

<b>Hold</b>  <b>EUR 22.20</b>  Price EUR 21.00 <b>Upside 5.7 %</b>	<b>Value Indicators:</b> EUR DCF: 22.23 FCF-Value Potential: 18.81	<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: 83.5 No. of shares (m): 4.0 EV: 59.2 Freefloat MC: 27.3 Ø Trad. Vol. (30d): 24.98 th	<b>Shareholders:</b> Freefloat 32.7 % Founding Family 56.4 % Mainfirst 5.1 % Investment TGV Bonn 5.8 %	<b>Risk Profile (WRe):</b> 2012e Beta: 1.4 Price / Book: 3.4 x Equity Ratio: 70 % Net Fin. Debt / EBITDA: -3.2 x Net Debt / EBITDA: -3.0 x

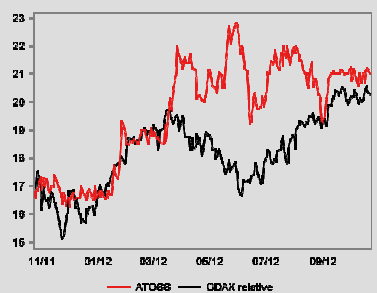
## FY targets attainable following strong Q3 figures

<b>Stated Figures Q3/2012:</b>										<b>Comment on Figures:</b>	
FY End: 31.12. in EUR m	Q3 2012	Q3 2012e	Q3 2011	yoy	9M 2012	9M 2012e	9M 2011	yoy			<ul style="list-style-type: none"> <li>Q3 figures slightly exceed expectations</li> <li>FY forecast 2012 should be achievable</li> </ul>
<b>Sales</b>	8.2	8.0	7.0	16 %	24.5	24.3	23.3	5 %			
<b>EBIT</b>	1.9	1.8	1.5	28 %	5.9	5.8	5.5	7 %			
<b>Margin</b>	23.0 %	23.0 %	21.0 %		24.0 %	24.0 %	23.5 %				

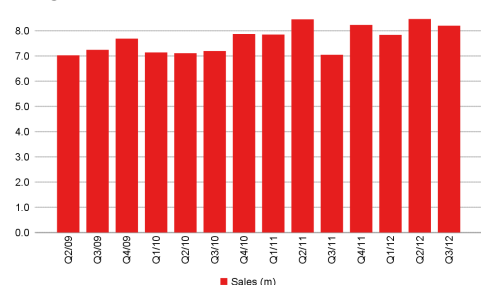
Following 6M results which didn't quite meet WR expectations (see Comment from July 23). ATOSS Software AG has now presented good Q3 figures. Also for the full year, the company is now expected to meet forecasts and achieve its targets.

- **Interesting new customers:** Hopes for a strong final quarter are riding on good order intake. Retail in particular still offers growth potential for ATOSS Software AG. New customers in this area were, for instance, "denn's" (No. 1 organic food markets in Germany), "Rudolf Wöhr AG" and "Starbucks Coffee", which are using ATOSS solutions in Germany. Here, ATOSS's expertise in the German-speaking regions and in the gastronomy trade and systems sector is coming to the fore with its structural and labour law specialism. The ATOSS Retail Solutions is considered to be an industry standard in the German-speaking region. Additionally, the company has gained new customers in numerous other sectors such as in the areas of medicine, production and hospitality.
- This development led to an order intake of EUR 4.8m by the end of September, which managed to equal the high level of the year before. The development of order intake for important software licences was especially positive (EUR 2m vs EUR 1.5m)
- **Strong balance sheet quality** and good cash flow: Operating cash flow of EUR 5.3m (7.0) further increased liquidity despite dividend payments. As per September 30, ATOS had liquidity of EUR 28.7m (26.3) or EUR 7.21 per share (6.63).

On the basis of the healthy Q3 figures, the FY 2012 forecast remains unchanged as does the price target of EUR 22.20. The recommendation is also unchanged at Hold.

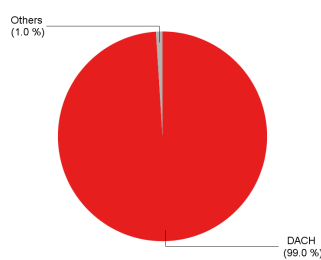
	FY End: 31.12. in EUR m	CAGR (11-14e)	2008	2009	2010	2011	2012e	2013e	2014e	
	<b>Sales</b>	4.8 %	26.9	29.1	29.3	31.6	33.0	34.7	36.4	
Change Sales yoy	10.3 %	8.0 %	0.8 %	7.7 %	4.5 %	5.0 %	5.0 %			
<i>Gross profit margin</i>	67.1 %	66.7 %	68.1 %	70.4 %	69.5 %	69.5 %	70.0 %			
<b>EBITDA</b>	5.9 %	5.4	5.9	7.3	7.8	8.2	8.6	9.2		
<i>Margin</i>	20.1 %	20.3 %	24.9 %	24.7 %	24.9 %	24.9 %	25.4 %			
<b>EBIT</b>	6.3 %	5.0	5.5	6.8	7.3	7.8	8.2	8.8		
<i>Margin</i>	18.7 %	19.0 %	23.3 %	23.1 %	23.6 %	23.6 %	24.1 %			
<b>Net income</b>	5.1 %	3.5	4.0	4.8	5.7	5.9	6.2	6.6		
<b>EPS</b>	4.9 %	0.88	1.00	1.21	1.43	1.49	1.55	1.65		
<b>EPS adj.</b>	4.9 %	0.88	1.00	1.21	1.43	1.49	1.55	1.65		
<b>DPS</b>	5.3 %	0.44	0.50	0.60	0.71	0.75	0.78	0.83		
Dividend Yield		5.6 %	5.0 %	4.0 %	4.2 %	3.6 %	3.7 %	4.0 %		
<b>FCFPS</b>		0.51	1.77	0.83	1.17	1.15	1.54	1.62		
<b>EV / Sales</b>		0.7 x	0.8 x	1.4 x	1.4 x	1.8 x	1.6 x	1.4 x		
<b>EV / EBITDA</b>		3.4 x	3.7 x	5.6 x	5.7 x	7.2 x	6.5 x	5.7 x		
<b>EV / EBIT</b>		3.7 x	4.0 x	5.9 x	6.1 x	7.6 x	6.8 x	6.0 x		
<b>P / E</b>		8.9 x	9.9 x	12.4 x	11.8 x	14.1 x	13.5 x	12.7 x		
<b>P / E adj.</b>		8.9 x	9.9 x	12.4 x	11.8 x	14.1 x	13.5 x	12.7 x		
<b>FCF Yield Potential</b>		18.7 %	16.8 %	11.6 %	10.4 %	8.5 %	9.5 %	10.9 %		
<b>Net Debt</b>		-12.8	-17.4	-18.9	-22.6	-24.3	-27.5	-30.8		
<b>ROE</b>		30.6 %	29.2 %	29.7 %	29.3 %	25.8 %	23.5 %	22.1 %		
<b>ROCE (NOPAT)</b>		-332.2 %	-245.8 %	-234.8 %	-354.9 %	-957.7 %	1259.9 %	947.2 %		
<b>Guidance:</b>	Positive revenue and earnings development, EBIT margin secure over 20%									

**Sales development**  
in EUR m



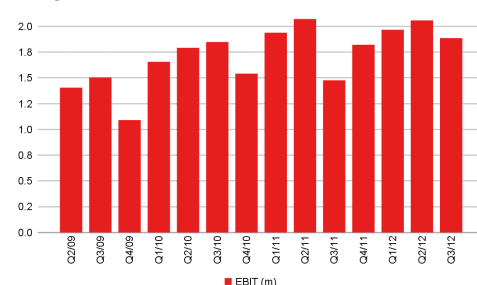
Source: Warburg Research

**Sales by regions**  
2011; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

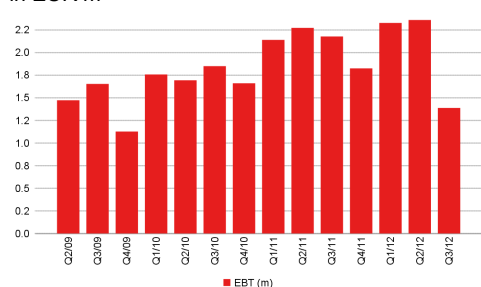
## Company Background

- 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

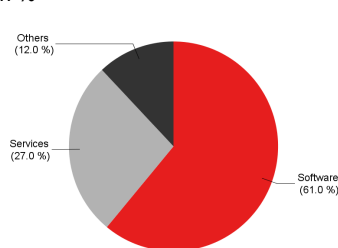
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to 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 with many much smaller suppliers, which still pose stiff competition for ATOSS).

**EBT development**  
in EUR m



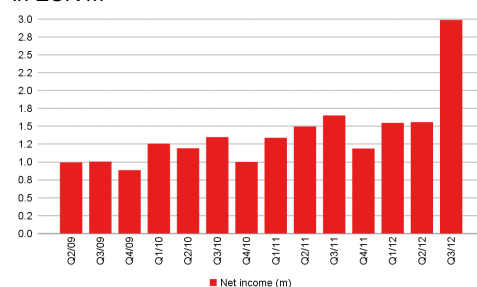
Source: Warburg Research

**Sales by segments**  
2011; 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
	2012e	2013e	2014e	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	
Sales	33.0	34.7	36.4	37.5	38.6	39.8	40.9	42.2	43.4	44.7	46.1	47.5	48.9	
Sales change	4.5 %	5.0 %	5.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	2.5 %
EBIT	7.8	8.2	8.8	9.0	9.3	9.5	9.8	10.1	10.4	10.7	11.1	11.4	11.7	
EBIT-margin	23.6 %	23.6 %	24.1 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	
Tax rate (EBT)	32.0 %	32.0 %	32.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	
NOPAT	5.3	5.6	6.0	5.8	6.0	6.2	6.4	6.6	6.8	7.0	7.2	7.4	7.6	
Depreciation	0.4	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7	
in % of Sales	1.3 %	1.3 %	1.3 %	1.5 %	1.5 %	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	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	1.4	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
- Capex	0.4	0.4	0.4	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7	
Capex in % of Sales	1.2 %	1.2 %	1.1 %	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)	4.0	5.5	5.8	5.5	5.8	6.1	6.2	6.4	6.6	6.8	7.1	7.3	7.5	8
PV of FCF	3.8	4.7	4.5	3.9	3.7	3.4	3.2	2.9	2.7	2.5	2.3	2.2	2.0	24
share of PVs	19.84 %			43.60 %										36.56 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.00
Cost of debt	3.9 %	Liquidity	2.00
Market return	9.00 %	Cyclicality	1.50
Risk free rate	4.00 %	Transparency	1.20
		Others	1.50
<b>WACC</b>	<b>11.20 %</b>	<b>Beta</b>	<b>1.44</b>

Valuation (m)

Present values 2024e	42		
Terminal Value	24		
Financial liabilities	0		
Pension liabilities	2		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	24	No. of shares (m)	4.0
<b>Equity Value</b>	<b>88</b>	<b>Value per share (EUR)</b>	<b>22.23</b>

Sensitivity Value per Share (EUR)

Beta (WACC)	Terminal Growth							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	+0.5 pp	+1.0 pp	+1.5 pp	
<b>1.64</b> (12.2 %)	20.19	20.30	20.41	20.53	20.66	20.80	20.94	<b>1.64</b> (12.2 %)	19.57	19.89	20.21	20.53	20.86	21.18	21.50
<b>1.54</b> (11.7 %)	20.93	21.06	21.19	21.33	21.49	21.65	21.81	<b>1.54</b> (11.7 %)	20.32	20.66	21.00	21.33	21.67	22.01	22.35
<b>1.49</b> (11.5 %)	21.33	21.47	21.61	21.77	21.93	22.11	22.29	<b>1.49</b> (11.5 %)	20.73	21.07	21.42	21.77	22.12	22.46	22.81
<b>1.44</b> (11.2 %)	21.75	21.90	22.06	<b>22.23</b>	22.41	22.60	22.80	<b>1.44</b> (11.2 %)	21.16	21.51	21.87	<b>22.23</b>	22.58	22.94	23.30
<b>1.39</b> (11.0 %)	22.19	22.36	22.53	22.71	22.91	23.12	23.34	<b>1.39</b> (11.0 %)	21.61	21.98	22.35	22.71	23.08	23.45	23.82
<b>1.34</b> (10.7 %)	22.66	22.84	23.03	23.23	23.44	23.67	23.91	<b>1.34</b> (10.7 %)	22.09	22.47	22.85	23.23	23.61	23.99	24.36
<b>1.24</b> (10.2 %)	23.68	23.90	24.12	24.36	24.62	24.89	25.19	<b>1.24</b> (10.2 %)	23.16	23.56	23.96	24.36	24.77	25.17	25.57

▪ In the DCF model, a moderate continuation of the constant growth of the past years is anticipated.

▪ A margin improvement due to effects of scale is not assumed.

▪ The long-term margin is already at a high level

▪

**Free Cash Flow Value Potential**

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived by discounting the "FCF potential" of a given year with the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

in EUR m	2008	2009	2010	2011	2012e	2013e	2014e	
Net Income before minorities	3.5	4.0	4.8	5.7	5.9	6.2	6.6	
+ Depreciation + Amortisation	0.4	0.4	0.5	0.5	0.4	0.5	0.5	
- Net Interest Income	0.1	0.3	0.1	1.1	0.9	0.9	0.9	
- Maintenance Capex	0.4	0.4	0.4	0.4	0.4	0.4	0.4	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
<b>= Free Cash Flow Potential</b>	<b>3.5</b>	<b>3.7</b>	<b>4.7</b>	<b>4.6</b>	<b>5.0</b>	<b>5.3</b>	<b>5.7</b>	
Free Cash Flow Yield Potential	18.7 %	16.8 %	11.6 %	10.4 %	8.5 %	9.5 %	10.9 %	
WACC	11.20 %	11.20 %	11.20 %	11.20 %	11.20 %	11.20 %	11.20 %	
<b>= Enterprise Value (EV)</b>	<b>18.6</b>	<b>21.9</b>	<b>40.5</b>	<b>44.7</b>	<b>59.2</b>	<b>56.0</b>	<b>52.7</b>	
<b>= Fair Enterprise Value</b>	<b>31.0</b>	<b>32.7</b>	<b>42.0</b>	<b>41.3</b>	<b>44.7</b>	<b>47.3</b>	<b>51.1</b>	
- Net Debt (Cash)	-24.3	-24.3	-24.3	-24.3	-26.0	-29.2	-32.5	
- Pension Liabilities	1.7	1.7	1.7	1.7	1.7	1.7	1.7	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
<b>= Fair Market Capitalisation</b>	<b>53.6</b>	<b>55.3</b>	<b>64.5</b>	<b>63.9</b>	<b>69.1</b>	<b>74.8</b>	<b>81.9</b>	
No. of shares (total) (m)	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
<b>= Fair value per share (EUR)</b>	<b>13.48</b>	<b>13.90</b>	<b>16.23</b>	<b>16.07</b>	<b>17.37</b>	<b>18.81</b>	<b>20.60</b>	
premium (-) / discount (+) in %					-17.3 %	-10.4 %	-1.9 %	
<b>Sensitivity Fair value per Share (EUR)</b>								
	14.20 %	11.83	12.17	14.00	13.88	14.99	16.29	17.89
	13.20 %	12.29	12.66	14.63	14.50	15.67	17.00	18.65
	12.20 %	12.84	13.23	15.36	15.22	16.45	17.83	19.55
WACC	<b>11.20 %</b>	<b>13.48</b>	<b>13.90</b>	<b>16.23</b>	<b>16.07</b>	<b>17.37</b>	<b>18.81</b>	<b>20.60</b>
	10.20 %	14.24	14.71	17.26	17.09	18.47	19.97	21.86
	9.20 %	15.17	15.69	18.52	18.33	19.82	21.39	23.40
	8.20 %	16.33	16.91	20.09	19.87	21.49	23.16	25.30

- The FCF-Value is at a similar level to the share price potential as indicated by the DCF-Value.
- Due to the higher procedure accuracy, in this case especially, the DCF-Value will be addressed.

Valuation	2008	2009	2010	2011	2012e	2013e	2014e
Price / Book	2.5 x	2.7 x	3.4 x	3.2 x	3.4 x	3.0 x	2.6 x
Book value per share ex intangibles	3.09	3.69	4.40	5.26	6.18	7.03	7.95
EV / Sales	0.7 x	0.8 x	1.4 x	1.4 x	1.8 x	1.6 x	1.4 x
EV / EBITDA	3.4 x	3.7 x	5.6 x	5.7 x	7.2 x	6.5 x	5.7 x
EV / EBIT	3.7 x	4.0 x	5.9 x	6.1 x	7.6 x	6.8 x	6.0 x
EV / EBIT adj.*	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
P / FCF	15.3 x	5.6 x	18.0 x	14.5 x	18.3 x	13.6 x	12.9 x
P / E	8.9 x	9.9 x	12.4 x	11.8 x	14.1 x	13.5 x	12.7 x
P / E adj.*	8.9 x	9.9 x	12.4 x	11.8 x	14.1 x	13.5 x	12.7 x
Dividend Yield	5.6 %	5.0 %	4.0 %	4.2 %	3.6 %	3.7 %	4.0 %
Free Cash Flow Yield Potential	18.7 %	16.8 %	11.6 %	10.4 %	8.5 %	9.5 %	10.9 %

\*Adjustments made for: -

**Consolidated profit and loss**

In EUR m	2008	2009	2010	2011	2012e	2013e	2014e
<b>Sales</b>	<b>26.9</b>	<b>29.1</b>	<b>29.3</b>	<b>31.6</b>	<b>33.0</b>	<b>34.7</b>	<b>36.4</b>
Change Sales yoy	10.3 %	8.0 %	0.8 %	7.7 %	4.5 %	5.0 %	5.0 %
COGS	8.9	9.7	9.4	9.3	10.1	10.6	10.9
<b>Gross profit</b>	<b>18.1</b>	<b>19.4</b>	<b>20.0</b>	<b>22.2</b>	<b>22.9</b>	<b>24.1</b>	<b>25.5</b>
<i>Gross margin</i>	<i>67.1 %</i>	<i>66.7 %</i>	<i>68.1 %</i>	<i>70.4 %</i>	<i>69.5 %</i>	<i>69.5 %</i>	<i>70.0 %</i>
Research and development	5.1	5.6	6.0	6.7	6.9	7.3	7.6
Sales and marketing	5.6	5.8	4.8	5.5	5.7	6.0	6.3
Administration expenses	2.7	2.5	2.5	2.7	2.9	3.0	3.2
Other operating expenses	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Other operating income	0.3	0.0	0.2	0.1	0.3	0.3	0.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>5.4</b>	<b>5.9</b>	<b>7.3</b>	<b>7.8</b>	<b>8.2</b>	<b>8.6</b>	<b>9.2</b>
<i>Margin</i>	<i>20.1 %</i>	<i>20.3 %</i>	<i>24.9 %</i>	<i>24.7 %</i>	<i>24.9 %</i>	<i>24.9 %</i>	<i>25.4 %</i>
Depreciation of fixed assets	0.3	0.3	0.4	0.4	0.4	0.4	0.4
<b>EBITA</b>	<b>5.1</b>	<b>5.6</b>	<b>6.9</b>	<b>7.4</b>	<b>7.9</b>	<b>8.3</b>	<b>8.8</b>
Amortisation of intangible fixed assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Goodwill amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>5.0</b>	<b>5.5</b>	<b>6.8</b>	<b>7.3</b>	<b>7.8</b>	<b>8.2</b>	<b>8.8</b>
<i>Margin</i>	<i>18.7 %</i>	<i>19.0 %</i>	<i>23.3 %</i>	<i>23.1 %</i>	<i>23.6 %</i>	<i>23.6 %</i>	<i>24.1 %</i>
<b>EBIT adj.</b>	<b>5.0</b>	<b>5.5</b>	<b>6.8</b>	<b>7.3</b>	<b>7.8</b>	<b>8.2</b>	<b>8.8</b>
Interest income	0.6	0.4	0.2	2.1	1.0	1.0	1.0
Interest expenses	0.5	0.0	0.1	1.0	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>5.1</b>	<b>5.9</b>	<b>7.0</b>	<b>8.4</b>	<b>8.7</b>	<b>9.1</b>	<b>9.7</b>
<i>Margin</i>	<i>19.0 %</i>	<i>20.1 %</i>	<i>23.7 %</i>	<i>26.6 %</i>	<i>26.3 %</i>	<i>26.2 %</i>	<i>26.6 %</i>
Total taxes	1.6	1.9	2.2	2.7	2.8	2.9	3.1
<b>Net income from continuing operations</b>	<b>3.5</b>	<b>4.0</b>	<b>4.8</b>	<b>5.7</b>	<b>5.9</b>	<b>6.2</b>	<b>6.6</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>3.5</b>	<b>4.0</b>	<b>4.8</b>	<b>5.7</b>	<b>5.9</b>	<b>6.2</b>	<b>6.6</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>3.5</b>	<b>4.0</b>	<b>4.8</b>	<b>5.7</b>	<b>5.9</b>	<b>6.2</b>	<b>6.6</b>
<i>Margin</i>	<i>13.0 %</i>	<i>13.6 %</i>	<i>16.4 %</i>	<i>18.0 %</i>	<i>17.9 %</i>	<i>17.8 %</i>	<i>18.1 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>0.88</b>	<b>1.00</b>	<b>1.21</b>	<b>1.43</b>	<b>1.49</b>	<b>1.55</b>	<b>1.65</b>
EPS adj.	0.88	1.00	1.21	1.43	1.49	1.55	1.65

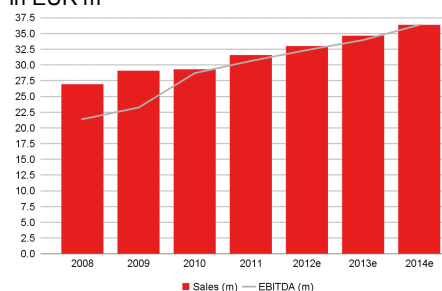
\*Adjustments made for:

**Guidance: Positive revenue and earnings development, EBIT margin secure over 20%**

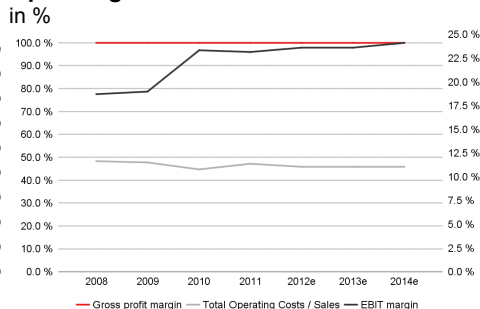
**Financial Ratios**

	2008	2009	2010	2011	2012e	2013e	2014e
Total Operating Costs / Sales	48.4 %	47.7 %	44.8 %	47.3 %	45.9 %	45.9 %	45.9 %
Operating Leverage	3.4 x	1.2 x	30.6 x	0.9 x	1.5 x	1.0 x	1.4 x
EBITDA / Interest expenses	10.0 x	178.9 x	81.0 x	8.0 x	82.2 x	86.4 x	92.5 x
Tax rate (EBT)	31.4 %	32.3 %	31.0 %	32.5 %	32.0 %	32.0 %	32.0 %
Dividend Payout Ratio	50.0 %	49.9 %	49.6 %	49.7 %	50.4 %	50.2 %	50.2 %
Sales per Employee	125,902	128,137	120,634	121,911	121,346	121,346	121,346

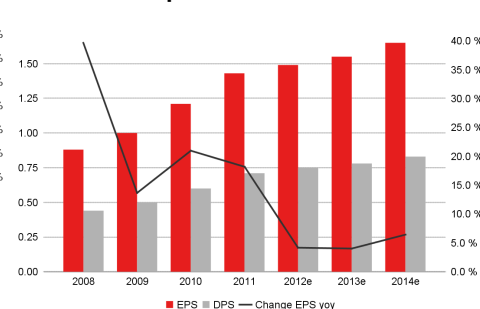
**Sales, EBITDA**  
in EUR m



**Operating Performance**  
in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

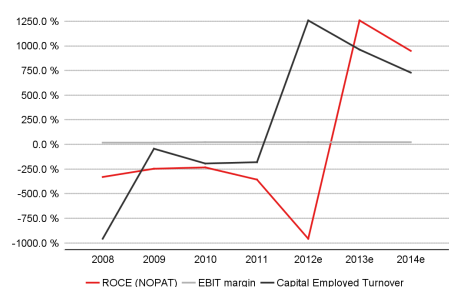
**Consolidated balance sheet**

In EUR m	2008	2009	2010	2011	2012e	2013e	2014e
<b>Assets</b>							
Goodwill and other intangible assets	0.1	0.1	0.1	0.2	0.1	0.0	0.0
thereof other intangible assets	0.1	0.1	0.1	0.2	0.1	0.0	0.0
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.6	0.8	2.8	2.9	3.0	3.0	3.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>0.7</b>	<b>0.9</b>	<b>2.9</b>	<b>3.1</b>	<b>3.1</b>	<b>3.0</b>	<b>3.0</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	3.5	4.3	3.1	2.6	4.0	4.2	4.4
Liquid assets	14.0	19.3	20.7	24.3	26.0	29.2	32.5
Other short-term assets	1.3	1.2	1.1	1.3	2.0	2.2	2.4
<b>Current assets</b>	<b>18.7</b>	<b>24.8</b>	<b>24.8</b>	<b>28.3</b>	<b>32.0</b>	<b>35.6</b>	<b>39.3</b>
<b>Total Assets</b>	<b>19.4</b>	<b>25.7</b>	<b>27.8</b>	<b>31.4</b>	<b>35.1</b>	<b>38.6</b>	<b>42.3</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	-0.2	-0.3	-0.4	-0.4	-0.4	-0.4	-0.4
Retained earnings	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other equity components	8.7	11.0	13.9	17.5	21.1	24.4	27.9
Shareholder's equity	12.5	14.7	17.6	21.1	24.7	28.0	31.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>12.5</b>	<b>14.7</b>	<b>17.6</b>	<b>21.1</b>	<b>24.7</b>	<b>28.0</b>	<b>31.6</b>
Provisions	4.5	5.7	2.8	2.8	2.9	3.0	3.1
thereof provisions for pensions and similar obligations	1.2	1.9	1.7	1.7	1.7	1.7	1.7
Financial liabilities (total)	0.0	0.0	0.1	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	0.2	0.7	0.8	0.8	0.8	0.9	0.9
Other liabilities	2.2	4.6	6.6	6.6	6.6	6.6	6.6
<b>Liabilities</b>	<b>7.0</b>	<b>11.0</b>	<b>10.3</b>	<b>10.3</b>	<b>10.4</b>	<b>10.6</b>	<b>10.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>19.4</b>	<b>25.7</b>	<b>27.8</b>	<b>31.4</b>	<b>35.1</b>	<b>38.6</b>	<b>42.3</b>

**Financial Ratios**

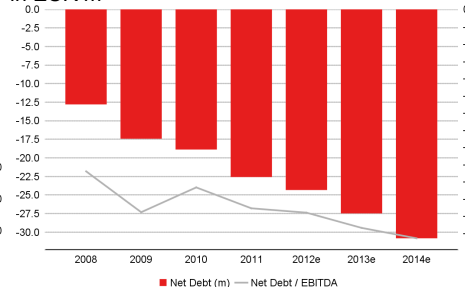
	2008	2009	2010	2011	2012e	2013e	2014e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	7.1 x	6.6 x	5.8 x	6.6 x	5.3 x	5.5 x	5.6 x
Capital Employed Turnover	-81.4 x	-10.7 x	-22.5 x	-21.4 x	89.9 x	67.1 x	48.9 x
ROA	505.8 %	437.3 %	162.7 %	181.5 %	190.9 %	202.8 %	221.3 %
<b>Return on Capital</b>							
ROCE (NOPAT)	-332.2 %	-245.8 %	-234.8 %	-354.9 %	-957.7 %	1259.9 %	947.2 %
ROE	30.6 %	29.2 %	29.7 %	29.3 %	25.8 %	23.5 %	22.1 %
Adj. ROE	30.6 %	29.2 %	29.7 %	29.3 %	25.8 %	23.5 %	22.1 %
<b>Balance sheet quality</b>							
Net Debt	-12.8	-17.4	-18.9	-22.6	-24.3	-27.5	-30.8
Net Financial Debt	-14.0	-19.3	-20.6	-24.3	-26.0	-29.2	-32.5
Net Gearing	-102.7 %	-118.4 %	-107.4 %	-107.0 %	-98.5 %	-98.2 %	-97.6 %
Net Fin. Debt / EBITDA	-257.4 %	-327.0 %	-282.9 %	-311.7 %	-316.7 %	-338.1 %	-351.9 %
Book Value / Share	3.1	3.7	4.4	5.3	6.2	7.0	7.9
Book value per share ex intangibles	3.1	3.7	4.4	5.3	6.2	7.0	7.9

**ROCE Development**



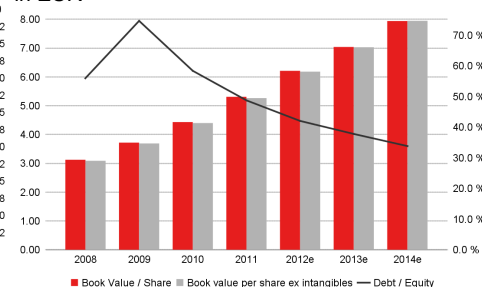
Source: Warburg Research

**Net debt in EUR m**



Source: Warburg Research

**Book Value per Share in EUR**



Source: Warburg Research

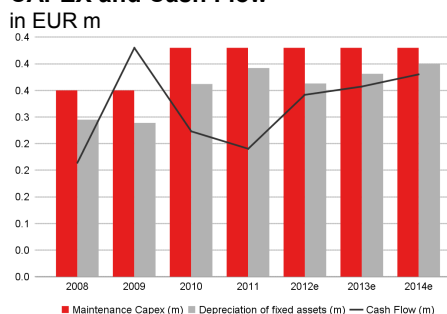
**Consolidated cash flow statement**

In EUR m	2008	2009	2010	2011	2012e	2013e	2014e
Net income	3.5	4.0	4.8	5.7	5.9	6.2	6.6
Depreciation of fixed assets	0.3	0.3	0.4	0.4	0.4	0.4	0.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Increase/decrease in long-term provisions	0.0	0.7	-0.1	0.0	0.0	0.0	0.0
Other non-cash income and expenses	0.1	2.9	0.0	-1.7	0.0	0.0	0.0
<b>Cash Flow</b>	<b>4.0</b>	<b>8.0</b>	<b>5.1</b>	<b>4.5</b>	<b>6.3</b>	<b>6.6</b>	<b>7.1</b>
Increase / decrease in inventory	-0.6	0.1	0.1	-0.1	0.0	0.0	0.0
Increase / decrease in accounts receivable	-0.6	-0.8	1.2	0.5	-1.4	-0.2	-0.2
Increase / decrease in accounts payable	-0.2	0.5	0.1	0.0	0.0	0.1	0.0
Increase / decrease in other working capital positions	-0.1	-0.1	-0.7	0.5	0.0	0.0	0.0
Increase / decrease in working capital (total)	-1.5	-0.4	0.7	0.9	-1.4	-0.1	-0.2
<b>Net cash provided by operating activities</b>	<b>2.5</b>	<b>7.6</b>	<b>5.8</b>	<b>5.3</b>	<b>5.0</b>	<b>6.5</b>	<b>6.9</b>
Investments in intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	-0.4	-0.6	-2.5	-0.7	-0.4	-0.4	-0.4
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	-7.9	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by investing activities</b>	<b>-0.4</b>	<b>-0.6</b>	<b>-2.5</b>	<b>-8.5</b>	<b>-0.4</b>	<b>-0.4</b>	<b>-0.4</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-1.2	-1.7	-2.0	-2.4	-2.8	-3.0	-3.1
Purchase of own shares	-0.3	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.1	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</b>	<b>-1.5</b>	<b>-1.7</b>	<b>-1.9</b>	<b>-2.3</b>	<b>-2.8</b>	<b>-3.0</b>	<b>-3.1</b>
Change in liquid funds	0.6	5.3	1.4	-5.6	1.7	3.1	3.4
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash and cash equivalent at end of period</b>	<b>14.0</b>	<b>19.3</b>	<b>20.7</b>	<b>15.1</b>	<b>26.0</b>	<b>29.2</b>	<b>32.5</b>

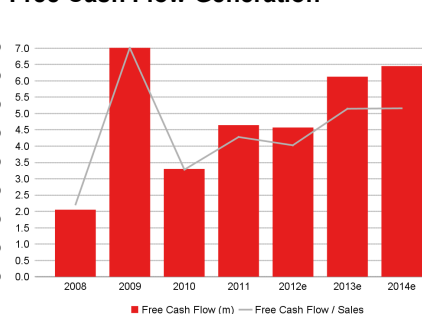
**Financial Ratios**

	2008	2009	2010	2011	2012e	2013e	2014e
<b>Cash Flow</b>							
Free Cash Flow	2.1	7.0	3.3	4.6	4.6	6.1	6.5
Free Cash Flow / Sales	7.6 %	24.1 %	11.3 %	14.7 %	13.9 %	17.7 %	17.7 %
Free Cash Flow Potential	3.5	3.7	4.7	4.6	5.0	5.3	5.7
Free Cash Flow / Sales	7.6 %	24.1 %	11.3 %	14.7 %	13.9 %	17.7 %	17.7 %
Free Cash Flow / Net Profit	58.5 %	176.8 %	68.8 %	81.9 %	77.3 %	99.2 %	98.1 %
Interest Received / Avg. Cash	4.5 %	2.2 %	1.0 %	9.2 %	4.0 %	3.6 %	3.2 %
Interest Paid / Avg. Debt	1816.7 %	137.5 %	191.5 %	2788.6 %	n.a.	n.a.	n.a.
<b>Management of Funds</b>							
Investment ratio	1.7 %	2.1 %	8.5 %	2.1 %	1.2 %	1.2 %	1.1 %
Maint. Capex / Sales	1.3 %	1.2 %	1.5 %	1.4 %	1.3 %	1.2 %	1.2 %
Capex / Dep	117.0 %	156.1 %	553.6 %	138.3 %	93.2 %	88.8 %	84.6 %
Avg. Working Capital / Sales	10.5 %	11.8 %	10.0 %	6.5 %	7.6 %	9.4 %	9.3 %
Trade Debtors / Trade Creditors	1528.8 %	625.0 %	388.8 %	330.6 %	500.0 %	466.7 %	488.9 %
Inventory Turnover	984.4 x	1076.8 x	1039.2 x	1168.3 x	n.a.	n.a.	n.a.
Receivables collection period (days)	47	54	38	30	44	44	44
Payables payment period (days)	9	26	31	31	29	31	30
Cash conversion cycle (Days)	-9	-25	-30	-31	n.a.	n.a.	n.a.

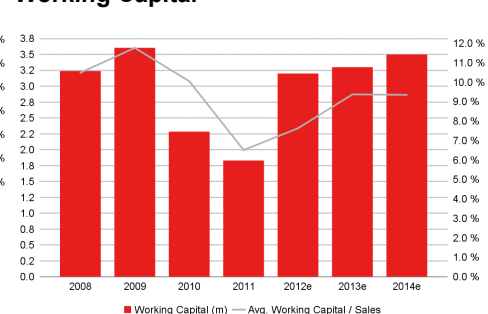
**CAPEX and Cash Flow**



**Free Cash Flow Generation**



**Working Capital**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research



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The valuation underlying the rating of the company analysed in this report is based on generally accepted and widely used methods of fundamental valuation, such as the DCF model, Free Cash Flow Value Potential, peer group comparison and – where applicable – a sum-of-the-parts model.

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**SOURCES**

All data and consensus estimates have been obtained from FactSet except where stated otherwise.

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**Section 34b of the German Securities Trading Act in combination with the FinAnV requires an enterprise preparing a securities analysis to point out possible conflicts of interest with respect to the company that is the subject of the analysis. A conflict of interest is assumed, in particular, when the enterprise preparing the analysis ...**

- 1- ... or companies affiliated with this enterprise **holds 5%** or more of the share capital of the analysed company
- 2- ... or companies affiliated with this enterprise was a member in a **consortium** which acquired the shares of the analysed company within the last twelve months
- 3- ... or companies affiliated with this enterprise **manages** the **securities** of the analysed company on the basis of an existing contract
- 4- ... or companies affiliated with this enterprise over the previous 12 months has been providing **investment banking services** for the analysed company for which a compensation has been or will be paid
- 5- ... effected an **agreement** with the analysed company **for the preparation of the financial analysis**
- 6- ... or companies affiliated with this enterprise **regularly trade** in shares or derivatives of the analysed company
- 7- ... or the analyst responsible for this company has **other important financial interests** in relation to the analysed company such as e.g. the performance of mandates for the analysed company

This report has been made accessible to the company analysed.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
ATOSS	5, 6	<a href="http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005104400.htm">http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005104400.htm</a>

**INVESTMENT RECOMMENDATION**

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 – RESEARCH UNIVERSE BY RATING**

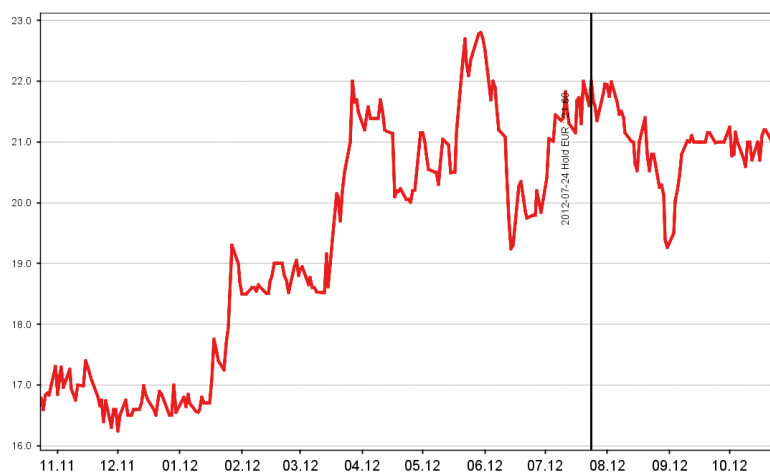
Rating	Number of stocks	% of Universe
Buy	108	57
Hold	69	37
Sell	9	5
Rating suspended	3	2
<b>Total</b>	<b>189</b>	<b>100</b>

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

... Looking only at companies for which a disclosure according to § 34b of the Germany Securities Trading Act and the FinAnV has to be made.

Rating	Number of stocks	% of Universe
Buy	96	60
Hold	53	33
Sell	8	5
Rating suspended	2	1
<b>Total</b>	<b>159</b>	<b>100</b>

**PRICE AND RATING HISTORY ATOSS AS OF 23.10.2012**



The chart has markings if Warburg Research GmbH changed its rating in the last 12 months. Every marking represents the date and closing price on the day of the rating change.

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