Creating Value in a Changing World

with the Workday Enterprise Management Cloud

Safe Harbor Statement

This presentation may contain forward-looking statements for which there are risks, uncertainties, and assumptions. Forward-looking statements may include any statements regarding strategies or plans for future operations; any statements concerning new features, enhancements or upgrades to our existing applications or plans for future applications; any projections of revenues, gross margins, earnings, or other financial items; and any statements of expectation or belief. Forward-looking statements are based only on currently available information and our current beliefs, expectations, and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy, and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks, and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements, and therefore you should not rely on any forward-looking statements that we may make. Further information on risks that could affect Workday's results is included in our filings with the Securities and Exchange Commission which are available on the Workday investor relations webpage: www.workday.com/company/investor_relations.php

Workday assumes no obligation for, and does not intend to update, any forward-looking statements. Any unreleased services, features, functionality or enhancements referenced in any Workday document, roadmap, blog, our website, press release or public statement that are not currently available are subject to change at Workday's discretion and may not be delivered as planned or at all.

Customers who purchase Workday services should make their purchase decisions based upon services, features, and functions that are currently available.

Tim Wakeford

Vice President, Product Strategy Financials

Workday

Navigating the Economic Uncertainty

- Economic Uncertainties
- Industry Disruption
- New Ways of Working

WHILE NAVIGATING THE CHANGING WORLD

To stay competitive and be successful, organizations must be

highly adaptive

Address Your Toughest Business Challenges

Lack of confidence in data to drive impactful decision-making

Takes too long to plan, forecast and execute new strategies

Rising inflation and supply chain disruption

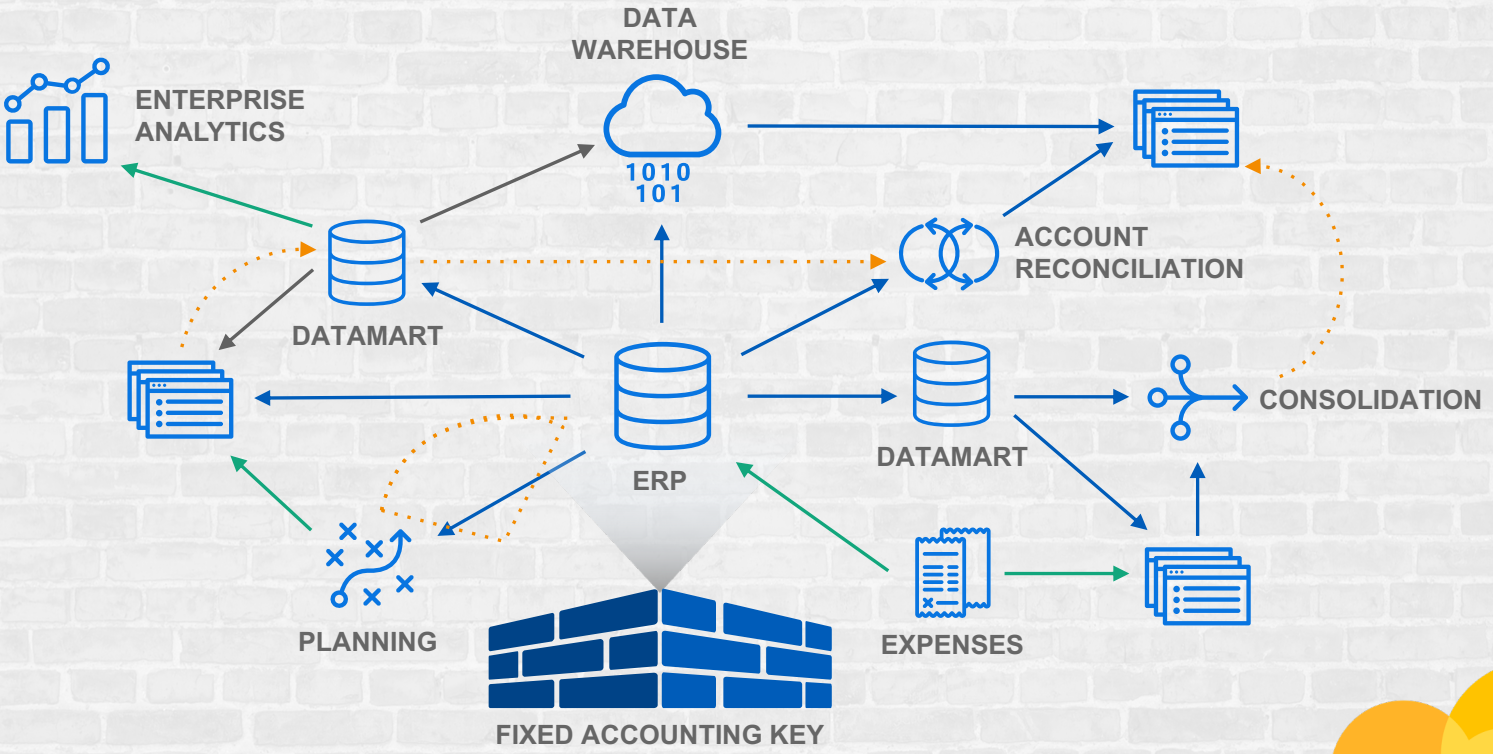
Slow and reactive response to changes in the business

Excessive time and cost spent transacting, closing and reporting

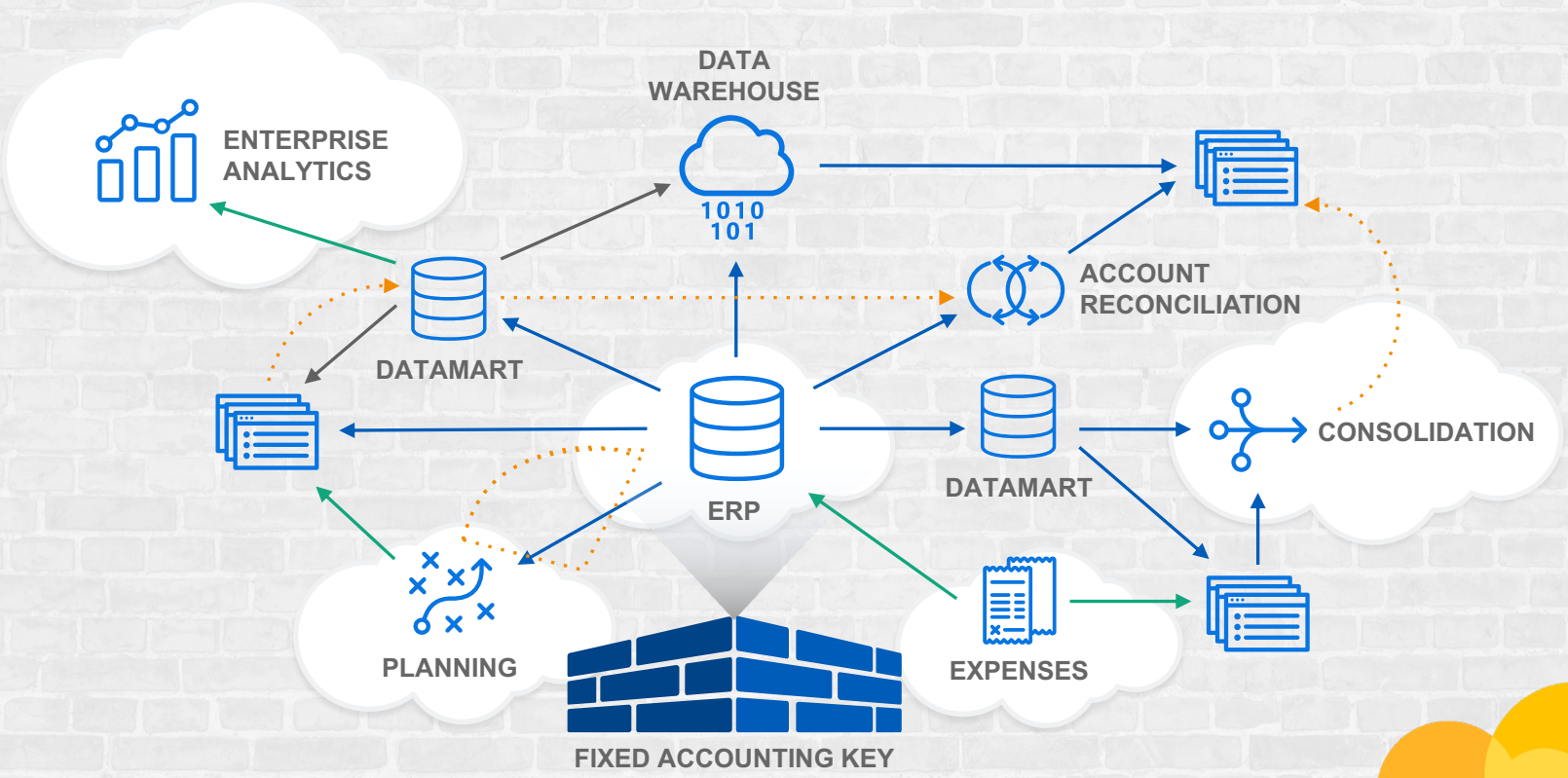
Rising costs and scarcity of digital talent

Workday Confidential

Pre-Cloud Era



Typical Cloud



Challenges

- Slow and expensive to change
- Complex and expensive to manage
- Incomplete insight, delaying decisions
- Excessive time spent transacting
- Talent gap and attrition

Imagine a World Where Finance Has . . .

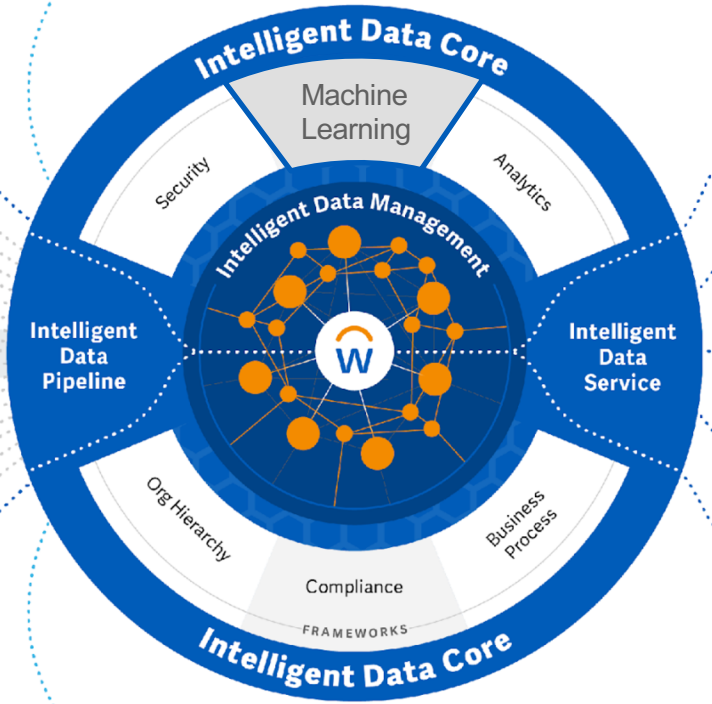
Predictive
Insight

Greater
Adaptability

Digital
Talent

Workday Enterprise Management Cloud Platform

The Power to Adapt



Enterprise Data

- Enterprise Planning
- Financial Management
- Human Capital Management
- Analytic and Composite Apps
- Spend Management

BUSINESS-OPTIMIZED DEVELOPER ENVIRONMENT

Integrate
Custom, Batch, Event

Connect
APIs, Packaged Integrations

Extend
Custom Apps, Partner Catalog

Technology Ecosystem

IT · Customer · Industry · Collaboration

Personalized, Omnichannel Experience

Collaboration · Messaging · Digital Workspaces · Mobile

True Cloud Scale • Elasticity • Performance • Availability • Continuous Delivery of Innovation • Single Version

Workday for the Office of the CFO

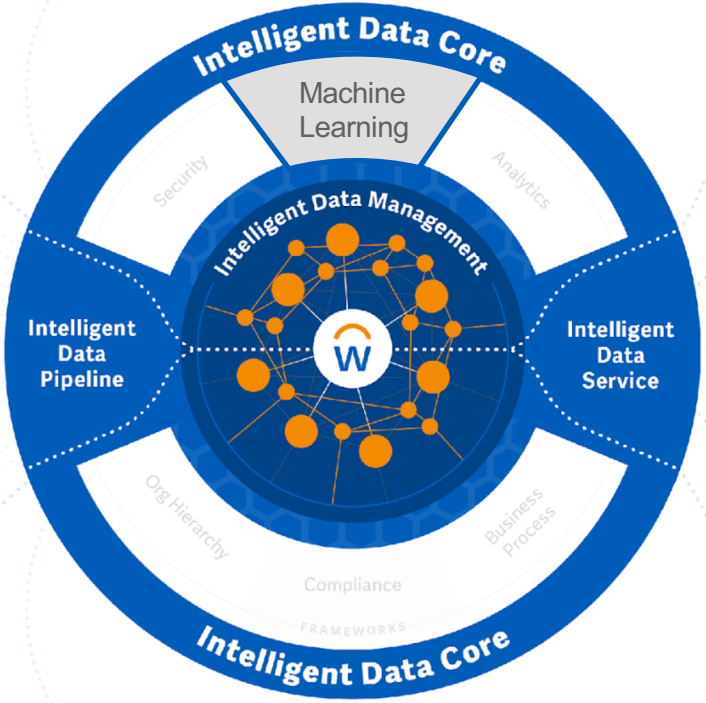
Controller	Auditor	Treasurer	Payroll	Procurement	Financial Planning and Analysis (FP&A)
Record to Report	**Contract to Cash**	**Expense to Reimburse**	**Staff to Deliver**	**Procure to Pay**	**Productivity to Pay**	**Source to Pay**	**Report to Forecast**
Accounting Engine General Ledger Global Consolidations Financial Statements Cash Management Asset Management	Contracts Billing Revenue Recognition Receivables Collections	Expense Reports Mobile Expenses Spend Authorization Settlements	Project Management Resource Management Project Financials Project Billing Labor Costing	Requisitions/POs Receiving Payables Inventory	U.S. Payroll UK Payroll France Payroll Canada Payroll Global Payroll Cloud Settlements	Sourcing and Auctions Requisitions and POs Receiving Payables Supplier Management Inventory	OPEX/CAPEX Headcount Top Line/Revenue Operational KPIs Board/Management Reporting

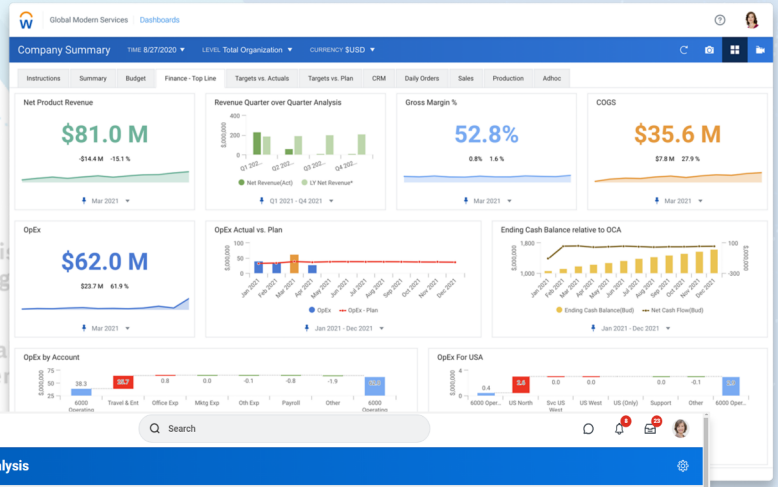
Accounting Standards: GAAP, IFRS (including ASC 606/IFRS 15 and ASC 842/IFRS 16)

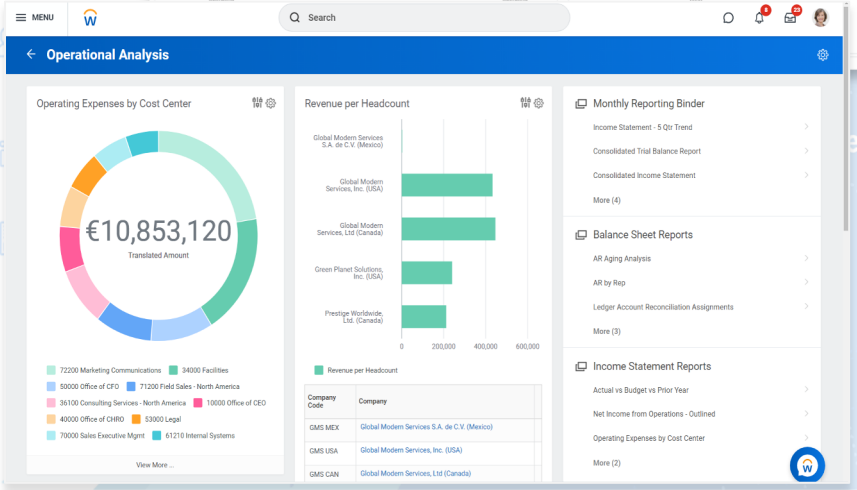
What's Needed to Deliver Value

- **Trusted Source of Data**
- **Flexible, Secure Processes**
- **Modern Experience**

Trusted Source of Data







True Cloud Scale • Elasticity • Performance • Availability • Continuous Delivery of Innovation • Single Version

How the CFO Benefits from AI and ML in Workday

Eliminate Inefficiencies

Interrogate high-volume transactions faster

Save Time

Intelligently automate manual and repetitive tasks

Manage Risk

Continuously detect patterns and anomalies surfacing areas of concern

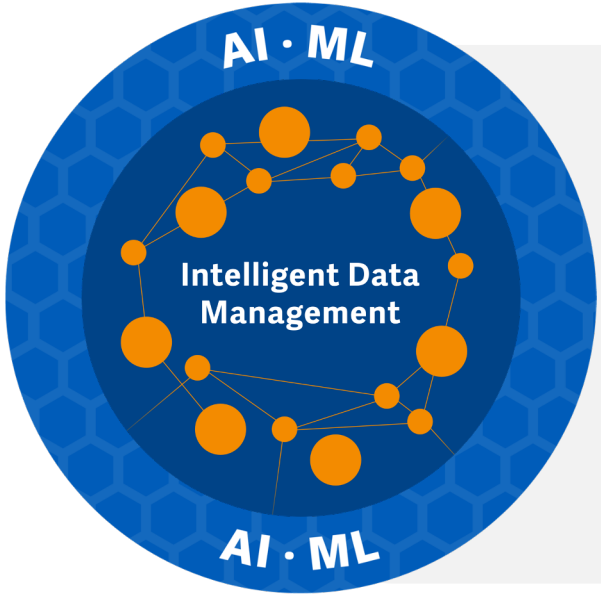
Predict Outcomes

Optimize business processes and accelerate data-driven decision-making and forecasts

Workday Confidential

Unlock the Potential of Data with ML

workday.



- **Enterprise Planning**
- **Financial Management**
- **Analytics and Composite Apps**
- **Spend Management**

Delivered :

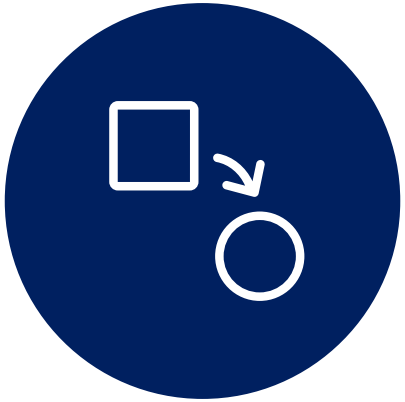
- Journal Insights
- Supplier Invoice Scanning
- Receipt Scanning for Expenses
- Plan Anomaly Detection
- Outlier Reporting
- Spend Category Recommendations
- Supplier Invoice Worktag Recommendations
- Customer Payment Matching
- Expense Protect
- Automatic Metadata Extraction
- Anomaly Detection and Outlier Reporting

What's Needed to Deliver Value

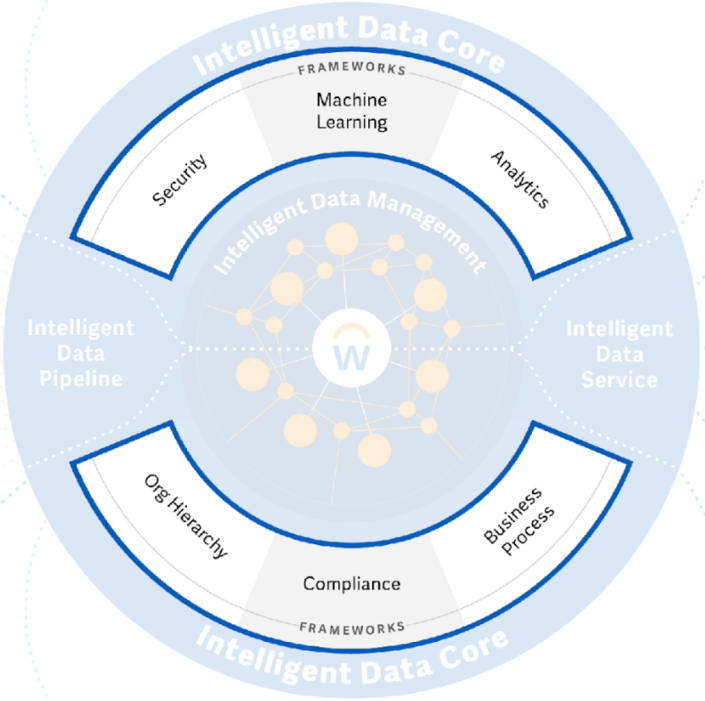
Trusted Source of Data

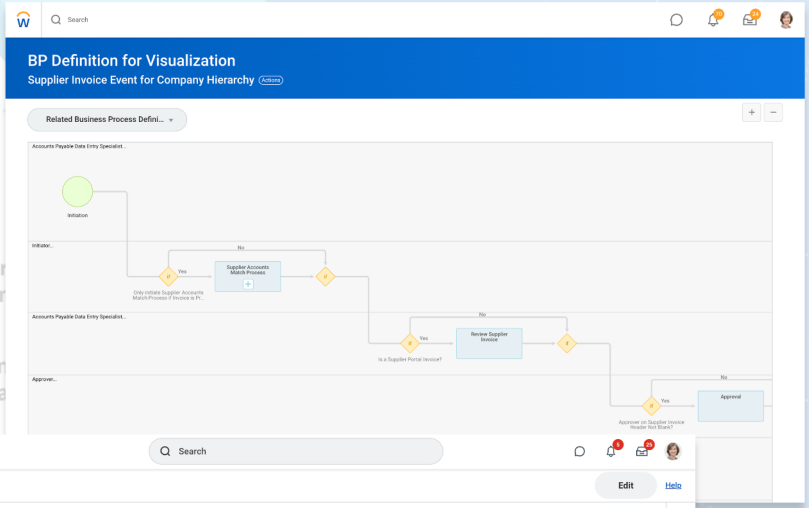
Flexible, Secure Processes

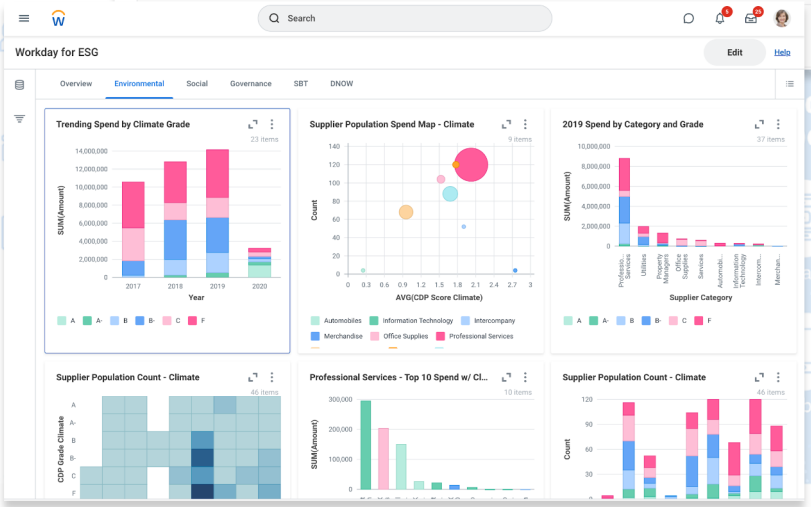
Modern Experience



Flexible, Secure Processes







Enterprise Data

True Cloud Scale • Elasticity • Performance • Availability • Continuous Delivery of Innovation • Single Version

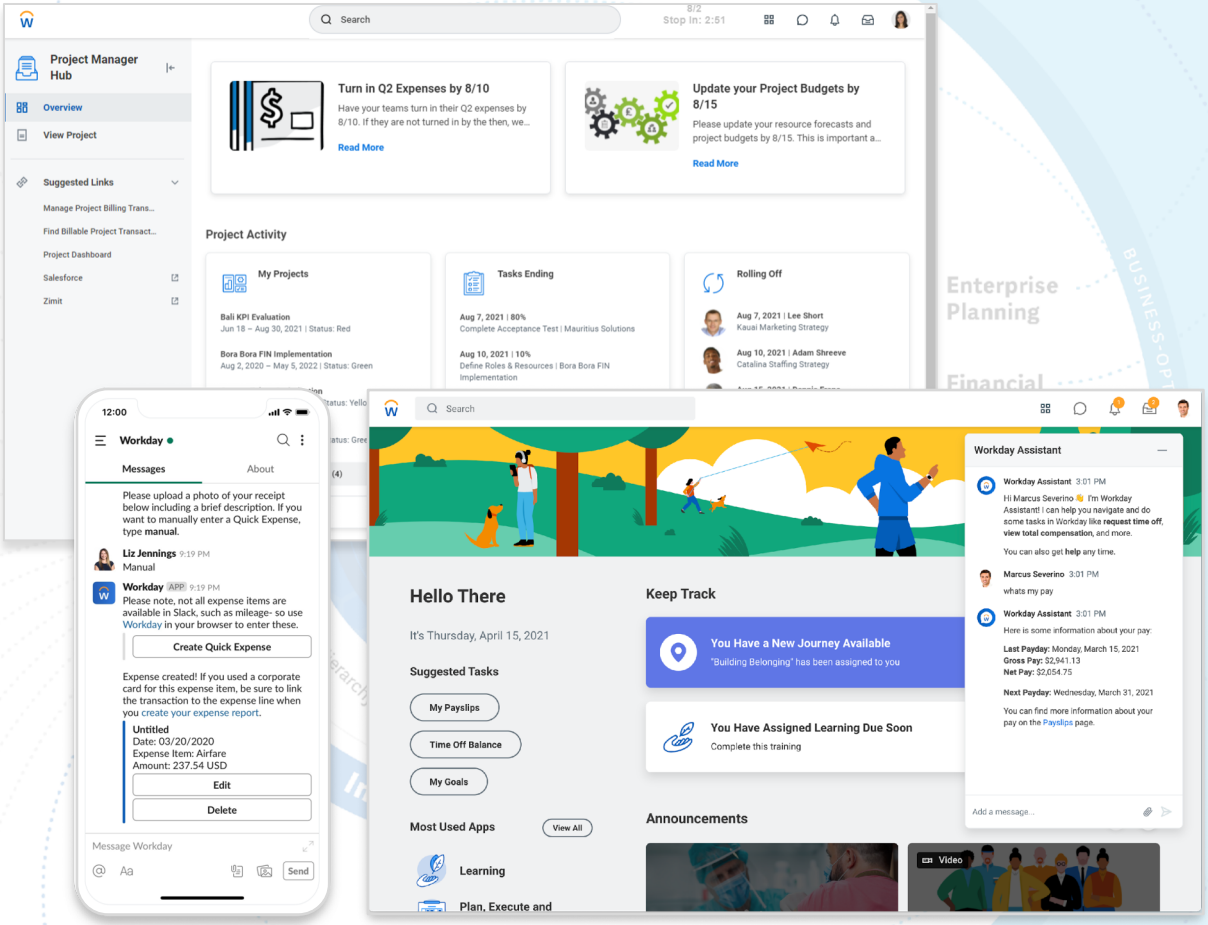
What's Needed to Deliver Value

Trusted Source of Data

Flexible, Secure Processes

Modern Experience

Modern Experience



Technology Ecosystem

IT

Customer

Industry

Collaboration

Enterprise Planning

Financial

BUSINESS-OP

Integrate
Custom, Batch, Event

Connect
APIs, Packaged Integrations

Extend
Custom Apps, Partner Catalog

Personalized, Omnichannel Experience

- Collaboration
- Messaging
- Digital Workspaces
- Mobile

True Cloud Scale • Elasticity • Performance • Availability • Continuous Delivery of Innovation • Single Version

A partner you can trust, a service you can rely on.

Setting the Standard for Service

Customers

1,550+
Workday Financial Management

70%+
Live and in production

6,100+
Workday Adaptive Planning

1,525+
Workday Sourcing and Procurement

1,200+
Workday Prism Analytics

125+
Workday Accounting Center

Service

Experience

- 95% satisfaction
- Single community of customers
- 40% of new features come from customers

Support

- One global support team available 24x7x365
- Customer defines severity, drives escalation, and case closure
- Customer Support is measured on customer satisfaction, not case closure
- More than 95% of Workday customer deployments were completed on time

Operations

- Single, best-in-class SLA
- Privacy by design
- Continuous delivery of innovation

Strong Global Growth

27% Growth Outside North America

Customers

oCFO customers in **130+** countries

oCHRO customers in **175+** countries

Localizations

55 finance country configurations

50 oCHRO configurations

Translations

15 languages supported for oCFO

35 languages supported for oCHRO

Offices

Offices in **32** countries and **57** locations

Designit®	**Operates in 16 countries** 17 offices worldwide
AON	**Operates in 120+ countries** 500 offices worldwide
NETFLIX	**Operates in 190 countries** 30 offices worldwide

60 Million active users

Workday Confidential

Finance Changemakers Chose Workday

Workday Confidential

Value with Workday

On Average Workday Customers See . . .	Foundational	Emerging	Intermediate	Advanced	Leading
65% Improvement in Accounting Capabilities					
60% Improvement in Accounts Receivable Capabilities					
60% Improvement in Audit Capabilities					
72% Improvement in Expenses Capabilities					
65% Improvement in Financial Reporting Capabilities					
70% Improvement in Procurement Capabilities					

Foundational
Function utilizes limited technology to automate processes and improve service delivery.

Emerging
Function utilizes technology in a few areas at a basic level to deliver services. A high degree of manual processes exist.

Intermediate
Function utilizes technology in many areas to deliver more efficient services. Numerous manual processes exist.

Advanced
Function utilizes technology across the business to deliver efficient and effective services.

Leading
Function is best-in-class delivering leading practice service and with processes automated across the business.

Source: Company self-assessment based on Workday's capability survey and Workday customer capability self-assessment benchmark (as of June 2022)

workday.
Thank you