

Key Figures (IFRS, unaudited) for Q4 2014 compared to Q4 2013

in € millions	Q4/2014	Q4/2013	Δ in % as pro forma at constant currency
BPE revenue	118.1	126.7	-10
BPE licenses	60.2	73.6	-21
BPE maintenance	57.9	53.1	+6
ETS revenue	77.0	75.2	0
ETS licenses	38.4	36.0	+4
ETS maintenance	38.4	39.0	-3
License revenue	98.6	110.9	-13
Maintenance revenue	96.4	93.5	+2
Product revenue	195.0	204.4	-7
SAP Consulting	0	16.7	-
Consulting (without divestments)	52.2	52.9	-3
Total revenue (without divestments)	247.3	254.8	-5
Sales & marketing expenses	-71.9	-80.8	-
Research & development expenses	-28.1	-29.4	-
EBIT*	71.4	70.4	-
<i>as % of total revenue</i>	28.9%	25.9%	
Operating earnings (non-IFRS)**	88.4	83.8	-
<i>as % of total revenue</i>	35.7%	30.8%	
Net income	47.4	46.9	-
Earnings per share (in €)	0.60	0.57	-
Free cash flow	47.0	53.5	-

* = 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.