

<b>Sell</b> (Hold) <b>EUR 57.00</b> (EUR 54.00) Price <b>EUR 69.49</b> <b>Downside -18.0 %</b>	<b>Value Indicators:</b> EUR DCF: 57.38	<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: 276.3 No. of shares (m): 4.0 EV: 259.9 Freefloat MC: 90.4 Ø Trad. Vol. (30d): 144.45 th	<b>Shareholders:</b> Freefloat: 32.7 % Founding Family: 56.4 % Mainfirst: 5.1 % Investment TGV Bonn: 5.8 %	<b>Risk Profile (WRe):</b> 2016e Beta: 1.2 Price / Book: 17.0 x Equity Ratio: 51 %

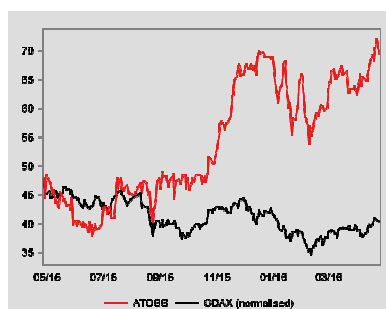
## Still excellently positioned; Considerable rise in the share price

<b>Figures Q1/2016:</b> <b>ATOSS Software - Q1 2015</b> Angaben in Mio. EUR	<b>Comment on Figures:</b> <ul style="list-style-type: none"> <li>Atoss Software AG announced preliminary figures for the first quarter of 2016 on 22.04.16.</li> <li>Operatively, the figures were in line with expectations.</li> </ul>																																								
<table border="1"> <thead> <tr> <th></th> <th>Q1/15</th> <th>Q1/15e</th> <th>Q1/14</th> <th>yoy</th> <th>2015e</th> <th>2014</th> <th>yoy</th> </tr> </thead> <tbody> <tr> <td><b>Umsatz</b></td> <td>10,7</td> <td>11,0</td> <td>9,7</td> <td>10,4%</td> <td>44,9</td> <td>45,2</td> <td>-0,6%</td> </tr> <tr> <td><b>EBIT</b></td> <td>2,8</td> <td>2,9</td> <td>2,5</td> <td>9,7%</td> <td>11,3</td> <td>11,5</td> <td>-1,2%</td> </tr> <tr> <td><b>Marge</b></td> <td>25,9%</td> <td>26,4%</td> <td>26,0%</td> <td></td> <td>25,2%</td> <td>25,4%</td> <td></td> </tr> <tr> <td><b>EPS in EUR</b></td> <td>0,57</td> <td>0,60</td> <td>0,50</td> <td>14,0%</td> <td>1,91</td> <td>1,94</td> <td>-1,5%</td> </tr> </tbody> </table>		Q1/15	Q1/15e	Q1/14	yoy	2015e	2014	yoy	<b>Umsatz</b>	10,7	11,0	9,7	10,4%	44,9	45,2	-0,6%	<b>EBIT</b>	2,8	2,9	2,5	9,7%	11,3	11,5	-1,2%	<b>Marge</b>	25,9%	26,4%	26,0%		25,2%	25,4%		<b>EPS in EUR</b>	0,57	0,60	0,50	14,0%	1,91	1,94	-1,5%	
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With the announcement of preliminary Q1 figures, ATOSS Software AG once again provides evidence of the impressive consistency with which the company has shown steadily rising revenue and earnings over the past eleven years standing. ATOSS is met with constant demand in the market for workforce management solutions. At the same time, the unchanged and consistent PoC-based consideration of licence revenues in the earnings assessment provides for a high level of regularity in the development of earnings. Against this background, the forecasts for 2016 remain unchanged.

The ATOSS share price level, however, now lies well above the derived fair value. The reason for the high share price level could be connected to the anticipated dividend of EUR 2.80 expected with the annual figures. This special dividend of 150% of the result (EPS 2015) is well in excess of ATOSS's typical payout ratio of ca. 50% of the net result. In 2013, there was a similar share price development in the context of a special dividend. For no fundamental reason, the over-valuation of the share gradually declined following the payment of the dividend.

Against this background, the **rating of the ATOSS share is changed from Hold to Sell** with a slightly higher price target of EUR 57 (previously: EUR 54; adjustment based on roll-over effect). **This downgrade is not connected to the figures, which were good, or the unchanged excellent strategic position of the company, but is solely valuation-induced.**

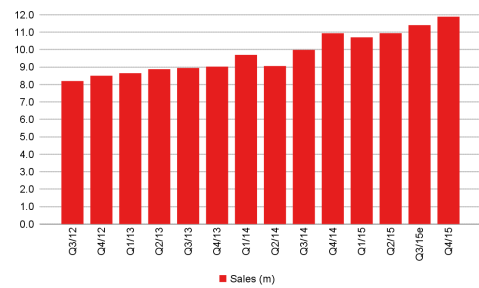


<b>Rel. Performance vs CDAX:</b>	
1 month:	5.8 %
6 months:	40.7 %
Year to date:	5.6 %
Trailing 12 months:	64.1 %

<b>Company events:</b>	
12.08.16	Q2
25.10.16	Q3

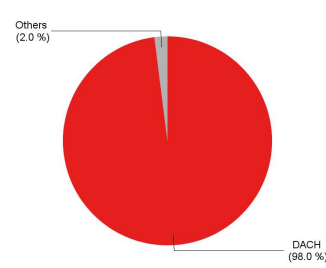
FY End: 31.12. in EUR m	CAGR (15-18e)	2012	2013	2014	2015	2016e	2017e	2018e
<b>Sales</b>	12.0 %	33.0	35.5	39.7	44.9	50.3	56.4	63.1
Change Sales yoy		4.5 %	7.6 %	11.8 %	13.2 %	12.0 %	12.0 %	12.0 %
<b>Gross profit margin</b>		70.8 %	71.0 %	68.8 %	68.5 %	71.0 %	71.0 %	71.0 %
<b>EBITDA</b>	12.3 %	8.2	9.0	10.3	12.0	13.6	15.2	17.0
Margin		24.8 %	25.4 %	26.0 %	26.8 %	27.0 %	27.0 %	27.0 %
<b>EBIT</b>	12.4 %	7.6	8.4	9.8	11.3	12.8	14.4	16.1
Margin		23.1 %	23.7 %	24.7 %	25.2 %	25.5 %	25.5 %	25.5 %
<b>Net income</b>	12.5 %	5.8	2.9	7.0	7.6	8.6	9.6	10.8
<b>EPS</b>	12.4 %	1.45	0.72	1.77	1.91	2.16	2.42	2.71
<b>EPS adj.</b>	12.4 %	1.45	0.72	1.77	1.91	2.16	2.42	2.71
<b>DPS</b>	-21.4 %	3.62	0.72	0.88	2.80	1.08	1.21	1.36
Dividend Yield		17.9 %	2.7 %	3.0 %	6.0 %	1.6 %	1.7 %	1.9 %
<b>FCFPS</b>		0.75	1.02	1.94	1.84	2.02	2.31	2.60
<b>FCF / Market cap</b>		3.7 %	3.8 %	6.6 %	4.0 %	2.9 %	3.3 %	3.7 %
<b>EV / Sales</b>		1.7 x	2.7 x	2.6 x	3.7 x	5.2 x	4.5 x	4.0 x
<b>EV / EBITDA</b>		7.0 x	10.5 x	9.9 x	13.7 x	19.1 x	16.8 x	14.9 x
<b>EV / EBIT</b>		7.5 x	11.3 x	10.4 x	14.5 x	20.2 x	17.7 x	15.8 x
<b>P / E</b>		14.0 x	37.3 x	16.8 x	24.3 x	32.2 x	28.7 x	26.1 x
<b>P / E adj.</b>		14.0 x	37.3 x	16.8 x	24.3 x	32.2 x	28.7 x	26.1 x
<b>FCF Yield Potential</b>		8.7 %	7.7 %	6.5 %	4.8 %	3.4 %	3.9 %	4.4 %
<b>Net Debt</b>		-23.2	-11.9	-15.9	-19.6	-16.5	-21.4	-26.9
<b>ROCE (NOPAT)</b>		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Guidance:</b>	Continued positive development of the company, EBIT margin 25 %							

**Sales development**  
in EUR m



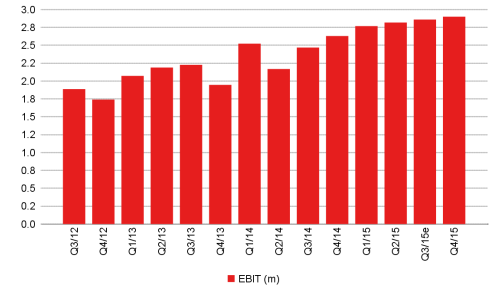
Source: Warburg Research

**Sales by regions**  
2016e; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

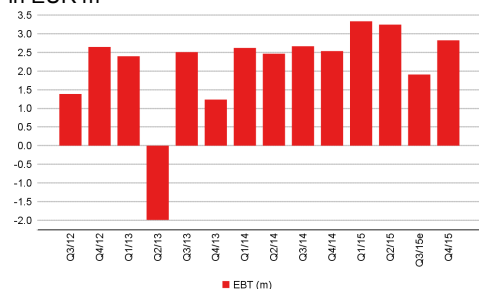
## Company Background

- 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

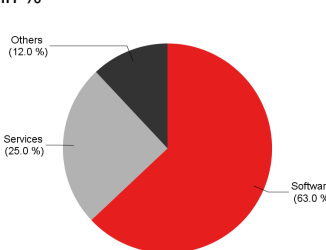
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to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



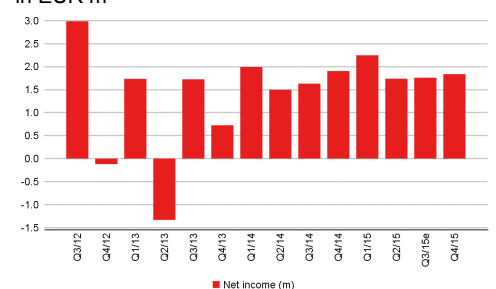
Source: Warburg Research

**Sales by segments**  
2016e; 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
	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	
Sales	50.3	56.4	63.1	69.5	76.4	84.0	90.8	98.0	105.9	112.2	116.7	121.4	126.2	
Sales change	12.0 %	12.0 %	12.0 %	10.0 %	10.0 %	10.0 %	8.0 %	8.0 %	8.0 %	6.0 %	4.0 %	4.0 %	4.0 %	2.5 %
EBIT	12.8	14.4	16.1	18.1	20.6	23.1	25.0	27.4	29.6	31.4	32.7	34.0	35.3	
EBIT-margin	25.5 %	25.5 %	25.5 %	26.0 %	27.0 %	27.5 %	27.5 %	28.0 %	28.0 %	28.0 %	28.0 %	28.0 %	28.0 %	
Tax rate (EBT)	33.0 %	33.0 %	33.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	
NOPAT	8.6	9.6	10.8	11.7	13.4	15.0	16.2	17.8	19.3	20.4	21.2	22.1	23.0	
Depreciation	0.7	0.8	0.9	1.4	1.3	1.3	1.4	1.5	1.6	1.7	1.8	1.8	1.9	
in % of Sales	1.5 %	1.5 %	1.5 %	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	0.3	0.2	0.2	0.2	0.1	0.1	0.1	0.1	
Change in Liquidity from														
- Working Capital	0.6	0.6	0.7	0.8	0.7	0.8	0.7	0.7	0.8	0.6	0.4	0.5	0.5	
- Capex	0.7	0.7	0.7	1.0	1.1	1.3	1.4	1.5	1.6	1.7	1.8	1.8	1.9	
Capex in % of Sales	1.4 %	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)	8.0	9.2	10.3	11.5	13.1	14.6	15.8	17.3	18.7	19.9	20.9	21.7	22.6	21
PV of FCF	7.5	7.9	8.2	8.3	8.7	8.9	8.8	8.9	8.8	8.5	8.2	7.8	7.5	104
share of PVs	11.12 %			39.73 %										49.15 %

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
<b>WACC</b>	<b>9.10 %</b>	<b>Beta</b>	<b>1.20</b>

Valuation (m)

Present values 2028e	108		
Terminal Value	104		
Financial liabilities	0		
Pension liabilities	4		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	20	No. of shares (m)	4.0
<b>Equity Value</b>	<b>228</b>	<b>Value per share (EUR)</b>	<b>57.38</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
1.38	10.1 %	48.01	48.58	49.18	49.83	50.52	51.26	52.05	1.38	10.1 %	47.14	48.04	48.93	49.83	50.73	51.62	52.52
1.29	9.6 %	51.14	51.82	52.55	53.33	54.18	55.08	56.05	1.29	9.6 %	50.44	51.40	52.37	53.33	54.30	55.27	56.23
1.25	9.4 %	52.86	53.61	54.42	55.28	56.21	57.22	58.30	1.25	9.4 %	52.27	53.27	54.28	55.28	56.29	57.29	58.30
1.20	9.1 %	54.70	55.53	56.42	57.38	58.41	59.53	60.74	1.20	9.1 %	54.24	55.29	56.33	57.38	58.42	59.47	60.52
1.15	8.9 %	56.67	57.59	58.58	59.64	60.79	62.04	63.40	1.15	8.9 %	56.37	57.46	58.55	59.64	60.73	61.82	62.91
1.11	8.6 %	58.79	59.81	60.91	62.09	63.38	64.78	66.31	1.11	8.6 %	58.67	59.81	60.95	62.09	63.23	64.37	65.51
1.02	8.1 %	63.55	64.80	66.17	67.65	69.28	71.06	73.03	1.02	8.1 %	63.90	65.15	66.40	67.65	68.90	70.16	71.41

- 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

<b>Valuation</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016e</b>	<b>2017e</b>	<b>2018e</b>
Price / Book	3.4 x	9.1 x	7.9 x	9.7 x	17.0 x	12.7 x	10.1 x
Book value per share ex intangibles	5.92	2.93	3.72	4.72	4.06	5.48	7.02
EV / Sales	1.7 x	2.7 x	2.6 x	3.7 x	5.2 x	4.5 x	4.0 x
EV / EBITDA	7.0 x	10.5 x	9.9 x	13.7 x	19.1 x	16.8 x	14.9 x
EV / EBIT	7.5 x	11.3 x	10.4 x	14.5 x	20.2 x	17.7 x	15.8 x
EV / EBIT adj.*	7.5 x	11.3 x	10.4 x	14.5 x	20.2 x	17.7 x	15.8 x
P / FCF	26.9 x	26.2 x	15.3 x	25.2 x	34.4 x	30.1 x	27.2 x
P / E	14.0 x	37.3 x	16.8 x	24.3 x	32.2 x	28.7 x	26.1 x
P / E adj.*	14.0 x	37.3 x	16.8 x	24.3 x	32.2 x	28.7 x	26.1 x
Dividend Yield	17.9 %	2.7 %	3.0 %	6.0 %	1.6 %	1.7 %	1.9 %
Free Cash Flow Yield Potential	8.7 %	7.7 %	6.5 %	4.8 %	3.4 %	3.9 %	4.4 %

\*Adjustments made for: -

**Consolidated profit and loss**

In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
<b>Sales</b>	<b>33.0</b>	<b>35.5</b>	<b>39.7</b>	<b>44.9</b>	<b>50.3</b>	<b>56.4</b>	<b>63.1</b>
Change Sales yoy	4.5 %	7.6 %	11.8 %	13.2 %	12.0 %	12.0 %	12.0 %
COGS	9.7	10.3	12.4	14.1	14.6	16.3	18.3
<b>Gross profit</b>	<b>23.4</b>	<b>25.2</b>	<b>27.3</b>	<b>30.8</b>	<b>35.7</b>	<b>40.0</b>	<b>44.8</b>
<i>Gross margin</i>	<i>70.8 %</i>	<i>71.0 %</i>	<i>68.8 %</i>	<i>68.5 %</i>	<i>71.0 %</i>	<i>71.0 %</i>	<i>71.0 %</i>
Research and development	7.1	7.5	8.0	8.7	11.1	12.4	13.9
Sales and marketing	5.7	6.2	6.4	7.4	8.6	9.6	10.7
Administration expenses	2.9	3.1	3.3	3.5	3.8	4.2	4.7
Other operating expenses	0.1	0.1	0.0	0.2	0.0	0.0	0.0
Other operating income	0.0	0.1	0.3	0.3	0.5	0.6	0.6
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>8.2</b>	<b>9.0</b>	<b>10.3</b>	<b>12.0</b>	<b>13.6</b>	<b>15.2</b>	<b>17.0</b>
<i>Margin</i>	<i>24.8 %</i>	<i>25.4 %</i>	<i>26.0 %</i>	<i>26.8 %</i>	<i>27.0 %</i>	<i>27.0 %</i>	<i>27.0 %</i>
Depreciation of fixed assets	0.6	0.4	0.4	0.6	0.6	0.7	0.8
<b>EBITA</b>	<b>7.6</b>	<b>8.6</b>	<b>9.9</b>	<b>11.5</b>	<b>12.9</b>	<b>14.5</b>	<b>16.2</b>
Amortisation of intangible fixed assets	0.0	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>7.6</b>	<b>8.4</b>	<b>9.8</b>	<b>11.3</b>	<b>12.8</b>	<b>14.4</b>	<b>16.1</b>
<i>Margin</i>	<i>23.1 %</i>	<i>23.7 %</i>	<i>24.7 %</i>	<i>25.2 %</i>	<i>25.5 %</i>	<i>25.5 %</i>	<i>25.5 %</i>
<b>EBIT adj.</b>	<b>7.6</b>	<b>8.4</b>	<b>9.8</b>	<b>11.3</b>	<b>12.8</b>	<b>14.4</b>	<b>16.1</b>
Interest income	1.2	0.4	0.6	0.1	0.1	0.1	0.1
Interest expenses	0.3	4.6	0.1	0.1	0.1	0.1	0.1
Other financial income (loss)	0.0	0.2	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>8.5</b>	<b>4.2</b>	<b>10.3</b>	<b>11.3</b>	<b>12.8</b>	<b>14.4</b>	<b>16.1</b>
<i>Margin</i>	<i>25.8 %</i>	<i>11.7 %</i>	<i>25.9 %</i>	<i>25.2 %</i>	<i>25.5 %</i>	<i>25.5 %</i>	<i>25.5 %</i>
Total taxes	2.8	1.3	3.3	3.7	4.2	4.7	5.3
<b>Net income from continuing operations</b>	<b>5.8</b>	<b>2.9</b>	<b>7.0</b>	<b>7.6</b>	<b>8.6</b>	<b>9.6</b>	<b>10.8</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>5.8</b>	<b>2.9</b>	<b>7.0</b>	<b>7.6</b>	<b>8.6</b>	<b>9.6</b>	<b>10.8</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>5.8</b>	<b>2.9</b>	<b>7.0</b>	<b>7.6</b>	<b>8.6</b>	<b>9.6</b>	<b>10.8</b>
<i>Margin</i>	<i>17.5 %</i>	<i>8.0 %</i>	<i>17.7 %</i>	<i>16.9 %</i>	<i>17.1 %</i>	<i>17.1 %</i>	<i>17.1 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>1.45</b>	<b>0.72</b>	<b>1.77</b>	<b>1.91</b>	<b>2.16</b>	<b>2.42</b>	<b>2.71</b>
EPS adj.	1.45	0.72	1.77	1.91	2.16	2.42	2.71

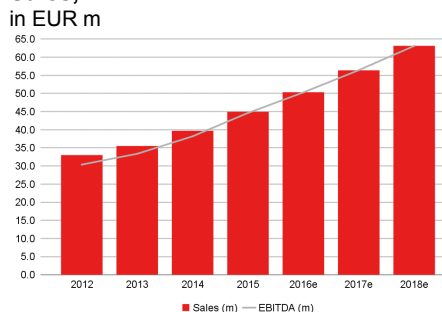
\*Adjustments made for:

**Guidance: Continued positive development of the company, EBIT margin 25 %**

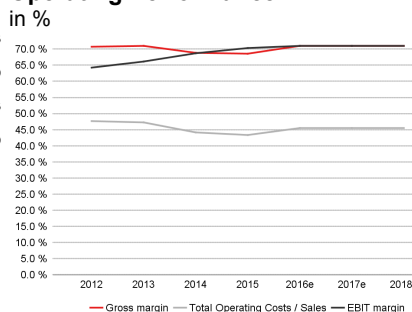
**Financial Ratios**

	2012	2013	2014	2015	2016e	2017e	2018e
Total Operating Costs / Sales	47.7 %	47.3 %	44.2 %	43.3 %	45.5 %	45.5 %	45.5 %
Operating Leverage	0.9 x	1.4 x	1.4 x	1.2 x	1.1 x	1.0 x	1.0 x
EBITDA / Interest expenses	27.9 x	2.0 x	105.8 x	100.6 x	135.7 x	152.0 x	170.3 x
Tax rate (EBT)	32.5 %	31.3 %	31.7 %	33.0 %	33.0 %	33.0 %	33.0 %
Dividend Payout Ratio	249.9 %	100.4 %	49.8 %	146.7 %	49.9 %	50.0 %	50.1 %
Sales per Employee	121,364	127,258	135,460	146,103	155,843	166,233	177,315

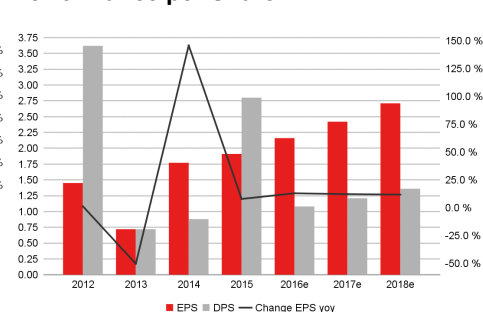
**Sales, EBITDA**



**Operating Performance**



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

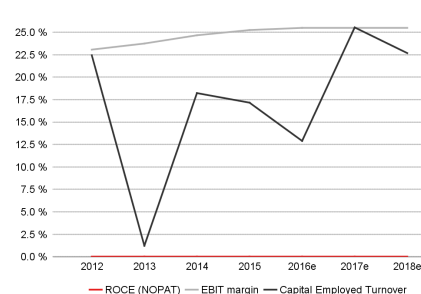
**Consolidated balance sheet**

In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
<b>Assets</b>							
Goodwill and other intangible assets	0.1	0.1	0.1	0.2	0.1	-0.1	-0.2
thereof other intangible assets	0.1	0.1	0.1	0.2	0.1	-0.1	-0.2
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	2.8	2.7	2.7	2.7	2.7	2.7	2.6
Financial assets	0.6	0.4	0.5	0.4	0.4	0.4	0.4
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>3.5</b>	<b>3.3</b>	<b>3.3</b>	<b>3.3</b>	<b>3.2</b>	<b>3.1</b>	<b>2.8</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Accounts receivable	3.2	3.0	3.8	4.5	6.1	6.8	7.6
Liquid assets	24.9	14.5	20.1	23.9	20.8	25.7	31.2
Other short-term assets	1.6	1.8	1.5	1.6	1.6	1.8	2.0
<b>Current assets</b>	<b>29.7</b>	<b>19.4</b>	<b>25.5</b>	<b>30.0</b>	<b>28.5</b>	<b>34.3</b>	<b>40.9</b>
<b>Total Assets</b>	<b>33.2</b>	<b>22.7</b>	<b>28.9</b>	<b>33.3</b>	<b>31.7</b>	<b>37.4</b>	<b>43.7</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	-0.7	-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	20.3	8.4	11.6	15.6	12.9	18.4	24.4
Shareholders' equity	23.7	11.8	14.9	18.9	16.2	21.7	27.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>23.7</b>	<b>11.8</b>	<b>14.9</b>	<b>18.9</b>	<b>16.2</b>	<b>21.7</b>	<b>27.7</b>
Provisions	2.2	2.9	5.6	5.1	5.2	5.3	5.4
thereof provisions for pensions and similar obligations	1.7	2.7	4.2	4.3	4.3	4.3	4.3
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	0.4	0.3	0.3	0.3	1.3	1.4	1.6
Other liabilities	7.0	7.7	8.0	9.0	9.0	9.0	9.0
<b>Liabilities</b>	<b>9.5</b>	<b>10.9</b>	<b>13.9</b>	<b>14.4</b>	<b>15.5</b>	<b>15.7</b>	<b>16.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>33.2</b>	<b>22.7</b>	<b>28.9</b>	<b>33.3</b>	<b>31.7</b>	<b>37.4</b>	<b>43.7</b>

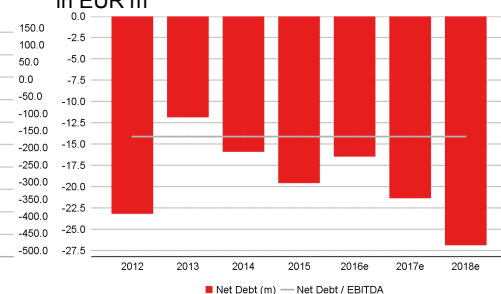
**Financial Ratios**

	2012	2013	2014	2015	2016e	2017e	2018e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	5.8 x	6.5 x	6.3 x	6.6 x	6.7 x	7.0 x	7.3 x
Capital Employed Turnover	70.4 x	-486.2 x	-40.4 x	-69.1 x	-180.0 x	151.5 x	76.6 x
ROA	165.5 %	87.0 %	210.9 %	230.4 %	266.1 %	312.4 %	380.4 %
<b>Return on Capital</b>							
ROCE (NOPAT)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
ROE	25.7 %	16.1 %	52.6 %	44.8 %	48.9 %	50.7 %	43.6 %
Adj. ROE	25.7 %	16.1 %	52.6 %	44.8 %	48.9 %	50.7 %	43.6 %
<b>Balance sheet quality</b>							
Net Debt	-23.2	-11.9	-15.9	-19.6	-16.5	-21.4	-26.9
Net Financial Debt	-24.9	-14.5	-20.1	-23.9	-20.8	-25.7	-31.2
Net Gearing	-98.0 %	-100.6 %	-106.6 %	-103.4 %	-101.7 %	-98.3 %	-97.0 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	6.0	3.0	3.8	4.8	4.1	5.5	7.0
Book value per share ex intangibles	5.9	2.9	3.7	4.7	4.1	5.5	7.0

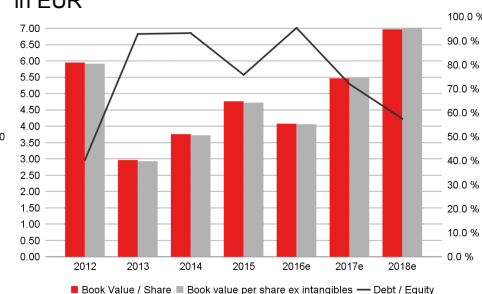
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

**Consolidated cash flow statement**

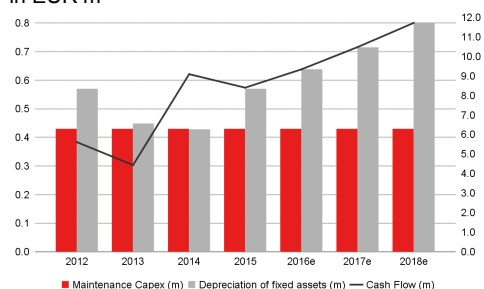
In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
Net income	5.8	2.9	7.0	7.6	8.6	9.6	10.8
Depreciation of fixed assets	0.6	0.4	0.4	0.6	0.6	0.7	0.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Increase/decrease in long-term provisions	0.0	1.0	1.5	0.1	0.0	0.0	0.0
Other non-cash income and expenses	-0.7	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash Flow</b>	<b>5.6</b>	<b>4.4</b>	<b>9.1</b>	<b>8.4</b>	<b>9.3</b>	<b>10.5</b>	<b>11.7</b>
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	-0.1
Increase / decrease in accounts receivable	-0.6	0.2	-0.8	-0.6	-1.6	-0.7	-0.8
Increase / decrease in accounts payable	-0.4	0.0	0.0	0.0	1.0	0.1	0.2
Increase / decrease in other working capital positions	-1.2	0.0	0.0	0.2	0.0	0.0	0.0
Increase / decrease in working capital (total)	-2.3	0.2	-0.8	-0.4	-0.6	-0.6	-0.7
<b>Net cash provided by operating activities</b>	<b>3.4</b>	<b>4.6</b>	<b>8.3</b>	<b>8.0</b>	<b>8.7</b>	<b>9.9</b>	<b>11.0</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	-0.5	-0.5	-0.7	-0.7	-0.7	-0.7
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-6.4	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	-1.1	0.0	0.0	0.0
<b>Net cash provided by investing activities</b>	<b>-6.8</b>	<b>-0.5</b>	<b>-0.5</b>	<b>-1.8</b>	<b>-0.7</b>	<b>-0.7</b>	<b>-0.7</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-2.8	-14.4	-2.9	-3.5	-11.1	-4.3	-4.8
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>-2.8</b>	<b>-14.4</b>	<b>-2.9</b>	<b>-3.5</b>	<b>-11.1</b>	<b>-4.3</b>	<b>-4.8</b>
Change in liquid funds	-6.3	-10.3	4.9	2.7	-3.1	4.9	5.5
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>18.0</b>	<b>14.5</b>	<b>19.4</b>	<b>22.8</b>	<b>20.8</b>	<b>25.7</b>	<b>31.2</b>

**Financial Ratios**

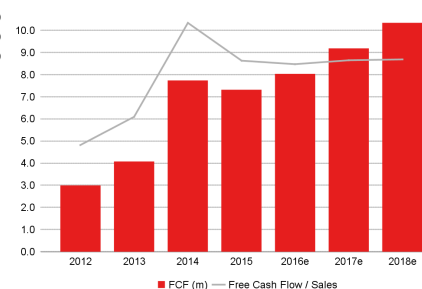
	2012	2013	2014	2015	2016e	2017e	2018e
<b>Cash Flow</b>							
FCF	3.0	4.1	7.7	7.3	8.0	9.2	10.3
Free Cash Flow / Sales	9.1 %	11.5 %	19.5 %	16.3 %	16.0 %	16.3 %	16.4 %
Free Cash Flow Potential	5.0	7.3	6.6	7.9	8.9	10.0	11.3
Free Cash Flow / Net Profit	52.0 %	142.8 %	110.1 %	96.5 %	93.4 %	95.3 %	95.8 %
Interest Received / Avg. Cash	4.9 %	2.2 %	3.5 %	0.4 %	0.4 %	0.4 %	0.4 %
Interest Paid / Avg. Debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Management of Funds</b>							
Investment ratio	1.1 %	1.5 %	1.3 %	1.5 %	1.4 %	1.2 %	1.1 %
Maint. Capex / Sales	1.3 %	1.2 %	1.1 %	1.0 %	0.9 %	0.8 %	0.7 %
Capex / Dep	63.2 %	94.3 %	101.5 %	98.7 %	91.9 %	82.1 %	73.3 %
Avg. Working Capital / Sales	7.1 %	7.9 %	7.9 %	8.6 %	8.9 %	9.0 %	9.1 %
Trade Debtors / Trade Creditors	910.1 %	926.6 %	1199.2 %	1487.0 %	469.2 %	485.7 %	475.0 %
Inventory Turnover	1206.6 x	1286.3 x	1802.9 x	1707.9 x	n.a.	n.a.	183.1 x
Receivables collection period (days)	36	31	35	36	44	44	44
Payables payment period (days)	13	12	9	8	33	31	32
Cash conversion cycle (Days)	-13	-11	-9	-8	n.a.	n.a.	-30

**CAPEX and Cash Flow**

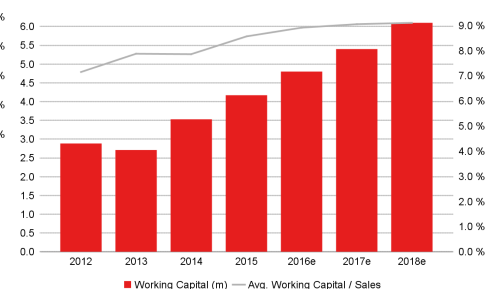
in EUR m



**Free Cash Flow Generation**



**Working Capital**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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-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	119	63
Hold	63	33
Sell	5	3
Rating suspended	3	2
<b>Total</b>	<b>190</b>	<b>100</b>

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

... taking into account only those companies which were provided with major investment banking services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	23	72
Hold	8	25
Sell	0	0
Rating suspended	1	3
<b>Total</b>	<b>32</b>	<b>100</b>

**PRICE AND RATING HISTORY ATOSS AS OF 26.04.2016**



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**

**Michael Heider** +49 40 309537-280  
Head of Research mheider@warburg-research.com

**Henner Rüschemier** +49 40 309537-270  
Head of Research hrueschemier@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

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

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

**J. Moritz Rieser** +49 40 309537-260  
Real Estate mrieser@warburg-research.com

**Arash Roshan Zamir** +49 40 309537-155  
Cap. Goods, Renewables 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

**Alexander Wahl** +49 40 309537-230  
Other awahl@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

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

**Lyubka Bogdanova** +49 69 5050-7411  
United Kingdom, Australia lbogdanova@mmwarburg.com

**Jens Buchmüller** +49 69 5050-7415  
Scandinavia, Austria jbuchmueller@mmwarburg.com

**Paul Dontenwill** +49 40 3282-2666  
USA pdontenwill@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

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

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

**Fabian Roggemann** +49 40 3282-2667  
USA froggemann@mmwarburg.com

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

**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

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

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**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