



Annual Report for

SAP Danmark A/S

11935680

Annual Report was approved at
the Annual General Meeting
11. May 2021

Christian Larsen Pedersen
Chairman

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Submission information

Report

Information on type of submitted report

Årsrapport

Entity

Identification number [CVR]

11935680

Name

SAP Danmark A/S

Date of foundation

1988-01-01

Registered office

Copenhagen

Telephone number

4539133000

Homepage

www.sap.com/denmark

E-mail

info.denmark@sap.com

Address , street name

Lautrupsgade

Address , street building identifier

11

Address , post code identifier

2100

Address , district name

Copenhagen

Auditor

Identification number

mne19737

First name and surname

David Olafsson

Identification number [CVR] of audit firm

25578198

Name of audit firm

KPMG Statsautoriseret Revisionspartnerselskab

Description

State Authorised Public Accountant

Address , street name

Dampfaergevej

Address , street building identifier

28

Address , post code identifier

2100

Address , district name

Copenhagen

Executive board

First name and surname of member (1)

Marika Auramo

Title of member (1)

Board member

Supervisory board

First name and surname of member (1)

Christian Larsen Pedersen

Title of member (1)

Chairman of the Board

First name and surname of member (2)

Jørn Bo Jacobsen

Title of member (2)

Board member

First name and surname of member (3)

Marika Auramo

Title of member (3)

Board member

Information on enterprise submitting report

Identification number [CVR] of submitting enterprise

11935680

Name of submitting enterprise

SAP DANMARK A/S

Address of submitting enterprise, street and number

Lautrupsgade 11

Address of submitting enterprise, post code and district name

2100 København Ø

Other informations

Information on type of submitted report

Årsrapport

Reporting period start date

2020-01-01

Reporting period end date

2020-12-31

Preceding reporting period start date

2019-01-01

Preceding reporting period end date

2019-12-31

Date of general meeting or date of approval on annual report meeting

2021-05-11

First name and surname of chairman of general meeting or person, who acts as chairman

Christian Larsen Pedersen

Class of reporting entity

Reporting class C, large enterprise

Type of auditor assistance

Revisionspåtegning

Tool for preparing the XBRL-instance document

xWizard version 1.1.1030.0, by EasyX Aps.

www.easyx.eu

Currency:

DKK

Statement by executive and supervisory boards

Identification of approved annual report

The Board of Directors and the Executive Board have today discussed and approved the annual report of SAP Danmark A/S for the financial year 1 January – 31 December 2020.

Confirmation that annual report is presented in accordance with requirements provided for by legislation, any standards and requirements provided by articles of association or by agreement

The Annual Report is prepared in accordance with the Danish Financial Statements Act.

Confirmation that financial statements gives true and fair view of assets, liabilities, equity, financial position and results

In our opinion, the financial statements give a true and fair view of the Company's financial position as at 31 December 2020 and of the results of the Company's operations for the financial year 1 January – 31 December 2020.

Management's statement about management's review

Further, in our opinion, the Management's review gives a fair review of the development in the Company's operations and financial matters and the results of the Company's operations and financial position.

Recommendation of annual report for approval by general meeting

We recommend the adoption of the Annual Report at the Annual General Meeting.

Date of approval of annual report

Copenhagen, 11. May 2021

Executive board

Marika Auramo
Board member

Supervisory board

Christian Larsen Pedersen
Chairman of the Board

Jørn Bo Jacobsen
Board member

Marika Auramo
Board member

Auditor's reports

The independent auditor's reports (Audit)

Independent auditor's report

Addressee of auditor's report on audited financial statements

To the shareholders of SAP Danmark A/S

Opinion on audited financial statements (audit)

Opinion

We have audited the financial statements of SAP Danmark A/S for the financial year 1 January – 31 December 2020 comprising income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 December 2020 and of the results of the Company's operations for the financial year 1 January – 31 December 2020 in accordance with the Danish Financial Statements Act.

Basis for conclusion (Audit)

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report.

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these rules and requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Statement on management's review [Auditor's report on audited financial statements]

Statement on the Management's review

Management is responsible for the Management's review.

Our opinion on the financial statements does not cover the Management's review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the Management's review and, in doing so, consider whether the Management's review is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the Management's review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the Management's review is in

accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statement Act. We did not identify any material misstatement of the Management's review.

Statement of executive and supervisory board's responsibility for financial statements (Audit)

Management's responsibility for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act and for such internal control, that Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Statement of auditor's responsibility for the audit of the financial statements (Audit)

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance as to whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements in Denmark will always detect a material misstatement when it exists. Misstatements may arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of financial statement users made on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also

- identify and assess the risks of material misstatement of the company financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence

obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

— evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Copenhagen

11. May 2021

David Olafsson

State Authorised Public Accountant

mne19737

KPMG Statsautoriseret Revisionspartnerselskab

25578198

Operating Review

Management's review

Operating Review

The Company's business review

SAP vision is to help the world run better and improve people's lives. Together with our broad ecosystem of partners, this

comes to life as we help our customers master complexity and innovate and transform to become sustainable digital

businesses. SAP is involved in driving innovation in all fields of the digital economy, such as the Internet of Things, machine

learning, and artificial intelligence.

In the past years, we have built our success in the business applications market by expanding our product portfolio to help

companies meet the needs of the digital economy. We have organically innovated with ground-breaking technology such as

SAP HANA and software such as SAP S/4HANA. We have also expanded our portfolio through acquisitions by integrating

valuable assets in the cloud and business network spaces.

To serve its purpose and to respond to the changing market conditions, SAP has evolved the Intelligent Enterprise strategy

by emphasizing key principles to drive innovation, integration, and agility, as well as speed. The components of the Intelligent

Enterprise are detailed below

— A business network which brings together cross-company business processes. The network builds on the digital supply

chain, procurement, logistics, asset management, travel and expense, contingent workforce, and platform solutions.

— A business process intelligence which aims to enable companies to quickly understand, improve, transform, and manage

their business processes at scale. It provides one common foundation for a business process semantic layer, which contains

capabilities for process insights and process improvements.

— An experience management solutions which bring experience data into an intelligent enterprise, connecting user, customer,

brand, and employee sentiment in every decision and action.

— An intelligent suite which is the base on which to run agile, integrated end-to-end business processes. It helps manage

business-critical elements of the organization – employees, customers, products, spend, finance, and IT.

— An industry cloud which allows customers to discover and deploy vertical solutions from SAP and its partners. SAP aims to

apply industry best practices and extend current business processes.

— A sustainability management solutions which help customers minimize carbon footprints, reduce waste through

responsible supply chain management, and enable diversity across all business practices.

A business technology platform which is a foundation layer, which provides data management and analytics and is the hub for application integration and extension. It also allows customers to use embedded intelligent technologies such as AI, robotic process automation, machine learning, and the Internet of Things.

To complete own technology provisioning, SAP pursue a balanced cloud approach by lifting its existing base of customers to state-of-the-art cloud delivery on an SAP converged cloud running in SAP data centers or on hyperscalers.

Product and services

SAP works to deliver an intelligent enterprise that brings together machine and human intelligence across all business functions to provide value to customers.

Procurement

The Company Intelligent Spend Management portfolio brings together SAP Ariba, SAP Concur, and SAP Fieldglass solutions.

Integrated with SAP S/4HANA, these solutions aim to help customers manage the three primary categories of supplier

spending: procurement of indirect and direct goods; travel and expense; and external workforce management.

SAP Ariba solutions offer a digital business-to-business marketplace that aims to help users collaborate on transactions and

to enable customers to manage procurement processes.

SAP Fieldglass solutions are cloud applications for services procurement and contingent workforce management designed to

help organizations optimize their use of external talent resources. These solutions aim to increase our customers' operational agility and accelerate business outcomes.

SAP Concur solutions for travel and expense spend management are cloud offerings designed to deliver a connected spend

management system, which encompasses travel, expense, invoice, compliance, and risk.

Human Resources (HR)

SAP SuccessFactors Human Experience Management (HXM) Suite is the cloud software that aims to help develop, manage,

and engage people. HXM solutions from SAP provide offerings for core HR and payroll, talent management, employee

experience, HR analytics, and workforce planning. Integrated functionality from Qualtrics solutions is featured in experience

management bundles for HR as well.

Enterprise Information Management

SAP solutions for enterprise information management (EIM) provide capabilities to understand, integrate, cleanse, manage,

associate, and archive data. This includes SAP Data Intelligence technology, SAP software such as SAP S/4HANA, SAP

Customer Experience solutions, and the SAP BW/4HANA solution, as well as third-party systems.

Database and Data Management

The architecture in SAP HANA allows both transactional processing for data capture and retrieval and analytical processing for business intelligence and reporting. It enables businesses to process and analyze live data and make business decisions based on the most up-to-date information.

Analytics

SAP Analytics Cloud is a cloud analytics solution running on SAP HANA that brings together the domains of business

intelligence, predictive capabilities, and enterprise planning. Customers can discover, analyze, plan, and predict in one

solution. It provides a single user experience across all devices to help customers make business decisions.

SAP BusinessObjects Business Intelligence is a suite of flexible and scalable selfservice BI tools designed to give customers

discovery and insights in real time.

SAP Data Warehouse Cloud is a cloud data warehouse solution for business and IT users with capabilities for data integration,

database, data warehousing, and analytics.

SAP BW/4HANA is our on-premise data warehouse solution built entirely on SAP HANA. It includes an analytics layer that

processes data directly in-memory in the database instead of the application layer, as is the case with traditional analytical

engines.

Application Development and Integration

SAP Integration Suite is an enterprise integration suite for hybrid and heterogenous environments that aims to help customers

with holistic integration across different integration styles,

SAP Extension Suite is the extension layer for SAP BTP. The suite aims to help realize faster time to value by providing ready-

to-use business services designed to accelerate and simplify the development of application extensions.

Intelligent Technologies

SAP Internet of Things (SAP IoT) offers a managed cloud solution that aims to generate business outcomes by combining real-

world usage data from sensors and devices with business semantics, such as master and transactional data.

Artificial Intelligence (AI) functionality has been integrated into some of our product portfolio to provide intelligent capabilities.

We have continued to broaden AI integration throughout our software portfolio.

SAP Intelligent Robotic Process Automation technology refers to an automation suite in which software robots are designed

to mimic human actions and responses, and where manual steps are replaced by automated, definable, and repeatable

business processes across lines of business. Integrated with SAP Intelligent Business Process Management services and the

SAP Ruu solution, SAP Intelligent RPA is intended to automate both SAP and third-party applications and provide prebuilt

bots to automate tasks around SAP S/4HANA.

These services and support products are underpinned by our collaborative platform, advisory services that provide customers with intelligent guidance, and the SAP ecosystem.

SAP Danmark A/S offers consulting and training services relating to SAP's software solutions.

SAP Danmark A/S is a wholly owned subsidiary of SAP SE. The Company works closely together with SAP Norge AS, SAP

Svenska AB and SAP Finland Oy as well as the Baltic countries via SAP Nordic. As part of SAP's global strategy, SAP Danmark

A/S is also closely tied to SAP's European organisation (SAP North Europe). Company is managed by Nordic Managing

Director, Nordic CFO, Country Managing Director for SAP Danmark A/S and CFO for SAP Denmark.

Financial review

Revenue for the year amounted to DKK 1.957.605 thousand compared to DKK 2.025.791 thousand last year. Profit for the year

before tax amounted to DKK 203.650 thousand compared to DKK 257.797 thousand last year, whereas profit after tax

amounted to DKK 159.659 thousand compared to DKK 200.965 thousand last year.

Operating Review (Continued)

Description of any uncertainty connected with recognition or measurement

Material events during the financial period

Covid-19

The management bases the judgments, estimates, and assumptions on historical and forecast information, as well as on

regional and industry economic conditions in which the Company or the Company's customers operate, changes to which

could adversely affect the management's estimates. Due to the currently unforeseeable global consequences of the Covid-19

pandemic, these management judgments and estimates are subject to increased uncertainty. All available information on the

expected economic developments and governmental mitigation measures was included when updating the management

judgments and estimates. This information was also included in the analysis of the recoverability and collectability of assets

and receivables.

As the pandemic continues to evolve, it is difficult to predict its duration and the magnitude of its impact on assets, liabilities,

results of operations, and cash flows. The management applied a scenario that assumes the Covid-19 situation will begin to

recover as vaccine programs roll out globally, leading to a gradually improving demand environment in the second half of 2021.

Although the management believes to have made reasonable estimates about the ultimate resolution of the underlying

uncertainties, no assurance can be given that the final outcome of these matters will be consistent with what is reflected in the

Company's assets, liabilities, revenues, and expenses. Actual results could differ from original estimates.

Description of expected development

Outlook

SAP Danmark A/S had a strong and successful 2020, despite Covid-19 pandemic.

SAP Danmark A/S has strong ambitions for sustainable business success, both for our company and for our customers. We

believe the most important indicators to measure this success comprise both financial and non-financial indicators: growth, profitability, customer loyalty, and employee engagement.

By developing software, providing software and services to the customers, and engaging them in feedback, the Company

immediately generates results for SAP such as growth, profitability, employee engagement, and customer loyalty. Value

creation for the customer is realised when they implement the software and services to support their business and help achieve

their own visions and purposes.

In January 2021, SAP introduced RISE with SAP, a new single offer on a single contract that supports a customer's

transformation journey to an intelligent enterprise. RISE with SAP provides a path to the cloud for customers, without high

upfront cost, and with faster time to value and the flexibility to decide which capabilities to use at what point in time. The

offering bundles cloud services that use business process intelligence to help analyze and infuse intelligence and automation

into customers' business processes and supports migration of data to a standard and modular landscape. The offering helps

customers build an intelligent enterprise with SAP S/4HANA Cloud and SAP Business Technology Platform as the foundation,

operating on a cloud infrastructure of choice. Access to SAP's supplier, logistics, and asset intelligent networks, and an

extensive partner ecosystem are also part of this offering.

The Danish economy is in a strong position with unemployment percent of the labour force, profitability is under 4 in the

corporate sector has been good in recent years, and economic growth has been above trend. The banking sector in the country

is sound and the payment system is well-functioning and efficient.

Description of knowledge resources

Knowledge resources

A significant parameter of success is SAP Danmark A/S' internal culture and external reputation. The Company works with a

value-based management form, in which rules and regulations are replaced by an attitude - and behaviour-based framework.

Management's expectation is that all employees should be responsible for their own development. In that context, SAP

Danmark A/S provides the individual employee with a development platform - a platform which is meant to generate a link

between the employees' understanding of the objective of personal and professional development and

which should also provide them with added value in the form of better culture, cooperation and revenue creation for the Company.

The entity's exposure to price risk, credit risk, liquidity risk and cash flow risk

Special risks

In general, SAP Danmark A/S is sensitive to changes in demands relating to companies' needs to invest in software solutions, consultancy assistance and training services.

An analysis of the Danish market of small and medium-sized enterprises emphasises that competition is fierce and well-

represented within this market segment and that in-house products and solutions may also represent a considerable

competitive factor.

The Company has no significant financial risks.

Statement of target figures and policies for the underrepresented gender

Statutory CSR report and diversity

The ultimate controlling party SAP SE has developed a policy and goals for increasing the number of women in management, which SAP Danmark A/S is covered by. The Company's statutory CSR report is in pursuant to section 99(a) of the Danish

Financial Statements Act.

The policy set goals for the percentage of women in management, common to the IT industry. To support and develop female

leaders throughout 2020, SAP sponsored and hosted numerous events focused on attracting, developing, and supporting

women. Additional ongoing initiatives supporting women at SAP include the Women's Professional Growth Webinar series, the

Global Business Women's Network, and the Women@SAP online community. In addition, we offer the Connecting our Future

Female Leaders Program, self-driven, yearlong initiative. Its purpose is to provide a platform and structured approach to

increase exposure and develop and strengthen relationships for SAP women with the GFA Leaders as well as each other. The

Program provides a valuable opportunity for women with leadership ambitions to extend their network, gain new insights,

promote and share best practices and increase their exposure with the Leaders of GFA.

Gender equality is a core company value for SAP and a strategic priority for its comprehensive diversity and inclusion efforts.

The Company believes that a rich mix of gender perspectives helps drive innovation and enables the Company to better serve

to its customers.

One example confirming our ambition of gender inclusion and equality was the selection of SAP for the first time in the

Bloomberg Gender-Equality Index in 2019 and again in 2020.

SAP Danmark A/S has set a target for the number of women in the board. A target of reaching 1 female

board member in 2019 has been set and achieved with the appointment of a female board member on 1 July 2019. With this appointment, the Company is no longer under the obligation to set up further target figures. The board currently consist of 3 members. It has been decided that the three seats go to the Country Managing Director SAP Danmark A/S, the Nordic CFO and the Nordic Managing Director. The Company's ultimate controlling party SAP SE report on SAP's financial, environmental and social performance in one integrated report ("SAP Integrated Report 2020"), which is available at:<https://www.sap.com/investors/en/reports.html>. Additionally, the following information can be found in the report such as Anticorruption and Bribery Corporate Social Responsibility, Climate and Environment, Human rights and Labour Standards, Target of the Board, Management levels.

Link to statement of target figures and policies for the underrepresented gender

<https://www.sap.com/investors/en/reports.html>.

Description of key figures and financial ratios

Financial Highlights

Key figures

Details on key figures and financial ratios

x1000	Current year	Previous year	2 years ago	3 years ago	4 years ago
Gross margin	29,9%	31,0%	30,7%	29,9%	29,4%
Solvency ratio	39,2%	44,2%	44,0%	41,0%	33,0%
Return on equity	30,9%	47,2%	38,9%	37,3%	45,7%
Revenue	1.957.605	2.025.791	1.595.603	1.491.223	1.430.407
Profit (loss) from ordinary operating activities	206.059	256.569	169.483	126.663	151.716
Profit (loss)	159.659	200.965	131.478	96.264	116.245
Assets	1.406.414	1.089.583	841.039	747.259	636.913
Equity	551.043	481.384	370.419	306.267	210.003
Average number of employees	219	215	220	213	190

Details on other key figures and financial ratios

Exchange rate differences, finance income and finance costs (x1000)	-2.409	1.228	-119	-1.363	-2.588
Return on assets	16,5%	26,6%	21,3%	18,3%	22,6%
Current ratio	159,2%	175,5%	178,0%	169,2%	148,7%

Accounting policies

Disclosure of accounting policies

ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these financial statements, unless otherwise stated.

Events after the reporting period

Events after the reporting period that provide additional information about the Company's financial position at the reporting date (adjusting events) are reflected in the financial statements. Events after the reporting period that are not adjusting events are disclosed in the notes to financial statements, when material.

Class of reporting entity

Reporting class C, large enterprise

Description of methods of recognition and measurement basis of intangible assets

Intangible assets

Recognition and measurement

The Company classifies intangible assets according to their nature and use in its operations.

Software and database licenses

consist primarily of developed technology for internal use, whereas acquired technology consists primarily of purchased

software to be incorporated into the Company's product offerings and in-process research and development (IPRD).

Customer relationship consists of customer contracts and acquired trademark licenses.

Intangible assets are measured at cost less accumulated amortisation and impairment losses on intangibles assets.

Amortisation

Intangible assets with a definite useful life are amortised and recognised in profit or loss on a straight-line method over the estimated useful lives of the intangible assets.

The estimated useful lives for the current and comparative years are as follows

Acquired technology

2 – 10
years

Description of methods of recognition and measurement basis of property, plant and equipment

Property and equipment

Recognition and measurement

Property and equipment are stated at cost, net of accumulated depreciation and impairment losses.

Historical cost includes

expenditure that is directly attributable to the acquisition of assets and includes the cost of replacements that are eligible for capitalisation when these are incurred.

Gains and losses on disposal of property and equipment items are determined by comparing the proceeds from disposal with the carrying amount of the asset and are recognised net within other income or other expenses, as relevant, in profit or loss.

Description of methods of recognition and measurement basis of leases

Lease liabilities

Identification of a lease

At inception of a contract, the Company assesses whether a contract is, or contains, a lease. A contract is, or contains a lease,

if the contract conveys the following for a period of time in exchange for consideration

–

The right to obtain substantially all of the economic benefits from the use of an identified asset; and

–

The right to direct the use of that asset.

The Company as a lessee

The Company recognises a right-of-use asset and a corresponding lease liability with respect to all lease agreements in which

it is the lessee, except for short-term leases defined as leases with a lease term of 12 months or less and leases of low value

assets. For these leases, the Company recognises the lease payments as an operating expense on a straight-line basis over

the term of the lease unless another systematic basis is more representative of the time pattern in which economic benefits

from the leased asset are consumed.

The right-of-use asset comprise of the initial measurement of the corresponding lease liability, lease payments made at or

before the commencement day and any initial direct costs. Right-of-use assets are initially measured at cost and subsequently

measured at cost less accumulated depreciation and impairment losses, adjusted for any remeasurement of the lease liability.

Right-of-use assets related to leased properties that do not meet the definition of investment property are presented as

property and equipment.

The lease liability is initially measured at the present value of the future lease payments discounted using the discount rate

implicit in the lease. If this rate cannot be readily determined, the Company uses its incremental borrowing rate. Subsequently, the lease liability is adjusted for interest and lease payments, as well as the impact of lease modifications, amongst others.

The Company determines its incremental borrowing rate based on the country-specific government bond rate for the lease term, SAP SE's risk premium rate and the contract life.

Variable rents that do not depend on an index or rate are not included in the measurement the lease liability and the right-of-use asset. The related payments are recognised as an expense in the period in which the event or condition that triggers those payments occurs and are included in rent expenses in the statement of profit or loss.

Description of methods of recognition and measurement basis of receivables

Trade and other receivables

Trade and other receivables are comprised of trade receivables, other receivables, deposits with the ultimate controlling party, rent deposits and receivables from related parties. Trade and other receivables are initially recognised as per the determination of the transaction price in the revenue accounting policy. They are subsequently measured at amortised cost using the effective interest method, less allowances for expected credit losses. Receivables from related parties interest free, unsecured and usually subject to a payment term of 30 days.

Deposits with the ultimate controlling party

Deposits with the ultimate controlling party are cash pooling arrangements with balances that fluctuates from being positive to overdrawn. The amounts are interest bearing, available short-term and are held by the ultimate controlling party, SAP SE on behalf of the Company. Subsequent to initial recognition, deposits are measured at amortised cost using the effective interest method, less allowance for impairment of deposits.

Rent deposits

Subsequent to initial recognition, rent deposits are measured at amortised cost using the effective interest method, less allowance for impairment of deposits. Rent deposits are expected to be recovered after more than one year.

Allowances for expected credit losses

The Company measures trade receivables and contract assets from contracts with customers at amortised cost less expected credit losses. The Company accounts for expected credit losses by recording an allowance on a portfolio

basis. The Company applies the simplified impairment approach in that, on initial measurement of the receivables, the Company considers all credit losses that are expected to occur during the lifetime of the receivables. The Company uses a provision matrix to estimate these losses.

The default risk of the Company's trade receivables is managed separately, mainly based on assessing the creditworthiness of customers through external ratings and on the Company's past experience with the customers concerned. Based on this assessment, individual credit limits are established for each customer and deviations from such credit limits need to be approved by management.

The Company applies the simplified impairment approach using a provision matrix for all trade receivables to take into account any lifetime expected credit losses already at initial recognition. For the purpose of the provision matrix, customers are clustered into different risk classes, mainly based on market information such as the country risk assessment of their country of origin. Loss rates used to reflect lifetime expected credit losses are determined using a roll-rate method based on the probability of a receivable progressing through different stages of being overdue and on the Company's actual credit loss experience over the past four years. These loss rates are enhanced by forward-looking information to reflect differences between economic conditions during the period over which the historical data has been collected, current conditions, and the expected changes in the economic conditions over the expected life of the receivables. Forward-looking information is based on changes in country risk ratings, or fluctuations in credit default swaps of countries of the customers the Company does business with. The Company continuously monitors outstanding receivables locally to assess whether there is objective evidence that the trade receivables are credit impaired. Evidence that trade receivables are credit-impaired include, among the trade receivables being past due, information about significant financial difficulty of the customer or non-adherence to a payment plan. The Company considers receivables to be in default when the counterparty is unlikely to pay its obligations in full. However, a delay of payments (e.g. more than 90 days past due) in the normal course of business alone does not necessarily indicate a customer default.

Additionally, the Company recognises allowances for individual receivables if there is objective evidence of credit impairment.

The Company writes off account balances either partially or in full if the management judges that the likelihood of recovery is remote, which might be evidenced, for example, when bankruptcy proceedings for a customer are

finalised or when all enforcement efforts have been exhausted.

In the statement of profit or loss, expenses from allowances for expected credit losses from applying the provision matrix, from credit-impaired customer balances, and from write offs are included in other income or other expenses.

Description of methods of recognition and measurement basis of contract work in progress

Other assets

Other assets are comprised of capitalised contract costs, contract assets, prepaid expenses, salary advances and advances paid.

Capitalised contract costs

Capitalised contract costs are assets which mainly result from the capitalisation of direct and incremental cost incurred when obtaining a customer cloud subscription contract. Capitalised contract costs are amortised on a straight-line basis over the period of providing the cloud subscriptions to which the assets relate.

Description of methods of recognition and measurement basis of deferred income assets

Prepaid expenses

Prepaid expenses are assets recognised in the statement of financial position when it is probable that future economic benefit will flow to the Company and the amounts can be measured reliably. Prepaid expenses are amortised over the period for which the expenses are incurred and recognised in profit of loss.

Advances paid

Advances paid are assets and are comprised of the payments made by the Company to the external parties for the acquisition of current assets.

Salary advances

Salary advances are assets and are comprised of the interest-free advances given to the employees by the Company.

Description of methods of recognition and measurement basis of cash and cash equivalents

Cash and cash equivalents

Cash and cash equivalents are comprised of cash at banks.

Description of methods of recognition and measurement basis of provisions

Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

The Company regularly adjust provisions as further information becomes available or as circumstances change. Non-current

provisions are reported at the present value of their expected settlement amounts as at the reporting date. Discount rates are regularly adjusted to current market interest rates.

Restructuring provisions

A provision for restructuring is recognised when a detailed and formal restructuring plan has been approved and the restructuring has been announced or has commenced.

Restoration provisions

The Company records a provision for restoration of leasehold improvements. Restoration costs are initially recognised at the present value of expected future costs to settle the obligation using estimated cash flows and are recognised as part of the cost of the related asset.

The cash flows are discounted at a current pre-tax rate that reflects current market assessments of the time value of money

and the risks specific to the provision for renovation. The unwinding of the discount is expensed as incurred and recognised in

the statement of profit or loss as a finance cost. Restoration costs are reviewed annually and adjusted as appropriate.

Description of methods of recognition and measurement basis of liabilities other than provisions

Trade and other payables

Trade payables are comprised of trade payables and payables to related parties. Trade payables are subsequently measured

at amortised cost using the effective interest method. Payables to related parties are interest free, unsecured and usually

subject to payment term of 30 days.

Other liabilities

Other liabilities are comprised of advances received, value added tax (VAT), payroll tax liabilities, other tax liabilities, other payables and miscellaneous liabilities.

Advances received

Advances received are liabilities and are comprised of the payments received from the Company's external parties for the future deliverables.

Value-added tax (VAT)

Revenue, expenses and assets are recognised net of the amount of VAT except where the VAT incurred on a purchase of goods

or services are not recoverable from the taxation authority, in which case the VAT is recognised as part of the cost of acquisition

of the asset or as part of the expense item as applicable.

Input VAT represents the input taxes paid on the purchase of goods or services that the Company can claim against output

VAT received from sale of goods or services. VAT is included in the statement of financial position as other assets when the

net amount is positive and as other liabilities when the net amount is negative.

Contract assets and contract liabilities

The Company recognises trade receivables for performance obligations satisfied over time gradually as the performance

obligation is satisfied and in full once the invoice is due. Judgment is required in determining whether a right to consideration

is unconditional and thus qualifies as a receivable.

Contract liabilities primarily reflect invoices due or payments received in advance of revenue recognition.

In general, the Company invoice fees for on-premise standard software upon contract closure and software delivery. Periodic

fixed fees for cloud subscription services, software support services, and other multiperiod agreements are invoiced yearly or

quarterly in advance. Such fee prepayments account for the majority of the Company's contract liability balance. Fees based

on actual transaction volumes for cloud subscriptions and fees charged for non-periodical services are invoiced as the services

are delivered. While payment terms and conditions vary by contract type and region, the terms generally require payment

within 30 to 60 days.

Description of methods of recognition and measurement basis of equity

Share capital

Share capital is recognised as issued when it is paid for or subscribed under a binding subscription agreement and is measured

at par value.

Retained earnings

Retained earnings represent the cumulative balance of net profit or loss, dividend declaration, effect of changes in accounting

policy and other equity adjustments.

Description of methods of recognition and measurement basis for dividends

Dividends

Dividends are recognised as a liability in the period in which they are declared. The holder of ordinary shares i.e. the immediate

controlling party is entitled to receive dividends as and when declared by the Company and approved by the Board of Directors.

Dividends to the shareholders are accounted for as a deduction from retained earnings.

Description of methods of recognition and measurement basis of revenue

Revenue recognition

Classes of revenue

The Company derives its revenue from fees charged to the customers for cloud, software licenses,

software support and

services including consulting, customer-specific on-premise software development agreements, training, and other services.

Revenue from cloud

Revenue from cloud represents fees earned from providing customers with the following

- Software-as-a-Service (SaaS), that is, a right to use software functionality in a cloud-based-infrastructure (hosting) provided by SAP, where the customer does not have the right to terminate the hosting contract and take possession of the software to run it on the customer's own IT infrastructure or by a third-party hosting provider without significant penalty, or
- Platform-as-a-Service (PaaS), that is, access to a cloud-based infrastructure to develop, run, and manage applications, or
- Infrastructure-as-a-Service (IaaS), that is, hosting services for software hosted by SAP, where the customer has the right to terminate the hosting contract and take possession of the software at any time without significant penalty and related application management services, or
- Premium cloud support beyond the regular support that is embedded in the basic cloud subscription fees, or
- Business Network Services that is connecting companies in a cloud-based-environment to perform business processes between the connected companies.

Revenue from software licenses

Revenue from software licenses represents fees earned from the sale or license of software to customers for use on the customer's premises. Software licenses revenue includes revenue from both the sale of the Company's standard software products and customer-specific on-premise software development agreements.

Revenue from software support

Revenue from software support represents fees earned from providing customers with standardised support services which comprise unspecified future software updates, upgrades, and enhancements as well as technical product support services for on-premise software products. The Company does not sell separately technical product support or unspecified software

upgrades, updates, and enhancements.

Services revenue

Services revenue primarily represents fees earned from professional consulting services, premium support services, training services, messaging services, and payment services in connection with the Company's travel and expense management offerings.

Identification of contract

The Company frequently enters into multiple contracts with the same customer that the Company treats, for accounting

purposes, as one contract if the contracts are entered into at or near the same time and are economically interrelated. The

Company does not combine contracts with closing days more than three months apart because the Company does not

consider them being entered into near the same time. Judgment is required in evaluating whether two or more contracts are

interrelated, which includes considerations as to whether they were negotiated as a package with a single commercial

objective, whether the amount of consideration on one contract is dependent on the performance of the other contract, or if

some or all goods in the contracts are a single performance obligation.

New arrangements with existing customers can be either a new contract or the modification of prior contracts with the

customer. The management's respective judgment in making this determination considers whether there is a connection

between the new arrangement and the pre-existing contracts, whether the goods and services under the new arrangement are

highly interrelated with the goods and services sold under prior contracts, and how the goods and services under the new

arrangement are priced. In determining whether a change in transaction price represents a contract modification or a change

in variable consideration, the management examines whether the change in price results from changing

the contract or from applying unchanged existing contract provisions.

Identification of performance obligations

The Company's customer contracts often include various products and services. In general, the products and services outlined under the Classes of revenue section qualify as separate performance obligations and the portion of the contractual fee allocated to them is recognised separately. Judgment is required, however, in determining whether a good or service is considered a separate performance obligation. In particular for the Company's professional services and implementation activities, judgment is required to evaluate whether such services significantly integrate, customise, or modify the on-premise software or cloud service to which they relate. In this context, the management considers the nature of the services and their volume relative to the volume of the on-premise software or cloud service to which they relate. In general, the implementation services for the Company's cloud services go beyond pure setup activities and qualify as separate performance obligations. Similarly, the Company's on-premise implementation services and custom development services qualify as separate performance obligations. Non-distinct goods and services are combined into one distinct bundle of goods and services (combined performance obligation).

When selling goods or services, the Company frequently grants its customers options to acquire additional goods or services (for example, renewals of renewable offerings, or additional volumes of purchased software). The management applies judgment in determining whether such options provide a material right to the customer that the customer would not receive without entering into that contract (material right options). In this judgment, the management considers whether the options entitle the customer to a discount that exceeds the

discount granted for the respective goods or services sold together with the option.

Determination of transaction price

The management applies judgment in determining the amount to which the management expects to be entitled in exchange

for transferring promised goods or services to a customer. This includes estimates as to whether and to what extent

subsequent concessions or payments may be granted to customers and whether the customer is expected to pay the

contractual fees. In this judgment, the management considers the history both with the respective customer and more broadly.

The Company's typical cloud services do not provide the customer with a software license because the customer does not

have the right to terminate the hosting contract and take possession of the software. Consequently, cloud fees that are based

on transaction volumes are considered in the transaction price based on estimates rather than being accounted for as sales-based license royalties.

Only very rarely, the Company's contracts include significant financing components. The Company does not account for

financing components if the period between when the Company transfers the promised goods or services to the customer and

when the customer pays for those goods or services is one year or less.

Allocation of transaction price

The Company have established a hierarchy to identify the stand-alone selling prices (SSPs) that is used to allocate the

transaction price of a customer contract to the performance obligations in the contract.

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Where standalone selling prices for an offering are observable and reasonably consistent across customers (that is, not highly variable), the Company's SSP estimates are derived from its respective pricing history. In general, the Company's standardised support offerings and its professional

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service offerings follow this approach. Where sales prices for an offering are not directly observable or highly variable across customers, the management uses estimation techniques. For renewable offerings with highly variable pricing, these techniques consider the individual contract's expected renewal price as far as this price is substantive. In general, the Company's cloud subscription offerings follow this approach. For non-renewable offerings, these estimations follow a cost-plus-margin approach.

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For offerings that lack renewals and have highly variable pricing, the Company allocates the transaction price by applying a residual approach. The Company uses this technique in particular for its standard on-premise software offerings.

Judgment is required when estimating SSPs. To judge whether the historical pricing of the Company's goods and services is highly variable, the management have established thresholds of pricing variability. For judging whether contractual renewal prices are substantive, the management have established floor prices that they use as SSPs whenever the contractual renewal prices are below these floor prices. In judging whether contracts are expected to renew at their contractual renewal prices, the Company relies on its respective renewal history. The SSPs of material right options depend on the probability of option exercise. In estimating these probabilities, the management applies judgment considering historical exercise patterns. The management reviews the stand-alone selling prices periodically or whenever facts and circumstances change to ensure the most objective input parameters available are used.

Recognition of revenue

Revenue from cloud

Revenue from cloud is recognised over time as the services are performed. Where the Company's performance obligation is

the grant of a right to continuously access and use a cloud offering for a certain term, revenue is recognised based on time elapsed and thus ratably over this term.

Revenue from software licenses

Revenue from software licenses is recognised at a point in time or over time depending on whether the Company delivers

standard software or customer-specific software.

Licenses for the Company's standard on-premise software products are delivered by providing the customer with access to

download the software. The license period starts when such access is granted. The Company recognises revenue for these on-

premise licenses at the point in time when the customer has access to and thus control over the software. In judging that the

Company's on-premise software offerings grant customers a right to use, rather than a right to access, the Company's

intellectual property, the management have considered the usefulness of the software without subsequent updates to it.

In general, the Company's custom on-premise-software development agreements

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Are for software developed for specific needs of individual customers and therefore it does not have any alternative use for the Company;

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Provide the Company with an enforceable right to payment for performance completed to date.

For such development agreements, the Company recognises revenue over time as the software development progresses.

Judgment is required in identifying an appropriate method to measure the progress toward complete satisfaction of such performance obligations.

The management measure progress of the Company's development agreements based on the direct costs incurred to date in developing the software as a percentage of the total reasonably estimated direct costs to fully complete the development work (percentage-of-completion method). This method of measuring progress faithfully depicts the transfer of

the development services to the customer, as substantially all of these costs are cost of the staff or third parties performing the development work. In estimating the total cost to fully complete the development work, the management considers the Company's history with similar projects.

Revenue from software support

Revenue from software support is recognised based on time elapsed and thus ratably over the term of the support arrangement. Under the Company's standardised support services, the Company's performance obligation is to stand ready to provide technical product support and unspecified updates, upgrades, and enhancements on a when-and-if-available basis.

The Company's customers can simultaneously receive and consume the benefits of these support services as the support services are performed.

Services revenue

Services revenue is recognised over time. Where the Company stands ready to provide the service (such as access to learning content), the Company recognises revenue based on time elapsed and thus ratably over the service period. Consumption-based services (such as separately identifiable consulting services and premium support services, messaging services, and classroom training services) are recognised over time as the services are utilised, following the percentage-of-completion method or ratably. When using the percentage-of-completion method, the Company measures the progress toward complete satisfaction of the performance obligation in the same way and with the same reasoning and judgment as the Company does for custom on-premise software development agreements. The management applies judgment in determining whether a service qualifies as a stand-ready service or as a consumption-based service.

Revenue for combined performance obligations is

recognised over the longest period of all promises in the combined performance obligation.

Judgement is also required to determine whether revenue is to be recognised at a point in time or over time. For performance obligations satisfied over time, the Company needs to measure the progress using the method that best reflects SAP's performance. When using cost incurred as a measure of progress for recognising revenue over time, the management applies judgement in estimating the total cost to satisfy the performance obligation.

All of the judgments and estimates mentioned above can significantly impact the timing and amount of revenue to be recognised.

Description of methods of recognition and measurement basis of cost of sales

Material expenses

Material expenses are mainly comprised of royalties and licenses and cost of services and are recognised when software and cloud is sold to customers and services are rendered by vendors.

Description of methods of recognition and measurement basis of other operating income and expenses

Other expenses

Other expenses are mainly comprised of costs of administering the day-to-day operations of the business and costs incurred to market and advertise the Company's services.

Exchange rate differences from foreign currency transactions

Transactions in foreign currencies are translated to the respective functional currencies of the Company at exchange rates at

the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are

retranslated to the functional currency at the exchange rate at that date.

Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to the

functional currency at the exchange rate at the date that the fair value was determined. Non-monetary items in a foreign

currency that are measured in terms of historical cost are translated using the exchange rate at the date of the transaction.

Exchange rate differences from foreign currency transactions are recognised on a net basis as net gains or losses in profit or loss.

Description of methods of recognition and measurement basis of finance income and expenses

Finance income and finance costs

Finance income is comprised of interest income.

Finance costs are comprised of interest expense from trade and other payables, negative interest expenses on lease liabilities

and interest expenses on the late royalty payments to the ultimate controlling party.

Interest income and interest expenses

Interest income and interest expenses are recognised using the effective interest method.

Description of methods of recognition and measurement basis of tax expense

Income taxes

Income taxes are comprised of current and deferred taxes. Income tax expense is recognised in profit or loss, except to the

extent that it relates to items recognised in other comprehensive income and equity.

Current taxes

Current taxes are the expected tax liabilities or assets on the taxable income or loss for the year. Current tax liabilities or assets

for the current and prior periods are measured at the amount expected to be paid to or recovered from the taxation authorities,

using the tax rates and tax laws that have been enacted or substantively enacted by the end of the reporting period, and any

adjustment to tax payable in respect of previous financial years.

Current tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current

tax liabilities and when the current taxes relate to the same fiscal authority.

Deferred taxes

Deferred taxes are recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes, and/ or from tax losses carry forward.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realised,

or the liability is settled, based on tax rates that have been enacted or substantively enacted at the reporting date.

Deferred tax is not recognised for the following

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Temporary differences on the initial recognition of

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assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss;
Temporary differences related to investments in subsidiaries, associates and joint arrangements to the extent that the Company is able to control the timing of the reversal of the temporary differences and it is probable that they will not reverse in the foreseeable future.

Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are reversed when the probability of future taxable profits improves.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off deferred tax assets against deferred tax liabilities and when the deferred taxes relate to the same fiscal authority.

Description of methods of recognition and measurement basis of employee expense

Employee benefits

Short-term employee benefits

Salaries, vacation, bonuses, sales commissions and other employee benefits

Salaries, paid vacation and sick leave, bonuses, sales commissions, and other employee benefits expected to be settled within

12 months of the reporting date are recognised in respect of employees' services during the reporting period. Short-term

employee benefits are measured at the amounts expected to be paid when the liabilities are settled on an undiscounted basis.

Post-employment benefits

Defined contribution pension plan

The Company maintains domestic defined contribution plan based on local practices and regulations.

Amounts contributed

by the Company under such plan is based on a percentage of the employees' salaries or on the amount of contributions made

by employees and are recognised as part of pension expenses in profit or loss in the periods during which services are rendered

by employees.

Share-based payments

Share-based payments are comprised of cash-settled awards and equity settled awards issued to employees.

The fair values of both cash-settled and equity-settled awards are measured at grant date using an option-pricing model. The

fair value of equity-settled awards is not subsequently re-measured. The grant-date fair value of equity-settled awards is

recognised as employee benefits expenses in the profit or loss over the period in which the employees become unconditionally

entitled to the rights, with a corresponding increase in equity.

The amount recognised as an expense is adjusted to reflect the actual number of equity-settled awards options that ultimately

vest. Employees are granted discounts on certain share-based payments plans. Since those discounts are not dependent on

future services to be provided by the employees, the discount is recognised as an expense when the rights are granted.

Cash-settled awards are re-measured to fair value at each reporting date until the award is settled. Any changes in the fair

value of the liability are recognised as employee benefits expenses in the profit or loss. The amount of unrecognised share-

based payments expenses related to non-vested share-based payment arrangements granted under the cash-settled plans is

dependent on the final intrinsic value of the awards. The amount of unrecognised share-based payments expenses is

dependent on the future price of the ultimate controlling party's common share which cannot be reasonably predicted.

Under certain programs, SAP grants its employees discounts on purchases of SAP shares. Since those discounts are not

dependent on future services to be provided by our employees, the discount is recognised as an expense when the discounts

are granted.

Certain assumptions are used in estimating the fair values for the Company's share-based payments plans, including expected

future stock price volatility and expected option life (which represents the management's estimate of the average amount of

time remaining until the options are exercised or expire unexercised). In addition, final pay-out for these plans also depends

on the SAP SE share price at the respective exercise dates. All these assumptions may significantly impact the fair value

determination and thus the amount and timing of the share-based payments expenses.

Key management personnel

Key management personnel are defined as those persons having authority and responsibility for planning, directing and

controlling the activities of the Company either directly or indirectly. The key management personnel include all the Directors

of the Company, and certain members of senior management of the Company.

Description of methods of impairment losses and depreciation

Depreciation

Depreciation is recognised in profit or loss on a straight-line method over the estimated useful lives of each part of the asset.

The estimated useful lives for the current and comparative years are as follows

Leasehold improvements

The shorter of the estimated useful lives and the lease term of the related leasehold;

Office equipment, furniture and fixtures

3 – 15 years;

Computer equipment

2 – 6 years;

Construction in progress

No depreciation;

Right-of-use assets

The shorter of the estimated useful lives and the lease term of the underlying assets.

The assets residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date.

Where the carrying amount of an asset is greater than its estimated recoverable amount, the asset is written down immediately to its recoverable amount. Expenditure for repairs and maintenance of property and equipment is charged to profit or loss of the year in which it is incurred.

Derecognition

An item of property and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

Description of methods of stating key figures and financial ratios included in management' review

Financial ratios

Financial ratios are calculated in accordance with the Danish Finance Society's guidelines on the calculation of financial ratios

"Recommendations and Financial Ratios 2015".

The financial ratios stated in the survey of financial highlights have been calculated as follows

- Gross margin

$\text{Gross profit} \times 100 / \text{Revenue}$

- Return on assets

$\text{Profit/loss from operating activities} \times 100 / \text{Average assets}$

- Current ratio

$\text{Current assets} \times 100 / \text{Current liabilities}$

- Solvency ratio

$\text{Equity at year end} \times 100 / \text{Total equity and liabilities at year end}$

- Return on equity

$\text{Profit/loss for the year after tax} \times 100 / \text{Equity at year end}$

Information on intragroup transactions**Related parties**

Related party relationship exists when one party has the ability to control the other party, directly or indirectly, through one or more intermediaries or exercise significant influence over the other party in making financial and operating decisions.

Such relationships exist between the Company and its ultimate controlling party, SAP SE, between the Company and other related parties that are fellow subsidiaries under common control of SAP SE, and between the Company and its key management personnel. In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

Income Statement 1. January 2020 - 31. December 2020

	Note	01-01-2020 31-12-2020 x1000 DKK	01-01-2019 31-12-2019 x1000 DKK
Gross			
Revenue		1.957.605	2.025.791
Cost of sales		-1.048.833	-1.118.994
Other operating income		462	244
Other external expenses		-324.258	-278.459
Operations			
Employee expense		-362.324	-356.254
Depreciation, amortisation expense and impairment losses of property, plant and equipment and intangible assets recognised in profit or loss		-16.593	-15.759
Profit (loss) from ordinary operating activities		206.059	256.569
Ordinary			
Other finance income		-1.790	1.318
Other finance expenses		-619	-90
Profit (loss) from ordinary activities before tax		203.650	257.797
Tax expense		-43.991	-56.832
Profit (loss)		159.659	200.965

Balance

Assets

	Note	31-12-2020 x1000 DKK	31-12-2019 x1000 DKK
Assets...			
Non-current assets...			
Intangible assets		9.601	48
Property, plant and equipment		60.462	71.201
Non-current assets i alt:		70.063	71.249
Current assets...			
Receivables...			
Short-term trade receivables		970.230	797.183
Short-term tax receivables		17.087	0
Other short-term receivables		129.713	89.243
Cash and cash equivalents		219.321	131.908
Current assets i alt:		1.336.351	1.018.334
Assets i alt:		1.406.414	1.089.583

Liabilities

	Note	31-12-2020 x1000 DKK	31-12-2019 x1000 DKK
Liabilities and equity...			
Equity...			
Contributed capital		5.500	5.500
Retained earnings		545.543	475.884
Equity i alt:		551.043	481.384
Other provisions		0	433
Provisions		2.242	2.242
Liabilities other than provisions...			
Short-term trade payables		435.116	260.591
Short-term tax payables		17.815	11.673
Other short-term payables		243.610	210.972
Lease commitments...			
Long-term lease commitments		12.031	23.964
Short-term lease commitments		8.281	11.413
Contract liabilities...			
Non-current contract liabilities		1.842	1.619
Current contract liabilities		134.434	85.292
Liabilities other than provisions i alt:		855.371	608.199
Liabilities and equity i alt:		1.406.414	1.089.583
Other disclosures in notes	1		
Disclosure of property, plant and equipment	4		
Disclosure of intangible assets	5		
Information on contract work in progress	6		
Disclosure of receivables	7		
Disclosure of contributed capital	8		
Disclosure of provisions	9		
Information on provisions for deferred tax	10		
Disclosure of short-term liabilities other than provisions	11		
Disclosure of revenue	12		
Disclosure of employee expense	13		
Information on average number of employees	500		
Disclosure of other finance income	14		

Disclosure of tax expenses	15
Disclosure of the managements proposed distribution of profit (loss)	16
Disclosure of related parties	17

Statement of changes in equity

Statement of changes in equity

Statement of Changes in Equity

For the year ended 31 December

DKK'000

	Note	Share capital	Retained earnings	Total
As at 1 January 2019		5.500	364.919	370.419
Profit after income tax		0	200.965	200.965
Dividends		0	-90.000	-90.000
As at 31 December 2019		5.500	475.884	481.384
Profit after income tax		0	159.659	159.659
Dividends	-16	0	-90.000	-90.000
As at 31 December 2020		5.500	545.543	551.043

The above financial statements should be read in conjunction with the accompanying notes.

Notes

Note 1, 2

Other disclosures in notes

Notes to the Financial Statements

These notes form an integral part of the accompanying financial statements.

REPORTING ENTITY

SAP Danmark A/S (the "Company") is a profit-oriented company incorporated and domiciled in Denmark and registered in

Lautrupsgade 11, 2100 Copenhagen, Denmark.

The Company sells software licenses, cloud solutions and services, and provides maintenance, consulting, training and other

professional services. The Company is a wholly owned subsidiary of SAP SE.

The following shareholder is the Company's ultimate controlling party and is registered in the Company's register of shareholders as holding a minimum of 5% of votes.

Name	Domicile	Basis for control
SAP SE	Walldorf, Germany	Participating interest, 100%

The consolidated financial statements of SAP SE have been prepared in accordance with International Financial Reporting

Standards and are available to the public and may be obtained from:<http://go.sap.com/investors/en.html#reports> and from

SAP SE, Dietmar-Hopp-Allee 16, 69190 Walldorf, Germany.

BASIS OF PREPARATION

Statement of compliance

The financial statements have been prepared in accordance with the provisions of the Danish Financial Statements Act as

regards large reporting class C enterprises.

Adoption of IFRS 16

On 1 January 2019, the Company adopted IFRS 16 'Leases.' Using the modified retrospective transition approach requires that the cumulative effect of initially applying the standard be recognised as an adjustment to the opening balance of retained earnings on the date of initial application. The prior-year figures were not adjusted. The new standard significantly impacts the lease accounting by lessees as, in general, all leases need to be recognised on the lessee's balance sheet. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. The nature of expenses related to those leases has now changed because the Company recognises depreciation expense for right-of-use assets and interest expense on lease liabilities. These changes apply to leases that had previously been classified as operating leases under IAS 17. The Company has used practical expedients offered by the standard (such as non-capitalisation of short-term leases and low-value leases, and the use of hindsight when determining the lease term if the contract contains options to extend or terminate the lease).

For measuring the Company's right-of-use assets for pre-existing leases, The Company has applied the retrospective approach for its larger leases (primarily facility leases), while smaller leases were measured at an amount equal to the lease liability and adjusted by the amount of any prepaid or accrued lease payments existing immediately prior to the date of initial application.

Upon IFRS 16 adoption, lease liabilities from pre-existing leases were discounted at the incremental borrowing rates as at 1 January 2019. The weighted average discount rate applied to the lease liabilities as at 1 January 2019, was.

The adjustments to the opening balances resulting from the initial application of IFRS 16 as at 1 January 2019, were as follows

–	Property and equipment – increased by DKK thousand;
–	Lease liabilities – increased by DKK thousand.

In 2019, IFRS 16 had a favorable impact on the Company's EBITDA and EBIT since there are no longer rent expenses, and depreciation and interest expenses are lower than the rent expenses. In the comparative period, as a lessee, the Company classified leases that transferred substantially all the risks and rewards of ownership as finance leases. When this was the case, the leased assets were measured initially at an amount equal to the lower of their fair value and the present value of the minimum lease payments. Minimum lease payments were the payments over the lease term that the lessee was required to make, excluding any contingent rent. Subsequent to initial recognition, the assets were accounted for in accordance with the accounting policy applicable to that asset.

Assets held under other leases were classified as operating leases and were not recognised in the Company's statement of financial position. Payments made under operating leases were recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received were recognised as an integral part of the total lease expense, over the term of the lease.

Basis of measurement

The financial statements have been prepared using the historical cost basis of accounting except for the following

- Liabilities for cash-settled share-based payments are measured at fair value.
- Monetary assets and liabilities denominated in foreign currencies are translated at period-end exchange rates.

Where applicable, information about the methods and assumptions used in determining the respective measurement bases is disclosed in the Notes specific to that asset or liability.

Omission to present a statement of cash flows and to disclose audit fees

With reference to section 86(4) of the Danish Financial Statements Act, no statement of cash flows has been prepared. The Company's statement of cash flows are part of the consolidated statement cash flows for the ultimate controlling party, SAP SE. With reference to section 96(3) of the Danish Financial Statements Act, no audit fees have been disclosed.

Functional and presentation currency

The Company's functional and presentation currency is Danish Kroner (DKK). All amounts included in the financial statements are reported in thousands of Danish Kroner (DKK), unless otherwise stated. All financial information has been rounded to the nearest thousand Danish Kroner (DKK) unless otherwise indicated. As figures were rounded, numbers presented throughout this document may not add up precisely to the totals provided, and percentages may not precisely reflect the absolute figures.

Management judgments and sources of estimation uncertainty

The preparation of the Company's financial statements in accordance with the provisions of the Danish Financial Statements Act as regards large reporting class C enterprises requires management to make judgments, estimates, and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, revenues, and expenses, as well as disclosure of contingent assets and liabilities.

The management bases the judgments, estimates, and assumptions on historical and forecast information, as well as on regional and industry economic conditions in which the Company or the Company's customers operate, changes to which could adversely affect the management's estimates. Although the management believes to have made reasonable estimates about the ultimate resolution of the underlying uncertainties, no assurance can be given that the final outcome of these matters will be consistent with what is reflected in the Company's assets, liabilities, revenues, and expenses. Actual results could differ. The management reviews the critical accounting policies periodically.

Further details of the nature of estimates and assumptions may be found in the relevant accounting policies and notes to the financial statements.

Note 4

Disclosure of property, plant and equipment

PROPERTY AND EQUIPMENT

DKK'000	Land and buildings	Leasehold improvements	Office equipment, furniture and fixtures	Computer equipment	Right-of- use assets from leased land and buildings	Right-of- use assets from leased motor vehicles	Total
Cost							
As at 1 January 2020	28.147	3.384	12.133	17.734	47.777	326	109.501
Additions	1.680	56	6	2.684	597	0	5.023
Disposals	0	0	-6	-2.491	0	0	-2.497
As at 31 December 2020	29.827	3.440	12.133	17.927	48.374	326	112.027
Accumulated depreciation							
As at 1 January 2020	0	-2.289	-10.123	-13.826	-11.944	-118	-38.300
Depreciation	0	-347	-690	-2.447	-12.120	-118	-15.722
Disposals	0	0	4	2.453	0	0	2.457
As at 31 December 2020	0	-2.636	-10.809	-13.820	-24.064	-236	-51.565
Net book value							
As at 31 December 2020	29.827	804	1.324	4.107	24.310	90	60.462

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Note 5

Disclosure of intangible assets

INTANGIBLE ASSETS

DKK'000	Acquired technology
Cost	
As at 1 January 2020	1.924
Additions	10.424
As at 31 December 2020	12.348
Accumulated amortisation	
As at 1 January 2020	-1.876
Amortisation	-871
As at 31 December 2020	-2.747
Net book value	
As at 31 December 2020	9.601

Note 6

Information on contract work in progress

OTHER ASSETS			
DKK'000	2020	2019	
Capitalised contract costs	117.723	81.017	
Contract assets	11.178	6.813	
Prepaid expenses	804	1.239	
Salary advances	6	133	
Advances paid	2	41	
Total	129.713	89.243	
Prepaid expenses			
DKK'000		2020	2019
Rent prepaid expenses		427	641
Insurance prepaid expenses		322	282

Repair and maintenance prepaid expenses	6	0
Marketing prepaid expenses	0	149
Travel prepaid expenses	0	126
Administrative prepaid expenses	49	41
Total	804	1.239

Note 7

Disclosure of receivables

TRADE AND OTHER RECEIVABLES

DKK'000	2020	2019
Trade receivables	423.589	416.780
Deposits with the ultimate controlling party	502.671	341.049
Receivables from related parties	37.828	33.295
Rentdeposits	6.142	6.059
Total	970.230	797.183

Note 8

Disclosure of contributed capital

SHARE CAPITAL

DKK'000	2020	2019
Authorised, issued and fully paid		
500,000 ordinary shares of 1 DKK each	500	500
1,000,000 ordinary shares of 5 DKK each	5.000	5.000
Total	5.500	5.500

The last change in the share capital was in 1990.

Note 9

Disclosure of provisions

PROVISIONS	2020	2019
DKK'000		
Current		
Restructuring provisions	0	433
Non-current		
Restoration provisions	2.242	2.242
Total	2.242	2.675

Note 10

Information on provisions for deferred tax

DEFERRED TAXES	2020	2019
DKK'000		
Deferred tax assets		
Intangible assets	2.051	378
Provisions	493	589
Employee benefits liabilities	5.407	7.422
Lease liabilities	4.460	7.783
Deferred tax liabilities		
Property and equipment	-4.874	-7.545
Other assets	-6.148	-4.354
Trade and otherreceivables	-19.204	-12.969
Net deferred tax liabilities	-17.815	-8.696

Note 11

Disclosure of short-term liabilities other than provisions

TRADE AND OTHER PAYABLES

DKK'000	2020	2019
Trade payables	46.437	17.911
Payables to related parties	388.679	242.680
Total	435.116	260.591

Note 12

Disclosure of revenue

REVENUE

Revenue by line of business

DKK'000	2020	2019
Cloud	327.226	240.294
Software licenses	323.186	481.149
Software support	918.523	888.185
Software licenses and support	1.241.709	1.369.334
Cloud and software	1.568.935	1.609.628
Services	388.670	416.163
Total	1.957.605	2.025.791

Revenue by region

DKK'000	2020	2019
Denmark	1.735.280	1.767.517
Germany	102.770	130.078
Sweden	32.735	43.313
Iceland	17.258	17.774

Norway	13.588	15.927
Other foreign countries	55.974	51.182
Total	1.957.605	2.025.791

Note 13

Disclosure of employee expense

EMPLOYEE BENEFITS AND EMPLOYEES' NUMBER

	2020	2019
Average number of employees		
Number of full-time equivalents		
Average number of employees	219	215
Employee benefits expenses		
DKK'000	2020	2019
Salaries	316.414	299.604
Cash-settled share-based payments expenses	15.379	25.650
Defined contribution pension plan expenses	18.491	18.383
Equity-settled share-based payments expenses	4.277	3.921
Social security expenses	3.057	3.877
Other employee benefits expenses	4.706	4.819
Total	362.324	356.254

The Company's Executive Board consists of only one person and no remuneration have been paid to the members of the Board

of Directors. In accordance with section 98b (3), (ii), of the Danish Financial Statements Act, remuneration to management is not disclosed.

Note 14

Disclosure of other finance income

FINANCE INCOME AND FINANCE COSTS

DKK'000	Note	2020	2019
Finance income			
Interest income		0	1.317
Total		0	1.317
Finance costs			
Interest expenses		-640	-111
Interest expenses on the late royalty payments to the ultimate controlling party	-17	0	-4
Negative interest expenses on lease liabilities		21	25
Total		-619	-90

Note 15

Disclosure of tax expenses

INCOME TAXES

DKK'000	2020	2019
Current income tax expense/ benefit		
Current income tax expense for current year	-35.349	-55.054
Current income tax benefit for prior year	477	14.003
Subtotal	-34.872	-41.051
Deferred income tax expense		
	-9.119	-15.781
Income tax expense	-43.991	-56.832

Note 16

Disclosure of the managements proposed distribution of profit (loss)

Disclosure of the managements proposed distribution of profit (loss)

PROPOSED PROFIT APPROPRIATION

	2020-12-31 DKK x1000	2019-12-31 DKK x1000
Proposed dividend recognised in equity	148,800	90,000
Retained earnings	10,859	110,965
Total distribution	159,659	200,965

Note 17

Disclosure of related parties

RELATED PARTIES

Balances

Deposits with the ultimate controlling party	502.671	341.049
Receivables from the ultimate controlling party	7.222	3.581
Receivables from other related parties	30.606	29.714
Payables to the ultimate controlling party	-330424	-203834
Payables to other related parties	-58255	-38846

Transactions

Services revenue from the ultimate controlling party	69.370	68.787
Services revenue from other related parties	141.486	162.467
Royalties and licenses expenses with the ultimate controlling party	-786587	-859828
Royalties and licenses expenses with other related parties	-63501	-67342

Third party royalties and licenses expenses with the ultimate controlling party	-32937	-23185
Purchased services expenses with the ultimate controlling party	-41170	-43639
Purchased services expenses with other related parties	-114853	-118678
Other expenses with the ultimate controlling party	-176151	-113755
Other expenses with other related parties	-116836	-99210
Interest expenses on the late royalty payments to the ultimate controlling party	0	-4

Detaljerede note elementer

Information on average number of employees

	All types of relations, number of employees 2020-12-31 DKK	All types of relations, number of employees 2019-12-31 DKK
Details on number of employees		
Average number of employees	219	215