



4th QUARTER 2016 RESULTS (IFRS, UNAUDITED)

January 26, 2017

SAFE HARBOR

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Karl-Heinz Streibich
CEO

January 26, 2017

OUTLOOK

FULL YEAR 2017

	FY 2016 <i>(in €m)</i>	FY 2017 Outlook <i>(as of January 26, 2017)</i>
Product Revenue Digital Business Platform	441.4	+5% to +10% ¹⁾
Product Revenue Adabas & Natural	233.9	-2% to -6% ¹⁾
Operating Margin (non-IFRS) ²⁾	31.2%	30.5% to 31.5%

1) At constant currency rates

2) Adjusted for non-operating items (see non-IFRS earnings results)



4th QUARTER 2016 RESULTS (IFRS, UNAUDITED)

Arnd Zinnhardt
CFO

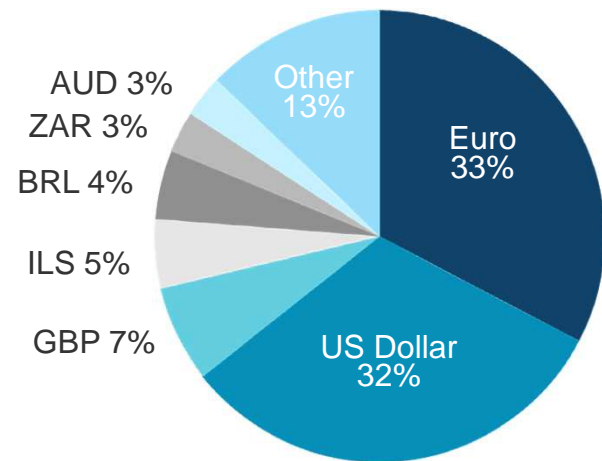
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CURRENCY IMPACT ON REVENUE

Q4 2016 / FY 2016

⇒ 33% revenue in Euro

⇒ 67% revenue in foreign currency



Currency split FY 2016

Currency impact on revenue

<i>(in €m; yoy)</i>	Q4 2016	Q4 in %	FY 2016	FY in %
Licenses	2.5	2%	-0.6	0%
Maintenance	0.4	0%	-7.5	-2%
Consulting & Other	-0.6	-1%	-3.4	-2%
Total	2.3	1%	-11.5	-1%

DIGITAL BUSINESS PLATFORM

SEGMENT REPORT Q4 2016 / FY 2016

<i>(in €m)</i>	Q4 2016	Q4 2015	Δ%	Δ% acc	FY 2016	FY 2015	Δ%	Δ% acc
Licenses	78.1	74.0	6%	3%	186.3	183.5	2%	1%
Maintenance	66.3	63.6	4%	5%	255.1	248.0	3%	5%
Total revenue	144.4	137.6	5%	4%	441.4	431.5	2%	3%
Cost of sales	-9.2	-7.0	31%	33%	-31.3	-27.9	12%	13%
Gross profit	135.2	130.6	4%	2%	410.1	403.6	2%	3%
Sales & Marketing	-52.1	-48.1	8%	7%	-172.4	-192.7	-11%	-10%
Research & Development	-23.7	-21.7	9%	5%	-89.9	-85.7	5%	4%
Segment result	59.4	60.8	-2%	-3%	147.8	125.2	18%	20%
<i>Margin in %</i>	<i>41.1%</i>	<i>44.2%</i>			<i>33.5%</i>	<i>29.0%</i>		

ADABAS & NATURAL

SEGMENT REPORT Q4 2016 / FY 2016

<i>(in €m)</i>	Q4 2016	Q4 2015	Δ%	Δ% acc	FY 2016	FY 2015	Δ%	Δ% acc
Licenses	29.4	28.9	2%	-1%	76.8	88.4	-13%	-12%
Maintenance	39.9	39.1	2%	1%	157.1	158.9	-1%	1%
Product revenue	69.3	68.0	2%	0%	233.9	247.3	-5%	-4%
Other	0.2	0.2	0%	0%	0.7	0.7	0%	0%
Total revenue	69.5	68.2	2%	0%	234.6	248.0	-5%	-4%
Cost of sales	-3.1	-4.1	-24%	-25%	-11.7	-14.2	-18%	-17%
Gross profit	66.4	64.1	4%	2%	222.9	233.8	-5%	-3%
Sales & Marketing	-13.8	-14.5	-5%	-5%	-38.0	-39.5	-4%	-2%
Research & Development	-6.1	-5.4	13%	13%	-22.5	-20.7	9%	8%
Segment result	46.5	44.2	5%	3%	162.4	173.6	-6%	-5%
<i>Margin in %</i>	<i>66.9%</i>	<i>64.8%</i>			<i>69.2%</i>	<i>70.0%</i>		

CONSULTING

SEGMENT REPORT Q4 2016 / FY 2016

<i>(in €m)</i>	Q4 2016	Q4 2015	Δ%	Δ% acc	FY 2016	FY 2015	Δ%	Δ% acc
Total revenue	50.0	51.8	-3%	-2%	195.9	193.6	1%	3%
Cost of sales	-39.0	-40.5	-4%	3%	-157.5	-153.3	3%	4%
Gross profit	11.0	11.3	-3%	0%	38.4	40.3	-5%	-2%
Sales & Marketing	-4.8	-4.2	14%	15%	-17.6	-18.5	-5%	-2%
Segment result	6.2	7.1	-13%	-9%	20.8	21.8	-5%	-1%
<i>Margin in %</i>	<i>12.4%</i>	<i>13.7%</i>			<i>10.6%</i>	<i>11.3%</i>		

RESULTS

Q4 2016 / FY 2016

(in €m)	Q4 2016	Q4 2015	Δ%	Δ% acc	FY 2016	FY 2015	Δ%	Δ% acc
Total revenue	263.9	257.5	3%	2%	871.8	873.1	0%	1%
Cost of sales	-54.3	-54.3	0%	0%	-211.8	-212.2	0%	1%
Gross profit	209.6	203.2	3%	2%	660.0	660.9	0%	1%
<i>Margin in %</i>	<i>79.4%</i>	<i>78.9%</i>			<i>75.7%</i>	<i>75.7%</i>		
Research & Development	-29.9	-27.1	10%	11%	-112.5	-106.4	6%	6%
Sales & Marketing	-75.0	-71.3	5%	5%	-245.7	-268.8	-9%	-7%
Administration	-22.9	-19.3	19%	18%	-79.3	-69.4	14%	15%
Other income / expense	-6.7	-5.4	24%		-8.6	-6.9	25%	
EBIT	75.1	80.1	-6%		213.9	209.4	2%	
<i>Margin in %</i>	<i>28.5%</i>	<i>31.1%</i>			<i>24.5%</i>	<i>24.0%</i>		

NON-IFRS EARNINGS

Q4 2016 / FY 2016

(in €m)

	Q4 2016	Q4 2015	FY 2016	FY 2015
EBIT (before all taxes)	75.1	80.1	213.9	209.4
Amortization on acquisition related intangible assets	7.3	7.4	29.1	35.0
Share based payments	3.2	2.8	14.2	-3.1
Restructuring / severances / legal case	2.9	1.9	11.8	15.3
Other impacts / impacts from M&A activities	1.7	0.0	3.0	2.5
EBITA (non-IFRS)	90.2	92.2	272.0	259.1
<i>in % of revenue (Non-IFRS)</i>	<i>34.2%</i>	<i>35.8%</i>	<i>31.2%</i>	<i>29.7%</i>
Net income (non-IFRS)	61.1	64.8	180.4	173.9
EPS (non-IFRS)*	€0.80	€0.84	€2.37	€2.22

* Weighted average shares outstanding (basic) Q4 2016: 76.2m / Q4 2015: 77.3m / FY 2016: 76.2m / FY 2015: 78.4m

CASH FLOW

Q4 2016 / FY 2016

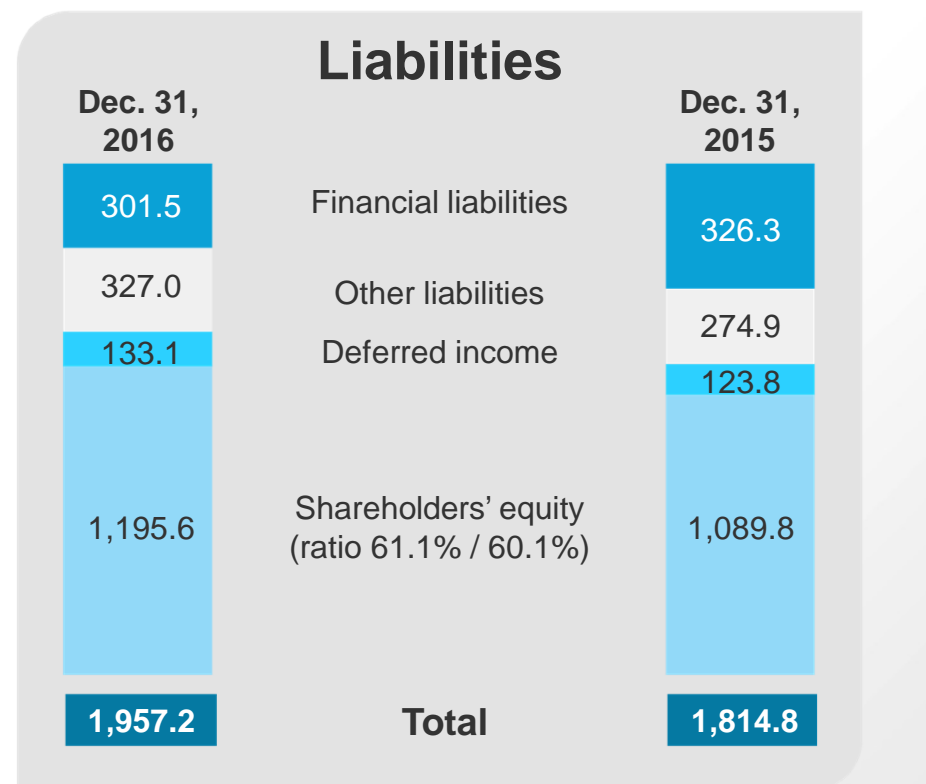
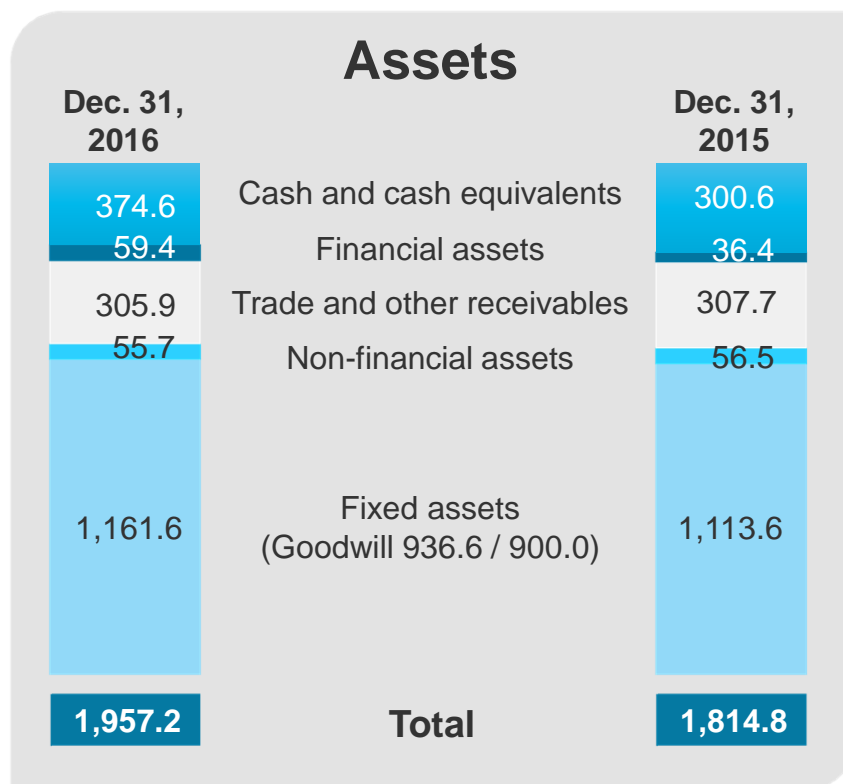
(in €m)	Q4 2016	Q4 2015	Δ%	FY 2016	FY 2015	Δ%
Operating cash flow	46.5	45.5	2%	203.7	185.4	10%
./. CapEx*	-4.9	-4.3		-16.7	-15.4	
Free cash flow	41.6	41.2	1%	187.0	170.0	10%
<i>in % of revenue</i>	<i>15.8%</i>	<i>16.0%</i>		<i>21.4%</i>	<i>19.5%</i>	
Free cash flow per share**	€0.55	€0.53	4%	€2.45	€2.17	13%

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

**Based on weighted average shares outstanding (basic) Q4 2016: 76.2m / Q4 2015: 77.3m / FY 2016: 76.2m / FY 2015: 78.4m

BALANCE SHEET

(in €m)





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Eric Duffaut
CCO

January 26, 2017

APPENDIX



HEADCOUNT BY FUNCTIONAL AREAS* AND GEOGRAPHY

<i>(in FTE)</i>	Dec. 31, 2016	Sept. 30, 2016	Δ%	Dec. 31, 2015	Δ% yoy
Total	4,471	4,435	1%	4,337	3%
Consulting & Services	1,914	1,891	1%	1,866	3%
Research & Development	1,110	1,076	3%	992	12%
Sales & Marketing	842	872	-3%	862	-2%
Administration	605	596	2%	617	-2%
Germany	1,148	1,144	0%	1,178	-3%
USA	601	595	1%	561	7%
India	766	738	4%	613	25%
Rest of world	1,956	1,958	0%	1,985	-2%

* According to P+L structure

EARNINGS

Q4 2016 / FY 2016

(in €m)	Q4 2016	Q4 2015	Δ%	FY 2016	FY 2015	Δ%
EBIT (before all taxes)	75.1	80.1	-6%	213.9	209.4	2%
Financial result	-1.8	-0.1	-	-4.4	-2.9	-
Profit before taxes	73.3	80.0	-8%	209.5	206.5	1%
Other taxes	-1.6	-1.5	7%	-5.5	-6.0	-8%
Income taxes	-21.5	-22.3	-4%	-63.6	-60.9	4%
<i>Tax rate in %</i>	<i>31.5%</i>	<i>29.8%</i>		<i>33.0%</i>	<i>32.4%</i>	
Net income	50.2	56.2	-11%	140.4	139.6	1%
EPS in €* 	€0.66	€0.73	-10%	€1.84	€1.78	3%

* Weighted average shares outstanding (basic): Q4 2016: 76.2m / Q4 2015: 77.3m / FY 2016: 76.2m / FY 2015: 78.4m

AMORTIZATION / DEPRECIATION IMPACT (PRELIMINARY)

<i>(in €m)</i>	Q4 2016	FY 2016	FY 2017*	FY 2018*
Amortization	7.3	29.1	28.3	18.0
Depreciation	2.8	11.0	11.0	11.0

* Estimated

REVENUE

Q4 2016 / FY 2016

<i>(in €m)</i>	Q4 2016	Q4 2015	Δ%	Δ% acc	FY 2016	FY 2015	Δ%	Δ% acc
Product revenue	213.7	205.6	4%	3%	675.2	678.8	-1%	1%
Licenses	107.5	103.0	4%	2%	263.0	271.9	-3%	-3%
Maintenance	106.2	102.6	4%	3%	412.2	406.9	1%	3%
Consulting	49.8	51.7	-4%	-2%	195.2	193.4	1%	3%
Other	0.4	0.2	-	-	1.4	0.9	-	-
Total	263.9	257.5	3%	2%	871.8	873.1	0%	1%

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