



SYBASE®

Sybase: Information Anywhere, Anytime

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San Francisco

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Forward-Looking Statements

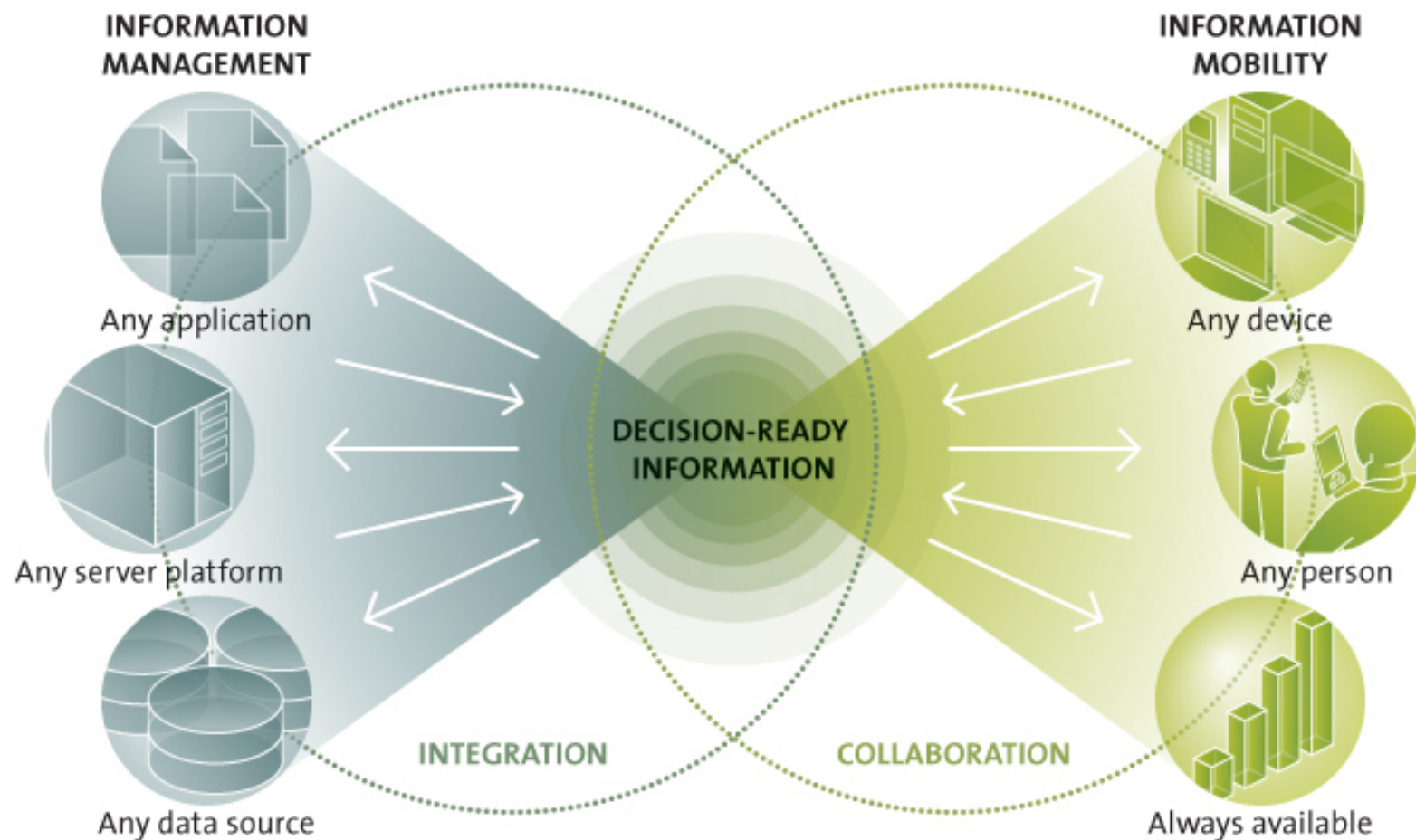
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Our Vision

Sybase is the **largest enterprise software company**
exclusively focused on
managing and mobilizing information
from the data center to **any type of device**,
while providing the **last-mile connection to the customer**
in a wired or unwired fashion.

Information Anywhere, Anytime



Unwired Enterprise Platform for End-to-End Information Delivery

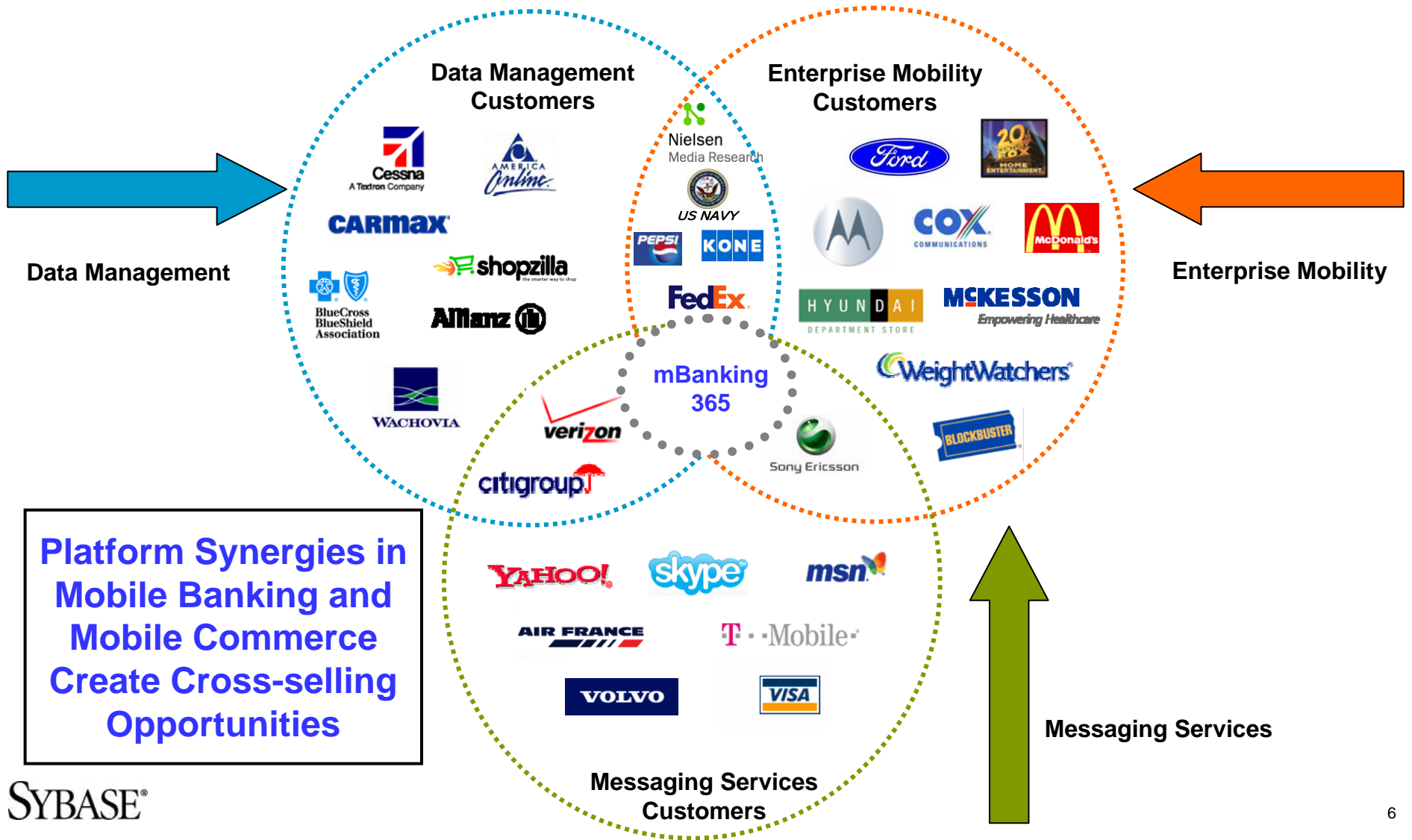
Unwired Enterprise Market Demand Drivers



Customer Pain Points	Sybase Solutions
<ul style="list-style-type: none">▪ Massive growth in structured and unstructured data▪ Compliance and regulatory requirements ▪ Need for real-time information and business intelligence used by expanding mobile workforce▪ Increasing complexity from proliferation and diversity of mobile device platforms ▪ Improve customer service and productivity▪ Manage size and complexity of reaching customers around the globe▪ Leverage mobile devices as an emerging channel for commerce and payments	<ul style="list-style-type: none">▪ ASE 15.0▪ Shared Disk Clustering Option (2008) ▪ IQ 12.7▪ Information Anywhere Suite▪ SQL Anywhere 10 ▪ MMS Content Delivery Gateway – MMS 365▪ mBanking 365▪ Leveraging Sybase technology, including Sybase IQ, mFolio, AvantGo

Secular Trends and Key Products Driving Growth

Unwired Enterprise Convergence



Leading Products Create Next-Generation Unwired Enterprise Platform

Unwired Enterprise Platform

Transactional Data Management

- Powers over 50% of Wall Street trades
- 20,000 enterprise customers worldwide
- ASE 15.0
- Shared Disk Cluster (2008)

Analytics

- Sybase IQ positioned in the visionaries quadrant in 2007 DW Magic Quadrant*
- Sybase Data Integration Suite

Mobile and Embedded Computing

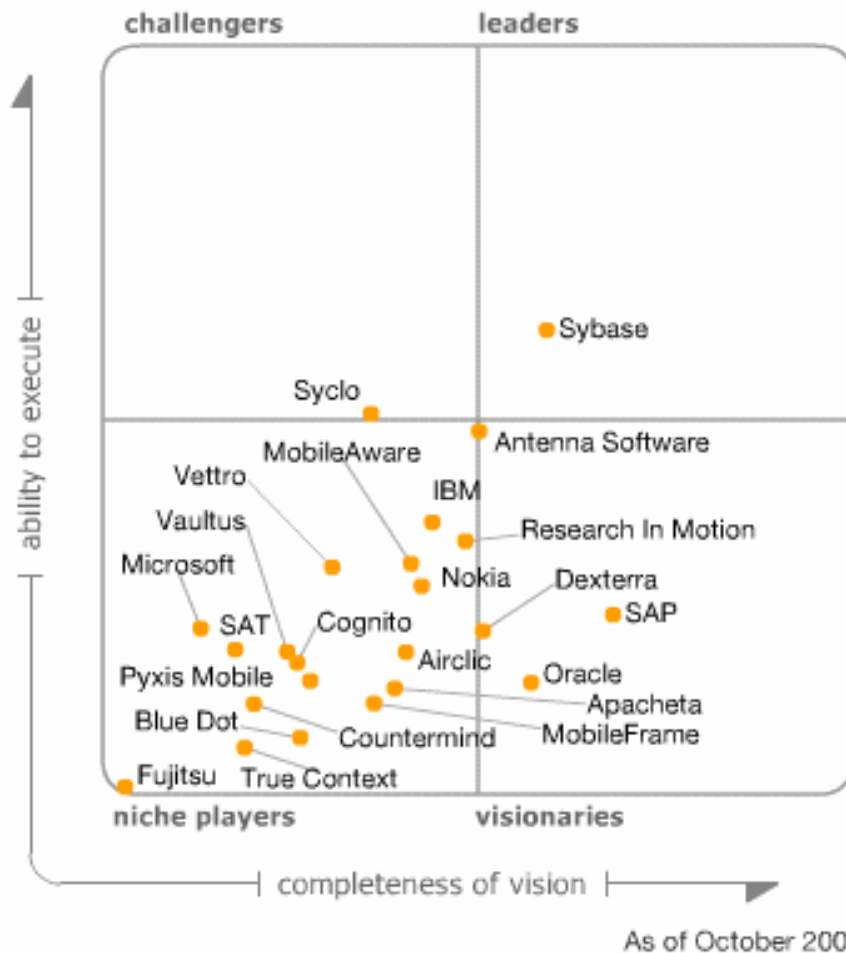
- #1 in mobile device management (Afarria)
- #1 small footprint DB (SQL Anywhere)
- First complete industry platform (Information Anywhere Suite)

Mobile Messaging

- Originates 60% of inter-operator SMS domestic traffic
- Originates 50% of inter-operator MMS domestic traffic
- 700+ MOs worldwide
- Mobile app server (2008)

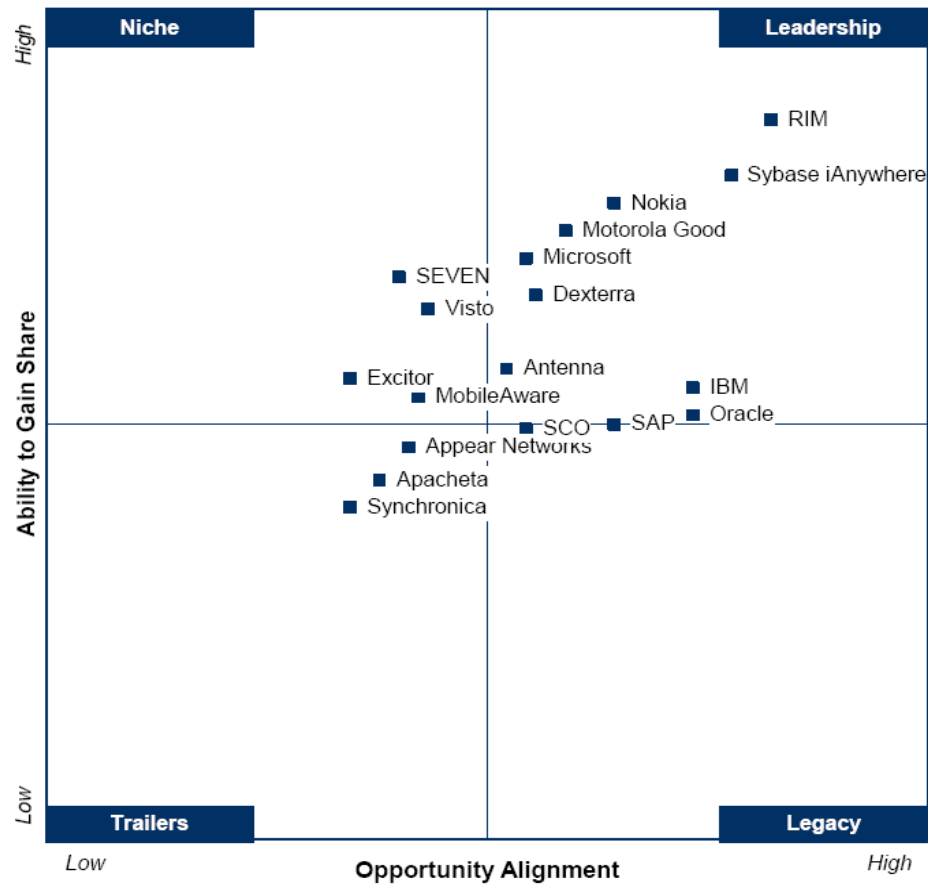
Industry Analysts Recognize Sybase Strategy and Technology

Gartner: 2007 Magic Quadrant for Multichannel Access Gateways



Industry Analysts Recognize Sybase Strategy and Technology

IDC Leadership Grid: Worldwide Mobile Middleware Market



Source: IDC, August 2007

Industry Analysts Recognize Sybase Strategy and Technology

► IDC Leadership Grid: Worldwide Mobile Device Management Enterprise Market



Source: IDC, October 2007

Consistent Execution

Solid Financial Performance

Profitability

- 3-year non-GAAP EPS CAGR of 16%*; GAAP EPS CAGR of 23%*
- 13 consecutive quarters exceeding Street EPS expectations through Q307
- 3-year increase in non-GAAP operating margin: 400 bp*; GAAP 500bp*
- 5 consecutive years of annual non-GAAP operating margin expansion through 2006
- 3-year CAGR increase in cash flow from operations: 6%*

Revenue

- 3-year revenue CAGR of 9%*
- 13 consecutive quarters of revenue growth through Q307

Stock Repurchases from 2004 through Q307

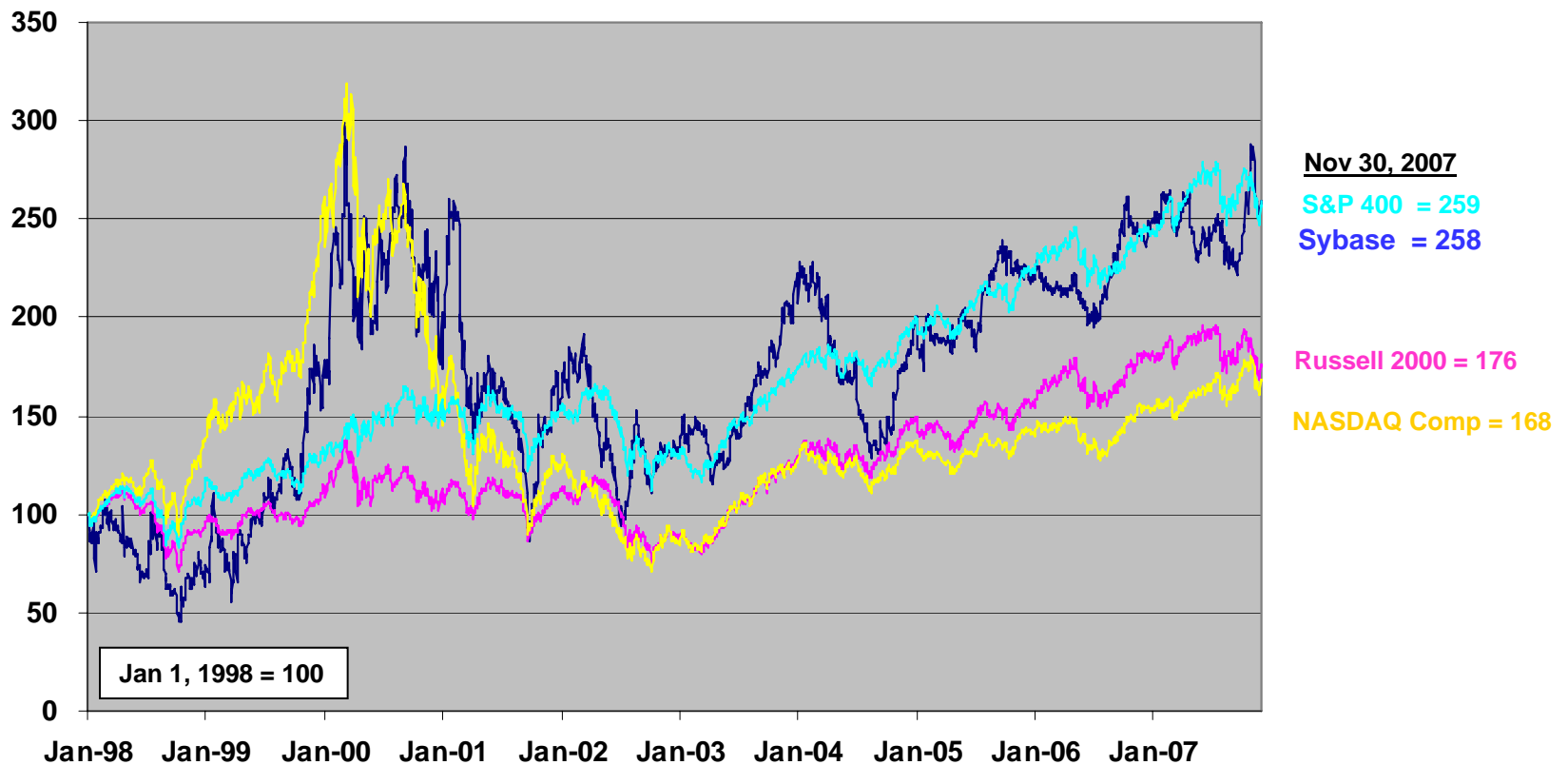
- \$311M or 14.9M shares (excluding \$125M related to Feb 2005 convertible debt offering)

*Based on 2007 full-year guidance provided on 10/25/07

Double-digit Returns Generated Over the Past Three Years through Revenue Growth, Margin Expansion, and Stock Repurchases

Consistent Execution

Long-Term Shareholder Returns



CAGR from 1/1/98 to 11/30/07:
10.0% SY shares
5.9% Russell 2000
5.4% NASDAQ Composite
10.1% S&P 400

Driving Shareholder Value

Organic Revenue Growth

- Focus on technology leadership and platform synergies in data management, analytics, and mobility

Operating Margin Expansion

- Ongoing target of 100bp annual improvement

Profitability

- Consistently strong cash flow generation and 8 consecutive years of profitability

Share Repurchase

- Increased to ~\$50M per quarter (equivalent to cash flow from operations)
- Total repurchases of nearly \$700M from 1998 through Q307

Investments

- Continued investment in R&D and strategic acquisitions

**Multiple Levers for Driving Ongoing
Shareholder Value and Double-digit Returns**

2007 Full-Year Guidance Provided on 10/25/07

- Total revenue of \$1.01B-1.02B
- Non-GAAP EPS of \$1.64-\$1.66
- GAAP EPS of \$1.25-\$1.27
- Cash flow from operations of \$210M
- Non-GAAP operating margin of 20%+
- Ongoing repurchase target of \$50M+ per quarter beginning in Q407

Well-Positioned for Continued Growth and Profitability

Summary



Vision

- Build a market-leading franchise in the Unwired Enterprise with steady revenue growth, margin expansion, and continued strong earnings growth and free cash generation

Execution

- Maintain market-leading positions in data management, mobility and analytics
- Drive synergies across expanding technology platform
- R&D investments in technology innovation
- Strong cash flow from operations
- Financial strength to fund growth
- Seasoned management team

Strong Corporate Governance Quotient (CGQ®)

- CGQ better than 98.6% of S&P 400 (as of 11/6/07)
- CGQ better than 99.6% of Software & Services companies (as of 11/6/07)



**ONE SYBASE.
ONE TEAM.
ONE BILLION.**

SYBASE®

Magic Quadrant Disclaimer

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