



# Software AG

## Preliminary Q3 2020

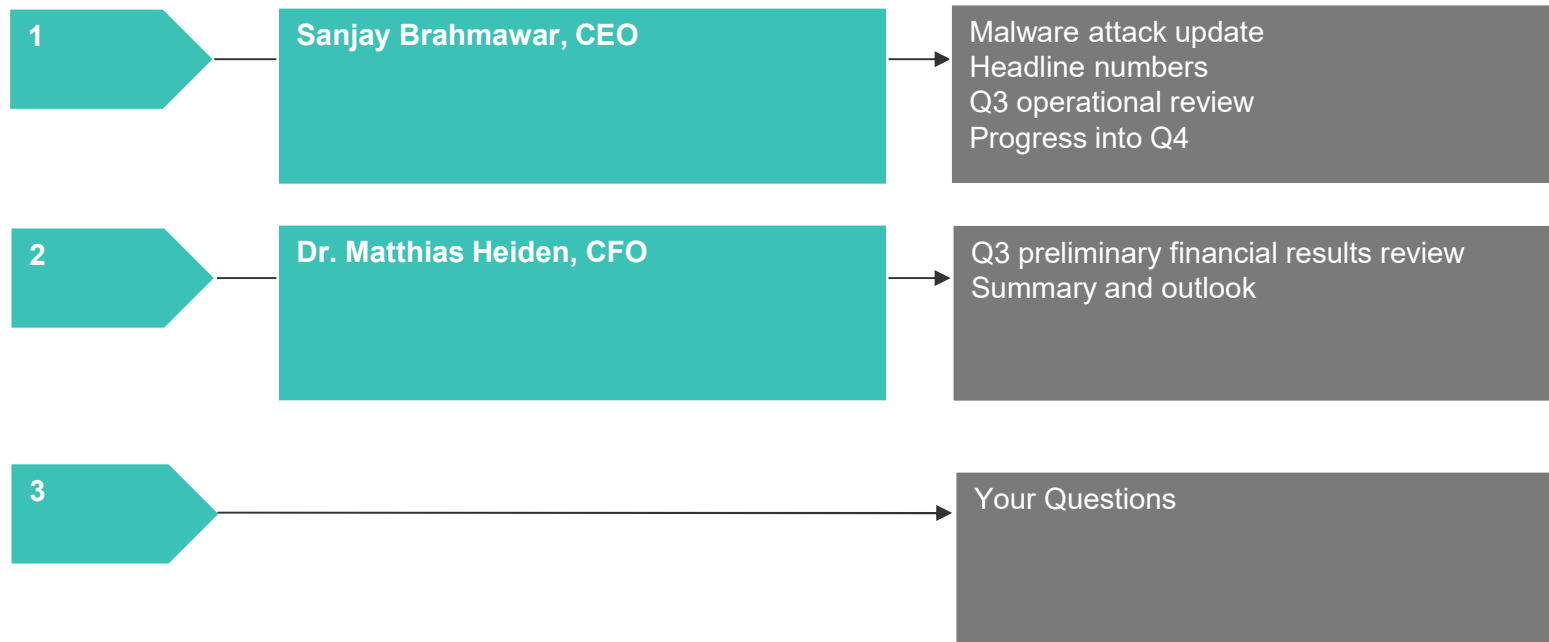
### Update Call

# SAFE HARBOR

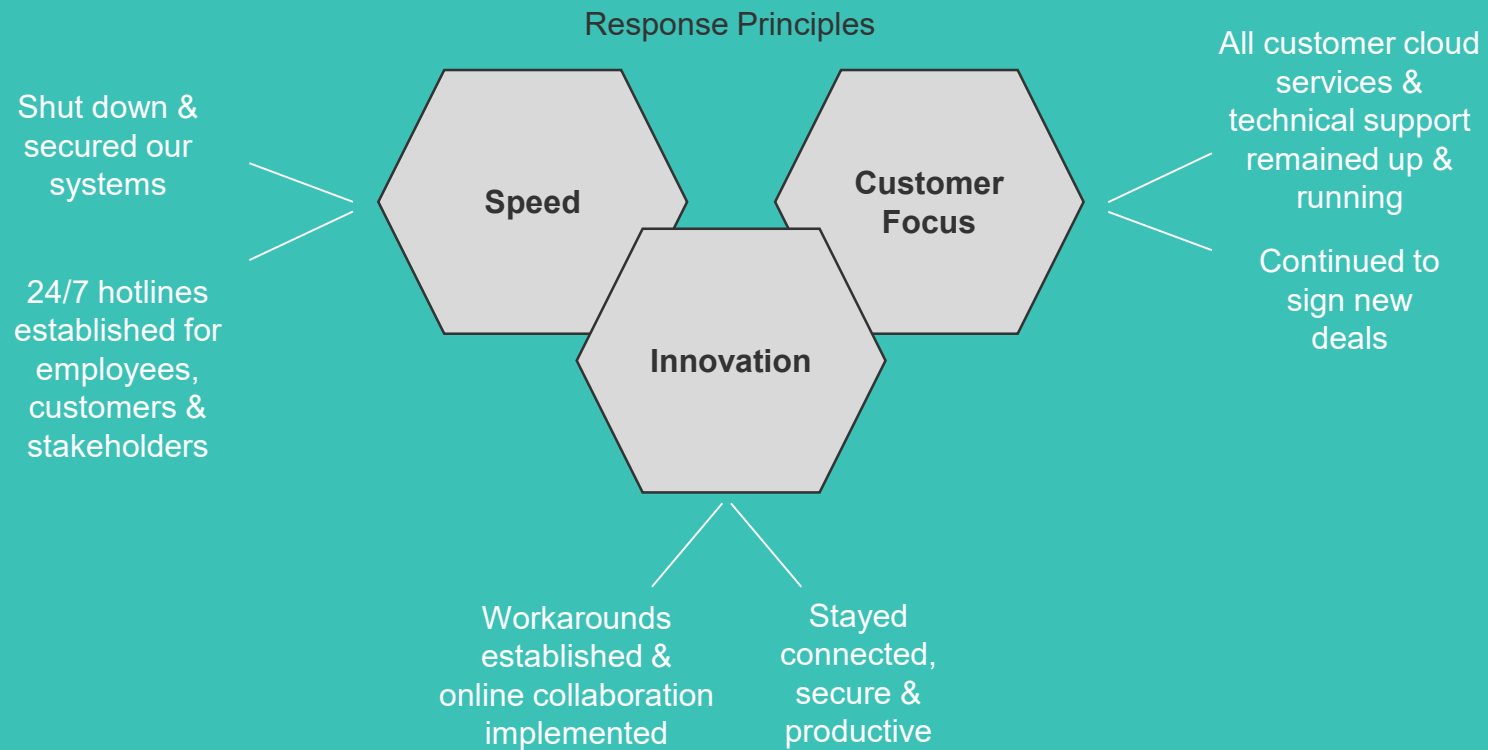
This presentation includes forward-looking statements based on the beliefs of Software AG management. Such statements reflect current views of Software AG with respect to future events and results and are subject to risks and uncertainties. Actual results may vary materially from those projected here, 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.

This presentation constitutes neither an offer nor recommendation to subscribe or buy in any other way securities of Software AG or any of the companies that are members of the Group at present or in the future, nor does it form part of such an offer and it should not be understood as such. This presentation does not constitute an offer of sale of securities in the United States of America. Securities may not be offered or sold in the United States of America without registration or exemption from registration in accordance with the U.S. Securities' Act of 1933 in its currently valid form.

# AGENDA – THIS SESSION

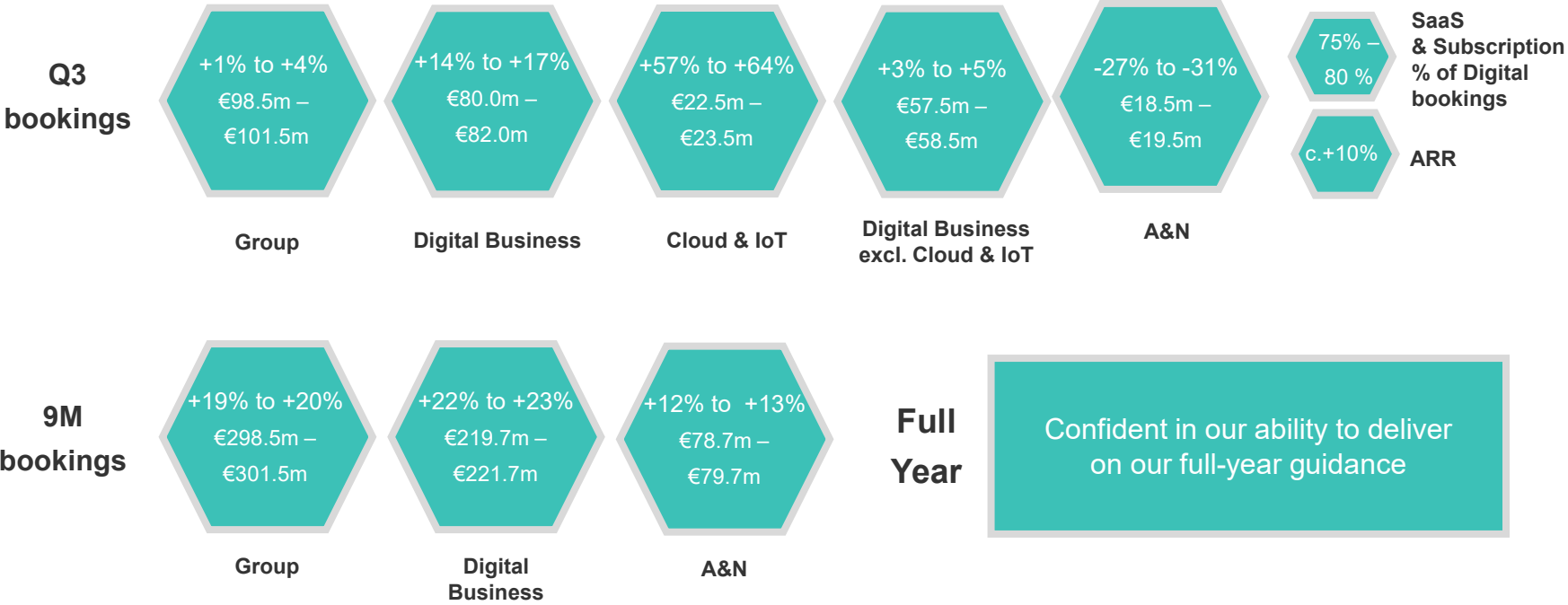


# MALWARE ATTACK CONTINUITY AND CARE



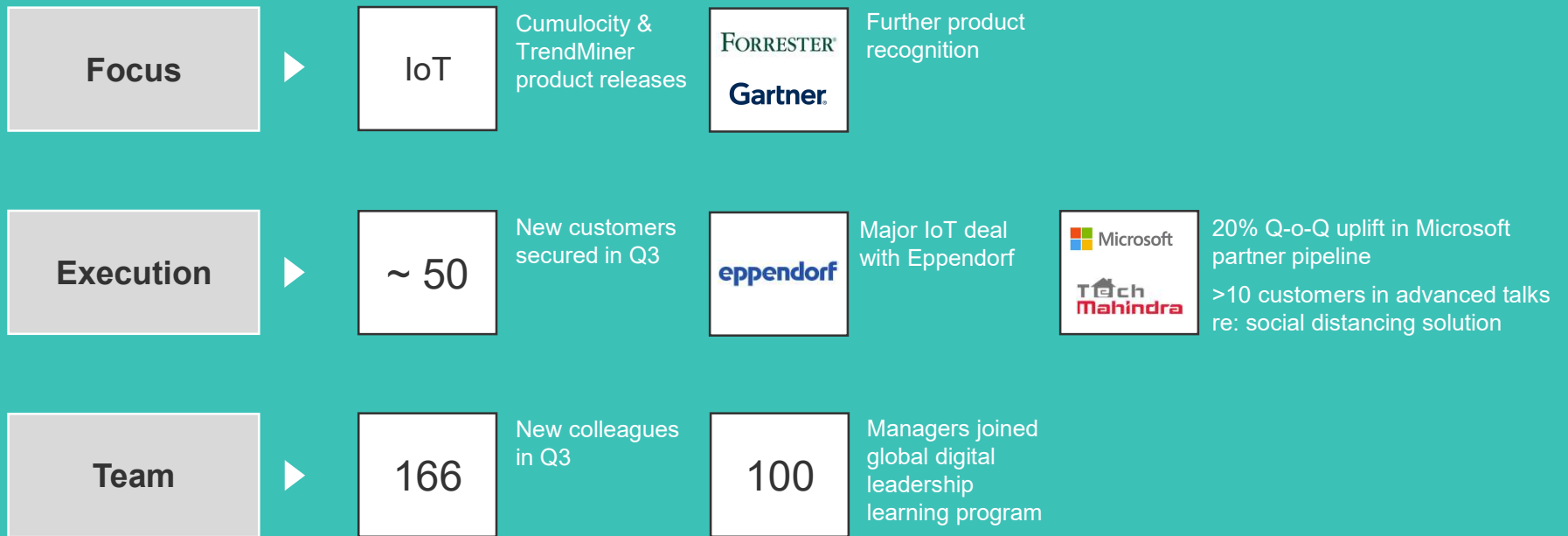
# FINANCIAL HIGHLIGHTS

## Q3 PRELIMINARY RESULTS



# CONTINUING OUR TRANSFORMATION

## TRANSFORMATION PILLARS DRIVING REAL BUSINESS OUTCOMES



# WORKING TO MAINTAIN OUR MOMENTUM ENTERING Q4



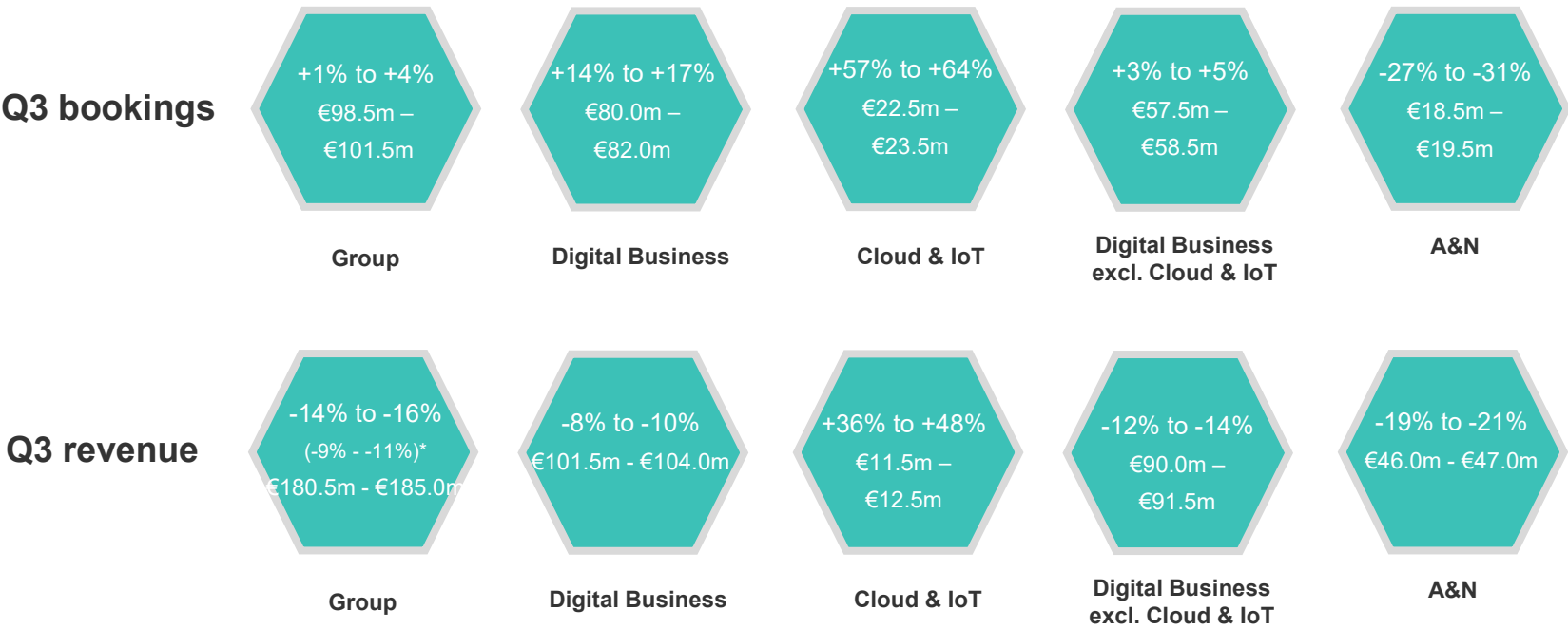


**Dr. Matthias Heiden**  
**CFO**



# FINANCIAL HIGHLIGHTS

## Q3 PRELIMINARY RESULTS

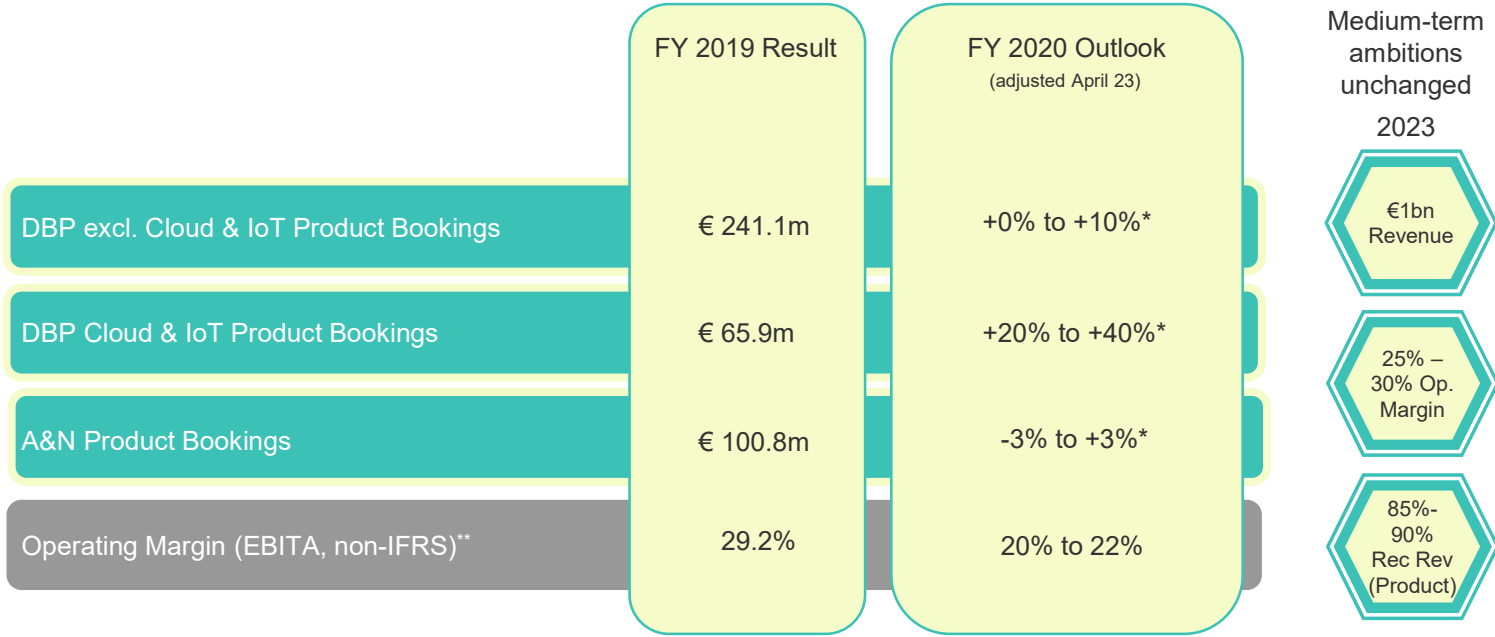


# EARNINGS AND MARGINS

## IN LINE WITH FY OUTLOOK 2020

€	Q3 Earnings	▶	<ul style="list-style-type: none"><li>• EBIT anticipated in range of €20m - €24m</li><li>• EBITA non-IFRS anticipated in range of €28m – €32m</li></ul>
%	Q3 Margin (EBITA, non-IFRS)	▶	<ul style="list-style-type: none"><li>• Anticipated in range of 16 - 17%, vs. 30.5% in Q3 2019</li><li>• Q3 2019 included large US Federal deal, impacting comparison</li></ul>
€	YTD (9M) Earnings	▶	<ul style="list-style-type: none"><li>• EBIT anticipated in range of €81m - €85m</li><li>• EBITA non-IFRS anticipated in range of €109m – €113m</li></ul>
%	YTD (9M) Margin (EBITA, non-IFRS)	▶	<ul style="list-style-type: none"><li>• Non-IFRS EBITA margin anticipated at c. 19%, vs. 27.7% after 9M 2019</li><li>• In line with seasonal development towards full year target</li></ul>

# OUTLOOK





# Q&A