

# Financial Results

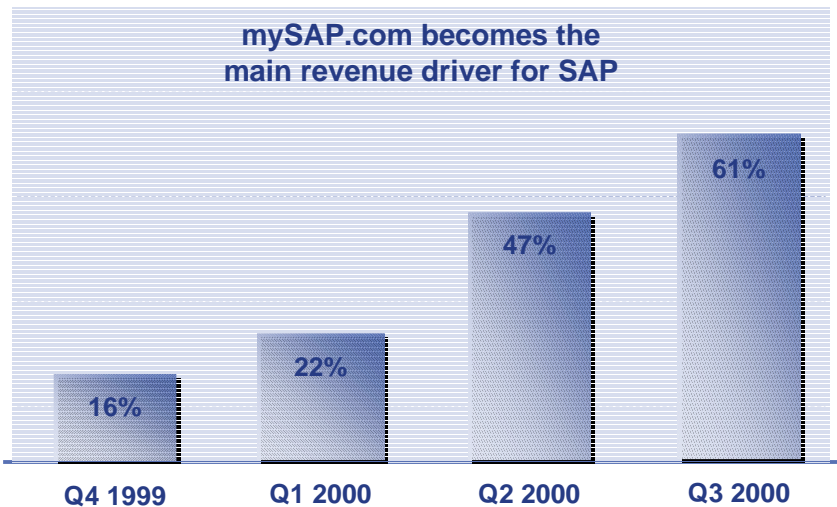
Third Quarter 2000

mySAP.com

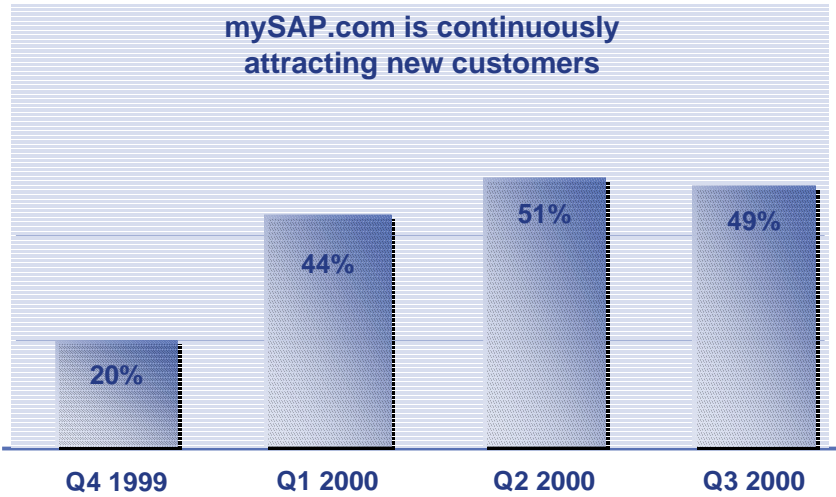
mySAP.com Momentum Building

mySAP.com®

mySAP.com becomes the  
main revenue driver for SAP



mySAP.com sales as a percentage of total license revenue



mySAP.com sales with new customers as a percentage of total mySAP.com sales

SAP AG 2000 SAP Q3 2000 2000 / 3

### mySAP.com contracts

#### Americas

- Exxon Mobil
- Molex
- Rohm and Haas

#### Europe

- Air Liquide
- Eggsbenefit.com
- Usinor

#### Asia/Pacific

- Cheil Jedang
- Kyushu Electric Power Company
- Singapore Airlines
- Tokyo Broadcasting System

- SAP unveiled a wide-ranging, global advertising and promotional awareness campaign
- SAPMarkets and Commerce One announced their jointly developed next-generation e-business offerings
- SAP announced a broad realignment of its global development force

SAP AG 2000 SAP Q3 2000 2000 / 4

	Q3 2000 €mill.	Q3 1999 €mill.	△ %
<b>Group sales</b>	<b>1,421</b>	<b>1,123</b>	<b>27</b>
<b>Costs</b>	<b>1,219</b>	<b>1,016</b>	<b>20</b>
<b>Operating income before STARs</b>	<b>202</b>	<b>107</b>	<b>89</b>
- as a % of sales	14	10	4*
<b>Non-operating income</b>	<b>6</b>	<b>- 3</b>	<b>N/A</b>
<b>Income before taxes / STARs</b>	<b>208</b>	<b>104</b>	<b>100</b>
- as a % of sales	15	9	6*
<b>Cost of STARs</b>	<b>54</b>	<b>25</b>	<b>116</b>
<b>Pretax profit</b>	<b>154</b>	<b>79</b>	<b>95</b>
<b>Tax rate %</b>	<b>40.3</b>	<b>41.8</b>	<b>- 1.5*</b>
<b>Net income</b>	<b>88</b>	<b>45</b>	<b>96</b>
- as a % of sales	6	4	2*

\* percentage points

## Group Sales by Revenue Type - 3rd Quarter 2000 mySAP.com®

	Q3 2000 €mill.	Q3 1999 €mill.	△ %	2000 % of revenue	1999 % of revenue
<b>Product</b>	<b>913</b>	<b>611</b>	<b>49</b>	<b>64</b>	<b>54</b>
License revenue	480	314	53	34	28
Maintenance	433	297	46	30	26
<b>Service</b>	<b>499</b>	<b>488</b>	<b>2</b>	<b>35</b>	<b>44</b>
Consulting	404	398	2	28	36
Training	95	90	6	7	8
<b>Other revenue</b>	<b>9</b>	<b>24</b>	<b>- 63</b>	<b>1</b>	<b>2</b>
<b>Total</b>	<b>1,421</b>	<b>1,123</b>	<b>27</b>		

	Q3 2000 €mill.	Q3 1999 €mill.	△ %	2000 % of revenue	1999 % of revenue
EMEA	639	506	26	45	45
Americas	574	492	17	40	44
APA	208	125	66	15	11
<b>Group sales</b>	<b>1,421</b>	<b>1,123</b>	<b>27</b>		
International sales as % of total sales	79	78	1*		

\* percentage points

License Revenue by Region - 3rd Quarter 2000 mySAP.com®

	Q3 2000 €mill.	Q3 1999 €mill.	△ %	2000 % of revenue	1999 % of revenue
EMEA	200	142	41	42	45
Americas	188	128	47	39	41
APA	92	44	109	19	14
<b>Group sales</b>	<b>480</b>	<b>314</b>	<b>53</b>		
International sales as % of total sales	85	83	2*		

\* percentage points

	Q3 2000	Q3 1999	△ %	2000 % of revenue
<b>R/3 + NDA* Components (€mill.)</b>	<b>186</b>	<b>314</b>	<b>- 41</b>	<b>39</b>
<b>mySAP.com contract-based Revenues (€mill.)</b>	<b>294</b>			<b>61</b>
<b>Total (€mill.)</b>	<b>480</b>	<b>314</b>	<b>53</b>	<b>100</b>
- NDA* (€mill.)	135	35	286	28
- R/3 (€mill.)	345	279	24	72

\* New Dimension Applications

## Costs - 3rd Quarter 2000

Without STARS	Q3 2000 €mill.	Q3 1999 €mill.	△ %	Corresponding- Revenue	△ %
Cost of product	167	101	65	Maintenance	46
Cost of service	411	394	4	Service	2
R & D	213	165	29	License	53
Sales and marketing	336	283	19	Product	49
General admin.	86	63	37	<b>Total sales</b>	<b>27</b>
Other income/exp.	6	10	- 40		
<b>Total costs</b>	<b>1,219</b>	<b>1,016</b>	<b>20</b>		

	2000	1999	△ abs.	△ in %
<b>Group</b>	<b>23,792</b>	<b>21,086</b>	<b>2,706</b>	<b>13</b>
<b>Corporate</b>	<b>7,901</b>	<b>6,660</b>	<b>1,241</b>	<b>19</b>
<b>EMEA</b>	<b>8,541</b>	<b>6,782</b>	<b>1,759</b>	<b>26</b>
- thereof Germany	3,990	3,225	765	24
<b>Americas</b>	<b>5,183</b>	<b>5,428</b>	<b>- 245</b>	<b>- 5</b>
<b>APA</b>	<b>2,167</b>	<b>2,216</b>	<b>- 49</b>	<b>- 2</b>
<b>Research and development</b>	<b>6,085</b>	<b>5,136</b>	<b>949</b>	<b>18</b>
<b>Service and support</b>	<b>11,760</b>	<b>10,754</b>	<b>1,006</b>	<b>9</b>
<b>Sales/marketing</b>	<b>4,156</b>	<b>3,751</b>	<b>405</b>	<b>11</b>

**Headcount Growth**

Q1: 599; Q2: 690;

Q3: 804

## Key Figures Q1 - Q3 2000

	Q1-Q3 2000 €mill.	Q1-Q3 1999 €mill.	△ %
<b>Group sales</b>	<b>4,102</b>	<b>3,459</b>	<b>19</b>
<b>Costs</b>	<b>3,526</b>	<b>2,959</b>	<b>19</b>
<b>Operating income before STARS</b>	<b>576</b>	<b>500</b>	<b>15</b>
- as a % of sales	14	14	0*
<b>Non-operating income</b>	<b>254</b>	<b>20</b>	<b>1170</b>
<b>Income before taxes / STARS</b>	<b>830</b>	<b>520</b>	<b>60</b>
- as a % of sales	20	15	5*
<b>Cost of STARS</b>	<b>388</b>	<b>21</b>	<b>1748</b>
<b>Pretax profit</b>	<b>442</b>	<b>499</b>	<b>- 11</b>
<b>Tax rate %</b>	<b>40.0</b>	<b>42.5</b>	<b>- 2.5*</b>
<b>Net income</b>	<b>260</b>	<b>285</b>	<b>- 9</b>
- as a % of sales	6	8	- 2*

\* percentage points

	Q1 - Q3 2000 €mill.	Q1 - Q3 1999 €mill.	△ %	2000 % of revenue	1999 % of revenue
<b>EMEA</b>	<b>1,955</b>	<b>1,659</b>	<b>18</b>	<b>48</b>	<b>48</b>
<b>Americas</b>	<b>1,608</b>	<b>1,461</b>	<b>10</b>	<b>39</b>	<b>42</b>
<b>APA</b>	<b>539</b>	<b>339</b>	<b>59</b>	<b>13</b>	<b>10</b>
<b>Group sales</b>	<b>4,102</b>	<b>3,459</b>	<b>19</b>		
<b>International sales as % of total sales</b>	<b>79</b>	<b>79</b>	<b>0*</b>		

\* percentage points

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## Third Quarter 2000