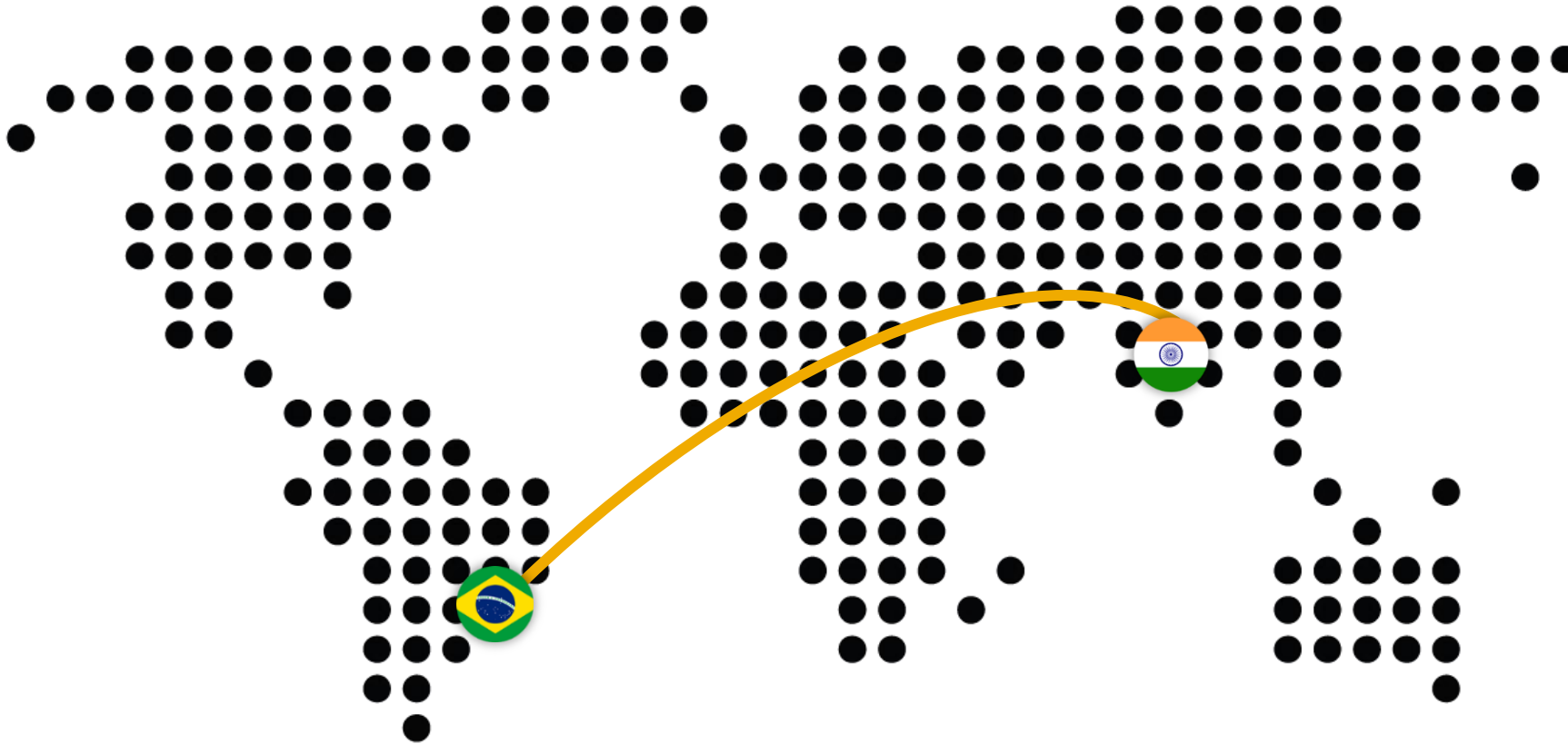




Leading in a **connected world**

Dennison John, SAP Labs Latin America
May 19, 2017

Who I am



“
*Little
knowledge is
a dangerous
thing... so is
a lot.*

”
**Alexander
Pope**

Where I have been leading teams



A large, modern glass-fronted building with a curved facade, reflecting the sky. In the foreground, there is a green lawn, a paved walkway, and a few people walking. The sky is clear and blue.

SAP LABS INDIA

Managing Roles

Highly participative **leadership style**



GERMANY

Project Coordinator

Perfection

Consensus







FINLAND

Development Consultant

Engagement

Human to human approach



SAP MALAYSIA

Location Head

Process

Direction





SAP LABS LATIN AMERICA


President

Creative
Teamwork



About SAP



A large, modern, multi-story office building with a glass and metal facade, identified by the SAP logo on its upper right corner. The building is set against a bright blue sky with scattered white clouds. In the foreground, there is a well-maintained green lawn with a winding stone path and some landscaping rocks. A tall, thin, vertical metal pole stands in front of the building.

A 45-year history of innovation and growth as a true industry leader

**More than
350,000
customers in
180 countries**

**More than
85,700
employees in 130
countries**

**Annual revenue
€ 22.06
billion
in 2016**



Help the world run better and
improve people's lives.

Drive continuous innovation to help
our customers run at their best.





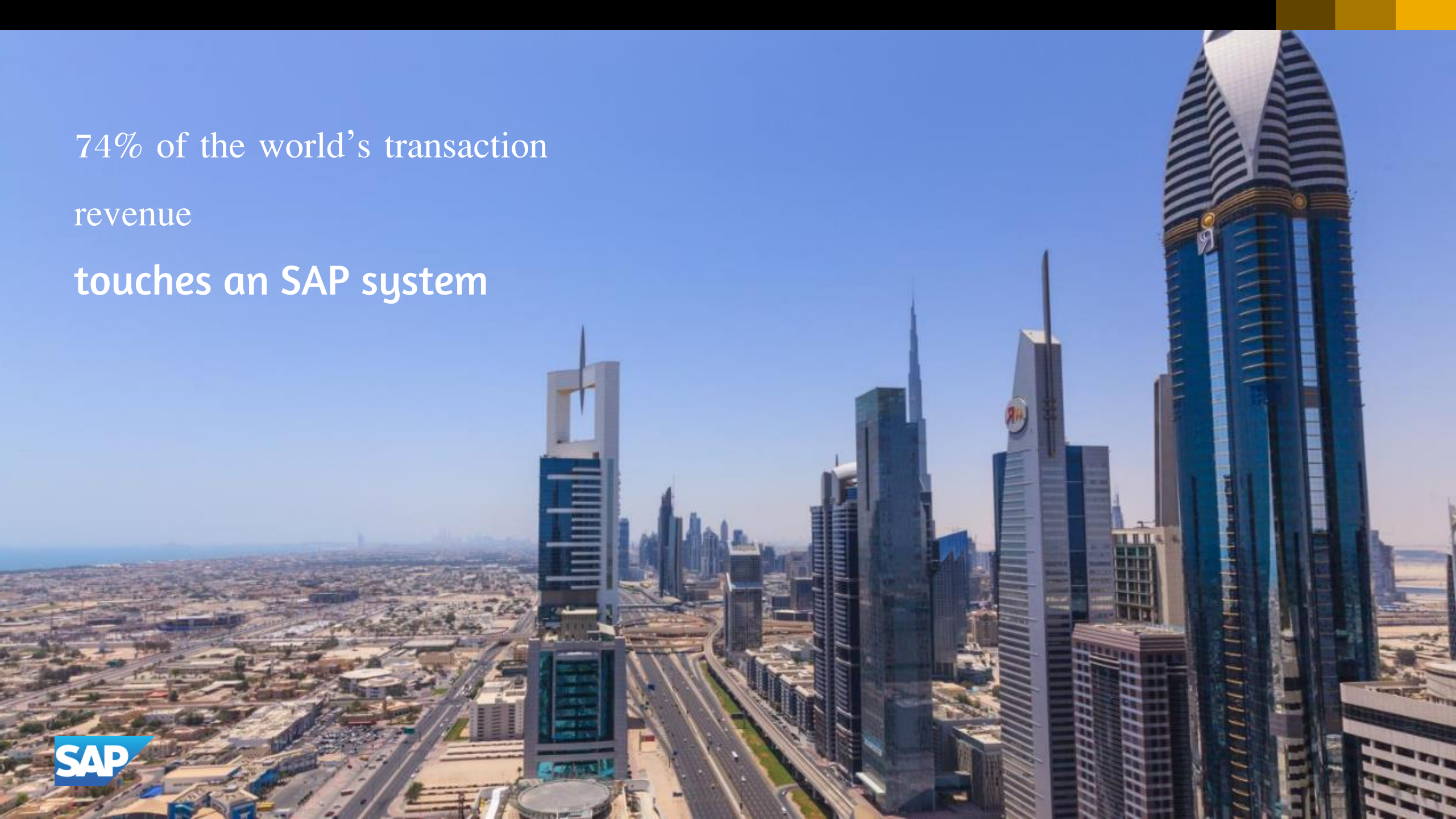
SAP customers represent

98% of the top 100

most valued brands in the world



74% of the world's transaction
revenue
touches an SAP system





Our customers produce more than
77% of the world's beer

SAP Labs Network



841 employees

Interns and FTEs

714 millennials

85 % of our workforce

1500+ partners

Across Latin America*

A role model for sustainability



* Data from 2016



Strategy

To be the innovation hub in Latin America



A man in a red sweater is seen from the side, working on a wall covered with many colorful sticky notes. The notes are in various colors like pink, yellow, blue, and green, and some have handwritten text. The background is slightly blurred, showing a red wall and a doorway.

Everybody can innovate

Leadership principles to give
free time for projects out of
work scope

Everybody can find its cause
and work with purpose

A group of three people are painting a large, colorful world map on a brick wall. The map is divided into continents with different colors: North America is orange, South America is green, Europe and Africa are blue, and Asia and Australia are yellow. The people are using paintbrushes to apply the paint. The background is a brick wall.

Corporate Social Responsibility
SAP improves the lives of
people every day



Education

Eu-Cidadão

TechSchool Social

Human Touch

Autism Day

Christmas Dream

Entrepreneurship

Mundo + Limpo

Innomarathon



Diversity & Inclusion

Embracing differences drives
our innovation and success



Business Women's Network
Woman in Leadership: 27,5%

Autism at Work
4 employees locally hired

Pride @ SAP
28% of employees
engaged locally



Future workforce

Embracing differences drives
our innovation and success



SAP Next-Gen

SAP Rotation Program

SAP Labs TechSchool



Happy to be here

SAP Labs Latin
America has a
91%
employee
engagement rate,
the highest of all
Labs worldwide

SAP

Best IT company to work for in Brazil



#1 Tech Company to
Work for in Brazil
2016



#1 Company to Start a
Career 2016



#4 Best IT Company to Work for in Brazil
2016

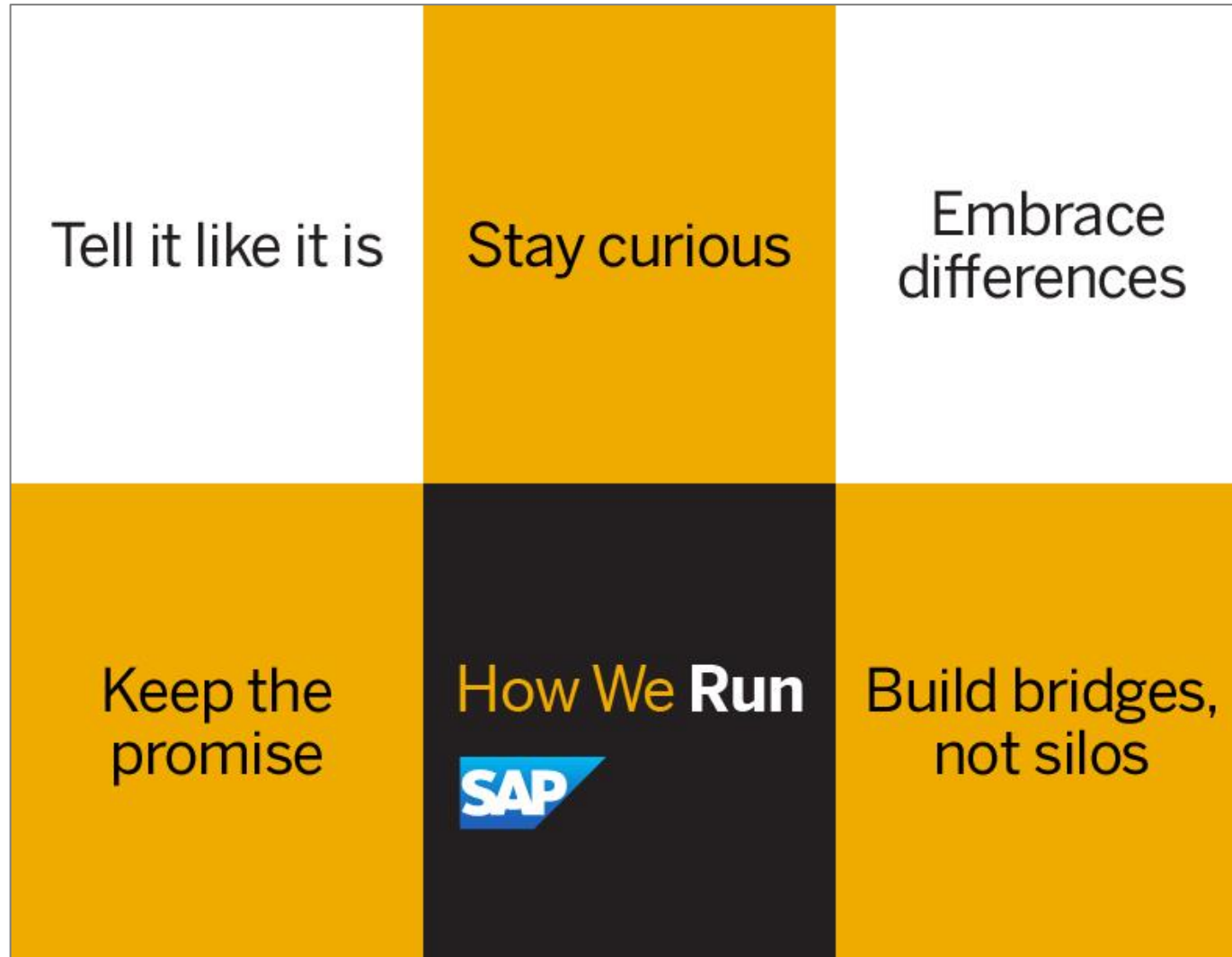


#1 Company to Work for in Rio Grande do
Sul 2016

How SAP inspires me



How we run



Introducing SAP TALK

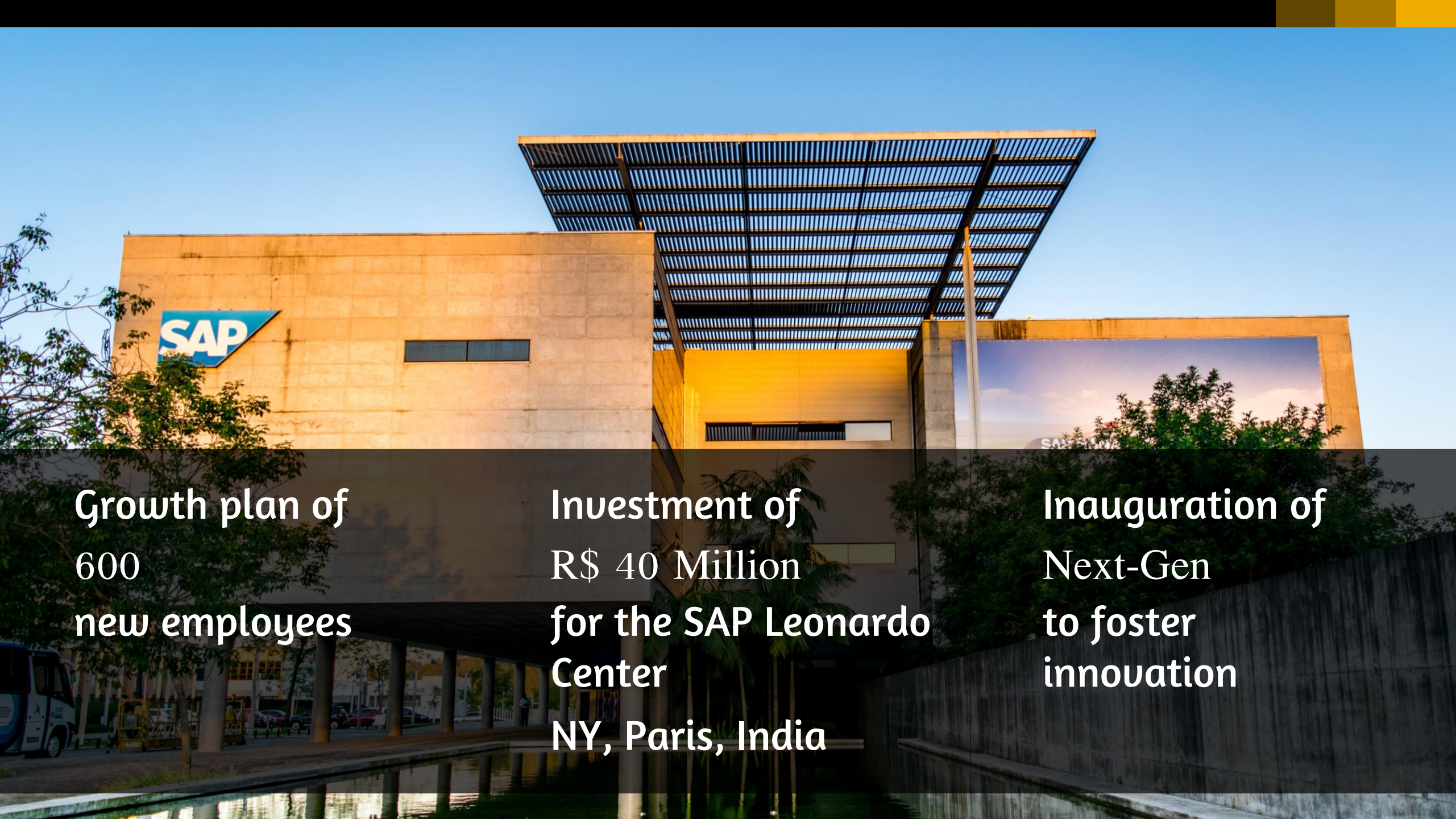


**“Don’t dream your life, live
your dreams.”**

SAP employee



SAP TV

A photograph of the SAP Leonardo Center, a modern building with a large, cantilevered glass and steel roof structure. The building's facade is made of light-colored stone or concrete. The SAP logo is visible on the left side of the building. The building is surrounded by trees and a walkway with columns in the foreground.

Growth plan of
600
new employees

Investment of
R\$ 40 Million
for the SAP Leonardo
Center
NY, Paris, India

Inauguration of
Next-Gen
to foster
innovation



“

In São Leopoldo, you don't have workmates. You have a family.

”

Cristiano Paim Buss
Director of R&D at Stara

Thank you.

And please stay in
touch



dennison.john@sap.com



fb.com/saplabsla



instagram.com/saplabsla



twitter.com/saplabsla



youtube.com/saplabslatinamerica