

<b>Hold</b>  <b>EUR 146.00</b> (EUR 136.00)  <b>Price</b> EUR 130.00 <b>Upside</b> 12.3 %	<b>Value Indicators:</b> EUR DCF: 145.64	<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: 517.0 No. of shares (m): 4.0 EV: 494.0 Freefloat MC: 169.0 Ø Trad. Vol. (30d): 180.03 th	<b>Shareholders:</b> Freefloat 32.7 % Founding Family 56.4 % Mainfirst 5.1 % Investment TGV Bonn 5.8 %	<b>Risk Profile (WRe):</b> 2019e Beta: 1.1 Price / Book: 20.1 x Equity Ratio: 58 %

## Very strong order intake

<b>Stated Figures Q2/2019:</b>							
Figures in EUR m	Q2/19	Q2/19e	Q2/18	yoy	6M/19	6M/18	yoy
<b>Sales</b>	17.0	16.7	14.9	14.1%	33.9	29.4	15.3%
<b>EBIT</b>	4.1	4.2	3.6	119%	8.7	7.5	15.9%
<b>margin</b>	23.8%	25.1%	24.3%		25.5%	25.4%	
<b>Net income</b>	2.7	2.8	2.4	117%	5.9	5.0	18.4%
<b>margin</b>	16.0%	16.8%	16.3%		17.4%	16.9%	

### Comment on Figures:

- On 24.07.19 ATOSS Software AG presented its Q2/H1 2019 figures.
- These were in line with expectations. Generally, they show a typical Q2, but order intake was extremely strong (see below).

In addition to very good sales and earnings figures, ATOSS is particularly convincing in terms of its order situation. Incoming orders for software licenses and the software share from fixed cloud subscription contracts rose by a staggering 36% to EUR 10.5m (EUR 7.7m) in the first half of the year. The reporting quarter contributed significantly to this increase (Q1: EUR 4.0m). The order backlog for software licenses thus amounted to EUR 6.1m (EUR 5.1m) plus cloud order backlogs: The ARR (annual recurring revenue, i.e. revenues generated within the next twelve months on the basis of the current monthly usage fees on the reporting date) amounted to EUR 5.8m (EUR 3.4m). In particular, the 70% increase in the cloud order backlog and the robust development in the area of classic software licenses provide a very good basis for 2020 and beyond.

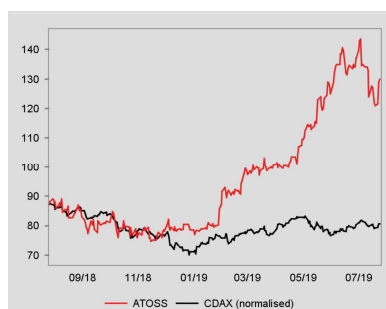
For this reason, the forecasts (2020 onwards) are raised again. In general, this clearly underlines the trend towards more high-margin cloud revenues (this development was the subject of previous model adjustments). The very high sales momentum leads to a further increase of the price target to EUR 146 (EUR 136).

**The ATOSS Software AG share continues to be rated as Hold.**

<b>Changes in Estimates:</b>						
FY End: 31.12. in EUR m	2019e (old)	+ / -	2020e (old)	+ / -	2021e (old)	+ / -
<b>Sales</b>	70.8	0.0 %	79.2	0.9 %	88.7	1.8 %
<b>EBIT</b>	19.7	0.0 %	22.0	0.9 %	24.7	1.8 %
<b>EPS</b>	3.32	0.0 %	3.72	0.8 %	4.16	1.9 %
<b>DPS</b>	1.66	0.0 %	1.86	1.1 %	2.08	1.9 %

### Comment on Changes:

- The above-mentioned order intake development allows for a slightly higher sales and earnings momentum, especially in the short to medium term.

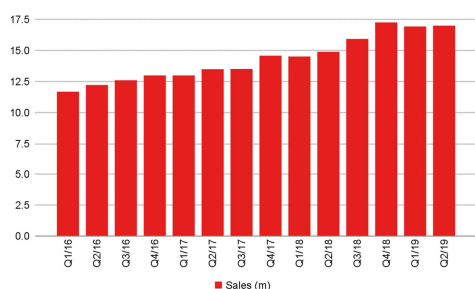


<b>Rel. Performance vs CDAX:</b>	
1 month:	-5.5 %
6 months:	57.8 %
Year to date:	52.3 %
Trailing 12 months:	60.2 %

<b>Company events:</b>	
09.08.19	Q2
24.10.19	Q3

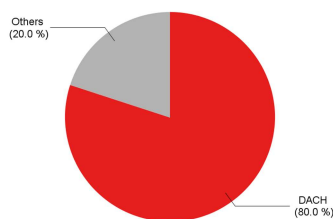
FY End: 31.12. in EUR m	CAGR (18-21e)	2015	2016	2017	2018	2019e	2020e	2021e
<b>Sales</b>	13.0 %	44.9	49.5	54.6	62.6	70.8	79.9	90.3
Change Sales yoy		13.2 %	10.2 %	10.2 %	14.7 %	13.0 %	13.0 %	13.0 %
Gross profit margin		68.5 %	69.9 %	70.3 %	70.5 %	71.0 %	71.0 %	71.0 %
<b>EBITDA</b>	13.9 %	12.0	14.3	14.9	18.0	20.8	23.5	26.6
Margin		26.8 %	28.8 %	27.2 %	28.7 %	29.4 %	29.4 %	29.4 %
<b>EBIT</b>	14.1 %	11.3	13.6	14.1	16.9	19.7	22.2	25.1
Margin		25.2 %	27.4 %	25.9 %	27.0 %	27.8 %	27.8 %	27.8 %
<b>Net income</b>	14.6 %	7.6	9.3	9.3	11.2	13.2	14.9	16.8
<b>EPS</b>	14.7 %	1.91	2.33	2.34	2.81	3.32	3.75	4.24
<b>EPS adj.</b>	14.7 %	1.91	2.33	2.34	2.81	3.32	3.75	4.24
<b>DPS</b>	-19.1 %	2.80	1.16	1.16	4.00	1.66	1.88	2.12
Dividend Yield		6.0 %	1.9 %	1.6 %	4.8 %	1.3 %	1.4 %	1.6 %
<b>FCF</b>		1.81	2.80	1.95	2.74	2.61	3.39	3.84
<b>FCF / Market cap</b>		3.9 %	4.7 %	2.8 %	3.3 %	2.0 %	2.6 %	3.0 %
<b>EV / Sales</b>		3.7 x	4.4 x	4.7 x	4.9 x	7.0 x	6.1 x	5.3 x
<b>EV / EBITDA</b>		13.7 x	15.3 x	17.4 x	17.0 x	23.7 x	20.7 x	18.0 x
<b>EV / EBIT</b>		14.5 x	16.0 x	18.3 x	18.1 x	25.1 x	21.9 x	19.1 x
<b>P / E</b>		24.3 x	25.6 x	30.2 x	29.9 x	39.2 x	34.7 x	30.7 x
<b>P / E adj.</b>		24.3 x	25.6 x	30.2 x	29.9 x	39.2 x	34.7 x	30.7 x
<b>FCF Potential Yield</b>		4.8 %	4.3 %	3.8 %	3.9 %	2.8 %	3.2 %	3.7 %
<b>Net Debt</b>		-19.6	-19.4	-22.3	-28.5	-23.0	-29.9	-37.7
<b>ROCE (NOPAT)</b>		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Guidance:</b>	Revenue growth 11-13 %, EBIT margin 25-28 %							

**Sales development**  
in EUR m



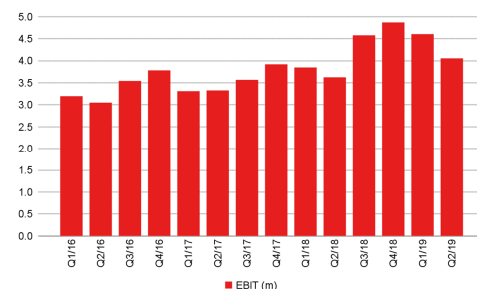
Source: Warburg Research

**Sales by regions**  
2019e; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

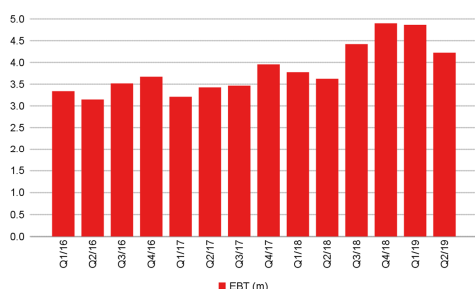
## Company Background

- 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

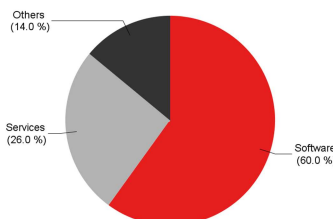
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to 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



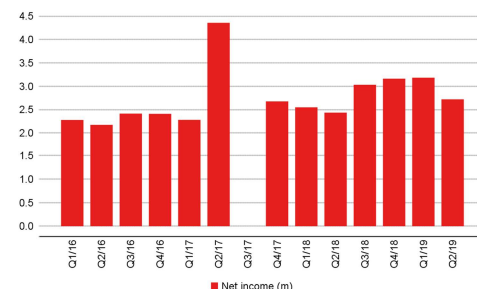
Source: Warburg Research

**Sales by segments**  
2019e; in %



Source: Warburg Research

**Net income development**  
in EUR m



Source: Warburg Research

## DCF model

	Detailed forecast period			Transitional period										Term. Value
Figures in EUR m	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	
Sales	70.8	79.9	90.3	102.1	115.4	129.2	142.1	153.5	162.7	169.2	176.0	181.3	186.7	2.5 %
Sales change	13.0 %	13.0 %	13.0 %	13.0 %	13.0 %	12.0 %	10.0 %	8.0 %	6.0 %	4.0 %	4.0 %	3.0 %	3.0 %	
EBIT	19.7	22.2	25.1	29.6	35.2	41.3	47.6	53.7	59.4	66.0	73.0	77.9	82.1	
EBIT-margin	27.8 %	27.8 %	27.8 %	29.0 %	30.5 %	32.0 %	33.5 %	35.0 %	36.5 %	39.0 %	41.5 %	43.0 %	44.0 %	
Tax rate (EBT)	33.0 %	33.0 %	33.0 %	34.0 %	34.0 %	34.0 %	34.0 %	34.0 %	34.0 %	34.0 %	34.0 %	34.0 %	34.0 %	
NOPAT	13.2	14.9	16.8	19.5	23.2	27.3	31.4	35.5	39.2	43.6	48.2	51.4	54.2	
Depreciation	1.1	1.3	1.5	2.0	2.0	1.9	2.1	2.3	2.4	2.5	2.6	2.7	2.8	
in % of Sales	1.6 %	1.6 %	1.6 %	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	0.3	0.3	0.4	0.3	0.2	0.1	-0.1	0.1	0.0	0.0	
Change in Liquidity from														
- Working Capital	2.2	1.0	1.3	0.9	0.3	1.4	1.3	1.1	0.9	0.7	0.7	0.5	0.5	
- Capex	1.7	1.7	1.7	1.5	1.7	1.9	2.1	2.3	2.4	2.5	2.6	2.7	2.8	
Capex in % of Sales	2.4 %	2.1 %	1.9 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	
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)	10.4	13.5	15.3	19.4	23.5	26.3	30.4	34.5	38.3	42.8	47.6	50.9	53.7	56
PV of FCF	10.0	12.0	12.5	14.7	16.3	16.9	18.0	18.8	19.2	19.8	20.3	20.0	19.4	333
share of PVs	6.27 %			33.27 %										60.46 %

### Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.10
Cost of debt (after tax)	3.9 %	Liquidity (share)	1.10
Market return	8.00 %	Cyclicality	1.10
Risk free rate	2.50 %	Transparency	1.10
		Others	1.10
<b>WACC</b>	<b>8.55 %</b>	<b>Beta</b>	<b>1.10</b>

### Valuation (m)

Present values 2031e	218		
Terminal Value	333		
Financial liabilities	0		
Pension liabilities	5		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	33	No. of shares (m)	4.0
<b>Equity Value</b>	<b>579</b>	<b>Value per share (EUR)</b>	<b>145.64</b>

### Sensitivity Value per Share (EUR)

Beta WACC		Terminal Growth							Beta WACC		Delta EBIT-margin						
		1.75 %	2.00 %	2.25 %	2.50 %	2.75 %	3.00 %	3.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.28	9.6 %	116.44	118.36	120.41	122.61	124.96	127.50	130.24	1.28	9.6 %	118.09	119.59	121.10	122.61	124.11	125.62	127.13
1.19	9.1 %	125.70	128.03	130.52	133.21	136.10	139.24	142.65	1.19	9.1 %	128.31	129.94	131.57	133.21	134.84	136.47	138.10
1.15	8.8 %	130.85	133.42	136.18	139.16	142.39	145.90	149.72	1.15	8.8 %	134.06	135.76	137.46	139.16	140.86	142.57	144.27
1.10	8.6 %	136.40	139.25	142.31	145.64	149.24	153.18	157.48	1.10	8.6 %	140.31	142.08	143.86	145.64	147.41	149.19	150.96
1.05	8.3 %	142.40	145.55	148.97	152.69	156.73	161.16	166.03	1.05	8.3 %	147.11	148.97	150.83	152.69	154.54	156.40	158.26
1.01	8.1 %	148.89	152.41	156.23	160.39	164.95	169.96	175.49	1.01	8.1 %	154.55	156.50	158.45	160.39	162.34	164.29	166.23
0.92	7.6 %	163.63	168.04	172.87	178.18	184.03	190.54	197.80	0.92	7.6 %	171.72	173.87	176.02	178.18	180.33	182.48	184.63

■ 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

■

Valuation	2015	2016	2017	2018	2019e	2020e	2021e
Price / Book	9.7 x	14.0 x	12.9 x	11.7 x	20.1 x	15.2 x	11.9 x
Book value per share ex intangibles	4.71	4.19	5.40	7.07	6.36	8.46	10.85
EV / Sales	3.7 x	4.4 x	4.7 x	4.9 x	7.0 x	6.1 x	5.3 x
EV / EBITDA	13.7 x	15.3 x	17.4 x	17.0 x	23.7 x	20.7 x	18.0 x
EV / EBIT	14.5 x	16.0 x	18.3 x	18.1 x	25.1 x	21.9 x	19.1 x
EV / EBIT adj.*	14.5 x	16.0 x	18.3 x	18.1 x	25.1 x	21.9 x	19.1 x
P / FCF	25.6 x	21.3 x	36.3 x	30.7 x	49.9 x	38.4 x	33.8 x
P / E	24.3 x	25.6 x	30.2 x	29.9 x	39.2 x	34.7 x	30.7 x
P / E adj.*	24.3 x	25.6 x	30.2 x	29.9 x	39.2 x	34.7 x	30.7 x
Dividend Yield	6.0 %	1.9 %	1.6 %	4.8 %	1.3 %	1.4 %	1.6 %
FCF Potential Yield (on market EV)	4.8 %	4.3 %	3.8 %	3.9 %	2.8 %	3.2 %	3.7 %
*Adjustments made for: -							

## Consolidated profit and loss

In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
<b>Sales</b>	<b>44.9</b>	<b>49.5</b>	<b>54.6</b>	<b>62.6</b>	<b>70.8</b>	<b>79.9</b>	<b>90.3</b>
Change Sales yoy	13.2 %	10.2 %	10.2 %	14.7 %	13.0 %	13.0 %	13.0 %
COGS	14.1	14.9	16.2	18.4	20.5	23.2	26.2
<b>Gross profit</b>	<b>30.8</b>	<b>34.6</b>	<b>38.4</b>	<b>44.2</b>	<b>50.2</b>	<b>56.8</b>	<b>64.1</b>
<i>Gross margin</i>	<i>68.5 %</i>	<i>69.9 %</i>	<i>70.3 %</i>	<i>70.5 %</i>	<i>71.0 %</i>	<i>71.0 %</i>	<i>71.0 %</i>
Research and development	8.7	9.5	10.3	11.2	12.7	14.4	16.3
Sales and marketing	7.4	8.0	9.7	10.9	12.4	14.0	15.8
Administration expenses	3.5	3.8	4.3	5.2	5.7	6.4	7.2
Other operating expenses	0.2	0.1	0.2	0.2	0.0	0.0	0.0
Other operating income	0.3	0.4	0.2	0.3	0.2	0.2	0.3
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>12.0</b>	<b>14.3</b>	<b>14.9</b>	<b>18.0</b>	<b>20.8</b>	<b>23.5</b>	<b>26.6</b>
<i>Margin</i>	<i>26.8 %</i>	<i>28.8 %</i>	<i>27.2 %</i>	<i>28.7 %</i>	<i>29.4 %</i>	<i>29.4 %</i>	<i>29.4 %</i>
Depreciation of fixed assets	0.6	0.6	0.6	0.9	1.0	1.1	1.3
<b>EBITA</b>	<b>11.5</b>	<b>13.7</b>	<b>14.2</b>	<b>17.1</b>	<b>19.8</b>	<b>22.4</b>	<b>25.3</b>
Amortisation of intangible assets	0.1	0.1	0.1	0.2	0.1	0.2	0.2
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>11.3</b>	<b>13.6</b>	<b>14.1</b>	<b>16.9</b>	<b>19.7</b>	<b>22.2</b>	<b>25.1</b>
<i>Margin</i>	<i>25.2 %</i>	<i>27.4 %</i>	<i>25.9 %</i>	<i>27.0 %</i>	<i>27.8 %</i>	<i>27.8 %</i>	<i>27.8 %</i>
<b>EBIT adj.</b>	<b>11.3</b>	<b>13.6</b>	<b>14.1</b>	<b>16.9</b>	<b>19.7</b>	<b>22.2</b>	<b>25.1</b>
Interest income	0.1	0.2	0.1	0.1	0.1	0.1	0.1
Interest expenses	0.1	0.1	0.1	0.2	0.1	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>11.3</b>	<b>13.7</b>	<b>14.1</b>	<b>16.8</b>	<b>19.7</b>	<b>22.2</b>	<b>25.1</b>
<i>Margin</i>	<i>25.2 %</i>	<i>27.6 %</i>	<i>25.7 %</i>	<i>26.8 %</i>	<i>27.8 %</i>	<i>27.8 %</i>	<i>27.8 %</i>
Total taxes	3.7	4.4	4.7	5.6	6.5	7.3	8.3
<b>Net income from continuing operations</b>	<b>7.6</b>	<b>9.3</b>	<b>9.3</b>	<b>11.2</b>	<b>13.2</b>	<b>14.9</b>	<b>16.8</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>7.6</b>	<b>9.3</b>	<b>9.3</b>	<b>11.2</b>	<b>13.2</b>	<b>14.9</b>	<b>16.8</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>7.6</b>	<b>9.3</b>	<b>9.3</b>	<b>11.2</b>	<b>13.2</b>	<b>14.9</b>	<b>16.8</b>
<i>Margin</i>	<i>16.9 %</i>	<i>18.7 %</i>	<i>17.1 %</i>	<i>17.9 %</i>	<i>18.6 %</i>	<i>18.6 %</i>	<i>18.6 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>1.91</b>	<b>2.33</b>	<b>2.34</b>	<b>2.81</b>	<b>3.32</b>	<b>3.75</b>	<b>4.24</b>
EPS adj.	1.91	2.33	2.34	2.81	3.32	3.75	4.24

\*Adjustments made for:

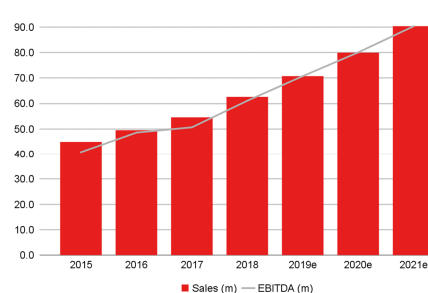
**Guidance: Revenue growth 11-13 %, EBIT margin 25-28 %**

## Financial Ratios

	2015	2016	2017	2018	2019e	2020e	2021e
Total Operating Costs / Sales	43.3 %	42.5 %	44.4 %	43.5 %	43.2 %	43.2 %	43.2 %
Operating Leverage	1.2 x	1.9 x	0.4 x	1.3 x	1.3 x	1.0 x	1.0 x
EBITDA / Interest expenses	100.6 x	122.0 x	122.0 x	72.1 x	208.0 x	235.1 x	265.6 x
Tax rate (EBT)	33.0 %	32.2 %	33.6 %	33.3 %	33.0 %	33.0 %	33.0 %
Dividend Payout Ratio	146.7 %	49.7 %	49.4 %	142.1 %	50.0 %	50.2 %	50.1 %
Sales per Employee	146,103	153,395	161,023	175,832	189,229	203,647	219,162

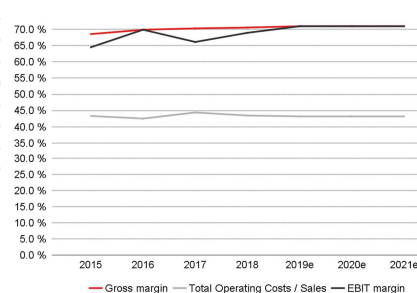
### Sales, EBITDA

in EUR m

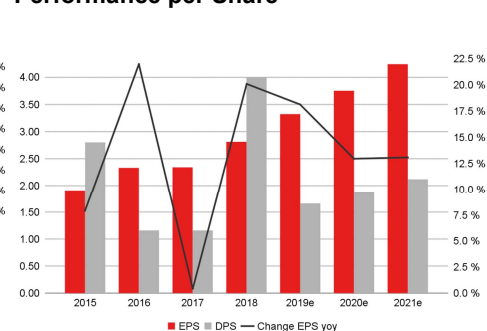


### Operating Performance

in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

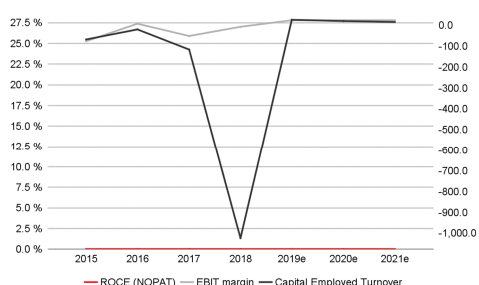
## Consolidated balance sheet

In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
<b>Assets</b>							
Goodwill and other intangible assets	0.2	0.2	0.4	0.4	0.4	0.4	0.4
thereof other intangible assets	0.2	0.2	0.4	0.4	0.4	0.4	0.4
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	2.7	3.0	3.7	4.3	4.8	5.2	5.5
Financial assets	0.4	0.5	0.5	0.5	0.5	0.5	0.5
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>3.3</b>	<b>3.8</b>	<b>4.6</b>	<b>5.2</b>	<b>5.7</b>	<b>6.2</b>	<b>6.4</b>
Inventories	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Accounts receivable	4.5	4.5	5.1	6.3	8.5	9.6	10.9
Liquid assets	23.9	24.3	27.1	33.3	27.8	34.6	42.4
Other short-term assets	1.6	1.5	1.8	2.4	2.4	2.6	2.8
<b>Current assets</b>	<b>30.0</b>	<b>30.3</b>	<b>34.0</b>	<b>42.0</b>	<b>38.8</b>	<b>46.9</b>	<b>56.2</b>
<b>Total Assets</b>	<b>33.4</b>	<b>34.0</b>	<b>38.5</b>	<b>47.2</b>	<b>44.5</b>	<b>53.1</b>	<b>62.7</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	-0.7	-0.7	-0.7	-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	15.6	13.6	18.5	25.2	22.4	30.8	40.2
Shareholders' equity	18.9	16.9	21.8	28.5	25.7	34.1	43.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>18.9</b>	<b>16.9</b>	<b>21.8</b>	<b>28.5</b>	<b>25.6</b>	<b>34.0</b>	<b>43.5</b>
Provisions	5.1	4.9	5.0	4.9	5.0	5.1	5.2
thereof provisions for pensions and similar obligations	4.3	4.9	4.8	4.8	4.8	4.8	4.8
Financial liabilities (total)	0.0	0.0	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	0.3	0.6	0.4	0.5	0.6	0.7	0.7
Other liabilities	9.0	11.5	11.3	13.3	13.3	13.3	13.3
<b>Liabilities</b>	<b>14.4</b>	<b>17.1</b>	<b>16.7</b>	<b>18.7</b>	<b>18.9</b>	<b>19.1</b>	<b>19.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>33.4</b>	<b>34.0</b>	<b>38.5</b>	<b>47.2</b>	<b>44.5</b>	<b>53.1</b>	<b>62.7</b>

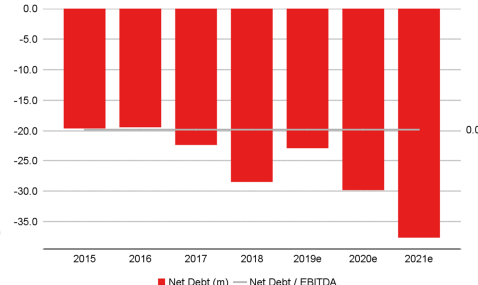
## Financial Ratios

	2015	2016	2017	2018	2019e	2020e	2021e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	6.6 x	7.2 x	6.6 x	6.2 x	5.5 x	5.6 x	5.7 x
Capital Employed Turnover	-69.1 x	-20.1 x	-115.7 x	-1024.3 x	26.6 x	19.1 x	15.4 x
ROA	226.4 %	247.0 %	204.6 %	216.2 %	229.6 %	241.5 %	261.8 %
<b>Return on Capital</b>							
ROCE (NOPAT)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
ROE	44.8 %	51.8 %	48.1 %	44.4 %	48.7 %	49.9 %	43.4 %
Adj. ROE	44.8 %	51.8 %	48.1 %	44.4 %	48.7 %	49.9 %	43.4 %
<b>Balance sheet quality</b>							
Net Debt	-19.6	-19.4	-22.3	-28.5	-23.0	-29.9	-37.7
Net Financial Debt	-23.9	-24.3	-27.1	-33.3	-27.8	-34.6	-42.4
Net Gearing	-103.4 %	-114.6 %	-102.2 %	-100.2 %	-89.6 %	-87.7 %	-86.6 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	4.8	4.2	5.5	7.2	6.5	8.6	11.0
Book value per share ex intangibles	4.7	4.2	5.4	7.1	6.4	8.5	10.8

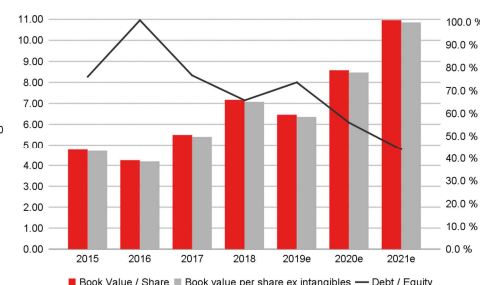
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

## Consolidated cash flow statement

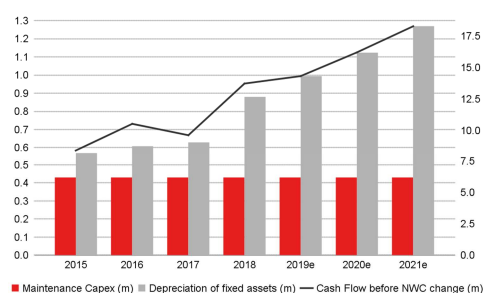
In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Net income	7.6	9.3	9.3	11.2	13.2	14.9	16.8
Depreciation of fixed assets	0.6	0.6	0.6	0.9	1.0	1.1	1.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.1	0.1	0.2	0.1	0.2	0.2
Increase/decrease in long-term provisions	0.1	0.5	-0.1	0.0	0.0	0.0	0.0
Other non-cash income and expenses	0.0	0.0	-0.4	1.5	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>8.4</b>	<b>10.5</b>	<b>9.6</b>	<b>13.7</b>	<b>14.3</b>	<b>16.2</b>	<b>18.3</b>
Increase / decrease in inventory	0.0	0.0	0.0	0.0	-0.1	0.0	0.0
Increase / decrease in accounts receivable	-0.6	0.0	-0.6	-1.2	-2.2	-1.1	-1.3
Increase / decrease in accounts payable	0.0	0.3	-0.2	0.1	0.1	0.1	0.0
Increase / decrease in other working capital positions	0.2	1.4	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-0.4	1.7	-0.8	-1.1	-2.2	-1.0	-1.3
<b>Net cash provided by operating activities [1]</b>	<b>8.0</b>	<b>12.2</b>	<b>8.9</b>	<b>12.6</b>	<b>12.1</b>	<b>15.2</b>	<b>17.0</b>
Investments in intangible assets	-0.1	-0.1	-0.1	-0.2	-0.2	-0.2	-0.2
Investments in property, plant and equipment	-0.7	-1.0	-1.0	-1.5	-1.5	-1.5	-1.5
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	-1.1	-3.0	-2.5	0.0	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-1.9</b>	<b>-4.1</b>	<b>-3.6</b>	<b>-1.7</b>	<b>-1.7</b>	<b>-1.7</b>	<b>-1.7</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-3.5	-11.1	-4.6	-4.7	-15.9	-6.6	-7.5
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 [3]</b>	<b>-3.5</b>	<b>-11.1</b>	<b>-4.6</b>	<b>-4.7</b>	<b>-15.9</b>	<b>-6.6</b>	<b>-7.5</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>2.6</b>	<b>-3.0</b>	<b>0.7</b>	<b>6.2</b>	<b>-5.5</b>	<b>6.9</b>	<b>7.8</b>
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	22.7	20.9	24.9	33.4	27.8	34.6	42.4

## Financial Ratios

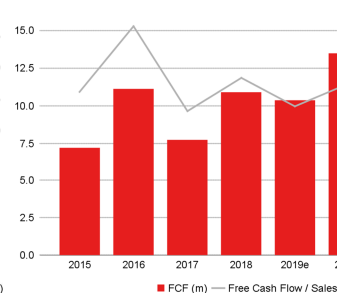
	2015	2016	2017	2018	2019e	2020e	2021e
<b>Cash Flow</b>							
FCF	7.2	11.1	7.7	10.9	10.4	13.5	15.3
Free Cash Flow / Sales	16.1 %	22.4 %	14.2 %	17.4 %	14.7 %	16.9 %	16.9 %
Free Cash Flow Potential	7.9	9.4	9.7	12.0	13.9	15.7	17.8
Free Cash Flow / Net Profit	95.1 %	119.8 %	83.1 %	97.5 %	78.6 %	90.4 %	90.7 %
Interest Received / Avg. Cash	0.4 %	0.9 %	0.2 %	0.4 %	0.4 %	0.4 %	0.3 %
Interest Paid / Avg. Debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Management of Funds</b>							
Investment ratio	1.7 %	2.3 %	2.0 %	2.7 %	2.4 %	2.1 %	1.9 %
Maint. Capex / Sales	1.0 %	0.9 %	0.8 %	0.7 %	0.6 %	0.5 %	0.5 %
Capex / Dep	113.3 %	157.8 %	148.3 %	158.8 %	150.6 %	133.3 %	118.0 %
Avg. Working Capital / Sales	8.6 %	8.1 %	7.8 %	8.3 %	9.7 %	10.6 %	10.7 %
Trade Debtors / Trade Creditors	1487.0 %	720.6 %	1138.3 %	1226.3 %	1416.7 %	1371.4 %	1557.1 %
Inventory Turnover	1707.9 x	1803.3 x	4056.0 x	4131.1 x	205.2 x	231.8 x	262.0 x
Receivables collection period (days)	36	33	34	36	44	44	44
Payables payment period (days)	8	15	10	10	11	11	10
Cash conversion cycle (Days)	29	18	24	26	35	34	36

## CAPEX and Cash Flow

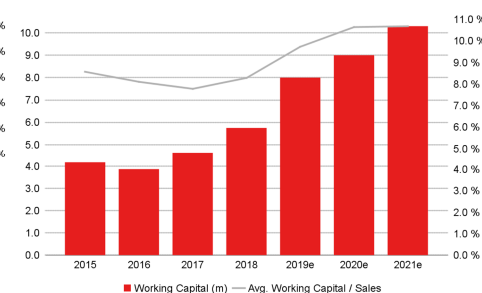
in EUR m



## Free Cash Flow Generation



## Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research



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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
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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 – ANALYSED RESEARCH UNIVERSE BY RATING

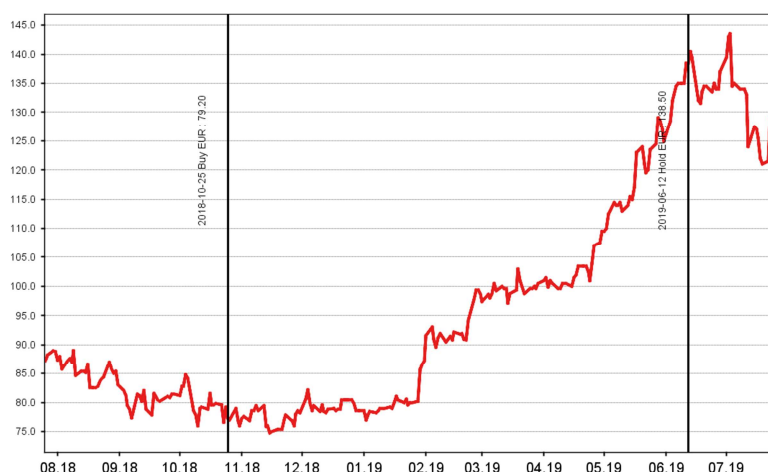
Rating	Number of stocks	% of Universe
Buy	120	60
Hold	69	35
Sell	5	3
Rating suspended	6	3
<b>Total</b>	<b>200</b>	<b>100</b>

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

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	32	78
Hold	7	17
Sell	0	0
Rating suspended	2	5
<b>Total</b>	<b>41</b>	<b>100</b>

## PRICE AND RATING HISTORY ATOSS AS OF 25.07.2019



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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