



# FINANCIAL INFORMATION FOR THE THIRD QUARTER 2014

(Condensed and Unaudited)

	Page
Financial Statements (IFRS, Unaudited)	
Consolidated Income Statements	F1-F2
Consolidated Statements of Financial Position	F3
Consolidated Statements of Cash Flows	F4
Supplementary Financial Information (Unaudited)	
Reconciliation from Non-IFRS Numbers to IFRS Numbers	F5-F8
Explanation of Non-IFRS Adjustments	F8
Calculated Cloud Billings	F9
Revenue by Region	F10-F11

# Financial Statements (IFRS, Unaudited)

## CONSOLIDATED INCOME STATEMENTS OF SAP GROUP – QUARTER

For the three months ended September 30				
€ millions, unless otherwise stated	Note	2014	2013	Change in %
Cloud subscriptions and support		277	191	45
Software		951	975	-2
Support		2,370	2,184	9
Software and support		3,322	3,159	5
Software and software-related service revenue		3,599	3,351	7
Professional services and other service revenue	(5)	655	695	-6
Total revenue		4,254	4,045	5
Cost of software and software-related services	(6)	-699	-636	10
Cost of professional services and other services		-586	-605	-3
Total cost of revenue		-1,285	-1,241	3
Gross profit		2,970	2,804	6
Research and development		-545	-552	-1
Sales and marketing		-1,018	-986	3
General and administration		-190	-207	-8
Restructuring		-43	-17	>100
TomorrowNow and Versata litigation		-17	0	<-100
Other operating income/expense, net		1	0	>100
Total operating expenses		-3,097	-3,003	3
Operating profit		1,157	1,043	11
Other non-operating income/expense, net		51	-1	<-100
Finance income		30	38	-22
Finance costs		-39	-45	-13
Financial income, net		-9	-7	40
Profit before tax		1,199	1,035	16
Income tax TomorrowNow and Versata litigation		9	0	<-100
Other income tax expense		-327	-274	19
Income tax expense	(8)	-318	-274	16
Profit after tax		881	762	16
Profit attributable to non-controlling interests		1	0	<-100
Profit attributable to owners of parent		880	762	15
Earnings per share, basic (in €)*	(9)	0.74	0.64	15
Earnings per share, diluted (in €)*	(9)	0.73	0.64	15

\* For the three months ended September 30, 2014 and 2013, the weighted average number of shares was 1,195 million (diluted 1,198 million) and 1,193 million (diluted: 1,195 million), respectively (treasury stock excluded).

Due to rounding, numbers may not add up precisely.

## CONSOLIDATED INCOME STATEMENTS OF SAP GROUP – NINE MONTHS

For the nine months ended September 30				
€ millions, unless otherwise stated	Note	2014	2013	Change in %
Cloud subscriptions and support		738	488	51
Software		2,532	2,614	-3
Support		6,862	6,470	6
Software and support		9,394	9,084	3
Software and software-related service revenue		10,132	9,571	6
Professional services and other service revenue	(5)	1,971	2,137	-8
<b>Total revenue</b>		<b>12,103</b>	<b>11,708</b>	<b>3</b>
Cost of software and software-related services	(6)	-2,042	-1,870	9
Cost of professional services and other services		-1,768	-1,820	-3
Total cost of revenue		-3,810	-3,690	3
Gross profit		8,293	8,019	3
Research and development		-1,661	-1,676	-1
Sales and marketing		-3,035	-3,021	0
General and administration		-612	-635	-4
Restructuring		-97	-47	>100
TomorrowNow and Versata litigation		-307	32	<-100
Other operating income/expense, net		-4	6	<-100
Total operating expenses		-9,525	-9,031	5
<b>Operating profit</b>		<b>2,578</b>	<b>2,677</b>	<b>-4</b>
Other non-operating income/expense, net		44	-14	<-100
Finance income		99	94	5
Finance costs		-100	-138	-28
Financial income, net		-1	-44	-98
<b>Profit before tax</b>		<b>2,621</b>	<b>2,620</b>	<b>0</b>
Income tax TomorrowNow and Versata litigation		86	-9	<-100
Other income tax expense		-736	-605	22
Income tax expense	(8)	-650	-614	6
<b>Profit after tax</b>		<b>1,971</b>	<b>2,006</b>	<b>-2</b>
Profit attributable to non-controlling interests		0	0	-80
Profit attributable to owners of parent		1,971	2,006	-2
Earnings per share, basic (in €)*	(9)	1.65	1.68	-2
Earnings per share, diluted (in €)*	(9)	1.65	1.68	-2

\* For the nine months ended September 30, 2014 and 2013, the weighted average number of shares was 1,194 million (diluted 1,197 million) and 1,193 million (diluted: 1,195 million), respectively (treasury stock excluded).

Due to rounding, numbers may not add up precisely.

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION OF SAP GROUP

as at September 30, 2014 and December 31, 2013

€ millions	Notes	2014	2013
Cash and cash equivalents		3,354	2,748
Other financial assets	(10)	461	251
Trade and other receivables	(11)	3,502	3,864
Other non-financial assets		471	346
Tax assets		213	142
<b>Total current assets</b>		<b>8,001</b>	<b>7,351</b>
Goodwill		15,088	13,690
Intangible assets		2,953	2,954
Property, plant, and equipment		1,916	1,820
Other financial assets	(10)	815	607
Trade and other receivables	(11)	85	98
Other non-financial assets		134	107
Tax assets		237	172
Deferred tax assets		364	292
<b>Total non-current assets</b>		<b>21,592</b>	<b>19,739</b>
<b>Total assets</b>		<b>29,593</b>	<b>27,091</b>

as at September 30, 2014 and December 31, 2013

€ millions	Notes	2014	2013
Trade and other payables		961	850
Tax liabilities		209	433
Financial liabilities	(12)	744	748
Other non-financial liabilities		1,881	2,263
Provision TomorrowNow and Versata litigation		284	223
Other provisions		465	422
Provisions		749	645
Deferred income	(13)	2,503	1,408
<b>Total current liabilities</b>		<b>7,048</b>	<b>6,347</b>
Trade and other payables		49	45
Tax liabilities		345	319
Financial liabilities	(12)	3,960	3,758
Other non-financial liabilities		122	112
Provisions		143	278
Deferred tax liabilities		128	110
Deferred income	(13)	68	74
<b>Total non-current liabilities</b>		<b>4,816</b>	<b>4,695</b>
<b>Total liabilities</b>		<b>11,864</b>	<b>11,042</b>
Issued capital		1,229	1,229
Share premium		598	551
Retained earnings		17,025	16,258
Other components of equity		98	-718
Treasury shares		-1,229	-1,280
Equity attributable to owners of parent		17,721	16,040
Non-controlling interests		8	8
<b>Total equity</b>	(14)	<b>17,729</b>	<b>16,048</b>
<b>Total equity and liabilities</b>		<b>29,593</b>	<b>27,091</b>

Due to rounding, numbers may not add up precisely.

## CONSOLIDATED STATEMENTS OF CASH FLOWS OF SAP GROUP

For the nine months ended September 30		
€ millions	2014	2013
Profit after tax	1,971	2,006
Adjustments to reconcile profit after taxes to net cash provided by operating activities:		
Depreciation and amortization	733	714
Income tax expense	650	614
Financial income, net	1	44
Decrease/increase in sales and bad debt allowances on trade receivables	29	44
Other adjustments for non-cash items	73	64
Decrease/increase in trade and other receivables	480	766
Decrease/increase in other assets	-315	-180
Decrease/increase in trade payables, provisions, and other liabilities	-136	-856
Decrease/increase in deferred income	914	898
Cash outflows due to TomorrowNow and Versata litigation	-233	-1
Interest paid	-83	-101
Interest received	46	50
Income taxes paid, net of refunds	-1,048	-1,022
Net cash flows from operating activities	3,082	3,040
Business combinations, net of cash and cash equivalents acquired	-730	-1,131
Cash payments for derivative instruments related to business combinations	-125	0
Total cash outflows for business combinations, net of cash and cash equivalents acquired	-855	-1,131
Purchase of intangible assets and property, plant, and equipment	-472	-401
Proceeds from sales of intangible assets or property, plant, and equipment	37	40
Purchase of equity or debt instruments of other entities	-726	-1,358
Proceeds from sales of equity or debt instruments of other entities	704	1,311
Net cash flows from investing activities	-1,312	-1,539
Dividends paid	-1,194	-1,013
Proceeds from reissuance of treasury shares	45	36
Proceeds from borrowings	501	1,000
Repayments of borrowings	-586	-624
Net cash flows from financing activities	-1,234	-601
Effect of foreign currency rates on cash and cash equivalents	70	-122
Net decrease/increase in cash and cash equivalents	606	778
Cash and cash equivalents at the beginning of the period	2,748	2,477
Cash and cash equivalents at the end of the period	3,354	3,255

Due to rounding, numbers may not add up precisely.

## 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.

€ millions, unless otherwise stated	For the three months ended September 30										
	2014					2013					
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS Constant Currency**
<i>Revenue Numbers</i>											
Cloud subscriptions and support	277	1	278	0	279	191	5	197	45	41	42
Software	951	0	952	-7	944	975	2	977	-2	-3	-3
Support	2,370	1	2,371	5	2,376	2,184	5	2,189	9	8	9
Software and support	3,322	1	3,323	-3	3,320	3,159	7	3,166	5	5	5
Software and software-related service revenue	3,599	2	3,601	-3	3,599	3,351	12	3,363	7	7	7
Professional services and other service revenue	655	0	655	-1	654	695	0	695	-6	-6	-6
thereof cloud-related	55	0	55	0	55	44	0	44	27	27	26
Total revenue	4,254	2	4,256	-3	4,253	4,045	12	4,057	5	5	5
Cloud subscriptions and support	277	1	278	0	279	191	5	197	45	41	42
Cloud-related professional services revenue	55	0	55	0	55	44	0	44	27	27	26
Cloud revenue	333	1	334	0	334	235	5	240	42	39	39
<i>Operating Expense Numbers</i>											
Cost of software and software-related services	-699	80	-618			-636	92	-544	10	14	
thereof cloud	-132	22	-110			-77	21	-56	71	97	
Cost of professional services and other services	-586	16	-570			-605	34	-571	-3	0	
Total cost of revenue	-1,285	97	-1,188			-1,241	126	-1,115	3	7	
Gross profit	2,970	99	3,068			2,804	138	2,942	6	4	
Research and development	-545	13	-532			-552	31	-521	-1	2	
Sales and marketing	-1,018	24	-994			-986	46	-940	3	6	
General and administration	-190	3	-187			-207	21	-185	-8	1	
Restructuring	-43	43	0			-17	17	0	>100	0	
TomorrowNow and Versata litigation	-17	17	0			0	0	0	<-100	0	
Other operating income/expense, net	1	0	1			0	0	0	>100	>100	
Total operating expenses	-3,097	196	-2,901	-12	-2,913	-3,003	242	-2,761	3	5	6

For the three months ended September 30											
€ millions, unless otherwise stated	2014					2013			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS Constant Currency**
<i>Profit Numbers</i>											
Operating profit	1,157	198	1,355	-16	1,340	1,043	253	1,296	11	5	3
Other non-operating income/expense, net	51	0	51			-1	0	-1	<-100	<-100	
Finance income	30	0	30			38	0	38	-22	-22	
Finance costs	-39	0	-39			-45	0	-45	-13	-13	
Financial income, net	-9	0	-9			-7	0	-7	40	40	
Profit before tax	1,199	198	1,397			1,035	253	1,289	16	8	
Income tax TomorrowNow and Versata litigation	9	-9	0			0	0	0	<-100	0	
Other income tax expense	-327	-60	-387			-274	-82	-355	19	9	
Income tax expense	-318	-69	-387			-274	-82	-355	16	9	
Profit after tax	881	129	1,010			762	172	933	16	8	
Profit attributable to non-controlling interests	1	0	1			0	0	0	<-100	<-100	
Profit attributable to owners of parent	880	129	1,009			762	172	933	15	8	
<i>Key Ratios</i>											
Operating margin (in %)	27.2		31.8		31.5	25.8		32.0	1.4pp	-0.1pp	-0.5pp
Effective tax rate (in %)	26.5		27.7			26.4		27.6	0.1pp	0.1pp	
Earnings per share, basic (in €)	0.74		0.84			0.64		0.78	15	8	

For the nine months ended September 30											
€ millions, unless otherwise stated	2014					2013					
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS Constant Currency**
<i>Revenue Numbers</i>											
Cloud subscriptions and support	738	3	741	22	764	488	60	547	51	35	40
Software	2,532	0	2,532	59	2,591	2,614	2	2,616	-3	-3	-1
Support	6,862	3	6,866	177	7,043	6,470	14	6,484	6	6	9
Software and support	9,394	4	9,398	237	9,635	9,084	16	9,100	3	3	6
Software and software-related service revenue	10,132	7	10,139	259	10,398	9,571	76	9,647	6	5	8
Professional services and other service revenue	1,971	0	1,971	56	2,026	2,137	0	2,137	-8	-8	-5
thereof cloud-related	153	0	153	4	157	126	0	126	21	21	25
Total revenue	12,103	7	12,110	315	12,425	11,708	76	11,784	3	3	5
Cloud subscriptions and support	738	3	741	22	764	488	60	547	51	35	40
Cloud-related professional services revenue	153	0	153	4	157	126	0	126	21	21	25
Cloud revenue	891	3	894	26	920	613	60	673	45	33	37
<i>Operating Expense Numbers</i>											
Cost of software and software-related services	-2,042	245	-1,796			-1,870	266	-1,604	9	12	
thereof cloud	-320	58	-262			-231	79	-152	39	73	
Cost of professional services and other services	-1,768	74	-1,694			-1,820	85	-1,735	-3	-2	
Total cost of revenue	-3,810	319	-3,490			-3,690	351	-3,339	3	5	
Gross profit	8,293	327	8,620			8,019	426	8,445	3	2	
Research and development	-1,661	71	-1,590			-1,676	69	-1,607	-1	-1	
Sales and marketing	-3,035	101	-2,934			-3,021	142	-2,879	0	2	
General and administration	-612	30	-582			-635	55	-581	-4	0	
Restructuring	-97	97	0			-47	47	0	>100	0	
TomorrowNow and Versata litigation	-307	307	0			32	-32	0	<-100	0	
Other operating income/expense, net	-4	0	-4			6	0	6	<-100	<-100	
Total operating expenses	-9,525	926	-8,600	-250	-8,849	-9,031	632	-8,400	5	2	5



For the nine months ended September 30											
€ millions, unless otherwise stated	2014					2013			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS Constant Currency**
<i>Profit Numbers</i>											
Operating profit	2,578	933	3,510	65	3,575	2,677	707	3,385	-4	4	6
Other non-operating income/expense, net	44	0	44			-14	0	-14	<-100	<-100	
Finance income	99	0	99			94	0	94	5	5	
Finance costs	-100	0	-100			-138	0	-138	-28	-28	
Financial income, net	-1	0	-1			-44	0	-44	-98	-98	
Profit before tax	2,621	933	3,554			2,620	707	3,327	0	7	
Income tax TomorrowNow and Versata litigation	86	-86	0			-9	9	0	<-100	0	
Other income tax expense	-736	-203	-939			-605	-248	-853	22	10	
Income tax expense	-650	-289	-939			-614	-239	-853	6	10	
Profit after tax	1,971	644	2,615			2,006	468	2,474	-2	6	
Profit attributable to non-controlling interests	0	0	0			0	0	0	-80	-80	
Profit attributable to owners of parent	1,971	644	2,615			2,006	468	2,475	-2	6	
<i>Key Ratios</i>											
Operating margin (in %)	21.3		29.0		28.8	22.9		28.7	-1.6pp	0.3pp	0.1pp
Effective tax rate (in %)	24.8		26.4			23.4		25.6	1.4pp	0.8pp	
Earnings per share, basic (in €)	1.65		2.19			1.68		2.08	-2	6	

\* Adjustments in the revenue line items are for support revenue, cloud subscriptions and support 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 payment expenses, restructuring expenses, as well as the TomorrowNow and Versata litigation expenses.

\*\* 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.

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.

## EXPLANATION OF NON-IFRS ADJUSTMENTS

€ millions, unless otherwise stated	Q3 2014	1/1–9/30/2014	Q3 2013	1/1–9/30/2013
Operating profit (IFRS)	1,157	2,578	1,043	2,677
Revenue adjustments	2	7	12	76
Adjustment for acquisition-related charges	141	402	142	424
Adjustment for share-based payment expenses	-5	119	83	192
Adjustment for restructuring	43	97	17	47
Adjustment for TomorrowNow and Versata litigation	17	307	0	-32
Operating expense adjustments	196	926	242	632
Operating profit adjustments	198	933	253	707
Operating profit (Non-IFRS)	1,355	3,510	1,296	3,385

Due to rounding, numbers may not add up precisely.

## CALCULATED CLOUD BILLINGS

The following table presents the calculated cloud billings metric which we define as the total of a period's cloud subscription and support revenue and of the respective period's change in the deferred cloud subscription and support revenue balance. The table also reconciles the non-IFRS calculated cloud billings metric (including our non-IFRS at constant currency metric) to the respective IFRS based calculated cloud billings metric.

€ millions, unless otherwise stated	For the three months ended September 30									
	2014					2013				
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**
Cloud subscriptions and support	277	1	278	0	279	191	5	197	0	197
Closing balance deferred cloud subscriptions and support	498	0	498	-14	483	376	6	382	14	396
Opening balance deferred cloud subscriptions and support	445	3	448	20	468	354	7	361	0	361
Change in deferred cloud subscriptions and support	53	-3	50	-35	16	22	-1	21	14	35
Calculated cloud billings	330	-2	328	-34	294	213	4	218	14	232
Year-over-year changes (2014 vs. 2013, in %)	55%		51%		27%					

\* Adjustments in the revenue and deferred revenue line items are for cloud subscriptions and support 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 deferred revenue balances are calculated by translating the current period's opening and closing deferred revenue balances as well as the comparative period's closing deferred revenue balance using the opening exchange rates of the comparative 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.

## REVENUE BY REGION

The following tables present our IFRS and non-IFRS revenue by region 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.

€ millions	For the three months ended September 30										
	2014					2013			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS Constant Currency**
<i>Cloud subscriptions and support revenue by region</i>											
EMEA	71	0	71	0	71	45	0	45	59	59	59
Americas	181	1	181	0	182	130	5	136	39	34	34
APJ	26	0	26	0	26	16	0	16	57	57	56
Cloud subscriptions and support revenue	277	1	278	0	279	191	5	197	45	41	42
<i>Software and software-related service revenue by region</i>											
EMEA	1,668	1	1,669	0	1,669	1,548	3	1,551	8	8	8
Americas	1,337	1	1,338	-2	1,336	1,264	9	1,273	6	5	5
APJ	594	0	595	-1	594	539	0	539	10	10	10
Software and software-related service revenue	3,599	2	3,601	-3	3,599	3,351	12	3,363	7	7	7
<i>Total revenue by region</i>											
Germany	639	0	639	0	639	599	1	600	7	7	6
Rest of EMEA	1,342	1	1,342	0	1,342	1,277	2	1,279	5	5	5
Total EMEA	1,981	1	1,982	-1	1,981	1,877	3	1,879	6	5	5
United States	1,193	1	1,195	-6	1,188	1,100	8	1,107	9	8	7
Rest of Americas	391	0	391	5	396	440	1	442	-11	-11	-10
Total Americas	1,585	1	1,586	-1	1,584	1,540	9	1,549	3	2	2
Japan	172	0	172	8	181	159	0	159	9	9	14
Rest of APJ	516	0	516	-9	506	470	0	470	10	10	8
Total APJ	688	0	688	-1	687	629	0	629	9	9	9
Total revenue	4,254	2	4,256	-3	4,253	4,045	12	4,057	5	5	5

For the nine months ended September 30											
€ millions	2014					2013			Change in %		
	IFRS	Adj.*	Non-IFRS*	Currency Impact**	Non-IFRS Constant Currency**	IFRS	Adj.*	Non-IFRS*	IFRS	Non-IFRS*	Non-IFRS Constant Currency**
<i>Cloud subscriptions and support revenue by region</i>											
EMEA	185	0	185	3	189	126	0	125	47	47	50
Americas	488	3	491	16	507	316	60	376	54	30	35
APJ	65	0	65	3	68	46	0	46	43	43	49
Cloud subscriptions and support revenue	738	3	741	22	764	488	60	547	51	35	40
<i>Software and software-related service revenue by region</i>											
EMEA	4,738	3	4,741	41	4,783	4,426	3	4,429	7	7	8
Americas	3,807	4	3,812	137	3,949	3,619	73	3,692	5	3	7
APJ	1,586	0	1,586	80	1,667	1,526	0	1,526	4	4	9
Software and software-related service revenue	10,132	7	10,139	259	10,398	9,571	76	9,647	6	5	8
<i>Total revenue by region</i>											
Germany	1,771	0	1,772	0	1,772	1,720	1	1,721	3	3	3
Rest of EMEA	3,944	2	3,946	50	3,997	3,704	2	3,706	6	6	8
Total EMEA	5,715	3	5,718	51	5,769	5,424	3	5,427	5	5	6
United States	3,419	4	3,422	92	3,515	3,223	71	3,294	6	4	7
Rest of Americas	1,131	0	1,132	78	1,209	1,256	2	1,258	-10	-10	-4
Total Americas	4,550	4	4,554	170	4,724	4,479	73	4,552	2	0	4
Japan	436	0	436	39	475	458	0	458	-5	-5	4
Rest of APJ	1,401	0	1,402	55	1,457	1,347	0	1,347	4	4	8
Total APJ	1,838	0	1,838	94	1,932	1,805	0	1,806	2	2	7
Total revenue	12,103	7	12,110	315	12,425	11,708	76	11,784	3	3	5

\* Adjustments in the revenue line items are for support revenue, cloud subscriptions and support 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.