

SAP, Mitsubishi Electric Enable New IoT-Based Services for Manufacturing with SAP® Cloud Platform

Hannover Messe, Hanover, 24th-28th April 2017

[SAP SE](#) (NYSE: SAP) and [Mitsubishi Electric Europe](#) today announced SAP's participation in Mitsubishi Electric e-F@ctory Alliance partner program. This partnership will enable Mitsubishi Electric's automation solutions to operate fully with SAP® Cloud Platform. Using the Internet of Things (IoT) features of SAP software, Mitsubishi Electric can transfer preselected data from its automation solutions to SAP Cloud Platform. Mitsubishi Electric will now be able to extend its e-F@ctory solutions to lay the foundation for partners and customers to offer value-added IoT-based services in the manufacturing and process industry sectors. The announcement was made at Hannover Messe, which takes place April 24–28 in Hanover, Germany.

The cooperation between SAP and Mitsubishi Electric allows for new IoT-based services, including remote device and connectivity management, monitoring of production status and asset availability, as well as predictive maintenance, to allow operators to benefit from long-term analysis of factory data.

“Mitsubishi Electric has long provided leading-edge technologies for the collection of production information, and now our partnership with SAP enables our customers to easily connect with SAP Cloud Platform,” said Hartmut Pütz, president, Factory Automation – European Business Group, Mitsubishi Electric Europe. “Here, our e-F@ctory Alliance partner,

SAP, provides tools and applications to enable users to utilize production information to the fullest extent.”

Operators can also use SAP Asset Intelligence Network to provide management of asset information and improve communication with service providers. The SAP Hybris® Cloud for Customer solution will support service teams in scheduling maintenance activities and provide technicians with mobile access and an augmented reality app to identify problems quickly.

“The opportunity of digitalization is all about intelligently connecting people, things and businesses,” said Rolf Schumann, senior vice president and global general manager, Platform and Innovation, SAP. “The partnership between Mitsubishi Electric and SAP enables customers and partners to easily link shop floor and asset information with SAP Cloud Platform for advanced analytics. With the help of SAP Cloud Platform we can reach deep integration into business processes and customers can benefit from driving real value from operational information.”

To showcase the benefits customers can reap from this partnership, Mitsubishi Electric will feature a robot at the SAP booth at Hannover Messe. The robot is connected to SAP Cloud Platform, which provides customized dashboards, predictive maintenance and analytics functions.

The SAP booth at Hannover Messe is located in Hall 7, B04. The Mitsubishi Electric booth is located in Hall 17, D40.

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Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “intend,” “may,” “plan,” “project,” “predict,” “should” and “will” and similar expressions as they relate to SAP are intended to identify such forward-looking statements. SAP undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect SAP's future financial results are discussed more fully in SAP's filings with the U.S. Securities and Exchange Commission ("SEC"), including SAP's most recent Annual Report on Form 20-F filed with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.

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About e-F@ctory

e-F@ctory is Mitsubishi Electric Factory Automation business unit's approach to the increasing digital transformation affecting business. In this context, we are supporting our customers in further developing their overall business approach by offering advice on industrial automation and information technology.

The e-F@ctory Alliance is an integral part under the e-F@ctory umbrella. The global network includes manufacturers of industrial components as

well as specialized system integrators and software providers. These partner companies collaborate at an individual level to offer flexible, optimized solutions for various customer requirements. The e-F@ctory Alliance has over 300 members worldwide.

Image captions:



Picture 1:

The cooperation between SAP and Mitsubishi Electric allows for new IoT-based services, including remote device and connectivity management, monitoring of production status and asset availability, as well as predictive maintenance, to allow operators to benefit from long-term analysis of factory data.

[Source: Mitsubishi Electric Europe B.V., Thinkstock]

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About Mitsubishi Electric

With over 90 years of experience in providing reliable, high-quality products to both corporate clients and general consumers all over the world, Mitsubishi Electric Corporation is a recognised world leader in the manufacture, marketing and sales of electrical and electronic equipment used in information processing and communications, space development and satellite communications, consumer electronics, industrial technology, as well as in products for the energy sector, water and waste water, transportation and building equipment.

With around 135,000 employees the company recorded consolidated group sales of 38.8 billion US Dollars* in the fiscal year ended March 31, 2016.

Our sales offices, research & development centres and manufacturing plants are located in over 30 countries.

Mitsubishi Electric Europe B.V., Factory Automation European Business Group (FA-EBG) has its European headquarters in Ratingen near Dusseldorf, Germany. It is a part of Mitsubishi Electric Europe B.V., a wholly owned subsidiary of Mitsubishi Electric Corporation, Japan.

The role of FA-EBG is to manage sales, service and support across its network of local branches and distributors throughout the EMEA region.

**Exchange rate 113 Yen = 1 US Dollars, last updated 31.3.2016 (Source: Tokyo Foreign Exchange Market)*

Further Information:

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See how Mitsubishi Electric is able to respond to today's automation demands: eu3a.mitsubishielectric.com/fa/en/solutions

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