

SAPIENS FINANCIAL FACT SHEET

Q4 | 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 integrated core software solutions and business services, and a full digital suite for the property and casualty/general insurance; life, pension and annuities; and reinsurance markets. Sapiens also services the workers' compensation and financial and compliance markets.

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

Financial Performance

- Quarterly non-GAAP revenue of \$72.4 million, up 26.9% compared to last year
- Quarterly non-GAAP operating profit of \$9.1 million, compared to \$7.5 million last year
- Quarterly non-GAAP net profit of \$6.1 million, compared to \$6.0 million last year

Strong Leadership and Corporate Vision

- Strong management team focused on growth
- 10 M&As in the past eight years
- 2018 guidance for full-year revenues and operating margin: Revenue target of \$280-\$285M; Non-GAAP operating margin between 12% and 13%.

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)

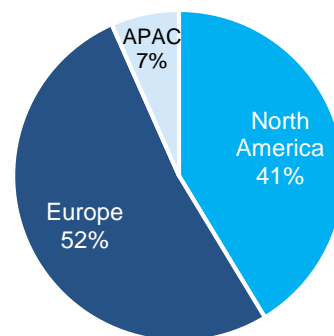
	Fourth Quarter			Annual			
	2017	2016	%	2017	2016	2015	2014
Revenues	72,448	57,113	26.9%	272,003	216,190	179,263	157,450
Operating Income	9,059	7,493	20.9%	23,113	29,615	26,547	17,014
Net Income	6,141	5,958	3.1%	15,540	24,199	22,105	16,008

Balance Sheet Highlights Q4 2017

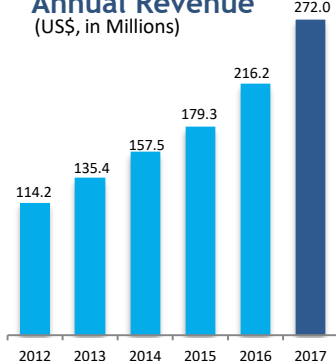
(US\$, in Thousands)

	31.12.2017
Cash and Securities Investments	71,467
Total Assets	371,293
Debt	78,281
Current Ratio	187.6%
Equity Ratio	54.1%

Annual Revenue by Geography 2017

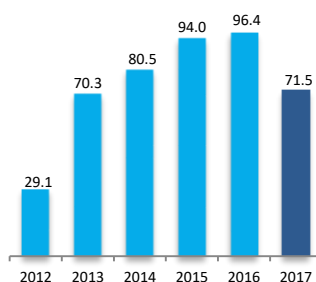


Annual Revenue (US\$, in Millions)



Annual Net Cash

(US\$, in Millions)



Annual Operational Profit

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

