SAFE HARBOR STATEMENT

Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “intend,” “may,” “plan,” “project,” “predict,” “should” and “will” and similar expressions as they relate to SAP are intended to identify such forward-looking statements. SAP undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect SAP’s future financial results are discussed more fully in SAP’s filings with the U.S. Securities and Exchange Commission (“SEC”), including SAP’s most recent Annual Report on Form 20-F filed with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.
KEY PRINCIPLES

INTEGRATION

50% of required Integration Qualities today

90% of required Integration Qualities by end of this year

INNOVATION

Focus
Industry Cloud Business Network Climate 21

Partner
with our customers to develop game changing business capabilities

AGILITY & SPEED

<4 months for S/4 HANA public cloud implementation

monthly Innovation cycle for the cloud
INTELLIGENT ENTERPRISE EVOLVED VISION

CUSTOMER SUCCESS

BUSINESS NETWORK

ACROSS ALL FUNCTIONS

EXPERIENCE MANAGEMENT

INTELLIGENT SUITE

INDUSTRY CLOUD

CLIMATE 21

BUSINESS TECHNOLOGY PLATFORM

HYPERSCALERS
MSFT AZURE AWS GOOGLE CP ALIBABA

4+1

SAP INFRASTRUCTURE

TECHNOLOGY

APPLICATIONS

BUSINESS PROCESS

INFRASTRUCTURE

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FINANCIALS – PROFITABLE GROWTH

GROWTH

INTEGRATION
• Cross-Sell
• Cloud ERP
• Move Customer to Cloud

INNOVATION
• #1 Key LoBs
• Industry Cloud
• Sustainability

Proportion of share of wallet in installed base vs. # of customers

PROFITABILITY

Best-Run SAP

Streamline Organization & Portfolio
Engage Ecosystem
Converge Cloud Delivery
Drive Customer Success & Renewals