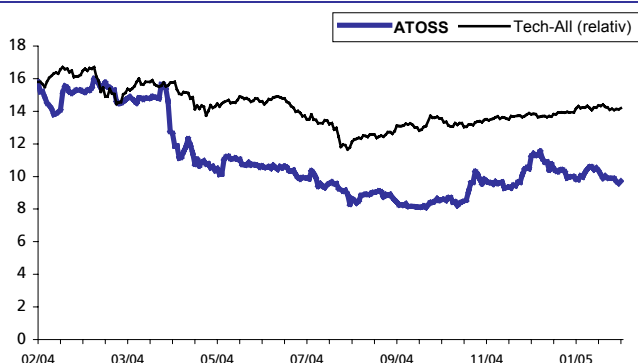


**Rating:** Outperformer (unchanged)  
**EquiRisk:** A **Fair Value:** 12,00 €

ISIN: DE0005104400 Price: 9,74 €  
 Reuters: AOFG.F Tech-AS: 659,56  
 Bloomberg: AOF  
 Internet: www.atoss.com  
 Segment: Prime Standard  
 Sector: Software/IT



Market capitalisation: 39,64 €m  
 High / Low 52 weeks: 18,50 € / 7,99 €  
 No. of shares: (fully diluted) 4,07 million

Shareholders: Free Float 33,5 %  
 Founders family 54,8 %  
 Board and Management 6,1 %  
 Own Shares 5,6 %

Calendar: Press conference on balance sheet statement 2004 17.03.05  
 Figures Q1/05 22.04.05  
 AGM 29.04.05  
 Figures Q2/05 22.07.05

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## Strong 2005 ahead

On 31st January 2005 ATOSS AG presented the preliminary figures for the fiscal year 2004. The reported figures were in line with our expectation. Sales were with around 22 €m about 2% below our estimation and the EPS were with 0,23 € in the target corridor of 0,23-0,25 € (see News-Flash of 25.10.04).

The year 2004 is especially influenced by two main developments: on one side there is a strong R&D spending, on the other side the company has continued to expand the market of the mid-size companies.

Around 20% of sales were spent on Research & Development (a strong quota even for a smaller software company). At the Cebit 2005 ATOSS will present a number of new developments. Besides ongoing technological advancements (especially Java) ATOSS does now have overall solutions for all important customer groups, especially also KMUs. In regard to customer acquisition this is still put into the foreground. Today ATOSS sells around 35% - 40% of the new licenses in this segment.

Generally the year 2004 has – as expected – been able to beat the record year 2003 but we assume that the company should put on again strongly in 2005.

With financial funds in an amount of 26,6 €m the balance sheet situation is still very solid. A decision in regard to a dividend has not been made. Details on this should latest be announced at the press conference for the final reporting. We expect a dividend payment of 0,15 € for the fiscal year 2004.

We reiterate our Outperformer rating and we see the fair value unchanged at 12 €.

End fiscal year	12/03	12/04*	12/05e	12/06e	CAGR
<b>Sales</b>	23,4	21,8	23,8	25,5	2,9%
<b>EBITDA</b>	3,4	2,1	2,7	3,4	0,1%
<i>Margin</i>	14,56%	9,65%	11,47%	13,43%	
<b>EBIT</b>	2,4	1,2	1,7	2,4	-0,5%
<i>Margin</i>	10,21%	5,64%	7,27%	9,23%	
<b>Net profit</b>	1,9	0,9	1,4	1,6	-6,0%
<i>Margin</i>	8,07%	4,02%	5,89%	6,17%	
<b>EpS</b>	0,46	0,23	0,34	0,37	-6,9%
<b>Dividend</b>	1,50	0,15	0,14	0,15	-53,6%
<b>ROI</b>	15,40%	1,54%	1,41%	1,54%	
EpS in €, all other in €, Price: 9,74 € * preliminary					
<b>Price/Sales</b>	1,69	1,82	1,66	1,56	
<b>P/E</b>	21,00	42,16	28,46	26,05	
<b>EV/Sales</b>	0,68	0,73	0,67	0,62	
<b>EV/EBITDA</b>	4,65	7,53	5,80	4,63	