

ATOSS Software AG: Successful start to financial year 2016

ATOSS Software AG has begun the 2016 financial year on a successful note with continuing growth in both sales and earnings. Overall sales in the first quarter of 2016 were up 9 percent on the year before at EUR 11.7 million. Despite substantial investments in the future, the specialist in workforce management also saw a further improvement in results. Operating profits (EBIT) at EUR 3.2 million were 16 percent higher than in the year before. The Management Board anticipates continuing growth in 2016 for the eleventh year in succession.

Munich, April 22, 2016

The results for the first quarter of 2016 clearly show that ATOSS Software AG is seamlessly continuing the pattern set over the past ten record years. The company's business model continues to prove extremely robust and highly successful. The growth in sales of software licenses, which climbed 11 percent, underscores not just the competitive strength of ATOSS, but also the steadily increasing importance attaching to workforce management. This is primarily attributable to the growing need to make effective use of available resources.

The core software business accounted for sales of EUR 6.9 million (previous year EUR 6.3 million), equivalent to 59 percent of the company's overall turnover of EUR 11.7 million. Consulting contributed 28 percent of sales, with revenues – supported by the excellent order situation – climbing 18 percent to EUR 3.3 million. Hardware sales amounted to EUR 1.0 million (previous year: EUR 1.3 million), with other revenue coming in at EUR 0.5 million (previous year EUR 0.3 million).

ATOSS again set new records, and not just in sales: Despite the increase in investments particularly in research & development relative to the year before, operating profits (EBIT) were 16 percent higher at EUR 3.2 million (previous year EUR 2.8 million). With positive financial earnings of EUR 0.1 million, net earnings after tax amounted to EUR 2.3 million. Earnings per share in the first quarter stood at EUR 0.57, precisely the same figure as in the same quarter last year when income was boosted by financial earnings of EUR 0.6 million due to the sharp increase in the price of gold. The return on sales of 27 percent measured against EBIT exceeded even last year's high level.

In the first quarter ATOSS generated cash flow of EUR 4.2 million (previous year EUR 5.1 million) and reported consolidated liquidity of EUR 28.7 million as of March 31, 2016 (previous year: EUR 26.2 million). Even after the dividend payment of around EUR 11.1 million or EUR 2.80 per share to be proposed to shareholders at the AGM on April 26, 2016, ATOSS will still enjoy a respectable cash position and strong equity which together will safeguard the company's outstanding future prospects.

The market for workforce management continues to offer substantial potential for growth. On this basis the Management Board stands by its forecast for financial year 2016 and expects to see continuing development in sales and earnings with growth rates on a par with 2015 within a bandwidth of +/- 3 percent. Despite further planned investments, particularly in developing new markets, and a continuing high level of expenditure on research & development amounting to around one fifth of sales, the EBIT margin is also expected to remain around 25 percent.

CONSOLIDATED OVERVIEW AS PER IFRS: 3-MONTH COMPARISON IN KEUR

	01.01.2016 - 31.03.2016	Proportion of Total sales	01.01.2015 - 31.03.2015	Proportion of Total sales	Change 2016 / 2015
Total sales	11,696	100%	10,707	100%	9%
Software	6,884	59%	6,325	59%	9%
Software licenses	2,467	21%	2,229	21%	11%
Software maintenance	4,417	38%	4,096	38%	8%
Consulting	3,301	28%	2,794	26%	18%
Hardware	1,035	9%	1,316	12%	-21%
Others	476	4%	272	3%	75%
EBITDA	3,370	29%	2,898	27%	16%
EBIT	3,197	27%	2,768	26%	16%
EBT	3,340	29%	3,335	31%	0%
Net profit	2,284	20%	2,257	21%	1%
Cash flow	4,248	36%	5,146	48%	-18%
Liquidity ^(1/2)	28,657		26,218		9%
EPS in euro	0.57		0.57		
Employees ⁽³⁾	354		313		

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15
Total sales	11,696	11,888	11,390	10,956	10,707
Software	6,884	7,125	6,640	6,624	6,325
Software licenses	2,467	2,782	2,391	2,436	2,229
Software maintenance	4,417	4,343	4,249	4,188	4,096
Consulting	3,301	3,125	2,965	3,022	2,794
Hardware	1,035	1,094	1,363	838	1,316
Others	476	544	423	472	272
EBITDA	3,370	3,182	3,000	2,952	2,898
EBIT	3,197	2,909	2,858	2,809	2,768
EBIT margin in %	27%	25%	25%	26%	26%
EBT	3,340	2,855	2,587	2,545	3,335
Net profit	2,284	1,867	1,750	1,717	2,257
Cash flow	4,248	7,980	5,692	-550	5,146
Liquidity ^(1/2)	28,657	24,368	27,041	21,820	26,218
EPS in euro	0.57	0.47	0.44	0.43	0.57
Employees ⁽³⁾	354	340	330	318	313

(1) Cash and cash equivalents, other current and non-current financial assets (sight deposits, gold) as of the qualifying date, adjusted to exclude borrowings (loans)

(2) Dividend of EUR 0.88 per share on 29.04.2015 (kEUR 3,499)

(3) at the end of the quarter/year

Upcoming dates:

April 26, 2016	Annual General Meeting
	Dividend payment (proposal: EUR 2,80 per share)
July 22, 2016	Press release announcing the 6-monthly financial statements
August 12, 2016	Publication of the 6-monthly financial statements
October 25, 2016	Publication of the 9-monthly financial statements
Nov, 21-23, 2016	ATOSS at the German Equity Forum

Background information

ATOSS Software AG is a provider of software, consulting and professional services in the field of demand-oriented deployment of staff, and ranks as a forward-thinking pioneer in the workforce management sector. The company offers solutions for enterprises of all sizes, whatever their requirement scenarios, ATOSS solutions are renowned for maximum functionality and modern JAVA technology, offering users the benefits of total platform independence. Established in 1987 and meanwhile listed on the stock market, the company generated sales of around 44,9 million EUR in financial year 2015. Currently the deployments of around 3 million workers employed by more than 4,500 customers are managed with ATOSS solutions. The company's software products are in use in more than 40 countries and eight languages. Customers include enterprises such as ALDI SÜD, Coca-Cola, Deutsche Bahn, Douglas, EDEKA, Clinical Center Ingolstadt, Clinical Center Rosenheim, Lufthansa, MEYER WERFT, Schmitz Cargobull, Sixt, Municipal of Regensburg, ThyssenKrupp Rasselstein and W,L, Gore & Associates,

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