Third Quarter 2026 Results

Christian Klein, CEO
Dominik Asam, CFO

October 21, 2026

Public

Safe Harbor Statement

During this presentation we will make forward-looking statements which are predictions, projections, or other statements about future events. These statements are based on current expectations, forecasts, and assumptions that are subject to risks and uncertainties that could cause actual results and outcomes to materially differ. Additional information regarding these risks and uncertainties may be found in our filings with the Securities and Exchange Commission, including but not limited to the risk factors section of SAP's 2025 Annual Report on Form 20-F.

Public

Christian Klein

CEO

Q3 was an outstanding quarter

Current cloud backlog

€ millions

24,144

▲ +28% (+26% @cc)

Cloud revenue

€ millions

6,668

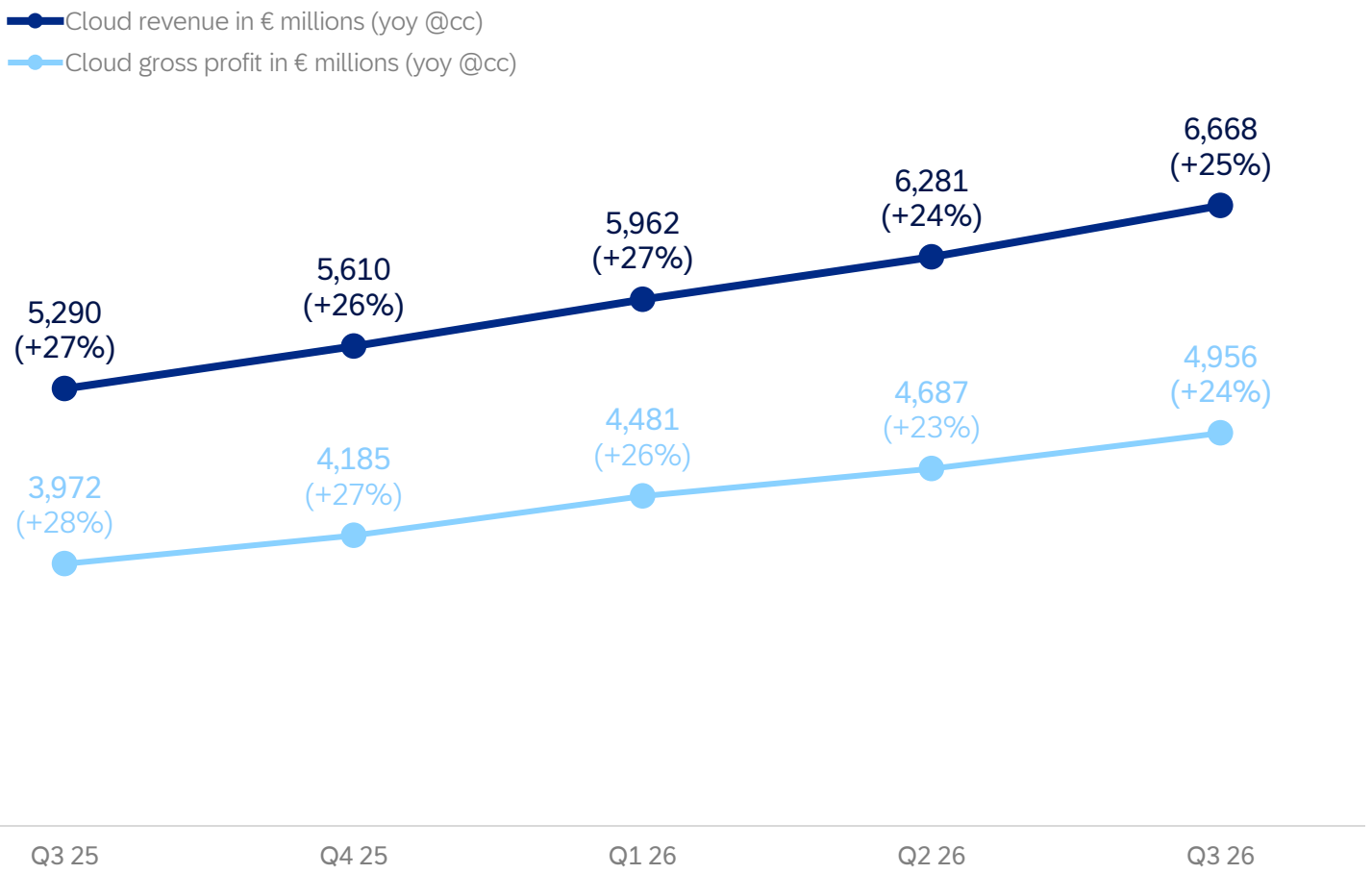
▲ +26% (+25% @cc)

Cloud ERP Suite revenue

€ millions

5,924

▲ +29% (+28% @cc)



All numbers are in € millions, non-IFRS unless otherwise stated.

Public


AstraZeneca

A5X


Aydem
energy

BERTELSMANN

Bitzer

BRITANIA

BLACKROLL

CHERY

COMMERZ REAL

CUC UNIVERSIDAD DE LA COSTA

DECATHLON

DESA

DOUGLAS
GROUP

Eldorado
Brasil

ELEGRP

enersuisse

Fairstone Bank

Fraport

GBMX
GREENBRIER MAXION

GRUPO SBF

helvetia

Henkel

H&M

HUGO BOSS

infineon

Infineum

Infosys

kao
Kirei-Making Life Beautiful

krannich

MAN
Industries (India) Ltd
the line pipe people

NAGEL-GROUP

neg.

NTN

NTT DATA

Petroplus

RITTAL

Roche

SICK
Sensor Intelligence

Thalia

TOYOTA

wanzl

wipro

ZAPATA

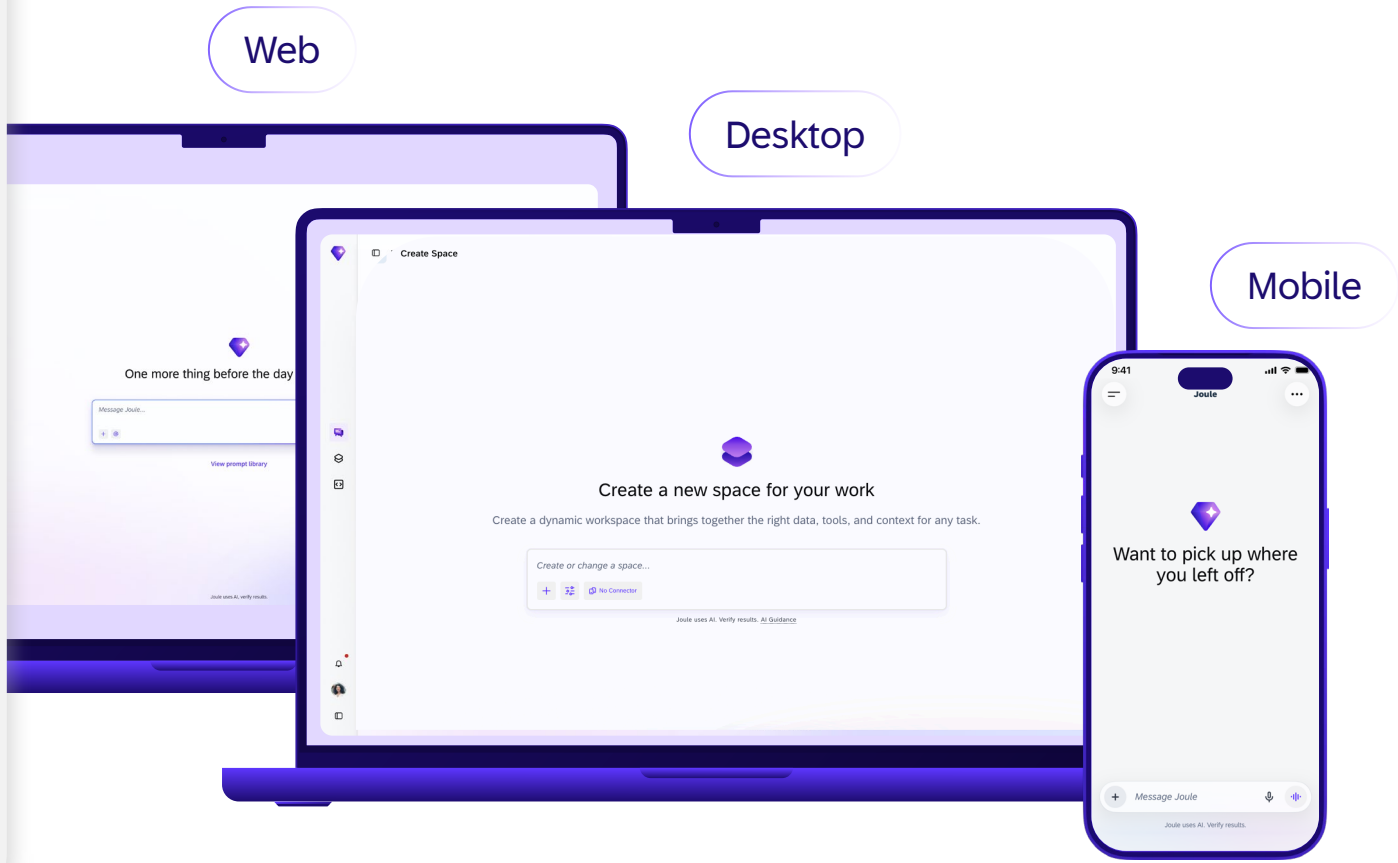
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Joule Work

Conversations

Spaces

Joule Studio



Public

The Autonomous Enterprise coming to life

accenture

“Our Joule journey is not about deploying another AI tool; it's about helping us work differently across Finance.”

Danfoss

"The Sourcing Assistant has significantly improved the efficiency and quality of RFP creation. It provides valuable support throughout the sourcing process and its negotiation guidance and Agentic Thinking capabilities enable faster access to sourcing insights, allowing procurement professionals to focus more on strategy, supplier engagement, and value creation."

MR Reinhausen

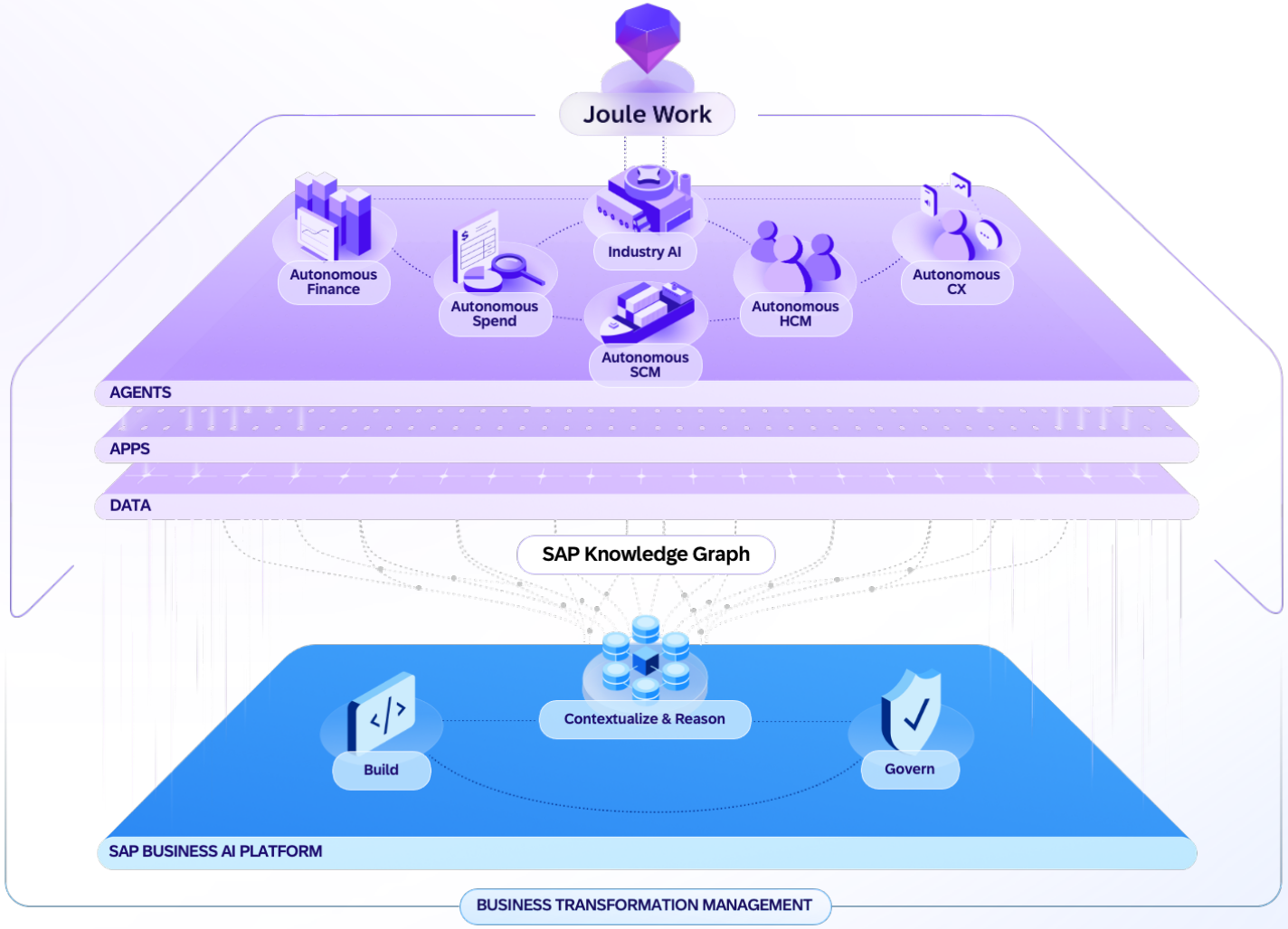
“Partnering within the Early Adopter program for Joule Work Desktop has delivered more momentum in just a few months than we saw in all the years before. We see huge potential in making access to our SAP S/4HANA data significantly easier and faster through natural language. This has the potential to permanently transform how our teams interact with business data.”

BMW | CONA SERVICES LLC | ENGIE | IBM | Mahindra | Nestlé | PILLER Blowers & Compressors

Public

Powering the Autonomous Enterprise

SAP Autonomous Suite



Public

Turning SAP into an Autonomous Enterprise

Engineering & Technology

~70%
increase of code pull requests merged into the codebase per developer (YTD)

~100
in-person AI code camps and AI trainings delivered

Go-to-Market

Up to **80%**
time reduction in customer research and preparation with AI assistance

Up to **50%**
faster AI-assisted sales planning

>110k
Joule Work Desktop users

>90%
reported positive experience with Joule Work Desktop

20%
productivity gains across central functions

>€2bn
efficiency run rate by end of 2028

Public

Dominik Asam

CFO

SAP Q3 2026 financial results

Current cloud backlog
€ millions

24,144
▲ +28% (+26% @cc)

Total revenue
€ millions

10,270
▲ +13% (+12% @cc)

Cloud & software revenue
€ millions

9,249
▲ +15% (+14% @cc)

Cloud revenue
€ millions

6,668
▲ +26% (+25% @cc)

Cloud ERP Suite revenue
€ millions

5,924
▲ +29% (+28% @cc)

Cloud gross profit (Cloud gross margin in %)
€ millions

IFRS	Non-IFRS
4,930	**4,956**
73.9%	**74.3%**
▲ +25%	▲ +25% (+24% @cc)

Gross profit (Gross margin in %)
€ millions

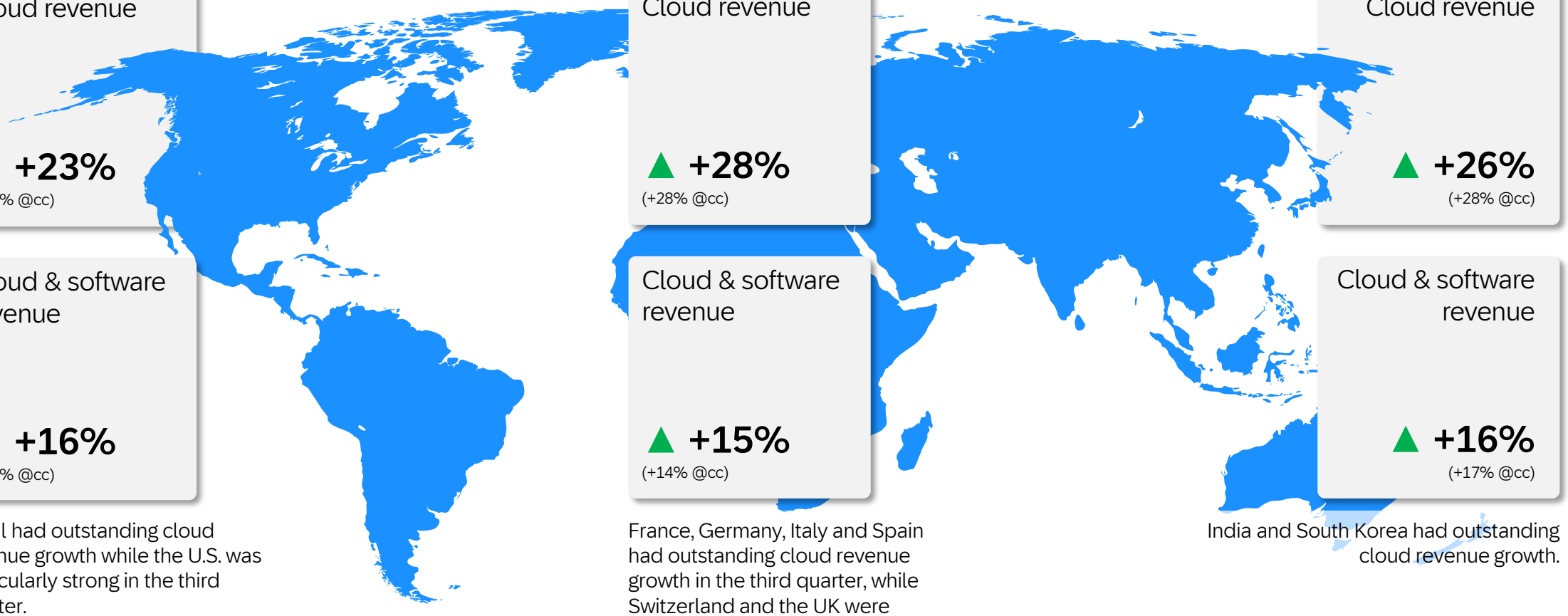
IFRS	Non-IFRS
7,510	**7,543**
73.1%	**73.4%**
▲ +13%	▲ +13% (+12% @cc)

Operating profit
€ millions

IFRS	Non-IFRS
2,930	**3,030**
▲ +18%	▲ +18% (+18% @cc)

Public

Regional revenue performance



AMERICAS

Cloud revenue

▲ +23%
(+21% @cc)

Cloud & software revenue

▲ +16%
(+14% @cc)

Brazil had outstanding cloud revenue growth while the U.S. was particularly strong in the third quarter.

EMEA

Cloud revenue

▲ +28%
(+28% @cc)

Cloud & software revenue

▲ +15%
(+14% @cc)

France, Germany, Italy and Spain had outstanding cloud revenue growth in the third quarter, while Switzerland and the UK were particularly strong.

APJ

Cloud revenue

▲ +26%
(+28% @cc)

Cloud & software revenue

▲ +16%
(+17% @cc)

India and South Korea had outstanding cloud revenue growth.

Revenues calculated based on customer location; individual country highlights are based on Non-IFRS at constant currencies

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Revenue and gross profit development

Non-IFRS in € millions, unless otherwise stated	Revenue			Gross profit (Gross margin %)		
	Q3 2026	Δ in %	Δ in % @cc	**Q3 2026**	Δ in %	Δ in % @cc
Cloud	**6,668**	26	25	**4,956** (74.3)	25	24
SaaS/PaaS	**6,612**	27	26			
IaaS	**56**	-27	-27			
Software licenses and support	**2,581**	-5	-6	**2,326** (90.1)	-4	-5
Cloud and software	**9,249**	15	14	**7,282** (78.7)	14	13
Services	**1,021**	-4	-5	**261** (25.6)	-13	-14
Total	**10,270**	13	12	**7,543** (73.4)	13	12

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Tax rate, cash flow, and earnings per share

Effective tax rate
Q3 | percent

IFRS	Non-IFRS
24.4	25.8
▼ -0.9pp	▼ -2.1pp

Operating cash flow
Q3 | € millions

1,920

▲ +28%

Free cash flow
Q3 | € millions

1,718

▲ +36%

Earnings per share
Q3 | €

IFRS		Non-IFRS
Basic	Diluted	Basic
1.96	1.94	1.89
▲ +14%	▲ +14%	▲ +19%

Public

2026 financial outlook[1]

Cloud revenue

€ billions @cc

25.8 – 26.2

towards the upper end of the outlook range

▲ +23% – 25% (2025: 21.02)

Cloud & software revenue

€ billions @cc

36.3 – 36.8

towards the upper end of the outlook range

▲ +12% – 13% (2025: 32.54)

Current cloud backlog growth

percent @cc

slightly decelerate

(2025: 25%)

Operating profit

€ billions @cc

Non-IFRS

11.8 – 12.2

▲ +13% – 17% (2025: 10.42)

Free cash flow

€ billions

approx. 10

(2025: 8.24)

Effective tax rate

percent

Non-IFRS

approx. 29

(2025: 30.5)

2026 non-financial outlook

Employee Engagement Index

percent

74 – 78

(2025: 76%)

Cloud Customer Satisfaction

percent

75 – 76

(2025: 75%)

Carbon emissions

megatons

steadily decrease

(2025: 3.6)

Business Health Culture Index

percent

80 – 82

(2025: 81%)

SAP further expects:

- Constant currencies total revenue growth in 2026 to remain at similar levels as in 2025 (10.6%) and to accelerate in 2027.
- Total operating expenses (non-IFRS) to grow at 80% to 90% of total revenue growth in 2027.
- Constant currencies software support revenue decline rate to accelerate in the coming years as a consequence of an acceleration of customers transforming to the cloud.

1) 2026 financial outlook is based on constant currencies assumptions, including an exchange rate of 1.13 US Dollar per Euro. SAP's current cloud backlog outlook for full-year 2026 is based on the assumption of a stable macroeconomic environment in the fourth quarter.

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Q&A

Public

Thank you

Appendix

Income statement: third quarter 2026

Due to rounding, numbers may not add up precisely

	IFRS			Non-IFRS			
€ millions, unless otherwise stated	**Q3 26**	Q3 25	Δ %	**Q3 26**	Q3 25	Δ %	Δ % @cc
Cloud	**6,668**	5,290	26	**6,668**	5,290	26	25
Software licenses	147	161	-9	147	161	-9	-9
Software support	2,434	2,565	-5	2,434	2,565	-5	-6
Software licenses and support	2,581	2,726	-5	2,581	2,726	-5	-6
Cloud and software	**9,249**	8,016	15	**9,249**	8,016	15	14
Services	1,021	1,060	-4	1,021	1,060	-4	-5
Total revenue	**10,270**	9,076	13	**10,270**	9,076	13	12
Total operating expenses	-7,341	-6,589	11	-7,241	-6,510	11	10
Operating profit (loss)	**2,930**	2,487	18	**3,030**	2,566	18	18
Other non-operating income/expense, net	-24	46	N/A	-24	46	N/A	
Financial income, net	96	212	-55	-80	-44	84	
Profit (loss) before tax	**3,002**	2,745	9	**2,926**	2,569	14	
Income tax expense	-734	-694	6	-755	-717	5	
Profit (loss) after tax	**2,269**	2,051	11	**2,171**	1,852	17	
Operating margin (in %)	28.5	27.4	1.1pp	29.5	28.3	1.2pp	1.5pp
Earnings per share, basic (in €)	1.96	1.72	14	1.89	1.59	19	

Income statement: first nine months 2026

Due to rounding, numbers may not add up precisely

	IFRS			Non-IFRS			
€ millions, unless otherwise stated	**Q1-Q3 26**	Q1-Q3 25	Δ %	**Q1-Q3 26**	Q1-Q3 25	Δ %	Δ % @cc
Cloud	**18,911**	15,413	23	**18,911**	15,413	23	25
Software licenses	395	538	-27	395	538	-27	-26
Software support	7,342	7,969	-8	7,342	7,969	-8	-6
Software licenses and support	7,736	8,507	-9	7,736	8,507	-9	-7
Cloud and software	**26,648**	23,920	11	**26,648**	23,920	11	14
Services	3,055	3,196	-4	3,055	3,196	-4	-3
Total revenue	**29,703**	27,116	10	**29,703**	27,116	10	12
Total operating expenses	-21,390	-19,840	8	-21,063	-19,527	8	10
Operating profit (loss)	**8,313**	7,276	14	**8,639**	7,590	14	17
Other non-operating income/expense, net	-39	53	N/A	-39	53	N/A	
Financial income, net	481	387	24	-199	-168	18	
Profit (loss) before tax	**8,755**	7,715	13	**8,401**	7,474	12	
Income tax expense	-2,331	-2,119	10	-2,401	-2,194	9	
Profit (loss) after tax	**6,424**	5,596	15	**6,001**	5,280	14	
Operating margin (in %)	28.0	26.8	1.2pp	29.1	28.0	1.1pp	1.3pp
Earnings per share, basic (in €)	5.50	4.70	17	5.20	4.53	15	

Gross margin development

Non-IFRS, in percent	Q1 25	Q2 25	Q3 25	Q4 25	**FY 25**	Q1 26	**Q2 26**	**Q3 26**
Cloud	75.0	75.2	75.1	74.6	**75.0**	75.2	74.6	74.3
Software licenses & support	90.1	89.0	88.9	90.4	**89.6**	88.9	89.8	90.1
Cloud & software	80.6	80.1	79.8	80.1	**80.1**	79.3	79.0	78.7
Services	21.8	24.9	28.4	25.3	**25.1**	23.1	25.1	25.6
Total gross margin	73.6	73.6	73.8	74.1	**73.8**	73.4	73.4	73.4

Public

Cost ratios: third quarter 2026 | Total revenue: €10.3bn

Non-IFRS as percent of total revenue

Research & development



18.1% **€1.9bn**

+0.0pp | +0.1pp @cc

Sales & marketing



21.7% **€2.2bn**

-1.6pp | -1.8pp @cc

General administration



3.9% **€0.4bn**

-0.1pp | -0.1pp @cc

Cost ratios: first nine months 2026 | Total revenue: €29.7bn

Non-IFRS as percent of total revenue

Research & development



18.2% **€5.4bn**

+0.0pp | -0.1pp @cc

Sales & marketing



22.1% **€6.6bn**

-1.3pp | -1.4pp @cc

General administration



3.8% **€1.1bn**

-0.2pp | -0.2pp @cc

Balance sheet condensed: Sep 30, 2026 – IFRS

Due to rounding, numbers may not add up precisely

Assets

€ millions	09/30/26	12/31/25
Cash, cash equivalents and other financial assets	10,997	9,771
Trade and other receivables	6,976	6,666
Other current assets	4,142	3,809
Total current assets	**22,115**	**20,247**
Goodwill	31,216	29,015
Intangible assets	2,796	2,282
Property, plant, and equipment	4,549	4,497
Other non-current assets	15,661	14,317
Total non-current assets	**54,221**	**50,111**
Total assets	**76,336**	**70,358**

Equity and liabilities

€ millions	09/30/26	12/31/25
Trade and other payables	3,002	2,433
Provisions	108	538
Contract liabilities, current	8,158	6,574
Other liabilities	7,842	7,865
Total current liabilities	**19,110**	**17,409**
Financial liabilities	8,535	6,021
Provisions	629	550
Contract liabilities, non-current	213	144
Other non-current liabilities	1,388	1,161
Total non-current liabilities	**10,765**	**7,875**
Total liabilities	**29,875**	**25,284**
Total equity	**46,461**	**45,073**
Total equity and liabilities	**76,336**	**70,358**

Cash flow development

Due to rounding, numbers may not add up precisely

€ millions, unless otherwise stated	Q1-Q3 2026	Q1-Q3 2025	Δ in %
Operating cash flow	**8,586**	**7,859**	9
– Purchase of PPE & intangibles	-521	-559	-7
– Proceeds from sales of PPE & intangibles	85	110	-22
– Payments of lease liabilities	-182	-204	-11
Free cash flow	**7,968**	**7,205**	11
Free cash flow in percent of profit after tax (IFRS)	124	129	-5pp
Free cash flow in percent of total revenue	27	27	+0pp

Net debt

Due to rounding, numbers may not add up precisely

€ millions, unless otherwise stated	**2026**	2025
Net liquidity (+)/Net Debt (-) | 12/31/2025 | PY: 12/31/2024	**3,381**	1,695
Net cash flows from operating activities	8,586	7,859
Capital expenditure	-521	-559
Proceeds from sales of PPE & intangibles	85	110
Payments of lease liabilities	-182	-204
Business combinations	-1,829	-700
Dividends	-2,883	-2,743
Treasury shares	-4,124	-1,937
Interest payments, net	-152	-133
Other	-147	-934
Net liquidity (+)/Net Debt (-) | 09/30/2026 | PY: 09/30/2025	**2,213**	2,453

Additional outlook information and Non-IFRS adjustments

The company expects a full-year 2026 effective tax rate (Non-IFRS) of approximately 29% (2025: 30.5%).

Non-IFRS adjustments	Actual Amounts Q3 2025	Actual Amounts Q3 2026	**Est. Amounts FY 2026**
Acquisition-related charges	€96m	€104m	€340m to €420m
Restructuring charges	-€18m	-€3m	€0m to €20m
Teradata litigation expenses	€0m	€0m	€29m
Gains and losses from equity securities, net	-€256m	-€176m	N/A[1]

[1)] Due to the uncertainty and potential variability of gains and losses from equity securities, we cannot provide an estimate for the full year without unreasonable efforts. This item could however have a material impact on our non-IFRS measures below operating profit

Expected currency impact

Expected currency impact based on September 30, 2026 level applied for 2026

While SAP's 2026 financial outlook for the income statement parameters is at constant currencies (including an average exchange rate of 1.13 USD per EUR), actual currency reported figures are expected to be impacted by currency exchange rate fluctuations as the company progresses through the year, as reflected in the table below.

in percentage points	Q4 26	FY 2026
Cloud revenue growth	2.0pp	-1.5pp
Cloud and software revenue growth	1.5pp	-1.0pp
Operating profit growth (non-IFRS)	1.0pp	-2.0pp

This includes an exchange rate of 1.14 USD per EUR.