



# **QPR Software**In Brief

- Software and solution provider specialized in process mining, process and enterprise architecture modeling and performance management.
- Founded in 1991. Listed on NASDAQ Helsinki.
- Customers in over 50 countries.
- Software product portfolio renewed in recent years, funded from cashflow.
  - New process mining software and new User Interface for all software products.
  - Extension of process modeling product to enterprise architecture product.
- Several patents in the US for process mining technology.





- Coronavirus had a negative impact on software sales, consulting net sales increased
- Net sales amounted to EUR 8,971 thousand (2019: 9,513), down 6%.
- EBITDA was EUR 248 thousand (1,036).
- Operating result (EBIT) was EUR -936 thousand (-213).
  - The decrease in operating result was due to a decrease in net sales, as well as outlays in growth business areas.
  - Result for the period was EUR -812 thousand (-161).
  - Earnings per share was EUR -0.068 (-0.013).





- Coronavirus had a negative impact on software sales, consulting net sales increased
- Net sales amounted to EUR 2,341 thousand (2019: 2,499), down 6%.
- EBITDA was EUR 27 thousand (199).
- Operating result (EBIT) was EUR -184 thousand (-123).
  - The decrease in operating result was due to a decrease in net sales, as well as outlays in growth business areas.
- Result for the quarter was EUR -157 thousand (-119).

#### **Net Sales Distribution**

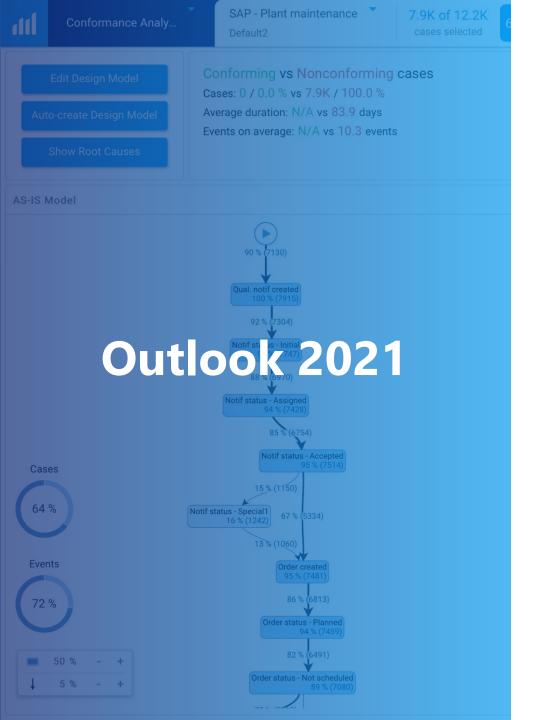


#### **NET SALES BY PRODUCT GROUP**

	Oct-Dec,	Oct-Dec,	Change,	Jan-Dec,	Jan-Dec,	Change,
EUR in thousands	2020	2019	%	2020	2019	%
Software licenses	407	459	-11	1,344	1,552	-13
Renewable software licenses	167	194	-14	900	1,102	-18
Software maintenance services	518	686	-25	2,195	2,731	-20
Cloud services	261	281	-7	1,081	1,068	1
Consulting	989	879	12	3,452	3,061	13
Total	2,341	2,499	-6	8,971	9,513	-6



# Outlook





- The pandemic will continue to have an impact on our business in the first months of this year,
- Signs of normalization can already be seen in software purchase decisions.
- QPR expects net sales to grow in 2021 (2020: EUR 8,971 thousand).
  - At the end of 2020, our sales funnel size is significantly higher than year ago and before the pandemic.
  - Sales, marketing and product development will be moderately increased this year. EBITDA and operating result estimated to improve y-oy, despite the planned increase in costs.



## **Customers**

### A Sample of our Customers

































































Dare to improve.

**Founded** 

1991

**Corporate headquarters** 

Helsinki, Finland

**Stock symbol** 

QPR1V: Nasdaq, Helsinki

**Sold licenses** 

Over 1 million worldwide

**Customers** 

Over 2000

**Industry recognitions** 

Gartner, Ventana Research, Palladium, Forrester Research **Products** 

QPR ProcessAnalyzer

**QPR Metrics** 

QPR ProcessDesigner

QPR EnterpriseArchitect