



ATOSS Software AG: Success story continues with new records in sales and earnings in the first half of 2015 as growth accelerates

In the first half of 2015 ATOSS Software AG succeeded in increasing sales by a clear 15 percent to EUR 21.7 million. And despite significant future-oriented investments, the specialist in workforce management continued to expand its earnings and set new records. Operating profits (EBIT) rose by an outstanding 19 percent to EUR 5.6 million while the margin on sales climbed to 26 percent, up from 25 percent last year. Once again the company has been successful in continuing its dynamic growth and extending its profitability. With orders on hand for software licenses valued at EUR 5.4 million, the outlook for the company's continuing development in 2015 is extremely promising. In view of the development to date, the Management Board is confident that ATOSS remains on course for continuing growth in the remainder of financial year 2015 and is likely to conclude a tenth record year in succession.

Munich, July 22, 2015

The results posted by ATOSS Software AG for the first half of 2015 not only represent a seamless continuation of the last nine record years: They also reflect accelerating growth. The ATOSS business model remains both extremely successful and highly robust. The double-digit growth in sales offers clear evidence of the competitive strength of ATOSS, as well as illustrating the steadily increasing importance of workforce management as a corporate instrument.

The company's core software business accounted for EUR 13.0 million in sales (previous year: EUR 11.7 million), equating to 60 percent of the overall revenue total of EUR 21.7 million. Consulting, accounting for a share of 27 percent of total revenues, came in 18 percent higher than the year before thanks to the excellent order situation and an expansion in capacities. ATOSS also recorded hardware sales of EUR 2.2 million (previous year: EUR 1.7 million), as well as miscellaneous turnover of EUR 0.7 million (previous year: EUR 0.5 million).

Despite the increase in investments - particularly in research & development - relative to the year before as well as higher personnel costs coupled with the development in sales and customer service resources, operating profits increased strongly from EUR 4.7 last year to EUR 5.6 million. With positive financial earnings of EUR 0.3 million, earnings before taxes (EBT) climbed 15 percent to EUR 5.9 million while net income rose by 14 Percent to EUR 4.0 million. Earnings per share in the first half of 2015 amounted to EUR 1.00, up from EUR 0.88 in the year before. The return on sales based on EBIT came in slightly above the Management Board's expectations at 26 percent.

This gratifying development in business also brought an increase in operating cash flow which climbed 70 percent to EUR 4.6 million (previous year: EUR 2.7 million). Consequently even after paying a dividend of EUR 0.88 per share (EUR 3.5 million) on April 29, 2015, by the end of June 2015 ATOSS still reported liquidity at group level of EUR 21.8 million (previous year: EUR 15.3 million). ATOSS continues to enjoy an excellent cash position and strong equity which together will safeguard the company's outstanding future prospects.

The Management Board therefore continues to expect the highly positive development in business to be sustained in the remainder of financial year 2015 and anticipates another record year. Orders on hand for software licenses in particular in the amount of EUR 5.4 million (previous year: EUR 4.7 million) provide an excellent starting foundation. The EBIT margin is also expected to remain at around 25 percent despite further planned investments, mainly in sales and marketing to develop new markets, and the continuing high level of research and development expenditure which equates to around one fifth of sales revenues.



CONSOLIDATED OVERVIEW ACCORDING TO IFRS: 6-MONTH COMPARISON KEUR

	01.01.2015 - 30.06.2015	Proportion of Total sales	01.01.2014 - 30.06.2014	Proportion of Total sales	Change 2015 / 2014
Total Sales	21,663	100%	18,760	100%	15%
Software	12,949	60%	11,681	62%	11%
Software licenses	4,665	22%	4,144	22%	13%
Software maintenance	8,284	38%	7,537	40%	10%
Consulting	5,816	27%	4,945	26%	18%
Hardware	2,154	10%	1,681	9%	28%
Others	744	3%	453	3%	64%
EBITDA	5,850	27%	4,958	26%	18%
EBIT	5,577	26%	4,697	25%	19%
EBT	5,880	27%	5,114	27%	15%
Net Profit	3,974	18%	3,482	19%	14%
Cash flow	4,596	21%	2,699	14%	70%
Liquidity (1/2)	21,820		15,325		42%
EPS (in EUR)	1.00		0.88		14%
Employees (3)	318		295		8%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q2/15	Q1/15	Q4/14	Q3/14	Q2/14
Total Sales	10,956	10,707	10,938	9,985	9,107
Software	6,624	6,325	6,387	5,810	5,771
Software licenses	2,436	2,229	2,443	1,930	2,002
Software maintenance	4,188	4,096	3,944	3,880	3,769
Consulting	3,022	2,794	2,707	2,452	2,450
Hardware	838	1,316	1,401	1,384	631
Others	472	272	443	339	255
EBITDA	2,952	2,898	2,758	2,589	2,296
EBIT	2,809	2,768	2,628	2,462	2,170
EBIT margin in %	26%	26%	24%	25%	24%
EBT	2,545	3,335	2,770	2,411	2,270
Net Profit	1,717	2,257	1,911	1,639	1,514
Cash flow	-550	5,146	-573	5,945	-1,279
Liquidity (1/2)	21,820	26,218	20,583	21,118	15,325
EPS (in EUR)	0.43	0.57	0.48	0.41	0.38
Employees (3)	318	313	305	300	295

(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 0.88 per share on 29.04.2015 (TEUR 3,499) and 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:

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

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