



QPR

Financial Review
January–September 2022

21 October, 2022

A large, stylized wireframe figure of a person, composed of a network of grey lines and dots, with some lines extending outwards, set against a background of scattered grey triangles.


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- Decorative geometric shapes in the bottom right corner, including a large light blue diamond outline and several smaller grey diamond 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.



QPR Software
January–September 2022
Interim report

July–September (Q3) 2022 highlights



- SaaS software business grew **+43%**
- Net sales amounted to EUR **1,468 thousand** and decreased **28%** (July-September 2021: 2,043)
- EBITDA amounted to EUR **-853 thousand** (103)
- Operating result (EBIT) amounted to EUR **-1,102 thousand** (-208)
- Result before taxes was EUR **-1,111 thousand** (-213)
- The quarter's result was EUR **-1,111 thousand** (-165)

January–September 2022 highlights



- SaaS software business grew **+29%**
- Net sales amounted to EUR 5,680 thousand, a decrease of **20%** (January-September 2021: 7,085)
- EBITDA was EUR **-1,324 thousand** (671)
- Operating result (EBIT) amounted to EUR **-2,090 thousand** (-198)
- Result before taxes was EUR **-2,119 thousand** (-291)
- Result was EUR **-2,119 thousand** (-225)

Net sales development



EUR in thousands	July- Sept, 2022	July- Sept, 2021	<i>Change</i> , %	Jan- Sept, 2022	Jan- Sept, 2021	<i>Change</i> , %	Jan- Dec, 2021
Software licenses	56	289	-80	357	1,155	-69	1,317
Renewable software licenses	80	140	-43	631	664	-5	797
Software maintenance services	452	528	-14	1,265	1,527	-17	2,034
SaaS	441	308	43	1,227	949	29	1,283
Consulting	438	779	-44	2,200	2,790	-21	3,709
Total	1,468	2,043	-28	5,680	7,085	-20	9,140

Net sales distribution

NET SALES BY GEOGRAPHIC AREA

EUR in thousands	July- Sept, 2022	July- Sept, 2021	<i>Change</i> <i>,</i> <i>%</i>	Jan- Sept, 2022	Jan- Sept, 2021	<i>Change</i> <i>,</i> <i>%</i>	Jan- Dec, 2021
Finland	920	907	1	3,037	3,500	-13	4,614
Europe incl. Russia and Turkey	530	764	-31	1,868	1,996	-6	2,689
Rest of the world	18	372	-95	775	1,589	-51	1,837
Total	1,468	2,043	-28	5,680	7,085	-20	9,140

The profit guidance for the year 2022 changed by the stock exchange release on 7 September 2022:

- QPR Software Plc expects revenue and operating profit to be substantially below the reported figures for 2021 (turnover in 2021: 9,140 thousand euros, operating profit in 2021: -1,248 thousand euros) and SaaS revenue to grow by 25-35% compared to 2021 (2021: 1,283 thousand euros).

The previous financial guidance for 2022 (published on 22 April 2022):

- Based on the increased sales offer base, continuous customer revenues, and consulting booking rate, QPR Software estimates that its turnover will increase in 2022 (2021: 9,140 thousand euros) supported by the growth of SaaS turnover.



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