

<b>Hold</b>  <b>EUR 64.00</b> (EUR 62.00)  Price <b>EUR 68.53</b> <b>Downside -6.6 %</b>	<b>Value Indicators:</b> EUR DCF: 64.04	<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: 272.5 No. of shares (m): 4.0 EV: 250.0 Freefloat MC: 89.1 Ø Trad. Vol. (30d): 82.96 th	<b>Shareholders:</b> Freefloat: 32.7 % Founding Family: 56.4 % Mainfirst: 5.1 % Investment TGV Bonn: 5.8 %	<b>Risk Profile (WRe):</b> 2017e Beta: 1.2 Price / Book: 12.2 x Equity Ratio: 57 %

## Strong order intake

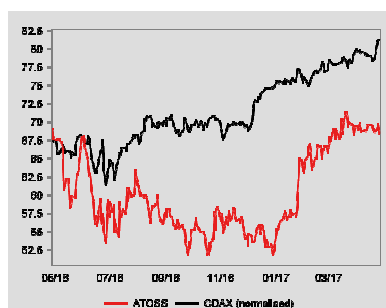
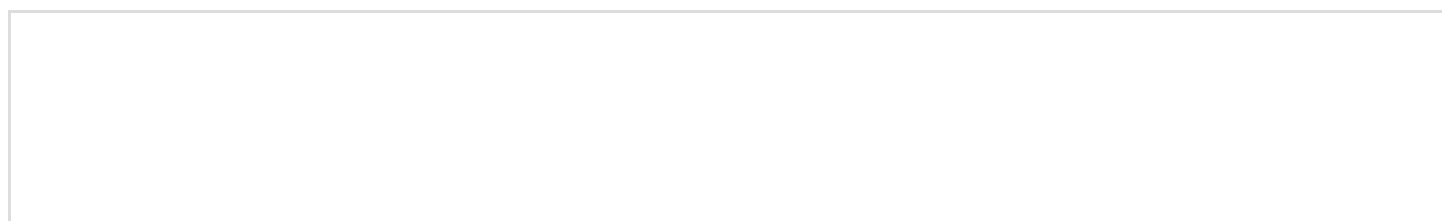
<b>Figures Q1/2017:</b> Figures in EUR m	<table border="1"> <thead> <tr> <th></th> <th>Q1/17</th> <th>Q1/17e</th> <th>Q1/16</th> <th>yoy</th> <th>2017e</th> <th>2016</th> <th>yoy</th> </tr> </thead> <tbody> <tr> <td><b>Sales</b></td> <td>13.0</td> <td>13.0</td> <td>11.7</td> <td>11.1%</td> <td>55.0</td> <td>49.5</td> <td>11.0%</td> </tr> <tr> <td><b>EBIT margin</b></td> <td>3.3</td> <td>3.4</td> <td>3.2</td> <td>3.6%</td> <td>15.1</td> <td>13.6</td> <td>11.0%</td> </tr> <tr> <td><b>EBIT</b></td> <td>25.5%</td> <td>26.2%</td> <td>27.3%</td> <td></td> <td>27.4%</td> <td>27.4%</td> <td></td> </tr> <tr> <td><b>EPS in EUR</b></td> <td>0.57</td> <td>0.61</td> <td>0.57</td> <td>0.0%</td> <td>2.54</td> <td>2.33</td> <td>9.0%</td> </tr> </tbody> </table>		Q1/17	Q1/17e	Q1/16	yoy	2017e	2016	yoy	<b>Sales</b>	13.0	13.0	11.7	11.1%	55.0	49.5	11.0%	<b>EBIT margin</b>	3.3	3.4	3.2	3.6%	15.1	13.6	11.0%	<b>EBIT</b>	25.5%	26.2%	27.3%		27.4%	27.4%		<b>EPS in EUR</b>	0.57	0.61	0.57	0.0%	2.54	2.33	9.0%	<b>Comment on Figures:</b> ■ On April 25, 2017, ATOSS Software AG announced the preliminary figures for Q1 2017. These met expectations on the revenue side. The result was slightly below expectations (WRe), but the growth momentum of recent years is continuing unabated.
	Q1/17	Q1/17e	Q1/16	yoy	2017e	2016	yoy																																			
<b>Sales</b>	13.0	13.0	11.7	11.1%	55.0	49.5	11.0%																																			
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The order intake for software licenses and contracted cloud subscriptions at EUR 3.5 million was significantly higher than the previous year (EUR 1.7 million). This is an indication of good development for the rest of the year. Against this backdrop, the stagnation of results in Q1 appears to be of secondary importance. The development of earnings is primarily explained by higher investments in (or costs from) organization and the build-up of personnel. The lowering of the slightly higher result forecast (WRe) by around EUR 100k is therefore unproblematic. In the current year, this effect should be compensated.

The forecasts (WRe) remain unchanged against this background.

Overall, the quality of the sales continues to be excellent with a maintenance ratio of around 37%. The balance sheet is still solid: on 31.03.2017 ATOSS reported liquidity including the financial assets at group level of EUR 29.6 (EUR 28.7). The company will have very good financial resources even after the dividend payment. During the shareholders meeting (28 April 2017) a dividend of around EUR 4.6 million and EUR 1.16 per share will be proposed.

**The stock of ATOSS Software AG continues to be rated Hold with a price target of EUR 64 (old: 62, adjustment: Roll-over).**

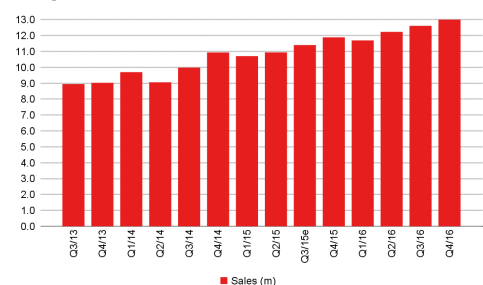


<b>Rel. Performance vs CDAX:</b>	
1 month:	-5.7 %
6 months:	2.9 %
Year to date:	21.9 %
Trailing 12 months:	-16.9 %

<b>Company events:</b>	
28.04.17	AGM

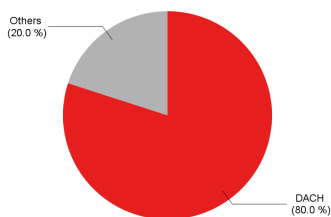
FY End: 31.12. in EUR m	CAGR (16-19e)	2013	2014	2015	2016	2017e	2018e	2019e
<b>Sales</b>	11.7 %	35.5	39.7	44.9	49.5	55.0	61.6	69.0
Change Sales yoy		7.6 %	11.8 %	13.2 %	10.2 %	11.0 %	12.0 %	12.0 %
Gross profit margin		71.0 %	68.8 %	68.5 %	69.9 %	71.0 %	71.0 %	71.0 %
<b>EBITDA</b>	11.7 %	9.0	10.3	12.0	14.3	15.9	17.8	19.9
Margin		25.4 %	26.0 %	26.8 %	28.8 %	28.9 %	28.9 %	28.9 %
<b>EBIT</b>	11.7 %	8.4	9.8	11.3	13.6	15.1	16.9	18.9
Margin		23.7 %	24.7 %	25.2 %	27.4 %	27.4 %	27.4 %	27.4 %
<b>Net income</b>	10.9 %	2.9	7.0	7.6	9.3	10.1	11.3	12.7
<b>EPS</b>	11.0 %	0.72	1.77	1.91	2.33	2.54	2.84	3.19
<b>EPS adj.</b>	11.0 %	0.72	1.77	1.91	2.33	2.54	2.84	3.19
<b>DPS</b>	11.3 %	0.72	0.88	2.80	1.16	1.27	1.42	1.60
Dividend Yield		2.8 %	3.0 %	6.0 %	1.9 %	1.9 %	2.1 %	2.3 %
<b>FCFPS</b>		1.02	1.94	1.81	2.80	1.95	2.59	2.96
<b>FCF / Market cap</b>		3.9 %	6.6 %	3.9 %	4.7 %	2.8 %	3.8 %	4.3 %
<b>EV / Sales</b>		2.6 x	2.6 x	3.7 x	4.4 x	4.5 x	4.0 x	3.5 x
<b>EV / EBITDA</b>		10.2 x	9.9 x	13.7 x	15.3 x	15.7 x	13.8 x	12.0 x
<b>EV / EBIT</b>		10.9 x	10.4 x	14.5 x	16.0 x	16.6 x	14.5 x	12.6 x
<b>P / E</b>		36.3 x	16.8 x	24.3 x	25.6 x	27.0 x	24.1 x	21.5 x
<b>P / E adj.</b>		36.3 x	16.8 x	24.3 x	25.6 x	27.0 x	24.1 x	21.5 x
<b>FCF Yield Potential</b>		7.9 %	6.5 %	4.8 %	4.3 %	4.2 %	4.8 %	5.6 %

**Sales development**  
in EUR m



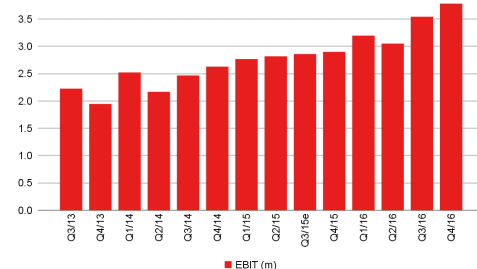
Source: Warburg Research

**Sales by regions**  
2017e; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

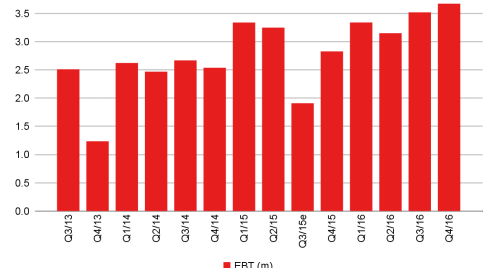
## Company Background

- 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

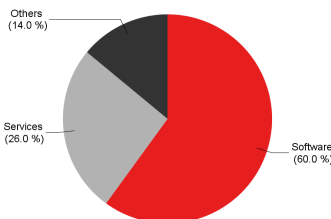
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to 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**  
2017e; 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
	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	
Sales	55.0	61.6	69.0	75.9	83.5	91.8	99.2	107.1	115.7	122.6	127.5	132.6	n.a.	
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 %	n.a.	2.5 %
EBIT	15.1	16.9	18.9	20.9	23.0	25.3	27.3	30.0	32.4	34.3	36.3	37.8	n.a.	
EBIT-margin	27.4 %	27.4 %	27.4 %	27.5 %	27.5 %	27.5 %	27.5 %	28.0 %	28.0 %	28.0 %	28.5 %	28.5 %	n.a.	
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 %	n.a.	
NOPAT	10.1	11.3	12.7	13.6	14.9	16.4	17.7	19.5	21.1	22.3	23.6	24.6	n.a.	
Depreciation	0.8	0.9	1.0	1.5	1.4	1.4	1.5	1.6	1.7	1.8	1.9	2.0	n.a.	
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 %	n.a.	
Changes in provisions	0.0	0.0	0.0	0.3	0.3	0.4	0.3	0.3	0.3	0.1	0.1	0.1	n.a.	
Change in Liquidity from														
- Working Capital	2.0	0.8	0.8	0.1	0.8	0.8	0.7	0.8	0.9	0.7	0.5	0.5	n.a.	
- Capex	1.1	1.1	1.1	1.1	1.3	1.4	1.5	1.6	1.7	1.8	1.9	2.0	n.a.	
Capex in % of Sales	2.0 %	1.8 %	1.6 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	n.a.	
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	n.a.	
Free Cash Flow (WACC Model)	7.7	10.3	11.8	14.1	14.6	15.9	17.3	19.0	20.5	21.8	23.3	24.2	n.a.	23
PV of FCF	7.3	8.9	9.3	10.3	9.7	9.7	9.7	9.7	9.6	9.4	9.2	8.8	n.a.	115
share of PVs	10.86 %			40.12 %										49.03 %

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

Valuation (m)

Present values 2029e	120		
Terminal Value	115		
Financial liabilities	0		
Pension liabilities	5		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	24	No. of shares (m)	4.0
<b>Equity Value</b>	<b>255</b>	<b>Value per share (EUR)</b>	<b>64.04</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 %	53.69	54.32	54.99	55.71	56.47	57.29	58.16	1.38	10.1 %	52.76	53.74	54.72	55.71	56.69	57.67	58.66
1.29	9.6 %	57.15	57.90	58.71	59.58	60.51	61.51	62.58	1.29	9.6 %	56.40	57.46	58.52	59.58	60.64	61.70	62.76
1.25	9.4 %	59.05	59.88	60.77	61.73	62.76	63.87	65.07	1.25	9.4 %	58.42	59.52	60.63	61.73	62.83	63.93	65.03
1.20	9.1 %	61.08	62.00	62.98	64.04	65.18	66.42	67.76	1.20	9.1 %	60.60	61.75	62.89	64.04	65.19	66.34	67.49
1.15	8.9 %	63.26	64.27	65.36	66.54	67.81	69.19	70.70	1.15	8.9 %	62.95	64.15	65.34	66.54	67.74	68.93	70.13
1.11	8.6 %	65.60	66.73	67.94	69.25	70.67	72.22	73.91	1.11	8.6 %	65.50	66.75	68.00	69.25	70.50	71.75	73.00
1.02	8.1 %	70.85	72.24	73.74	75.39	77.18	79.15	81.33	1.02	8.1 %	71.27	72.64	74.01	75.39	76.76	78.13	79.50

- 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>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017e</b>	<b>2018e</b>	<b>2019e</b>
Price / Book	8.8 x	7.9 x	9.7 x	14.0 x	12.2 x	9.5 x	7.6 x
Book value per share ex intangibles	2.93	3.72	4.71	4.19	5.58	7.16	8.98
EV / Sales	2.6 x	2.6 x	3.7 x	4.4 x	4.5 x	4.0 x	3.5 x
EV / EBITDA	10.2 x	9.9 x	13.7 x	15.3 x	15.7 x	13.8 x	12.0 x
EV / EBIT	10.9 x	10.4 x	14.5 x	16.0 x	16.6 x	14.5 x	12.6 x
EV / EBIT adj.*	10.9 x	10.4 x	14.5 x	16.0 x	16.6 x	14.5 x	12.6 x
P / FCF	25.5 x	15.3 x	25.6 x	21.3 x	35.2 x	26.5 x	23.2 x
P / E	36.3 x	16.8 x	24.3 x	25.6 x	27.0 x	24.1 x	21.5 x
P / E adj.*	36.3 x	16.8 x	24.3 x	25.6 x	27.0 x	24.1 x	21.5 x
Dividend Yield	2.8 %	3.0 %	6.0 %	1.9 %	1.9 %	2.1 %	2.3 %
Free Cash Flow Yield Potential	7.9 %	6.5 %	4.8 %	4.3 %	4.2 %	4.8 %	5.6 %
*Adjustments made for: -							

**Consolidated profit and loss**

In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
<b>Sales</b>	<b>35.5</b>	<b>39.7</b>	<b>44.9</b>	<b>49.5</b>	<b>55.0</b>	<b>61.6</b>	<b>69.0</b>
Change Sales yoy	7.6 %	11.8 %	13.2 %	10.2 %	11.0 %	12.0 %	12.0 %
COGS	10.3	12.4	14.1	14.9	16.0	17.9	20.0
<b>Gross profit</b>	<b>25.2</b>	<b>27.3</b>	<b>30.8</b>	<b>34.6</b>	<b>39.1</b>	<b>43.7</b>	<b>49.0</b>
<i>Gross margin</i>	<i>71.0 %</i>	<i>68.8 %</i>	<i>68.5 %</i>	<i>69.9 %</i>	<i>71.0 %</i>	<i>71.0 %</i>	<i>71.0 %</i>
Research and development	7.5	8.0	8.7	9.5	11.6	12.9	14.5
Sales and marketing	6.2	6.4	7.4	8.0	8.9	9.9	11.1
Administration expenses	3.1	3.3	3.5	3.8	4.1	4.6	5.2
Other operating expenses	0.1	0.0	0.2	0.1	0.0	0.0	0.0
Other operating income	0.1	0.3	0.3	0.4	0.6	0.6	0.7
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>9.0</b>	<b>10.3</b>	<b>12.0</b>	<b>14.3</b>	<b>15.9</b>	<b>17.8</b>	<b>19.9</b>
<i>Margin</i>	<i>25.4 %</i>	<i>26.0 %</i>	<i>26.8 %</i>	<i>28.8 %</i>	<i>28.9 %</i>	<i>28.9 %</i>	<i>28.9 %</i>
Depreciation of fixed assets	0.4	0.4	0.6	0.6	0.7	0.8	0.9
<b>EBITA</b>	<b>8.6</b>	<b>9.9</b>	<b>11.5</b>	<b>13.7</b>	<b>15.2</b>	<b>17.0</b>	<b>19.0</b>
Amortisation of intangible assets	0.1	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
<b>EBIT</b>	<b>8.4</b>	<b>9.8</b>	<b>11.3</b>	<b>13.6</b>	<b>15.1</b>	<b>16.9</b>	<b>18.9</b>
<i>Margin</i>	<i>23.7 %</i>	<i>24.7 %</i>	<i>25.2 %</i>	<i>27.4 %</i>	<i>27.4 %</i>	<i>27.4 %</i>	<i>27.4 %</i>
<b>EBIT adj.</b>	<b>8.4</b>	<b>9.8</b>	<b>11.3</b>	<b>13.6</b>	<b>15.1</b>	<b>16.9</b>	<b>18.9</b>
Interest income	0.4	0.6	0.1	0.2	0.1	0.1	0.1
Interest expenses	4.6	0.1	0.1	0.1	0.1	0.1	0.1
Other financial income (loss)	0.2	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>4.2</b>	<b>10.3</b>	<b>11.3</b>	<b>13.7</b>	<b>15.1</b>	<b>16.9</b>	<b>18.9</b>
<i>Margin</i>	<i>11.7 %</i>	<i>25.9 %</i>	<i>25.2 %</i>	<i>27.6 %</i>	<i>27.4 %</i>	<i>27.4 %</i>	<i>27.4 %</i>
Total taxes	1.3	3.3	3.7	4.4	5.0	5.6	6.2
<b>Net income from continuing operations</b>	<b>2.9</b>	<b>7.0</b>	<b>7.6</b>	<b>9.3</b>	<b>10.1</b>	<b>11.3</b>	<b>12.7</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>2.9</b>	<b>7.0</b>	<b>7.6</b>	<b>9.3</b>	<b>10.1</b>	<b>11.3</b>	<b>12.7</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>2.9</b>	<b>7.0</b>	<b>7.6</b>	<b>9.3</b>	<b>10.1</b>	<b>11.3</b>	<b>12.7</b>
<i>Margin</i>	<i>8.0 %</i>	<i>17.7 %</i>	<i>16.9 %</i>	<i>18.7 %</i>	<i>18.4 %</i>	<i>18.4 %</i>	<i>18.4 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>0.72</b>	<b>1.77</b>	<b>1.91</b>	<b>2.33</b>	<b>2.54</b>	<b>2.84</b>	<b>3.19</b>
EPS adj.	0.72	1.77	1.91	2.33	2.54	2.84	3.19

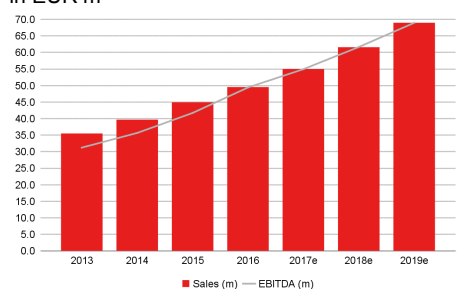
\*Adjustments made for:

**Guidance: Revenue growth 10% (+/- 3%), EBIT margin 25 %**

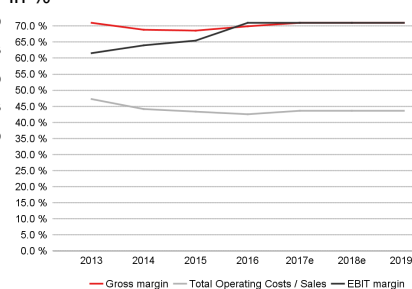
**Financial Ratios**

	2013	2014	2015	2016	2017e	2018e	2019e
Total Operating Costs / Sales	47.3 %	44.2 %	43.3 %	42.5 %	43.6 %	43.6 %	43.6 %
Operating Leverage	1.4 x	1.4 x	1.2 x	1.9 x	1.0 x	1.0 x	1.0 x
EBITDA / Interest expenses	2.0 x	105.8 x	100.6 x	122.0 x	158.8 x	177.8 x	199.2 x
Tax rate (EBT)	31.3 %	31.7 %	33.0 %	32.2 %	33.0 %	33.0 %	33.0 %
Dividend Payout Ratio	100.4 %	49.8 %	146.7 %	49.7 %	50.0 %	49.9 %	50.2 %
Sales per Employee	127,258	135,460	146,103	153,395	162,181	172,994	184,526

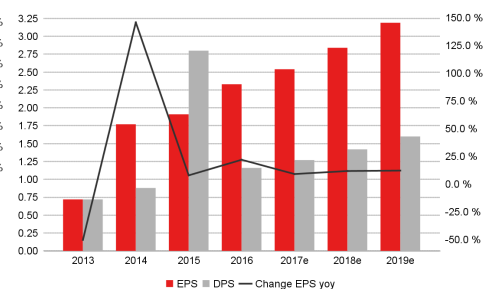
**Sales, EBITDA**  
in EUR m



**Operating Performance**  
in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

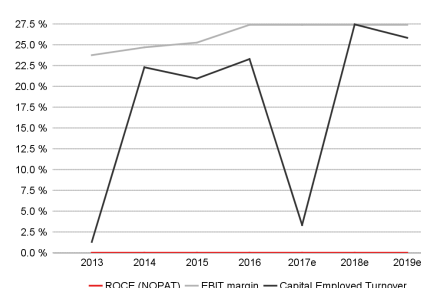
**Consolidated balance sheet**

In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
<b>Assets</b>							
Goodwill and other intangible assets	0.1	0.1	0.2	0.2	0.2	0.2	0.1
thereof other intangible assets	0.1	0.1	0.2	0.2	0.2	0.2	0.1
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	2.7	2.7	2.7	3.0	3.4	3.6	3.7
Financial assets	0.4	0.5	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>3.3</b>	<b>3.3</b>	<b>3.3</b>	<b>3.8</b>	<b>4.1</b>	<b>4.3</b>	<b>4.4</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.1	0.1
Accounts receivable	3.0	3.8	4.5	4.5	6.6	7.4	8.3
Liquid assets	14.5	20.1	23.9	24.3	27.4	32.7	38.8
Other short-term assets	1.8	1.5	1.6	1.5	1.5	1.7	1.9
<b>Current assets</b>	<b>19.4</b>	<b>25.5</b>	<b>30.0</b>	<b>30.3</b>	<b>35.5</b>	<b>41.9</b>	<b>49.1</b>
<b>Total Assets</b>	<b>22.7</b>	<b>28.9</b>	<b>33.4</b>	<b>34.0</b>	<b>39.6</b>	<b>46.1</b>	<b>53.5</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	8.4	11.6	15.6	13.6	19.1	25.3	32.5
Shareholders' equity	11.8	14.9	18.9	16.9	22.4	28.6	35.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>11.8</b>	<b>14.9</b>	<b>18.9</b>	<b>16.9</b>	<b>22.4</b>	<b>28.7</b>	<b>35.9</b>
Provisions	2.9	5.6	5.1	4.9	5.0	5.1	5.2
thereof provisions for pensions and similar obligations	2.7	4.2	4.3	4.9	4.9	4.9	4.9
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	0.3	0.3	0.3	0.6	0.7	0.8	0.9
Other liabilities	7.7	8.0	9.0	11.5	11.5	11.5	11.5
<b>Liabilities</b>	<b>10.9</b>	<b>13.9</b>	<b>14.4</b>	<b>17.1</b>	<b>17.2</b>	<b>17.4</b>	<b>17.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>22.7</b>	<b>28.9</b>	<b>33.4</b>	<b>34.0</b>	<b>39.6</b>	<b>46.1</b>	<b>53.5</b>

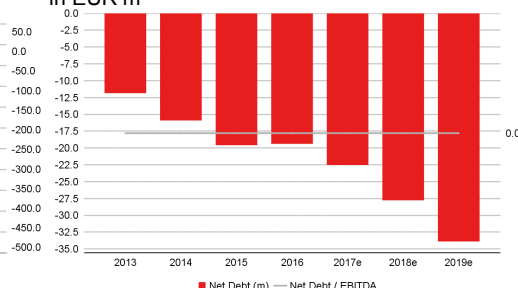
**Financial Ratios**

	2013	2014	2015	2016	2017e	2018e	2019e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	6.5 x	6.3 x	6.6 x	7.2 x	5.9 x	6.0 x	6.1 x
Capital Employed Turnover	-486.2 x	-40.4 x	-69.1 x	-20.1 x	-443.5 x	69.3 x	34.6 x
ROA	87.0 %	210.9 %	226.4 %	247.0 %	248.3 %	264.3 %	289.0 %
<b>Return on Capital</b>							
ROCE (NOPAT)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
ROE	16.1 %	52.6 %	44.8 %	51.8 %	51.4 %	44.3 %	39.3 %
Adj. ROE	16.1 %	52.6 %	44.8 %	51.8 %	51.4 %	44.3 %	39.3 %
<b>Balance sheet quality</b>							
Net Debt	-11.9	-15.9	-19.6	-19.4	-22.5	-27.8	-33.9
Net Financial Debt	-14.5	-20.1	-23.9	-24.3	-27.4	-32.7	-38.8
Net Gearing	-100.6 %	-106.6 %	-103.4 %	-114.6 %	-100.6 %	-96.9 %	-94.4 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	3.0	3.8	4.8	4.2	5.6	7.2	9.0
Book value per share ex intangibles	2.9	3.7	4.7	4.2	5.6	7.2	9.0

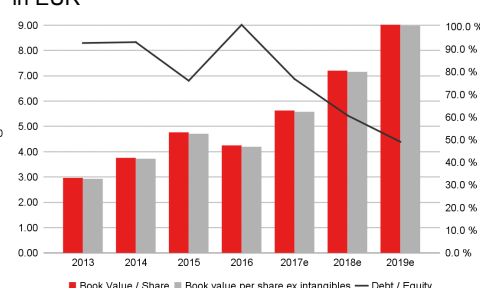
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

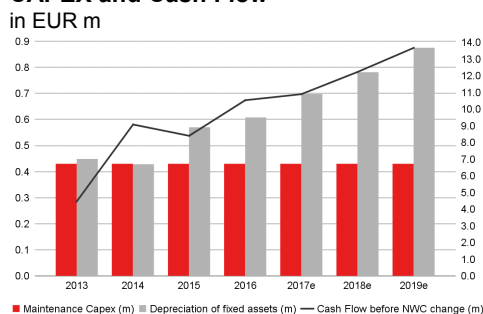
**Consolidated cash flow statement**

In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
Net income	2.9	7.0	7.6	9.3	10.1	11.3	12.7
Depreciation of fixed assets	0.4	0.4	0.6	0.6	0.7	0.8	0.9
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Increase/decrease in long-term provisions	1.0	1.5	0.1	0.5	0.0	0.0	0.0
Other non-cash income and expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>4.4</b>	<b>9.1</b>	<b>8.4</b>	<b>10.5</b>	<b>10.9</b>	<b>12.2</b>	<b>13.7</b>
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	-0.1	0.0
Increase / decrease in accounts receivable	0.2	-0.8	-0.6	0.0	-2.1	-0.8	-0.9
Increase / decrease in accounts payable	0.0	0.0	0.0	0.3	0.1	0.1	0.1
Increase / decrease in other working capital positions	0.0	0.0	0.2	1.4	0.0	0.0	0.0
Increase / decrease in working capital (total)	0.2	-0.8	-0.4	1.7	-2.0	-0.8	-0.8
<b>Net cash provided by operating activities [1]</b>	<b>4.6</b>	<b>8.3</b>	<b>8.0</b>	<b>12.2</b>	<b>8.9</b>	<b>11.4</b>	<b>12.9</b>
Investments in intangible assets	0.0	0.0	-0.1	-0.1	-0.1	-0.1	-0.1
Investments in property, plant and equipment	-0.5	-0.5	-0.7	-1.0	-1.0	-1.0	-1.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	-1.1	-3.0	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-0.5</b>	<b>-0.5</b>	<b>-1.9</b>	<b>-4.1</b>	<b>-1.1</b>	<b>-1.1</b>	<b>-1.1</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-14.4	-2.9	-3.5	-11.1	-4.6	-5.1	-5.6
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 [3]</b>	<b>-14.4</b>	<b>-2.9</b>	<b>-3.5</b>	<b>-11.1</b>	<b>-4.6</b>	<b>-5.1</b>	<b>-5.6</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>-10.3</b>	<b>4.9</b>	<b>2.6</b>	<b>-3.0</b>	<b>3.1</b>	<b>5.2</b>	<b>6.1</b>
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	14.5	19.4	22.7	20.9	27.4	32.7	38.8

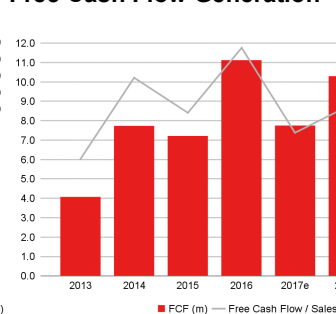
**Financial Ratios**

	2013	2014	2015	2016	2017e	2018e	2019e
<b>Cash Flow</b>							
FCF	4.1	7.7	7.2	11.1	7.7	10.3	11.8
Free Cash Flow / Sales	11.5 %	19.5 %	16.1 %	22.4 %	14.1 %	16.7 %	17.0 %
Free Cash Flow Potential	7.3	6.6	7.9	9.4	10.5	11.8	13.2
Free Cash Flow / Net Profit	142.8 %	110.1 %	95.1 %	119.8 %	76.8 %	91.0 %	92.9 %
Interest Received / Avg. Cash	2.2 %	3.5 %	0.4 %	0.9 %	0.4 %	0.3 %	0.3 %
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	1.5 %	1.3 %	1.7 %	2.3 %	2.0 %	1.8 %	1.6 %
Maint. Capex / Sales	1.2 %	1.1 %	1.0 %	0.9 %	0.8 %	0.7 %	0.6 %
Capex / Dep	94.3 %	101.5 %	113.3 %	157.8 %	138.3 %	123.5 %	110.2 %
Avg. Working Capital / Sales	7.9 %	7.9 %	8.6 %	8.1 %	8.9 %	10.2 %	10.3 %
Trade Debtors / Trade Creditors	926.6 %	1199.2 %	1487.0 %	720.6 %	942.9 %	925.0 %	922.2 %
Inventory Turnover	1286.3 x	1802.9 x	1707.9 x	1803.3 x	n.a.	178.6 x	200.1 x
Receivables collection period (days)	31	35	36	33	44	44	44
Payables payment period (days)	12	9	8	15	16	16	16
Cash conversion cycle (Days)	-11	-9	-8	-15	n.a.	-14	-14

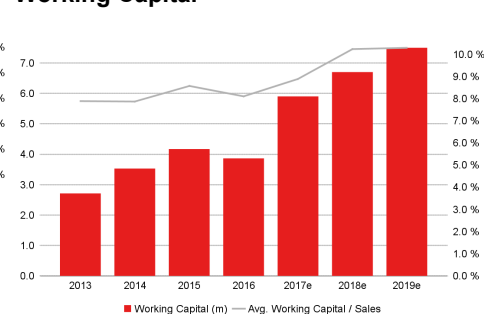
**CAPEX and Cash Flow**



**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)
ATOSS	5	<a href="http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005104400.htm">http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005104400.htm</a>

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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-	<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 – ANALYSED RESEARCH UNIVERSE BY RATING**

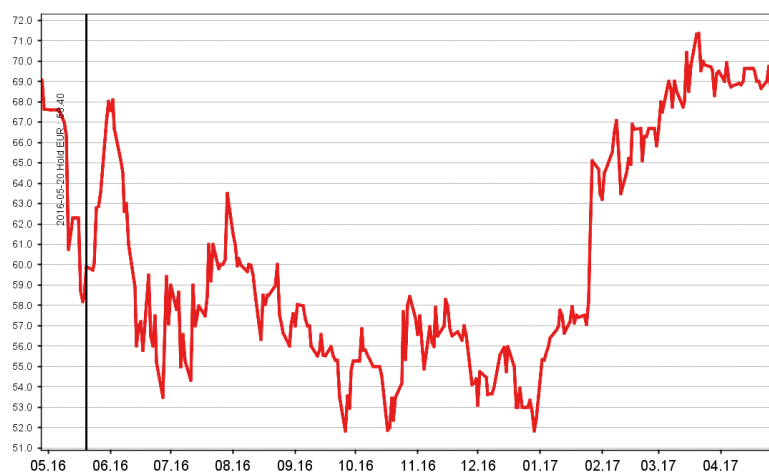
Rating	Number of stocks	% of Universe
Buy	115	59
Hold	71	36
Sell	9	5
Rating suspended	1	1
<b>Total</b>	<b>196</b>	<b>100</b>

**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	26	70
Hold	8	22
Sell	2	5
Rating suspended	1	3
<b>Total</b>	<b>37</b>	<b>100</b>

**PRICE AND RATING HISTORY ATOSS AS OF 27.04.2017**



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.

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