

# Results 2<sup>nd</sup> Quarter 2020 (IFRS, unaudited)

July 22, 2020

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# AGENDA

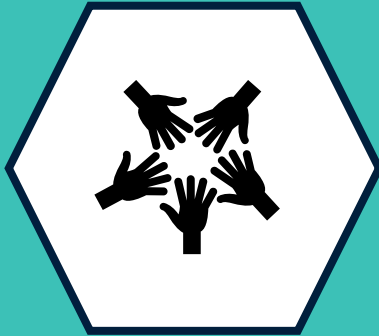


# Results 2<sup>nd</sup> Quarter 2020 (IFRS, unaudited)

Sanjay Brahmawar  
CEO  
July 22, 2020

# Q2 AND 1H 2020 RESULTS

STRONG PERFORMANCE THROUGH A PERIOD OF UNIQUE CHALLENGE



## Proud

Inspired by the passion and drive of our team in response to Covid-19



## Resilient

Managing the need for prudence without compromising our ambition for growth

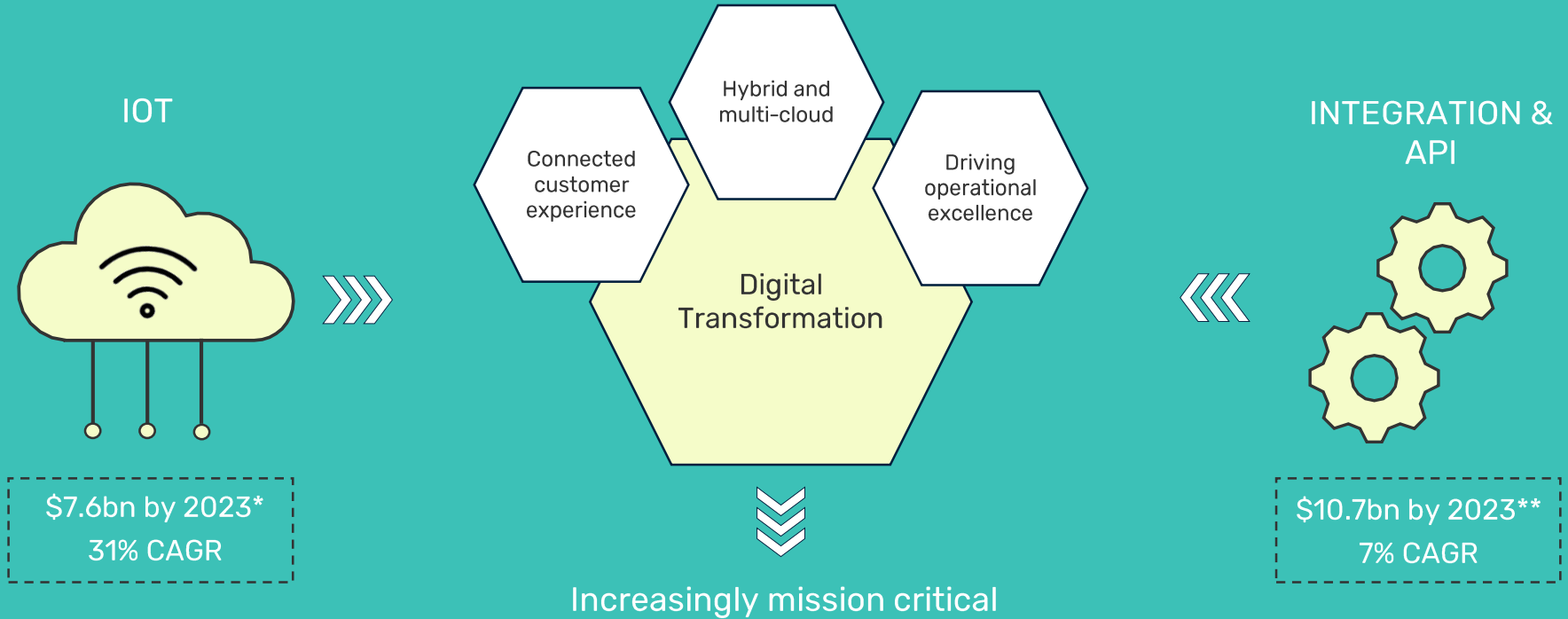


## Delivering

Meeting our commitments to customers, to our people, to investors

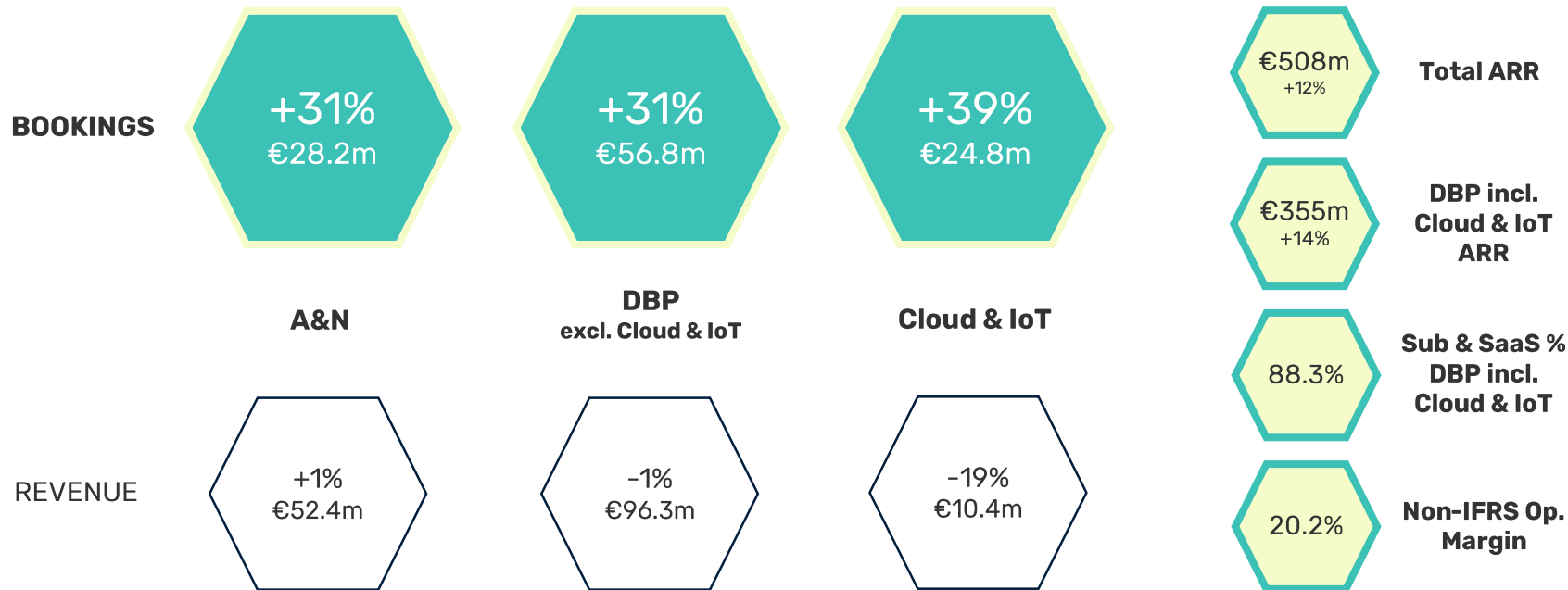
# ALIGNED WITH MARKET DYNAMICS

DIGITAL TRANSFORMATION NEVER MORE RELEVANT



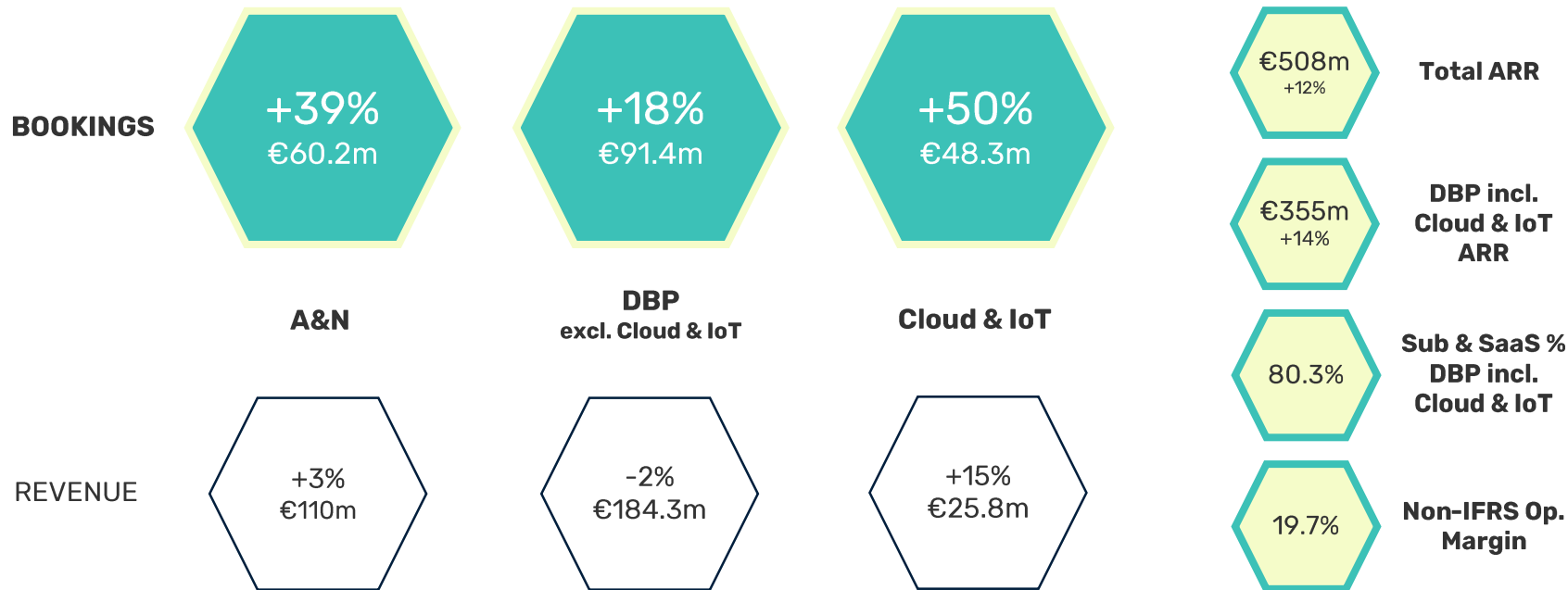
# FINANCIAL HIGHLIGHTS

## STRONG SECOND QUARTER



# FINANCIAL HIGHLIGHTS

## SOLID FIRST HALF





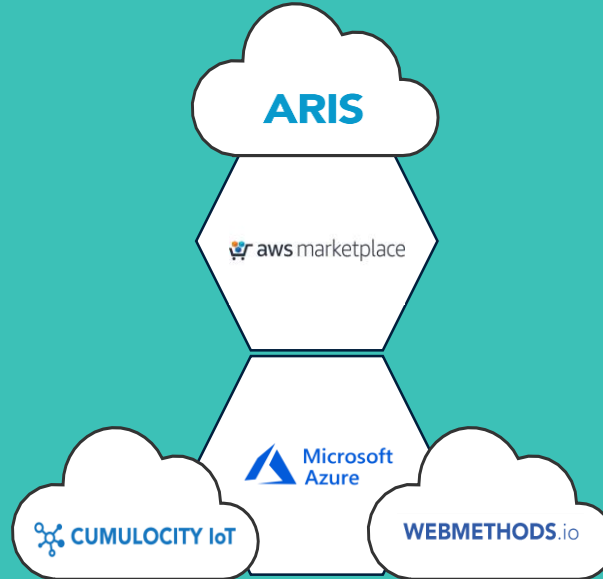
# MOMENTUM IN OUR TRANSFORMATION

## FOCUS DELIVERING RESULTS



87%

2020 Helix milestones delivered to plan



NPS



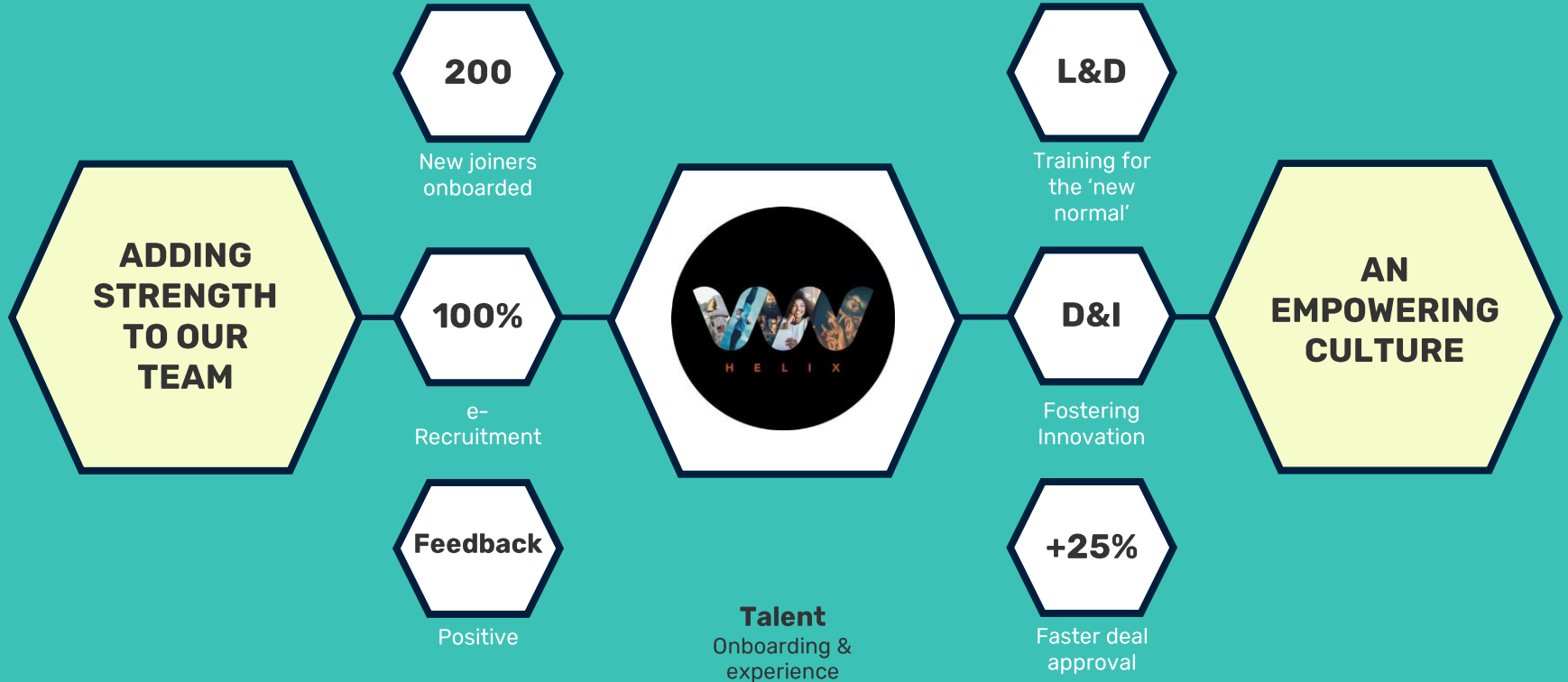
# MOMENTUM IN OUR TRANSFORMATION

## EXECUTING TO WIN



# MOMENTUM IN OUR TRANSFORMATION

## THE TRANSFORMATIONAL POWER OF TEAM



# Results 2<sup>nd</sup> Quarter 2020 (IFRS, unaudited)

Dr. Matthias Heiden  
CFO  
July 22, 2020

# Bookings and Revenue (Group)

## Q2 2020/6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
<b>Bookings</b>	<b>109.8</b>	<b>83.6</b>	<b>31%</b>	<b>32%</b>	<b>200.0</b>	<b>153.9</b>	<b>30%</b>	<b>30%</b>
Licenses	44.4	50.2	-11%	-10%	91.1	92.8	-2%	-1%
Maintenance	107.2	107.6	0%	1%	214.5	214.7	0%	0%
SaaS / Usage based	7.3	5.4	36%	36%	14.2	10.3	39%	39%
<b>Product revenue</b>	<b>158.9</b>	<b>163.1</b>	<b>-3%</b>	<b>-1%</b>	<b>319.9</b>	<b>317.7</b>	<b>1%</b>	<b>1%</b>
Services	45.6	46.7	-2%	-3%	91.6	93.4	-2%	-3%
Other	0.1	0.1			0.2	0.3		
<b>Total revenue</b>	<b>204.6</b>	<b>210.0</b>	<b>-3%</b>	<b>-2%</b>	<b>411.7</b>	<b>411.4</b>	<b>0%</b>	<b>0%</b>
<b>Annual Recurring Revenue as of June 30, 2020</b>	<b>508.4</b>	<b>461.0</b>	<b>10%</b>	<b>12%</b>				

# DIGITAL BUSINESS PLATFORM (excl. „DBP CLOUD & IoT“)

## SEGMENT REPORT Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
Bookings	56.8	43.7	30%	31%	91.4	78.6	16%	18%
Licenses	26.6	28.3	-6%	-5%	45.2	50.0	-10%	-9%
Maintenance	69.7	69.2	1%	1%	139.1	137.9	1%	1%
<b>Total revenue</b>	<b>96.3</b>	<b>97.5</b>	<b>-1%</b>	<b>-1%</b>	<b>184.3</b>	<b>187.9</b>	<b>-2%</b>	<b>-2%</b>
<b>Annual Recurring Revenue as of June 30, 2020</b>	<b>306.1</b>	<b>275.7</b>	<b>11%</b>	<b>12%</b>				

# DBP CLOUD & IoT

## SEGMENT REPORT Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
Bookings	24.8	18.0	38%	39%	48.3	32.0	51%	50%
Licenses	1.1	5.7	-81%	-81%	7.6	8.7	-13%	-15%
Maintenance	2.0	1.8	11%	10%	4.0	3.3	19%	18%
SaaS / Usage based	7.3	5.4	36%	36%	14.2	10.3	39%	39%
<b>Total revenue</b>	<b>10.4</b>	<b>12.8</b>	<b>-19%</b>	<b>-19%</b>	<b>25.8</b>	<b>22.3</b>	<b>15%</b>	<b>15%</b>
<b>Annual Recurring Revenue as of June 30, 2020</b>	<b>49.2</b>	<b>39.7</b>	<b>24%</b>	<b>24%</b>				

# DIGITAL BUSINESS PLATFORM (incl. „DBP Cloud & IoT“)

## SEGMENT REPORT Q2 2020 / 6 MONTHS

(in €m)	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
<b>Bookings</b>	<b>81.6</b>	<b>61.7</b>	<b>32%</b>	<b>33%</b>	<b>139.7</b>	<b>110.6</b>	<b>26%</b>	<b>27%</b>
Licenses	27.7	34.0	-19%	-18%	52.8	58.8	-10%	-10%
Maintenance	71.6	70.9	1%	2%	143.1	141.2	1%	1%
SaaS	7.3	5.4	36%	36%	14.2	10.3	39%	39%
<b>Total revenue</b>	<b>106.7</b>	<b>110.3</b>	<b>-3%</b>	<b>-3%</b>	<b>210.2</b>	<b>210.3</b>	<b>0%</b>	<b>0%</b>
Cost of sales	-12.2	-9.6	27%	28%	-23.7	-18.9	25%	25%
<b>Gross profit</b>	<b>94.5</b>	<b>100.7</b>	<b>-6%</b>	<b>-6%</b>	<b>186.5</b>	<b>191.3</b>	<b>-3%</b>	<b>-2%</b>
Sales & Marketing	-49.9	-48.7	2%	3%	-100.6	-94.5	6%	7%
Research & Development	-29.6	-24.4	21%	20%	-57.5	-51.8	11%	9%
<b>Segment result</b>	<b>15.0</b>	<b>27.5</b>	<b>-46%</b>	<b>-44%</b>	<b>28.4</b>	<b>45.0</b>	<b>-37%</b>	<b>-35%</b>
<i>Margin in %</i>	<i>14.0%</i>	<i>25.0%</i>			<i>13.5%</i>	<i>21.4%</i>		
<b>Annual Recurring Revenue as of June 30, 2020</b>	<b>355.2</b>	<b>315.3</b>	<b>13%</b>	<b>14%</b>				



# ADABAS & NATURAL

## SEGMENT REPORT Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
<b>Bookings</b>	<b>28.2</b>	<b>21.9</b>	<b>29%</b>	<b>31%</b>	<b>60.2</b>	<b>43.3</b>	<b>39%</b>	<b>39%</b>
Licenses	16.7	16.2	3%	5%	38.3	34.0	13%	13%
Maintenance	35.6	36.6	-3%	0%	71.5	73.4	-3%	-1%
Other	0.1	0.1			0.2	0.3		
<b>Total revenue</b>	<b>52.4</b>	<b>53.0</b>	<b>-1%</b>	<b>1%</b>	<b>110.0</b>	<b>107.7</b>	<b>2%</b>	<b>3%</b>
Cost of sales	-2.2	-1.8	19%	21%	-4.7	-4.0	18%	19%
<b>Gross profit</b>	<b>50.2</b>	<b>51.2</b>	<b>-2%</b>	<b>1%</b>	<b>105.2</b>	<b>103.7</b>	<b>1%</b>	<b>3%</b>
Sales & Marketing	-8.9	-8.3	8%	10%	-18.2	-15.6	16%	18%
Research & Development	-7.7	-6.3	23%	21%	-16.2	-12.2	33%	32%
<b>Segment result</b>	<b>33.6</b>	<b>36.6</b>	<b>-8%</b>	<b>-5%</b>	<b>70.8</b>	<b>75.9</b>	<b>-7%</b>	<b>-5%</b>
<i>Margin in %</i>	<i>64.2%</i>	<i>69.1%</i>			<i>64.4%</i>	<i>70.4%</i>		
<b>Annual Recurring Revenue as of June 30, 2020</b>	<b>153.2</b>	<b>145.7</b>	<b>5%</b>	<b>8%</b>				

# Professional Services

## SEGMENT REPORT Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
<b>Total revenue</b>	<b>45.5</b>	<b>46.7</b>	<b>-3%</b>	<b>-3%</b>	<b>91.5</b>	<b>93.4</b>	<b>-2%</b>	<b>-3%</b>
Cost of sales	-35.1	-35.7	-2%	-2%	-74.4	-71.4	4%	3%
<b>Gross profit</b>	<b>10.4</b>	<b>11.0</b>	<b>-6%</b>	<b>-5%</b>	<b>17.1</b>	<b>22.0</b>	<b>-22%</b>	<b>-22%</b>
Sales & Marketing	-4.1	-4.3	-6%	-5%	-8.5	-8.6	-2%	-2%
<b>Segment result</b>	<b>6.3</b>	<b>6.7</b>	<b>-5%</b>	<b>-5%</b>	<b>8.7</b>	<b>13.4</b>	<b>-35%</b>	<b>-35%</b>
<i>Margin in %</i>	<i>13.9%</i>	<i>14.3%</i>			<i>9.5%</i>	<i>14.3%</i>		

# Results

## Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	Δ% acc	YTD 2020	YTD 2019	Δ%	Δ% acc
<b>Total revenue</b>	<b>204.6</b>	<b>210.0</b>	<b>-3%</b>	<b>-2%</b>	<b>411.7</b>	<b>411.4</b>	<b>0%</b>	<b>0%</b>
Cost of sales	-51.5	-49.1	5%	5%	-106.8	-98.6	8%	8%
<b>Gross profit</b>	<b>153.1</b>	<b>160.9</b>	<b>-5%</b>	<b>-4%</b>	<b>304.8</b>	<b>312.8</b>	<b>-3%</b>	<b>-2%</b>
<i>Margin in %</i>	<i>74.8%</i>	<i>76.6%</i>			<i>74.1%</i>	<i>76.0%</i>		
Research & Development	-37.3	-30.7	21%	21%	-73.8	-64.0	15%	15%
Sales & Marketing	-64.5	-64.7	0%	1%	-130.5	-125.6	4%	4%
Administration	-17.4	-17.6	-1%	0%	-38.8	-35.2	10%	10%
Other income / expense	-2.0	-0.1			-1.1	1.9		
<b>EBIT</b>	<b>31.9</b>	<b>47.7</b>	<b>-33%</b>	<b>-30%</b>	<b>60.7</b>	<b>89.9</b>	<b>-33%</b>	<b>-30%</b>
<i>Margin in %</i>	<i>15.6%</i>	<i>22.7%</i>			<i>14.7%</i>	<i>21.9%</i>		

# Non-IFRS Earnings

## Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	YTD 2020	YTD 2019	Δ%
<b>EBIT (before all taxes)</b>	<b>31.9</b>	<b>47.7</b>	<b>-33%</b>	<b>60.7</b>	<b>89.9</b>	<b>-33%</b>
Amortization on acquisition related intangible assets	3.6	5.4	-33%	7.3	11.0	-34%
Share based payments	2.1	2.3	-8%	5.3	4.8	11%
Restructuring / severances / legal case	1.2	0.7	82%	5.0	1.8	178%
Other impacts / impacts from M&A activities	2.6	0.0	-	2.9	0.2	-
<b>EBITA (Non-IFRS)</b>	<b>41.4</b>	<b>56.1</b>	<b>-26%</b>	<b>81.1</b>	<b>107.7</b>	<b>-25%</b>
<i>in % of revenue (Non-IFRS)</i>	<i>20.2%</i>	<i>26.7%</i>		<i>19.7%</i>	<i>26.2%</i>	
<b>Net income (Non-IFRS)</b>	<b>28.2</b>	<b>39.3</b>	<b>-28%</b>	<b>56.1</b>	<b>75.6</b>	<b>-26%</b>
<b>EPS in € (Non-IFRS)*</b>	<b>€0.38</b>	<b>€0.53</b>	<b>-28%</b>	<b>€0.76</b>	<b>€1.02</b>	<b>-26%</b>

\* Weighted average shares outstanding (basic) : 74.0m

# Cash Flow

## Q2 2020 / 6 MONTHS

<i>(in €m)</i>	Q2 2020	Q2 2019	Δ%	YTD 2020	YTD 2019	Δ%
<b>Operating Cash Flow</b>	<b>26.2</b>	<b>30.6</b>	<b>-14%</b>	<b>87.7</b>	<b>90.6</b>	<b>-3%</b>
./. CapEx* (long-term, non-current)	-2.9	-3.7		-8.4	-6.0	
./. Repayment of lease liabilities**	-3.9	-4.5		-7.9	-7.7	
<b>Free Cash Flow</b>	<b>19.4</b>	<b>22.4</b>	<b>-13%</b>	<b>71.4</b>	<b>76.9</b>	<b>-7%</b>
<i>in % of revenue</i>	<i>9.5%</i>	<i>10.7%</i>		<i>17.3%</i>	<i>18.7%</i>	
<b>Free Cash Flow per share***</b>	<b>€0.26</b>	<b>€0.30</b>	<b>-13%</b>	<b>€0.96</b>	<b>€1.04</b>	<b>-7%</b>

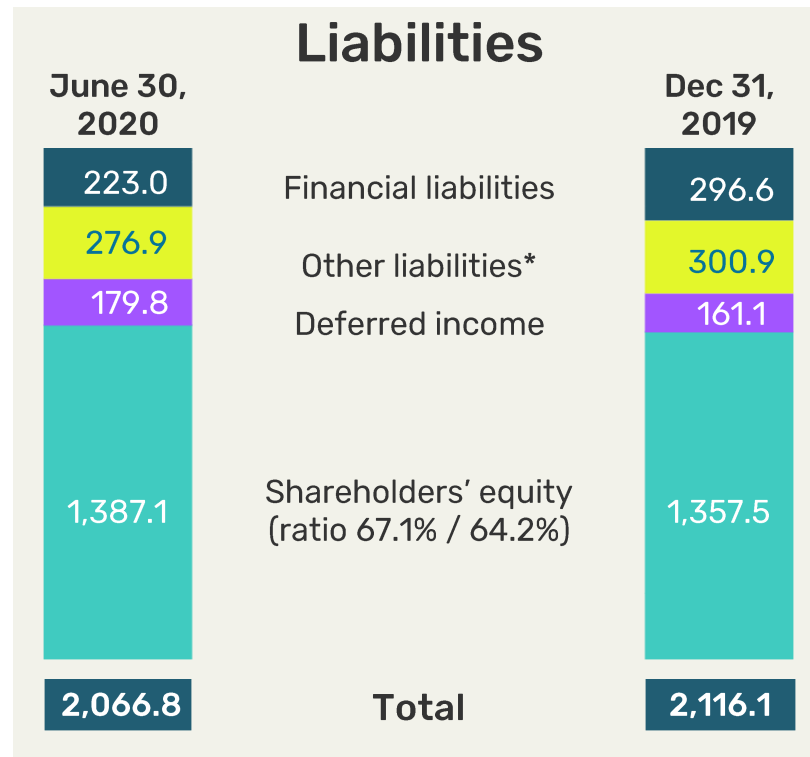
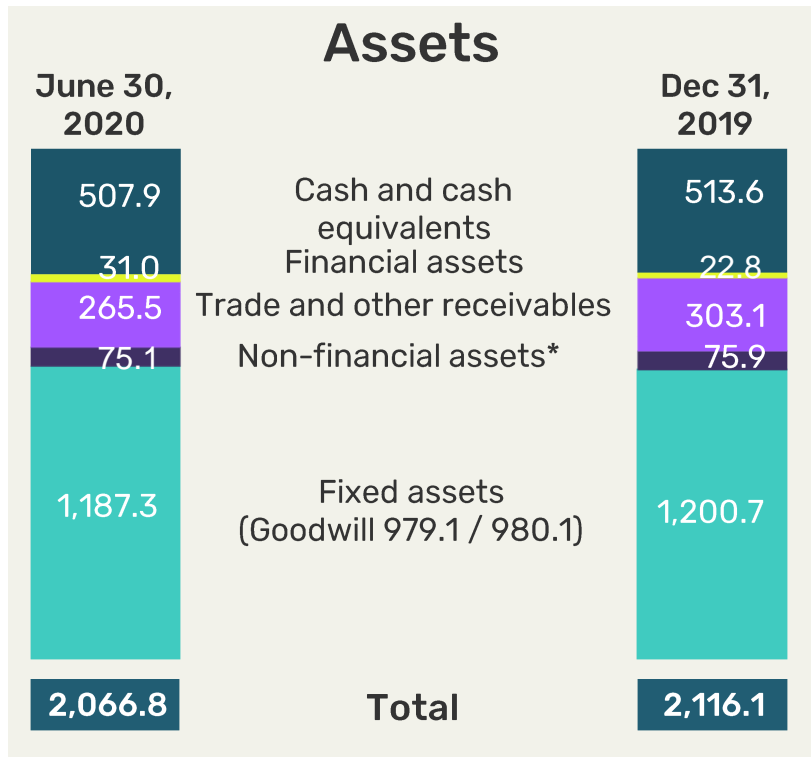
\* Cash flow from investing activities except acquisitions and except investments in debt instruments

\*\* New reporting line due to IFRS 16

\*\*\* Based on weighted average shares outstanding (basic): 74.0m

# Balance Sheet

(in €m)



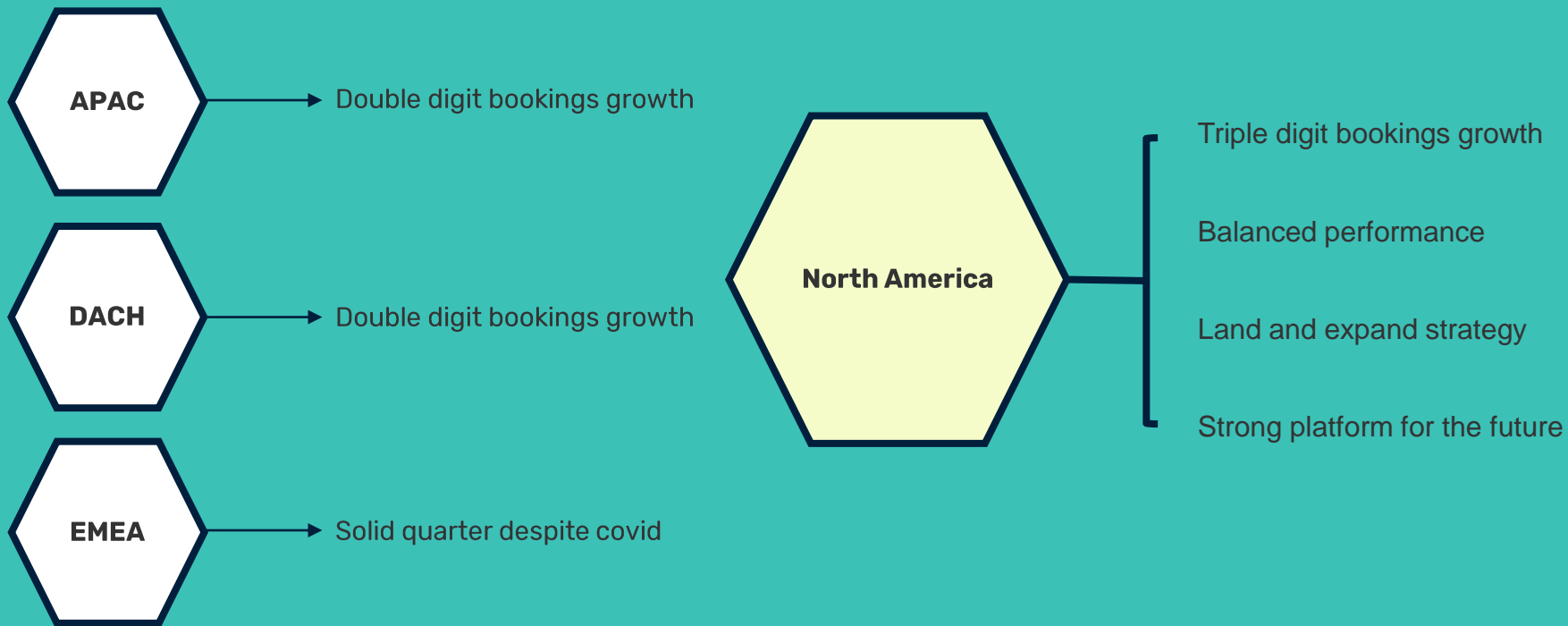
\* Incl. assets/liabilities held for disposal

# Results 2<sup>nd</sup> Quarter 2020 (IFRS, unaudited)

John Schweitzer  
CRO  
July 22, 2020

# CRO PERSPECTIVE

## STRONG PERFORMANCE ACROSS GEOGRAPHIES





# CRO PERSPECTIVE

MARKET SUCCESS REFLECTING GTM MOMENTUM

**54 NEW  
LOGOS**



**Stanley  
Black &  
Decker**

**alicorp**

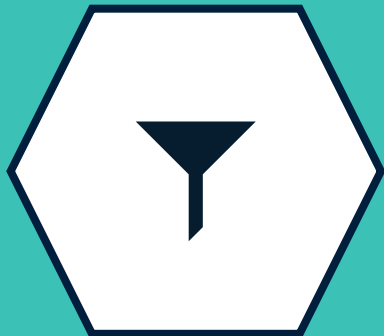
**NEW  
PARTNER  
SUCCESS**



**JABIL**

# CRO PERSPECTIVE

## STRONG PLATFORM FOR H2 DELIVERY



### Confident

Pipeline strength provides strong platform for H2 delivery. Pipeline expansion over last 90 days.



### Adaptable

Digital marketing capability significant in context of Covid-19. New website and virtual events making an impact.



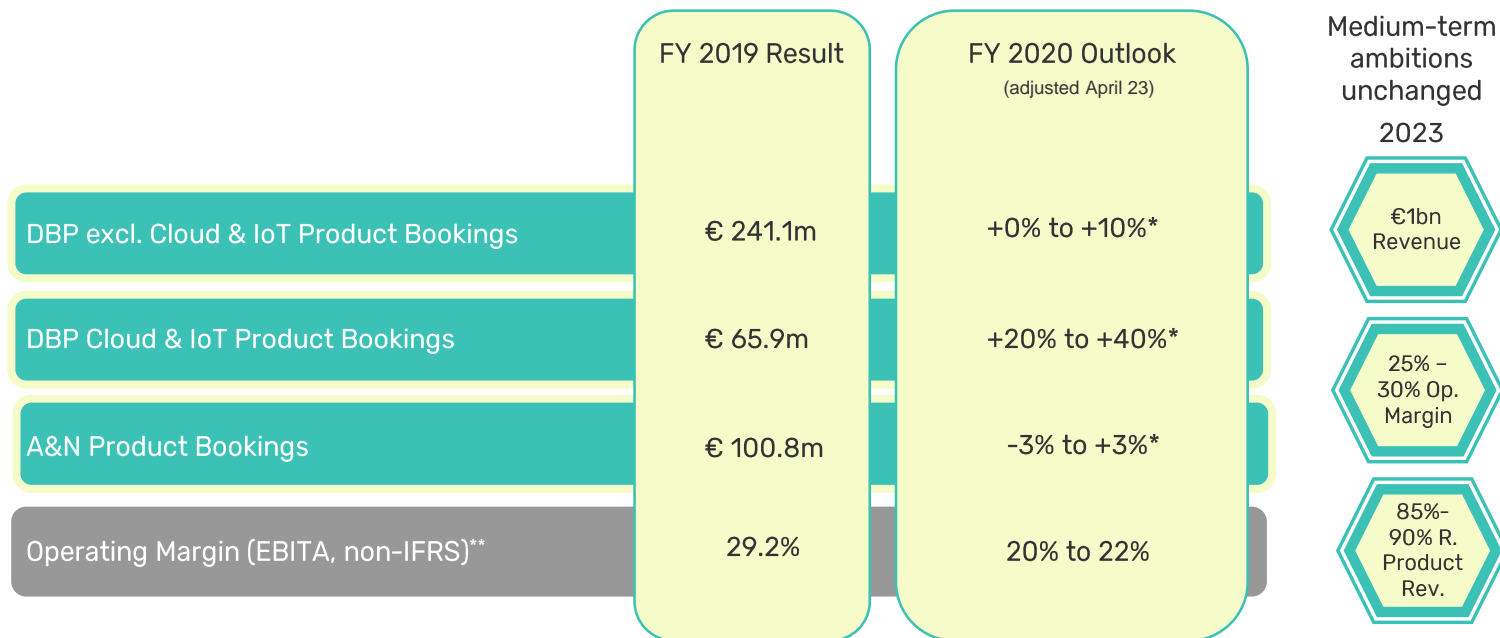
### Realistic

Strongly positioned to deliver provided business reopen and shelter-in-place measures continue to ease.

# Results 2<sup>nd</sup> Quarter 2020 (IFRS, unaudited)

Sanjay Brahmawar  
CEO  
July 22, 2020

# OUTLOOK



# SUMMARY

## RESILIENCE AND PRECISION



# Your Questions