

Fourth-Quarter and Full-Year 2007

Preliminary Results Release



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Frankfurt, Germany
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THE BEST-RUN BUSINESSES RUN SAP



Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “intend,” “may,” “plan,” “project,” “predict,” “should” and “will” and similar expressions as they relate to SAP are intended to identify such forward-looking statements. SAP undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect SAP’s future financial results are discussed more fully in SAP’s filings with the U.S. Securities and Exchange Commission (“SEC”), including SAP’s most recent Annual Report on Form 20-F filed with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.

The background of the slide is a photograph of two business professionals, a woman and a man, walking from left to right. They are dressed in professional attire (suits and a dress). The image is intentionally blurred to convey a sense of motion and activity. The background wall is made of large, light-colored rectangular panels.

2007
**A Year of
Success
for SAP**

SAP significantly exceeded its **revenue** guidance

- Software and software related services revenue grew 13% in 2007
- Software and software related services revenue grew **17%** in 2007 at constant currencies
- SAP significantly exceeded its guidance of **12% – 14%** at constant currencies

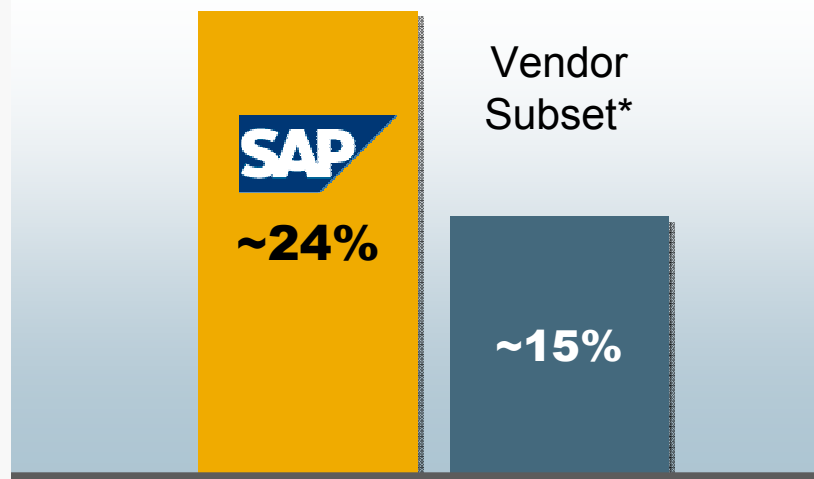
SAP comfortably achieved its **margin** guidance

- SAP achieved an operating margin of 26.7%
 - Currency effect: -30 basis points
 - Accelerated investments in SAP Business ByDesign: -120 basis points
- SAP comfortably achieved its operating margin guidance of **26% – 27%**

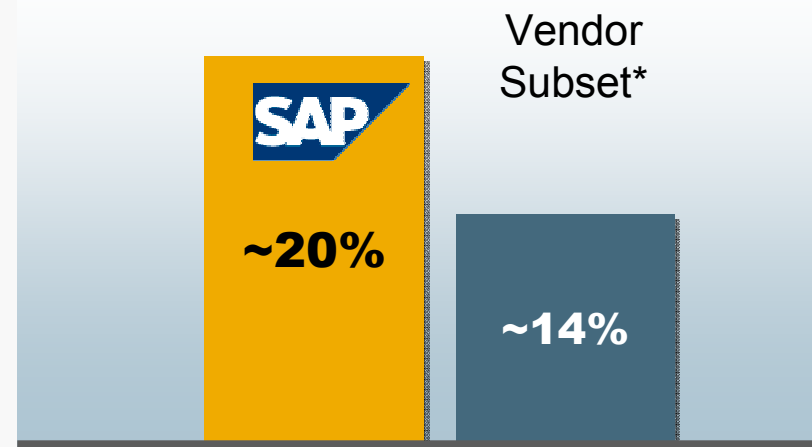
In 2007, SAP Outperformed the Market Again...



Software and Software Related Service Revenue Growth (US\$)



Total Revenue Growth (US\$)



	2007 €m	2007 US\$m**	2006 US\$m**	US\$ Growth**
SAP Software and Software Related Service Revenue	7,428	~10,421	~8,393	~24%
SAP Total Revenue	10,245	~14,353	~11,940	~20%

Source: SAP analysis, vendor analysis, and financial analysts estimates as of Jan. 18, 2008.

* Vendor subset is defined as a subset of approximately 25 vendors

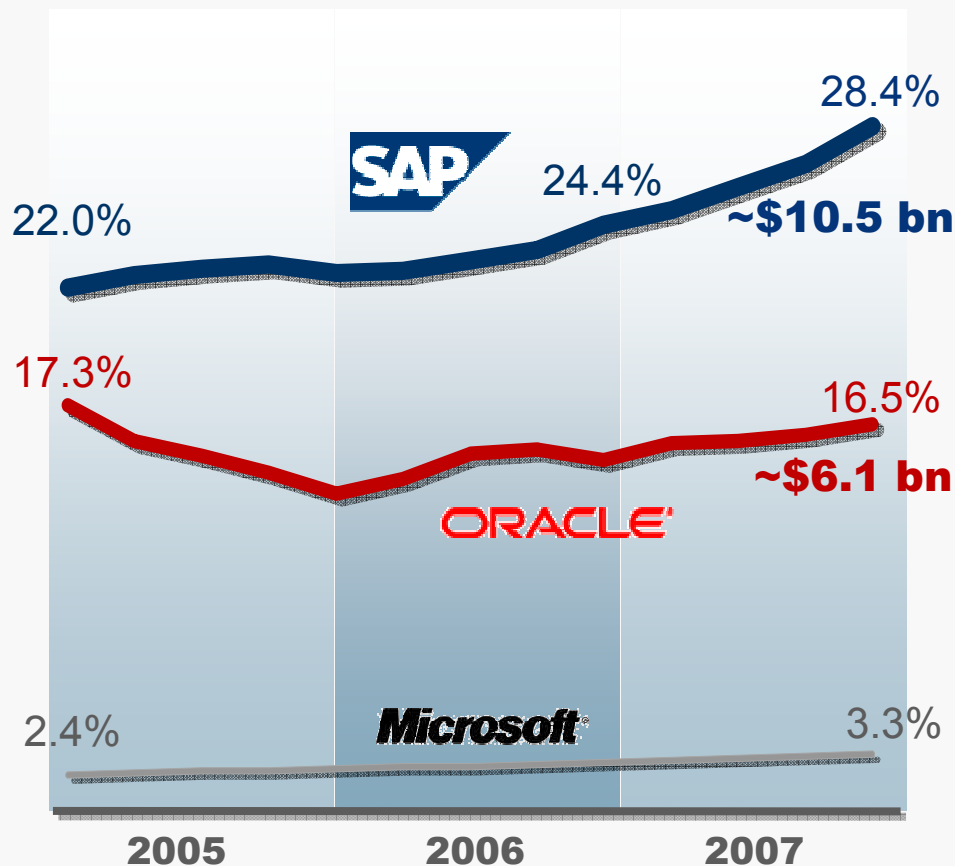
ORCL (only in SSRS analysis), ARBA, ADVS, INFA (only in total analysis), KRON, COGN, ITWO, SY (only in total analysis), PMTC (only in total analysis), CERN, VIGN, EPIC, IWOV, CRM, Rightnow, DESC (Only total analysis), DOX (only in total analysis), BEAS, BOBJ, AZPN, SNPS, LWSN, INTU, SONE, MANU, DSGX, ACTU, AUTN (only in total analysis), KANA (only in total analysis), MSFT BS, FISV (only in total analysis), JDAS

**Currency conversion based on quarterly Euro-Fixings (Frankfurt am Main)

...and Gained Four Percentage Points, the Largest Share Increase in Three Years



SAP Global Share - \$36.7bn Market*



- Significant share gains in the core enterprise applications market over the last three years:
 - **2007: 28.4% (+4.0 PP)**
 - **2006: 24.4% (+1.9 PP)**
 - **2005: 22.5% (+0.5 PP)**
- SAP gained share in all three regions
- Acquisitions contributed ~1PP to SAP's 2007 software and software related service revenue growth

* Relevant Enterprise Application Software & Software Related Services Market

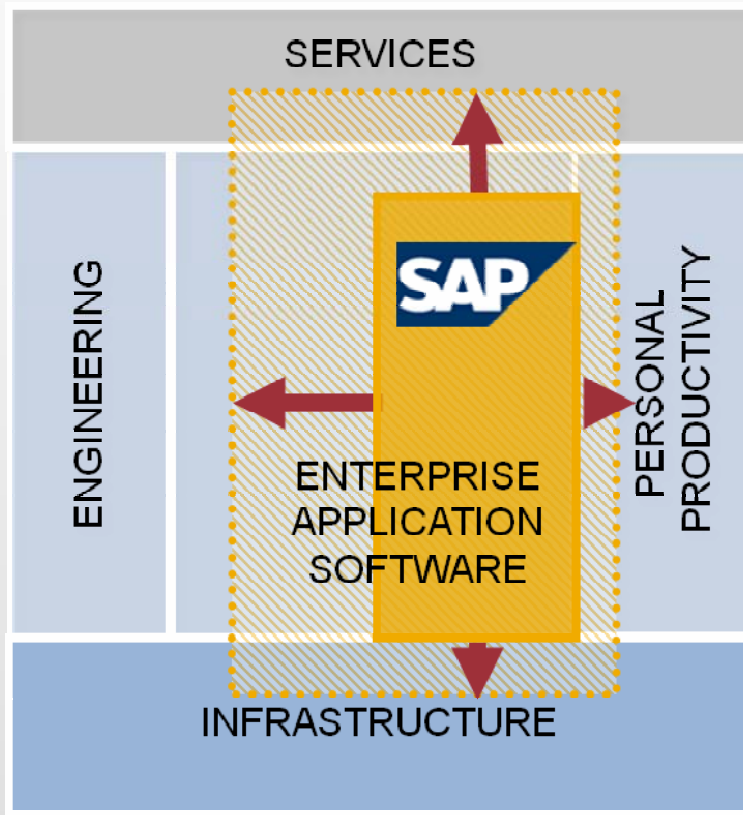
A blurred photograph of two business professionals, a woman in a grey suit and a man in a dark suit, walking from left to right in a modern office hallway. The background is a light-colored wall with large rectangular panels. The floor is also light-colored with a grid pattern.

**Executing on Our
Growth Strategy**
**Market Leadership
Through
Innovation**

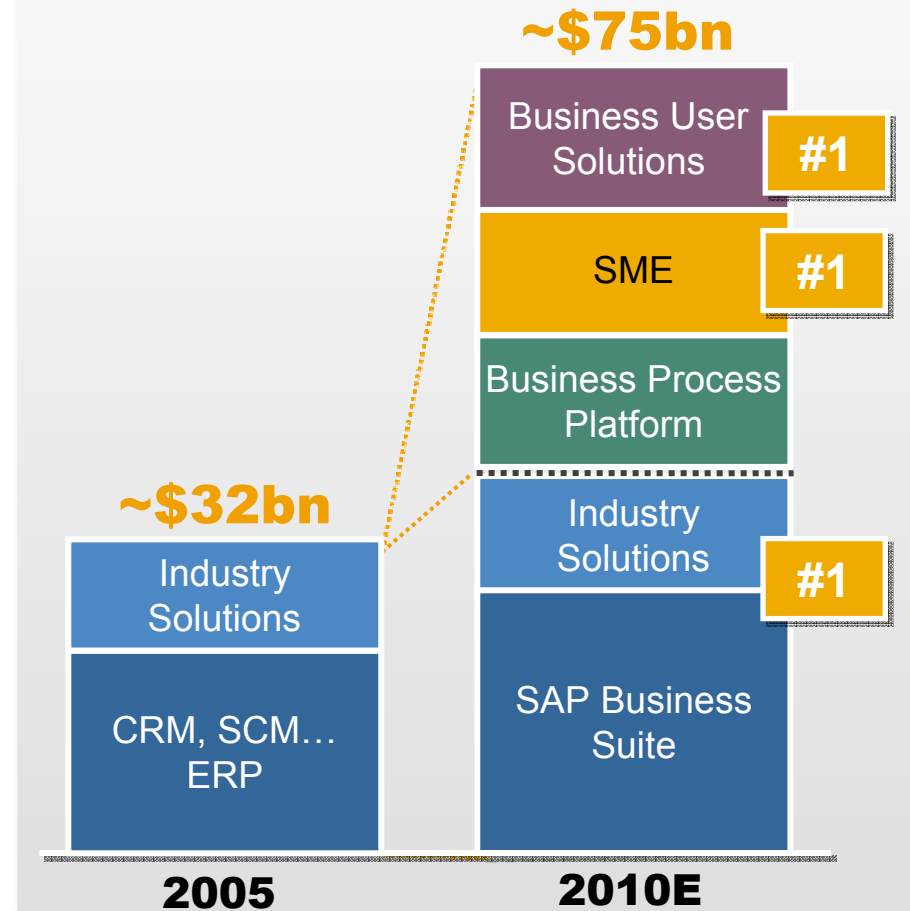
Positioned to Achieve 2010 Targets



Double SAP's Addressable Market



~50% of SAP's Order Entry from New Products in 2010



Enterprise SOA Delivered, Mass Adoption of Business Process Platform is Under Way



Business User Solutions

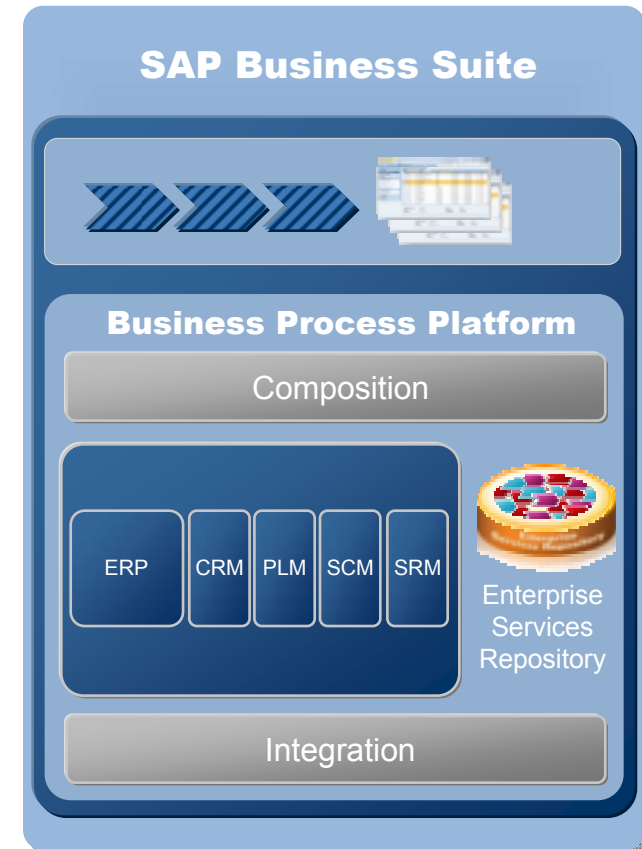
SME

Business Process Platform

Industry Solutions

SAP Business Suite

- ✓ **Product portfolio transformed**
 - SAP Business Suite on business process platform
 - SAP Business All-in-One on business process platform
- ✓ **Composition**
 - SAP Netweaver Composition Environment available
- ✓ **Enterprise SOA**
 - Road map completed
 - 150+ reference accounts
 - **2,000+** enterprise services available
- ✓ **Momentum in SAP NetWeaver**
 - 29,000+ productive systems (+**1,000** per month)
 - Overall software revenue of ~ **€1bn**
 - Standalone software revenue grew ~100% **to ~ €330m**



Product Offering for Large Customers Expanded



Business User Solutions

SME

Business Process Platform

Industry Solutions

SAP Business Suite

✓ **5,100+ productive SAP ERP 6.0 customers** (adding 500+ per month)

✓ **Three successfully shipped enhancement packages (EP)** prove SAP's unique technology of non-disruptive software delivery

✓ **Rapid growth in focus industries**

Financial services: +23%,
Consumer industries: +27%*

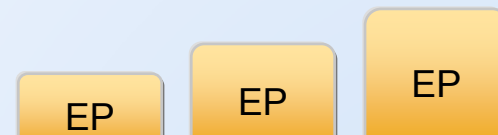
✓ **SAP CRM 2007** successfully shipped



Any SAP customers intending to implement or upgrade any time in the next 12 to 18 months should look no further than [SAP] CRM 2007.”**

AMR Research

Continuous Innovation



SAP Business Suite



SAP NetWeaver 7.0

Stable Core

* Year-on-year software revenue growth

** "SAP CRM 2007: Worth the Wait?", Dec. 13, 2007

Product Portfolio for Small and Midsize Enterprises Completed



Business User Solutions

SAP Business One

SAP Business ByDesign

SAP Business All-in-One

SME

Single Business Application

Complete, Adaptable

Configurable and Extensible

Business Process Platform

- 17,750 customers (+4,690)

- **150** customer engagements
- Brand new product
- New business model
- 3,000 registrations

- 11,320 customers (+1,710)
- New release based on business process platform, including CRM

Industry Solutions

SAP Business Suite

Strategic Acquisition in the Business User Segment



Business User Solutions

SME

Business Process Platform

Industry Solutions

SAP Business Suite

#1



Business Objects™

#1

Leader and Pioneer in
Enterprise Applications
~**US\$10 bn** Software and
Software Related Services
Revenues

Leader and Pioneer in
Business Intelligence
~**US\$1.25 bn** Software and
Software Related Services Revenues



#1 17% of the ~**US\$15 bn** market (growing at 9% – 12%*)

**Governance, Risk,
and Compliance**

Enterprise Performance Management

Business Intelligence

* based on IDC analysis

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2008 – 2010

Midterm Strategy

A Broad Set of Growth Opportunities



1 New Customers

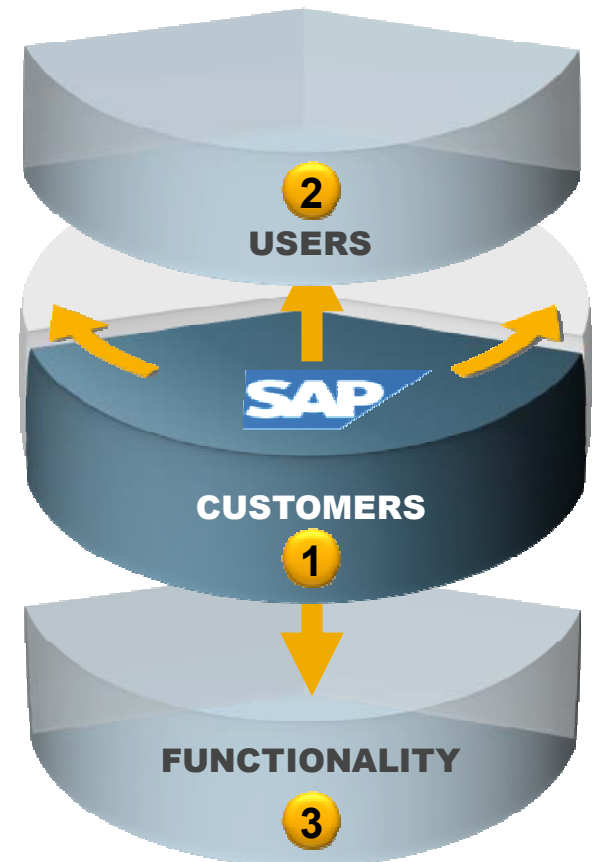
- ~20% of SAP's order entry
 - Small and midsize enterprises (~**US\$ 45bn**)
 - BRIC countries (~**US\$ 3.5bn**)
 - Service industries (~**US\$ 14bn**)

2 Additional Users (User Pricing)

- Business intelligence (from **15%** to **50%** of employees)
- Custom composite applications and business process mgmt
- Broader access to SAP applications (Duet/Atlantic, mobile)

3 Additional Functionality (Engine Pricing)

- Application landscape consolidation (~**US\$ 10bn** in Forbes2000)
- Performance optimization solutions (~**US\$ 9.7bn**) and business intelligence platform (~**US\$ 13bn**)
- Integration of heterogeneous landscapes (~**US\$ 9bn**)



Established Business

The foundation of SAP's business – highly profitable, organic growth

- Further double-digit software and software related service revenue growth at constant currencies, continuously outperform market
- Further operating margin expansion

SAP Business ByDesign

Organic entry into untapped market, innovative volume business model

- **2008:** €175 – €225m accelerated investments
- Alternative deployment options
- ~1,000 customer engagements

- **2010:** Revenue potential of ~US\$1bn

Business User Solutions

New business around Business Objects, an SAP company

- **2008:** Organizational integration and product road map

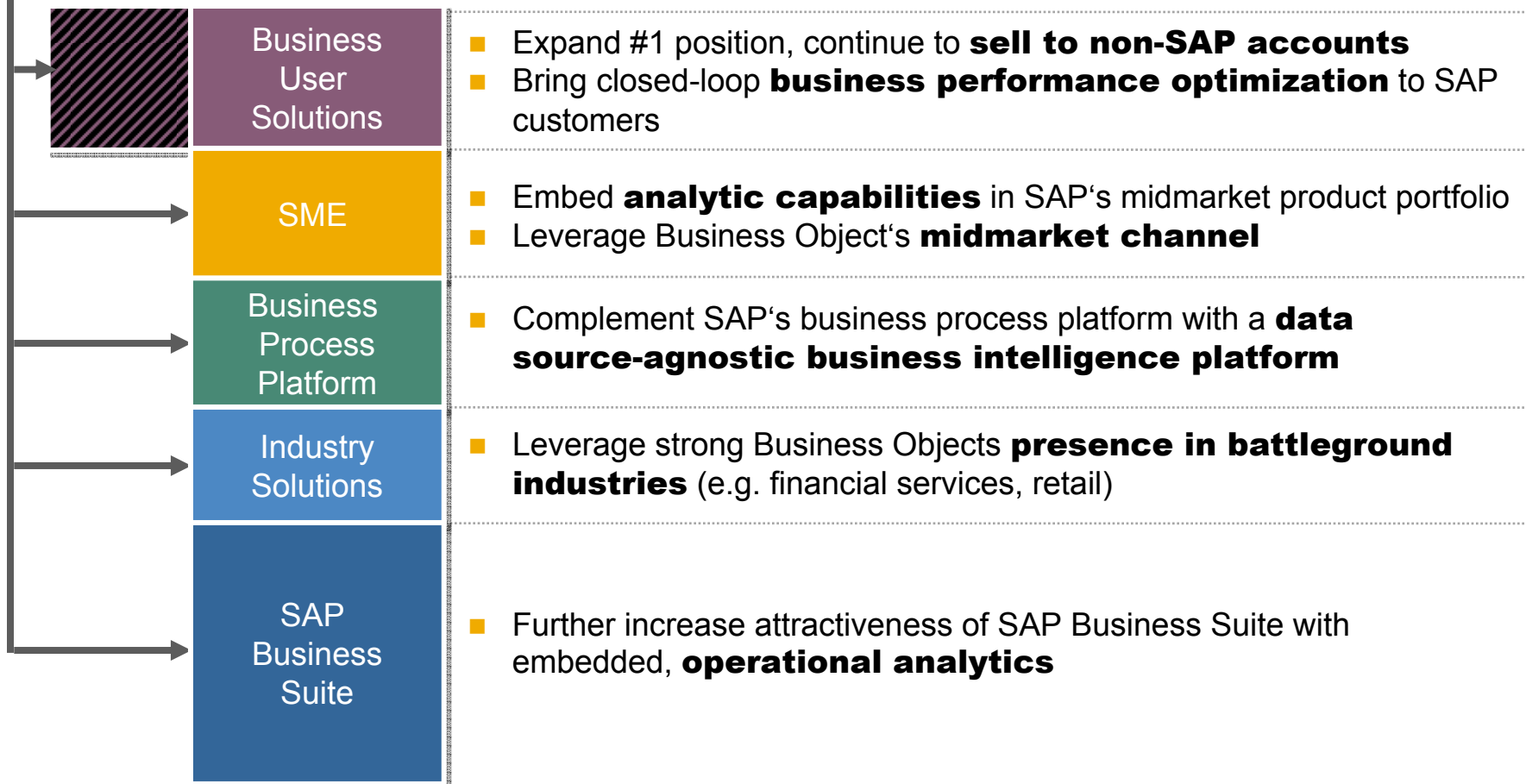
- **2008-2010:** Grow significantly faster than established business

Leverage new business investments for the established business



Aiming to rapidly move new business operating margins to levels achieved in the established business

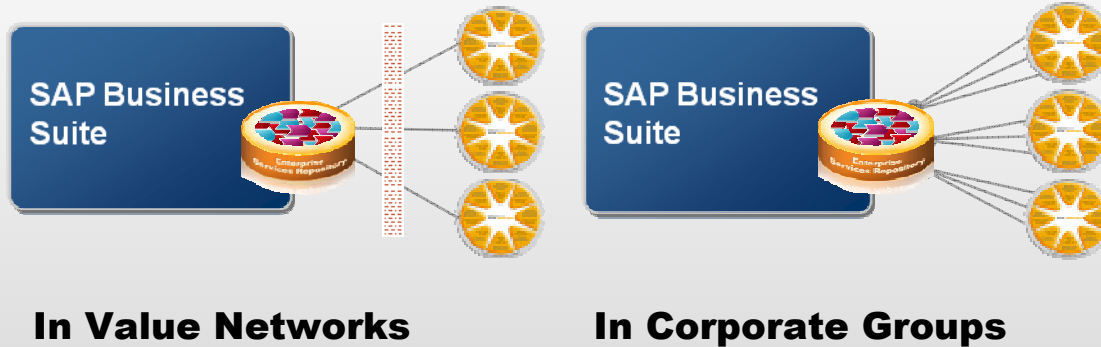
Business Objects Strengthens the Entire SAP Product Portfolio



Leverage SAP Business ByDesign Innovations for the Established Business



SAP Business Suite and SAP Business ByDesign



SAP Business Suite and SAP ByDesign Process Extensions



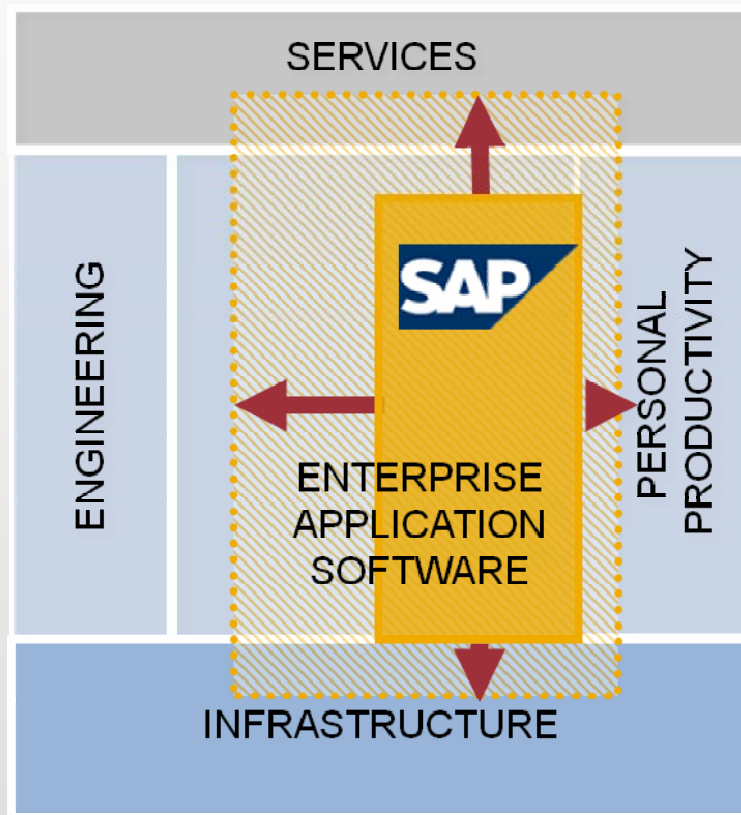
Benefit for Customers

- Out-of-the-box integration
- Lower IT investment and total cost of ownership

Benefit for SAP

- Increase share of wallet
- Lower R&D investment

Double SAP's Addressable Market



- **Undisputed global market leader**
 - Large enterprises
 - Midmarket
 - Business user applications
- **Rich and balanced portfolio of business opportunities**
 - Across all geographies
 - Across all industries
- **Natively integrated product portfolio**
 - For business process excellence
 - For business performance optimization