



## ATOSS Software AG: Strong performance in first quarter of 2015

**ATOSS Software AG has succeeded in increasing sales by 11 percent year on year to EUR 10.7 million in the first quarter of 2015. Despite substantial investments in the future, the specialist in workforce management also saw a further improvement in results and set new records. Operating profits (EBIT) at EUR 2.8 million were 10 percent higher than in the year before. And with orders on hand for software licenses valued at EUR 5.0 million, the outlook for the company's continuing development in 2015 is positive. The Management Board anticipates continuing growth in 2015 for the tenth year in succession.**

Munich, April 22, 2015

The results for the first quarter of 2015 clearly show that ATOSS Software AG is seamlessly continuing the pattern set over the past nine record years. The company's business model continues to prove highly successful and extremely robust. The growth in sales underscores not just the competitive strength of ATOSS, but also the steadily increasing importance of workforce management as a corporate instrument.

Software accounted for sales of EUR 6.3 million (previous year: EUR 5.9 million), equivalent to 59 percent of the company's overall turnover of EUR 10.7 million. Turnover in consulting – supported by the excellent order situation – was 12 percent higher year on year at EUR 2.8 million. ATOSS also recorded hardware sales of EUR 1.3 million (previous year: EUR 1.1 million), as well as miscellaneous turnover of EUR 0.3 million (previous year: EUR 0.2 million).

Despite the increase in investments particularly in research & development relative to the year before, operating profits increased from EUR 2.5 million to EUR 2.8 million. With positive financial earnings of EUR 0.6 million, earnings before taxes (EBT) climbed 17 percent to EUR 3.3 million, with net income up 15 Percent at EUR 2.3 million. ATOSS recorded earnings per share of EUR 0.57 in the first quarter, compared with EUR 0.50 in the year before. The return on sales measured against EBIT remains high at 26 percent.

This gratifying development in business also brought an increase in operating cash flow which climbed 29 percent to EUR 5.1 million (previous year: EUR 4.0 million). Consequently as of March 31, 2015 ATOSS recorded consolidated liquidity of EUR 26.2 million (previous year: EUR 19.5 million). Even after the dividend payment of EUR 0.88 per share to be proposed to shareholders at the AGM on April 28, 2015, ATOSS will still enjoy a respectable cash position and strong equity which together will safeguard the company's outstanding future prospects.

The Management Board remains unchanged in its expectation for further highly positive development in financial year 2015 with continuing growth in sales. The current software licensing order book of EUR 5.0 million (previous year: EUR 4.1 million) provides an excellent basis on which to build. Despite further planned investments, particularly in developing new markets, and a continuing high level of expenditure on research & development amounting to around one fifth of sales, the EBIT margin is also expected to remain well above 20 percent.



### CONSOLIDATED OVERVIEW ACCORDING TO IFRS: 3-MONTH COMPARISON KEUR

	01.01.2015 - 31.03.2015	Proportion of sales revenues	01.01.2014 - 31.03.2014	Proportion of sales revenues	Change 2015 / 2014
<b>Total Sales</b>	<b>10,707</b>	<b>100%</b>	<b>9,653</b>	<b>100%</b>	<b>11%</b>
<b>Software</b>	<b>6,325</b>	<b>59%</b>	<b>5,910</b>	<b>61%</b>	<b>7%</b>
Software licenses	2,229	21%	2,142	22%	4%
Software maintenance	4,096	38%	3,768	39%	9%
<b>Consulting</b>	<b>2,794</b>	<b>26%</b>	<b>2,495</b>	<b>26%</b>	<b>12%</b>
<b>Hardware</b>	<b>1,316</b>	<b>12%</b>	<b>1,050</b>	<b>11%</b>	<b>25%</b>
<b>Others</b>	<b>272</b>	<b>3%</b>	<b>198</b>	<b>2%</b>	<b>37%</b>
<b>EBITDA</b>	<b>2,898</b>	<b>27%</b>	<b>2,662</b>	<b>28%</b>	<b>9%</b>
<b>EBIT</b>	<b>2,768</b>	<b>26%</b>	<b>2,527</b>	<b>26%</b>	<b>10%</b>
<b>EBT</b>	<b>3,335</b>	<b>31%</b>	<b>2,844</b>	<b>30%</b>	<b>17%</b>
<b>Net Profit</b>	<b>2,257</b>	<b>21%</b>	<b>1,968</b>	<b>20%</b>	<b>15%</b>
<b>Cash flow</b>	<b>5,146</b>	<b>48%</b>	<b>3,979</b>	<b>41%</b>	<b>29%</b>
<b>Liquidity (1/2)</b>	<b>26,218</b>		<b>19,493</b>		
<b>EPS (in EUR)</b>	<b>0.57</b>		<b>0.50</b>		
<b>Employees (3)</b>	<b>313</b>		<b>293</b>		

### CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q1/15	Q4/14	Q3/14	Q2/14	Q1/14
<b>Total Sales</b>	<b>10,707</b>	<b>10,938</b>	<b>9,985</b>	<b>9,107</b>	<b>9,653</b>
<b>Software</b>	<b>6,325</b>	<b>6,387</b>	<b>5,810</b>	<b>5,771</b>	<b>5,910</b>
Software licenses	2,229	2,443	1,930	2,002	2,142
Software maintenance	4,096	3,944	3,880	3,769	3,768
<b>Consulting</b>	<b>2,794</b>	<b>2,707</b>	<b>2,452</b>	<b>2,450</b>	<b>2,495</b>
<b>Hardware</b>	<b>1,316</b>	<b>1,401</b>	<b>1,384</b>	<b>631</b>	<b>1,050</b>
<b>Others</b>	<b>272</b>	<b>443</b>	<b>339</b>	<b>255</b>	<b>198</b>
<b>EBITDA</b>	<b>2,898</b>	<b>2,758</b>	<b>2,589</b>	<b>2,296</b>	<b>2,662</b>
<b>EBIT</b>	<b>2,768</b>	<b>2,628</b>	<b>2,462</b>	<b>2,170</b>	<b>2,527</b>
<b>EBIT margin in %</b>	<b>26%</b>	<b>24%</b>	<b>25%</b>	<b>24%</b>	<b>26%</b>
<b>EBT</b>	<b>3,335</b>	<b>2,770</b>	<b>2,411</b>	<b>2,270</b>	<b>2,844</b>
<b>Net Profit</b>	<b>2,257</b>	<b>1,911</b>	<b>1,639</b>	<b>1,514</b>	<b>1,968</b>
<b>Cash flow</b>	<b>5,146</b>	<b>-573</b>	<b>5,945</b>	<b>-1,279</b>	<b>3,979</b>
<b>Liquidity (1/2)</b>	<b>26,218</b>	<b>20,583</b>	<b>21,118</b>	<b>15,325</b>	<b>19,493</b>
<b>EPS (in EUR)</b>	<b>0.57</b>	<b>0.48</b>	<b>0.41</b>	<b>0.38</b>	<b>0.50</b>
<b>Employees (3)</b>	<b>313</b>	<b>305</b>	<b>300</b>	<b>295</b>	<b>293</b>

(1) Cash and cash equivalents, other current and non-current financial assets (sight deposits, gold) as of the qualifying date, adjusted to exclude borrowings (loans); (2): Dividend of EUR 0.72 per share on 02.05.2014 (TEUR 2,863); (3): at the end of the quarter/half year



### Upcoming dates:

April 28, 2015	Annual General Meeting
May 13, 2015	Publication of the 3-monthly financial statements
July 22, 2015	Press release announcing the 6-monthly financial statements
August 14, 2015	Publication of the 6-monthly financial statements
October 22, 2015	Press release announcing the 9-monthly financial statements
Nov. 13, 2015	Publication of the 9-monthly financial statements
Nov. 23-25, 2015	ATOSS at the German Equity Forum

ATOSS Software AG is a provider of consulting, software and professional services in the field of demand-oriented personnel planning, and ranks as a forward-thinking pioneer in the workforce management sector. The company offers solutions for enterprises of all sizes, whatever their requirement scenarios. ATOSS solutions are renowned for maximum functionality and modern JAVA technology, offering users the benefits of total platform independence. Established in 1987 and meanwhile listed on the stock market, the company generated sales of around EUR 36 million in financial year 2013. Currently the deployments of around 2.8 million workers employed by more than 4,500 customers are managed with ATOSS solutions. The company's software products are in use in 40 countries and eight languages. Customers include enterprises such as ALDI SÜD, Coca-Cola, Deutsche Bahn, Edeka, Klinikum Ingolstadt, Klinikum Rosenheim, Lufthansa, MEYER WERFT, Schmitz Cargobull, Sixt, Stadt Regensburg and W.L. Gore & Associates. Further information: [www.atoss.com](http://www.atoss.com)

### Contact

ATOSS Software AG

Christof Leiber / Member of the Management Board

Am Moosfeld 3,  
D-81829 Munich

Tel.: +49 (0) 89 4 27 71 – 0

Fax: +49 (0) 89 4 27 71 – 100

[investor.relations@atoss.com](mailto:investor.relations@atoss.com)