

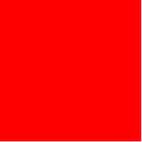


**ORACLE®**

**AdminServer**

**Oracle Buys AdminServer**  
**Expands Oracle's Applications Drive into Insurance**

**May 13, 2008**



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 a purchasing decision. The development, release, and timing of any features or functionality described for AdminServer products remains at the sole discretion of AdminServer. The development, release, and timing of any features or functionality described for Oracle's products, whether communicated by AdminServer or by Oracle after the close of the acquisition, remains at the sole discretion of Oracle.

# What We Are Announcing

- **Oracle to acquire AdminServer, a rapidly growing provider of insurance policy administration solutions**
  - Expands Oracle's applications drive into insurance
  - Transaction expected to close in the first half of 2008
- **Combination expected to create the most modern, comprehensive, standards-based and well-integrated software suite for managing the entire insurance enterprise**
  - Oracle's database and middleware for technical infrastructure
  - Oracle's ERP, CRM and insurance claims applications
  - AdminServer for core policy life cycle management, including administration, illustration, quoting and new business underwriting
- **AdminServer will continue as a dedicated global business unit within Oracle focused on insurance**
  - Retention of domain expertise and customer relationships
  - Ensure smooth transition for customers and partners

# Strategic Importance to Oracle

- **Extends Oracle's industry applications focus into insurance by adding world-class policy administration solutions**
  - Insurance is a strategic industry for Oracle with growth focused on integrated packaged applications
  - Legacy systems obsolescence has led to massive modernization projects
  - Mission-critical operational systems a priority software spend for insurers to support rapid new product deployment, create additional distribution channels and meet changing regulatory standards
- **Combination with AdminServer demonstrates Oracle's commitment to leadership in the insurance industry**
  - Best-in-class policy administration solutions across multiple lines of business based on modern, open standard technology
  - World-class talent with deep domain expertise in insurance
  - Increasing momentum with industry-leading customers

# Oracle in Insurance Today

## A Leading Provider of Applications and Infrastructure Software to the Industry

- **Over 1,000 Insurers use Oracle's insurance software footprint**
  - Includes 20 of the top 20 insurance companies
  - Leading applications capabilities for the insurance industry
  - A leading provider of ERP and CRM software solutions to the insurance industry for back-office and front-office operations
  - Siebel Claims is the industry's most comprehensive and modern insurance claims solution
  - Complementary Insure<sup>3</sup> policy administration solutions for property & casualty insurers
  - Recently launched Oracle insurance billing product, a comprehensive and flexible rules-based billing solution
  - Most flexible, comprehensive and open middleware platform for insurers
  - Oracle Business Intelligence has industry's most advanced insurance dashboards and KPIs

# Industry Trends Drive Demand for Modern Insurance Policy Life Cycle Systems

**Dynamic  
Competitive  
Industry**



New product speed to market is the key differentiator in rapidly changing industry with intense competitive pressure

**Continuous  
Operational  
Improvement**



Claims costs and irregular capital markets force insurers to reduce operational budgets and optimize staff while tightening underwriting discipline

**Regulatory  
Pressures &  
Transparency**



Increased regulation drives insurers to automate end-to-end processes and improve transaction visibility

**Shift from  
Legacy  
Technology to  
Modern Systems**



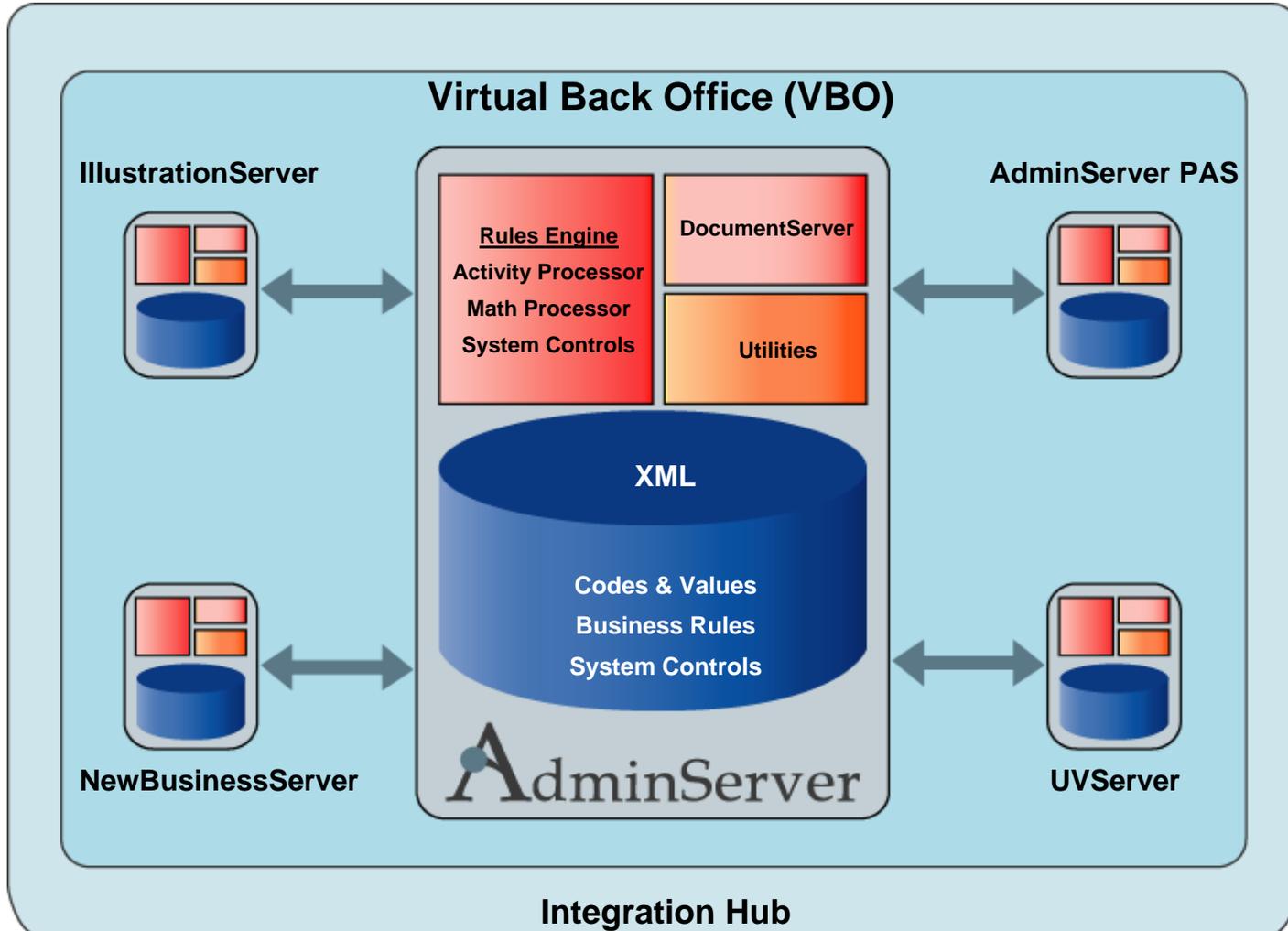
Legacy systems constrain insurers from meeting industry needs, triggering need for flexible, modern systems with open architecture and lower cost of ownership

# Why AdminServer?

- **AdminServer provides best-in-class packaged solutions for insurance illustration, new business and policy administration**
  - Rules-based approach enables users to deploy customizable new products and services
  - Flexible design easily integrates into existing business processes
  - Strong, highly referenceable customer base of insurance industry leaders
  - World-class talent with deep domain expertise in core insurance products and business processes
  - Recognized by industry analysts as segment leader
- **AdminServer is most complementary to Oracle**
  - Proven solutions in production with several Oracle customers
  - Rules-based systems with support for Oracle Fusion Middleware and Oracle enterprise business process orchestration and management tools
  - Modern, open, standards-based architecture aligns closely with Oracle Application Integration Architecture for insurance

# AdminServer Product Overview

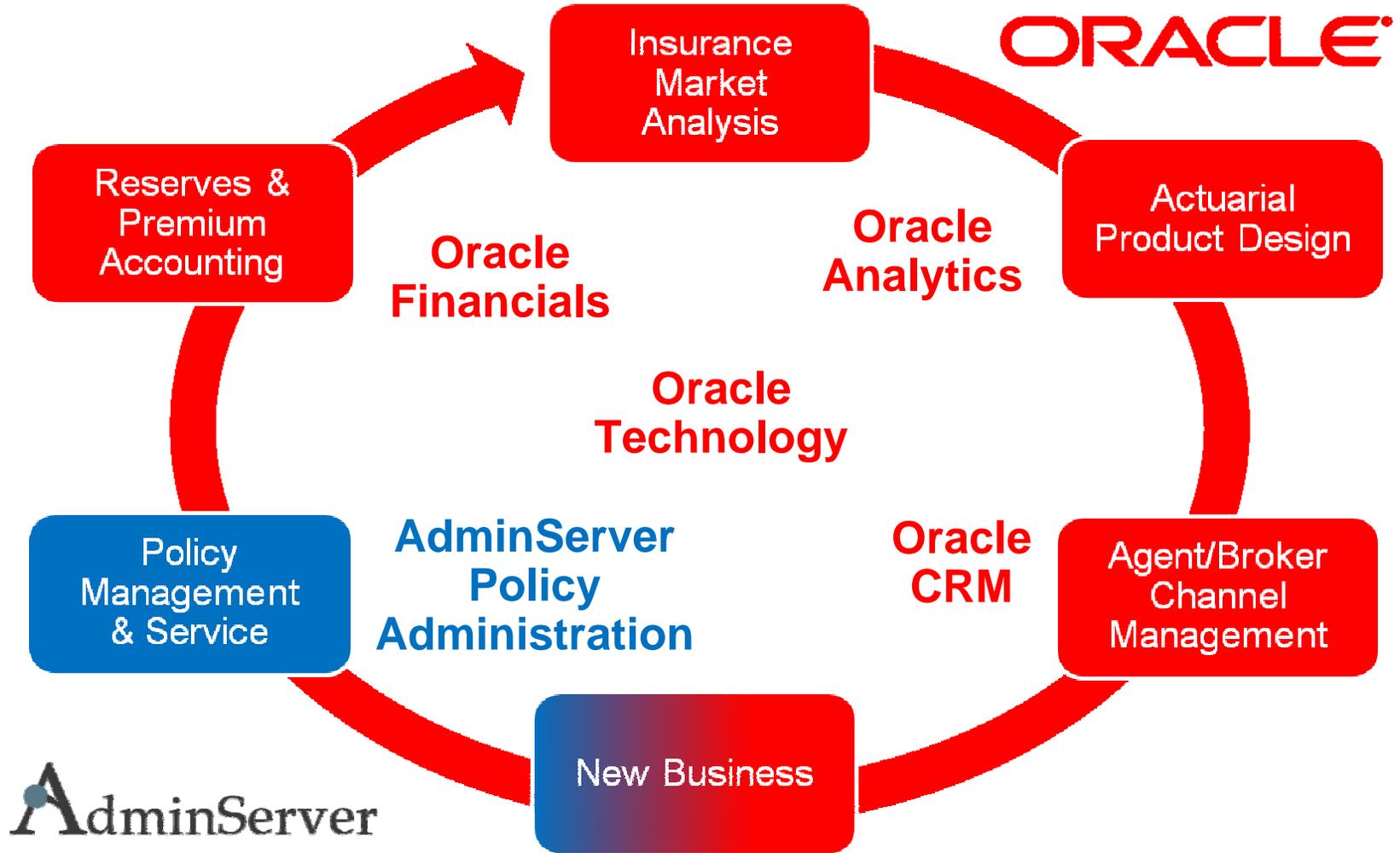
Comprehensive Suite of Products to Support Sales, New Business and Policy Administration Across Multiple Insurance Lines



# Strong Momentum with Global Industry Leaders



# Combination Unifies Mission Critical Business Processes for the Insurance Enterprise



# Comprehensive Solution Suite for the Insurance Industry

 AdminServer

Illustration | Policy Administration | New Business | Unit Value  
Life Insurance, Annuities, Reinsurance and Employee Benefits

Siebel for  
Insurance  
CRM & New  
Business

Siebel Claims  
Processing

Oracle Billing  
for  
Insurance

PeopleSoft  
Enterprise &  
E-Business Suite

Insurance Application Integration Architecture

Enterprise Business Process Bus  
(Fusion Middleware, BPEL, Database, Technical Infrastructure)

Master Data Management

EPM &  
Business Intelligence

Document Management



# Clearly Different

***Only Oracle and AdminServer can deliver ALL of the following:***



**An industry- leading offering for managing the entire insurance enterprise – integrating sales, service, financials and enterprise infrastructure**



**Rules-based, user-configurable policy administration system as part of a complete policy life cycle solution**



**Integrated data and process management across the total insurance life cycle on a modern, open standard platform**

# Expected Customer Benefits

- **Oracle customers**

- Combination of Oracle and AdminServer expected to deliver a complete, end-to-end integrated solution for managing the insurance enterprise
- Expected to provide unequalled benefit
  - New product speed to market through integration of policy administration capabilities with analytics, CRM and distribution management
  - Increase channel flexibility and reduce distribution costs
  - Reduce operational costs while increasing financial accuracy and cash flow efficiency
  - Consolidate data and process management to lower service costs and better support external systems and distribution channels
  - 360-degree view of the customer and business
- Delivered by industry experts with significant domain knowledge

- **AdminServer customers**

- Plan to maintain AdminServer as a dedicated business unit to deliver continuity and consistency
- Increased R&D investment in AdminServer products
- Investment extension and enhancements as AdminServer and Oracle deepen integration of complementary solutions
- Access to Oracle's global support and services organizations

# Expected Partner Benefits

- **Oracle and AdminServer partners**
  - Simplified relationships – work with a single vendor to address customer needs for integrated, end-to-end insurance solutions, CRM, ERP, analytics and infrastructure software
  - Expanded opportunities for System Integrators – SIs specializing in insurance expected to increase opportunity to provide world-class solutions to customers through an expanded application footprint and strengthened go-to-market capabilities
  - Commitment to support Independent Software Vendors – Oracle plans to broaden existing relationships and establish new partnership to support combined footprint
  - Value-added resellers are expected to have expanded opportunities to provide insurance solutions globally
  - Current AdminServer partners are expected to gain access to Oracle's worldwide resources and partner ecosystem

# Next Steps

- **Public announcement**
  - May 13<sup>th</sup>, 2008
- **Communication with all stakeholders**
  - Press and analyst briefings
  - Customer and partner briefings
- **Complete transaction**
  - Expected to close in the first half of 2008
- **More information can be found at**
  - [www.oracle.com/AdminServer](http://www.oracle.com/AdminServer)



**ORACLE IS THE INFORMATION COMPANY**