

SAPIENS FINANCIAL FACT SHEET

Q3 | 2016

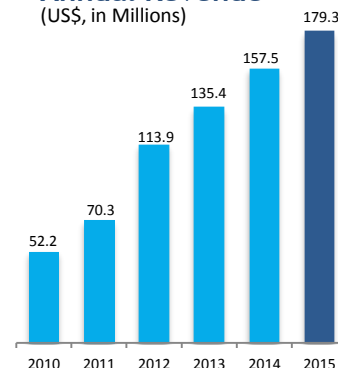
About Sapiens

Sapiens International Corporation (NASDAQ and TASE: SPNS) is a leading global provider of software solutions for the insurance industry, with a growing presence in the financial services sector.

Sapiens offers core, end-to-end solutions to the global general insurance, property and casualty, life, pension and annuities, reinsurance and retirement markets, as well as business decision management software. Its products include Sapiens ALIS – a software solution for individual, group and worksite life, pension and annuity insurance products; Sapiens IDIT – a component-based software solution designed for the General Insurance and Non-Life market; Sapiens Reinsurance – a business and accounting software solution for the entire range of reinsurance contracts; Sapiens Retirement – the industry's next-generation retirement recordkeeping solution; Sapiens DECISION – business decision software that allows IT and the business to deploy their organization's logic via a centralized repository, to improve the decision management process.

Sapiens has a track record of over 30 years in delivering superior software solutions to more than 200 financial services organizations globally. Our team of approximately 1,900 professionals operates through our fully-owned subsidiaries in North America, the United Kingdom, EMEA and Asia Pacific.

Annual Revenue (US\$, in Millions)

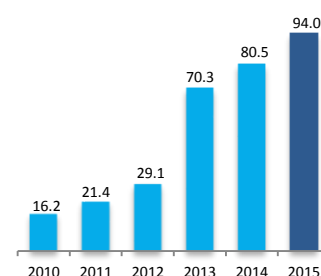


Income Statement Highlights

Non-GAAP (US\$, in Thousands)

	Third Quarter			Annual			
	2016	2015	%	2015	2014	2013	2012
Revenues	56,480	46,139	22.4%	179,263	157,450	135,377	114,192
Operating Income	7,348	6,962	5.5%	26,547	17,014	14,049	15,179
Net Income	6,004	5,816	3.2%	22,105	16,008	14,022	14,694

Annual Net Cash (US\$, in Millions)

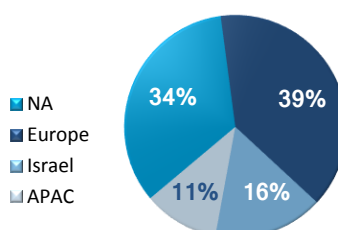


Balance Sheet Highlights Q3 2016

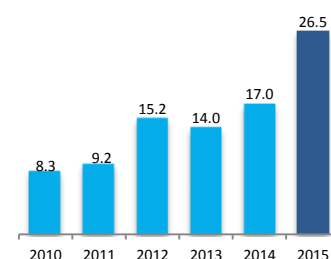
(US\$, in Thousands)

	30.9.2016
Cash and securities investments	96,689
Total Assets	259,819
Debt	-
Current Ratio	232%
Equity Ratio	74.7%

Annual Revenue by Geography 2015



Annual Operational Profit (Non-GAAP, US\$, in Millions)



Highlights

Strong Financial Performance

- Quarterly Non GAAP revenue of \$56.5 million, up 22.4% compared to last year
- Non GAAP operating profit of \$7.3 million, an increase of 5.5% compare to last year.
- Non GAAP Net profit of \$6.0 million, an increase of 3.2% compare to last year.
- \$96.7 million of cash and securities investments, zero debt, positive cash flow
- Product launch: Sapiens PORTAL for consumer and agent , Sapiens INTELEGENE

Strong Leadership and Corporate Vision

- Strong management team focused on growth
- 8 M&As in the last 5 years
- 2016 guidance for full year revenues and operating margin. Revenue target of \$211M - \$215M, Non-GAAP Operating margin of 13.5%-14.0%

Exceptional Offering for Insurance Software Packaged Solutions

- **Software:** Award winning packaged solutions for all insurance key business challenges
- **Delivery:** 30 years of field-proven project delivery of core system solutions
- **Global:** 1,900 employees worldwide, comprised mostly of insurance and technology domain experts who provide a wide array of global professional services and product development
- **Technology:** Modern technology, SOA based architecture

Selected Customers



Headquarters

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