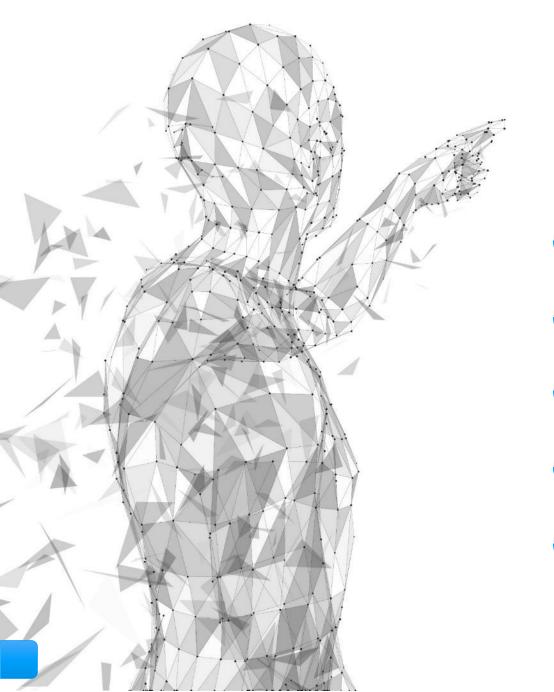


Financial Review

January - March 2023





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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.



January-March (Q1) 2023 highlights



JANUARY-MARCH 2023

- SaaS software business grew +64%
- Net sales amounted to EUR 2,237 thousand, an increase of 2% (January-March 2022: 2,201)
- EBITDA was EUR 26 thousand (-201)
- Operating result (EBIT) amounted to EUR -225 thousand (-472)
- Result before taxes was EUR -264 thousand (-483)
- Result was EUR -269 thousand (-380)
- Earnings per share was EUR -0,017 (-0,032)

Net sales development



NET SALES BY PRODUCT GROUP

	Jan-	Jan-	Change	Jan-
	Mar,	Mar,	,	Dec,
EUR in thousands	2023	2022	%	2022
Software licenses	179	133	35	560
Renewable software licenses	302	388	-22	583
Software maintenance				
services	422	463	-9	1,803
SaaS	575	350	64	1,738
Consulting	759	868	-13	3,139
Total	2,237	2,201	2	7,823

Net sales development



NET SALES BY GEOGRAPHIC AREA

	Jan- Mar,	Jan- Mar,	Change	Jan- Dec,
EUR in thousands	2023	2022	%	2022
Finland	1,078	1,161	-7	4,126
Europe incl. Turkey	940	677	39	2,745
Rest of the world	220	363	-39	953
Total	2,237	2,201	2	7,823

Outlook for 2023



- The exceptional circumstances caused by increased interest rate, inflation, rising geopolitical risks, and a market downturn in Europe continue to affect new customer acquisition, companies' investments, and prolong decisionmaking in early 2023
- Supported by the existing contract base and forecasted growth in SaaS (Software as a Service) revenue, QPR expects the SaaS revenue growth to be above 35% and estimates its net sales to increase (2022: 7,823 thousand euros) in 2023
- The company expects notable EBITDA improvement leading to level of break even in the 2023 financial year. EBITDA was -1,753 thousand euros in 2022



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