

<b>Hold</b> (Sell)  <b>EUR 25.50</b> (EUR 25.80)  Price EUR 24.85 <b>Upside 2.6 %</b>	<b>Value Indicators:</b> EUR DCF: 25.56 FCF-Value Potential: 18.32	<b>Share data:</b> Bloomberg: AOF GR Reuters: AOFG ISIN: DE0005104400	<b>Description:</b> ATOSS supplies software and services for the optimisation of workforce management.
	<b>Market Snapshot:</b> EUR m Market cap: 98.8 No. of shares (m): 4.0 EV: 87.2 Freefloat MC: 32.3 Ø Trad. Vol. (30d): 38.41 th	<b>Shareholders:</b> Freefloat 32.7 % Founding Family 56.4 % Mainfirst 5.1 % Investment TGV Bonn 5.8 %	<b>Risk Profile (WRe):</b> 2013e Beta: 1.4 Price / Book: 7.7 x Equity Ratio: 56 % Net Fin. Debt / EBITDA: -1.5 x Net Debt / EBITDA: -1.3 x

## Key H1 data: operatively good - gold price burdens

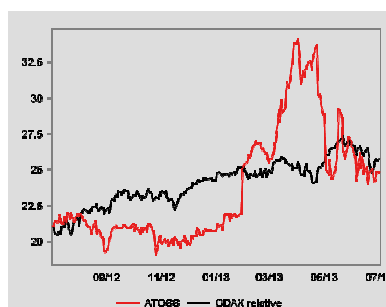
On July 1, 2013, ATOSS Software AG presented **key data for the first half-year**. Even if exact figures were not announced, the published qualitative/percentage information give a picture of the business development. Total revenues in the first half of 2013 were far higher than the same period a year earlier. Primarily in the core area of Software, revenue growth of an about 10% is expected to have been generated. Order intake in the area of software licenses is expected to have increased by more than 20%. The EBIT margin is at about the level of the first quarter of 2013. Against this background it is **not necessary to adjust the operative forecasts (revenue/EBIT)**.

However as expected, the **development of the gold price** is burdening the company considerably. ATOSS holds a good share of the liquid funds which are not required for operations (about EUR 12m) in gold. Already in the past, the financial result was adjusted following weak gold price development. A further burden is expected for the last quarter. ATOSS's H1 financial result is expected to be about EUR -3.8m. Even if this burden is significant on a quarterly basis, the impact on the fair value (DCF) is however small. Detailed preliminary figures will be published by the company as planned on July 22.

Based on the excellent development of the share price at the beginning of the year, presumably in connection with the announcement of a special dividend, the share was recently rated at Sell. Following the clear correction of the share price in the last quarter the ATOSS share is being upgraded, as despite the temporary gold price distortions the operative development remains good.

**The recommendation is now Hold (Sell) and the price target is EUR 25.50.**

Changes in Estimates:							Comment on Changes:	
FY End: 31.12. in EUR m	2013e (old)	+ / -	2014e (old)	+ / -	2015e (old)	+ / -	<ul style="list-style-type: none"> <li>The operative expectations remain unchanged.</li> <li>Only the estimate of the financial result is reduced again because of the of the gold price development.</li> </ul>	
<b>Sales</b>	36.3	0.0 %	38.8	0.0 %	40.8	0.0 %		
<b>EBIT</b>	8.2	0.0 %	8.9	0.0 %	9.4	0.0 %		
<b>EPS</b>	0.99	-22.2 %	1.56	0.0 %	1.64	0.0 %		
<b>DPS</b>	0.50	-22.0 %	0.78	0.0 %	0.82	0.0 %		

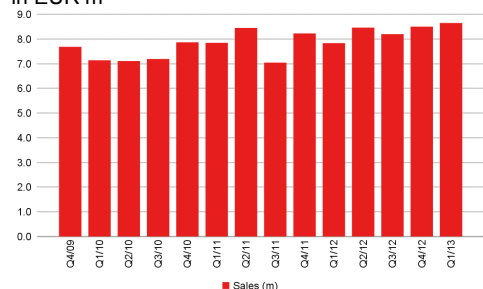


Rel. Performance vs CDAX:	
1 month:	-3.3 %
6 months:	14.5 %
Year to date:	13.8 %
Trailing 12 months:	-2.1 %

Company events:	
22.07.13	Prel. Q2
12.08.13	Q2
21.10.13	Prel. Q3
15.11.13	Q3

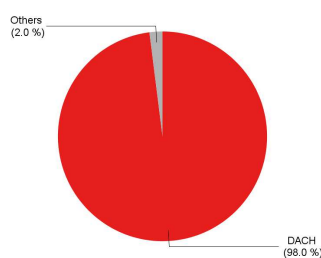
FY End: 31.12. in EUR m	CAGR (12-15e)	2009	2010	2011	2012	2013e	2014e	2015e
<b>Sales</b>	7.3 %	29.1	29.3	31.6	33.0	36.3	38.8	40.8
Change Sales yoy		8.0 %	0.8 %	7.7 %	4.5 %	10.0 %	7.0 %	5.0 %
Gross profit margin		66.7 %	68.1 %	70.4 %	70.8 %	69.5 %	70.0 %	70.0 %
<b>EBITDA</b>	7.5 %	5.9	7.3	7.8	8.2	8.9	9.7	10.2
Margin		20.3 %	24.9 %	24.7 %	24.8 %	24.4 %	24.9 %	24.9 %
<b>EBIT</b>	7.2 %	5.5	6.8	7.3	7.6	8.2	8.9	9.4
Margin		19.0 %	23.3 %	23.1 %	23.1 %	22.5 %	23.0 %	23.0 %
<b>Net income</b>	4.2 %	4.0	4.8	5.7	5.8	3.0	6.2	6.5
<b>EPS</b>	4.2 %	1.00	1.21	1.43	1.45	0.77	1.56	1.64
<b>EPS adj.</b>	4.2 %	1.00	1.21	1.43	1.45	0.77	1.56	1.64
<b>DPS</b>	-39.0 %	0.50	0.60	0.71	3.62	0.39	0.78	0.82
Dividend Yield		5.0 %	4.0 %	4.2 %	17.9 %	1.6 %	3.1 %	3.3 %
<b>FCFPS</b>		1.77	0.83	1.17	0.75	0.69	1.61	1.69
<b>EV / Sales</b>		0.8 x	1.4 x	1.4 x	1.7 x	2.4 x	2.1 x	1.9 x
<b>EV / EBITDA</b>		3.7 x	5.6 x	5.7 x	7.0 x	9.8 x	8.5 x	7.7 x
<b>EV / EBIT</b>		4.0 x	5.9 x	6.1 x	7.5 x	10.7 x	9.2 x	8.4 x
<b>P / E</b>		9.9 x	12.4 x	11.8 x	14.0 x	32.3 x	15.9 x	15.1 x
<b>P / E adj.</b>		9.9 x	12.4 x	11.8 x	14.0 x	32.3 x	15.9 x	15.1 x
<b>FCF Yield Potential</b>		16.8 %	11.6 %	10.4 %	8.7 %	8.0 %	7.7 %	8.5 %
<b>Net Debt</b>		-17.4	-18.9	-22.6	-23.2	-11.6	-16.4	-20.0
<b>ROE</b>		29.2 %	29.7 %	29.3 %	25.7 %	16.7 %	40.9 %	33.7 %
<b>ROCE (NOPAT)</b>		-245.8 %	-234.8 %	-354.9 %	-1024.3 %	644.7 %	499.9 %	570.1 %
<b>Guidance:</b>	Positive revenue and earnings development, EBIT margin secure over 20%							

**Sales development**  
in EUR m



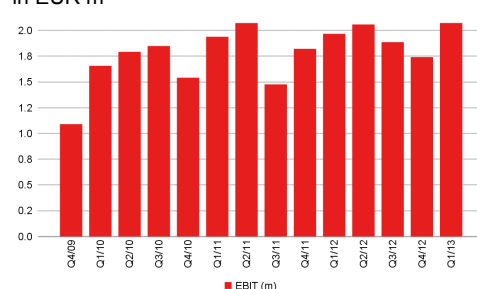
Source: Warburg Research

**Sales by regions**  
2012; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

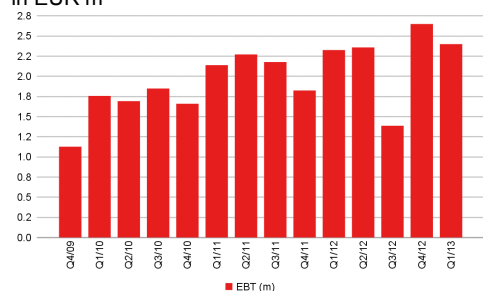
## Company Background

- ATOSS Software AG is a supplier of software and services for the optimisation of workforce management.
- ATOSS solutions optimises companies' personnel procedures, improving the level of service and efficiency of the employees and improving customer satisfaction
- The company has achieved a leading market position, particularly in the German speaking countries.
- From medium-sized companies (Mittelstand) to blue-chip firms, several million employees use ATOSS solutions.

## Competitive Quality

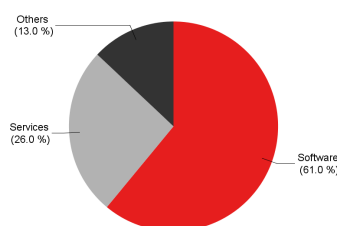
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to hardware or large software producers) and the ATOSS solutions have a high level of compatibility (e.g. seamless integration in the ERP systems possible)
- Financial stability and balance sheet quality is excellent, which can be regarded as a competitive advantage in the software industry.
- ATOSS is a relatively large supplier (in comparison to the competition) among many much smaller suppliers, which still pose stiff competition for ATOSS.

**EBT development**  
in EUR m



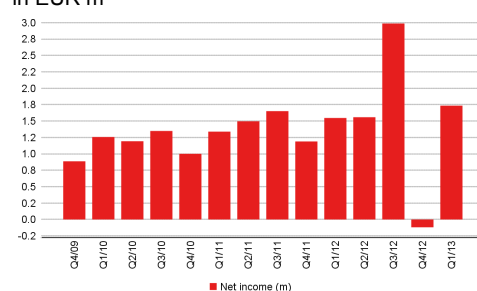
Source: Warburg Research

**Sales by segments**  
2012; in %



Source: Warburg Research

**Net income development**  
in EUR m



Source: Warburg Research

## DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2013e	2014e	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	
Sales	36.3	38.8	40.8	42.8	45.0	47.2	49.6	52.1	54.7	57.4	59.1	60.9	62.7	2.5 %
Sales change	10.0 %	7.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	3.0 %	3.0 %	3.0 %	
EBIT	8.2	8.9	9.4	10.3	10.8	11.3	11.9	12.5	13.1	13.8	14.2	14.6	15.1	24.0 %
EBIT-margin	22.5 %	23.0 %	23.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	
Tax rate (EBT)	32.0 %	32.0 %	32.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	9.8
NOPAT	5.6	6.1	6.4	6.7	7.0	7.4	7.7	8.1	8.5	9.0	9.2	9.5	9.8	
Depreciation	0.7	0.7	0.8	0.9	0.8	0.7	0.7	0.8	0.8	0.9	0.9	0.9	0.9	1.5 %
in % of Sales	1.9 %	1.9 %	1.9 %	2.0 %	1.7 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	
Changes in provisions	0.0	0.0	0.0	0.0	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Change in Liquidity from														
- Working Capital	0.6	0.2	0.2	0.4	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2	0.2	0.9
- Capex	0.4	0.4	0.4	0.6	0.7	0.7	0.7	0.8	0.8	0.9	0.9	0.9	0.9	
Capex in % of Sales	1.0 %	0.9 %	0.9 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	5.3	6.3	6.6	6.5	6.8	7.1	7.5	7.8	8.2	8.6	9.0	9.3	9.6	10
PV of FCF	5.0	5.4	5.1	4.5	4.3	4.0	3.8	3.6	3.4	3.2	3.0	2.8	2.6	
share of PVs	18.80 %			42.38 %										38.81 %

### Model parameter

Derivation of WACC:

Debt ratio	0.00 %
Cost of debt	3.9 %
Market return	9.00 %
Risk free rate	4.00 %

Derivation of Beta:

Financial Strength	1.00
Liquidity	2.00
Cyclicality	1.50
Transparency	1.20
Others	1.50

WACC 11.20 %

Beta 1.44

### Valuation (m)

Present values 2025e	50
Terminal Value	32
Financial liabilities	0
Pension liabilities	2
Hybrid capital	0
Minority interest	0
Market val. of investments	0
Liquidity	21
No. of shares (m)	4.0
Equity Value	102
Value per share (EUR)	25.56

### Sensitivity Value per Share (EUR)

		Terminal Growth									Delta EBIT-margin						
Beta	WACC	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %	3.00 %	3.25 %	Beta	WACC	-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.64	12.2 %	22.90	23.04	23.20	23.36	23.53	23.71	23.90	1.64	12.2 %	22.19	22.58	22.97	23.36	23.75	24.14	24.52
1.54	11.7 %	23.86	24.03	24.21	24.40	24.60	24.81	25.03	1.54	11.7 %	23.17	23.58	23.99	24.40	24.81	25.22	25.63
1.49	11.5 %	24.37	24.56	24.76	24.96	25.18	25.41	25.66	1.49	11.5 %	23.70	24.12	24.54	24.96	25.38	25.80	26.23
1.44	11.2 %	24.92	25.12	25.33	25.56	25.80	26.05	26.32	1.44	11.2 %	24.26	24.69	25.13	25.56	25.99	26.43	26.86
1.39	11.0 %	25.50	25.72	25.95	26.19	26.45	26.73	27.02	1.39	11.0 %	24.85	25.30	25.75	26.19	26.64	27.09	27.53
1.34	10.7 %	26.11	26.35	26.60	26.87	27.15	27.45	27.77	1.34	10.7 %	25.48	25.95	26.41	26.87	27.33	27.79	28.25
1.24	10.2 %	27.45	27.73	28.03	28.35	28.69	29.05	29.44	1.24	10.2 %	26.88	27.37	27.86	28.35	28.84	29.33	29.82

■ In the DCF model, a moderate continuation of the constant growth of the past years is anticipated.

■ A margin improvement due to economies of scale is not assumed.

■ The long-term margin remains at a high level

■

<b>Valuation</b>							
	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013e</b>	<b>2014e</b>	<b>2015e</b>
Price / Book	2.7 x	3.4 x	3.2 x	3.4 x	7.7 x	5.6 x	4.7 x
Book value per share ex intangibles	3.69	4.40	5.26	5.92	3.21	4.42	5.33
EV / Sales	0.8 x	1.4 x	1.4 x	1.7 x	2.4 x	2.1 x	1.9 x
EV / EBITDA	3.7 x	5.6 x	5.7 x	7.0 x	9.8 x	8.5 x	7.7 x
EV / EBIT	4.0 x	5.9 x	6.1 x	7.5 x	10.7 x	9.2 x	8.4 x
EV / EBIT adj.*	4.0 x	5.9 x	6.1 x	7.5 x	10.7 x	9.2 x	8.4 x
P / FCF	5.6 x	18.0 x	14.5 x	26.9 x	35.8 x	15.5 x	14.7 x
P / E	9.9 x	12.4 x	11.8 x	14.0 x	32.3 x	15.9 x	15.1 x
P / E adj.*	9.9 x	12.4 x	11.8 x	14.0 x	32.3 x	15.9 x	15.1 x
Dividend Yield	5.0 %	4.0 %	4.2 %	17.9 %	1.6 %	3.1 %	3.3 %
Free Cash Flow Yield Potential	16.8 %	11.6 %	10.4 %	8.7 %	8.0 %	7.7 %	8.5 %
*Adjustments made for: -							

## Consolidated profit and loss

In EUR m	2009	2010	2011	2012	2013e	2014e	2015e
<b>Sales</b>	<b>29.1</b>	<b>29.3</b>	<b>31.6</b>	<b>33.0</b>	<b>36.3</b>	<b>38.8</b>	<b>40.8</b>
Change Sales yoy	8.0 %	0.8 %	7.7 %	4.5 %	10.0 %	7.0 %	5.0 %
COGS	9.7	9.4	9.3	9.7	11.1	11.7	12.2
<b>Gross profit</b>	<b>19.4</b>	<b>20.0</b>	<b>22.2</b>	<b>23.4</b>	<b>25.2</b>	<b>27.2</b>	<b>28.6</b>
Gross margin	66.7 %	68.1 %	70.4 %	70.8 %	69.5 %	70.0 %	70.0 %
Research and development	5.6	6.0	6.7	7.1	8.0	8.5	9.0
Sales and marketing	5.8	4.8	5.5	5.7	6.3	6.7	7.0
Administration expenses	2.5	2.5	2.7	2.9	3.2	3.4	3.6
Other operating expenses	0.0	0.0	0.1	0.1	0.0	0.0	0.0
Other operating income	0.0	0.2	0.1	0.0	0.4	0.4	0.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>5.9</b>	<b>7.3</b>	<b>7.8</b>	<b>8.2</b>	<b>8.9</b>	<b>9.7</b>	<b>10.2</b>
Margin	20.3 %	24.9 %	24.7 %	24.8 %	24.4 %	24.9 %	24.9 %
Depreciation of fixed assets	0.3	0.4	0.4	0.6	0.6	0.7	0.7
<b>EBITA</b>	<b>5.6</b>	<b>6.9</b>	<b>7.4</b>	<b>7.6</b>	<b>8.2</b>	<b>9.0</b>	<b>9.5</b>
Amortisation of intangible fixed assets	0.1	0.1	0.1	0.0	0.1	0.1	0.1
Goodwill amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>5.5</b>	<b>6.8</b>	<b>7.3</b>	<b>7.6</b>	<b>8.2</b>	<b>8.9</b>	<b>9.4</b>
Margin	19.0 %	23.3 %	23.1 %	23.1 %	22.5 %	23.0 %	23.0 %
<b>EBIT adj.</b>	<b>5.5</b>	<b>6.8</b>	<b>7.3</b>	<b>7.6</b>	<b>8.2</b>	<b>8.9</b>	<b>9.4</b>
Interest income	0.4	0.2	2.1	1.2	0.3	0.3	0.3
Interest expenses	0.0	0.1	1.0	0.3	4.0	0.1	0.1
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>5.9</b>	<b>7.0</b>	<b>8.4</b>	<b>8.5</b>	<b>4.5</b>	<b>9.1</b>	<b>9.6</b>
Margin	20.1 %	23.7 %	26.6 %	25.8 %	12.3 %	23.5 %	23.5 %
Total taxes	1.9	2.2	2.7	2.8	1.4	2.9	3.1
<b>Net income from continuing operations</b>	<b>4.0</b>	<b>4.8</b>	<b>5.7</b>	<b>5.8</b>	<b>3.0</b>	<b>6.2</b>	<b>6.5</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>4.0</b>	<b>4.8</b>	<b>5.7</b>	<b>5.8</b>	<b>3.0</b>	<b>6.2</b>	<b>6.5</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>4.0</b>	<b>4.8</b>	<b>5.7</b>	<b>5.8</b>	<b>3.0</b>	<b>6.2</b>	<b>6.5</b>
Margin	13.6 %	16.4 %	18.0 %	17.5 %	8.4 %	16.0 %	16.0 %
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>1.00</b>	<b>1.21</b>	<b>1.43</b>	<b>1.45</b>	<b>0.77</b>	<b>1.56</b>	<b>1.64</b>
EPS adj.	1.00	1.21	1.43	1.45	0.77	1.56	1.64

\*Adjustments made for:

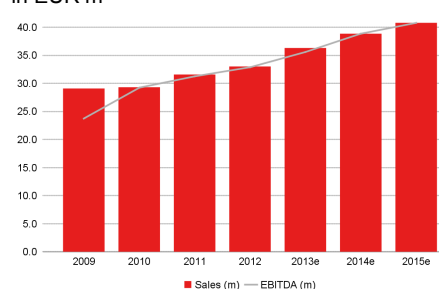
**Guidance: Positive revenue and earnings development, EBIT margin secure over 20%**

## Financial Ratios

	2009	2010	2011	2012	2013e	2014e	2015e
Total Operating Costs / Sales	47.7 %	44.8 %	47.3 %	47.7 %	47.0 %	47.0 %	47.0 %
Operating Leverage	1.2 x	30.6 x	0.9 x	0.9 x	0.7 x	1.3 x	1.0 x
EBITDA / Interest expenses	178.9 x	81.0 x	8.0 x	27.9 x	2.2 x	96.8 x	101.6 x
Tax rate (EBT)	32.3 %	31.0 %	32.5 %	32.5 %	32.0 %	32.0 %	32.0 %
Dividend Payout Ratio	49.9 %	49.6 %	49.7 %	249.9 %	51.0 %	49.9 %	50.0 %
Sales per Employee	128,137	120,634	121,911	121,364	130,127	132,606	132,606

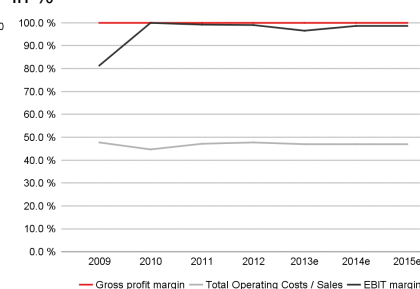
## Sales, EBITDA

in EUR m

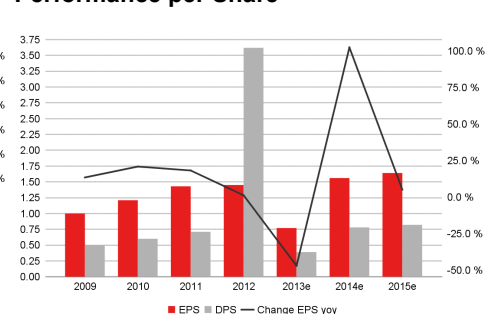


## Operating Performance

in %



## Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

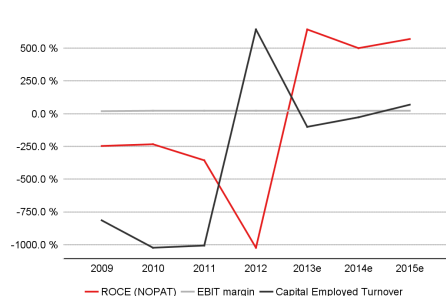
## Consolidated balance sheet

In EUR m	2009	2010	2011	2012	2013e	2014e	2015e
<b>Assets</b>							
Goodwill and other intangible assets	0.1	0.1	0.2	0.1	0.1	0.0	-0.1
thereof other intangible assets	0.1	0.1	0.2	0.1	0.1	0.0	-0.1
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.8	2.8	2.9	2.8	2.5	2.2	1.9
Financial assets	0.0	0.0	0.0	0.6	0.6	0.6	0.6
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>0.9</b>	<b>2.9</b>	<b>3.1</b>	<b>3.5</b>	<b>3.2</b>	<b>2.8</b>	<b>2.4</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	4.3	3.1	2.6	3.2	4.4	4.7	4.9
Liquid assets	19.3	20.7	24.3	24.9	13.2	18.1	21.7
Other short-term assets	1.2	1.1	1.3	1.6	2.3	2.5	2.7
<b>Current assets</b>	<b>24.8</b>	<b>24.8</b>	<b>28.3</b>	<b>29.7</b>	<b>19.9</b>	<b>25.2</b>	<b>29.3</b>
<b>Total Assets</b>	<b>25.7</b>	<b>27.8</b>	<b>31.4</b>	<b>33.2</b>	<b>23.0</b>	<b>28.0</b>	<b>31.6</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Capital reserve	-0.3	-0.4	-0.4	-0.7	-0.7	-0.7	-0.7
Retained earnings	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other equity components	11.0	13.9	17.5	20.3	9.4	14.2	17.7
Shareholder's equity	14.7	17.6	21.1	23.7	12.8	17.6	21.1
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>14.7</b>	<b>17.6</b>	<b>21.1</b>	<b>23.7</b>	<b>12.8</b>	<b>17.6</b>	<b>21.1</b>
Provisions	5.7	2.8	2.8	2.2	2.3	2.4	2.5
thereof provisions for pensions and similar obligations	1.9	1.7	1.7	1.7	1.7	1.7	1.7
Financial liabilities (total)	0.0	0.1	0.0	0.0	0.0	0.0	0.0
thereof short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.7	0.8	0.8	0.4	0.9	1.0	1.0
Other liabilities	4.6	6.6	6.6	7.0	7.0	7.0	7.0
<b>Liabilities</b>	<b>11.0</b>	<b>10.3</b>	<b>10.3</b>	<b>9.5</b>	<b>10.2</b>	<b>10.4</b>	<b>10.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>25.7</b>	<b>27.8</b>	<b>31.4</b>	<b>33.2</b>	<b>23.0</b>	<b>28.0</b>	<b>31.6</b>

## Financial Ratios

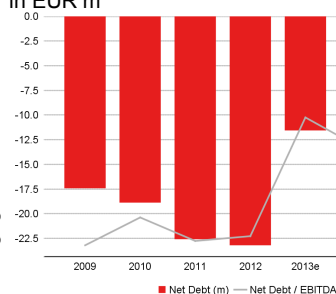
	2009	2010	2011	2012	2013e	2014e	2015e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	6.6 x	5.8 x	6.6 x	5.8 x	6.0 x	6.6 x	7.1 x
Capital Employed Turnover	-10.7 x	-22.5 x	-21.4 x	70.4 x	28.9 x	33.0 x	38.4 x
ROA	437.3 %	162.7 %	181.5 %	165.5 %	96.5 %	224.1 %	276.5 %
<b>Return on Capital</b>							
ROCE (NOPAT)	-245.8 %	-234.8 %	-354.9 %	-1024.3 %	644.7 %	499.9 %	570.1 %
ROE	29.2 %	29.7 %	29.3 %	25.7 %	16.7 %	40.9 %	33.7 %
Adj. ROE	29.2 %	29.7 %	29.3 %	25.7 %	16.7 %	40.9 %	33.7 %
<b>Balance sheet quality</b>							
Net Debt	-17.4	-18.9	-22.6	-23.2	-11.6	-16.4	-20.0
Net Financial Debt	-19.3	-20.6	-24.3	-24.9	-13.2	-18.1	-21.7
Net Gearing	-118.4 %	-107.4 %	-107.0 %	-98.0 %	-90.2 %	-93.3 %	-95.0 %
Net Fin. Debt / EBITDA	-327.0 %	-282.9 %	-311.7 %	-303.6 %	-149.3 %	-186.7 %	-213.6 %
Book Value / Share	3.7	4.4	5.3	6.0	3.2	4.4	5.3
Book value per share ex intangibles	3.7	4.4	5.3	5.9	3.2	4.4	5.3

### ROCE Development



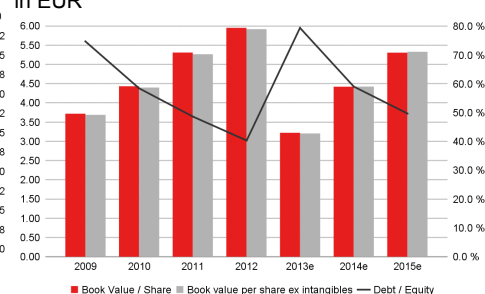
Source: Warburg Research

### Net debt in EUR m



Source: Warburg Research

### Book Value per Share in EUR



Source: Warburg Research

## Consolidated cash flow statement

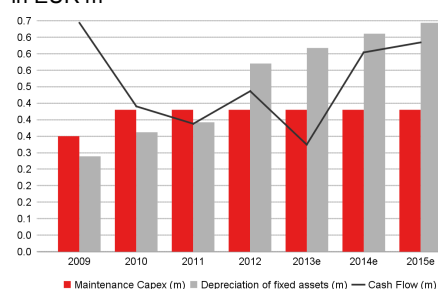
In EUR m	2009	2010	2011	2012	2013e	2014e	2015e
Net income	4.0	4.8	5.7	5.8	3.0	6.2	6.5
Depreciation of fixed assets	0.3	0.4	0.4	0.6	0.6	0.7	0.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.1	0.1	0.0	0.1	0.1	0.1
Increase/decrease in long-term provisions	0.7	-0.1	0.0	0.0	0.0	0.0	0.0
Other non-cash income and expenses	2.9	0.0	-1.7	-0.7	0.0	0.0	0.0
<b>Cash Flow</b>	<b>8.0</b>	<b>5.1</b>	<b>4.5</b>	<b>5.6</b>	<b>3.7</b>	<b>7.0</b>	<b>7.3</b>
Increase / decrease in inventory	0.1	0.1	-0.1	0.0	0.0	0.0	0.0
Increase / decrease in accounts receivable	-0.8	1.2	0.5	-0.6	-1.2	-0.3	-0.2
Increase / decrease in accounts payable	0.5	0.1	0.0	-0.4	0.5	0.1	0.0
Increase / decrease in other working capital positions	-0.1	-0.7	0.5	-1.2	0.0	0.0	0.0
Increase / decrease in working capital (total)	-0.4	0.7	0.9	-2.3	-0.6	-0.2	-0.2
<b>Net cash provided by operating activities</b>	<b>7.6</b>	<b>5.8</b>	<b>5.3</b>	<b>3.4</b>	<b>3.1</b>	<b>6.8</b>	<b>7.1</b>
Investments in intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	-0.6	-2.5	-0.7	-0.4	-0.4	-0.4	-0.4
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	-7.9	-6.4	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by investing activities</b>	<b>-0.6</b>	<b>-2.5</b>	<b>-8.5</b>	<b>-6.8</b>	<b>-0.4</b>	<b>-0.4</b>	<b>-0.4</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-1.7	-2.0	-2.4	-2.8	-14.4	-1.6	-3.1
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by financing activities</b>	<b>-1.7</b>	<b>-1.9</b>	<b>-2.3</b>	<b>-2.8</b>	<b>-14.4</b>	<b>-1.6</b>	<b>-3.1</b>
Change in liquid funds	5.3	1.4	-5.6	-6.3	-11.6	4.8	3.6
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash and cash equivalent at end of period</b>	<b>19.3</b>	<b>20.7</b>	<b>15.1</b>	<b>18.0</b>	<b>13.2</b>	<b>18.1</b>	<b>21.7</b>

## Financial Ratios

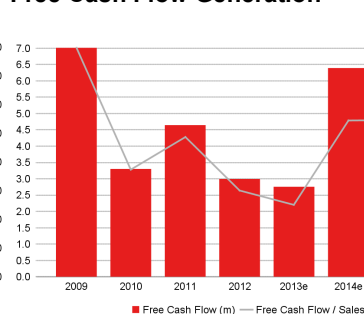
	2009	2010	2011	2012	2013e	2014e	2015e
<b>Cash Flow</b>							
Free Cash Flow	7.0	3.3	4.6	3.0	2.8	6.4	6.7
Free Cash Flow / Sales	24.1 %	11.3 %	14.7 %	9.1 %	7.6 %	16.5 %	16.5 %
Free Cash Flow Potential	3.7	4.7	4.6	5.0	7.0	6.3	6.7
Free Cash Flow / Sales	24.1 %	11.3 %	14.7 %	9.1 %	7.6 %	16.5 %	16.5 %
Free Cash Flow / Net Profit	176.8 %	68.8 %	81.9 %	52.0 %	90.6 %	102.9 %	103.3 %
Interest Received / Avg. Cash	2.2 %	1.0 %	9.2 %	4.9 %	1.6 %	1.9 %	1.5 %
Interest Paid / Avg. Debt	137.5 %	191.5 %	2788.6 %	n.a.	n.a.	n.a.	n.a.
<b>Management of Funds</b>							
Investment ratio	2.1 %	8.5 %	2.1 %	1.1 %	1.0 %	0.9 %	0.9 %
Maint. Capex / Sales	1.2 %	1.5 %	1.4 %	1.3 %	1.2 %	1.1 %	1.1 %
Capex / Dep	156.1 %	553.6 %	138.3 %	63.2 %	52.2 %	48.8 %	46.5 %
Avg. Working Capital / Sales	11.8 %	10.0 %	6.5 %	7.1 %	8.8 %	9.3 %	9.3 %
Trade Debtors / Trade Creditors	625.0 %	388.8 %	330.6 %	910.1 %	488.9 %	470.0 %	490.0 %
Inventory Turnover	1076.8 x	1039.2 x	1168.3 x	1206.6 x	n.a.	n.a.	n.a.
Receivables collection period (days)	54	38	30	36	44	44	44
Payables payment period (days)	26	31	31	13	30	31	30
Cash conversion cycle (Days)	-25	-30	-31	-13	n.a.	n.a.	n.a.

## CAPEX and Cash Flow

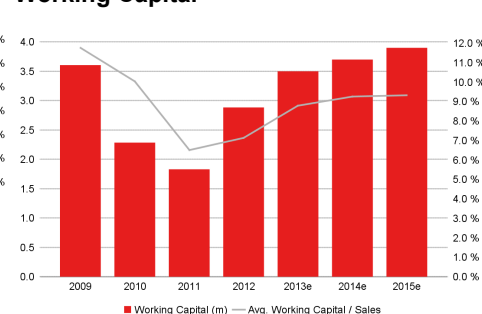
in EUR m



## Free Cash Flow Generation



## Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

## WARBURG RESEARCH GMBH – RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	110	56
Hold	71	36
Sell	11	6
Rating suspended	3	2
<b>Total</b>	<b>195</b>	<b>100</b>

## WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... Looking only at companies for which a disclosure according to § 34b of the Germany Securities Trading Act and the FinAnV has to be made.

Rating	Number of stocks	% of Universe
Buy	99	63
Hold	52	33
Sell	5	3
Rating suspended	2	1
<b>Total</b>	<b>158</b>	<b>100</b>

## PRICE AND RATING HISTORY ATOSS AS OF 02.07.2013



The chart has markings if Warburg Research GmbH changed its rating in the last 12 months. Every marking represents the date and closing price on the day of the rating change.

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