

## Key Figures (IFRS, unaudited) for Q4 2014 compared to Q3 2014

in € millions	Q4/2014	Q3/2014	Δ in % as pro forma at constant currency	Δ in % as stated
<b>BPE revenue</b>	118.1	96.6	+21	+22
BPE licenses	60.2	42.2	+41	+43
BPE maintenance	57.9	54.3	+5	+7
<b>ETS revenue</b>	77.0	61.3	+25	+26
ETS licenses	38.4	21.9	+74	+75
ETS maintenance	38.4	39.3	-3	-2
<b>License revenue</b>	98.6	64.2	+53	+54
<b>Maintenance revenue</b>	96.4	93.6	+1	+3
<b>Product revenue</b>	195.0	157.8	+22	+24
Consulting	52.2	47.7	+9	+9
<b>Total revenue</b>	247.3	205.6	+19	+20
<b>Sales &amp; marketing expenses</b>	-71.9	-57.4	-	+25
<b>Research &amp; development expenses</b>	-28.1	-27.2	-	+3
<b>EBIT*</b>	71.4	49.1	-	+45
<i>as % of total revenue</i>	28.9%	23.9%		
<b>Operating earnings (non-IFRS)**</b>	88.4	62.8	-	+41
<i>as % of total revenue</i>	35.7%	30.5%		
<b>Net income</b>	47.4	30.4	-	+56
<b>Earnings per share (in €)</b>	0.60	0.38	-	+58
<b>Free cash flow</b>	47.0	19.4	-	+142

\* = consolidated net income + income tax + other tax + financial result

\*\* = EBITA adjusted for reduction of acquisition-related product revenue by purchase price allocation, other acquisition effects, share-based payment, restructuring/severance payments and operating income of divested units (IDS Consulting) from Q2 2014.