

## SAPIENS FINANCIAL FACT SHEET

Q2 | 2017

### 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 property and casualty, life, pension and annuities, reinsurance and retirement markets, as well as business decision management software.

Sapiens provides a full, end-to-end core policy administration suite for individual, group and worksite life and annuity insurance products. This includes solutions for automated underwriting and new business case management, illustration and eApp.

Property and casualty policy administration solution are available to insurers of all tiers, for policy, billing, claims, distribution or customer. Sapiens also provides solutions to handle comprehensive workers' compensation policy administration and claims needs. Customers benefit from a business and accounting software solution for the entire range of reinsurance contracts, as well as systems for ceded and assumed reinsurance processing, and a business decision software that improves the decision management process.

Sapiens has a track record of over 30 years in delivering superior software solutions to more than 400 financial services organizations globally. Our team of approximately 2,500 professionals operates through our fully-owned subsidiaries in North America, the United Kingdom, EMEA and Asia Pacific.

### Highlights

#### Strong Financial Performance

- Quarterly non-GAAP revenue of \$69.2 million, up 30.2% compared to last year
- Non-GAAP operating profit of \$3.2 million, compared to \$7.4 million last year
- Non-GAAP net profit of \$1.9 million, compared to \$6.3 million last year
- \$46.4 million of cash and securities investments and \$38 million debt
- Product launch: New enhanced Sapiens ALIS, Sapiens PORTAL for consumer and agent , Sapiens INTELLIGENCE

#### Strong Leadership and Corporate Vision

- Strong management team focused on growth
- 9 M&As in the past six years
- 2017 guidance for full-year revenues and operating margin: Revenue target of \$265-\$275M; Non-GAAP operating margin between 9% and 10% .

#### Exceptional Offering for Insurance Software Packaged Solutions

- **Software:** Award-winning, packaged solutions for all insurers' key business challenges
- **Delivery:** 30-years of field-proven project delivery of core system solutions
- **Global:** 2,500 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

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#### Income Statement Highlights

Non-GAAP (US\$, in Thousands)

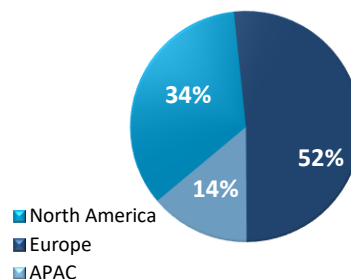
	Second Quarter			Annual			
	2017	2016	%	2016	2015	2014	2013
Revenues	69,167	53,030	30.4%	216,190	179,263	157,450	135,377
Operating Income	3,217	7,426	(56.7%)	29,615	26,547	17,014	14,049
Net Income	1,927	6,251	(69.2%)	24,199	22,105	16,008	14,022

#### Balance Sheet Highlights Q2 2017

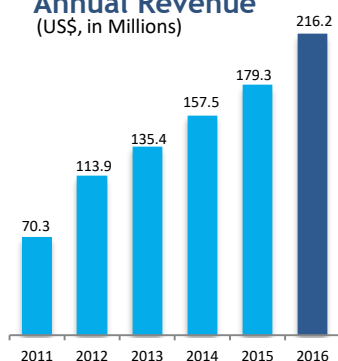
(US\$, in Thousands)

	30.6.2017
Cash and Securities Investments	46,416
Total Assets	347,709
Debt	38,233
Current Ratio	119.1%
Equity Ratio	57.5%

#### Annual Revenue by Geography 2016

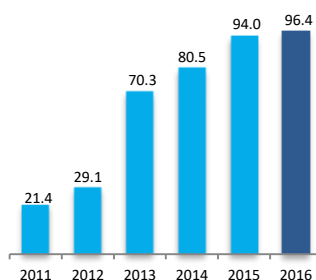


#### Annual Revenue (US\$, in Millions)



#### Annual Net Cash

(US\$, in Millions)



#### Annual Operational Profit

(Non-GAAP, US\$, in Millions)

