

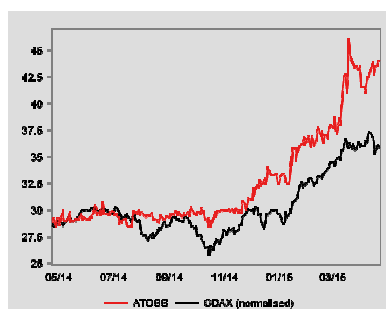
<b>Hold</b> (Buy)  <b>EUR 40.00</b>  Price <b>EUR 44.00</b> <b>Downside -9.1 %</b>	<b>Value Indicators:</b> EUR DCF: 40.38	<b>Share data:</b> Bloomberg: AOF GR Reuters: AOFG ISIN: DE0005104400	<b>Description:</b> ATOSS supplies software and services for the optimisation of workforce management.
	<b>Market Snapshot:</b> EUR m Market cap: 175.0 No. of shares (m): 4.0 EV: 155.6 Freefloat MC: 57.2 Ø Trad. Vol. (30d; EUR): 87.33 th	<b>Shareholders:</b> Freefloat: 32.7 % Founding Family: 56.4 % Mainfirst: 5.1 % Investment TGV Bonn: 5.8 %	<b>Risk Profile (WRe):</b> 2015e Beta: 1.3 Price / Book: 9.2 x Equity Ratio: 56 %

## Ongoing growth

Figures Q1/2015:								Comment on Figures:	
Angaben in Mio. EUR	Q1/15	Q1/15e	Q1/14	yoy	2015e	2014	yoy		
Umsatz	10,7	10,5	9,7	10,4%	44,4	39,7	12,0%	■ On April 4, Atoss Software AG reported preliminary figures for Q1 2015. The figures slightly exceeded expectations.	
EBIT	2,8	2,6	2,5	9,7%	11,0	9,8	12,7%	■ At EPS level, the gold price development boosted earnings. Atoss holds a significant amount of its cash in gold.	
Marge	25,9%	24,8%	26,0%		24,8%	24,7%			
EPS in EUR	0,57	0,51	0,50	n.a.	1,94	1,77	n.a.		

- As the EUR 5.0m **order backlog** at software licenses significantly exceeds the previous year's level (+22%; previous year EUR 4.1m), the company has a good basis for the year 2015. Thanks to the strong 2014 order intake (+45%), Atoss starts the year 2015 with a very high basic utilisation, especially in Consulting.
- Particularly worth highlighting is the role of **indirect sales** (sales via partners) in Q1. Here, a positive development led to a high revenue share. Approximately 30% of software license sales billed in Q1 were settled via indirect sales partners (comparable quarter in the previous year: 24%). Atoss's indirect sales organisation is currently serving 15 partners, approximately half of which contribute significant revenues. Atoss is targeting to expand this sales channel, especially outside of Germany.
- It should also be mentioned that Atoss now additionally offers projects/solutions "from the cloud", providing customers with individual **solutions from the cloud**. This brings advantages in terms of costs and efficiency for the customer as well as for Atoss.

Overall, the reported figures are a solid start to the fiscal year for Atoss. The price target for the share remains at EUR 40 on unchanged forecasts. The share is downgraded to Hold (old: Buy) owing to the clear share price increase in the last months.

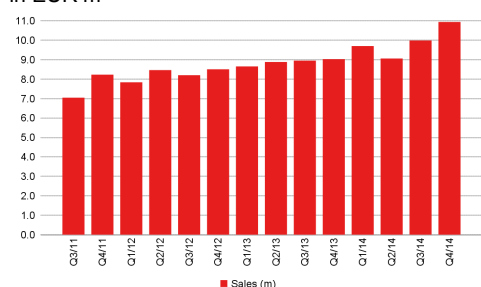


Rel. Performance vs CDAX:	
1 month:	0.2 %
6 months:	18.0 %
Year to date:	14.4 %
Trailing 12 months:	25.7 %

Company events:	
28.04.15	AGM
13.05.15	Q1
14.08.15	Q2
13.11.15	Q3

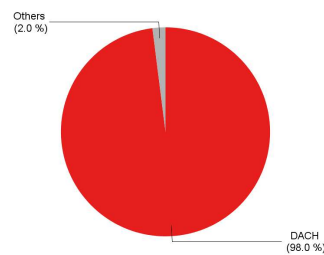
FY End: 31.12. in EUR m	CAGR (14-17e)	2011	2012	2013	2014	2015e	2016e	2017e
<b>Sales</b>	10.3 %	31.6	33.0	35.5	39.7	44.4	48.7	53.3
Change Sales yoy		7.7 %	4.5 %	7.6 %	11.8 %	12.0 %	9.5 %	9.5 %
Gross profit margin		70.4 %	70.8 %	71.0 %	68.8 %	71.0 %	71.0 %	71.0 %
<b>EBITDA</b>	10.7 %	7.8	8.2	9.0	10.3	11.6	12.8	14.0
Margin		24.7 %	24.8 %	25.4 %	26.0 %	26.1 %	26.2 %	26.2 %
<b>EBIT</b>	10.7 %	7.3	7.6	8.4	9.8	11.0	12.1	13.3
Margin		23.1 %	23.1 %	23.7 %	24.7 %	24.8 %	24.9 %	24.9 %
<b>Net income</b>	9.6 %	5.7	5.8	2.9	7.0	7.7	8.5	9.2
<b>EPS</b>	9.4 %	1.43	1.45	0.72	1.77	1.94	2.13	2.32
EPS adj.	9.4 %	1.43	1.45	0.72	1.77	1.94	2.13	2.32
<b>DPS</b>	9.6 %	0.71	3.62	0.72	0.88	0.97	1.07	1.16
Dividend Yield		4.2 %	17.9 %	2.7 %	3.0 %	2.2 %	2.4 %	2.6 %
<b>FCFPS</b>		1.17	0.75	1.02	1.94	1.75	2.05	2.26
<b>EV / Sales</b>		1.4 x	1.7 x	2.7 x	2.6 x	3.5 x	3.1 x	2.7 x
<b>EV / EBITDA</b>		5.7 x	7.0 x	10.5 x	9.9 x	13.4 x	11.9 x	10.5 x
<b>EV / EBIT</b>		6.1 x	7.5 x	11.3 x	10.4 x	14.1 x	12.5 x	11.0 x
<b>P / E</b>		11.8 x	14.0 x	37.3 x	16.8 x	22.7 x	20.7 x	19.0 x
<b>P / E adj.</b>		11.8 x	14.0 x	37.3 x	16.8 x	22.7 x	20.7 x	19.0 x
<b>FCF Yield Potential</b>		10.4 %	8.7 %	7.7 %	6.5 %	4.9 %	5.5 %	6.3 %
<b>Net Debt</b>		-22.6	-23.2	-11.9	-15.9	-19.4	-23.7	-28.4
<b>ROE</b>		29.3 %	25.7 %	16.1 %	52.6 %	45.5 %	39.7 %	35.3 %
<b>ROCE (NOPAT)</b>		-354.9 %	-1024.3 %	2925.4 %	-1267.5 %	-1046.1 %	-3287.9 %	7335.4 %
<b>Guidance:</b>	Continued positive development of the company							

**Sales development**  
in EUR m



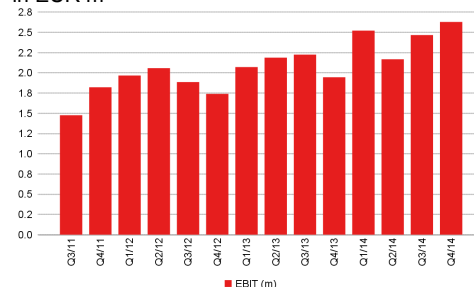
Source: Warburg Research

**Sales by regions**  
2014e; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

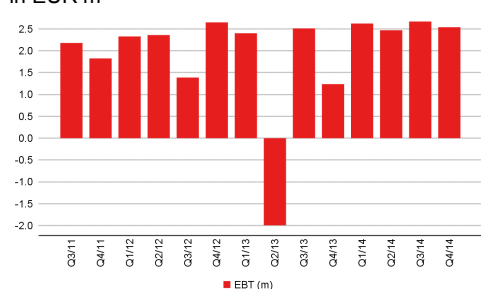
## Company Background

- 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

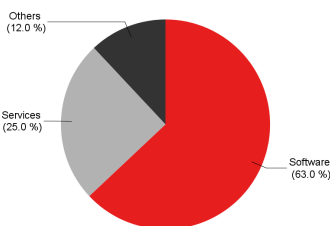
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to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



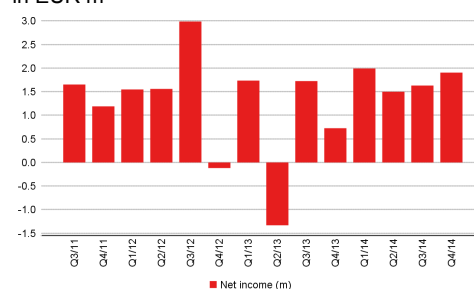
Source: Warburg Research

**Sales by segments**  
2014e; 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
	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	
Sales	44.4	48.7	53.3	57.6	62.2	67.1	71.8	76.9	82.2	86.4	88.9	91.6	94.4	
Sales change	12.0 %	9.5 %	9.5 %	8.0 %	8.0 %	8.0 %	7.0 %	7.0 %	7.0 %	5.0 %	3.0 %	3.0 %	3.0 %	2.5 %
EBIT	11.0	12.1	13.3	15.0	16.2	17.5	19.4	20.8	22.2	23.3	24.0	24.7	25.5	
EBIT-margin	24.8 %	24.9 %	24.9 %	26.0 %	26.0 %	26.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	
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	7.5	8.2	9.0	9.7	10.5	11.3	12.6	13.5	14.4	15.2	15.6	16.1	16.6	
Depreciation	0.6	0.6	0.7	1.2	1.1	1.0	1.1	1.2	1.2	1.3	1.3	1.4	1.4	
in % of Sales	1.3 %	1.3 %	1.3 %	2.0 %	1.7 %	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	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	
Change in Liquidity from														
- Working Capital	0.8	0.4	0.4	0.7	0.5	0.5	0.5	0.5	0.5	0.4	0.3	0.3	0.3	
- Capex	0.5	0.5	0.5	0.9	0.9	1.0	1.1	1.2	1.2	1.3	1.3	1.4	1.4	
Capex in % of Sales	1.2 %	1.1 %	1.0 %	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)	6.8	7.9	8.8	9.5	10.3	11.1	12.3	13.2	14.1	14.8	15.4	15.9	16.4	14
PV of FCF	6.6	7.1	7.1	7.1	7.0	6.8	6.9	6.8	6.6	6.3	6.0	5.6	5.3	63
share of PVs	14.04 %			43.38 %										42.58 %

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)	2.00
Market return	8.00 %	Cyclicality	1.50
Risk free rate	2.50 %	Transparency	1.00
		Others	1.00
<b>WACC</b>	<b>9.65 %</b>	<b>Beta</b>	<b>1.30</b>

Valuation (m)

Present values 2027e	85		
Terminal Value	63		
Financial liabilities	0		
Pension liabilities	4		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	16	No. of shares (m)	4.0
<b>Equity Value</b>	<b>161</b>	<b>Value per share (EUR)</b>	<b>40.38</b>

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	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 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.48	10.7 %	34.79	35.12	35.47	35.84	36.24	36.66	37.11	1.48	10.7 %	33.80	34.48	35.16	35.84	36.52	37.20	37.88
1.39	10.2 %	36.71	37.10	37.52	37.97	38.44	38.95	39.49	1.39	10.2 %	35.79	36.51	37.24	37.97	38.69	39.42	40.14
1.35	9.9 %	37.76	38.19	38.65	39.13	39.66	40.22	40.82	1.35	9.9 %	36.88	37.63	38.38	39.13	39.89	40.64	41.39
1.30	9.7 %	38.87	39.34	39.85	40.38	40.96	41.58	42.25	1.30	9.7 %	38.05	38.83	39.61	40.38	41.16	41.94	42.72
1.25	9.4 %	40.06	40.58	41.13	41.72	42.36	43.05	43.79	1.25	9.4 %	39.30	40.11	40.91	41.72	42.53	43.34	44.14
1.21	9.2 %	41.33	41.90	42.51	43.16	43.87	44.63	45.46	1.21	9.2 %	40.64	41.48	42.32	43.16	44.00	44.84	45.68
1.12	8.7 %	44.14	44.83	45.58	46.38	47.26	48.21	49.26	1.12	8.7 %	43.66	44.57	45.47	46.38	47.29	48.20	49.11

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

■ A margin improvement due to economies of scale is not assumed.

■ The long-term margin remains at a high level

■

Valuation	2011	2012	2013	2014	2015e	2016e	2017e
Price / Book	3.2 x	3.4 x	9.1 x	7.9 x	9.2 x	7.4 x	6.1 x
Book value per share ex intangibles	5.26	5.92	2.93	3.72	4.75	5.96	7.26
EV / Sales	1.4 x	1.7 x	2.7 x	2.6 x	3.5 x	3.1 x	2.7 x
EV / EBITDA	5.7 x	7.0 x	10.5 x	9.9 x	13.4 x	11.9 x	10.5 x
EV / EBIT	6.1 x	7.5 x	11.3 x	10.4 x	14.1 x	12.5 x	11.0 x
EV / EBIT adj.*	6.1 x	7.5 x	11.3 x	10.4 x	14.1 x	12.5 x	11.0 x
P / FCF	14.5 x	26.9 x	26.2 x	15.3 x	25.1 x	21.5 x	19.5 x
P / E	11.8 x	14.0 x	37.3 x	16.8 x	22.7 x	20.7 x	19.0 x
P / E adj.*	11.8 x	14.0 x	37.3 x	16.8 x	22.7 x	20.7 x	19.0 x
Dividend Yield	4.2 %	17.9 %	2.7 %	3.0 %	2.2 %	2.4 %	2.6 %
Free Cash Flow Yield Potential	10.4 %	8.7 %	7.7 %	6.5 %	4.9 %	5.5 %	6.3 %

\*Adjustments made for: -

**Consolidated profit and loss**

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
<b>Sales</b>	<b>31.6</b>	<b>33.0</b>	<b>35.5</b>	<b>39.7</b>	<b>44.4</b>	<b>48.7</b>	<b>53.3</b>
Change Sales yoy	7.7 %	4.5 %	7.6 %	11.8 %	12.0 %	9.5 %	9.5 %
COGS	9.3	9.7	10.3	12.4	12.9	14.1	15.5
<b>Gross profit</b>	<b>22.2</b>	<b>23.4</b>	<b>25.2</b>	<b>27.3</b>	<b>31.6</b>	<b>34.6</b>	<b>37.8</b>
<i>Gross margin</i>	<i>70.4 %</i>	<i>70.8 %</i>	<i>71.0 %</i>	<i>68.8 %</i>	<i>71.0 %</i>	<i>71.0 %</i>	<i>71.0 %</i>
Research and development	6.7	7.1	7.5	8.0	9.8	10.7	11.7
Sales and marketing	5.5	5.7	6.2	6.4	7.8	8.6	9.4
Administration expenses	2.7	2.9	3.1	3.3	3.4	3.7	4.0
Other operating expenses	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Other operating income	0.1	0.0	0.1	0.3	0.4	0.5	0.5
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>7.8</b>	<b>8.2</b>	<b>9.0</b>	<b>10.3</b>	<b>11.6</b>	<b>12.8</b>	<b>14.0</b>
<i>Margin</i>	<i>24.7 %</i>	<i>24.8 %</i>	<i>25.4 %</i>	<i>26.0 %</i>	<i>26.1 %</i>	<i>26.2 %</i>	<i>26.2 %</i>
Depreciation of fixed assets	0.4	0.6	0.4	0.4	0.5	0.5	0.6
<b>EBITA</b>	<b>7.4</b>	<b>7.6</b>	<b>8.6</b>	<b>9.9</b>	<b>11.1</b>	<b>12.2</b>	<b>13.4</b>
Amortisation of intangible fixed assets	0.1	0.0	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>7.3</b>	<b>7.6</b>	<b>8.4</b>	<b>9.8</b>	<b>11.0</b>	<b>12.1</b>	<b>13.3</b>
<i>Margin</i>	<i>23.1 %</i>	<i>23.1 %</i>	<i>23.7 %</i>	<i>24.7 %</i>	<i>24.8 %</i>	<i>24.9 %</i>	<i>24.9 %</i>
<b>EBIT adj.</b>	<b>7.3</b>	<b>7.6</b>	<b>8.4</b>	<b>9.8</b>	<b>11.0</b>	<b>12.1</b>	<b>13.3</b>
Interest income	2.1	1.2	0.4	0.6	0.4	0.4	0.4
Interest expenses	1.0	0.3	4.6	0.1	0.1	0.1	0.1
Other financial income (loss)	0.0	0.0	0.2	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>8.4</b>	<b>8.5</b>	<b>4.2</b>	<b>10.3</b>	<b>11.3</b>	<b>12.4</b>	<b>13.6</b>
<i>Margin</i>	<i>26.6 %</i>	<i>25.8 %</i>	<i>11.7 %</i>	<i>25.9 %</i>	<i>25.5 %</i>	<i>25.5 %</i>	<i>25.5 %</i>
Total taxes	2.7	2.8	1.3	3.3	3.6	4.0	4.3
<b>Net income from continuing operations</b>	<b>5.7</b>	<b>5.8</b>	<b>2.9</b>	<b>7.0</b>	<b>7.7</b>	<b>8.5</b>	<b>9.2</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>5.7</b>	<b>5.8</b>	<b>2.9</b>	<b>7.0</b>	<b>7.7</b>	<b>8.5</b>	<b>9.2</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>5.7</b>	<b>5.8</b>	<b>2.9</b>	<b>7.0</b>	<b>7.7</b>	<b>8.5</b>	<b>9.2</b>
<i>Margin</i>	<i>18.0 %</i>	<i>17.5 %</i>	<i>8.0 %</i>	<i>17.7 %</i>	<i>17.3 %</i>	<i>17.4 %</i>	<i>17.3 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>1.43</b>	<b>1.45</b>	<b>0.72</b>	<b>1.77</b>	<b>1.94</b>	<b>2.13</b>	<b>2.32</b>
EPS adj.	1.43	1.45	0.72	1.77	1.94	2.13	2.32

\*Adjustments made for:

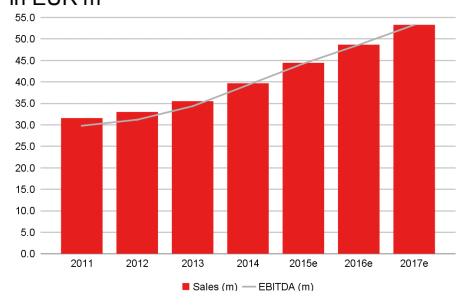
**Guidance: Continued positive development of the company**

**Financial Ratios**

	2011	2012	2013	2014	2015e	2016e	2017e
Total Operating Costs / Sales	47.3 %	47.7 %	47.3 %	44.2 %	46.2 %	46.1 %	46.1 %
Operating Leverage	0.9 x	0.9 x	1.4 x	1.4 x	1.1 x	1.0 x	1.0 x
EBITDA / Interest expenses	8.0 x	27.9 x	2.0 x	105.8 x	116.0 x	127.5 x	139.6 x
Tax rate (EBT)	32.5 %	32.5 %	31.3 %	31.7 %	32.0 %	32.0 %	32.0 %
Dividend Payout Ratio	49.7 %	249.9 %	100.4 %	49.8 %	50.0 %	50.3 %	49.9 %
Sales per Employee	121,911	121,364	127,258	135,460	144,491	150,683	157,141

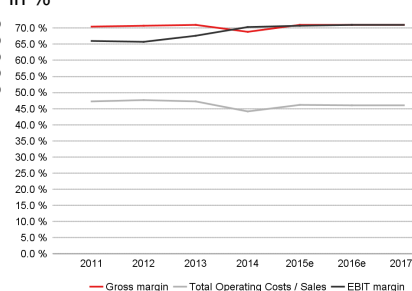
**Sales, EBITDA**

in EUR m

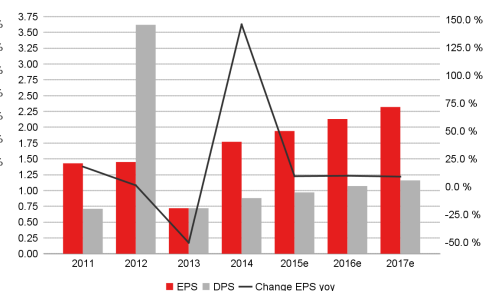


**Operating Performance**

in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

**Consolidated balance sheet**

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
<b>Assets</b>							
Goodwill and other intangible assets	0.2	0.1	0.1	0.1	0.1	0.0	-0.2
thereof other intangible assets	0.2	0.1	0.1	0.1	0.1	0.0	-0.2
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	2.9	2.8	2.7	2.7	2.8	2.8	2.7
Financial assets	0.0	0.6	0.4	0.5	0.5	0.5	0.5
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>3.1</b>	<b>3.5</b>	<b>3.3</b>	<b>3.3</b>	<b>3.3</b>	<b>3.2</b>	<b>3.0</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	2.6	3.2	3.0	3.8	5.4	5.9	6.4
Liquid assets	24.3	24.9	14.5	20.1	23.6	27.9	32.6
Other short-term assets	1.3	1.6	1.8	1.5	1.4	1.6	1.8
<b>Current assets</b>	<b>28.3</b>	<b>29.7</b>	<b>19.4</b>	<b>25.5</b>	<b>30.4</b>	<b>35.4</b>	<b>40.9</b>
<b>Total Assets</b>	<b>31.4</b>	<b>33.2</b>	<b>22.7</b>	<b>28.9</b>	<b>33.7</b>	<b>38.6</b>	<b>43.9</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	-0.4	-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	17.5	20.3	8.4	11.6	15.6	20.3	25.4
Shareholder's equity	21.1	23.7	11.8	14.9	18.9	23.6	28.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>21.1</b>	<b>23.7</b>	<b>11.8</b>	<b>14.9</b>	<b>18.9</b>	<b>23.6</b>	<b>28.7</b>
Provisions	2.8	2.2	2.9	5.6	5.7	5.8	5.9
thereof provisions for pensions and similar obligations	1.7	1.7	2.7	4.2	4.2	4.2	4.2
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	0.8	0.4	0.3	0.3	1.1	1.2	1.3
Other liabilities	6.6	7.0	7.7	8.0	8.0	8.0	8.0
<b>Liabilities</b>	<b>10.3</b>	<b>9.5</b>	<b>10.9</b>	<b>13.9</b>	<b>14.8</b>	<b>15.0</b>	<b>15.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>31.4</b>	<b>33.2</b>	<b>22.7</b>	<b>28.9</b>	<b>33.7</b>	<b>38.6</b>	<b>43.9</b>

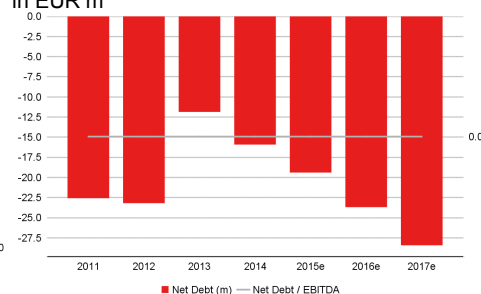
**Financial Ratios**

	2011	2012	2013	2014	2015e	2016e	2017e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	6.6 x	5.8 x	6.5 x	6.3 x	6.3 x	6.5 x	6.8 x
Capital Employed Turnover	-21.4 x	70.4 x	-486.2 x	-40.4 x	-98.2 x	-991.5 x	180.4 x
ROA	181.5 %	165.5 %	87.0 %	210.9 %	234.4 %	264.9 %	304.3 %
<b>Return on Capital</b>							
ROCE (NOPAT)	-354.9 %	-1024.3 %	2925.4 %	-1267.5 %	-1046.1 %	-3287.9 %	7335.4 %
ROE	29.3 %	25.7 %	16.1 %	52.6 %	45.5 %	39.7 %	35.3 %
Adj. ROE	29.3 %	25.7 %	16.1 %	52.6 %	45.5 %	39.7 %	35.3 %
<b>Balance sheet quality</b>							
Net Debt	-22.6	-23.2	-11.9	-15.9	-19.4	-23.7	-28.4
Net Financial Debt	-24.3	-24.9	-14.5	-20.1	-23.6	-27.9	-32.6
Net Gearing	-107.0 %	-98.0 %	-100.6 %	-106.6 %	-102.4 %	-100.2 %	-99.0 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	5.3	6.0	3.0	3.8	4.8	5.9	7.2
Book value per share ex intangibles	5.3	5.9	2.9	3.7	4.8	6.0	7.3

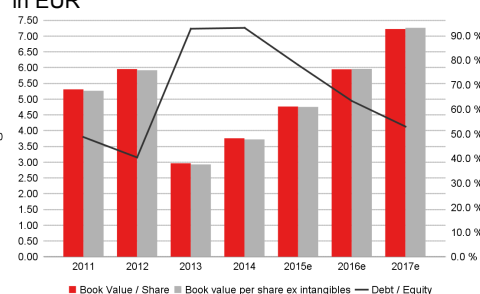
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

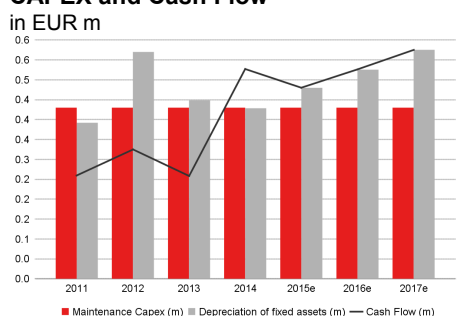
**Consolidated cash flow statement**

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Net income	5.7	5.8	2.9	7.0	7.7	8.5	9.2
Depreciation of fixed assets	0.4	0.6	0.4	0.4	0.5	0.5	0.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.0	0.1	0.1	0.1	0.1	0.1
Increase/decrease in long-term provisions	0.0	0.0	1.0	1.5	0.0	0.0	0.0
Other non-cash income and expenses	-1.7	-0.7	0.0	0.0	0.0	0.0	0.0
<b>Cash Flow</b>	<b>4.5</b>	<b>5.6</b>	<b>4.4</b>	<b>9.1</b>	<b>8.3</b>	<b>9.1</b>	<b>9.9</b>
Increase / decrease in inventory	-0.1	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in accounts receivable	0.5	-0.6	0.2	-0.8	-1.6	-0.5	-0.5
Increase / decrease in accounts payable	0.0	-0.4	0.0	0.0	0.8	0.1	0.1
Increase / decrease in other working capital positions	0.5	-1.2	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	0.9	-2.3	0.2	-0.8	-0.8	-0.4	-0.4
<b>Net cash provided by operating activities</b>	<b>5.3</b>	<b>3.4</b>	<b>4.6</b>	<b>8.3</b>	<b>7.5</b>	<b>8.7</b>	<b>9.5</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	-0.7	-0.4	-0.5	-0.5	-0.5	-0.5	-0.5
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-7.9	-6.4	0.0	0.0	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>-8.5</b>	<b>-6.8</b>	<b>-0.5</b>	<b>-0.5</b>	<b>-0.5</b>	<b>-0.5</b>	<b>-0.5</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-2.4	-2.8	-14.4	-2.9	-3.5	-3.9	-4.3
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	0.0	0.0	0.0	0.0
<b>Net cash provided by financing activities</b>	<b>-2.3</b>	<b>-2.8</b>	<b>-14.4</b>	<b>-2.9</b>	<b>-3.5</b>	<b>-3.9</b>	<b>-4.3</b>
Change in liquid funds	-5.6	-6.3	-10.3	4.9	3.5	4.3	4.7
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>15.1</b>	<b>18.0</b>	<b>14.5</b>	<b>19.4</b>	<b>23.6</b>	<b>27.9</b>	<b>32.6</b>

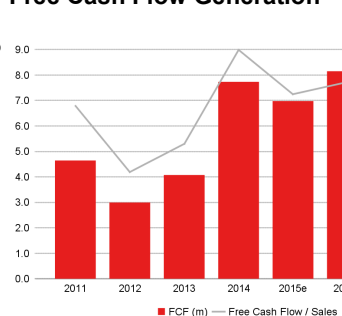
**Financial Ratios**

	2011	2012	2013	2014	2015e	2016e	2017e
<b>Cash Flow</b>							
FCF	4.6	3.0	4.1	7.7	7.0	8.1	9.0
Free Cash Flow / Sales	14.7 %	9.1 %	11.5 %	19.5 %	15.7 %	16.7 %	16.9 %
Free Cash Flow Potential	4.6	5.0	7.3	6.6	7.5	8.3	9.2
Free Cash Flow / Net Profit	81.9 %	52.0 %	142.8 %	110.1 %	90.5 %	96.4 %	97.4 %
Interest Received / Avg. Cash	9.2 %	4.9 %	2.2 %	3.5 %	1.8 %	1.6 %	1.3 %
Interest Paid / Avg. Debt	2788.6 %	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Management of Funds</b>							
Investment ratio	2.1 %	1.1 %	1.5 %	1.3 %	1.2 %	1.1 %	1.0 %
Maint. Capex / Sales	1.4 %	1.3 %	1.2 %	1.1 %	1.0 %	0.9 %	0.8 %
Capex / Dep	138.3 %	63.2 %	94.3 %	101.5 %	92.6 %	84.5 %	77.2 %
Avg. Working Capital / Sales	6.5 %	7.1 %	7.9 %	7.9 %	8.8 %	9.2 %	9.2 %
Trade Debtors / Trade Creditors	330.6 %	910.1 %	926.6 %	1199.2 %	490.9 %	491.7 %	492.3 %
Inventory Turnover	1168.3 x	1206.6 x	1286.3 x	1802.9 x	n.a.	n.a.	n.a.
Receivables collection period (days)	30	36	31	35	44	44	44
Payables payment period (days)	31	13	12	9	31	31	31
Cash conversion cycle (Days)	-31	-13	-11	-9	n.a.	n.a.	n.a.

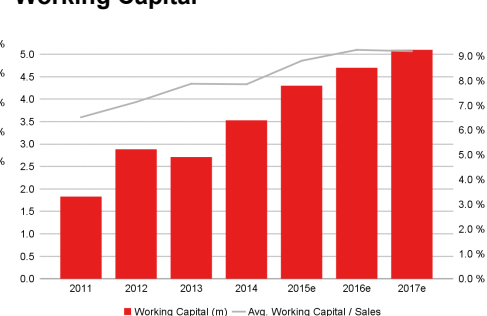
**CAPEX and Cash Flow**



**Free Cash Flow Generation**



**Working Capital**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

**LEGAL DISCLAIMER**

This research report was prepared by the Warburg Research GmbH, a subsidiary of the M.M.Warburg & CO (AG & Co.) KGaA and is passed on by the M.M.Warburg & CO (AG & Co.) KGaA. It contains selected information and does not purport to be complete. The report is based on publicly available information and data ("the information") believed to be accurate and complete. Warburg Research GmbH neither does examine the information to be accurate and complete, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO (AG & Co.) KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO (AG & Co.) KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these analyses concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this research report, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this document. Provided a research report is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH is limited to typical, expectable damages. This research report does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO (AG & Co.) KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this report are subject to change without notice. All rights reserved.

**COPYRIGHT NOTICE**

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

**DISCLOSURE ACCORDING TO §34B (1) OF THE GERMAN SECURITIES TRADING ACT (WHPG) AND THE ORDINANCE ON THE ANALYSIS OF FINANCIAL INSTRUMENTS (FINANV)**

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Potential, Peer Group Comparison or Sum of the Parts Model. The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

In accordance with § 5 (4) of the Ordinance on the Analysis of Financial Instruments (FinAnV) Warburg Research GmbH has implemented additional internal and organisational arrangements to prevent or to deal with conflicts of interest. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO (AG & Co.) KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO (AG & Co.) KGaA or of any company within the Warburg Group.

All prices of financial instruments given in this financial analysis are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin.

**SOURCES**

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



**Reference in accordance with section 34b of the German Securities Trading Act (WpHG) and the Ordinance on the Analysis of Financial Instruments (FinAnV) regarding possible conflicts of interest with the analysed company:**

- 1- The company preparing the analysis or any of its affiliated companies hold over **5% of shares** in the analysed company's equity capital.
- 2- Within the last twelve months, the company preparing the analysis or any of its affiliated companies have participated in the management of a **consortium** for the public offering of financial securities, which are (or the issuer of which) is the subject of the analysis.
- 3- The company preparing the analysis or any of its affiliated companies **manage the securities** of the analysed company on the grounds of an existing contract.
- 4- On the grounds of an existing contract, the company preparing the analysis or any of its affiliated companies, have managed **investment banking services** for the analysed company within the last twelve months, out of which a service or the promise of a has service emerged.
- 5- The company preparing the analysis and the analysed company came to an **agreement regarding the preparation of the financial analysis**.
- 6- The company preparing the analysis or any of its affiliated companies **regularly trade** in shares or derivatives of the analysed company.
- 7- The company preparing the analysis as well as its affiliated companies and employees have **other important interests** in relation to the analysed company, such as, for example, the exercising of mandates at analysed companies.

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	<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**

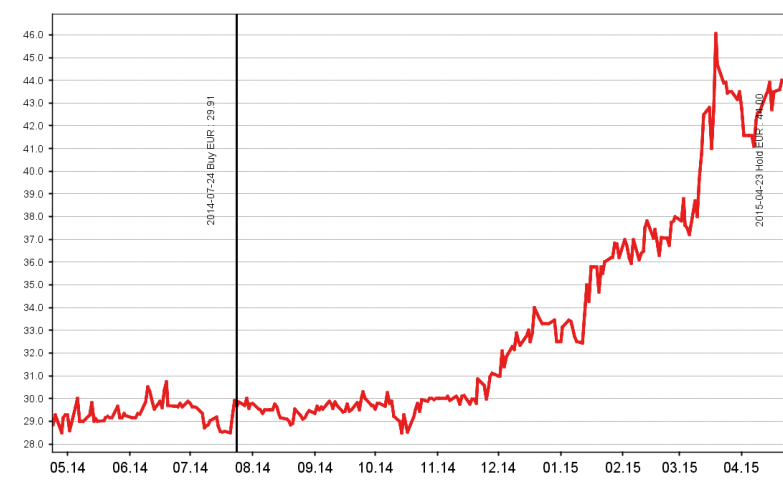
Rating	Number of stocks	% of Universe
Buy	101	55
Hold	69	38
Sell	9	5
Rating suspended	4	2
<b>Total</b>	<b>183</b>	<b>100</b>

**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	85	60
Hold	49	35
Sell	5	4
Rating suspended	3	2
<b>Total</b>	<b>142</b>	<b>100</b>

**PRICE AND RATING HISTORY ATOSS AS OF 23.04.2015**



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.

**EQUITIES**

**Roland Rapelius** +49 40 3282-2673  
Head of Equities rrapelius@mmwarburg.com

**RESEARCH**

**Henner Rüschemeyer** +49 40 309537-270  
Head of Research hrueschmeier@warburg-research.com

**Lucas Boventer** +49 40 309537-290  
Others lboventer@warburg-research.com

**Christian Cohrs** +49 40 309537-175  
Engineering, Logistics ccohrs@warburg-research.com

**Felix Ellmann** +49 40 309537-120  
Software, IT fellmann@warburg-research.com

**Jörg Philipp Frey** +49 40 309537-258  
Retail, Consumer Goods jfrey@warburg-research.com

**Harald Hof** +49 40 309537-125  
Medtech hhof@warburg-research.com

**Ulrich Huwald** +49 40 309537-255  
Health Care, Pharma uhuwald@warburg-research.com

**Thilo Kleibauer** +49 40 309537-257  
Retail, Consumer Goods tkleibauer@warburg-research.com

**Eggert Kuls** +49 40 309537-256  
Engineering ekuls@warburg-research.com

**Frank Laser** +49 40 309537-235  
Construction, Industrials flaser@warburg-research.com

**Andreas Pläsier** +49 40 309537-246  
Banks, Financial Services aplasier@warburg-research.com

**Malte Räther** +49 40 309537-185  
Technology, Telco, Internet mraether@warburg-research.com

**Jochen Reichert** +49 40 309537-130  
Telco, Internet, Media jreichert@warburg-research.com

**Christopher Rodler** +49 40 309537-290  
Utilities crodler@warburg-research.com

**Arash Roshan Zamir** +49 40 309537-155  
Engineering, Logistics aroshanzamir@warburg-research.com

**Malte Schaumann** +49 40 309537-170  
Technology mschaumann@warburg-research.com

**Oliver Schwarz** +49 40 309537-250  
Chemicals, Agriculture oschwarz@warburg-research.com

**Marc-René Tonn** +49 40 309537-259  
Automobiles, Car Suppliers mtonn@warburg-research.com

**Björn Voss** +49 40 309537-254  
Steel, Car Suppliers bvoss@warburg-research.com

**Andreas Wolf** +49 40 309537-140  
Software, IT awolf@warburg-research.com

**Stephan Wulf** +49 40 309537-150  
Utilities swulf@warburg-research.com

**INSTITUTIONAL EQUITY SALES**

**Holger Nass** +49 40 3282-2669  
Head of Equity Sales, USA hnass@mmwarburg.com

**Klaus Schilling** +49 40 3282-2664  
Dep. Head of Equity Sales, GER kschilling@mmwarburg.com

**Christian Alisch** +49 40 3282-2667  
Scandinavia, Spain calisch@mmwarburg.com

**Tim Beckmann** +49 40 3282-2665  
United Kingdom tbeckmann@mmwarburg.com

**Matthias Fritsch** +49 40 3282-2696  
United Kingdom mfritsch@mmwarburg.com

**Marie-Therese Grübner** +49 40 3282-2630  
France mgruebner@mmwarburg.com

**Ömer Güven** +49 40 3282-2633  
USA, Germany ogueven@mmwarburg.com

**Michael Kriszun** +49 40 3282-2695  
United Kingdom mkriszun@mmwarburg.com

**Marc Niemann** +49 40 3282-2660  
Germany mniemann@mmwarburg.com

**Sanjay Oberoi** +49 69 5050-7410  
United Kingdom soberoi@mmwarburg.com

**Philipp Stumpfegger** +49 40 3282-2635  
Australia, United Kingdom pstumpfegger@mmwarburg.com

**Juliane Willenbruch** +49 40 3282-2694  
Roadshow/Marketing jwillenbruch@mmwarburg.com

**SALES TRADING**

**Oliver Merckel** +49 40 3282-2634  
Head of Sales Trading omerckel@mmwarburg.com

**Thekla Struve** +49 40 3282-2668  
Dep. Head of Sales Trading tstruve@mmwarburg.com

**Gudrun Bolsen** +49 40 3282-2679  
Sales Trading gbolsen@mmwarburg.com

**Michael Ilgenstein** +49 40 3282-2700  
Sales Trading milgenstein@mmwarburg.com

**Bastian Quast** +49 40 3282-2701  
Sales Trading bquast@mmwarburg.com

**Jörg Treptow** +49 40 3262-2658  
Sales Trading jtreptow@mmwarburg.com

**Jan Walter** +49 40 3262-2662  
Sales Trading jwalter@mmwarburg.com

**MACRO RESEARCH**

**Carsten Klude** +49 40 3282-2572  
Macro Research cklude@mmwarburg.com

**Matthias Thiel** +49 40 3282-2401  
Macro Research mthiel@mmwarburg.com

**Dr. Christian Jasperneite** +49 40 3282-2439  
Investment Strategy cjasperneite@mmwarburg.com

**Our research can be found under:**

Warburg Research [research.mmwarburg.com/en/index.html](http://research.mmwarburg.com/en/index.html)  
Bloomberg MMWA GO  
FactSet [www.factset.com](http://www.factset.com)

Thomson [www.thomson.com](http://www.thomson.com)  
Reuters [www.knowledge.reuters.com](http://www.knowledge.reuters.com)  
Capital IQ [www.capitaliq.com](http://www.capitaliq.com)

**For access please contact:**

**Andrea Schaper** +49 40 3282-2632  
Sales Assistance aschaper@mmwarburg.com

**Kerstin Muthig** +49 40 3282-2703  
Sales Assistance kmuthig@mmwarburg.com