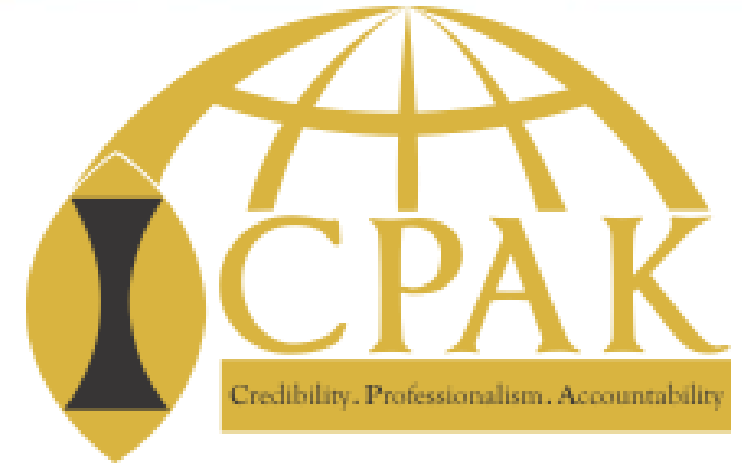


ORACLE



Tomorrow's ERP, Today

Financial transformation in Banking and Financial Services

A guide for finance professionals

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Strategy Leader- Africa

Safe harbor slide

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.





Your business model is changing

Your organization is changing

And agile finance is the new normal

Financial Services in the digital age

Are you ready?



Business model is changing

Key industry disruptions

- Technology innovation
- Regulatory **compliance**
- Competitive **challenges**
- Shifting **business models**

95%

businesses supported by agile
finance leaders report
increasing profitability

Source: AICPA: Agile Finance Revealed

Business model is changing



Technology innovation

Digital transformation:

- Disruptor or enabler?
- Traditional banks struggle delivering new digital services
- Technology reduces costs and creates new opportunities
- Emerging technologies – RPA, robotics, blockchain, chatbots, AI, machine learning+
- Rising demand for digital talent and leaders

Regulatory compliance

- Ensure transparency, control, and responsiveness to regulatory demands
- Increase IT security and risk management

Competitive challenges

- Operational efficiency is not enough, agility is critical
- New generation of nimble competitors are rising

Bank challenges:

- Re-platform legacy it,
- Capitalize API economy
- Mitigate risks

Fintech challenges:

- Rapid innovation
- Data security and compliance
- Brand differentiation
- Commercialization of offers

Shifting business model

- New players reinventing traditional models
- Open banking – safe, secure way to deliver and monetize services rapidly
- New technologies are drastically changing business models

Regulatory challenges

Did you know?

“Moving to the cloud was essentially part of our new technology strategy. While it started as a program to increase control and transparency around costs, it's also enabled us to respond to changes in the regulatory environment quickly.”

Joanna Fielding

FCMA, CGMA, CFO, HSBC Global Business Services Ltd

Finance implication

Cloud based ERP tools are architected for rapid change, enabling tighter control, compliance and risk mitigation at scale.



LLOYDS BANK

Competitive challenges

Did you know?

“We are seeing increases in agility and reduction in cost, that are enabling us to be more creative and more aggressive in solving problems.”

Matthew Trager

Head of Finance Data & Architecture Transformation, Lloyds Banking Group

Finance implication

Cloud infrastructure and business solutions allow institutions to move quickly, improve decision making and productivity with real-time data and analytics to better meet customer needs.

Shifting business models

Did you know?

“We transformed our business model and technology platform, enabling us to double our capacity to innovate. We can process 600,000 monthly commission payments 5x faster, reduced system management costs by 29% and enhanced our competitive edge.”

Andrew McGee

IT Manager, Australian Finance Group LTD

Finance implication

Migrating to Oracle ERP cloud enables faster innovation and delivery of new services. Customers gain quicker access to business performance insights to support better decision making and collaboration.



Organization is changing

New focus

Operational efficiency **and** agility
equally imperative to
competitive success

New leadership

CFO role expected to be strategic.
Growth oriented.
Balance short-term goals with long
term success

New workforce

Digitally savvy.
Forward-looking.
Engaged.
Collaborative.
Entrepreneurial



New talent focus with emerging technology

Did you know?

As jobs become more specialized and collaborative, the skills around innovation, digital, analytics, and communication will be in higher demand.

Roubini ThoughtLab: Wealth and Asset Management 2022

Finance implication

Banks will need to compete for digital native talent and re-skill their exiting workforce to regain productivity.

Agile finance is the new normal

Greater **efficiency**

Better **information**

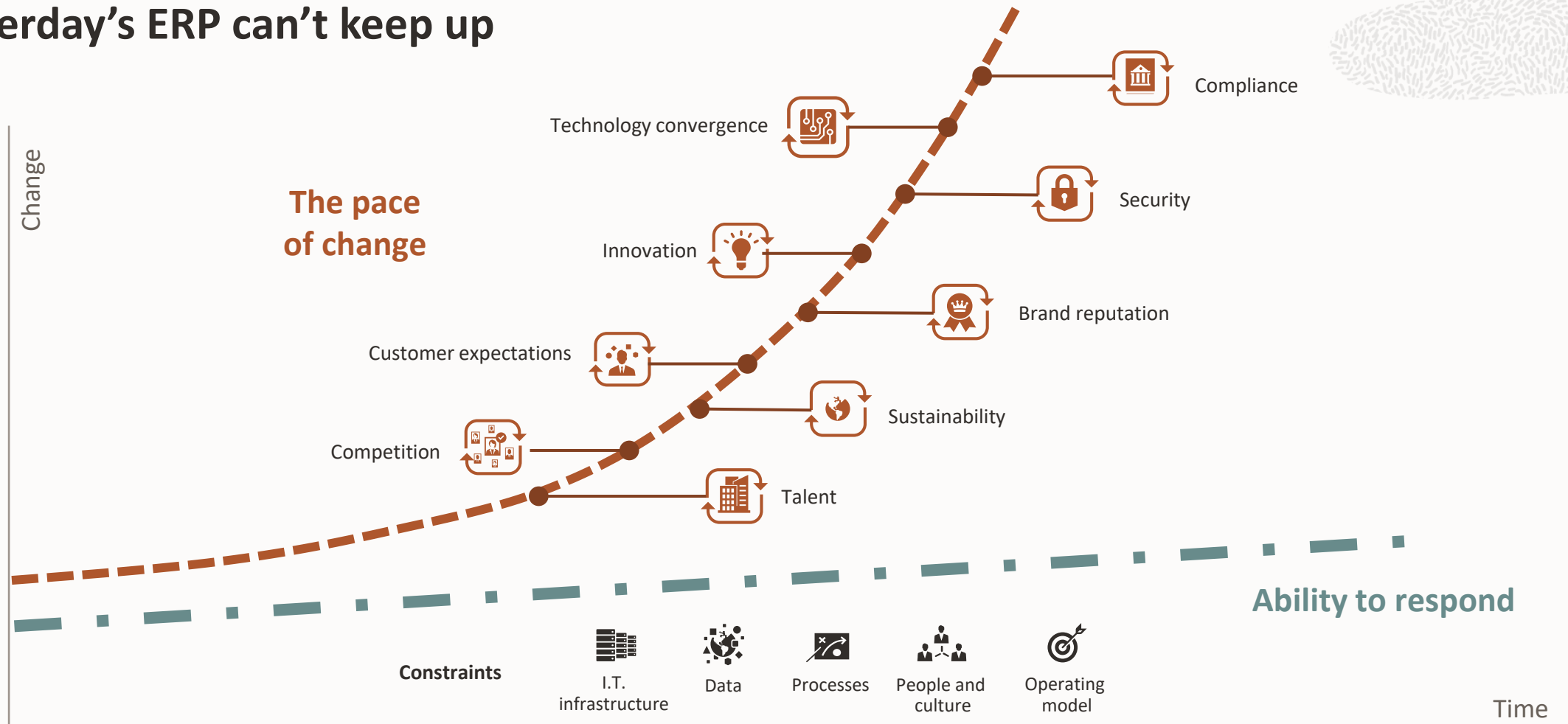
More **influence**

80%

of businesses are implementing agile finance initiatives

Source: Agile Finance Revealed Report

Yesterday's ERP can't keep up



The need to create tomorrow's enterprise today is **accelerating**

Source: Oracle, 2017



Tomorrow's ERP, today future ready

More innovative, complete, connected, secure

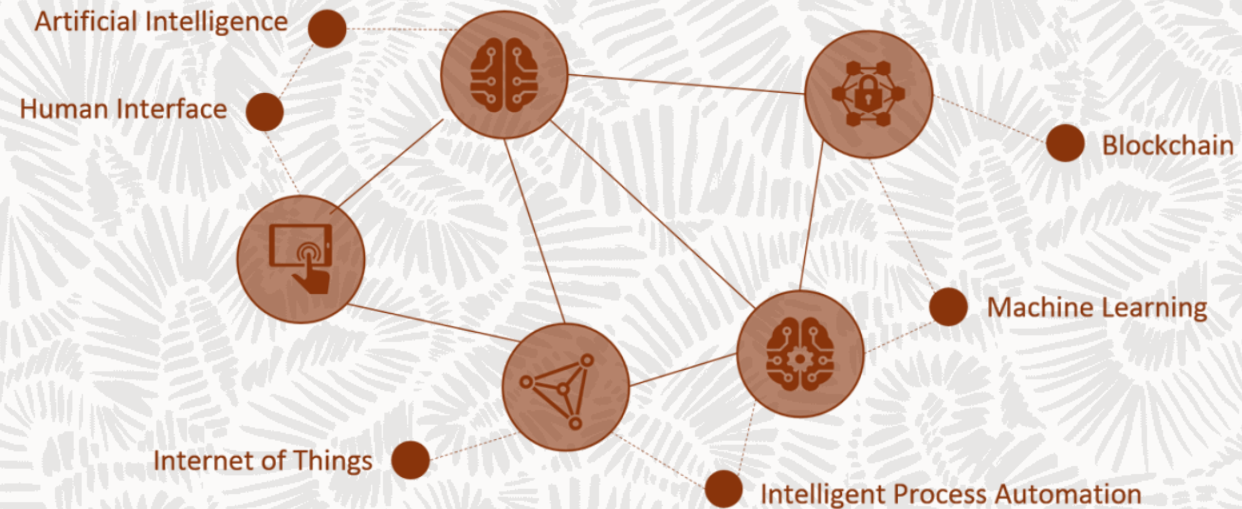


The New Experience

Delivering emerging technologies and industry best practices

“Best practices now include not just today’s standardized processes, but also the best current thinking about how to employ new technologies such as artificial intelligence and machine learning. In the era of the cloud, best practice becomes a well-organized toolbox that is continually upgraded with the latest tools.”

Michael Mandel, Senior Fellow, Mack Institute of Innovation Management, The Wharton School



“The digital age has already changed the nature of work, and will continue to do so. Finance professionals are not immune: we need to adapt and transform too.

By embracing a new operating model for modern finance we can become exactly the kind of ‘agile finance leaders’ business requires.”

John Windle

FCMA, CGMA, Chief Financial Officer, AICPA

Finance must rethink its mission



Driving financial transformation in Banking and Financial Services

Simplify and standardize financial processes

- Eliminate paper-based processes
- Automate workflows and approvals
- Leverage best practices to streamline operations

Leverage a modern, intuitive and engaging system

- Deliver a modern, engaging UI for employees
- Drive social collaboration
- Increase employee engagement

Drive strategic, data-driven decisions

- Access a complete picture of your institution's finances
- Foster data-driven decision-making
- Drive strategic planning based on analytical insights

Yesterday's ERP

Isn't enough

Not cloud | unconnected | incomplete

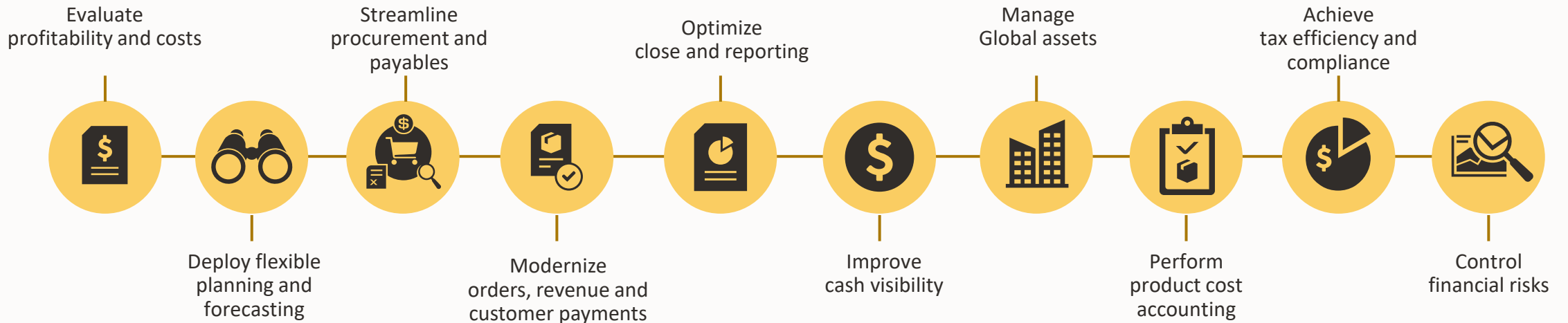
You need a complete
cloud that is

Future-ready



Finance transformation done your way

Choose your path to success



Oracle Cloud
The global destination for finance transformation

Innovate today

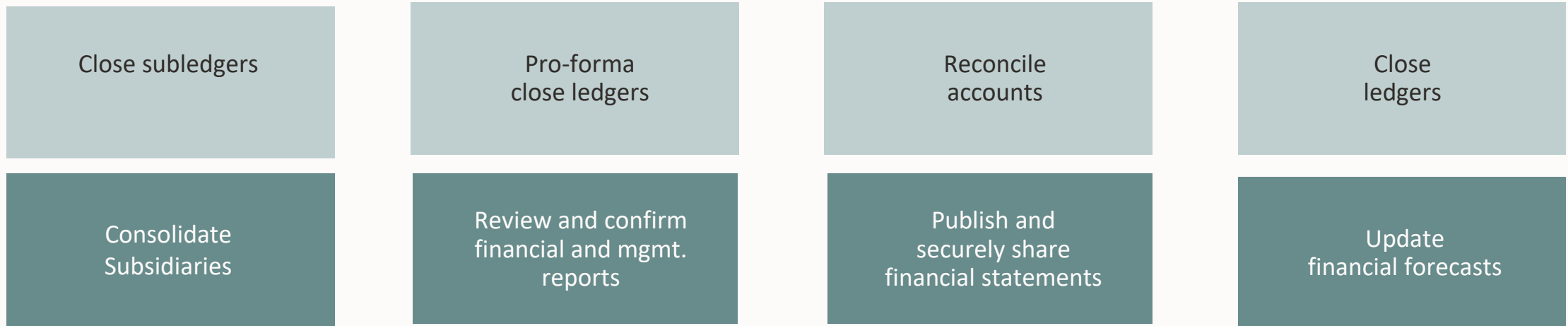
Predict tomorrow

Shape the future



Revolutionizing common processes

Period close to financial reports - now



Source: Oracle, 2017



Mobile



Analytics



Social media



Streamline operations

Automate business processes

Did you know?

ConnectOne Bank automated critical, manually intensive processes to ensure data integrity, meet stringent auditing requirements and improve data access to drive timely insights.

Finance implication

Reduced IT complexity and cost, improved speed and accuracy of financial processes and reporting.

Oracle addresses end-to-end Financial Services CFO needs



Portfolio and customer analytics

Deep understanding of portfolio and customer level details / drivers and how it impacts the financials



Regulatory and risk reporting

A scalable regulatory reporting environment completely reconciled with summary and detailed financials with full lineage supporting regulatory needs



Performance management

Planning and forecasting for the organization fully integrated with financial actuals. Monitor for organization & product profitability



Financial and risk – integrated data

Single fully reconciled foundation to support the needs of processing across financial, performance and risk environment and support all of the reporting needs



Cost efficient operations

Cost-efficient. Millennial-friendly environment enabling high efficiency environment













Modern financials

Modern financial reporting. Scalable global chart, seamless and fast close, confidence in reporting with low errors

Built in security and compliance

Keeping your data safe and compliant with industry standards*

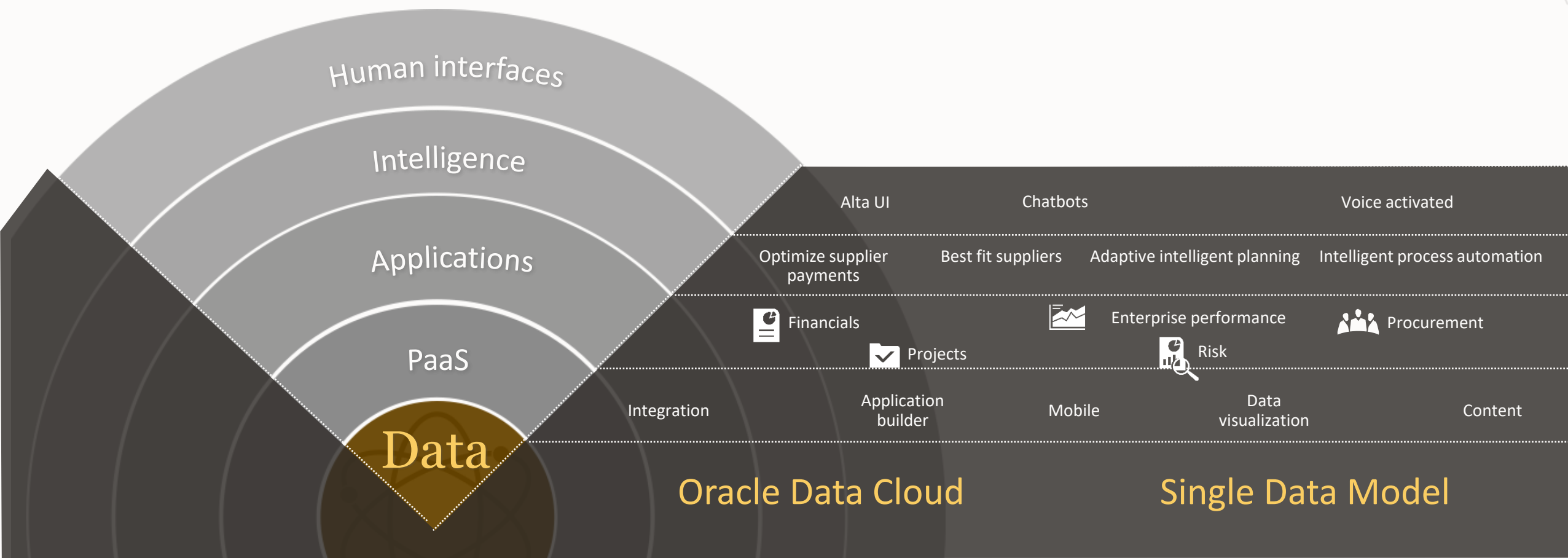
-  PCI
Payment card industry data security standards
-  SSAE16 (SOC 1) And SOC 2
Statement on Standards for Attestation Engagements
-  ISO 27001
An information security management system standard
-  FedRAMP, Government Cloud
-  HIPAA
Health Insurance Portability and Accountability Act
-  DIACAP
DOD Information Assurance Certification and Accreditation Process
-  GLBA
Gramm Leach-Bliley Act
-  NIST SP800-53
National Institute of Standards and Technology
-  FISMA
Federal Information Security Management Act
-  UK Data Protection Act
-  EU Data Privacy Directive 95/94/EC
-  FIPS 140-2
Federal Information Processing Standard

* Individual services may have varying levels of compliance with the standards listed here



Oracle ERP

Designed with the Financial Services Industry in mind...



On your journey, Oracle provides

all in one

A future-ready
cloud

A trusted innovation
partner

A vibrant community and
ecosystem of
Industry leaders

How oracle supports your journey to **Tomorrow's ERP, Today**

\$6+ Bn

R&D investment
annually

40k+

Developers
across the globe

5,000+

Customers

25,000

Partners
in the Oracle ecosystem

**Platinum-level
support services**

17k+

Patents

2,000+

Customer success
managers

Why Oracle? Why now?

Innovate today
for greater efficiency

52% ↓

Lower total cost of
ownership vs on-premises

Predict tomorrow
with better information

3x

Forecast accuracy

Shape the future
to drive business outcomes

3.2x ROI

Higher return on investment than
on-premises

Oracle is your
innovation partner

—
To help you deliver

**Tomorrow's ERP,
Today**



3 fundamental questions to ask yourself

- As a Finance leader, do I have complete, timely insights at my fingertips to make strategic decisions?
- Is my ERP platform powerful enough to enable institutional transformation?
- Am I prepared for the next wave of disruption in Financial Services?





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“Automation is coming, and now is the time to define the art of the possible and apply it strategically where it makes most sense.”

Source: Intelligent process automation: The engine at the core of the next-generation operating model – McKinsey, 2017

Enabling business outcomes

Innovate today



Fairfield Nodal was using many outdated legacy systems. Wanted a single suite cloud solution.

Redeployed **33%** of accounting staff to data-driven processes rather than manual processes

Predict tomorrow



Hilton is now able to more accurately determine the current state of its operations-globally, regionally and at the property level-and create accurate forecasts in a timely manner with Oracle EPM Cloud.

40% improvement in forecast accuracy

Shape the future



“We needed a future-proof cloud-based solution that could scale as we grow. Not only did we need a sales-ready product, but we also needed a sales-ready business organization.” - Chris Hutton, Director of Business Operations

Reduced close cycle by **75%**

