



Discovery: unpredictable, cross-functional, team effort

Activates our brains.

Compresses data-dust into diamonds.

Is meaningful, motivating and

QPR Software

January – March, 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 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 - March 2021

- Profitability improved and net sales increased, driven by software sales.
- Net sales increased to EUR 2,904 thousand (January-March 2020: 2,789)
- International net sales represented 50% of Group net sales (50).
- Operating result (EBIT) increased to EUR 286 thousand (45) and was 10% of net sales (2).
 - Expenses were smaller than in the previous year mainly due to smaller reseller commissions. Direct sales represented a significantly larger proportion of software sales than in the previous year.
 - Result for the period EUR 206 thousand (36).
 - Earnings per share EUR 0.014 (0.001).

Net Sales Distribution

NET SALES BY PRODUCT GROUP

EUR in thousands	Jan-Mar, 2021	Jan-Mar, 2020	<i>Change,</i> %	Jan-Dec, 2020
Software licenses	734	587	25	1,344
Renewable software licenses	443	487	-9	900
Software maintenance services	518	571	-9	2,195
Cloud services	323	263	23	1,081
Consulting	886	880	1	3,452
Total	2,904	2,789	4	8,971

Net Sales Distribution



NET SALES BY GEOGRAPHIC AREA

EUR in thousands	Jan-Mar, 2021	Jan-Mar, 2020	<i>Change,</i> %	Jan-Dec, 2020
Finland	1,448	1,389	4	4,718
Europe incl. Russia and Turkey	687	733	-6	2,474
Rest of the world	769	667	15	1,780
Total	2,904	2,789	4	8,971

Outlook



- 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 in early 2021 and current sales funnel, QPR expects net sales to grow in 2021 (2020: EUR 8,971 thousand).
- QPR plans to moderately increase its sales, marketing and product development costs this year.
- The Company estimates EBITDA and operating result to improve compared to 2020.

Customers

A Sample of our Customers





Dare to improve.

Founded

1991

Stock symbol

QPR1V: Nasdaq, Helsinki

Customers

Over 2000

Corporate headquarters

Helsinki, Finland

Sold licenses

Over 1 million worldwide

Industry recognitions

Gartner, Ventana Research,
Palladium, Forrester Research

Products

QPR ProcessAnalyzer
QPR Metrics
QPR ProcessDesigner
QPR EnterpriseArchitect