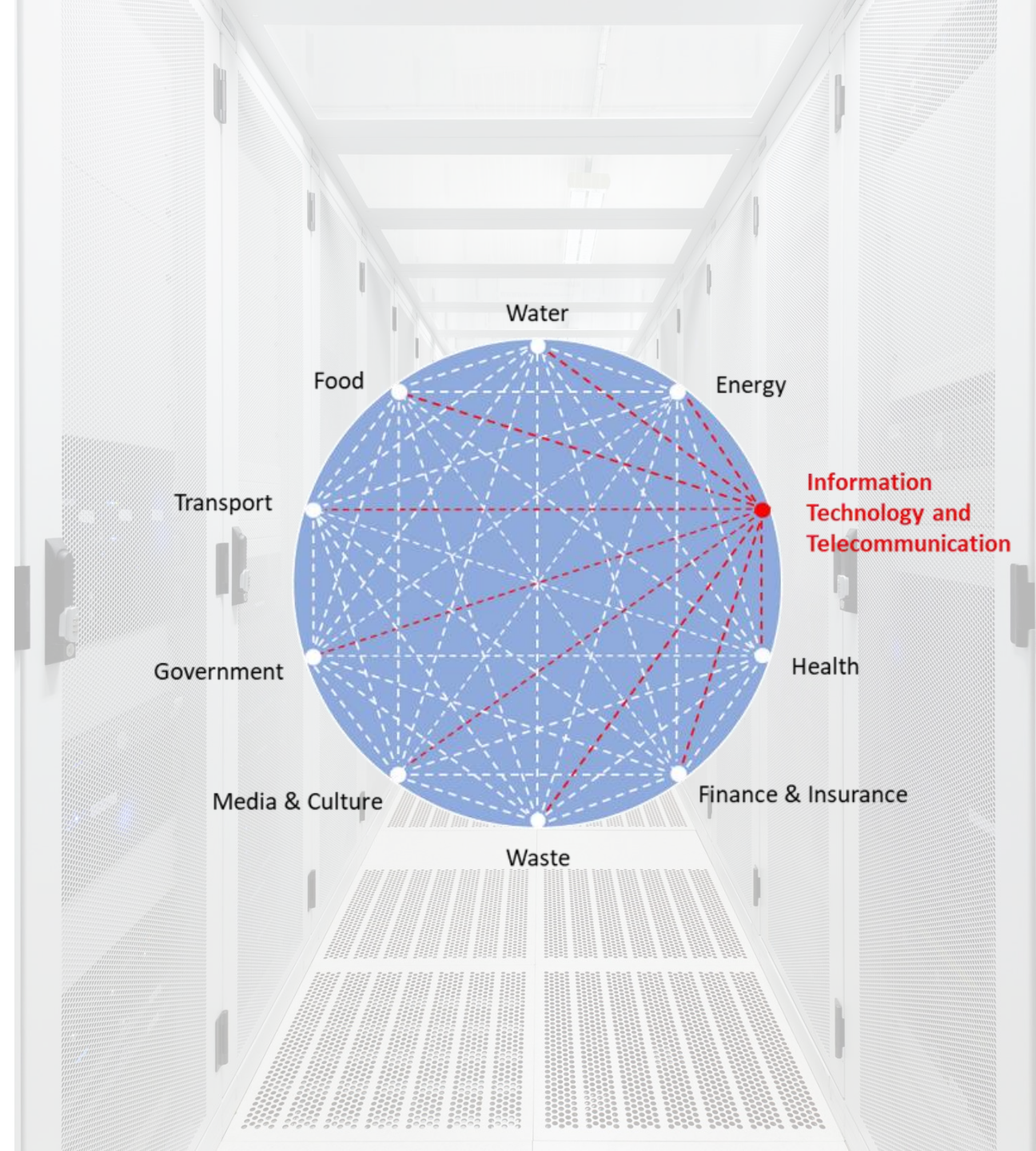


Ein strategisches KRITIS-Programm im globalen Konzern

Christian Behre, Max Moser, SAP
March 12, 2024

PUBLIC



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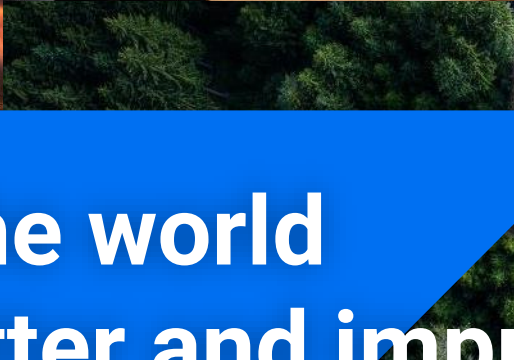
KRITIS at SAP

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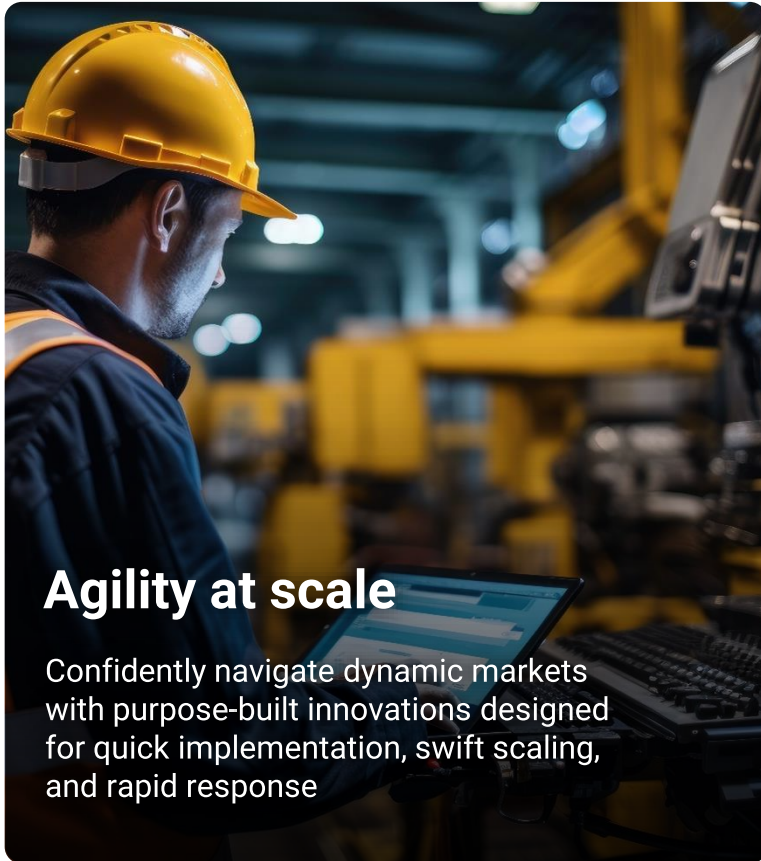


Help the world run better and improve people's lives



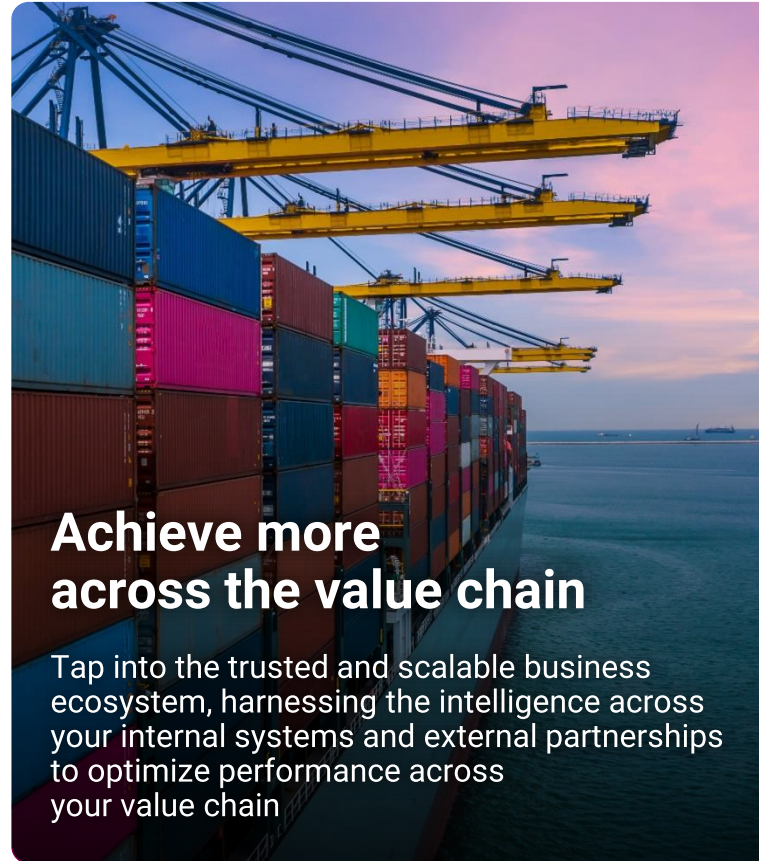
Our vision

We bring out the best in every business



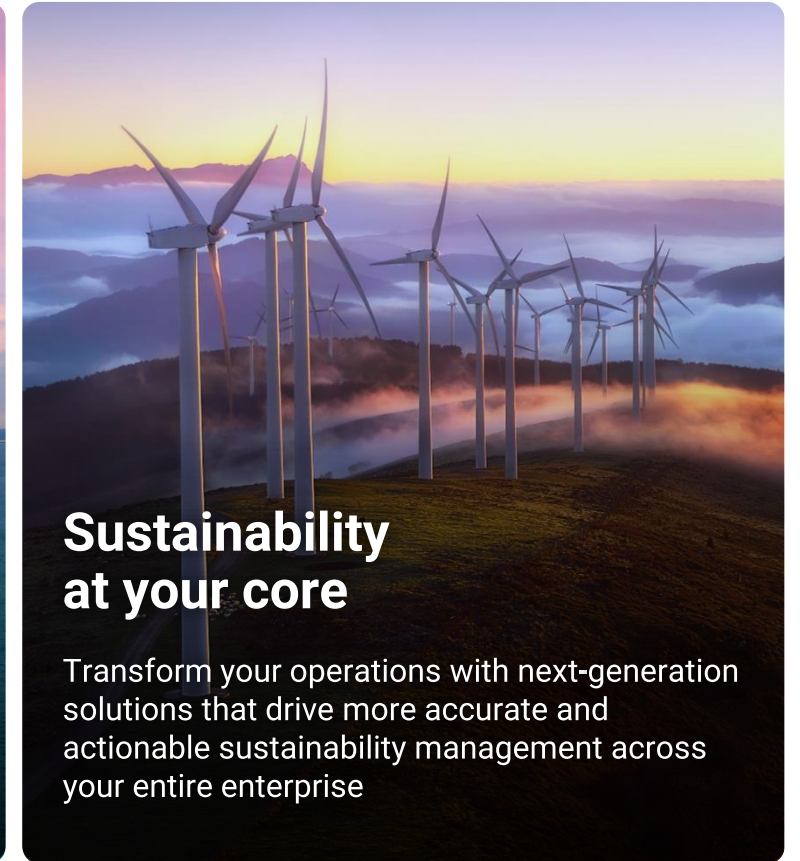
Agility at scale

Confidently navigate dynamic markets with purpose-built innovations designed for quick implementation, swift scaling, and rapid response



Achieve more across the value chain

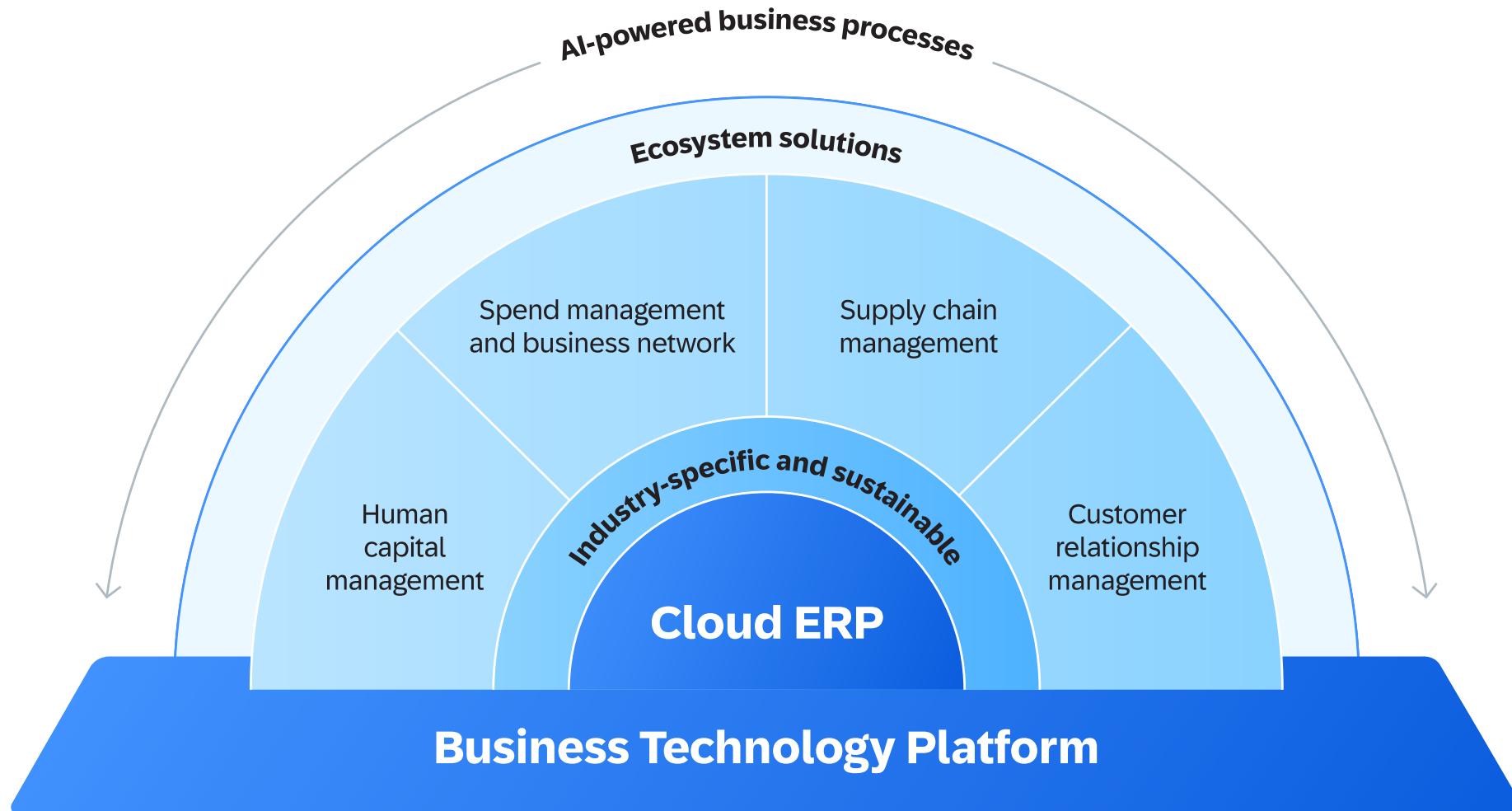
Tap into the trusted and scalable business ecosystem, harnessing the intelligence across your internal systems and external partnerships to optimize performance across your value chain



Sustainability at your core

Transform your operations with next-generation solutions that drive more accurate and actionable sustainability management across your entire enterprise

Our portfolio turns our vision into reality





The world's largest provider of Enterprise Application Software

Key facts

- €29.52bn total revenue, thereof **€11.43bn cloud revenue**¹
- Only **Fortune 50** global tech company **headquartered in Europe**
- **>100,000** employees across the globe

Customers

- **99 of the 100 largest companies** in the world are SAP customers
- SAP customers generate **87% of total global commerce** (\$46 trillion)
- **SMEs make up for 80%** of SAP's customers

Portfolio

- Solutions for **26 industries** and **12 lines of businesses**
- **2 dedicated offerings** for large and mid (RISE and GROW)
- **AI embedded** across the portfolio

Innovation and ecosystem

- Global **ecosystem** with **>25,500** SAP partner companies
- **SAP.iO**: Support for **>600** external startups
- **Sapphire Ventures**: Invested in **>200** IT start-ups

All figures as of October 18, 2023 – for more information visit [SAP.com](https://www.sap.com)

Strong position in key markets

Worldwide market position by revenue, 2022²



Cloud ERP

- #1 Enterprise Resource Planning
- #1 Manufacturing and Operation Management
- #1 Financial Management Systems (FMS)



Lines of Business

- #1 Procurement
- #1 Supply Chain Management
- #2 Human Capital Management
- #3 Digital Commerce



BTP

- #1 Data Management (Excluding DBMS³)
- #2 Analytics

1. Full Year 2022; 2. Calculations performed by SAP. Gartner®, Market Share: All Software Markets, Worldwide, 2022, April 2023. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.; 3. Database Management System; 4. SAP internal
Note: SAP is not responsible for the content of third-party research reports.

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SAP Government Security (SAP GS2)

Mission and Purpose

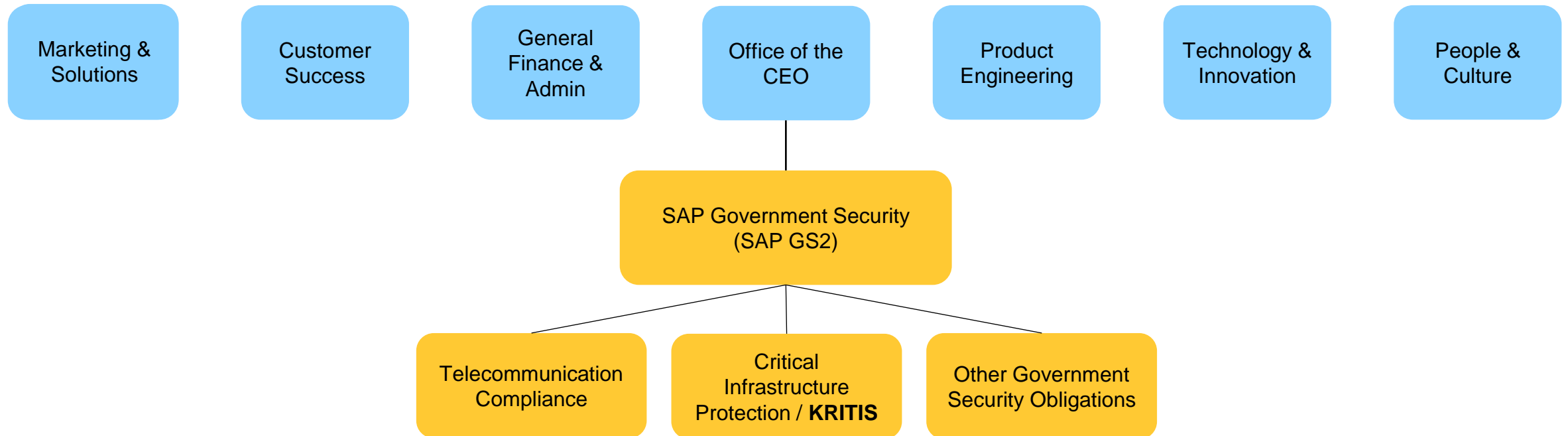
SAP Government Security (SAP GS2) empowers SAP to strengthen governments and nations in the protection of their most vital assets and serving their citizens.

SAP GS2 ensures SAP's fulfillment of regulations for government security, including **critical infrastructure**, and telecommunications compliance globally, thus enabling SAP performing business in regulated industries and markets.

SAP GS2 is the single point of contact for governments, authorities, security, and intelligence organizations and their interactions with SAP.



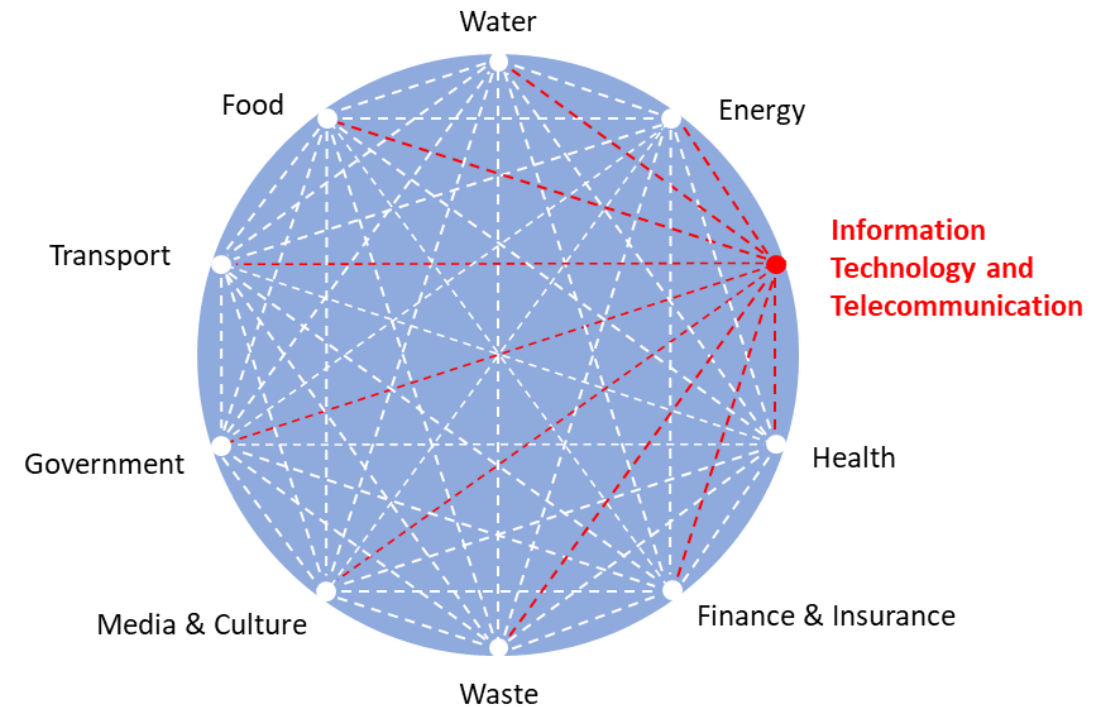
Strategic position within SAP



- Direct reporting line to CEO, CEO as Board sponsor
- Central and independent governance model, outside operational IT and Security organizations
- Reporting into all relevant steering committees, incl. Supervisory Board

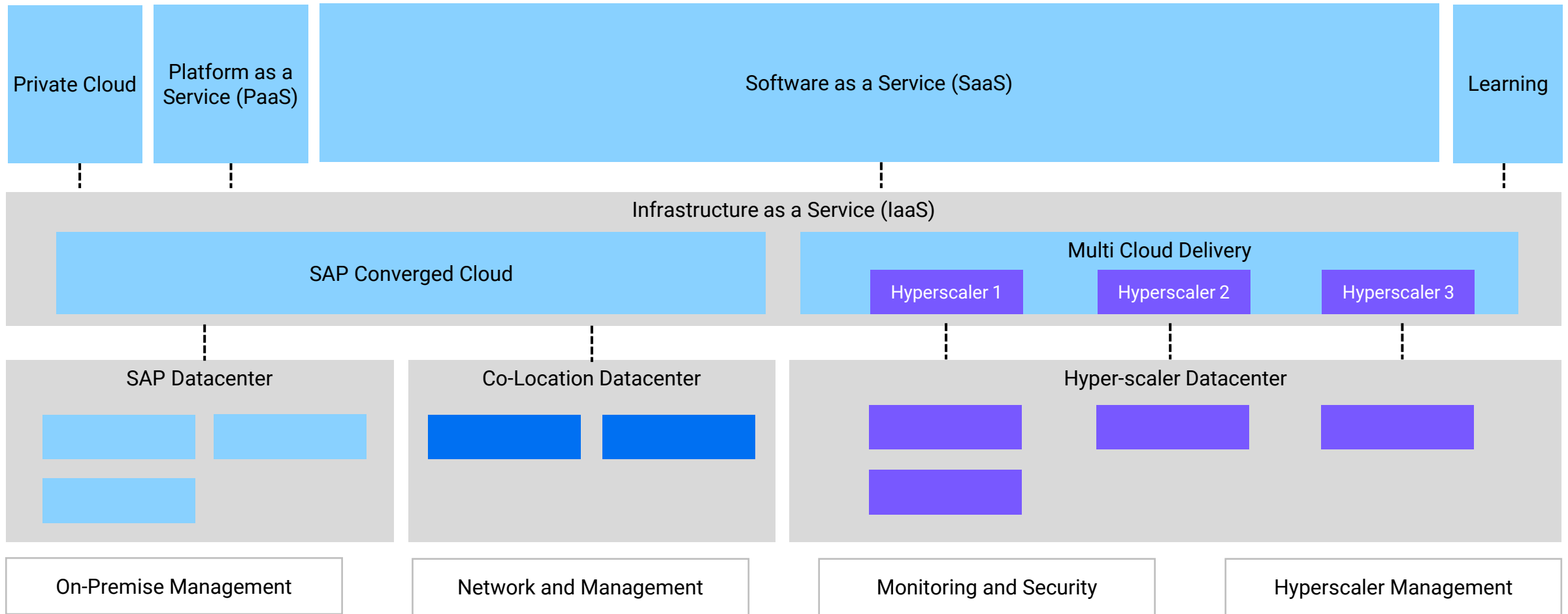
SAP and Critical Infrastructure in Germany (KRITIS)

- SAP solutions are used by Critical Infrastructure providers in many countries and significantly contribute to the continuous supply of essential services across the globe.
- SAP itself is a critical infrastructure provider in Germany (KRITIS):
 - The critical service (kritische Dienstleistung - kDL) provided by SAP is “data hosting and processing”
 - SAP exceeds the respective thresholds for physical or virtual servers according to BSI-KritisV
- Consequently, SAP must implement obligatory measures and confirm this with BSI approved auditors every two years.
- The first KRITIS audit was conducted in Q1/2022, the second audit was finished in Q4/2023.



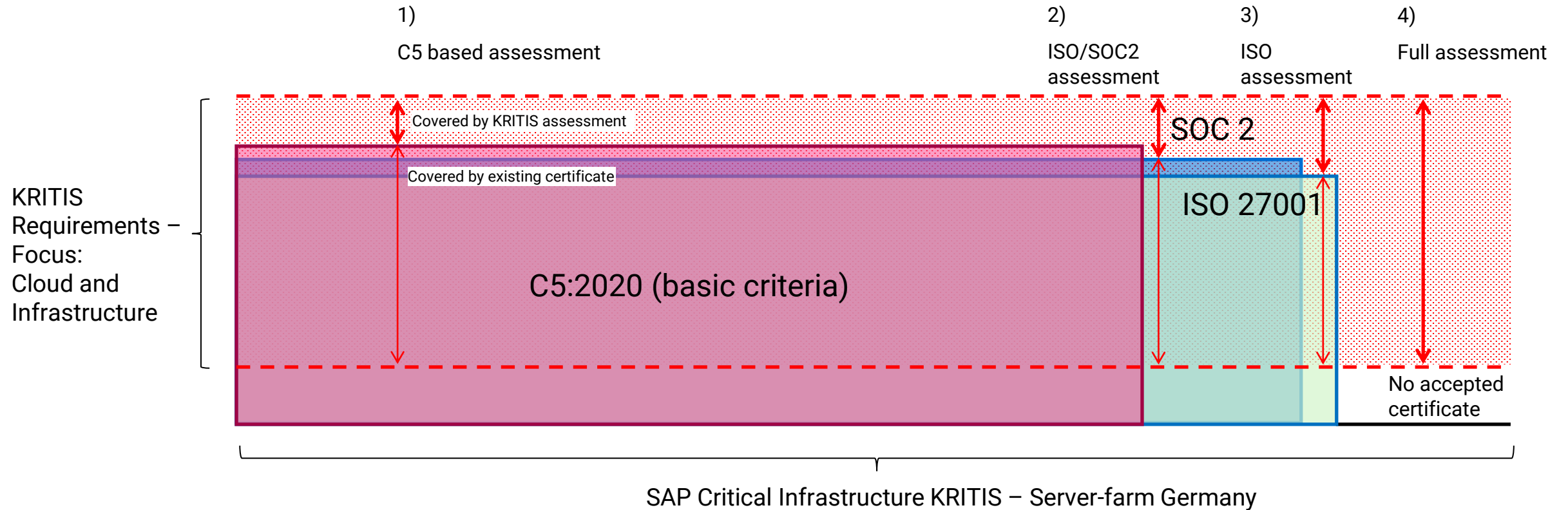
SAP KRITIS Server Farm 2023

KRITIS Server-farm:
Physical and virtual servers on German ground which are live and customer facing

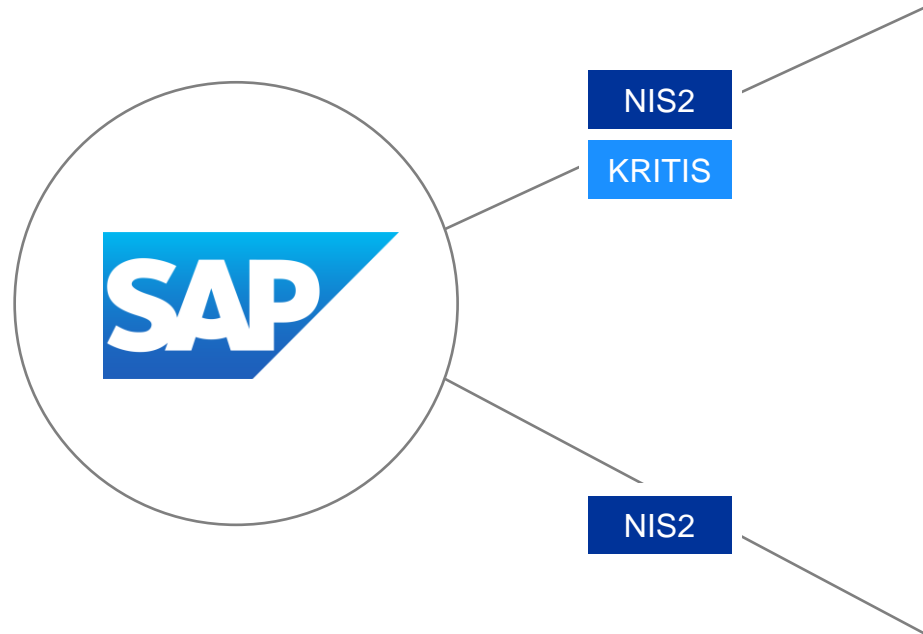


■ SAP services and DCs
 ■ Co-Lo/Hyperscaler DCs

Aligned Compliance Approach 2023



Outlook - NIS2 Impact on SAP



SAP as Operator

Requirements for SAP infrastructure and services

- Scope of security requirements might increase slightly
- SAP as operator in DE and EU countries (NIS2: Art 26 – single jurisdictions)
- Scope of affected critical infrastructure will increase (in DE and EU)
- Incident notification requirements increase (24h/72h/1month)
- Fines: Up to (at least) 10M EUR **or 2% of global turnover**

Customers and Partners

Requirements for SAP as critical supplier:

- More security requirements from customers that buy SAP services
 - Technological changes
 - Organizational changes (governance, ISMS, certification)
 - Contractual changes
- Audit and evidence requirements from customers
- More risk management/redundancy as critical supplier (supply chain security)
- More information required for incident reporting of customers

KRITIS at SAP

Where we started...

- Legacy platforms and heterogeneity, also driven by M&A
- High number of internal stakeholders and experts
- Silos and pockets of excellence
- Still improving maturity of relevant processes and assets
- Global setup and processes vs. national regulation (KRITIS)
- Limited CI / KRITIS mindset

Success Factors

Company

- Commitment to security and resilience
- Cloud infrastructure modernization
- Willingness to challenge status quo

Program

- CEO sponsorship, short escalation path
- Central governance, clear responsibility, building bridges
- Security generalists with access to network of experts
- Proactive and transparent collaboration with BSI and auditors
- Built on existing processes and assets, valued experts
- Ease expert contribution, “Arbeitsvorbereitung” by Core Team
- Comprehensive documentation

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Q&A

Questions and **Answers**



Thank you.

Contact information:

Christian Behre
christian.behre@sap.com

Max Moser
max.moser@sap.com

