



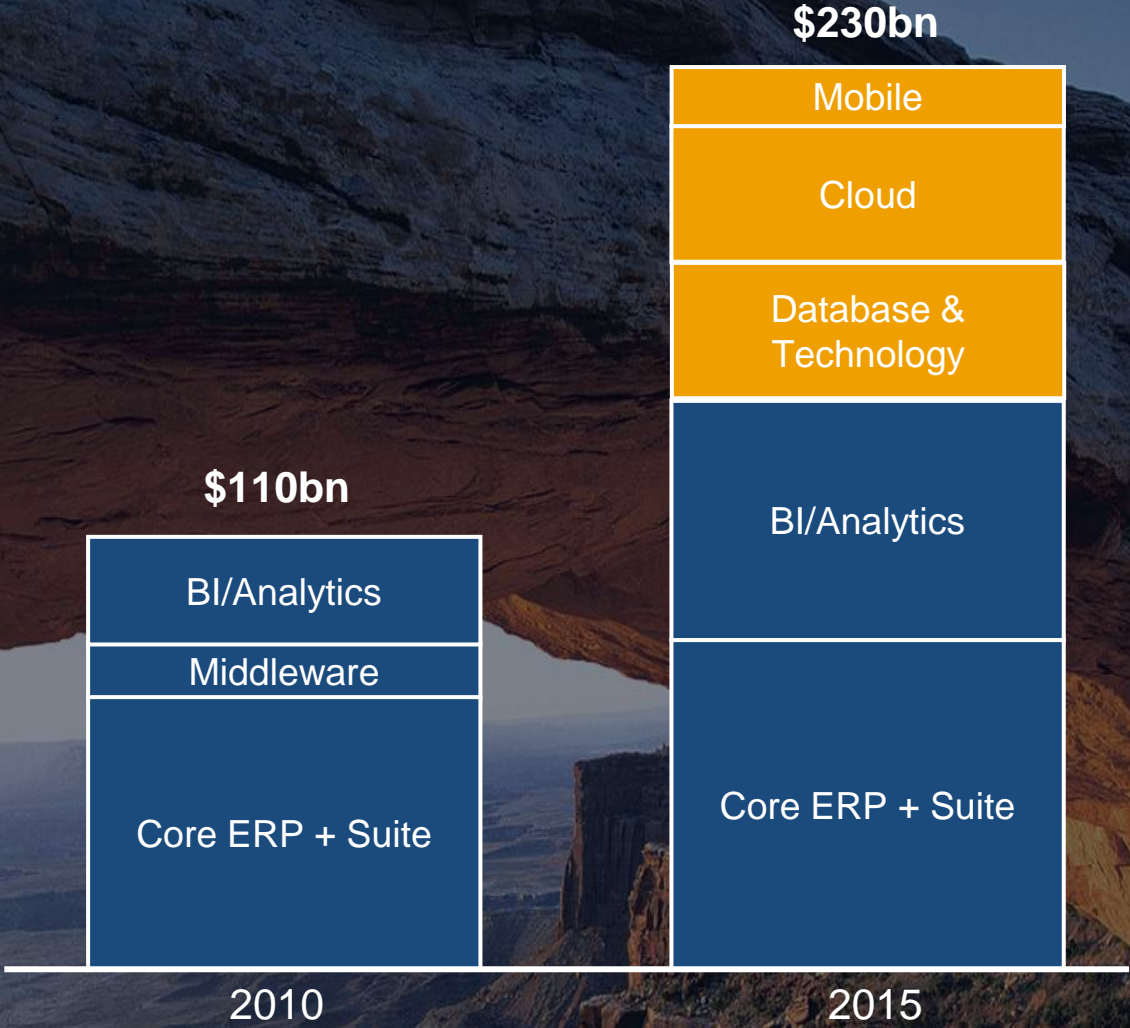
Jim Hagemann Snabe

Co-CEO, SAP AG

Safe Harbor Statement

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.

SAP's product strategy accelerates the expansion of its addressable market



Digitization is redefining all industries



SAP HANA is the innovation platform

run

optimize

innovate

BW

SAP Business Suite
powered by SAP HANA

SAP HANA
applications

Own & 3rd party
SAP HANA
applications

SAP HANA

SAP Cloud solutions for choice & flexibility

public cloud



people



customer



money



supplier

managed cloud

BW

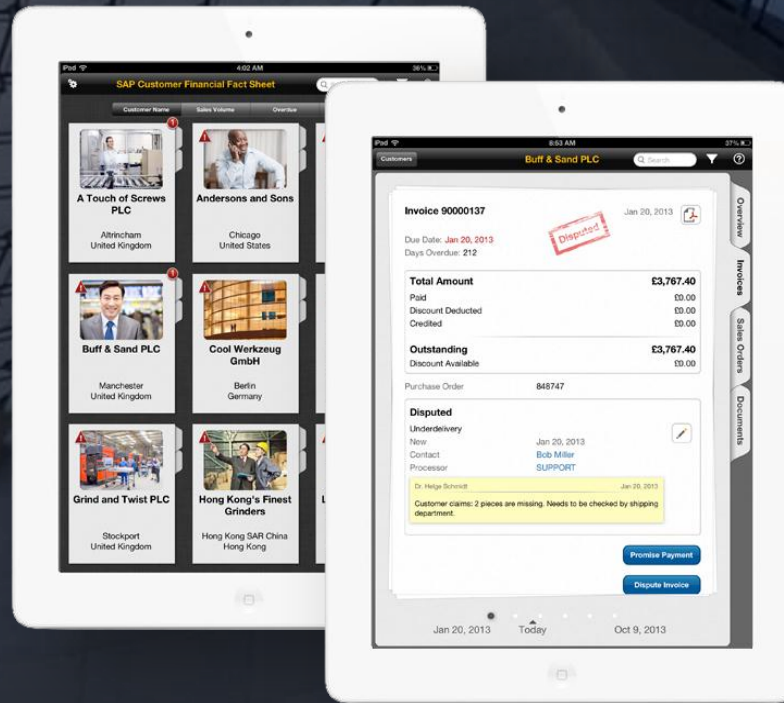
SAP Business Suite
powered by
SAP HANA

SAP HANA
applications

Own & 3rd party
SAP HANA
applications

SAP HANA

SAP Mobile empowering end users securely



13 consecutive quarters of double-digit growth

Non-IFRS Software & Software-Related Service Revenue

Year on year growth rates in %



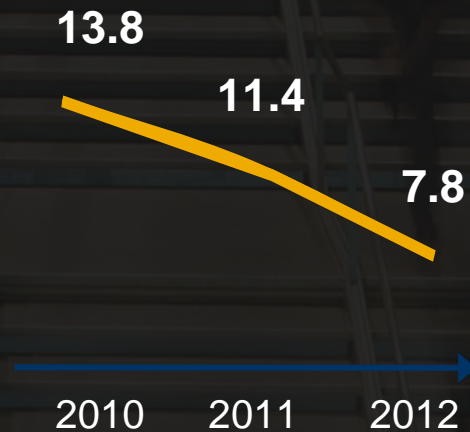
Revenue in € millions

SAP outpacing competition

Faster innovation and faster market adoption

SAP is innovating faster

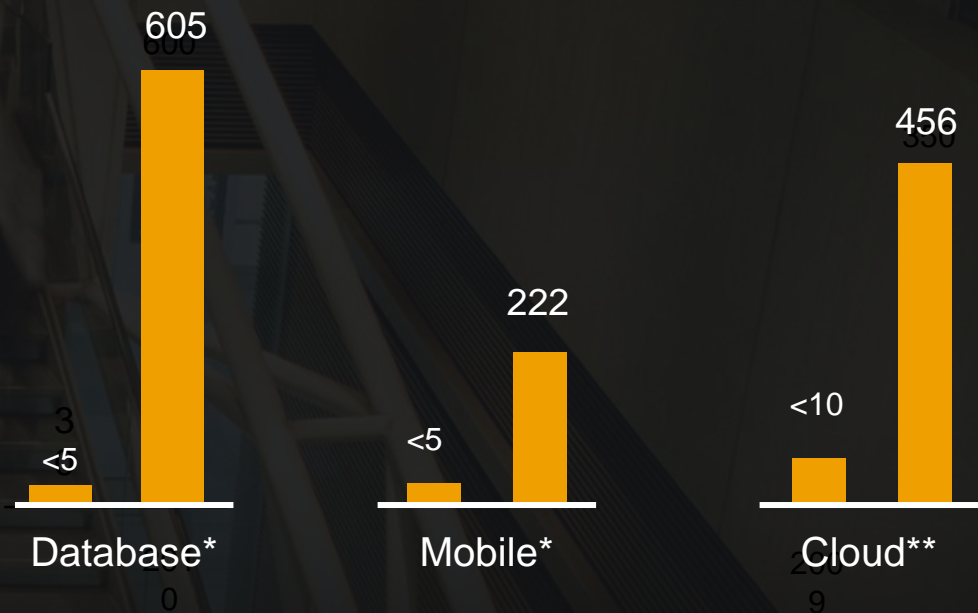
Average time to market in months



300+ innovation projects in 2012

SAP is growing faster

3 year revenue growth € millions



*Database and mobile software revenue numbers are based on full year 2009 and 2012, non-IFRS, at constant currencies

**Total revenue of SAP's cloud division, which comprises SAP's two cloud segments, year-over-year comparison per segment reporting

On track for achieving 2015 goals

Reach at least **€20 billion** of total revenue

Reach **35%** non-IFRS operating margin

Reach **1 billion** people

Build a **€2 billion** profitable Cloud business

Remain the **fastest growing database** company



Q & A