

ATOSS Software AG: Management Board aiming for 12th record year in succession

ATOSS Software AG has new record figures to report and remains on course for further growth, as before. In the first 9 months the specialist in workforce management has increased sales by a clear 10 percent over last year, lifting the total to EUR 40.0 million. Orders booked for software licenses and the software component of contracted Cloud subscriptions were particularly impressive, climbing 20 percent to EUR 10.8 million (previous year: EUR 9.0 million). In view of this development, the Management Board is convinced that ATOSS will end the year posting new record figures.

Munich, October 25, 2017

For the twelfth year in succession, ATOSS Software AG has recorded highly gratifying business developments. Once again in the current year, with its innovative product ideas and state-of-the-art software solutions, the Munich specialist has succeeded in convincing a large number of prominent companies to choose ATOSS as their partner for workforce management. Above all the strategy of offering a comprehensive range of solution suites for businesses of all sizes, as well on-premise as in the Cloud, has proven very successful for ATOSS. This is clearly evident in the change in other revenues, the heading under which cloud business revenues are currently reported, which was 51 percent higher than in the year before.

The positive development in business operations coupled with stable growth underscores the success of the ATOSS Software AG business model. With sales totaling EUR 40.0 million (previous year: EUR 36.5 million), turnover in software licenses, the main driver of growth, rose by 14 percent in the reporting period. The positive development in software maintenance, which has been constant for some years now, was successfully continued, with sales climbing 10 percent to EUR 14.7 million (previous year: EUR 13.4 million). As a result, software sales amounted to EUR 24.0 million in total (previous year: EUR 21.5 million), representing a proportion of 60 percent of total sales. In the field of consulting – supported by the excellent order book for implementation services following the sales of licenses – ATOSS increased sales by 10 percent to EUR 10.8 million (previous year: EUR 9.9 million). Hardware sales came in at EUR 2.7 (previous year: EUR 3.5 million). Other sales revenues at EUR 2.6 million were up by 51 percent over the previous year's figure of EUR 1.7 million, thanks to the successful establishment and development of the cloud business.

The return on sales based on EBIT stood at 26 percent, despite the substantial increase in expenditure relative to the year before, particularly on research and development, as well as higher personnel costs resulting from the increase in sales and customer services capacities in particular, which were slightly above the Management Board forecast for financial year 2017.

Thanks to this excellent development, despite the dividend payment of EUR 4.6 million on May 4, 2017, liquidity rose by 16 percent to EUR 28.7 million. The equity ratio on September 30, 2017 amounted to 49 percent (December 31, 2016: 50 percent). Once again in 2017, ATOSS continues to present a strong balance sheet and offers a sustained high level of security and excellent future prospects for customers, employees and shareholders.

Against this background, the Management Board expects to see the highly positive trend in business continue for the remainder of the financial year 2017, with full-year figures again setting a new record. As of September 30, 2017, ATOSS had booked the highest third-quarter order intake in the company's history with new orders for software licenses and the software component of contracted Cloud subscriptions reaching EUR 4.4 million. In nine months, software orders amounted to EUR 10.8 million (previous year: EUR 9.0 million).

The overall order intake for cloud solutions as of September 30, 2017 amounted to EUR 4.2 million (previous year: EUR 1.8 million). Consequently, the order book for on-premise software licenses valued at EUR 5.6 million (previous year: EUR 6.0 million) and Cloud solutions at EUR 8.1 million (previous year: EUR 3.9 million) provides a first-class starting point for further success. Taking into account proposed investments to access new markets and the high level of expenditure of around one fifth of sales revenues for research & development, the EBIT margin is expected to remain around 25 percent.

CONSOLIDATED OVERVIEW AS PER IFRS: 9-MONTH COMPARISON IN KEUR

	01.01.2017 - 30.09.2017	Proportion of Total sales	01.01.2016 - 30.09.2016	Proportion of Total sales	Change 2017 / 2016
Total sales	40,022	100%	36,541	100%	10%
Software	23,968	60%	21,517	59%	11%
Software licenses	9,227	23%	8,072	22%	14%
Software maintenance	14,741	37%	13,445	37%	10%
Consulting	10,790	27%	9,851	27%	10%
Hardware	2,694	7%	3,475	10%	-22%
Others	2,570	6%	1,698	5%	51%
EBITDA	10,765	27%	10,303	28%	4%
EBIT	10,206	26%	9,791	27%	4%
EBT	10,110	25%	10,007	27%	1%
Net profit	6,639	17%	6,869	19%	-3%
Cash flow	9,654	24%	12,165	33%	-21%
Liquidity ^(1/2)	28,715		25,238		14%
EPS in euro	1.67		1.73		-3%
Employees ⁽³⁾	408		359		14%

CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q3/17	Q2/17	Q1/17	Q4/16	Q3/16
Total sales	13,510	13,521	12,991	13,003	12,612
Software	8,213	8,083	7,672	7,790	7,391
Software licenses	3,177	3,174	2,876	3,134	2,858
Software maintenance	5,036	4,909	4,796	4,656	4,533
Consulting	3,686	3,469	3,635	3,528	3,195
Hardware	756	995	943	969	1,267
Others	855	974	741	716	759
EBITDA	3,756	3,518	3,491	3,974	3,708
EBIT	3,563	3,329	3,314	3,778	3,544
EBIT margin in %	26%	25%	26%	29%	28%
EBT	3,530	3,210	3,370	3,670	3,518
Net profit	2,263	2,120	2,256	2,409	2,415
Cash flow	5,612	-873	4,915	83	7,301
Liquidity ^(1/2)	28,715	23,735	29,619	24,785	25,238
EPS in euro	0.57	0.53	0.57	0.60	0.61
Employees ⁽³⁾	408	388	373	367	359

(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 1.16 per share on 04.05.2017 (kEUR 4,613) and dividend of EUR 2.80 per share on 27.04.2016 (kEUR 11,134)

(3) at the end of the quarter/year

Upcoming dates:

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

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