



ATOSS Software AG: 9-months figures for 2014 confirm sustained growth for a ninth record year

ATOSS Software AG remains on course for continued growth. Provisional figures at the end of the first nine months of 2014 again signal new performance records. With sales up 9 percent at EUR 28.7 million, operating profits (EBIT) were 10 percent higher at EUR 7.2 million. And with a corresponding margin on sales of 25 percent, following on from 24 percent last year, ATOSS has also succeeded once again in increasing its profitability.

Thanks to sustained high demand for the solutions developed by the Munich-based workforce management specialist, orders received for software licenses rose by a substantial 39 percent.

Munich, October 21, 2014

ATOSS Software AG is reporting highly successful business developments for the ninth year in succession. The order situation has developed along particularly positive lines. After just nine months, orders received for software licenses now amount to EUR 7.1 million, almost on a par with the full-year total of EUR 7.2 million for 2013. One of the main reasons lies in the large number of new enterprise customers acquired in the company's Retail and Medical focus sectors. These successes not only confirm that ATOSS offers first-class solutions: they also reflect the effectiveness with which the company is able to address its target markets through its long-term strategy of verticalization. Orders on hand for software licenses rose from EUR 3.3 million last year to EUR 4.5 million as of September 30, 2014, constituting an excellent foundation for the rest of this financial year and beyond.

This positive development in business operations and the company's stable growth underscore the success of the ATOSS AG business model. With overall turnover totaling EUR 28.7 million, sales of software licenses – the driving force behind the company's growth – increased by 9 percent during the reporting period. The consistent positive development in software maintenance over recent years was also sustained, with sales up 7 percent at EUR 11.4 million. As a result, turnover in software amounted to EUR 17.5 million, representing a proportion of 61 percent of consolidated revenues. In the field of consulting – supported by the excellent order situation for implementation services following the purchase of licenses – ATOSS saw sales rise by 12 percent to EUR 7.4 million. Hardware sales increased from EUR 2.6 million to EUR 3.1 million.

The 10 percent rise in operating profits (EBIT) that advanced to EUR 7.2 million demonstrates the profitability of ATOSS. Earnings per share, which were materially affected by one-off factors in the previous year, improved once more, rising from EUR 0.54 to EUR 1.29. Net earnings also more than doubled, coming in at EUR 5.1 million.

Thanks to this excellent business development, liquidity was 38 percent up on the year before at EUR 21.1 million, despite the dividend payment of EUR 2.9 million in May 2014.

ATOSS Software AG is headed firmly for a ninth record year in succession, while the excellent order situation in turn presents further growth perspectives. The increase in orders received for software licenses, up 39 percent on the year before, provides a first-class basis for continuing development. The company enjoys excellent prospects and will continue to chart a growth course - now and in future.



CONSOLIDATED OVERVIEW AS PER IFRS: 9-MONTH COMPARISON IN 000 EUR

	01.01.2014 - 30.09.2014	Proportion of sales revenues	01.01.2013 - 30.09.2013*	Proportion of sales revenues	Change 2014 / 2013
Sales	28,745	100%	26,480	100%	9%
Software	17,491	61%	16,229	61%	8%
Software licenses	6,074	21%	5,573	21%	9%
Software maintenance	11,417	40%	10,656	40%	7%
Consulting	7,397	26%	6,587	25%	12%
Hardware	3,065	10%	2,588	10%	18%
Miscellaneous	792	3%	1,076	4%	-26%
EBITDA	7,547	26%	6,913	26%	9%
EBIT	7,159	25%	6,486	24%	10%
EBT	7,525	26%	2,935	11%	>100%
Net earnings	5,122	18%	2,185	8%	>100%
Cash flow	8,644	30%	8,448	32%	2%
Liquidity (1/2)	21,118		16,177		31%
EPS (in euro)	1.29		0.55		>100%
Employees (3)	300		280		7%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN 000 EUR

	Q3/14	Q2/14	Q1/14	Q4/13*	Q3/13*
Sales	9,985	9,107	9,653	9,025	8,949
Software	5,810	5,771	5,910	5,617	5,369
Software licenses	1,930	2,002	2,142	1,965	1,779
Software maintenance	3,880	3,769	3,768	3,652	3,590
Consulting	2,452	2,450	2,495	2,375	2,165
Hardware	1,384	631	1,050	768	1,126
Miscellaneous	339	255	198	264	289
EBITDA	2,589	2,296	2,662	2,094	2,373
EBIT	2,462	2,170	2,527	1,946	2,230
EBIT margin in %	25%	24%	26%	22%	25%
EBT	2,411	2,270	2,844	1,385	2,493
Net earnings	1,639	1,514	1,968	835	1,724
Cash flow	5,945	-1,279	3,979	-186	5,658
Liquidity (1/2)	21,118	15,325	19,493	15,249	16,177
EPS (in EUR)	0.41	0.38	0.50	0.21	0.43
Employees (3)	300	295	293	289	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:

14.11.2014

Publication of the nine months' statements

Analyst conference

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 32 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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