

Quarterly Statement Q3 2023

Key Figures

| in € millions (unless otherwise stated) | 9M 2023 | 9M 2022 | +/- as % | +/- as % acc ¹ | Q3 2023 | Q3 2022 | +/- as % | +/- as % acc1 |
|--|-------------------|-------------------|----------|------------------------------|---------|---------|----------|------------------|
| Group revenue | 687.7 | 654.3 | 5 | 9 | 228.7 | 221.4 | 3 | 10 |
| Product revenue | 570.7 | 534.6 | 7 | 10 | 189.8 | 180.0 | 5 | 12 |
| thereof Digital Business | 393.2 | 380.3 | 3 | 6 | 134.9 | 133.5 | 1 | 6 |
| thereof Adabas & Natural (A&N) | 177.5 | 154.3 | 15 | 21 | 54.9 | 46.5 | 18 | 29 |
| thereof Licenses | 211.3 | 179.3 | 18 | 23 | 69.2 | 56.4 | 23 | 32 |
| thereof Maintenance | 287.5 | 301.9 | -5 | -2 | 95.6 | 102.7 | -7 | -1 |
| thereof Software as a Service (SaaS) | 71.9 | 53.4 | 35 | 38 | 24.9 | 21.0 | 19 | 25 |
| | Sept. 30, 2023 | Sept. 30, 2022 | +/- as % | +/- as % acc ¹ | | | | |
| Group ARR ² | 741.0 | 700.8 | 6 | 12 | | | | |
| thereof Digital Business ARR ² | 545.1 | 516.2 | 6 | 11 | | | | |
| thereof A&N ARR ² | 195.9 | 184.6 | 6 | 14 | | | | |
| | | | | | | | | |

| | 9M 2023 | 9M 2022 | +/- as % | Q2 2023 | Q2 2022 | +/- as % |
|--|-------------------|------------------|----------|---------|---------|----------|
| Operating EBITA (non-IFRS) | 136.5 | 120.2 | 14 | 58.5 | 29.9 | 96 |
| Operating margin (EBITA, non-IFRS) as % | 19.8 | 18.4 | | 25.6 | 13.5 | |
| Digital Business segment earnings | 25.0 | 21.3 | 18 | 19.2 | 3.2 | 493 |
| Segment margin as % | 6.4 | 5.6 | | 14.2 | 2.4 | |
| A&N segment earnings | 133.1 | 101.3 | 31 | 39.6 | 29.6 | 34 |
| Segment margin as % | 75.0 | 65.6 | | 72.1 | 63.6 | |
| EBIT | 62.7 | 55.3 | 13 | 37.2 | -6.6 | -664 |
| Operating net income (non-IFRS) | 50.4 | 61.1 | -17 | 26.0 | 26.7 | -3 |
| Operating earnings per share (non-IFRS) ³ in € | 0.68 | 0.82 | -17 | 0.35 | 0.36 | -3 |
| Operating cash flow | 10.2 | 22.4 | -54 | 14.8 | 10.3 | 44 |
| CapEx ⁴ | 0.0 | -5.0 | | 4.5 | -0.8 | |
| Repayment of lease liabilities | -7.4 | -8.3 | | -2.5 | -3.0 | |
| Free cash flow | 2.8 | 9.1 | -69 | 16.8 | 6.5 | 158 |
| Free cash flow per share ³ in € | 0.04 | 0.12 | -69 | 0.23 | 0.09 | 158 |
| Balance sheet | Sept. 30, 2023 | Dec. 31, 2022 | +/- as % | | | |
| Total assets | 2,586.3 | 2,678.4 | -3 | | | |
| Cash and cash equivalents | 404.3 | 427.1 | -5 | | | |

-240.0

4,996

2

-6

¹ At constant currency.

Net cash position⁵

Employees (FTE)

² Annual recurring revenue.

³ Based on weighted average shares outstanding: 74.0 mn.

⁴ Cash flow from investing activities adjusted for acquisitions and investments in debt instruments.

-244.2

4,699

⁵ Net cash position includes cash and cash equivalents less financial liabilities.

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All information in this quarterly statement is unaudited. This means that the information has not been subject to an audit nor to a review by an independent auditor.

Unless otherwise stated, all figures are in accordance with IFRS. Increases are at constant currency and rounded.

Because the figures in this report are stated in accordance with commercial rounding principles, totals and percentages may not always be exact.

Management's Assessment of Third-Quarter Results

The third quarter of 2023 marked an important period of progress for Software AG. Two particularly significant events stood out in the period.

On 28 September, Silver Lake successfully completed its voluntary public offer for Software AG. It now holds 93 percent of the Company's share capital and voting rights. This deepened strategic partnership enables the Group to further accelerate the execution of its evolved strategy focused on becoming the world's number one enterprise integration company.

On 17 October, Software AG demonstrated the first proof point in its strategic evolution with the launch of Super iPaaS, its new product platform. It represents a new category of integration solutions aimed at meeting an increasingly complex set of customer needs that cannot be met by traditional iPaaS platforms. The Super iPaaS brings together application, data, API and B2B integrations into the same unified platform, in hybrid and multi-cloud environments. This brings customers three key benefits: greater agility, increased productivity, and stronger governance.

Among others, these developments help set the stage for Software AG's strategic evolution into a business squarely focused on innovation in integration, customer success and operational excellence.

Sanjay Brahmawar, CEO of Software AG

"Our third-quarter results show we continue to execute our plan. We are accelerating SaaS growth from within our leading integration portfolio and we continue to drive profitability through operational excellence. With Silver Lake's public tender offer now complete, we are ready to finish the year strongly and launch a new phase of growth led by our category-defining Super iPaaS platform."

Daniela Bünger, CFO of Software AG

"In the third quarter we saw strong performance from Adabas & Natural which continues to successfully migrate more customers to subscription agreements. We also saw solid growth in our Digital Business with good execution despite continued extended sales cycles. Our focus on execution and operational excellence will continue into the fourth quarter, and we are happy to confirm our 2023 full-year guidance."

ARR Performance

As of the end of the third quarter of 2023, Software AG's Digital Business ARR was €545.1 million (Q3 2022: €516.2 million), representing year-on-year growth of 6 percent, or 11 percent at constant currency. Compared to the end of the second quarter, Digital Business ARR rose by €17.6 million, a sequential increase of 3 percent. ARR in the Group's A&N business was €195.9 million compared to €184.6 million at the end of the third quarter of 2022, representing year-on-year growth of 6 percent, or 14 percent at constant currency. Compared to the end of the second quarter, Digital Business ARR rose by €17.6 million, a sequential increase of 3 percent. ARR in the Group's A&N business was €195.9 million compared to €184.6 million at the end of the third quarter of 2022, representing year-on-year growth of 6 percent, or 14 percent at constant currency. Compared to the end of the second quarter, ARR in the A&N segment grew €5.1 million, or 3 percent.

Group Revenue and Earnings Development

Software AG reported €228.7 million in total revenue for the third quarter of 2023 (Q3 2022: €221.4 million). This represents growth of 3 percent, or 10 percent at constant currency. Ninemonth Group revenue grew 5 percent, or 9 percent at constant currency, to €687.7 million (9M 2022: €654.3 million). Group product revenue in the third quarter grew 5 percent, or 12 percent at constant currency, to €189.8 million (Q3 2022: €180.0 million). In the first nine months, Group product revenue totaled €570.7 million (9M 2022: €534.6 million), reflecting growth of 7 percent, or 10 percent at constant currency. This performance was due to Software AG's ongoing transition to a sales model with a greater focus on subscriptions and SaaS. Owing to the shift to subscriptions, revenue from perpetual licenses decreased by 30 percent, or 25 percent at constant currency, in the first 9 months of the year. The associated maintenance revenue was down 17 percent, or 14 percent at constant currency.

Subscriptions and SaaS accounted for 64 percent (Q3 2022: 54 percent) of Group product revenue in the third quarter of 2023 and for 62 percent in the first nine months of the year (9m 2022: 50 percent). Digital Business product revenue saw growth of 1 percent, or 6 percent at constant currency, to €134.9 million (Q3 2022: €133.5 million) in the third quarter. Nine-month Digital Business product revenue was €393.2 million, representing an increase of 3 percent, or 6 percent at constant currency. A&N product revenue was €54.9 million in the third quarter (Q3 2022: €46.5 million), up by 18 percent, or 29 percent at constant currency. Nine-month A&N product revenue increased by 15 percent, or 21 percent at constant currency, to €177.5 million (9M 2022: €154.3 million). Professional Services revenue in the third quarter was €38.9 million (Q3 2022: €41.4 million); for the first nine months, it amounted to €117.0 million (9M 2022: €119.7 million).

Software AG's EBIT totaled €37.2 million in the third quarter (Q3 2022: -€6.6 million) and €62.7 million in the first nine months of 2023 (9M 2022: €55.3 million). The Group's operating EBITA (non-IFRS) amounted to €58.5 million in the third quarter of the year (Q3 2022: €29.9 million), giving Software AG an operating margin (EBITA, non-IFRS) of 25.6 percent (Q3 2022: 13.5 percent). For the nine-month period, operating EBITA (non-IFRS) was €136.5 million (9M 2022: €120.2 million), resulting in an operating margin (EBITA, non-IFRS) of 19.8 percent (9M 2022: 18.4 percent).

The Group's free cash flow totaled €16.8 million in the third quarter (Q3 2022: €6.5 million) and €2.8 million (9M 2022: €9.1 million) in the first nine months of 2023.

2023 Outlook

The Group has reiterated its guidance for the 2023 fiscal year as published on January 31, 2023.

Software AG's Management Board expects results at constant currency (i.e. based on 2022 exchange rates) within the following forecast ranges:

Outlook for Fiscal Year 2023

| | FY 2022 in € millions | Outlook FY 2023 as of Jan. 31, 2023 as % |
|--|--------------------------|---|
| Digital Business ARR | 516.4 | +10 to +151 |
| A&N ARR | 183.8 | -2 to +21 |
| Product revenue | 795.6 | +6 to +101 |
| Operating margin (EBITA, non-IFRS) ² as % | 18.6 | 16 to 18 |

¹ At constant currency.

² Before adjusting for non-operating factors (see definition in the 2022 Annual Report from p. 79).

In addition, Software AG remains committed to double-digit revenue growth in the Digital Business segment and reiterates its ambition to reach an operating profit margin in the high twenties in the medium term, which will translate into improved cash flow generation.

Consolidated Income Statement

For the nine and three months ended September 30, 2023 and 2022

| (IFRS, | unaud | ited |) |
|--------|-------|------|---|
|--------|-------|------|---|

| in € thousands | 9M 2023 | 9M 2022 | +/- as % | Q3 2023 | Q3 2022 | +/- as % |
|---|------------|------------|----------|------------|------------|----------|
| Licenses | 211,307 | 179,253 | 18 | 69,242 | 56,361 | 23 |
| Maintenance | 287,520 | 301,936 | -5 | 95,617 | 102,701 | -7 |
| SaaS | 71,889 | 53,398 | 35 | 24,939 | 20,954 | 19 |
| Product revenue | 570,716 | 534,587 | 7 | 189,798 | 180,016 | 5 |
| Services | 116,845 | 119,745 | -2 | 38,830 | 41,390 | -6 |
| Other | 109 | 17 | 541 | 38 | 5 | 660 |
| Total revenue | 687,670 | 654,349 | 5 | 228,666 | 221,411 | 3 |
| Cost of sales | -178,384 | -165,571 | 8 | -58,259 | -61,023 | -5 |
| Gross profit | 509,286 | 488,778 | 4 | 170,407 | 160,388 | 6 |
| Research and development expenses | -142,391 | -132,847 | 7 | -44,365 | -48,252 | -8 |
| Sales, marketing, and distribution expenses | -223,630 | -235,594 | -5 | -70,784 | -82,122 | -14 |
| General and administrative expenses | -58,173 | -68,561 | -15 | -19,875 | -23,636 | -16 |
| Other income | 21,923 | 66,454 | -67 | 13,573 | 23,120 | -41 |
| Other expenses | -44,361 | -62,902 | -29 | -11,709 | -36,102 | -68 |
| Other taxes | -3,223 | -3,448 | -7 | -453 | -1,109 | -59 |
| Operating income | 59,431 | 51,880 | 15 | 36,794 | -7,713 | -577 |
| Financing income | 20,750 | 8,799 | 136 | 7,369 | 3,813 | 93 |
| Financing expenses | -20,750 | -16,953 | 22 | -7,769 | -6,606 | 18 |
| Net financial income/expenses | 0 | -8,154 | -100 | -400 | -2,793 | -86 |
| Earnings before income taxes | 59,431 | 43,726 | 36 | 36,394 | -10,506 | -446 |
| Income taxes | -36,930 | -19,112 | 93 | -19,988 | -298 | 6,607 |
| Net income | 22,501 | 24,614 | -9 | 16,406 | -10,804 | -252 |
| thereof attributable to shareholders of Software AG | 22,501 | 24,351 | -8 | 16,406 | -10,804 | -252 |
| thereof attributable to non-controlling interests | 0 | 263 | -100 | 0 | 0 | |
| Earnings per share (basic) in € | 0.30 | 0.33 | -9 | 0.22 | -0.15 | -247 |
| Earnings per share (diluted) in € | 0.30 | 0.33 | -9 | 0.22 | -0.15 | -247 |
| Weighted average number of shares outstanding (basic) | 73,979,889 | 73,979,889 | 0 | 73,979,889 | 73,979,889 | 0 |
| Weighted average number of shares outstanding (diluted) | 73,979,889 | 73,979,889 | 0 | 73,979,889 | 73,979,889 | 0 |
| | | | | | | |

Statement of Comprehensive Income

For the nine and three months ended September 30, 2023 and 2022

| (IFRS, unaudited) | | | | |
|--|---------|---------|---------|---------|
| in € thousands | 9M 2023 | 9M 2022 | Q3 2023 | Q3 2022 |
| Net income | 22,501 | 24,614 | 16,406 | -10,804 |
| Currency translation differences from foreign operations | -18,004 | 115,554 | 8,682 | 52,878 |
| Net gain/loss from cash flow hedges | -878 | -492 | -1,626 | -619 |
| Currency translation gain/loss from net investments in foreign operations | 2,382 | 39,311 | 8,836 | 23,600 |
| Items to be reclassified to the income statement if certain conditions are met | -16,500 | 154,373 | 15,892 | 75,859 |
| Net gain/loss from equity instruments designated to measurement at fair value through other comprehensive income | 477 | -1,348 | 800 | -398 |
| Net actuarial gain/loss from remeasurement of post- employment benefit obligations | 135 | 1,269 | -1,492 | 731 |
| Items not to be reclassified to the income statement | 612 | -79 | -692 | 333 |
| Gain/loss recognized in equity | -15,888 | 154,294 | 15,200 | 76,192 |
| Total comprehensive income | 6,613 | 178,908 | 31,606 | 65,388 |
| thereof attributable to shareholders of Software AG | 6,613 | 178,645 | 31,606 | 65,388 |
| thereof attributable to non-controlling interests | 0 | 263 | 0 | 0 |
| | | | | |

Consolidated Balance Sheet

ASSETS

| in € thousands | Sept. 30, 2023 | Dec. 31, 2022 |
|---|----------------|---------------|
| Current assets | | |
| Cash and cash equivalents | 404,275 | 427,105 |
| Other financial assets | 2,320 | 2,551 |
| Trade receivables, contract assets, and other receivables | 248,634 | 251,799 |
| Other non-financial assets | 57,663 | 51,987 |
| Income tax receivables | 25,137 | 36,505 |
| | 738,029 | 769,947 |
| Non-current assets | | |
| Intangible assets | 195,308 | 221,702 |
| Goodwill | 1,381,547 | 1,381,828 |
| Property, plant, and equipment | 65,695 | 76,005 |
| Investment property | 2,839 | 5,635 |
| Other financial assets | 10,288 | 9,823 |
| Trade receivables, contract assets, and other receivables | 137,919 | 135,848 |
| Other non-financial assets | 48,047 | 52,812 |
| Income tax receivables | 107 | 15,748 |
| Deferred tax receivables | 6,539 | 9,057 |
| | 1,848,289 | 1,908,458 |
| Total assets | 2,586,318 | 2,678,405 |

EQUITY AND LIABILITIES

| in € thousands | Sept. 30, 2023 | Dec. 31, 2022 |
|---|----------------|---------------|
| Current liabilities | | |
| Financial liabilities | 320,933 | 31,888 |
| Trade and other payables | 53,816 | 57,350 |
| Other non-financial liabilities | 112,404 | 138,037 |
| Other provisions | 32,191 | 59,529 |
| Income tax liabilities | 9,142 | 30,673 |
| Contract liabilities | 142,430 | 137,168 |
| | 670,916 | 454,645 |
| Non-current liabilities | | |
| Financial liabilities | 327,505 | 635,217 |
| Trade and other payables | 30 | 130 |
| Other non-financial liabilities | 1,602 | 866 |
| Other provisions | 10,655 | 5,504 |
| Provisions for pensions and similar obligations | 10,910 | 11,750 |
| Income tax liabilities | 0 | 911 |
| Deferred tax liabilities | 43,114 | 42,671 |
| Contract liabilities | 6,927 | 15,559 |
| | 400,743 | 712,608 |
| Equity | | |
| Subscribed capital | 74,000 | 74,000 |
| Capital reserves | 55,528 | 55,737 |
| Retained earnings | 1,350,936 | 1,332,134 |
| Other reserves | 34,952 | 50,038 |
| Treasury shares | -757 | -757 |
| | 1,514,659 | 1,511,152 |
| Total equity and liabilities | 2,586,318 | 2,678,405 |

Consolidated Statement of Cash Flows

For the nine and three months ended September 30, 2023 and 2022 (IFRS, unaudited)

| in € thousands | 9M 2023 | 9M 2022 | Q3 2023 | Q3 2022 |
|--|---------|----------|---------|---------|
| Net income | 22,501 | 24,614 | 16,406 | -10,804 |
| Income taxes | 36,930 | 19,113 | 19,988 | 299 |
| Net financial income/expenses | 0 | 8,153 | 400 | 2,792 |
| Amortization/depreciation of non-current assets | 42,103 | 66,161 | 13,867 | 41,749 |
| Other non-cash income/expenses | 749 | -12,148 | 520 | -11,852 |
| Changes in receivables and other assets | -1,281 | -31,682 | 3,391 | -7,803 |
| Changes in payables and other liabilities | -61,157 | -5,296 | -25,098 | 1,015 |
| Income taxes paid | -29,384 | -44,160 | -14,236 | -5,051 |
| Interest paid | -19,943 | -11,244 | -6,695 | -3,927 |
| Interest received | 19,631 | 8,936 | 6,220 | 3,927 |
| Cash flow from operating activities | 10,149 | 22,447 | 14,763 | 10,345 |
| Proceeds from the sale of property, plant, and equipment/ intangible assets | 8,665 | 2,801 | 8,088 | 2,194 |
| Purchase of property, plant, and equipment/intangible assets | -7,501 | -10,311 | -3,262 | -3,904 |
| Proceeds from the sale of non-current financial assets | 530 | 4,486 | 75 | 870 |
| Purchase of non-current financial assets | -1,647 | -2,011 | -392 | 0 |
| Proceeds from the sale of current financial assets | 2,710 | 19,273 | 2,441 | 19,206 |
| Purchase of current financial assets | -298 | -2,361 | 0 | -584 |
| Cash inflow/outflow from disposals of assets held for sale | 0 | 10,776 | 0 | 10,776 |
| Cash outflow for acquisitions | 0 | -537,317 | 0 | 0 |
| Cash flow from investing activities | 2,459 | -514,664 | 6,950 | 28,558 |
| Dividends paid | -3,699 | -56,699 | 0 | 0 |
| Proceeds/payments for current financial liabilities | -281 | 87,196 | 106 | 18,011 |
| Repayment of lease liabilities | -7,407 | -8,314 | -2,516 | -3,047 |
| New non-current financial liabilities | 0 | 364,300 | 0 | 0 |
| Repayment of non-current financial liabilities | -10,666 | -78,333 | -3,333 | -3,333 |
| Cash flow from financing activities | -22,053 | 308,150 | -5,743 | 11,631 |
| Change in cash and cash equivalents from cash in-/outflows | -9,445 | -184,067 | 15,970 | 50,534 |
| Change in cash and cash equivalents from currency translation | -13,385 | 46,975 | -119 | 10,478 |
| Change in cash and cash equivalents | -22,830 | -137,092 | 15,851 | 61,012 |
| Cash and cash equivalents at beginning of period | 427,105 | 585,844 | 388,424 | 387,740 |
| Cash and cash equivalents at end of period | 404,275 | 448,752 | 404,275 | 448,752 |
| Free cash flow | 2,789 | 9,098 | 16,756 | 6,458 |

Segment Report

The following table shows the segment data for the first nine months of 2023:

For the nine months ended September 30, 2023 and 2022 (IFRS, unaudited)

| | Di | igital Business | | A&N | | | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--|
| in € thousands | 9M 2023 IFRS | 9M 2023 acc1 | 9M 2022 IFRS | 9M 2023 IFRS | 9M 2023 acc1 | 9M 2022 IFRS | |
| Licenses from subscriptions | 116,727 | 120,312 | 107,889 | 67,042 | 70,466 | 31,964 | |
| Maintenance from subscriptions | 76,733 | 78,386 | 59,759 | 20,906 | 21,604 | 14,130 | |
| Perpetual maintenance | 113,857 | 116,284 | 137,161 | 76,024 | 79,195 | 90,886 | |
| SaaS | 71,889 | 73,479 | 53,398 | 0 | 0 | 0 | |
| Recurring Revenues | 379,206 | 388,461 | 358,207 | 163,972 | 171,265 | 136,980 | |
| Perpetual licenses | 14,033 | 14,724 | 22,055 | 13,505 | 14,903 | 17,345 | |
| Product revenue | 393,239 | 403,185 | 380,262 | 177,477 | 186,168 | 154,325 | |
| Services | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 17 | 0 | 0 | 0 | |
| Revenue | 393,239 | 403,185 | 380,279 | 177,477 | 186,168 | 154,325 | |
| Cost of sales | -55,900 | -56,461 | -53,845 | -4,996 | -5,153 | -5,744 | |
| Gross profit | 337,339 | 346,724 | 326,434 | 172,481 | 181,015 | 148,581 | |
| Sales, marketing, and distribution expenses | -190,764 | -194,476 | -196,137 | -18,517 | -19,209 | -23,465 | |
| Segment contribution | 146,575 | 152,248 | 130,297 | 153,964 | 161,806 | 125,116 | |
| Research and development expenses | -121,553 | -122,849 | -109,004 | -20,838 | -20,900 | -23,843 | |
| Segment earnings | 25,022 | 29,399 | 21,293 | 133,126 | 140,906 | 101,273 | |
| General and administrative expenses | | | | | | | |
| Other income | | | | | | | |
| Other expenses | | | | | | | |
| Other taxes | | | | | | | |
| Operating income | | | | | | | |
| Financing income | | | | | | | |
| Financing expenses | | | | | | | |
| Net financial income/expenses | | | | | | | |
| Earnings before income taxes | | | | | | | |
| Income taxes | | | | | | | |
| Net income | | | | | | | |

¹ At constant currency.

| Professional Services | | Reconciliat | on | Total | | | | |
|-----------------------|----------|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| 9M 20 IF | 23 RS | 9M 2023 acc ¹ | 9M 2022 IFRS | 9M 2023 IFRS | 9M 2022 IFRS | 9M 2023 IFRS | 9M 2023 acc1 | 9M 2022 IFRS |
| | 0 | 0 | 0 | 0 | 0 | 183,769 | 190,778 | 139,853 |
| | 0 | 0 | 0 | 0 | 0 | 97,639 | 99,990 | 73,889 |
| | 0 | 0 | 0 | 0 | 0 | 189,881 | 195,479 | 228,047 |
| | 0 | 0 | 0 | 0 | 0 | 71,889 | 73,479 | 53,398 |
| | 0 | 0 | 0 | 0 | 0 | 543,178 | 559,726 | 495,187 |
| | 0 | 0 | 0 | 0 | 0 | 27,538 | 29,627 | 39,400 |
| | 0 | 0 | 0 | 0 | 0 | 570,716 | 589,353 | 534,587 |
| 116, | 345 | 121,373 | 119,745 | 0 | 0 | 116,845 | 121,373 | 119,745 |
| | 109 | 114 | 0 | 0 | 0 | 109 | 114 | 17 |
| 116, | 954 | 121,487 | 119,745 | 0 | 0 | 687,670 | 710,840 | 654,349 |
| -96, | 333 | -100,407 | -88,501 | -20,655 | -17,481 | -178,384 | | -165,571 |
| 20, | 121 | 21,080 | 31,244 | -20,655 | -17,481 | 509,286 | | 488,778 |
| -8, | 932 | -9,165 | -9,901 | -5,417 | -6,091 | -223,630 | | -235,594 |
| 11, | 189 | 11,915 | 21,343 | -26,072 | -23,572 | 285,656 | | 253,184 |
| | 0 | 0 | 0 | 0 | 0 | -142,391 | | -132,847 |
| 11, | 189 | 11,915 | 21,343 | -26,072 | -23,572 | 143,265 | | 120,337 |
| | | | | | | -58,173 | | -68,561 |
| | | | | | | 21,923 | | 66,454 |
| | | | | | | -44,361 | | -62,902 |
| | | | | | | -3,223 | | -3,448 |
| | | | | | | 59,431 | | 51,880 |
| | | | | | | 20,750 | | 8,799 |
| | | | | | | -20,750 | | -16,953 |
| | | | | | | 0 | | -8,154 |
| | | | | | | 59,431 | | 43,726 |
| | | | | | | -36,930 | | -19,112 |
| | | | | | | 22,501 | | 24,614 |

Segment Report

The following table shows the segment data for the three months ended September 30, 2023:

For the three months ended September 30, 2023 and 2022

(IFRS, unaudited)

| | Dig | gital Business | | Adabas & Natural (A&N) | | | |
|---|-----------------|-----------------------------|-----------------|---------------------------|-----------------------------|-----------------|--|
| in € thousands | Q3 2023 IFRS | Q3 2023 acc ¹ | Q3 2022 IFRS | Q3 2023 IFRS | Q3 2023 acc ¹ | Q3 2022 IFRS | |
| Licenses from subscriptions | 41,682 | 44,049 | 41,460 | 20,616 | 22,916 | 7,036 | |
| Maintenance from subscriptions | 25,892 | 27,234 | 21,770 | 7,484 | 7,961 | 5,000 | |
| Perpetual maintenance | 37,622 | 39,670 | 46,048 | 24,619 | 26,493 | 29,883 | |
| SaaS | 24,939 | 26,216 | 20,954 | 0 | 0 | 0 | |
| Annual recurring revenue | 130,135 | 137,169 | 130,232 | 52,719 | 57,370 | 41,919 | |
| Perpetual licenses | 4,744 | 4,993 | 3,269 | 2,200 | 2,420 | 4,596 | |
| Product revenue | 134,879 | 142,162 | 133,501 | 54,919 | 59,790 | 46,515 | |
| Services | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 5 | 0 | 0 | 0 | |
| Revenue | 134,879 | 142,162 | 133,506 | 54,919 | 59,790 | 46,515 | |
| Cost of sales | -18,488 | -18,964 | -19,781 | -1,813 | -1,913 | -1,874 | |
| Gross profit | 116,391 | 123,198 | 113,725 | 53,106 | 57,877 | 44,641 | |
| Sales, marketing, and distribution expenses | -60,344 | -63,520 | -69,877 | -5,984 | -6,384 | -7,396 | |
| Segment contribution | 56,047 | 59,678 | 43,848 | 47,122 | 51,493 | 37,245 | |
| Research and development expenses | -36,852 | -38,294 | -40,610 | -7,513 | -7,541 | -7,642 | |
| Segment earnings | 19,195 | 21,384 | 3,238 | 39,609 | 43,952 | 29,603 | |
| General and administrative expenses | | | | | | | |
| Other income | | | | | | | |
| Other expenses | | | | | | | |
| Other taxes | | | | | | | |
| Operating income | | | | | | | |
| Financing income | | | | | | | |
| Financing expenses | | | | | | | |
| Net financial income/expenses | | | | | | | |
| Earnings before income taxes | | | | | | | |
| Income taxes | | | | | | | |
| Net income | | | | | | | |

¹ At constant currency.

| Total | | | on | Reconciliation | | Professional Services | | |
|-----------------|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------------------|-----------------|--|
| Q3 2022 IFRS | Q3 2023 acc ¹ | Q3 2023 IFRS | Q3 2022 IFRS | Q3 2023 IFRS | Q3 2022 IFRS | Q3 2023 acc ¹ | Q3 2023 IFRS | |
| 48,496 | 66,965 | 62,298 | 0 | 0 | 0 | 0 | 0 | |
| 26,770 | 35,195 | 33,376 | 0 | 0 | 0 | 0 | 0 | |
| 75,931 | 66,163 | 62,241 | 0 | 0 | 0 | 0 | 0 | |
| 20,954 | 26,216 | 24,939 | 0 | 0 | 0 | 0 | 0 | |
| 172,151 | 194,539 | 182,854 | 0 | 0 | 0 | 0 | 0 | |
| 7,865 | 7,413 | 6,944 | 0 | 0 | 0 | 0 | 0 | |
| 180,016 | 201,952 | 189,798 | 0 | 0 | 0 | 0 | 0 | |
| 41,390 | 41,839 | 38,830 | 0 | 0 | 41,390 | 41,839 | 38,830 | |
| 5 | 41 | 38 | 0 | 0 | 0 | 41 | 38 | |
| 221,411 | 243,832 | 228,666 | 0 | 0 | 41,390 | 41,880 | 38,868 | |
| -61,023 | | -58,259 | -9,089 | -6,854 | -30,279 | -33,634 | -31,104 | |
| 160,388 | | 170,407 | -9,089 | -6,854 | 11,111 | 8,246 | 7,764 | |
| -82,122 | | -70,784 | -1,442 | -1,791 | -3,407 | -2,817 | -2,665 | |
| 78,266 | | 99,623 | -10,531 | -8,645 | 7,704 | 5,429 | 5,099 | |
| -48,252 | | -44,365 | 0 | 0 | 0 | 0 | 0 | |
| 30,014 | | 55,258 | -10,531 | -8,645 | 7,704 | 5,429 | 5,099 | |
| -23,636 | | -19,875 | | | | | | |
| 23,120 | | 13,573 | | | | | | |
| -36,102 | | -11,709 | | | | | | |
| -1,109 | | -453 | | | | | | |
| -7,713 | | 36,794 | | | | | | |
| 3,813 | | 7,369 | | | | | | |
| -6,606 | | -7,769 | | | | | | |
| -2,793 | | -400 | | | | | | |
| -10,506 | | 36,394 | | | | | | |
| -298 | | -19,988 | | | | | | |
| -10,804 | | 16,406 | | | | | | |

Basis of Presentation

This document is a quarterly statement pursuant to section 53 of the Exchange Rules of the Frankfurt Stock Exchange and does not constitute an interim report according to the International Accounting Standard 34. This quarterly statement should be read in conjunction with the Annual Report for the 2022 fiscal year and the additional information about the Company provided therein. The accounting policies and measurement principles applied in this quarterly statement are based on those used in the Consolidated Financial Statements for fiscal year 2022.

Special Events

Public Tender Offer by Silver Lake

On April 21, 2023, Software AG entered into an investment agreement with Mosel Bidco SE (the "investor"), previously Blitz 22-449 SE, a holding company controlled by funds managed or advised by Silver Lake Technology Management, L.L.C. ("Silver Lake"). The investment agreement is aimed at deepening the existing strategic partnership with Silver Lake and supporting the long-term growth and strategic objectives of Software AG.

In that context, the investor announced its intention to launch a voluntary public tender offer for all outstanding shares of Software AG. The Management Board and the independent Takeover Committee of the Supervisory Board both conducted a thorough assessment and analysis of the appropriateness of the offer, taking into account the results of the fairness opinions provided. In their Joint Reasoned Statement dated May 26, 2023, both Boards recommended that Software AG shareholders accept the offer.

On July 20, 2023, the investor announced that through its voluntary public tender offer plus the shares already held by Silver Lake, it had secured 84.29 percent of Software AG's share capital as of the end of the additional acceptance period on July 17, 2023.

On September 15, 2023, Silver Lake obtained the last outstanding merger control clearance and therefore the final closing condition of the tender offer was fulfilled. Based on the acceptance rate of the tender offer plus the total number of Software AG shares held by Silver Lake (including shares for which Silver Lake has entered into agreements to acquire such shares), Silver Lake has secured 85.1 percent of the share capital and voting rights of Software AG.

On September 28, 2023, Silver Lake successfully completed its voluntary public tender offer by transferring shareholders the offer price of €32.00 in return for each tendered share of Software AG.

As a result of the change of control dated September 28, 2023, the respective change-of-control clauses contained in the financing contracts took effect whereby the lending banks and bond subscribers were entitled to extraordinary termination rights. In return, on October 2, 2023, Software AG received sufficient cash inflows from a financing facility by J.P. Morgan SE, Frankfurt am Main. On October 4, 2023, all third-party loans existing at that time were redeemed. As these liabilities were due for settlement within 12 months from the reporting date, they were classified as current in the Consolidated Balance Sheet as of September 30, 2023.



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Financial Calendar

For the latest information on financial publications, please visit: <u>financial calendar</u>.

Publication Credits

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