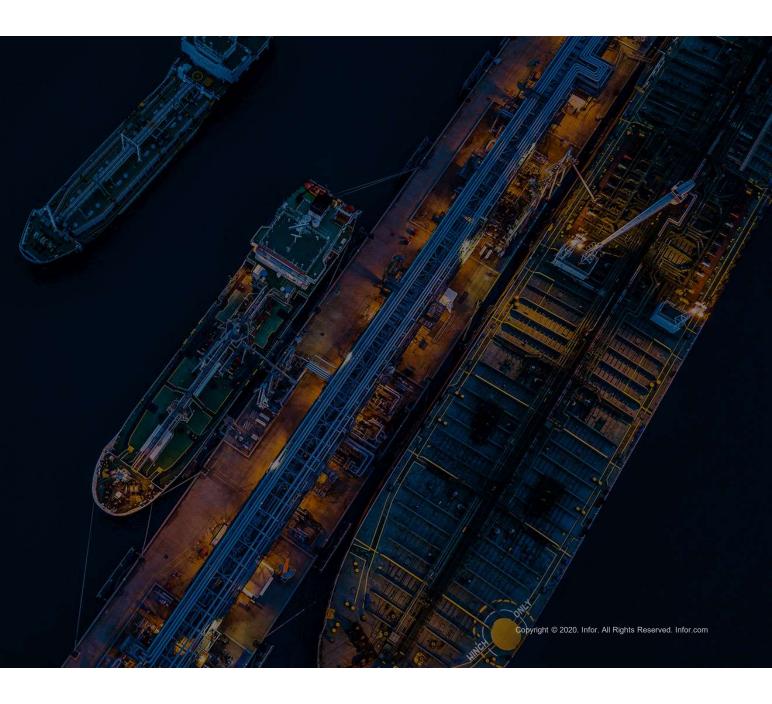
M3 Update

October 2021



Ole Rasmussen VP Product Management





Disclaimer

This presentation reflects the direction Infor may take with regard to the products or services described herein, all of which is subject to change without notice. This presentation is not a commitment to you in any way and you should not rely on any content herein in making any decision.

Infor is not committing to develop or deliver any specified enhancement, upgrade, product, service or functionality, even if such is described herein. Many factors can affect Infor's product development plans and the nature, content and timing of future product releases, all of which remain in the sole discretion of Infor. This presentation, in whole or in part, may not be incorporated into any agreement. Infor expressly disclaims any liability with respect to this presentation.

M3 Cloud and CloudSuites

Agenda

01

Update



02

M3 Cloud



03

Highlights



04

Roadmap



Agenda

01

Update



02

M3 Cloud



03

Highlights



04

Roadmap



M3 Today

Infor M3 highlights

+1800

Improvements continuously delivered via CE

74

Net new names to the M3 family

68

Countries available in Cloud

+250

Customers provisioned in multi tenant cloud

+80%

Revenue from new customers is Cloud (FY20)

+24

Integrations to Infor Strategic Products



































M3 Cloud and CloudSuites

Agenda

01

Update



02

M3 Cloud



03

Highlights

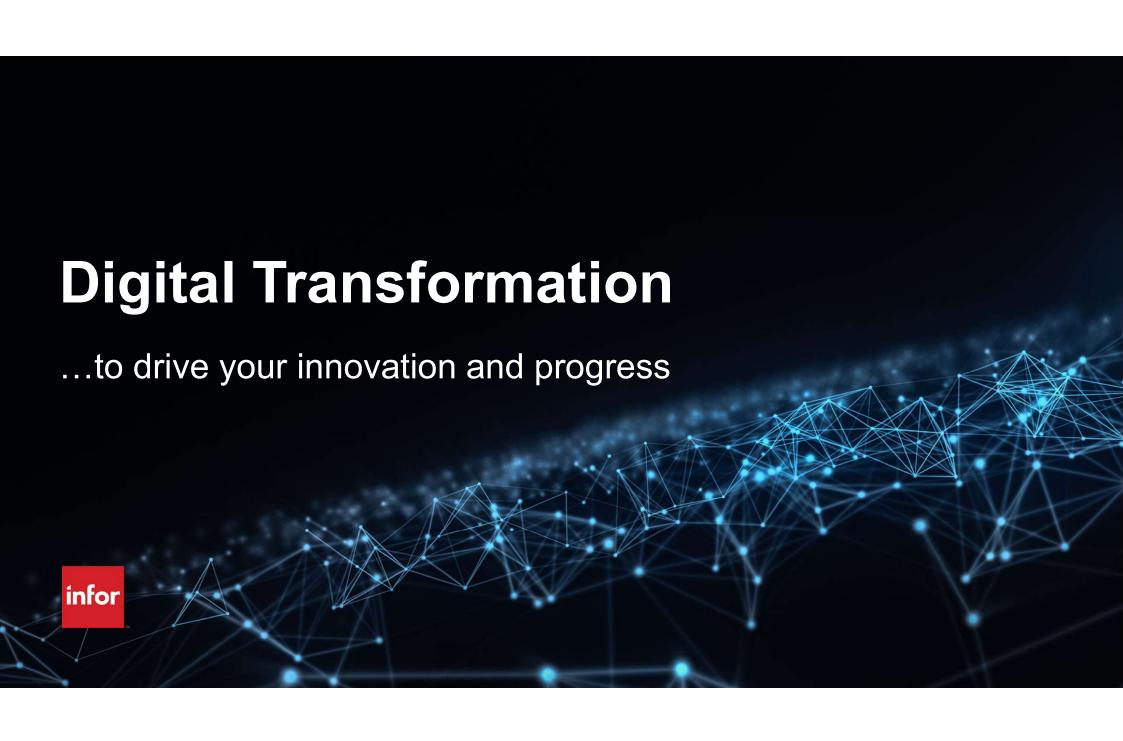


04

Roadmap







Digital solutions at a much faster pace

THE PILLARS OF DIGITALIZATION

- API economy the connected enterprise
 - M3 APIs continously being enhanced
 - Secure exposure through ION API and API orchestration
 - Infor IOT to handle your devices
- Big data centralized repository in Cloud
 - Infor Data Lake keeps all your data and transactions
 - Near to infinite storage in the cloud
 - Universal access through Compass
- Al Platform automate and enhance decisions.
 - Infor Coleman provides an integrated AI platform
 - Digital assistance, machine learning and robotic automation
 - Automate your business processes

User Experience

model your perspective

New M3 UI, Homepages,
Infor Go, M3 Portals, Rhythm

M3 mobile apps

Transformation is Constant

ERP requirements in the world of Digital Transformation



STANDARDIZED

Single global instance to form a digital backbone – industry-focused



INTEGRATED

Focus on automation and growth

– products, geographies & services



FLEXIBLE

Ease of configuration and the power of tailoring



SECURE

Support for security best-practices; continuous monitoring



FLUID

Always current; scale for season, growth and new business models



INNOVATIVE

Continuously enable new technologies and innovations

... and always stay **SUPER CURRENT**

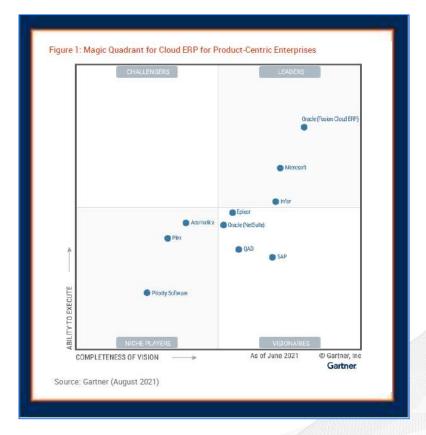
A Magic Quadrant Leader

Gartner Recognizes Infor as a Leader in the 2021 Gartner® Magic Quadrant™ for Cloud ERP for Product-Centric Enterprises.

"By 2023, organizations that have successfully renovated their ERP platforms will achieve at least a <u>40% improvement in IT agility</u> to deliver business outcomes, and 60% of product-centric enterprises will <u>utilize standardized ERP capabilities</u> on a composable ERP platform."

The trend is clear. The ERP for product-centric enterprises market is accelerating its transition to cloud deployment models.

"Significantly, 2020 clearly demonstrated the benefits of cloud ERP, with the pandemic creating more urgency for end-user adoption."



Disclaimer: This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Infor.

Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

infor

Copyright © 2020. Infor. All Rights Reserved. Infor.com

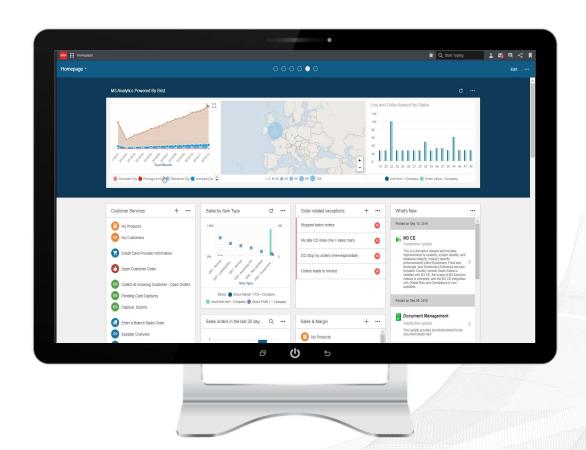
M3 Cloud Edition

Multi tenant cloud suites

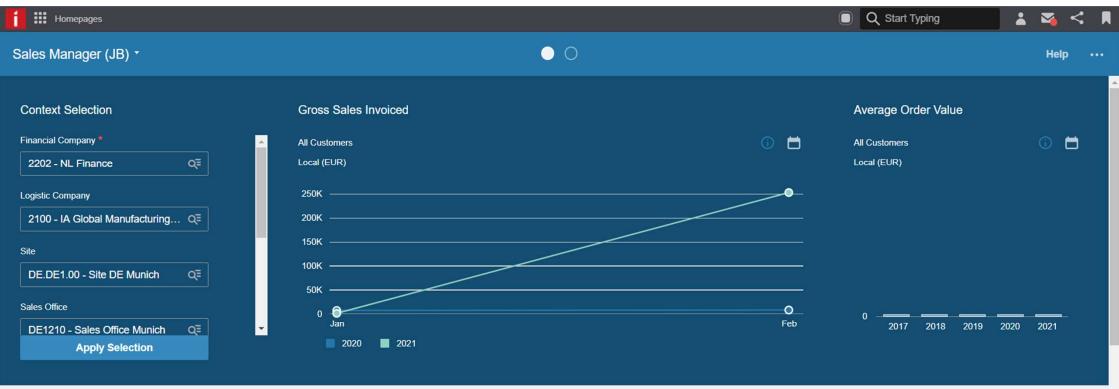
- Complete industry suites w. integrations
- Proven functionality on Cloud technology

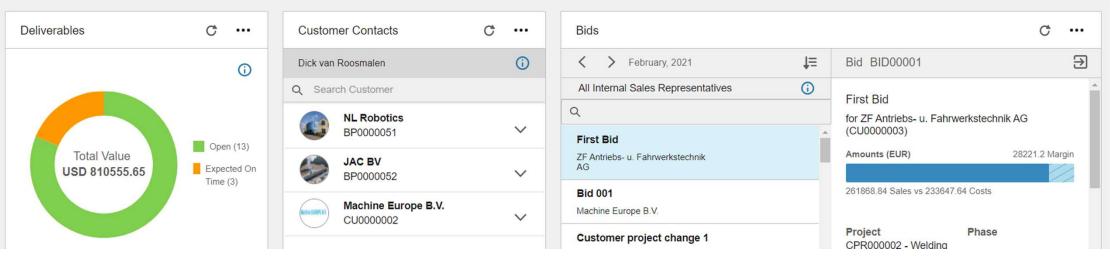
Single version of the software

- Fully automated
- Monthly delivery of new features
- Controlled by Toggles

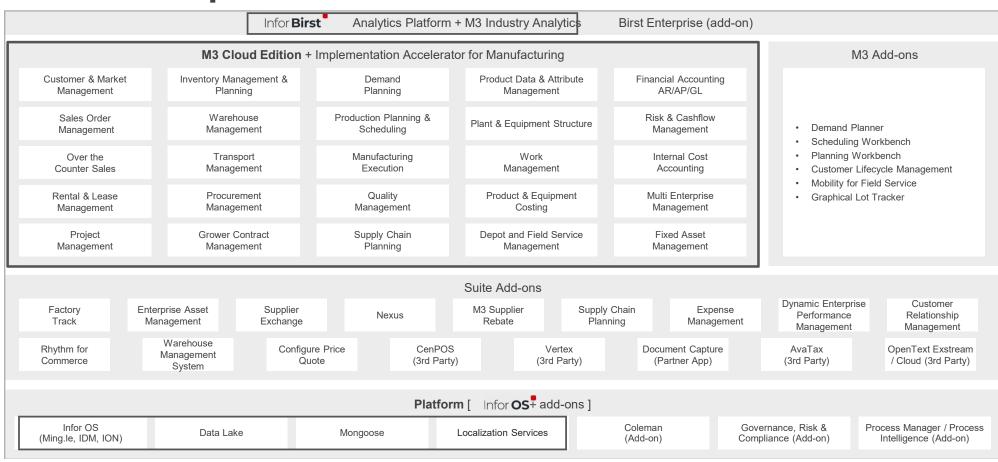








Solution Map



14

M3 CLOUDSUITES

A destination for all M3 customers...

M3 CloudSuite (for manufacturers)

CloudSuite Distribution

CloudSuite Equipment

CloudSuite Fashion

CloudSuite Food & Beverage

CloudSuite Chemicals

M3 Cloud and CloudSuites

Agenda

01

Update



02

M3 Cloud



03

Highlights



04

Roadmap



Drivers influencing our product investments





Market Analysis

- · Market size per segment
- Solution fit by geo
- · Industry spent



Customers

- M3 Industry and customer boards
- MT customers
- Enhancement Requests



Industry 4.0

- · Need for a digital backbone
- · Need for automation and insight
- · Innovation opportunities driven by Cloud



Thought Leadership

- · Connected supply chain
- Technology as a value enabler
- · Prescriptive implementation



Competitive Landscape

- SAP & Microsoft
- · Industry specific cloud battleground
- Re-entry of SMB space

INFORM3

Here's what we are investing in

Industry

Provide deep, vertical capabilities and content to drive customer value and adoption

Deeper extensibility to provide more project agility

Cloud

Investing in Cloud services to meet the evolving industry and global requirements. Enabling the agility and scalability to support changing business strategies

Experiences

Deliver user satisfaction and productivity through an intuitive experience. Expanding access to core business processes for wider user group throughout the enterprise

Innovation

Utilizing Cloud technologies and big data to provide innovative new ways of doing business

IDC predictions 2021: Cloud native, Industry Clouds, Saas and data centric



Modify and extend M3 business engine logic

- Write customer specific logic
- Based on Groovy, a Java based language
- Executed by Exit Points in M3 programs
- Portable between tenants/environments

Recently added custom tables, custom APIs, integration to Data Lake

ICS and partners certified – Approval process for deploying in PROD

2021

XtendM3 -extending and adapting your business logic

BUSINESS OUTCOME #1

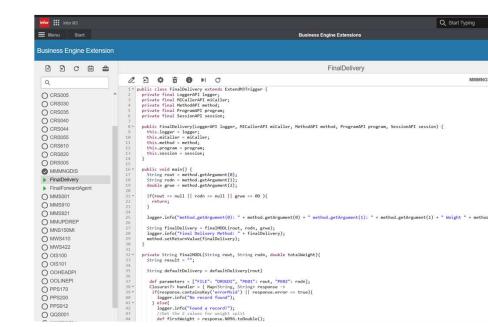
Allow custom code within a multi-tenant environment

BUSINESS OUTCOME #2

Extend the M3 data model with custom tables

BUSINESS OUTCOME #3

Centrally controlled and deployed code for easy administration





Industry

Dominate with deep, vertical, and adjacent industry expertise to delivery solutions that meet your unique needs

Accelerate your cloud adoption with industryspecific embedded business processes





Establish Agreement

- Rebates
- Bonus
- Trade promo
- Commissions



Debt Accrual

- Advanced accrual rules
- Integrated financials for debt and P/L



Agreement re-generation

- Late arrival
- Changed scope or terms
- Re-gen of accruals and update financials



Claims and Settlements

- Credit note
- Bank transfer
- · Claims in AP
- Deductions in AR
- Scan-based claims



- Close off
- Reverse nonsettled accruals and debts.
- Re-distribute variances for P/L at customer and item.



2021

Retrospective Trade Agreements deliver:

BUSINESS OUTCOME #1

Accruals with reregeneration for accurate financial statements and margin at customer / item

BUSINESS OUTCOME #2

Reduce losses due to false deductions and claims

BUSINESS OUTCOME #3

Automate to reduce admin burden of managing trade agreements



M3 Analytics: CFO Dashboards

BUSINESS OUTCOME #1

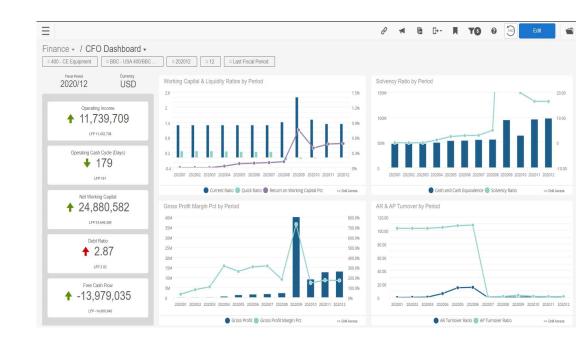
Help executives with the insights they need to understand their company's financial/business performance

BUSINESS OUTCOME #2

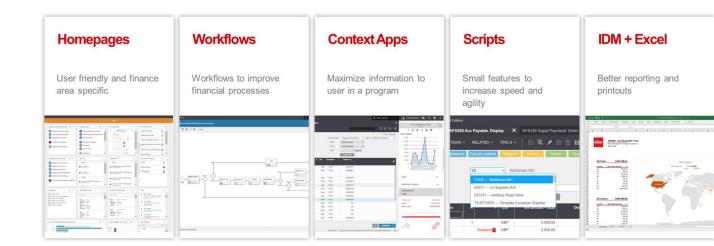
Delivering high-level ratios and metrics derived from M3 financial data.

BUSINESS OUTCOME #3

Built from the rich M3 Analytics to support decision makers at various levels of the organization.







Financials 4.0 – visual finance through Infor OS:

BUSINESS OUTCOME #1

Higher productivity through rich content

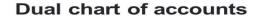
BUSINESS OUTCOME #2

Provides further inspiration to deeper adoption of available tools

BUSINESS OUTCOME #3

More value from existing applications





Allowing companies to operate with multiple chart of accounts

Multiple valuation methods

Introduce multiple valuations for inventory, customer bad debts and currency revaluations

Multiple books

Classify the voucher into different accounting books

Reporting

Allow reporting depending on selected accounting book



2021

Corporate Accounting and Reporting benefits customers by:

BUSINESS OUTCOME #1

Enables global companies to report under multiple rules such as local GAAP, IFRS or other rules.

BUSINESS OUTCOME #2

Different valuation methods to apply for valuation of fixed assets, inventory, work in progress, currency re-valuations.

BUSINESS OUTCOME #3

Ensure correct balance sheets and costs in profit and lost reports. Finally change the automatic year end process

Selected Highlights Already Delivered in 2021

1800+ net changes

Industry

- · Retrospective Trade Agreement
- · Grower contract with invoice matching
- · Dynamic aging of lots
- · Major Mobile Field Srv. Enhancements
- · Nexus for connected enterprise network
- Target Buying at Item Warehouse Level

Cloud

- · Corporate Accounting and Reporting
- · Guatemala, Turkey, Philippines
- · Exemption letter, Italy and Philippines
- Intrastat update 2022
- d/EPM for Budgeting & Planning
- PLM for Process utilizing Data Lake
- · Zero downtime for patching
- · Improved search architecture

Experiences

- CFO Dashboards
- Integrated Analytics utilizing Infor OS
- Financial 4.0
- Factory Track incl. Sublots, Alt. UoM and pack size support
- SalesHub homepage widgets

Innovation

- Coleman AI 3 ML models 1 optimization model
- · Coleman Digital assistant
- XtendM3 Dynamic tables, Data Lake, APIs
- Integration tool enhancements
 - customer messages

M3 Cloud and CloudSuites

Agenda

01

Update



02

M3 Cloud



03

Highlights



04

Roadmap



WORLD VIEW - September 2021, representing 92% of the global GDP



^{*} Not localized for Equipment

Languages

Arabic
Bulgarian
Chinese - Simplified
Chinese -Traditional
Czech

Croatian
Danish
Dutch
English
Estonian
Finnish

French
German
Greek
Hebrew
Hungarian

Italian

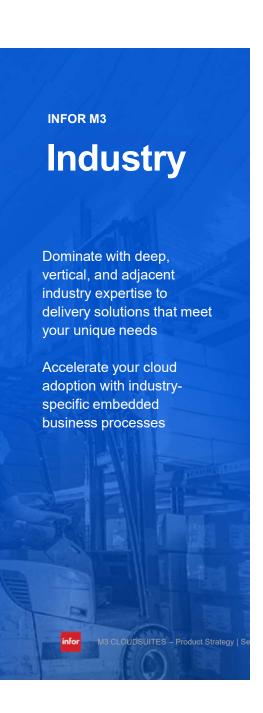
Japanese Korean Latvian Lithuanian Norweigan Polish Portuguese Romanian Russian Serbian Slovene Spanish Swedish
Thai
Turkish
Ukraine
Vietnamese

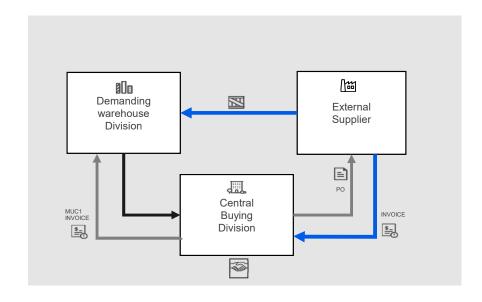
30 GENERAL AVAILABLE LANGUAGES

LANGUAGES IN DEVELOPMENT PLAN 02

LANGUAGES
ON ROADMAP







Central Procurement, will deliver

BUSINESS OUTCOME #1

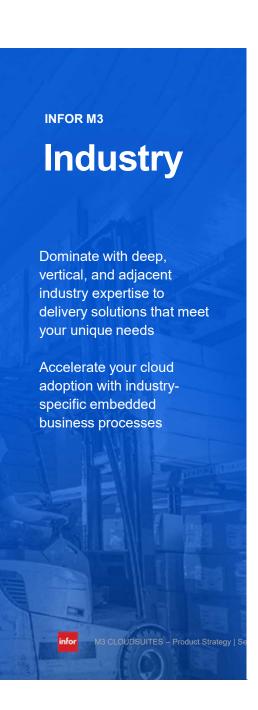
Efficiency through centralized invoice process

BUSINESS OUTCOME #2

Central agreements that can be consumed and tracked

BUSINESS OUTCOME #3

Improved Available-to Promise and better channel satisfaction





Digital signatures to help support 21CFR part 11 for FDA compliance:

BUSINESS OUTCOME #1

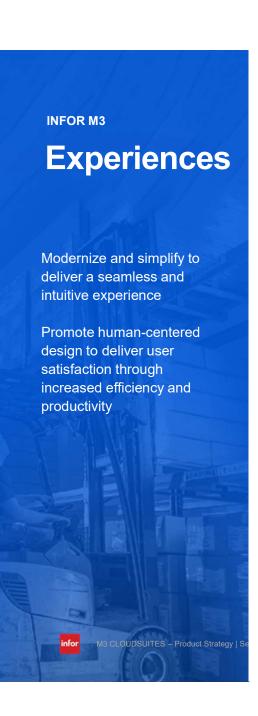
Enables F&B and lifesciences to adhere to FDA compliant processes

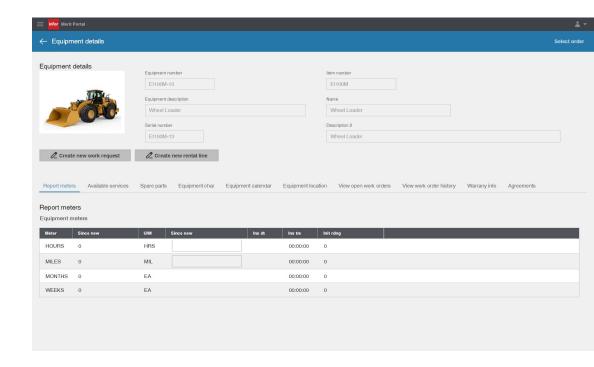
BUSINESS OUTCOME #2

Digital processes builtin at the core of the suite

BUSINESS OUTCOME #3

Allows existing lifescience customers to upgrade to cloud





M3 Portals for Equipment & Issue Management:

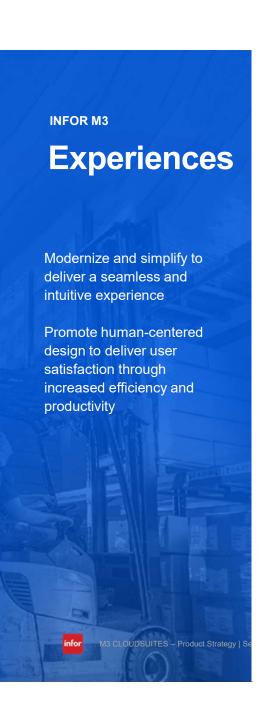
BUSINESS OUTCOME #1

Supports self-service processes for your customers and partners

BUSINESS OUTCOME #2

Equipment: Equipment and rental management including self-service rental and service requests **BUSINESS OUTCOME #3**

Issue Management: Claims relating to goods and services including replacement orders, returns and credits



QI Requests to Release 2016-05-02 QI Requests to be Processed 2015-05-07 10 000 000000 2016-07-08 QI Requests - Rejected 2016-07-14 0 Quality Assurance Certificate of Analysis Task List Explorer Q ... Quality Inspection Process Item: U11120 Item: Ketchup ROFNI Organic 20 Oz . Reg ID: 00000461 Quality Spec. and Master Data Graphical Lot Tracking Workflow Viewer Material Specs to be Approved

0000000

QI-requests by complete date

QI-requests rejected by date

Open QI-request by date

2021

Redesigned Homepages

BUSINESS OUTCOME #1

Lower cost implementations due to richer content

BUSINESS OUTCOME #2

Quality Manager

M3 Information Monitor

More focused information

BUSINESS OUTCOME #3

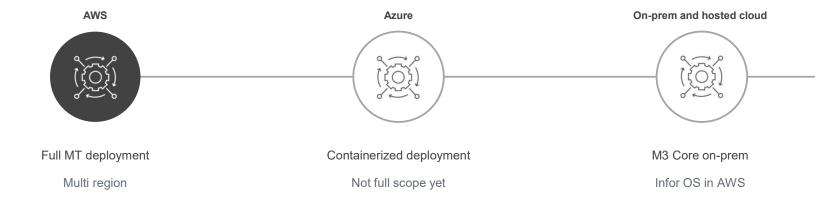
Delivered in core product

12-month outlook

CAPABILITY	INDUSTRY
Integration to Infor WMS improved; New for Infor TMS & Nexus TMS	Central Procurement Process Flow
Integration with Salesforce.com & Dynamics CRM	Customer Contact at Customer Order Entry
Integration to Global Risk & Compliance Watchlist Insight	Common credit stop function for M3
Integration with Infor Distribution Proof of Delivery	Configurable Text Blocks for external documents
Modern M3 including mega scale and lower maintenance time	Digital signatures – 21CFR Part11 compliant
Israel M3 Country Version	Movement of goods under PO-inspection
Containerized M3 for on-premise (Self-Hosted) - Controlled Availability	Allow for multiple parallel deliveries per order line
E-invoice: Egypt, Saudi, Indonesia, Czech, Australia, New Zealand	Internal Sales Order – multiple additions
Customer deposits and tax handling	Retrospective Trade agreements - Phase 2
	Integration to Infor WMS improved; New for Infor TMS & Nexus TMS Integration with Salesforce.com & Dynamics CRM Integration to Global Risk & Compliance Watchlist Insight Integration with Infor Distribution Proof of Delivery Modern M3 including mega scale and lower maintenance time Israel M3 Country Version Containerized M3 for on-premise (Self-Hosted) - Controlled Availability E-invoice: Egypt, Saudi, Indonesia, Czech, Australia, New Zealand

infor

M3 Multi cloud and on prem



One codebase, common tools, common admistration, everyone is running latest version

Common extensibility tooling – no java modifications

Going forward all deployments will be based on single containerized solution

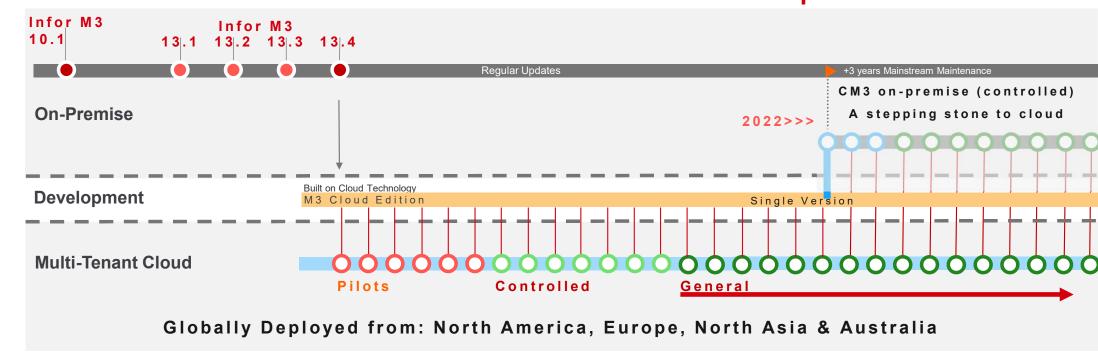


M3 DIRECTIONS

The M3 evolution

M3 Cloud

- Fluid and agile
- Full usage of cloud
- Continuous deliverables
- New Technologies; new innovations; industry analytics
- All investment focus is Cloud





R&D

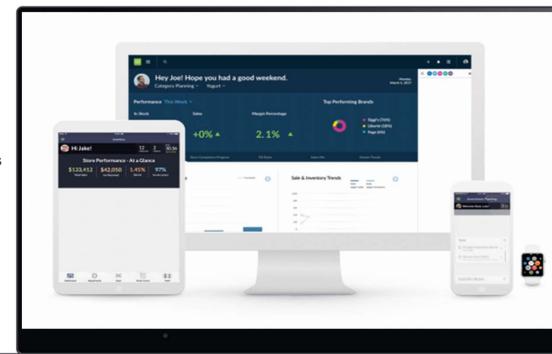
CM3: Core M3 in your own datacenter

New Technology for On-Premise

- CM3 is containerized M3 business engine and core components
- Proven M3 functionality from the M3 cloud edition technology
- Infor OS MT cloud required
- Major modernizations no java modifications
- · Regular delivery of new features
- · Controlled by Toggles
- Extensible via XtendM3 and more
- · Controlled available

Platform Support (To be determined)

- Win/SQL Pilots planned for Q1/2022
- IBM P-series/DB2/400
- Linux/Postgres





CM3 On-Premise Release

CM3 On-Premise Release

VALUE

- Run in your own data center
- Access to latest M3 features
- Control
- Potential access to DB
- Access to modernized tooling and infrastructure
- Will require Infor OS in Cloud

BEST PRACTICES

- Business logic adjustments done with extensibility tooling (XtendM3)
- Use IONAPIs and BODs for integration
- Update often all corrections done on latest version

CONSIDERATIONS

- Customer is responsible for infrastructure operations – for example HA/DR/Scaling, backups and security
- No access to source code and no code changes
- Upgrade investment similar to Cloud
- The long-term strategic choice for Infor is cloud
- ...so why not go cloud?



M3 USER EXPERIENCE

A New Approach

Composite model UX

Ability to model your perspective across processes

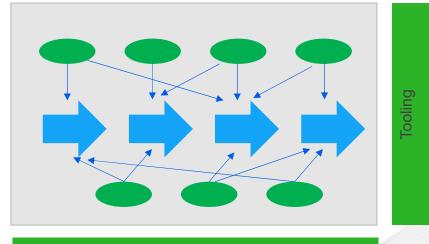
Existing solution examples

- · Homepages, Widgets, H5 SDK etc.
- These concepts continues to be supported

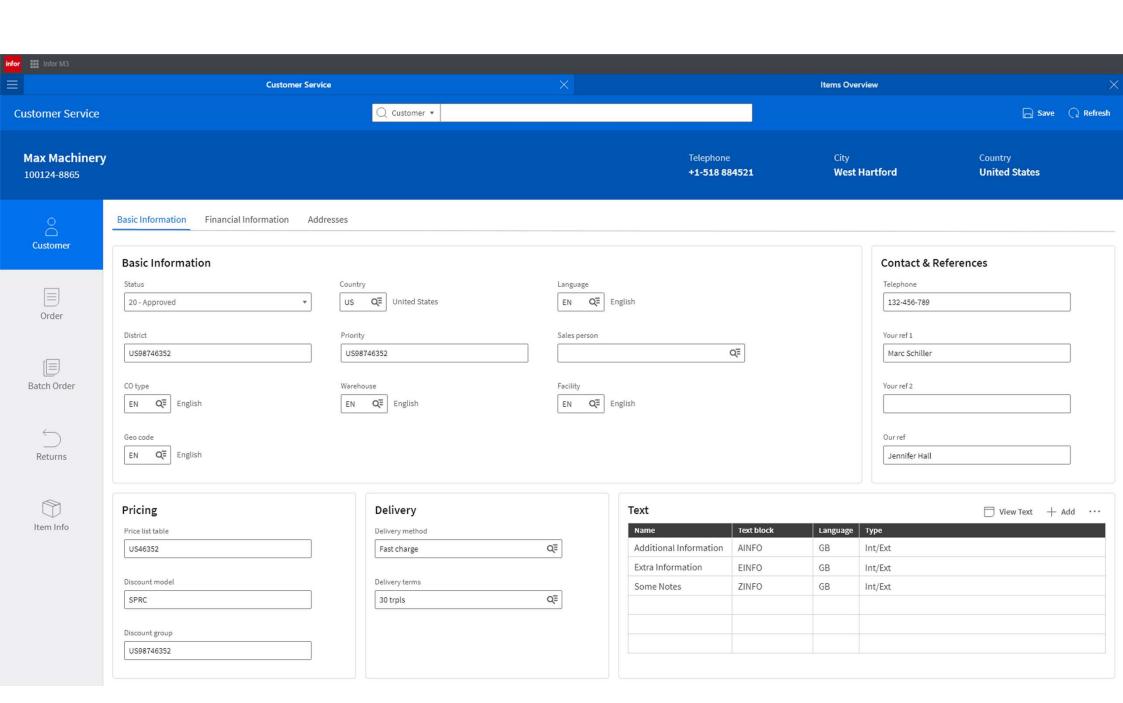
New M3 UI is taking the composite model into the core

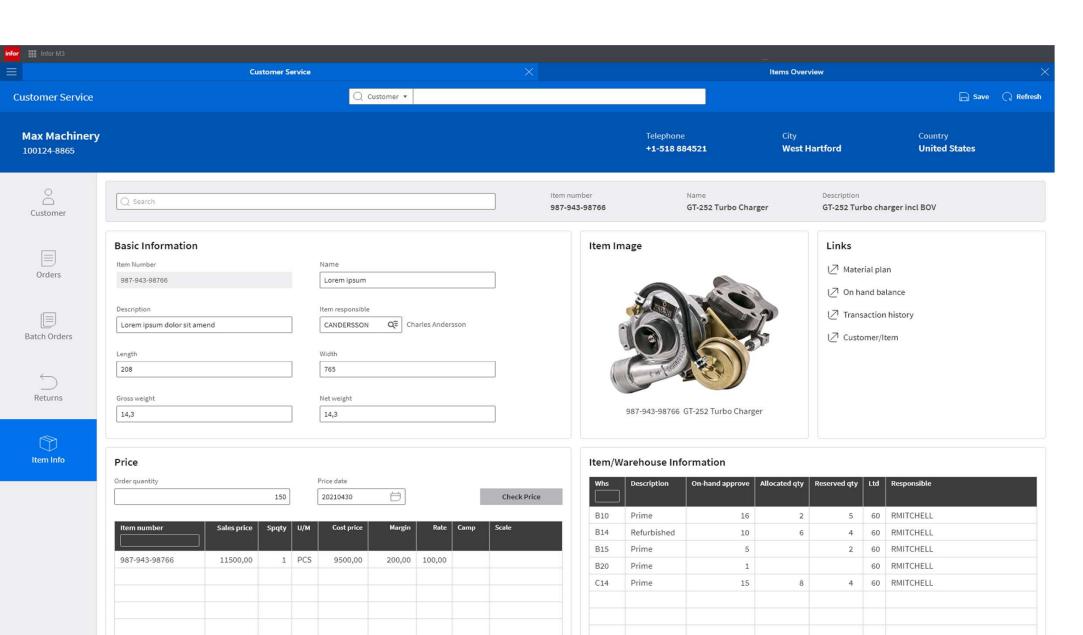
- Composite capabilities built into core UI
- Based on configuration decoupled from the business logic
- Embedded tooling for easy configuration

New and existing approach will co-exist

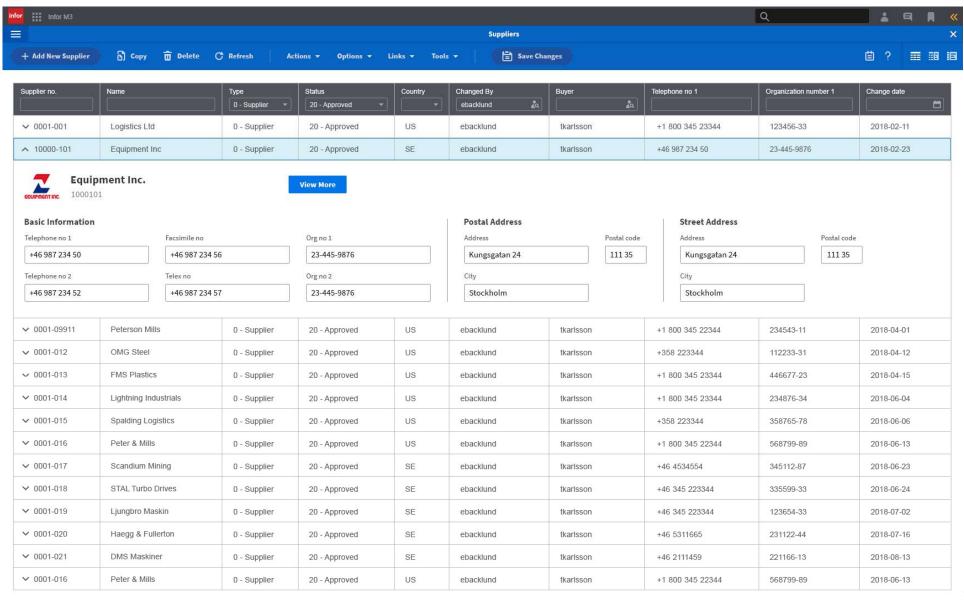


Configuration





Υ



Infor.com

M3 DIRECTIONS

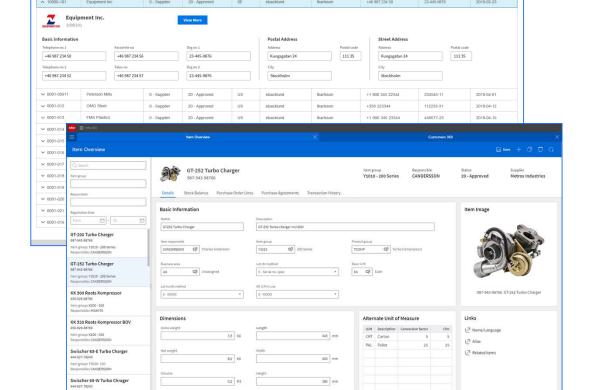
New M3 User Experience

HIGHLIGHTS

- New cloud architecture
- Stateless and decoupled
- Responsive design
- Role based processes across M3 functions
- Fully configurable down to field level
- Embedded UX design tooling
- · Coexist with current H5 client
- Released process by process

Planned for June 2022

(pilots during spring)



+1 800 345 2334

2018-02-11



INFOR CLOUDSUITES

Infor CloudSuites:

(V) INDUSTRY SPECIFIC

Industry focused, pre-configured yet flexible, solutions based on Infor application suites, delivering industry leading business processes

(READY-TO-GO CONTENT

Rich content to give a higher and more precise starting point and lower the cost of implementation

 (\checkmark) GROWS WITH YOUR BUSINESS

The Infor CloudSuites are built on a true cloud architecture that will scale with your business requirements and be fluid to handle the constant change of processes

GLOBAL COVERAGE

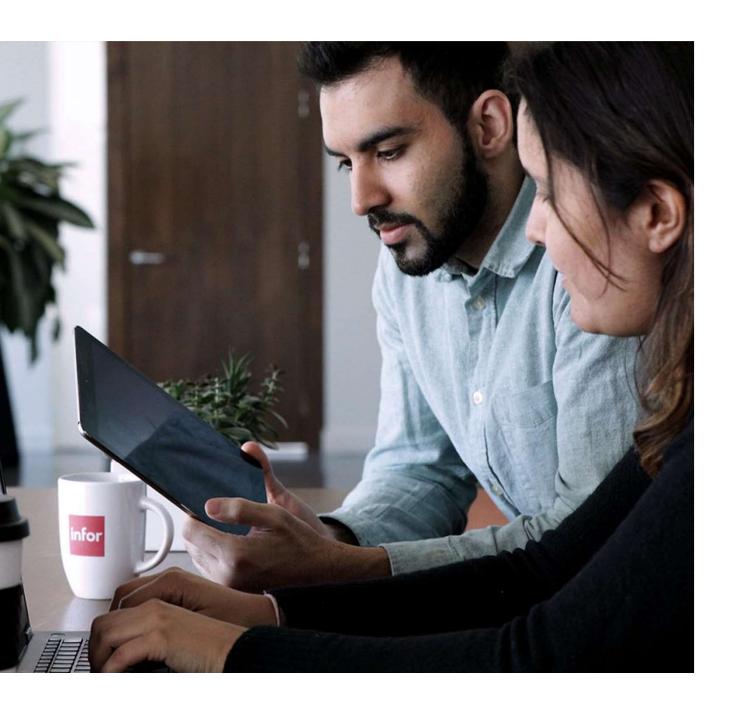
Infor CloudSuites are global and can help your business around the globe to be legal compliant and follow local rules

LEADING CLOUD TECHNOLOGY

Infor is constantly investing in our Cloud technology that form the basis for the Industry CloudSuites. These are built on the latest technologies utilizing the proven AWS platform

(CONTINUOUS INVESTMENTS

Infor is continuously investing in our Industry CloudSuites adapting new technologies, broaden our footprint and providing new and deeper industry functionality



Thank you

Infor is a global leader in business cloud software specialized by industry.

Infor.com



Copyright © 2020. Infor. All Rights Reserved. Infor.com