



Unaudited Financial results January – December, 2020

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.

January - December 2020

- 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).

October – December 2020

- 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

EUR in thousands	Oct-Dec, 2020	Oct-Dec, 2019	Change, %	Jan-Dec, 2020	Jan-Dec, 2019	Change, %
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

Outlook 2021

- 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-o-y, 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