Annual General Meeting of Shareholders

Bill McDermott, CEO
May 15, 2019
SAP: A Rarity in the IT Industry

- Total revenue (since 2009): >2.3x
- Operating profit (non-IFRS): >2.4x
- Market value: >3.3x
- Business Network commerce volume: >$3 trillion
2018: Innovation and Growth

€5.03bn
Cloud revenue

€20.66bn
Cloud and software revenue

€24.74bn
Total revenue

+28%
New cloud bookings

€7.16bn
Operating profit
Q1 2019: Strong Momentum in 2019

- **Cloud revenue**: €1.58bn, +48%
- **Cloud and software revenue**: €5.07bn, +16%
- **Operating profit**: €1.47bn, +19%

All numbers non-IFRS, percentages non-IFRS as reported.
SAP is Germany’s Most Valuable Company

All-time high:
€115.04 April 25, 2019
Total Amount of Distributed Dividends

- **Total Amount of Distributed Dividends in € million**
- **special dividend**
- *pending approval of the Annual General Meeting of Shareholders*
Agenda Topics for Voting (abbreviated)

2. Appropriation of retained earnings for fiscal year 2018
3. Approval of acts of Executive Board
4. Approval of acts of Supervisory Board
5. Appointment of auditors for financial statements and group annual financial statements
6. Elections of Supervisory Board members
   (a) Prof Dr h. c. mult. Hasso Plattner
   (b) Dr h. c. mult. Pekka Ala-Pietilä
   (c) Aicha Evans
   (d) Diane Greene
   (e) Prof Dr Gesche Joost
   (f) Bernard Liautaud
   (g) Gerhard Oswald
   (h) Dr Friederike Rotsch
   (i) Dr Gunnar Wiedenfels
Sustainable SAP: 10 Years of Progress

- **84%**
  - Employee engagement (2018)

- **-5%**
  - Carbon emission (2018)

- **1m**
  - Hours volunteered (2018)

- **26%**
  - Women in management (Q1 2019)
Evolution of Portfolio for the Experience Economy
Innovation and Value Creation
A “Best-Run SAP”

“Customer First”
Operational Excellence
Integrity & Compliance