



# EquiRisk-Rating

Detailed Report Atoss

11.09.2003



Company	Rating	Rating change
<b>Atoss</b>	<b>A+</b>	⇒

Corporate data	Rating development
ISIN: DE0005104400 Price: 13,40 Bloomberg: AOF GR High 52w: 13,65 Reuters: AOFG.F Low 52w: 5,97  Segment: Prime Market cap (€m): 54,54 Technology Shares out (m): 4,07  Index: TecAll	

Balance sheet structure	Revenue and margin development

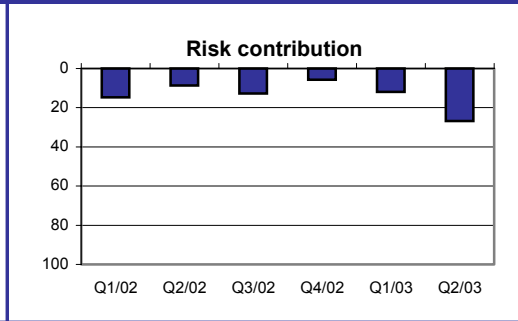
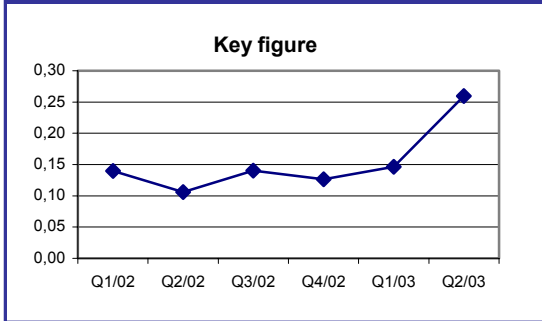
Risk contributions of key figures (relative to previous analysis)

**Notes**

Due to a strong leap of earnings in Q2 2003 the ATOSS Software AG is able to confirm its positive rating development of the last quarters on the operative level. This puts all operative risk key data under a positive influence. There are moreover strongly negative deferrals at the balance sheet key data. Per 30.12.2003 ATOSS plans a special distribution of funds in an amount of 6 m € (the deadline for the entitlement is 29.12.2003). As a preliminary measure the amount was booked from capital reserve into short-term liabilities already per 30.06.2003. This has an accordingly negative effect on the key figure "degree of financial strain" and "2nd degree liquidity" in this current EquiRisk-analysis.. We do yet not expect any further negative influences from this measure. The outflow of liquidity is no problem for ATOSS on the background of profitable business and a cash position of around 7 m € (including sellable securities even around. 35 m €). The balance sheet overall still gives a very solid impression above average. We expect a further operative improvement. The rating outlook remains stable.

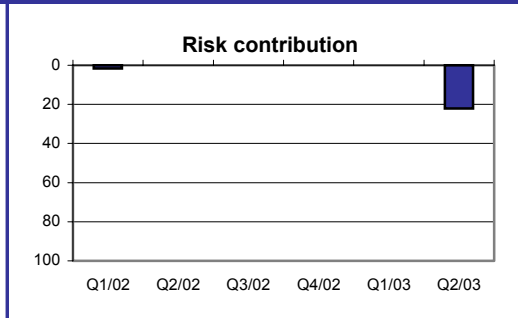
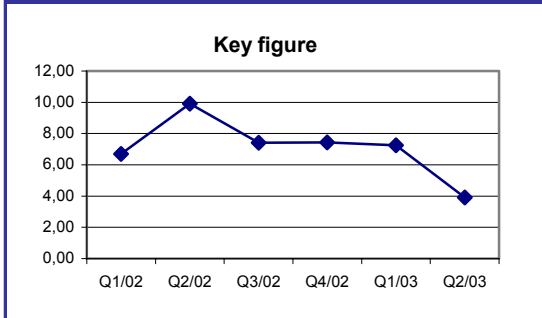


**Degree of financial strain**



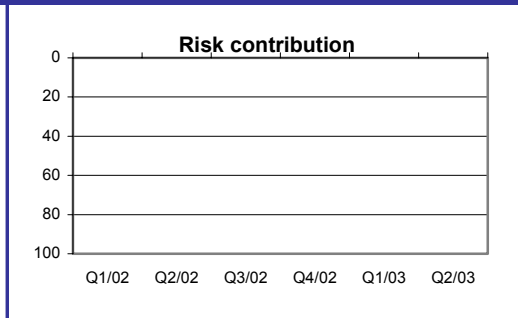
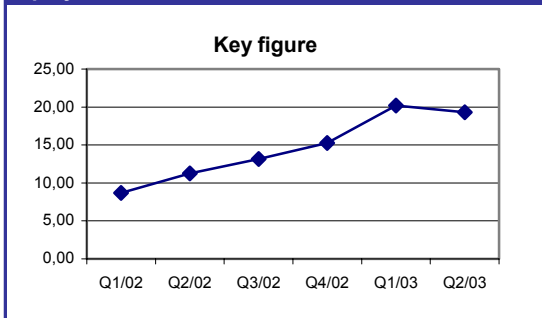
Change over previous quarter  
↘  
Rating effect  
**positive**

**2nd degree liquidity**



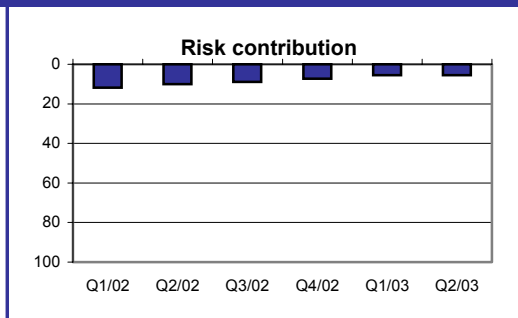
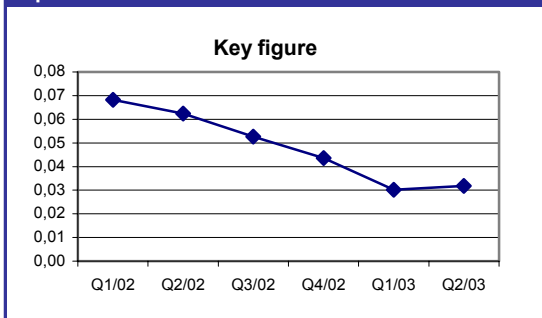
Change over previous quarter  
↓  
Rating effect  
**positive**

**Equity to asset ratio II**



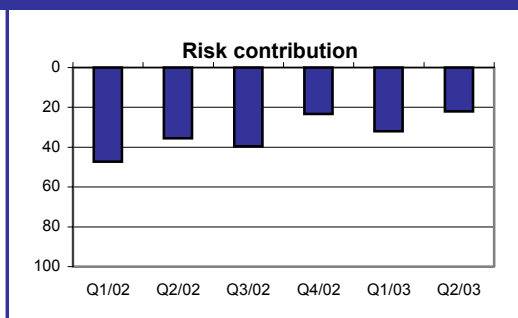
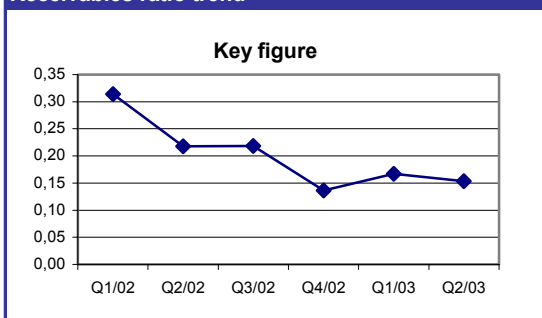
Change over previous quarter  
↗  
Rating effect  
**positive**

**Impairment risk**



Change over previous quarter  
↗  
Rating effect  
**positive**

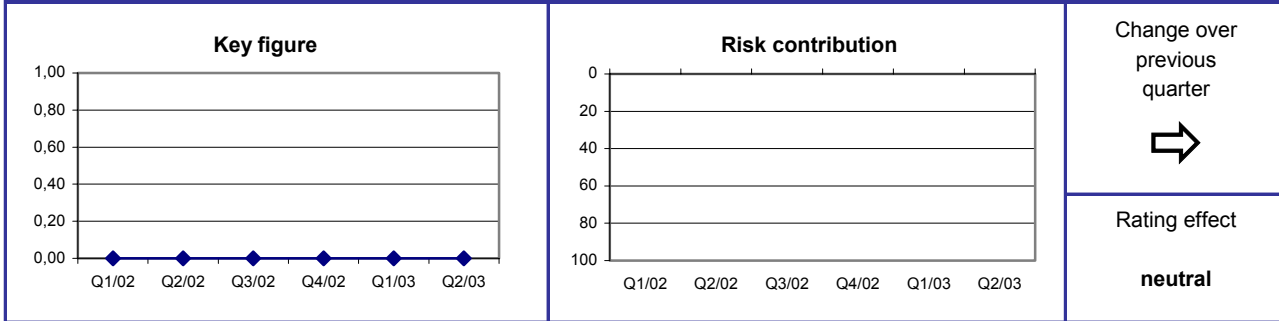
**Receivables ratio trend**



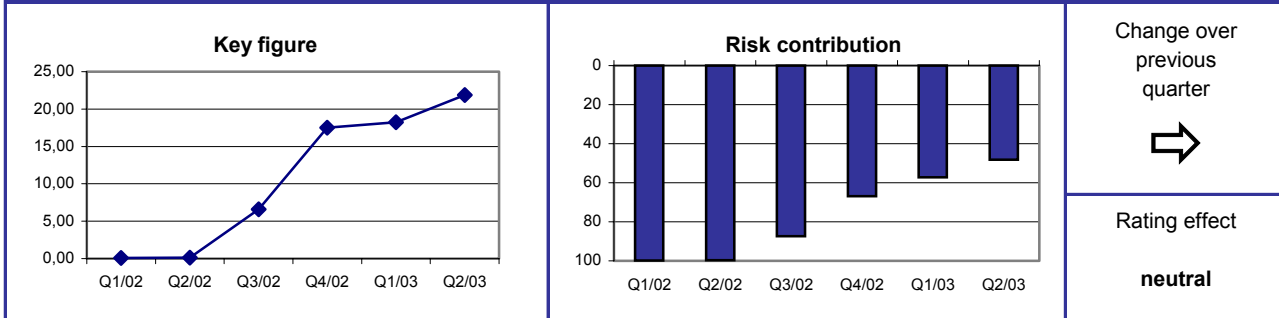
Change over previous quarter  
↗  
Rating effect  
**positive**



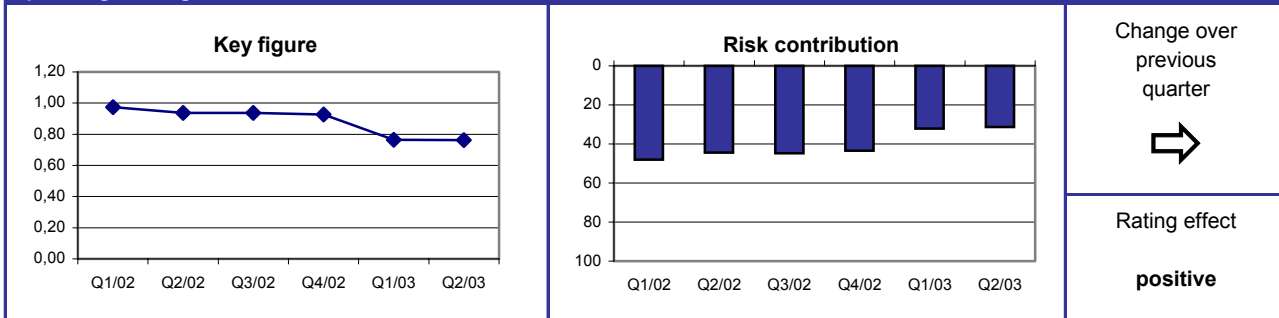
**Operating cash burn rate**



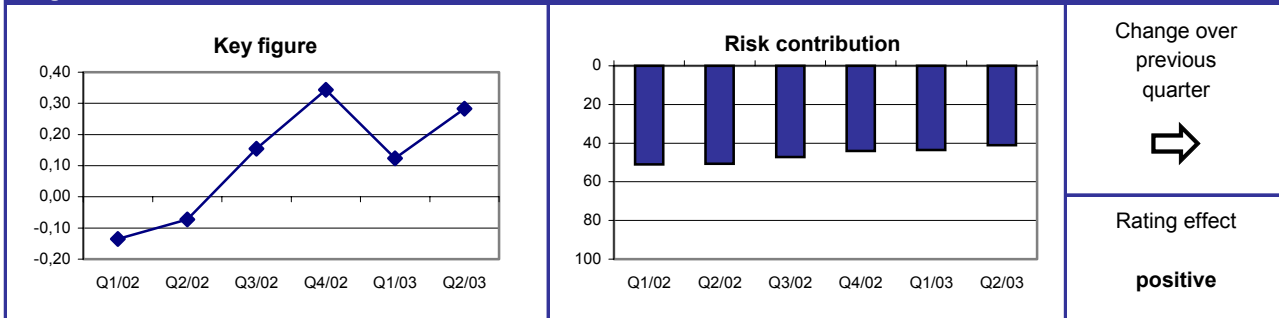
**Revenue trend stability**



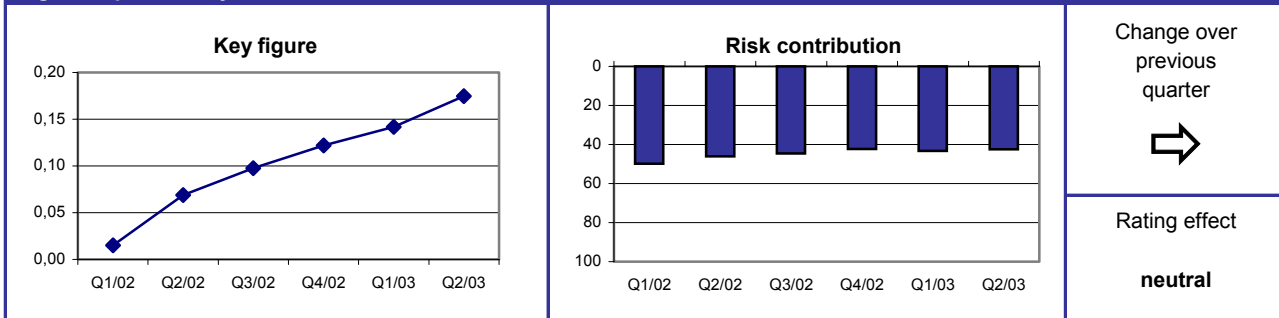
**Operating leverage**



**Margin trend**



**Degree of profitability**





## What are EquiRisk ratings?

Hamburg-based SES Rating GmbH arrives at EquiRisk ratings on the basis of a purely quantitative model. SES Rating believes the model is able to differentiate companies by the enterprise-specific risks to which their equity's market value is subject. It covers both operating and financial risks, but not general market risks. An EquiRisk rating thus expresses the probability that a company might suffer operating setbacks in the future, get into financial difficulties, or disappoint expectations of investors regarding fundamental business development. But it is not a tool for measuring stock valuation or creditworthiness risks associated with borrowed capital.

## What can EquiRisk ratings do?

EquiRisk ratings increase the comparability of available investment alternatives and thus facilitate faster and more targeted investment decisions – and that for all 150-200 technology stocks in the Prime Standard segment in the first stage of market introduction. The indication of relative risk makes it easier for investors to select stocks that match their risk profiles. But an EquiRisk rating does not constitute an investment recommendation, because as an equity rating, it only judges a company's specific risk. Further aspects essential to an investment decision, such as market prices or risk preferences of different investors, are not taken into account.

## Definition of rating classes

### EquiRisk A rating

A-rated companies are distinguished by especially low company-specific risk. Their situation may be characterized as solid in both operating and financial respects. No serious operating or financial setbacks are therefore to be expected.

### EquiRisk B rating

B-rated companies are distinguished by moderate company-specific risk. Negative or disappointing events may occur. Their operating and/or financial situation exhibits weaknesses, but is not threatening.

### EquiRisk C rating

C-rated companies are distinguished by high company-specific risk. The probability of negative or disappointing fundamental events is above average. Their operating and/or financial situation exhibits weaknesses that could become threatening to their continued existence in the medium term.

### EquiRisk D rating

D-rated companies suffer from a shortage of liquidity and financing. Their operating situation and development is eclipsed by their financial strain. Bankruptcy is likely if no additional funds can be procured in the foreseeable future.

### Rating additions

EquiRisk ratings can be amplified with qualifications of plus or minus (+ or –). Those additions describe the relative position of the respective company within a rating class:

+ = Company is in the upper area of a rating class

- = Company is in the lower area of a rating class.

### Limitations

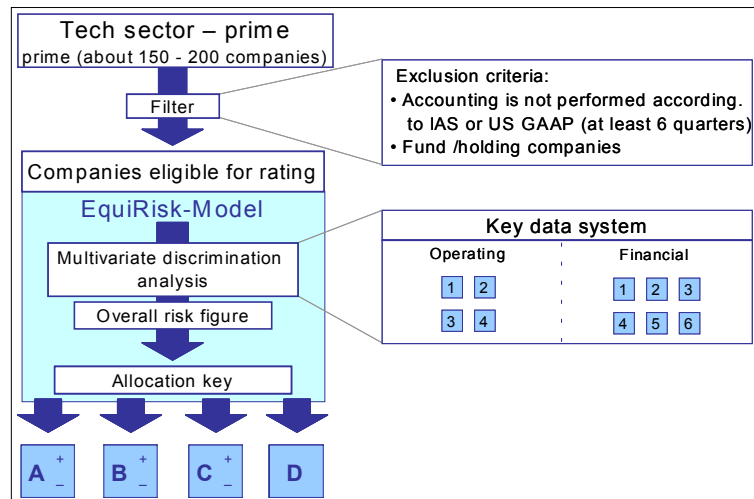
The ratings are not recommendations to buy, sell, or hold securities. They also say nothing about market prices or the suitability of securities for certain investors. The ratings are based on financial statements published by the companies. SES Rating does not audit those statements itself. Unaudited financial data may therefore serve as the basis for the ratings, particularly in the case of quarterly financial statements. The ratings may be changed, temporarily suspended, or withdrawn because of new, changed, or missing information or other circumstances.

## Brief presentation of the rating process

nly the published annual and quarterly reports of the covered companies are used as the basis for determining the ratings by the EquiRisk model. Given selected business data from the balance sheet, income statement, and cash flow statement, the model determines key data that make it possible to judge the respective operating and financial situation. Combined into a key data system (for more detailed information on this, see the SES Rating publication "EquiRisk Rating: The Key Data System"), they provide insight into the current risk profiles of the individual companies.

Building on that, the model makes a relative risk assessment of the companies. For that purpose, the individual values of the financial ratios are aggregated on the basis of empirically determined weightings. The method used here derives from a purely mathematical statistical approach (multivariate discrimination analysis). Only quantitative factors go into the assessment. The EquiRisk model is therefore free of subjective and qualitative elements.

The overall risk figure arising from the aggregation serves as the basis for the relative division of the companies into various risk classes. They are assigned to those classes according to an allocation key that is rigidly defined in advance. The model distinguishes four risk classes (rating grades), A through D. Companies with an A rating are classified as having the least risk and those with a D rating as having the most.



## Legend

### Accounts structure

The accounts structure compares the structural development of assets and liabilities.

**Assets:** Fixed assets: tangible (tFA) and intangible (iFA), Current assets (CA)

**Liabilities:** Equity capital (EC), Liabilities: long-term (ltL) and short-term (stL)

### Sales and margin development

The chart shows the development of sales, EBITDA and EBT margins over time.

### Risk contribution

The risk contribution denotes to what extent the value of a financial figure contributes to the overall risk of the company. The longer the bars, the greater the risk contribution at the time of valuation.

### Key figures

The chart "Key figures" shows the changes in value of the respective financial figures over time.

### Rating effect

**Positive:** Financial figures' positive effect on the rating, as its value indicates above-average risk

**Neutral:** Financial figures' neutral effect on the rating, as its value indicates average risk

**Negative:** Financial figures' negative effect on the rating, as its value indicates below-average risk

### Change over previous quarter

↑: Large reduction in the risk contribution calculated from the financial figures compared to previous valuation.

↘: Reduction in the risk contribution calculated from the financial figures compared to previous valuation.

⇒: Marginal reduction in the risk contribution calculated from the financial figures compared to previous valuation.

↗: Increase in the risk contribution calculated from the financial figures compared to previous valuation.

↓: Large increase in the risk contribution calculated from the financial figures compared to previous valuation.



## Contact

SES Rating GmbH

Ferdinandstr. 29-33  
20095 Hamburg

Tel: +49-40-879787-0  
Fax: +49-40-879787-21

www.equirisk.de

Mail: info@equirisk.de

## DISCLAIMER

© Urheberrecht 2003: SES Rating GmbH., Ferdinandstraße 29-33, 20095 Hamburg. Alle Rechte vorbehalten. SÄMTLICHE HIERIN ENTHALTENEN INFORMATIONEN SIND IM NAMEN DER SES Rating GmbH. ("SES") URHEBERRECHTLICH GESCHÜTZT UND DÜRFEN VON NIEMANDEM OHNE VORHERIGE SCHRIFTLICHE GENEHMIGUNG VON SES GANZ ODER IN AUSZÜGEN AUF IRGENDNE ART UND WEISE UND MIT WELCHEN MITTELN AUCH IMMER KOPIERT ODER SONSTWIE VERVIELFÄLTIGT, NEU ZUSAMMENGESTELLT, WEITERÜBERMITTELT, ÜBERTRAGEN, VERTEILT, WEITERVERTRIEBEN ODER WIEDERVERKAUFT ODER ZUR SPÄTEREN NUTZUNG ZU EINEM DIESER ZWECKE AUFBEWAHRT ODER IN ANDERER WEISE VERWERTET WERDEN.

Alle hierin enthaltenen Informationen stammen aus Quellen, die von SES als präzise und zuverlässig erachtet werden. Aufgrund der Möglichkeit menschlichen Irrtums oder eines technischen Defekts oder aufgrund anderer Faktoren werden diese Informationen allerdings ohne jegliche Gewähr zur Verfügung gestellt. Insbesondere macht SES keinerlei Zusicherungen und übernimmt keinerlei Gewähr - weder explizit noch implizit - für die Genauigkeit, Aktualität, Vollständigkeit, Brauchbarkeit oder Eignung dieser Informationen für einen bestimmten Zweck. Jegliche Haftung seitens SES gegenüber natürlichen oder juristischen Personen für (a) einen Verlust oder Schaden, der ganz oder teilweise durch, aufgrund oder im Zusammenhang mit einem (aus Fahrlässigkeit oder anders begangenen) Fehler oder einem anderen Umstand oder unvorhergesehenen Ereignis in Verbindung mit der Beschaffung, Sammlung, Zusammenstellung, Analyse, Interpretation, Mitteilung, Veröffentlichung oder Lieferung dieser Informationen entsteht, gleichgültig, ob es sich dabei um Gegebenheiten handelt, die im Einflussbereich von SES oder einer seiner Führungskräfte, Mitarbeiter oder Vertreter liegen oder nicht; bzw. für (b) mittelbare, unmittelbare, spezielle, Folge-, Ausgleichs- oder Nebenschäden (einschließlich - und zwar ohne jede Einschränkung - aller entgangenen Gewinne), die sich aus der Nutzung oder der Unmöglichkeit der Nutzung dieser Informationen ergeben, und zwar selbst dann, wenn SES im Vorfeld auf die Möglichkeit solcher Schäden hingewiesen wurde, ist ausgeschlossen. Die Bonitätsbeurteilungen, die gegebenenfalls einen Teil der hierin enthaltenen Informationen darstellen, sind reine Meinungen und auch nur als solche aufzufassen; sie stellen keinesfalls Tatsachenfeststellungen oder Empfehlungen dar, bestimmte Wertpapiere zu kaufen, verkaufen oder zu halten.

SES ÜBERNIMMT KEINE WIE AUCH IMMER GEARTETE GEWÄHR - WEDER EXPLIZIT NOCH IMPLIZIT - FÜR DIE GENAUIGKEIT, AKTUALITÄT, VOLLSTÄNDIGKEIT, BRAUCHBARKEIT ODER EIGNUNG EINER SOLCHEN BEURTEILUNG ODER SONSTIGEN MEINUNG ODER INFORMATION FÜR EINEN BESTIMMTEN ZWECK.

Das Rating stellt keine Empfehlung zum Kauf oder Verkauf oder Halten eines Wertpapiers dar. Auch macht es keine Aussagen über Marktpreise oder über die Eignung eines Wertpapiers für einen bestimmten Investor. Die ermittelten Ratings basieren auf von den Unternehmen veröffentlichten Abschlüssen. SES führt selbst keine Prüfungen der Abschlüsse durch. Insbesondere bei den Quartalsabschlüssen kann es daher vorkommen, dass ungeprüfte finanzielle Angaben die Basis des Ratings darstellen. Ratings können aufgrund neuer, geänderter oder fehlender Informationen oder anderer Umstände geändert, zeitweise ausgesetzt oder zurückgezogen werden. Jede Beurteilung oder sonstige Meinung darf nur als ein Faktor von vielen in eine Anlageentscheidung einfließen, die seitens oder im Auftrag irgendeines Nutzers der hierin enthaltenen Informationen getroffen wird. Dementsprechend muss jeder dieser Nutzer auch für jedes Wertpapier und für jeden Emittenten, Bürgen und Sicherheitengeber eines jeden Wertpapiers, das er zu kaufen, halten oder zu verkaufen gedenkt, eigene Untersuchungen anstellen und eine eigene Bewertung vornehmen.

© Copyright 2003 by SES Rating GmbH., Ferdinandstraße 29-33, 20095 Hamburg. All rights reserved. ALL INFORMATION CONTAINED HEREIN IS COPYRIGHTED IN THE NAME OF SES Rating GmbH ("SES"), AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT SES PRIOR WRITTEN CONSENT.

All information contained herein is obtained by SES from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, such information is provided "as is" without warranty of any kind and SES, in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness, completeness, merchantability or fitness for any particular purpose of any such information. Under no circumstances shall SES have any liability to any person or entity for (a) any loss or damage in whole or in part caused by, resulting from, or relating to, any error (negligent or otherwise) or other circumstance or contingency within or outside the control of SES or any of its directors, officers, employees or agents in connection with the procurement, collection, compilation, analysis, interpretation, communication, publication or delivery of any such information, or (b) any direct, indirect, special, consequential, compensatory or incidental damages whatsoever (including without limitation, lost profits), even if SES is advised in advance of the possibility of such damages, resulting from the use of or inability to use, any such information. The credit ratings, if any, constituting part of the information contained herein are, and must be construed solely as, statements of opinion and not statements of fact or recommendations to purchase, sell or hold any securities.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY SUCH RATING OR OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY SES IN ANY FORM OR MANNER WHATSOEVER.

The ratings are not a recommendation to purchase, sell, or hold any security, in as much as they do not comment as to market price, yield or suitability for a particular investor. The ratings are based on current information obtained by SES from sources it considers reliable. SES does not perform an audit in connection with any rating and may, on occasion, rely on not audited financial information. The ratings may be changed, suspended, or withdrawn as a result of changes in, or unavailability of, such information, or based on other circumstances. Each rating or other opinion must be weighed solely as one factor in any investment decision made by or on behalf of any user of the information contained herein, and each such user must accordingly make its own study and evaluation of each security and of each issuer and guarantor of, and each provider of credit support for, each security that it may consider purchasing, holding or selling.

Das Dokument wurde erstellt am 11.08.03