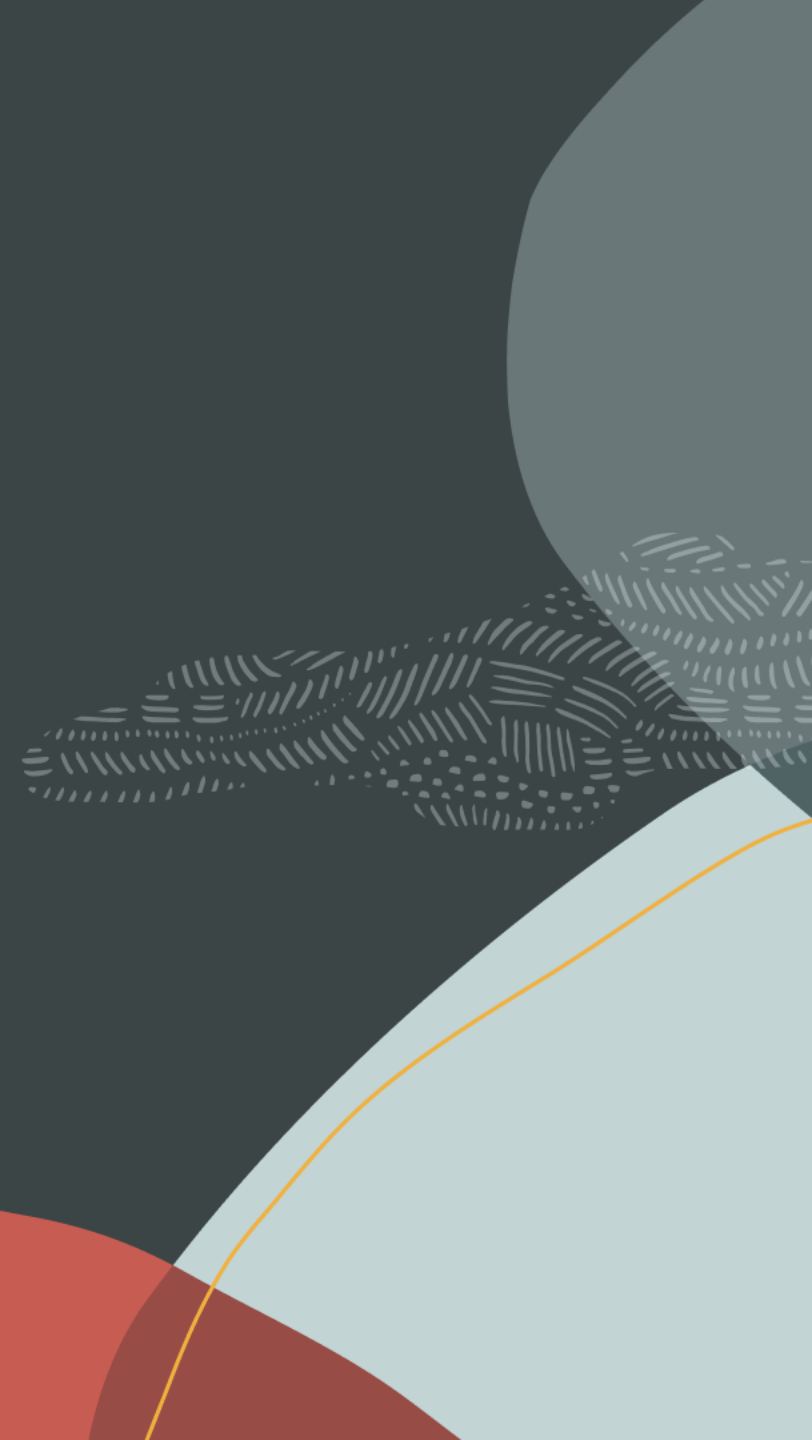ORACLE

OCW 24

Financial Analyst Summit

—

Clay Magouyrk
EVP, Oracle Cloud Infrastructure

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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 Corporation.

51%

FY24 YoY Cloud Infra revenue growth

162

Customer facing regions[1]

105%

FY24 YoY DC capacity growth

42%

Growth of Customers w/annualized spend >$5M

1 - Includes 85 cloud regions live and 77 cloud regions currently planned

Oracle Cloud Infrastructure Strategy

1	Enterprise Customers
2	Cloud Native / AI Customers
3	Distributed Cloud: DRCC[25] & Alloy

1 Enterprise Customers

1 → 4
# of Clouds
selling Oracle DB

50%
Growth in Enterprise
customers w/ annualized
spend >$10M

3,000
Exa rack capacity in
Multicloud regions
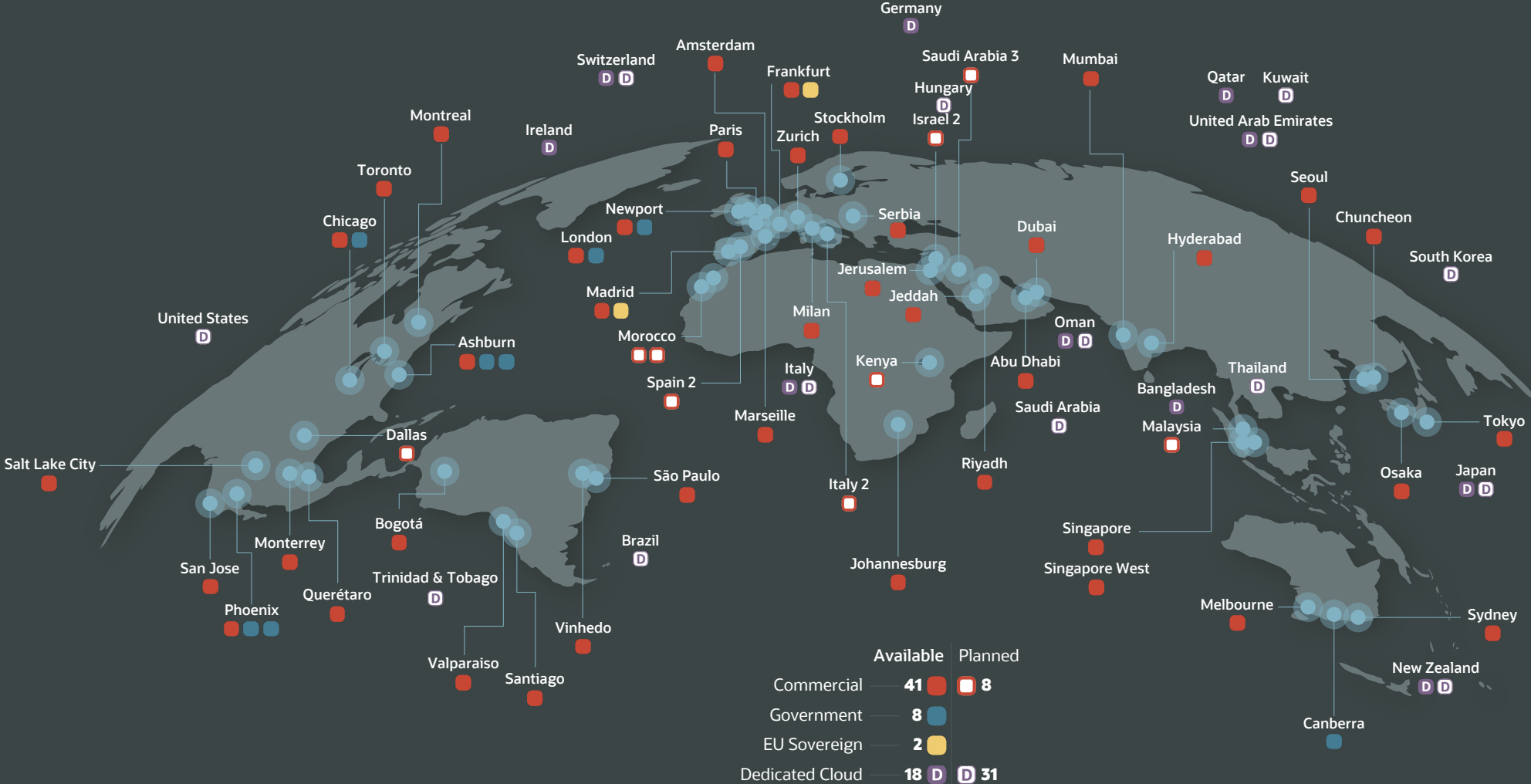
TOYOTA · J.P.Morgan · experian™ · FedEx® · Wendy's
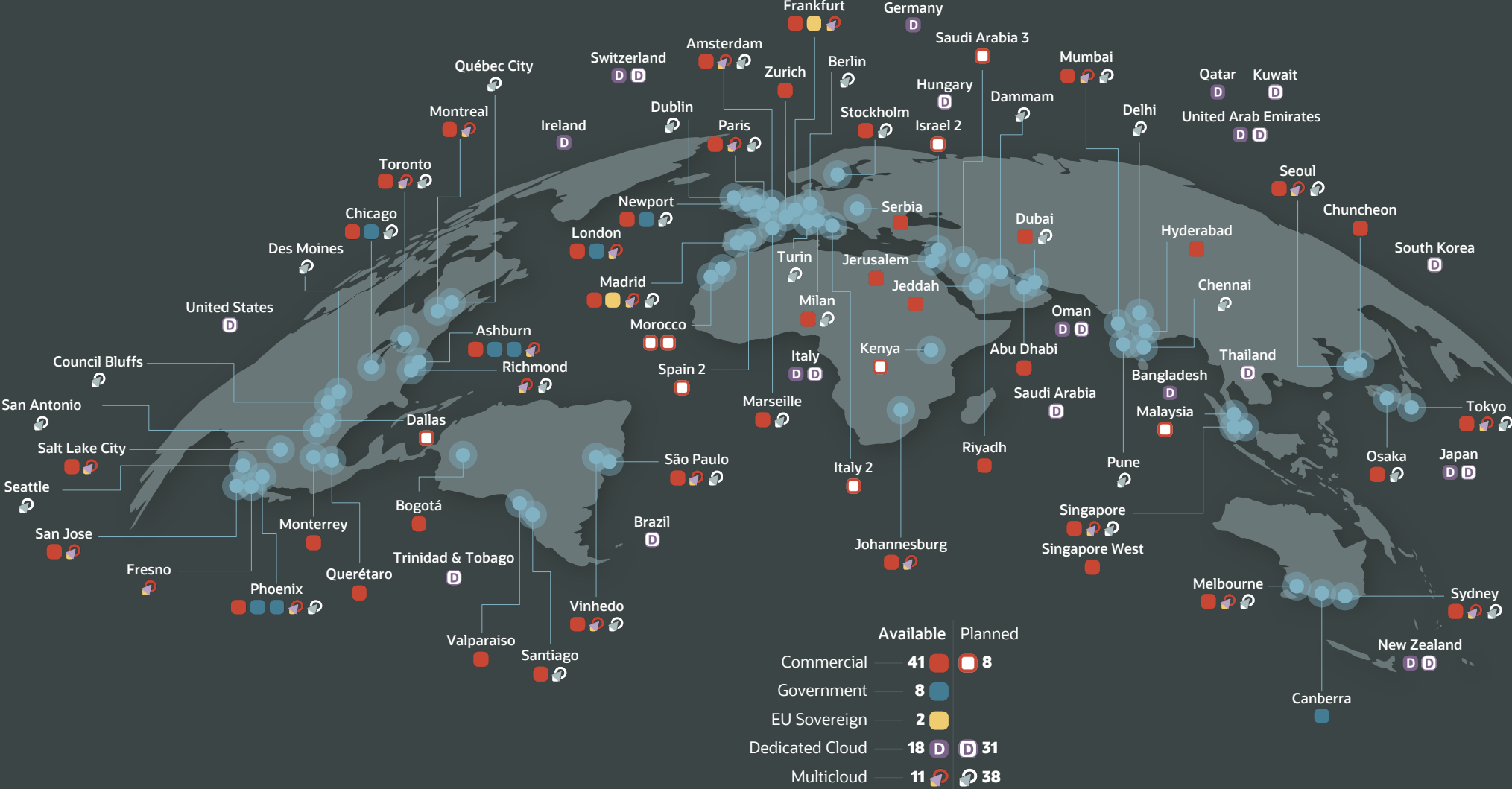
MARRIOTT · MICHELIN · McGraw Hill · EMERSON

OCI Cloud regions

	Available		Planned	
Commercial	**41**	🟥	⬜	8
Government	**8**	🟦		
EU Sovereign	**2**	🟨		
Dedicated Cloud	**18**	Ⓓ	Ⓓ	31

OCI Cloud regions

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EU Sovereign	**2** 🟨		
Dedicated Cloud	**18** Ⓓ	Ⓓ	**31**
Multicloud	**11** 🟠	🔵	**38**

Oracle is in
the other clouds

New Enterprise services & features

PostgreSQL

Cluster Placement Groups

OCI Cache - Redis

Fusion Data Intelligence

Globally Distributed
Autonomous Database

Fleet Application Management

2 Cloud Native / AI Customers

162%
YoY Cloud Native Customers Growth

258%
YoY AI Infra Capacity growth

$3B
Q1 FY25 TCV of Wins

2 Cloud Native / AI Customers

Cloud Native Customers

paloalto® NETWORKS

Uber

CLOUDFLARE®

zoom

CROWDSTRIKE

ShareChat

SKYDANCE

Why customers are choosing us?

Better performance
- Network agnosticism
- High performance storage
- Support for large workloads

Availability
- Tooling and telemetry

Support
- Dedicated engineering
- Custom operations

We built our cloud from the ground up to meet customer needs

Off-box virtualization

Nonblocking networks, minimal charges

Maximum computing density per MW

Flex infrastructure

Increased efficiencies passed on to customers

Higher performance, lower cost

Simple, predictable pricing

OCI offers the best price performance

Hyperscale IaaS customer

Year 5 consumption:

480K OCPUs

30 PB Object storage

120 PB SSD Storage

30 PB NW Egress

Customer Spend	ON DEMAND PAYGO				3YR RI CUMULATIVE		
	Oracle (Pricelist)	Azure	GCP	AWS	Azure	GCP	AWS
5-year total ($) **% diff. to Oracle**	**$1.0B**	**$2.6B** +163%	**$2.1B** +111%	**$2.4B** +145%	**$1.1B** +9%	**$1.1B** +14%	**$1.5B** +48%

The example above illustrates a hyperscale IaaS customer on a 5-year contract using a basket of compute, storage, and networking. Consumption forecast is based on customer data.

2 Cloud Native / AI Customers

OCI AI Customers

mosaic^ML

databricks

Modal

SUNO

π Physical Intelligence

tabnine

Fireworks AI

xI

Twelve Labs

sync.™

OCI offerings

- NVIDIA GB200 NVL72 (GA H1 2025)
- NVIDIA B200 Tensor Core GPU (GA H1 2025)
- NVIDIA H200 Tensor Core GPU
- NVIDIA L40S
- OCI Supercluster with up to 131,072 Blackwell GPUs
- OCI Supercluster monitoring APIs
- OCI File Storage with High Performance Mount Target
- OCI Kubernetes Engine AI observability
- AMD MI300X
- Support of Yunikorn and Volcano schedulers
- Managed Lustre storage service

Dedicated Region[25]

Full cloud

Flexible sizing

Easier than ever

Oracle Alloy

NRI FUJITSU stc

TIM du team Cloud

- Applications
- Infrastructure
- Distributed Cloud Capability

Partner Cloud Services

Fusion Alloy Business Management

Alloy Cloud Development Services

Oracle Cloud Infrastructure

Alloy Partner's Datacenter

Oracle Cloud Infrastructure Strategy

1	Enterprise Customers
2	Cloud Native / AI Customers
3	Distributed Cloud: DRCC[25] & Alloy

We're building the cloud differently