

Hold EUR 44.00 (EUR 40.00) Price EUR 46.00 Downside -4.3 %	Value Indicators: EUR DCF: 43.82	Share data: Bloomberg: AOF GR Reuters: AOFG ISIN: DE0005104400	Description: ATOSS supplies software and services for the optimisation of workforce management.
	Market Snapshot: EUR m Market cap: 182.9 No. of shares (m): 4.0 EV: 163.5 Freefloat MC: 59.8 Ø Trad. Vol. (30d; EUR): 90.66 th	Shareholders: Freefloat: 32.7 % Founding Family: 56.4 % Mainfirst: 5.1 % Investment TGV Bonn: 5.8 %	Risk Profile (WRe): 2015e Beta: 1.2 Price / Book: 9.7 x Equity Ratio: 56 %

Strong figures despite sizeable long-term investments

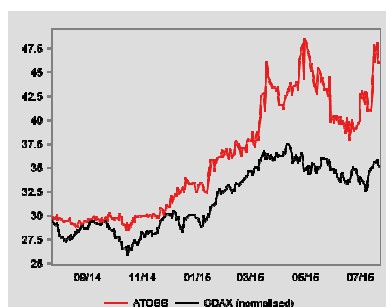
Stated Figures Q2/2015:									Comment on Figures:	
Figures in EUR m	Q2/15	Q2/15e	Q2/14	yoy	6M/15	6M/14	yoy			
Sales	10.9	10.7	9.1	20.8%	21.7	18.8	15.4%		■ On 22.07.15 ATOSS Software AG presented figures for Q2/H1 2015.	
EBIT	2.8	2.7	2.2	30.0%	5.6	4.7	19.1%		■ The figures marked new record levels for revenue and earnings.	
margin	25.8%	25.2%	23.9%		25.8%	25.0%			Revenue of EUR 13m (EUR 11.7m) was generated in the core area Software. This corresponded to 60% of overall revenue. Consulting accounted for 27% of revenues while the rest was made up by Hardware and other revenue.	
EPS in EUR	0.44	0.41	0.38	15.8%	1.00	0.88	13.6%			

Noteworthy in the presented quarterly report is that the company managed to steadily improve margins despite investments in new technologies and regional expansion. The operating result rose considerably, despite greater investment in R&D than in the same quarter last year and an increase in personnel costs in connection with the expansion of Sales and Customer Services. These investments are mainly in technological development (e.g. Webclients, Startup Crewmeister) and in gaining access to new markets, particularly internationalisation towards the Netherlands and Benelux. As well as a general increase in revenues (economies of scale), the prospectively high profitability should be driven by the fact that ATOSS is increasingly making available a considerable part of its Software by means of Hosting/Managed Services, which yields higher margins (the share is not yet specifically declared)

In light of international expansion and the increased share in Hosting solutions, the forecasts are being raised (see below). Additionally the beta is being reduced in the derivation of the price target, based on the very high visibility and the company's forecast consistency (supported, for instance, by revenue recognition of licence revenues according to PoC).

On this basis, we derive a new price target of EUR 44 (40). The share continues to be rated Hold.

Changes in Estimates:							Comment on Changes:	
FY End: 31.12. in EUR m	2015e (old)	+ / -	2016e (old)	+ / -	2017e (old)	+ / -		
Sales	44.4	0.0 %	48.7	0.5 %	53.3	0.9 %		■ For the current year, the forecasts remain unchanged. This is also underpinned by the high order backlog in software licenses, which rose to EUR 5.4m from EUR 4.7m the year before.
EBIT	11.0	0.0 %	12.1	2.8 %	13.3	3.2 %		■ However, the forecasts for the coming years are being increased, based on sustained high investment in technology and market expansion as well as the rising share of Hosting customers, which is typically a higher-margin business.
EPS	1.94	0.0 %	2.13	2.3 %	2.32	3.4 %		
DPS	0.97	0.0 %	1.07	1.9 %	1.16	3.4 %		

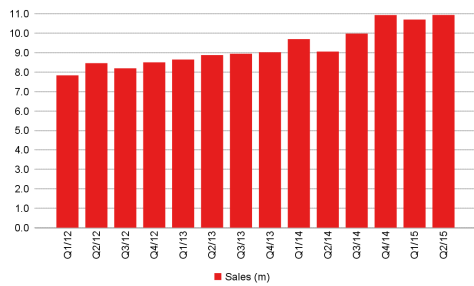


Rel. Performance vs CDAX:	
1 month:	16.8 %
6 months:	19.1 %
Year to date:	23.5 %
Trailing 12 months:	34.8 %

Company events:	
14.08.15	Q2
13.11.15	Q3

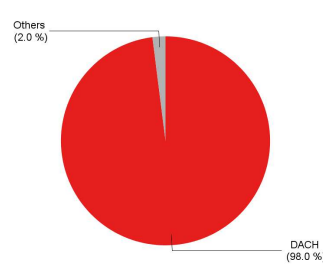
FY End: 31.12. in EUR m	CAGR (14-17e)	2011	2012	2013	2014	2015e	2016e	2017e
Sales	10.7 %	31.6	33.0	35.5	39.7	44.4	48.9	53.8
Change Sales yoy		7.7 %	4.5 %	7.6 %	11.8 %	12.0 %	10.0 %	10.0 %
Gross profit margin		70.4 %	70.8 %	71.0 %	68.8 %	71.0 %	71.0 %	71.0 %
EBITDA	11.8 %	7.8	8.2	9.0	10.3	11.6	13.1	14.4
Margin		24.7 %	24.8 %	25.4 %	26.0 %	26.1 %	26.8 %	26.8 %
EBIT	11.9 %	7.3	7.6	8.4	9.8	11.0	12.5	13.7
Margin		23.1 %	23.1 %	23.7 %	24.7 %	24.8 %	25.5 %	25.5 %
Net income	10.7 %	5.7	5.8	2.9	7.0	7.7	8.7	9.5
EPS	10.7 %	1.43	1.45	0.72	1.77	1.94	2.18	2.40
EPS adj.	10.7 %	1.43	1.45	0.72	1.77	1.94	2.18	2.40
DPS	10.9 %	0.71	3.62	0.72	0.88	0.97	1.09	1.20
Dividend Yield		4.2 %	17.9 %	2.7 %	3.0 %	2.1 %	2.4 %	2.6 %
FCFPS		1.17	0.75	1.02	1.94	1.75	2.11	2.31
FCF / Market cap		6.9 %	3.7 %	3.8 %	6.6 %	3.8 %	4.6 %	5.0 %
EV / Sales		1.4 x	1.7 x	2.7 x	2.6 x	3.7 x	3.3 x	2.9 x
EV / EBITDA		5.7 x	7.0 x	10.5 x	9.9 x	14.1 x	12.1 x	10.7 x
EV / EBIT		6.1 x	7.5 x	11.3 x	10.4 x	14.8 x	12.8 x	11.2 x
P / E		11.8 x	14.0 x	37.3 x	16.8 x	23.7 x	21.1 x	19.2 x
P / E adj.		11.8 x	14.0 x	37.3 x	16.8 x	23.7 x	21.1 x	19.2 x
FCF Yield Potential		10.4 %	8.7 %	7.7 %	6.5 %	4.6 %	5.4 %	6.2 %
Net Debt		-22.6	-23.2	-11.9	-15.9	-19.4	-23.9	-28.8
ROCE (NOPAT)		-354.9 %	-1024.3 %	2925.4 %	-1267.5 %	-1046.1 %	-3360.0 %	7958.7 %
Guidance:	Continued positive development of the company							

Sales development
in EUR m



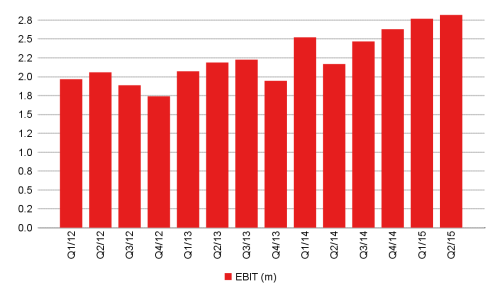
Source: Warburg Research

Sales by regions
2014e; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

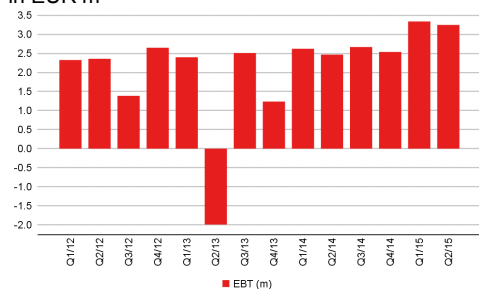
Company Background

- 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

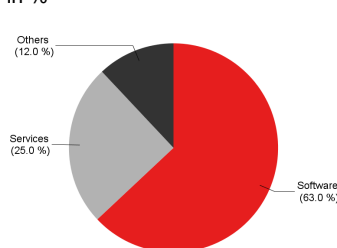
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to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



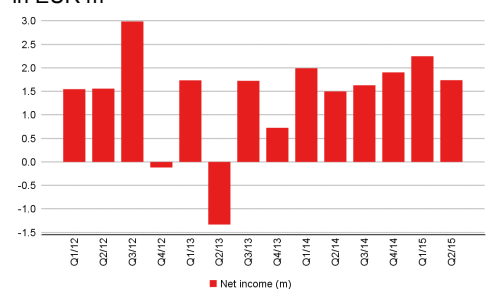
Source: Warburg Research

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	48.9	53.8	58.1	62.7	67.7	72.5	77.6	83.0	87.1	89.8	92.4	95.2	
Sales change	12.0 %	10.0 %	10.0 %	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	12.5	13.7	15.1	16.9	18.3	19.6	20.9	22.4	23.5	24.2	25.0	25.7	
EBIT-margin	24.8 %	25.5 %	25.5 %	26.0 %	27.0 %	27.0 %	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	8.5	9.3	9.8	11.0	11.9	12.7	13.6	14.6	15.3	15.8	16.2	16.7	
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	0.5	0.6	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	8.2	9.0	9.7	10.8	11.6	12.4	13.3	14.2	15.0	15.6	16.0	16.5	14
PV of FCF	6.6	7.3	7.3	7.2	7.4	7.3	7.2	7.0	6.9	6.6	6.3	6.0	5.6	73
share of PVs	13.07 %			41.70 %										45.23 %

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)	1.50
Market return	8.00 %	Cyclicality	1.50
Risk free rate	2.50 %	Transparency	1.00
		Others	1.00
WACC	9.10 %	Beta	1.20

Valuation (m)

Present values 2027e	89		
Terminal Value	73		
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
Equity Value	174	Value per share (EUR)	43.82

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
1.38	10.1 %	37.20	37.60	38.03	38.49	38.97	39.49	40.05	1.38	10.1 %	36.29	37.02	37.75	38.49	39.22	39.95	40.68
1.29	9.6 %	39.42	39.90	40.41	40.96	41.56	42.19	42.88	1.29	9.6 %	38.61	39.39	40.18	40.96	41.75	42.53	43.32
1.25	9.4 %	40.63	41.16	41.73	42.34	42.99	43.70	44.46	1.25	9.4 %	39.89	40.71	41.52	42.34	43.15	43.97	44.78
1.20	9.1 %	41.93	42.52	43.14	43.82	44.54	45.33	46.18	1.20	9.1 %	41.28	42.12	42.97	43.82	44.66	45.51	46.36
1.15	8.9 %	43.33	43.97	44.66	45.41	46.22	47.09	48.05	1.15	8.9 %	42.76	43.65	44.53	45.41	46.29	47.17	48.05
1.11	8.6 %	44.82	45.53	46.30	47.13	48.03	49.01	50.09	1.11	8.6 %	44.37	45.29	46.21	47.13	48.05	48.97	49.88
1.02	8.1 %	48.15	49.03	49.99	51.03	52.17	53.42	54.79	1.02	8.1 %	48.02	49.02	50.02	51.03	52.03	53.04	54.04

■ 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	9.7 x	7.7 x	6.3 x
Book value per share ex intangibles	5.26	5.92	2.93	3.72	4.75	6.01	7.35
EV / Sales	1.4 x	1.7 x	2.7 x	2.6 x	3.7 x	3.3 x	2.9 x
EV / EBITDA	5.7 x	7.0 x	10.5 x	9.9 x	14.1 x	12.1 x	10.7 x
EV / EBIT	6.1 x	7.5 x	11.3 x	10.4 x	14.8 x	12.8 x	11.2 x
EV / EBIT adj.*	6.1 x	7.5 x	11.3 x	10.4 x	14.8 x	12.8 x	11.2 x
P / FCF	14.5 x	26.9 x	26.2 x	15.3 x	26.2 x	21.8 x	19.9 x
P / E	11.8 x	14.0 x	37.3 x	16.8 x	23.7 x	21.1 x	19.2 x
P / E adj.*	11.8 x	14.0 x	37.3 x	16.8 x	23.7 x	21.1 x	19.2 x
Dividend Yield	4.2 %	17.9 %	2.7 %	3.0 %	2.1 %	2.4 %	2.6 %
Free Cash Flow Yield Potential	10.4 %	8.7 %	7.7 %	6.5 %	4.6 %	5.4 %	6.2 %

*Adjustments made for: -

Consolidated profit and loss

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Sales	31.6	33.0	35.5	39.7	44.4	48.9	53.8
Change Sales yoy	7.7 %	4.5 %	7.6 %	11.8 %	12.0 %	10.0 %	10.0 %
COGS	9.3	9.7	10.3	12.4	12.9	14.2	15.6
Gross profit	22.2	23.4	25.2	27.3	31.6	34.7	38.2
<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	10.8	11.8
Sales and marketing	5.5	5.7	6.2	6.4	7.8	8.3	9.1
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
EBITDA	7.8	8.2	9.0	10.3	11.6	13.1	14.4
<i>Margin</i>	<i>24.7 %</i>	<i>24.8 %</i>	<i>25.4 %</i>	<i>26.0 %</i>	<i>26.1 %</i>	<i>26.8 %</i>	<i>26.8 %</i>
Depreciation of fixed assets	0.4	0.6	0.4	0.4	0.5	0.5	0.6
EBITA	7.4	7.6	8.6	9.9	11.1	12.6	13.8
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
EBIT	7.3	7.6	8.4	9.8	11.0	12.5	13.7
<i>Margin</i>	<i>23.1 %</i>	<i>23.1 %</i>	<i>23.7 %</i>	<i>24.7 %</i>	<i>24.8 %</i>	<i>25.5 %</i>	<i>25.5 %</i>
EBIT adj.	7.3	7.6	8.4	9.8	11.0	12.5	13.7
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
EBT	8.4	8.5	4.2	10.3	11.3	12.8	14.0
<i>Margin</i>	<i>26.6 %</i>	<i>25.8 %</i>	<i>11.7 %</i>	<i>25.9 %</i>	<i>25.5 %</i>	<i>26.1 %</i>	<i>26.1 %</i>
Total taxes	2.7	2.8	1.3	3.3	3.6	4.1	4.5
Net income from continuing operations	5.7	5.8	2.9	7.0	7.7	8.7	9.5
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	5.7	5.8	2.9	7.0	7.7	8.7	9.5
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	5.7	5.8	2.9	7.0	7.7	8.7	9.5
<i>Margin</i>	<i>18.0 %</i>	<i>17.5 %</i>	<i>8.0 %</i>	<i>17.7 %</i>	<i>17.3 %</i>	<i>17.8 %</i>	<i>17.7 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
EPS	1.43	1.45	0.72	1.77	1.94	2.18	2.40
EPS adj.	1.43	1.45	0.72	1.77	1.94	2.18	2.40

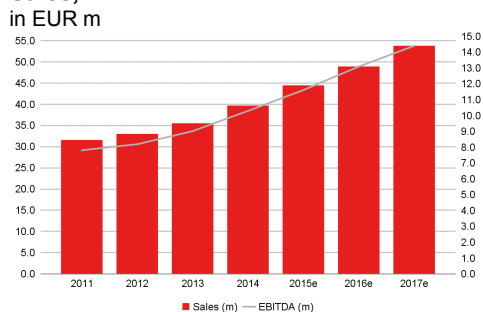
*Adjustments made for:

Guidance: Continued positive development of the company

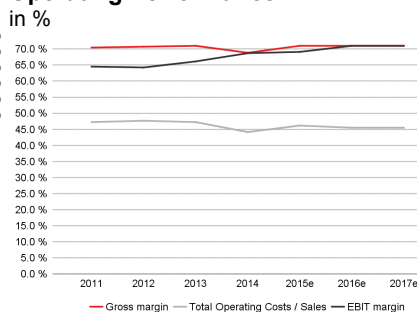
Financial Ratios

	2011	2012	2013	2014	2015e	2016e	2017e
Total Operating Costs / Sales	47.3 %	47.7 %	47.3 %	44.2 %	46.2 %	45.5 %	45.5 %
Operating Leverage	0.9 x	0.9 x	1.4 x	1.4 x	1.1 x	1.3 x	1.0 x
EBITDA / Interest expenses	8.0 x	27.9 x	2.0 x	105.8 x	116.0 x	130.9 x	144.0 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 %	49.9 %	50.1 %
Sales per Employee	121,911	121,364	127,258	135,460	144,491	151,371	158,579

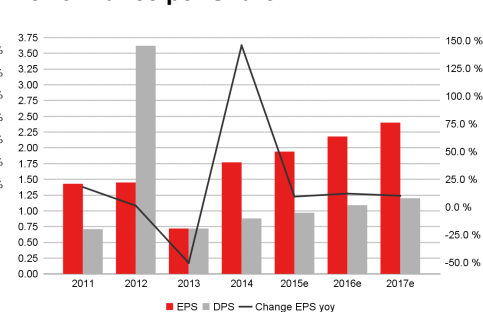
Sales, EBITDA



Operating Performance



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

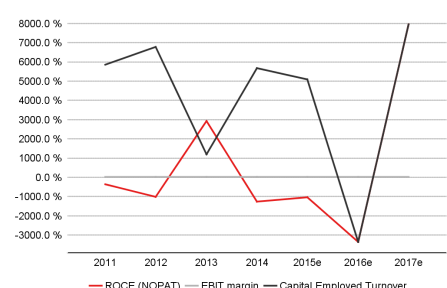
Consolidated balance sheet

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Assets							
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
Fixed assets	3.1	3.5	3.3	3.3	3.3	3.2	3.0
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	6.5
Liquid assets	24.3	24.9	14.5	20.1	23.6	28.1	33.0
Other short-term assets	1.3	1.6	1.8	1.5	1.4	1.6	1.8
Current assets	28.3	29.7	19.4	25.5	30.4	35.7	41.3
Total Assets	31.4	33.2	22.7	28.9	33.7	38.9	44.3
Liabilities and shareholders' equity							
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	20.6	25.8
Shareholders' equity	21.1	23.7	11.8	14.9	18.9	23.9	29.1
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	21.1	23.7	11.8	14.9	18.9	23.9	29.1
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
Liabilities	10.3	9.5	10.9	13.9	14.8	15.0	15.2
Total liabilities and shareholders' equity	31.4	33.2	22.7	28.9	33.7	38.9	44.3

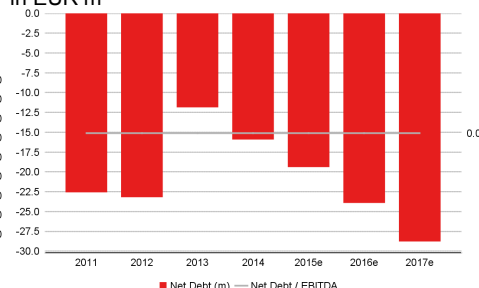
Financial Ratios

	2011	2012	2013	2014	2015e	2016e	2017e
Efficiency of Capital Employment							
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	-941.5 x	187.9 x
ROA	181.5 %	165.5 %	87.0 %	210.9 %	234.4 %	272.3 %	314.8 %
Return on Capital							
ROCE (NOPAT)	-354.9 %	-1024.3 %	2925.4 %	-1267.5 %	-1046.1 %	-3360.0 %	7958.7 %
ROE	29.3 %	25.7 %	16.1 %	52.6 %	45.5 %	40.5 %	36.0 %
Adj. ROE	29.3 %	25.7 %	16.1 %	52.6 %	45.5 %	40.5 %	36.0 %
Balance sheet quality							
Net Debt	-22.6	-23.2	-11.9	-15.9	-19.4	-23.9	-28.8
Net Financial Debt	-24.3	-24.9	-14.5	-20.1	-23.6	-28.1	-33.0
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	6.0	7.3
Book value per share ex intangibles	5.3	5.9	2.9	3.7	4.8	6.0	7.3

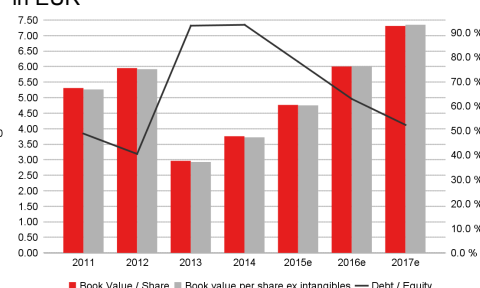
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

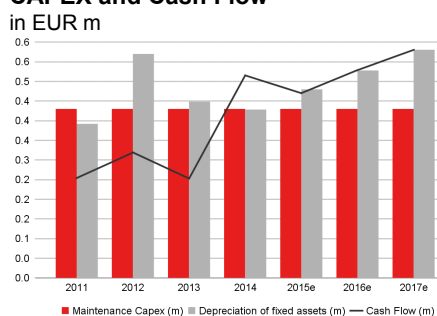
Consolidated cash flow statement

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Net income	5.7	5.8	2.9	7.0	7.7	8.7	9.5
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
Cash Flow	4.5	5.6	4.4	9.1	8.3	9.3	10.2
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	-0.6
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	-0.5
Net cash provided by operating activities	5.3	3.4	4.6	8.3	7.5	8.9	9.7
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
Net cash provided by investing activities	-8.5	-6.8	-0.5	-0.5	-0.5	-0.5	-0.5
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
Net cash provided by financing activities	-2.3	-2.8	-14.4	-2.9	-3.5	-3.9	-4.3
Change in liquid funds	-5.6	-6.3	-10.3	4.9	3.5	4.5	4.9
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	15.1	18.0	14.5	19.4	23.6	28.1	33.0

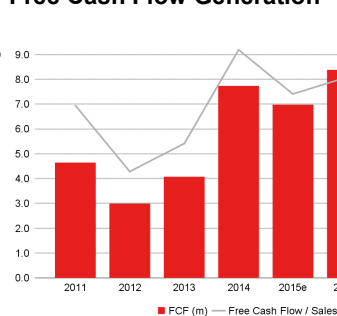
Financial Ratios

	2011	2012	2013	2014	2015e	2016e	2017e
Cash Flow							
FCF	4.6	3.0	4.1	7.7	7.0	8.4	9.2
Free Cash Flow / Sales	14.7 %	9.1 %	11.5 %	19.5 %	15.7 %	17.1 %	17.1 %
Free Cash Flow Potential	4.6	5.0	7.3	6.6	7.5	8.6	9.5
Free Cash Flow / Net Profit	81.9 %	52.0 %	142.8 %	110.1 %	90.5 %	96.5 %	96.5 %
Interest Received / Avg. Cash	9.2 %	4.9 %	2.2 %	3.5 %	1.8 %	1.5 %	1.3 %
Interest Paid / Avg. Debt	2788.6 %	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Management of Funds							
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 %	84.1 %	76.5 %
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 %	500.0 %
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	30
Cash conversion cycle (Days)	-31	-13	-11	-9	n.a.	n.a.	n.a.

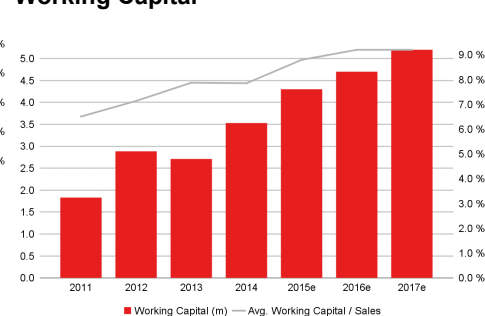
CAPEX and Cash Flow



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 fully owned 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.

Additional information for clients in the United States

1. This research report (the "Report") is a product of Warburg Research GmbH, Germany, a fully owned subsidiary of M.M.Warburg & CO (AG & Co.) KGaA, Germany (in the following collectively "Warburg"). Warburg is the employer of the research analyst(s), who have prepared the Report. The research analyst(s) reside outside the United States and are not associated persons of any U.S. regulated broker-dealer and therefore are not subject to the supervision of any U.S. regulated broker-dealer.
2. The Report is provided in the United States for distribution solely to "major U.S. institutional investors" under Rule 15a-6 of the U.S. Securities Exchange Act of 1934.
3. Any recipient of the Report should effect transactions in the securities discussed in the Report only through J.P.P. Euro-Securities, Inc., Delaware.
4. J.P.P. Euro-Securities, Inc. does not accept or receive any compensation of any kind for the dissemination of the research reports from Warburg.

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	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005104400.htm

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-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – RESEARCH UNIVERSE BY RATING

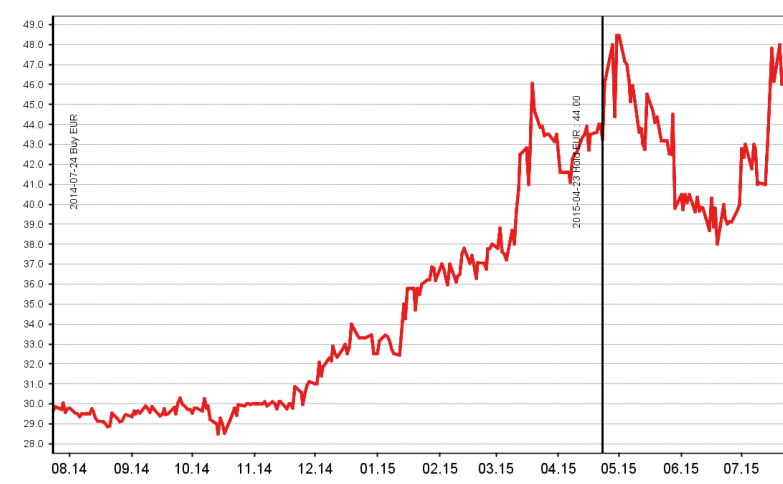
Rating	Number of stocks	% of Universe
Buy	106	58
Hold	67	37
Sell	7	4
Rating suspended	3	2
Total	183	100

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	90	63
Hold	46	32
Sell	5	3
Rating suspended	2	1
Total	143	100

PRICE AND RATING HISTORY ATOSS AS OF 23.07.2015



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 Rüschemier +49 40 309537-270
Head of Research hrueschmeier@warburg-research.com

Lucas Boventer +49 40 309537-290
Renewables, Internet, Media 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

Moritz Rieser +49 40 309537-260
Real Estate mrieser@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

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, Switzerland 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
Bloomberg MMWA GO
FactSet www.factset.com

Thomson www.thomson.com
Reuters www.knowledge.reuters.com
Capital IQ 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