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ATOSS Software AG: The success story continues with new record sales and earnings for a seventh year.

Munich, 31.01.2013 – Provisional figures show that ATOSS Software AG substantially increased sales in financial year 2012 to EUR 33.0 million (previous year EUR 31.6 million). The core software business grew at an even faster rate to reach EUR 20.1 million (previous year EUR 18.8 million). Operating profits (EBIT) amounted to EUR 7.6 million, up from EUR 7.3 million in the year before, with the EBIT margin unchanged at a strong 23 percent. The Munich-based specialist in workforce management has now maintained continuous growth for seven years in succession, while creating the basis for further excellent development.

The increase in sales recorded by ATOSS Software AG in the past financial year was essentially attributable to the outstanding growth in the company's core software segment. As a result, software accounted for 61 percent of total sales, up from 60 percent in the year before. Software licenses accounted for EUR 7.0 million (previous year EUR 6.7 million), with software maintenance contributing EUR 13.2 million in revenues (previous year EUR 12.1 million). The marked increase in orders for software licenses - which climbed 9 percent to EUR 7.5 million - was particularly gratifying. Meanwhile, the consulting business generated EUR 8.7 million in turnover (previous year EUR 8.4 million).

The fourth quarter in particular boosted the company's success in 2012 and added momentum for the current year 2013. With sales coming in at EUR 8.5 million (previous year EUR 8.2 million), ATOSS generated the highest quarterly revenues in its history. The 28 percent increase in orders booked for software licenses - worth a total of EUR 2.7 million - relative to the prior year period was particularly impressive. At EUR 3.8 million, orders on hand for software licenses on the December 31 closing date were up by a strong 16 percent over the previous year's figure of EUR 3.3 million.

ATOSS again proves its profitability

The operating profit (EBIT) in the past financial year was up four percent at EUR 7.6 million (previous year EUR 7.3 million). And despite increased investment in sales and marketing, research and development, the EBIT margin again reached the previous year's record level of 23 percent. Net income for the year, coming in at EUR 5.8 million (previous year 5.7 million) developed slightly over previous year's level.

As a result the company set another new record with earnings per share of EUR 1.45 (previous year EUR 1.43). The management board will propose to the supervisory board a dividend of EUR 3.62 per share. This out payment includes a dividend of EUR 0.72 (previous year EUR 0.71) in accordance with the out payment policy in previous years and a special dividend amounting to EUR 2.90 per share. The proposal concerning the out payment made by the administrative organs of the company will be decided upon the AGM on April 26, 2013.

ATOSS scores with a robust balance sheet

Due to closing date effects the cash flow booked in 2012 at EUR 3.4 million fell short of the previous year's figure of EUR 5.3 million. Liquidity was up 2 percent at EUR 25.4 million (previous year EUR 24.9 million), equivalent to EUR 6.40 per share (previous year EUR 6.25). The equity ratio on December 31, 2012 stood at 71 percent, up 4 percentage points over the year before.



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Successful verticalization strategy continued

ATOSS is steadily pushing ahead with its successful strategy of verticalization, which entails providing customers with a customized portfolio of solutions dedicated to their own specific needs. ATOSS solutions are firmly established on the workforce management market. In the past financial year numerous high-profile new customers have opted for ATOSS, substantially broadening the company's customer base in Germany and abroad.

ATOSS is outstandingly well placed to set new records in 2013

ATOSS Software AG is ideally positioned for the currently year 2013. Building on its already first-class orderbook, the company looks forward to a continuation of the positive development seen in recent years. While maintaining its investment in sales and marketing and the development of new markets, the Management Board anticipates continuing growth in the current financial year with an EBIT margin remaining above 20%.

Upcoming dates:

- 12.03.2013 Publication of the annual report for 2012
- 12.03.2013 Balance sheet press conference
- 22.04.2013 Press release – report for Q1
- 26.04.2013 Annual general meeting
- 13.05.2013 Publication of the Q1 report
- 22.07.2013 Press release – report for H1
- 12.08.2013 Publication of the H1 report
- 21.10.2013 Press release – report for Q3
- 15.11.2013 Publication of the Q3 report



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CONSOLIDATED OVERVIEW AS PER IFRS: YEAR ON YEAR COMPARISON IN 000 EUR (provisional figures for 2012)

	01.01.2012 - 31.12.2012	Proportion of total sales	01.01.2011 - 31.12.2011	Proportion of total sales	Change 2012 / 2011
Sales	33,005	100%	31,575	100%	5%
Software	20,143	61%	18,821	60%	7%
Software licenses	6,987	21%	6,686	21%	5%
Software maintenance	13,156	40%	12,135	38%	8%
Consulting	8,716	26%	8,382	27%	4%
Hardware	2,663	8%	2,806	9%	-5%
Others	1,483	4%	1,566	5%	-5%
EBITDA	8,191	25%	7,794	25%	5%
EBIT	7,620	23%	7,308	23%	4%
EBT	8,528	26%	8,411	27%	1%
Net profit	5,760	17%	5,675	18%	1%
Cash flow	3,355	10%	5,318	17%	-37%
Liquidity (1/2)	25,444		24,851		2%
EPS (in euro)	1.45		1.43		1%
Employees (3)	276		269		3%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN 000 EUR (provisional figures for Q4 2012)

	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11
Sales	8,490	8,242	8,437	7,836	8,229
Software	5,292	4,977	5,017	4,857	4,891
Software licenses	1,931	1,655	1,745	1,656	1,772
Software maintenance	3,361	3,322	3,272	3,201	3,119
Consulting	2,182	2,048	2,248	2,238	2,145
Hardware	600	851	665	547	607
Others	416	366	507	194	586
EBITDA	1,851	2,028	2,207	2,105	1,894
EBIT	1,702	1,881	2,070	1,967	1,766
EBIT margin in %	20%	23%	25%	25%	21%
EBT	1,772	2,283	2,147	2,326	1,812
Net profit	1,197	1,551	1,465	1,547	1,199
Cash flow (4)	-1,945	3,143	-1,001	3,158	-1,642
Liquidity (1/2)	25,444	28,657	24,615	28,496	24,851
EPS (in euro)	0.30	0.39	0.37	0.39	0.30
Employees (3)	276	270	266	265	269

(1): Cash and cash equivalents, current and non-current financial assets (e.g. gold, equities); (2): Dividend of EUR 0.71 per share on 23.04.2012 (TEUR 2,823), previous year EUR 0.60 per share (TEUR 2,386); (3): At the end of the year / quarter; (4) Cash flow in comparison with 2011 adjusted for interest income and expenditure, since from December 31, 2011 this is reported within cash flow from investment activities.

Further information: <http://www.atoss.com>

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