

Revenue visibility full-year		Y2014	Y2015			Y2016			Y2017	Y2018	Y2019	Y2020
peilmoment jan (werkelijk/prognose)		10.800	10.200			12.000			14.500	17.200	20.000	23.000
			-5,56%			17,65%			20,83%	18,62%	16,28%	15,00%
waarvan recurring revenue per 1-1		7.500	7.900			8.200			9.900	11.300	13.335	16.139
			5,33%			3,80%			20,73%	14,14%	18,01%	21,03%
visibility +/- recurring per 1-1			2.300			3.800			4.600	5.900	6.665	6.861
						65,22%			21,05%	28,26%	12,97%	2,94%
peilmoment jun (werkelijk/prognose)			12.500			17.000			18.500	19.500	21.500	23.000
						36,00%			8,82%	5,41%	10,26%	6,98%
peilmoment aug (werkelijk/prognose)		15.000	15.000			18.400			21.500	25.000	28.500	32.500
			0,00%			22,67%			16,85%	16,28%	14,00%	14,04%

Income Statement \$		R	Y2014	R	Y2015	R	HY1-2016	R	HY2-2016	R	Y2016	R	HY1-2017	R	HY2-2017	R	Y2017	R	Y2018	R	Y2019	R	Y2020
Revenue licenses		21	3.842	29	6.057	26	2.999	32	3.730	29	6.729	26	3.500	34	4.400	30	7.900	34	10.000	35	11.600	36	12.800
			-36,43%		57,64%		97,75%		-17,85%		11,09%		16,71%		17,96%		17,40%		26,58%		16,00%		10,34%
HY1 ↔ HY1 , HY2 ↔ HY2, Y ↔ Y																							
Revenue maintenance		42	7.684	38	7.937	36	4.152	38	4.433	37	8.585	33	4.400	35	4.600	34	9.000	32	9.600	31	10.100	30	10.600
			5,35%		3,28%		4,86%		11,46%		8,17%		5,97%		3,77%		4,83%		6,67%		5,21%		4,95%
Revenue services		37	6.770	33	6.892	38	4.383	30	3.506	34	7.889	41	5.500	31	4.000	36	9.500	34	10.000	34	11.000	35	12.500
			-9,77%		1,81%		48,64%		-11,09%		14,46%		25,49%		14,09%		20,42%		5,26%		10,00%		13,64%
Revenue total			18.296		20.886		11.534		11.669		23.203		13.400		13.000		26.400		29.600		32.700		35.900
			-12,21%		14,16%		36,90%		-6,36%		11,09%		16,18%		11,41%		13,78%		12,12%		10,47%		9,79%
Cost of sales			6.209		5.748		3.300		3.572		6.872		3.800		4.000		7.800		8.600		9.500		10.500
			-1,38%		-7,42%		27,51%		13,04%		19,55%		15,15%		11,98%		13,50%		10,26%		10,47%		10,53%
Gross Profit			12.087		15.138		8.234		8.097		16.331		9.600		9.000		18.600		21.000		23.200		25.400
			-16,90%		25,24%		41,07%		-12,94%		7,88%		16,59%		11,15%		13,89%		12,90%		10,48%		9,48%
Margin (hoe hoger hoe beter)			66,06%		72,48%		71,39%		69,39%		70,38%		71,64%		69,23%		70,45%		70,95%		70,95%		70,75%
Distribution/sales/marketing costs			6.173		6.481		3.340		3.225		6.565		3.500		3.500		7.000		7.100		7.400		7.800
			-2,50%		4,99%		12,16%		-7,94%		1,30%		4,79%		8,53%		6,63%		1,43%		4,23%		5,41%
Research and development expenses			4.298		4.261		1.982		1.899		3.881		2.100		2.100		4.200		4.400		4.900		5.200
			-10,01%		-0,86%		1,75%		-17,90%		-8,92%		5,95%		10,58%		8,22%		4,76%		11,36%		6,12%
Administrative expenses			2.718		2.850		1.169		1.393		2.562		1.300		1.400		2.700		2.900		3.050		3.200
			9,33%		4,86%		-7,59%		-12,11%		-10,11%		11,21%		0,50%		5,39%		7,41%		5,17%		4,92%
Costs (operational, other than sales)			13.189		13.592		6.491		6.517		13.008		6.900		7.000		13.900		14.400		15.350		16.200
			-2,97%		3,06%		4,85%		-11,94%		-4,30%		6,30%		7,41%		6,86%		3,60%		6,60%		5,54%
cost / Revenue (hoe lager hoe beter)			72,09%		65,08%		56,28%		55,85%		56,06%		51,49%		53,85%		52,65%		48,65%		46,94%		45,13%
Operating profit/(loss)			-1.102		1.546		1.743		1.580		3.323		2.700		2.000		4.700		6.600		7.850		9.200
			-215,76%		240,29%		592,37%		-16,84%		114,94%		54,91%		26,58%		41,44%		40,43%		18,94%		17,20%
Finance revenue			12		4		1		0		1		0		0		0		0		0		0
Finance costs			429		354		156		134		290		150		150		300		300		300		400
Profit before tax			-1.519		1.196		1.588		1.446		3.034		2.550		1.850		4.400		6.300		7.550		8.800
			-384,46%		178,74%		399,06%		-16,27%		153,68%		60,58%		27,94%		45,02%		43,18%		19,84%		16,56%
Income tax			0		65		0		63		63		0		70		70		90		110		130
Recognition of deferred tax asset			0		0		0		1.338		1.338		0		0		0		0		0		0
Profit/(loss) for the year			-1.519		1.131		1.588		2.721		4.309		2.550		1.780		4.330		6.210		7.440		8.670
			-384,46%		174,46%		399,06%		63,72%		280,99%		60,58%		-34,58%		0,49%		43,42%		19,81%		16,53%
Exchange differences			-197		43		0		336		336		0		0		0		0		0		0
Total income/(expense) for the year			-1.716		1.174		1.588		3.057		4.645		2.550		1.780		4.330		6.210		7.440		8.670
			-421,35%		168,41%		399,06%		79,30%		295,66%		60,58%		-41,77%		-6,78%		43,42%		19,81%		16,53%
ordinary shares end of year (x .000)			7.279		7.279		7.297		7.297		7.297		7.388		7.388		7.388		7.413		7.438		7.463
Profit to shareholders (\$ cents)			-20,87		15,54		21,76		37,29		59,05		34,52		24,09		58,61		83,77		100,03		116,17
			-384,46%		174,46%		398,32%		63,31%		280,05%		58,60%		-35,39%		-0,75%		42,93%		19,40%		16,14%
Profit/(loss) after tax			-1.519		1.131		1.588		2.721		4.309		2.550		1.780		4.330		6.210		7.440		8.670
Reduction in interest expense in respect of convertible loan stock			0		245		225		-8		217		115		115		230		230		230		230
Diluted profit/(loss) after tax			-1.519		1.376		1.813		2.713		4.526		2.665		1.895		4.560		6.440		7.670		8.900
ordinary shares end of year (x .000)			7.279		9.897		10.205		10.205		10.205		10.296		10.296		10.296		10.321		10.346		10.371
Diluted earnings per share (\$ cents)			-20,87		13,90		17,77		26,59		44,35		25,88		18,41		44,29		62,40		74,13		85,82
			-384,46%		166,62%		431,13%		37,97%		219,00%		45,69%		-30,77%		-0,14%		40,89%		18,81%		15,76%