

SHAPING TOMORROW'S WORKING ENVIRONMENT

ATOSS Software AG – Excellence in Workforce Management

01 Key Investment Highlights & Market


02 Workforce Management @ ATOSS

03 Go to Market Strategy

04 ATOSS KPI's and Cloud Transformation

05 The ATOSS Share

AGENDA

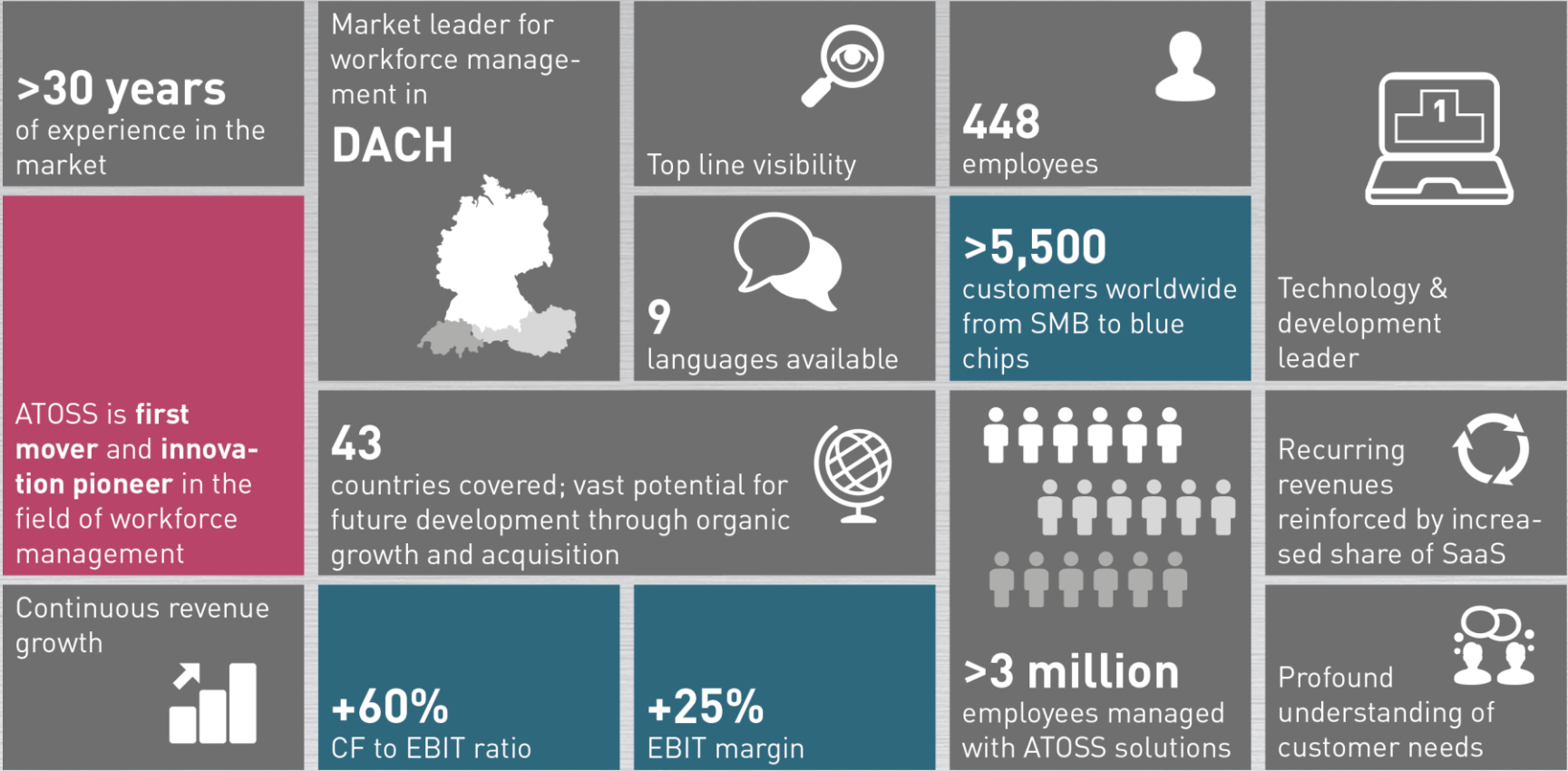


Sector Logistics
ATOSS Customer VERSANDHAUS WALZ

01 Key Investment Highlights & Market

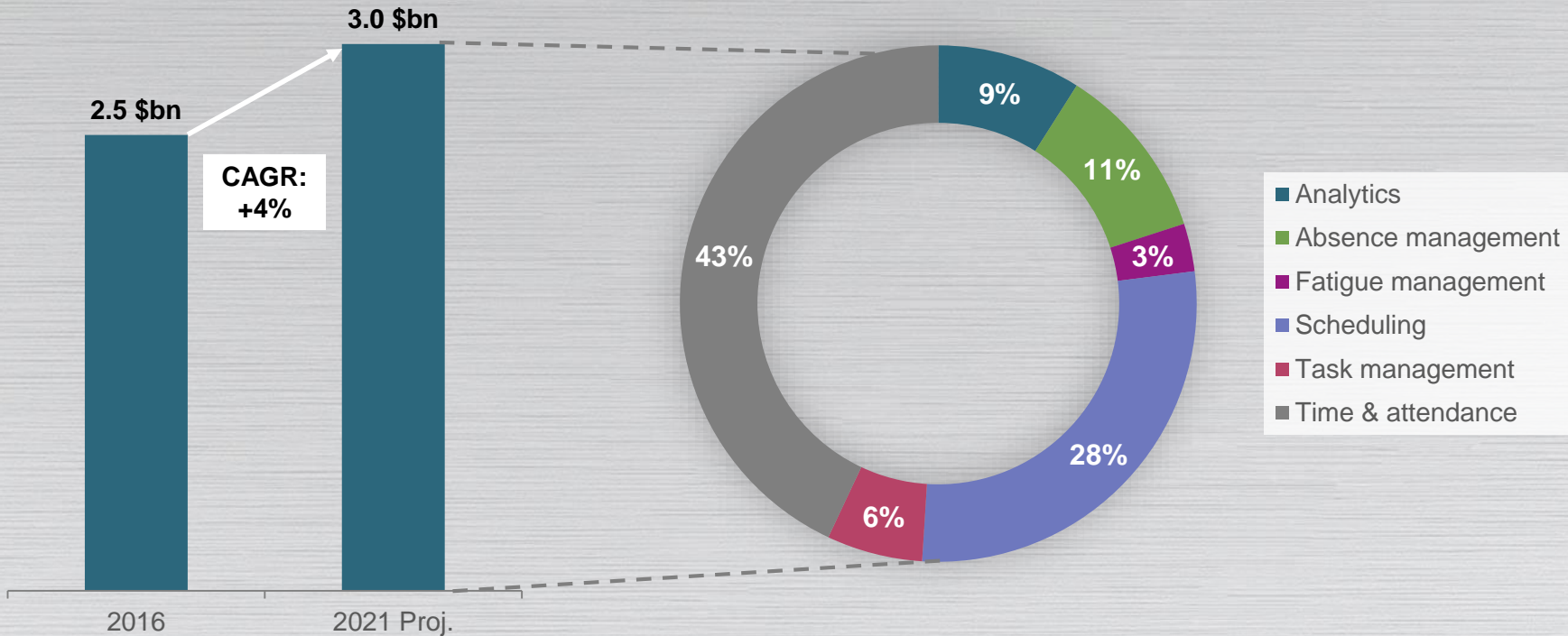
01 Key Investment Highlights

ATOSS – Outstanding on Key Levels



01 Workforce Management Market

Market Growth



Source: Statista

01 Workforce Management Market

Main Drivers

Digitalization of labor world



Increasingly complex regulatory environment



Scarcity of resources and skilled staff



Digitalization, globalization and decentralization resulting in increasing complexity of enterprise organizations



01 Leading in Technology, Product and Innovation

ATOSS Uncompromising Dedication to R&D

TECHNOLOGY



Use of cutting edge technology

Javascript, HTML 5, REST, Spring, XTEXT, Ruby ...

ATOSS Solutions focus on integration in customers' IT strategy

Unique technology layer running irrespective of operating systems, IT infrastructure and IT strategy

Investments of ~20% of revenue in R&D

PRODUCT



Outstanding product portfolio with global reach

Global rules engine for integrated T&A and Workforce Scheduling

Exceptional functional scope in sync with User centric UX/UI

>400 new functions p.a. embedded in UX/UI for any device from casual to expert user

R&D Capacity >40% of total staff

INNOVATION



Unique Record in Technology Migrations

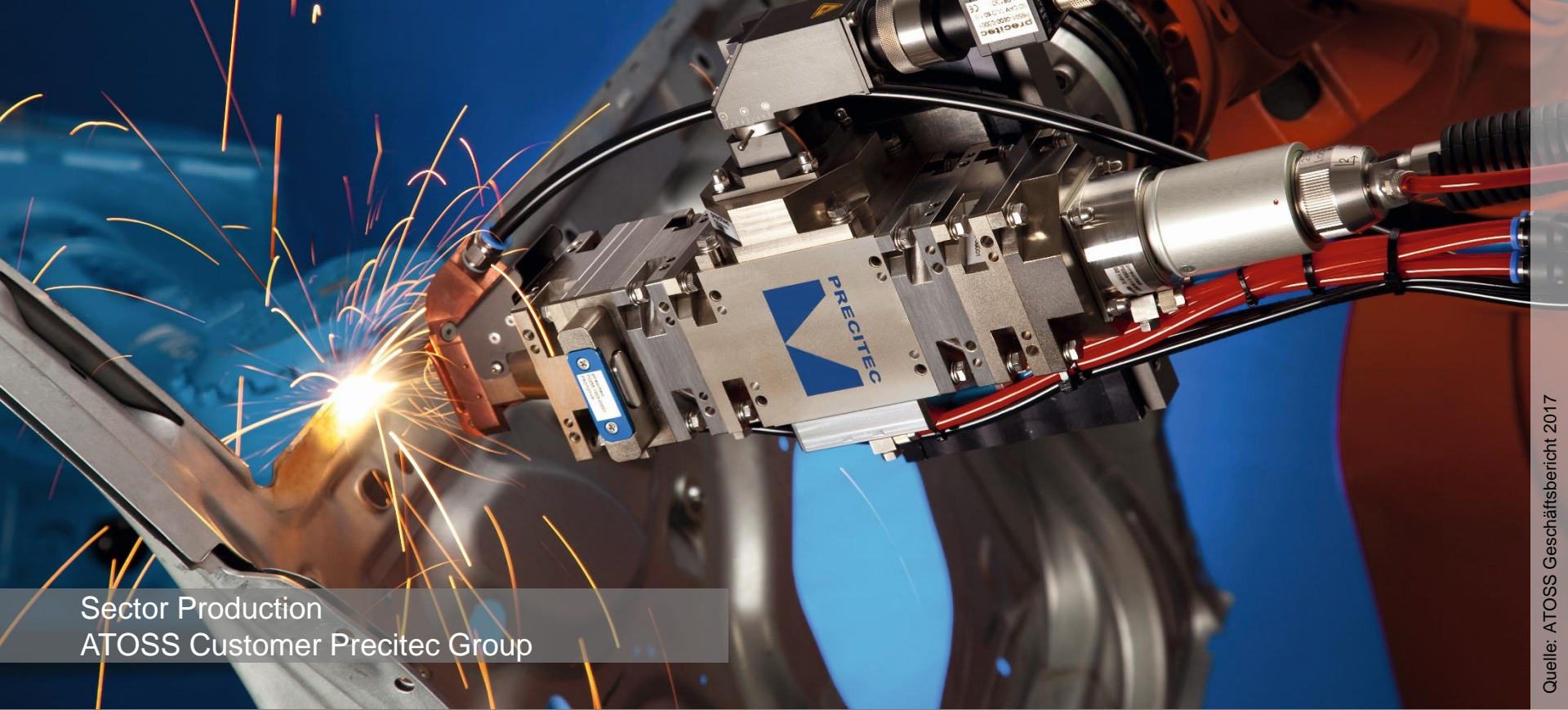
Five successful technology migrations with 100% compatibility for customer base

Investing to move forward

No. 1 in Workforce Management among top 100 EU Software Companies (EU Industrial Score Board)

R&D Focus on future trends
AI, BOT, Analytics etc.

ATOSS is technology leader in the area of workforce management



Sector Production
ATOSS Customer Precitec Group

02 Workforce Management @ ATOSS

02 Workforce Management in a Nutshell

Efficiency via Highly Flexible Staff Deployment

ATOSS helps companies to have ...

the right employees,

with the right qualifications,

at the right time,

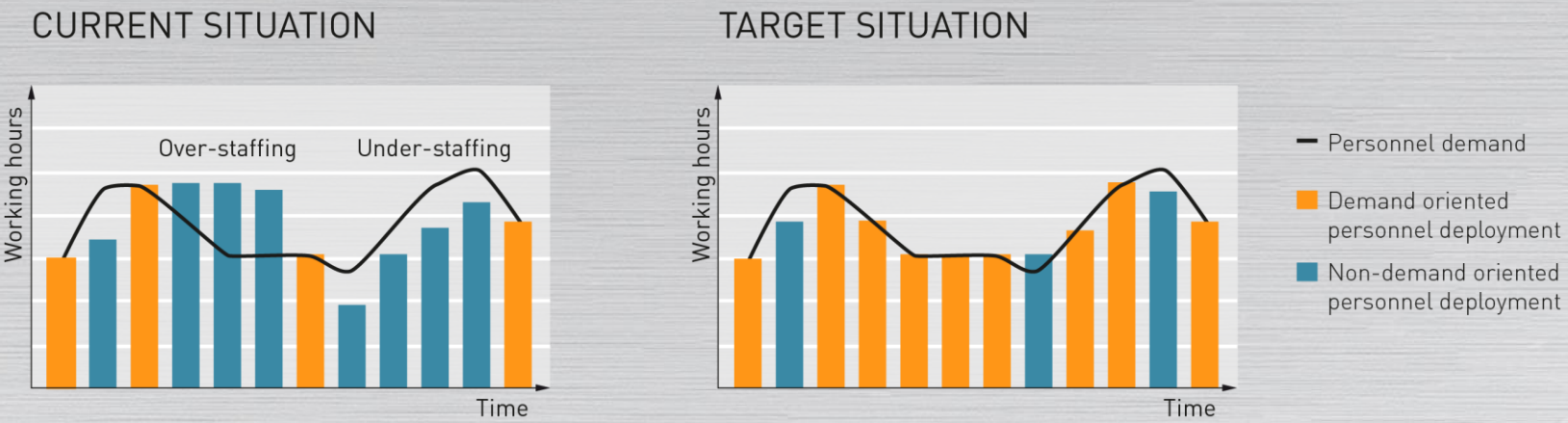
at the right place,

... cost optimised!

02 Demand-optimized Workforce Scheduling

Benefits and Advantages of Workforce Management

How does a workforce management system enable a flexible, demand and cost-optimized personnel deployment ?



Current situation:

- Fluctuation in demand
- Little flexibility and long response times

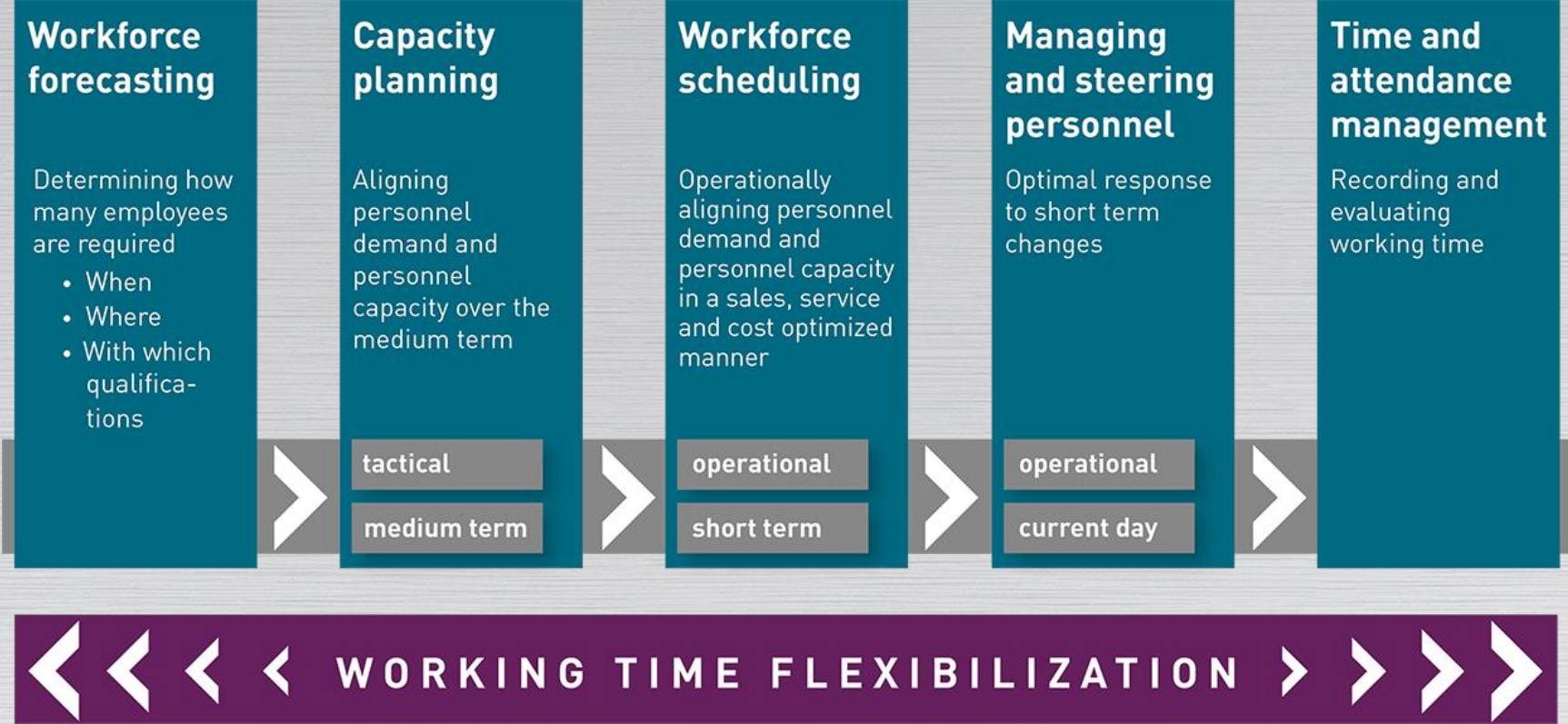


Goal:

- Demand and cost-optimized synchronization of working time and order volume

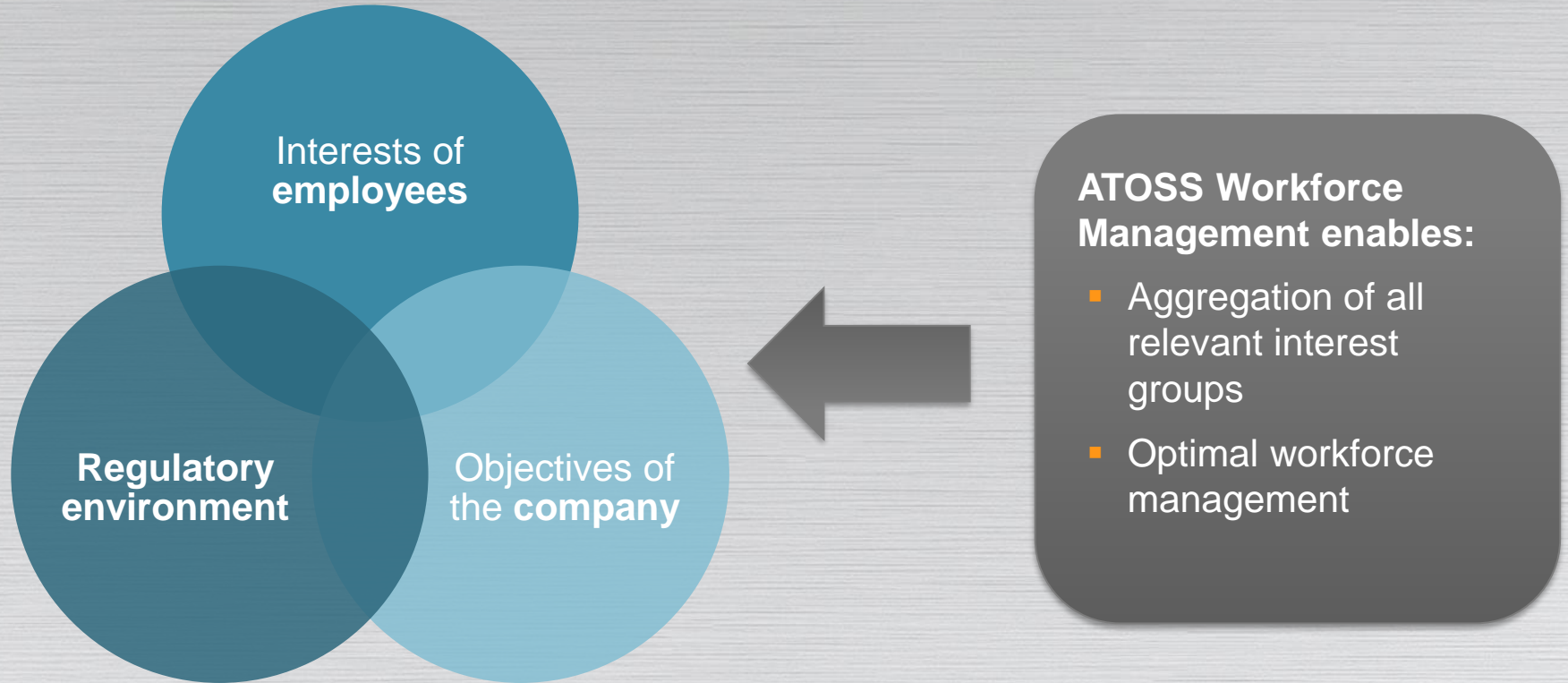
02 Comprehensive Workforce Management


5 Steps to more Success



02 Managing Complexity

Workforce Management





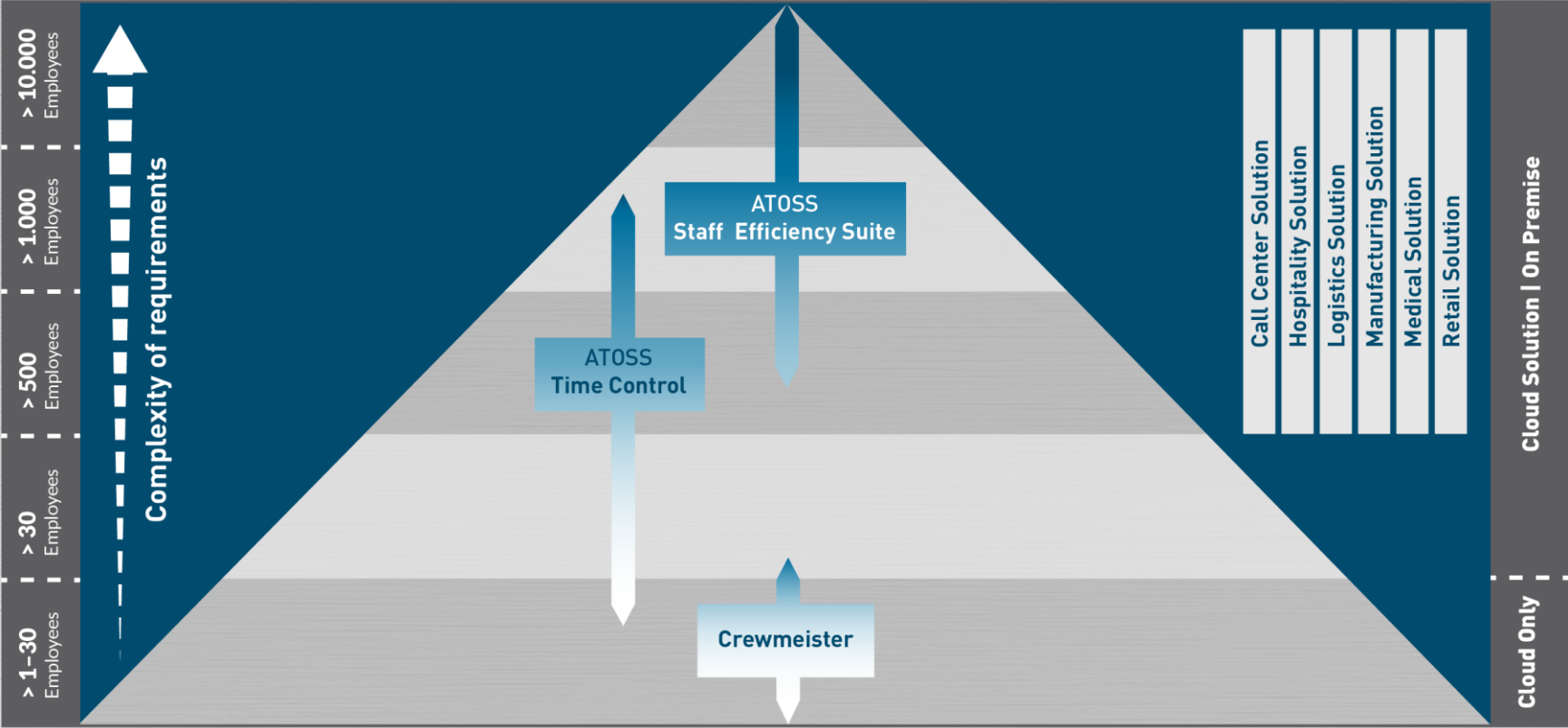
Sector Services
ATOSS Customer HUK-COBURG

03 Go to Market Strategy

Quelle: ATOSS Geschäftsbericht 2017

03 ATOSS Full Range Strategy

Growth Effects Based on ATOSS Full Range Strategy





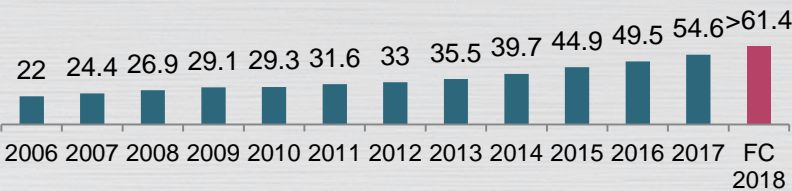
Sector Retail
ATOSS Customer BREUNINGER

04 ATOSS KPI's and Cloud Transformation

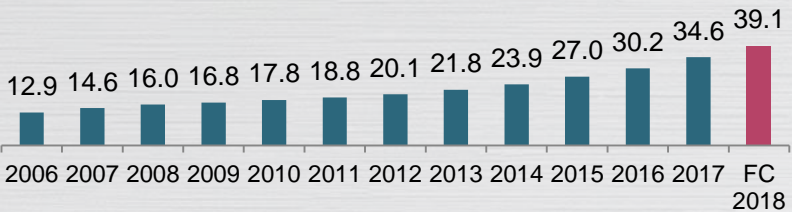
04 ATOSS – 13th Record Year Anticipated

Running like Clockwork

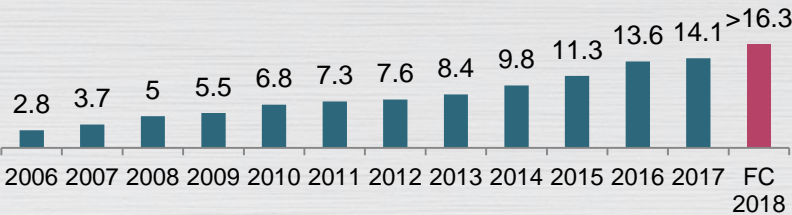
Total revenue in EUR million



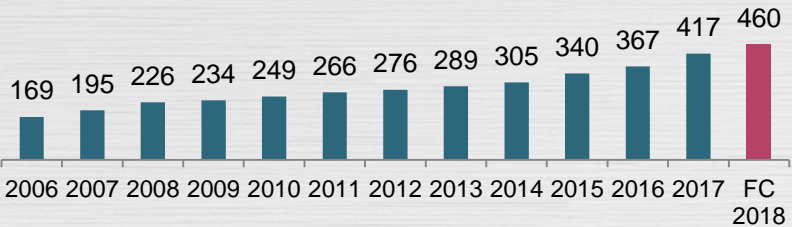
Software in EUR million



EBIT in EUR million



Employees end of year



Stable sales and continued positive earnings development

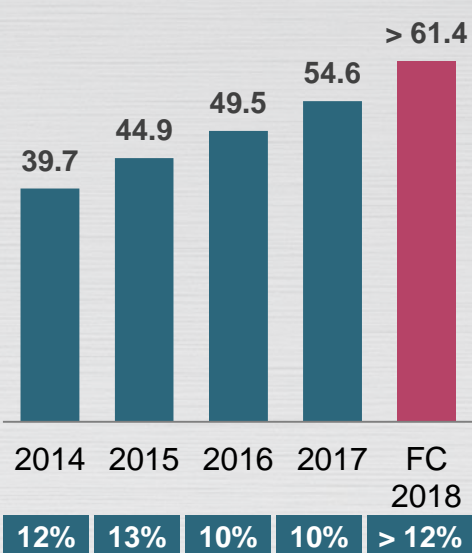
Long-term security for our customers

Consistent investments in portfolio and technology

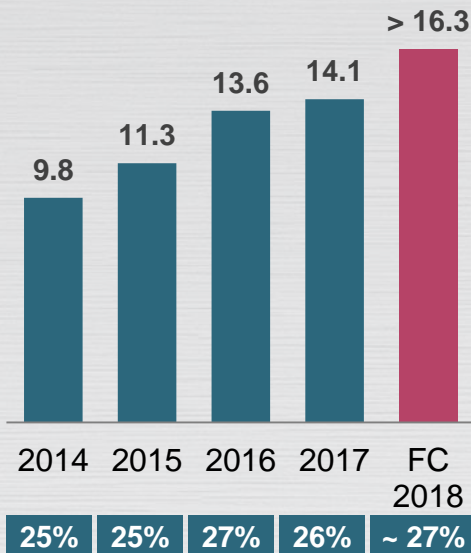
04 Financial Strength

Independence and Security for the Future

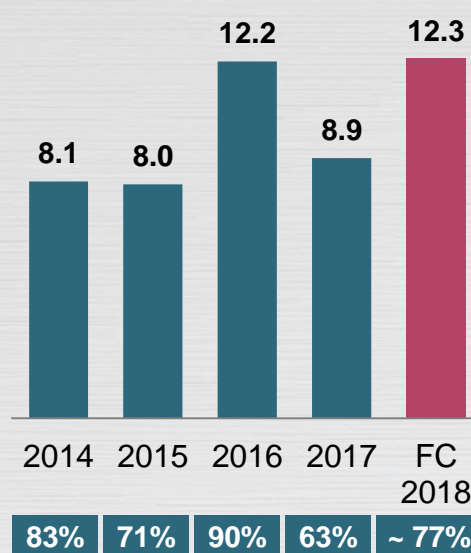
Total revenues in EUR million and growth in % (YoY)



EBIT in EUR million and % of total revenues

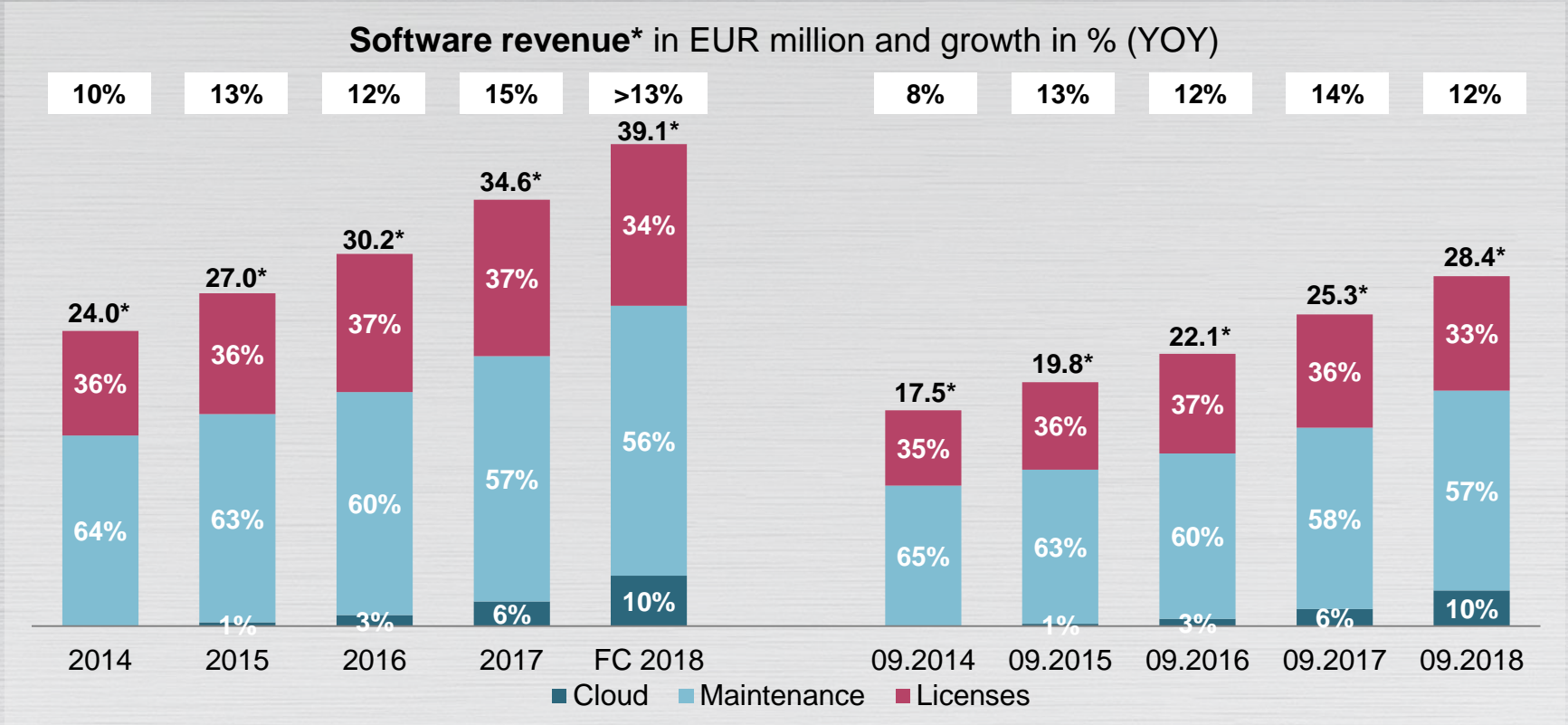


Cashflow in EUR million and % of EBIT



04 ATOSS Software Revenue

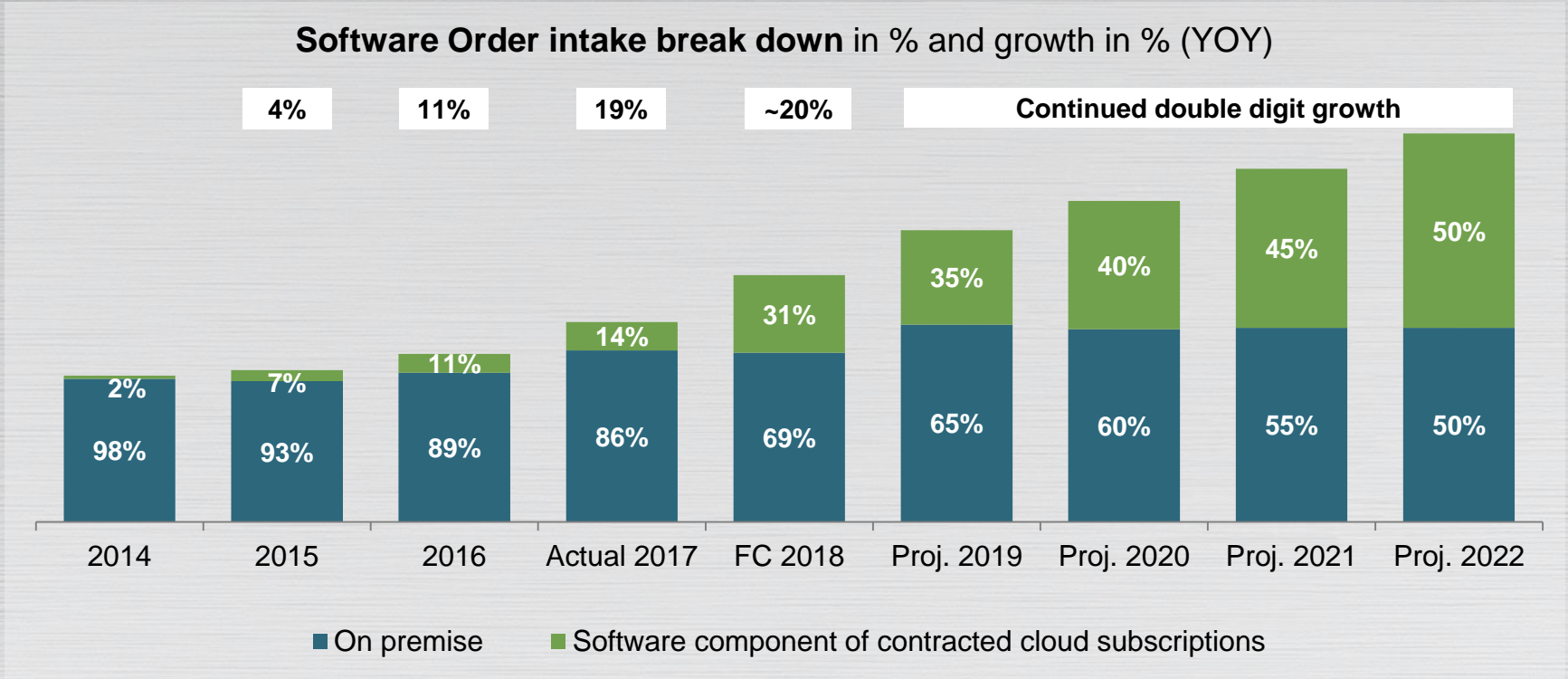
Sustainable Growth



* Licenses, Maintenance and Cloud

04 ATOSS Cloud Transformation

Success in Cloud Transformation with Strong Margins

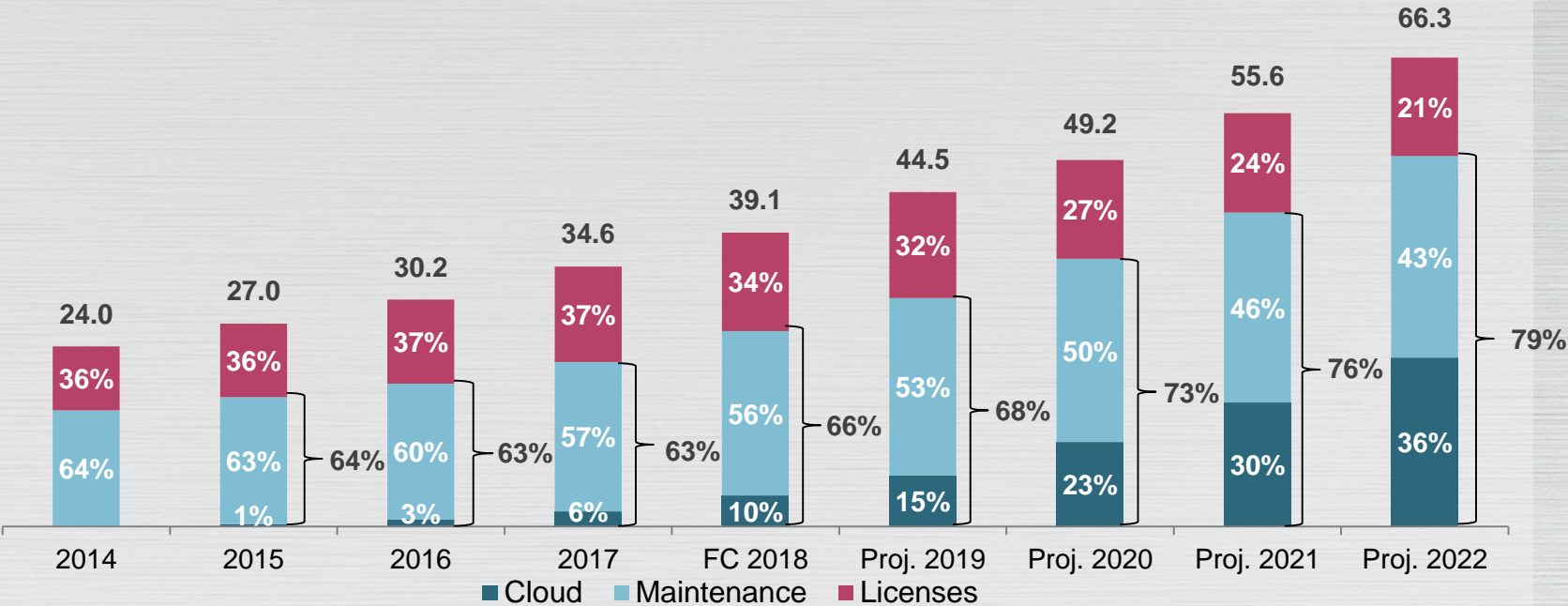


Strong growth in order intake assures margins during cloud transformation

04 ATOSS Cloud Transformation

Growth Leading the Way for Increased Recurring Revenue

Software revenue* in EUR million and growth in % (YOY)



* Licenses, Maintenance and Cloud



04 ATOSS – Growth Projections 2019 - 2022

Strong Growth and Margins while building Recurring Revenue

Increasing Share of Recurring Software Revenue from

66%-80%

Total Revenue Growth

p.a. **11-13%**

Software Revenue Growth

p.a. **12%-14%**

Growth in EBIT Margin from

25% - 28%



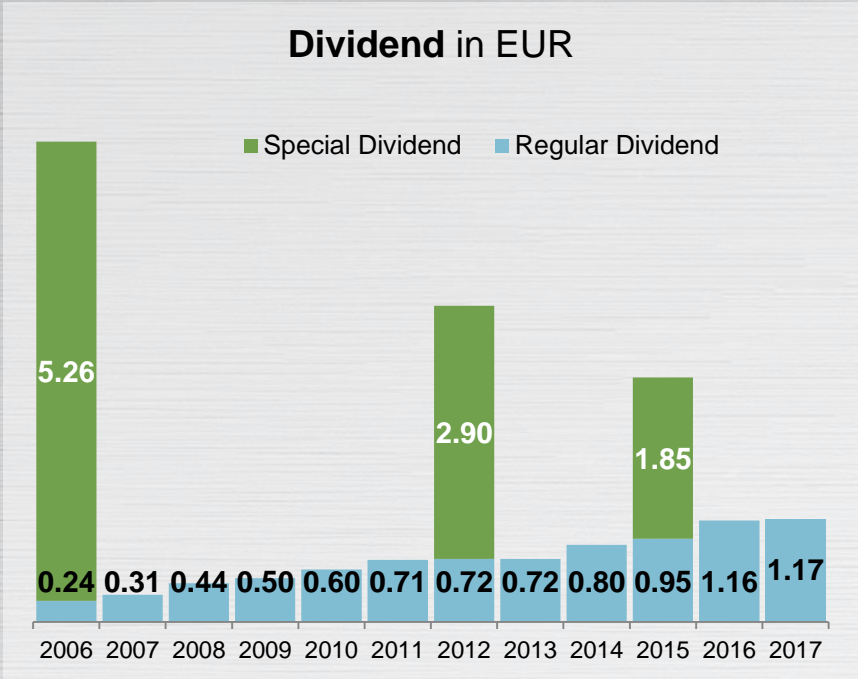
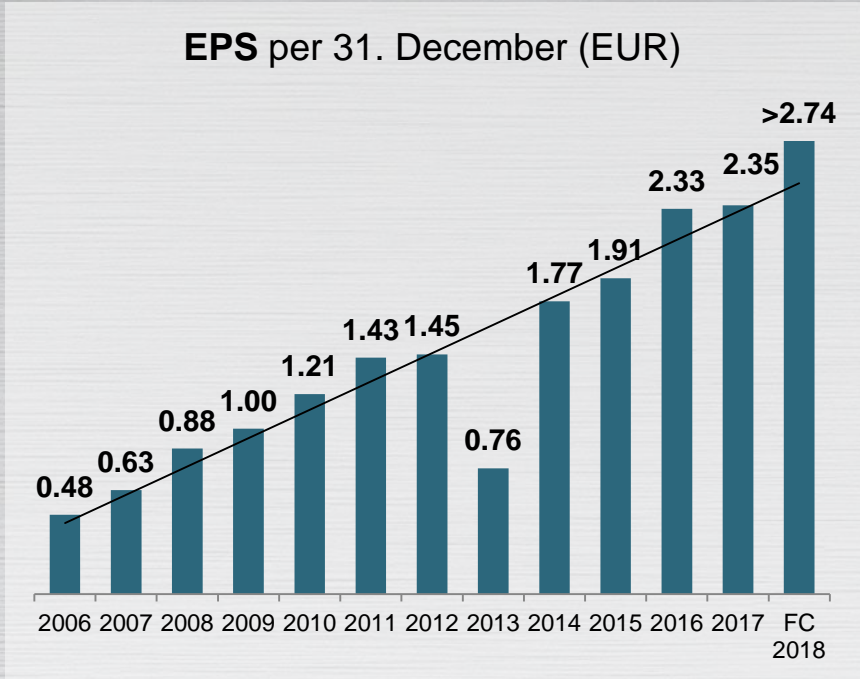
Sector Healthcare
ATOSS Customer MEDIAN

05 The ATOSS Share

Quelle: ATOSS Geschäftsbericht 2017

05 The ATOSS Share

Dividend Policy

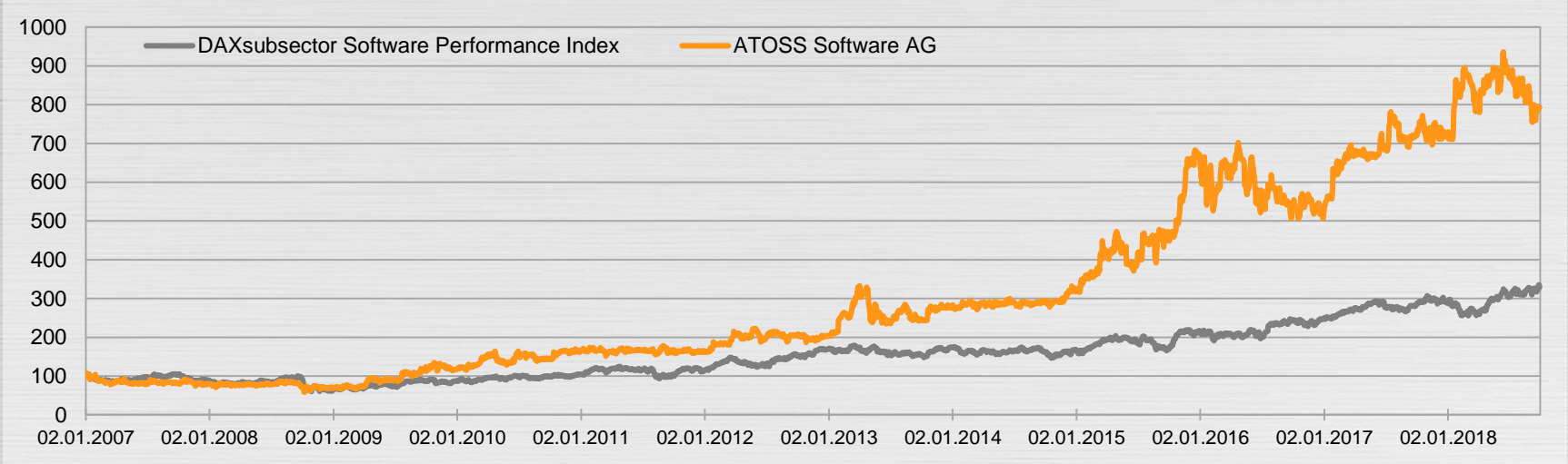


ATOSS stays true to its dividend policy with continuity to the previous year

* In 2006, 2012 and 2015 with a special dividend

05 The ATOSS Share

Development ATOSS Share 2007 – Q3/2018



01/01/2007 – 09/30/2018: ATOSS share shows growth rate of 694%*,
DAXsubsector Software Performance Index plus 229%

Sustained increase of shareholder assets
ATOSS share offers additional potential

* XETRA Closing price 2006 and 09/30/2018 – without integration of special dividend





SHAPING TOMORROW'S WORKING ENVIRONMENT

Thank You for Your Attention!