Workday Expands Business in Japan

Japanese Organizations Growing Globally Look to the Cloud for Finance and HR

PLEASANTON, CA and TOKYO, JAPAN--(Marketwired - Jan 13, 2015) -Workday, Inc. (NYSE: WDAY), a leader in enterprise cloud applications for finance and human resources, today announced its business in Japan is growing as more customers make the shift to the cloud for finance and human resources (HR) and away from legacy technology.

More Japanese organizations are looking to take advantage of the next wave of enterprise software, where business applications bring together modern technologies including cloud, mobile, and analytics to better support critical decision-making that drives business transformation. According to industry analyst firm Gartner, spending in Japan for Enterprise Resource Planning cloud applications, which includes human capital management and financial management applications, is expected to grow at a compound annual growth rate (CAGR) of 8.8% between 2013 and 2018.(1) This is substantially higher than the CAGR for overall enterprise application software spending in Japan, which is estimated to be 5.2%, as well as overall software spending, which is estimated to be 4.1% in this time period.(2)

Workday established its office in Tokyo in 2013 and supports more than 150 global companies with operations in Japan, in addition to well-known domestic companies including Nissan and Sony. The country is one of four major markets for Workday in the Asia Pacific region, which also includes Australia, China, and Singapore. To help support the growing number of customers, Workday also plans to increase its workforce in Japan, focusing on key roles in product development, customer support, services, and sales.

The company's continued expansion in Japan coupled with its focus on a rapid pace of innovation, the industry's highest levels of customer satisfaction, and an employee-focused culture will help more companies move to the cloud. With Workday, Japanese companies can gain:

- **Simple and intuitive enterprise cloud applications:** Designed taking cues from the consumer Internet, Workday was built from scratch for the way people work today in a cloud and mobile-focused world.
- **Fast innovation with a single code line:** Workday removes complexity and increases speed by developing on the same code line that customers use, delivering more innovation and faster updates.
- **Unified architecture for a global view of business:** Built from scratch for the cloud, Workday delivers a single system for a global view of the workforce while still adhering to local business requirements.
- **Business insights for better decision-making:** Built-in support for big data, combined with embedded analytics at the core of Workday, empower organizations with critical insights to make more informed business decisions.
- **One customer community for collaboration:** With only one version of Workday, all customers can work together and share ideas to advance their businesses all while making the applications better for everyone in the community.

Comments on the News

"We are honored to call some of Japan's most iconic brands our customers," said Mike Stankey, president and chief operating officer, Workday. "We are committed to this market and will stay focused on providing the highest levels of customer satisfaction to Japanese businesses in the same way our customers around the world have come to expect from Workday."

"In Japan, we see more companies looking to expand globally, and they want enterprise applications to help them concentrate on their customers and growth, not on complexity and administration," said Hanshin Kim, general manager, Japan, Workday. "Workday's unified suite of cloud applications delivers a global view of the workforce, seamlessly combined with financial data, to help companies make the critical business decisions. We look forward to helping more Japanese companies put finance and HR in the cloud with Workday."

(1) Source: Gartner, Inc., "Forecast: Public Cloud Services, Worldwide, 2012-2018, 4Q14 Update," by By Ed Anderson, Venecia Liu, Andrew Frank, Susan Cournoyer, TJ Singh, Morgan Yeates, Cathy Tornbohm, Rajesh Kandaswamy, Jeff Roster, Dan Sommer, Joanne Correia, Yanna Dharmasthira, Hai Hong Swinehart, Tom Eid, Bianca Granetto, Chris Pang, Laurie Wurster, Chad Eschinger, Fabrizio Biscotti, Gregor Petri, Douglas Toombs, Gianluca Tramacere, Dean Blackmore, Lai-ling Lam, Jie Zhang, Alan Dayley and Ruggero Contu, 30 December, 2014.

(2) Source: Gartner, Inc., "Gartner Market Databook, 4Q14 Update," by Kenneth Newbury, Steve Cramoysan, Kathryn Hale, Jonathon Hardcastle, Colleen Graham, George Shiffler III, and Ranjit Atwal, 30 December 2014.

About Workday

Workday is a leading provider of enterprise cloud applications forfinance and human resources. Founded in 2005, Workday delivers financial management, human capital management, and analytics applications designed for the world's largest companies, educational institutions, and government agencies. Hundreds of organizations, ranging from medium-sized businesses to Fortune 50 enterprises, have selected Workday.

Forward-Looking Statements

This press release contains forward-looking statements including, among other things, statements regarding the expected performance and benefits of Workday's offerings. The words "believe," "may," "will," "plan," "expect," and similar expressions are intended to identify forward-looking statements. These forward-looking statements are subject to risks, uncertainties, and assumptions. If the risks materialize or assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. Risks include, but are not limited to, risks described in our filings with the Securities and Exchange Commission (SEC), including our Form 10-Q for the quarter ended October 31, 2014 and our future reports that we may file with the SEC from time to time, which could cause actual results to vary from expectations. Workday assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the date of this release.

Any unreleased services, features, or functions referenced in this document, our website or other press releases or public statements 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, Inc. services should make their purchase decisions based upon services, features and functions that are currently available.

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