



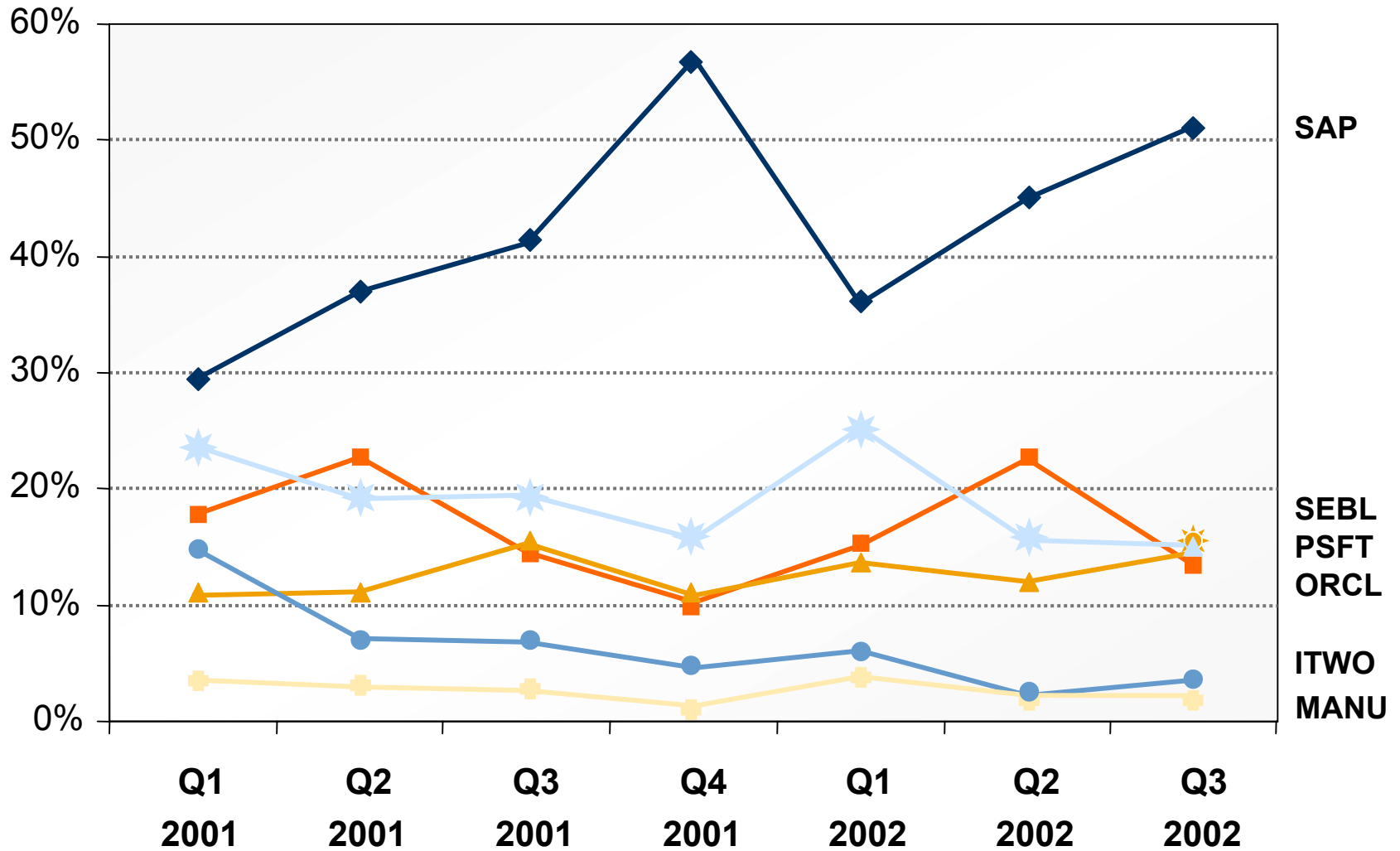
mySAP Technology – Platform for the Future

Shai Agassi
Member of the Executive Board
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 "believe," "estimate," "intend," "may," "will," "expect," and "project" and similar expressions as they relate to the Company are intended to identify such forward-looking statements. The Company 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 the Company's future financial results are discussed more fully in the Company's filings with the U.S. Securities and Exchange Commission (the "SEC"), including the Company's Annual Report on Form 20-F for 2001 filed with the SEC on March 28, 2002. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.

Leader in Market Share and Growing

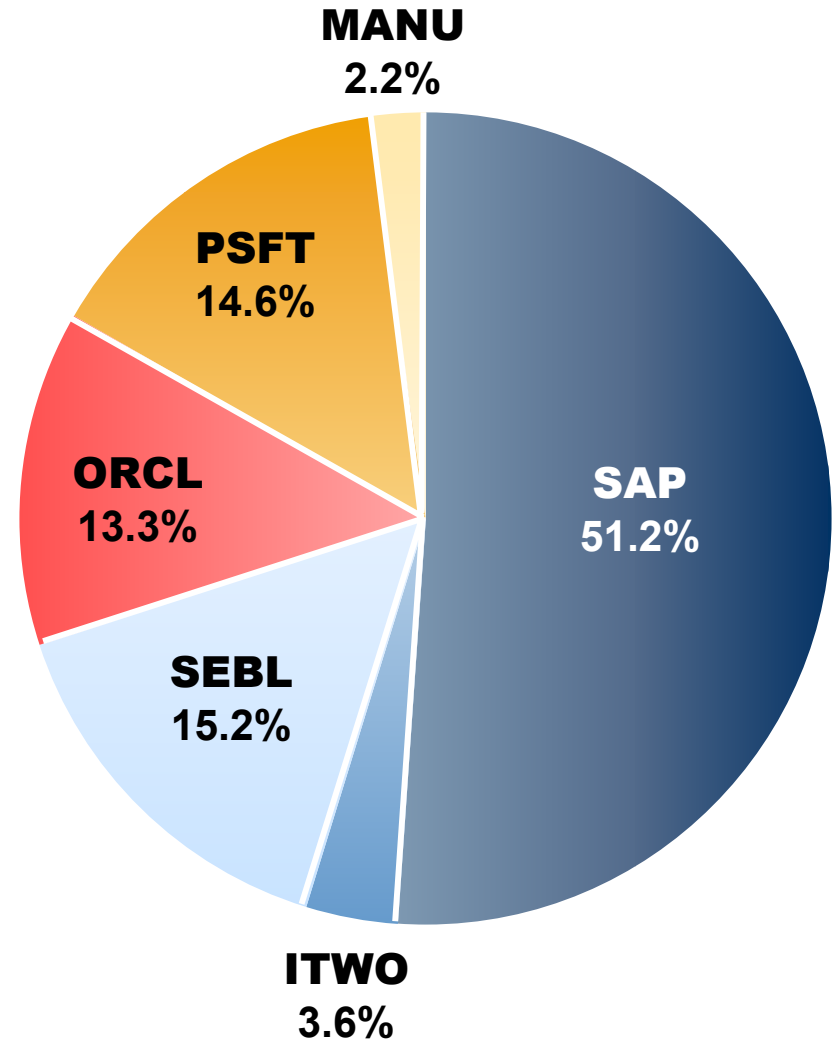
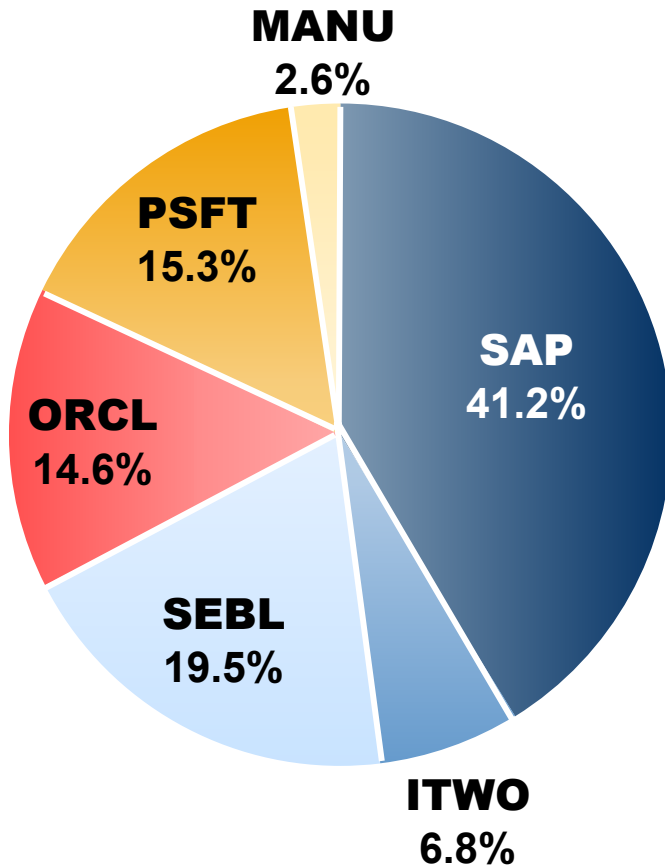


Based on license revenues

Market Share of Top Enterprise Application Companies

Market Share | Q3 2002

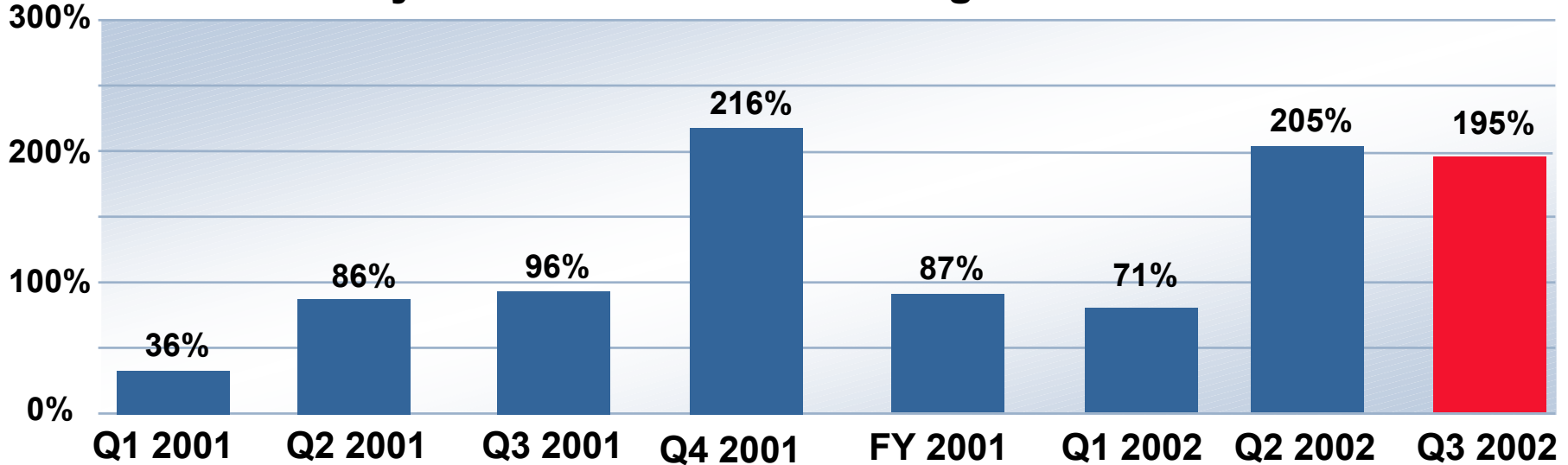
Market Share | Q3 2001



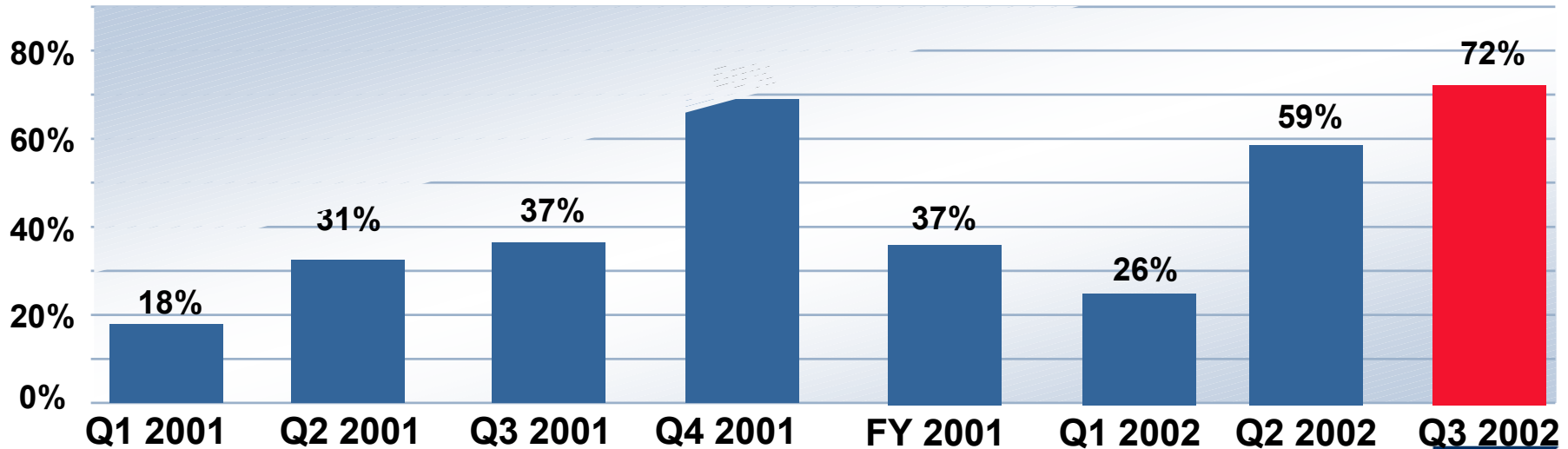
Based on license revenues

mySAP SCM and mySAP CRM Momentum

mySAP SCM as % of i2&Manugistics



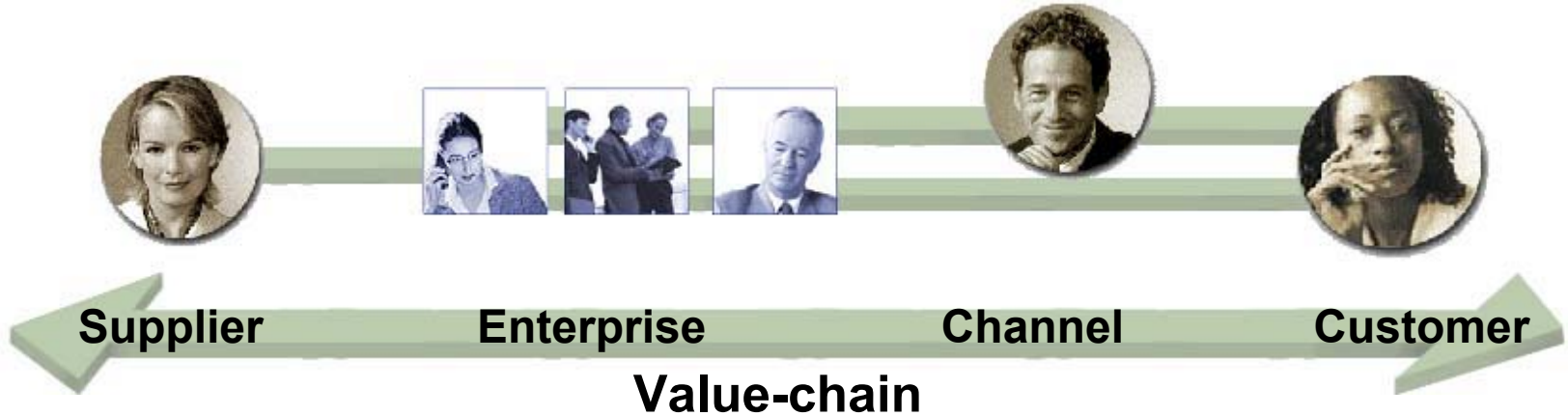
mySAP CRM as % of Siebel



Based on license revenues

The Networked Enterprise & Market Pressures

Micro-economic view: Networks grow

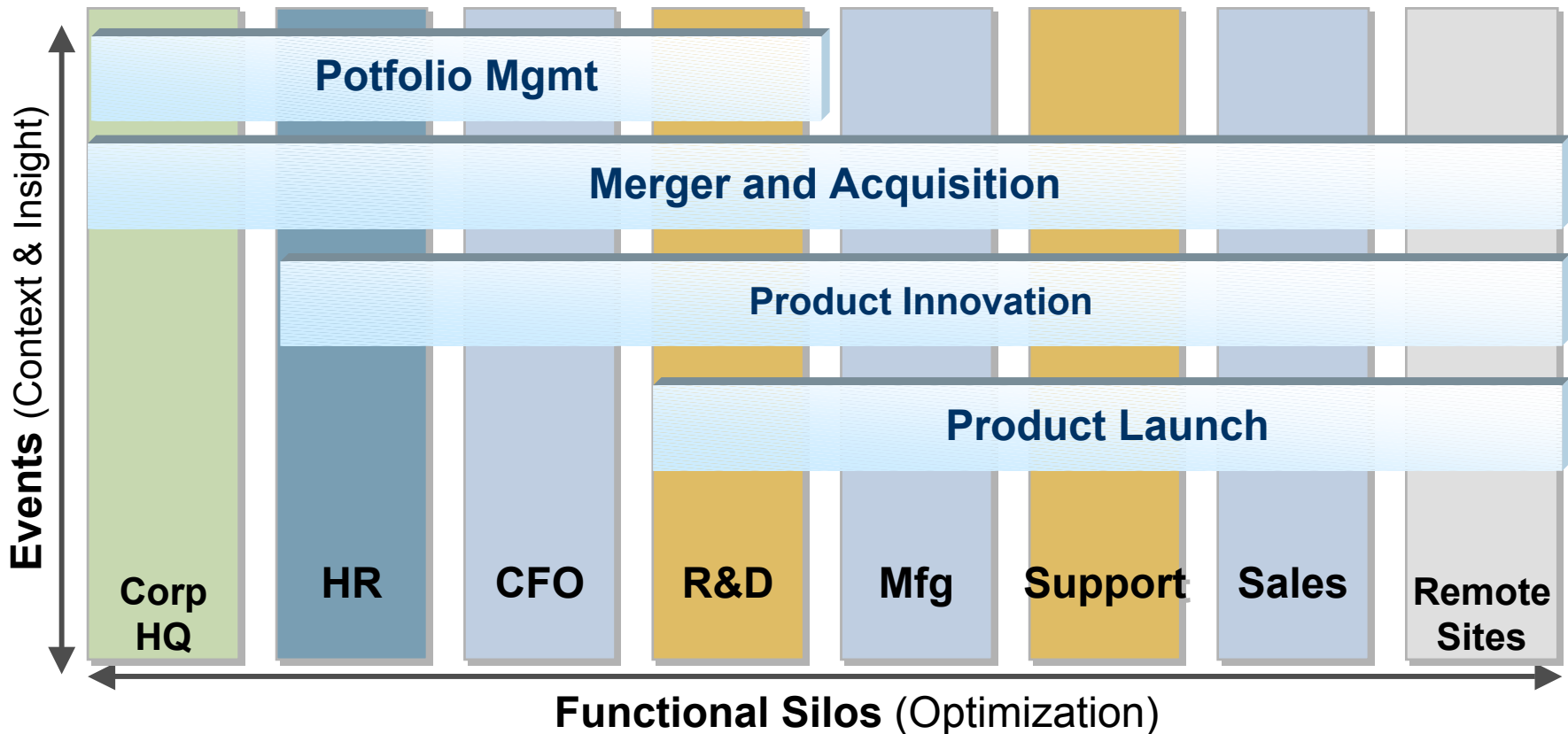


Macro-economic view: Decision time pressures



xApps

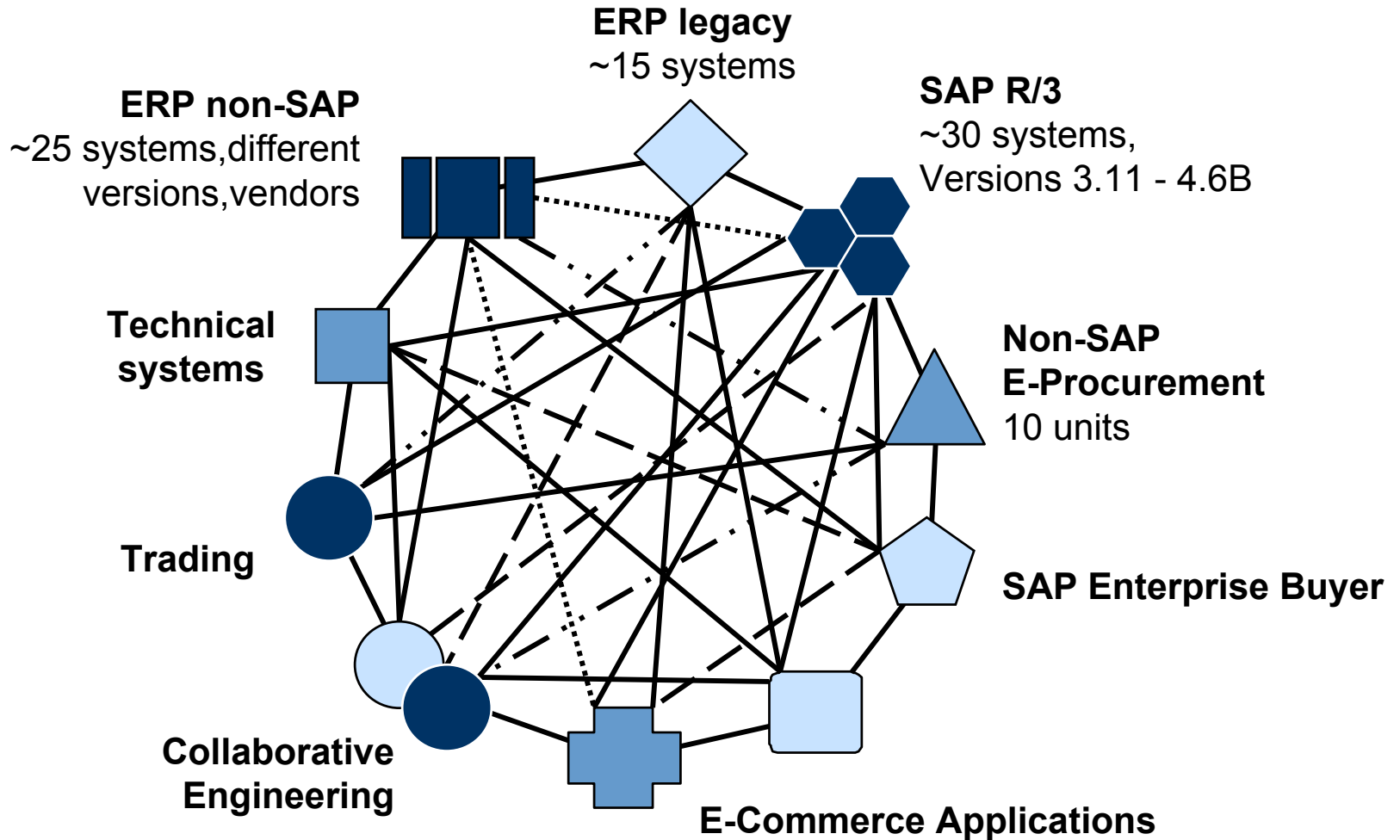
From Transactions to Intelligent Action



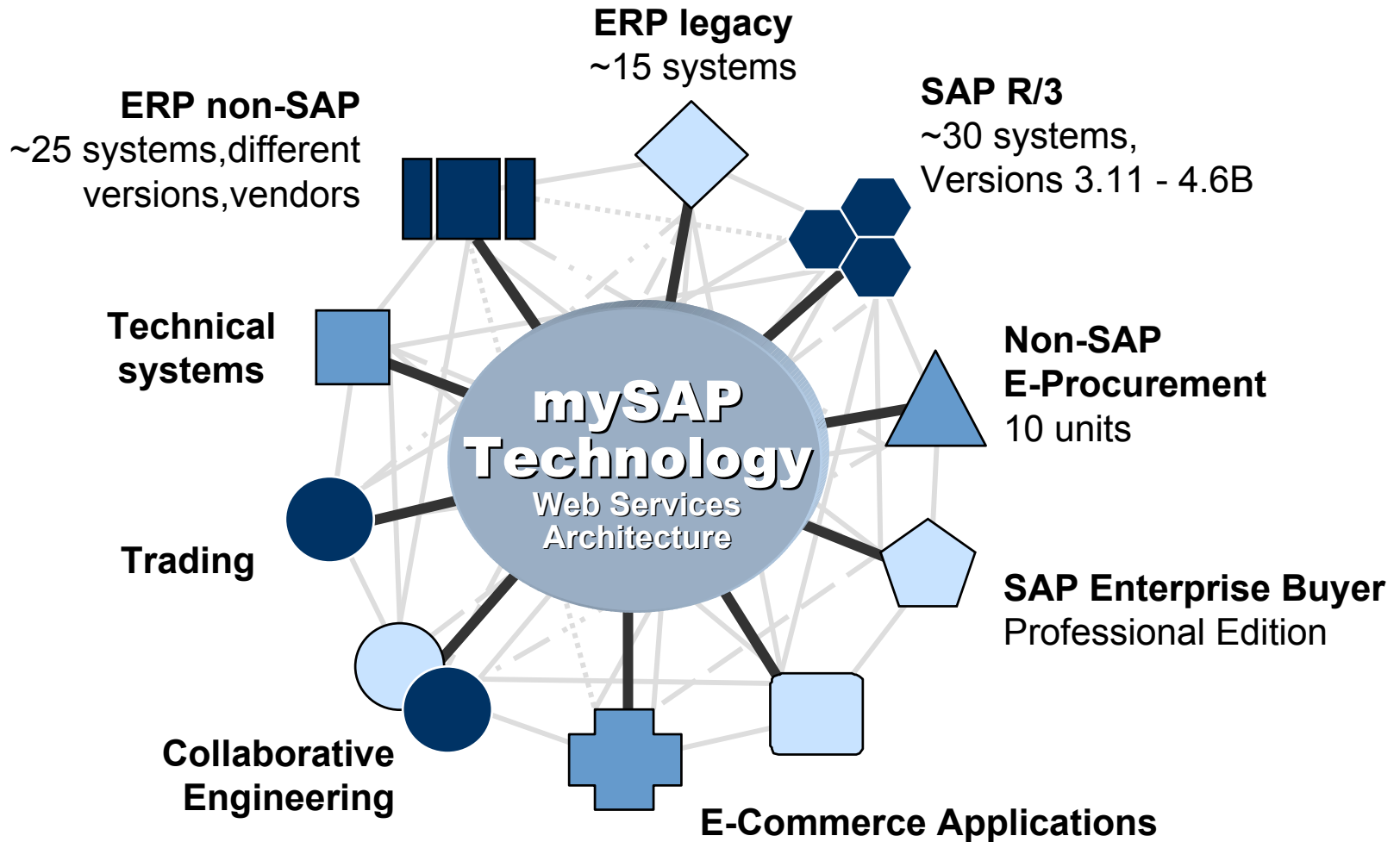
People-driven, cross-functional processes emerge as Value drivers

- Orchestrating distributed business or departmental silos
- Not supported by specific vendor applications
- Requiring unification platform for people, information and processes

The Integration Challenge Remains the Key Problem

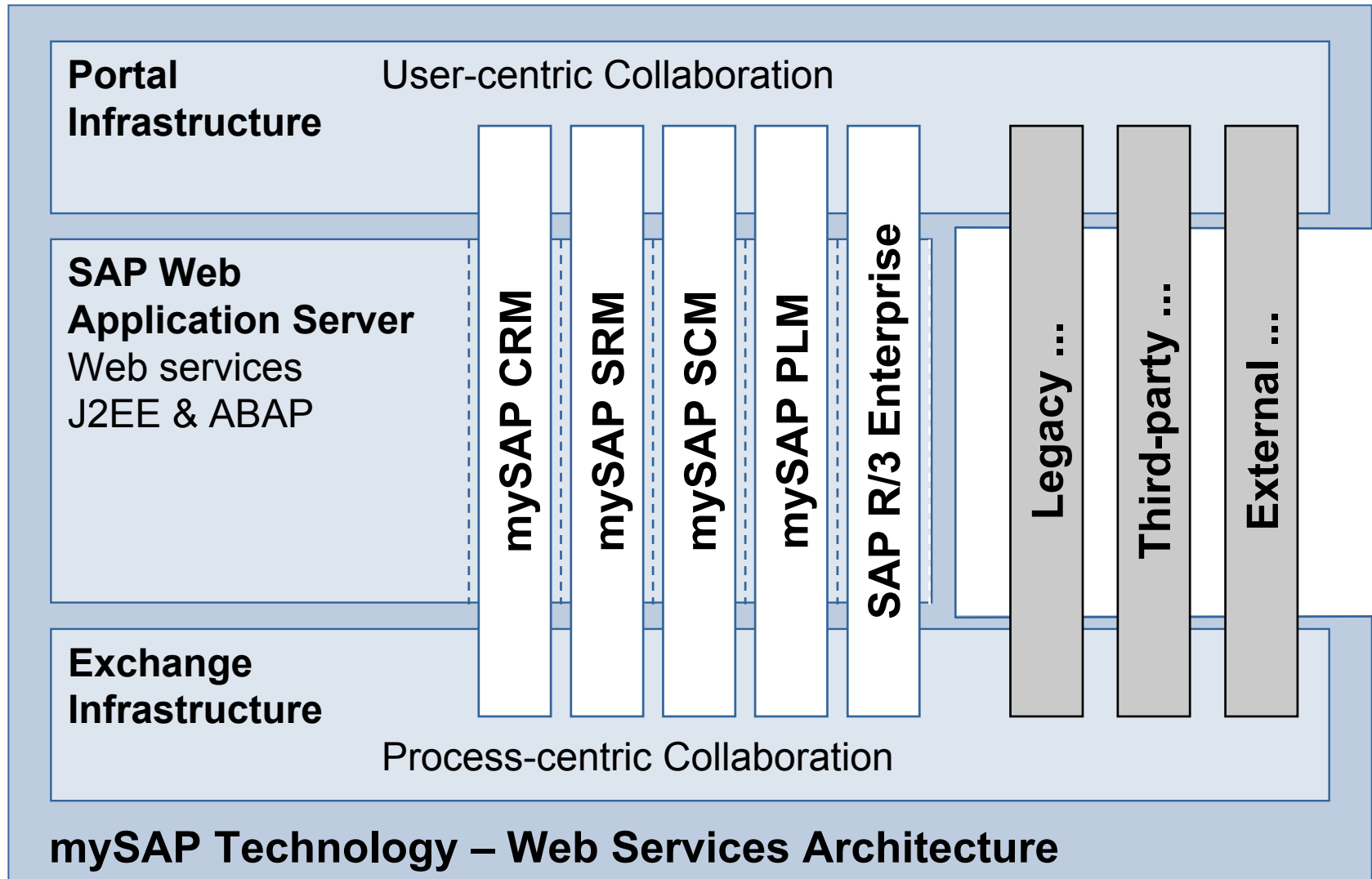


Creating One Application and Integration Platform



mySAP Technology

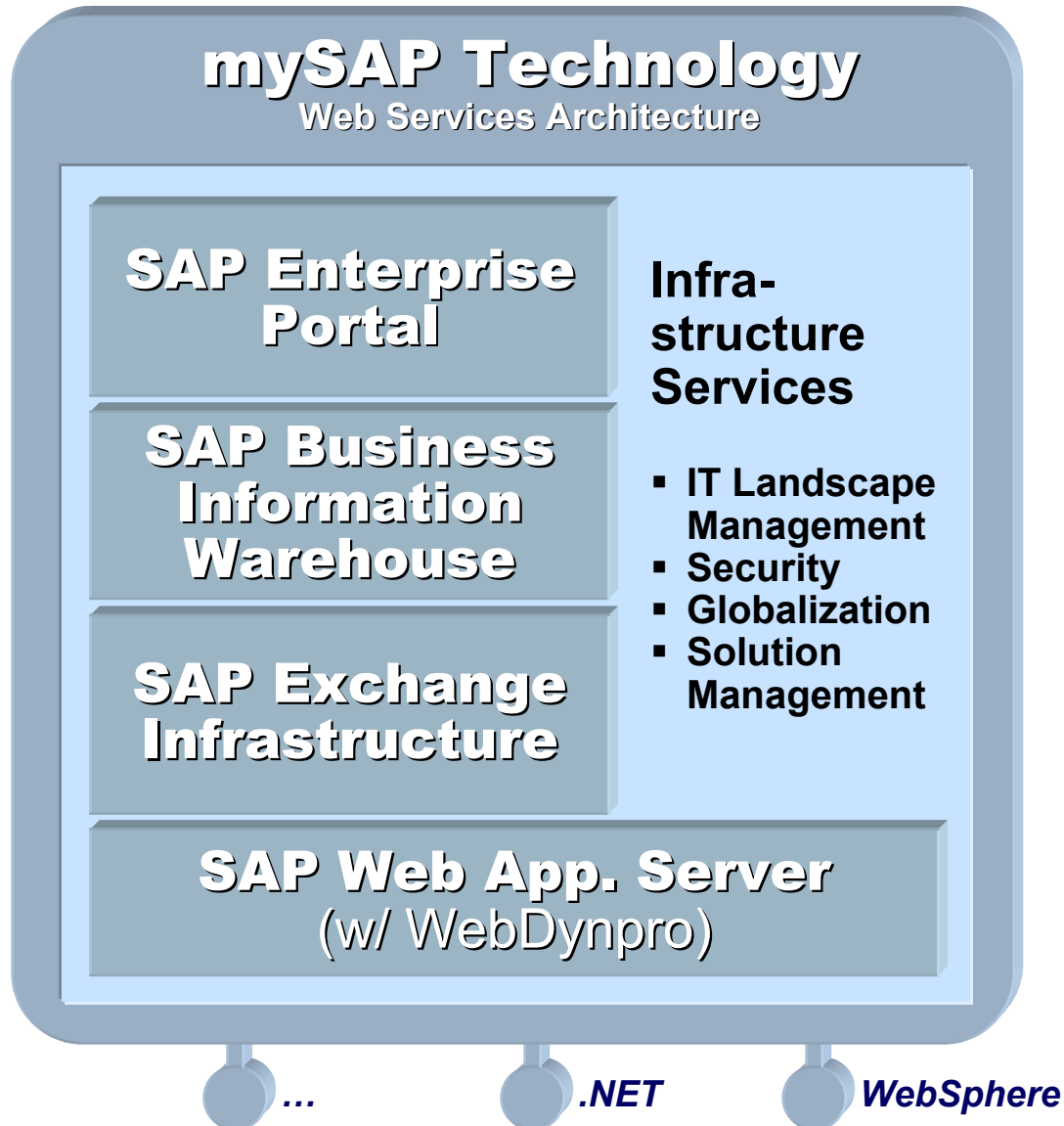
The Promise of 2001



mySAP Technology – Web Services Architecture

Delivered as Promised

Key Deliverables of mySAP Technology



mySAP Technology is
the **application** and
integration platform

to unify and align

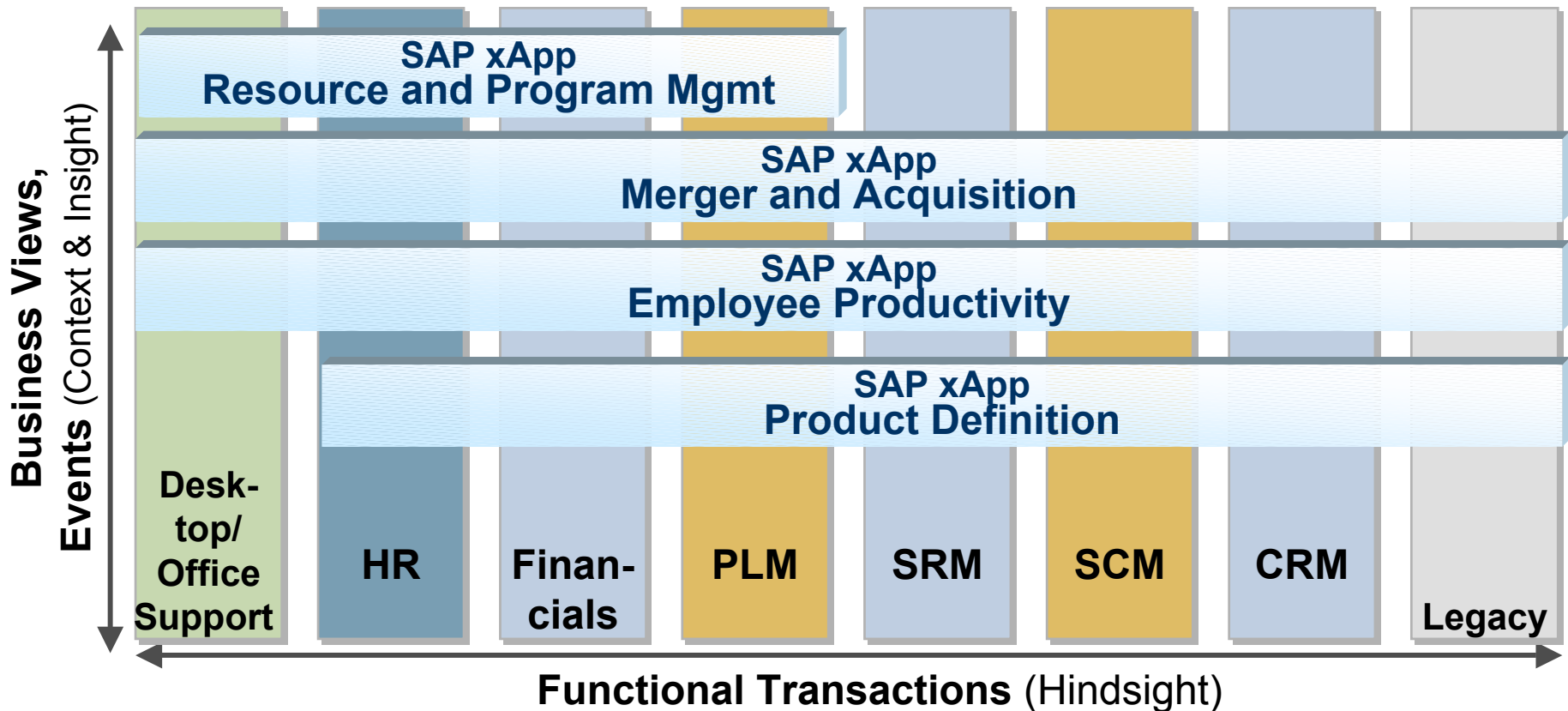
people,
information and
business
processes

across

technologies and
organizations.

xApps

From Transactions to Intelligent Action

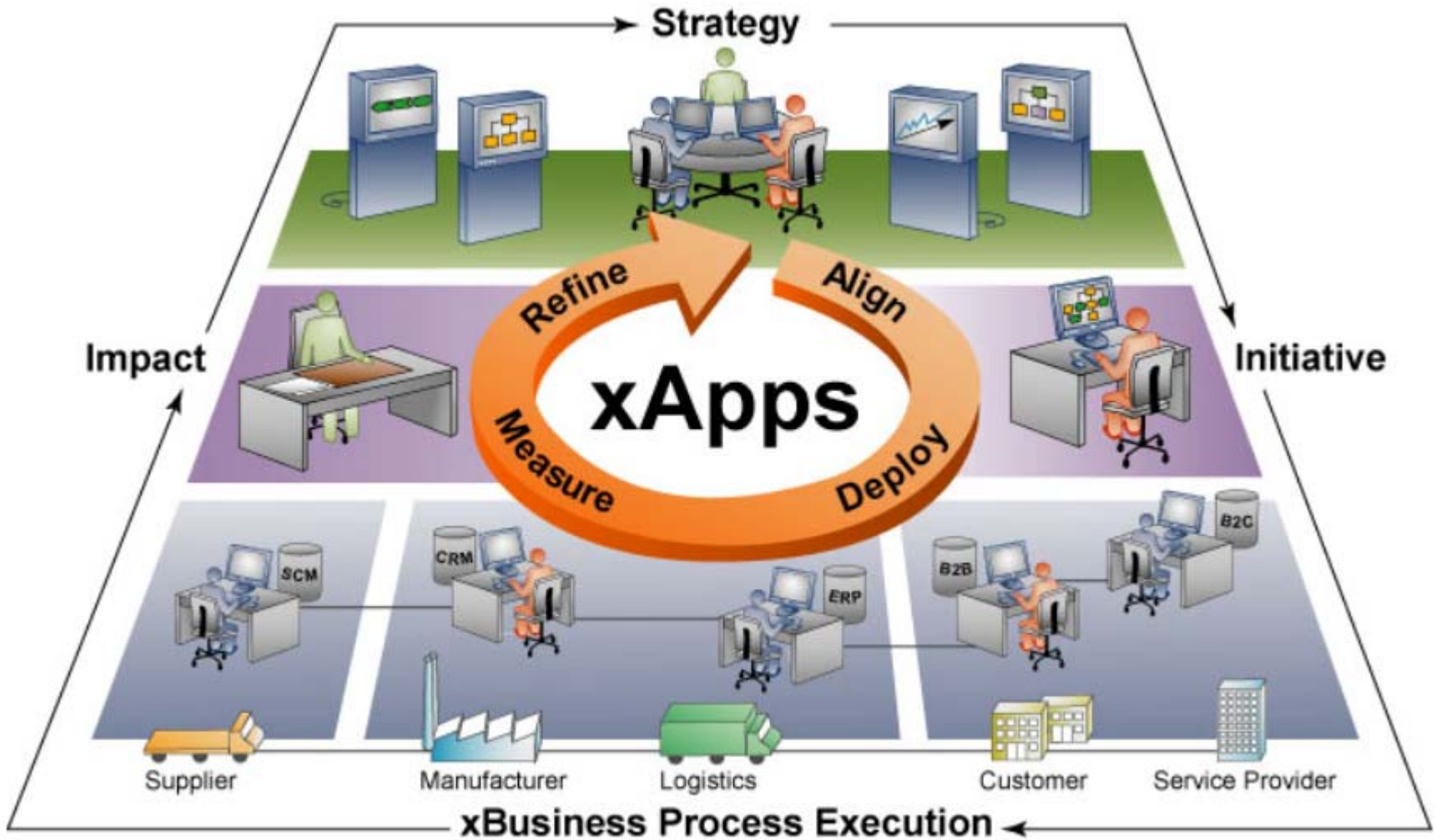


People-driven, cross-functional, composite, collaborative apps

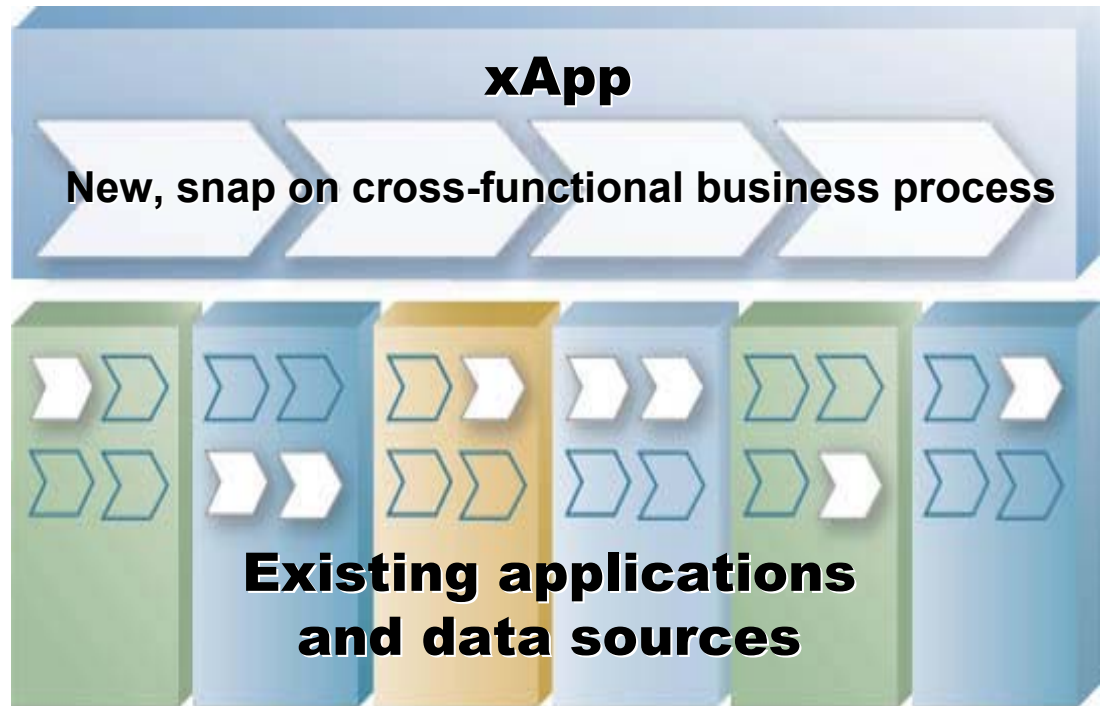
- Orchestrating heterogeneous underlying sources
- Decoupled from specific vendor applications
- Built on a unification platform for people, information and processes

SAP xApps

Facilitating the Continuous Business Cycle



xApps are
a new breed of
**packaged
composite
applications**
that snap-on to an
**existing
(heterogeneous)
IT environment**
to orchestrate new,
**cross-functional
business processes.**



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Cross-functional

xApps drive business processes across different applications, technologies and organizations

Composite

xApps flexibly integrate existing systems and new functional components into a business processes

Collaborative

xApps enable ad-hoc team collaboration as part of vital business processes

Content-driven

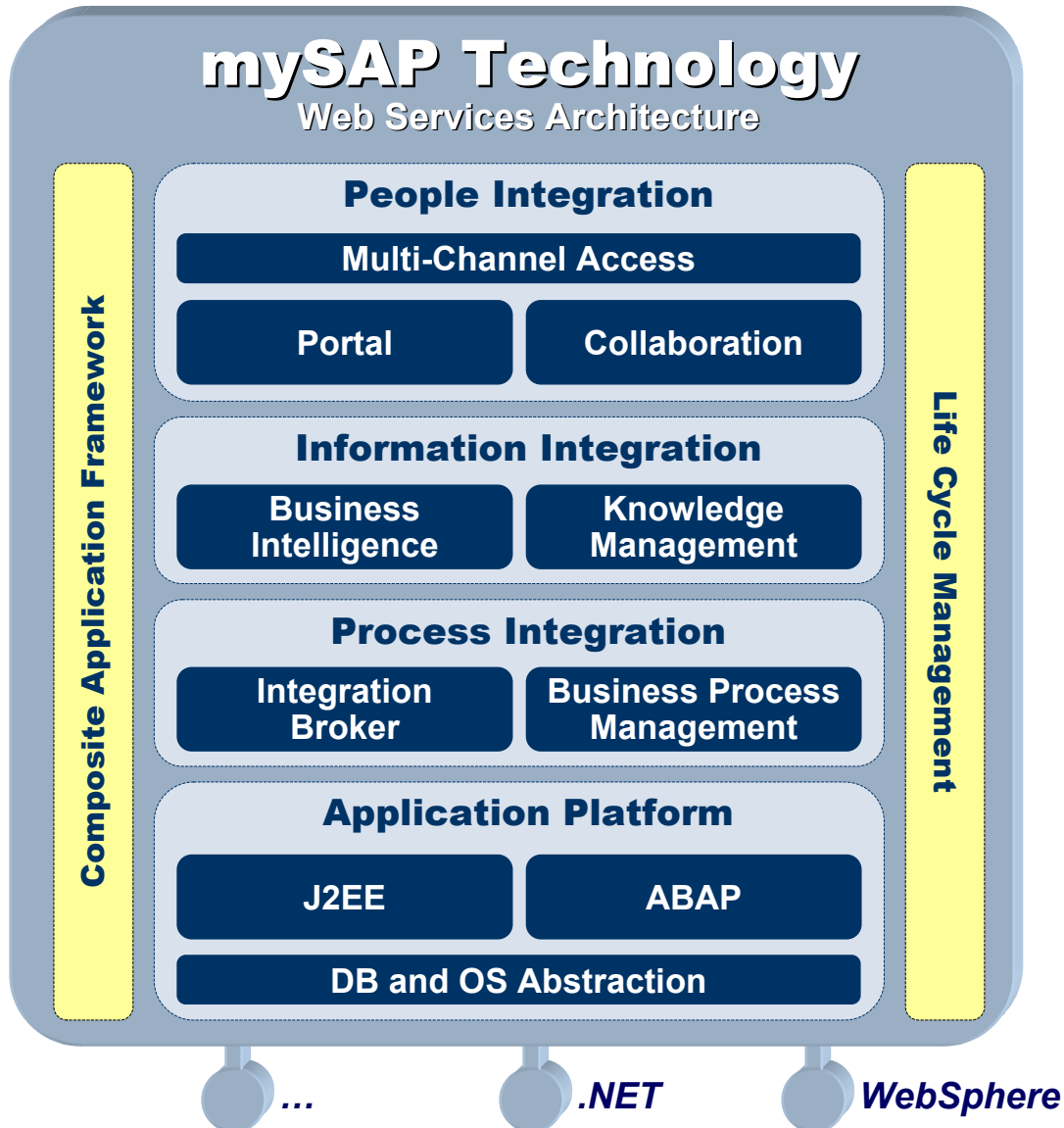
xApps relate knowledge and structured information within the context of a business process

Closing the loop

xApps are triggered by events, aggregate and contextualize information, and finally drive collaboration and transactions.

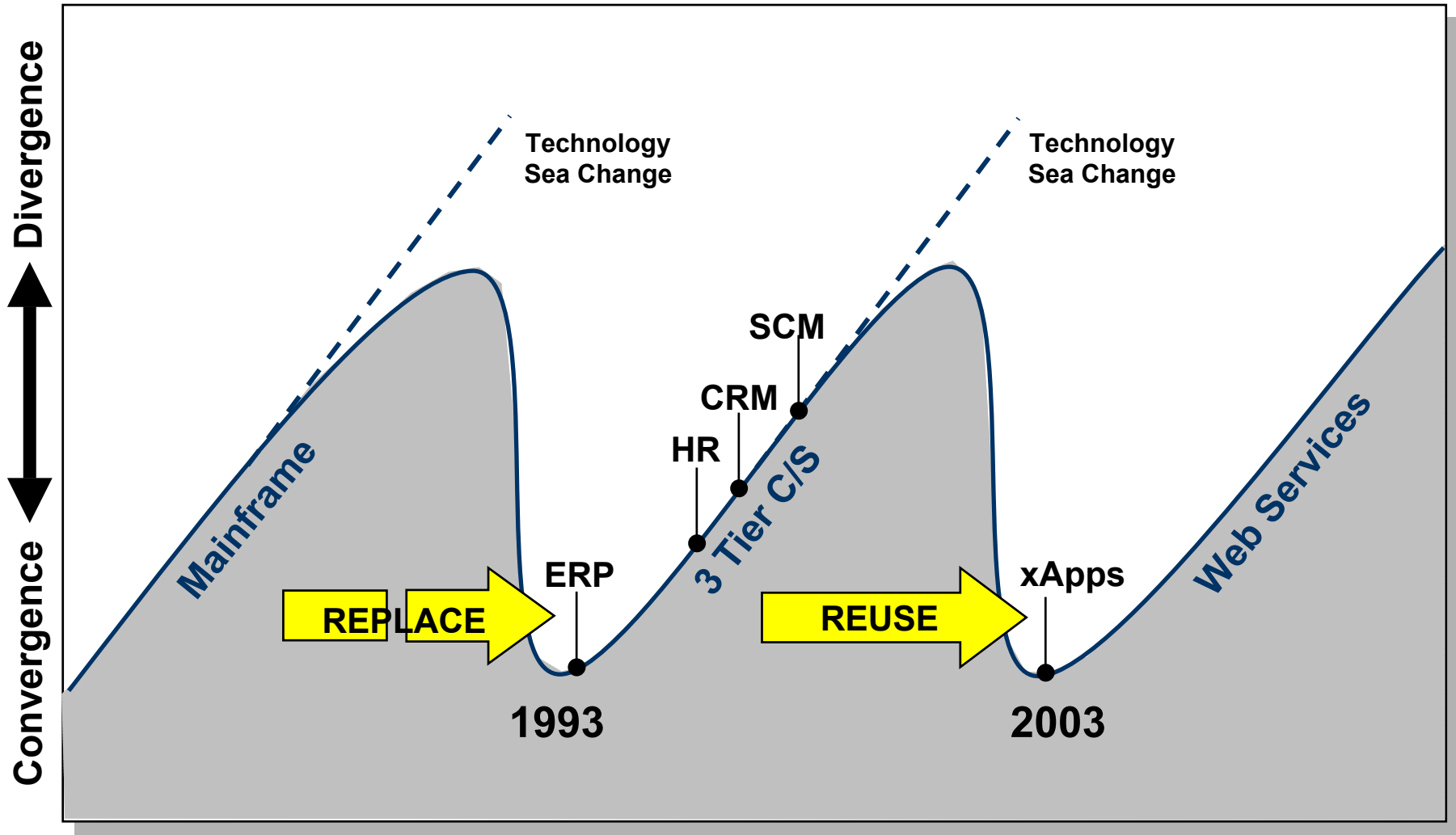
Mastering Heterogeneity

Key Capabilities of mySAP Technology



mySAP Technology is
the **application** and
integration platform
to unify and align
people,
information and
business
processes
across
technologies and
organizations.

Technology Sea Change Ahead



Why SAP continuously gains Market Share

30 years of success

Unparalleled global spread with 56,000 installations in 120+ countries

18,800 companies run SAP – the largest installed base in the enterprise software sector

Strong focus on R&D with over 8,000 developers – a bigger investment than any other e-business software vendor

The most complete e-business software suite

Unique Distribution Power: Multi-channel and Advanced Account Mgmt. Program supported by Superb Brand





mySAP Technology – Platform for the Future

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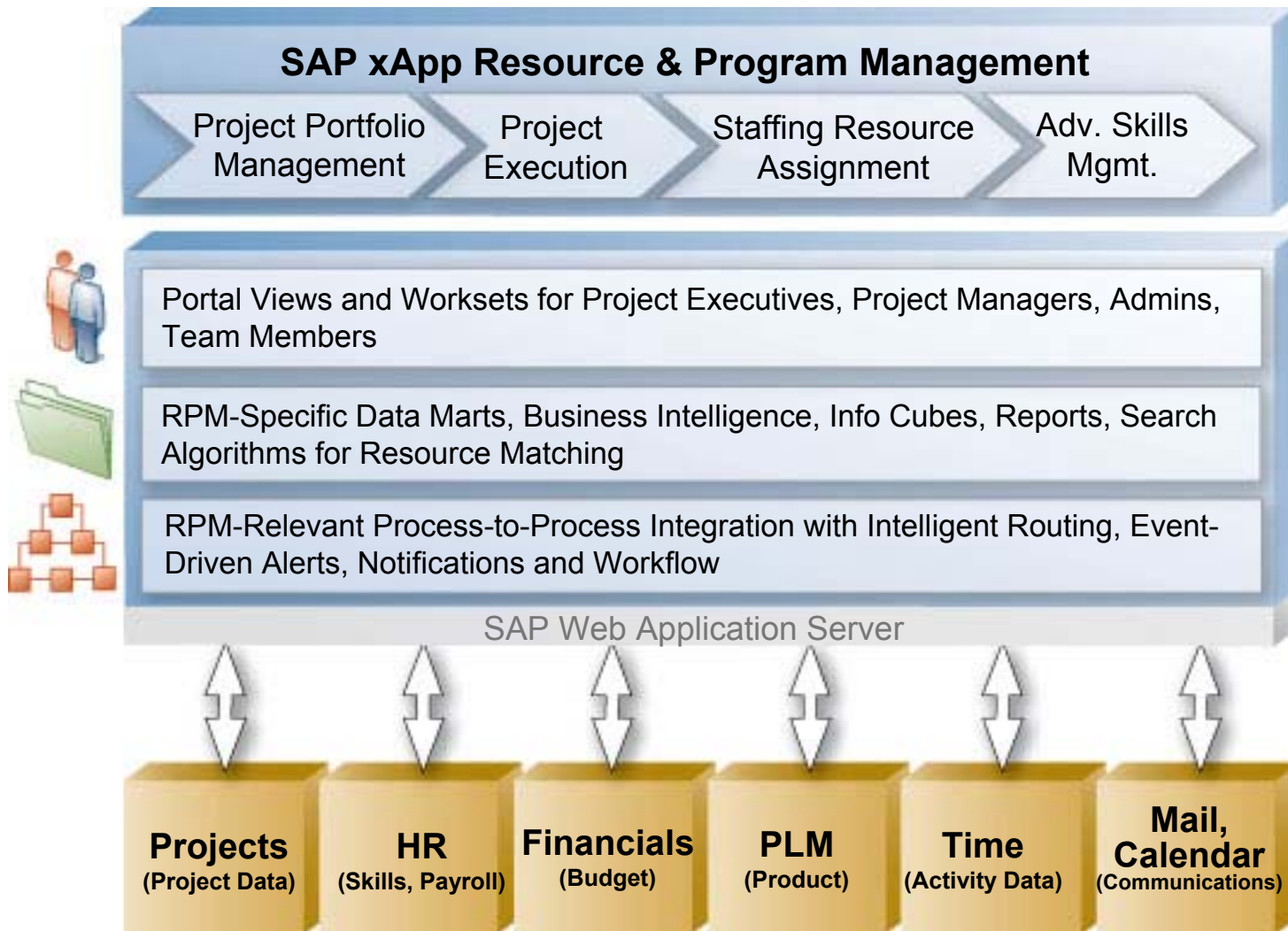
mySAP Technology helps to maximize ROI of existing IT investments

- Delivers ROI from solutions already deployed (SAP and non-SAP), fulfilling customer demands to increase the value of existing IT assets
- Protects customers' IT investments and reduces total cost of ownership
- Open technology – customers are not locked in to a specific vendor's solution

mySAP Technology expands the market for SAP applications

- SAP's long-term history and deep understanding of business processes gives the Company a unique competitive advantage to provide business infrastructure software
- mySAP Technology facilitates deeper penetration of existing accounts
 - ◆ Over 18,000 customers worldwide
- mySAP Technology helps SAP to develop a strategic relationship with customers:
 - ◆ SAP becomes the trusted advisor
 - ◆ SAP becomes the long-term technology partner
- SAP is able to influence a greater share of the available IT spending from customers (increases SAP's "share of wallet")

SAP xApp Resource & Program Management Solution Overview



Contributing applications can run on ANY platform