



# **FINANCIAL INFORMATION FOR THE FOURTH QUARTER 2011**

**(Condensed and Unaudited)**

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# Financial Statements (IFRS)

## CONSOLIDATED INCOME STATEMENT

for the three months ended December 31  
(Preliminary and Unaudited)

€ millions, unless otherwise stated	2011	2010	Change in %
Software revenue	1,744	1,507	16
Support revenue	1,874	1,654	13
Subscription and other software-related service revenue	102	112	-9
<b>Software and software-related service revenue</b>	<b>3,720</b>	<b>3,273</b>	<b>14</b>
Consulting revenue	615	625	-2
Other service revenue	163	160	2
<b>Professional services and other service revenue</b>	<b>778</b>	<b>785</b>	<b>-1</b>
<b>Total revenue</b>	<b>4,498</b>	<b>4,058</b>	<b>11</b>
Cost of software and software-related services	-607	-541	12
Cost of professional services and other services	-560	-593	-6
Research and development	-537	-487	10
Sales and marketing	-940	-788	19
General and administration	-203	-175	16
Restructuring	-2	2	<-100
TomorrowNow litigation	6	-934	<-100
Other operating income/expense, net	11	2	>100
<b>Total operating expenses</b>	<b>-2,832</b>	<b>-3,514</b>	<b>-19</b>
<b>Operating profit</b>	<b>1,666</b>	<b>544</b>	<b>206</b>
<b>Other non-operating income/expense, net</b>	<b>-45</b>	<b>-50</b>	<b>-10</b>
Finance income	46	21	>100
Finance Cost TomorrowNow litigation	1	-12	<-100
Other finance costs	-49	-51	-4
Finance costs	-48	-63	-24
<b>Financial income, net</b>	<b>-2</b>	<b>-42</b>	<b>-95</b>
<b>Profit before tax</b>	<b>1,619</b>	<b>452</b>	<b>258</b>
Income tax TomorrowNow litigation	-5	359	<-100
Other income tax expense	-415	-377	10
Income tax expense	-420	-18	2,233
<b>Profit after tax</b>	<b>1,199</b>	<b>434</b>	<b>176</b>
Profit attributable to non-controlling interests	0	0	0
Profit attributable to owners of parent	1,199	434	176
<b>Basic earnings per share, in €*</b>	<b>1.01</b>	<b>0.37</b>	<b>173</b>
<b>Diluted earnings per share, in €*</b>	<b>1.01</b>	<b>0.37</b>	<b>173</b>

\* for the three months ended December 31, 2011 and 2010 the weighted average number of shares were 1,190 million (Diluted: 1,190 million) and 1,188 million (Diluted: 1,188 million), respectively (treasury stock excluded).

## CONSOLIDATED INCOME STATEMENT

for the twelve months ended December 31

(Preliminary and Unaudited)

€ millions, unless otherwise stated	2011	2010	Change in %
Software revenue	3,970	3,265	22
Support revenue	6,967	6,133	14
Subscription and other software-related service revenue	381	396	-4
<b>Software and software-related service revenue</b>	<b>11,318</b>	<b>9,794</b>	<b>16</b>
Consulting revenue	2,341	2,197	7
Other service revenue	573	473	21
<b>Professional services and other service revenue</b>	<b>2,914</b>	<b>2,670</b>	<b>9</b>
<b>Total revenue</b>	<b>14,232</b>	<b>12,464</b>	<b>14</b>
Cost of software and software-related services	-2,111	-1,823	16
Cost of professional services and other services	-2,232	-2,071	8
Research and development	-1,939	-1,729	12
Sales and marketing	-3,080	-2,645	16
General and administration	-718	-636	13
Restructuring	-4	3	<-100
TomorrowNow litigation	717	-981	<-100
Other operating income/expense, net	14	9	56
<b>Total operating expenses</b>	<b>-9,353</b>	<b>-9,873</b>	<b>-5</b>
<b>Operating profit</b>	<b>4,879</b>	<b>2,591</b>	<b>88</b>
<b>Other non-operating income/expense, net</b>	<b>-79</b>	<b>-186</b>	<b>-58</b>
Finance income	123	73	68
Finance costs TomorrowNow litigation	8	-12	<-100
Other finance costs	-168	-128	31
Finance costs	-160	-140	14
<b>Financial income, net</b>	<b>-37</b>	<b>-67</b>	<b>-45</b>
<b>Profit before tax</b>	<b>4,763</b>	<b>2,338</b>	<b>104</b>
Income tax TomorrowNow litigation	-281	377	<-100
Other income tax expense	-1,041	-902	15
Income tax expense	-1,322	-525	152
<b>Profit after tax</b>	<b>3,441</b>	<b>1,813</b>	<b>90</b>
Profit attributable to non-controlling interests	1	2	-50
Profit attributable to owners of parent	3,440	1,811	90
<b>Basic earnings per share, in €* </b>	<b>2.89</b>	<b>1.52</b>	<b>90</b>
<b>Diluted earnings per share, in €* </b>	<b>2.89</b>	<b>1.52</b>	<b>90</b>

\* for the twelve months ended December 31, 2011 and 2010 the weighted average number of shares were 1,189 million (Diluted: 1,190 million) and 1,188 million (Diluted: 1,189 million), respectively (treasury stock excluded).

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

as at December 31, 2011 and December 31, 2010

(Preliminary and Unaudited)

€ millions	2011	2010
Cash and cash equivalents	4,965	3,518
Other financial assets	816	158
Trade and other receivables	3,494	3,099
Other non-financial assets	205	181
Tax assets	214	187
<b>Total current assets</b>	<b>9,694</b>	<b>7,143</b>
Goodwill	8,709	8,428
Intangible assets	2,024	2,376
Property, plant, and equipment	1,551	1,449
Other financial assets	538	475
Trade and other receivables	84	78
Other non-financial assets	39	31
Tax assets	146	122
<b>Deferred tax assets</b>	<b>466</b>	<b>737</b>
<b>Total non-current assets</b>	<b>13,557</b>	<b>13,696</b>
<b>Total assets</b>	<b>23,251</b>	<b>20,839</b>

€ millions	2011	2010
Trade and other payables	979	923
Tax liabilities	379	164
Financial liabilities	1,331	142
Other non-financial liabilities	1,994	1,726
Provision TomorrowNow litigation	231	997
Other provisions	315	290
Provisions	546	1,287
Deferred income	1,048	911
<b>Total current liabilities</b>	<b>6,277</b>	<b>5,153</b>
Trade and other payables	43	30
Tax liabilities	410	369
Financial liabilities	2,925	4,449
Other non-financial liabilities	91	85
Provisions	273	292
Deferred tax liabilities	477	574
Deferred income	44	63
<b>Total non-current liabilities</b>	<b>4,263</b>	<b>5,862</b>
<b>Total liabilities</b>	<b>10,540</b>	<b>11,015</b>
Issued capital	1,228	1,227
Share premium	421	337
Retained earnings	12,468	9,767
Other components of equity	-37	-142
Treasury shares	-1,377	-1,382
<b>Equity attributable to owners of parent</b>	<b>12,703</b>	<b>9,807</b>
<b>Non-controlling interests</b>	<b>8</b>	<b>17</b>
<b>Total equity</b>	<b>12,711</b>	<b>9,824</b>
<b>Equity and liabilities</b>	<b>23,251</b>	<b>20,839</b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS

for the twelve months ended December 31

(Preliminary and Unaudited)

€ millions	2011	2010
<b>Profit after tax</b>	<b>3,441</b>	<b>1,813</b>
Adjustments to reconcile profit after taxes to net cash provided by operating activities:		
Depreciation and amortization	724	534
Income tax expense	1,322	525
Financial income, net	37	67
Decrease/increase in sales and bad debt allowances on trade receivables	-18	-49
Other adjustments for non-cash items	17	29
Decrease/increase in trade receivables	-428	-123
Decrease/increase in other assets	-76	-122
Decrease/increase in trade payables, provisions and other liabilities	-335	1,116
Decrease/increase in deferred income	124	66
Cash outflows due to TomorrowNow litigation	-53	-102
Interest paid	-139	-66
Interest received	92	52
Income taxes paid, net of refunds	-932	-818
<b>Net cash flows from operating activities</b>	<b>3,776</b>	<b>2,922</b>
Business combinations, net of cash and cash equivalents acquired	-188	-4,194
Purchase of intangible assets and property, plant and equipment	-445	-334
Proceeds from sales of intangible assets or property, plant, and equipment	55	44
Purchase of equity or debt instruments of other entities	-2,045	-842
Proceeds from sales of equity or debt instruments of other entities	1,398	1,332
<b>Net cash flows from investing activities</b>	<b>-1,225</b>	<b>-3,994</b>
Purchase of non-controlling interests	-28	0
Dividends paid	-713	-594
Purchase of treasury shares	-246	-220
Proceeds from reissuance of treasury shares	252	127
Proceeds from issuing shares (share-based compensation)	46	23
Proceeds from borrowings	519	5,380
Repayments of borrowings	-1,005	-2,196
<b>Net cash flows from financing activities</b>	<b>-1,175</b>	<b>2,520</b>
<b>Effect of foreign exchange rates on cash and cash equivalents</b>	<b>71</b>	<b>186</b>
<b>Net decrease/increase in cash and cash equivalents</b>	<b>1,447</b>	<b>1,634</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>3,518</b>	<b>1,884</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>4,965</b>	<b>3,518</b>

## Supplementary Financial Information

### RECONCILIATIONS FROM NON-IFRS NUMBERS TO IFRS NUMBERS

(Preliminary and Unaudited)

The following table presents 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.

Three months ended December 31											
€ millions, unless otherwise stated	2011					2010			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
<b>Revenue Numbers</b>											
Software revenue	1,744	0	1,744	17	1,761	1,507	0	1,507	16	16	17
Support revenue	1,874	1	1,875	-3	1,872	1,654	38	1,692	13	11	11
Subscription and other software-related service revenue	102	0	102	-1	101	112	0	112	-9	-9	-10
<b>Software and software-related service revenue</b>	<b>3,720</b>	<b>1</b>	<b>3,721</b>	<b>13</b>	<b>3,734</b>	<b>3,273</b>	<b>38</b>	<b>3,311</b>	<b>14</b>	<b>12</b>	<b>13</b>
Consulting revenue	615	0	615	1	616	625	0	625	-2	-2	-1
Other service revenue	163	0	163	1	164	160	0	160	2	2	3
<b>Professional services and other service revenue</b>	<b>778</b>	<b>0</b>	<b>778</b>	<b>2</b>	<b>780</b>	<b>785</b>	<b>0</b>	<b>785</b>	<b>-1</b>	<b>-1</b>	<b>-1</b>
<b>Total revenue</b>	<b>4,498</b>	<b>1</b>	<b>4,499</b>	<b>15</b>	<b>4,514</b>	<b>4,058</b>	<b>38</b>	<b>4,096</b>	<b>11</b>	<b>10</b>	<b>10</b>
<b>Operating Expense Numbers</b>											
Cost of software and software-related services	-607	69	-538			-541	64	-477	12	13	
Cost of professional services and other services	-560	5	-555			-593	5	-588	-6	-6	
Research and development	-537	5	-532			-487	0	-487	10	9	
Sales and marketing	-940	32	-908			-788	34	-754	19	20	
General and administration	-203	7	-196			-175	5	-170	16	15	
Restructuring	-2	2	0			2	-2	0	<-100	0	
TomorrowNow litigation	6	-6	0			-934	934	0	<-100	0	
Other operating income/expense, net	11	0	11			2	0	2	>100	>100	
<b>Total operating expenses</b>	<b>-2,832</b>	<b>114</b>	<b>-2,718</b>	<b>-5</b>	<b>-2,723</b>	<b>-3,514</b>	<b>1,041</b>	<b>-2,474</b>	<b>-19</b>	<b>10</b>	<b>10</b>
<b>Profit Numbers</b>											
<b>Operating profit</b>	<b>1,666</b>	<b>115</b>	<b>1,781</b>	<b>10</b>	<b>1,791</b>	<b>544</b>	<b>1,079</b>	<b>1,622</b>	<b>206</b>	<b>10</b>	<b>10</b>
<b>Other non-operating income/expense, net</b>	<b>-45</b>	<b>0</b>	<b>-45</b>			<b>-50</b>	<b>-14</b>	<b>-64</b>	<b>-10</b>	<b>-30</b>	
Finance income	46	0	46			21	0	21	>100	>100	
Finance Cost TomorrowNow litigation	1	-1	0			-12	12	0	<-100	0	
Other finance costs	-49	0	-49			-51	0	-51	-4	-4	
Finance costs	-48	-1	-49			-63	12	-51	-24	-4	
<b>Financial income, net</b>	<b>-2</b>	<b>-1</b>	<b>-3</b>			<b>-42</b>	<b>12</b>	<b>-30</b>	<b>-95</b>	<b>-90</b>	
<b>Profit before tax</b>	<b>1,619</b>	<b>114</b>	<b>1,733</b>			<b>452</b>	<b>1,077</b>	<b>1,529</b>	<b>258</b>	<b>13</b>	
Income tax TomorrowNow litigation	-5	5	0			359	-359	0	<-100	0	
Other income tax expense	-415	-37	-452			-377	-43	-420	10	8	
Income tax expense	-420	-32	-452			-18	-402	-420	2,233	8	
<b>Profit after tax</b>	<b>1,199</b>	<b>82</b>	<b>1,281</b>			<b>434</b>	<b>675</b>	<b>1,109</b>	<b>176</b>	<b>16</b>	
Profit attributable to non-controlling interests	0	0	0			0	0	0	0	0	
Profit attributable to owners of parent	1,199	82	1,281			434	675	1,109	176	16	
<b>Key Ratios</b>											
<b>Operating margin in %</b>	<b>37.0</b>		<b>39.6</b>		<b>39.7</b>	<b>13.4</b>		<b>39.6</b>	<b>23.6pp</b>	<b>0</b>	<b>0.1pp</b>
<b>Effective tax rate in %</b>	<b>25.9</b>		<b>26.1</b>			<b>4.0</b>		<b>27.5</b>	<b>21.9pp</b>	<b>-1.4pp</b>	
<b>Basic earnings per share, in €* </b>	<b>1.01</b>		<b>1.08</b>			<b>0.37</b>		<b>0.93</b>	<b>173</b>	<b>16</b>	

Twelve months ended December 31

€ millions, unless otherwise stated	2011					2010			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
<b>Revenue Numbers</b>											
Software revenue	3,970	0	3,970	96	4,066	3,265	0	3,265	22	22	25
Support revenue	6,967	27	6,994	58	7,052	6,133	74	6,207	14	13	14
Subscription and other software-related service revenue	381	0	381	-1	380	396	0	396	-4	-4	-4
<b>Software and software-related service revenue</b>	<b>11,318</b>	<b>27</b>	<b>11,345</b>	<b>153</b>	<b>11,498</b>	<b>9,794</b>	<b>74</b>	<b>9,868</b>	<b>16</b>	<b>15</b>	<b>17</b>
Consulting revenue	2,341	0	2,341	35	2,376	2,197	0	2,197	7	7	8
Other service revenue	573	0	573	8	581	473	0	473	21	21	23
<b>Professional services and other service revenue</b>	<b>2,914</b>	<b>0</b>	<b>2,914</b>	<b>43</b>	<b>2,957</b>	<b>2,670</b>	<b>0</b>	<b>2,670</b>	<b>9</b>	<b>9</b>	<b>11</b>
<b>Total revenue</b>	<b>14,232</b>	<b>27</b>	<b>14,259</b>	<b>196</b>	<b>14,455</b>	<b>12,464</b>	<b>74</b>	<b>12,538</b>	<b>14</b>	<b>14</b>	<b>15</b>
<b>Operating Expense Numbers</b>											
Cost of software and software-related services	-2,111	285	-1,826			-1,823	202	-1,621	16	13	
Cost of professional services and other services	-2,232	33	-2,199			-2,071	18	-2,053	8	7	
Research and development	-1,939	41	-1,898			-1,729	23	-1,706	12	11	
Sales and marketing	-3,080	127	-2,953			-2,645	95	-2,550	16	16	
General and administration	-718	31	-687			-636	26	-610	13	13	
Restructuring	-4	4	0			3	-3	0	<-100	0	
TomorrowNow litigation	717	-717	0			-981	981	0	<-100	0	
Other operating income/expense, net	14	0	14			9	0	9	56	56	
<b>Total operating expenses</b>	<b>-9,353</b>	<b>-196</b>	<b>-9,549</b>	<b>-128</b>	<b>-9,677</b>	<b>-9,873</b>	<b>1,342</b>	<b>-8,531</b>	<b>-5</b>	<b>12</b>	<b>13</b>
<b>Profit Numbers</b>											
<b>Operating profit</b>	<b>4,879</b>	<b>-169</b>	<b>4,710</b>	<b>68</b>	<b>4,778</b>	<b>2,591</b>	<b>1,416</b>	<b>4,007</b>	<b>88</b>	<b>18</b>	<b>19</b>
<b>Other non-operating income/expense, net</b>	<b>-79</b>	<b>0</b>	<b>-79</b>			<b>-186</b>	<b>-4</b>	<b>-190</b>	<b>-58</b>	<b>-58</b>	
Finance income	123	0	123			73	0	73	68	68	
Finance costs TomorrowNow litigation	8	-8	0			-12	12	0	<-100	0	
Other finance costs	-168	0	-168			-128	0	-128	31	31	
Finance costs	-160	-8	-168			-140	12	-128	14	31	
<b>Financial income, net</b>	<b>-37</b>	<b>-8</b>	<b>-45</b>			<b>-67</b>	<b>12</b>	<b>-55</b>	<b>-45</b>	<b>-18</b>	
<b>Profit before tax</b>	<b>4,763</b>	<b>-177</b>	<b>4,586</b>			<b>2,338</b>	<b>1,424</b>	<b>3,762</b>	<b>104</b>	<b>22</b>	
Income tax TomorrowNow litigation	-281	281	0			377	-377	0	<-100	0	
Other income tax expense	-1,041	-174	-1,215			-902	-122	-1,024	15	19	
Income tax expense	-1,322	107	-1,215			-525	-499	-1,024	152	19	
<b>Profit after tax</b>	<b>3,441</b>	<b>-70</b>	<b>3,371</b>			<b>1,813</b>	<b>925</b>	<b>2,738</b>	<b>90</b>	<b>23</b>	
Profit attributable to non-controlling interests	1	0	1			2	0	2	-50	-50	
Profit attributable to owners of parent	3,440	-70	3,370			1,811	925	2,736	90	23	
<b>Key Ratios</b>											
<b>Operating margin in %</b>	<b>34.3</b>		<b>33.0</b>		<b>33.1</b>	<b>20.8</b>		<b>32.0</b>	<b>13.5pp</b>	<b>1.0pp</b>	<b>1.1pp</b>
<b>Effective tax rate in %</b>	<b>27.8</b>		<b>26.5</b>			<b>22.5</b>		<b>27.2</b>	<b>5.3pp</b>	<b>-0.7pp</b>	
<b>Basic earnings per share, in €* </b>	<b>2.89</b>		<b>2.83</b>			<b>1.52</b>		<b>2.30</b>	<b>90</b>	<b>23</b>	

\* 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, share-based compensation expenses, restructuring expenses and discontinued activities.

\*\* 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.



## REVENUE BY REGION

(Preliminary and Unaudited)

The following table presents our IFRS and non-IFRS revenue by region based on customer location. The table also presents 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.

Three months ended December 31											
€ millions	2011					2010			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
<b>Software revenue by region</b>											
EMEA	844	0	844	7	851	724	0	724	17	17	18
Americas	612	0	612	10	622	553	0	553	11	11	12
Asia Pacific Japan	288	0	288	1	289	230	0	230	25	25	26
<b>Software revenue</b>	<b>1,744</b>	<b>0</b>	<b>1,744</b>	<b>17</b>	<b>1,761</b>	<b>1,507</b>	<b>0</b>	<b>1,507</b>	<b>16</b>	<b>16</b>	<b>17</b>
<b>Software and software-related service revenue by region</b>											
Germany	577	0	577	0	577	524	0	524	10	10	10
Rest of EMEA	1,260	0	1,260	9	1,269	1,122	11	1,133	12	11	12
<b>Total EMEA</b>	<b>1,837</b>	<b>0</b>	<b>1,837</b>	<b>9</b>	<b>1,846</b>	<b>1,646</b>	<b>11</b>	<b>1,657</b>	<b>12</b>	<b>11</b>	<b>11</b>
United States	895	0	895	-5	890	804	21	825	11	8	8
Rest of Americas	379	0	379	18	397	331	3	334	15	13	19
<b>Total Americas</b>	<b>1,274</b>	<b>1</b>	<b>1,275</b>	<b>12</b>	<b>1,287</b>	<b>1,135</b>	<b>24</b>	<b>1,159</b>	<b>12</b>	<b>10</b>	<b>11</b>
Japan	182	0	182	-13	169	133	2	135	37	35	25
Rest of Asia Pacific Japan	428	0	428	4	432	358	2	360	20	19	20
<b>Total Asia Pacific Japan</b>	<b>609</b>	<b>0</b>	<b>609</b>	<b>-8</b>	<b>601</b>	<b>492</b>	<b>3</b>	<b>495</b>	<b>24</b>	<b>23</b>	<b>21</b>
<b>Software and software-related service revenue</b>	<b>3,720</b>	<b>1</b>	<b>3,721</b>	<b>13</b>	<b>3,734</b>	<b>3,273</b>	<b>38</b>	<b>3,311</b>	<b>14</b>	<b>12</b>	<b>13</b>
<b>Total revenue by region</b>											
Germany	728	0	728	1	729	724	0	724	1	1	1
Rest of EMEA	1,501	0	1,501	11	1,512	1,350	11	1,361	11	10	11
<b>Total EMEA</b>	<b>2,230</b>	<b>0</b>	<b>2,230</b>	<b>10</b>	<b>2,240</b>	<b>2,074</b>	<b>11</b>	<b>2,085</b>	<b>8</b>	<b>7</b>	<b>7</b>
United States	1,108	0	1,108	-7	1,101	1,012	21	1,033	9	7	7
Rest of Americas	462	0	462	20	482	402	3	405	15	14	19
<b>Total Americas</b>	<b>1,569</b>	<b>1</b>	<b>1,570</b>	<b>13</b>	<b>1,583</b>	<b>1,414</b>	<b>24</b>	<b>1,438</b>	<b>11</b>	<b>9</b>	<b>10</b>
Japan	202	0	202	-14	188	153	2	155	32	30	21
Rest of Asia Pacific Japan	497	0	497	5	502	418	2	420	19	18	20
<b>Total Asia Pacific Japan</b>	<b>699</b>	<b>0</b>	<b>699</b>	<b>-9</b>	<b>690</b>	<b>571</b>	<b>3</b>	<b>574</b>	<b>22</b>	<b>22</b>	<b>20</b>
<b>Total revenue</b>	<b>4,498</b>	<b>1</b>	<b>4,499</b>	<b>15</b>	<b>4,514</b>	<b>4,058</b>	<b>38</b>	<b>4,096</b>	<b>11</b>	<b>10</b>	<b>10</b>

Twelve months ended December 31

€ millions	2011					2010			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
<b>Software revenue by region</b>											
EMEA	1,773	0	1,773	14	1,787	1,471	0	1,471	21	21	21
Americas	1,482	0	1,482	75	1,557	1,247	0	1,247	19	19	25
Asia Pacific Japan	714	0	714	8	722	547	0	547	31	31	32
<b>Software revenue</b>	<b>3,970</b>	<b>0</b>	<b>3,970</b>	<b>96</b>	<b>4,066</b>	<b>3,265</b>	<b>0</b>	<b>3,265</b>	<b>22</b>	<b>22</b>	<b>25</b>
<b>Software and software-related service revenue by region</b>											
Germany	1,725	0	1,725	0	1,725	1,564	0	1,564	10	10	10
Rest of EMEA	3,804	8	3,812	-5	3,807	3,319	20	3,339	15	14	14
<b>Total EMEA</b>	<b>5,528</b>	<b>8</b>	<b>5,536</b>	<b>-4</b>	<b>5,532</b>	<b>4,883</b>	<b>20</b>	<b>4,903</b>	<b>13</b>	<b>13</b>	<b>13</b>
United States	2,870	15	2,885	146	3,031	2,497	42	2,539	15	14	19
Rest of Americas	1,088	2	1,090	31	1,121	930	5	935	17	17	20
<b>Total Americas</b>	<b>3,958</b>	<b>17</b>	<b>3,975</b>	<b>178</b>	<b>4,153</b>	<b>3,427</b>	<b>47</b>	<b>3,474</b>	<b>15</b>	<b>14</b>	<b>20</b>
Japan	579	1	580	-24	556	448	3	451	29	29	23
Rest of Asia Pacific Japan	1,253	1	1,254	4	1,258	1,036	4	1,040	21	21	21
<b>Total Asia Pacific Japan</b>	<b>1,832</b>	<b>2</b>	<b>1,834</b>	<b>-21</b>	<b>1,813</b>	<b>1,484</b>	<b>7</b>	<b>1,491</b>	<b>23</b>	<b>23</b>	<b>22</b>
<b>Software and software-related service revenue</b>	<b>11,318</b>	<b>27</b>	<b>11,345</b>	<b>153</b>	<b>11,498</b>	<b>9,794</b>	<b>74</b>	<b>9,868</b>	<b>16</b>	<b>15</b>	<b>17</b>
<b>Total revenue by region</b>											
Germany	2,346	0	2,346	0	2,346	2,195	0	2,195	7	7	7
Rest of EMEA	4,644	8	4,652	-5	4,647	4,068	20	4,089	14	14	14
<b>Total EMEA</b>	<b>6,990</b>	<b>8</b>	<b>6,998</b>	<b>-6</b>	<b>6,992</b>	<b>6,263</b>	<b>20</b>	<b>6,283</b>	<b>12</b>	<b>11</b>	<b>11</b>
United States	3,699	15	3,714	189	3,903	3,243	42	3,286	14	13	19
Rest of Americas	1,392	2	1,394	37	1,431	1,192	5	1,197	17	16	20
<b>Total Americas</b>	<b>5,091</b>	<b>17</b>	<b>5,108</b>	<b>226</b>	<b>5,334</b>	<b>4,435</b>	<b>47</b>	<b>4,482</b>	<b>15</b>	<b>14</b>	<b>19</b>
Japan	652	1	653	-28	625	513	3	516	27	27	21
Rest of Asia Pacific Japan	1,499	1	1,500	2	1,502	1,253	4	1,256	20	19	20
<b>Total Asia Pacific Japan</b>	<b>2,151</b>	<b>2</b>	<b>2,153</b>	<b>-25</b>	<b>2,128</b>	<b>1,766</b>	<b>7</b>	<b>1,772</b>	<b>22</b>	<b>22</b>	<b>20</b>
<b>Total revenue</b>	<b>14,232</b>	<b>27</b>	<b>14,259</b>	<b>196</b>	<b>14,455</b>	<b>12,464</b>	<b>74</b>	<b>12,538</b>	<b>14</b>	<b>14</b>	<b>15</b>

## NEW INCOME STATEMENTS FORMAT – CONSOLIDATED INCOME STATEMENT

for the twelve months ended December 31

(Preliminary and Unaudited)

€ millions, unless otherwise stated	2011	2010	Change in %
Software	4,106	3,410	20
Support	7,194	6,370	13
Cloud subscriptions and -support	18	14	29
<b>Software and software-related service revenue</b>	<b>11,318</b>	<b>9,794</b>	<b>16</b>
Consulting	2,341	2,197	7
Other services	573	473	21
<b>Professional services and other service revenue</b>	<b>2,914</b>	<b>2,670</b>	<b>9</b>
<b>Total revenue</b>	<b>14,232</b>	<b>12,464</b>	<b>14</b>
Cost of software and software-related services	-2,111	-1,823	16
Cost of professional services and other services	-2,232	-2,071	8
<b>Total cost of revenue</b>	<b>-4,343</b>	<b>-3,894</b>	<b>12</b>
<b>Gross profit</b>	<b>9,889</b>	<b>8,570</b>	<b>15</b>
Research and development	-1,939	-1,729	12
Sales and marketing	-3,080	-2,645	16
General and administration	-718	-636	13
Restructuring	-4	3	<-100
TomorrowNow litigation	717	-981	<-100
Other operating income/expense, net	14	9	56
<b>Total operating expenses</b>	<b>-9,353</b>	<b>-9,873</b>	<b>-5</b>
<b>Operating profit</b>	<b>4,879</b>	<b>2,591</b>	<b>88</b>
<b>Other non-operating income/expense, net</b>	<b>-79</b>	<b>-186</b>	<b>-58</b>
Finance income	123	73	68
Finance costs TomorrowNow litigation	8	-12	<-100
Other finance costs	-168	-128	31
Finance costs	-160	-140	14
<b>Financial income, net</b>	<b>-37</b>	<b>-67</b>	<b>-45</b>
<b>Profit before tax</b>	<b>4,763</b>	<b>2,338</b>	<b>104</b>
Income tax TomorrowNow litigation	-281	377	<-100
Other income tax expense	-1,041	-902	15
Income tax expense	-1,322	-525	152
<b>Profit after tax</b>	<b>3,441</b>	<b>1,813</b>	<b>90</b>
Profit attributable to non-controlling interests	1	2	-50
Profit attributable to owners of parent	3,440	1,811	90
<b>Basic earnings per share, in €*</b>	<b>2.89</b>	<b>1.52</b>	<b>90</b>
<b>Diluted earnings per share, in €*</b>	<b>2.89</b>	<b>1.52</b>	<b>90</b>

## NEW INCOME STATEMENTS FORMAT – RECONCILIATIONS FROM NON-IFRS NUMBERS TO IFRS NUMBERS (NEW)

(Preliminary and Unaudited)

Twelve months ended December 31

€ millions, unless otherwise stated	2011					2010			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
<b>Revenue Numbers</b>											
Software	4,106	0	4,106	96	4,202	3,410	0	3,410	20	20	23
Support	7,194	27	7,221	57	7,278	6,370	74	6,444	13	12	13
Cloud subscriptions and -support	18	0	18	0	18	14	0	14	29	29	29
<b>Software and software-related service revenue</b>	<b>11,318</b>	<b>27</b>	<b>11,345</b>	<b>153</b>	<b>11,498</b>	<b>9,794</b>	<b>74</b>	<b>9,868</b>	<b>16</b>	<b>15</b>	<b>17</b>
Consulting	2,341	0	2,341	35	2,376	2,197	0	2,197	7	7	8
Other services	573	0	573	8	581	473	0	473	21	21	23
<b>Professional services and other service revenue</b>	<b>2,914</b>	<b>0</b>	<b>2,914</b>	<b>43</b>	<b>2,957</b>	<b>2,670</b>	<b>0</b>	<b>2,670</b>	<b>9</b>	<b>9</b>	<b>11</b>
<b>Total revenue</b>	<b>14,232</b>	<b>27</b>	<b>14,259</b>	<b>196</b>	<b>14,455</b>	<b>12,464</b>	<b>74</b>	<b>12,538</b>	<b>14</b>	<b>14</b>	<b>15</b>
<b>Operating Expense Numbers</b>											
Cost of software and software-related services	-2,111	285	-1,826			-1,823	202	-1,621	16	13	
Cost of professional services and other services	-2,232	33	-2,199			-2,071	18	-2,053	8	7	
<b>Total cost of revenue</b>	<b>-4,343</b>	<b>318</b>	<b>-4,025</b>			<b>-3,894</b>	<b>220</b>	<b>-3,674</b>	<b>12</b>	<b>10</b>	
<b>Gross profit</b>	<b>9,889</b>	<b>345</b>	<b>10,234</b>			<b>8,570</b>	<b>294</b>	<b>8,864</b>	<b>15</b>	<b>15</b>	
Research and development	-1,939	41	-1,898			-1,729	23	-1,706	12	11	
Sales and marketing	-3,080	127	-2,953			-2,645	95	-2,550	16	16	
General and administration	-718	31	-687			-636	26	-610	13	13	
Restructuring	-4	4	0			3	-3	0	<-100	0	
TomorrowNow litigation	717	-717	0			-981	981	0	<-100	0	
Other operating income/expense, net	14	0	14			9	0	9	56	56	
<b>Total operating expenses</b>	<b>-9,353</b>	<b>-196</b>	<b>-9,549</b>	<b>-128</b>	<b>-9,677</b>	<b>-9,873</b>	<b>1,342</b>	<b>-8,531</b>	<b>-5</b>	<b>12</b>	<b>13</b>
<b>Profit Numbers</b>											
<b>Operating profit</b>	<b>4,879</b>	<b>-169</b>	<b>4,710</b>	<b>68</b>	<b>4,778</b>	<b>2,591</b>	<b>1,416</b>	<b>4,007</b>	<b>88</b>	<b>18</b>	<b>19</b>
<b>Other non-operating income/expense, net</b>	<b>-79</b>	<b>0</b>	<b>-79</b>			<b>-186</b>	<b>-4</b>	<b>-190</b>	<b>-58</b>	<b>-58</b>	
Finance income	123	0	123			73	0	73	68	68	
Finance costs TomorrowNow litigation	8	-8	0			-12	12	0	<-100	0	
Other finance costs	-168	0	-168			-128	0	-128	31	31	
Finance costs	-160	-8	-168			-140	12	-128	14	31	
<b>Financial income, net</b>	<b>-37</b>	<b>-8</b>	<b>-45</b>			<b>-67</b>	<b>12</b>	<b>-55</b>	<b>-45</b>	<b>-18</b>	
<b>Profit before tax</b>	<b>4,763</b>	<b>-177</b>	<b>4,586</b>			<b>2,338</b>	<b>1,424</b>	<b>3,762</b>	<b>104</b>	<b>22</b>	
Income tax TomorrowNow litigation	-281	281	0			377	-377	0	<-100	0	
Other income tax expense	-1,041	-174	-1,215			-902	-122	-1,024	15	19	
Income tax expense	-1,322	107	-1,215			-525	-499	-1,024	152	19	
<b>Profit after tax</b>	<b>3,441</b>	<b>-70</b>	<b>3,371</b>			<b>1,813</b>	<b>925</b>	<b>2,738</b>	<b>90</b>	<b>23</b>	
Profit attributable to non-controlling interests	1	0	1			2	0	2	-50	-50	
Profit attributable to owners of parent	3,440	-70	3,370			1,811	925	2,736	90	23	
<b>Key Ratios</b>											
<b>Operating margin in %</b>	<b>34.3</b>		<b>33.0</b>		<b>33.1</b>	<b>20.8</b>		<b>32.0</b>	<b>13.5pp</b>	<b>1.0pp</b>	<b>1.1pp</b>
<b>Effective tax rate in %</b>	<b>27.8</b>		<b>26.5</b>			<b>22.5</b>		<b>27.2</b>	<b>5.3pp</b>	<b>-0.7pp</b>	
<b>Basic earnings per share, in €* </b>	<b>2.89</b>		<b>2.83</b>			<b>1.52</b>		<b>2.30</b>	<b>90</b>	<b>23</b>	

\* 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.*

For a more detailed description of these adjustments and their limitations as well as our constant currency and free cash flow figures see *Explanations of Non-IFRS Measures* online ([www.sap.com/about/investor/index.epx](http://www.sap.com/about/investor/index.epx)).