





- 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.
- Software accounts for 70%, implementation 10% and consulting 20% of net sales.





- Net sales amounted to EUR 6,630 thousand (January-September 2019: 7,015).
- Net sales decreased 5 % due to a decline in software license and maintenance services sales.
- During the coronavirus pandemic, sales cycles for new software deals have been significantly longer than usually and have not yet been normalized.
- Cloud services and consulting net sales increased.
- EBITDA was EUR 221 thousand (838).
- Operating result (EBIT) amounted to EUR -752 thousand (-90).
- Good financial position: no interest-bearing long-term bank loans.





- Net sales amounted to EUR 1,801 thousand (July-September 2019: 1,981).
- Net sales decreased 9 % due to a decline in software license and maintenance services sales.
- Cloud services and consulting net sales increased.
- EBITDA was EUR -109 thousand (188).
- Operating result (EBIT) amounted to EUR -413 thousand (-119).
 - The decrease in operating result was due to decrease in net sales, as well as outlays in growth business areas.

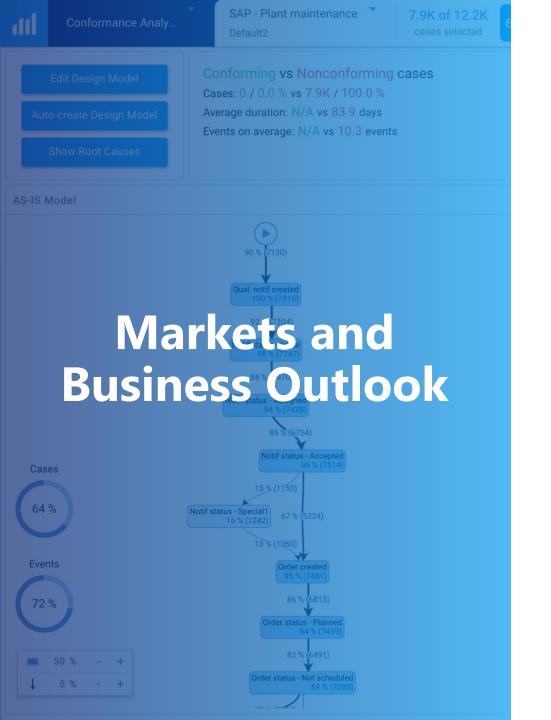
Net Sales Distribution



	Jul-Sep,	Jul-Sep,	Change,	Jan-Sep,	Jan-Sep,	Change,	Jan-Dec,
EUR in thousands	2020	2019	%	2020	2019	%	2019
Software licenses	271	261	4	937	1,093	-14	1,552
Renewable software licenses	125	175	-29	733	908	-19	1,102
Software maintenance services	519	761	<i>-32</i>	1,677	2,044	-18	2,731
Cloud services	284	269	5	820	788	4	1,068
Consulting	602	515	17	2,463	2,182	13	3,061
Total	1,801	1,981	-9	6,630	7,015	<i>-5</i>	9,513



Outlook





- In recent years, QPR has made significant investments in developing its process mining software, as well as in renewing the user interfaces of its software products.
- The demand for process mining software and related services will continue to grow rapidly in 2020.
- In developed markets, we expect the competition for process and enterprise architecture modeling software, as well as for performance management software to remain tight.
 - However, there is still growth potential for these products in emerging markets, especially for performance management software.

Outlook for 2020



- QPR expects net sales to decrease in 2020 (2019: EUR 9,513 thousand).
- Operating result (EBIT) is estimated to be negative (2019: -213 thousand).
 - Investments in growth areas
 - Increase in European sales personnel.
- EBITDA is expected to be positive (2019: EUR 1,036 thousand).



Mid-term Financial Targets

- Target in 2020 2022 is to grow net sales by an average of 15 20% per annum.
- The target is mainly based on international net sales growth in process mining.
 - In process mining, we target an annual growth of over 50%.



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