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## **SAP annonce les résultats préliminaires de son quatrième trimestre et de son année 2015**

### **En 2015, SAP croît plus vite que le marché avec un revenu Cloud et licences en hausse de 20% - Envol de l'adoption de la solution SAP S/4HANA**

- Revenus annuels non IFRS Cloud et licences en hausse de 20% (12% à taux de change constant, surpassant les prévisions de l'entreprise)
- Adoption de SAP S/4HANA en très forte augmentation - Le nombre de clients a été multiplié par deux au quatrième trimestre dépassant aujourd'hui la barre des 2700 clients
- Forte dynamique du revenu cloud incrémental – une hausse de 103% sur l'année et de 75% sur le quatrième trimestre
- Revenus annuels non IFRS sur abonnements Cloud et service en augmentation de 109% à 2,30 milliards d'euros (2,00 milliards à taux de change constant, conformément aux prévisions de l'entreprise)
- Résultats d'exploitation annuels en hausse de 13% à 6,35 milliards d'euros (5,90 milliards d'euros à taux de change constant, surpassant les prévisions de l'entreprise)

**WALLDORF, Germany – January 13, 2016** – After an initial review of its fourth quarter 2015 performance, [SAP SE](#) (NYSE: SAP) today announced its preliminary financial results for the fourth quarter and full year ended December 31, 2015. All 2015 figures in this release are approximate due to the preliminary nature of the announcement.

SAP had exceptional momentum with fast growth in cloud and double-digit growth in its core license business in the fourth quarter. For the full year, non-IFRS cloud and software revenue grew by 20% or 12% at constant currencies and exceeded the outlook of 8% - 10% growth at constant currencies. New cloud bookings, the key measure for SAP's sales success in the cloud, increased 103% in the full year to €0.89 billion and 75% in the fourth quarter to €0.35 billion<sup>[1]</sup>. Non-IFRS cloud subscriptions and support revenue was €2.30 billion (€2.00 billion<sup>[2]</sup> at

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<sup>[1]</sup> New cloud bookings consist of all order entry of a given period that is expected to be classified as cloud subscription and support revenue and results from purchases by new customers and from incremental purchases by existing customers. The order amount must be contractually committed (i.e. variable amounts from pay-per-use and similar arrangements are not included). Consequently, due to their uncommitted pay-per-use nature Ariba and Fieldglass transaction-based fees are not reflected in the new cloud bookings metric. Amounts included in the measure are annualized. Concur contributed approximately €0.04 billion to SAP's new cloud bookings in the fourth quarter 2015.

<sup>[2]</sup> For the fourth quarter 2015, Concur contributed approximately €0.16 billion to SAP's Non-IFRS cloud subscriptions and support revenue at constant currencies. The Concur acquisition was closed on December 4<sup>th</sup>, 2014.

constant currencies, achieving the outlook of €1.95 to €2.05 billion at constant currencies) for the full year. Non-IFRS operating profit was €6.35 billion (€5.902 billion at constant currencies, beating the full year outlook of €5.6 - €5.9 billion at constant currencies).

Customer adoption of SAP S/4HANA continues to accelerate sharply, with more than 2,700 customers across all regions at the end of 2015, more than doubling quarter over quarter. SAP S/4HANA, built on

SAP HANA, the most advanced in-memory platform available today, provides the digital core that companies need to reduce complexity, digitize their business and connect every part of their enterprise.

“We decisively beat our full year guidance for cloud and software revenue,” said Bill McDermott, CEO of SAP. “SAP gained significant share against core and best of breed competitors. Across markets and industries SAP is extending its lead as the trusted innovator in the business software industry. Our completeness of vision in the cloud and soaring adoption of S/4HANA gives us tremendous confidence in our business in 2016 and beyond.”

Luka Mucic, CFO of SAP, said: “SAP is unique in combining a growing core and a rapidly expanding cloud business. In particular, S/4HANA is boosting broad customer adoption of our entire innovation portfolio. With our strong top line and the success of our business transformation we generated the highest non-IFRS operating profit in SAP’s history.”

## **BUSINESS OUTLOOK**

The Company is providing the following 2016 outlook:

- Based on the continued strong momentum in SAP’s cloud business the Company expects full year 2016 non-IFRS cloud subscriptions and support revenue to be in a range of €2.95 - €3.05 billion at constant currencies (2015: €2.30 billion). The upper end of this range represents a growth rate of 33% at constant currencies.
- The Company expects full year 2016 non-IFRS cloud and software revenue to increase by 6% - 8% at constant currencies (2015: €17.23 billion).
- The Company expects full-year 2016 non-IFRS operating profit to be in a range of €6.4 billion - €6.7 billion at constant currencies (2015: €6.35 billion).

SAP will report detailed preliminary fourth quarter and full year 2015 results on January 22<sup>nd</sup>.

## FINANCIAL HIGHLIGHTS

### FOURTH QUARTER 2015

€ billion, unless otherwise stated	Fourth Quarter 2015 <sup>1)</sup>						
	IFRS			Non-IFRS <sup>2)</sup>			
	Q4 2015	Q4 2014	% change	Q4 2015	Q4 2014	% change	% change const. curr.
Cloud subscriptions and support	0.63	0.35	81%	0.63	0.36	76%	60%
Software licenses	2.15	1.87	15%	2.15	1.87	15%	11%
Software support	2.60	2.34	11%	2.60	2.34	11%	6%
Software licenses and support	4.75	4.21	13%	4.75	4.21	13%	9%
Cloud and software	5.38	4.56	18%	5.38	4.57	18%	13%
Total revenue	6.35	5.46	16%	6.35	5.47	16%	11%
Operating profit	1.70	1.75	-3%	2.28	2.13	7%	3%
Operating margin (in %)	26.8	32.1	-5.3pp	35.9	38.9	-3.0pp	-2.6pp

1) All figures are preliminary and unaudited.

2) For a detailed description of SAP's non-IFRS measures see [Explanation of Non-IFRS Measures](#) online.

IFRS cloud subscriptions and support revenue was €0.63 billion (2014: €0.35 billion), an increase of 81%. Non-IFRS cloud subscriptions and support revenue was €0.63 billion (2014: €0.36 billion), an increase of 76% (60% at constant currencies). IFRS software licenses revenue was €2.15 billion (2014: €1.87 billion), an increase of 15%. Non-IFRS software licenses revenue was €2.15 billion (2014: €1.87 billion), an increase of 15% (11% at constant currencies). IFRS software licenses and support revenue was €4.75 billion (2014: €4.21 billion), an increase of 13%. Non-IFRS software licenses and support revenue was €4.75 billion (2014: €4.21 billion), an increase of 13% (9% at constant currencies). IFRS cloud and software revenue was €5.38 billion (2014: €4.56 billion), an increase of 18%. Non-IFRS cloud and software revenue was €5.38 billion (2014: €4.57 billion), an increase of 18% (13% at constant currencies). IFRS total revenue was €6.35 billion (2014: €5.46 billion), an increase of 16%. Non-IFRS total revenue was €6.35 billion (2014: €5.47 billion), an increase of 16% (11% at constant currencies).

IFRS operating profit was €1.70 billion (2014: €1.75 billion), a decrease of 3%. Non-IFRS operating profit was €2.28 billion (2014: €2.13 billion), an increase of 7% (3% at constant currencies). IFRS operating margin was 26.8% (2014: 32.1%), a decrease of 5.3 percentage points. Non-IFRS operating margin was 35.9% (2014: 38.9%), a decrease of 3.0 percentage points (2.6 percentage points at constant currencies).

## FULL YEAR 2015

€ billion, unless otherwise stated	Full Year 2015 <sup>1)</sup>						
	IFRS			Non-IFRS <sup>2)</sup>			
	FY 2015	FY 2014	% change	FY 2015	FY 2014	% change	% change const. curr.
Cloud subscriptions and support	2.29	1.09	110%	2.30	1.10	109%	82%
Software licenses	4.84	4.40	10%	4.84	4.40	10%	4%
Software support	10.09	8.83	14%	10.09	8.83	14%	7%
Software licenses and support	14.93	13.23	13%	14.93	13.23	13%	6%
Cloud and software	17.22	14.32	20%	17.23	14.33	20%	12%
Total revenue	20.80	17.56	18%	20.81	17.58	18%	10%
Operating profit	4.25	4.33	-2%	6.35	5.64	13%	5%
Operating margin (in %)	20.4	24.7	-4.2pp	30.5	32.1	-1.6pp	-1.5pp

1) All figures are preliminary and unaudited.

2) For a detailed description of SAP's non-IFRS measures see [Explanation of Non-IFRS Measures](#) online.

IFRS cloud subscriptions and support revenue was €2.29 billion (2014: €1.09 billion), an increase of 110%. Non-IFRS cloud subscriptions and support revenue was €2.30 billion (2014: €1.10 billion), an increase of 109% (82% at constant currencies). IFRS software licenses revenue was €4.84 billion (2014: €4.40 billion), an increase of 10%. Non-IFRS software licenses revenue was €4.84 billion (2014: €4.40 billion), an increase of 10% (4% at constant currencies). IFRS software licenses and support revenue was €14.93 billion (2014: €13.23 billion), an increase of 13%. Non-IFRS software licenses and support revenue was €14.93 billion (2014: €13.23 billion), an increase of 13% (6% at constant currencies). IFRS cloud and software revenue was €17.22 billion (2014: €14.32 billion), an increase of 20%. Non-IFRS cloud and software revenue was €17.23 billion (2014: €14.33 billion), an increase of 20% (12% at constant currencies). IFRS total revenue was €20.80 billion (2014: €17.56 billion), an increase of 18%. Non-IFRS total revenue was €20.81 billion (2014: €17.58 billion), an increase of 18% (10% at constant currencies).

IFRS operating profit was €4.25 billion (2014: €4.33 billion), a decrease of 2%. Non-IFRS operating profit was €6.35 billion (2014: €5.64 billion), an increase of 13% (5% at constant currencies). IFRS operating margin was 20.4% (2014: 24.7%), a decrease of 4.2 percentage points. Non-IFRS operating margin was 30.5% (2014: 32.1%), a decrease of 1.6 percentage points (1.5 percentage points at constant currencies).

## **Additional Information**

2015 revenue and profit figures include the full revenue and profit from Concur and Fieldglass. The comparative numbers for 2014 include Concur and Fieldglass starting December 4 and May 2, respectively.

For a more detailed description of all of SAP's non-IFRS measures and their limitations as well as our constant currency and free cash flow figures see [Explanation of Non-IFRS Measures](#) online.

## **À propos de SAP**

Leader des applications d'entreprise, SAP (NYSE : SAP) fournit aux entreprises de toutes tailles et de tous secteurs les moyens logiciels d'une meilleure gestion. Du back office à la direction, de l'entrepôt à la vente, quel que soit le terminal d'utilisation (ordinateur, terminal mobile), les applications SAP permettent aux collaborateurs et aux organisations de travailler plus efficacement ensemble et de s'appuyer sur des tableaux de bord personnalisés afin de conserver leur avance dans un contexte concurrentiel. Les applications et services SAP offrent à plus de 293 500 clients la possibilité d'être rentables, de s'adapter continuellement et de croître durablement. Pour plus d'informations, consultez le site [www.sap.com](http://www.sap.com).

## **Note aux éditeurs :**

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