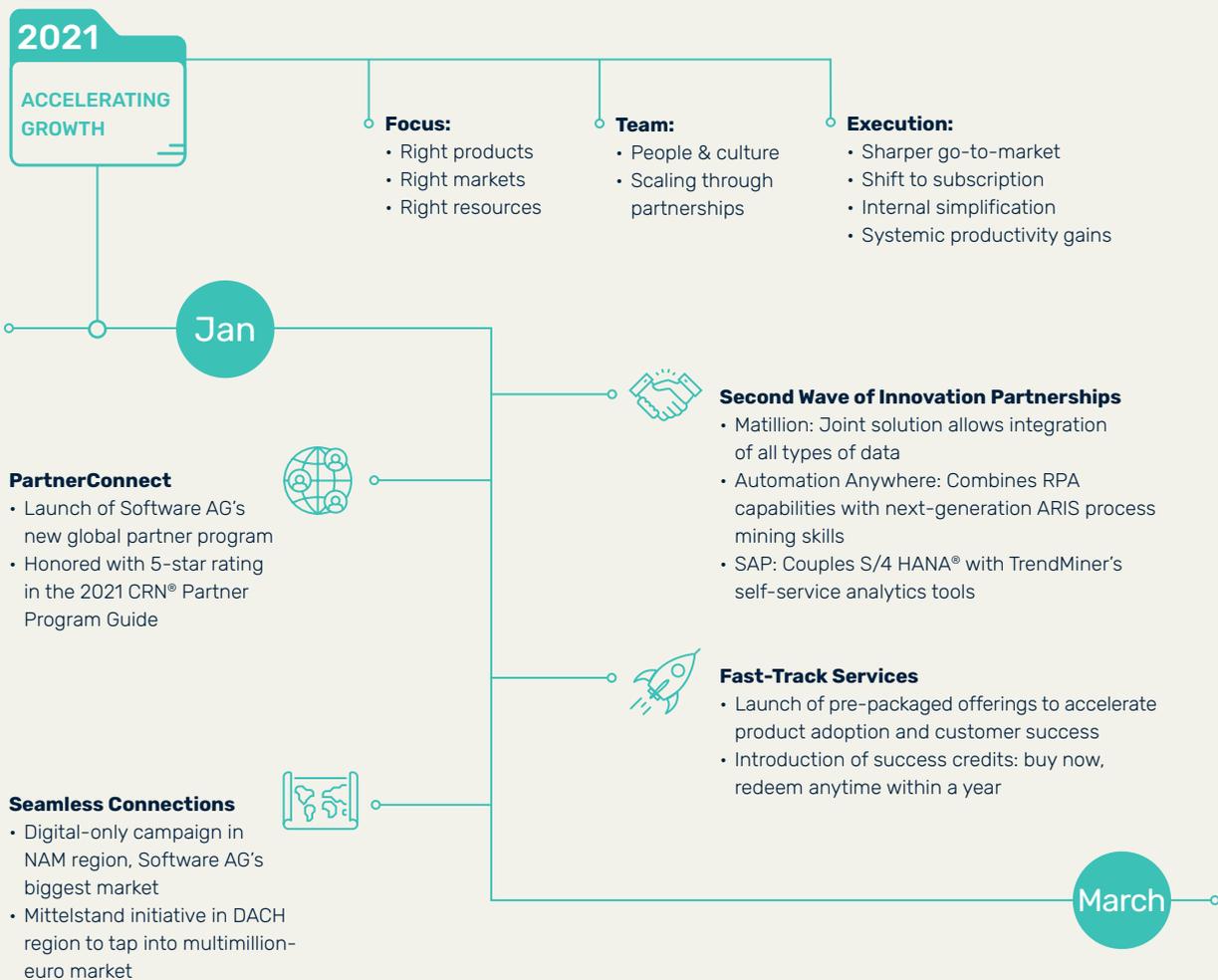


QUARTERLY STATEMENT Q1

2021

Accelerating Connectedness

Creating opportunities for enhanced connectivity between people, systems and devices to drive value creation now and for a smarter tomorrow.



Accelerating Toward Mid-Term Goals

Digital Business Bookings

€67.4 mn

(Q1/2020: €58.0 mn)

Seventh consecutive quarter of double-digit growth

Recurring Revenue Portion

89%

(Q1/2020: 80%)

Increasing predictability and quality of revenue

Total Revenue

€183.1 mn

(Q1/2020: €207.0 mn)

Technical effect from accelerating shift to subscription

Operating Profit Margin (non-IFRS)

13.4%

(Q1/2020: 19.2%)

Reflecting incremental Helix investment

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Management's Assessment of First-Quarter Results

The first quarter of 2021 represented a solid start to a key acceleration year in Software AG's Helix transformation. Our robust performance was a continuation of the innovation, execution and momentum seen across the first two years of Helix, and our business is now well advanced on its journey toward sustainable, profitable growth.

The period was the **seventh consecutive quarter of double-digit growth** in our Digital Business with bookings up 21 percent year-on-year. This performance, just above the mid-point of our full-year guidance, was driven by strong demand across our integration, API and microservices portfolios.

Our subscription shift also continues at pace. During the quarter, 81 percent of Digital Business bookings came from subscription and Software as a Service (SaaS) streams, while annual recurring revenue (ARR) growth in the Digital Business was 11 percent. Our recurring revenue stream grew 6 percent, and comprised 89 percent of our total product revenue, pushing us ahead of our 2023 mid-term ambition for this metric once again.

Product revenue was flat in the Digital Business and, combined with the impact of the shift to subscription and a strong year-on-year comparator in Adabas & Natural (A&N), product revenue at the Group level declined 4 percent year-on-year. We expect to see product revenue growth from the Digital Business through the second half of 2021, and it was encouraging to see recurring revenue in that segment continue to grow, up 5 percent year-on-year.

Overall, Group bookings reached €88.8 million in the first quarter, an increase of 4 percent year-on-year. Group revenue was €183.1 million (Q1 2020: €207.0 million), with the decline reflecting the accelerating shift to subscription. First-quarter earnings before interest and taxes (EBIT) were €15.3 million (Q1 2020: €28.7 million), a decline of 47 percent reflecting both the technical contraction in stated revenue due to our transformation, as well as the ongoing investment in product innovation and our new go-to-market approach. The Group's earnings before interest, taxes and amortization (EBITA, non-IFRS) totalled €24.5 million, reflecting continued investments in its Helix program.

Our first-quarter operating margin of 13.4 (non-IFRS) percent reflected incremental Helix investment and the ongoing technical impact of our transformation. The margin was where we expected it to be in the first quarter, given the phasing of A&N, and was slightly above market consensus. 2021 will be a year of margin trough as planned and we remain confident in our mid-term ambition of 25 percent.

Our efforts to address the \$28 billion market opportunity we call the **Truly Connected Enterprise** are now being driven by three clear and balanced factors. These are growth from new business; growth from the migration of customers to subscription; and growth from subscription renewals.

On **new business**, we secured 68 new logos including a blue-chip insurer during the first quarter. These successes represent a strong 21 percent increase over the first quarter of 2020 and provide more evidence of our growing ability to win competitively in the marketplace.

On **migrations**, we continue to increase value through introducing new innovation to existing customers as they switch to subscription. This is what we have seen, for example, with a North American fashion customer in the first quarter, where our sticky products helped us fend off competition and deliver a migration multiplier effect well-above our 1.4x target.

While our **renewals** stream will gain increasing traction from 2022 onwards, we are already proving our ability to convert. In the first quarter, we successfully renewed a Fortune Global 500 oil and gas integration customer. Not only did we renew, we also upsold further webMethods capabilities, co-selling with Microsoft. This proves how our investments in customer success and partnerships are beginning to deliver returns and how the subscription journey is a valuable one.

These business results were underpinned by further progress in our three key transformation pillars: Focus, Execution and Team.

In our **Focus** pillar, our product teams are putting critical business challenges at the heart of their innovation, driving our customer engagement strategy and supporting new business acquisition. Analysts like Forrester and Gartner continue to see webMethods, Alfabet, Cumulocity and other products as real leaders. And, our product innovation is helping us attract a second wave of influential and complementary partners in key growth areas: Matillion in data integration; Automation Anywhere in hyper-automation; and SAP in Industrial IoT where we combine TrendMiner with SAP's S/4 HANA® Cloud capabilities.

In our **Execution** pillar, we continue to focus on enabling our teams with the right tools and approaches to win, and our sales and go-to-market investments are delivering returns. Our average deal size is increasing, with 15 first-quarter deals over €1 million in size, and our DACH Mittelstand campaign has already secured new deals and created a multimillion-euro pipeline. Our North American awareness program is also aiming to generate over one year's worth of marketing qualified leads. The contribution of our partner ecosystem is also ramping up, with incremental digital bookings from partners increasing over 50 percent year-on-year.

Finally, in our **Team** pillar, we continue to strengthen our organization for the long term with the most talented, growth-minded and culturally aligned workforce we can build. In leadership, we bolstered the team recently with Dawn Colossi and Nicolas Betdeber-Matibet joining as our new CMO from FocusVision and APJ leader from Tibco respectively. In our broader workforce, we continued to invest in enabling our colleagues to thrive in the new hybrid working environment. We rolled out a new well-being app and a new social intranet to help stay connected and collaborative. Most importantly, we are ensuring our workplaces can adapt to fit diverse needs and enable flexibility and collaboration across our locations.

Overall, we are confident we are right where we need to be in order to deliver on our ambitions for this 2021 financial year and beyond. We are pleased to have reconfirmed our full-year guidance, and look forward to the remainder of the year with optimism.

"In the quarter, we saw robust results driven by our Digital Business and our ongoing subscription shift. The stream of innovation feeding our hybrid integration, API and IoT platform is enabling our customers to transform their businesses into Truly Connected Enterprises and helping us compete and win in the marketplace. Our ever-strengthening partner ecosystem and sales execution engine give me confidence that we are well on track to deliver sustainable, profitable growth at Software AG," **Sanjay Brahmawar, CEO of Software AG.**

"This year is about doubling down on our strategy and investing in growth. With recurring revenue reaching 89 percent of our product revenue total, we are seeing the investments we've made increase the predictability and quality of our revenue stream. We remain focused on balancing our investments with prudent cost control to ensure we deliver on our margin ambitions. We reiterated our 2021 guidance and look forward to continuing our growth plan through the rest of the year," **Dr. Matthias Heiden, CFO of Software AG.**

Business Line Development

During the first quarter of 2021, Software AG's overall bookings of €88.8 million represented 4 percent growth and were driven by continued strong progress in the Group's **Digital Business**. Digital Business bookings stood at €67.4 million in the quarter, representing 21 percent growth. Other relevant Digital Business bookings dynamics included 34 percent growth in subscription bookings, 71 percent growth in SaaS bookings and an expected decline in bookings from perpetual contracts, which were down 25 percent in the quarter as the Group transitions to a subscription-based business model.

The Group's **A&N** business line performed as expected during the first quarter of 2021, with bookings of €21.4 million reflecting a decline of 28 percent against a very strong comparator period in the first quarter of 2020. This exceptionally strong comparator was due to a large deal with the U.S. government's Office of Personnel Management, and the benefit derived from 2020 being the peak in the A&N customer three-year sales cycle.

Total Revenue and Earnings Development

Software AG's product revenue results continue to see the impact of the Group's shift to subscription, where a greater share of the revenue won by the Group is recorded in future periods rather than up front. For the first quarter, product revenue was €146.5 million, or 4 percent lower than the same quarter of 2020 (Q1 2020: €160.9 million).

Software AG's Digital Business delivered €98.9 million of **product revenue**, flat year-on-year compared to the first quarter of 2020. **A&N revenue** in the quarter was €47.5 million, down 12 percent year-on-year. Within that, license revenue was down 33 percent and maintenance revenue increased 1 percent, reflecting the ongoing success and relevance of A&N's 2050+ program.

The contribution of **subscription revenue** to the Group's product revenue total grew 77 percent year-on-year while **SaaS product revenue** also grew strongly during the period at 42 percent. Owing to the increasing speed of the Group's shift to subscription, **perpetual license** and **maintenance revenues** from perpetual licenses were down 45 percent and 11 percent respectively.

Within **Professional Services**, the first quarter saw revenue of €36.7 million, which when adjusted for the sale of the Spanish Professional Services business, represented growth of 4 percent. This business benefitted from year-on-year growth in the number of new IoT projects,

and also saw significant growth of its segment result which was up 181 percent to €6.4 million during the quarter. This was the result of the improved underlying revenue growth, combined with the proactive cost and headcount management started in the second quarter of 2020 and adapted to pandemic conditions.

In the first quarter, the **Group's total revenue** was €183.1 million. The Group's overall cost base was lower in the quarter due to the sale of its Spanish Professional Services business, as well as short-term COVID-related benefits like lower travel and in-person event expenses. In the first quarter, the Group also saw lower variable compensation in A&N. Against this backdrop, the Group continued to invest in its Helix program, with investments in sales and go-to-market, culture and transformation and product innovation eventually leading to **EBIT** in the first quarter of 2021 of €15.3 million, down 47 percent year-on-year. **Operating profit** (EBITA, non-IFRS) was down 38 percent year-on-year, at €24.5 million. **Net income** (non-IFRS) was €17.0 million in the quarter (Q1 2020: €27.9 million) or €0.23 per share (Q1 2020: €0.38).

The Group's **free cash flow** saw the continued impact of the technical effect of its transformation program on reported revenue, as well as of investments which affect overall profitability. In the first quarter, free cash flow was €39.8 million, a decline of 23 percent, in line with the expected trajectory for 2021 before the anticipated expansion in 2022 and beyond.

Employees

As of March 31, 2021, Software AG had 4,669 (March 31, 2020: 5,005) employees worldwide (full-time equivalents). When adjusted for a 438 FTE reduction as part of the Group's Spanish Professional Services Business, growth in the Group's employee base would have been 2 percent year-on-year. Of that total, 1,491 (Q1 2020: 1,940) worked in Professional Services, 1,475 (Q1 2020: 1,434) worked in Research & Development, 1,032 (Q1 2020: 967) worked in Marketing and Sales, and 670 (Q1 2020: 664) worked in Administration.

2021 Outlook

The Group has reiterated its guidance for the full 2021 fiscal year as published on January 27, 2021. The Group's guidance ranges at constant currency (except margin) are:

- Digital Business bookings: +15 to +25 percent
- A&N bookings: -30 to -20 percent
- Product revenue: 0 to +5 percent
- Operating profit margin (EBITA, non-IFRS): 16 to 18 percent

The Group confirms its mid-term ambitions: €1 billion in Group revenue, operating margin at 25 to 30 percent, recurring product revenue at 85 to 90 percent and roughly 15 percent CAGR in Digital Business in 2023.

Outlook for Fiscal Year 2021

	FY 2020 in € millions	Outlook FY 2021 as of Jan. 27, 2021 as %
Digital Business bookings	360.7	+15 to +25 ¹
Adabas & Natural bookings	129.0	-30 to -20 ¹
Total product revenue	671.1	0 to +5 ¹
Operating margin (EBITA, non-IFRS) ²	21.2	16 to 18

¹ At constant currency

² Adjusted for non-operating factors (see non-IFRS earnings definition in the 2020 Annual Report from p. 49)

Key Figures

As of March 31, 2021 and 2020 (IFRS, unaudited)

in € millions (unless otherwise stated)	Q1 2021 (IFRS)	Q1 2021 (acc ¹)	Q1 2020 (IFRS)	+/- as %	+/- as % acc ¹
Total revenue	183.1	192.0	207.0	-12%	-7%
Digital Business	98.9	103.2	103.5	-4%	0%
A&N	47.5	50.8	57.4	-17%	-12%
Licenses	38.5	40.2	46.7	-18%	-14%
Maintenance	98.5	104.0	107.3	-8%	-3%
SaaS	9.5	9.8	6.9	37%	42%
Professional Services revenue	36.7	38.0	46.0	-20%	-17%
Group bookings	88.8	93.4	90.1	-1%	4%
Digital Business bookings ²	67.4	70.2	58.0	16%	21%
A&N bookings ²	21.4	23.2	32.1	-33%	-28%
	Mar. 31, 2021	Mar. 31, 2021 acc¹	Mar. 31, 2020	+/- as %	+/- as % acc¹
Group ARR³	522.6	537.8	487.8	7%	10%
Digital Business	368.7	377.8	341.0	8%	11%
A&N	154.0	160.0	146.8	5%	9%
	Q1 2021	Q1 2020	+/- as %		
Operating EBITA (non-IFRS)	24.5	39.7	-38%		
as % of revenue	13.4%	19.2%			
Digital Business segment earnings	2.6	13.4	-81%		
Segment margin	2.6%	12.9%			
A&N segment earnings	31.1	37.2	-16%		
Segment margin	65.4%	64.7%			
EBIT (IFRS)	15.3	28.7	-47%		
Net income (non-IFRS)	17.0	27.9	-39%		
Earnings per share (non-IFRS)⁴	0.23	0.38	-39%		
Operating cash flow	47.0	61.5	-24%		
CapEx ⁵	-3.9	-5.5	-29%		
Repayment of lease liabilities	-3.3	-4.0	-18%		
Free cash flow	39.8	52.0	-23%		
Free cash flow per share	0.54	0.70	-23%		
Balance sheet	Mar. 31, 2021	Dec. 31, 2020	+/- as %		
Total assets	2,084.1	2,039.9	2%		
Cash and cash equivalents	528.0	480.0	10%		
Net cash	265.1	220.1	20%		
Employees (FTE)	4,669	5,005	-7%		

¹ acc = At constant currency

² Bookings according to 2020 definition on page 50 of the 2020 Annual Report

³ Annual recurring revenue

⁴ Based on weighted average shares outstanding (basic) Q1 2021: 74.0 mn / Q1 2020: 74.0 mn

⁵ Cash flow from investing activities adjusted for acquisitions and investments in debt instruments

Because the figures in this report are stated in accordance with commercial rounding principles, totals and percentages may not always be exact.

Consolidated Income Statement

For the three months ended March 31, 2021 and 2020 (IFRS, unaudited)

in € thousands	Q1 2021	Q1 2020	+/- as %
Licenses	38,467	46,689	-18%
Maintenance	98,492	107,308	-8%
SaaS	9,496	6,923	37%
Services	36,649	45,988	-20%
Other	2	138	-99%
Total revenue	183,106	207,046	-12%
Cost of sales	-46,269	-55,289	-16%
Gross profit	136,837	151,757	-10%
Research and development expenses	-38,536	-36,522	6%
Sales, marketing and distribution expenses	-62,201	-65,950	-6%
General and administrative expenses	-20,523	-21,415	-4%
Other income	4,406	9,206	-52%
Other expenses	-4,672	-8,341	-44%
Other taxes	-1,064	-1,171	-9%
Operating income	14,247	27,564	-48%
Financing income	1,297	2,534	-49%
Financing expenses	-1,558	-1,383	13%
Net financial income/expenses	-261	1,151	-
Earnings before income taxes	13,986	28,715	-51%
Income taxes	-3,747	-8,524	-56%
Net income	10,239	20,191	-49%
thereof attributable to shareholders of Software AG	10,168	20,157	-50%
thereof attributable to non-controlling interests	71	34	109%
Earnings per share in € (basic)	0.14	0.27	-50%
Earnings per share in € (diluted)	0.14	0.27	-50%
Weighted average number of shares outstanding (basic)	73,979,889	73,979,889	-
Weighted average number of shares outstanding (diluted)	73,979,889	73,979,889	-

Consolidated Balance Sheet

As of March 31, 2021 and December 31, 2020 (IFRS, unaudited)

Assets

in € thousands	Mar. 31, 2021	Dec. 31, 2020
Current assets		
Cash and cash equivalents	528,038	479,982
Other financial assets	24,075	7,368
Trade receivables, contract assets and other receivables	179,303	211,790
Other non-financial assets	32,723	28,692
Income tax receivables	20,529	30,207
	784,668	758,039
Non-current assets		
Intangible assets	96,817	99,282
Goodwill	964,093	947,370
Property, plant and equipment	80,110	82,349
Investment property	6,856	6,917
Other financial assets	19,888	17,742
Trade receivables, contract assets and other receivables	94,455	95,500
Other non-financial assets	7,126	7,136
Income tax receivables	12,218	11,114
Deferred tax receivables	17,848	14,458
	1,299,411	1,281,868
Total Assets	2,084,079	2,039,907

As of March 31, 2021 and December 31, 2020 (IFRS, unaudited)

Equity and Liabilities

in € thousands	Mar. 31, 2021	Dec. 31, 2020
Current liabilities		
Financial liabilities	60,959	16,415
Trade and other payables	34,780	47,050
Other non-financial liabilities	97,818	138,172
Other provisions	42,832	38,825
Income tax liabilities	33,309	33,293
Contractual obligations/deferred income	170,025	118,295
	439,723	392,050
Non-current liabilities		
Financial liabilities	201,966	243,519
Trade and other payables	175	139
Other non-financial liabilities	1,108	1,209
Other provisions	5,656	11,077
Provisions for pensions and similar obligations	56,344	55,439
Income tax liabilities	2,234	2,135
Deferred tax liabilities	3,198	8,049
Contractual obligations/deferred income	14,950	13,765
	285,631	335,332
Equity		
Share capital	74,000	74,000
Capital reserves	22,580	22,580
Retained earnings	1,351,906	1,341,738
Other reserves	-89,407	-125,772
Treasury shares	-757	-757
Attributable to shareholders of Software AG	1,358,322	1,311,789
Non-controlling interests	403	736
	1,358,725	1,312,525
Total Equity and Liabilities	2,084,079	2,039,907

Consolidated Statement of Cash Flows

For the three months ended March 31, 2021 and 2020 (IFRS, unaudited)

in € thousands	Q1 2021	Q1 2020
Net income	10,239	20,191
Income taxes	3,747	8,524
Net financial income/expense	261	-1,151
Amortization/depreciation of non-current assets	9,896	10,309
Other non-cash income/expense	114	104
Changes in receivables and other assets	28,636	17,675
Changes in payables and other liabilities	-2,150	12,048
Income taxes paid	-3,301	-7,471
Interest paid	-1,801	-1,305
Interest received	1,356	2,535
Net cash flow from operating activities	46,997	61,459
Proceeds from the sale of property, plant and equipment/intangible assets	54	611
Purchase of property, plant and equipment/intangible assets	-1,260	-3,436
Proceeds from the sale of non-current financial assets	107	0
Purchase of non-current financial assets	-2,831	-2,658
Proceeds from the sale of current financial assets	3	172
Purchase of current financial assets	-17,816	-268
Net payments from disposals of assets held for sale	2,132	0
Net cash flow from investing activities	-19,611	-5,579
Dividends paid	-404	-342
Proceeds/payments for current financial liabilities	6,854	-52,163
Repayments of lease liabilities	-3,310	-4,011
Repayment of non-current financial liabilities	0	-1
Net cash flow from financing activities	3,140	-56,517
Change in cash and cash equivalents	30,526	-637
Change in cash and cash equivalents from currency translation	17,530	-3,004
Net change in cash and cash equivalents	48,056	-3,641
Cash and cash equivalents at beginning of period	479,982	513,632
Cash and cash equivalents at end of period	528,038	509,991
Free cash flow	39,757	51,965

Segment Report

For the three months ended March 31, 2021 and 2020 (IFRS, unaudited)

in € thousands	Digital Business			A&N			Professional Services			Reconciliation		Total		
	Q1 2021 IFRS	Q1 2021 acc ¹	Q1 2020 ² IFRS	Q1 2021 IFRS	Q1 2021 acc ¹	Q1 2020 ² IFRS	Q1 2021 IFRS	Q1 2021 acc ¹	Q1 2020 IFRS	Q1 2021 IFRS	Q1 2020 IFRS	Q1 2021 IFRS	Q1 2021 acc ¹	Q1 2020 IFRS
Licenses from subscriptions	18,970	19,407	13,738	2,748	3,046	698	0	0	0	0	0	21,718	22,453	14,436
Maintenance from subscriptions	11,230	11,677	5,477	2,133	2,248	631	0	0	0	0	0	13,363	13,925	6,108
Maintenance from perpetual contracts	53,313	56,028	65,970	31,816	34,049	35,230	0	0	0	0	0	85,129	90,077	101,200
SaaS	9,494	9,796	6,910	2	2	13	0	0	0	0	0	9,496	9,798	6,923
Recurring revenue	93,007	96,908	92,095	36,699	39,345	36,572	0	0	0	0	0	129,706	136,253	128,667
Licenses from perpetual contracts	5,917	6,327	11,405	10,832	11,406	20,848	0	0	0	0	0	16,749	17,733	32,253
Product revenue	98,924	103,235	103,500	47,531	50,751	57,420	0	0	0	0	0	146,455	153,986	160,920
Services	0	0	0	0	0	0	36,649	37,965	45,988	0	0	36,649	37,965	45,988
Other	0	0	0	0	0	138	2	2	0	0	0	2	2	138
Total revenue	98,924	103,235	103,500	47,531	50,751	57,558	36,651	37,967	45,988	0	0	183,106	191,953	207,046
Cost of sales	-14,470	-14,750	-11,475	-2,144	-2,272	-2,566	-27,153	-28,117	-39,237	-2,502	-2,011	-46,269		-55,289
Gross profit	84,454	88,485	92,025	45,387	48,479	54,992	9,498	9,850	6,751	-2,502	-2,011	136,837		151,757
Sales, marketing and distribution expenses	-51,768	-53,920	-50,654	-5,867	-6,288	-9,278	-3,121	-3,219	-4,390	-1,445	-1,628	-62,201		-65,950
Segment contribution	32,686	34,565	41,371	39,520	42,191	45,714	6,377	6,631	2,361	-3,947	-3,639	74,636		85,807
Research and development expenses	-30,088	-30,030	-27,981	-8,448	-8,427	-8,541	0	0	0	0	0	-38,536		-36,522
Segment earnings	2,598	4,535	13,390	31,072	33,764	37,173	6,377	6,631	2,361	-3,947	-3,639	36,100		49,285
General and administrative expenses												-20,523		-21,415
Other income												4,406		9,206
Other expenses												-4,672		-8,341
Other taxes												-1,064		-1,171
Operating income												14,247		27,564
Financing income												1,297		2,534
Financing expenses												-1,558		-1,383
Net financial income/expenses												-261		1,151
Earnings before income taxes												13,986		28,715
Income taxes												-3,747		-8,524
Net income												10,239		20,191

¹ At constant currency

² Previous-year numbers are adjusted

Statement of Comprehensive Income

For the three months ended March 31, 2021 and 2020 (IFRS, unaudited)

in € thousands	Q1 2021	Q1 2020
Net income	10,239	20,191
Currency translation differences from foreign operations	37,244	-1,964
Net gain/(loss) from cash flow hedges	1,008	127
Currency translation gain/loss from net investments in foreign operations	1	0
Items to be reclassified to the income statement if certain conditions are met	38,253	-1,837
Net gain/(loss) from equity instruments designated to measurement at fair value through other comprehensive income	-122	-286
Net actuarial gain/loss on pension obligations	-1,764	1,124
Items not to be reclassified to the income statement	-1,886	838
Gain/loss recognized in equity	36,367	-999
Total comprehensive income	46,606	19,192
thereof attributable to shareholders of Software AG	46,535	19,158
thereof attributable to non-controlling interests	71	34

Safe Harbor Statement

This document includes forward-looking statements based on the 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.

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About Software AG

Software AG is the software pioneer of a truly connected world. Since 1969, it has helped 10,000+ organizations use software to connect people, departments, systems and devices. Software AG empowers truly connected enterprises using integration & APIs, IoT & analytics and business & IT transformation.

Software AG's products establish a fluid flow of data that allows everything and everyone to work together. The company has about 4,700 employees across more than 70 countries and annual revenue of over €800 million, with the aim of exceeding €1 billion by 2023.

For more information, visit www.SoftwareAG.com.
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