

Success story continues with 10th record results in succession

Munich, January 29, 2016 – **ATOSS Software AG has achieved new record sales and earnings figures for financial year 2015, as provisional figures show. The company exceeded its targets for the year and hastened its already dynamic pace of growth. The sustained demand for professional business management solutions drove all key financial figures to new highs, with consolidated sales rising 13 percent to EUR 44.9 million. The core software business saw growth of 12 percent, contributing EUR 26.7 million (previous year: EUR 23.9 million). Operating profits (EBIT), meanwhile, climbed 16 percent to EUR 11.3 million. The Munich-based specialist in workforce management has now achieved record figures for the 10th successive year, maintaining growth and creating the basis for further outstanding business development.**

Thanks to its strategy as a full range provider with a comprehensive range of solutions for companies of all orders of magnitude, with all ATOSS solutions available “on premises” or in the cloud and a long-standing focus on specific sectors, the company has again succeeded in convincing large numbers of renowned clients that ATOSS is the right partner to choose for workforce management. This is clearly evidenced by the orders booked for software licenses which will continue to add significant momentum for growth in financial year 2016. In total, orders on hand for software licenses increased from EUR 5.4 million in the past year to stand at EUR 5.9 million as of December 31, 2015, with orders for cloud solutions advancing strongly from EUR 0.6 million to EUR 2.7 million.

With overall sales revenues up 13 percent to EUR 44.9 million, software licensing – the driving force behind the ATOSS business model – climbed 16 percent in financial year 2015 to reach EUR 9.8 million. There was a similar consistent positive trend in software maintenance, with double-digit growth of 10 percent lifting sales to EUR 16.9 million. As a result, software sales in total amounted to EUR 26.7 million, representing an unchanged proportion of 60 percent of consolidated revenues. In view of the extremely positive order situation for implementation services following on from software license sales, ATOSS also recorded above-average growth in consulting, with sales rising 18 percent to EUR 11.9 million, representing 26 percent of turnover. A gratifying increase in other income was also recorded, which rose by 39 percent to EUR 1.7 million, due mainly to the successful establishment and development of the company’s hosting business. Hardware sales amounted to EUR 4.6 million (previous year: EUR 4.5 million).

ATOSS has for years maintained an impressively high level of profitability. In 2015 once again, operating profits climbed 16 percent to EUR 11.3 million, equating to a margin on sales of 25 percent. Following the sale in July 2015 of the major part of its investment holdings in gold, as of December 31 the company posted essentially flat financial earnings of TEUR -22 (previous year TEUR 508). Powered by the generally excellent development in business, EPS increased from EUR 1.77 to EUR 1.91. Despite the dividend payment of EUR 3.5 million at the end of April, net liquidity rose from EUR 20.6 million to EUR 24.4 million, reflecting the financial strength and solidity of the ATOSS Group.

Not only was financial year 2015 very successful as a whole: the fourth quarter also proved particularly strong. With sales coming in at EUR 11.9 million (previous year: EUR 10.9 million), ATOSS recorded the highest quarterly turnover in the company’s 28-year history. EBIT in the fourth quarter of the financial year amounted to EUR 2.9 million (previous year: EUR 2.6 million).

The Management Board intends to propose that in resolving on the appropriation of net income, the Supervisory Board recommends a dividend of EUR 2.80 per share. This out payment includes a dividend of EUR 0.95 (previous year: EUR 0.88) in accordance with the out payment policy in previous years and a special dividend amounting to EUR 1.85 per share. The recommendations for the appropriation of net income put forward by the Management and Supervisory Boards will be resolved upon at the annual general meeting on April 26, 2016.

The market for workforce management continues to offer substantial growth potential. Especially in an environment in which business models are changing rapidly, the demands made on businesses themselves are growing. Companies face increasing challenges to improve their productivity and boost flexibility, while at the same time reducing operating costs. Consequently, the demand for workforce management solutions is growing. ATOSS is excellently positioned in this market environment. Not least, the fact that all products are now available as cloud solutions has opened the door to new customer groups and yielded additional orders. The orders booked in the past year for software licenses and the proportion of software accounted for by contracted cloud solutions together amounting to EUR 11.1 million (previous year: EUR 10.7 million) leave no room for the doubt that the growth potential of ATOSS is far from being exhausted.

Against this background, the Management Board expects the success story to continue in 2016 with an EBIT margin of around 25 percent.

CONSOLIDATED OVERVIEW AS PER IFRS: YEAR ON YEAR COMPARISON IN KEUR

	01.01.2015 - 31.12.2015	Proportion of Total sales	01.01.2014 - 31.12.2014	Proportion of Total sales	Change 2015 / 2014
Total sales	44,941	100%	39,683	100%	13%
Software	26,714	60%	23,878	60%	12%
Software licenses	9,838	22%	8,517	21%	16%
Software maintenance	16,876	38%	15,361	39%	10%
Consulting	11,906	26%	10,104	26%	18%
Hardware	4,610	10%	4,466	11%	3%
Others	1,711	4%	1,235	3%	39%
EBITDA	12,032	27%	10,305	26%	17%
EBIT	11,344	25%	9,787	25%	16%
EBT	11,322	25%	10,295	26%	10%
Net profit	7,591	17%	7,032	18%	8%
Cash flow	7,980	18%	8,072	20%	-1%
Liquidity ^(1/2)	24,368		20,583		18%
EPS in euro	1.91		1.77		8%
Employees ⁽³⁾	340		305		11%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q4/15	Q3/15	Q2/15	Q1/15	Q4/14
Total sales	11,888	11,390	10,956	10,707	10,938
Software	7,125	6,640	6,624	6,325	6,387
Software licenses	2,782	2,391	2,436	2,229	2,443
Software maintenance	4,343	4,249	4,188	4,096	3,944
Consulting	3,125	2,965	3,022	2,794	2,707
Hardware	1,094	1,363	838	1,316	1,401
Others	544	423	472	272	443
EBITDA	3,182	3,000	2,952	2,898	2,758
EBIT	2,909	2,858	2,809	2,768	2,628
EBIT margin in %	25%	25%	26%	26%	24%
EBT	2,855	2,587	2,545	3,335	2,770
Net profit	1,867	1,750	1,717	2,257	1,911
Cash flow	7,980	5,692	-550	5,146	-573
Liquidity ^(1/2)	24,368	27,041	21,820	26,218	20,583
EPS in euro	0.47	0.44	0.43	0.57	0.48
Employees ⁽³⁾	340	330	318	313	305

(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:

March 10, 2016	Publication of the annual report for 2015
March 10, 2016	Balance sheet press conference
April 22, 2016	Publication of the 3-monthly financial statements
April 26, 2016	Annual General Meeting
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. 23-25, 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.

Further information: www.atoss.com

Contact

ATOSS Software AG

Christof Leiber / Member of the Management Board
Am Moosfeld 3,
D-81829 Munich
Tel.: +49 (0) 89 4 27 71 – 0
Fax: +49 (0) 89 4 27 71 – 100
investor.relations@atoss.com