



ATOSS Software AG: Growth continues with the best half-year in the company's history; strong order intake sustained, outlook positive

ATOSS Software AG remains on course for continuing growth after posting new record figures for the first half of 2014. With sales up 7 percent at EUR 18.8 million, operating profits (EBIT) were 10 percent higher at EUR 4.7 million. The margin on sales came in at 25 percent compared with 24 percent last year. The workforce management specialist has again succeeded in intensifying its dynamic growth and profitability. During the reporting period, ATOSS recorded a continuous increase in demand for its solutions, with orders received for software licenses coming in 52 percent higher at EUR 5.4 million. The company successfully acquired numerous new enterprise customers in the medical and retail sectors in particular. Against this background, the Management Board expects the sustained positive development in business to continue in the current second half of 2014.

Munich, July 22, 2014

For the ninth year in succession ATOSS Software AG has recorded a highly gratifying development in sales and earnings. The company once again has new record figures to report, not least the volume of orders received for software licenses which amounted to EUR 5.4 million, some 52 percent higher than the figure of EUR 3.6 million for the first half of last year. Orders on hand for software licenses as of June 30, 2014 accordingly increased from EUR 3.6 million to EUR 4.7 million, constituting an excellent basis for the remainder of financial year 2014.

ATOSS is recording continuous growth spanning products, markets and sectors and is steadily broadening its customer base with sustained effect with the acquisition of prominent new customers. The company's verticalization strategy, consistently developed over a period of years, is proving particularly successful.

While overall sales revenues rose from EUR 17.5 million to EUR 18.8 million, sales of software licenses – the driving force behind the company's business model – climbed 9 percent in the first half of 2014 to stand at EUR 4.1 million. There was a similarly consistent positive trend in software maintenance, too, with sales up 7 percent at EUR 7.5 million. As a result, software sales in total amounted to EUR 11.7 million, representing an unchanged proportion of 62 percent of consolidated revenues. In view of the positive order situation, ATOSS also recorded above-average growth in consulting, with sales rising 12 percent to EUR 4.9 million, representing 26 percent of turnover. Hardware, too, profited from the successful development of the core software business, with sales coming in at EUR 1.7 million (previous year EUR 1.5 million).

All of the figures quantifying the company's earnings developed even more strongly than the sales figures. Operating profits (EBIT) for the first half of 2014 were 10 percent higher at EUR 4.7 million. And whereas earnings per share last year were substantially influenced by exceptional factors among the financial results and amounted to EUR 0.12 per share, this year has seen a marked improvement, with ATOSS reporting EPS of EUR 0.88 as of June 30, 2014. Net income rose correspondingly from EUR 0.5 million to EUR 3.5 million. Despite paying a dividend totaling EUR 2.9 million (EUR 0.72 per share) at the beginning of May, thanks to the excellent development in business ATOSS was able to report liquidity up 47 percent at EUR 15.3 million.



The continuing strong customer interest in ATOSS solutions – impressively demonstrated by the orders received in the past half-year – underscores the company's outstanding future prospects. The Management Board regards the latest record figures as an incentive for the future and expects the highly positive development to be sustained in the current second half and therefore also in financial year 2014 as a whole, as the company continues on the path to further growth.

CONSOLIDATED OVERVIEW AS PER IFRS: 6-MONTH COMPARISON IN 000 EUR

	01.01.2014 - 30.06.2014	Proportion of sales revenues	01.01.2013 - 30.06.2013*	Proportion of sales revenues	Change 2014 / 2013
Sales	18,760	100%	17,531	100%	7%
Software	11,681	62%	10,860	62%	8%
Software licenses	4,144	22%	3,794	22%	9%
Software maintenance	7,537	40%	7,066	40%	7%
Consulting	4,945	26%	4,422	25%	12%
Hardware	1,681	9%	1,462	8%	15%
Miscellaneous	453	3%	787	5%	-42%
EBITDA	4,958	26%	4,540	26%	9%
EBIT	4,697	25%	4,256	24%	10%
EBT	5,114	27%	442	3%	>100%
Net earnings	3,482	19%	460	3%	>100%
Cash flow	2,699	14%	2,790	16%	-3%
Liquidity (1/2)	15,325		10,418		47%
EPS (in euro)	0.88		0.12		>100%
Employees (3)	295		280		5%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN 000 EUR

	Q2/14	Q1/14	Q4/13*	Q3/13*	Q2/13*
Sales	9,107	9,653	9,025	8,949	8,840
Software	5,771	5,910	5,617	5,369	5,585
Software licenses	2,002	2,142	1,965	1,779	2,025
Software maintenance	3,769	3,768	3,652	3,590	3,560
Consulting	2,450	2,495	2,375	2,165	2,264
Hardware	631	1,050	768	1,126	569
Miscellaneous	255	198	264	289	422
EBITDA	2,296	2,662	2,094	2,373	2,322
EBIT	2,170	2,527	1,946	2,230	2,186
EBIT margin in %	24%	26%	22%	25%	25%
EBT	2,270	2,844	1,385	2,493	-1,962
Net earnings	1,514	1,968	835	1,724	-1,290
Cash flow	-1,279	3,979	-186	5,658	297
Liquidity (1/2)	15,325	19,493	15,249	16,177	10,418
EPS (in EUR)	0.38	0.50	0.21	0.43	-0.32
Employees (3)	295	293	289	280	280

(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 3.62 per share on 29.04.2013 (TEUR 14,395) and dividend of EUR 0.72 per share on 02.05.2014 (TEUR 2,863); (3) at the end of the quarter/half year

* adjusted for the effects of IAS 19 R

**Upcoming dates:**

12.08.2014	Publication of the six months' statements
21.10.2014	Press release announcing nine months' statements
14.11.2014	Publication of the nine months' statements
24.-26.11.2014	German Equity Forum, Frankfurt

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 31 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

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