



Managing Uncertainty to Adapt and Thrive in the Professional & Business Services (PBS) Industry

Workday Elevate 2023

Safe Harbour 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

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



Kyle Wilkinson

Industry Advisor - PBS, EMEA
Workday



Robert Bloor

Group Financial Controller
Equiniti

About Equiniti



Locations

28 locations across the UK, US, India, Poland and the Netherlands



of Employees

6,000+



Scope

HCM, Fins, & PSA



Our strategy: “To be experts at providing shareholder, pension and remediation services via technology to help our customers around the world succeed.”

Key Facts about Equiniti:

- **37m people** benefit from our services
- We pay c.**\$0.4T p.a.** on behalf of our clients
- We have custody of an average cash balance of c.**£5bn**
- All serviced from our proprietary platforms and systems of record, in which we invest c.£33m p.a.
- 2022 revenues of £630m, EBITDA of £144m

Professional Services is a Strategic Industry for Workday

1,800+

Total PBS Customers

18%

Of Workday's Customer Base

2nd

Largest Industry Vertical

What Keeps a CFO in PS Up at Night?



Profitable
Growth

72%

...of CFOs and their boards
say **Profitable Growth** is
their top concern in the
face of economic
headwinds

"CFOs React to 2023 Economic Headwinds" -
by Shannon Cole, Adea Kelly, Gartner,
Published 28 April 2023



Attrition

13.8%

...average **Total Attrition**
in the Professional
Services industry in 2022

*"2023 Professional Services Maturity
Benchmark"* - SPI Research, Published
February 2023



M&A
Activity

15%

...of the global **M&A
transaction count** in
2021 was in the
Professional Services
industry segment

Pitchbook, "Global M&A Report 2021", page 4



Why Workday for Equiniti?



How Has Workday Impacted Your Ability to Incorporate M&A?

Q&A

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Top 3 Takeaways



PBS is a strategic industry for Workday, and we are committed to your success!



Drive profitable growth with better insights into business performance leading to better decision making.



Adopt scalable technology that enables growth and agility to adopt (e.g., M&A).

The image features a dark blue background with two large, overlapping circles. The upper-left circle is a bright cyan color, and the lower-right circle is a slightly darker blue. The overlapping area between them is a lighter, pale blue. The text "Thank you!" is centered in the right half of the image.

Thank you!