



Discovery: unpredictable, cross-functional, team effort

Activates our brains.

Compresses data-dust into diamonds.

Is meaningful, motivating

QPR Software

January – September, 2021

Interim report

QPR Software

In brief

- Software and solution provider specialized in process mining, process and enterprise architecture modeling and performance management.
- Founded in 1991. Listed in NASDAQ Helsinki.
- Customers in 50 countries
- Software product portfolio renewed in recent years
 - 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.

July – September 2021

- Net sales increased 13%, driven by growth in international net sales (+36).
- Net sales amounted to EUR 2,043 thousand (July-September 2020: 1,801).
- SaaS net sales as well as consulting, software license and software maintenance net sales increased.
- EBIDA amounted to EUR 103 thousand (-109).
- Operating result (EBIT) amounted to EUR -208 thousand (-413).
- Operating expenses remained on the same level as in previous year.

January – September 2021

- Profitability improved and net sales increased.
- Net sales amounted to EUR 7,085 thousand (January – September 2020 6,630), growth 7%.
- SaaS sales as well as consulting and software license netsales increased. Software maintenance decreased.
- International net sales represented 51% of Group net sales (47).
- EBITDA increased to EUR 671 thousand (221).
- Operating result (EBIT) amounted to EUR -198 thousand (-752).
 - Reseller commissions were lower than in the previous year, decreasing operating expenses. Direct sales represented a larger proportion of software sales than in the previous year.
- Earnings per share EUR -0.019 (-0.055).

Net Sales Distribution



NET SALES BY PRODUCT GROUP							
EUR in thousands	July-Sept, 2021	July-Sept, 2020	<i>Change,</i> <i>%</i>	Jan- Sept, 2021	Jan- Sept, 2020	<i>Change,</i> <i>%</i>	Jan-Dec, 2020
Software licenses	289	271	7	1 155	937	23	1 344
Renewable software licenses	140	125	12	664	733	-9	900
Software maintenance services	528	519	2	1 527	1 677	-9	2 195
SaaS	308	284	9	949	820	16	1 081
Consulting	779	602	29	2 790	2 463	13	3 452
Total	2 043	1 801	13	7 085	6 630	7	8 971

Net Sales Distribution



NET SALES BY GEOGRAPHIC AREA							
EUR in thousands	July-Sept, 2021	July-Sept, 2020	<i>Change,</i> %	Jan- Sept, 2021	Jan- Sept, 2020	<i>Change,</i> %	Jan-Dec, 2020
Finland	907	965	-6	3 500	3 524	-1	4 718
Europe incl. Russia and Turkey	764	480	59	1 996	1 758	14	2 474
Rest of the world	372	355	5	1 589	1 348	18	1 780
Total	2 043	1 801	13	7 085	6 630	7	8 971

Outlook

Outlook 2021

- The exceptional circumstances caused by the pandemic continue to have an impact on our business.
- We are already seeing signs of normalization in software purchase decisions.
- Based on actual sales performance, current sales funnel and forecasted consulting utilization based on existing order book, QPR expects its net sales to grow by 4-9% in 2021 (2020: EUR 8,971 thousand).
- The Company estimates EBITDA and operating result to improve compared to 2020

Customers

A Sample of our Customers



Patria



Outotec

Fazer



VAISALA

oleon
a natural chemistry



FENNOVOIMA

NOKIA



UPM

RUUKKI

KONECRANES



GREENYARD



kemira





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