

Key Figures for Q1 2014
IFRS, unaudited

in € millions	Q1/2014	Q1/2013	Change in % (at constant currency)
BPE licenses	43.7	41.9	+10
BPE maintenance	51.6	48.4	+11
BPE revenue	95.3	90.3	+11
as % of total revenue	46	40	
ETS revenue	51.1	64.5	-15
as % of total revenue	24	29	
Product revenue (Software AG products)	146.2	154.6	0
Consulting	62.5	70.1	-9
thereof BPE and ETS services	48.7	49.0	+2
Total revenue	208.9	224.9	-3
Sales & marketing expenses	69.4	72.8	
Research & development expenses	27.2	26.2	
Operating earnings (non-IFRS)**	43.0	48.9	
EBIT*	30.5	41.6	
Net income	18.6	27.2	
Earnings per share (in €)	0.23	0.32	
Free cash flow	47.8	62.7	
	March 31, 2014	Dec. 31, 2013	
Total assets	1,935.9	1,996.9	
Cash and cash equivalents	421.4	450.0	
Net debt	191.5	163.4	
Equity ratio as %	47	48	
Employees (FTE)	5,108	5,300	

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

** = EBIT adjusted for amortization on acquisition related intangible assets, reduction of acquisition related product revenue by purchase price allocation, other acquisition impacts, share based payment and restructuring/severances