

Hold (Buy) EUR 190.00 (EUR 140.00) Price EUR 181.00 Upside 5.0 %	Value Indicators: EUR DCF: 190.94	Warburg ESG Risk Score: 3.0 ESG Score (MSCI based): 3.0 Balance Sheet Score: 5.0 Market Liquidity Score: 1.0	Description: ATOSS supplies software and services for the optimisation of workforce management.
	Market Snapshot: EUR m Market cap: 1,439.5 No. of shares (m): 8.0 EV: 1,403.2 Freefloat MC: 470.7 Ø Trad. Vol. (30d): 745.99 th	Shareholders: Freefloat 32.7 % Founding Family 57.2 % Mainfirst 5.1 % Investment TGV Bonn 5.0 %	Key Figures (WRe): 2020e Beta: 1.0 Price / Book: 45.6 x Equity Ratio: 49 %

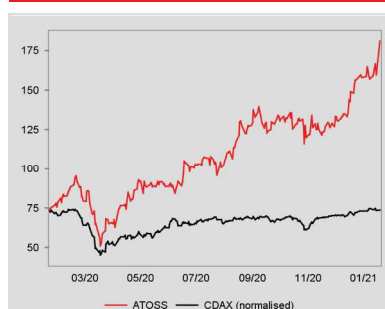
Fantastic figures but valuation is high; Downgrade to Hold

Figures Q4/2020:								Comment on Figures:							
Figures in EUR m															
	Q4/20	Q4/20e	Q4/19	yoy	2020	2019	yoy								
Sales	24.9	22.4	19.7	26.2%	86.0	71.4	20.5%	<ul style="list-style-type: none"> ATOSS Software AG reported the preliminary figures for the fourth quarter on January 19, 2020. Due to the very positive developments in all important crucial KPIs (licenses, cloud, recurring) with a solid cost base, the earnings were well above expectations (WRe). 							
EBIT	8.4	5.9	5.8	44.4%	25.8	19.3	33.7%								
margin	33.9%	26.6%	29.7%		30.0%	27.0%									

ATOSS succeeded in continuing its strong growth in the fourth quarter of 2020 and presented fantastic figures. The important software revenues increased by a total of 20% compared to the previous year to EUR 56m (EUR 46.5). The greatest impetus for growth in software revenue came from the important cloud solutions. Sales in the Cloud & Subscriptions segment rose by 66% to EUR 13m (7.8). With this, the company is impressively continuing its development toward a cloud software provider. Driven by a general acceptance of cloud delivery models, which can also be seen in other enterprise software sectors, clients are quickly migrating to the cloud. This forms the basis for the long-term margin expectation (2030: 50% WRe). Based on the successful business development, a positive order situation, and the continuation of outstanding growth prospects, the short and medium-term prospects also remain excellent.

On the basis of this development, the price target is again increased significantly from EUR 140 to EUR 190. An essential component of this increase is the reduction of the WACC to 7% (8.1%) in the context of a reduction in the risk discount (beta reduced from 1.2 to 1.0). This reduction is possible because the company has been providing extremely visible figures for decades and especially because of the generally high proportion of recurring revenues (>70%). The sharp increase in the share of cloud revenues in the recent past forms the basis for extremely predictable revenues in future. **Based solely on the company's high valuation, the share is downgraded from Buy to Hold.**

Changes in Estimates:							Comment on Changes:						
FY End: 31.12. in EUR m	2020e (old)	+ / -	2021e (old)	+ / -	2022e (old)	+ / -							
Sales	83.5	3.0 %	97.7	3.0 %	114.3	3.0 %	<ul style="list-style-type: none"> The excellent figures presented form the basis for an increase in the short-term and medium-term forecasts. The company will publish further information on January 29, 2021 as part of the presentation of its full-year results for 2020. As license revenues in 2020 were extraordinarily strong and as the revenue-shift to the cloud leads to a slight reduction in short term margins (viewer upfront payments) a small margin decrease is expected in 2021. 						
EBITDA	27.0	9.7 %	30.8	7.2 %	36.0	7.2 %							
EBIT	23.3	10.7 %	26.5	7.9 %	31.0	7.9 %							
EPS	2.03	10.3 %	2.29	7.9 %	2.67	7.9 %							
DPS	1.52	10.5 %	1.72	7.6 %	2.00	8.0 %							

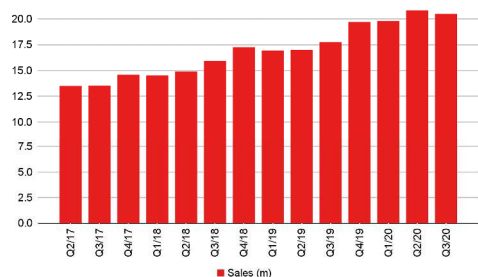


Rel. Performance vs CDAX:	
1 month:	19.7 %
6 months:	63.4 %
Year to date:	13.5 %
Trailing 12 months:	136.7 %

Company events:	
29.01.21	Prel. FY 2020
12.03.21	FY 2020
26.04.21	Q1
30.04.21	AGM

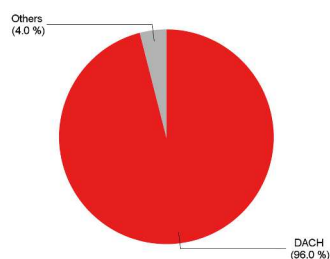
FY End: 31.12. in EUR m	CAGR (19-22e)	2016	2017	2018	2019	2020e	2021e	2022e
Sales	18.1 %	49.5	54.6	62.6	71.4	86.0	100.6	117.7
Change Sales yoy		10.2 %	10.2 %	14.7 %	14.0 %	20.5 %	17.0 %	17.0 %
Gross profit margin		69.9 %	70.3 %	70.5 %	70.3 %	71.0 %	71.0 %	71.0 %
EBITDA	19.7 %	14.3	14.9	18.0	22.5	29.6	33.0	38.6
Margin		28.8 %	27.2 %	28.7 %	31.5 %	34.4 %	32.8 %	32.8 %
EBIT	20.1 %	13.6	14.1	16.9	19.3	25.8	28.6	33.4
Margin		27.4 %	25.9 %	27.0 %	27.0 %	30.0 %	28.4 %	28.4 %
Net income	19.2 %	9.3	9.3	11.2	13.5	17.8	19.6	22.9
EPS	-5.4 %	2.33	2.34	2.81	3.40	2.24	2.47	2.88
EPS adj.	-5.4 %	2.33	2.34	2.81	3.40	2.24	2.47	2.88
DPS	-5.4 %	1.16	1.16	4.00	2.55	1.68	1.85	2.16
Dividend Yield		3.9 %	3.3 %	9.5 %	4.3 %	0.9 %	1.0 %	1.2 %
FCF / Market cap		2.80	1.95	2.74	3.63	2.22	2.40	2.75
		9.4 %	5.5 %	6.5 %	6.1 %	1.2 %	1.3 %	1.5 %
EV / Sales		2.0 x	2.2 x	2.2 x	3.0 x	16.4 x	13.9 x	11.9 x
EV / EBITDA		6.9 x	8.0 x	7.7 x	9.4 x	47.6 x	42.5 x	36.2 x
EV / EBIT		7.3 x	8.4 x	8.2 x	11.0 x	54.6 x	49.1 x	41.8 x
P / E		12.8 x	15.1 x	15.0 x	17.4 x	80.8 x	73.3 x	62.8 x
P / E adj.		12.8 x	15.1 x	15.0 x	17.4 x	80.8 x	73.3 x	62.8 x
FCF Potential Yield		9.5 %	8.2 %	8.6 %	7.4 %	1.4 %	1.6 %	1.9 %
Net Debt		-19.4	-22.3	-28.5	-23.1	-30.6	-36.3	-43.5
ROCE (NOPAT)		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Guidance:	Sales 2020 EUR at least 95m EBIT at least 27%							

Sales development
in EUR m



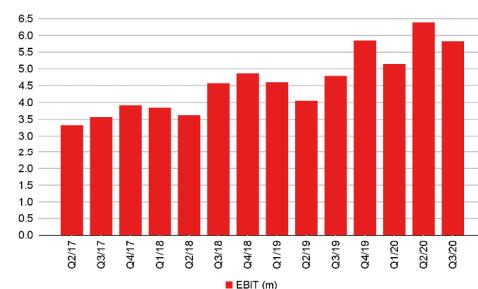
Source: Warburg Research

Sales by regions
2020e; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

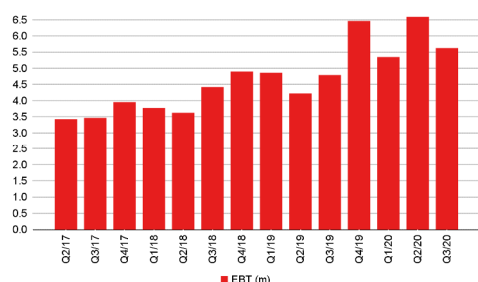
Company Background

- 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

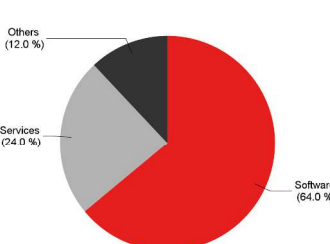
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to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



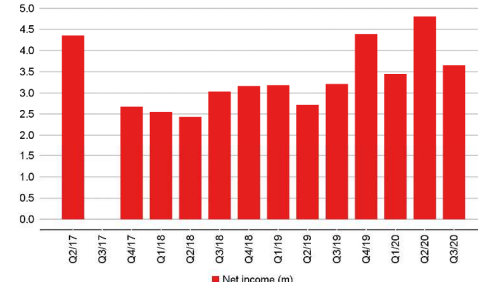
Source: Warburg Research

Sales by segments
2020e; 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
	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	
Sales	86.0	100.6	117.7	137.7	161.2	186.9	213.1	238.7	262.6	283.6	300.6	312.6	322.0	2.5 %
Sales change	20.5 %	17.0 %	17.0 %	17.0 %	17.0 %	16.0 %	14.0 %	12.0 %	10.0 %	8.0 %	6.0 %	4.0 %	3.0 %	
EBIT	25.8	28.6	33.4	39.3	46.7	63.6	81.0	100.2	120.8	138.9	150.3	156.3	161.0	50.0 %
EBIT-margin	30.0 %	28.4 %	28.4 %	28.5 %	29.0 %	34.0 %	38.0 %	42.0 %	46.0 %	49.0 %	50.0 %	50.0 %	50.0 %	
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 %	106
NOPAT	17.3	19.1	22.4	25.9	30.8	41.9	53.4	66.2	79.7	91.7	99.2	103.2	106.3	
Depreciation	3.8	4.4	5.2	6.2	7.3	8.4	9.6	10.7	11.8	12.8	13.5	14.1	14.5	1,049
in % of Sales	4.4 %	4.4 %	4.4 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	
Changes in provisions	0.0	0.0	0.0	0.7	0.8	0.9	0.8	0.7	0.5	0.3	0.4	0.2	0.0	70.15 %
Change in Liquidity from														
- Working Capital	0.9	1.0	1.2	1.3	1.4	1.5	1.3	1.1	0.9	0.5	0.2	-0.2	-1.7	106
- Capex	3.0	4.0	5.0	6.2	7.3	8.4	9.6	10.7	11.8	12.8	13.5	14.1	14.5	
Capex in % of Sales	3.5 %	4.0 %	4.2 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	106
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)	17.2	18.6	21.4	25.4	30.2	41.4	53.0	65.7	79.4	91.5	99.4	103.5	108.0	106
PV of FCF	17.2	17.4	18.7	20.7	23.0	29.5	35.3	40.9	46.2	49.8	50.5	49.2	48.0	
share of PVs	3.56 %			26.29 %										70.15 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.00
Cost of debt (after tax)	3.9 %	Liquidity (share)	1.00
Market return	7.00 %	Cyclicality	1.00
Risk free rate	1.50 %	Transparency	1.00
		Others	1.00
WACC	7.00 %	Beta	1.00

Valuation (m)

Present values 2032e	446		
Terminal Value	1,049		
Financial liabilities	0		
Pension liabilities	7		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	30	No. of shares (m)	8.0
Equity Value	1,519	Value per share (EUR)	190.94

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
1.18	8.0 %	140.28	143.82	147.66	151.86	156.46	161.51	167.10	1.18	8.0 %	146.91	148.56	150.21	151.86	153.51	155.16	156.82
1.09	7.5 %	154.76	159.19	164.05	169.40	175.31	181.88	189.21	1.09	7.5 %	163.90	165.73	167.57	169.40	171.23	173.07	174.90
1.05	7.3 %	163.02	168.02	173.52	179.59	186.35	193.89	202.38	1.05	7.3 %	173.78	175.72	177.65	179.59	181.53	183.47	185.41
1.00	7.0 %	172.10	177.75	184.00	190.94	198.71	207.44	217.33	1.00	7.0 %	184.78	186.83	188.89	190.94	193.00	195.06	197.11
0.95	6.8 %	182.11	188.54	195.68	203.66	212.64	222.82	234.45	0.95	6.8 %	197.10	199.29	201.47	203.66	205.85	208.03	210.22
0.91	6.5 %	193.21	200.55	208.76	218.00	228.46	240.43	254.23	0.91	6.5 %	210.99	213.33	215.66	218.00	220.33	222.67	225.00
0.82	6.0 %	219.42	229.20	240.27	252.93	267.53	284.57	304.70	0.82	6.0 %	244.84	247.54	250.23	252.93	255.62	258.32	261.01

- In the DCF model, a moderate continuation of the constant growth of the past years is anticipated.
- In the long term, a margin improvement due to the cloud transformation is assumed.
- The long-term margin remains at a high level

Valuation	2016	2017	2018	2019	2020e	2021e	2022e
Price / Book	7.0 x	6.4 x	5.9 x	9.5 x	45.6 x	38.0 x	31.1 x
Book value per share ex intangibles	4.19	5.40	7.07	3.42	2.58	3.39	4.48
EV / Sales	2.0 x	2.2 x	2.2 x	3.0 x	16.4 x	13.9 x	11.9 x
EV / EBITDA	6.9 x	8.0 x	7.7 x	9.4 x	47.6 x	42.5 x	36.2 x
EV / EBIT	7.3 x	8.4 x	8.2 x	11.0 x	54.6 x	49.1 x	41.8 x
EV / EBIT adj.*	7.3 x	8.4 x	8.2 x	11.0 x	54.6 x	49.1 x	41.8 x
P / FCF	10.7 x	18.2 x	15.3 x	16.3 x	81.5 x	75.5 x	65.8 x
P / E	12.8 x	15.1 x	15.0 x	17.4 x	80.8 x	73.3 x	62.8 x
P / E adj.*	12.8 x	15.1 x	15.0 x	17.4 x	80.8 x	73.3 x	62.8 x
Dividend Yield	3.9 %	3.3 %	9.5 %	4.3 %	0.9 %	1.0 %	1.2 %
FCF Potential Yield (on market EV)	9.5 %	8.2 %	8.6 %	7.4 %	1.4 %	1.6 %	1.9 %
*Adjustments made for: -							

Consolidated profit and loss

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Sales	49.5	54.6	62.6	71.4	86.0	100.6	117.7
Change Sales yoy	10.2 %	10.2 %	14.7 %	14.0 %	20.5 %	17.0 %	17.0 %
COGS	14.9	16.2	18.4	21.2	24.9	29.2	34.1
Gross profit	34.6	38.4	44.2	50.2	61.1	71.4	83.6
<i>Gross margin</i>	<i>69.9 %</i>	<i>70.3 %</i>	<i>70.5 %</i>	<i>70.3 %</i>	<i>71.0 %</i>	<i>71.0 %</i>	<i>71.0 %</i>
Research and development	9.5	10.3	11.2	11.9	13.8	17.1	20.0
Sales and marketing	8.0	9.7	10.9	12.9	14.6	17.1	20.0
Administration expenses	3.8	4.3	5.2	5.8	7.1	9.1	10.6
Other operating expenses	0.1	0.2	0.2	0.5	0.0	0.0	0.0
Other operating income	0.4	0.2	0.3	0.3	0.2	0.4	0.5
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	14.3	14.9	18.0	22.5	29.6	33.0	38.6
<i>Margin</i>	<i>28.8 %</i>	<i>27.2 %</i>	<i>28.7 %</i>	<i>31.5 %</i>	<i>34.4 %</i>	<i>32.8 %</i>	<i>32.8 %</i>
Depreciation of fixed assets	0.6	0.6	0.9	3.0	3.6	4.2	4.9
EBITA	13.7	14.2	17.1	19.5	26.0	28.8	33.7
Amortisation of intangible assets	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	13.6	14.1	16.9	19.3	25.8	28.6	33.4
<i>Margin</i>	<i>27.4 %</i>	<i>25.9 %</i>	<i>27.0 %</i>	<i>27.0 %</i>	<i>30.0 %</i>	<i>28.4 %</i>	<i>28.4 %</i>
EBIT adj.	13.6	14.1	16.9	19.3	25.8	28.6	33.4
Interest income	0.2	0.1	0.1	0.8	0.8	0.8	0.8
Interest expenses	0.1	0.1	0.2	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
EBT	13.7	14.1	16.8	19.9	26.5	29.3	34.2
<i>Margin</i>	<i>27.6 %</i>	<i>25.7 %</i>	<i>26.8 %</i>	<i>27.9 %</i>	<i>30.9 %</i>	<i>29.1 %</i>	<i>29.0 %</i>
Total taxes	4.4	4.7	5.6	6.4	8.8	9.7	11.3
Net income from continuing operations	9.3	9.3	11.2	13.5	17.8	19.6	22.9
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	9.3	9.3	11.2	13.5	17.8	19.6	22.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	9.3	9.3	11.2	13.5	17.8	19.6	22.9
<i>Margin</i>	<i>18.7 %</i>	<i>17.1 %</i>	<i>17.9 %</i>	<i>18.9 %</i>	<i>20.7 %</i>	<i>19.5 %</i>	<i>19.4 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	8.0	8.0	8.0
EPS	2.33	2.34	2.81	3.40	2.24	2.47	2.88
EPS adj.	2.33	2.34	2.81	3.40	2.24	2.47	2.88

*Adjustments made for:

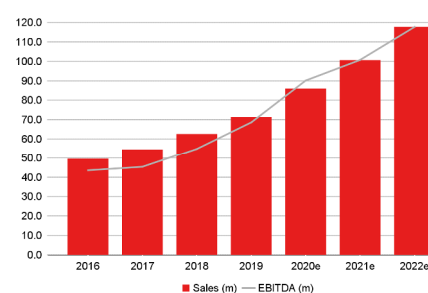
Guidance: Sales 2020 EUR at least 95m EBIT at least 27%

Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Total Operating Costs / Sales	42.5 %	44.4 %	43.5 %	43.2 %	41.0 %	42.6 %	42.6 %
Operating Leverage	1.9 x	0.4 x	1.3 x	1.0 x	1.6 x	0.6 x	1.0 x
EBITDA / Interest expenses	122.0 x	122.0 x	72.1 x	100.5 x	295.8 x	330.0 x	386.1 x
Tax rate (EBT)	32.2 %	33.6 %	33.3 %	32.1 %	33.0 %	33.0 %	33.0 %
Dividend Payout Ratio	49.7 %	49.4 %	142.1 %	75.0 %	75.1 %	74.9 %	75.0 %
Sales per Employee	153,395	161,023	175,832	190,943	219,063	244,099	271,996

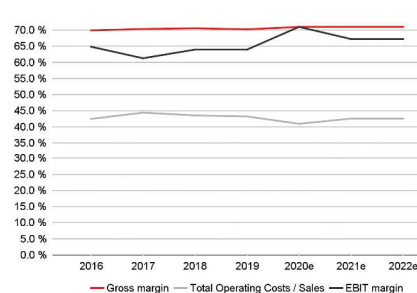
Sales, EBITDA

in EUR m

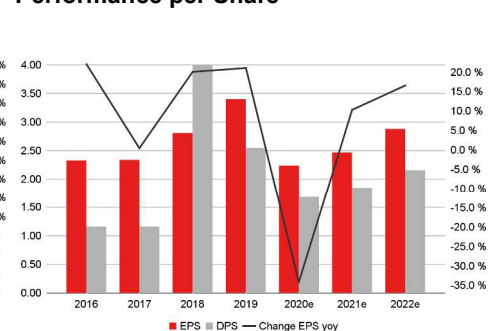


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

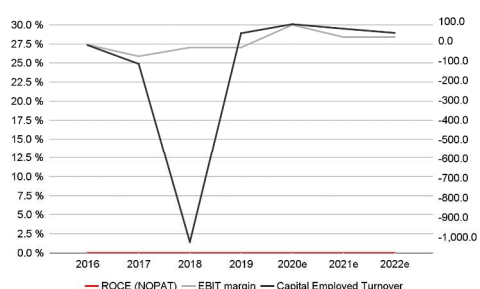
Consolidated balance sheet

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Assets							
Goodwill and other intangible assets	0.2	0.4	0.4	11.2	11.1	10.9	10.6
thereof other intangible assets	0.2	0.4	0.4	11.2	11.1	10.9	10.6
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	3.0	3.7	4.3	4.1	3.5	3.2	3.3
Financial assets	0.5	0.5	0.5	1.3	1.3	1.3	1.3
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	3.8	4.6	5.2	16.6	15.8	15.4	15.2
Inventories	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Accounts receivable	4.5	5.1	6.3	7.7	8.7	9.9	11.3
Liquid assets	24.3	27.1	33.3	29.7	37.3	43.0	50.1
Other short-term assets	1.5	1.8	2.4	4.1	3.3	3.5	3.7
Current assets	30.3	34.0	42.0	41.6	49.4	56.5	65.2
Total Assets	34.0	38.5	47.2	58.1	65.2	71.8	80.4
Liabilities and shareholders' equity							
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	13.6	18.5	25.2	21.5	28.2	34.5	42.9
Shareholders' equity	16.9	21.8	28.5	24.8	31.6	37.8	46.2
Minority interest	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Total equity	16.9	21.8	28.5	24.9	31.6	37.9	46.3
Provisions	4.9	5.0	4.9	7.3	7.4	7.5	7.6
thereof provisions for pensions and similar obligations	4.9	4.8	4.8	6.6	6.6	6.6	6.6
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	0.6	0.4	0.5	0.9	1.1	1.3	1.5
Other liabilities	11.5	11.3	13.3	25.1	25.1	25.1	25.1
Liabilities	17.1	16.7	18.7	33.3	33.5	33.8	34.1
Total liabilities and shareholders' equity	34.0	38.5	47.2	58.1	65.2	71.8	80.4

Financial Ratios

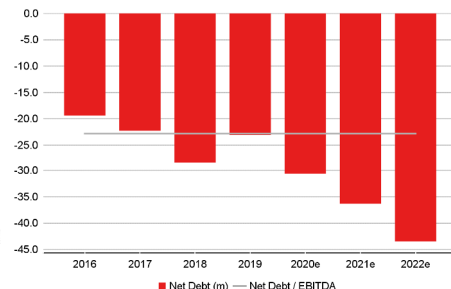
	2016	2017	2018	2019	2020e	2021e	2022e
Efficiency of Capital Employment							
Operating Assets Turnover	7.2 x	6.6 x	6.2 x	6.6 x	7.7 x	8.4 x	8.9 x
Capital Employed Turnover	-20.1 x	-115.7 x	-1024.3 x	39.7 x	85.0 x	63.5 x	42.0 x
ROA	247.0 %	204.6 %	216.2 %	81.5 %	112.6 %	127.8 %	150.8 %
Return on Capital							
ROCE (NOPAT)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
ROE	51.8 %	48.1 %	44.4 %	50.7 %	63.1 %	56.6 %	54.5 %
Adj. ROE	51.8 %	48.1 %	44.4 %	50.7 %	63.1 %	56.6 %	54.5 %
Balance sheet quality							
Net Debt	-19.4	-22.3	-28.5	-23.1	-30.6	-36.3	-43.5
Net Financial Debt	-24.3	-27.1	-33.3	-29.7	-37.3	-43.0	-50.1
Net Gearing	-114.6 %	-102.2 %	-100.2 %	-92.8 %	-96.8 %	-95.8 %	-93.9 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	4.2	5.5	7.2	6.2	4.0	4.8	5.8
Book value per share ex intangibles	4.2	5.4	7.1	3.4	2.6	3.4	4.5

ROCE Development



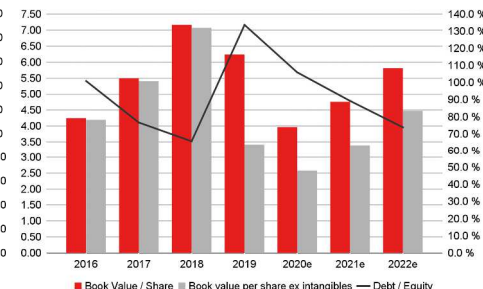
Source: Warburg Research

Net debt in EUR m



Source: Warburg Research

Book Value per Share in EUR



Source: Warburg Research

Consolidated cash flow statement

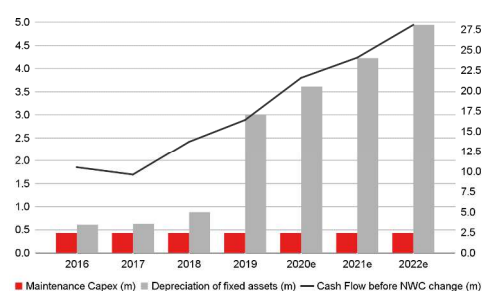
In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Net income	9.3	9.3	11.2	13.5	17.8	19.6	22.9
Depreciation of fixed assets	0.6	0.6	0.9	3.0	3.6	4.2	4.9
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Increase/decrease in long-term provisions	0.5	-0.1	0.0	1.9	0.0	0.0	0.0
Other non-cash income and expenses	0.0	-0.4	1.5	-2.2	0.0	0.0	0.0
Cash Flow before NWC change	10.5	9.6	13.7	16.4	21.6	24.1	28.1
Increase / decrease in inventory	0.0	0.0	0.0	0.0	-0.1	0.0	0.0
Increase / decrease in accounts receivable	0.0	-0.6	-1.2	-1.5	-1.0	-1.2	-1.4
Increase / decrease in accounts payable	0.3	-0.2	0.1	0.4	0.2	0.2	0.2
Increase / decrease in other working capital positions	1.4	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	1.7	-0.8	-1.1	-1.1	-0.9	-1.0	-1.2
Net cash provided by operating activities [1]	12.2	8.9	12.6	15.3	20.7	23.1	26.9
Investments in intangible assets	-0.1	-0.1	-0.2	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	-1.0	-1.0	-1.5	-0.9	-3.0	-4.0	-5.0
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	-3.0	-2.5	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	-4.1	-3.6	-1.7	-0.9	-3.0	-4.0	-5.0
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-11.1	-4.6	-4.7	-15.9	-10.1	-13.4	-14.7
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	-2.2	0.0	0.0	0.0
Net cash provided by financing activities [3]	-11.1	-4.6	-4.7	-18.1	-10.1	-13.4	-14.7
Change in liquid funds [1]+[2]+[3]	-3.0	0.7	6.2	-3.7	7.5	5.7	7.2
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	20.9	24.9	33.4	29.6	37.3	43.0	50.1

Financial Ratios

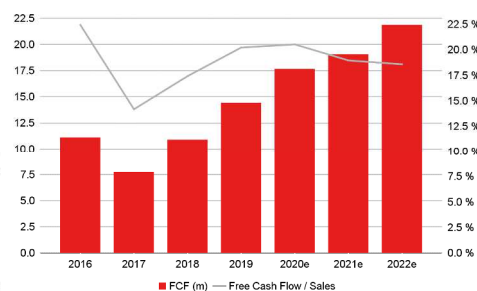
	2016	2017	2018	2019	2020e	2021e	2022e
Cash Flow							
FCF	11.1	7.7	10.9	14.4	17.7	19.1	21.9
Free Cash Flow / Sales	22.4 %	14.2 %	17.4 %	20.2 %	20.5 %	19.0 %	18.6 %
Free Cash Flow Potential	9.4	9.7	12.0	15.7	20.4	22.9	26.9
Free Cash Flow / Net Profit	119.8 %	83.1 %	97.5 %	106.9 %	99.4 %	97.1 %	95.5 %
Interest Received / Avg. Cash	0.9 %	0.2 %	0.4 %	2.7 %	2.5 %	2.1 %	1.8 %
Interest Paid / Avg. Debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Management of Funds							
Investment ratio	2.3 %	2.0 %	2.7 %	1.3 %	3.5 %	4.0 %	4.2 %
Maint. Capex / Sales	0.9 %	0.8 %	0.7 %	0.6 %	0.5 %	0.4 %	0.4 %
Capex / Dep	157.8 %	148.3 %	158.8 %	28.2 %	79.3 %	90.3 %	96.5 %
Avg. Working Capital / Sales	8.1 %	7.8 %	8.3 %	8.8 %	8.4 %	8.1 %	7.9 %
Trade Debtors / Trade Creditors	720.6 %	1138.3 %	1226.3 %	840.4 %	790.9 %	761.5 %	753.3 %
Inventory Turnover	1803.3 x	4056.0 x	4131.1 x	4755.4 x	249.4 x	291.8 x	341.4 x
Receivables collection period (days)	33	34	36	39	37	36	35
Payables payment period (days)	15	10	10	16	16	16	16
Cash conversion cycle (Days)	18	24	26	24	22	21	20

CAPEX and Cash Flow

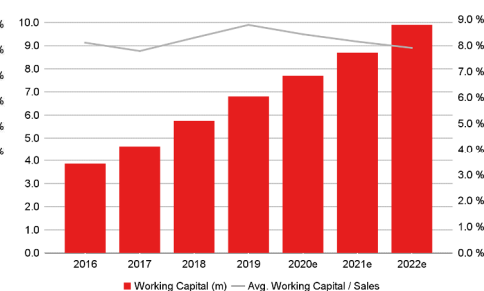
in EUR m



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)
ATOSS	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005104400.htm

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

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Rating	Number of stocks	% of Universe
Buy	129	63
Hold	60	29
Sell	8	4
Rating suspended	7	3
Total	204	100

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	37	80
Hold	6	13
Sell	0	0
Rating suspended	3	7
Total	46	100

PRICE AND RATING HISTORY ATOSS AS OF 20.01.2021



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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