

Sopheon Income Statement \$ '000	R	Y2015	R	Y2016	R	Y2017	R	Y2018	R	Y2019	R	Y2020	R	Y2021
Revenue licenses	29	6.057	29	6.729	33	9.416	35	12.750	36	16.550	37	21.550	38	28.150
HY1 ↔ HY1 , HY2 ↔ HY2, Y ↔ Y		57,64%		11,09%		39,94%		35,40%		29,80%		30,21%		30,63%
Revenue maintenance	38	7.937	37	8.585	36	10.272	35	12.750	35	15.850	34	19.750	33	24.650
		3,28%		8,17%		19,65%		24,12%		24,31%		24,61%		24,81%
Revenue services	33	6.892	34	7.889	31	8.846	30	10.850	29	13.500	29	16.950	29	21.500
		1,81%		14,46%		12,12%		22,66%		24,42%		25,56%		26,84%
Revenue total		20.886		23.203		28.534		36.350		45.900		58.250		74.300
		14,16%		11,09%		22,98%		27,39%		26,27%		26,91%		27,55%
Cost of sales		5.748		6.872		7.591		8.599		9.890		11.500		13.550
		-7,42%		19,55%		10,46%		13,28%		15,01%		16,28%		17,83%
Gross Profit		15.138		16.331		20.943		27.751		36.010		46.750		60.750
		25,24%		7,88%		28,24%		32,51%		29,76%		29,82%		29,95%
Margin		72,48%		70,38%		73,40%		76,34%		78,45%		80,26%		81,76%
Distribution/sales/marketing costs		6.481		6.565		7.730		9.232		11.178		13.710		17.012
		4,99%		1,30%		17,75%		19,43%		21,08%		22,64%		24,09%
Research and development expenses		4.261		3.881		4.266		4.701		5.192		5.749		6.381
		-0,86%		-8,92%		9,92%		10,19%		10,46%		10,73%		10,99%
Administrative expenses		2.850		2.562		3.350		4.385		5.744		7.532		9.886
		4,86%		-10,11%		30,76%		30,88%		31,01%		31,13%		31,26%
Costs (operational, other than sales)		13.592		13.008		15.346		18.317		22.115		26.991		33.280
		3,06%		-4,30%		17,97%		19,36%		20,73%		22,05%		23,30%
Cost / Revenue		65,08%		56,06%		53,78%		50,39%		48,18%		46,34%		44,79%
		-9,72%		-13,85%		-4,07%		-6,30%		-4,39%		-3,83%		-3,34%
Operating profit/(loss)		1.546		3.323		5.597		9.433		13.895		19.759		27.470
		240,29%		114,94%		68,43%		68,54%		47,30%		42,20%		39,03%
Finance revenue		4		1		6		0		0		0		0
Finance costs		354		290		468		100		110		121		133
Profit before tax		1.196		3.034		5.135		9.333		13.785		19.638		27.337
		178,74%		153,68%		69,25%		81,76%		47,70%		42,45%		39,21%
current tax expense for the year		65		63		429		900		1.200		1.700		2.100
Recognition of deferred tax asset		0		1.338		672		0		0		0		0
Profit/(loss) for the year		1.131		4.309		5.378		8.433		12.585		17.938		25.237
		174,46%		280,99%		24,81%		56,81%		49,23%		42,53%		40,69%
Exchange differences		43		336		31		0		0		0		0
Total income/(expense) for the year		1.174		4.645		5.409		8.433		12.585		17.938		25.237
		168,41%		295,66%		16,45%		55,91%		49,23%		42,53%		40,69%
ordinary shares end of year (x .000)		9.897		10.205		10.331		10.371		10.411		10.451		10.491
Profit to shareholders (\$ cents)		11,43		42,22		52,06		81,32		120,89		171,64		240,56
		154,76%		269,49%		23,29%		56,21%		48,66%		41,98%		40,16%
Profit to shareholders (\$ cents)		11,43		42,22		52,06		81,32		120,89		171,64		240,56
koers \$ 1 naar £ 1	£	0,67	£	0,81	£	0,89	£	0,89	£	0,89	£	0,89	£	0,89
k/w (berekend/gekozen)		8,03		10,23		7,78		14,00		16,00		17,00		18,00
beurskoers per 31-12 (werkelijk/prognose)	£	0,615	£	3,500	£	3,600	£	10,121	£	17,195	£	25,940	£	38,494