

REPOSITION FINANCIAL SERVICES ORGANIZATIONS FOR GROWTH



An industry in transition

Financial institutions are at a crossroads. Legacy systems, built for a different era, are struggling to meet the demands of digital-first consumers and an evolving regulatory landscape. Meanwhile, fintech disruptors are redefining customer expectations, pressuring traditional banks to modernize—or get left behind.

As technology accelerates, many financial institutions are looking at ways to scale AI projects, kick starting or advancing their embedded finance and digital identity journeys, while also addressing regulatory, compliance, and environmental imperatives.

TRANSFORMING DECADES-OLD FINANCIAL INFRASTRUCTURE IS NOT JUST ABOUT UPGRADING TECHNOLOGY—IT'S ABOUT ENABLING NEW AND MORE PROFITABLE BUSINESS MODELS.

With the right approach, banks can merge legacy systems with cutting-edge digital platforms, helping enable more seamless customer experiences, data-driven decision-making, and operational agility.

Focusing on sustained profitability and revenue growth

Today's financial services companies operate in a rapidly evolving business environment and should consider these pressing industry trends:



Regulatory changes: A shifting regulatory landscape requires financial institutions to remain agile in compliance and reporting processes. Regulators are enforcing stricter policies on operational resilience, business continuity, and data governance, pushing financial institutions toward more holistic risk management and compliance frameworks.



Improved risk management: In today's complex business environment, financial services organizations face significant hurdles in enhancing risk management. Many firms struggle to achieve a consistent perspective on risk and performance that encompasses credit, market, liquidity, interest rate, and business risk.



Changing demographics: Young generations prefer mobile and online solutions. For example, many banks are merging legacy banking applications and historical datasets with modern mobile and web interfaces to help remain competitive. Traditional core banking systems were not designed for the digital age, and the risk associated with updating these legacy platforms is high. Equally, as the population ages and life expectancies increase, there is a growing need for financial products focused on retirement planning, such as pensions, annuities, and wealth management services. Financial organizations need to adapt their offerings to cater to this demand. Older demographics often hold a larger share of assets, and this requires organizations to develop sophisticated wealth management solutions and advisory services to manage these assets effectively.



Cost pressures: Years of reduced interest rates have led to lower margins for financial institutions and higher cost-to-income ratios. Slow economic growth in Europe has heightened the focus on cost reduction.



Talent acquisition and retention: Financial organizations often face challenges in attracting and retaining skilled workers, particularly for specialized skills in areas like data analytics, cybersecurity, artificial intelligence, and fintech. High turnaround and an aging workforce complicates workforce planning.



Need for rapid innovation: Financial institutions require better transparency and control over data, allowing them to develop intelligent, data-driven solutions quickly. AI and digital identity innovations are helping reshape operations, while embedded finance continues to drive new customer engagement models.



Managing IT risk, fraud, and security: Increased digitization has opened up financial organizations to increasingly sophisticated and frequent cyberattacks, including ransomware, phishing scams, and denial-of-service attacks. Data breaches and reliance on third-party vendors for various IT services has increased their exposure, potentially disrupting operations, compromising sensitive data, and causing financial losses.

A DYNAMIC DUO FOR THE FINANCIAL SERVICES INDUSTRY

When you work with Deloitte and Oracle, you are harnessing deep industry experience, innovative technology platforms and powerful solutions to help amplify the success of your organization. With Deloitte and Oracle, you're not just preparing for the future, you're shaping it and leading the way with innovation that matters.

Deloitte offers a range of key services for financial services industry firms, including an end-to-end operating model; organizational design, data, and business intelligence strategies; regulatory advisory services; and help with technology transformations.

More broadly for financial services organizations, **Oracle's** solutions embed AI from the infrastructure layer to the applications. This technology synthesis brings data and AI to life to help empower new platform and ecosystem business models. Oracle's cloud native banking, payments, risk, and finance applications provide the performance, security, and economics to help turn technology into a competitive differentiator.

Whether you need to introduce real-time payments, embrace embedded finance, digitize trade, modernize your core, augment your workforce, or build next-gen customer journeys, Oracle has the technology to help you thrive—now and in the future.



Tailored solutions for your business

Oracle's evolving platform and cloud solutions—backed by Deloitte's deep industry and innovative technology experience—provide a full spectrum of sector-specific capabilities:



Finance transformation: With Oracle's FSGIU (Financial Services Global Industry Unit) solutions, Deloitte helps banks and insurance companies create a common data foundation to aide their complex profitability analysis, fund transfer pricing, cash flow, liquidity risk, and regulatory needs such as International Financial Reporting Standard (IFRS) 9 and Basel banking framework. Finance transformation extends to Oracle's Accounting Foundation Cloud Services (AFCS), specifically designed for the financial services industry and an essential component to the general ledger (GL) and financial reporting process. With AFCS, Deloitte helps banks and insurance companies implement instrument-level accounting, managing granular accounting data, along with the processes and controls necessary to produce insightful and trusted financial reporting.



Core banking transformation: Oracle Banking Cloud Services is driving significant transformation in core banking. Leveraging Oracle's AI-powered tools, Deloitte helps financial institutions streamline credit checking, fast-track loan approvals, and enhance customer onboarding processes, increasing efficiency, reducing costs, and enhancing competitiveness in the digital banking landscape.



Rigorous operational execution: Deloitte provides deep experience with the Oracle Fusion Applications suite, with an intensive focus on the ERP and EPM platforms that support core banking, insurance, and asset management functions.



Cost reduction: Deloitte and Oracle can assist clients in identifying cost-saving opportunities through AI-driven efficiencies, helping to gain long-term operational sustainability. For example, Robotic Process Automation (RPA) can incorporate AI-powered bots to automate repetitive and rules-based tasks, while AI algorithms can analyze workflows to identify bottlenecks, flag inefficiencies, and circumvent fraudulent transactions.



Generative AI adoption: Deloitte implements AI-driven automation to help improve efficiency, reduce manual workloads and generate valuable insights. For example, AI-powered bots can analyze general ledger data and generate narrative reports, helping increase efficiency and accuracy.

THE LEADER IN **DATA MANAGEMENT**

Oracle has been a leader in database management for nearly 50 years, providing many of the world's largest financial institutions with a robust data foundation. Its integrated tool set supports core banking capabilities, financial analytics, risk modeling and regulatory reporting. With an increasing demand for transactional detail from regulators, Oracle's financial services data model helps enable more seamless analytics and compliance.

The resurgence of interest in sub-ledgers among financial institutions highlights the need for modernized infrastructure. Many investment banks have already migrated their sub-ledgers onto a single platform, benefiting from Oracle's EPM solutions, consolidation planning, and integrated ERP reporting capabilities.

Oracle's platform also includes solutions and capabilities for retail banking, corporate banking, payments, asset management, financial crime and compliance management, revenue management and billing, life insurance, annuities, and healthcare payers. With Oracle's comprehensive set of integrated digital and data platforms, financial institutions are empowered to deliver next-generation financial services. Oracle helps enable customer-centric transformation, supports collaborative innovation, and drives efficiency. Oracle's data and analytic platforms are designed to help financial institutions drive customer insights, integrate risk and finance, fight financial crime, and comply with regulations.

Rolling out Generative AI Solutions

Generative AI isn't just a trend—it's a transformative technology that has the potential to reshape your business. Together, Deloitte and Oracle have the technology and experience to help financial services firms navigate the complexities of GenAI implementations, maximize data assets, and create reliable solutions to help drive sustainable growth.

GenAI can enhance standard application functions such as journal anomaly detection, revenue forecasting and expense management. One impactful use case is leveraging machine learning to analyze IFRS 17 sensitivities, helping financial institutions assess and report liabilities and profits with greater accuracy and transparency.

Whether you're deploying embedded AI feature and agents in Oracle Applications, building custom large language models (LLMs), or fine-tuning pre-built models with your enterprise data, Deloitte and Oracle can provide comprehensive support at every step of your journey. We help you move beyond experimentation to realize fully functional, production-ready GenAI and Agentic AI solutions—customized to your business.



CASE IN POINT:

HOW DELOITTE AND ORACLE HELPED TRANSFORM ONE OF THAILAND'S BANKING PIONEERS

To remain competitive in the digital era, one of Thailand's largest banks worked with Deloitte to modernize its legacy systems, launch a new mobile banking app, and make it easier to send and receive money digitally using QR codes, reducing the need for cash transactions.

Previously, the bank's fragmented financial infrastructure posed a challenge, slowing reconciliation, budgeting and risk analysis. To unify operations, the bank worked with Deloitte to implement Oracle Cloud ERP and Oracle Cloud EPM, consolidating its core banking systems and creating a "single source of truth" for financial management.

The transformation had a measurable impact on operations: payments now process in a single day, and account reconciliation transactions that formerly took an hour have been slashed to just 10 minutes. The bank also improved its governance and financial controls while eliminating manual processes and paper documentation, streamlining back-office operations.

Following the ERP, EPM and back-office transformations, Deloitte went on to implement the financial services data foundation layer for the bank and implemented Basel, general ledger reconciliation, profitability analytics, fund transfer pricing, and liquidity risk management solutions to cater to the bank's needs.

Today, with a more modern and agile financial system, this large bank blends its rich heritage of trust with fintech innovation, delivering better customer experiences and driving more sustainable growth.

"Oracle Cloud ERP features make our applications more streamlined and user-friendly. The infrastructure is fast, powerful and secure, and we have a high level of confidence in the system's stability."

- Program Director at one of Thailand's largest banks



WHAT DISTINGUISHES DELOITTE'S ORACLE FINANCIAL SERVICES PRACTICE?

The Deloitte and Oracle relationship is distinguished by several key factors:



Global breadth, local team: Deloitte combines a broad, worldwide consulting practice with deep local knowledge related to tax, risk, and regulatory compliance. This allows for a tailored approach in each market.



Mature transformation programs: Deloitte's advisory services extend beyond consulting to include full-scale transformation programs, helping institutions achieve sustainable innovation.



Staying power: Deloitte's long-standing relationship with Oracle, including being the first to achieve 'Global Cloud Elite' partner status and having over 30 years of collaboration with Oracle.



Critical mass: Deloitte's industry-focused workforce of nearly 23,000 experienced Oracle practitioners combines Oracle and financial sector knowledge, delivering tailored technology solutions.



Functional experience: Deloitte's legal business services group supports Financial Services' legal departments, offering managed services and outsourcing, M&A transaction support, legal spend management, and transformation and operating models.



Pre-built tools and accelerators

Deloitte and Oracle offer a range of pre-built business process flows, integrations and tools to assist Financial Services clients during technology implementations or business transformations. For example, the Application Portfolio Strategy Tool helps clients analyze their current state application inventory and determine a future state application portfolio landscape, while the Deloitte Cloud Workbook guides clients in determining their path to cloud adoption and helping optimize their organizational structure.

Take off with Ascend™

Financial services engagements are powered by our proprietary Enterprise Value Map and a unique delivery platform known as Deloitte Ascend. By evaluating initiatives over a three-year roadmap, we focus on measurable ROI and a more enhanced user experience. The Ascend methodology for finance transformation projects leverages:

- Agile sprints for process modeling and design
- Best practices from numerous implementations
- Test scripts and standardized configurations

Ascend integrates thousands of client examples, offering a structured approach to financial services modernization.

A scalable, cost-effective delivery model

Deloitte's established delivery model leverages global teams to ensure high-quality implementation while maintaining competitive pricing for clients.

By integrating cutting-edge technology, deep industry experience, and a structured methodology, Oracle and Deloitte can provide financial institutions with a future-ready foundation for innovation and growth.

INNOVATION *WITHOUT CONSTRAINT*

Adopting enterprise technology can be challenging, and selecting the right service providers is essential for success. Deloitte and Oracle have teamed up to offer the industry experience, strategic alliances, and technical skills necessary to help apply new technology effectively to your business.

READY TO TRANSFORM YOUR BUSINESS?

Connect with us today and learn how Deloitte and Oracle can help you transformation your organization for the future.

Nick Grewal

Principal, Oracle Global Financial Services Leader
Deloitte Consulting LLP
nicgrewal@deloitte.com

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