



RESULTS 3rd QUARTER 2018 (IFRS, UNAUDITED)

October 19, 2018

SAFE HARBOR

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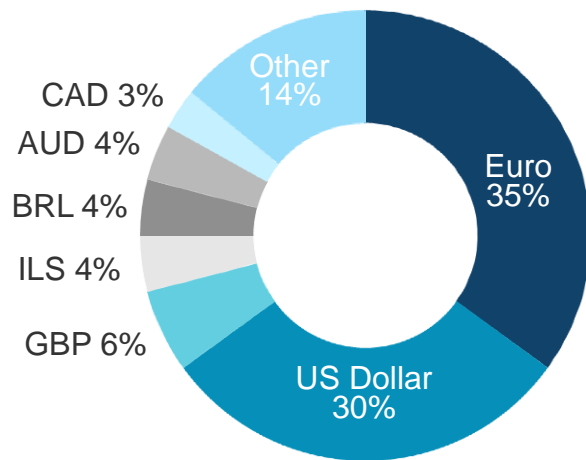
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CURRENCY IMPACT ON REVENUE

Q3 2018 / YTD 2018 (9 MONTHS)

⇒ 35% revenue in Euro

⇒ 65% revenue in foreign currency



Currency split YTD 2018

Currency impact on revenue

<i>(in €m; yoy)</i>	Q3 2018	Q3 in %	YTD 2018	YTD in %
Licenses	-0.8	-1%	-6.0	-4%
Maintenance	-1.9	-2%	-16.7	-5%
SaaS	0	-	-0.4	-3%
Consulting & Other	-0.4	-1%	-4.0	-3%
Total	-3.2	-2%	-27.1	-4%

DIGITAL BUSINESS PLATFORM (INCLUDING DBP CLOUD & IoT) SEGMENT REPORT Q3 2018 / YTD 2018 (9 MONTHS)

<i>(in €m)</i>	Q3 2018	Q3 2017	Δ%	Δ% acc	YTD 2018	YTD 2017	Δ%	Δ% acc
DBP (excl. Cloud & IoT)	104.7	97.5	7%	8%	296.0	301.3	-2%	3%
- thereof Licenses	37.1	32.5	14%	15%	96.2	102.4	-6%	-2%
- thereof Maintenance	67.7	64.9	4%	5%	199.8	198.9	0%	5%
DBP Cloud & IoT	9.1	3.7	144%	144%	20.7	10.2	104%	108%
Total revenue	113.8	101.2	12%	13%	316.7	311.5	2%	6%
Cost of sales	-8.5	-7.8	9%	9%	-26.2	-22.1	18%	22%
Gross profit	105.3	93.5	13%	14%	290.5	289.4	0%	5%
Sales & Marketing	-42.9	-38.0	13%	14%	-123.7	-124.7	-1%	3%
Research & Development	-24.2	-22.6	8%	8%	-71.1	-71.2	0%	3%
Segment result	38.2	32.9	16%	18%	95.7	93.5	2%	9%
<i>Margin in %</i>	<i>33.6%</i>	<i>32.5%</i>			<i>30.2%</i>	<i>30.0%</i>		
Annual Recurring Revenue as of September 30	290.3	264.5	10%	11%				

DBP CLOUD & IoT SEGMENT REPORT Q3 2018 / YTD 2018 (9 MONTHS)

(in €m)	Q3 2018	Q3 2017	Δ%	Δ% acc	YTD 2018	YTD 2017	Δ%	Δ% acc
Licenses	3.6	0.7	429%	429%	5.6	2.0	177%	179%
Maintenance	1.0	0.7	53%	53%	2.6	1.7	52%	54%
SaaS / Usage based	4.5	2.4	88%	89%	12.6	6.5	95%	101%
Total revenue	9.1	3.7	144%	144%	20.7	10.2	104%	108%
Annual Recurring Revenue as of September 30	27.0	12.8	111%	111%				

ADABAS & NATURAL

SEGMENT REPORT Q3 2018 / YTD 2018 (9 MONTHS)

<i>(in €m)</i>	Q3 2018	Q3 2017	Δ%	Δ% acc	YTD 2018	YTD 2017	Δ%	Δ% acc
Licenses	16.1	11.3	43%	48%	42.7	32.3	32%	38%
Maintenance	36.0	37.4	-4%	0%	106.5	116.4	-8%	-2%
Product revenue	52.1	48.7	7%	11%	149.1	148.7	0%	6%
Other	0.2	0.2	-	-	0.5	0.5	-	-
Total revenue	52.3	48.9	7%	11%	149.6	149.2	0%	6%
Cost of sales	-1.9	-2.6	-23%	-22%	-4.6	-7.4	-37%	-33%
Gross profit	50.4	46.3	9%	13%	145.0	141.8	2%	8%
Sales & Marketing	-8.7	-7.3	19%	23%	-23.1	-23.4	-1%	4%
Research & Development	-5.9	-5.6	5%	2%	-17.4	-17.6	-1%	-2%
Segment result	35.8	33.4	7%	12%	104.5	100.8	4%	11%
<i>Margin in %</i>	<i>68.4%</i>	<i>68.3%</i>			<i>69.8%</i>	<i>67.6%</i>		

CONSULTING

SEGMENT REPORT Q3 2018 / YTD 2018 (9 MONTHS)

<i>(in €m)</i>	Q3 2018	Q3 2017	Δ%	Δ% acc	YTD 2018	YTD 2017	Δ%	Δ% acc
Total revenue	42.7	47.2	-10%	-9%	134.8	150.0	-10%	-7%
Cost of sales	-33.3	-35.6	-6%	-6%	-106.8	-115.9	-8%	-5%
Gross profit	9.4	11.6	-19%	-17%	28.0	34.0	-18%	-15%
Sales & Marketing	-4.0	-4.4	-8%	-7%	-12.7	-14.2	-11%	-8%
Segment result	5.4	7.2	-26%	-24%	15.3	19.8	-22%	-20%
<i>Margin in %</i>	<i>12.5%</i>	<i>15.3%</i>			<i>11.4%</i>	<i>13.2%</i>		

RESULTS

Q3 2018 / YTD 2018 (9 MONTHS)

(in €m)	Q3 2018	Q3 2017	Δ%	Δ% acc	YTD 2018	YTD 2017	Δ%	Δ% acc
Total revenue	208.8	197.3	6%	7%	601.2	610.6	-2%	3%
Cost of sales	-45.8	-48.7	-6%	-5%	-143.7	-155.3	-7%	-5%
Gross profit	163.0	148.6	10%	12%	457.4	455.3	0%	6%
<i>Margin in %</i>	<i>78.0%</i>	<i>75.3%</i>			<i>76.1%</i>	<i>74.6%</i>		
Research & Development	-30.2	-28.2	7%	7%	-88.5	-88.8	0%	2%
Sales & Marketing	-58.9	-53.6	10%	11%	-169.4	-175.3	-3%	1%
Administration	-19.2	-17.0	13%	14%	-54.2	-55.0	-1%	1%
Other income / expense	-0.2	0.6	-	-	3.5	3.8	-	-
EBIT	54.5	50.4	8%	-	148.8	140.0	6%	-
<i>Margin in %</i>	<i>26.1%</i>	<i>25.5%</i>			<i>24.7%</i>	<i>22.9%</i>		

NON-IFRS EARNINGS

Q3 2018 / YTD 2018 (9 MONTHS)

<i>(in €m)</i>	Q3 2018	Q3 2017	Δ%	YTD 2018	YTD 2017	Δ%
EBIT (before all taxes)	54.5	50.4	8%	148.8	140.0	6%
Amortization on acquisition related intangible assets	5.5	6.7	-19%	16.0	23.0	-31%
Share based payments	2.9	5.9	-51%	8.9	14.6	-39%
Restructuring / severances / legal case	0.6	0.4	54%	2.1	2.7	-21%
Other impacts / impacts from M&A activities	0.3	0.2	-	0.7	0.9	-
EBITA (Non-IFRS)	63.8	63.6	-	176.5	181.2	-3%
<i>in % of revenue (Non-IFRS)</i>	<i>30.5%</i>	<i>32.2%</i>		<i>29.4%</i>	<i>29.7%</i>	
Net income (Non-IFRS)	44.7	43.1	4%	123.5	120.6	2%
EPS in € (Non-IFRS)*	€0.60	€0.58	3%	€1.67	€1.61	4%

* Weighted average shares outstanding (basic) Q3 2018: 74.0m / Q3 2017: 74.0m | YTD 2018: 74.0m / YTD 2017: 74.9m

CASH FLOW

Q3 2018 / YTD 2018 (9 MONTHS)

<i>(in €m)</i>	Q3 2018	Q3 2017	Δ%	YTD 2018	YTD 2017	Δ%
Operating cash flow	38.6	37.6	3%	133.7	146.0	-8%
<i>./. CapEx*</i>	-2.2	-2.1		-8.7	-24.7**	
Free cash flow	36.4	35.5	3%	125.0	121.3	3%
<i>in % of revenue</i>	17.4%	18.0%		20.8%	19.9%	
Free cash flow per share***	€0.49	€0.48	2%	€1.69	€1.62	4%

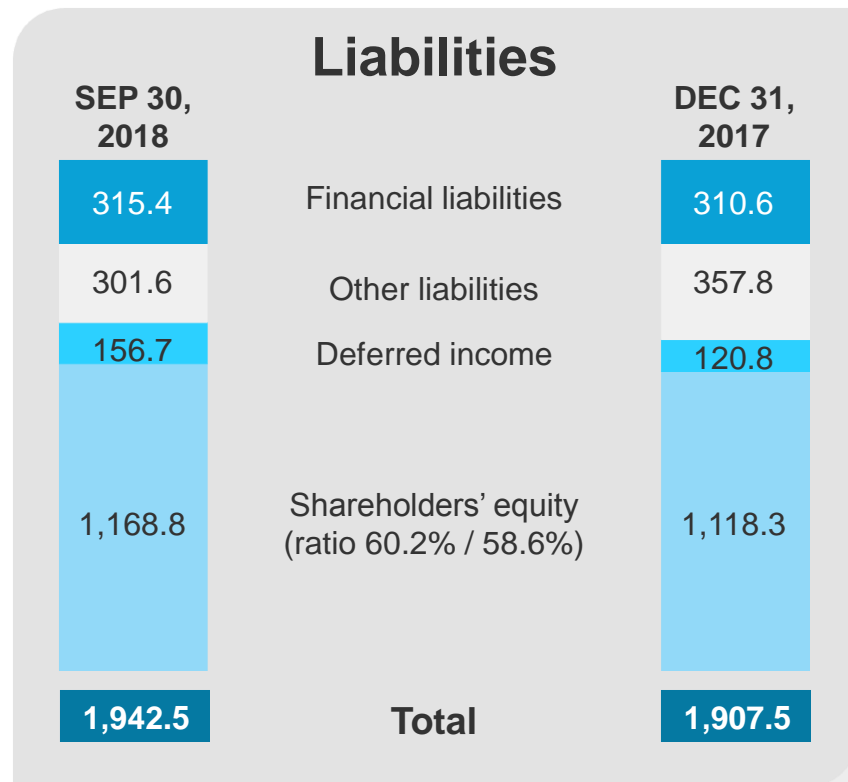
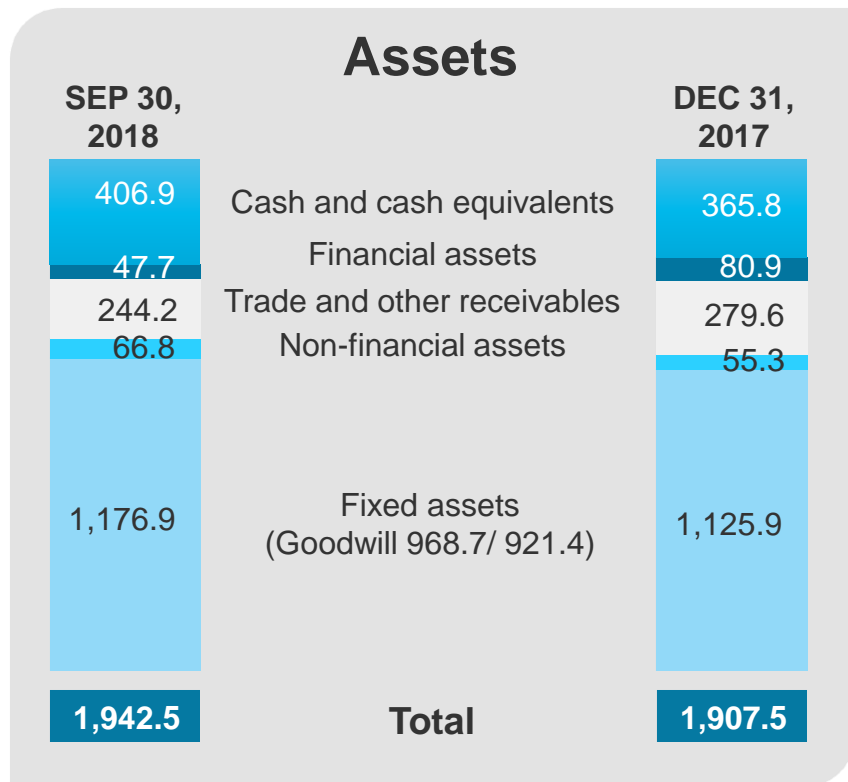
* Cash flow from investing activities except acquisitions and except investments in debt instruments

** yoy change because of one time property investment at Darmstadt

*** Based on weighted average shares outstanding (basic) Q3 2018: 74.0m / Q3 2017: 74.0m | YTD 2018: 74.0m / YTD 2017: 74.9m

BALANCE SHEET

(in €m)



OUTLOOK

FULL YEAR 2018

	FY 2017 <i>(in €m)</i>	FY 2018 Outlook <i>(as of April 13, 2018)</i>
DBP Total Revenue	456.4	N/A
- DBP (excl. Cloud & IoT)	441.5	+3% to +7%¹⁾
- DBP Cloud & IoT	14.9	+100% to +135%¹⁾
Adabas & Natural	223.7	-6% to -2%¹⁾
Operating Margin Group (EBITA non-IFRS)²⁾	31.8%	30% to 32%
EPS non-IFRS³⁾	€2.38	+5% to +15%

1) At constant currency rates

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

3) Weighted average shares outstanding (basic/IAS 33.19) FY 2017: 74.6m / FY 2018: 74.0m; based on new US-Federal-Tax and Euro/US-Dollar exchange rate of 1/1.18

APPENDIX



HEADCOUNT

BY FUNCTIONAL AREAS* AND GEOGRAPHY

<i>(in FTE)</i>	SEP 30, 2018	DEC 31, 2017	Δ%	SEP 30, 2017	Δ% yoy
Total	4,714	4,596	3%	4,600	2%
Consulting & Services	1,903	1,935	-2%	1,945	-2%
Research & Development	1,269	1,176	8%	1,179	8%
Sales & Marketing	932	862	8%	865	8%
Administration	610	623	-2%	611	0%
Germany	1,229	1,201	2%	1,200	2%
USA	581	575	1%	591	-2%
India	859	823	4%	816	5%
Rest of world	2,045	1,997	2%	1,993	3%

* According to P+L structure

EARNINGS

Q3 2018 / YTD 2018 (9 MONTHS)

(in €m)	Q3 2018	Q3 2017	Δ%	YTD 2018	YTD 2017	Δ%
EBIT (before all taxes)	54.5	50.4	8%	148.8	140.0	6%
Financial result	1.4	-0.3	-	3.4	-0.3	-
Profit before taxes	55.8	50.1	12%	152.2	139.7	9%
Other taxes	-1.6	-1.6	0%	-4.8	-5.3	-10%
Income taxes	-16.1	-14.7	10%	-43.5	-42.0	4%
<i>Tax rate in %</i>	<i>31.7%</i>	<i>32.5%</i>		<i>-31.7%</i>	<i>33.9%</i>	
Net income	38.1	33.8	13%	103.9	92.4	12%
EPS in €*	€0.51	€0.46	13%	€1.40	€1.23	14%

* Weighted average shares outstanding (basic) Q3 2018: 74.0m / Q3 2017: 74.0m | YTD 2018: 74.0m / YTD 2017: 74.9m

AMORTIZATION / DEPRECIATION IMPACT (PRELIMINARY)

<i>(in €m)</i>	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018*	FY 2019*	FY 2020*
Amortization	5.3	5.2	5.5	5.4	21.4	21.0	14.0
Depreciation	2.7	2.7	2.7	2.7	10.8	11.2	11.2

* Estimated

REVENUE

Q3 2018 / YTD 2018 (9 MONTHS)

(in €m)	Q3 2018	Q3 2017	Δ%	Δ% acc	YTD 2018	YTD 2017	Δ%	Δ% acc
Product revenue	165.9	149.9	11%	13%	465.8	460.1	1%	6%
Licenses	56.7	44.5	28%	29%	144.4	136.7	6%	10%
Maintenance	104.7	103.0	2%	3%	308.8	316.9	-3%	3%
SaaS / Usage based	4.5	2.4	88%	89%	12.6	6.5	95%	101%
Services	42.7	47.2	-10%	-9%	134.8	149.9	-10%	-7%
Other	0.2	0.2	-	-	0.5	0.6	-	-
Total	208.8	197.3	6%	7%	601.2	610.6	-2%	3%

Investor Relations

Uhlandstrasse 12
64297 Darmstadt
Germany

T: +49 (0) 6151 / 92 1900

F: +49 (0) 6151 / 9234 1900

W: [softwareag.com](https://www.softwareag.com)

E: investor.relations@softwareag.com



