

## Consolidated Income statement for the twelve months ended December 31, 2004

€ thousands	Note	2004	2003
Licenses		114,214	104,280
Maintenance		182,565	191,236
Services		112,828	122,871
Other		1,764	1,655
<b>Total revenue</b>	[1]	<b>411,371</b>	<b>420,042</b>
Cost of sales	[2]	- 137,402	- 151,733
<b>Gross profit</b>		<b>273,969</b>	<b>268,309</b>
Research and development	[3]	- 49,004	- 61,833
Sales, marketing and distribution	[4]	- 89,095	- 99,370
Administrative costs	[5]	- 45,298	- 55,074
<b>Operating result</b>		<b>90,572</b>	<b>52,032</b>
Income from sale of SAP-SI shares	[6]	24,539	0
Other operating income	[7]	13,557	17,795
Other operating expenses	[8]	- 18,310	- 10,760
Restructuring expenses		0	- 48,792
<b>Earnings before interest, taxes and amortization</b>		<b>110,358</b>	<b>10,275</b>
Amortization	[9]	- 1,881	0
<b>Earnings before interest and taxes</b>		<b>108,477</b>	<b>10,275</b>
Interest result	[10]	3,253	2,748
<b>Earnings before taxes</b>		<b>111,730</b>	<b>13,023</b>
Income taxes	[11]	- 33,049	- 4,201
Other taxes	[12]	- 1,442	- 1,759
<b>Consolidated income</b>		<b>77,239</b>	<b>7,063</b>
Thereof for shareholders of Software AG		77,125	7,096
Thereof for minority interest	[13]	114	- 33
Earnings per share (EUR, basic)	[14]	2,83	0,26
Earnings per share (EUR, diluted)	[14]	2,83	0,26
Weighted average shares outstanding (basic)		27,266,752	27,266,752
Weighted average shares outstanding (diluted)		27,266,752	27,266,752