Oracle Buys Aconex

Creates the World’s Most Comprehensive Cloud Offering for Managing All Aspects of Construction Projects

March 29, 2018
Cautionary Statement Regarding Forward-Looking Statements

This document contains certain forward-looking statements about Oracle and Aconex, including statements that involve risks and uncertainties concerning Oracle’s proposed acquisition of Aconex, 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 Aconex, 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 possibility that the 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 company does business, and the possibility that Oracle or Aconex 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 Aconex.

In addition, please refer to the documents that Oracle files with the U.S. Securities and Exchange Commission on Forms 10-K, 10-Q and 8-K and that Aconex files with the Australian Securities Exchange Ltd. (the “ASX”) on its Market Announcements Platform. These filings identify and address other important factors that could cause Oracle’s and Aconex’s 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 Aconex is under any duty to update any of the information in this document.

Oracle is currently reviewing the existing Aconex 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 the Aconex product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by Aconex or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decision. It is intended for information purposes only, and may not be incorporated into any contract.
The Announcement

Oracle buys Aconex

• Creates the world’s most comprehensive cloud offering for managing all aspects of construction projects

About Aconex

• The Aconex project collaboration solution digitally connects owners, builders and other teams, providing complete visibility and management of data, documents and costs across all stages of a construction project lifecycle
• The Aconex cloud-based solution has been used to manage over $1 trillion in projects across 70,000 user organizations in over 70 countries
• Founded in 2000, Aconex is based in Australia and has 50 offices in 30 countries around the world

The combination extends Oracle Construction and Engineering Cloud’s strategy to provide a comprehensive project management and delivery offering that enables companies to effectively plan, build and operate complex projects

• Today, the Oracle Construction and Engineering Cloud offers customers the industry’s most advanced solutions for planning, scheduling and delivering large scale projects
• Aconex provides a leading solution for digital project delivery and collaboration across construction teams
• Together, Oracle and Aconex will provide an end-to-end offering for project management and delivery that enables customers to effectively plan, build, and operate construction projects
As the $14 Trillion Construction Industry Continues to Grow, Complex Projects >$1 Billion are on the Rise Across the Globe

19% of Global GDP

Construction & project manufacturing account for 19% of Global GDP

7% of World’s Workers

7% of the world’s working-age population is in construction

85% Growth

Volume of construction output to grow 85% between now and 2030

Sources: IHS, 2015; Oxford Economics Aggregates, 2015; and World Bank, 2015a.
Complex Projects Require an Integrated Project Management and Delivery Offering to Manage the Entire Project Lifecycle

The Problem

47% of projects are not completed within budget
51% are not completed on time
45% experience scope creep

PLAN
Planning, Designing, Portfolio Mgmt

BUILD
Scheduling, Resource Mgmt, Progress Tracking

OPERATE
Project Handover and Ongoing Maintenance

Projects need end-to-end scrutiny to identify risks and delays
Controls need to be in place across organizations of all sizes

Project teams need to collaborate from any device, anywhere around the globe
Payments need to be tracked, approved, paid, and processed across multiple companies

Source: KPMG Construction Project Survey, 2015
Managing Complex Projects is a Challenge Due to the Large Volume of Data, People, Processes and Payments

Complex Projects Generate Huge Amounts of Activity and Information

A typical project:
- Requires over 30 million documents and drawings
- Involves 8,000 participants from 290 different organizations
- 80% of overall project costs paid out to subcontractors

Collaboration throughout the project lifecycle is the key to a project’s success

Source: Global Construction 2030, 2015.
The Aconex Cloud Solution Brings Team Collaboration to Every Stage of a Construction Project

- Connects all project participants, 24/7, from any device, anywhere in the world
- Allows for organization-specific considerations and controls
- Provides real-time visibility into process, status and bottlenecks

<table>
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<th>5.5+ million</th>
<th>Project users</th>
<th>$1+ trillion</th>
<th>In project value</th>
<th>2.6 billion</th>
<th>Documents and correspondence</th>
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Aconex Connects Teams on Many of the World’s Largest Construction and Infrastructure Projects

- **AECOM**: Nearly 50% reduction of submittal turnaround times
- **ARUP**: 75% faster design review cycles
- **HENSEL PHELPS**: 30% reduction in handover time from construction to operations
- **HILL INTERNATIONAL**: 40% faster response time for RFIs
- **ROYAL MELBOURNE HOSPITAL**: 80% faster access to documents for handover
- **PARSONS**: 66% improvement in document control efficiency

* Customer information provided by Aconex
Case Study: Lendlease

Leverages Aconex for digital project delivery and collaboration, and utilizes Oracle’s Payment Management to streamline sub-contractor payments process

COMPANY OVERVIEW:
• Large property and infrastructure group with operations in Australia, Asia, Europe and the Americas
• No. 24 on the ENR 2017 list of largest general contractors

CHALLENGES:
• Large, complex, high-profile construction and infrastructure projects
• Sizable network of project partners across different geographies
• Thousands of sub-contractors

ACONEX SOLUTION:
• Comprehensive project collaboration and information management
• Support for all phases of the project lifecycle – feasibility, design, construction, inspections, and handover
• Mobile field access

ORACLE SOLUTION:
• Payment management for project and sub-contractor payments

BENEFITS:
• Improved efficiency and productivity across project teams
• Anytime/anywhere access to project collaboration
• Increased project visibility and control
• Improved cash flow forecasting

* Customer information provided by Aconex and Oracle
Case Study: Burns & McDonnell

64% decrease in the average response time for 50,000 workflow requests

COMPANY OVERVIEW:
• Full-service engineering, architecture, construction, environmental and consulting solutions firm
• No. 16 on the ENR 2017 list of largest design firms

CHALLENGES:
• Standardization of project information and process management across 11 global practices
• Upstream and downstream collaboration with external stakeholders

ACONEX SOLUTION:
• Configurable templates for standard workflows, document types, forms, and requests for information (RFIs)
• Complete control, tracking and reporting of project information and processes
• Increased external stakeholder adoption through training and 24/7 technical support

BENEFITS:
• 64% decrease in the average response time for 50,000 workflow requests from 14 days to 5 days
• Average mail response time reduced from 5 days to 1 day
• Decrease in existing forms by 75%, from 4,000 to 1,000, with associated time and cost savings
• Average RFI turnaround time reduced by 35%, from 3.64 days to 2.35 days

* Customer information provided by Aconex
Oracle + Aconex: World’s Most Comprehensive Cloud Offering for Managing All Aspects of Construction Projects

Together, Oracle and Aconex will provide an end-to-end offering for project management and delivery that enables customers to effectively plan, build, and operate construction projects.