



FINANCIAL INFORMATION FOR THE THIRD QUARTER 2012

(Condensed and Unaudited)

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Financial Statements (IFRS)

CONSOLIDATED INCOME STATEMENTS

For the three months ended September 30

€ millions, unless otherwise stated	2012	2011	Change in %
Software	1,026	875	17
Support	2,105	1,812	16
Cloud subscriptions and support	63	4	1,475
Software and software-related service revenue	3,194	2,691	19
Consulting	616	578	7
Other services	142	140	1
Professional services and other service revenue	758	718	6
Total revenue	3,952	3,409	16
Cost of software and software-related services	-638	-513	24
Cost of professional services and other services	-619	-537	15
Total cost of revenue	-1,257	-1,050	20
Gross profit	2,695	2,359	14
Research and development	-547	-436	25
Sales and marketing	-984	-721	36
General and administration	-232	-168	38
Restructuring	-4	-1	>100
TomorrowNow litigation	-7	723	<-100
Other operating income/expense, net	0	3	-100
Total operating expenses	-3,031	-1,650	84
Operating profit	921	1,759	-48
Other non-operating income/expense, net	-92	0	N/A
Finance income	34	29	17
Finance Cost TomorrowNow litigation	0	7	-100
Other finance costs	-41	-38	8
Finance costs	-41	-31	32
Financial income, net	-7	-2	>100
Profit before tax	822	1,757	-53
Income tax TomorrowNow litigation	2	-276	<-100
Other income tax expense	-206	-229	-10
Income tax expense	-204	-505	-60
Profit after tax	618	1,251	-51
Profit attributable to non-controlling interests	0	0	0
Profit attributable to owners of parent	618	1,251	-51
Basic earnings per share, in €*	0.52	1.05	-50
Diluted earnings per share, in €*	0.52	1.05	-50

* For the three months ended September 30, 2012 and 2011, the weighted average number of shares was 1,192 million (diluted 1,193 million) and 1,190 million (diluted: 1,190 million), respectively (treasury stock excluded).

CONSOLIDATED INCOME STATEMENTS

For the nine months ended September 30

€ millions, unless otherwise stated	2012	2011	Change in %
Software	2,722	2,328	17
Support	6,071	5,257	15
Cloud subscriptions and support	144	12	1,100
Software and software-related service revenue	8,937	7,597	18
Consulting	1,830	1,726	6
Other services	433	410	6
Professional services and other service revenue	2,263	2,136	6
Total revenue	11,200	9,733	15
Cost of software and software-related services	-1,743	-1,503	16
Cost of professional services and other services	-1,888	-1,672	13
Total cost of revenue	-3,631	-3,175	14
Gross profit	7,569	6,558	15
Research and development	-1,638	-1,402	17
Sales and marketing	-2,786	-2,140	30
General and administration	-664	-515	29
Restructuring	-8	-2	>100
TomorrowNow litigation	-1	711	<-100
Other operating income/expense, net	1	3	-67
Total operating expenses	-8,727	-6,520	34
Operating profit	2,473	3,213	-23
Other non-operating income/expense, net	-145	-34	>100
Finance income	86	78	10
Finance costs TomorrowNow litigation	-1	7	<-100
Other finance costs	-118	-119	-1
Finance costs	-119	-112	6
Financial income, net	-33	-34	-3
Profit before tax	2,295	3,145	-27
Income tax TomorrowNow litigation	1	-276	<-100
Other income tax expense	-573	-626	-8
Income tax expense	-572	-902	-37
Profit after tax	1,723	2,242	-23
Profit attributable to non-controlling interests	0	1	-100
Profit attributable to owners of parent	1,723	2,241	-23
Basic earnings per share, in €*	1.45	1.88	-23
Diluted earnings per share, in €*	1.45	1.88	-23

* For the nine months ended September 30, 2012 and 2011, the weighted average number of shares was 1,191 million (diluted 1,192 million) and 1,189 million (diluted: 1,190 million), respectively (treasury stock excluded).

Due to rounding, numbers may not add up precisely.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

As at September 30, 2012, and December 31, 2011

€ millions	2012	2011
Cash and cash equivalents	3,926	4,965
Other financial assets	181	817
Trade and other receivables	2,962	3,493
Other non-financial assets	354	187
Tax assets	233	207
Total current assets	7,656	9,669
Goodwill	11,015	8,711
Intangible assets	2,527	2,024
Property, plant, and equipment	1,632	1,551
Other financial assets	596	538
Trade and other receivables	88	84
Other non-financial assets	53	39
Tax assets	165	146
Deferred tax assets	600	465
Total non-current assets	16,676	13,558
Total assets	24,332	23,227

€ millions	2012	2011
Trade and other payables	835	937
Tax liabilities	417	409
Financial liabilities	1,808	1,331
Other non-financial liabilities	1,480	1,981
Provision TomorrowNow litigation	240	231
Other provisions	591	331
Provisions	831	562
Deferred income	2,032	1,046
Total current liabilities	7,403	6,266
Trade and other payables	52	43
Tax liabilities	425	408
Financial liabilities	2,119	2,925
Other non-financial liabilities	102	92
Provisions	312	268
Deferred tax liabilities	561	474
Deferred income	49	44
Total non-current liabilities	3,620	4,254
Total liabilities	11,023	10,520
Issued capital	1,228	1,228
Share premium	471	419
Retained earnings	12,880	12,466
Other components of equity	61	-37
Treasury shares	-1,340	-1,377
Equity attributable to owners of parent	13,300	12,699
Non-controlling interests	9	8
Total equity	13,309	12,707
Equity and liabilities	24,332	23,227

CONSOLIDATED STATEMENTS OF CASH FLOWS

For the nine months ended September 30

€ millions	2012	2011
Profit after tax	1,723	2,242
Adjustments to reconcile profit after taxes to net cash provided by operating activities:		
Depreciation and amortization	622	536
Income tax expense	572	902
Financial income, net	33	34
Decrease/increase in sales and bad debt allowances on trade receivables	18	0
Other adjustments for non-cash items	28	32
Decrease/increase in trade receivables	588	473
Decrease/increase in other assets	-109	-58
Decrease/increase in trade payables, provisions and other liabilities	-345	-1,184
Decrease/increase in deferred income	820	667
Cash outflows due to TomorrowNow litigation	-8	-32
Interest paid	-135	-109
Interest received	67	65
Income taxes paid, net of refunds	-817	-602
Net cash flows from operating activities	3,057	2,966
Business combinations, net of cash and cash equivalents acquired	-2,731	-66
Cash payments for derivative instruments related to business combinations	-26	0
Total cash outflows for business combinations, net of cash and cash equivalents acquired	-2,757	-66
Purchase of intangible assets and property, plant, and equipment	-370	-329
Proceeds from sales of intangible assets or property, plant, and equipment	30	26
Purchase of equity or debt instruments of other entities	-905	-1,560
Proceeds from sales of equity or debt instruments of other entities	1,517	518
Net cash flows from investing activities	-2,485	-1,411
Purchase of non-controlling interests	0	-24
Dividends paid	-1,310	-713
Purchase of treasury shares	-53	-158
Proceeds from reissuance of treasury shares	83	170
Proceeds from issuing shares (share-based compensation)	15	34
Proceeds from borrowings	1,000	519
Repayments of borrowings	-1,313	-1,005
Net cash flows from financing activities	-1,578	-1,177
Effect of foreign exchange rates on cash and cash equivalents	-33	15
Net decrease/increase in cash and cash equivalents	-1,039	393
Cash and cash equivalents at the beginning of the period	4,965	3,518
Cash and cash equivalents at the end of the period	3,926	3,911

SUPPLEMENTARY FINANCIAL INFORMATION (UNAUDITED)

RECONCILIATION FROM NON-IFRS NUMBERS TO IFRS NUMBERS

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.

for the three months ended September 30											
€ millions, unless otherwise stated	2012					2011			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
Revenue Numbers											
Software	1,026	0	1,026	-45	981	875	0	875	17	17	12
Support	2,105	1	2,106	-108	1,998	1,812	1	1,813	16	16	10
Cloud subscriptions and support	63	17	80	-8	72	4	0	4	1,475	1,900	1,700
Software and software-related service revenue	3,194	18	3,212	-161	3,051	2,691	1	2,692	19	19	13
Consulting	616	0	616	-35	581	578	0	578	7	7	1
Other services	142	0	142	-6	136	140	0	140	1	1	-3
Professional services and other service revenue	758	0	758	-41	717	718	0	718	6	6	0
Total revenue	3,952	18	3,970	-202	3,768	3,409	1	3,410	16	16	10
Cost of software and software-related services	-638	106	-532			-513	70	-443	24	20	
Cost of professional services and other services	-619	43	-576			-537	3	-534	15	8	
Total cost of revenue	-1,257	149	-1,108			-1,050	73	-977	20	13	
Gross profit	2,695	167	2,862			2,359	74	2,433	14	18	
Research and development	-547	29	-518			-436	-4	-440	25	18	
Sales and marketing	-984	67	-917			-721	19	-702	36	31	
General and administration	-232	44	-188			-168	5	-163	38	15	
Restructuring	-4	4	0			-1	1	0	>100	0	
TomorrowNow litigation	-7	7	0			723	-723	0	<-100	0	
Other operating income/expense, net	0	0	0			3	0	3	-100	-100	
Total operating expenses	-3,031	300	-2,731	135	-2,596	-1,650	-629	-2,279	84	20	14
Operating profit	921	318	1,239	-67	1,172	1,759	-628	1,131	-48	10	4
Other non-operating income/expense, net	-92	0	-92			0	0	0	N/A	N/A	
Finance income	34	0	34			29	0	29	17	17	
Finance Cost TomorrowNow litigation	0	0	0			7	-7	0	-100	0	
Other finance costs	-41	0	-41			-38	0	-38	8	8	
Finance costs	-41	0	-41			-31	-7	-38	32	8	
Financial income, net	-7	0	-7			-2	-7	-9	>100	-22	
Profit before tax	822	318	1,140			1,757	-635	1,122	-53	2	
Income tax TomorrowNow litigation	2	-2	0			-276	276	0	<-100	N/A	
Other income tax expense	-206	-98	-304			-229	-32	-261	-10	16	
Income tax expense	-204	-100	-304			-505	244	-261	-60	16	
Profit after tax	618	218	836			1,251	-391	860	-51	-3	
Profit attributable to non-controlling interests	0	0	0			0	0	0	0	0	
Profit attributable to owners of parent	618	218	836			1,251	-391	860	-51	-3	
Key Ratios											
Operating margin in %	23.3		31.2		31.1	51.6		33.2	-28.3pp	-2.0pp	-2.1pp
Effective tax rate in %	24.8		26.7			28.7		23.3	-3.9pp	3.4pp	
Basic earnings per share, in €*	0.52		0.70			1.05		0.72	-50	-3	

for the nine months ended September 30

€ millions, unless otherwise stated	2012					2011			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency impact**	Non-IFRS constant currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS constant currency**
Revenue Numbers											
Software	2,722	0	2,722	-122	2,600	2,328	0	2,328	17	17	12
Support	6,071	4	6,075	-245	5,830	5,257	26	5,283	15	15	10
Cloud subscriptions and support	144	39	183	-15	168	12	0	12	1,100	1,425	1,300
Software and software-related service revenue	8,937	43	8,980	-382	8,598	7,597	26	7,623	18	18	13
Consulting	1,830	0	1,830	-81	1,749	1,726	0	1,726	6	6	1
Other services	433	0	433	-15	418	410	0	410	6	6	2
Professional services and other service revenue	2,263	0	2,263	-96	2,167	2,136	0	2,136	6	6	1
Total revenue	11,200	43	11,243	-478	10,765	9,733	26	9,759	15	15	10
Cost of software and software-related services	-1,743	253	-1,490			-1,503	216	-1,287	16	16	
Cost of professional services and other services	-1,888	108	-1,780			-1,672	28	-1,644	13	8	
Total cost of revenue	-3,631	361	-3,270			-3,175	244	-2,931	14	12	
Gross profit	7,569	404	7,973			6,558	270	6,828	15	17	
Research and development	-1,638	97	-1,541			-1,402	36	-1,366	17	13	
Sales and marketing	-2,786	177	-2,609			-2,140	96	-2,044	30	28	
General and administration	-664	85	-579			-515	23	-492	29	18	
Restructuring	-8	8	0			-2	2	0	>100	0	
TomorrowNow litigation	-1	1	0			711	-711	0	<-100	0	
Other operating income/expense, net	1	0	1			3	0	3	-67	-67	
Total operating expenses	-8,727	729	-7,998	307	-7,691	-6,520	-310	-6,830	34	17	13
Operating profit	2,473	772	3,245	-171	3,074	3,213	-284	2,929	-23	11	5
Other non-operating income/expense, net	-145	0	-145			-34	0	-34	>100	>100	
Finance income	86	0	86			78	0	78	10	10	
Finance costs TomorrowNow litigation	-1	1	0			7	-7	0	<-100	N/A	
Other finance costs	-118	0	-118			-119	0	-119	-1	-1	
Finance costs	-119	1	-118			-112	-7	-119	6	-1	
Financial income, net	-33	1	-32			-34	-7	-41	-3	-22	
Profit before tax	2,295	773	3,068			3,145	-291	2,854	-27	7	
Income tax TomorrowNow litigation	1	-1	0			-276	276	0	<-100	N/A	
Other income tax expense	-573	-246	-819			-626	-136	-762	-8	7	
Income tax expense	-572	-247	-819			-902	140	-762	-37	7	
Profit after tax	1,723	526	2,249			2,242	-151	2,091	-23	8	
Profit attributable to non-controlling interests	0	0	0			1	1	2	-100	-100	
Profit attributable to owners of parent	1,723	526	2,249			2,241	-152	2,089	-23	8	
Key Ratios											
Operating margin in %	22.1		28.9		28.6	33.0		30.0	-10.9pp	-1.1pp	-1.4pp
Effective tax rate in %	24.9		26.7			28.7		26.7	-3.8pp	0	
Basic earnings per share, in €* 	1.45		1.89			1.88		1.76	-23	8	

* Adjustments in the revenue line items are for support revenue, cloud subscription revenue, and other similarly recurring revenues 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 and operating income figures are calculated by translating revenue and operating income 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.

Due to rounding, numbers may not add up precisely.

NON-IFRS ADJUSTMENTS

€ millions, unless otherwise stated	7/1/ - 9/30/2012	1/1/ - 9/30/2012	7/1/ - 9/30/2011	1/1/ - 9/30/2011
Software and software-related service revenue (IFRS)	3,194	8,937	2,691	7,597
Adjustment for deferred revenue write-down	18	43	1	26
Software and software-related service revenue (Non-IFRS)	3,212	8,980	2,692	7,623
Operating profit (IFRS)	921	2,473	1,759	3,213
Revenue Adjustments (per above)	18	43	1	26
Adjustment for discontinued activities	7	1	-723	-711
Adjustment for acquisition-related charges	137	387	110	333
Adjustment for stock-based compensation expenses	152	333	-17	66
Adjustment for restructuring	4	8	1	2
Operating expense adjustments	300	729	-629	-310
Operating profit adjustments	318	772	-628	-284
Operating profit (Non-IFRS)	1,239	3,245	1,131	2,929
Profit after tax (IFRS)	618	1,723	1,251	2,242
Revenue adjustments (per above)	18	43	1	26
Operating profit adjustments (per above)	300	729	-629	-310
Financial income, net adjustments	0	1	-7	-7
Adjustments pre-tax	318	773	-635	-291
Taxes on adjustments	-100	-247	244	140
Profit after tax (Non-IFRS)	836	2,249	860	2,091

Due to rounding, numbers may not add up precisely.

REVENUE BY REGION

The following tables present our IFRS and non-IFRS revenue by region. Software revenue by region is based on location of negotiation whereas software and software-related service revenue by region and total revenue are 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.

for the three months ended September 30											
€ millions	2012					2011			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	374	0	374	-6	368	376	0	376	-1	-1	-2
Americas	458	0	458	-28	430	334	0	334	37	37	29
APJ	194	0	194	-11	183	165	0	165	18	18	11
Software revenue	1,026	0	1,026	-45	981	875	0	875	17	17	12
Software and software-related service revenue by region											
Germany	438	0	438	0	438	420	0	420	4	4	4
Rest of EMEA	957	0	957	-17	940	897	0	897	7	7	5
Total EMEA	1,395	0	1,395	-17	1,378	1,316	0	1,316	6	6	5
United States	921	18	939	-95	844	680	1	681	35	38	24
Rest of Americas	326	0	326	-8	318	258	0	258	26	26	23
Total Americas	1,247	18	1,265	-103	1,162	938	1	939	33	35	24
Japan	174	0	174	-16	158	137	0	137	27	27	15
Rest of APJ	377	0	377	-24	353	300	0	300	26	26	18
Total APJ	552	0	552	-41	511	437	0	437	26	26	17
Software and software-related service revenue	3,194	18	3,212	-161	3,051	2,691	1	2,692	19	19	13
Total revenue by region											
Germany	575	0	575	0	575	577	0	577	0	0	0
Rest of EMEA	1,142	0	1,142	-21	1,121	1,086	0	1,086	5	5	3
Total EMEA	1,716	0	1,716	-21	1,695	1,663	0	1,663	3	3	2
United States	1,152	18	1,170	-121	1,049	888	1	889	30	32	18
Rest of Americas	423	0	423	-12	411	334	0	334	27	27	23
Total Americas	1,575	18	1,593	-133	1,460	1,222	1	1,223	29	30	19
Japan	197	0	197	-18	179	158	0	158	25	25	13
Rest of APJ	463	0	463	-29	434	366	0	366	27	27	19
Total APJ	661	0	661	-48	613	524	0	524	26	26	17
Total revenue	3,952	18	3,970	-202	3,768	3,409	1	3,410	16	16	10

for the nine months ended September 30											
€ millions	2012					2011			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	1,069	0	1,069	-13	1,056	987	0	987	8	8	7
Americas	1,131	0	1,131	-76	1,055	909	0	909	24	24	16
APJ	522	0	522	-33	489	432	0	432	21	21	13
Software revenue	2,722	0	2,722	-122	2,600	2,328	0	2,328	17	17	12
Software and software-related service revenue by region											
Germany	1,245	1	1,246	-1	1,245	1,148	0	1,148	8	9	8
Rest of EMEA	2,845	1	2,846	-43	2,803	2,544	7	2,551	12	12	10
Total EMEA	4,090	2	4,092	-44	4,048	3,691	7	3,698	11	11	9
United States	2,456	41	2,497	-219	2,278	1,975	15	1,990	24	25	14
Rest of Americas	872	0	872	-12	860	709	2	711	23	23	21
Total Americas	3,328	41	3,369	-231	3,138	2,684	16	2,700	24	25	16
Japan	489	0	489	-48	441	398	1	399	23	23	11
Rest of APJ	1,030	0	1,030	-59	971	825	1	826	25	25	18
Total APJ	1,519	0	1,519	-107	1,412	1,222	2	1,224	24	24	15
Software and software-related service revenue	8,937	43	8,980	-382	8,598	7,597	26	7,623	18	18	13
Total revenue by region											
Germany	1,666	1	1,667	0	1,667	1,617	0	1,617	3	3	3
Rest of EMEA	3,433	1	3,434	-52	3,382	3,143	7	3,150	9	9	7
Total EMEA	5,099	2	5,101	-52	5,049	4,760	7	4,767	7	7	6
United States	3,151	41	3,192	-281	2,911	2,591	15	2,606	22	22	12
Rest of Americas	1,138	0	1,138	-20	1,118	930	2	932	22	22	20
Total Americas	4,289	41	4,330	-300	4,030	3,521	16	3,537	22	22	14
Japan	557	0	557	-55	502	450	1	451	24	24	11
Rest of APJ	1,254	0	1,254	-70	1,184	1,003	1	1,004	25	25	18
Total APJ	1,812	0	1,812	-126	1,686	1,453	2	1,455	25	25	16
Total revenue	11,200	43	11,243	-478	10,765	9,733	26	9,759	15	15	10

SOFTWARE REVENUE BY CUSTOMER LOCATION

The table below shows the breakdown of software revenue by customer location.

€ millions	Q3 2012	1/1-9/30/2012	Q3 2011	1/1-9/30/2011
EMEA	373	1,105	377	988
Americas	459	1,090	333	907
APJ	194	527	165	432
SAP Group	1,026	2,722	875	2,328

* Adjustments in the revenue line items are for support revenue, cloud subscription revenue, and other similarly recurring revenues 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.

** 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.

For a more detailed description of these adjustments and their limitations as well as our constant currency figures, see our Web site www.sap.com/corporate-en/investors/newsandreports/reporting-framework.epx under "Non-IFRS Measures and Estimates".

Due to rounding, numbers may not add up precisely