



Buy (old: Buy)

Price target: EUR 204.00 (old: EUR 204.00)

Price: EUR 179.80 **Next result:** H1'21 (final) 13.08.21
Bloomberg: AOF GR **Market cap:** EUR 1,430.0 m
Reuters: AOFG.DE **Enterprise Value:** EUR 1,420.0 m

27-July-21

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Sound Q2 in the books – strong cloud momentum continues

ATOSS reported sound preliminary Q2 figures indicating solid demand momentum particularly for its cloud software. Here are the highlights:

- Q2 revenue grew by 9% yoy to € 22.8m roughly in-line with our estimates of € 23.6m.** Growth was driven by the strong cloud business, which grew by 51% yoy to € 4.6m (eH&A € 5.1m, +65% yoy). With customers opting for the cloud, software license revenue came in somewhat softer in Q2, down 21% yoy to € 3.7m (eH&A € 3.9m, -17% yoy).
- Mainly on the back of the strong cloud development but also driven by ongoing growth in maintenance contracts, **Q2 recurring revenue grew by 23% yoy to € 11.9m in-line with our estimates** (eH&A € 11.9m, +24% yoy). In Q2, recurring revenue made for 52% of total revenue, up from 46% a year ago. On top, more than **70% of normalized software order intake is represented by cloud contracts** suggesting further growth of the recurring revenue share in the quarters ahead.
- Q2 EBIT came in at € 5.8m** (eH&A € 6.1m, 26% margin) implying a margin of 26%, down 5pp yoy due to an extraordinary high share of high margin license sales in Q2'20 as well as somewhat higher personnel expense given the international expansion.
- Management confirmed its guidance of more than € 95m in revenue at a 27% EBIT margin** (eH&A € 96m sales at 27% EBIT margin). To achieve its FY targets, ATOSS needs an 8% growth rate in H2, which compares to 13% in H1 and seems in reach.

Overall, **results underpin our positive view on the company.** Strong structural trends driven by labor shortages and the need to maximize the efficiency of staff via digitalization should continue to boost demand for ATOSS' Workforce Management Software.

The **international expansion is seen as an additional growth driver and looks set to kick in from next year onwards, once new sales reps are up and running.** In fact, management stated to have already hired several employees in key regions, i.e. the Nordics and Belgium. Together, the Nordics and BeNeLux markets are seen to have a size of € 275m (eH&A) offering ample room to grow for ATOSS.

Remains a **BUY** with an unchanged **PT of € 204** based on DCF.

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Y/E 31.12 (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	54.6	62.6	71.4	86.1	96.0	109.0	133.0
Sales growth	10 %	15 %	14 %	21 %	12 %	14 %	22 %
EBITDA	14.3	17.1	22.5	29.8	29.8	32.2	41.0
EBIT	14.1	16.9	19.3	26.2	25.9	28.0	36.2
Net income	9.4	11.2	13.5	17.7	17.7	19.1	24.5
Net debt	-15.4	-21.7	-6.1	-13.2	-16.8	-21.4	-29.2
Net gearing	-70.6 %	-76.1 %	-24.7 %	-40.7 %	-45.6 %	-50.1 %	-55.4 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	1.18	1.41	1.70	2.23	2.23	2.40	3.08
CPS	1.02	1.45	1.52	2.47	2.12	2.25	2.79
DPS	0.59	2.00	1.28	1.67	1.67	1.80	2.31
Dividend yield	0.3 %	1.1 %	0.7 %	0.9 %	0.9 %	1.0 %	1.3 %
Gross profit margin	70.3 %	70.5 %	70.3 %	72.4 %	72.2 %	72.0 %	73.0 %
EBITDA margin	26.1 %	27.3 %	31.5 %	34.6 %	31.1 %	29.5 %	30.8 %
EBIT margin	25.9 %	27.0 %	27.0 %	30.4 %	27.0 %	25.7 %	27.2 %
ROCE	57.5 %	54.5 %	49.1 %	55.3 %	48.5 %	47.9 %	54.4 %
EV/sales	26.0	22.6	20.0	16.5	14.8	13.0	10.6
EV/EBITDA	99.5	82.6	63.6	47.8	47.6	44.0	34.4
EV/EBIT	100.4	83.5	74.1	54.4	54.8	50.5	38.9
PER	152.8	127.6	105.6	80.7	80.8	74.9	58.3
Adjusted FCF yield	0.6 %	0.7 %	0.9 %	1.3 %	1.2 %	1.3 %	1.7 %

Source: Company data, Hauck & Aufhäuser Close price as of: 26.07.2021



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 197.00 / 101.00

Price/Book Ratio: 38.9

Relative performance (-):

3 months -
6 months -
12 months -

Changes in estimates

		Sales	EBIT	EPS
2021	old:	99.0	26.7	2.29
	Δ	-3.0%	-3.0%	-3.0%
2022	old:	115.0	29.6	2.53
	Δ	-5.2%	-5.2%	-5.1%
2023	old:	135.0	36.7	3.13
	Δ	-1.5%	-1.5%	-1.5%

Key share data:

Number of shares: (in m pcs) 8.0
 Authorised capital: (in € m) -
 Book value per share: (in €) 4.6
 Ø trading volume: (12 months) 5,300

Major shareholders:

Andreas Obereder 50.0 %
 Free Float 50.0 %
 MainFirst AM 5.1 %
 Rentrop Investment Office 2.8 %

Company description:

ATOSS is a provider of software for workforce management supporting companies with time and attendance solutions as well as forecasting and scheduling of their workforce.

Action: On the back of a higher than initially expected share of cloud contracts in H1, we reduce our FY'2021-22 revenue estimates by 3 and 5%. Importantly, the momentum in underlying sales performance remains unbroken, which is why we keep our 2023E and onwards estimates largely unchanged.

ATOSS quarterly KPIs	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q2 2021 est.	Actuals vs. eH&A
Total sales	19.8	20.9	20.5	24.9	23.0	22.8	23.6	-3.5%
yoy	17%	23%	15%	26%	16%	9%	13%	
Software sales	11.8	14.3	13.2	16.7	15.4	15.6	15.8	-1.5%
yoy	9%	28%	15%	28%	30%	9%	10%	
in % of total sales	60%	69%	64%	67%	67%	68%	67%	
Thereof License	2.7	4.7	3.0	6.1	4.4	3.7	3.9	-4.2%
yoy	-20%	39%	-8%	35%	61%	-21%	-17%	
in % of software sales	23%	33%	23%	36%	28%	24%	25%	
Thereof Maintenance	6.4	6.6	6.7	6.9	6.9	7.2	6.9	5.1%
yoy	9%	10%	11%	10%	7%	10%	4%	
in % of software sales	54%	46%	51%	41%	45%	46%	44%	
Thereof Cloud & Subscription	2.7	3.1	3.4	3.8	4.1	4.6	5.1	-8.4%
yoy	73%	68%	64%	60%	53%	51%	65%	
in % of software sales	23%	21%	26%	23%	27%	30%	32%	
Consulting sales	6.2	5.5	5.9	6.6	6.3	5.8	6.0	-3.3%
yoy	25%	22%	18%	28%	2%	6%	10%	
in % of total sales	31%	26%	29%	26%	27%	26%	26%	
Hardware sales	1.2	0.6	1.0	1.2	1.0	1.1	0.7	59.1%
yoy	57%	-42%	3%	16%	-18%	87%	17%	
in % of total sales	6%	3%	5%	5%	4%	5%	3%	
Other	0.5	0.5	0.5	0.5	0.3	0.3	1.1	-71.0%
Recurring revenue	9.1	9.6	10.1	10.6	11.0	11.9	11.9	-0.6%
yoy	22%	24%	24%	24%	21%	23%	24%	
in % of total sales	46%	46%	49%	43%	48%	52%	51%	
EBITDA	6.0	7.3	6.7	9.7	7.0	6.9	7.1	-3.5%
margin	31%	35%	33%	39%	30%	30%	30%	+ 0.0 pp
EBIT	5.1	6.4	5.8	8.8	6.2	5.8	6.1	-5.3%
margin	26%	31%	28%	35%	27%	26%	26%	- 0.5 pp
Net profit	3.4	4.8	3.7	5.8	4.1	4.1	4.2	-2.0%
margin	17%	23%	18%	23%	18%	18%	18%	+ 0.3 pp
EPS	0.43	0.61	0.46	0.73	0.51	0.52	0.53	-2.0%

Source: Company data, H&A

Financials

Profit and loss (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	54.6	62.6	71.4	86.1	96.0	109.0	133.0
Sales growth	10.2 %	14.7 %	14.0 %	20.5 %	11.6 %	13.5 %	22.0 %
Cost of sales	16.2	18.4	21.2	23.8	26.7	30.5	35.9
Gross profit	38.4	44.2	50.2	62.3	69.3	78.5	97.1
Sales and marketing	9.7	10.9	12.9	13.9	17.5	19.6	23.7
General and administration	4.3	5.2	5.8	7.6	7.7	10.1	12.9
Research and development	10.3	11.2	11.9	14.4	18.2	20.7	24.6
Other operating income	0.2	0.3	0.3	0.2	0.3	0.3	0.5
Other operating expenses	0.2	0.2	0.5	0.4	0.3	0.3	0.3
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	14.3	17.1	22.5	29.8	29.8	32.2	41.0
Depreciation	0.0	0.0	3.0	3.3	3.6	3.9	4.5
EBITA	14.3	17.1	19.5	26.4	26.2	28.3	36.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.2	0.2	0.3	0.3	0.3	0.3
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	14.1	16.9	19.3	26.2	25.9	28.0	36.2
Interest income	0.1	0.1	0.8	0.4	0.8	0.8	0.8
Interest expenses	0.1	0.2	0.2	0.4	0.1	0.1	0.1
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.1	-0.1	0.6	0.0	0.7	0.7	0.7
Recurring pretax income from continuing operations	14.1	16.8	19.9	26.2	26.6	28.7	36.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	14.1	16.8	19.9	26.2	26.6	28.7	36.9
Taxes	4.7	5.6	6.4	8.5	8.9	9.6	12.4
Net income from continuing operations	9.3	11.2	13.5	17.7	17.7	19.1	24.5
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	9.3	11.2	13.5	17.7	17.7	19.1	24.5
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	9.4	11.2	13.5	17.7	17.7	19.1	24.5
Average number of shares	8.0	8.0	8.0	8.0	8.0	8.0	8.0
EPS reported	1.18	1.41	1.70	2.23	2.23	2.40	3.08

Profit and loss (common size)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	29.7 %	29.5 %	29.7 %	27.6 %	27.8 %	28.0 %	27.0 %
Gross profit	70.3 %	70.5 %	70.3 %	72.4 %	72.2 %	72.0 %	73.0 %
Sales and marketing	17.8 %	17.5 %	18.1 %	16.1 %	18.2 %	18.0 %	17.8 %
General and administration	7.8 %	8.3 %	8.2 %	8.8 %	8.0 %	9.3 %	9.7 %
Research and development	18.8 %	17.9 %	16.7 %	16.8 %	19.0 %	19.0 %	18.5 %
Other operating income	0.3 %	0.5 %	0.4 %	0.3 %	0.3 %	0.3 %	0.4 %
Other operating expenses	0.3 %	0.3 %	0.6 %	0.5 %	0.3 %	0.3 %	0.2 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	26.1 %	27.3 %	31.5 %	34.6 %	31.1 %	29.5 %	30.8 %
Depreciation	0.0 %	0.0 %	4.2 %	3.9 %	3.8 %	3.6 %	3.4 %
EBITA	26.1 %	27.3 %	27.4 %	30.7 %	27.3 %	25.9 %	27.4 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.2 %	0.3 %	0.3 %	0.3 %	0.3 %	0.2 %	0.2 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	25.9 %	27.0 %	27.0 %	30.4 %	27.0 %	25.7 %	27.2 %
Interest income	0.1 %	0.2 %	1.2 %	0.5 %	0.8 %	0.7 %	0.6 %
Interest expenses	0.2 %	0.4 %	0.3 %	0.5 %	0.1 %	0.1 %	0.1 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	0.9 %	0.0 %	0.7 %	0.6 %	0.5 %
Recurring pretax income from continuing operations	25.8 %	26.8 %	27.9 %	30.4 %	27.7 %	26.3 %	27.7 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	25.8 %	26.8 %	27.9 %	30.4 %	27.7 %	26.3 %	27.7 %
Tax rate	33.6 %	33.3 %	32.1 %	32.4 %	33.5 %	33.5 %	33.5 %
Net income from continuing operations	17.1 %	17.9 %	18.9 %	20.6 %	18.4 %	17.5 %	18.4 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	17.1 %	17.9 %	18.9 %	20.6 %	18.4 %	17.5 %	18.4 %
Minority interest	neg.	neg.	neg.	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	17.1 %	17.9 %	19.0 %	20.6 %	18.4 %	17.5 %	18.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	0.4	0.4	0.4	0.3	0.3	0.3	0.3
Property, plant and equipment	3.7	4.3	15.0	13.5	13.5	13.5	13.5
Financial assets	0.5	0.5	1.3	1.3	1.3	1.3	1.3
FIXED ASSETS	4.6	5.2	16.6	15.1	15.1	15.1	15.1
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	5.1	6.3	7.7	8.9	9.9	11.2	13.7
Other current assets	11.7	11.6	12.2	16.4	16.4	16.4	16.4
Liquid assets	15.4	21.7	17.5	23.4	27.0	31.6	39.5
Deferred taxes	0.8	0.9	1.7	1.6	1.6	1.6	1.6
Deferred charges and prepaid expenses	0.9	1.5	2.3	2.6	2.6	2.6	2.6
CURRENT ASSETS	34.0	42.0	41.5	52.9	57.5	63.4	73.7
TOTAL ASSETS	38.5	47.2	58.1	68.0	72.6	78.5	88.8
SHAREHOLDERS EQUITY	21.8	28.5	24.8	32.4	36.8	42.6	52.8
MINORITY INTEREST	0.0	0.0	-0.1	-0.1	-0.1	-0.1	-0.1
Long-term debt	0.0	0.0	11.4	10.2	10.2	10.2	10.2
Provisions for pensions and similar obligations	4.8	4.8	6.6	6.8	6.8	6.8	6.8
Other provisions	0.3	2.0	0.6	1.8	1.8	1.8	1.8
Non-current liabilities	5.1	6.8	18.7	18.9	18.9	18.9	18.9
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.4	0.5	0.9	0.5	0.7	0.8	1.0
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	6.9	8.9	8.9	12.4	12.4	12.4	12.4
Deferred taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Deferred income	4.2	2.4	4.7	3.7	3.7	3.7	3.7
Current liabilities	11.6	11.9	14.6	16.8	17.0	17.1	17.2
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	38.5	47.2	58.1	68.0	72.6	78.5	88.8

Balance sheet (common size)	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	0.9 %	0.8 %	0.6 %	0.4 %	0.4 %	0.4 %	0.3 %
Property, plant and equipment	9.6 %	9.1 %	25.8 %	19.8 %	18.6 %	17.2 %	15.2 %
Financial assets	1.3 %	1.1 %	2.2 %	2.0 %	1.8 %	1.7 %	1.5 %
FIXED ASSETS	11.8 %	11.0 %	28.6 %	22.2 %	20.8 %	19.2 %	17.0 %
Inventories	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	13.2 %	13.3 %	13.3 %	13.0 %	13.6 %	14.3 %	15.4 %
Other current assets	30.3 %	24.6 %	21.0 %	24.1 %	22.6 %	20.9 %	18.4 %
Liquid assets	40.0 %	46.0 %	30.2 %	34.4 %	37.2 %	40.2 %	44.4 %
Deferred taxes	2.2 %	2.0 %	3.0 %	2.3 %	2.2 %	2.0 %	1.8 %
Deferred charges and prepaid expenses	2.5 %	3.2 %	4.0 %	3.9 %	3.6 %	3.3 %	3.0 %
CURRENT ASSETS	88.2 %	89.0 %	71.4 %	77.8 %	79.2 %	80.8 %	83.0 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	56.7 %	60.4 %	42.8 %	47.7 %	50.7 %	54.3 %	59.5 %
MINORITY INTEREST	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Long-term debt	0.0 %	0.0 %	19.6 %	15.0 %	14.1 %	13.0 %	11.5 %
Provisions for pensions and similar obligations	12.5 %	10.1 %	11.4 %	10.1 %	9.4 %	8.7 %	7.7 %
Other provisions	0.7 %	4.2 %	1.1 %	2.7 %	2.5 %	2.3 %	2.0 %
Non-current liabilities	13.2 %	14.4 %	32.1 %	27.8 %	26.0 %	24.0 %	21.2 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	1.2 %	1.1 %	1.6 %	0.8 %	1.0 %	1.1 %	1.1 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	18.0 %	18.9 %	15.4 %	18.3 %	17.1 %	15.8 %	14.0 %
Deferred taxes	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Deferred income	10.9 %	5.2 %	8.1 %	5.5 %	5.1 %	4.7 %	4.2 %
Current liabilities	30.2 %	25.3 %	25.2 %	24.7 %	23.4 %	21.7 %	19.4 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Net profit/loss	9.3	11.2	13.5	17.7	17.7	19.1	24.5
Depreciation of fixed assets (incl. leases)	0.6	0.9	3.0	3.3	3.6	3.9	4.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.2	0.2	0.3	0.3	0.3	0.3
Others	-0.4	1.9	-3.0	1.4	0.0	0.0	0.0
Cash flow from operations before changes in w/c	9.7	14.1	13.7	22.7	21.6	23.3	29.3
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-0.6	-1.2	-1.5	-1.1	-1.0	-1.3	-2.5
Increase/decrease in accounts payable	-0.2	0.1	0.4	-0.4	0.2	0.1	0.1
Increase/decrease in other working capital positions	0.0	-0.4	2.6	2.1	0.0	0.0	0.0
Increase/decrease in working capital	-0.8	-1.5	1.5	0.5	-0.8	-1.2	-2.3
Cash flow from operating activities	8.9	12.6	15.3	23.2	20.8	22.1	27.0
CAPEX	1.5	1.7	0.9	0.7	1.4	1.6	1.9
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	2.1	0.0	0.0	3.9	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-3.6	-1.7	-0.9	-4.6	-1.4	-1.6	-1.9
Cash flow before financing	5.3	10.9	14.4	18.6	19.4	20.5	25.1
Increase/decrease in debt position	0.0	0.0	0.0	-1.2	0.0	0.0	0.0
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
Dividends paid	4.6	4.7	15.9	10.1	13.3	13.3	14.3
Others	0.0	0.0	-2.2	-1.4	-2.5	-2.6	-2.9
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	-4.6	-4.7	-18.1	-12.7	-15.8	-15.9	-17.2
Increase/decrease in liquid assets	0.7	6.2	-3.8	5.9	3.6	4.6	7.9
Liquid assets at end of period	15.4	21.7	17.5	23.4	27.0	31.6	39.5

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Domestic	45.8	53.1	61.3	74.0	81.6	90.5	106.4
yoy change	11.6 %	15.9 %	15.5 %	20.8 %	10.3 %	10.9 %	17.6 %
Rest of Europe	8.8	9.6	10.1	12.1	14.4	18.5	26.6
yoy change	3.4 %	8.0 %	5.8 %	19.2 %	19.5 %	28.7 %	43.6 %
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TTL	54.6	62.6	71.4	86.1	96.0	109.0	133.0
yoy change	10.2 %	14.7 %	14.0 %	20.5 %	11.6 %	13.5 %	22.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
P&L growth analysis							
Sales growth	10.2 %	14.7 %	14.0 %	20.5 %	11.6 %	13.5 %	22.0 %
EBITDA growth	-0.1 %	20.0 %	31.5 %	32.2 %	0.3 %	7.9 %	27.2 %
EBIT growth	4.2 %	19.6 %	14.1 %	35.6 %	-0.9 %	8.1 %	29.1 %
EPS growth	0.7 %	19.8 %	20.8 %	31.0 %	-0.1 %	7.9 %	28.4 %
Efficiency							
Total operating costs / sales	44.4 %	43.5 %	43.2 %	42.0 %	45.2 %	46.3 %	45.8 %
Sales per employee	137.5	141.0	144.8	160.2	164.7	169.9	181.2
EBITDA per employee	35.9	38.5	45.7	55.4	51.2	50.2	55.8
Balance sheet analysis							
Avg. working capital / sales	7.8 %	8.3 %	8.8 %	8.8 %	9.1 %	9.0 %	8.7 %
Inventory turnover (sales/inventory)	15,126.5	14,025.7	18,452.2	28,428.6	28,428.6	28,428.6	28,428.6
Trade debtors in days of sales	33.9	36.5	39.4	37.6	37.6	37.6	37.6
A/P turnover [(A/P*365)/sales]	10.1	10.1	15.8	8.3	10.0	10.0	10.0
Cash conversion cycle (days)	24.0	26.5	23.7	29.4	27.6	27.6	27.6
Cash flow analysis							
Free cash flow	7.4	10.9	12.3	20.0	16.9	17.9	22.2
Free cash flow/sales	13.5 %	17.4 %	17.2 %	23.2 %	17.6 %	16.4 %	16.7 %
FCF / net profit	78.8 %	97.2 %	90.6 %	112.9 %	95.3 %	93.5 %	90.5 %
Capex / depn	476.3 %	159.4 %	28.2 %	127.4 %	36.2 %	37.6 %	38.9 %
Capex / maintenance capex	172.1 %	143.2 %	21.1 %	15.4 %	93.2 %	93.6 %	94.4 %
Capex / sales	6.6 %	2.7 %	1.3 %	5.3 %	1.5 %	1.4 %	1.4 %
Security							
Net debt	-15.4	-21.7	-6.1	-13.2	-16.8	-21.4	-29.2
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Interest cover	115.9	67.8	85.9	66.6	259.2	280.1	361.8
Dividend payout ratio	49.7 %	141.9 %	74.9 %	75.0 %	75.0 %	75.0 %	75.0 %
Asset utilisation							
Capital employed turnover	2.0	1.8	1.6	1.7	1.7	1.8	1.9
Operating assets turnover	6.6	6.2	3.3	3.9	4.2	4.6	5.1
Plant turnover	14.8	14.6	4.8	6.4	7.1	8.1	9.9
Inventory turnover (sales/inventory)	15,126.5	14,025.7	18,452.2	28,428.6	28,428.6	28,428.6	28,428.6
Returns							
ROCE	57.5 %	54.5 %	49.1 %	55.3 %	48.5 %	47.9 %	54.4 %
ROE	42.9 %	39.3 %	54.5 %	54.7 %	48.1 %	44.8 %	46.4 %
Other							
Interest paid / avg. debt	n/a	n/a	2.0 %	3.6 %	1.0 %	1.0 %	1.0 %
No. employees (average)	397	444	493	537	583	641	734
Number of shares	8.0	8.0	8.0	8.0	8.0	8.0	8.0
DPS	0.6	2.0	1.3	1.7	1.7	1.8	2.3
EPS reported	1.18	1.41	1.70	2.23	2.23	2.40	3.08
Valuation ratios							
P/BV	65.5	50.2	57.6	44.2	38.9	33.6	27.1
EV/sales	26.0	22.6	20.0	16.5	14.8	13.0	10.6
EV/EBITDA	99.5	82.6	63.6	47.8	47.6	44.0	34.4
EV/EBITA	99.5	82.6	73.2	53.9	54.2	50.1	38.6
EV/EBIT	100.4	83.5	74.1	54.4	54.8	50.5	38.9
EV/FCF	192.5	129.7	116.6	71.2	84.2	79.3	63.4
Adjusted FCF yield	0.6 %	0.7 %	0.9 %	1.3 %	1.2 %	1.3 %	1.7 %
Dividend yield	0.3 %	1.1 %	0.7 %	0.9 %	0.9 %	1.0 %	1.3 %

Source: Company data, Hauck & Aufhäuser

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Company	Disclosure
ATOSS Software AG	2, 6, 8

Historical target price and rating changes for ATOSS Software AG in the last 12 months

**Price and Rating History
ATOSS Software AG as of 27/07/21**

Initiation coverage

22-April-21



Company	Date	Analyst	Rating	Target price	Close
ATOSS Software AG	21.06.2021	Bentlage, Simon	Buy	EUR 204.00	EUR 178.40
	13.05.2021	Bentlage, Simon	Buy	EUR 187.00	EUR 157.00
	27.04.2021	Bentlage, Simon	Hold	EUR 187.00	EUR 174.80
	22.04.2021	Bentlage, Simon	Hold	EUR 187.00	EUR 169.60
	22.04.2021	Bentlage, Simon	Hold	EUR 187.00	EUR 169.60

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Date of publication creation: 27/07/2021 08:16 AM

Date of publication dissemination: 27/07/2021 08:20 AM

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