

FINANCIAL HIGHLIGHTS – Fourth Quarter 2011

Fourth Quarter 2011)

IFRS Non-IFRS2)

€ billion, unless otherwise stated Q4 2011 Q4 2010 % change Q4 2011 Q4 2010 % change % change
const. curr.3)

Software revenue 1.74 1.51 16% 1.74 1.51 16% 17%

Software and software-related service revenue 3.72 3.27 14% 3.72 3.31 12% 13%

Total revenue 4.50 4.06 11% 4.50 4.10 10% 10%

Operating profit 1.67 0.54 206% 1.78 1.62 10% 10%

- thereof TomorrowNow litigation 0.01 -0.94 101% 0 0 0% 0%

Operating margin (%) 37.0 13.4 23.6pp 39.6 39.6 0 0.1pp

1) All figures are preliminary and unaudited.

2) Adjustments in the revenue line items are for the support revenue that would have been recognized had the acquired entities 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, share-based compensation expenses, restructuring and discontinued activities.

3) Constant currency revenue and operating profit figures are calculated by translating revenue and operating profit 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 numbers of the previous year's respective period.