

Hold (Buy) EUR 22.20 (EUR 24.50) Price EUR 21.61 Upside 2.8 %	Value Indicators: EUR DCF: 22.23 FCF-Value Potential: 18.81	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: 85.9 No. of shares (m): 4.0 EV: 61.6 Freefloat MC (ord.): 28.1 Ø Trad. Vol. (ord./30d): 38.46 th	Shareholders: Freefloat 32.7 % Founding Family 56.4 % Mainfirst 5.1 % Investment TGV Bonn 5.8 %	Risk Profile (WRe): 2012e Beta: 1.4 Price / Book: 3.5 Net Gearing: -99 % Debt / Equity: 42 % Net debt / EBITDA: -3.0 x

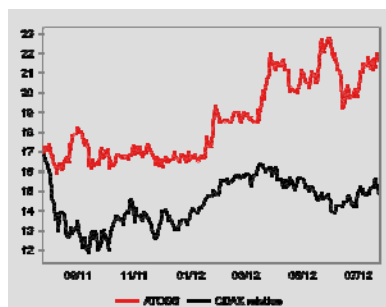
Slower growth expected; Downgrade to Hold

Figures Q2/2012: FY End: 31.12. in EUR m										Comment on Figures: <ul style="list-style-type: none"> Moderate growth in revenues and earnings Growth not fully in-line with expectations (WRe) Very strong margin 			
	Q2 2012	Q2 2012e	Q2 2011	yoy	6M 2012	6M 2012e	6M 2011	yoy					
Sales	8.5	9.0	7.9	7.6 %	16.3	16.8	15.8	3.2 %					
EBIT	2.1	2.2	1.9	10.5 %	4.0	4.1	3.9	2.6 %					
Margin	24.3 %	24.4 %	24.5 %		24.5 %	24.4 %	24.6 %						

ATOSS Software AG reported Q2/12 figures on July 23. Sales were slightly below expectations (WRe) while earnings were roughly in-line. At the same time, the high margin business Software (licences and maintenance) increased slightly (+6% to EUR 9.9m). Consulting business grew 4% to EUR 4.5m. The good sales quality (at the Software business) resulted in earnings coming in in-line with expectations despite somewhat reduced revenues. For the full year, especially revenues from software licences and maintenance resulting from existing projects are expected to lead to high margins. However, order intake in new licenses slightly decreased yoy from EUR 3.3m to EUR 2.8m. Order backlog decreased slightly from EUR 3.1m to EUR 2.7m. **A lower customer investment level was recorded in April and May especially.** Factoring in an overall more cautious economic scenario, it is expected that growth will be slower than assumed for the coming years. ATOSS is expected to counter increased investment restraint by putting greater emphasis on sales. Nevertheless, sales quality (at the Software business) is to remain high as ATOSS normally materialises projects over their duration. For this reason the assumed revenues include the last quarters' project deals.

Based on lower forecasts and somewhat higher risk premiums (beta) the PT is slightly reduced. The rating for the share is now Hold (Buy). The PT is EUR 22.20 (24.50).

Changes in Estimates: FY End: 31.12. in EUR m							Comment on Changes: <ul style="list-style-type: none"> Growth expectations slightly reduced Higher sales expenses probable in the medium term Slight reduction in earnings estimates in 2013 and beyond 			
	2012e (old)	+ / -	2013e (old)	+ / -	2014e (old)	+ / -				
Sales	33.8	-2.3 %	36.2	-4.1 %	38.7	-5.9 %				
EBIT	7.8	-0.2 %	8.4	-2.1 %	8.9	-1.9 %				
EPS	1.49	0.0 %	1.58	-1.9 %	1.68	-1.8 %				

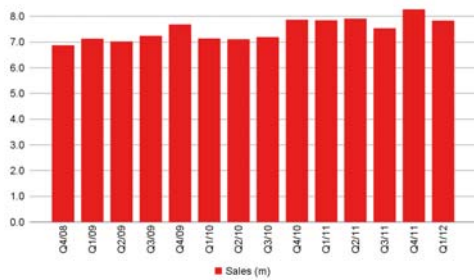


Rel. Performance vs CDAX:	
1 month:	7.0 %
6 months:	21.4 %
Year to date:	21.0 %
Trailing 12 months:	40.7 %

Company events:	
08/13/12	Q2
10/22/12	Prel. Q3

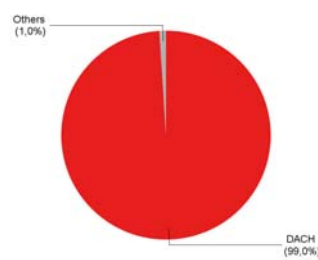
FY End: 31.12. in EUR m	CAGR (11-14e)	2008	2009	2010	2011	2012e	2013e	2014e
Sales	4.8 %	26.9	29.1	29.3	31.6	33.0	34.7	36.4
Change Sales yoy		10.3 %	8.0 %	0.8 %	7.7 %	4.5 %	5.0 %	5.0 %
Gross profit margin		67.1 %	66.7 %	68.1 %	70.4 %	69.5 %	69.5 %	70.0 %
EBITDA	5.9 %	5.4	5.9	7.3	7.8	8.2	8.6	9.2
Margin		20.1 %	20.3 %	24.9 %	24.7 %	24.9 %	24.9 %	25.4 %
EBIT	6.3 %	5.0	5.5	6.8	7.3	7.8	8.2	8.8
Margin		18.7 %	19.0 %	23.3 %	23.1 %	23.6 %	23.6 %	24.1 %
Net income	5.1 %	3.5	4.0	4.8	5.7	5.9	6.2	6.6
EPS	4.9 %	0.88	1.00	1.21	1.43	1.49	1.55	1.65
EPS adj.	-	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Dividend	5.3 %	0.44	0.50	0.60	0.71	0.75	0.78	0.83
Dividend Yield		5.6 %	5.0 %	4.0 %	4.2 %	3.5 %	3.6 %	3.8 %
FCFPS		0.51	1.77	0.83	1.17	1.15	1.54	1.62
EV / Sales		0.7 x	0.8 x	1.4 x	1.4 x	1.9 x	1.7 x	1.5 x
EV / EBITDA		3.4 x	3.7 x	5.6 x	5.7 x	7.5 x	6.8 x	6.0 x
EV / EBIT		3.7 x	4.0 x	5.9 x	6.1 x	7.9 x	7.1 x	6.3 x
P / E		8.9 x	9.9 x	12.4 x	11.8 x	14.5 x	13.9 x	13.1 x
P / E adj.		8.9 x	9.9 x	12.4 x	11.8 x	14.5 x	13.9 x	13.1 x
FCF Yield Potential		18.7 %	16.8 %	11.6 %	10.4 %	8.1 %	9.1 %	10.4 %
Net Debt		-12.8	-17.4	-18.9	-22.6	-24.3	-27.5	-30.8
ROE		30.6 %	29.2 %	29.7 %	29.3 %	25.8 %	23.5 %	22.1 %
ROCE		27.3 %	24.7 %	26.2 %	23.4 %	21.5 %	19.8 %	18.9 %
Guidance:	n.a.							

Sales development
in EUR m



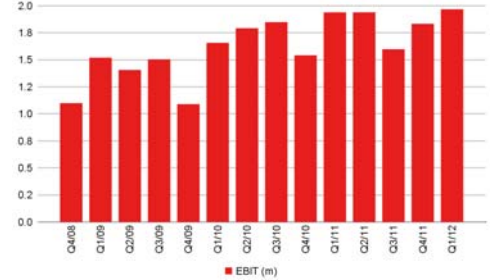
Source: Warburg Research

Sales by regions
2011; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

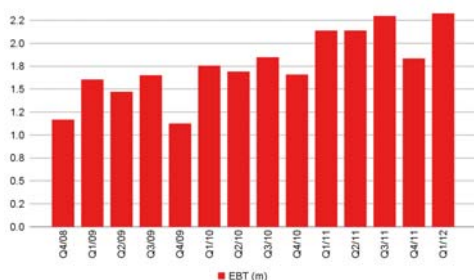
Company Background

- 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

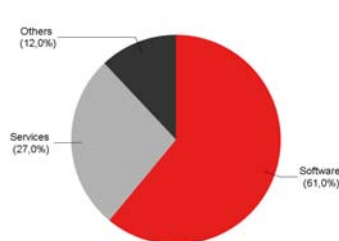
- ATOSS has a leading software product (the most modern Java technology)
- ATOSS specialises in regions and industry sectors (country-specific work conditions in the Germany, Austria, Swiss region and mapping out work processes in core industries)
- ATOSS works independently of producers (no ties to 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 with many much smaller suppliers, which still pose stiff competition for ATOSS).

EBT development
in EUR m



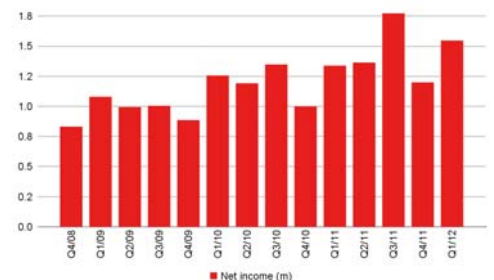
Source: Warburg Research

Sales by segments
2011; 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
	2012e	2013e	2014e	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	
Sales	33.0	34.7	36.4	37.5	38.6	39.8	40.9	42.2	43.4	44.7	46.1	47.5	48.9	
Sales change	4.5 %	5.0 %	5.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	2.5 %
EBIT	7.8	8.2	8.8	9.0	9.3	9.5	9.8	10.1	10.4	10.7	11.1	11.4	11.7	
EBIT-margin	23.6 %	23.6 %	24.1 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	24.0 %	
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	5.3	5.6	6.0	5.8	6.0	6.2	6.4	6.6	6.8	7.0	7.2	7.4	7.6	
Depreciation	0.4	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7	
in % of Sales	1.3 %	1.3 %	1.3 %	1.5 %	1.5 %	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	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	1.4	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
- Capex	0.4	0.4	0.4	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7	
Capex in % of Sales	1.2 %	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)	4.0	5.5	5.8	5.5	5.8	6.1	6.2	6.4	6.6	6.8	7.1	7.3	7.5	8
PV of FCF	3.8	4.7	4.5	3.9	3.7	3.4	3.2	2.9	2.7	2.5	2.3	2.2	2.0	24
share of PVs	19.84 %			43.60 %										36.56 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.00
Cost of debt	3.9 %	Liquidity	2.00
Market return	9.00 %	Cyclicality	1.50
Risk free rate	4.00 %	Transparency	1.20
		Others	1.50
WACC	11.20 %	Beta	1.44

Valuation (m)

Present values 2024e	42		
Terminal Value	24		
Financial liabilities	0		
Pension liabilities	2		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	24	No. of shares (m)	4.0
Equity Value	88	Value per share (EUR)	22.23

Sensitivity Value per Share (EUR)

Beta (WACC)	Terminal Growth							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	+0.5 pp	+1.0 pp	+1.5 pp	
1.64 (12.2 %)	20.19	20.30	20.41	20.53	20.66	20.80	20.94	1.64 (12.2 %)	19.57	19.89	20.21	20.53	20.86	21.18	21.50
1.54 (11.7 %)	20.93	21.06	21.19	21.33	21.49	21.65	21.81	1.54 (11.7 %)	20.32	20.66	21.00	21.33	21.67	22.01	22.35
1.49 (11.5 %)	21.33	21.47	21.61	21.77	21.93	22.11	22.29	1.49 (11.5 %)	20.73	21.07	21.42	21.77	22.12	22.46	22.81
1.44 (11.2 %)	21.75	21.90	22.06	22.23	22.41	22.60	22.80	1.44 (11.2 %)	21.16	21.51	21.87	22.23	22.58	22.94	23.30
1.39 (11.0 %)	22.19	22.36	22.53	22.71	22.91	23.12	23.34	1.39 (11.0 %)	21.61	21.98	22.35	22.71	23.08	23.45	23.82
1.34 (10.7 %)	22.66	22.84	23.03	23.23	23.44	23.67	23.91	1.34 (10.7 %)	22.09	22.47	22.85	23.23	23.61	23.99	24.36
1.24 (10.2 %)	23.68	23.90	24.12	24.36	24.62	24.89	25.19	1.24 (10.2 %)	23.16	23.56	23.96	24.36	24.77	25.17	25.57

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

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

■ The long-term margin is already at a high level

■

Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived by discounting the "FCF potential" of a given year with the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

in EUR m	2008	2009	2010	2011	2012e	2013e	2014e	
Net Income before minorities	3.5	4.0	4.8	5.7	5.9	6.2	6.6	
+ Depreciation + Amortisation	0.4	0.4	0.5	0.5	0.4	0.5	0.5	
- Net Interest Income	0.1	0.3	0.1	1.1	0.9	0.9	0.9	
- Maintenance Capex	0.4	0.4	0.4	0.4	0.4	0.4	0.4	
+ Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Free Cash Flow Potential	3.5	3.7	4.7	4.6	5.0	5.3	5.7	
Free Cash Flow Yield Potential	18.7 %	16.8 %	11.6 %	10.4 %	8.1 %	9.1 %	10.4 %	
WACC	11.20 %	11.20 %	11.20 %	11.20 %	11.20 %	11.20 %	11.20 %	
= Enterprise Value (EV)	18.6	21.9	40.5	44.7	61.6	58.4	55.1	
= Fair Enterprise Value	31.0	32.7	42.0	41.3	44.7	47.3	51.1	
- Net Debt (Cash)	-24.3	-24.3	-24.3	-24.3	-26.0	-29.2	-32.5	
- Pension Liabilities	1.7	1.7	1.7	1.7	1.7	1.7	1.7	
- Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Fair Market Capitalisation	53.6	55.3	64.5	63.9	69.1	74.8	81.9	
No. of shares (total) (m)	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
= Fair value per share (EUR)	13.48	13.90	16.23	16.07	17.37	18.81	20.60	
premium (-) / discount (+) in %					-19.6 %	-13.0 %	-4.6 %	
Sensitivity Fair value per Share (EUR)								
	14.20 %	11.83	12.17	14.00	13.88	14.99	16.29	17.89
	13.20 %	12.29	12.66	14.63	14.50	15.67	17.00	18.65
	12.20 %	12.84	13.23	15.36	15.22	16.45	17.83	19.55
WACC	11.20 %	13.48	13.90	16.23	16.07	17.37	18.81	20.60
	10.20 %	14.24	14.71	17.26	17.09	18.47	19.97	21.86
	9.20 %	15.17	15.69	18.52	18.33	19.82	21.39	23.40
	8.20 %	16.33	16.91	20.09	19.87	21.49	23.16	25.30

- The FCF-Value is at a similar level to the share price potential as indicated by the DCF-Value.
- Due to the higher procedure accuracy, in this case especially, the DCF-Value will be addressed.

Valuation	2008	2009	2010	2011	2012e	2013e	2014e
Price / Book	2.5 x	2.7 x	3.4 x	3.2 x	3.5 x	3.1 x	2.7 x
Book value per share ex intangibles	3.09	3.69	4.40	5.26	6.18	7.03	7.95
EV / Sales	0.7 x	0.8 x	1.4 x	1.4 x	1.9 x	1.7 x	1.5 x
EV / EBITDA	3.4 x	3.7 x	5.6 x	5.7 x	7.5 x	6.8 x	6.0 x
EV / EBIT	3.7 x	4.0 x	5.9 x	6.1 x	7.9 x	7.1 x	6.3 x
EV / EBIT adj.*	3.7 x	4.0 x	5.9 x	6.1 x	7.9 x	7.1 x	6.3 x
P / FCF	15.3 x	5.6 x	18.0 x	14.5 x	18.8 x	14.0 x	13.3 x
P / E	8.9 x	9.9 x	12.4 x	11.8 x	14.5 x	13.9 x	13.1 x
P / E adj.*	8.9 x	9.9 x	12.4 x	11.8 x	14.5 x	13.9 x	13.1 x
Dividend Yield	5.6 %	5.0 %	4.0 %	4.2 %	3.5 %	3.6 %	3.8 %
Free Cash Flow Yield Potential	18.7 %	16.8 %	11.6 %	10.4 %	8.1 %	9.1 %	10.4 %
*Adjustments made for: -							

Consolidated profit and loss

In EUR m	2008	2009	2010	2011	2012e	2013e	2014e
Sales	26.9	29.1	29.3	31.6	33.0	34.7	36.4
Change Sales yoy	10.3 %	8.0 %	0.8 %	7.7 %	4.5 %	5.0 %	5.0 %
COGS	8.9	9.7	9.4	9.3	10.1	10.6	10.9
Gross profit	18.1	19.4	20.0	22.2	22.9	24.1	25.5
<i>Gross margin</i>	<i>67.1 %</i>	<i>66.7 %</i>	<i>68.1 %</i>	<i>70.4 %</i>	<i>69.5 %</i>	<i>69.5 %</i>	<i>70.0 %</i>
Research and development	5.1	5.6	6.0	6.7	6.9	7.3	7.6
Sales and marketing	5.6	5.8	4.8	5.5	5.7	6.0	6.3
Administration expenses	2.7	2.5	2.5	2.7	2.9	3.0	3.2
Other operating expenses	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Other operating income	0.3	0.0	0.2	0.1	0.3	0.3	0.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	5.4	5.9	7.3	7.8	8.2	8.6	9.2
<i>Margin</i>	<i>20.1 %</i>	<i>20.3 %</i>	<i>24.9 %</i>	<i>24.7 %</i>	<i>24.9 %</i>	<i>24.9 %</i>	<i>25.4 %</i>
Depreciation of fixed assets	0.3	0.3	0.4	0.4	0.4	0.4	0.4
EBITA	5.1	5.6	6.9	7.4	7.9	8.3	8.8
Amortisation of intangible fixed assets	0.1	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
EBIT	5.0	5.5	6.8	7.3	7.8	8.2	8.8
<i>Margin</i>	<i>18.7 %</i>	<i>19.0 %</i>	<i>23.3 %</i>	<i>23.1 %</i>	<i>23.6 %</i>	<i>23.6 %</i>	<i>24.1 %</i>
EBIT adj.	5.0	5.5	6.8	7.3	7.8	8.2	8.8
Interest income	0.6	0.4	0.2	2.1	1.0	1.0	1.0
Interest expenses	0.5	0.0	0.1	1.0	0.1	0.1	0.1
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	5.1	5.9	7.0	8.4	8.7	9.1	9.7
<i>Margin</i>	<i>19.0 %</i>	<i>20.1 %</i>	<i>23.7 %</i>	<i>26.6 %</i>	<i>26.3 %</i>	<i>26.2 %</i>	<i>26.6 %</i>
Total taxes	1.6	1.9	2.2	2.7	2.8	2.9	3.1
Net income from continuing operations	3.5	4.0	4.8	5.7	5.9	6.2	6.6
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	3.5	4.0	4.8	5.7	5.9	6.2	6.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	3.5	4.0	4.8	5.7	5.9	6.2	6.6
<i>Margin</i>	<i>13.0 %</i>	<i>13.6 %</i>	<i>16.4 %</i>	<i>18.0 %</i>	<i>17.9 %</i>	<i>17.8 %</i>	<i>18.1 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
EPS	0.88	1.00	1.21	1.43	1.49	1.55	1.65
EPS adj.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

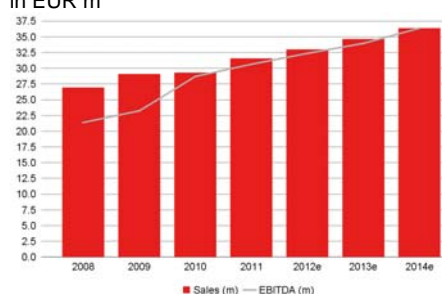
*Adjustments made for:

Guidance: n.a.

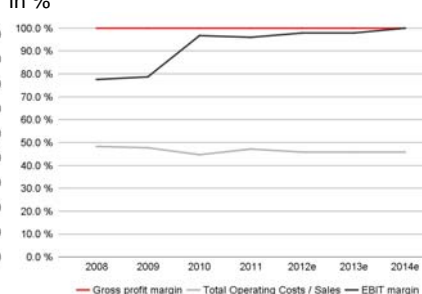
Financial Ratios

	2008	2009	2010	2011	2012e	2013e	2014e
Total Operating Costs / Sales	48.4 %	47.7 %	44.8 %	47.3 %	45.9 %	45.9 %	45.9 %
Operating Leverage	3.4 x	1.2 x	30.6 x	0.9 x	1.5 x	1.0 x	1.4 x
EBITDA / Interest expenses	10.0 x	178.9 x	81.0 x	8.0 x	82.2 x	86.4 x	92.5 x
Tax rate (EBT)	31.4 %	32.3 %	31.0 %	32.5 %	32.0 %	32.0 %	32.0 %
Dividend Payout Ratio	50.0 %	49.9 %	49.6 %	49.7 %	50.4 %	50.2 %	50.2 %
Sales per Employee	125,902	128,137	120,634	121,911	121,346	121,346	121,346

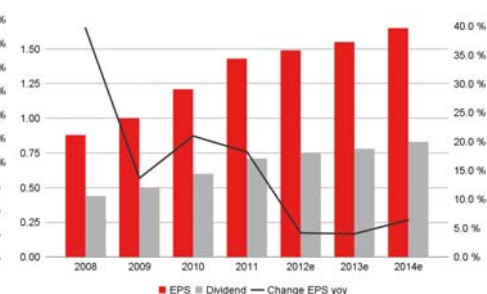
Sales, EBITDA
in EUR m



Operating Performance
in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

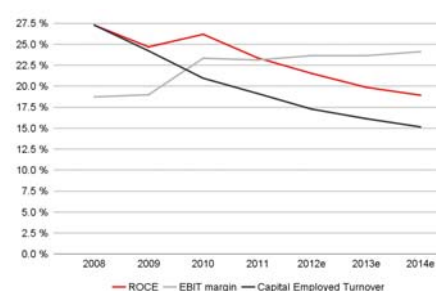
Consolidated balance sheet

In EUR m	2008	2009	2010	2011	2012e	2013e	2014e
Assets							
Goodwill and other intangible assets	0.1	0.1	0.1	0.2	0.1	0.0	0.0
thereof other intangible assets	0.1	0.1	0.1	0.2	0.1	0.0	0.0
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.6	0.8	2.8	2.9	3.0	3.0	3.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	0.7	0.9	2.9	3.1	3.1	3.0	3.0
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	3.5	4.3	3.1	2.6	4.0	4.2	4.4
Liquid assets	14.0	19.3	20.7	24.3	26.0	29.2	32.5
Other short-term assets	1.3	1.2	1.1	1.3	2.0	2.2	2.4
Current assets	18.7	24.8	24.8	28.3	32.0	35.6	39.3
Total Assets	19.4	25.7	27.8	31.4	35.1	38.6	42.3
Liabilities and shareholders' equity							
Subscribed capital	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Capital reserve	-0.2	-0.3	-0.4	-0.4	-0.4	-0.4	-0.4
Retained earnings	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other equity components	8.7	11.0	13.9	17.5	21.1	24.4	27.9
Shareholder's equity	12.5	14.7	17.6	21.1	24.7	28.0	31.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	12.5	14.7	17.6	21.1	24.7	28.0	31.6
Provisions	4.5	5.7	2.8	2.8	2.9	3.0	3.1
thereof provisions for pensions and similar obligations	1.2	1.9	1.7	1.7	1.7	1.7	1.7
Financial liabilities (total)	0.0	0.0	0.1	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	0.2	0.7	0.8	0.8	0.8	0.9	0.9
Other liabilities	2.2	4.6	6.6	6.6	6.6	6.6	6.6
Liabilities	7.0	11.0	10.3	10.3	10.4	10.6	10.7
Total liabilities and shareholders' equity	19.4	25.7	27.8	31.4	35.1	38.6	42.3

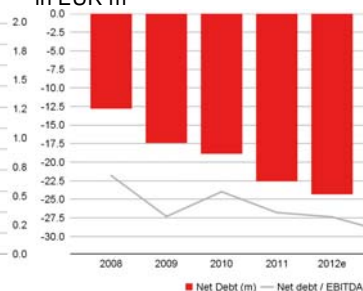
Financial Ratios

	2008	2009	2010	2011	2012e	2013e	2014e
Efficiency of Capital Employment							
Operating Assets Turnover	7.1 x	6.6 x	5.8 x	6.6 x	5.3 x	5.5 x	5.6 x
Capital Employed Turnover	2.0 x	1.8 x	1.5 x	1.4 x	1.2 x	1.2 x	1.1 x
ROA	505.8 %	437.3 %	162.7 %	181.5 %	190.9 %	202.8 %	221.3 %
Return on Capital							
ROCE	27.3 %	24.7 %	26.2 %	23.4 %	21.5 %	19.8 %	18.9 %
ROE	30.6 %	29.2 %	29.7 %	29.3 %	25.8 %	23.5 %	22.1 %
Adj. ROE	30.6 %	29.2 %	29.7 %	29.3 %	25.8 %	23.5 %	22.1 %
Balance sheet quality							
Net Debt	-12.8	-17.4	-18.9	-22.6	-24.3	-27.5	-30.8
Net Financial Debt	-14.0	-19.3	-20.6	-24.3	-26.0	-29.2	-32.5
Net Gearing	-102.7 %	-118.4 %	-107.4 %	-107.0 %	-98.5 %	-98.2 %	-97.6 %
Net Financial Debt / EBITDA	-257.4 %	-327.0 %	-282.9 %	-311.7 %	-316.7 %	-338.1 %	-351.9 %
Book Value / Share	3.1	3.7	4.4	5.3	6.2	7.0	7.9
Book value per share ex intangibles	3.1	3.7	4.4	5.3	6.2	7.0	7.9

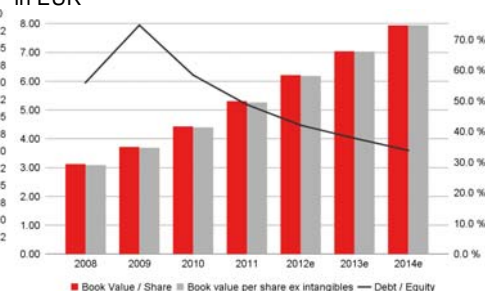
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

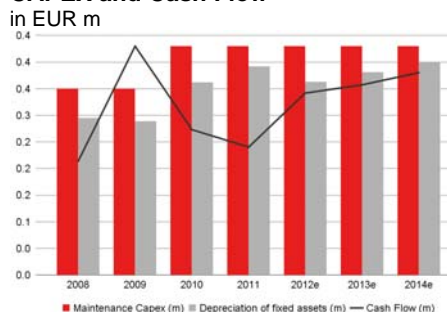
Consolidated cash flow statement

In EUR m	2008	2009	2010	2011	2012e	2013e	2014e
Net income	3.5	4.0	4.8	5.7	5.9	6.2	6.6
Depreciation of fixed assets	0.3	0.3	0.4	0.4	0.4	0.4	0.4
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	0.0	0.7	-0.1	0.0	0.0	0.0	0.0
Other non-cash income and expenses	0.1	2.9	0.0	-1.7	0.0	0.0	0.0
Cash Flow	4.0	8.0	5.1	4.5	6.3	6.6	7.1
Increase / decrease in inventory	-0.6	0.1	0.1	-0.1	0.0	0.0	0.0
Increase / decrease in accounts receivable	-0.6	-0.8	1.2	0.5	-1.4	-0.2	-0.2
Increase / decrease in accounts payable	-0.2	0.5	0.1	0.0	0.0	0.1	0.0
Increase / decrease in other working capital positions	-0.1	-0.1	-0.7	0.5	0.0	0.0	0.0
Increase / decrease in working capital	-1.5	-0.4	0.7	0.9	-1.4	-0.1	-0.2
Net cash provided by operating activities	2.5	7.6	5.8	5.3	5.0	6.5	6.9
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	-0.6	-2.5	-0.7	-0.4	-0.4	-0.4
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	-7.9	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	-0.4	-0.6	-2.5	-8.5	-0.4	-0.4	-0.4
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-1.2	-1.7	-2.0	-2.4	-2.8	-3.0	-3.1
Purchase of own shares	-0.3	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by financing activities	-1.5	-1.7	-1.9	-2.3	-2.8	-3.0	-3.1
Change in liquid funds	0.6	5.3	1.4	-5.6	1.7	3.1	3.4
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	14.0	19.3	20.7	15.1	26.0	29.2	32.5

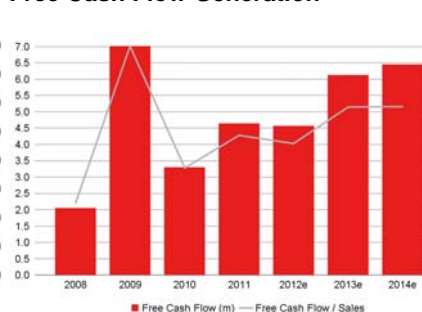
Financial Ratios

	2008	2009	2010	2011	2012e	2013e	2014e
Cash Flow							
Free Cash Flow	2.1	7.0	3.3	4.6	4.6	6.1	6.5
Free Cash Flow / Sales	7.6 %	24.1 %	11.3 %	14.7 %	13.9 %	17.7 %	17.7 %
Free Cash Flow Potential	3.5	3.7	4.7	4.6	5.0	5.3	5.7
Free Cash Flow / Sales	7.6 %	24.1 %	11.3 %	14.7 %	13.9 %	17.7 %	17.7 %
Free Cash Flow / Net Profit	58.5 %	176.8 %	68.8 %	81.9 %	77.3 %	99.2 %	98.1 %
Interest Received / Avg. Cash	4.5 %	2.2 %	1.0 %	9.2 %	4.0 %	3.6 %	3.2 %
Interest Paid / Avg. Debt	1816.7 %	137.5 %	191.5 %	2788.6 %	n.a.	n.a.	n.a.
Management of Funds							
Investment ratio	1.7 %	2.1 %	8.5 %	2.1 %	1.2 %	1.2 %	1.1 %
Maint. Capex / Sales	1.3 %	1.2 %	1.5 %	1.4 %	1.3 %	1.2 %	1.2 %
Capex / Dep	117.0 %	156.1 %	553.6 %	138.3 %	93.2 %	88.8 %	84.6 %
Avg. Working Capital / Sales	10.5 %	11.8 %	10.0 %	6.5 %	7.6 %	9.4 %	9.3 %
Trade Debtors / Trade Creditors	1528.8 %	625.0 %	388.8 %	330.6 %	500.0 %	466.7 %	488.9 %
Inventory Turnover	984.4 x	1076.8 x	1039.2 x	1168.3 x	n.a.	n.a.	n.a.
Receivables collection period (days)	47	54	38	30	44	44	44
Payables payment period (days)	9	26	31	31	29	31	30
Cash conversion cycle (Days)	-9	-25	-30	-31	n.a.	n.a.	n.a.

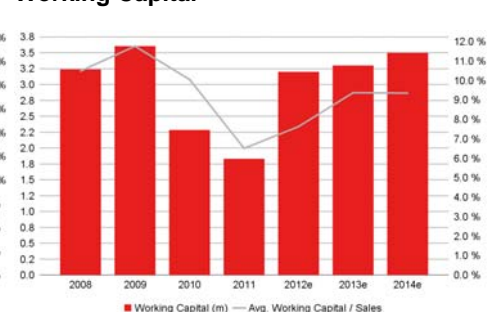
CAPEX and Cash Flow



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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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

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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.

WARBURG RESEARCH GMBH – RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	118	63
Hold	56	30
Sell	9	5
Rating suspended	4	2
Total	187	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	106	68
Hold	42	27
Sell	6	4
Rating suspended	3	2
Total	157	100

PRICE AND RATING HISTORY ATOSS AS OF 24.07.2012



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.

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