

ATOSS Software AG: Successful kick-off to the year with double-digit sales growth and strong gains in the cloud

Following on from a record year in 2021, ATOSS Software AG looks to be set for further growth in 2022. The Munich based workforce management specialist was able to boost sales in the first quarter by 13 percent, posting a figure of EUR 26.0 million (previous year: EUR 23.0 million). The growth figures achieved in the cloud are particularly impressive, with sales growth of 77 percent over the previous year and ARR increasing by 72 percent to EUR 28.2 million (previous year: EUR 16.4 million). In view of the successful start to the year and the impressive progress made in further implementing the cloud transformation, the Management Board is confident of meeting its targets for the whole of the 2022 financial year.

Munich, April 26, 2022

ATOSS Software AG made a successful start to the new financial year in the first quarter, taking further major strides towards its transformation to a cloud software provider. Demand for the software solutions offered by this Munich headquartered professional workforce management specialist continues unabated due to companies' need to make up for their digitization shortcomings and the growing shortage of skilled labor. As a result, the normalized software license order intake in the first three months rose by 37 percent to a total figure of EUR 10.8 million (previous year: EUR 7.9 million). Of that figure, EUR 8.9 million (previous year: EUR 5.8 million) – i.e., 82 percent of the entire order intake for software – was accounted for by Cloud & Subscriptions. Over the whole of financial year 2021, the proportion of cloud orders received was still at 68 percent. The growth in the cloud's share of the business also led to a marked increase in Annual Recurring Revenue (ARR for short) which climbed 72 percent to EUR 28.2 million (previous year: EUR 16.4 million). However, the positive growth of the business in the first quarter is also reflected in the sales figures presented.

Overall, software sales in the period from January to March 2022 increased by an appreciable 11 percent, rising to EUR 17.1 million (previous year: EUR 15.4 million). In Cloud & Subscriptions, ATOSS grew its sales by 77 percent to EUR 7.3 million (previous year: EUR 4.1 million). The growth in software maintenance which has been positive for years, was maintained. Sales here rose by 13 percent to EUR 7.7 million (previous year: EUR 6.9 million). Overall, recurring sales grew year-on-year by 37 percent to EUR 15.0 million (previous year: EUR 11.0 million). Consequently, recurring revenues as a proportion of total sales revenues – and thus the central key factor in the company's future growth – continued to grow significantly and have now reached 58 percent (previous year: 48 percent). Sales from consulting services increased to EUR 7.2 million (previous year: EUR 6.3 million).

The return on sales in relation to operating earnings (EBIT) remains on budget at a high level of 23 percent. The continuing strength of ATOSS is also revealed in further key figures for the Group such as liquidity. As at the end of the first quarter, for example, the Group enjoyed an impressive cash position of EUR 54.7 million (previous year: EUR 46.6 million), giving the company outstanding future prospects even after the dividend of EUR 1.82 per share (totaling EUR 14.5 million) proposed to shareholders at the Annual General Meeting on April 29, 2022.

Buoyed by its successful start to the year, a consistently positive order book coupled with the expanding share of cloud sales in line with the budget as well as its excellent growth prospects in the market for workforce management, the Management Board is confirming its forecast for the whole of 2022 already raised at the start of the year.

This forecast envisages sales to grow to EUR 110 million. Furthermore, the company is budgeting an EBIT margin of 25 percent, taking account of the capital expenditure planned, particularly in sales and distribution to open up new markets and in development capacity. The increasing focus on the cloud combined with greater emphasis on global alignment will secure the company additional, sustainable growth prospects, particularly over the long term.

CONSOLIDATED OVERVIEW PURSUANT TO IFRS: 3-MONTH COMPARISON IN KEUR

	01/01/2022 - 03/31/2022	Proportion of total sales	01/01/2021 - 03/31/2021	Proportion of total sales	Change 2022 / 2021
Sales	26,002	100%	22,951	100%	13%
Software	17,094	66%	15,360	67%	11%
Licenses	2,048	8%	4,369	19%	-53%
Maintenance	7,724	30%	6,862	30%	13%
Cloud & Subscription	7,322	28%	4,130	18%	77%
Consulting	7,228	28%	6,288	27%	15%
Hardware	1,071	4%	1,003	4%	7%
Others	610	2%	299	1%	104%
EBITDA	6,980	27%	6,953	30%	0%
EBIT	6,010	23%	6,161	27%	-2%
EBT	5,291	20%	6,139	27%	-14%
Net profit	3,545	14%	4,145	18%	-14%
Cash flow	6,060	23%	7,094	31%	-15%
Liquidity ⁽¹⁾	54,709		46,567		17%
EPS in euro	0.45		0.52		-14%
Employees ⁽³⁾	646		571		13%

CONSOLIDATED OVERVIEW PURSUANT TO IFRS: QUARTERLY GROWTH IN KEUR

	Q1/22	Q4/21	Q3/21	Q2/21	Q1/21
Sales	26,002	27,534	23,807	22,775	22,951
Software	17,094	18,922	16,127	15,562	15,360
Licenses	2,048	5,485	3,615	3,708	4,369
Maintenance	7,724	7,334	7,517	7,222	6,862
Cloud & Subscriptions	7,322	6,103	4,995	4,631	4,130
Consulting	7,228	7,200	5,924	5,831	6,288
Hardware	1,071	1,052	1,262	1,056	1,003
Others	610	361	495	326	299
EBITDA	6,980	9,929	7,571	6,898	6,953
EBIT	6,010	8,678	6,590	5,815	6,161
EBIT margin in %	23%	32%	28%	26%	27%
EBT	5,291	8,936	6,774	5,856	6,139
Net profit	3,545	6,669	4,416	4,113	4,145
Cash flow	6,060	2,249	15,981	960	7,094⁽⁴⁾
Liquidity ^(1/2)	54,709	50,360	49,069	33,808	46,567
EPS in euro	0.45	0.84	0.55	0.52	0.52
Employees ⁽³⁾	646	630	612	588	571

(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 1.67 on 05/05/2021 (KEUR 13,282)

(3) at the end of the quarter/year

(4) Figure corrected in the press release of 07/26/2021 to the press release of 04/26/2021

Upcoming dates:

April 29, 2022	Annual General Meeting
July 25, 2022	Press release announcing the 6-monthly financial statements
August 12, 2022	Publication of the 6-monthly financial statements
October 24, 2022	Publication of the 9-monthly financial statements
November 28 -30, 2022	ATOSS at the German Equity Forum

ATOSS

ATOSS Software AG is a provider of technology and consulting solutions for professional workforce management and demand-optimized workforce deployment. Whether conventional time management, mobile apps, detailed workforce forecasting, sophisticated workforce scheduling or strategic capacity and requirement planning, ATOSS has just the right solution – both in the cloud and on-premises. The modular product families feature the very highest level of functionality, browser-based high-end technology and platform independence. With around 12,000 customers in 50 countries, ATOSS workforce management solutions make a measurable contribution to increased value creation and competitiveness. At the same time, they ensure greater planning fairness and satisfaction at the workplace. Customers include companies such as ALDI SÜD, Coca-Cola, Deutsche Bahn, Douglas, Edeka, HUK-COBURG, Klinikum Leverkusen, Lufthansa, MEYER WERFT, Schmitz Cargobull, Sixt, Stadt Regensburg, thyssenkrupp Packaging Steel and W.L. Gore & Associates. Further information: www.atoss.com

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