

Software AG

Annual Shareholders' Meeting

Sanjay Brahmawar, Chief Executive Officer

May 17, 2023



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Sanjay Brahmawar

CEO



Milestones

Software AG is well positioned

Full-year 2022
outlook met or beaten

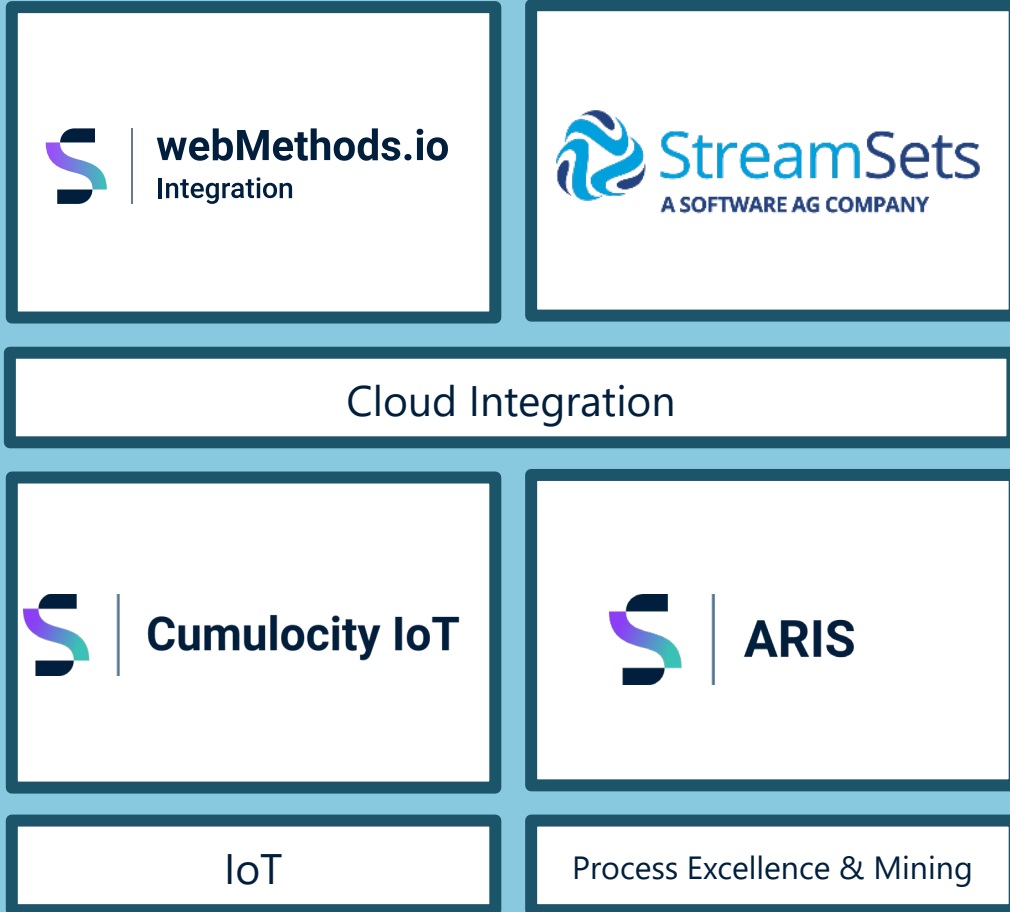
Q1 2023: full-year outlook
confirmed

New phase of
transformation: focus on
integration and SaaS

Silver Lake deepens
partnership with takeover
offer

2022 Strategic Progress

Leadership and recognition from cloud-native product set



Customer Story: Lufthansa Technik

*"With **webMethods** we can curb the proliferation of interfaces and at the same time ensure that Lufthansa Technik's important requirements can be met."*

Ralph Munderloh |

Product Manager, Integration | Lufthansa Technik



2022 Strategic Progress

Integration: solving the chaos of connectivity



- Cloud integration platform
- API management and application integration
- Connecting disparate systems and applications

Market opportunity

Growth of 21% annually
Reaching €11bn by 2026



- Acquired in April 2022
- Cloud data integration
- Bringing disparate data together for analysis

Current growth

Strong double-digit growth from cloud integration portfolio in 2022

Customer wins

AIRBUS

مطارات دبي
DUBAI AIRPORTS

2022 Strategic Progress

Sales success

Second record new logo year

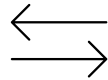


New logo wins

2021: **312**

2022: **333**

Adding value with subscription



Migrations

Digital Business multiplier

2021: **1.4x**

2022: **1.5x**

Cloud demand driving growth



SaaS demand

Organic bookings 3x ahead
of subscription

Organic growth: **30% YoY**

KPIs¹ Met or Beat Guidance Ranges

A&N beats guidance because of pulled-forward deal



¹Numbers on this slide are organic. Organic results do not include contributions from StreamSets.

Changes at constant currency

Employee Engagement



Sustainability Strategy: Roadmap to Climate Neutrality



2023 Strategic Priorities

Five priorities to simplify our business and enhance our customer proposition



Accelerating the journey to cloud-first



Doubling down on innovation in integration



Increasing sales specialization



Leveraging the value of A&N



Optimizing our operating platform

Q1 2023: On Track in a Challenging Macro Environment

Confident about meeting full-year guidance



While some of the results are outside our full-year guidance ranges, we remain confident about meeting our full-year 2023 guidance given our normal weighting towards the year's remaining quarters.

Changes are at constant currency..

2023 Outlook

Group guidance at constant currency

	FY 2022 (in € millions)	FY 2023 Guidance (as %)
Digital Business ARR	516.4	+10 to +15
A&N ARR	183.8	-2 to +2
Total product revenue	795.6	+6 to +10
Operating margin (EBITA, non-IFRS) ¹	18.6%	16 to 18

¹ Adjusted for non-operating factors (see non-IFRS earnings definition).

Why We Support this Transaction

Key takeaways

Shared vision and values for our employees and customers

Aligned with the Company's strategic objectives

Accelerates execution of cloud-first transformation

Enables immediate realization of significant value for our shareholders

