



# Software AG

## Preliminary Q3 2020

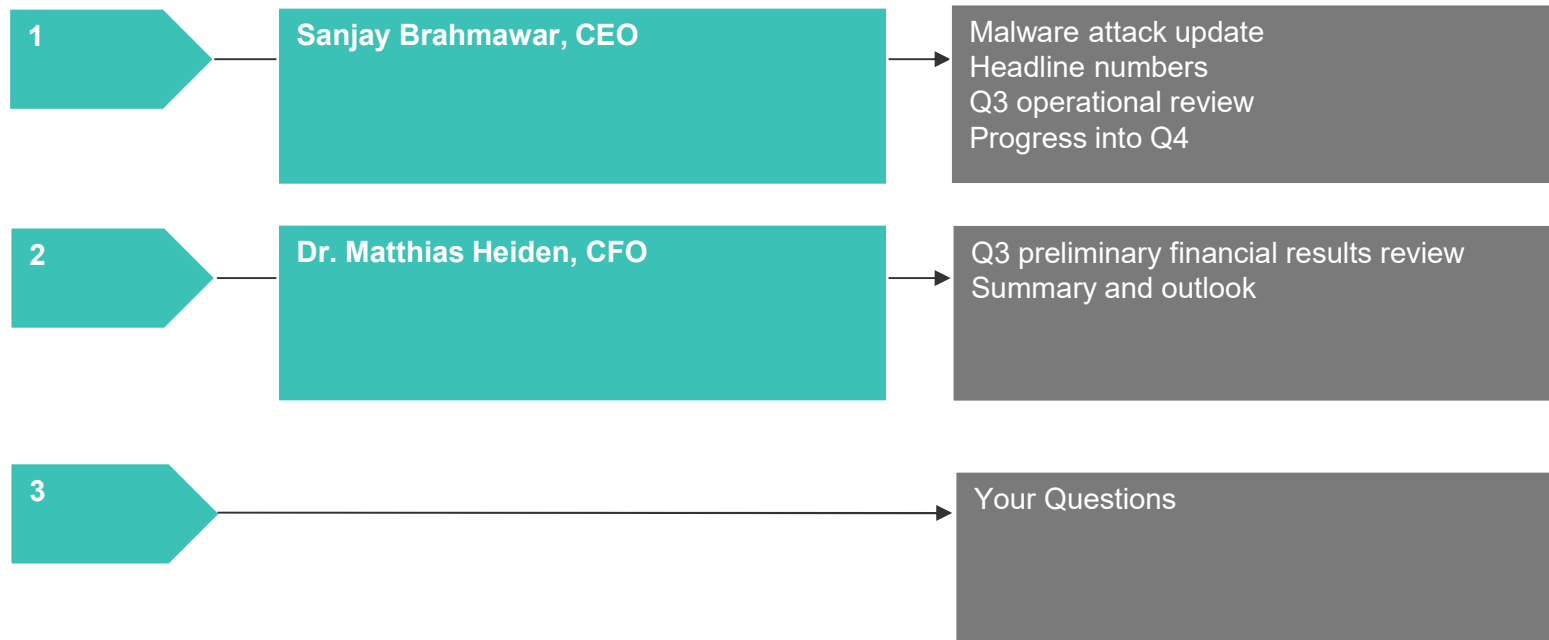
### Update Call

# SAFE HARBOR

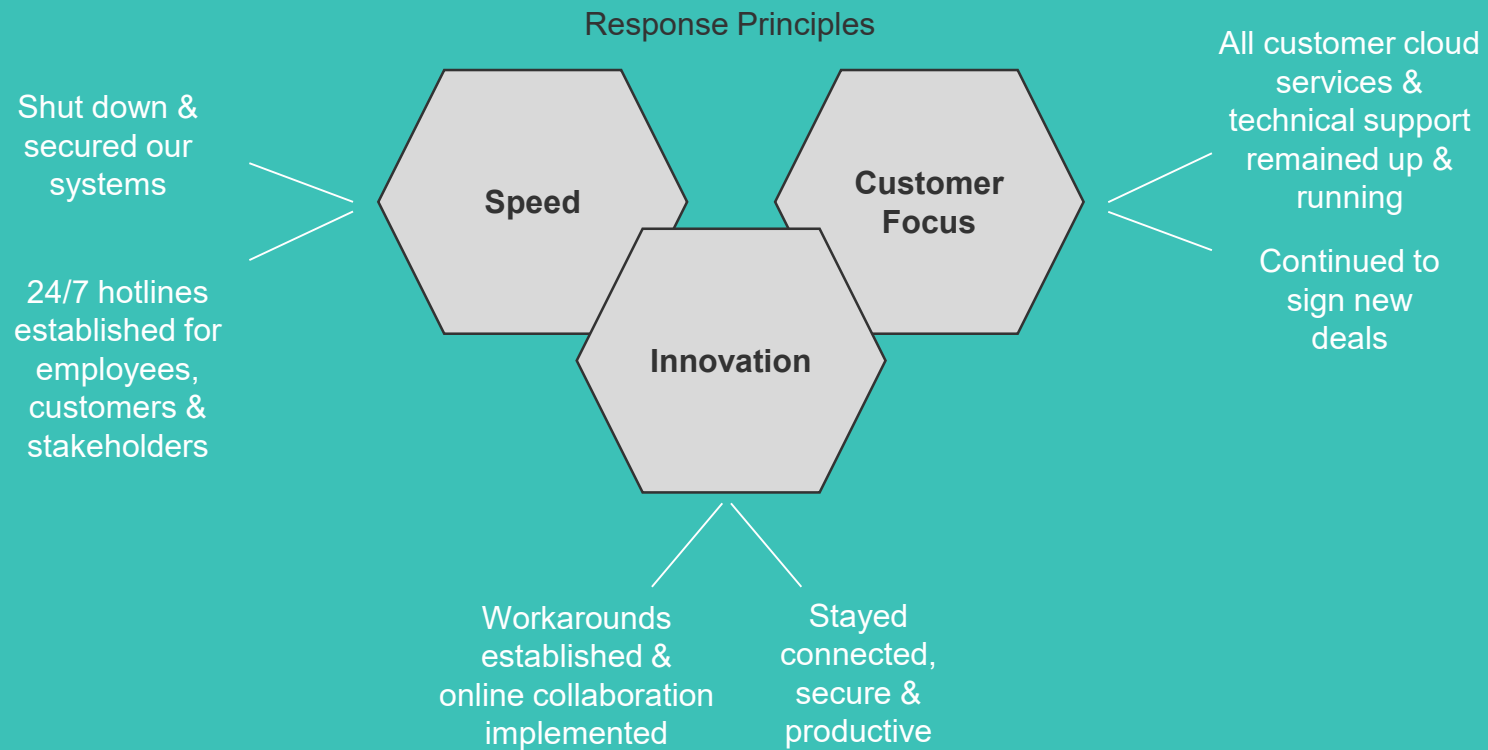
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# AGENDA – THIS SESSION

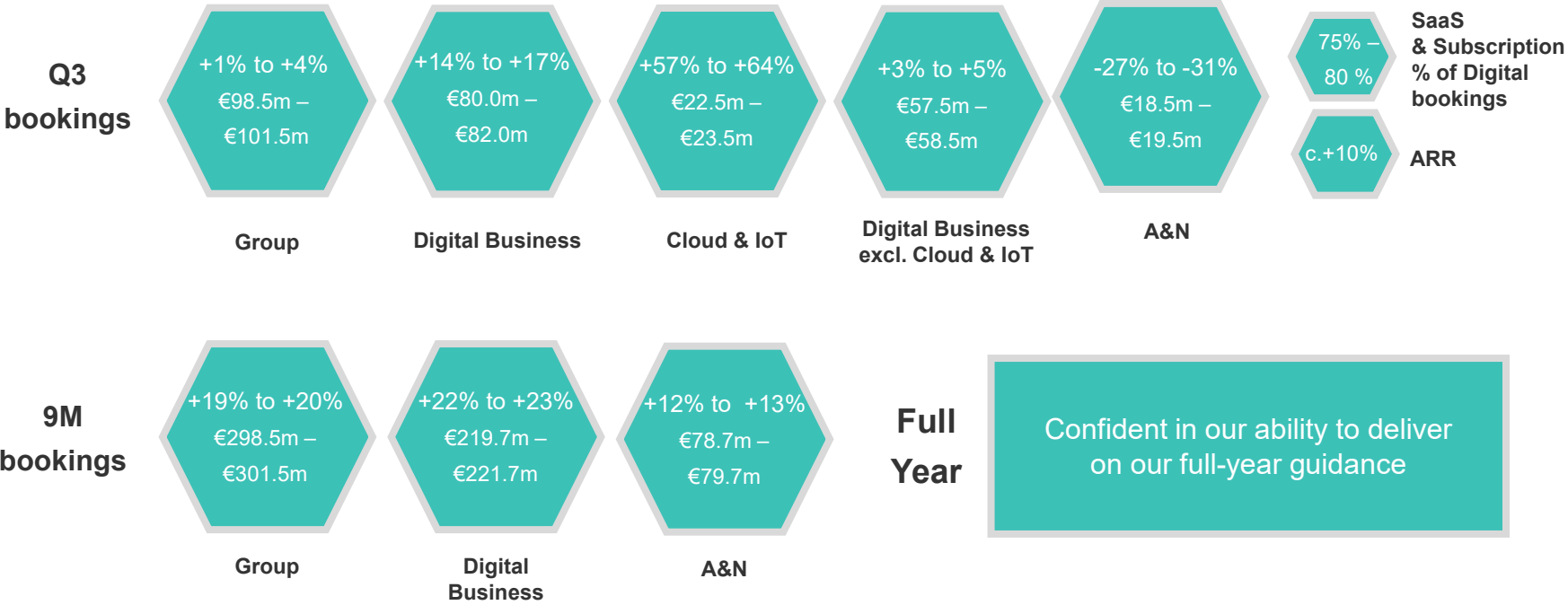


# MALWARE ATTACK CONTINUITY AND CARE



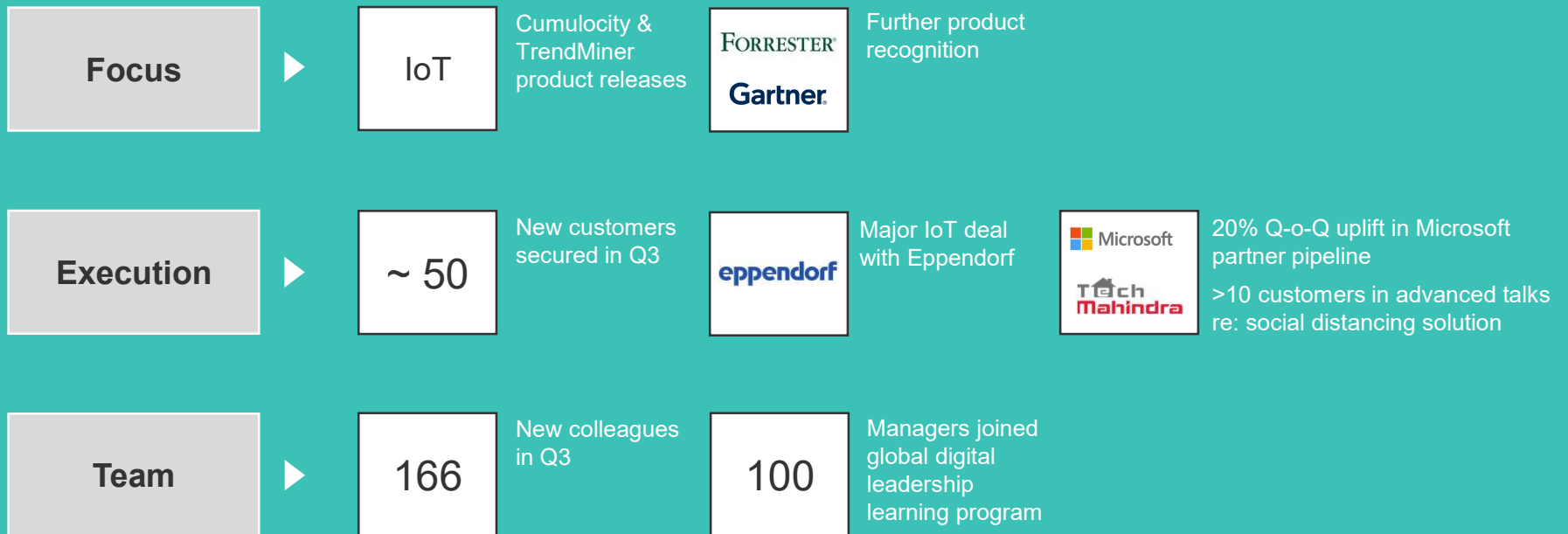
# FINANCIAL HIGHLIGHTS

## Q3 PRELIMINARY RESULTS



# CONTINUING OUR TRANSFORMATION

## TRANSFORMATION PILLARS DRIVING REAL BUSINESS OUTCOMES



# WORKING TO MAINTAIN OUR MOMENTUM ENTERING Q4



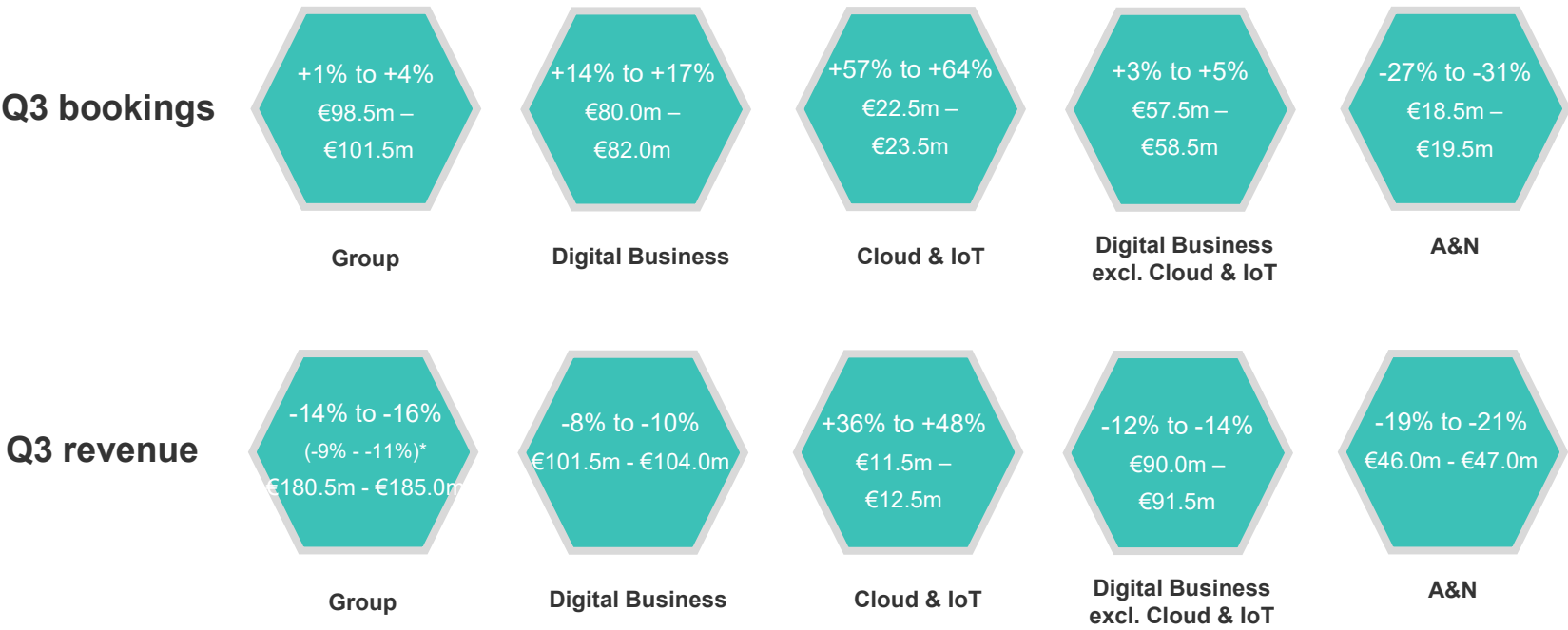


**Dr. Matthias Heiden**  
**CFO**



# FINANCIAL HIGHLIGHTS

## Q3 PRELIMINARY RESULTS



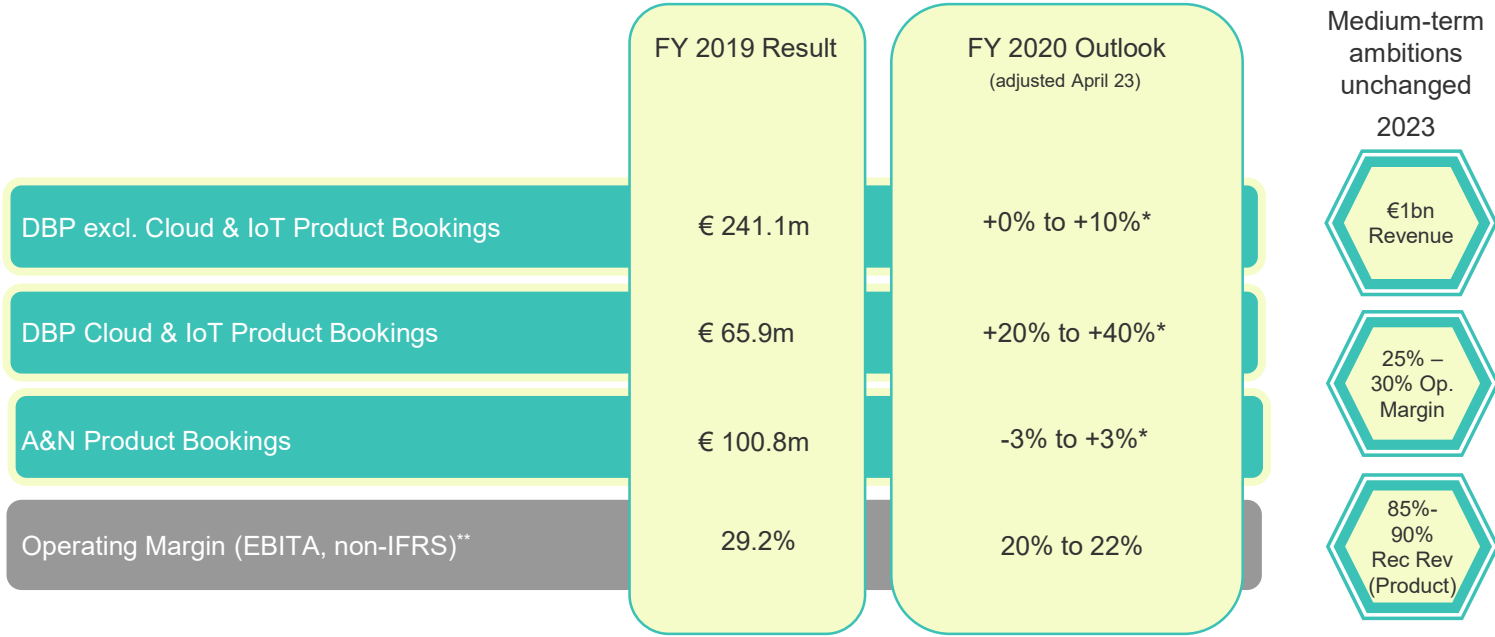
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# EARNINGS AND MARGINS

## 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