FINANCIAL INFORMATION
FOR THE FOURTH QUARTER AND FULL YEAR 2010
– Condensed, Preliminary and Unaudited –

Financial Statements (IFRS)

CONSOLIDATED INCOME STATEMENTS OF SAP GROUP

for the three months ended December 31

€ millions, unless otherwise stated	2010	2009	Change in %
Software revenue	1,507	1,120	35
Support revenue	1,656	1,364	21
Subscription and other software-related service revenue	110	82	34
Software and software-related service revenue	**3,273**	**2,566**	**28**
Consulting revenue	625	519	20
Other service revenue	160	105	52
Professional services and other service revenue	**785**	**624**	**26**
Total revenue	4,058	3,190	27
Cost of software and software-related services	-549	-465	18
Cost of professional services and other services	-592	-428	38
Research and development	-481	-470	2
Sales and marketing	-787	-609	29
General and administration	-177	-169	5
Restructuring	2	-5	<-100
TomorrowNow litigation	-933	-49	>100
Other operating income/expense, net	2	27	-93
Total operating expenses	-3,515	-2,168	62
Operating profit	543	1,022	-47
Other non-operating income/expense, net	-50	-11	>100
Finance income	17	5	>100
Finance costs TomorrowNow litigation	-12	0	N/A
Other finance costs	-40	-23	74
Finance costs	-52	-23	>100
Other financial gains/losses, net	-7	-3	>100
Financial income, net	-42	-21	100
Profit before tax	451	990	-54
Income tax TomorrowNow litigation	359	18	>100
Other income tax expense	-373	-326	14
Income tax expense	-14	-308	-95
Profit after tax	437	682	-36
– Profit attributable to non-controlling interests	0	1	-100
– Profit attributable to owners of parent	437	681	-36
Basic earnings per share, in €*	0.37	0.57	-35
Diluted earnings per share, in €*	0.37	0.57	-35

* For the three months ended December 31, 2010 and 2009 the weighted average number of shares were 1,187 million (Diluted: 1,188 million) and 1,189 million (Diluted: 1,189 million), respectively (treasury stock excluded).

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME OF SAP GROUP

for the three months ended December 31

€ millions	2010	2009
Profit after tax	437	681
Gains (losses) on exchange differences on translation, before tax	139	23
Reclassification adjustments on exchange differences on translation, before tax	6	-2
Exchange differences on translation	145	21
Gains (losses) on remeasuring available-for-sale financial assets, before tax	0	13
Reclassification adjustments on available-for-sale financial assets, before tax	-2	0
Available-for-sale financial assets	-2	13
Gains (losses) on cash flow hedges, before tax	-22	-8
Reclassification adjustments on cash flow hedges, before tax	20	19
Cash flow hedges	-2	11
Actuarial gains (losses) on defined benefit plans, before tax	-37	-11
Other comprehensive income before tax	104	34
Income tax relating to components of other comprehensive income	9	-1
Other comprehensive income after tax	113	33
Total comprehensive income	550	714
– attributable to non-controlling interests	0	1
– attributable to owners of parent	550	713

CONSOLIDATED INCOME STATEMENTS OF SAP GROUP

for the twelve months ended December 31

€ millions, unless otherwise stated	2010	2009	Change in %
Software revenue	3,265	2,607	25
Support revenue	6,135	5,285	16
Subscription and other software-related service revenue	394	306	29
Software and software-related service revenue	**9,794**	**8,198**	**19**
Consulting revenue	2,197	2,074	6
Other service revenue	473	400	18
Professional services and other service revenue	**2,670**	**2,474**	**8**
Total revenue	12,464	10,672	17
Cost of software and software-related services	-1,830	-1,658	10
Cost of professional services and other services	-2,070	-1,851	12
Research and development	-1,724	-1,591	8
Sales and marketing	-2,645	-2,199	20
General and administration	-638	-564	13
Restructuring	3	-198	<-100
TomorrowNow litigation	-980	-56	>100
Other operating income/expense, net	9	33	-73
Total operating expenses	-9,875	-8,084	22
Operating profit	**2,589**	**2,588**	**0**
Other non-operating income/expense, net	**-185**	**-73**	**>100**
Finance income	56	32	75
Finance costs TomorrowNow litigation	-12	0	N/A
Other finance costs	-108	-101	7
Finance costs	-120	-101	19
Other financial gains/losses, net	-3	-11	-73
Financial income, net	**-67**	**-80**	**-16**
Profit before tax	**2,337**	**2,435**	**-4**
Income tax expense TomorrowNow litigation	377	20	>100
Other income tax expense	-898	-705	27
Income tax expense	-521	-685	-24
Profit after tax	**1,816**	**1,750**	**4**
– Profit attributable to non-controlling interests	2	2	0
– Profit attributable to owners of parent	1,814	1,748	4
Basic earnings per share, in €*	**1.53**	**1.47**	**4**
Diluted earnings per share, in €*	**1.53**	**1.47**	**4**

* For the twelve months ended December 31, 2010 and 2009 the weighted average number of shares were 1,188 million (Diluted: 1,189 million) and 1,188 million (Diluted: 1,189 million), respectively (treasury stock excluded).

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME OF SAP GROUP

for the twelve months ended December 31

€ millions	2010	2009
Profit after tax	1,816	1,750
Gains (losses) on exchange differences on translation, before tax	141	76
Reclassification adjustments on exchange differences on translation, before tax	0	-2
Exchange differences on translation	141	74
Gains (losses) on remeasuring available-for-sale financial assets, before tax	5	15
Reclassification adjustments on available-for-sale financial assets, before tax	-2	0
Available-for-sale financial assets	3	15
Gains (losses) on cash flow hedges, before tax	-88	-41
Reclassification adjustments on cash flow hedges, before tax	67	84
Cash flow hedges	-21	43
Actuarial gains (losses) on defined benefit plans, before tax	-40	-6
Other comprehensive income before tax	83	126
Income tax relating to components of other comprehensive income	18	-12
Other comprehensive income after tax	101	114
Total comprehensive income	1,917	1,864
– attributable to non-controlling interests	2	2
– attributable to owners of parent	1,915	1,862

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION OF SAP GROUP

as at December 31, 2010 and 2009

€ millions	2010	2009	Change in %
Assets			
Cash and cash equivalents	3,518	1,884	87
Other financial assets	158	486	-67
Trade and other receivables	3,101	2,546	22
Other non-financial assets	180	147	22
Tax assets	186	192	-3
Total current assets	7,143	5,255	36
Goodwill	8,378	4,994	68
Intangible assets	2,376	894	>100
Property, plant, and equipment	1,450	1,371	6
Other financial assets	404	284	42
Trade and other receivables	78	52	50
Other non-financial assets	31	35	-11
Tax assets	123	91	35
Deferred tax assets	735	398	85
Total non-current assets	13,575	8,119	67
Total assets	20,718	13,374	55

€ millions	2010	2009	Change in %
Equity and liabilities			
Trade and other payables	908	638	42
Tax liabilities	160	125	28
Financial liabilities	142	146	-3
Other non-financial liabilities	1,727	1,577	10
Provision TomorrowNow litigation	998	93	>100
Other provisions	287	239	20
Provisions	1,285	332	>100
Deferred income	911	598	52
Total current liabilities	5,133	3,416	50
Trade and other payables	50	35	43
Tax liabilities	371	239	55
Financial liabilities	4,449	729	>100
Other non-financial liabilities	11	12	-8
Provisions	291	198	47
Deferred tax liabilities	576	190	>100
Deferred income	63	64	-2
Total non-current liabilities	5,811	1,467	>100
Total liabilities	10,944	4,883	>100
Issued capital	1,227	1,226	0
Treasury shares	-1,382	-1,320	5
Share premium	337	317	6
Retained earnings	9,769	8,571	14
Other components of equity	-194	-317	-39
Equity attributable to owners of parent	9,757	8,477	15
Non-controlling interests	17	14	21
Total equity	9,774	8,491	15
Equity and liabilities	20,718	13,374	55

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY OF SAP GROUP

for the twelve months ended December 31

€ millions	Issued Capital	Share Premium	Retained Earnings	Other Components of Equity			Treasury Shares	Equity Attributable to Owners of Parent	Non-Controlling Interests	Total Equity
				Exchange Differences	Available-for-Sale Financial Assets	Cash Flow Hedges				
January 1, 2009	1,226	320	7,422	-393	-1	-43	-1,362	7,169	2	7,171
Profit after tax			1,748					1,748	2	1,750
Other comprehensive income			-6	74	14	32		114		114
Share-based compensation		-2						-2		-2
Dividends			-594					-594		-594
Treasury shares transactions		-6					42	36		36
Convertible bonds and stock options exercised		5						5		5
Other			1					1	10	11
December 31, 2009	1,226	317	8,571	-319	13	-11	-1,320	8,477	14	8,491
Profit after tax			1,814					1,814	2	1,816
Other comprehensive income			-22	136	3	-16		101		101
Share-based compensation								0		0
Dividends			-594					-594		-594
Treasury shares transactions		-4	0				-153	-157		-157
Convertible bonds and stock options exercised	1	24	0				91	116		116
Other								0	1	1
December 31, 2010	1,227	337	9,769	-183	16	-27	-1,382	9,757	17	9,774

CONSOLIDATED STATEMENTS OF CASH FLOWS OF SAP GROUP

as at December 31

€ millions	2010	2009
Profit after tax	**1,816**	**1,750**
Adjustments to reconcile profit after taxes to net cash provided by operating activities:		
Depreciation and amortization	534	499
Imcome tax expense	521	685
Finance income and finance costs, net	67	80
Gains/losses on disposals of non-current assets	-3	-11
Decrease/increase in sales and bad debt allowances on trade receivables	-49	64
Other adjustments for non-cash items	25	14
Decrease/increase in trade receivables	-125	593
Decrease/increase in other assets	-28	62
Decrease/increase in trade payables, provisions and other liabilities	927	178
Decrease/increase in deferred income	66	48
Cash paid due to TomorrowNow litigation	-102	-19
Interest paid	-65	-111
Interest received	56	33
Income taxes paid, net of refunds	-686	-850
Net cash flows from operating activities	**2,954**	**3,015**
Business combinations, net of cash and cash equivalents acquired	-4,194	-73
Purchase of intangible assets and property, plant, and equipment	-334	-225
Proceeds from sales of intangible assets or property, plant, and equipment	43	45
Purchase of equity or debt instruments of other entities	-841	-1,073
Proceeds from sales of equity or debt instruments of other entities	1,334	1,027
Net cash flows from investing activities	**-3,992**	**-299**
Dividends paid	-594	-594
Purchase of treasury shares	-220	0
Proceeds from reissuance of treasury shares	127	24
Proceeds from issuing shares (share-based compensation)	23	6
Proceeds from borrowings	5,380	697
Repayments of borrowings	-2,196	-2,303
Purchase of equity-based derivative instruments (hedge for cash-settled share-based payment plans)	-14	0
Proceeds from exercise of equity-based derivative financial instruments	4	4
Net cash flows from financing activities	**2,510**	**-2,166**
Effect of foreign exchange rates on cash and cash equivalents	162	54
Net decrease/increase in cash and cash equivalents	1,634	604
Cash and cash equivalents at the beginning of the period	**1,884**	**1,280**
Cash and cash equivalents at the end of the period	**3,518**	**1,884**

Supplementary Financial Information

RECONCILIATIONS FROM NON-IFRS NUMBERS TO IFRS NUMBERS
(Preliminary and unaudited)

The following tables present a reconciliation from our non-IFRS numbers (including our non-IFRS at constant currency numbers) to the respective most comparable IFRS numbers. Note: Our non-IFRS numbers are not prepared under a comprehensive set of accounting rules or principles.

€ millions, unless otherwise stated	Three months ended December 31										
	2010					2009			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
Non-IFRS Revenue Numbers											
Software revenue	1,507	0	1,507	-110	1,397	1,120	0	1,120	35	35	25
Support revenue	1,656	36	1,692	-106	1,586	1,364	0	1,364	21	24	16
Subscription and other software-related service revenue	110	0	110	-5	105	82	0	82	34	34	28
Software and software-related service revenue	**3,273**	**36**	**3,309**	**-221**	**3,088**	**2,566**	**0**	**2,566**	**28**	**29**	**20**
- thereof SAP excluding Sybase	**3,105**	**0**	**3,105**	**-206**	**2,899**	**2,566**	**0**	**2,566**	**21**	**21**	**13**
Consulting revenue	625	0	625	-37	588	519	0	519	20	20	13
Other service revenue	160	0	160	-7	153	105	0	105	52	52	46
Professional services and other service revenue	**785**	**0**	**785**	**-44**	**741**	**624**	**0**	**624**	**26**	**26**	**19**
Total revenue	4,058	36	4,094	-265	3,829	3,190	0	3,190	27	28	20
Non-IFRS Operating Expense Numbers											
Cost of software and software-related services	-549	65	-484			-465	44	-421	18	15	
Cost of professional services and other services	-592	4	-588			-428	1	-427	38	38	
Research and development	-481	1	-480			-470	1	-469	2	2	
Sales and marketing	-787	29	-758			-609	18	-591	29	28	
General and administration	-177	2	-175			-169	2	-167	5	5	
Restructuring	2	-2	0			-5	-1	-6	<-100	-100	
TomorrowNow litigation	-933	933	0			-49	49	0	>100	0	
Other operating income/expense, net	2	0	2			27	0	27	-93	-93	
Total operating expenses	-3,515	1,031	-2,484	131	-2,353	-2,168	113	-2,055	62	21	15
Non-IFRS Profit Numbers											
Operating profit	543	1,067	1,610	-134	1,476	1,022	113	1,134	-47	42	30
Other non-operating income/expense, net	**-50**	**-14**	**-64**			**-11**	**-2**	**-13**	**>100**	**>100**	
Finance income	17	0	17			5	0	5	>100	>100	
Finance costs TomorrowNow litigation	-12	12	0			0	0	0	N/A	0	
Other finance costs	-40	0	-40			-23	0	-23	74	74	
Finance costs	-52	12	-40			-23	0	-23	>100	74	
Other financial gains/losses, net	-7	0	-7			-3	0	-3	>100	>100	
Financial income, net	**-42**	**12**	**-30**			**-21**	**0**	**-21**	**100**	**43**	
Profit before tax	451	1,065	1,516			990	111	1,101	-54	38	
Income tax TomorrowNow litigation	359	-359	0			18	-18	0	>100	0	
Other income tax expense	-373	-40	-413			-326	-14	-340	14	21	
Income tax expense	-14	-399	-413			-308	-32	-340	-95	21	
Profit after tax	437	666	1,103			682	79	761	-36	45	
Profit attributable to non-controlling interests	0	0	0			1	0	1	-100	-100	
Profit attributable to owners of parent	437	666	1,103			681	79	760	-36	45	
Non-IFRS Key Ratios											
Operating margin in %	13.4		39.3		38.5	32.0		35.5	-18.6pp	3.8pp	3.0pp
Effective tax rate in %	3.1		27.2			31.1		30.9	-28.0pp	-3.7pp	
Basic earnings per share, in €	0.37		0.93			0.57		0.64	-35	45	

€ millions, unless otherwise stated	Twelve months ended December 31										
	2010					2009			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
Non-IFRS Revenue Numbers											
Software revenue	3,265	0	3,265	-244	3,021	2,607	0	2,607	25	25	16
Support revenue	6,135	72	6,207	-313	5,894	5,285	11	5,296	16	17	11
Subscription and other software-related service revenue	394	0	394	-13	381	306	0	306	29	29	25
Software and software-related service revenue	9,794	72	9,866	-570	9,296	8,198	11	8,209	19	20	13
- thereof SAP excluding Sybase	9,537	0	9,537	-545	8,992	8,198	11	8,209	16	16	10
Consulting revenue	2,197	0	2,197	-118	2,079	2,074	0	2,074	6	6	0
Other service revenue	473	0	473	-22	451	400	0	400	18	18	13
Professional services and other service revenue	2,670	0	2,670	-140	2,530	2,474	0	2,474	8	8	2
Total revenue	12,464	72	12,536	-709	11,827	10,672	11	10,683	17	17	11
Non-IFRS Operating Expense Numbers											
Cost of software and software-related services	-1,830	199	-1,631			-1,658	184	-1,474	10	11	
Cost of professional services and other services	-2,070	9	-2,061			-1,851	4	-1,847	12	12	
Research and development	-1,724	5	-1,719			-1,591	4	-1,587	8	8	
Sales and marketing	-2,645	80	-2,565			-2,199	73	-2,126	20	21	
General and administration	-638	16	-622			-564	3	-561	13	11	
Restructuring	3	-5	-2			-198	4	-194	<-100	-99	
TomorrowNow litigation	-980	980	0			-56	56	0	>100	0	
Other operating income/expense, net	9	0	9			33	0	33	-73	-73	
Total operating expenses	-9,875	1,283	-8,592	369	-8,223	-8,084	327	-7,756	22	11	6
Non-IFRS Profit Numbers											
Operating profit	2,589	1,355	3,944	-340	3,604	2,588	339	2,927	0	35	23
Other non-operating income/expense, net	-185	-5	-190			-73	-2	-75	>100	>100	
Finance income	56	0	56			32	0	32	75	75	
Finance costs TomorrowNow litigation	-12	12	0			0	0	0	N/A	0	
Other finance costs	-108	0	-108			-101	0	-101	7	7	
Finance costs	-120	12	-108			-101	0	-101	19	7	
Other financial gains/losses, net	-3	0	-3			-11	0	-11	-73	-73	
Financial income, net	-67	12	-55			-80	0	-80	-16	-31	
Profit before tax	2,337	1,362	3,699			2,435	337	2,772	-4	33	
Income tax TomorrowNow litigation	377	-377	0			20	-20	0	>100	0	
Other income tax expense	-898	-107	-1,005			-705	-66	-771	27	30	
Income tax expense	-521	-484	-1,005			-685	-86	-771	-24	30	
Profit after tax	1,816	878	2,694			1,750	251	2,001	4	35	
Profit attributable to non-controlling interests	2	0	2			2	0	2	0	0	
Profit attributable to owners of parent	1,814	878	2,692			1,748	251	1,999	4	35	
Non-IFRS Key Ratios											
Operating margin in %	20.8		31.5		30.5	24.3		27.4	-3.5pp	4.1pp	3.1pp
Effective tax rate in %	22.3		27.2			28.1		27.8	-5.8pp	-0.6pp	
Basic earnings per share, in €	1.53		2.27			1.47		1.68	4	35	

* Adjustments in the revenue line items are for support revenue that entities acquired by SAP would have recognized had they remained stand-alone entities but that SAP is not permitted to recognize as revenue under IFRS as a result of business combination accounting rules. Adjustments in the operating expense line items are for acquisition-related charges and discontinued activities. See *Explanations of Non-IFRS Measures* for details.

** Constant currency revenue figures are calculated by translating revenue of the current period using the average exchange rates from the previous year's respective period instead of the current period. Constant currency period-over-period changes are calculated by comparing the current year's non-IFRS constant currency numbers with the non-IFRS number of the previous year's respective period.

Starting in 2011, our non-IFRS operating margin will additionally exclude share-based compensation expenses as well as restructuring expenses. Our share-based compensation expense amounted to € 58 million for 2010 and restructuring expenses were € 2 million. Excluding these two items from the Non-IFRS operating profit in the table above results in the operating profit number under our new Non-IFRS definition and is the basis for the Non-IFRS margin of 31.9% that we have provided as the 2010 comparable number for our profit margin outlook for 2011. The same reconciling items (net of tax of € 44 million) were used in determining the non-IFRS tax rate for 2010 of 27.2% that we have provided as the 2010 comparable number for our Non-IFRS tax rate outlook for 2011.

Differences may exist due to rounding.

REVENUE BY REGION
(Preliminary and unaudited)

The following tables present our IFRS and non-IFRS revenue by region based on customer location. The tables also present a reconciliation from our non-IFRS revenue (including our non-IFRS revenue at constant currency) to the respective most comparable IFRS revenue. Note: Our non-IFRS revenues are not prepared under a comprehensive set of accounting rules or principles.

€ millions	Three months ended December 31										
	2010					2009			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
Software revenue by region											
EMEA	724	0	724	-23	701	578	0	578	25	25	21
Americas	553	0	553	-53	500	359	0	359	54	54	39
Asia Pacific Japan	230	0	230	-34	196	184	0	184	25	25	7
Software revenue	1,507	0	1,507	-110	1,397	1,120	0	1,120	35	35	25
Software and software-related service revenue by region											
Germany	524	0	524	0	524	491	0	491	7	7	7
Rest of EMEA	1,122	11	1,133	-47	1,086	895	0	895	25	27	21
Total EMEA	1,646	11	1,657	-47	1,610	1,386	0	1,386	19	20	16
United States	804	19	823	-68	755	600	0	600	34	37	26
Rest of Americas	331	3	334	-35	299	221	0	221	50	51	35
Total Americas	1,135	22	1,157	-103	1,054	822	0	822	38	41	28
Japan	133	2	135	-21	114	112	0	112	19	21	2
Rest of Asia Pacific Japan	358	2	360	-50	310	246	0	246	46	46	26
Total Asia Pacific Japan	492	3	495	-71	424	358	0	358	37	38	18
Software and software-related service revenue	3,273	36	3,309	-221	3,088	2,566	0	2,566	28	29	20
Total revenue by region											
Germany	724	0	724	0	724	653	0	653	11	11	11
Rest of EMEA	1,350	11	1,361	-56	1,305	1,083	0	1,083	25	26	20
Total EMEA	2,074	11	2,085	-56	2,029	1,736	0	1,736	19	20	17
United States	1,012	19	1,031	-84	947	754	0	754	34	37	26
Rest of Americas	402	3	405	-43	362	278	0	278	45	46	30
Total Americas	1,414	22	1,436	-127	1,309	1,032	0	1,032	37	39	27
Japan	153	2	155	-25	130	128	0	128	20	21	2
Rest of Asia Pacific Japan	418	2	420	-59	361	294	0	294	42	43	23
Total Asia Pacific Japan	571	3	574	-82	492	422	0	422	35	36	17
Total revenue	4,058	36	4,094	-265	3,829	3,190	0	3,190	27	28	20

€ millions	Twelve months ended December 31										
	2010					2009			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
Software revenue by region											
EMEA	1,471	0	1,471	-49	1,422	1,304	0	1,304	13	13	9
Americas	1,247	0	1,247	-118	1,129	855	0	855	46	46	32
Asia Pacific Japan	548	0	548	-78	470	449	0	449	22	22	5
Software revenue	3,265	0	3,265	-244	3,021	2,607	0	2,607	25	25	16
Software and software-related service revenue by region											
Germany	1,564	0	1,564	0	1,564	1,439	0	1,439	9	9	9
Rest of EMEA	3,319	21	3,339	-125	3,214	2,897	4	2,901	15	15	11
Total EMEA	4,883	21	4,903	-125	4,778	4,336	4	4,340	13	13	10
United States	2,497	40	2,537	-151	2,386	2,018	6	2,024	24	25	18
Rest of Americas	930	5	935	-98	837	700	0	700	33	34	20
Total Americas	3,427	45	3,472	-250	3,222	2,718	6	2,724	26	27	18
Japan	448	3	451	-54	397	404	0	404	11	12	-2
Rest of Asia Pacific Japan	1,037	3	1,040	-141	899	740	1	741	40	40	21
Total Asia Pacific Japan	1,485	6	1,491	-195	1,296	1,144	1	1,145	30	30	13
Software and software-related service revenue	9,794	72	9,866	-570	9,296	8,198	11	8,209	19	20	13
Total revenue by region											
Germany	2,195	0	2,195	-1	2,194	2,029	0	2,029	8	8	8
Rest of EMEA	4,068	21	4,089	-154	3,935	3,614	4	3,618	13	13	9
Total EMEA	6,263	21	6,283	-154	6,129	5,643	4	5,647	11	11	9
United States	3,243	40	3,284	-192	3,092	2,695	6	2,701	20	22	14
Rest of Americas	1,192	5	1,197	-130	1,067	925	0	925	29	29	15
Total Americas	4,435	45	4,480	-322	4,158	3,620	6	3,626	23	24	15
Japan	513	3	516	-61	455	476	0	476	8	8	-4
Rest of Asia Pacific Japan	1,253	3	1,256	-171	1,085	933	1	934	34	34	16
Total Asia Pacific Japan	1,766	6	1,772	-233	1,539	1,409	1	1,410	25	26	9
Total revenue	12,464	72	12,536	-709	11,827	10,672	11	10,683	17	17	11

* Adjustments in the revenue line items are for support revenue that entities acquired by SAP would have recognized had they remained stand-alone entities but that SAP is not permitted to recognize as revenue under IFRS as a result of business combination accounting rules. See *Explanations of Non-IFRS Measures* for details.

** Constant currency revenue figures are calculated by translating revenue of the current period using the average exchange rates from the previous year's respective period instead of the current period. Constant currency period-over-period changes are calculated by comparing the current year's non-IFRS constant currency numbers with the non-IFRS number of the previous year's respective period.

Differences may exist due to rounding.

SHARE-BASED COMPENSATION
(Preliminary and unaudited)

€ millions	Twelve months ended December 31		
	2010	2009	Change in %
Share-based compensation per expense line item			
Cost of software and software-related services	4	5	-20
Cost of professional services and other services	9	8	13
Research and development	19	18	6
Sales and marketing	16	12	33
General and administration	10	10	0
Total share-based compensation	58	53	9

Note: The share-based compensation expenses do not differ between SAP's IFRS and non-IFRS measures.

Differences may exist due to rounding.

FREE CASH FLOW
(Preliminary and unaudited)

€ millions	Year ended December 31		
	2010	2009	Change in %
Net cash flows from operating activities	2,954	3,015	-2
Additions to non-current assets excluding additions from acquisitions	-334	-225	48
Free cash flow	2,620	2,790	-6

Differences may exist due to rounding.

DAYS SALES OUTSTANDING (DSO)
(Unaudited)

	as at December 31, 2010 and December 31, 2009		
	2010	2009	Change in days
Days sales outstanding (DSO) in days*	65	79	-14

* Day Sales Outstanding measures the length of time it takes to collect receivables. SAP calculates DSO by dividing the average invoiced accounts receivables balance of the last 12 months by the average monthly sales of the last 12 months.

NUMBER OF EMPLOYEES (in Full-Time Equivalents)

	December 31, 2010				December 31, 2009			
	EMEA	Americas	Asia Pacific Japan	Total	EMEA	Americas	Asia Pacific Japan	Total
Software and software-related services	3,804	1,827	2,254	7,885	3,227	1,276	1,919	6,422
Professional services and other services	6,787	3,955	2,410	13,152	6,635	3,473	2,240	12,348
Research and development	8,617	3,154	4,113	15,884	8,525	2,534	3,755	14,814
Sales and marketing	4,593	4,214	2,180	10,987	4,202	3,559	1,752	9,513
General and administration	2,053	1,005	518	3,576	1,919	724	408	3,051
Infrastructure	1,135	628	266	2,029	854	408	174	1,436
SAP Group (December 31)	26,989	14,783	11,741	53,513	25,362	11,974	10,248	47,584
thereof Sybase	813	1,866	1,047	3,726				
SAP Group (months' end average)	25,929	13,164	10,877	49,970	25,927	12,288	10,554	48,769

MULTI-QUARTER SUMMARY
(IFRS and non-IFRS; preliminary und unaudited)

€ millions, unless otherwise stated	Q4/2010	Q3/2010	Q2/2010	Q1/2010	Q4/2009	Q3/2009	Q2/2009	Q1/2009
Software revenue (IFRS)	1,507	656	637	464	1,120	525	543	418
Revenue adjustment*	0	0	0	0	0	0	0	0
Software revenue (non-IFRS)	1,507	656	637	464	1,120	525	543	418
Support revenue (IFRS)	1,656	1,559	1,526	1,394	1,364	1,333	1,337	1,252
Revenue adjustment*	36	36	0	0	0	0	0	11
Support revenue (non-IFRS)	1,692	1,595	1,526	1,394	1,364	1,333	1,337	1,263
Subscription and other software-related service revenue (IFRS)	110	101	95	89	82	79	73	71
Revenue adjustment*	0	0	0	0	0	0	0	0
Subscription and other software-related service revenue (non-IFRS)	110	101	95	89	82	79	73	71
Software and software-related service revenue (IFRS)	3,273	2,316	2,258	1,947	2,566	1,937	1,953	1,741
Revenue adjustment*	36	36	0	0	0	0	0	11
Software and software-related service revenue (non-IFRS)	3,309	2,352	2,258	1,947	2,566	1,937	1,953	1,752
Total revenue (IFRS)	4,058	3,003	2,894	2,509	3,190	2,508	2,576	2,397
Revenue adjustment*	36	36	0	0	0	0	0	11
Total revenue (non-IFRS)	4,094	3,039	2,894	2,509	3,190	2,508	2,576	2,408
Operating profit (IFRS)	543	716	774	557	1,022	619	641	307
Revenue adjustment*	36	36	0	0	0	0	0	11
Expense adjustment*	1,031	131	66	54	113	68	69	78
Operating profit (non-IFRS)	1,610	883	840	612	1,134	687	710	396
Operating margin (IFRS)	13.4	23.8	26.7	22.2	32.0	24.7	24.9	12.8
Operating margin (non-IFRS)	39.3	29.1	29.0	24.4	35.5	27.4	27.6	16.4
Effective tax rate (IFRS)	3.1	27.3	27.4	25.7	31.1	20.5	28.5	31.7
Effective tax rate (non-IFRS)	27.2	28.7	26.8	25.3	30.5	21.0	28.1	30.1
Basic earnings per share, in € (IFRS)	0.37	0.42	0.41	0.33	0.57	0.38	0.36	0.17
Basic earnings per share, in € (non-IFRS)	0.93	0.51	0.46	0.37	0.64	0.42	0.40	0.22
Headcount**	53,513	52,921	48,021	47,598	47,584	47,810	48,567	49,922

* Adjustments in the revenue line items are for support revenue that entities acquired by SAP would have recognized had they remained stand-alone entities but that SAP is not permitted to recognize as revenue under IFRS as a result of business combination accounting rules. Adjustments in the operating expense line items are for acquisition-related charges and discontinued activities. See *Explanations of Non-IFRS Measures* for details.

** in full-time equivalents at quarter end

Differences may exist due to rounding.

EXPLANATIONS OF NON-IFRS MEASURES

This document discloses certain financial measures, such as non-IFRS revenue, non-IFRS expenses, non-IFRS operating profit, non-IFRS operating margin, non-IFRS profit after tax, non-IFRS earnings per share, free cash flow as well as constant currency revenue and operating profit measures that are not prepared in accordance with IFRS and are therefore considered non-IFRS financial measures. Our non-IFRS financial measures may not correspond to non-IFRS financial measures that other companies report. The non-IFRS financial measures that we report should be considered in addition to, and not as substitutes for or superior to, revenue, operating profit, operating margin, cash flows, or other measures of financial performance prepared in accordance with IFRS. Our non-IFRS financial measures included in this document are reconciled to the nearest IFRS measure in the tables on the pages F8 to F13 above.

We believe that the supplemental historical and prospective non-IFRS financial information presented in this document provides useful supplemental information to investors because it is also used by our management – in addition to financial data prepared in accordance with IFRS – to attain a more transparent understanding of our past performance and our future results. At the beginning of 2010 the non-IFRS measures (as defined below) replaced the non-GAAP measures we used until the termination of our U.S. GAAP reporting. Specifically, we use these non-IFRS measures consistently in our planning and forecasting, reporting, compensation, and external communication as follows:

- Our management primarily uses these non-IFRS measures rather than IFRS measures as the basis for making financial, strategic and operating decisions.
- The variable remuneration components of our Executive Board members and employees are based on non-IFRS revenue and non-IFRS operating profit rather than the respective IFRS measures.
- The annual budgeting process for all management units is based on non-IFRS revenues and non-IFRS operating profit numbers rather than the respective IFRS numbers with costs such as share-based compensation and restructuring only being considered on a Company level.
- All forecast and performance reviews with all senior managers globally are based on these non-IFRS measures, rather than the respective IFRS numbers.
- Company-internal target setting and guidance provided to the capital markets are both based on non-IFRS revenues and non-IFRS profit measures rather than the respective IFRS numbers.

We believe that our non-IFRS measures are useful to investors for the following reasons:

- The non-IFRS measures provide investors with insight into management's decision-making since management uses these non-IFRS measures to run our business and make financial, strategic and operating decisions.
- The non-IFRS measures provide investors with additional information that enables a comparison of year-over-year operating performance by eliminating certain direct effects of acquisitions.

Our non-IFRS financial measures reflect adjustments based on the items below, as well as adjustments for the related income tax effects:

Non-IFRS Revenue

Revenues in this document identified as non-IFRS revenue have been adjusted from the respective IFRS numbers by including the full amount of support revenue that would have been recorded by entities acquired by SAP had they remained stand-alone entities but which we are not permitted to record as revenue under IFRS due to fair value accounting for the support contracts in effect at the time of the respective acquisitions.

Under IFRS, we record at fair value the support contracts in effect at the time entities were acquired. Consequently, our IFRS support revenue, our IFRS software and software-related service revenue and our IFRS total revenue for periods subsequent to acquisitions do not reflect the full amount of support revenue that would have been recorded for these support contracts absent these acquisitions by SAP. Adjusting revenue numbers for this revenue impact provides additional insight into the comparability across periods of our ongoing performance.

Non-IFRS Operating Expense

Operating expense figures in this report that are identified as non-IFRS operating expense have been adjusted by excluding the following:

- Acquisition-related charges
  - Amortization expense/impairment charges of intangibles acquired in business combinations and certain standalone acquisitions of intellectual property (including purchased in-process research and development)
  - Restructuring expenses and settlements of pre-existing relationships incurred in connection with a business combination
  - Acquisition-related third-party expenses
- Discontinued activities: Results of the discontinued operations that qualify as such under IFRS in all respects except that they do not represent a major line of business

The operating profit and operating margin outlook provided for 2011 and the comparable 2010 operating profit and operating margin numbers are based on an updated non-IFRS definition which additionally excludes the following:

- Expenses relating to share-based compensation
- Restructuring expenses

Non-IFRS Operating Profit, non-IFRS Operating Margin, non-IFRS Profit After Tax and non-IFRS Earnings Per Share

Operating profit, operating margin, profit after tax and earnings per share in this document identified as non-IFRS operating profit, non-IFRS operating margin, non-IFRS profit after tax and non-IFRS earnings per share have been adjusted from the respective IFRS measures by adjusting for the above mentioned non-IFRS revenues and non-IFRS operating expenses.

We exclude certain acquisition-related expenses for the purpose of calculating non-IFRS operating profit, non-IFRS operating margin, non-IFRS profit after tax and non-IFRS earnings per share when evaluating the continuing operational performance of the Company because these expenses generally cannot be changed or influenced by management after the relevant acquisition other than by disposing of the acquired assets. Since management at levels below the Executive Board has no influence on these expenses we generally do not consider these expenses for the purpose of evaluating the performance of management units.

Additionally, our non-IFRS measures have been adjusted from the respective IFRS measures for the results of the discontinued operations that qualify as such under IFRS in all respects except that they do not represent a major line of business. We refer to these activities as "discontinued activities." Under U.S. GAAP, which we provided until 2009, we presented the results of operations of the TomorrowNow entities as discontinued operations. Under IFRS, results of discontinued operations may only be presented as discontinued operations if a separate major line of business or geographical area of operations is discontinued. Our TomorrowNow operations were not a separate major line of business and thus did not qualify for separate presentation under IFRS. We believe that this additional non-IFRS adjustment to our IFRS numbers for the results of our discontinued TomorrrowNow activities is useful to investors for the following reasons:

- Despite the migration from U.S. GAAP to IFRS, we will continue to internally treat the ceased TomorrowNow activities as discontinued activities and thus will continue to exclude potential future TomorrowNow results, which are expected to mainly comprise of expenses in connection with the Oracle lawsuit, from our internal management reporting, planning, forecasting, and compensation plans. Therefore, adjusting our non-IFRS measures for the results of the discontinued TomorrowNow activities provides insight into the financial measures that SAP uses internally.
- By adjusting the non-IFRS numbers for the results from our discontinued TomorrowNow operations, the non-IFRS numbers are more comparable to the non-GAAP measures that SAP used through the end of 2009, which make SAP's performance measures before and after the full IFRS migration easier to compare.

The operating profit and operating margin outlook provided for 2011 and the comparable 2010 operating profit and operating margin numbers are based on an updated non-IFRS definition which additionally excludes the expenses relating to share-based compensation and restructuring expenses from our non-IFRS numbers. These expenses are allocated and managed on corporate level only and are not factored in our management's view when managing the continuing operational performance of the Company.

We include the revenue adjustments outlined above and exclude the expense adjustments when making decisions to allocate resources, both on a Company level and at lower levels of the organization. In addition, we use these non-IFRS measures to gain a better understanding of the Company's comparative operating performance from period to period. We believe that our non-IFRS financial measures described above have limitations, which include but are not limited to the following:

- The eliminated amounts may be material to us.
- Without being analyzed in conjunction with the corresponding IFRS measures the non-IFRS measures are not indicative of our present and future performance, foremost for the following reasons:
  - While our non-IFRS profit numbers reflect the elimination of certain acquisition-related expenses, no eliminations are made for the additional revenues and other revenues that result from the acquisitions.
  - The acquisition-related charges that we eliminate in deriving our non-IFRS profit numbers are likely to recur should SAP enter into material business combinations in the future.
  - The acquisition-related amortization expense that we eliminate in deriving our non-IFRS profit numbers is a recurring expense that will impact our financial performance in future years.
  - The revenue adjustment for the fair value accounting of the acquired entities' support contracts and the expense adjustment for acquisition-related charges do not arise from a common conceptual basis. This is because the revenue adjustment aims to improve the comparability of the initial post-acquisition period with future post-acquisition periods while the expense adjustment aims to improve the comparability between post-acquisition periods and pre-acquisition periods. This should particularly be considered when evaluating our non-IFRS operating profit and non-IFRS operating margin numbers as these combine our non-IFRS revenue and non-IFRS expenses despite the absence of a common conceptual basis.
  - Our discontinued activities could result in significant cash outflows.
  - The valuation of our cash-settled shared based payment plans could fluctuate significantly due to the development of our share price and other parameters used in the valuation of these plans
  - We have in the past and intend to continue in the future to issue share based compensation awards to our employees every year. Thus our share-based compensation expense are recurring although the amounts usually change from period to period.

We believe, however, that the presentation of the non-IFRS measures in conjunction with the corresponding IFRS measures together with the relevant reconciliations, provides useful information to management and investors regarding present and future business trends relating to our financial condition and results of operations. We therefore do not evaluate our growth and performance without considering both non-IFRS measures and the relevant IFRS measures. We caution the readers of this document to follow a similar approach by considering our non-IFRS measures only in addition to, and not as a substitute for or superior to, revenues or other measures of our financial performance prepared in accordance with IFRS.

Constant Currency Period-Over-Period Changes

We believe it is important for investors to have information that provides insight into our sales. Revenue measures determined under IFRS provide information that is useful in this regard. However, both sales volume and currency effects impact period-over-period changes in sales revenue. We do not sell standardized units of products and services, so we cannot provide relevant information on sales volume by providing data on the changes in product and service units sold. To provide additional information that may be useful to investors in breaking down and evaluating changes in sales volume, we present information about our revenue and various values and components relating to operating profit that are adjusted for foreign currency effects. We calculate constant currency year-over-year changes in revenue and operating profit by translating foreign currencies using the average exchange rates from the previous year instead of the current year.

We believe that data on constant currency period-over-period changes have limitations, particularly as the currency effects that are eliminated constitute a significant element of our revenue and expenses and may severely impact our performance. We therefore limit our use of constant currency period-over-period changes to the analysis of changes in volume as one element of the full change in a financial measure. We do not evaluate our results and performance without considering both constant currency period-over-period changes in non-IFRS revenue and non-IFRS operating profit on the one hand and changes in revenue, expenses, profit, or other measures of financial performance prepared in accordance with IFRS on the other. We caution the readers of this document to follow a similar approach by considering data on constant currency period-over-period changes only in addition to, and not as a substitute for or superior to, changes in revenue, expenses, profit, or other measures of financial performance prepared in accordance with IFRS.

Free Cash Flow

We use our free cash flow measure to estimate the cash flow remaining after all expenditures required to maintain or expand the organic business have been paid off. This assists management with the supplemental information to assess our liquidity needs. We calculate free cash flow as net cash from operating activities minus additions to non-current assets, excluding additions from acquisitions. Free cash flow should be considered in addition to, and not as a substitute for or superior to, cash flow or other measures of liquidity and financial performance prepared in accordance with IFRS.