Financial Results
4th Quarter & Full Year 2013
(IFRS, unaudited)

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

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BPE License Growth vs Market Peers 2010-2013

Growth yoy acc

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>12%</td>
<td>9%</td>
<td>18%</td>
</tr>
<tr>
<td>3%</td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
</tr>
<tr>
<td>6%</td>
<td>18%</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>9%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>12%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>15%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>18%</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
</tr>
</tbody>
</table>

Peer Group Average
BPE License Growth Accelerated in H2/2013

*at constant currency

+7% yoy*

+26% yoy*

*2012  2013*

in € mn.

60  70  80  90  100  110  120  130  140
Transforming Software AG
Prime Operational Targets 2014

**Product Revenue**

**BPE**
Business Process Excellence

- **60 %**

**ETS**
Enterprise Transaction Systems

- **40 %**

**Dynamic Growth**

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

**Preserve customer base**

- Minimize decline
- Protect maintenance base
- Utilize customer access for driving strategic projects (ETS and BPE)
Financial Results 2013

ETS Revenue

in € millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ millions)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>311</td>
<td>-7%*</td>
</tr>
<tr>
<td>2013</td>
<td>275</td>
<td></td>
</tr>
</tbody>
</table>

BPE Revenue

in € millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ millions)</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>385</td>
<td>+15%*</td>
</tr>
<tr>
<td>2013</td>
<td>423</td>
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</tr>
</tbody>
</table>

Product Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>ETS</th>
<th>BPE</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>45%</td>
<td>55%</td>
<td>100%</td>
</tr>
<tr>
<td>2013</td>
<td>40%</td>
<td>60%</td>
<td></td>
</tr>
</tbody>
</table>

Consulting Turnaround

Segment contribution in € millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Contribution (€ millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>-2</td>
</tr>
<tr>
<td>2013</td>
<td>+9</td>
</tr>
</tbody>
</table>

* at constant currency
Acquisitions Support Technology Leadership

- Real-Time Dashboards
- Intelligent Business Operations
- Event Processing
- Collaborative Process Analysis
- Portfolio Management
- Process Automation / Integration
- Big Data and In-Memory Data Management

Visualization

Cloud Application Development

Messaging

my-Channels

NIRVANA

Apama

IT Portfolio Management

Mobile Suite

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

- Multi Channel Ecosystem
  - Growth acceleration + 200 sales/+ €50 m Invest.
  - Cloud Suite & on-premise
  - Big Data Platform
  - Business Process Platform
  - Integration Platform

- Single Channel
  - webMethods
  - Aris/web-Methods
  - Terracotta
  - JackBe
  - Alfabet, ARIS

- Products
  - OEM’s/ISV’s
  - SI’s

- Growth
  - Multiple Sales Channels
  - Single Sales Channel

- Timeline
  - 2008
  - 2010
  - 2012
  - 2014
  - 2016
  - 2018

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Thank you!