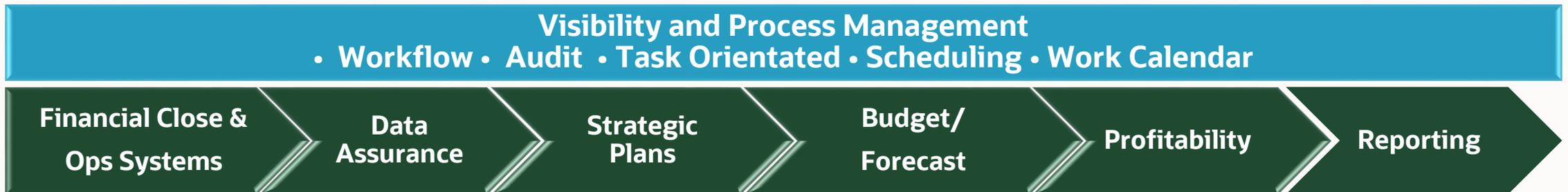
Oracle EPM Overview

Mohammed Khan

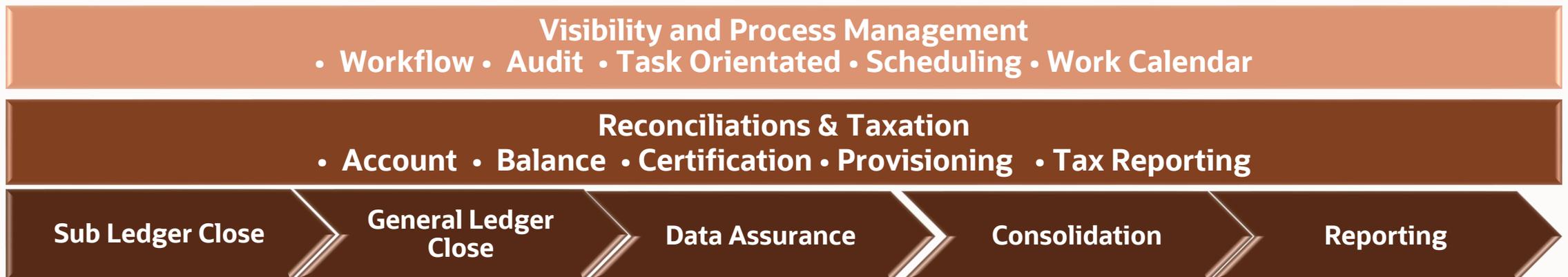
Director Finance Solutions ANZ

Corporate Process & Capabilities

Enterprise Planning

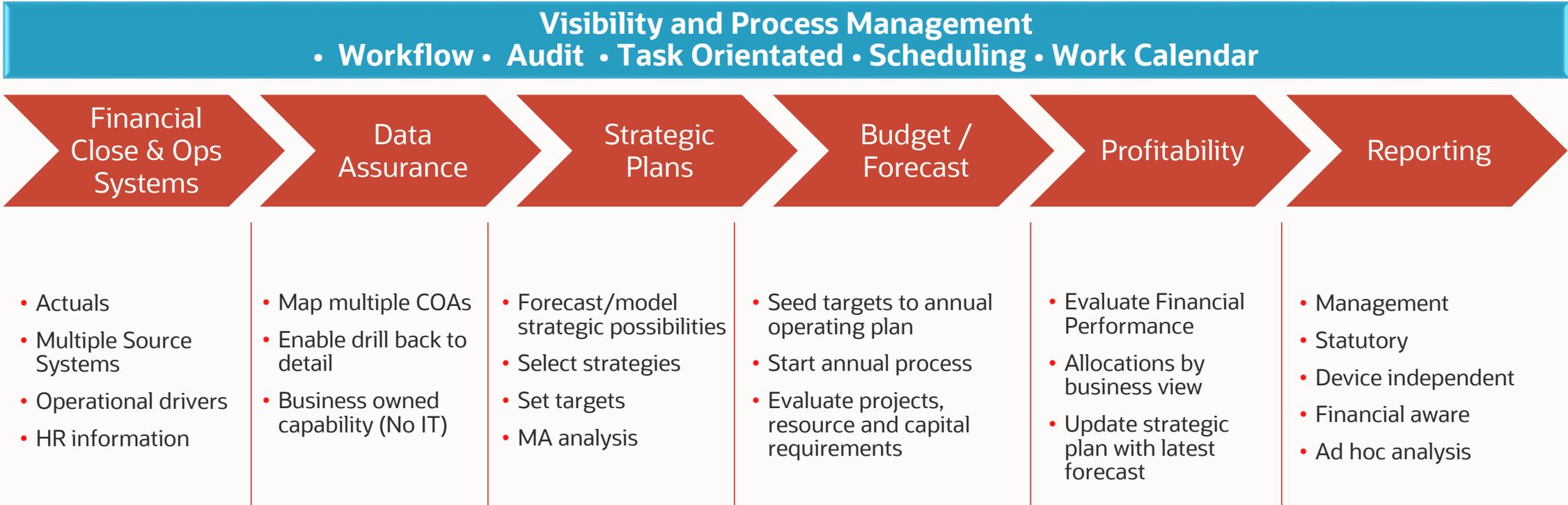


Financial Close



Enterprise Planning

Business Process and Capabilities



Financial Close

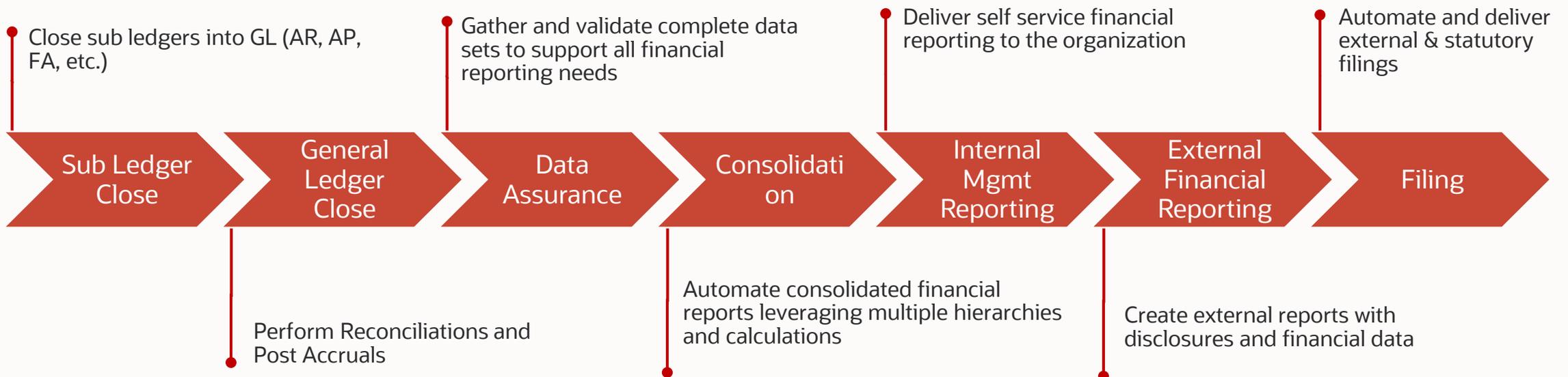
Business Process and Capabilities

Visibility and Process Management

- Workflow • Audit • Task Orientated • Scheduling • Work Calendar

Reconciliations & Taxation

- Account • Balance • Certification • Provisioning • Tax Reporting



Corporate Process & Capabilities

Enterprise Planning



Financial Close



Oracle EPM Cloud Suite

Adaptable | Personalized | Complete | Connected | Trusted



Enterprise Data Management



Enterprise Planning



Profitability & Cost Mgt



Narrative Reporting



Financial Consolidation & Close



Account Reconciliation



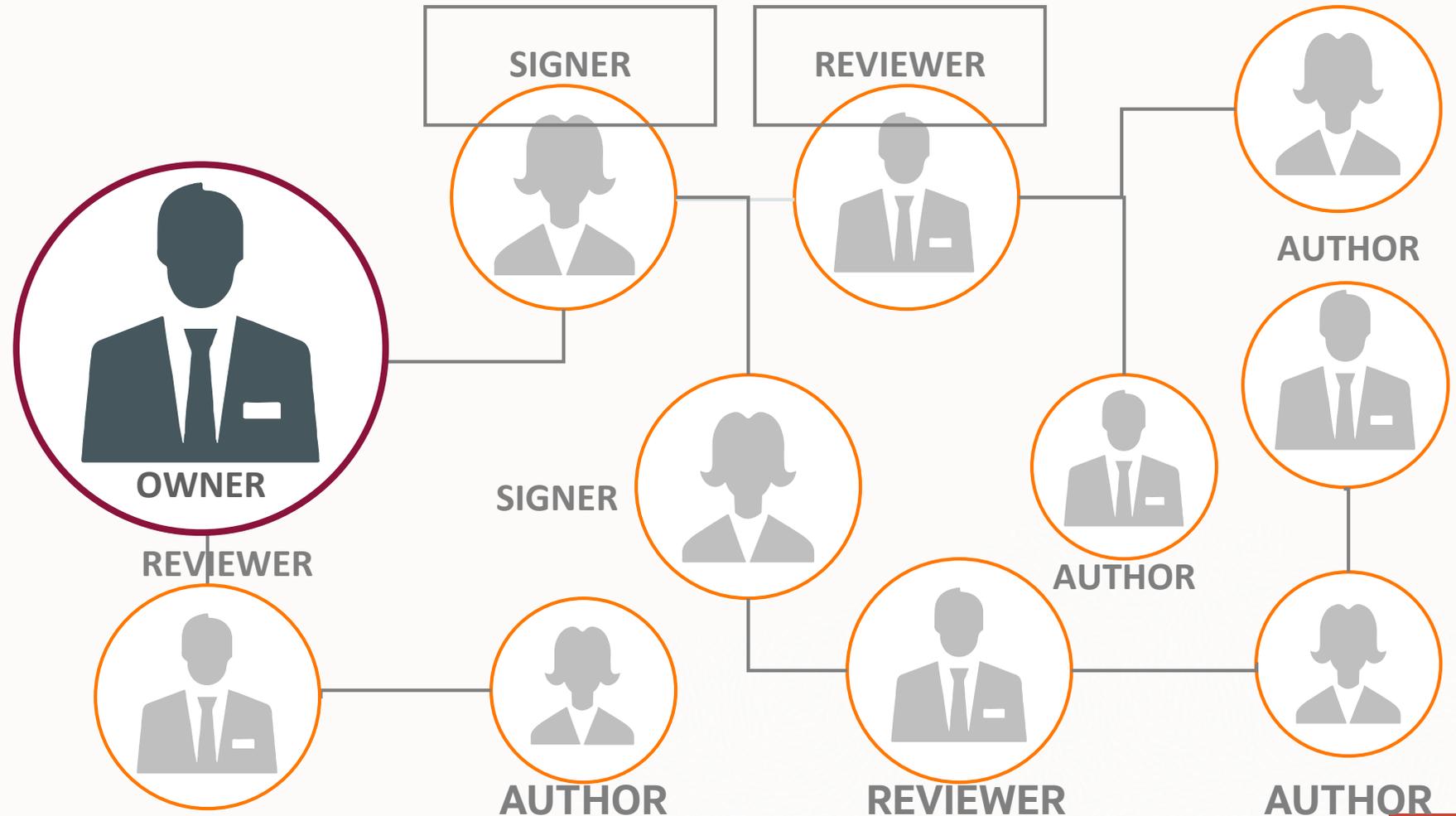
Tax Reporting



Work Effectively with Managed *Collaboration*



**Collaborate
Securely**



ORACLE

Narrative in a Nutshell

Clive Dalton

Business Solutions Consultant

EPM Cloud - Narrative Reporting

To Do It Right, You Need It All!

Vision Operations
Income Statement Summary
Report Run Date: Aug 14, 2018 8:27 AM

	Actual	Plan	Variance
Gross Revenue	174,801,451	175,517,569	-716,118
Returns and Allowances	-17,760,267	-17,786,745	26,478
Net Revenue	157,041,184	157,730,824	-689,640
Cost of Sales	106,377,180	106,662,144	284,964
Operating Profit	50,664,003	51,068,680	-404,677
	39,048,403	39,090,204	41,801

Vision Corporation Quarterly Report to the Board

Finance Review – Notes

In the next month, we will be kicking off a new sales and marketing campaign to respond to claims made by the Acme Corporation. On the sales side, our account executives will be offering special retention incentives to any customer, which considered leaving due to the false Acme advertisements. On the marketing side, we will launch an aggressive multi-month campaign to counter the Acme claims.

FY16	Q1	Q2	Q3	Q4
Audio Systems	78,965,495	94,289,316	33,624,378	-
Digital Video	101,696,191	128,008,949	44,724,094	-
Televisions	70,658,362	82,065,653	27,641,322	-
Total Segments	374,678,901	438,718,802	147,736,001	-

Net Revenues by Segment

PERFORMING AUTO TAG

1 - All Notes.docx [Compatibility Mode] - Word

File Home Insert Design Layout References Mailings Review View Smart View Disclosure Management Design Layout Tell me what you want to do...

Check In Migration Publish Auto Tag Preview Properties Manage [?] Show Variables Taxonomy Manager Help

Undo CheckOut Import Format Map

Non-Operating Income, set

Non-operating income, set consists primarily of interest income, set foreign currency exchange gains (losses), the accumulating interests in the net profits of our majority-owned subsidiaries (Edco Subsidiary Alpha and Edco Subsidiary Beta), and set other income (losses), including set realized gains and losses related to all of our investments and set unrealized gains and losses related to the small portion of our investment portfolio that we classify as trading.

(in millions)	Three Months Ended		Six Months Ended	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
Interest income	\$ 82	\$ 41	\$ 184	\$ 108
Foreign currency gains (losses), net	(38)	(19)	(73)	61
Disaccumulating interests in income	(42)	(34)	(92)	(74)
Other income, set	20	31	20	82
Total non-operating income, set	\$ 100	\$ 53	\$ 184	\$ 177

Comprehensive Income

Comprehensive income consists of the following, set of income tax effects: set income, set foreign currency transaction gains and losses, set unrealized gains and losses related to defined benefit plans and set unrealized gains and losses on marketable debt and equity securities that we classify as available-for-sale. The following table sets forth the calculation of comprehensive income:

Disclosure Management Mapping Tool

Concept Context Unit Mapped value

BASIS OF PR D_CPerEnd... 1 BASIS

Non-Operating Inc D_CPerEnd... Table of

Non-Operating D_CPerEnd... Table of

Interest income c1 Duration USD USD

Interest income c3 Duration

Interest income c2 Duration

Foreign...

Reporting

- Centralized Reporting from ERP, EPM and Essbase OCI/OAC
- Extensive Charting and Design experience
- Notes and Intelligent Narrative Generation & Analysis (IPA)
- Books of Reports

Report Packages

- Secured and Collaborative
- Text, Data, Charts, Grids, Narrative
- Reference Doclet Framework
- Direct Refresh of Cloud-Content Documents, Slides, Mixed(PDF)
- Author-Approve-Review-Signoff
- Workflow/Versioning/Auditing

Regulatory

- XBRL/iXBRL, SBR, ESMA ESEF, etc
- Tagging, Validation, Instance Generation, Edgarrization
- Auto-Tagging (IPA)





Annual Reports

Business Cases

Regulatory Submissions

Monthly Reports

Budget Packs

CbCR

Annual Report FY19

Approval Package for IT Project



**Vision Corp
Approval P
For New Digital**

Approval Package Date: December 31, 2020

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Operat Oracle Univer
Period Endin Budget Plan



Vision Corporation Annual Country by Country Report


Vision Corporation

ANNUAL REPORT

Summary Description of Operations
And Financial Disclosure

For the period ended July 31, 2016



Anatomy of a Narrative Report

Section I: Management Discussion and Analysis (Unaudited)

Financial Position and Results for Fiscal Year 2016

The following is an overview of GPO's financial position and operating results for the fiscal year ended September 30, 2016. This information should be viewed in context with the Financial Statements and Notes contained therein. In addition the management discussion and analysis put forth is prepared to highlight what we believe are the more significant financial events, items or transactions for the benefit of the reader. The reader will please note that this information, as presented is not meant to be an inclusive compendium of all activity for GPO's fiscal year 2016.

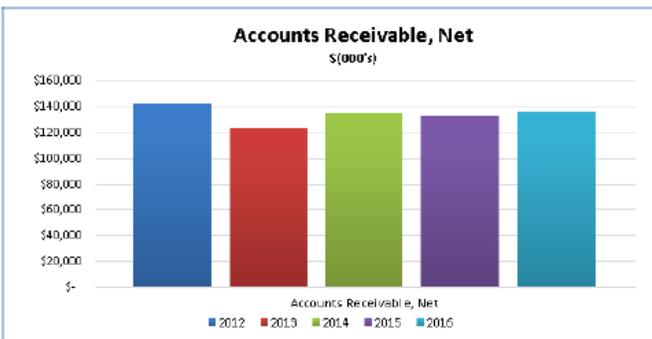
Cash

GPO's current cash requirements include program and operating expenses, as well as capital investment requirements. Cash (also referred to as "Fund Balance with Treasury" or "FBWT") increased by \$59.3 million (12%) to \$553.9 million as of September 30, 2016 from \$494.6 million as of September 30, 2015.

The increase was primarily due to cash increases from operating activities of \$99.3 million, offsetting investing outlays of \$38.3 million, and decreases in unexpended appropriations of \$1.8 million.

Accounts Receivable, Net

Net accounts receivable increased from \$132.1 million as of September 30, 2015 to \$135.3 million as of September 30, 2016 (2.4%).



Formatting

- Header/Footer
- Page Layout, Fonts, Styles
- Section Headers
- Auto TOC

2016 GPO Annual Report
▼ Director's Report
1 Cover Page
2 Congressional Transmittal Letter
3 Director's Message
4 GPO Operations Review
5 Financial Statements
6 GPO Organizational Chart
7 Back Cover
▼ Consolidated Financial Statements
Cover Page
Table of Contents
▼ 1 MD&A
1.0 Cover Page MD&A



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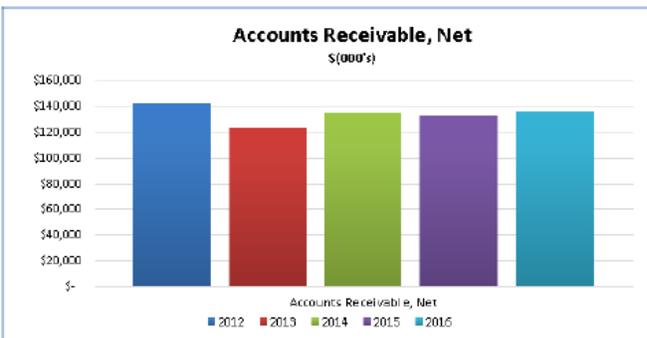
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Narrative

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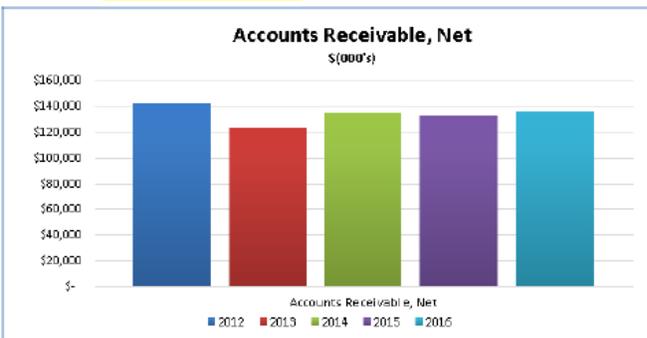
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Narrative

Variable

- Static
- Reference
- Directionals

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Narrative

Variable

- Static
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- Directionals

Embedded Content

- Excel
- Reporting

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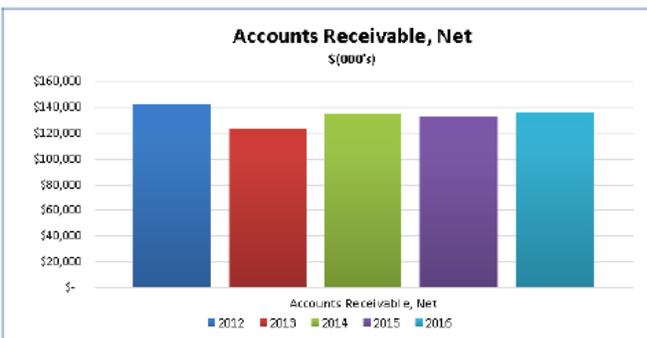
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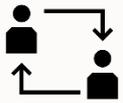
Embedded Content

- Excel
- Management Reporting

Publishing



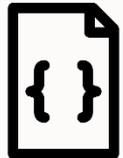
Benefits of Narrative Reporting



Secure collaboration throughout the reporting process



Embedded content that is refreshable in the cloud at the click of a button



Variables framework that updates key information throughout your document from one change



Versioning and auditing inbuilt to address key risks



Integration to both Oracle/non-Oracle as well as Cloud/On-Prem sources



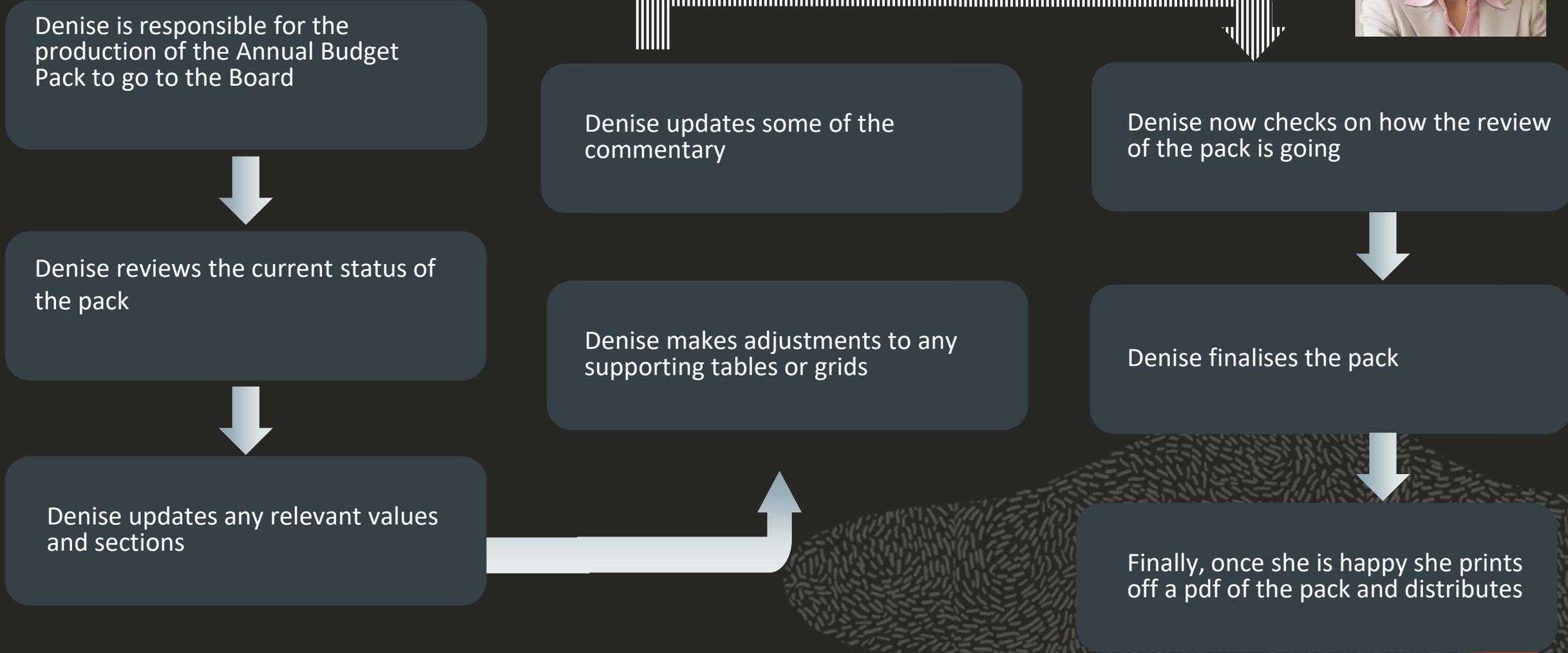
Comprehensive Workflow composing of Author, Review and Sign-off stages

Demonstration

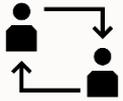


Overview flow

Manager FP&A



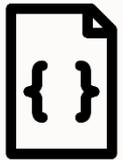
What you saw of Narrative Reporting



Secure collaboration throughout the reporting process



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Comprehensive Workflow composing of Author, Review and Sign-off stages

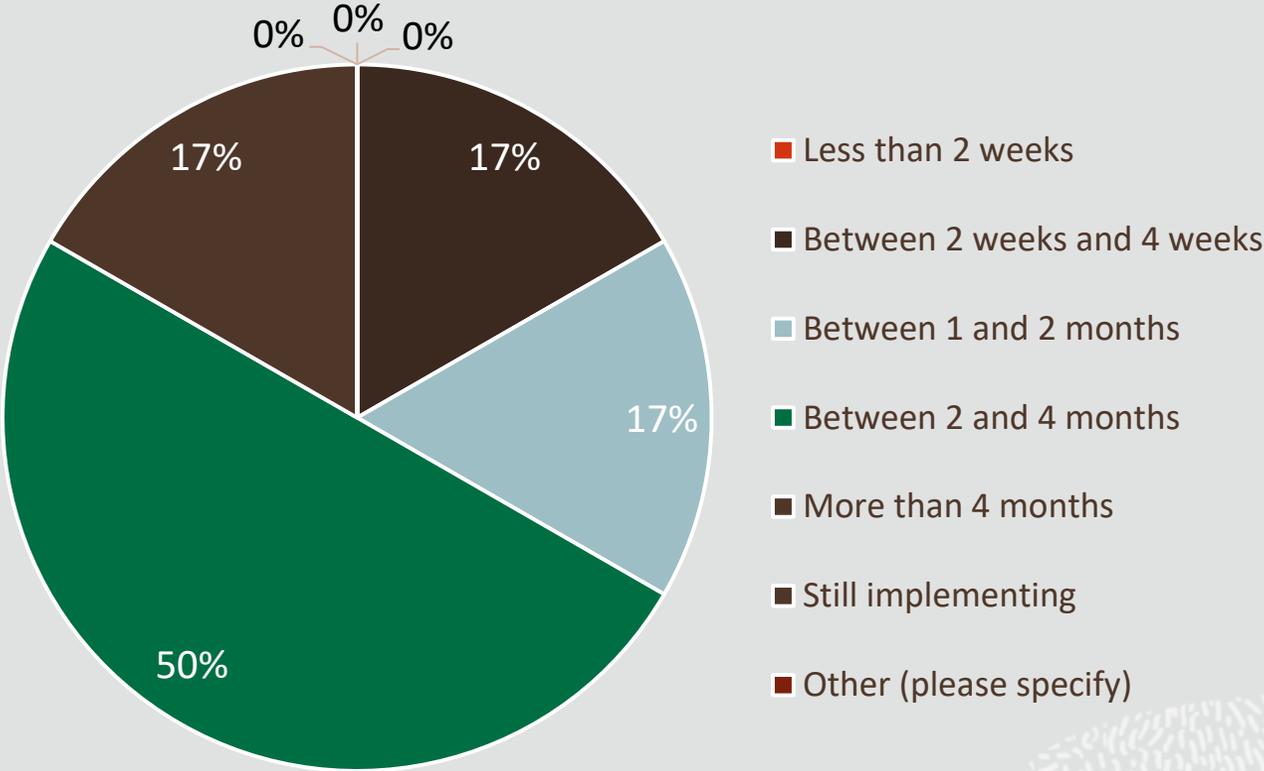
ORACLE

Customer Success and Roadmap

Al Marciante

Senior Director Product Management EPM

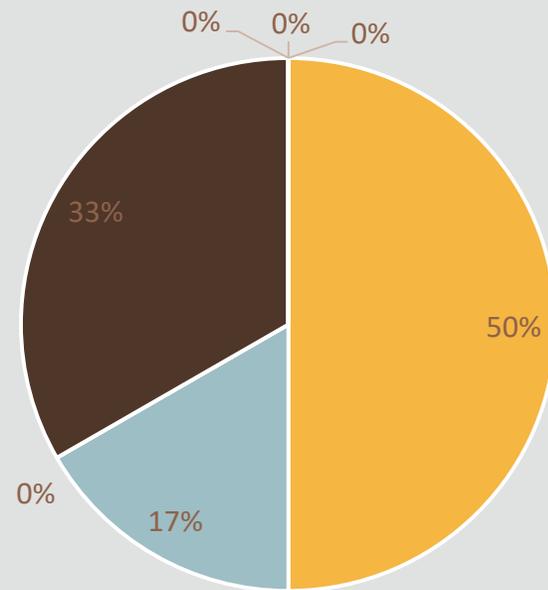
Oracle EPM Cloud customers: Time to implement narrative reporting



84% took between 2 weeks and 4 months to implement



Oracle EPM Cloud customers: Time to realize benefits from narrative reporting



50% realized benefits in only 2-4 weeks

- Less than 2 weeks
- Between 2 weeks and 4 weeks
- Between 1 and 2 months
- Between 2 and 4 months
- More than 4 months
- Still implementing
- Other (please specify)



Significant Time Savings with Narrative Reporting at Nationwide

Challenge

- Board of Directors report package was compiled manually by gathering data from multiple sources - prone to errors
- Labor intensive and time consuming
- No workflow, lack of audit ability to track changes
- Collaboration was extremely challenging

Solution

- Narrative Reporting in the Oracle EPM Cloud



Benefits

- Cloud-based, user friendly interface enabling multiple authors to collaborate securely and assemble report content concurrently
- Significant time savings on content creation and updates
- Fully auditable report package showing history of changes, governance and improved ownership
- Workflow and automated “open task” emails



MyState transforms finance with a modern cloud platform

Challenge

- Too much manual intervention in reporting causing errors & costing time.
- Too few stakeholders in charge of budget preparation causing strain on existing resources

Solution

- Narrative Reporting in Oracle EPM Cloud
- Planning & Budgeting in Oracle EPM Cloud



Benefits

- 20% reduction in time to prepare monthly management and board reporting
- Lower audit costs
- Improved report quality
- Seamless integration between Oracle ERP and EPM Cloud





Caesars Entertainment Closes and Reports 2-3 Days Faster

Challenge

- Provide comprehensive financial statements, provide analytics, increase productivity, lower cost of ownership, eliminate manual processes, and standardize across the diverse business

Solution

- Narrative Reporting in the Oracle EPM Cloud
- Account Reconciliation in the Oracle EPM Cloud



Benefits

- Simplified and standardized metrics and reporting
- Consistency from corporate to properties
- Adaptable to changes in business

Implementation Partner



Summary of Main Financial Documents for CERN's Governing Bodies (Council, Finance Committee, Scientific Policy Committee), Prepared by RPC



Annual Progress Report (APR)

- Comparison between approved goals and achievements for the passed year
- ~ 130 pages
- ~ 60% narrative part (qualitative descriptions)
- ~ 40% financial tables (quantitative reporting)
- 2 major version (Mar, Jun)

Medium-Term Plan (MTP)

- Plans (goals) for the next five years from scientific and financial perspective
- Revised budget for the current year
- ~ 130 pages
- 60% narrative and 40% financial tables
- 2 major versions (May, June)

Final Budget of CERN

- Final budget of the Organization for the next calendar year
- ~ 35 pages
- 30% narrative, 70% financial tables
- 1 version (December)

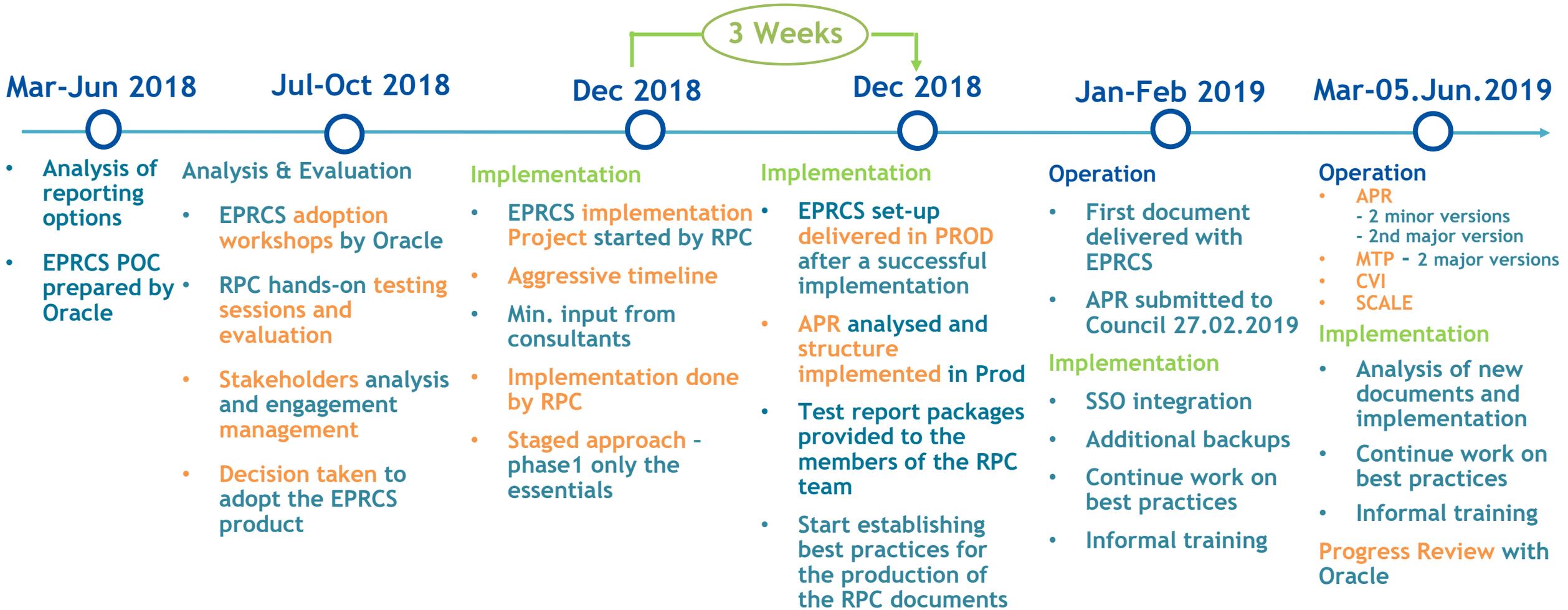
Cost Variation Index (CVI)

- Calculated indexations for materials and personnel budgets as well as Member States Contributions
- ~20 pages
- 60% narrative, 40% financial tables
- 3 major versions (Jun, Sep, Dec)

Scale of Contributions

- Calculated contributions of CERN member states and associate member states for the following year
- ~ 6 pages
- 2 major versions (Jun, Dec)

Timeline



Analysis & Evaluation

Implementation - phase1

Operation - limited scope

Implementation - phase2

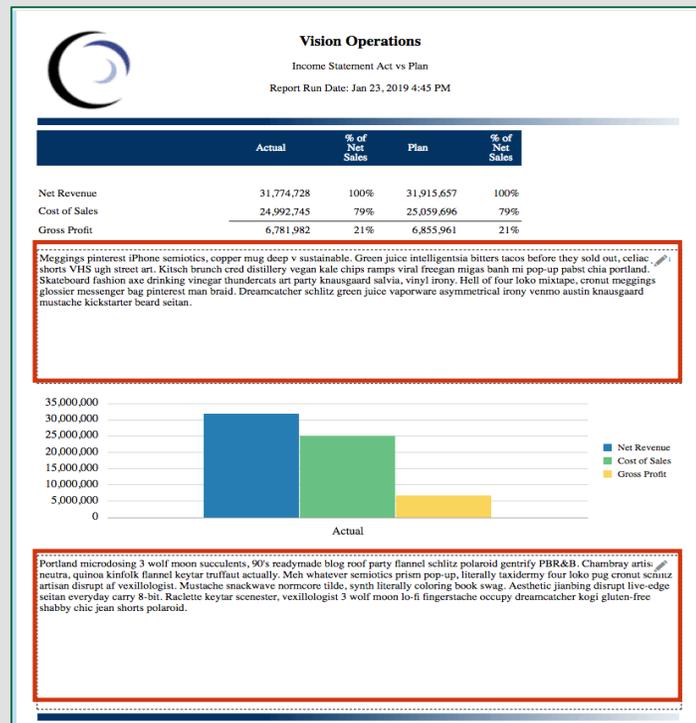


Recent Updates & Future Projects

Structured Narrative Collection and Generation via Management Reporting *Available Now*

Notes provide a structured solution for end users to enter POV-based narrative text

Conditional Text generates dynamic text based on predefined conditions and a combination of text and text functions.



	Actual	Plan	Variance %	
North America	61,705,569	63,248,355	(2.4%)	North America Revenue of 61,705,569 was (2.4%) below Plan, resulting in 44.5% of Total Revenue
Latin America	7,550,266	7,672,372	(1.6%)	Latin America Revenue of 7,550,266 was (1.6%) below Plan, resulting in 5.4% of Total Revenue
EMEA	50,612,433	51,388,138	(1.5%)	EMEA Revenue of 50,612,433 was (1.5%) below Plan, resulting in 36.5% of Total Revenue
APAC	18,719,667	18,687,978	0.2%	APAC Revenue of 18,719,667 was 0.2% above Plan, resulting in 13.5% of Total Revenue
Total Entities	138,587,934	140,996,843	(1.7%)	



Analytics for Intelligent Narrative (Conditional Text)

Available Now

- Automate the “What” – allowing users to focus on the “why”, “how”, etc
 - Allow knowledge workers to focus on their business commentary to explain the “why”, “how”, etc
- Allows analysis of the “What” without creating additional reports
 - Via Web
 - Via Export to Excel and Oracle Smart View

Analytics - Sample Report 6 (Cond. Format & Suppression)

Accounts: 410000 Years: FY18 Fiscal Calendar: Jun Segments: AllSegments Currencies: USD

	Actual	Plan	Variance %
USA	65,172,091	66,014,146	(127.6%)
USA Sales	65,172,091	66,014,146	(127.6%)
East Sales	30,623,031	30,946,729	(104.6%)
MA	10,992,883	11,311,895	(282.0%)
NY	17,274,530	17,252,195	12.9%
PA	2,355,618	2,382,639	(113.4%)
West Sales	22,770,972	23,145,230	(161.7%)
North Sales	6,281,647	6,431,556	(233.1%)
South Sales	5,496,441	5,490,630	10.6%
Canada	3,140,824	3,220,978	(248.9%)
Brazil	3,140,824	3,066,455	242.5%
Europe	54,179,208	54,343,071	(30.2%)
China	6,281,647	6,150,091	213.9%
Hong Kong	4,711,236	4,668,667	91.2%
Japan	3,140,824	3,078,852	201.3%
Total Entities	157,041,184	157,730,824	(43.7%)

Oracle EPM Cloud Narrative Reporting



Recent Highlights

- System
 - REST API
 - Shared Library
- Report Package (General)
 - Secure Report Distribution
 - Create/Edit Report structure via Smart View
 - Refresh of Smart View-based Excel content
 - Doclet Version Management
- Management Reporting
 - Notes
 - Intelligent Narrative Generation and Analysis (Conditional Text)
 - Grouping (AutoCalcs)
 - Report Books, Batches/**Bursting**
 - Export to Excel, Formatted Import
- Disclosure Management (XBRL & iXBRL)
 - **AI SEC Auto Tagging**
 - ESMA/ESEF Support



R&D Underway

- System
 - Performance and Automation
 - AI – Reporting Chatbot/ODA
- Report Package
 - Expanded Shared Content
 - Improved Doclet Processing
 - Notification Enhancements
 - Embedded Content Resolution
 - **Adobe InDesign Integration**
- Management Reporting
 - Platform Integration
 - Saved and linked objects
- Disclosure Management
 - **Report Package Integration**



Looking Forward

- System
 - Office 365 (Mac/ Browser) Support
 - OAC integration
- Report Package
 - PDF Excel Doclet Commenting
 - Layered Styles and Style Lock
 - Embedded content as images
 - Cascading
 - Page Break
 - Enhanced Publishing
- Management Reporting
 - Structured Relational Reporting for EPM Cloud
 - Collaboration
 - Report and chart enhancements
- AI for EPM
 - Auto-Translation
 - Intelligent Narrative Generation (Phase 2)

Digital Assistant / Chatbot

- Guide Analysis thru Reports / Report Packages
 - For Reports (MR) – from any defined sources available to Narrative Reporting and the user has access to
- Summarization vs. Abstraction
 - Summarize relevant content from a report package
 - Abstract relevant content and form a cohesive summary
- Generate “Executive Summary” to deliverable

The screenshot displays the Oracle EPM Bot interface. At the top, a report titled "General Fund: Financial Summary" is visible, showing data for FY2018, FY2019, and FY2020. Below the report, the Oracle EPM Bot chat window is open, showing a conversation where the user asks for sales tax collection in 2019. The bot responds with the amount and percentage increase. The chat interface includes a search bar, a list of recent conversations, and a "Show More" button at the bottom right.

Gen Operating & Maintenance, 32.24%

General Fund: Financial Summary

	FY2018 Final	FY2019 Adopted	FY2019 Adjusted	FY2020 Adopted	Change from Adopted	
					Amount	%
Property Tax	371,670,788	401,690,423	401,690,423	436,544,239	34,853,816	8.68%
Sales Tax	157,346,086	163,151,802	163,303,162	172,769,615	9,617,813	5.90%
						-2.90%
						-1.96%
						10.43%
						11.91%
						-0.45%
						6.17%
						3.75%

Oracle, EPM Bot
We're here to talk, so ask us anything!

how much sales tax collection in 2019 ?

Please enter GeneralFundYearType

- Final
- Adopted
- Adjusted

Sales Tax in 2019 is \$163151802, which is increased by **3.69%**

general funds

Please select/enter a Finance Type.

- Property Tax
- Sales Tax
- Other Tax
- License & Permits

Just now 1:46 PM

Show More

What's Next for Intelligent Narrative Generation?

Automatically generate narrative based on defined conditions

- Top 5 variances in a given visualization

Generate in natural language

- Per user language preferences

Integration with IPM Insights

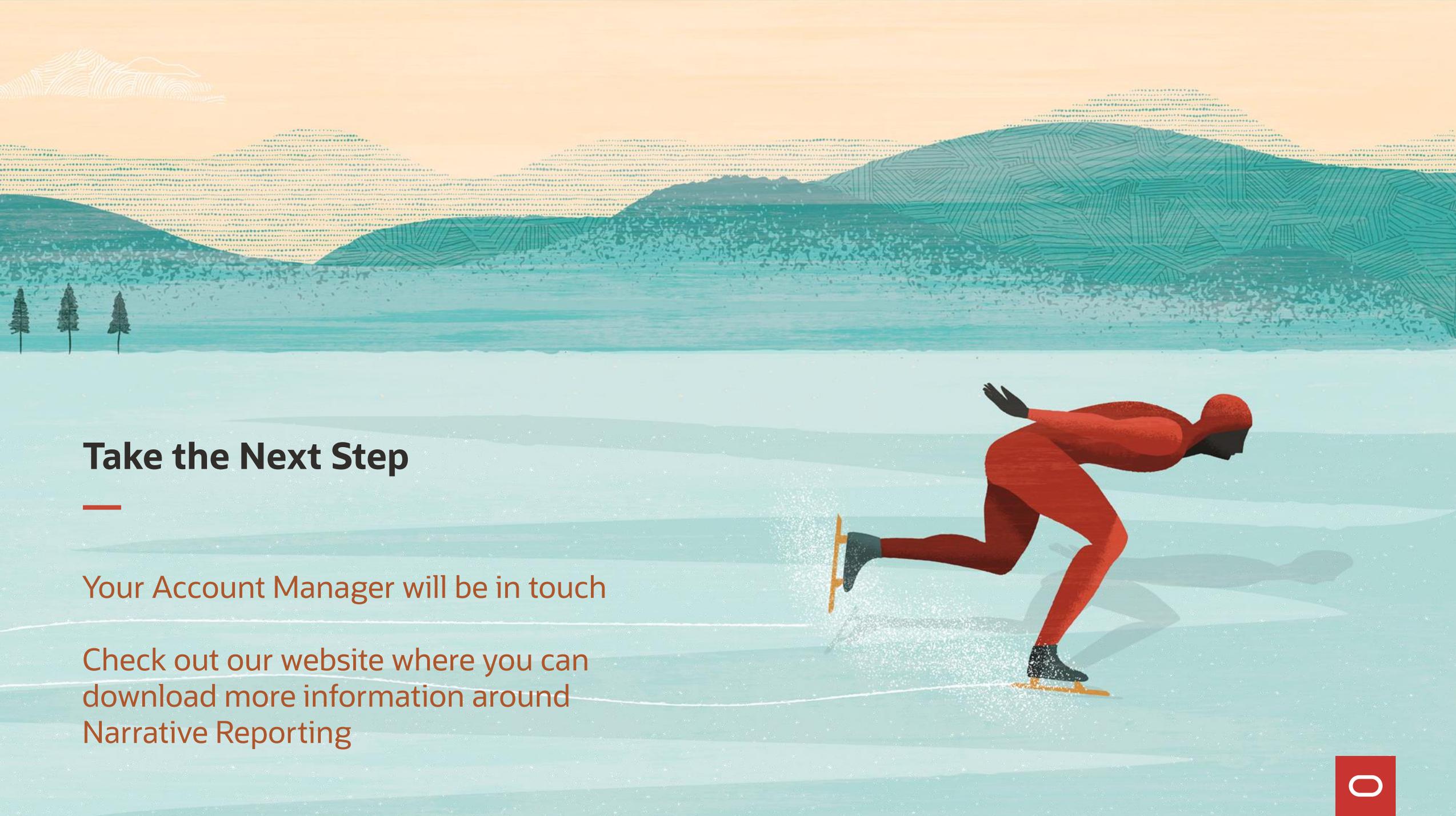
- Common narrative across EPM Cloud
- Proactively generate reporting decks and packages adding the “Why”



In Summary

- 1 When the data is combined with narrative, you gain actionable insight.
- 2 Collaboration throughout the process is key to getting the most accurate picture possible, and helps shrink the time it takes to define, produce and deliver reports.
- 3 It's crucial to be in a position to report with reliable numbers and information that you can trust





Take the Next Step

Your Account Manager will be in touch

Check out our website where you can
download more information around
Narrative Reporting

ORACLE

Report with Confidence by digitizing your finance

Thanks for Tuning In

