

Financial Results

4th Quarter & Full Year 2013

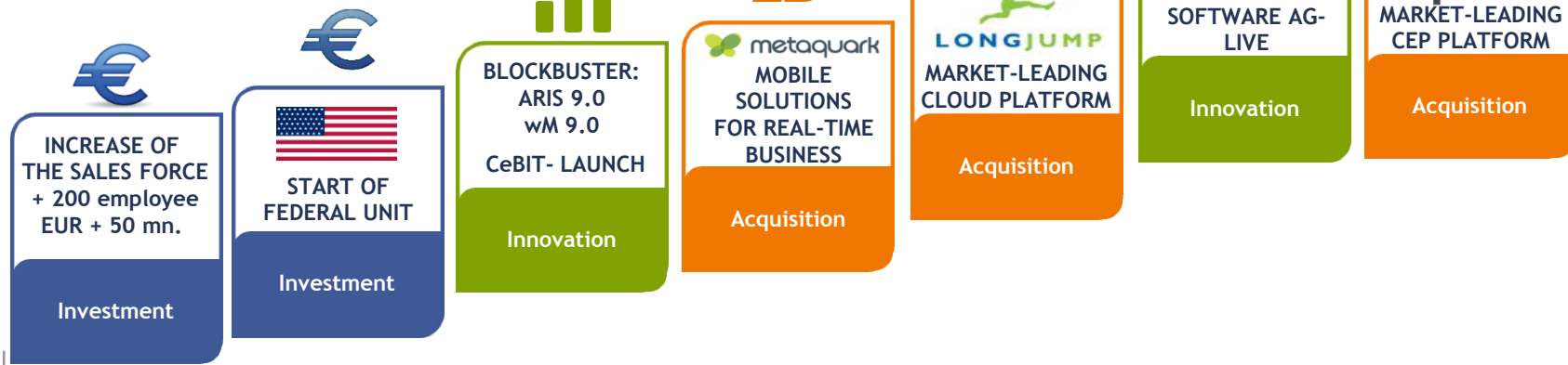
(IFRS, unaudited)

Karl-Heinz Streibich,
CEO Software AG
January 28, 2014

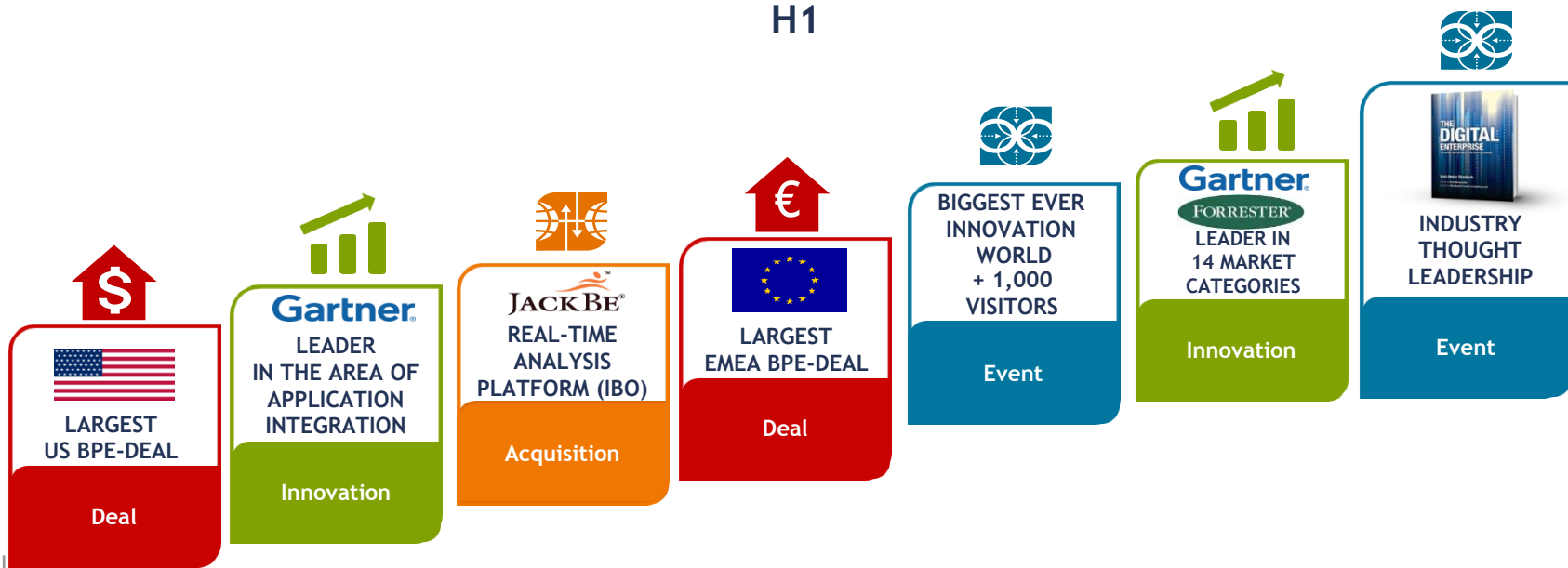
Safe harbor

This presentation contains forward-looking statements based on beliefs of Software AG management. Such statements reflect current views of Software AG with respect to future events and results and are subject to risks and uncertainties. Actual results may vary materially from those projected here, due to factors including changes in general economic and business conditions, changes in currency exchange, the introduction of competing products, lack of market acceptance of new products, services or technologies and changes in business strategy. Software AG does not intend or assume any obligation to update these forward-looking statements.

Highlights 2013

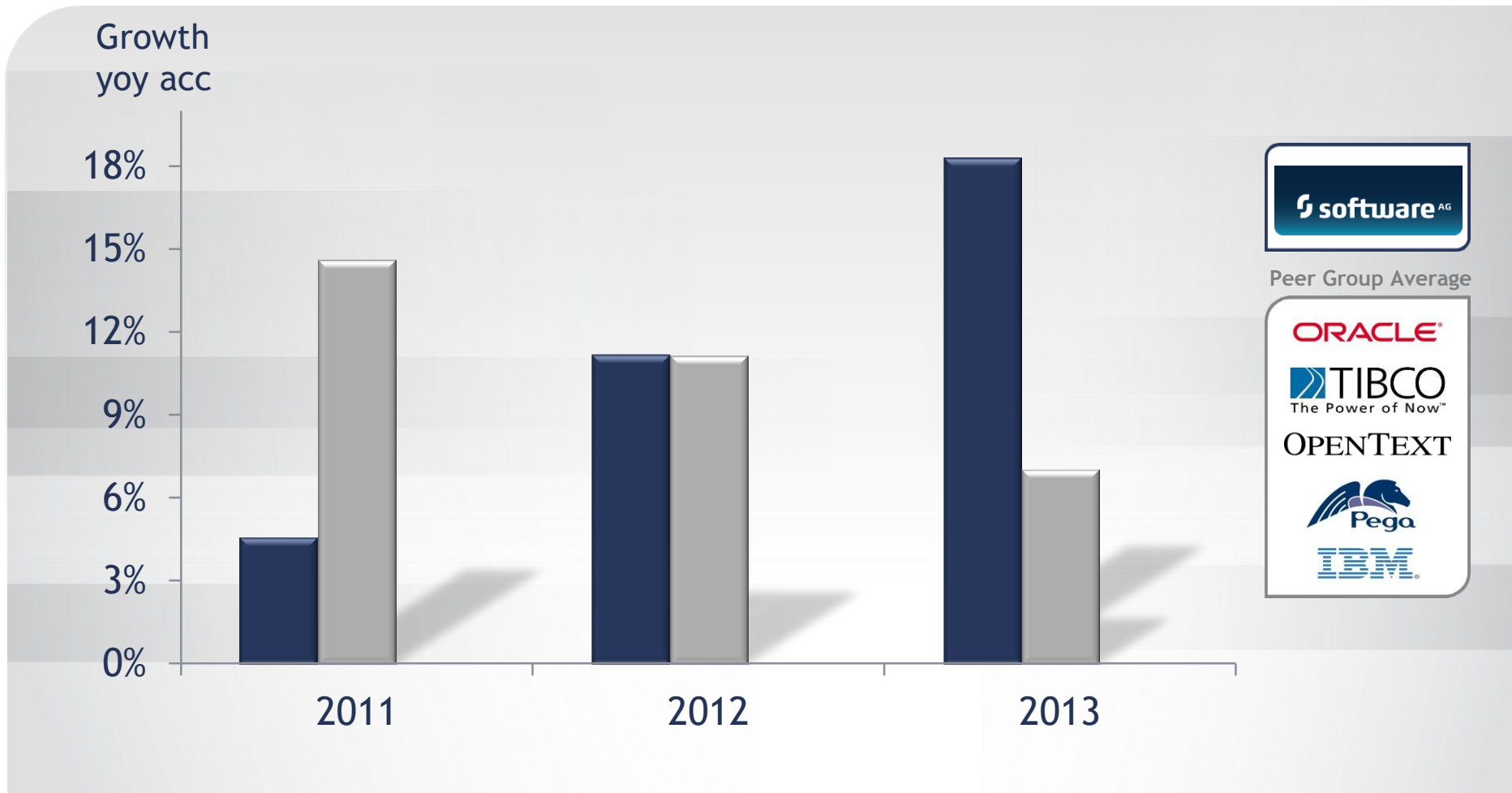


H1

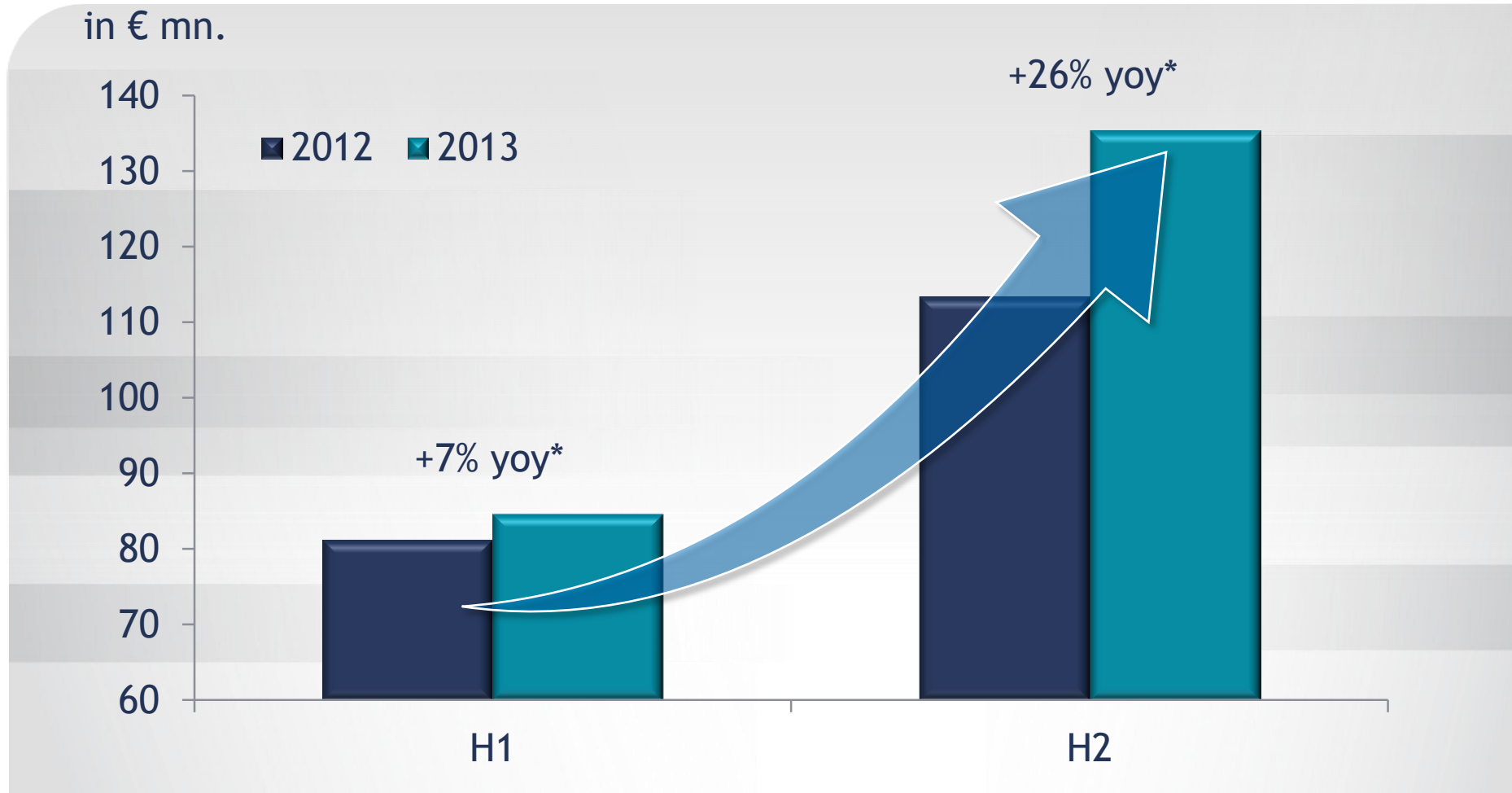


H2

BPE License Growth vs Market Peers 2010-2013



BPE License Growth Accelerated in H2/2013



*at constant currency

Transforming Software AG

Prime Operational Targets 2014

Product Revenue

BPE

Business
Process
Excellence

60 %

Dynamic
Growth

- Increase sales efficiency
 - 2013 - hires
 - Utilize full market potential
- Close strategic - 7/8-digit deals
- Broaden customer base

ETS

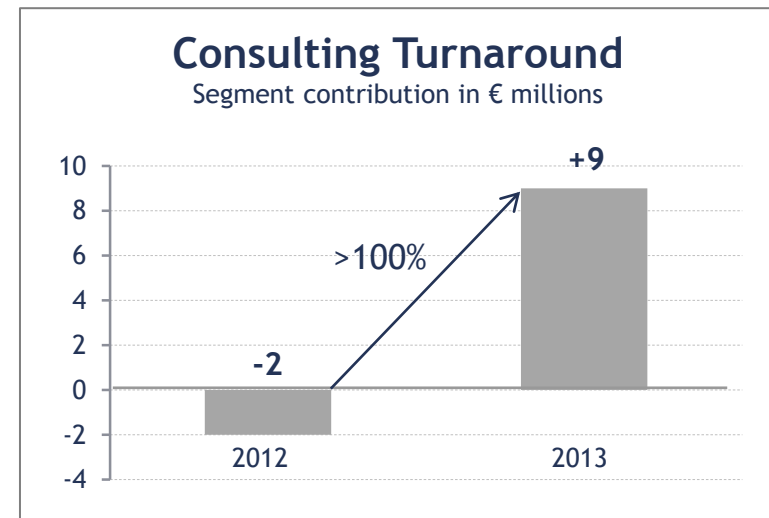
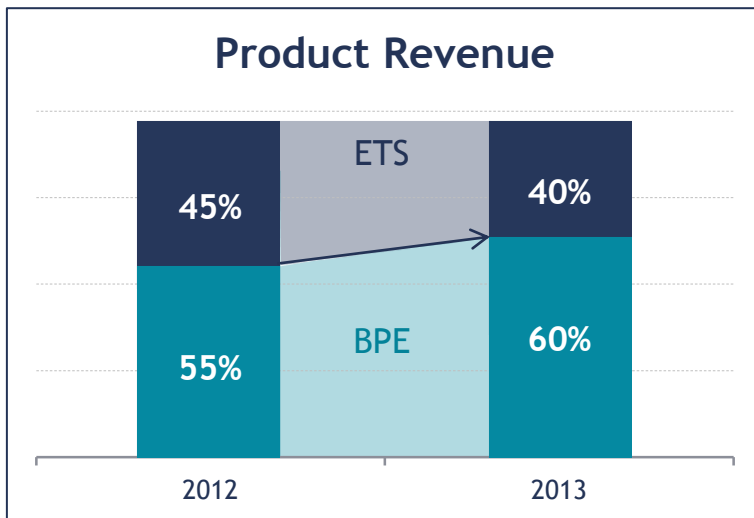
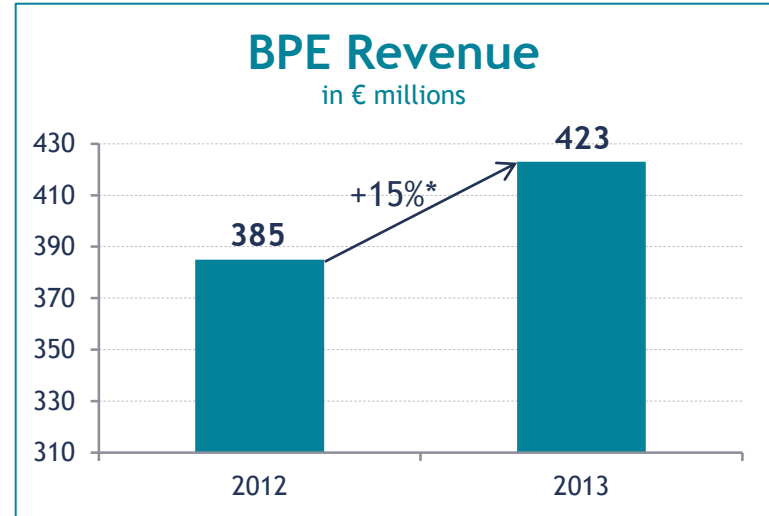
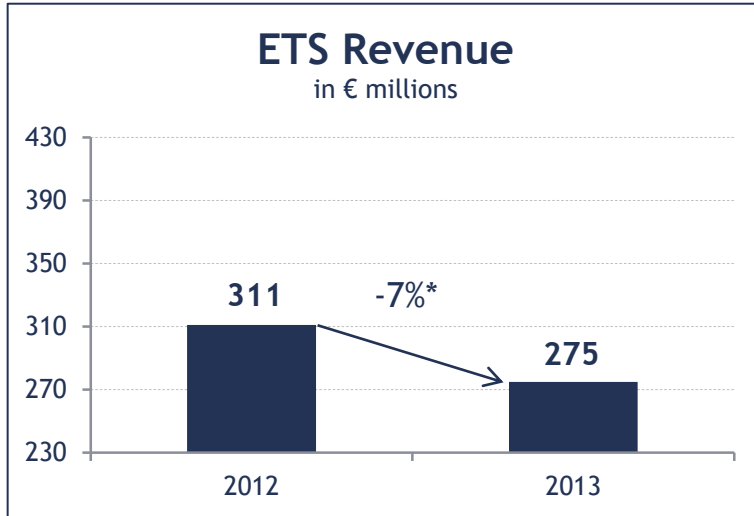
Enterprise
Transaction
Systems

40 %

Preserve
customer
base

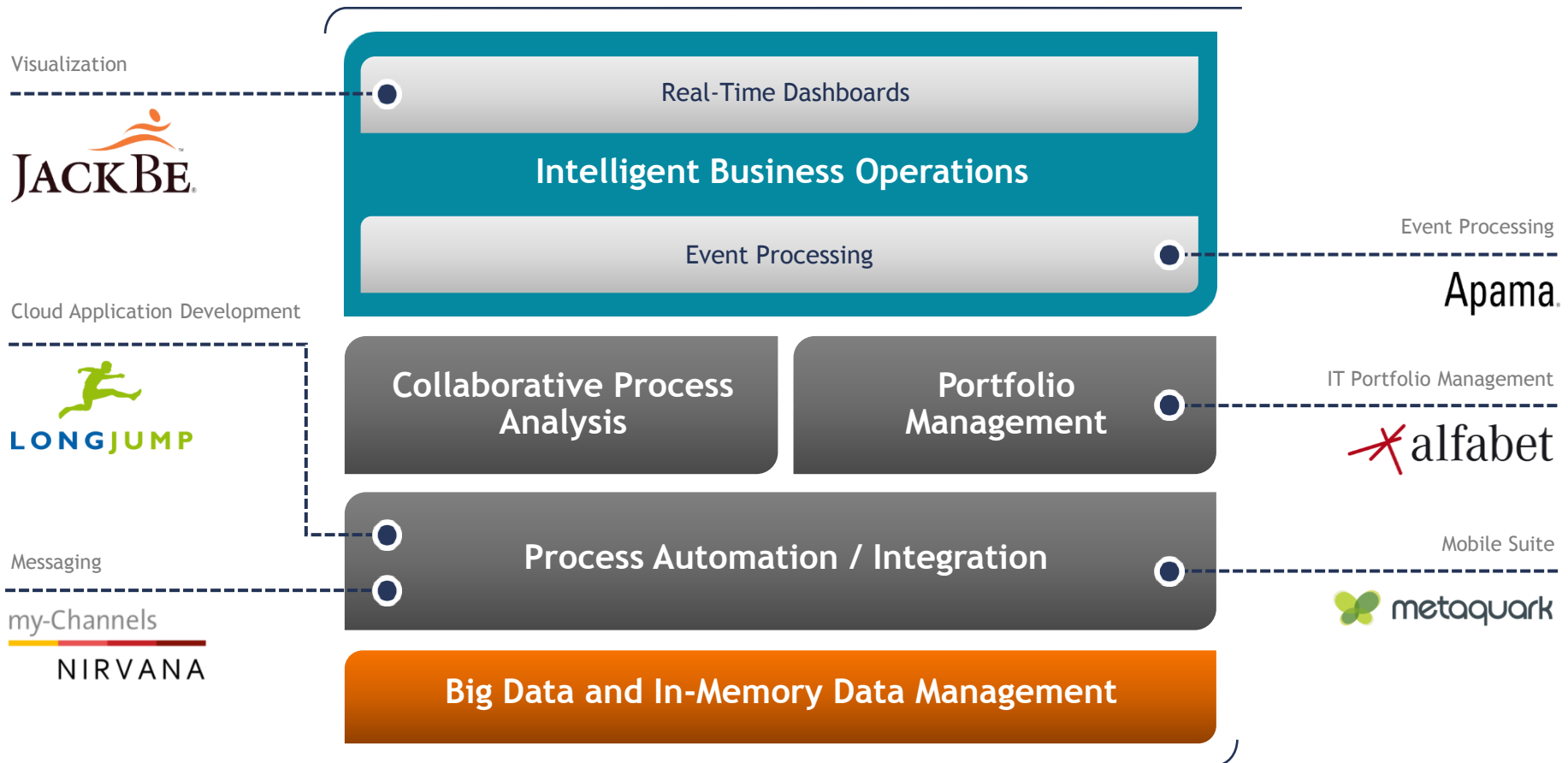
- Minimize decline
- Protect maintenance base
- Utilize customer access for driving strategic projects (ETS and BPE)

Financial Results 2013

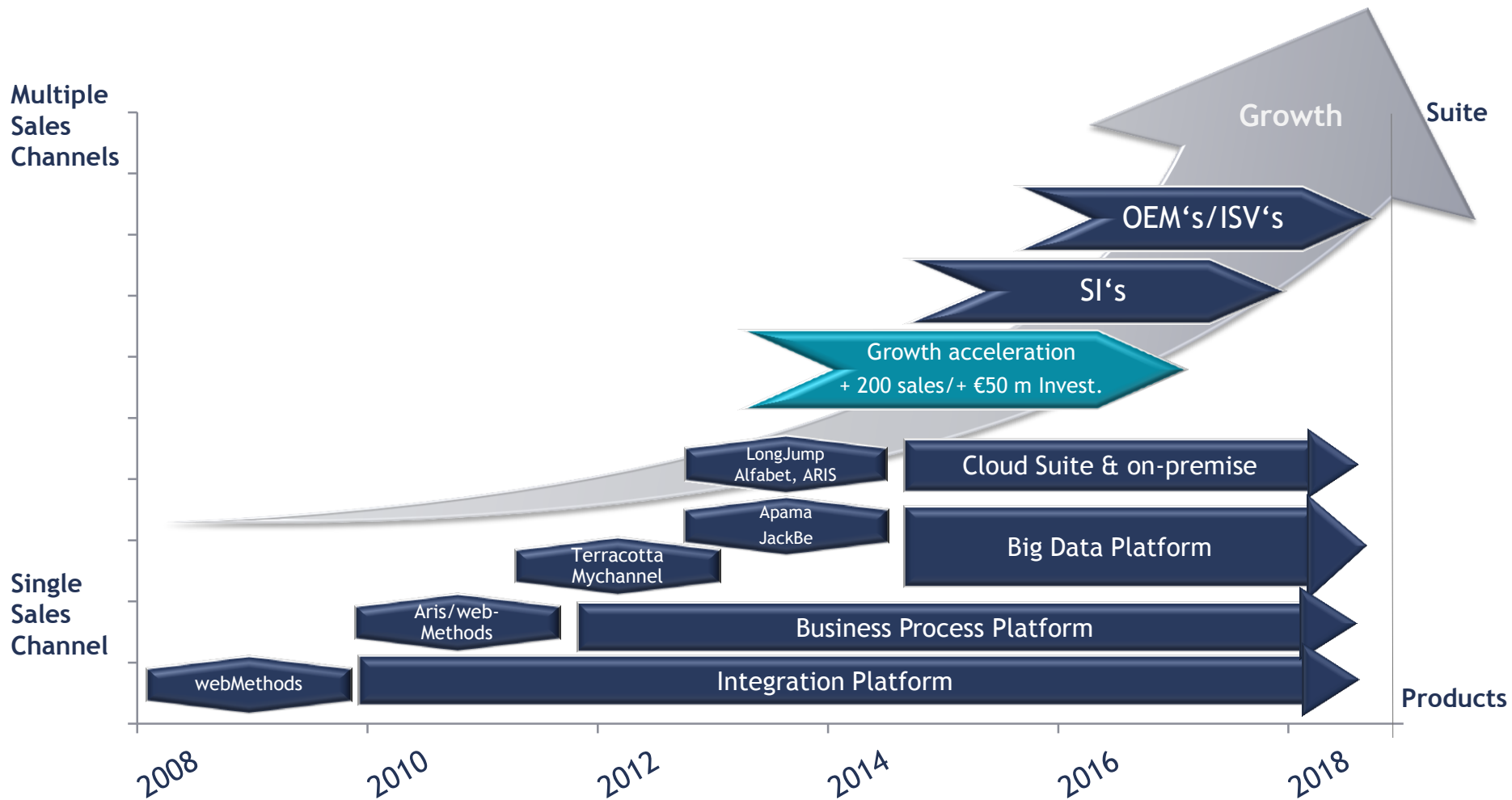


* at constant currency

Acquisitions Support Technology Leadership



Turning Software AG's Technology Leadership into Market Leadership: Build Multi Channel Ecosystem and Integrated Portfolio Suite



Thank you!



Get There Faster