

ATOSS Software AG: Dynamic growth sustained – marked increase in first half sales

Provisional figures show that in the first half year ATOSS Software AG increased sales by a clear 11 percent to EUR 26.5 million. Despite substantial investments in the future, the specialist in workforce management also saw a further improvement in operating results and again set new records. Operating profits (EBIT) at EUR 6.6 million were 6 percent higher than in the year before. With orders on hand for software licenses and cloud solutions valued at EUR 5.1 million and EUR 6.9 million respectively, the outlook for the company's continuing development in 2017 remains extremely promising. On this basis the Management Board expects to set new records.

Munich, July 25, 2017

The provisional figures just published again confirm the success and great stability of the ATOSS business model. For more than eleven years, the Munich software specialist has consistently delivered rising sales and operating results. And an end to this growth is not in sight. In the first half of the current financial year, ATOSS has succeeded in convincing a large number of prominent enterprise customers to adopt its innovative software solutions, and continues to expand its leading position in the market for workforce management. In addition the move three years ago to extend the ATOSS portfolio to include Cloud solutions has allowed the company to develop new customer target groups and create the potential for further growth. This is impressively apparent in the change in other sales revenues, the heading under which cloud sales are currently reported. This item has increased by 83 percent relative to last year.

With overall Group turnover totaling EUR 26.5 million (previous year: EUR 23.9 million), sales of software licenses – the driving force behind the company's growth – increased by 16 percent during the reporting period. The consistent positive development in software maintenance over recent years was also sustained, with sales up 9 percent at EUR 9.7 million. As a result, turnover in software amounted to EUR 15.8 million, representing a proportion of 59 percent of consolidated revenues (previous year: 59 percent). In the field of consulting – supported by the excellent order situation for implementation services following the sale of licenses – ATOSS saw turnover increase by 7 percent to EUR 7.1 million. Hardware sales amounted to EUR 1.9 million (previous year: EUR 2.2 million), Other sales at EUR 1.7 million were up by EUR 0.8 million over the year before, due primarily to the development in the cloud business.

Despite the substantial increase in expenditure relative to last year, particularly for research and development, as well as higher personnel costs resulting from an increase in capacities in Sales and Customer Services in particular, the return on sales at 25 percent based on EBIT was in line with the Management Board forecast for financial year 2017.

Even after the dividend payment on May 4, 2017 amounting to EUR 1.16 per share (total EUR 4.6 million), at the end of the first half-year ATOSS underscored the excellent quality of its balance sheet by reporting respectable liquidity of EUR 23.7 million (previous year: EUR 18.1 million).

The strong and sustained customer interest in ATOSS solutions – as demonstrated by the orders booked in the past half-year for software licenses and the software component of contracted Cloud solutions valued at EUR 6.4 million (previous year: EUR 6.4 million) – is evidence of the company's outstanding future prospects. The Management Board regards the latest record figures as an incentive and expects this positive development to be sustained in the current second half and also in financial year 2017 as a whole, as the company continues on the path to further growth.

CONSOLIDATED OVERVIEW AS PER IFRS: HALF-YEARLY COMPARISON IN KEUR

	01.01.2017 - 30.06.2017	Proportion of Total sales	01.01.2016 - 30.06.2016	Proportion of Total sales	Change 2017 / 2016
Total sales	26,512	100%	23,929	100%	11%
Software	15,755	59%	14,126	59%	12%
Software licenses	6,050	23%	5,214	22%	16%
Software maintenance	9,705	37%	8,912	37%	9%
Consulting	7,104	27%	6,656	28%	7%
Hardware	1,938	7%	2,208	9%	-12%
Others	1,715	6%	939	4%	83%
EBITDA	7,009	26%	6,595	28%	6%
EBIT	6,643	25%	6,247	26%	6%
EBT	6,580	25%	6,489	27%	1%
Net profit	4,376	17%	4,454	19%	-2%
Cash flow	4,042	15%	4,862	20%	-17%
Liquidity ^(1/2)	23,735		18,065		31%
EPS in euro	1.10		1.12		-2%
Employees ⁽³⁾	388		348		11%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q2/17	Q1/17	Q4/16	Q3/16	Q2/16
Total sales	13,521	12,991	13,003	12,612	12,233
Software	8,083	7,672	7,790	7,391	7,242
Software licenses	3,174	2,876	3,134	2,858	2,747
Software maintenance	4,909	4,796	4,656	4,533	4,495
Consulting	3,469	3,635	3,528	3,195	3,355
Hardware	995	943	969	1,267	1,173
Others	974	741	716	759	463
EBITDA	3,518	3,491	3,974	3,708	3,225
EBIT	3,329	3,314	3,778	3,544	3,050
EBIT margin in %	25%	26%	29%	28%	25%
EBT	3,210	3,370	3,670	3,518	3,149
Net profit	2,120	2,256	2,409	2,415	2,170
Cash flow	-873	4,915	83	7,301	608
Liquidity ^(1/2)	23,735	29,619	24,785	25,238	18,065
EPS in euro	0.53	0.57	0.60	0.61	0.55
Employees ⁽³⁾	388	373	367	359	348

(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 1.16 per share on 04.05.2017 (kEUR 4,613) and dividend of EUR 2.80 per share on 27.04.2016 (kEUR 11,134)

(3) at the end of the quarter/year

Upcoming dates:

August 11, 2017	Publication of the 6-monthly financial statements
October 25, 2017	Publication of the 9-monthly financial statements
November 27-29, 2017	ATOSS at the German Equity Forum

Background information

ATOSS Software AG is a provider of consulting, software and services focusing on professional workforce management and demand optimized personnel deployment. From conventional working time management to mobile apps, detailed workforce forecasting, sophisticated workforce scheduling or strategic capacity and demand scheduling, ATOSS has the right solution – in-the-cloud or on-premises. The modular product families are distinguished by maximum functionality and state-of-the-art technology and are entirely platform-independent. Established in 1987, the stock market listed company generated sales of around EUR 49,5 million in financial year 2016. ATOSS workforce management solutions are now delivering measurable contributions to greater value creation and competitive strengths for around 5,000 customers in over 40 countries, while at the same time enhancing fair planning and job satisfaction. Customers include enterprises such as Coca Cola, Deutsche Bahn, Edeka, Leverkusen Clinical Center, Lufthansa, Meyer Werft, Schmitz Cargobull, Sixt, the municipality of Regensburg and W.L. Gore & Associates. More information is available at: 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