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Sopheon Income Statement \$ '000	Y17	Y18	HY1-19	HY2-19	Y19	HY1-20	HY2-20E	Y20E
Perpetual software licenses	9.332	8.921	1.092	4.309	5.401	941	1.724	2.665
Consulting and implementation services	8.869	10.771	4.854	4.501	9.355	4.731	4.861	9.592
Maintenance, software subscriptions, hosting	10.333	14.230	7.740	7.758	15.498	8.196	9.310	17.506
Revenue total	28.534	33.922	13.686	16.568	30.254	13.868	15.894	29.762
HY1 ↔ HY1 , HY2 ↔ HY2, Y ↔ Y	23,0%	18,9%	-14,1%	-7,9%	-10,8%	1,3%	-4,1%	-1,6%
Cost of sales	7.591	9.916	4.194	4.849	9.043	4.532	5.188	9.720
Gross Profit	20.943	24.006	9.492	11.719	21.211	9.336	10.706	20.042
	28,2%	14,6%	-16,2%	-7,6%	-11,6%	-1,6%	-8,6%	-5,5%
Margin	73,4%	70,8%	69,4%	70,7%	70,1%	67,3%	67,4%	67,3%
Distribution/sales/marketing costs	7.730	8.552	4.256	4.550	8.806	4.355	4.732	9.087
Research and development expenses	4.266	5.078	2.453	3.229	5.682	2.692	3.423	6.115
Administrative expenses	3.350	3.995	1.953	2.352	4.305	1.796	2.446	4.242
Costs (operational, other than sales)	15.346	17.625	8.662	10.131	18.793	8.843	10.601	19.444
	18,0%	14,9%	2,3%	10,6%	6,6%	2,1%	4,6%	3,5%
Cost / Revenue	53,8%	52,0%	63,3%	61,1%	62,1%	63,8%	66,7%	65,3%
Operating profit/(loss)	5.597	6.381	830	1.588	2.418	493	105	598
	68,4%	14,0%	-70,9%	-55,0%	-62,1%	-40,6%	-93,4%	-75,3%
Annualised recurring revenue \$ '000	Y17	Y18	HY1-19	HY2-19	Y19	HY1-20	HY2-20E	Y20E
recurring revenue end of (HY)	12.000	14.800	15.300	15.900	15.900	16.500	17.325	17.325
HY1 ↔ HY1 , HY2 ↔ HY2, Y ↔ Y	21,2%	23,3%	11,7%	7,4%	7,4%	7,8%	9,0%	9,0%
recurring revenue / total revenue	42,06%	43,63%			52,56%			58,21%

* de cijfers in dit overzicht zijn puur de persoonlijke visie van een IEX-forum deelnemer. Op geen enkele wijze kunnen hier rechten aan worden ontleend.