

Excellence in Workforce Management

ATOSS Software SE

ATOSS 

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All FY2024 numbers are non-audited and therefore preliminary.

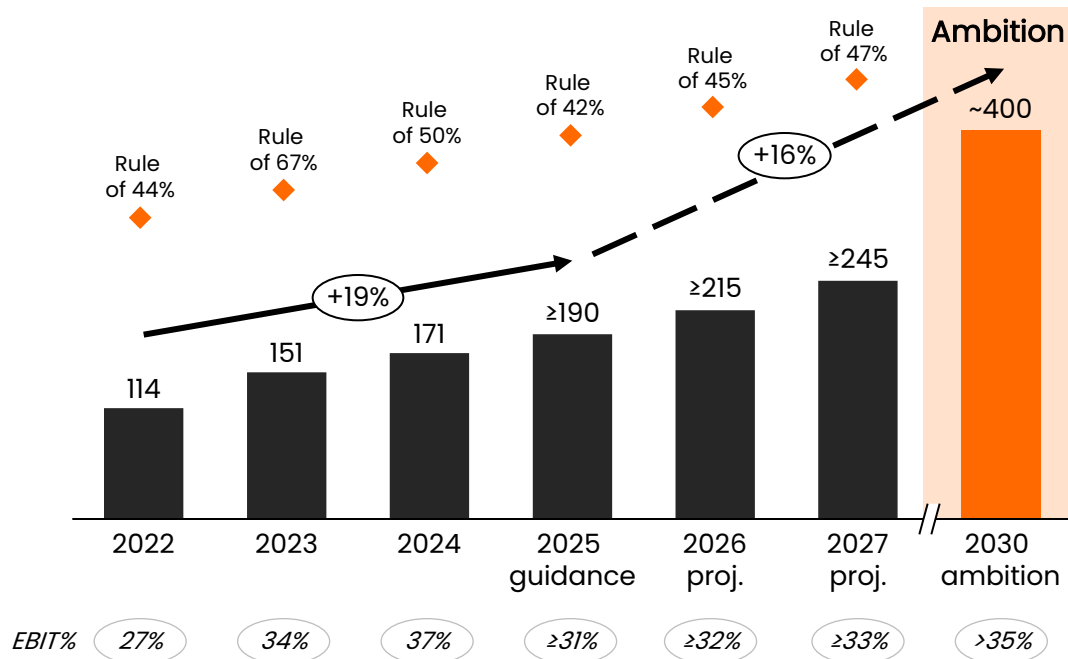
ATOSS Software SE 2025

ATOSS – Leading in the field of Workforce Management

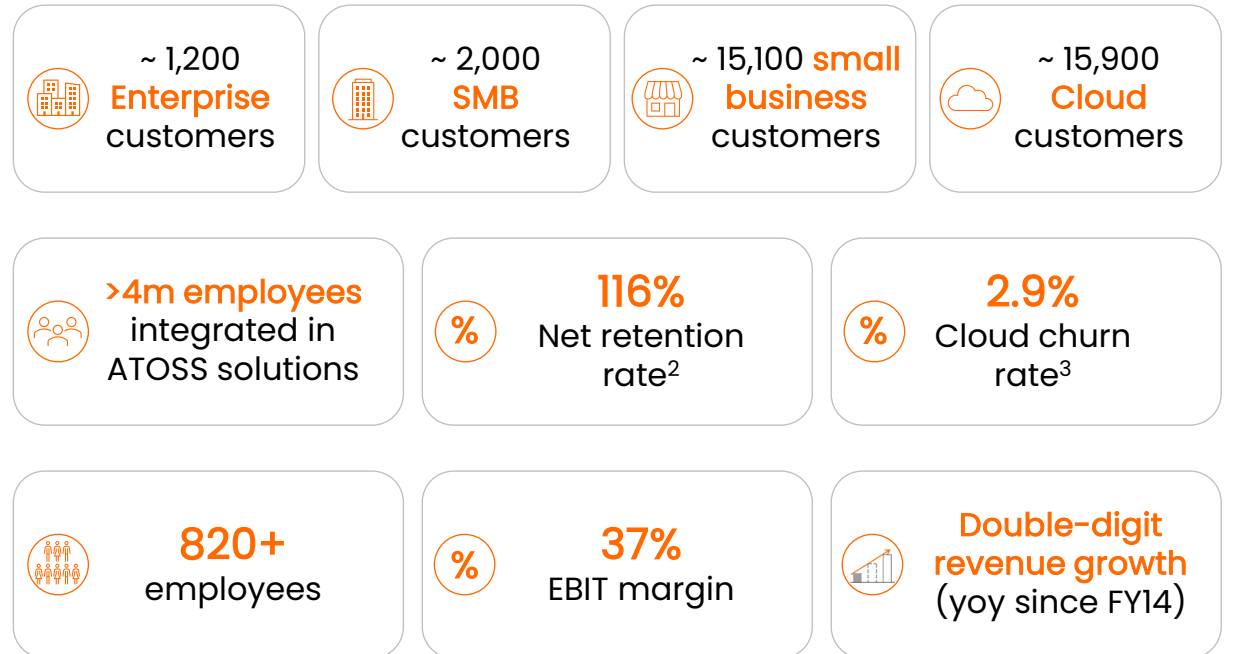
Strong growth potential with a clear path to 16% CAGR through 2030

We are a leading Workforce Management provider with tailored solutions for international Enterprise, SMB, and small-business customers, fueled by strong historic growth and performance metrics to drive our future growth strategy

Total revenue in EUR mill.



Key factors supporting growth ambition¹



1. As of 12/31/2024 ; 2. w/o Crewmeister; 3. ARR churn w/o Crewmeister

01 Market for Workforce Management & Business Model

The Workforce Management landscape continues to evolve

Global market trends are driving growth in the Workforce Management market



Digitalization of the labor world

The application of **artificial intelligence (AI)** in workforce management (WFM) solutions for employees and managers adds **significant business value** to WFM.



Increasingly complex regulatory environment

The multi-layered **regulatory framework** in Europe, including EU regulations, national statutory regulations, and industry- and region-specific collective bargaining agreements, increases demand for solutions that simplify compliance and streamline workforce management particularly for **hourly paid workers**.

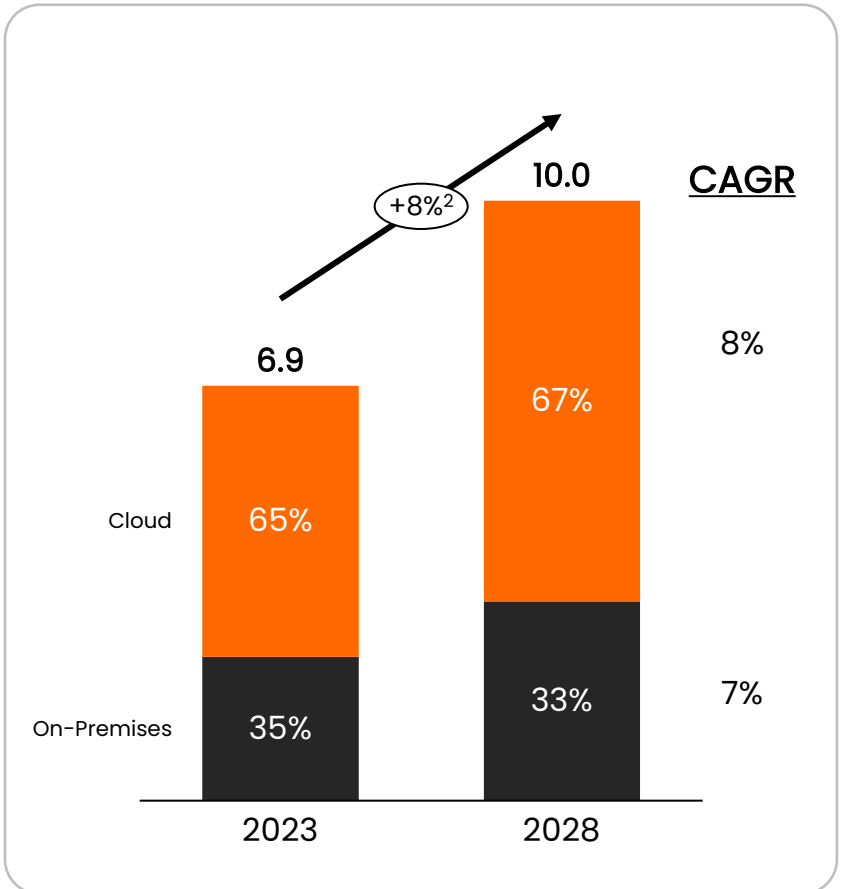


Scarcity of resources and skilled staff

A shortage of workers has prompted investment in **advanced scheduling and planning functions** so existing workers are deployed as effectively as possible.

Driven by the "talent crunch", many employers have **prioritized** investments in **improving the employee experience** to both reduce worker attrition and improve worker effectiveness.

WFM market by deployment (\$ billion)¹



1. Technavio, Workforce Management (WFM) Software Market Analysis – North America, Europe, APAC, Middle East and Africa, South America–US, Canada, China, UK, Germany – Size and Forecast 2023-2028; 2. Average growth rate

ATOSS' product portfolio supports customers' shifting needs

Full-range solutions span varying areas of need and complexity, resulting in strong ROI for customers

ATOSS helps companies to have ...

...the right employee

...with the right qualification

...at the right place

...at the right time

...at the right cost

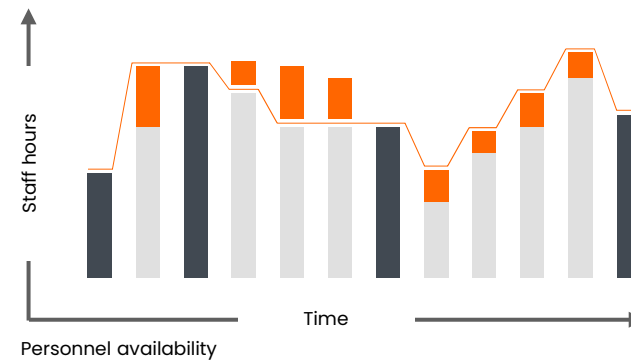
...at full compliance

Current situation

Fluctuation in demand

Little flexibility and long response times

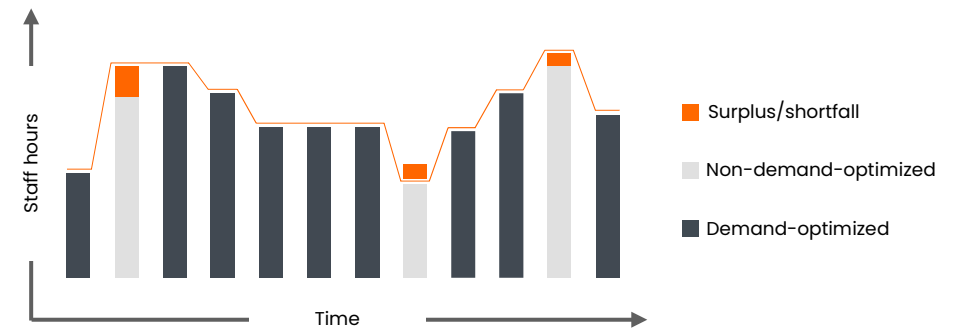
OPTIMIZATION POTENTIAL



Goal

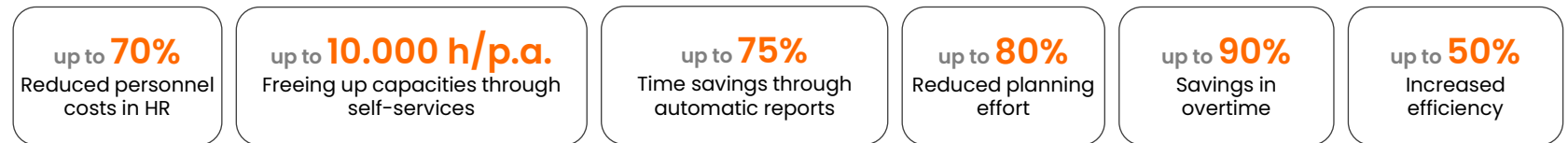
Demand and cost-optimized synchronization of working time and order volume

AFTER OPTIMIZATION



Exemplary:

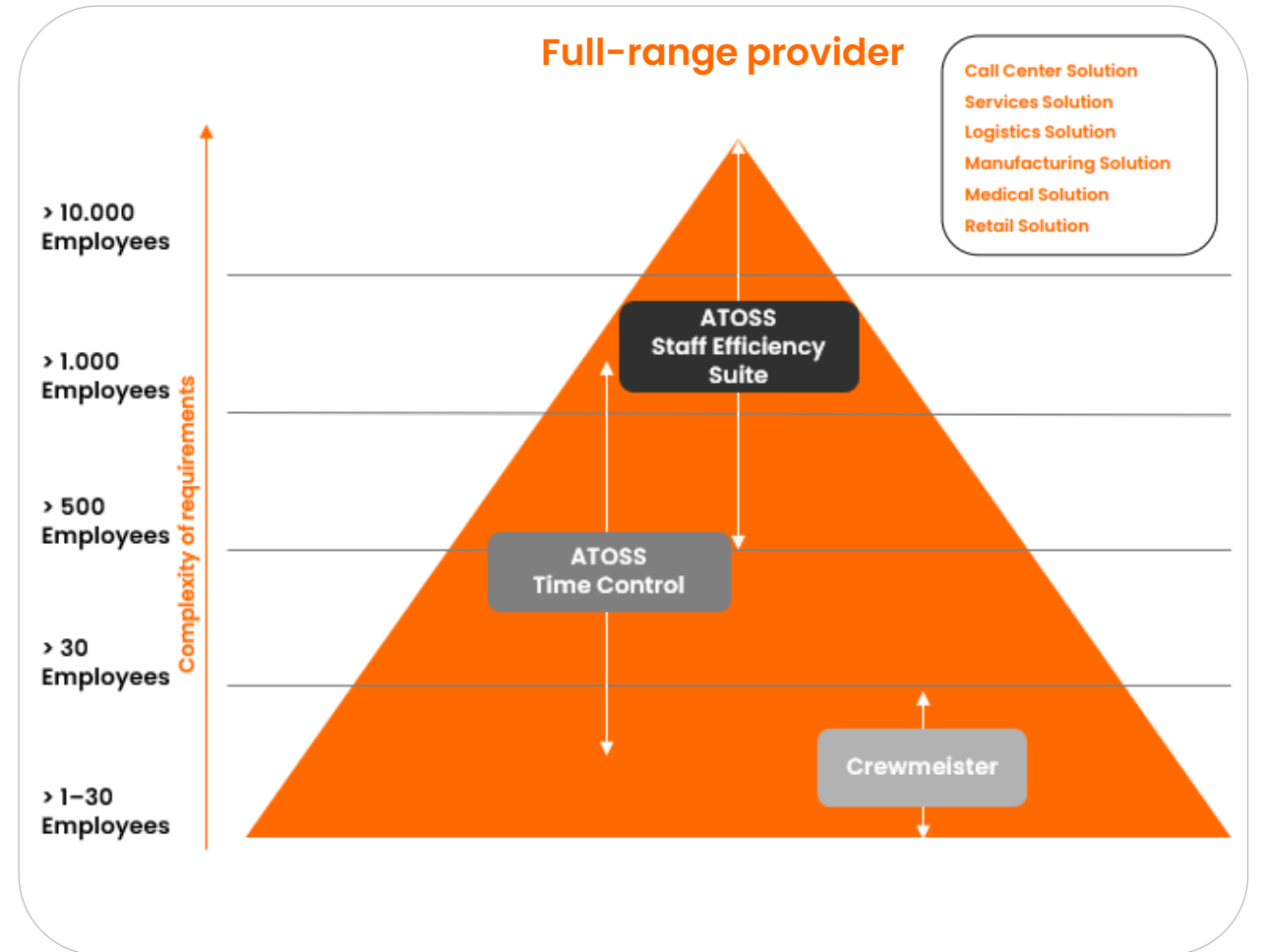
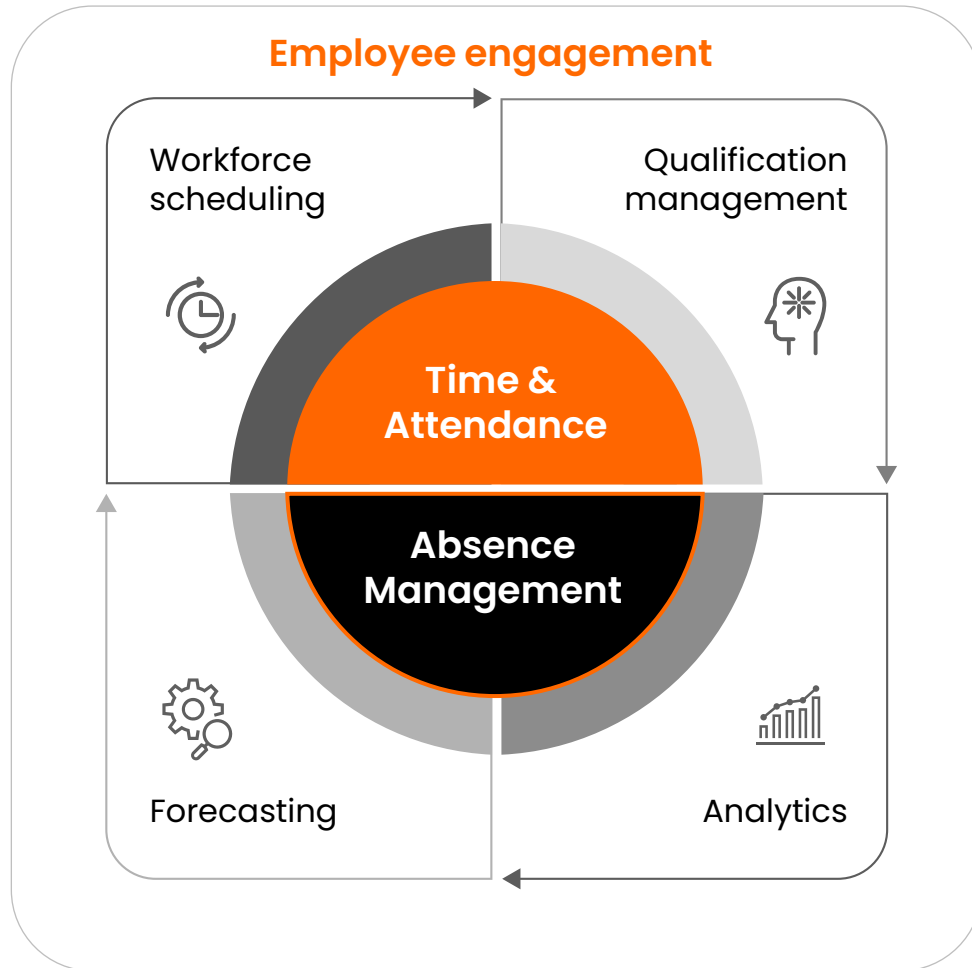
Effects generated from ATOSS Projects – Cross-industry (figures per Year)¹



¹ Figures based on specific client case studies

Workforce Management in a nutshell

Efficiency via highly flexible staff deployment



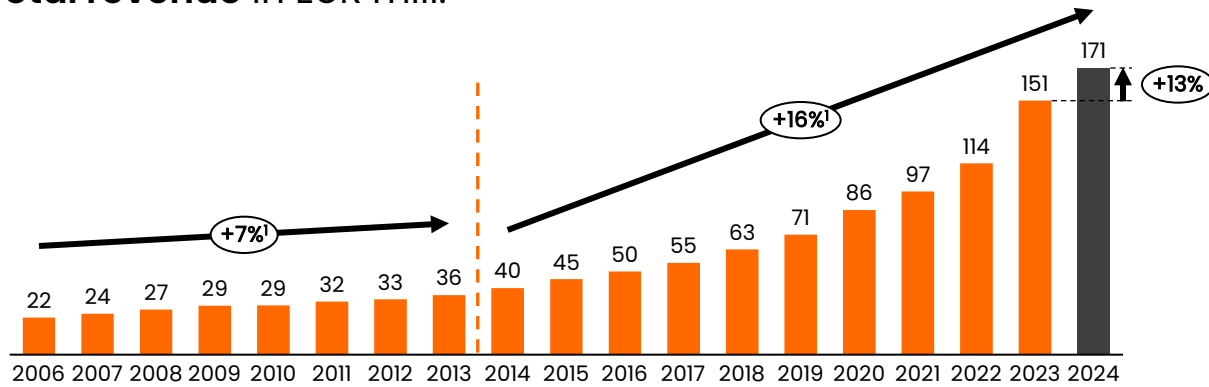
02 Financials & KPI's

ATOSS – 19th record year anticipated

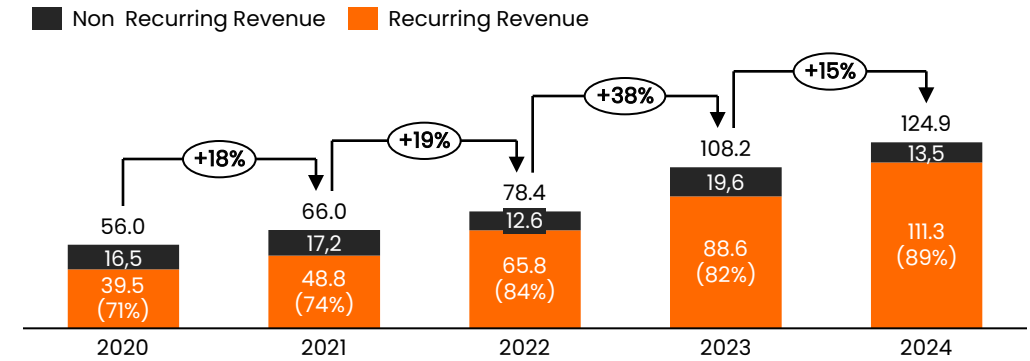
Running like clockwork

Strong growth track record, excellent traction in Cloud transition and expansion outside the DACH region

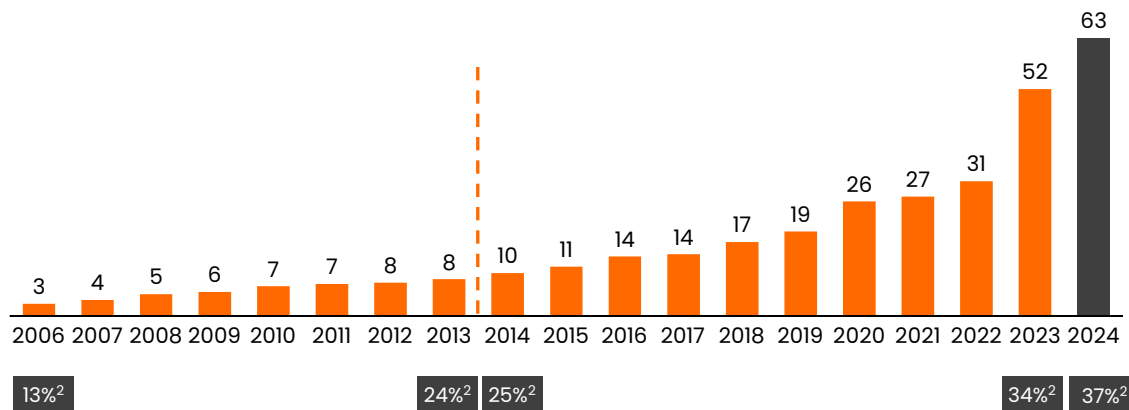
Total revenue in EUR mill.



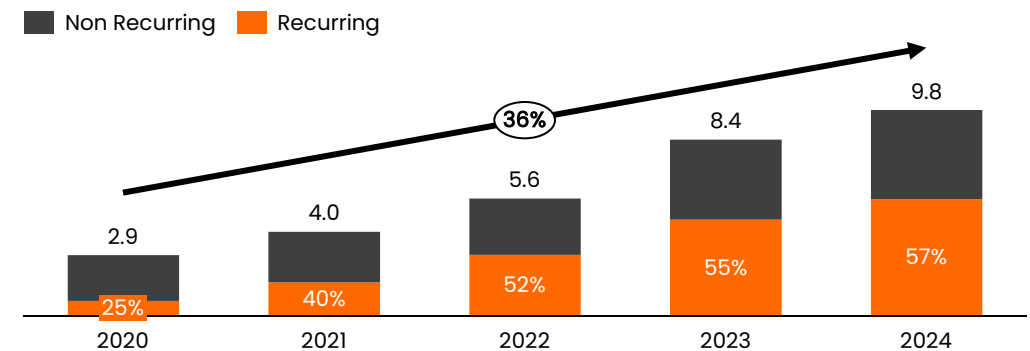
Software revenue in EUR mill.



EBIT in EUR mill.



NON-DACH revenue in EUR mill.

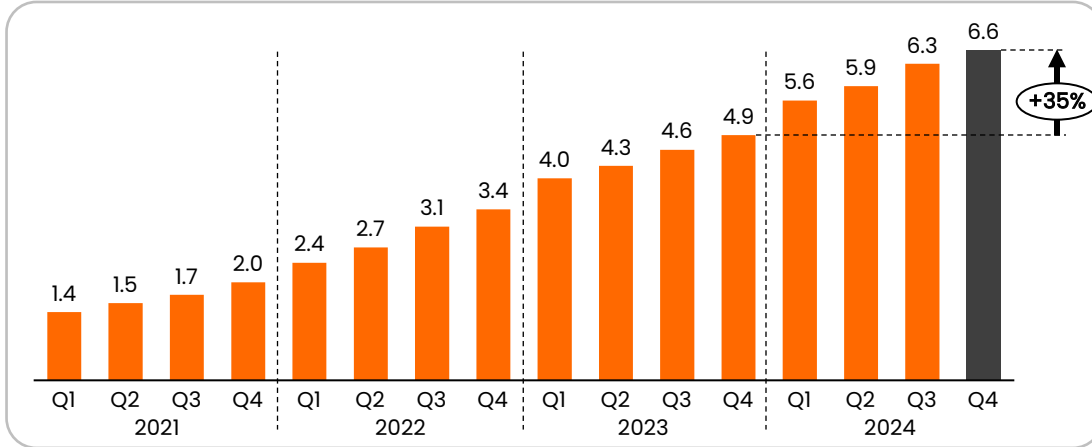


1. Average growth rate; 2. EBIT as % of total revenue

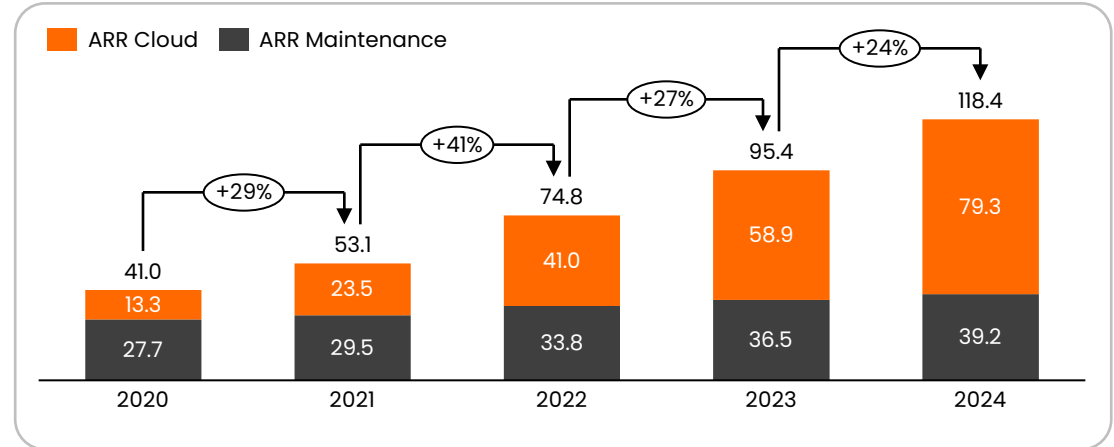
Cloud MRR & ARR (Cloud + Maintenance) development

Actuals 2024

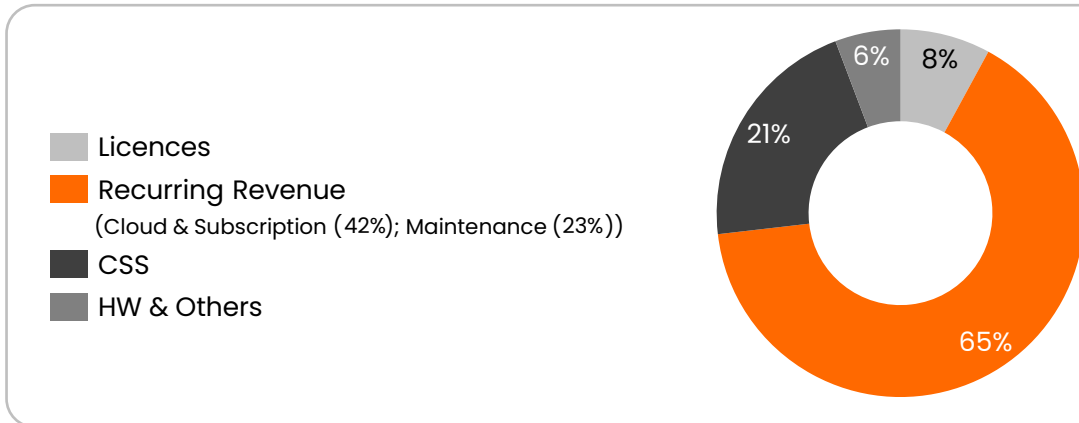
Cloud MRR: Quarterly development in EUR mill.



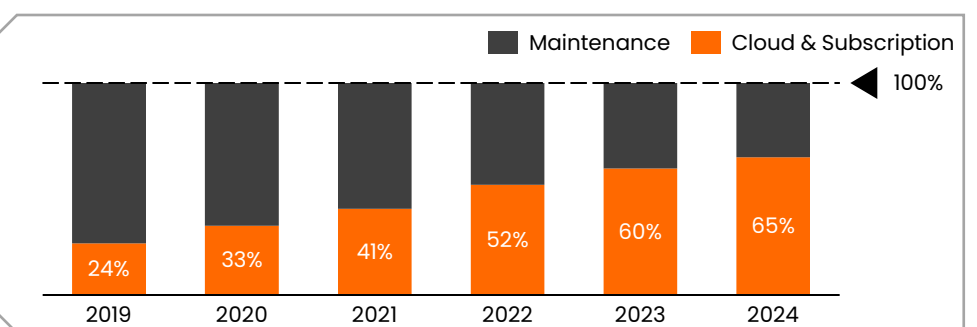
ARR Total (Cloud + Maintenance) in EUR mill.



Share of Cloud & subscription in recurring revenue in %



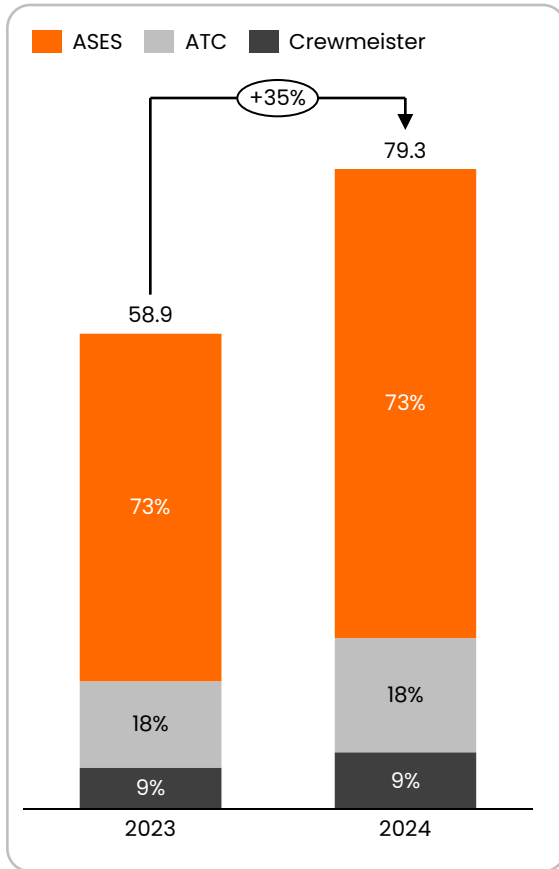
Increasing share of Cloud & subscription in recurring revenue



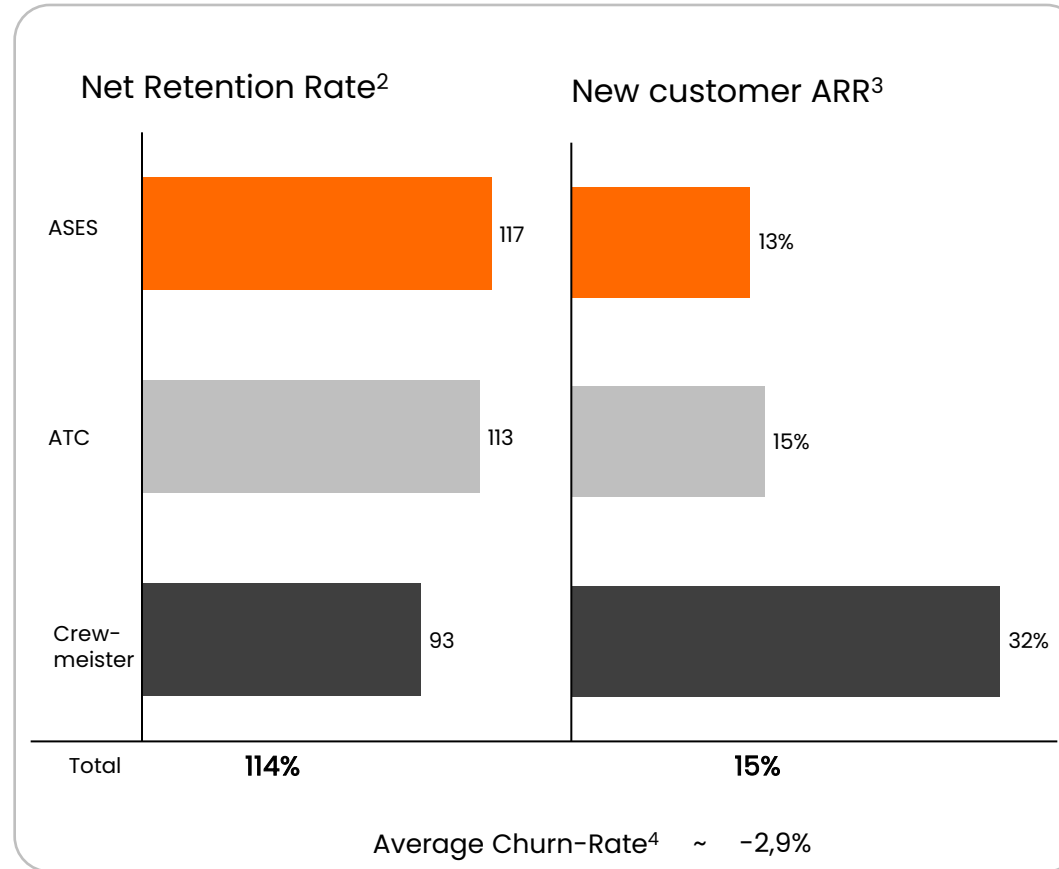
ATOSS Cloud development by products

2024

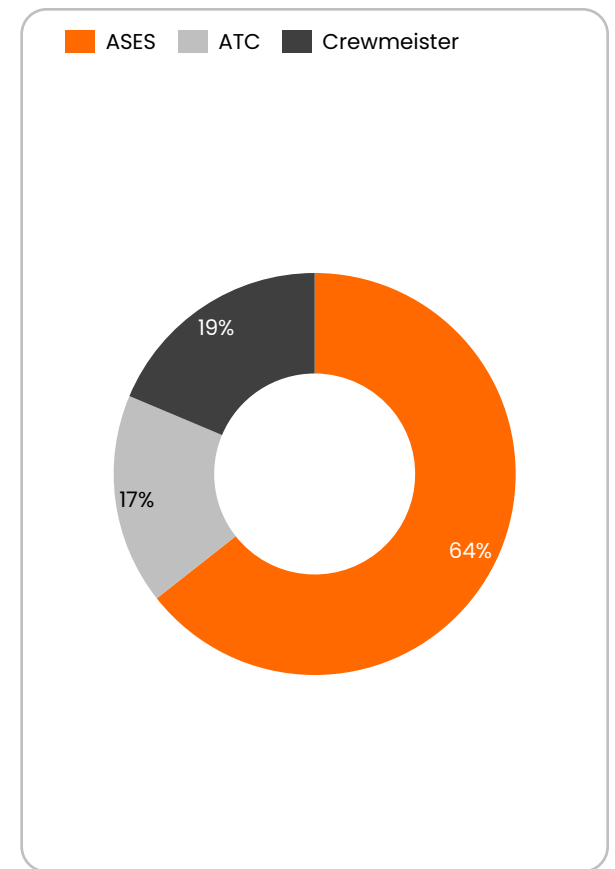
Cloud ARR¹
in EUR mill.



Cloud KPIs
in %



New customer ARR³
by product, in %

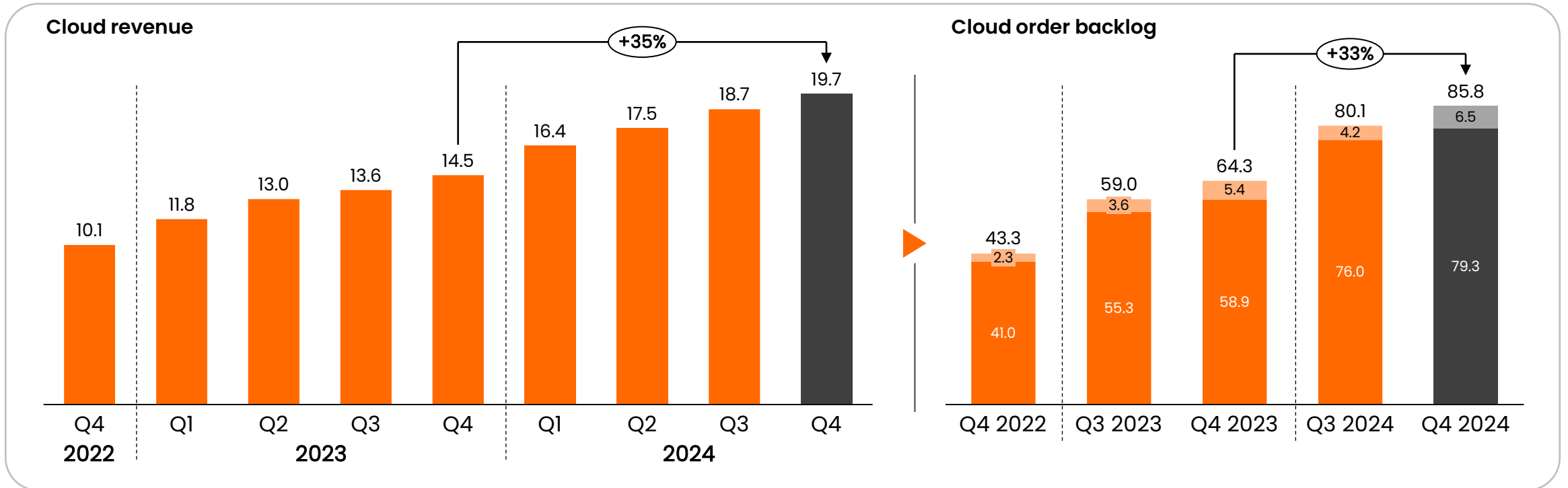


1. ARR (Annual Recurring Revenue) comprises the turnover generated by the company over the next 12 months on the basis of current monthly cloud usage fees applicable as of the qualifying date
 2. Net Retention Rate: revenue generated from existing customers as of PY- taking into account expansion and churn
 3. Share of New Customer ARR: revenue generated from new customers since Q4 PY – taking into account base, expansion, indexation and migration of on-premises customers
 4. Churn Rate: calculated as contract terminations and contractions divided by current year ARR (w/o Crewmeister)

Cloud order backlog

Growth ambitions strongly supported by order backlog

Cloud order backlog (12 months)¹
in EUR mill.



1. Cloud order backlog: ARR + contractually committed additions & expansions for the next 12 months

03 Growth Strategy

Core pillars of ATOSS' growth strategy

Growth leading the way for increased recurring revenue from Cloud business and an ever-growing global subscriber base

Continuous steady growth while actively **driving cloud transformation** of business

2025-2027:
Total revenue growth CAGR
>13%

Increasing share of recurring revenue
~ 75%
(Target: Year end 2027)

Increase international revenue share outside the DACH region

- ATOSS solution is deployed across **most of the European countries** and supports **11 software languages**, enabling multilingual functionality
- In 2024, **6% of revenue** is generated outside the DACH region
- We will focus on **driving revenue** in our **existing European markets**, to further expand international revenue share

Continued focus on operational excellence to maintain and further expand margins of business

EBIT margins
≥31%

Advance **full range strategy** with solutions for enterprise, mid-market and SMEs customers (Crewmeister)

Crewmeister outlook 2027

- ~27.000 customers
- ARR of ~15m EUR
- Reach profitability

Further product development and enhancement, e.g., AI & Analytics

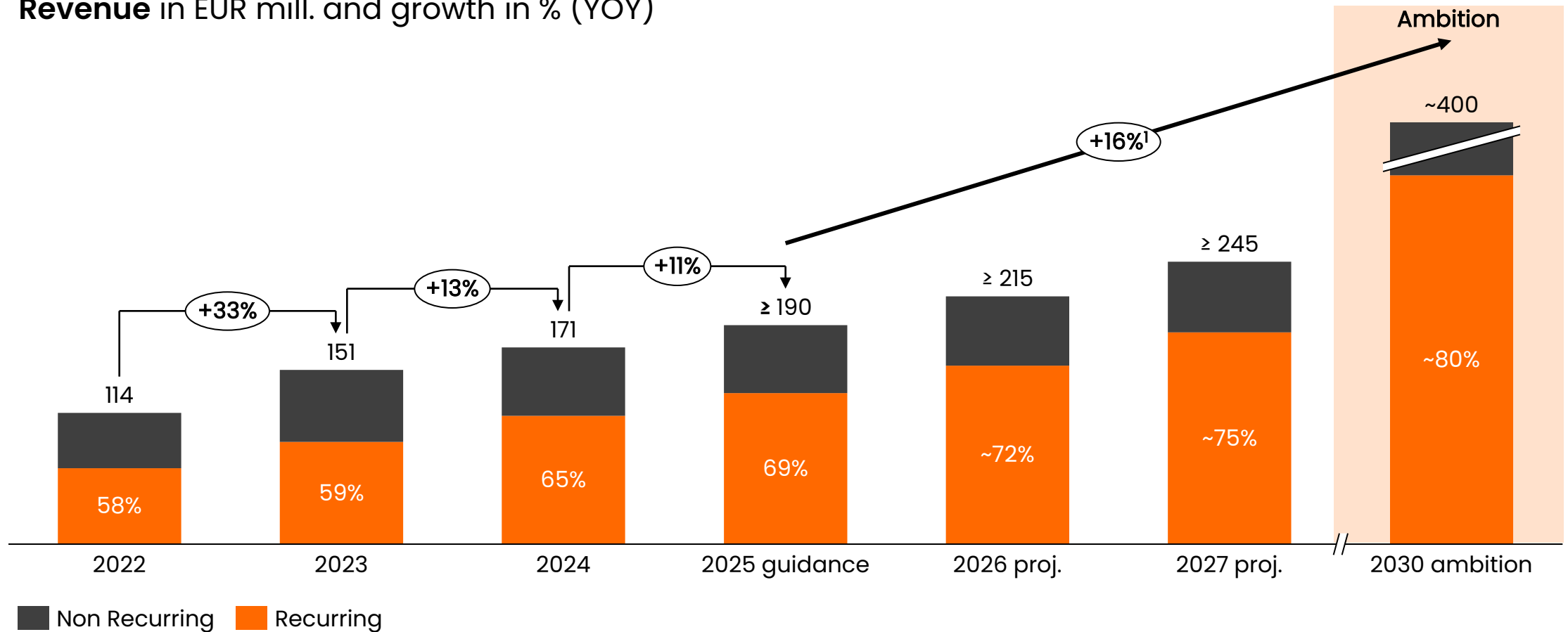
R&D investment
~16% of total revenue

Projections 2025-2027

ATOSS Cloud transformation (1/2)

Growth leading the way for increased recurring revenue (model projection)

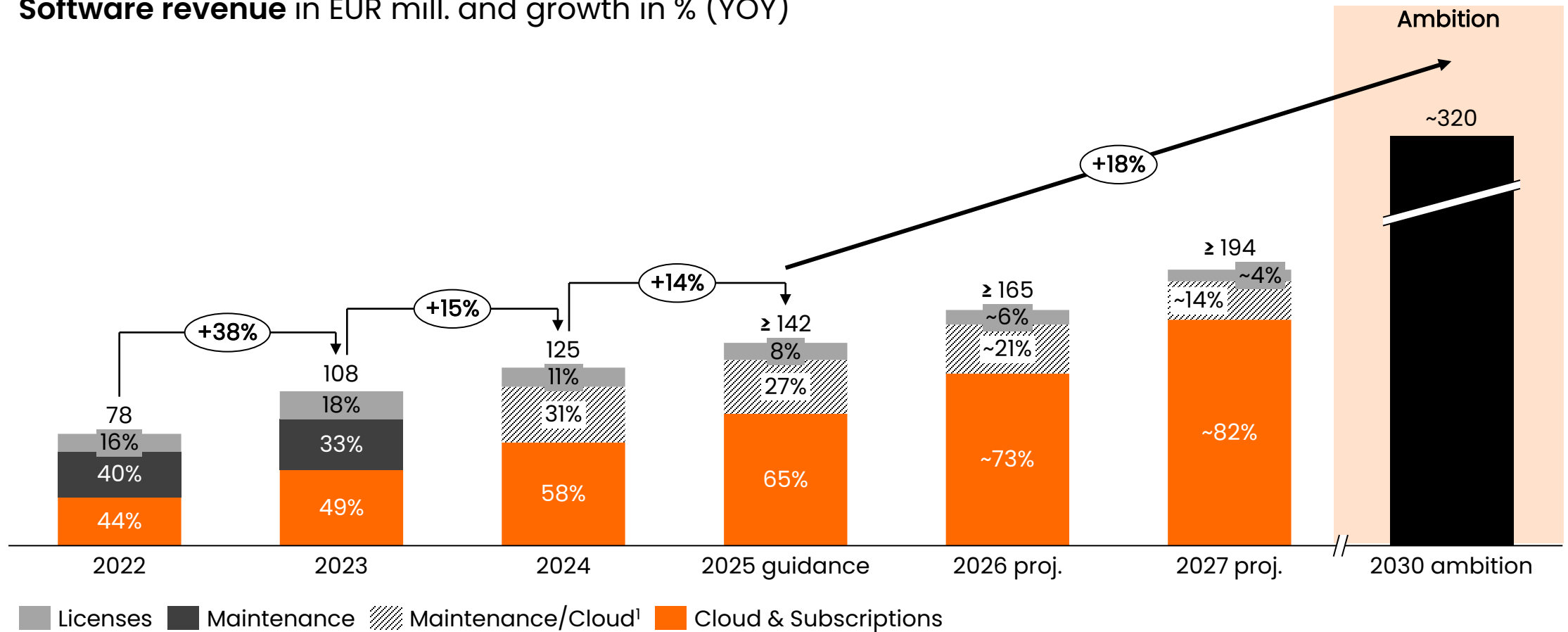
Revenue in EUR mill. and growth in % (YOY)



ATOSS Cloud transformation (2/2)

Growth leading the way for increased recurring revenue (model projection)

Software revenue in EUR mill. and growth in % (YOY)



1. Depending on extent of transformation of existing on-premise customers into Cloud and subscription customers; 2. Compound Annual Growth Rate

ATOSS full range strategy

Crewmeister continues successful development



Highlights

- Positive impact by BAG decision
- New product features developed
- High customer satisfaction

Key metrics

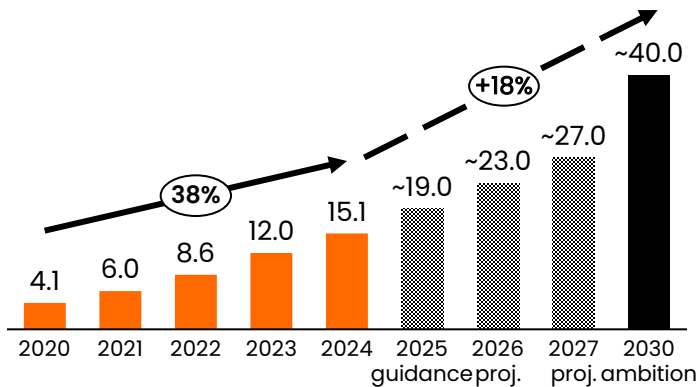
- Avg. Customer Acquisition Costs¹: 583 EUR
- Avg. Customer Lifetime Value²: 2,236 EUR
- CLTV/CAC-Ratio: 3.8
- Avg. monthly churn rate³: 1.42 %
- Cloud gross margin: +79%

Outlook 2025

- ~19.000 Customers
- ARR of ~9m EUR
- Further margin improvement

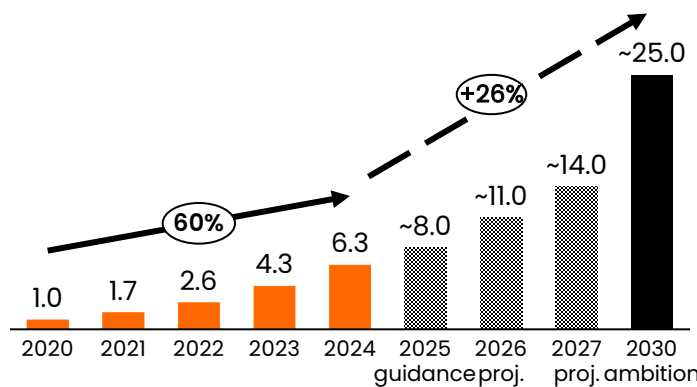
Customer development (K)

Avg. growth rate



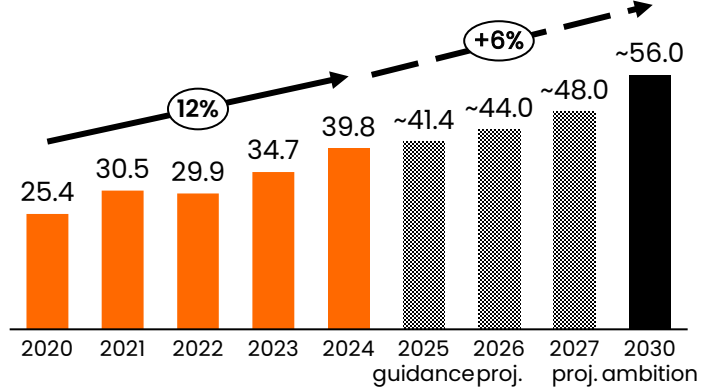
Sales development (MEUR)

Avg. growth rate



MRR/Customer ratio (EUR)⁴

Avg. growth rate



1. CAC (Customer acquisition cost) (ø 2024): cost of resources for the business in order to acquire a new customer. Customer acquisition cost involves sales and marketing costs

2. CLTV (Customer lifetime value) (ø 2024): estimate of all the future gross profits to be accumulated from a relationship with a given customers

3. Churn rate (12/2024): Ratio, in the current year (12 month avg.), of customer terminations (number) and the total number of customers (number) with an existing contract at the end of the year/month

4. MRR/Customer Ratio shows the monthly recurring revenue per customer calculated on the MRR and Customers as of the 31st of December each year

ATOSS – Growth projections

Strong growth and margins while building recurring revenue

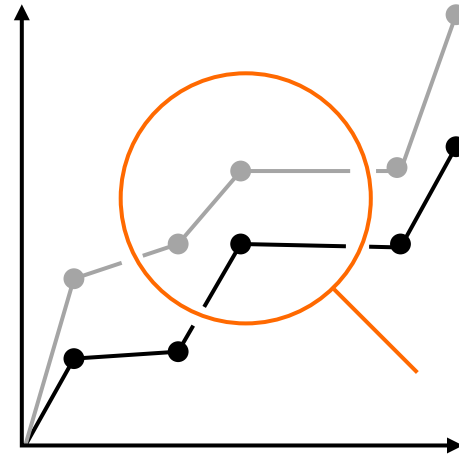
Guidance 2025

Total revenue

≥ 190 EUR Mill.

EBIT margin

≥ 31%



Projections 2025 – 2027

Total revenue growth
(Base: Year end 2024)

CAGR > 13%

Increasing share of
recurring revenue
(Target: Year end 2027)

~ 75%

Software revenue
growth
(Base: Year end 2024)

CAGR 17%

EBIT margin
(Target: Year end 2027)

≥ 33%

Sustainability at ATOSS



It's our vision to create a working world, in which everyone benefits.

Christof Leiber
CFO, ATOSS



Sustainability at ATOSS

Our sustainability pillars

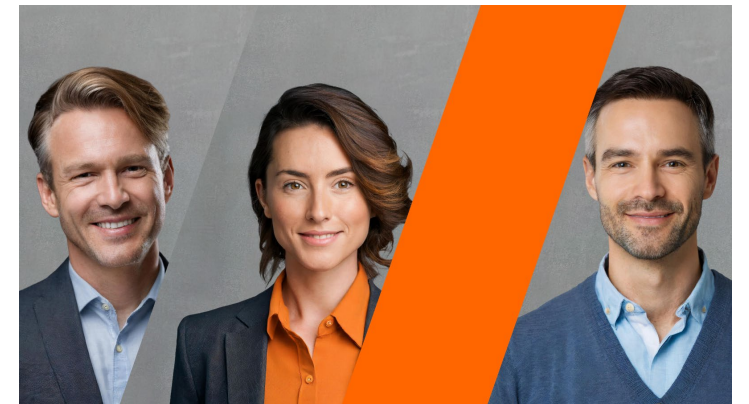


Customer and society

- Data protection and data security
- Customer satisfaction
- Social and cultural activities

Employees at ATOSS

- Recruitment and retention
- Continuous training and learning
- Health promotion and recreation
- Diversity



Sustainability at ATOSS

Our sustainability pillars



Integrity and compliance

- Prevention of discrimination, corruption, bribery, respect for human rights
- Compliance Management System – acting in accordance with all laws, social guidelines and values

Environmental protection

- Energy & CO2 reduction
- Conservation of resources



Sustainability at ATOSS

Our goals (1/2)

Customer and society

Customers

Goals till 2025:

- Recurring revenue: ~70%
- Revenue CAGR (2023–2025): 19%
- Grow Customer Number: 20,000+
- Expand International Customer base

In addition:

- Cloud Churn: <2% per year
- Net Retention Rate: >110%
- R&D investment: ~15% of total revenue
- Net promoter score: ≥10

Social

- Continued donations in the areas of culture, environment, children and social projects

Employees at ATOSS

Employee Experience

Goals by 2025:

- Employee Engagement Index: >80%
- Leadership Index: 3.7
- Employee Net Promoter Score: ≥25
- Working Flexibility Satisfaction Index: ≥75

Diversity & Inclusion

Goals by 2027:

- Company-wide gender distribution:
50% female / 50% male
- Gender distribution of managers:
40% female / 60% male
- Gender distribution Executive Leadership Team:
30% female / 70% male

Sustainability at ATOSS

Our goals (2/2)

Integrity and Compliance

Integrity and Compliance

- Continuing to raise awareness of compliance and security issues (incl. compliance training)
- Further internal training measures on topics such as equal treatment and compliance

Information security

- Recertification according to ISO/IEC 27001:2022

Environmental protection

CO2 footprint

Goals by 2045:

- **Net Zero Strategy:** reduction of Scope 1-3 greenhouse gas emissions by a total of 90 percent

Goals by end of 2025:

- 100% **green electricity** at all ATOSS sites by 2025

Employees at ATOSS

Working with Passion & Purpose

“The team is the key to sustainable success”

- Intensive and structured onboarding
- Detailed career model
- Working in diverse teams / short
- Decision-making paths
- Meaningful working environment

„We are top employer“

- Employee Engagement Index: 83%

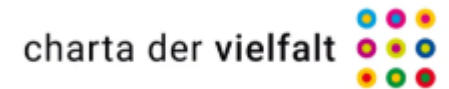


“Continuous employee growth”

- 820 employees (12/23: 775)

„We live diversity and promote equal opportunities and inclusion“

- Member of “Charta der Vielfalt”
- Employees from around 49 countries
- 60% male/40% female > ongoing diversity goals by 2027

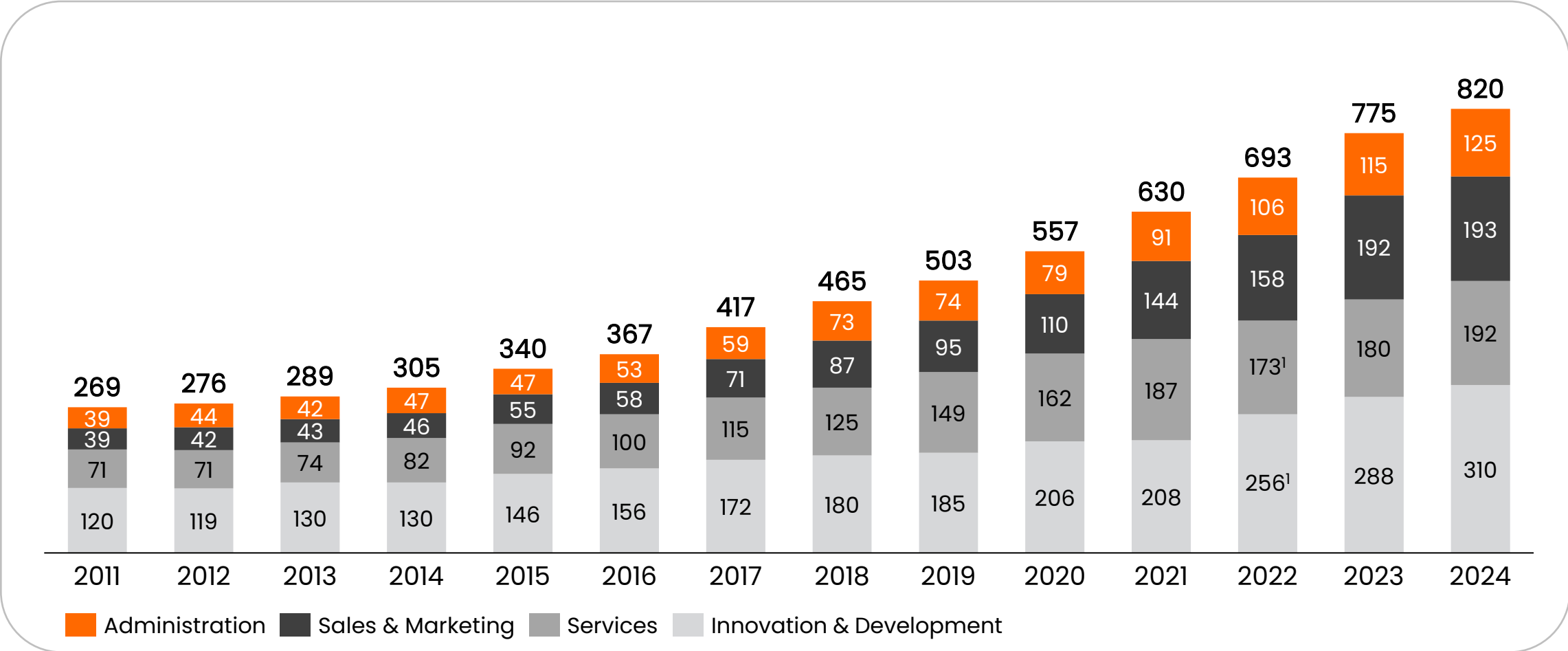


“Individuality in Working Life - Employee Well-being in Focus”

- Hybrid and flexible working model
- Sport offers and health management
- Team and after-work events



Continuous expansion of personnel capacities



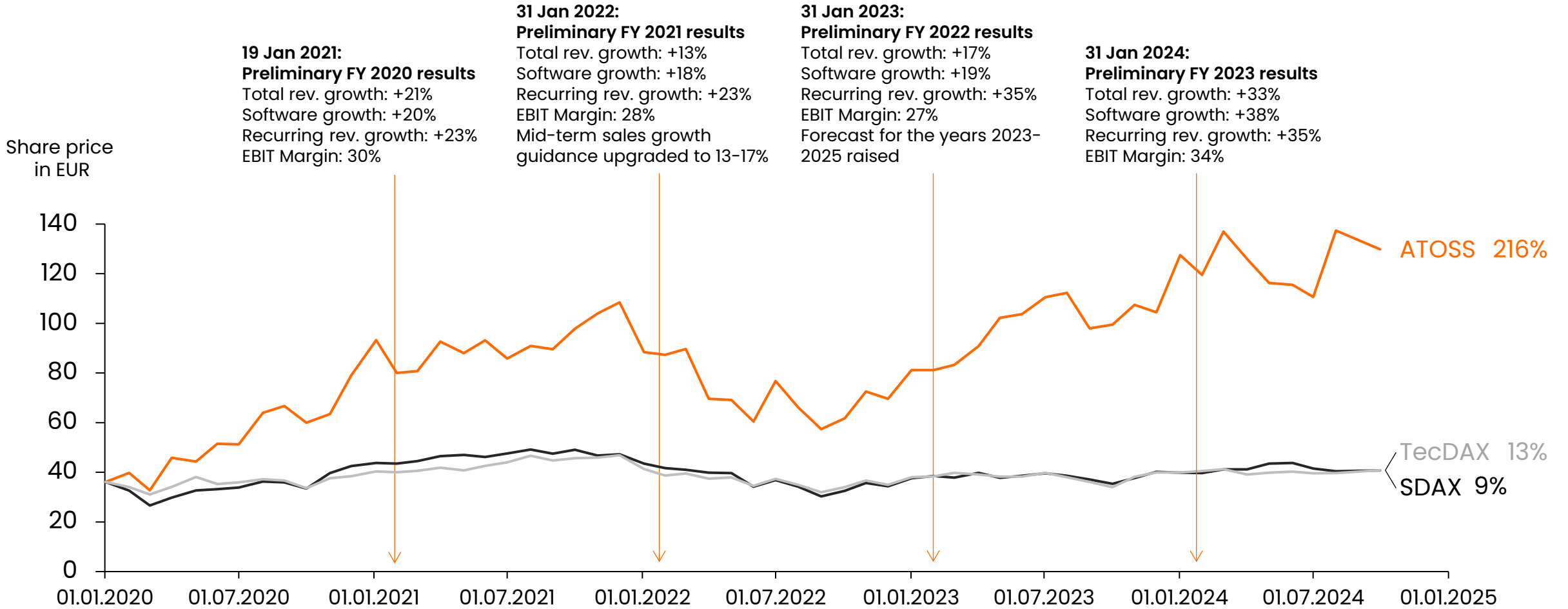
1. In FY 2022 shift of Cloud Services Team from Services Department to Innovation & Development Department



Additional Attachments

The ATOSS Share

Share price performance¹ (1 January 2020 – 31 December 2024)

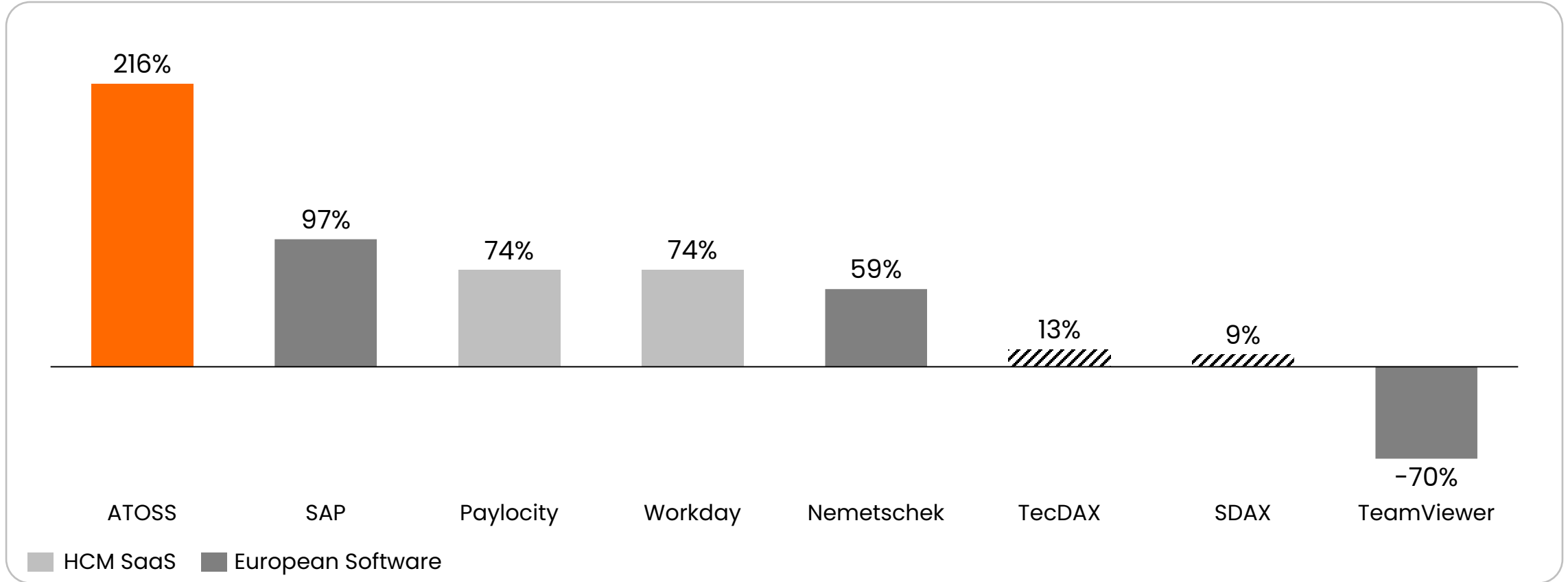


1. SDAX/TecDax Index rebased on ATOSS' share price of EUR 72,25 as of 01/02/2020

ATOSS stock

High performer in European software and HCM stocks

Share price performance¹ (01/2020 – 12/31/2024)



1. ATOSS, Nemetschek, TeamViewer, SAP, Invision, SDAX: XETRA-Opening price 01/02/2020 and -Closing price 12/31/2024; Paylocity: Frankfurt Stock Exchange-Opening price 01/02/2020 and -Closing price 12/31/2024; Workday: Tradegate-Opening price 01/02/2020 and -Closing price 12/31/2024

Income statement (IFRS)

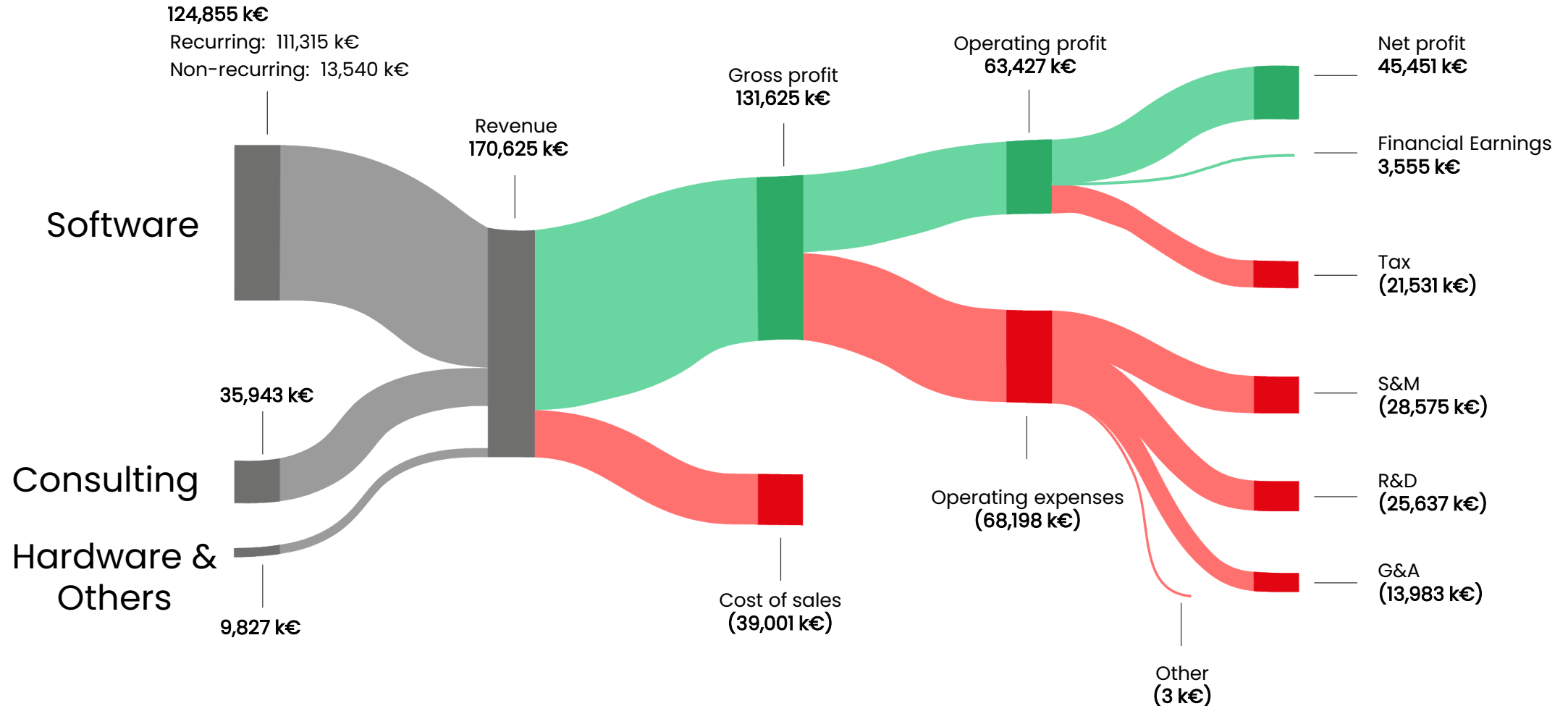
2024

in KEUR	Q1-Q4 2024	Proportion of total revenue	Q1-Q4 2023	Proportion of total revenue	Change 2024 / 2023
Total revenues	170.6	100%	151.2	100%	13%
Software	124.9	73%	108.2	72%	15%
Licenses	13.5	8%	19.6	13%	-31%
Maintenance	39.0	23%	35.7	24%	9%
Cloud & Subscriptions	72.4	42%	52.9	35%	37%
Consulting	35.9	21%	33.2	22%	8%
Hardware	5.8	3%	6.1	4%	-5%
Others	4.0	2%	3.7	2%	9%
EBITDA	67.8	40%	55.9	37%	21%
EBIT	63.4	37%	51.8	34%	22%
EBT	67.0	39%	53.3	35%	26%
Net profit	45.5	27%	35.8	24%	27%
EPS in euro ¹	2.86		2.25		27%

1. In accordance with ISA 33.64, earnings per share (EPS) were adjusted retrospectively for previous periods as a result of the share split carried out in June 2024

Income statement

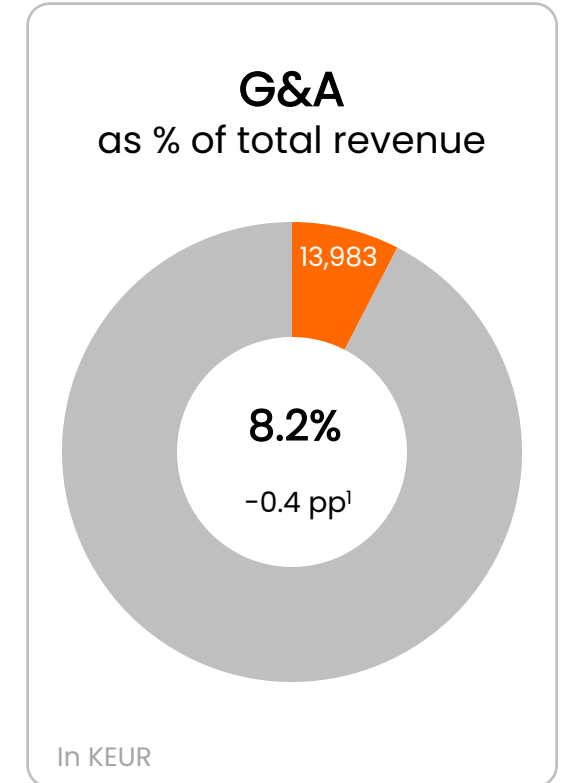
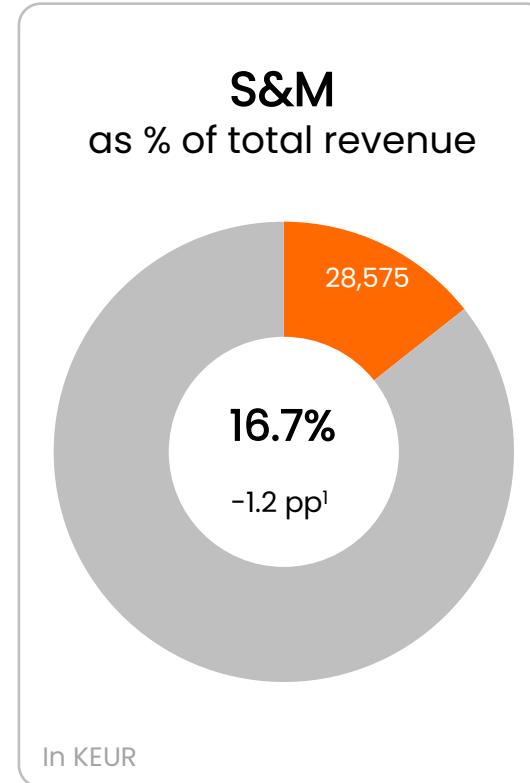
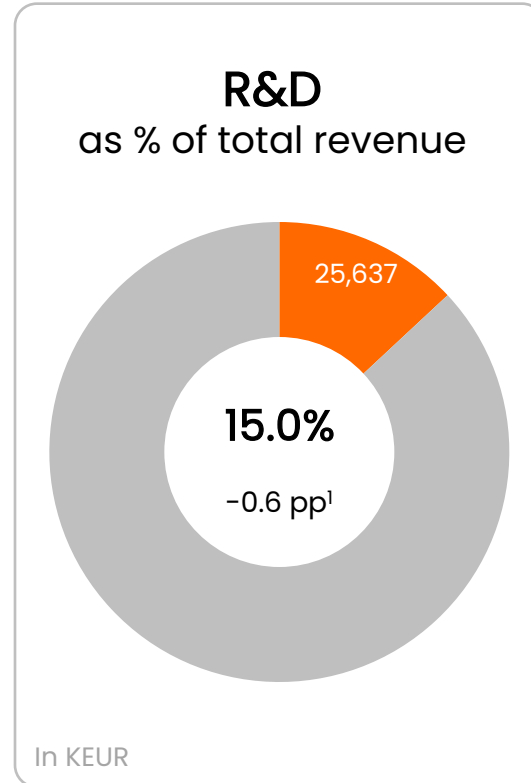
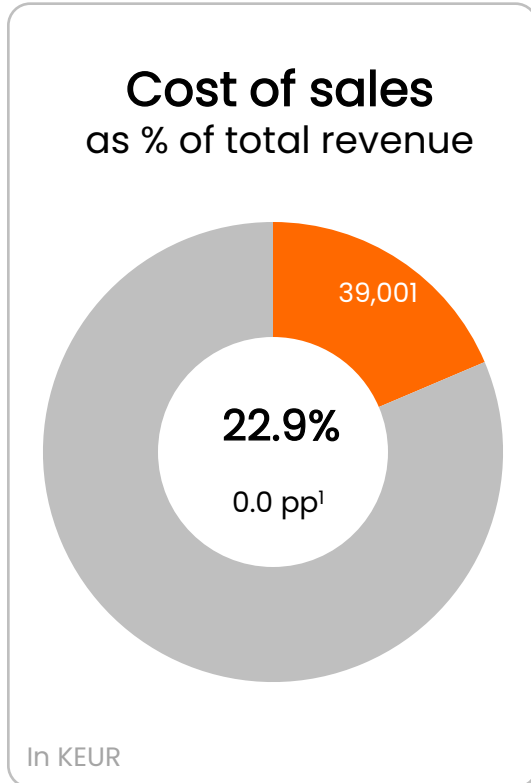
2024



Cost ratios

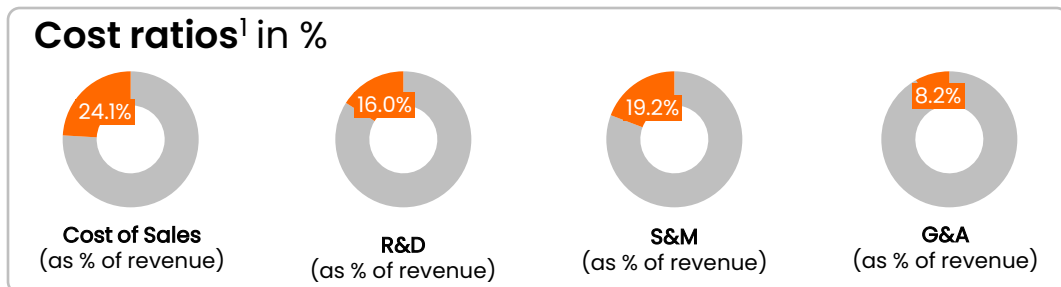
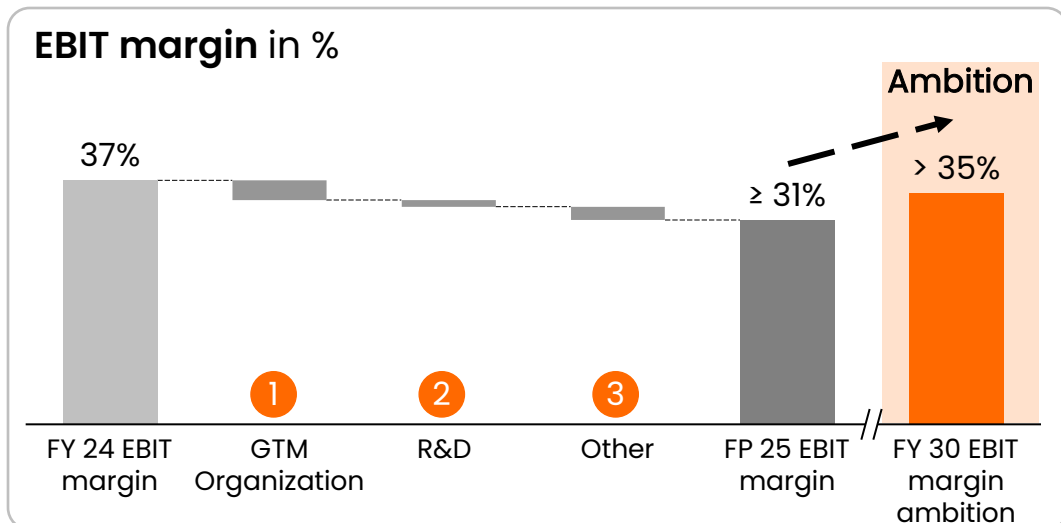
2024 (preliminary)

Total revenue: EUR 170.6 mill.



Strategic investments in 2025 to drive long-term revenue growth and profitability

2025 marks the beginning of a strategic investment phase to build the foundation for sustainable growth and scalability



In 2025, we are entering a strategic investment phase to lay the foundation for sustainable long-term growth and scalability. Key focus areas include:

- 1 GTM Organization:** Building a scalable, data-driven sales engine by enhancing marketing, demand generation, and SDR capabilities to improve lead qualification
- 2 R&D:** Accelerating Cloud transformation by driving Cloud-based innovation to migrate existing customers to Cloud solutions
- 3 Other:** Digitalization projects to improve efficiency and further investments in Crewmeister

These initiatives will temporarily impact profitability but are critical to unlocking scalability, and achieving our long-term financial objectives of ~€400m revenue and >35% EBIT margin in 2030.

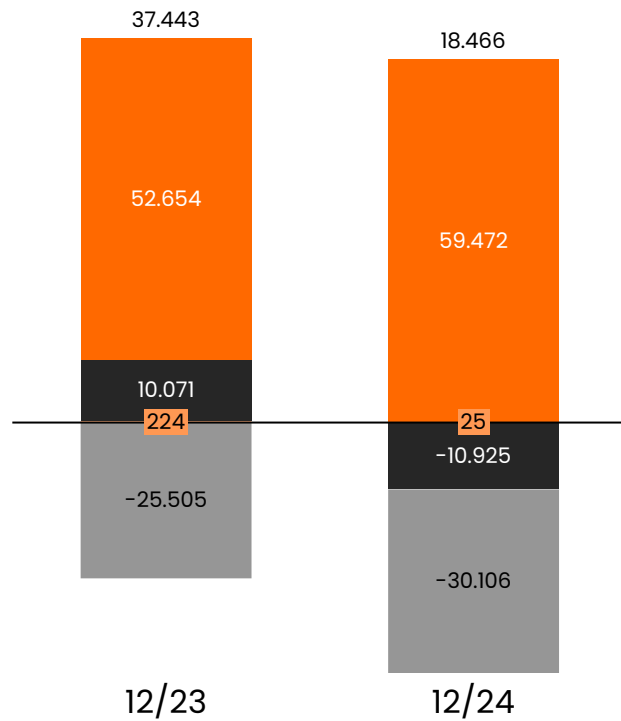
1. Excl. additional cost reserve of 1.5% for specific investments

Financial development 2024

Impressive cash position

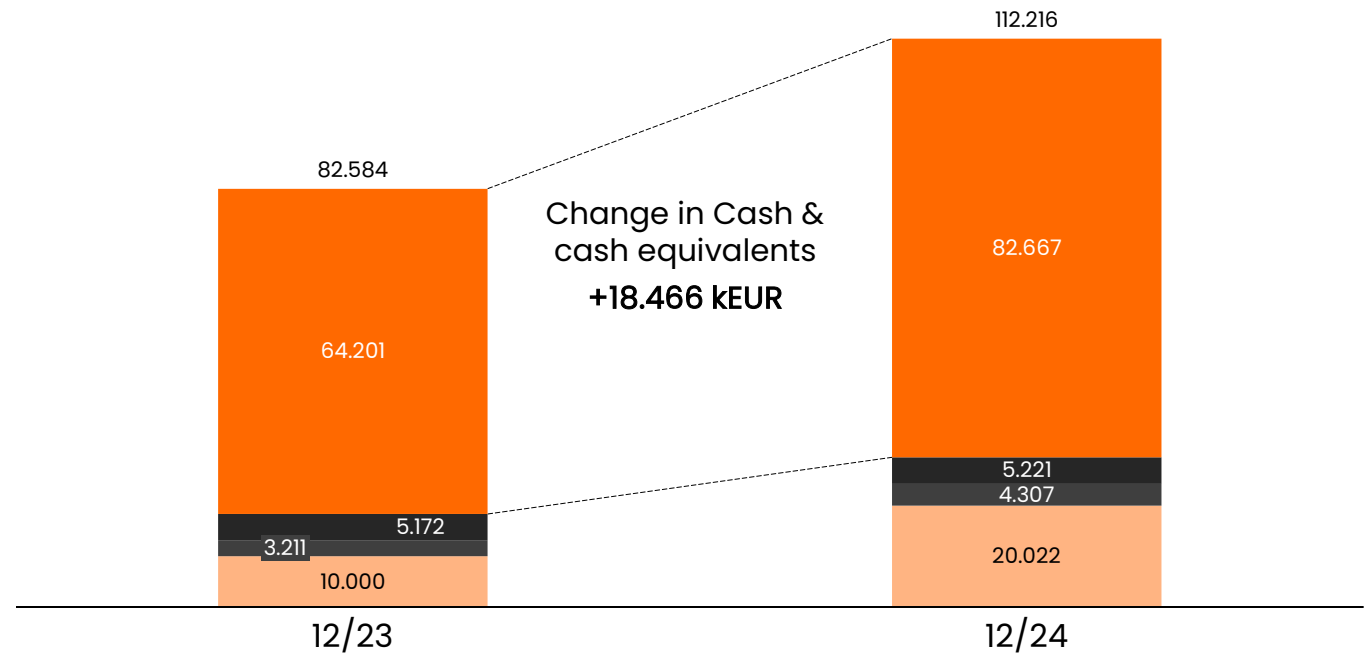
Cash Flow in KEUR

- Operating activities
- Investment activities
- Financial activities
- Exchange rates



Liquidity in KEUR

- Cash & cash equivalents
- Investment funds
- Gold
- Fixed term deposits

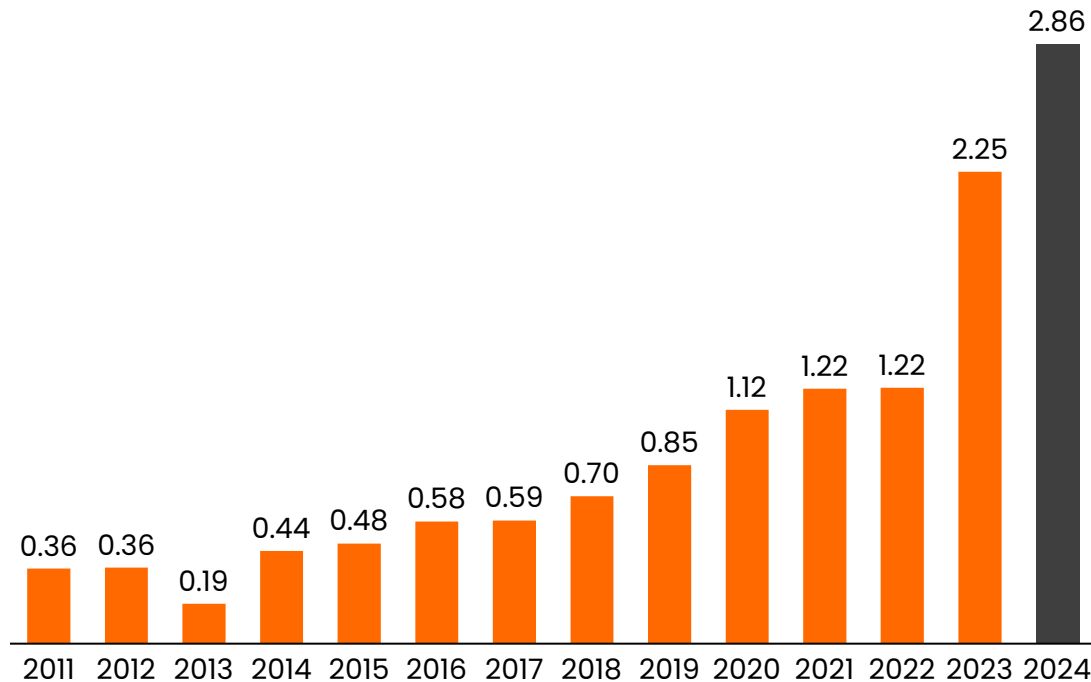


The ATOSS share

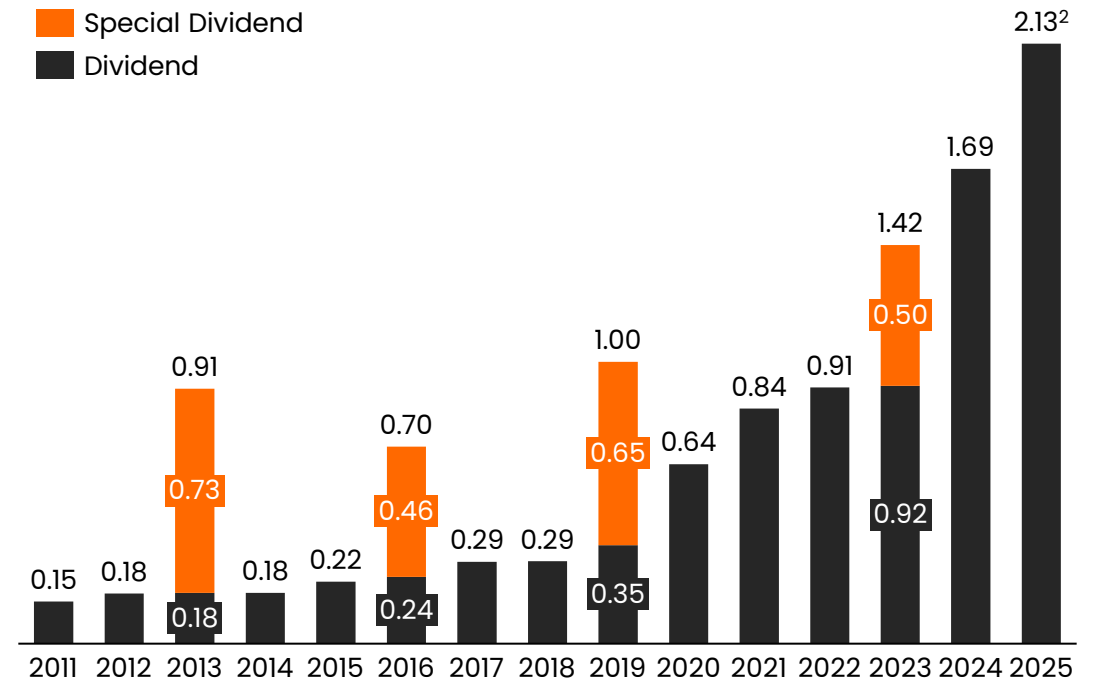
Dividend policy

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

EPS¹ per 31. December in EUR



Dividend¹ in EUR

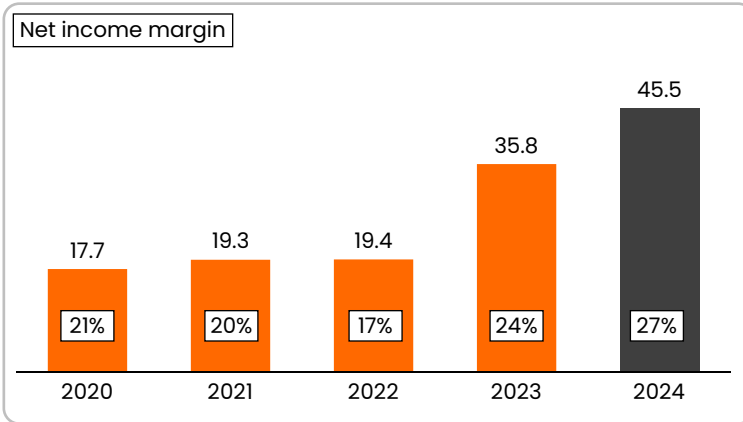


1. The previous year's figures have been adjusted due to stock split in June 2024; Rounding up to 2 decimal places; 2. Subject to shareholder resolution in AGM

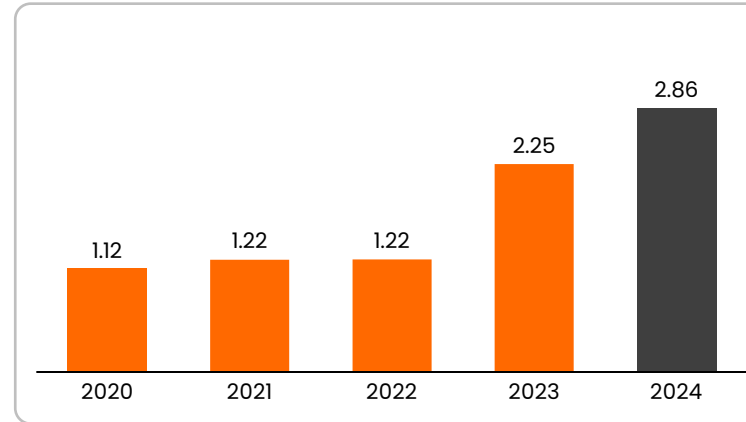
Financial KPIs

Financial strength excellent base for further growth

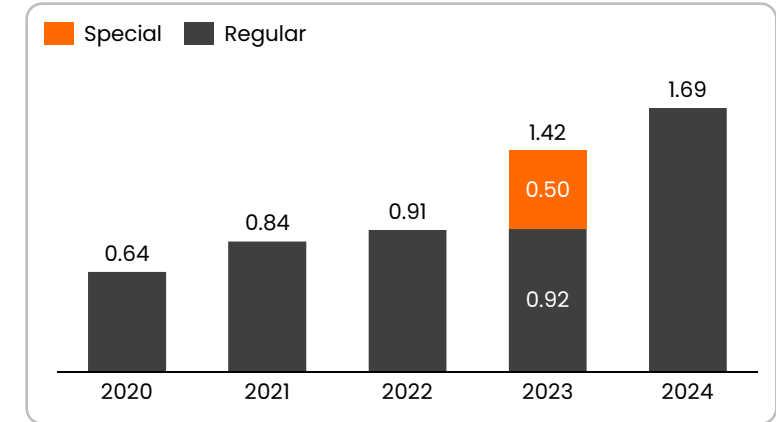
Net income in EUR mill.



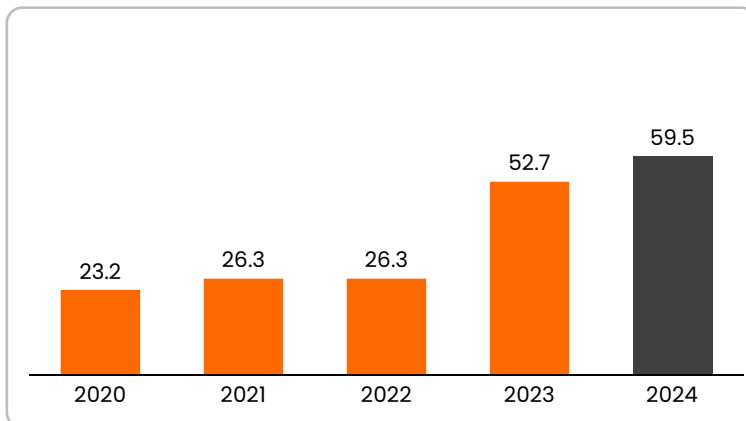
EPS¹ in EUR



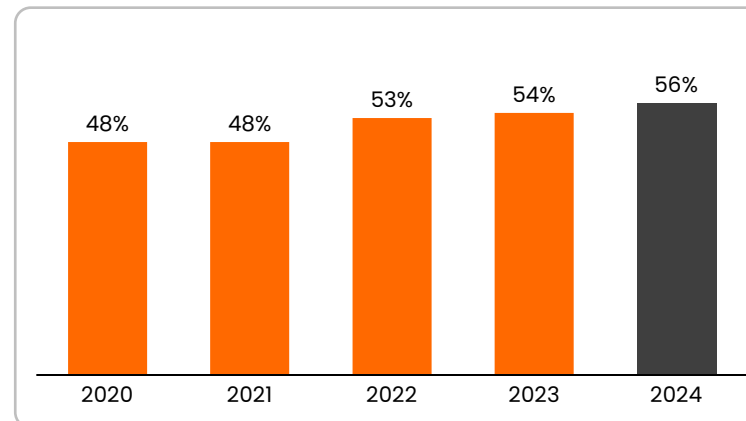
Dist. Dividend per share¹ in EUR



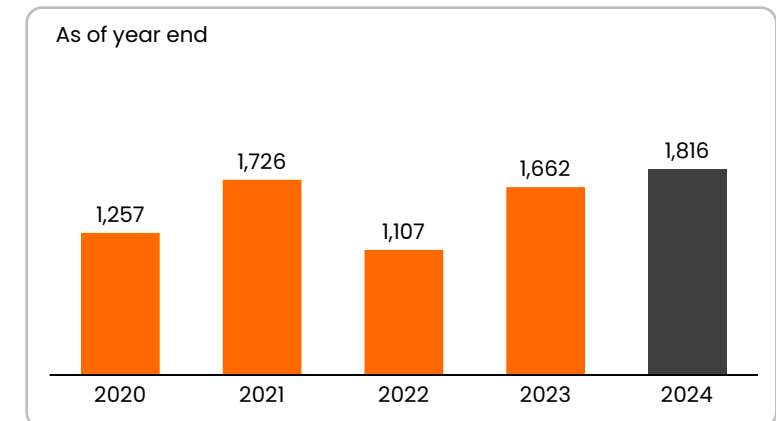
Operational Cashflow in EUR mill.



Equity Ratio in %



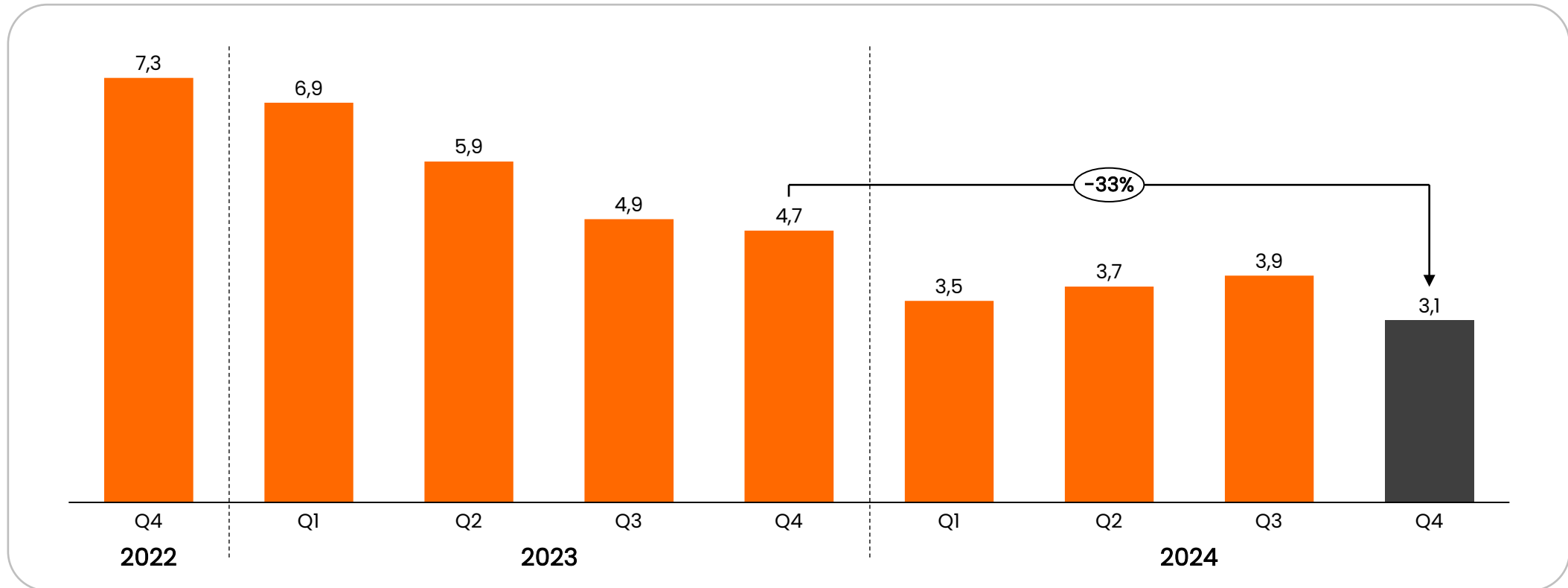
Market capitalization in EUR mill.



1. The previous year's figures have been adjusted due to stock split in 2024; rounding up to two decimal places

On-premises order backlog

On-premises order backlog¹
Quarterly development in EUR mill.

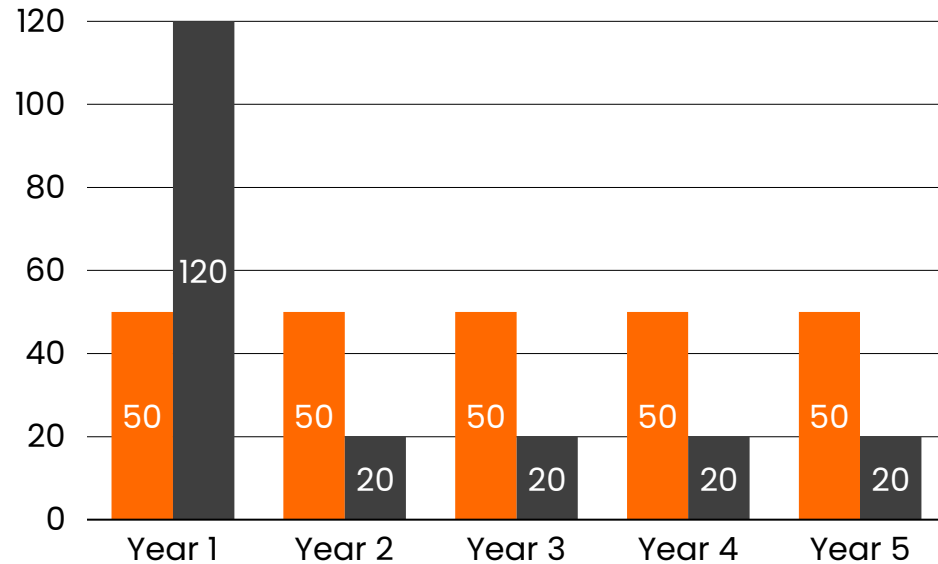


1. Typically revenue transformation within 12-18 months

Cloud vs. On-premises model

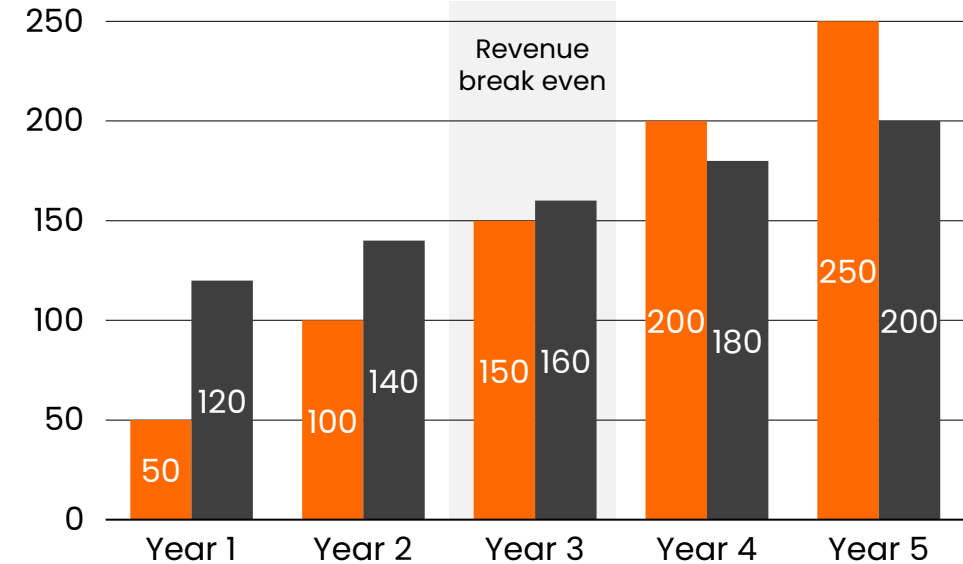
Revenue/Payment scheme

Cloud vs. On-Premises



Cloud (SaaS) On-Premises

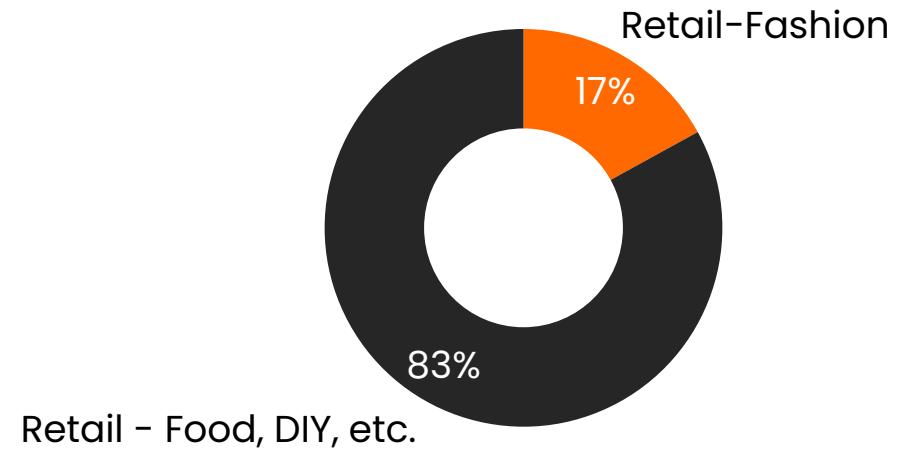
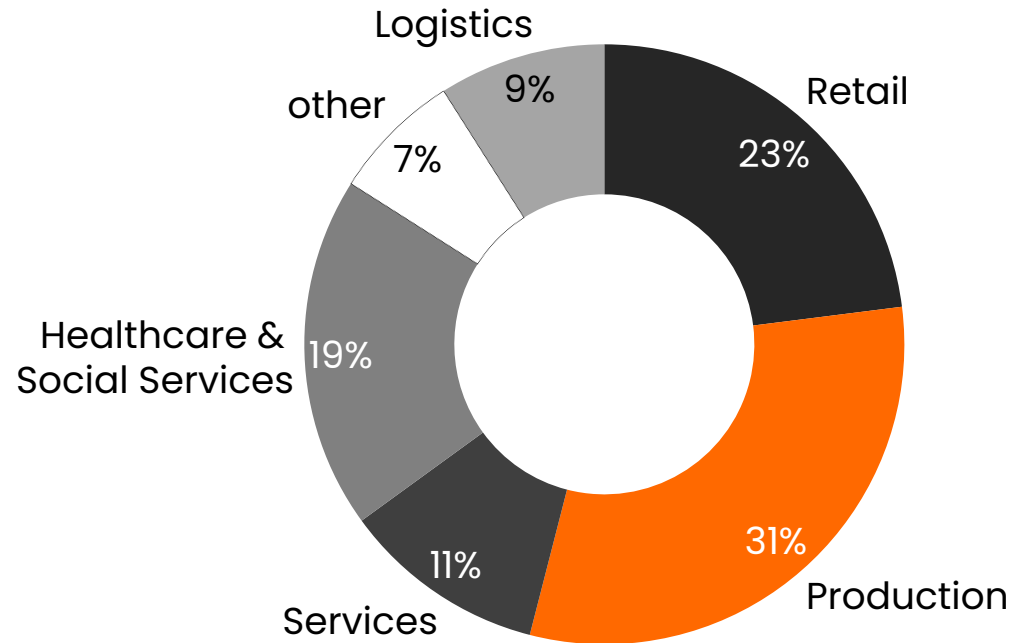
Cloud vs. On-Premises (accumulated)



Cloud (SaaS) On-Premises

- Cloud services lead to service optimization & cost savings for ATOSS customers
- Service optimization & cost savings allow for increased accumulated revenue after 3.5 years

ATOSS sales by segment¹



The five largest customers account for approx. 7 percent of company's sales.