

## **ATOSS Software AG: Dynamic start to 2017 – Strong growth in sales and orders booked in the first quarter**

**Following a record year in 2016, ATOSS Software AG is poised for further growth in 2017. The workforce management specialist saw sales increase in the first quarter by a clear 11 percent over the prior year to EUR 13.0 million. Orders booked for software licenses and the software component of contracted Cloud solutions were significantly up on the previous year (EUR 1.7 million) at EUR 3.5 million. With this excellent start to the new financial year, the Management Board expects continuing growth in 2017 for the twelfth year in succession.**

Munich, April 25, 2017

The results posted by ATOSS Software AG for the first quarter of 2017 not only follow on seamlessly from the last 11 record years. They also offer sustained proof of the competitive strength of ATOSS and the continuously increasing importance of workforce management as a corporate tool.

This dynamic growth is reflected above all in the double-digit growth in sales. The core software business accounted for sales of EUR 7.7 million, equivalent to 59 percent of the company's overall turnover of EUR 13.0 million. Turnover in consulting – supported by the excellent order situation – was 10 percent higher year on year at EUR 3.6 million. Hardware sales amounted to EUR 0.9 million (previous year: EUR 1.0 million), with miscellaneous revenues coming in at EUR 0.7 million (previous year: EUR 0.5 million).

Despite the increase in investments - particularly in research & development - relative to the year before, as well as higher personnel costs coupled with the development in sales & marketing, there was a slight increase in operating profits in line with expectations from EUR 3.2 million to EUR 3.3 million. ATOSS recorded earnings per share of EUR 0.57 in the first quarter (previous year: EUR 0.57). Based on EBIT, the return on sales came in at 26 percent, slightly above the Management Board forecast for 2017.

These gratifying business developments also generated an increase in operating cash flow which climbed 16 percent to EUR 4.9 million (previous year: EUR 4.2 million). Consequently, as of March 31, 2017 ATOSS recorded consolidated liquidity including financial assets of EUR 29.6 million (previous year: EUR 28.7 million). Even after the dividend payment of around EUR 4.6 million or EUR 1.16 per share to be proposed to shareholders at the AGM on April 28, 2017, ATOSS will still enjoy a respectable cash position and strong equity which together will safeguard the company's outstanding future prospects.

ATOSS Software AG enjoys an excellent position as a key player in the market for workforce management, enabling the company to write the next chapter in its success story in its thirtieth anniversary year. In particular, orders on hand for software licenses and Cloud solutions valued at EUR 5.7 million and EUR 6.5 million respectively provide an outstanding foundation. The Management Board, supported by the gratifying start to the year, stands by its guidance for financial year 2017 and continues to anticipate sales growth of 10 percent within a corridor 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

	01.01.2017 - 31.03.2017	Proportion of Total sales	01.01.2016 - 31.03.2016	Proportion of Total sales	Change 2017 / 2016
<b>Total sales</b>	<b>12,991</b>	<b>100%</b>	<b>11,696</b>	<b>100%</b>	<b>11%</b>
<b>Software</b>	<b>7,672</b>	<b>59%</b>	<b>6,884</b>	<b>59%</b>	<b>11%</b>
Software licenses	2,876	22%	2,467	21%	17%
Software maintenance	4,796	37%	4,417	38%	9%
<b>Consulting</b>	<b>3,635</b>	<b>28%</b>	<b>3,301</b>	<b>28%</b>	<b>10%</b>
<b>Hardware</b>	<b>943</b>	<b>7%</b>	<b>1,035</b>	<b>9%</b>	<b>-9%</b>
<b>Others</b>	<b>741</b>	<b>6%</b>	<b>476</b>	<b>4%</b>	<b>56%</b>
<b>EBITDA</b>	<b>3,491</b>	<b>27%</b>	<b>3,370</b>	<b>29%</b>	<b>4%</b>
<b>EBIT</b>	<b>3,314</b>	<b>26%</b>	<b>3,197</b>	<b>27%</b>	<b>4%</b>
<b>EBT</b>	<b>3,370</b>	<b>26%</b>	<b>3,340</b>	<b>29%</b>	<b>1%</b>
<b>Net profit</b>	<b>2,256</b>	<b>17%</b>	<b>2,284</b>	<b>20%</b>	<b>-1%</b>
<b>Cash flow</b>	<b>4,915</b>	<b>38%</b>	<b>4,248</b>	<b>36%</b>	<b>16%</b>
<b>Liquidity</b> <sup>(1/2)</sup>	<b>29,619</b>		<b>28,657</b>		<b>3%</b>
<b>EPS in euro</b>	<b>0.57</b>		<b>0.57</b>		<b>0%</b>
<b>Employees</b> <sup>(3)</sup>	<b>373</b>		<b>354</b>		<b>5%</b>

### CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q1/17	Q4/16	Q3/16	Q2/16	Q1/16
<b>Total sales</b>	<b>12,991</b>	<b>13,003</b>	<b>12,612</b>	<b>12,233</b>	<b>11,696</b>
<b>Software</b>	<b>7,672</b>	<b>7,790</b>	<b>7,391</b>	<b>7,242</b>	<b>6,884</b>
Software licenses	2,876	3,134	2,858	2,747	2,467
Software maintenance	4,796	4,656	4,533	4,495	4,417
<b>Consulting</b>	<b>3,635</b>	<b>3,528</b>	<b>3,195</b>	<b>3,355</b>	<b>3,301</b>
<b>Hardware</b>	<b>943</b>	<b>969</b>	<b>1,267</b>	<b>1,173</b>	<b>1,035</b>
<b>Others</b>	<b>741</b>	<b>716</b>	<b>759</b>	<b>463</b>	<b>476</b>
<b>EBITDA</b>	<b>3,491</b>	<b>3,974</b>	<b>3,708</b>	<b>3,225</b>	<b>3,370</b>
<b>EBIT</b>	<b>3,314</b>	<b>3,778</b>	<b>3,544</b>	<b>3,050</b>	<b>3,197</b>
<b>EBIT margin in %</b>	<b>26%</b>	<b>29%</b>	<b>28%</b>	<b>25%</b>	<b>27%</b>
<b>EBT</b>	<b>3,370</b>	<b>3,670</b>	<b>3,518</b>	<b>3,149</b>	<b>3,340</b>
<b>Net profit</b>	<b>2,256</b>	<b>2,409</b>	<b>2,415</b>	<b>2,170</b>	<b>2,284</b>
<b>Cash flow</b>	<b>4,915</b>	<b>83</b>	<b>7,301</b>	<b>608</b>	<b>4,248</b>
<b>Liquidity</b> <sup>(1/2)</sup>	<b>29,619</b>	<b>24,785</b>	<b>25,238</b>	<b>18,065</b>	<b>28,657</b>
<b>EPS in euro</b>	<b>0.57</b>	<b>0.60</b>	<b>0.61</b>	<b>0.55</b>	<b>0.57</b>
<b>Employees</b> <sup>(3)</sup>	<b>373</b>	<b>367</b>	<b>359</b>	<b>348</b>	<b>354</b>

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

(2) Dividend of EUR 2.80 per share on 27.04.2016 (kEUR 11,134) and 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 28, 2017	Annual General Meeting
July 25, 2017	Press release announcing the 6-monthly financial statements
August 11, 2017	Publication of the 6-monthly financial statements
October 25, 2017	Publication of the 9-monthly financial statements
November 27-29, 2017	ATOSS at the German Equity Forum

### Background information

ATOSS Software AG is a provider of consulting, software and services focusing on professional workforce management and demand optimized personnel deployment. From conventional working time management to mobile apps, detailed workforce forecasting, sophisticated workforce scheduling or strategic capacity and demand scheduling, ATOSS has the right solution – in-the-cloud or on-premises. The modular product families are distinguished by maximum functionality and state-of-the-art technology and are entirely platform-independent. Established in 1987, the stock market listed company generated sales of around EUR 49,5 million in financial year 2016. ATOSS workforce management solutions are now delivering measurable contributions to greater value creation and competitive strengths for around 5,000 customers in over 40 countries, while at the same time enhancing fair planning and job satisfaction. Customers include enterprises such as Coca Cola, Deutsche Bahn, Edeka, Leverkusen Clinical Center, Lufthansa, Meyer Werft, Schmitz Cargobull, Sixt, the municipality of Regensburg and W.L. Gore & Associates. More information is available at: [www.atoss.com](http://www.atoss.com)

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