



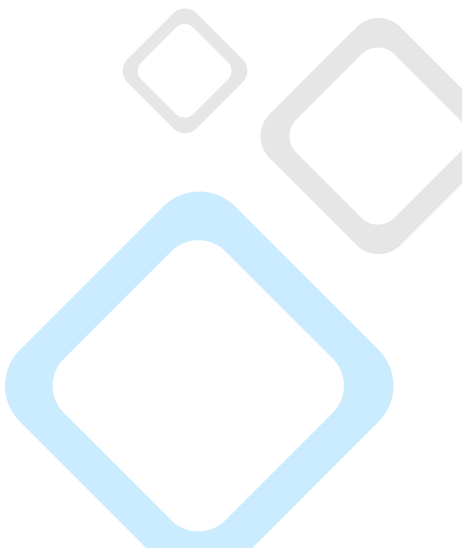
**QPR**

**QPR Software  
January – March, 2022**

Interim Report

A large, stylized wireframe figure of a person, composed of a network of grey lines and dots, with some lines extending outwards, suggesting a digital or networked presence. The figure is positioned on the left side of the slide.

## Content

1. QPR Software in Brief
  2. January – March 2022
  3. Net ales distribution
  4. Outlook for 2022
- 
- A decorative graphic in the bottom right corner consisting of several overlapping diamond shapes. One diamond is a solid light blue, while the others are grey outlines.

## QPR Software in Brief

*Founded in **1991**, QPR has been leading the innovation of software and services that have generated tangible process insights for customers around the world for more than three decades.*

- Listed in NASDAQ Helsinki
- QPR innovates, develops, and delivers **software** for analyzing, monitoring, and modeling organizations' operations.
- Also offers a wide range of complementary **consulting services**.
- Several patents in the US for process mining technology.
- QPR Software reports one business segment, Organizational Development of companies and organizations.

A large, thick blue diamond shape with rounded corners, centered on a white background. The diamond is formed by four thick blue lines meeting at the corners.

QPR Software

**January – March 2022**

**Interim report**

# January – March 2022



- Saas business grew by **8%**
- Net sales amounted to **EUR 2,201** thousand (2021: 2,904) and decreased by **24%**
- EBITDA was **EUR -201** thousand (566)
- Operating result (EBIT) was **EUR -472** thousand (286)
- Result before taxes was **EUR -483** thousand (206)
- Result for the period was **EUR -380** thousand (170)
- Earnings per share was **EUR -0.032** (0.014)

- Net sales from SaaS increased to **EUR 350** thousand (323) and grew by **8%** year on year. At the end of the quarter, the total offer portfolio was over **EUR 7 million** and the annual value of the next 12-month SaaS offer portfolio was over **EUR 1.6 million**
- New software license net sales decreased to **EUR 133** thousand (734) and renewable software license net sales to **EUR 388** thousand (443)
- Consulting net sales, including software deliveries, were **EUR 868** thousand (886)
- Software maintenance net sales were **EUR 463** thousand (518)
- Net sales in Finland decreased by **20%** and international net sales decreased by **71%**. **53%** (50) of the Group's net sales were derived from Finland, **31%** (24) from the rest of Europe (including Turkey), and **16%** (26) from the rest of the world

# Net sales distribution



## NET SALES BY PRODUCT GROUP

EUR in thousands	Jan-Mar, 2022	Jan-Mar, 2021	<i>Change,</i> %	Jan- Dec, 2021
Software licenses	133	734	-82	1,317
Renewable software licenses	388	443	-12	797
Software maintenance services	463	518	-11	2,034
SaaS	350	323	8	1,283
Consulting	868	886	-2	3,709
<b>Total</b>	<b>2,201</b>	<b>2,904</b>	<b>-24</b>	<b>9,140</b>

# Net sales distribution



## NET SALES BY GEOGRAPHIC AREA

EUR in thousands	Jan-Mar, 2022	Jan-Mar, 2021	<i>Change,</i> %	Jan- Dec, 2021
Finland	1,161	1,448	-20	4,614
Europe incl. Russia and Turkey	677	687	-1	2,689
Rest of the world	363	769	-53	1,837
Total	2,201	2,904	-24	9,140



## Outlook 2022 (unchanged)

- The exceptional circumstances caused by the COVID-19 pandemic continue to affect new customer acquisition in the first quarter of 2022
- However, there are signs of customer decision-making normalizing in the procurement of Process Mining software
- Based on the growing number of outstanding offers, recurring customer revenue, and consulting booking levels, QPR expects its net sales to grow in 2022 (2021: EUR 9,140 thousand) supported by growth in SaaS revenue
- However, due to a single software license deal of about EUR 0.5 million raised in the first quarter of 2021, we expect the first-quarter net sales and results of 2022 to fall short when compared year on year



# QPR

Dare to **improve.**

## **Founded**

1991

## **Corporate headquarters**

Helsinki, Finland

## **Stock symbol**

QPRIV: Nasdaq, Helsinki

## **Licenses sold**

Over 1 million worldwide

## **Customers**

Over 2000

## **Industry recognitions**

Gartner, Palladium,  
Ventana Research,  
Forrester Research

## **Products**

QPR ProcessAnalyzer  
QPR EnterpriseArchitect  
QPR ProcessDesigner  
QPR Metrics  
QPR BusinessPortal