



# FINANCIAL INFORMATION FOR THE FIRST QUARTER 2013

(Condensed and Unaudited)

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# Financial Statements (IFRS)

## Consolidated Income Statements

For the three months ended March 31

€ millions, unless otherwise stated	Note	2013	2012	Change in %
Software		657	637	3
Cloud subscriptions and support		137	29	373
Software and cloud subscription		794	666	19
Support		2,109	1,953	8
<b>Software and software-related service revenue</b>		<b>2,903</b>	<b>2,619</b>	<b>11</b>
Consulting		557	597	-7
Other services		142	134	6
<b>Professional services and other service revenue</b>		<b>698</b>	<b>731</b>	<b>-4</b>
<b>Total revenue</b>		<b>3,601</b>	<b>3,350</b>	<b>7</b>
Cost of software and software-related services		-604	-538	12
Cost of professional services and other services		-605	-624	-3
<b>Total cost of revenue</b>		<b>-1,210</b>	<b>-1,162</b>	<b>4</b>
<b>Gross profit</b>		<b>2,391</b>	<b>2,188</b>	<b>9</b>
Research and development		-557	-523	6
Sales and marketing		-975	-831	18
General and administration		-197	-209	-6
Restructuring		-13	0	N/A
TomorrowNow litigation		0	7	-97
Other operating income/expense, net		-3	-1	>100
<b>Total operating expenses</b>		<b>-2,955</b>	<b>-2,719</b>	<b>9</b>
<b>Operating profit</b>		<b>646</b>	<b>631</b>	<b>2</b>
<b>Other non-operating income/expense, net</b>		<b>-10</b>	<b>-8</b>	<b>32</b>
Finance income		30	24	23
Finance costs		-44	-40	11
<b>Financial income, net</b>		<b>-15</b>	<b>-16</b>	<b>-8</b>
<b>Profit before tax</b>		<b>621</b>	<b>607</b>	<b>2</b>
Income tax TomorrowNow litigation		0	-2	-95
Other income tax expense		-101	-161	-38
Income tax expense	(6)	-101	-163	-38
<b>Profit after tax</b>		<b>520</b>	<b>444</b>	<b>17</b>
Profit attributable to non-controlling interests		0	0	N/A
Profit attributable to owners of parent		520	444	17
<b>Basic earnings per share, in €*</b>	<b>(7)</b>	<b>0.44</b>	<b>0.37</b>	<b>19</b>
<b>Diluted earnings per share, in €*</b>	<b>(7)</b>	<b>0.44</b>	<b>0.37</b>	<b>19</b>

\* For the three months ended March 31, 2013 and 2012, the weighted average number of shares was 1,193 million (diluted 1,195 million) and 1,190 million (diluted: 1,191 million), respectively (treasury stock excluded).

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

As at March 31, 2013, and December 31, 2012

€ millions	Notes	2013	2012
Cash and cash equivalents		4,473	2,477
Other financial assets	(8)	279	154
Trade and other receivables	(9)	3,872	3,917
Other non-financial assets		346	294
Tax assets		299	156
<b>Total current assets</b>		<b>9,269</b>	<b>6,998</b>
Goodwill		13,512	13,274
Intangible assets		3,168	3,234
Property, plant, and equipment		1,725	1,708
Other financial assets	(8)	531	509
Trade and other receivables	(9)	97	88
Other non-financial assets		93	68
Tax assets		185	170
Deferred tax assets		715	660
<b>Total non-current assets</b>		<b>20,025</b>	<b>19,711</b>
<b>Total assets</b>		<b>29,294</b>	<b>26,710</b>

€ millions	Notes	2013	2012
Trade and other payables		809	870
Tax liabilities		552	511
Financial liabilities	(10)	873	802
Other non-financial liabilities		1,471	2,136
Provision TomorrowNow litigation		240	234
Other provisions		406	609
Provisions		646	843
Deferred income	(11)	3,959	1,386
<b>Total current liabilities</b>		<b>8,309</b>	<b>6,547</b>
Trade and other payables		45	63
Tax liabilities		394	388
Financial liabilities	(10)	4,500	4,446
Other non-financial liabilities		111	98
Provisions		382	361
Deferred tax liabilities		535	574
Deferred income	(11)	65	62
<b>Total non-current liabilities</b>		<b>6,032</b>	<b>5,991</b>
<b>Total liabilities</b>		<b>14,341</b>	<b>12,538</b>
Issued capital		1,229	1,229
Share premium		508	492
Retained earnings		14,500	13,973
Other components of equity		41	-194
Treasury shares		-1,334	-1,337
<b>Equity attributable to owners of parent</b>		<b>14,944</b>	<b>14,163</b>
<b>Non-controlling interests</b>		<b>9</b>	<b>8</b>
<b>Total equity</b>	(12)	<b>14,953</b>	<b>14,171</b>
<b>Equity and liabilities</b>		<b>29,294</b>	<b>26,710</b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS

For the three months ended March 31

€ millions	2013	2012
<b>Profit after tax</b>	<b>520</b>	<b>444</b>
Adjustments to reconcile profit after taxes to net cash provided by operating activities:		
Depreciation and amortization	233	192
Income tax expense	101	163
Financial income, net	15	16
Decrease/increase in sales and bad debt allowances on trade receivables	24	28
Other adjustments for non-cash items	17	-30
Decrease/increase in trade and other receivables	97	36
Decrease/increase in other assets	-81	-89
Decrease/increase in trade payables, provisions and other liabilities	-881	-688
Decrease/increase in deferred income	2,446	2,277
Interest paid	-7	-28
Interest received	15	26
Income taxes paid, net of refunds	-337	-276
<b>Net cash flows from operating activities</b>	<b>2,162</b>	<b>2,071</b>
Business combinations, net of cash and cash equivalents acquired	-12	-2,615
Purchase of intangible assets and property, plant, and equipment	-113	-113
Proceeds from sales of intangible assets or property, plant, and equipment	12	13
Purchase of equity or debt instruments of other entities	-250	-478
Proceeds from sales of equity or debt instruments of other entities	143	430
<b>Net cash flows from investing activities</b>	<b>-220</b>	<b>-2,763</b>
Purchase of treasury shares	0	-53
Proceeds from reissuance of treasury shares	4	48
Proceeds from issuing shares (share-based payments)	0	10
Proceeds from borrowings	0	1,000
Repayments of borrowings	0	-600
<b>Net cash flows from financing activities</b>	<b>4</b>	<b>405</b>
<b>Effect of foreign exchange rates on cash and cash equivalents</b>	<b>50</b>	<b>-130</b>
<b>Net decrease/increase in cash and cash equivalents</b>	<b>1,996</b>	<b>-417</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>2,477</b>	<b>4,965</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>4,473</b>	<b>4,548</b>

## 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 March 31											
€ millions, unless otherwise stated	2013					2012			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	657	0	657	11	668	637	0	637	3	3	5
Cloud subscriptions and support	137	30	167	2	169	29	6	35	373	380	385
Software and cloud subscription	794	30	824	13	837	666	6	672	19	23	25
Support	2,109	4	2,113	44	2,157	1,953	1	1,954	8	8	10
<b>Software and software-related service revenue</b>	<b>2,903</b>	<b>35</b>	<b>2,937</b>	<b>56</b>	<b>2,994</b>	<b>2,619</b>	<b>7</b>	<b>2,626</b>	<b>11</b>	<b>12</b>	<b>14</b>
Consulting	557	0	557	8	565	597	0	597	-7	-7	-5
Other services	142	0	142	2	144	134	0	134	6	6	8
<b>Professional services and other service revenue</b>	<b>698</b>	<b>0</b>	<b>698</b>	<b>11</b>	<b>709</b>	<b>731</b>	<b>0</b>	<b>731</b>	<b>-4</b>	<b>-4</b>	<b>-3</b>
<b>Total revenue</b>	<b>3,601</b>	<b>35</b>	<b>3,636</b>	<b>67</b>	<b>3,703</b>	<b>3,350</b>	<b>7</b>	<b>3,357</b>	<b>7</b>	<b>8</b>	<b>10</b>
<b>Operating Expense Numbers</b>											
Cost of software and software-related services	-604	97	-507			-538	71	-467	12	8	
Cost of professional services and other services	-605	28	-578			-624	30	-594	-3	-3	
<b>Total cost of revenue</b>	<b>-1,210</b>	<b>125</b>	<b>-1,084</b>			<b>-1,162</b>	<b>101</b>	<b>-1,061</b>	<b>4</b>	<b>2</b>	
<b>Gross profit</b>	<b>2,391</b>	<b>160</b>	<b>2,551</b>			<b>2,188</b>	<b>108</b>	<b>2,296</b>	<b>9</b>	<b>11</b>	
Research and development	-557	22	-535			-523	23	-500	6	7	
Sales and marketing	-975	52	-923			-831	55	-776	18	19	
General and administration	-197	9	-188			-209	24	-185	-6	2	
Restructuring	-13	13	0			0	0	0	N/A	0	
TomorrowNow litigation	0	0	0			7	-7	0	-97	0	
Other operating income/expense, net	-3	0	-3			-1	0	-1	>100	>100	
<b>Total operating expenses</b>	<b>-2,955</b>	<b>221</b>	<b>-2,734</b>	<b>-40</b>	<b>-2,774</b>	<b>-2,719</b>	<b>196</b>	<b>-2,523</b>	<b>9</b>	<b>8</b>	<b>10</b>
<b>Profit Numbers</b>											
<b>Operating profit</b>	<b>646</b>	<b>255</b>	<b>901</b>	<b>27</b>	<b>928</b>	<b>631</b>	<b>203</b>	<b>834</b>	<b>2</b>	<b>8</b>	<b>11</b>
<b>Other non-operating income/expense, net</b>	<b>-10</b>	<b>0</b>	<b>-10</b>			<b>-8</b>	<b>0</b>	<b>-8</b>	<b>32</b>	<b>32</b>	
Finance income	30	0	30			24	0	24	23	23	
Finance costs	-44	0	-44			-40	1	-39	11	14	
<b>Financial income, net</b>	<b>-15</b>	<b>0</b>	<b>-15</b>			<b>-16</b>	<b>1</b>	<b>-15</b>	<b>-8</b>	<b>-1</b>	
<b>Profit before tax</b>	<b>621</b>	<b>255</b>	<b>877</b>			<b>607</b>	<b>204</b>	<b>811</b>	<b>2</b>	<b>8</b>	
Income tax TomorrowNow litigation	0	0	0			-2	2	0	-95	N/A	
Other income tax expense	-101	-86	-188			-161	-67	-228	-38	-18	
Income tax expense	-101	-86	-188			-163	-65	-228	-38	-18	
<b>Profit after tax</b>	<b>520</b>	<b>169</b>	<b>689</b>			<b>444</b>	<b>139</b>	<b>583</b>	<b>17</b>	<b>18</b>	
Profit attributable to non-controlling interests	0	0	0			0	0	0	N/A	N/A	
Profit attributable to owners of parent	520	169	689			444	139	583	17	18	
<b>Key Ratios</b>											
<b>Operating margin in %</b>	<b>17.9</b>		<b>24.8</b>		<b>25.1</b>	<b>18.8</b>		<b>24.8</b>	<b>-0.9pp</b>	<b>0.0pp</b>	<b>0.3pp</b>
<b>Effective tax rate in %</b>	<b>16.3</b>		<b>21.4</b>			<b>26.9</b>		<b>28.1</b>	<b>-10.6pp</b>	<b>-6.7pp</b>	
<b>Basic earnings per share, in €*</b>	<b>0.44</b>		<b>0.58</b>			<b>0.37</b>		<b>0.49</b>	<b>19</b>	<b>18</b>	
<b>Deferred cloud subscriptions and support revenue (March 31)</b>	<b>344</b>	<b>33</b>	<b>377</b>			<b>120</b>	<b>72</b>	<b>193</b>	<b>&gt;100</b>	<b>95</b>	

\* 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.

nue 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.

## NON-IFRS ADJUSTMENTS

€ millions, unless otherwise stated	01/01/ - 3/31/2013	01/01/ - 3/31/2012
<b>Software and software-related service revenue (IFRS)</b>	<b>2,903</b>	<b>2,619</b>
<b>Adjustment for deferred revenue write-down</b>	<b>35</b>	<b>7</b>
<b>Software and software-related service revenue (Non-IFRS)</b>	<b>2,937</b>	<b>2,626</b>
<b>Operating profit (IFRS)</b>	<b>646</b>	<b>631</b>
<b>Revenue Adjustments (per above)</b>	<b>35</b>	<b>7</b>
Adjustment for discontinued activities	0	-7
Adjustment for acquisition-related charges	137	120
Adjustment for stock-based compensation expenses	70	83
Adjustment for restructuring	13	0
<b>Operating expense adjustments</b>	<b>221</b>	<b>196</b>
<b>Operating profit adjustments</b>	<b>255</b>	<b>203</b>
<b>Operating profit (Non-IFRS)</b>	<b>901</b>	<b>834</b>
<b>Profit after tax (IFRS)</b>	<b>520</b>	<b>444</b>
<b>Revenue adjustments (per above)</b>	<b>35</b>	<b>7</b>
<b>Operating profit adjustments (per above)</b>	<b>221</b>	<b>196</b>
<b>Financial income, net adjustments</b>	<b>0</b>	<b>1</b>
<b>Adjustments pre-tax</b>	<b>255</b>	<b>204</b>
<b>Taxes on adjustments</b>	<b>-86</b>	<b>-65</b>
<b>Profit after tax (Non-IFRS)</b>	<b>689</b>	<b>583</b>

Due to rounding, numbers may not add up precisely.

## REVENUE BY REGION

The following table presents our IFRS and non-IFRS revenue by region. Software Revenue by Region shows the breakdown by location of contract negotiation and by customer location, whereas Software and Cloud Subscription Revenue by Region, Software and Software-Related Service Revenue by Region, and Total Revenue by Region are 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.

### Software Revenue by Location Where Contracts Were Negotiated

For the three months ended March 31											
€ millions	2013					2012			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	298	0	298	4	302	275	0	275	8	8	10
Americas	254	0	254	3	257	239	0	239	6	6	8
APJ	105	0	105	3	108	123	0	123	-15	-15	-12
<b>Software revenue</b>	<b>657</b>	<b>0</b>	<b>657</b>	<b>11</b>	<b>668</b>	<b>637</b>	<b>0</b>	<b>637</b>	<b>3</b>	<b>3</b>	<b>5</b>

### Revenues by Location of Customers

For the three months ended March 31											
€ millions	2013					2012			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	300	0	300	4	304	279	0	279	8	8	9
Americas	252	0	252	3	255	236	0	236	7	7	8
APJ	105	0	105	3	108	123	0	123	-15	-15	-12
<b>Software revenue</b>	<b>657</b>	<b>0</b>	<b>657</b>	<b>11</b>	<b>668</b>	<b>637</b>	<b>0</b>	<b>637</b>	<b>3</b>	<b>3</b>	<b>5</b>
<b>Software and cloud subscription revenue by region</b>											
EMEA	326	0	326	5	331	289	0	289	13	13	15
Americas	356	30	386	4	390	253	6	259	41	49	51
APJ	112	0	112	4	116	125	0	125	-10	-10	-7
<b>Software and cloud subscription revenue</b>	<b>794</b>	<b>30</b>	<b>824</b>	<b>13</b>	<b>837</b>	<b>666</b>	<b>6</b>	<b>672</b>	<b>19</b>	<b>23</b>	<b>25</b>
<b>Software and software-related service revenue by region</b>											
Germany	399	0	399	0	399	371	0	371	8	8	8
Rest of EMEA	936	0	936	14	950	862	1	863	9	8	10
<b>Total EMEA</b>	<b>1,335</b>	<b>0</b>	<b>1,335</b>	<b>14</b>	<b>1,348</b>	<b>1,233</b>	<b>1</b>	<b>1,234</b>	<b>8</b>	<b>8</b>	<b>9</b>
United States	808	35	842	5	847	692	6	698	17	21	21
Rest of Americas	307	0	307	15	322	255	0	255	20	20	26
<b>Total Americas</b>	<b>1,115</b>	<b>35</b>	<b>1,150</b>	<b>19</b>	<b>1,169</b>	<b>946</b>	<b>6</b>	<b>952</b>	<b>18</b>	<b>21</b>	<b>23</b>
Japan	134	0	134	22	156	144	0	144	-7	-7	8
Rest of APJ	319	0	319	1	320	297	0	297	7	7	8
<b>Total APJ</b>	<b>453</b>	<b>0</b>	<b>453</b>	<b>23</b>	<b>476</b>	<b>440</b>	<b>0</b>	<b>440</b>	<b>3</b>	<b>3</b>	<b>8</b>
<b>Software and software-related service revenue</b>	<b>2,903</b>	<b>35</b>	<b>2,937</b>	<b>56</b>	<b>2,994</b>	<b>2,619</b>	<b>7</b>	<b>2,626</b>	<b>11</b>	<b>12</b>	<b>14</b>
<b>Total revenue by region</b>											
Germany	526	0	526	-1	525	517	0	517	2	2	2
Rest of EMEA	1,131	0	1,131	16	1,147	1,058	1	1,059	7	7	8
<b>Total EMEA</b>	<b>1,657</b>	<b>0</b>	<b>1,657</b>	<b>15</b>	<b>1,672</b>	<b>1,575</b>	<b>1</b>	<b>1,576</b>	<b>5</b>	<b>5</b>	<b>6</b>
United States	1,024	35	1,058	6	1,064	913	6	919	12	15	16
Rest of Americas	377	0	377	18	395	333	0	333	13	13	19
<b>Total Americas</b>	<b>1,400</b>	<b>35</b>	<b>1,435</b>	<b>24</b>	<b>1,459</b>	<b>1,246</b>	<b>6</b>	<b>1,252</b>	<b>12</b>	<b>15</b>	<b>17</b>
Japan	151	0	151	25	176	165	0	165	-8	-8	7
Rest of APJ	393	0	393	2	395	364	0	364	8	8	9
<b>Total APJ</b>	<b>544</b>	<b>0</b>	<b>544</b>	<b>27</b>	<b>571</b>	<b>529</b>	<b>0</b>	<b>529</b>	<b>3</b>	<b>3</b>	<b>8</b>
<b>Total revenue</b>	<b>3,601</b>	<b>35</b>	<b>3,636</b>	<b>67</b>	<b>3,703</b>	<b>3,350</b>	<b>7</b>	<b>3,357</b>	<b>7</b>	<b>8</b>	<b>10</b>



\* 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](http://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.