

Hold EUR 60.00 (EUR 59.00) Price EUR 55.35 Upside 8.4 %	Value Indicators: EUR DCF: 59.85	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: 220.1 No. of shares (m): 4.0 EV: 203.5 Freefloat MC: 72.0 Ø Trad. Vol. (30d): 81.43 th	Shareholders: Freefloat: 32.7 % Founding Family: 56.4 % Mainfirst: 5.1 % Investment TGV Bonn: 5.8 %	Risk Profile (WRe): 2016e Beta: 1.2 Price / Book: 13.4 x Equity Ratio: 52 %

Eleventh record year in a row in sight

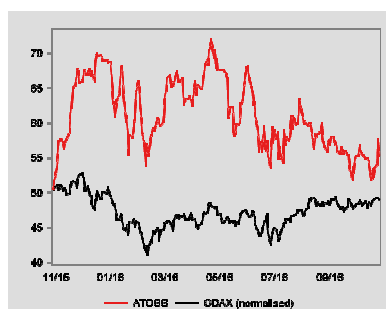
Stated Figures Q3/2016: Angaben in Mio. EUR	Comment on Figures: <ul style="list-style-type: none"> ATOSS Software AG announced Q3 figures on 25.10.16 Compared to expectations (WRe), earnings were slightly higher than forecast on marginally lower revenue, and all indications would seem to point to an eleventh consecutive record year. 																																								
<table border="1"> <thead> <tr> <th></th> <th>Q3/16</th> <th>Q3/16e</th> <th>Q3/15</th> <th>yoy</th> <th>9M/16</th> <th>9M/15</th> <th>yoy</th> </tr> </thead> <tbody> <tr> <td>Umsatz</td> <td>12,6</td> <td>13,0</td> <td>11,4</td> <td>10,6%</td> <td>36,5</td> <td>36,9</td> <td>-1,1%</td> </tr> <tr> <td>EBIT</td> <td>3,5</td> <td>3,4</td> <td>2,9</td> <td>23,9%</td> <td>9,8</td> <td>9,6</td> <td>1,5%</td> </tr> <tr> <td>Marge</td> <td>28,1%</td> <td>26,2%</td> <td>25,1%</td> <td></td> <td>26,8%</td> <td>26,1%</td> <td></td> </tr> <tr> <td>EPS in EUR</td> <td>0,61</td> <td>0,59</td> <td>0,44</td> <td>38,6%</td> <td>1,73</td> <td>1,71</td> <td>1,2%</td> </tr> </tbody> </table>		Q3/16	Q3/16e	Q3/15	yoy	9M/16	9M/15	yoy	Umsatz	12,6	13,0	11,4	10,6%	36,5	36,9	-1,1%	EBIT	3,5	3,4	2,9	23,9%	9,8	9,6	1,5%	Marge	28,1%	26,2%	25,1%		26,8%	26,1%		EPS in EUR	0,61	0,59	0,44	38,6%	1,73	1,71	1,2%	
	Q3/16	Q3/16e	Q3/15	yoy	9M/16	9M/15	yoy																																		
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For more than 11 years now, ATOSS has been showing a stability and consistency in its earnings, which is impressive even on a quarterly basis. There are several reasons for this:

- The share of **software maintenance contracts**, which accounts for almost 40% of revenue, forms a very stable revenue base, which rises with every new customer. Revenue from **software licences** is to a great extent realised over the entire project duration. For many other software producers, the realisation of revenue when projects are won leads to high earnings fluctuation.
- Not least the demand for solutions for needs-based personnel deployment planning continues unabated for ATOSS, as the steady order intake every quarter shows. The order intake for software licences including a software share from fixed-contract cloud subscriptions rose from EUR 8.0m to EUR 9.0m. This also shows the success of the chosen product strategy: solutions (suites) for companies of all sizes are offered both "on-premise" and as a cloud-based offering.

The ATOSS share continues to be rated Hold with a price target of EUR 60 (previously EUR 59, roll-over effect).

Changes in Estimates: FY End: 31.12. in EUR m	Comment on Changes: <ul style="list-style-type: none"> The figures presented allow for a slight increase in the earnings forecasts. ATOSS' performance in Q4 is traditionally good. 																																			
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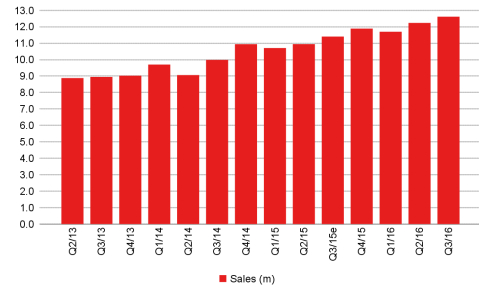


Rel. Performance vs CDAX:	
1 month:	0.7 %
6 months:	-20.7 %
Year to date:	-17.1 %
Trailing 12 months:	11.2 %

Company events:

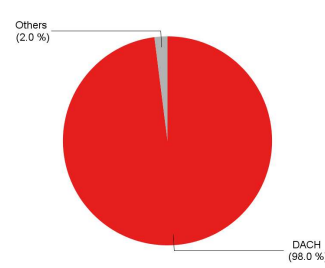
FY End: 31.12. in EUR m	CAGR (15-18e)	2012	2013	2014	2015	2016e	2017e	2018e
Sales	11.7 %	33.0	35.5	39.7	44.9	49.9	55.9	62.6
Change Sales yoy		4.5 %	7.6 %	11.8 %	13.2 %	11.0 %	12.0 %	12.0 %
Gross profit margin		70.8 %	71.0 %	68.8 %	68.5 %	71.0 %	71.0 %	71.0 %
EBITDA	12.9 %	8.2	9.0	10.3	12.0	13.8	15.5	17.3
Margin		24.8 %	25.4 %	26.0 %	26.8 %	27.7 %	27.7 %	27.7 %
EBIT	13.1 %	7.6	8.4	9.8	11.3	13.1	14.6	16.4
Margin		23.1 %	23.7 %	24.7 %	25.2 %	26.2 %	26.2 %	26.2 %
Net income	13.2 %	5.8	2.9	7.0	7.6	8.8	9.8	11.0
EPS	13.1 %	1.45	0.72	1.77	1.91	2.20	2.47	2.76
EPS adj.	13.1 %	1.45	0.72	1.77	1.91	2.20	2.47	2.76
DPS	-21.0 %	3.62	0.72	0.88	2.80	1.10	1.24	1.38
Dividend Yield		17.9 %	2.7 %	3.0 %	6.0 %	2.0 %	2.2 %	2.5 %
FCFPS		0.75	1.02	1.94	1.84	2.06	2.38	2.65
FCF / Market cap		3.7 %	3.8 %	6.6 %	4.0 %	3.7 %	4.3 %	4.8 %
EV / Sales		1.7 x	2.7 x	2.6 x	3.7 x	4.1 x	3.5 x	3.1 x
EV / EBITDA		7.0 x	10.5 x	9.9 x	13.7 x	14.7 x	12.8 x	11.1 x
EV / EBIT		7.5 x	11.3 x	10.4 x	14.5 x	15.6 x	13.5 x	11.8 x
P / E		14.0 x	37.3 x	16.8 x	24.3 x	25.2 x	22.4 x	20.1 x
P / E adj.		14.0 x	37.3 x	16.8 x	24.3 x	25.2 x	22.4 x	20.1 x
FCF Yield Potential		8.7 %	7.7 %	6.5 %	4.8 %	4.5 %	5.1 %	6.0 %
Net Debt		-23.2	-11.9	-15.9	-19.6	-16.6	-21.7	-27.3
ROCE (NOPAT)		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Guidance:	Continued positive development of the company, EBIT margin 25 %							

Sales development
in EUR m



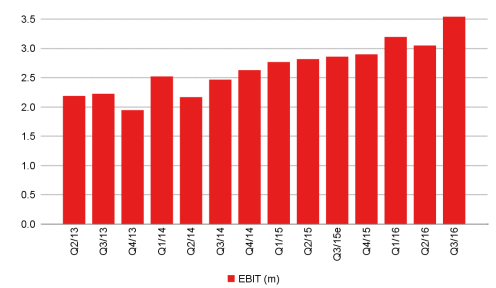
Source: Warburg Research

Sales by regions
2016e; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

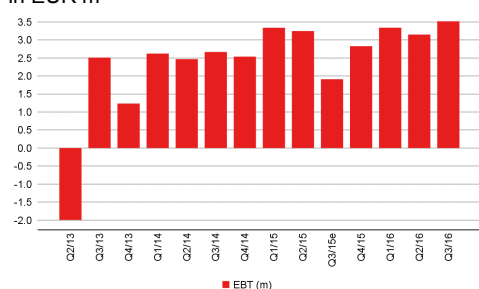
Company Background

- 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

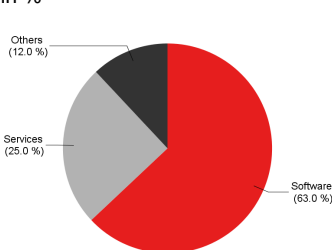
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to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



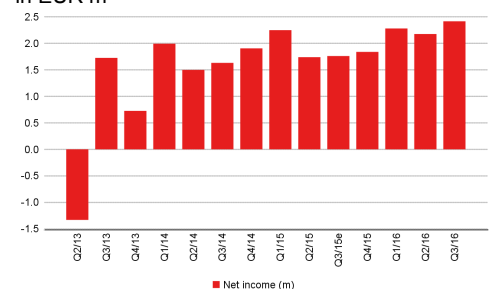
Source: Warburg Research

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	49.9	55.9	62.6	68.9	75.7	83.3	90.0	97.2	105.0	111.2	115.7	120.3	125.1	
Sales change	11.0 %	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	13.1	14.6	16.4	18.6	20.4	22.9	24.7	27.2	29.4	31.1	32.4	33.7	35.0	
EBIT-margin	26.2 %	26.2 %	26.2 %	27.0 %	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	8.8	9.8	11.0	12.1	13.3	14.9	16.1	17.7	19.1	20.2	21.1	21.9	22.8	
Depreciation	0.7	0.8	0.9	1.4	1.3	1.2	1.3	1.5	1.6	1.7	1.7	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	0.5	0.7	0.9	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	1.2	1.3	1.5	1.6	1.7	1.7	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)	8.2	9.5	10.5	11.8	13.0	14.4	15.6	17.2	18.6	19.7	20.7	21.6	22.4	21
PV of FCF	8.1	8.6	8.7	9.0	9.1	9.2	9.2	9.2	9.1	8.9	8.6	8.2	7.8	108
share of PVs	11.44 %			39.75 %										48.82 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.20
Cost of debt (after tax)	3.9 %	Liquidity (share)	1.20
Market return	8.00 %	Cyclicality	1.20
Risk free rate	2.50 %	Transparency	1.20
		Others	1.20
WACC	9.10 %	Beta	1.20

Valuation (m)

Present values 2028e	114		
Terminal Value	108		
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
Equity Value	238	Value per share (EUR)	59.85

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 %	50.35	50.94	51.58	52.25	52.97	53.75	54.58	1.38	10.1 %	49.43	50.37	51.31	52.25	53.19	54.13	55.07
1.29	9.6 %	53.49	54.21	54.97	55.78	56.66	57.60	58.62	1.29	9.6 %	52.75	53.76	54.77	55.78	56.79	57.80	58.82
1.25	9.4 %	55.22	56.01	56.84	57.74	58.71	59.76	60.89	1.25	9.4 %	54.60	55.65	56.69	57.74	58.79	59.84	60.89
1.20	9.1 %	57.07	57.93	58.86	59.85	60.93	62.09	63.35	1.20	9.1 %	56.58	57.67	58.76	59.85	60.95	62.04	63.13
1.15	8.9 %	59.05	60.00	61.03	62.13	63.33	64.62	66.04	1.15	8.9 %	58.72	59.86	60.99	62.13	63.27	64.40	65.54
1.11	8.6 %	61.18	62.23	63.37	64.60	65.93	67.38	68.97	1.11	8.6 %	61.04	62.22	63.41	64.60	65.78	66.97	68.15
1.02	8.1 %	65.94	67.24	68.65	70.19	71.87	73.71	75.75	1.02	8.1 %	66.30	67.59	68.89	70.19	71.49	72.78	74.08

- 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	2012	2013	2014	2015	2016e	2017e	2018e
Price / Book	3.4 x	9.1 x	7.9 x	9.7 x	13.4 x	10.0 x	7.8 x
Book value per share ex intangibles	5.92	2.93	3.72	4.72	4.13	5.52	7.13
EV / Sales	1.7 x	2.7 x	2.6 x	3.7 x	4.1 x	3.5 x	3.1 x
EV / EBITDA	7.0 x	10.5 x	9.9 x	13.7 x	14.7 x	12.8 x	11.1 x
EV / EBIT	7.5 x	11.3 x	10.4 x	14.5 x	15.6 x	13.5 x	11.8 x
EV / EBIT adj.*	7.5 x	11.3 x	10.4 x	14.5 x	15.6 x	13.5 x	11.8 x
P / FCF	26.9 x	26.2 x	15.3 x	25.2 x	26.9 x	23.3 x	20.9 x
P / E	14.0 x	37.3 x	16.8 x	24.3 x	25.2 x	22.4 x	20.1 x
P / E adj.*	14.0 x	37.3 x	16.8 x	24.3 x	25.2 x	22.4 x	20.1 x
Dividend Yield	17.9 %	2.7 %	3.0 %	6.0 %	2.0 %	2.2 %	2.5 %
Free Cash Flow Yield Potential	8.7 %	7.7 %	6.5 %	4.8 %	4.5 %	5.1 %	6.0 %

*Adjustments made for: -

Consolidated profit and loss

In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
Sales	33.0	35.5	39.7	44.9	49.9	55.9	62.6
Change Sales yoy	4.5 %	7.6 %	11.8 %	13.2 %	11.0 %	12.0 %	12.0 %
COGS	9.7	10.3	12.4	14.1	14.5	16.2	18.2
Gross profit	23.4	25.2	27.3	30.8	35.4	39.7	44.4
<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	11.0	12.3	13.8
Sales and marketing	5.7	6.2	6.4	7.4	8.1	9.1	10.2
Administration expenses	2.9	3.1	3.3	3.5	3.7	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
EBITDA	8.2	9.0	10.3	12.0	13.8	15.5	17.3
<i>Margin</i>	<i>24.8 %</i>	<i>25.4 %</i>	<i>26.0 %</i>	<i>26.8 %</i>	<i>27.7 %</i>	<i>27.7 %</i>	<i>27.7 %</i>
Depreciation of fixed assets	0.6	0.4	0.4	0.6	0.6	0.7	0.8
EBITA	7.6	8.6	9.9	11.5	13.2	14.8	16.5
Amortisation of intangible assets	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	7.6	8.4	9.8	11.3	13.1	14.6	16.4
<i>Margin</i>	<i>23.1 %</i>	<i>23.7 %</i>	<i>24.7 %</i>	<i>25.2 %</i>	<i>26.2 %</i>	<i>26.2 %</i>	<i>26.2 %</i>
EBIT adj.	7.6	8.4	9.8	11.3	13.1	14.6	16.4
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
EBT	8.5	4.2	10.3	11.3	13.1	14.6	16.4
<i>Margin</i>	<i>25.8 %</i>	<i>11.7 %</i>	<i>25.9 %</i>	<i>25.2 %</i>	<i>26.2 %</i>	<i>26.2 %</i>	<i>26.2 %</i>
Total taxes	2.8	1.3	3.3	3.7	4.3	4.8	5.4
Net income from continuing operations	5.8	2.9	7.0	7.6	8.8	9.8	11.0
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	5.8	2.9	7.0	7.6	8.8	9.8	11.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	5.8	2.9	7.0	7.6	8.8	9.8	11.0
<i>Margin</i>	<i>17.5 %</i>	<i>8.0 %</i>	<i>17.7 %</i>	<i>16.9 %</i>	<i>17.6 %</i>	<i>17.6 %</i>	<i>17.6 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
EPS	1.45	0.72	1.77	1.91	2.20	2.47	2.76
EPS adj.	1.45	0.72	1.77	1.91	2.20	2.47	2.76

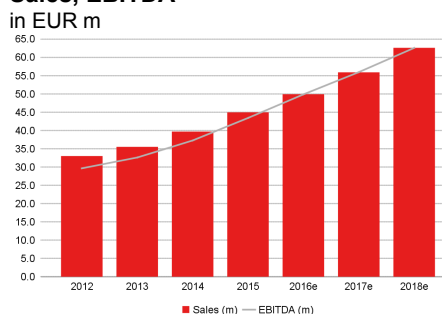
*Adjustments made for:

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

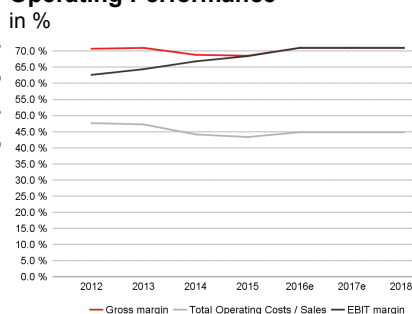
Financial Ratios

	2012	2013	2014	2015	2016e	2017e	2018e
Total Operating Costs / Sales	47.7 %	47.3 %	44.2 %	43.3 %	44.8 %	44.8 %	44.8 %
Operating Leverage	0.9 x	1.4 x	1.4 x	1.2 x	1.4 x	1.0 x	1.0 x
EBITDA / Interest expenses	27.9 x	2.0 x	105.8 x	100.6 x	138.1 x	154.6 x	173.2 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 %	50.3 %	49.9 %
Sales per Employee	121,364	127,258	135,460	146,103	154,500	164,800	175,787

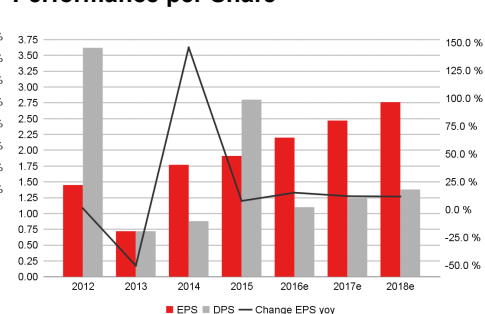
Sales, EBITDA



Operating Performance



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

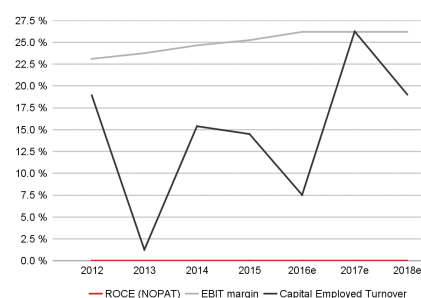
Consolidated balance sheet

In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
Assets							
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
Fixed assets	3.5	3.3	3.3	3.3	3.2	3.1	2.9
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	6.0	6.7	7.5
Liquid assets	24.9	14.5	20.1	23.9	21.0	26.0	31.6
Other short-term assets	1.6	1.8	1.5	1.6	1.6	1.8	2.0
Current assets	29.7	19.4	25.5	30.0	28.5	34.5	41.2
Total Assets	33.2	22.7	28.9	33.3	31.8	37.6	44.1
Liabilities and shareholders' equity							
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	13.2	18.6	24.8
Shareholders' equity	23.7	11.8	14.9	18.9	16.5	21.9	28.2
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	23.7	11.8	14.9	18.9	16.5	21.9	28.2
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	1.2	1.4	1.6
Other liabilities	7.0	7.7	8.0	9.0	9.0	9.0	9.0
Liabilities	9.5	10.9	13.9	14.4	15.4	15.7	16.0
Total liabilities and shareholders' equity	33.2	22.7	28.9	33.3	31.8	37.6	44.1

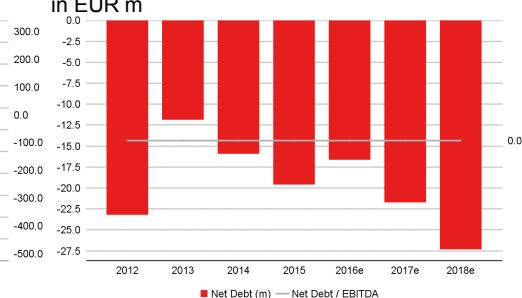
Financial Ratios

	2012	2013	2014	2015	2016e	2017e	2018e
Efficiency of Capital Employment							
Operating Assets Turnover	5.8 x	6.5 x	6.3 x	6.6 x	6.6 x	7.0 x	7.3 x
Capital Employed Turnover	70.4 x	-486.2 x	-40.4 x	-69.1 x	-288.0 x	301.1 x	74.0 x
ROA	165.5 %	87.0 %	210.9 %	230.4 %	270.5 %	316.8 %	384.6 %
Return on Capital							
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 %	49.5 %	51.1 %	43.9 %
Adj. ROE	25.7 %	16.1 %	52.6 %	44.8 %	49.5 %	51.1 %	43.9 %
Balance sheet quality							
Net Debt	-23.2	-11.9	-15.9	-19.6	-16.6	-21.7	-27.3
Net Financial Debt	-24.9	-14.5	-20.1	-23.9	-21.0	-26.0	-31.6
Net Gearing	-98.0 %	-100.6 %	-106.6 %	-103.4 %	-101.1 %	-99.2 %	-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	7.1
Book value per share ex intangibles	5.9	2.9	3.7	4.7	4.1	5.5	7.1

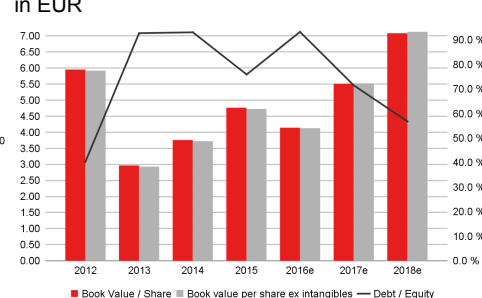
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

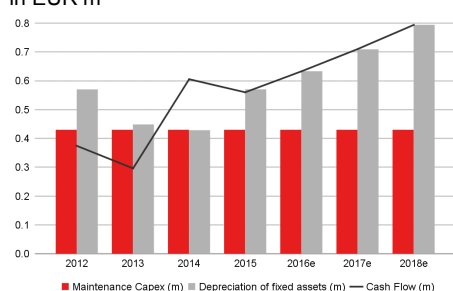
In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
Net income	5.8	2.9	7.0	7.6	8.8	9.8	11.0
Depreciation of fixed assets	0.6	0.4	0.4	0.6	0.6	0.7	0.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Increase/decrease in long-term provisions	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
Cash Flow	5.6	4.4	9.1	8.4	9.5	10.6	11.9
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	-1.5	-0.7	-0.8
Increase / decrease in accounts payable	-0.4	0.0	0.0	0.0	0.9	0.2	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	-0.5	-0.7
Net cash provided by operating activities	3.4	4.6	8.3	8.0	8.9	10.1	11.2
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
Net cash provided by investing activities	-6.8	-0.5	-0.5	-1.8	-0.7	-0.7	-0.7
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	-4.4	-4.9
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	-2.8	-14.4	-2.9	-3.5	-11.1	-4.4	-4.9
Change in liquid funds	-6.3	-10.3	4.9	2.7	-3.0	5.1	5.6
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	18.0	14.5	19.4	22.8	21.0	26.0	31.6

Financial Ratios

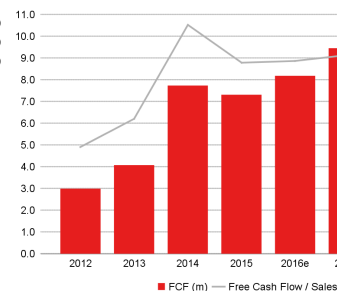
	2012	2013	2014	2015	2016e	2017e	2018e
Cash Flow							
FCF	3.0	4.1	7.7	7.3	8.2	9.5	10.5
Free Cash Flow / Sales	9.1 %	11.5 %	19.5 %	16.3 %	16.4 %	16.9 %	16.8 %
Free Cash Flow Potential	5.0	7.3	6.6	7.9	9.1	10.2	11.5
Free Cash Flow / Net Profit	52.0 %	142.8 %	110.1 %	96.5 %	93.4 %	96.3 %	95.8 %
Interest Received / Avg. Cash	4.9 %	2.2 %	3.5 %	0.4 %	0.4 %	0.4 %	0.3 %
Interest Paid / Avg. Debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Management of Funds							
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 %	92.7 %	82.8 %	73.9 %
Avg. Working Capital / Sales	7.1 %	7.9 %	7.9 %	8.6 %	9.0 %	9.0 %	9.0 %
Trade Debtors / Trade Creditors	910.1 %	926.6 %	1199.2 %	1487.0 %	500.0 %	478.6 %	468.8 %
Inventory Turnover	1206.6 x	1286.3 x	1802.9 x	1707.9 x	n.a.	n.a.	181.5 x
Receivables collection period (days)	36	31	35	36	44	44	44
Payables payment period (days)	13	12	9	8	30	32	32
Cash conversion cycle (Days)	-13	-11	-9	-8	n.a.	n.a.	-30

CAPEX and Cash Flow

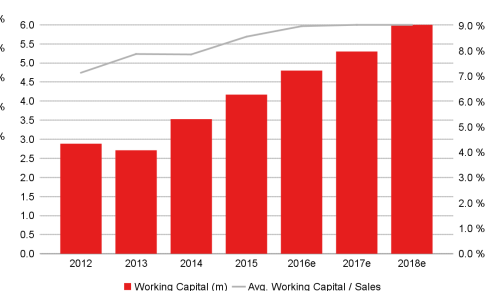
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
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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.

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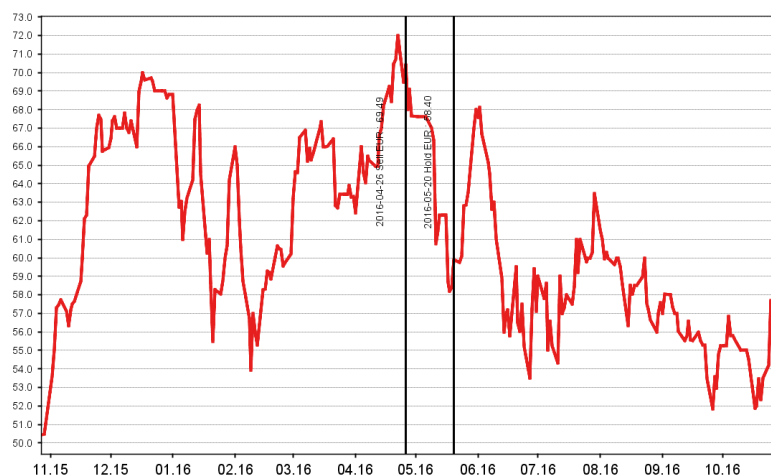
Rating	Number of stocks	% of Universe
Buy	120	63
Hold	65	34
Sell	5	3
Rating suspended	1	1
Total	191	100

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

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

Rating	Number of stocks	% of Universe
Buy	25	69
Hold	10	28
Sell	0	0
Rating suspended	1	3
Total	36	100

PRICE AND RATING HISTORY ATOSS AS OF 27.10.2016



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details 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

Henrik Paganetty +49 40 309537-185
Telecommunications hpaganetty@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
Car Suppliers, Technology 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

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 bqast@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

Our research can be found under:

Warburg Research research.mmwarburg.com/en/index.html
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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