



Achieve digital resilience and scale with confidence with SAP localization

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SAP Globalization Services
Local Solutions. Global Success.

THE BEST RUN 

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Local Solutions for Global Success

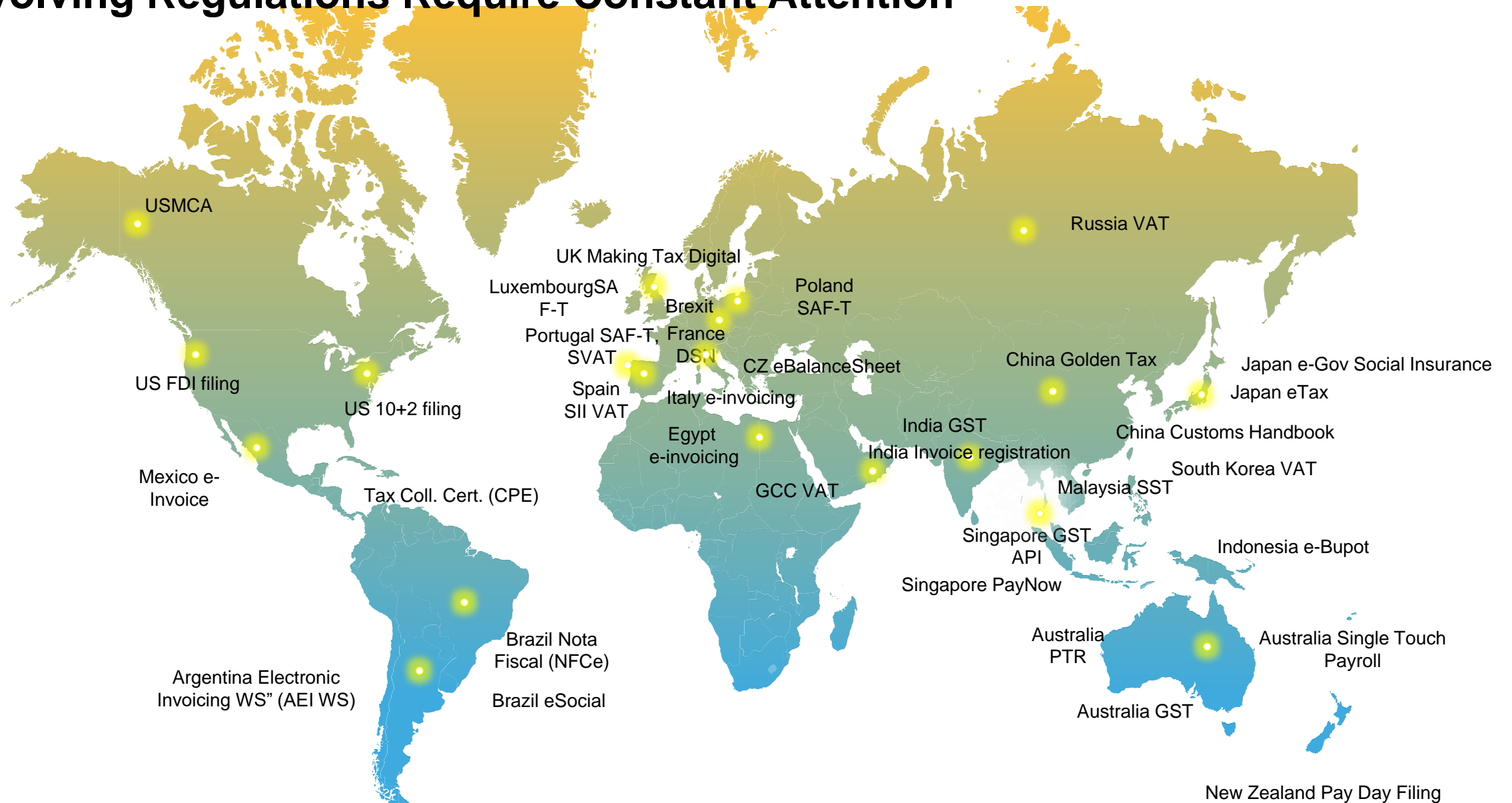
Engage with Us



We are Surrounded by Drivers of Transformation



Evolving Regulations Require Constant Attention



Common Regulatory Pain Points For an Enterprise

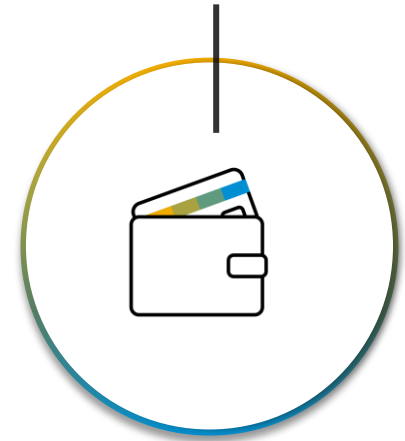
Payroll Processing



Order Invoicing



Payments



**Transaction Tax
Calculation and Reporting**



Regulatory Audits



SAP Empowers Every Customer to Succeed Locally and Globally



440,000 customers in 180+ countries

200 million users worldwide

22,200 SAP partner companies in 140 countries

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Global Dynamics & Digital Transformation

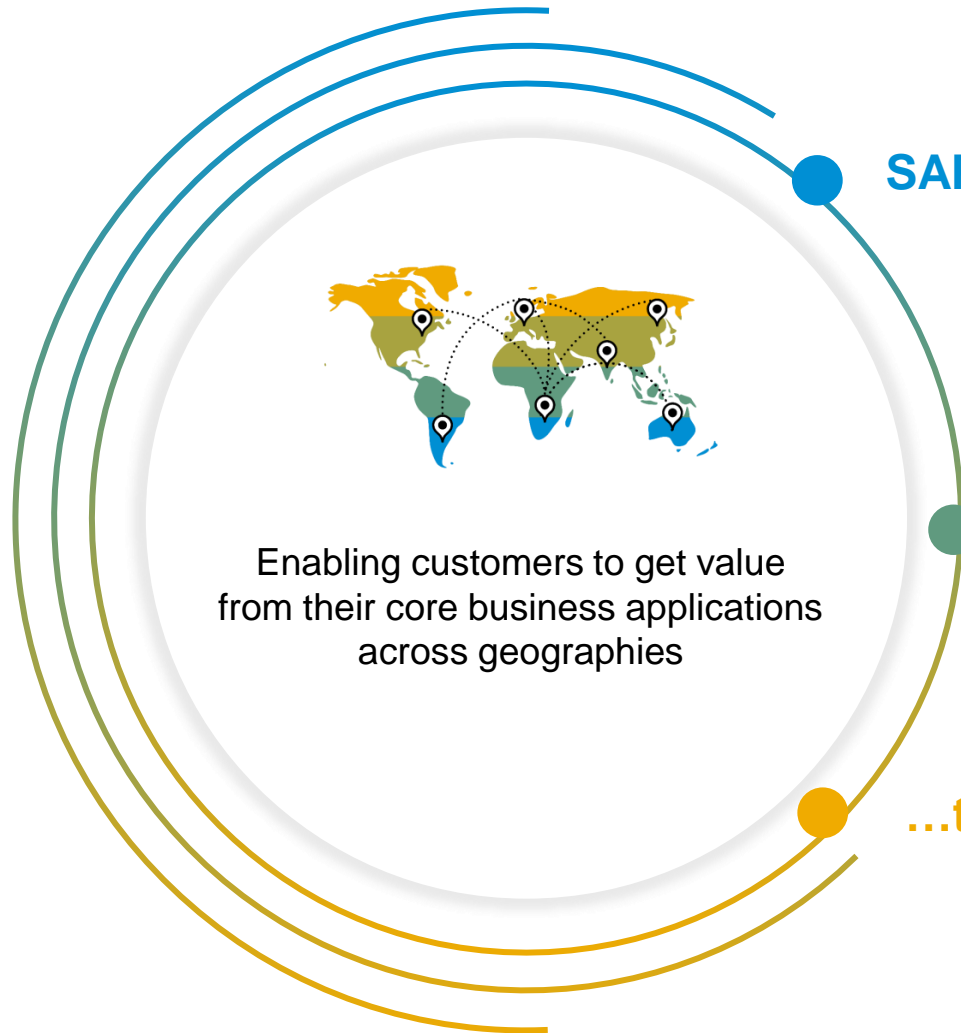
Software Localization at SAP

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What Is Software Localization?



SAPs Localization portfolio consists of several capabilities...

- Finance
- Document and Reporting Compliance
- Spend Management
- Internationalization Standard I18N
- Human Resources
- Customer Experience
- Languages

...is delivered to customers and partners in different ways...

- Built-in and 'Off-the-Shelf'
- Configuration
- Extensibility

...touches core E2E processes worldwide

- Lead-to-Cash
- Source-to-Pay
- Recruit-to-Retire
- Design-to-Operate
- Sustainability Reporting

SAP Software Localization

Providing a Holistic Localization Experience Contributing to Customers' Global Success



48 SAP S/4HANA Cloud

64 SAP S/4HANA

70 SAP Business ByDesign

57 SAP Document and Reporting Compliance

40 SAP Business Network

24 SAP Concur Spend Management

104 SAP SuccessFactors Employee Central

52 SAP SuccessFactors Employee Central Payroll

105 SAP ECC Human Resources

16 SAP Billing and Revenue Innovation Management

6 SAP Responsible Design and Production

SAP Globalization Services – Key Values



Enable Adherence to Legal Mandates

for new and evolving regulations for the lifespan of an SAP solution providing customers with peace of mind



Scale with confidence

with efficient and integrated business processes locally and globally, leading to sustainable business practices



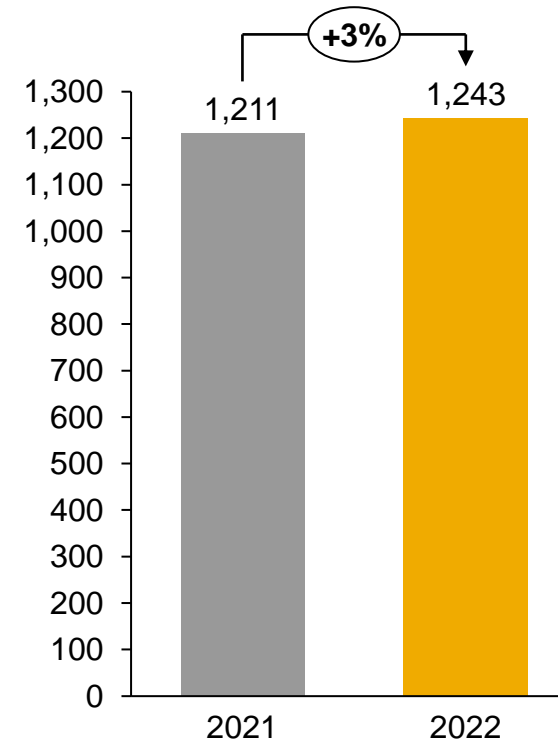
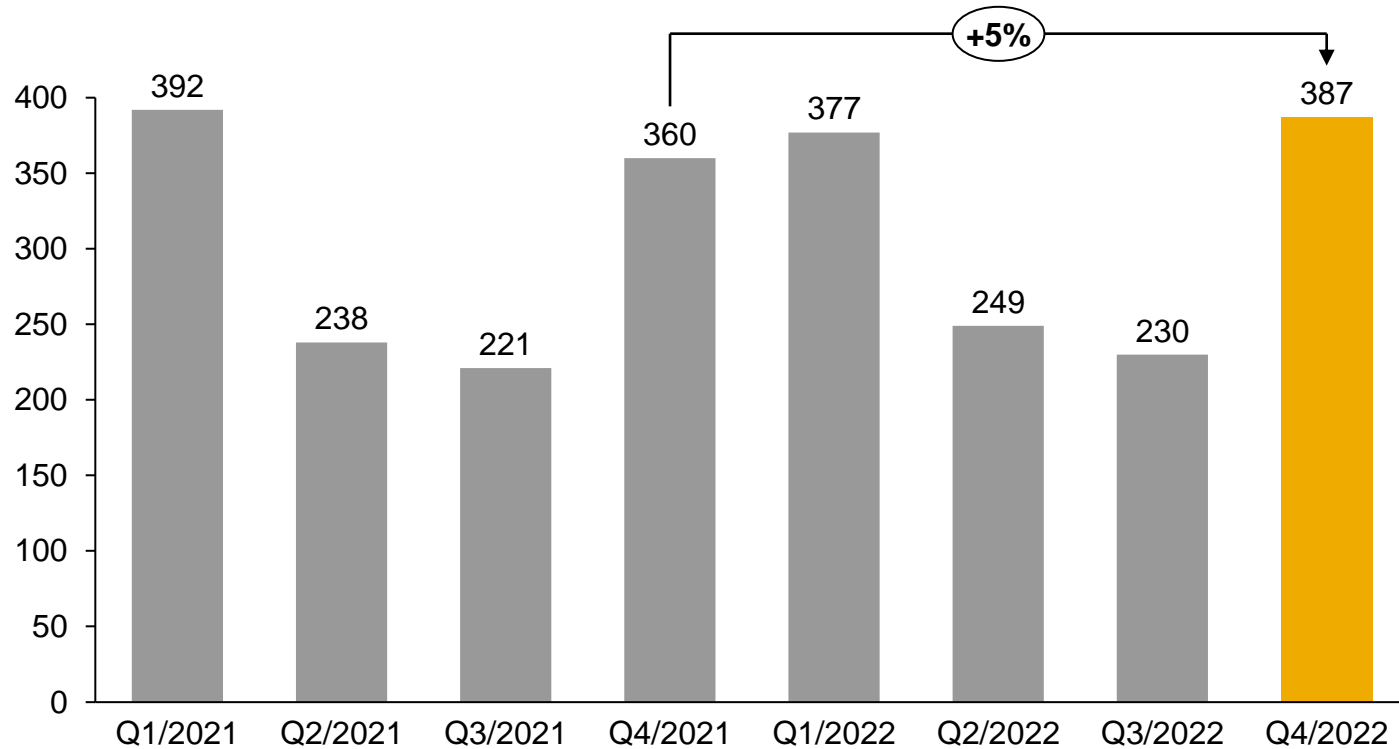
Automate

repetitive tasks, such as payroll, Business-to-Government interaction and free capacity for value creating tasks

Legal Change Delivery

Key Messages:

- 1,243 Legal Changes delivered in 2022 (+32/+3% YoY), compared to 1,211 legal changes in 2021.
- 69% of all Legal Changes can be attributed to an increasing level of government activities to:
 - A) combat the current economic environment with labor measures (inflation / energy)
 - B) drive forward digitalization, e.g., digital audit files, taxation related laws, Business-to-Government Exchange



Delivering Peace of Mind

E2E Business processes

Lead-to-Cash

Source-to-Pay

Recruit-to-Retire

Design-to-Operate

Legal Mandates



Robust up-to-date accounting processes generate audit-proof financial statements across all global entities



Cross-country transparency on existing and upcoming legal reports



Global workforce paid according to complex local regulations in over 100 countries



Employees run global discretionary expense claiming as a “non-event”



Electronic business documents are submitted in line with legal mandates and auditable

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Globalization as a Key Strength for SAP S/4HANA Cloud, public edition

SAP S/4HANA Cloud, public edition localization is provided out of the box for many local versions offering enterprises the ability to scale their business processes across the globe by addressing country-specific requirements and regulatory needs.

- Today **51 SAP Delivered Local Versions** are available for SAP S/4HANA Cloud with **8 additional local versions planned**.
- In addition, SAP facilitates Customer Local Versions via **Localization as a self-service for SAP S/4HANA Cloud, public edition**.



Run Globally

Run business operations globally with ease utilizing SAP delivered localizations



Keep Up with the Legal Mandates

Address increasing legal changes part of SAP Delivered Local Versions

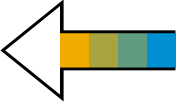


Benefit from Standardization

Leverage standard processes and automation for e-invoicing, statutory reporting, and tax management worldwide

SAP S/4HANA Cloud, public edition: Localization Coverage

2302 Release



51 local versions delivered by SAP

Currently available

Argentina ^{4,5}	Egypt ⁴	Greece ^{4,5}	Australia	Austria
Belgium	Brazil	Bulgaria ^{3,4}	Canada	China
Czechia	Chile ⁴	Colombia ⁴	Croatia ^{3,4}	Denmark
Finland	France	Germany	Hong Kong (China)	Hungary
India	Indonesia	Ireland	Italy	Japan
Luxembourg	Malaysia	Mexico	Netherlands	New Zealand
Norway	Philippines	Poland	Portugal	Qatar ⁴
Romania	Russia	Saudi Arabia	Singapore	South Africa
South Korea	Slovakia	Spain	Sweden	Switzerland
Taiwan (China)	Thailand	Turkey	United Arab Emirates	United Kingdom
United States				

Planned^{1, 4}

Israel	Kazakhstan	Kuwait	Oman	Peru
Serbia	Slovenia	Ukraine		

Supporting 32 languages

Currently available

Arabic	Bahasa (Malaysia)	Bulgarian	Chinese (simplified)	Chinese (traditional)
Croatian	Czech	Danish	Dutch	English
Finnish	French	German	Greek	Hebrew
Hungarian	Italian	Japanese	Kazakh	Korean
Norwegian	Polish	Portuguese	Romanian	Russian
Serbian	Slovak	Slovenian	Spanish	Swedish
Thai	Turkish			

Planned¹

Ukrainian

Customer Local versions via localization as a self-service for SAP S/4HANA Cloud

Currently available

Rest of World²

¹ As per current planning, subject to change.

² Current S/4HANA Cloud customers using SAP Central Business Configuration (CBC) with 3-system landscape environment can participate in [Customer Local Version early adoption program](#). Belarus, Venezuela, [embargo countries](#) and SAP delivered/planned Local Versions are excluded.

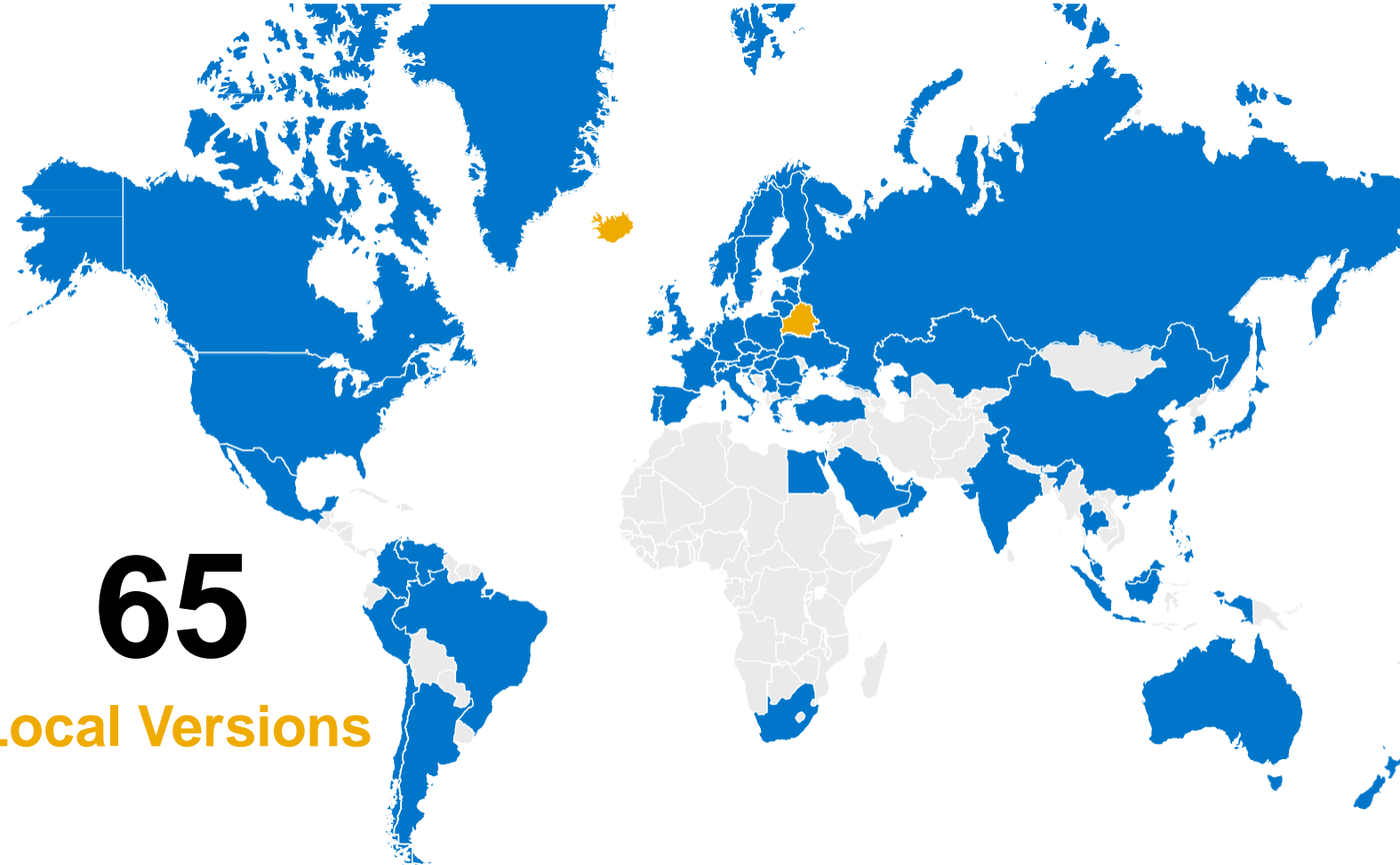
³ [Additional consideration](#) needed for go-lives planned before EURO switchover.

⁴ Focuses on finance-led ERP and service-centric industries scope. Refer to [solution scope in Best Practice Explorer](#) for available local versions or [scope items list](#) for planned local versions

⁵ In early adoption program. Refer to [influence program](#) to participate

SAP ERP Central Component (ECC)

Including SAP and Partner Local Versions



65

Local Versions

- | | | |
|------------------|-------------|----------------------|
| Argentina | India | Qatar |
| Australia | Indonesia | Romania |
| Austria | Ireland | Russia |
| Belgium | Israel (*) | Saudi Arabia |
| Brazil | Italy | Serbia |
| Bulgaria | Japan | Singapore |
| Canada | Kazakhstan | Slovakia |
| Chile | Kuwait | Slovenia |
| China | Latvia | South Africa |
| Colombia | Lithuania | South Korea |
| Croatia | Luxembourg | Spain |
| Czech Republic | Malaysia | Sweden |
| Denmark | Mexico | Switzerland |
| Egypt | Netherlands | Taiwan, China |
| Estonia | New Zealand | Thailand |
| Finland | Norway | Turkey |
| France | Oman | Ukraine |
| Germany | Peru | United Arab Emirates |
| Greece | Philippines | United Kingdom |
| Hong Kong, China | Poland | United States |
| Hungary | Portugal | Venezuela |

SAP Partner Solutions:

- Belarus (EPAM)
- Iceland (Nyherjihf)

Remark:

(*) Functionality fully covered in SAP ERP Standard. For specific category details please contact Globalization@sap.com.

SAP Human Capital Management for SAP S/4HANA, on-premise edition



Continuity and investment protection for HCM on-premise customers

Solution will be based on SAP ERP HCM **with selected** SAP HANA database related **enhancements**.

This option is intended to serve those customers who are not yet ready to partially or fully transform their HR processes into a cloud-based model.

The future of digital HR in the cloud is powered by SAP SuccessFactors.

SAP Human Capital Management for SAP S/4HANA – Localization Aspects

Key capabilities

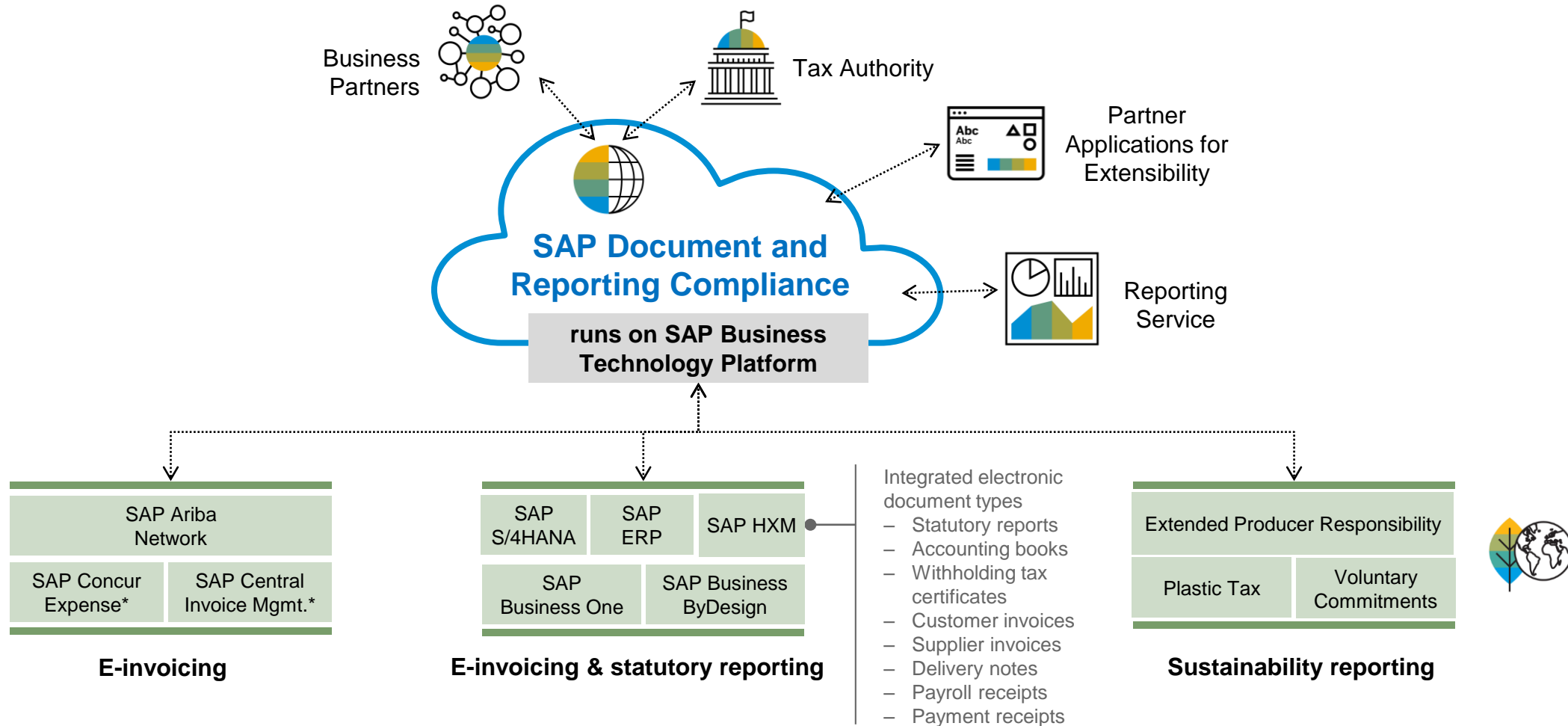
Product

- Scope matches the SAP S/4HANA Compatibility Pack and the key functionality of SAP ERP HCM
- Supports all SAP standard payroll local versions for SAP HCM
- Selective enhancements and localization across Core HR and Payroll processes to support continuity
- Available in Q4 2022 for OnPremise and follows SAP S/4HANA maintenance strategy until 2040

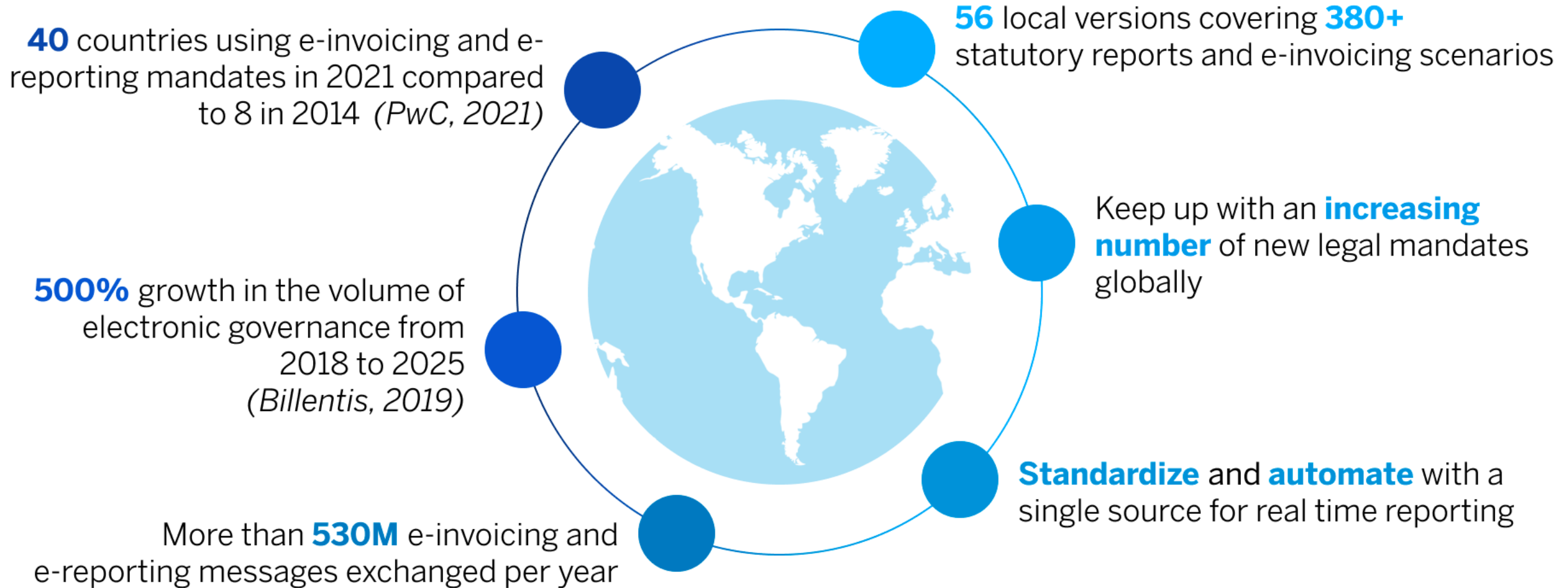


SAP Document and Reporting Compliance

Enables companies to adhere to evolving legal mandates driven by global digitalization



SAP Document and Reporting Compliance



SAP Document and Reporting Compliance

Global Coverage for SAP S/4HANA

Compliance obligations

- **Statutory reporting**
 - VAT, GST & Withholding Tax Reports
 - Audit files (SAF-T)
 - Electronic accounting reports
 - Financial Statements
 - Fixed Assets Reports
 - Payments Reports
 - Ledgers & Sales Lists
 - Cashflow Reports
 - Sustainability Reports
- **E-Invoicing scenarios**
 - Customer Invoices
 - Supplier Invoices
 - Consumer Invoices
 - Credit Invoices
 - E-Reporting scenarios
 - Delivery Notes
 - Payment Receipts
 - Tax Certificates
 - Tax Register Books
 - Electronic Payroll



416

Reports and scenarios
enabled in 57 countries

Localization coverage

- **Americas**
 - Brazil, Chile, Colombia, Mexico, Peru, Argentina, Canada, US, Venezuela
- **APJ**
 - Australia, India, New Zealand, Singapore, South Korea, Taiwan, Thailand, China, Indonesia, Japan, Malaysia, Philippines
- **Europe**
 - Austria, Belgium, Denmark, France, Germany, Greece, Hungary, Ireland, Luxembourg, The Netherlands, Norway, Poland, Portugal, Spain, Sweden, Turkey, Czech Republic, Finland, Israel, Kazakhstan, Romania, Russia, Serbia, Slovakia, Switzerland, Ukraine, United Kingdom, Italy
- **Middle East & Africa**
 - Saudi Arabia, Egypt, Qatar, South Africa, United Arab Emirates, Oman, Angola

SAP Document and Reporting Compliance – Customer Story

A US Based Chemical Manufacturer with multiple subsidiaries abroad

Before: Challenges

- Increase in mandatory e-invoicing legislation worldwide
- Multiple disparate solutions for document compliance management in different countries
- Use of manual processes, third-party services, and custom software created in-house

Why SAP

- Standardized framework offered by the SAP Document & Reporting Compliance solution supporting operations in multiple countries with a wide array of compliance management capabilities through a single solution
- Ability to create legal XML files that are directly based on transactional system data from SAP solutions
- Single communication layer with content that users can submit directly to authorities or local partners when required
- Regular updates on new legal mandates and mandate changes

After: Value-Driven Results

- Improved control through the ability to communicate information directly to authorities, without relying on third parties
- Reduced compliance risk and significant time and cost savings as a result of more-efficient management of global document compliance processes
- Streamlined IT landscape, with document compliance activities supported by a single solution
- Improved user experience, with country-specific scenarios managed in an e-cockpit within
- SAP Document and Reporting Compliance

“We saw SAP DRC as an opportunity to optimize operational performance and resource management. The solution exceeds expectations by **streamlining our response to an increasing number of regulations** that differ by country.”

30%

Faster document processing for the accounts payable department

10%

Reduction in the invoice processing cycle

24,000

Low-value activities eliminated

SAP Globalization Services

High-level Roadmap for 2023

SAP S/4HANA

- Deliver on **Localization as a self-service** for SAP S/4HANA Cloud as per roadmap
- Strengthen localization capabilities for in-market local versions and deliver **11 local versions by February 2024**
- Deliver on *SAP Billing and Revenue Innovation Management (SAP BRIM)* localization as per roadmap

SAP Document and Reporting Compliance

- Expand local version coverage for **SAP Spend Management** solutions
- Continue to enable customer and partner **extensibility**

Human Experience Management

- Strengthen localization for **SAP HXM for SuccessFactors Employee Central, SuccessFactors Employee Central Payroll, and HCM On Premise**

Spend Management

- Deliver Localized Solution for **digital document and tax compliance within SAP Concur Spend Management**
- Deliver customer and partner **extensibility of SAP Business Network** and new country specific e-Invoice mandates

Sustainability

- Enhance country coverage for *Sustainability* for France, Canada, United Kingdom, EMF (Ellen McArthur Foundation) and Plastic Taxes for United Kingdom, Spain and Italy
- Kickstart execution on Social Sustainability (Lieferkettengesetz - Supply Chain due Diligence Act)

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Where to Find Us

SAP Globalization Services Support Portal

Access all localization focused information e-books, service offerings & products in one place



Legal Change Notification

Get hold of updated information on legal changes & maintenance across SAP's solutions



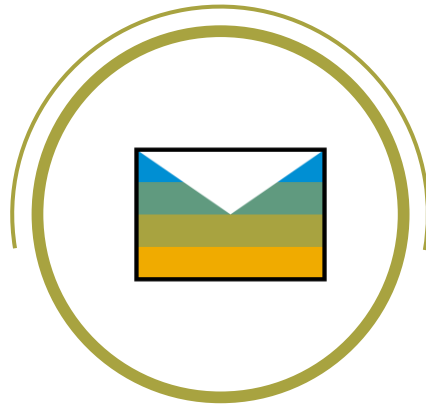
SAP Localization and Country-Specific Collaboration Groups

Tap into the full list of Country/Region specific collaboration groups and connect with your peers and SAP experts



SAP Globalization Mailbox

Reach out to the experts from SAP Globalization Services to address your queries around legal changes



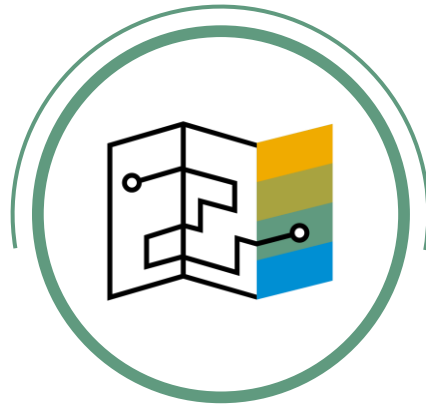
Influence SAP Software Development

Adopt new innovations early on and influence SAP software development



SAP Roadmap Explorer

Find the latest Innovations and outlook on planned innovations



Open Forum – Questions and Feedback

Thank you.

Contact information:

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