

Excellence in Workforce Management

ATOSS Software SE

ATOSS 

Disclaimer

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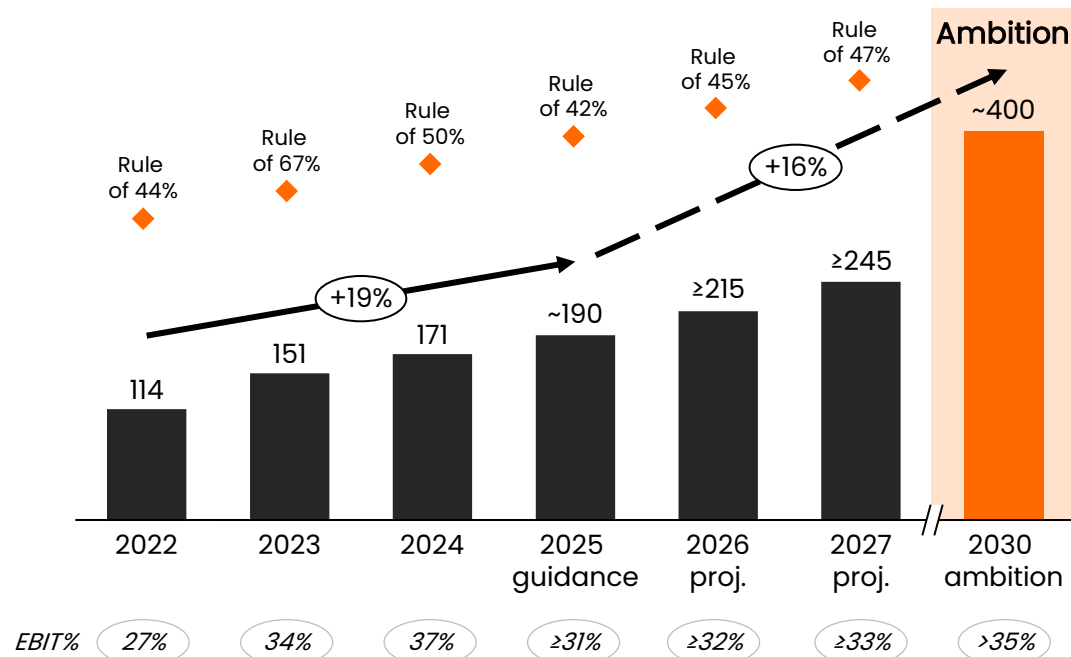
ATOSS Software SE 2025

ATOSS – Leading in the field of Workforce Management

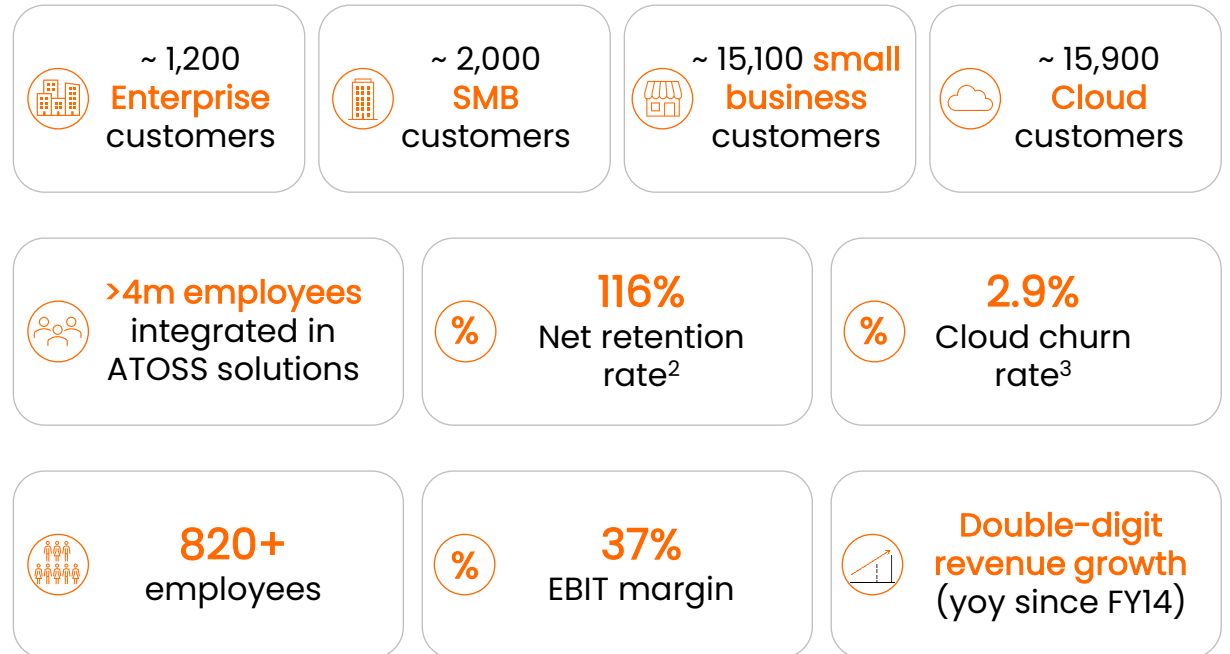
Strong growth potential with a clear path to 16% CAGR through 2030

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 EURm



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

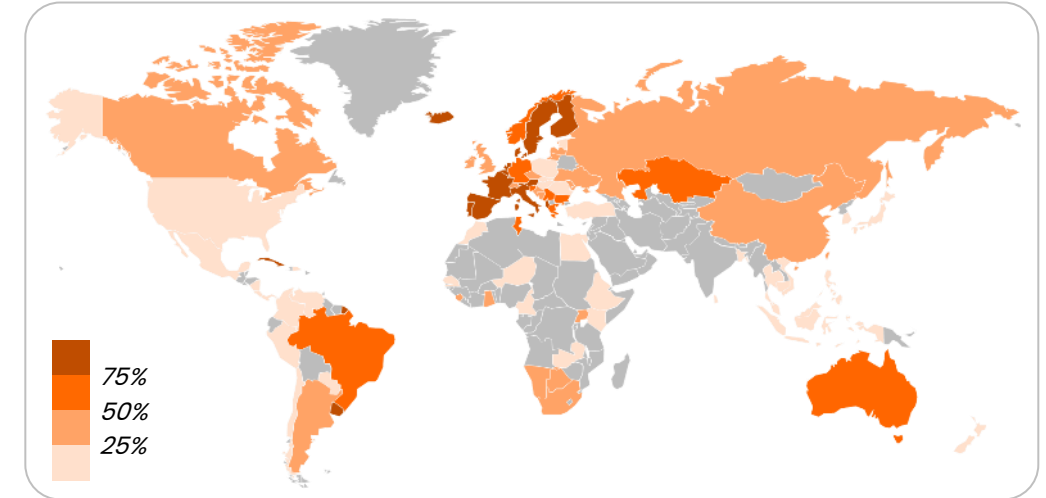


Workforce Management landscape continues to grow and evolve

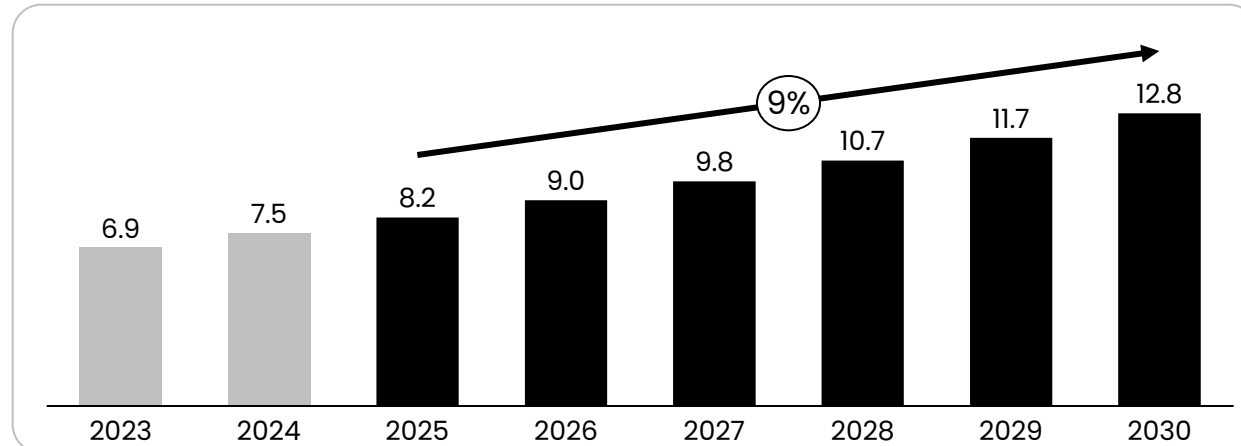
Global trends in the WFM market

- 1 Digitalization of labor:** AI-driven WFM solutions enhance efficiency and business value for both employees and managers¹
- 2 Increasing regulatory complexity:** Europe's multi-layered regulations including collective bargaining agreements increase demand for WFM solutions that simplify compliance and streamline management, particularly for hourly paid workers
- 3 Resource and skilled staff scarcity:** Workforce scarcity has accelerated investment in advanced scheduling and employee experience initiatives to optimize deployment, retention and efficiency¹

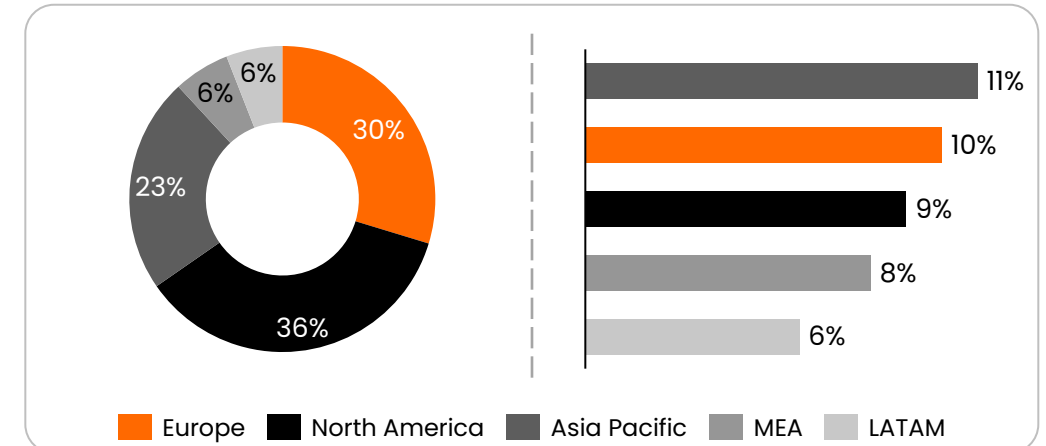
Global collective bargaining coverage rate²



WFM market size development (\$bn)³



Market size by geo (2023)³ CAGR by geo (2023-2030)³



1. Gartner, Market Guide for WFM Applications 2022; 2. ILOSTAT; 3. ATOSS estimates and third party data as of March 2025

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

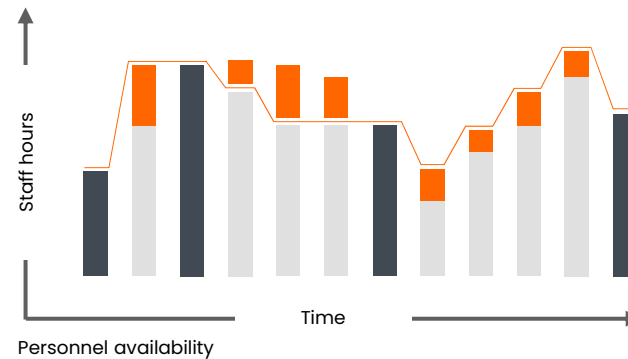
...with optimal employee experience

Current situation

Fluctuation in demand

Little flexibility and long response times

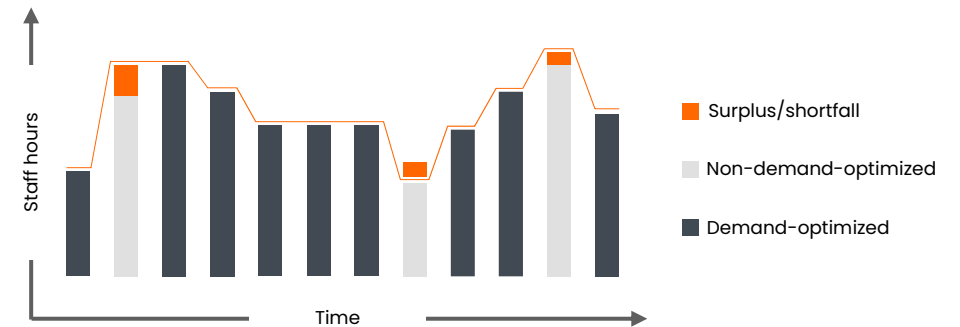
OPTIMIZATION POTENTIAL



Goal

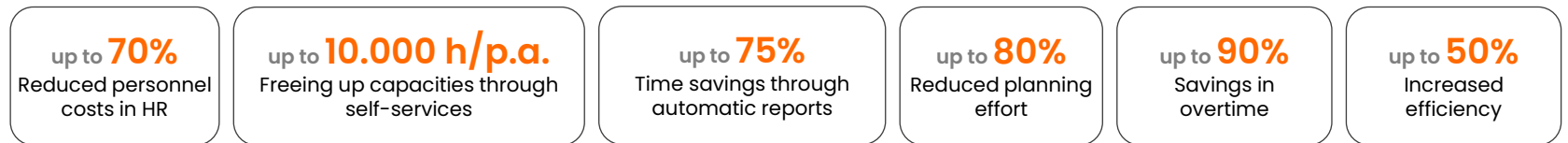
Demand and cost-optimized synchronization of working time and order volume

AFTER OPTIMIZATION



Exemplary:

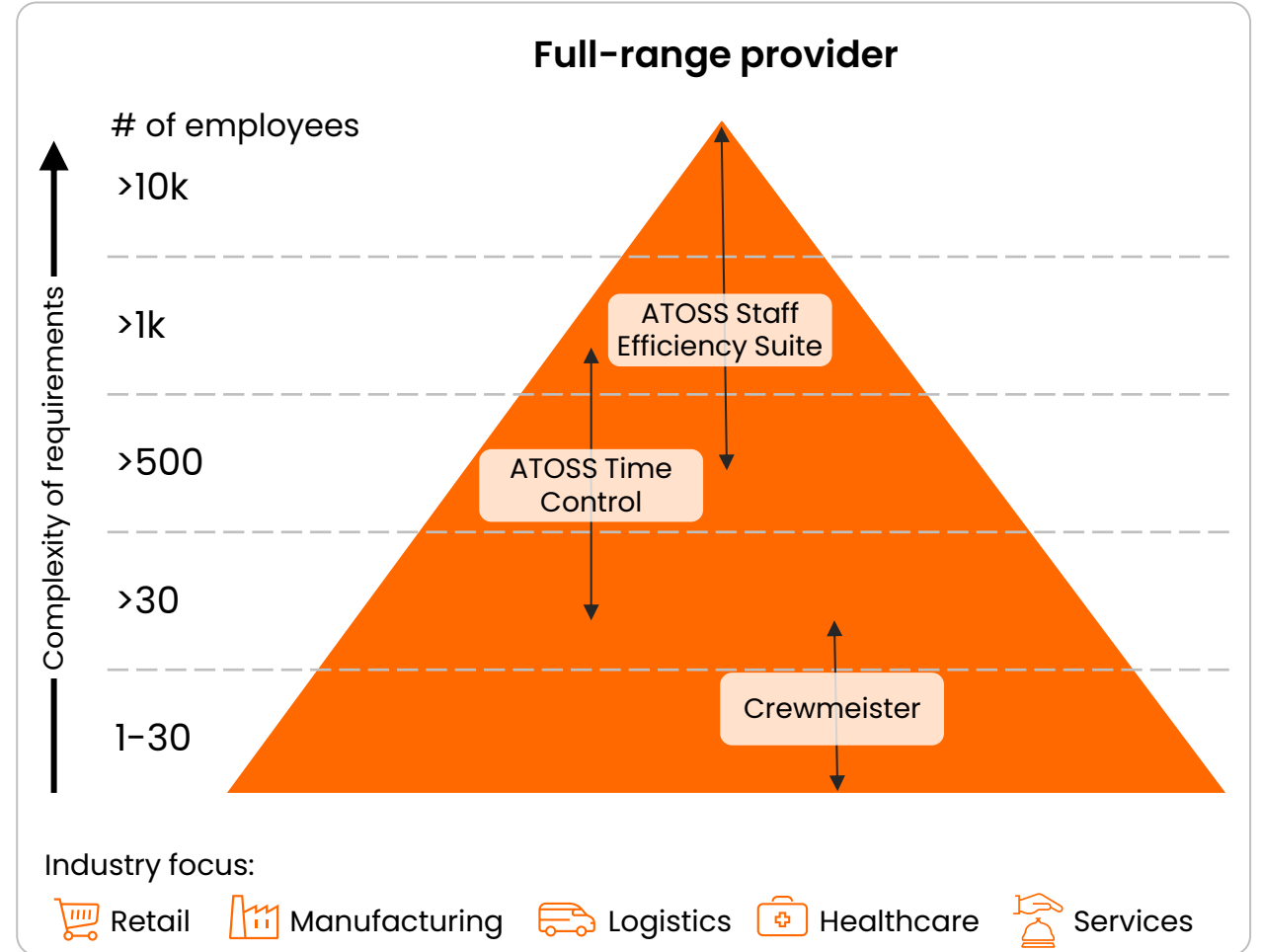
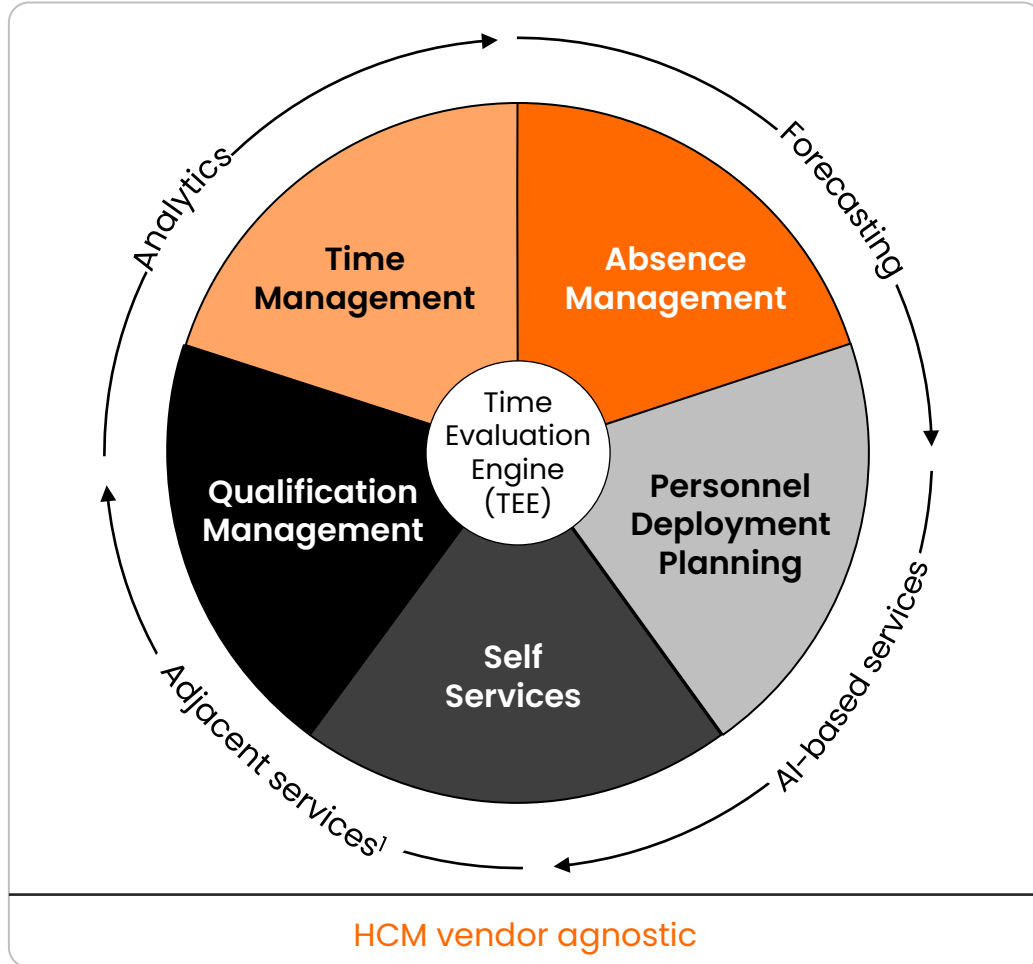
Effects generated from ATOSS projects – Cross-industry (figures per year)¹



1. Figures based on specific client case studies

Workforce Management by ATOSS in a nutshell

Efficiency via highly flexible staff deployment



VELTINS | ATOSS Customer

© Brauerei VELTINS

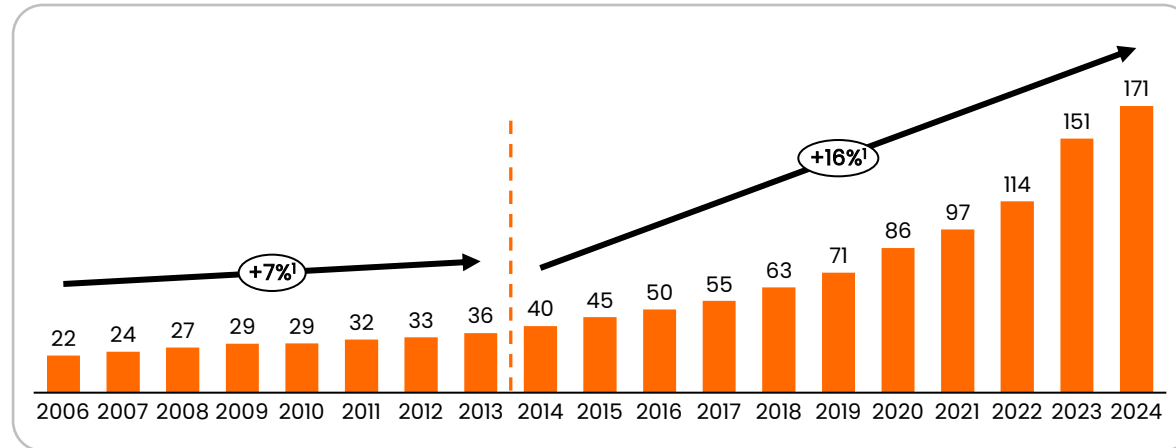
02 Financials & KPIs FY 2024

ATOSS – 19th record year anticipated

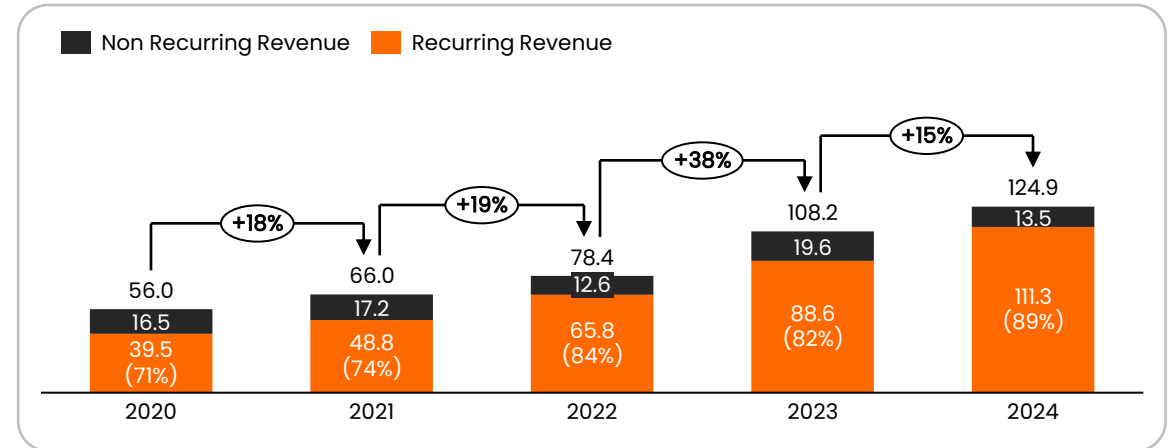
Running like clockwork

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

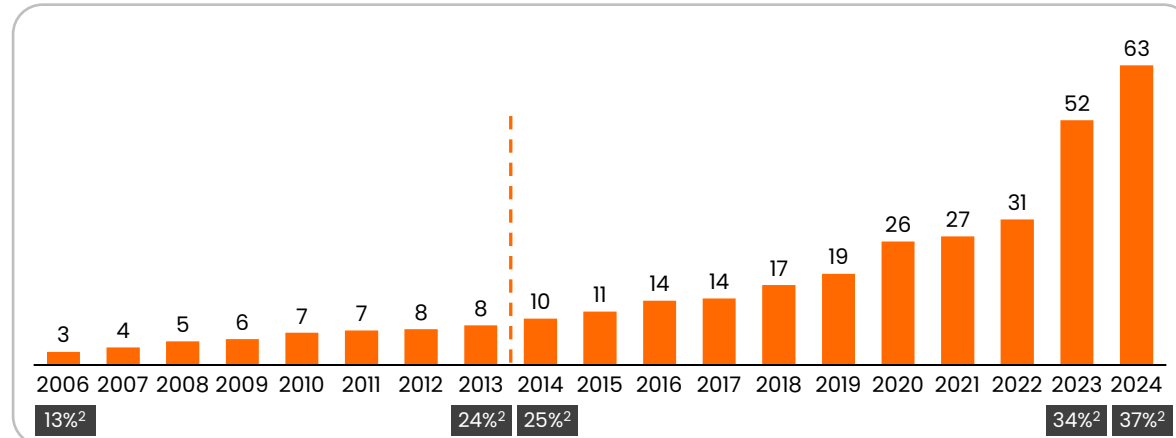
Total revenue in EURm



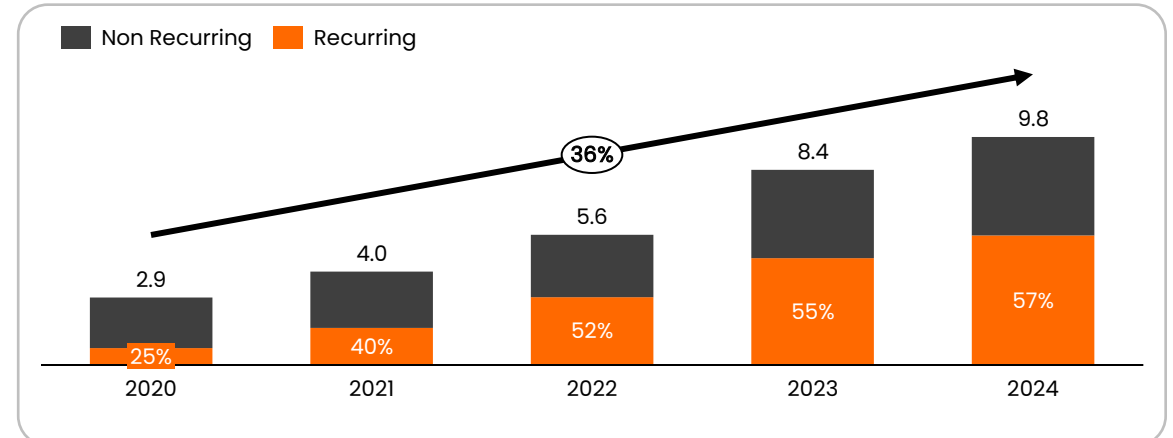
Software revenue in EURm



EBIT in EURm



Non-DACH revenue in EURm

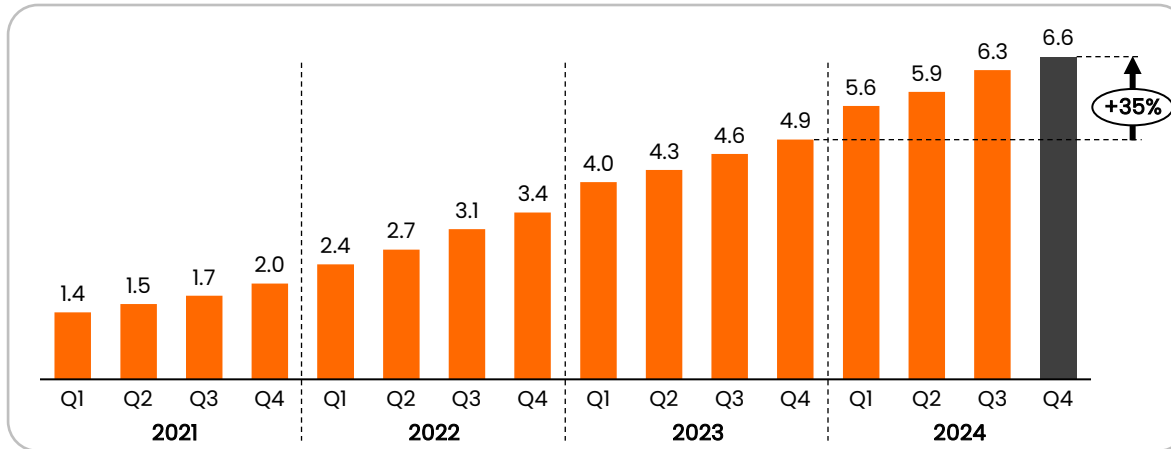


1. Average growth rate; 2. EBIT as % of total revenue

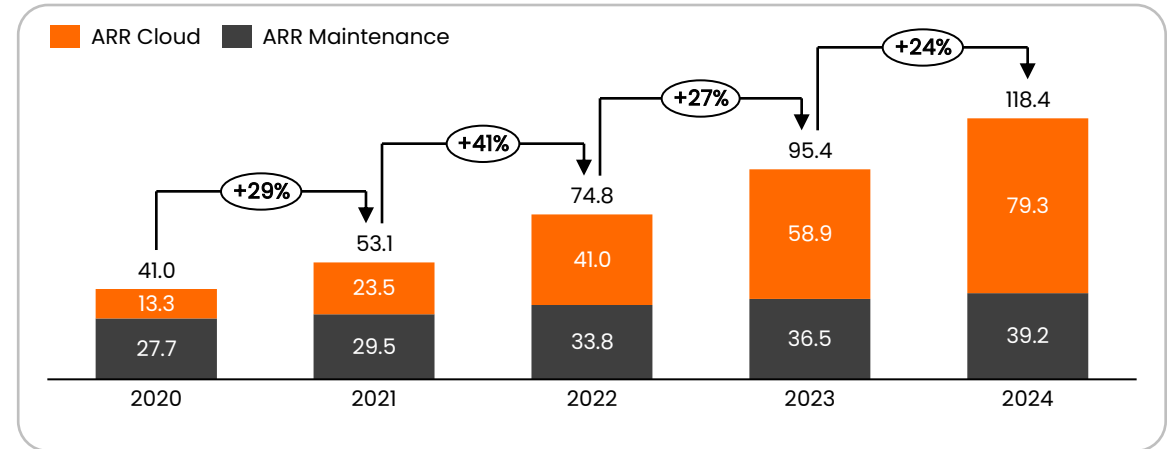
Cloud MRR & ARR (Cloud + maintenance) development

FY 2024

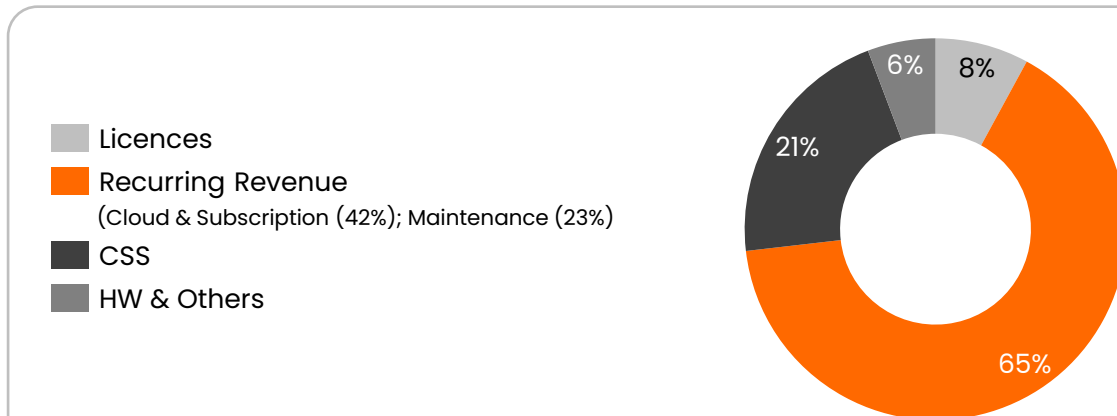
Cloud MRR: Quarterly development in EURm



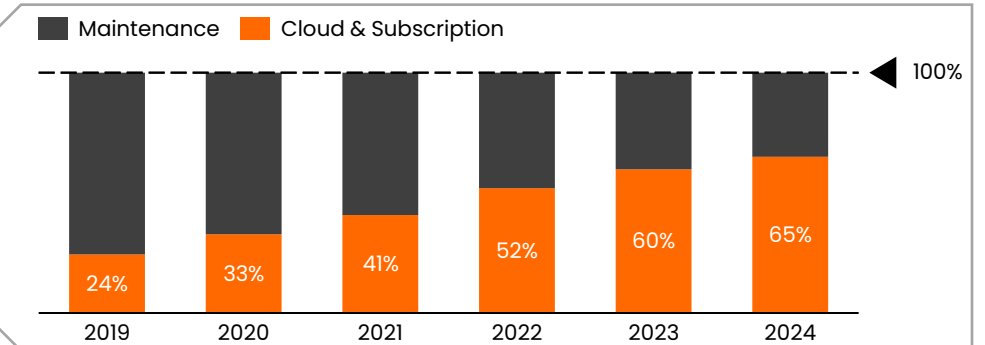
ARR Total (Cloud + maintenance) in EURm



Share of Cloud & subscription in recurring revenue in %



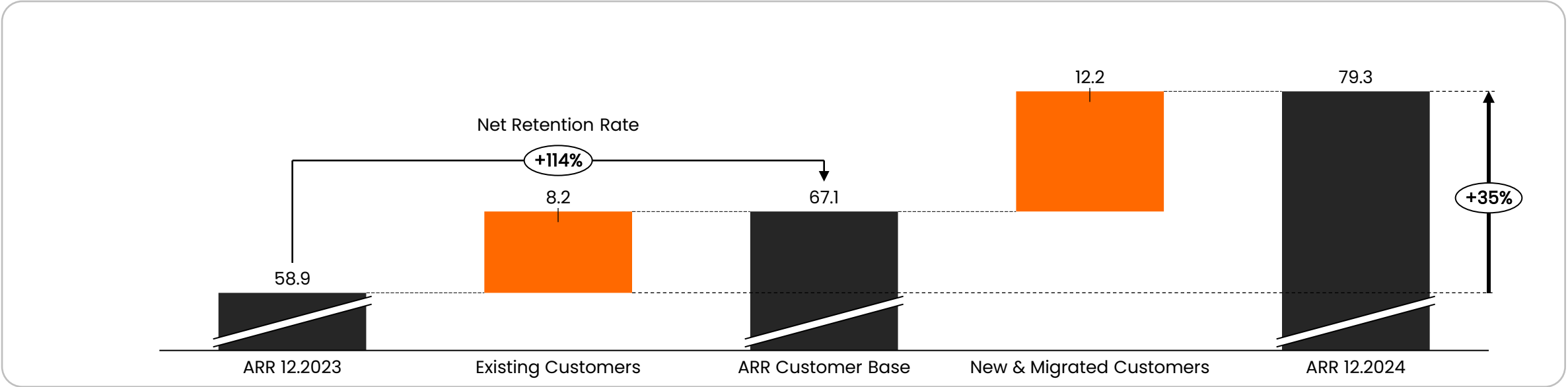
Increasing share of Cloud & subscription in recurring revenue



ATOSS Cloud development by products

FY 2024

Cloud ARR¹ in EURm



		GRR ²	NRR ³				
ASES	43.1	96.0%	7.2	116.8%	50.3	7.8	58.1
ATC	10.7	96.4%	1.4	112.8%	12.1	2.0	14.1
Crewmeister	5.1	-	-0.3	92.9%	4.8	2.3	7.1

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. Gross Retention Rate: Percentage of existing customers or revenue retained over the last 12 months, excluding expansion and new customers

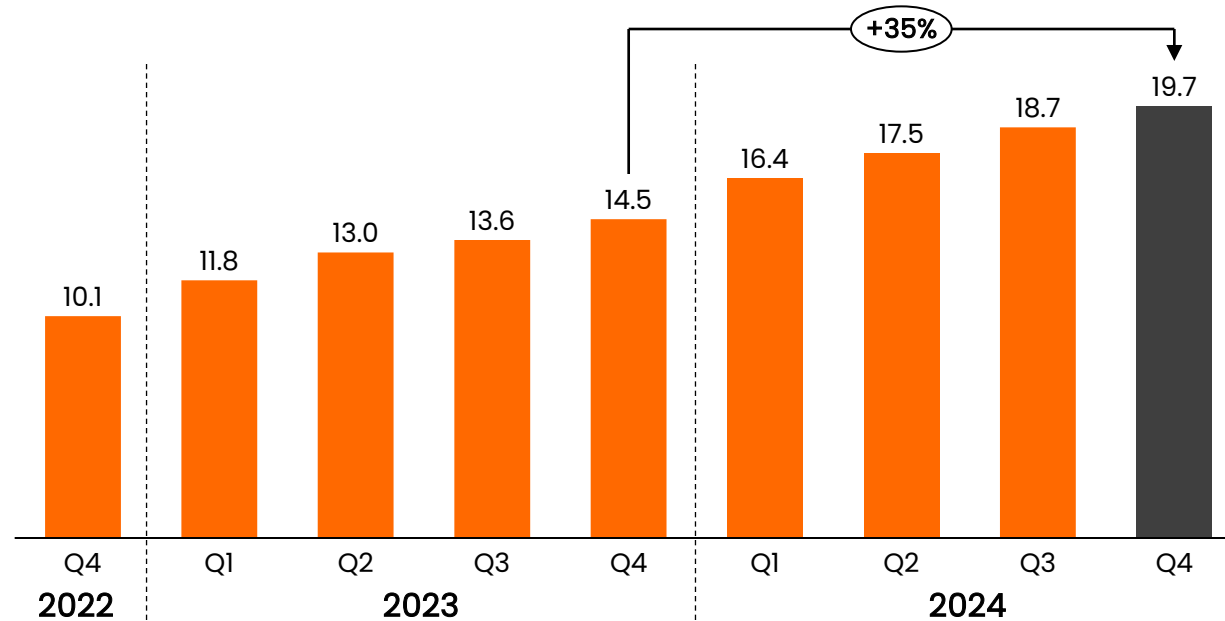
3. Net Retention Rate: Revenues generated from existing customers as of PY- taking into account expansion and churn (based on PY ARR)

Cloud order backlog

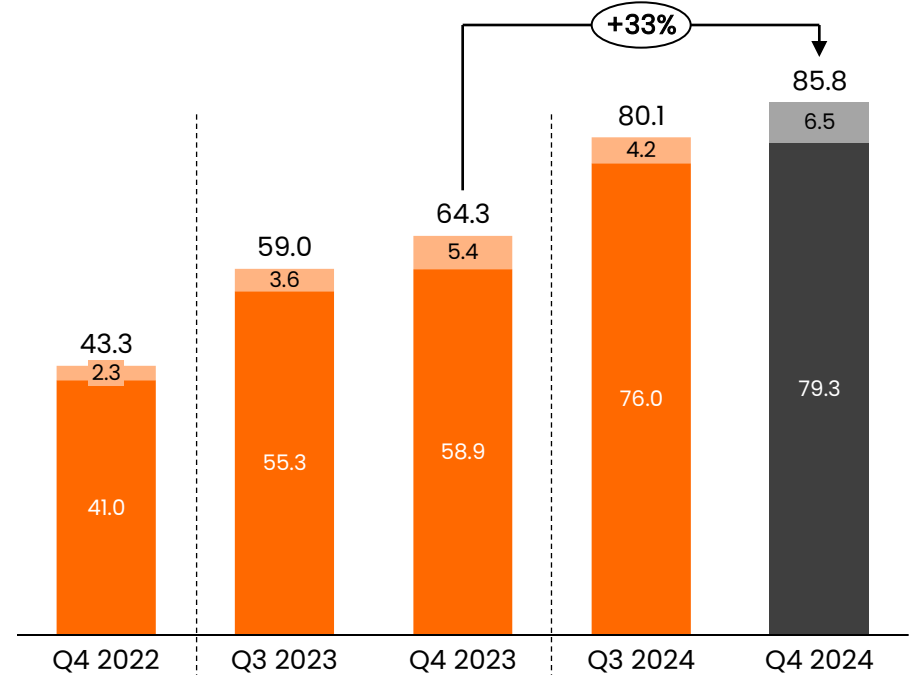
FY 2024

Cloud order backlog (12 months)¹ in EURm

Cloud revenue



Cloud order backlog



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

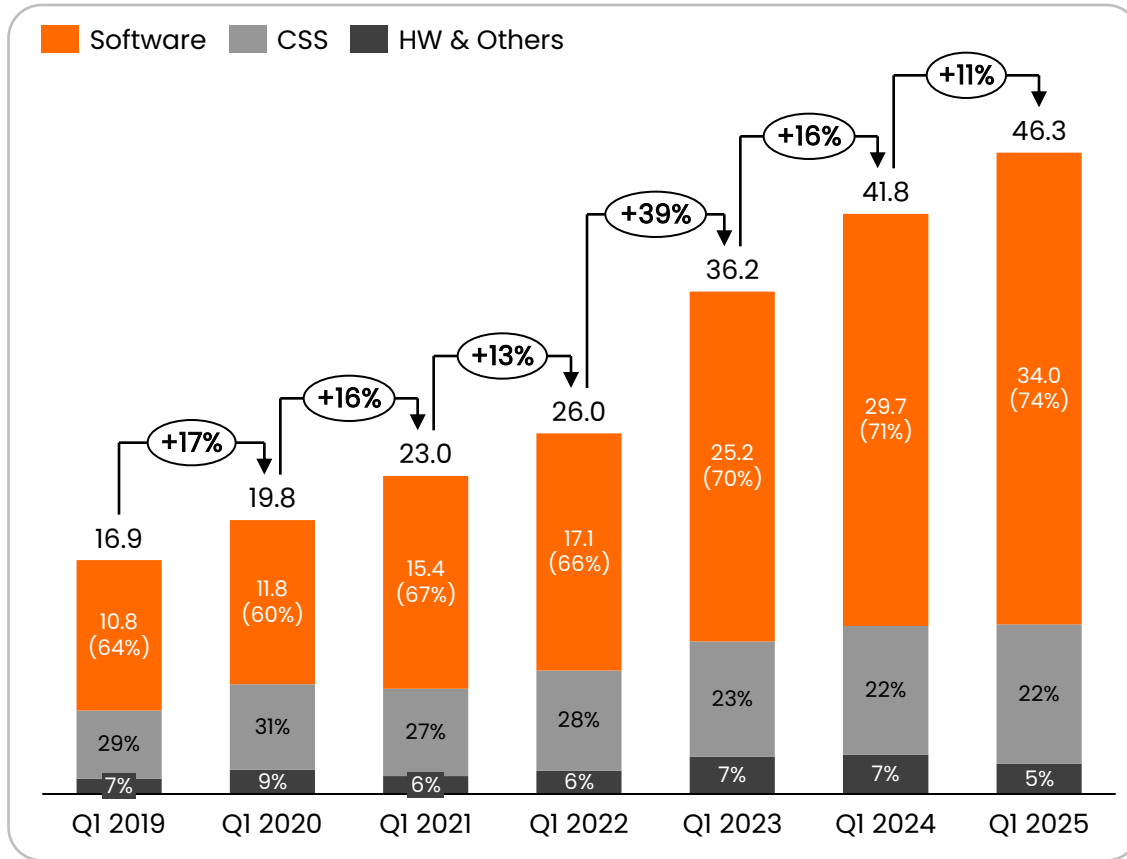
03 Financials & KPIs Q1 2025



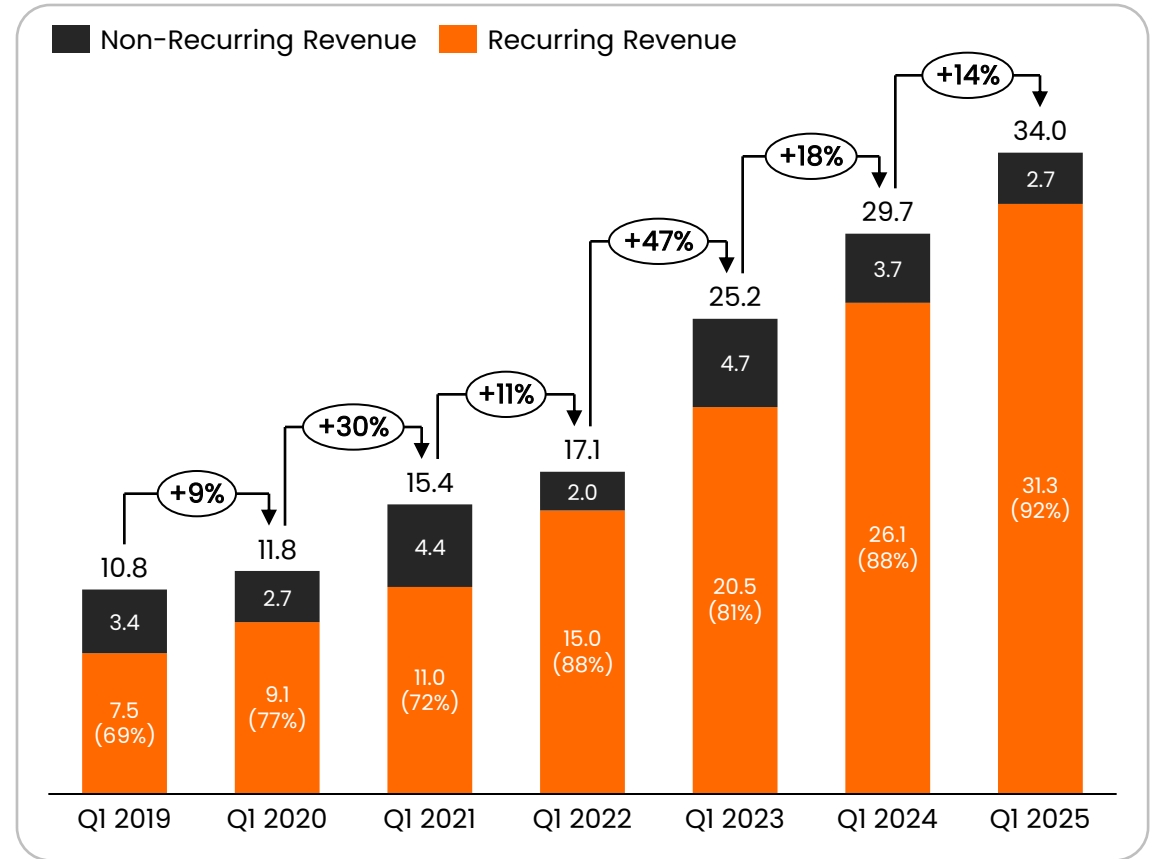
Top key figures

Q1 2025 – Revenues

Total Revenue in EURm



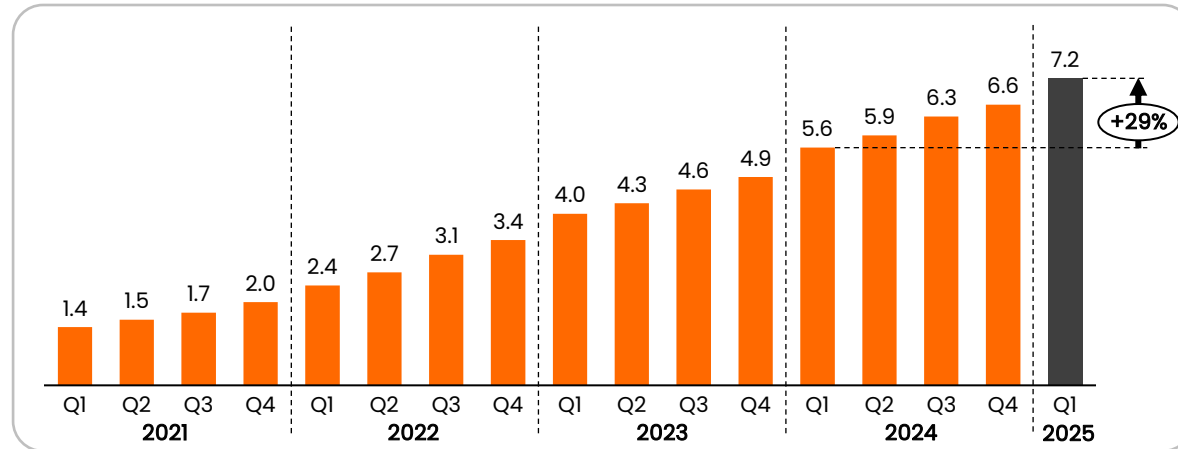
Software Revenue in EURm



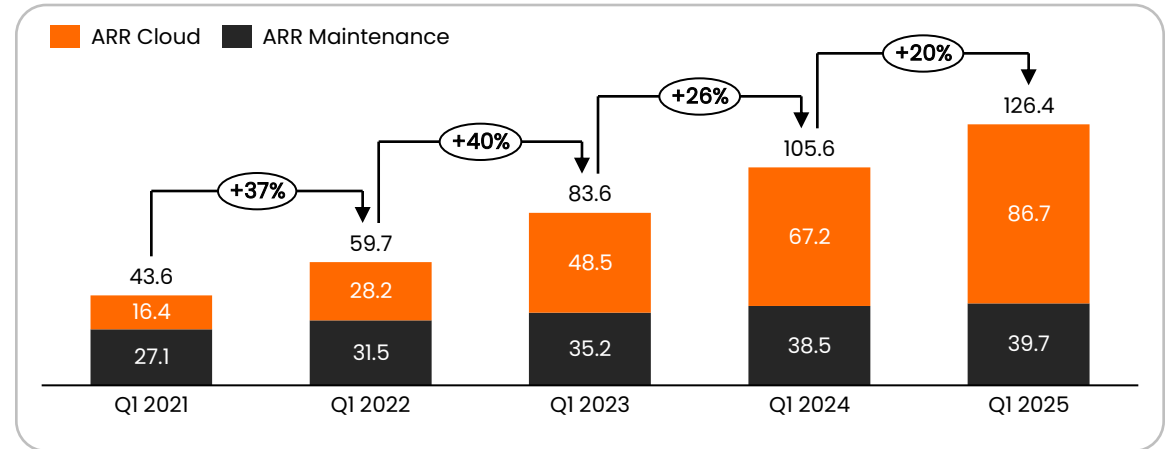
Cloud MRR & ARR (Cloud + maintenance) development

Q1 2025

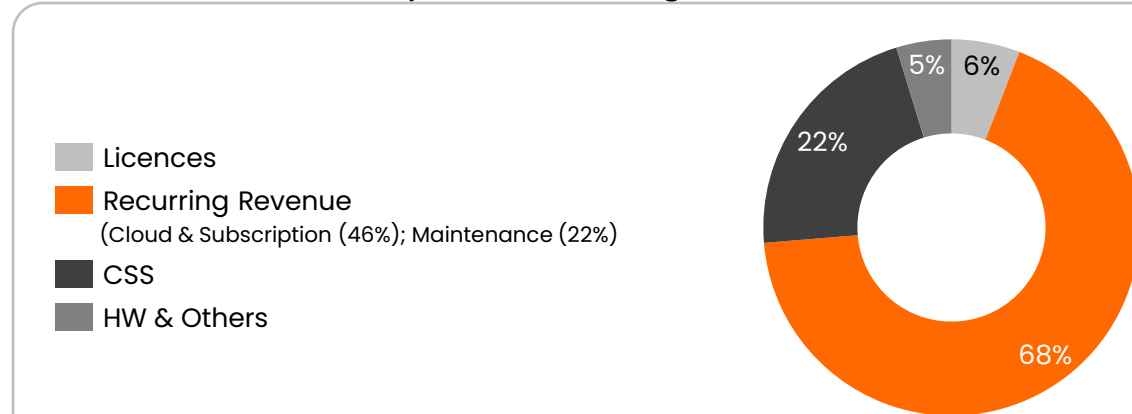
Cloud MRR: Quarterly development in EURm



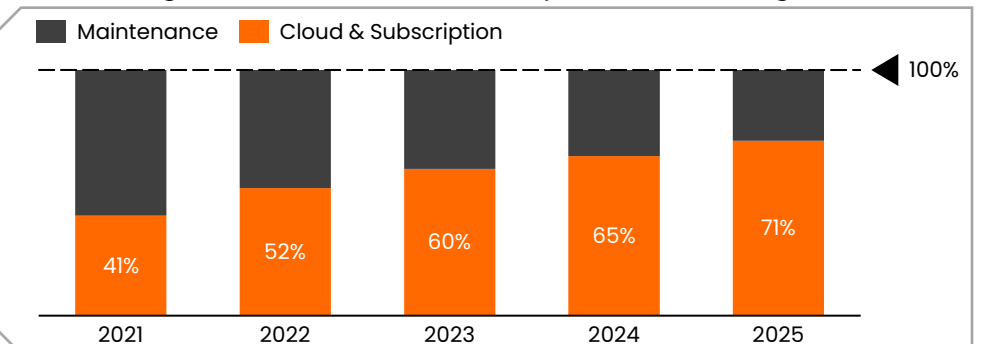
ARR Total (Cloud + maintenance) in EURm



Share of Cloud & subscription in recurring revenue in %



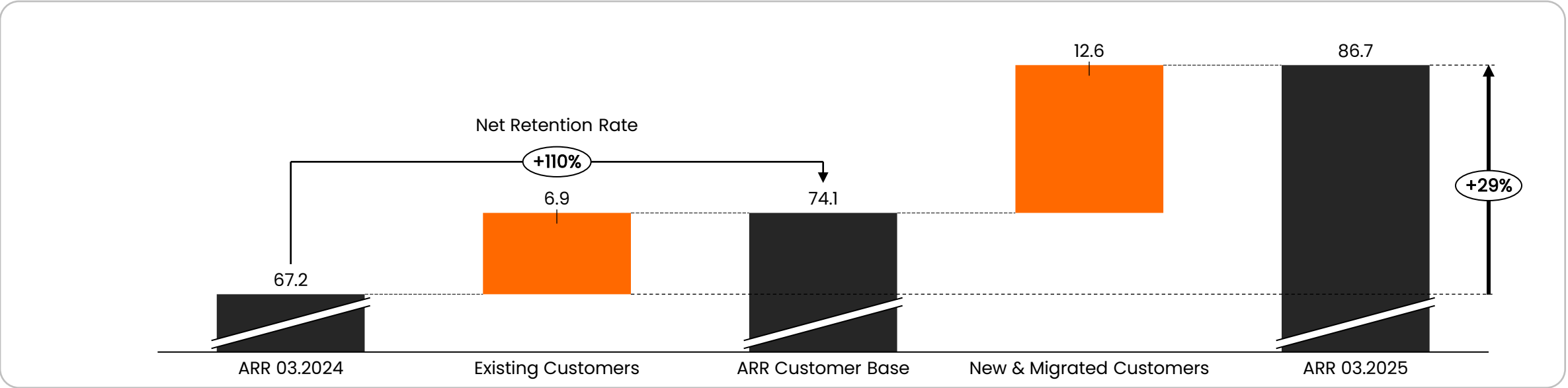
Increasing share of Cloud & subscription in recurring revenue



ATOSS Cloud development by products

Q1 2025

Cloud ARR¹ in EURm



		GRR ²	NRR ³				
ASES	49.2	96.4%	6.6	113.5%	55.8	7.9	63.7
ATC	12.1	96.4%	0.9	107.0%	13.0	2.4	15.4
Crewmeister	5.9	-	-0.5	90.8%	5.3	2.3	7.6

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. Gross Retention Rate: Percentage of existing customers or revenue retained over the last 12 months, excluding expansion and new customers

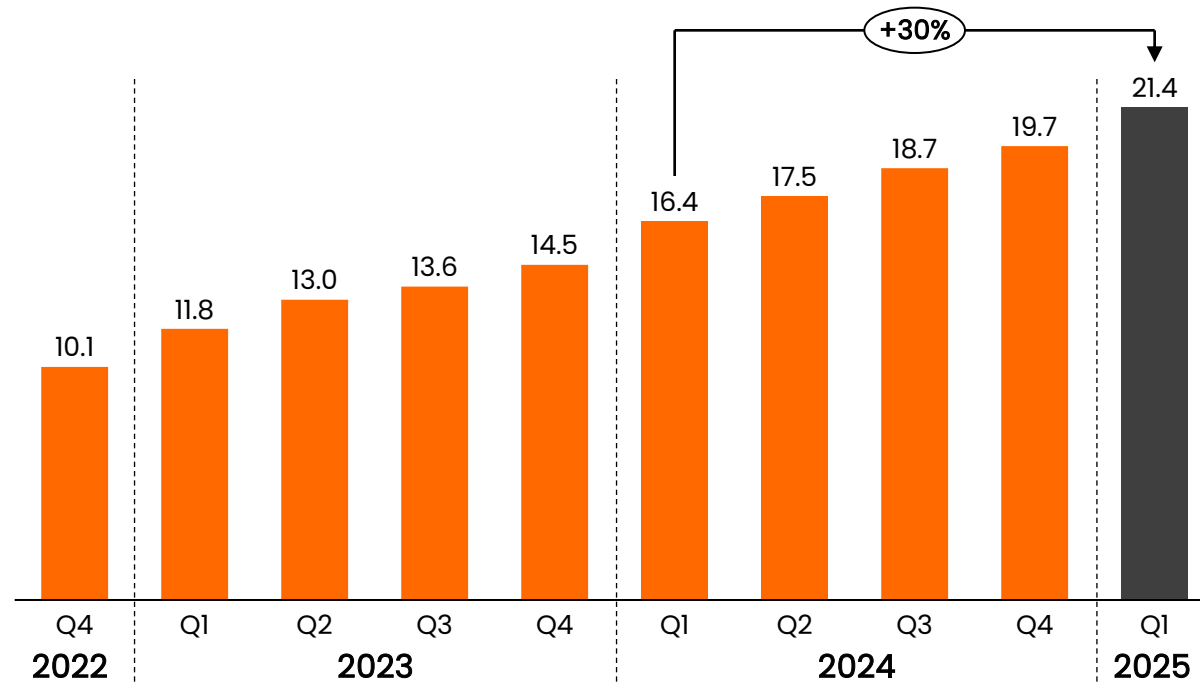
3. Net Retention Rate: Revenues generated from existing customers as of PY- taking into account expansion and churn (based on PY ARR)

Cloud order backlog

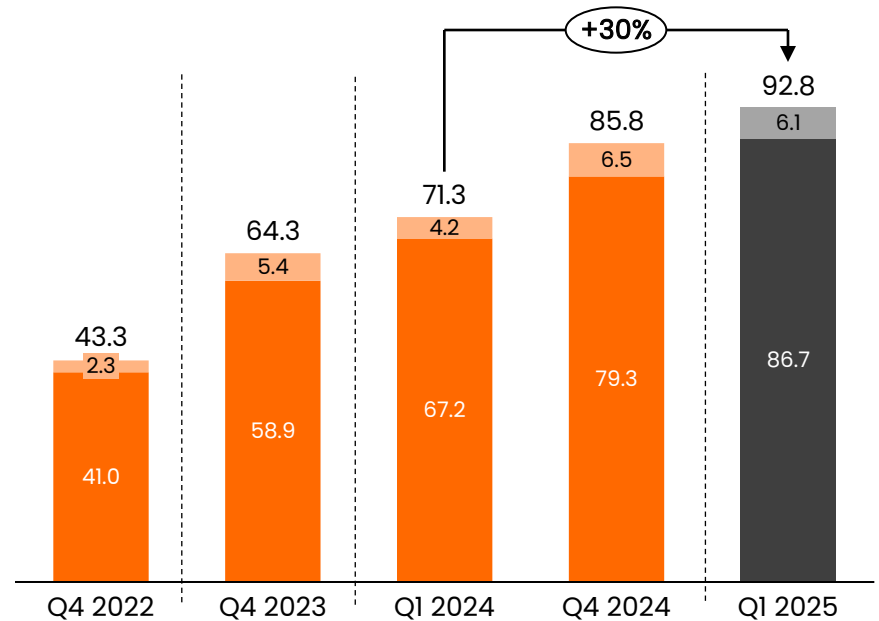
Q1 2025

Cloud order backlog (12 months)¹ in EURm

Cloud revenue



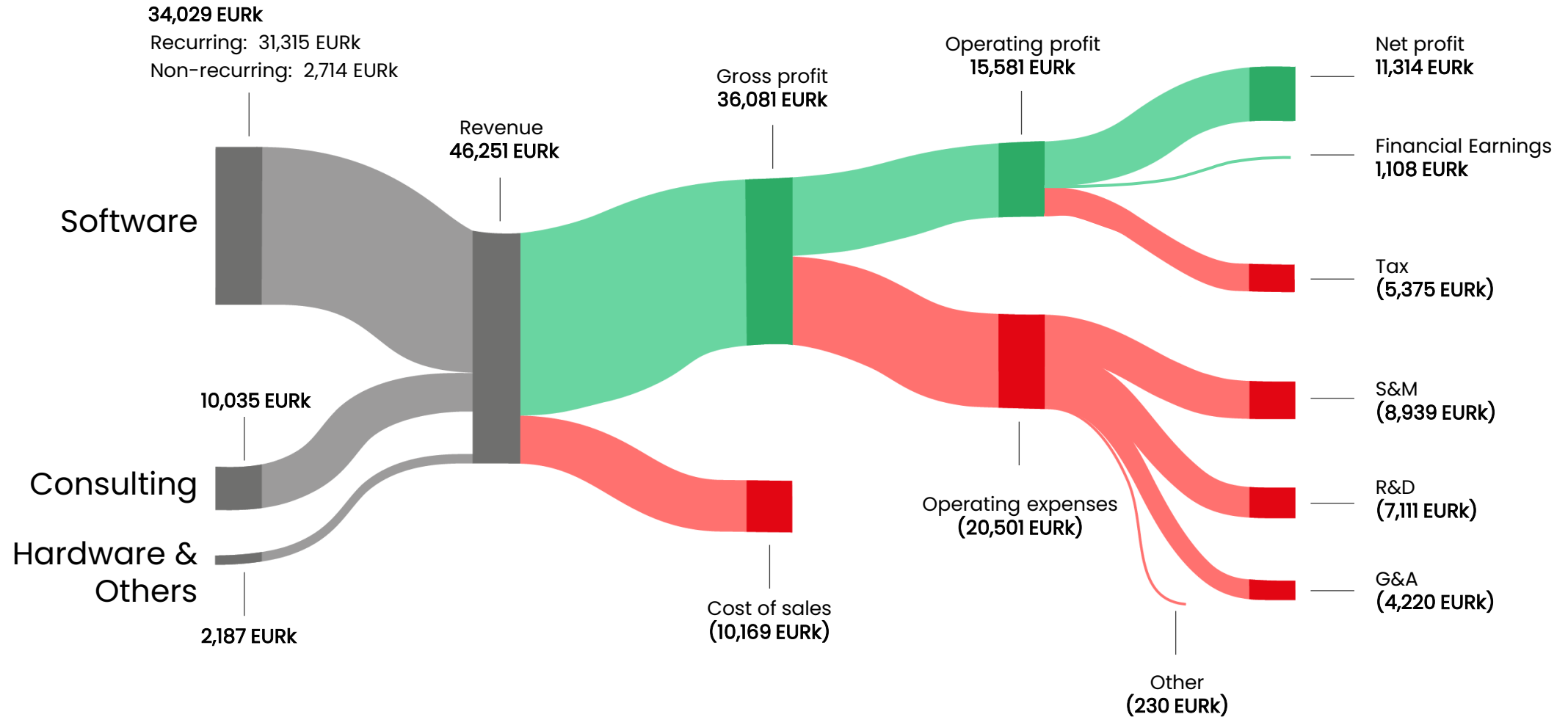
Cloud order backlog



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

Income statement

Q1 2025

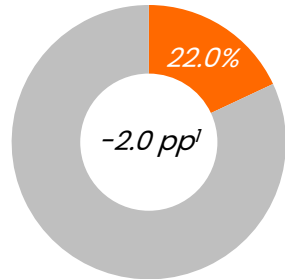


Cost ratios

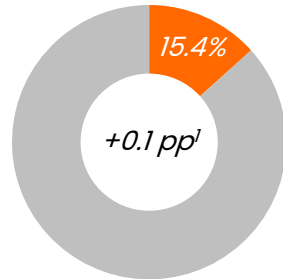
Q1 2025 vs. FY 2025 Plan

Total revenue: EUR 46.3m

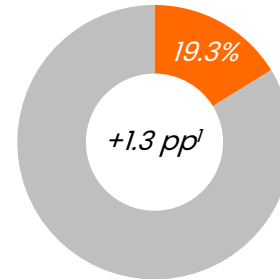
Actual cost ratios Q1 2025 in %



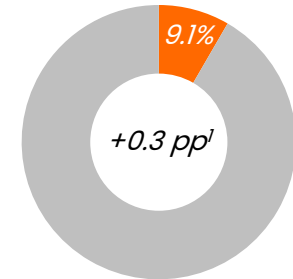
Cost of sales
as % of total revenue



R&D
as % of total revenue

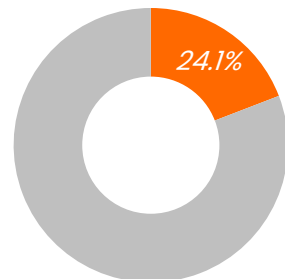


S&M
as % of total revenue

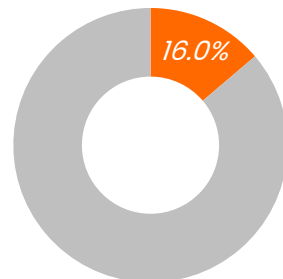


G&A
as % of total revenue

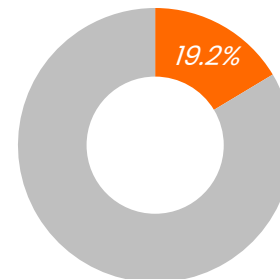
Planned cost ratios FY 2025² in %



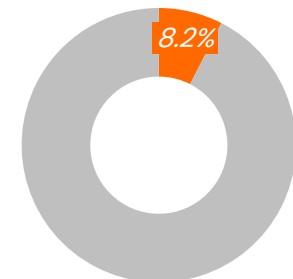
Cost of sales
as % of total revenue



R&D
as % of total revenue



S&M
as % of total revenue



G&A
as % of total revenue

1. Delta to PY YTD

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

Income statement (IFRS)

Q1 2025

in EURk	Q1 2025	Proportion of total revenue	Q1 2024	Proportion of total revenue	Change 2025 / 2024
Total revenues	46,251	100%	41,843	100%	11%
Software	34,029	74%	29,722	71%	14%
Licenses	2,714	6%	3,654	9%	-26%
Maintenance	9,959	22%	9,654	23%	3%
Cloud & Subscriptions	21,356	46%	16,415	39%	30%
Consulting	10,035	22%	9,280	22%	8%
Hardware	1,144	2%	1,966	5%	-42%
Others	1,043	2%	875	2%	19%
EBITDA	16,721	36%	15,070	36%	11%
EBIT	15,581	34%	14,019	34%	11%
EBT	16,689	36%	14,507	35%	15%
Net profit	11,314	24%	9,759	23%	16%
EPS in euro*	0.71		0.62		16%

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

04 Growth Strategy

ATOSS – Growth projections

Strong growth and margins while building recurring revenue

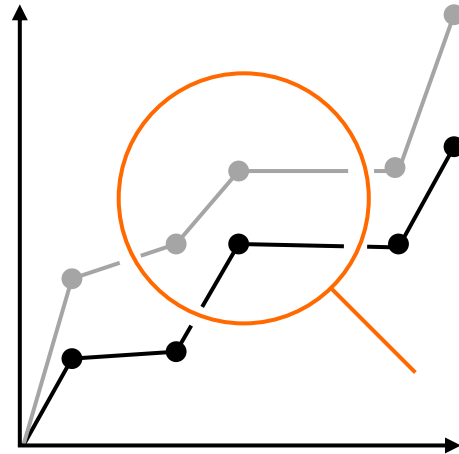
Guidance 2025

Total revenue

~190 EURm

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%

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

Increase international revenue share outside the DACH region

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

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

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

Projections 2025-2027

2025-2027:
Total revenue growth CAGR
>13%

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

- 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

EBIT margins
≥31%

Crewmeister outlook 2027

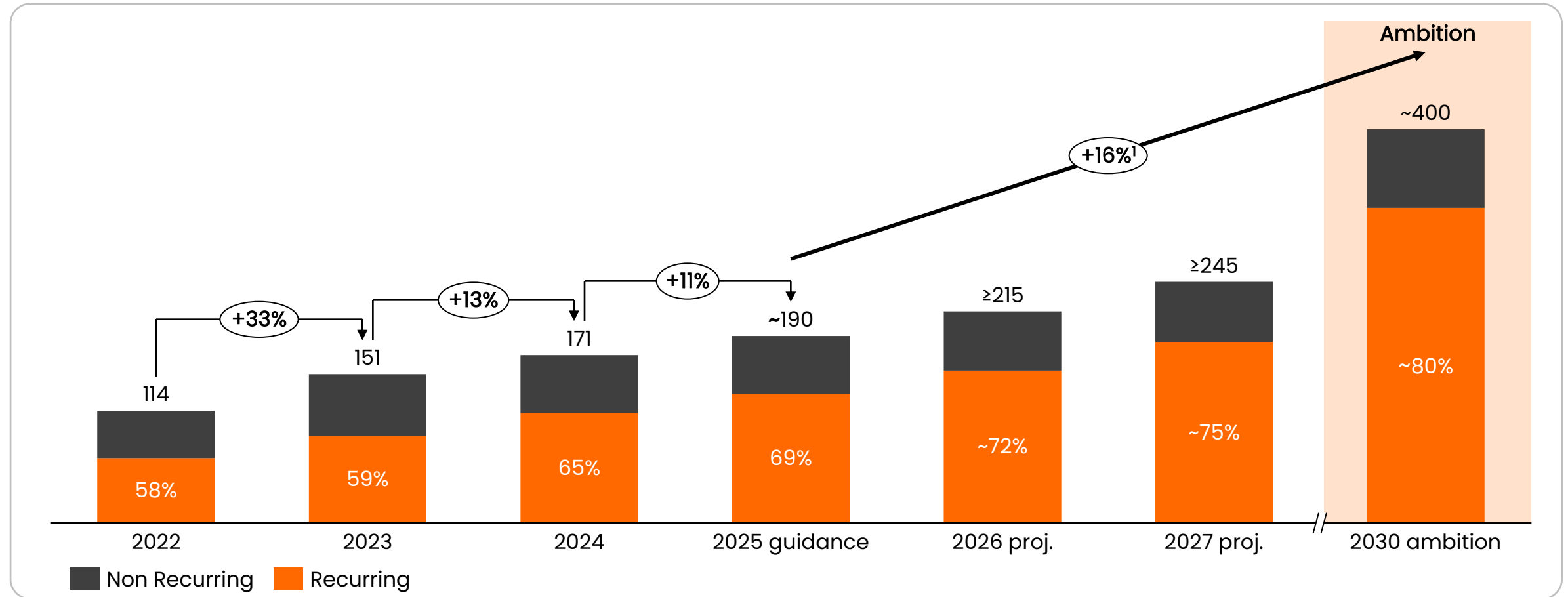
- ~27.000 customers
- ARR of ~15m EUR
- Reach profitability

R&D investment
~16% of total revenue

ATOSS Cloud transformation (1/2)

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

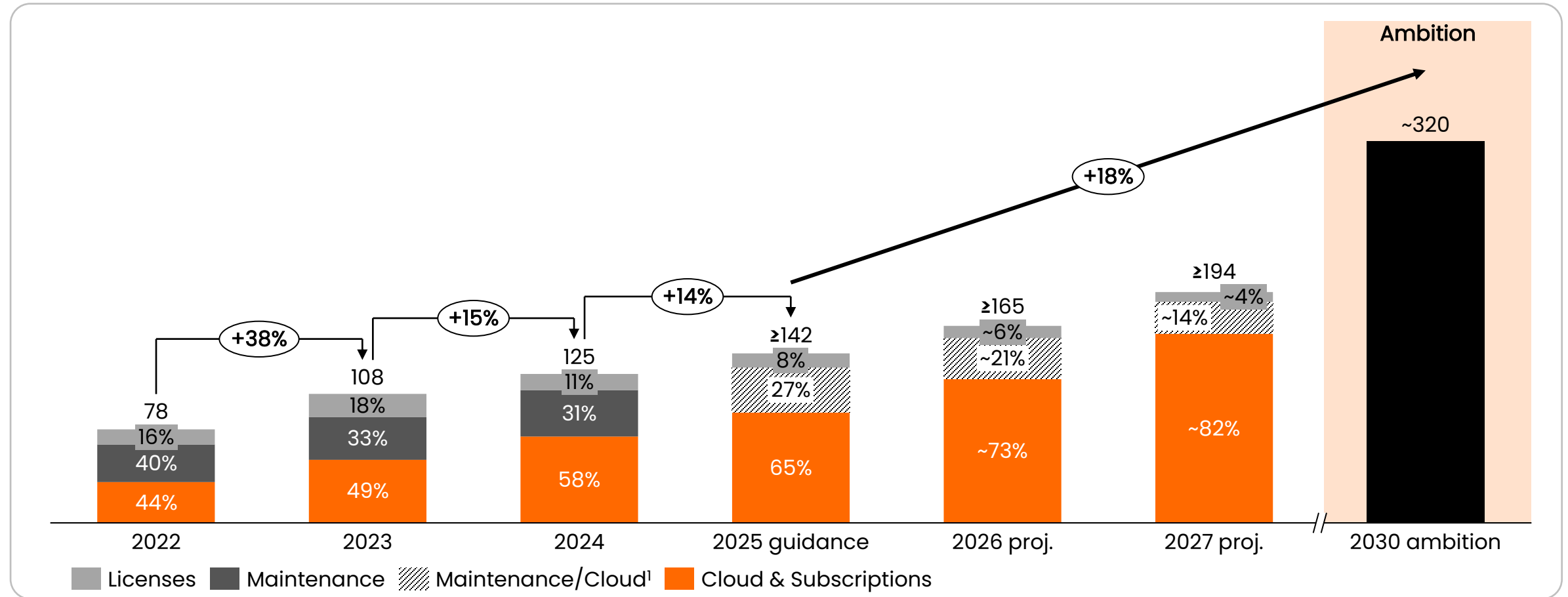
Revenue in EURm and growth in % (YOY)



ATOSS Cloud transformation (2/2)

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

Software revenue in EURm 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

Crewmeister

Highlights

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

Key metrics

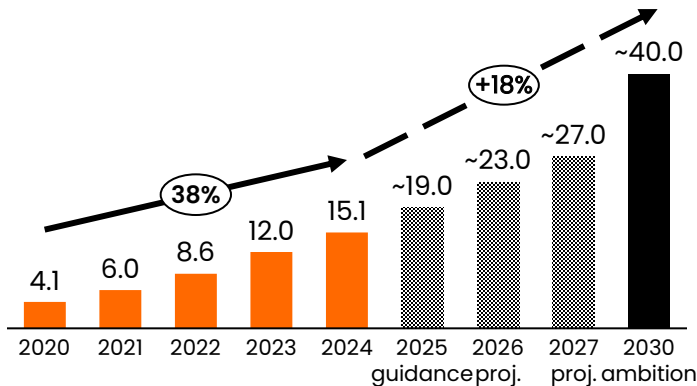
- Avg. Customer Acquisition Costs¹: 583 EUR
- Avg. Customer Lifetime Value²: 2,236 EUR
- CLTV/CAC-Ratio: 3.8
- Avg. monthly churn rate³: 1.42 %
- Cloud gross margin: +79%

Outlook 2025

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

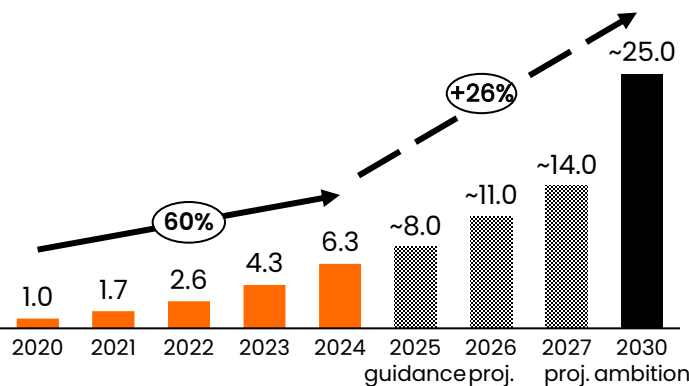
Customer development (k)

Avg. growth rate



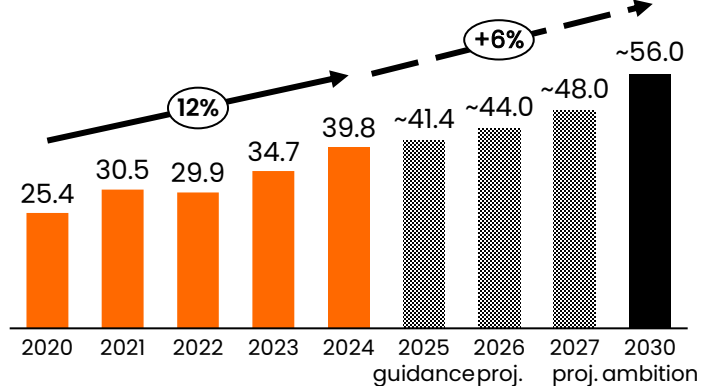
Sales development (EURm)

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

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 (1/2)



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 (2/2)



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 by 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%¹
- R&D investment: ~16% 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

¹. Excluding Crewmeister

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

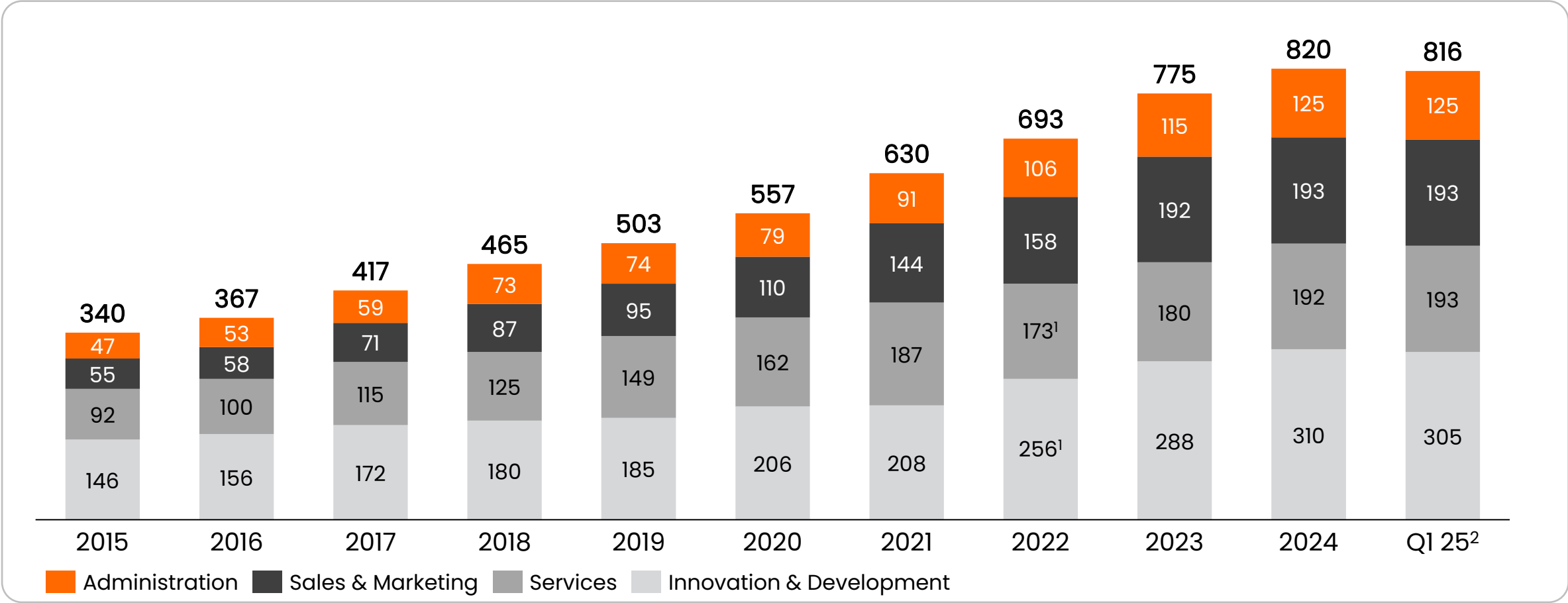


“Individuality in Working Life – Employee Well-being in Focus”

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

Continuous expansion of personnel capacities

Personnel development (headcount)



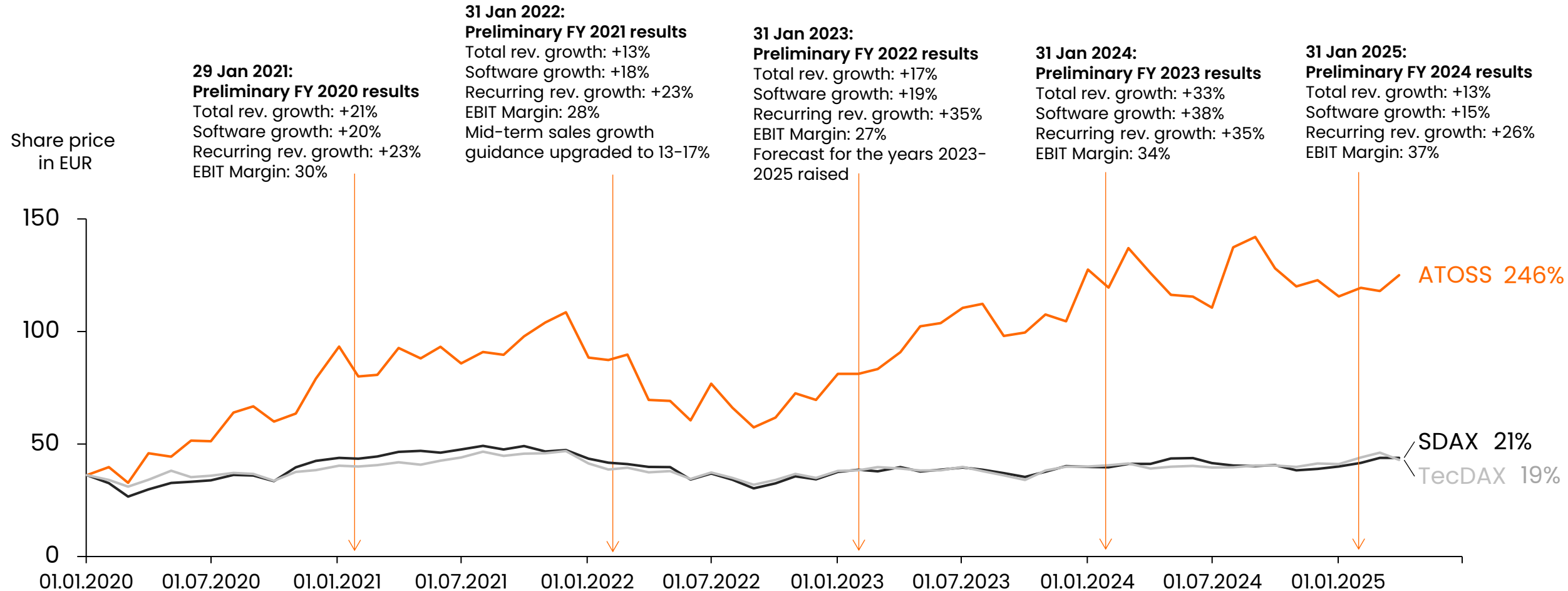
1. In FY 2022 shift of Cloud Services Team from Services Department to Innovation & Development Department
2. Including 11 employees in Global Capabilities Center



Additional Attachments

The ATOSS Share

Share price performance¹ (1 January 2020 – 31 March 2025)

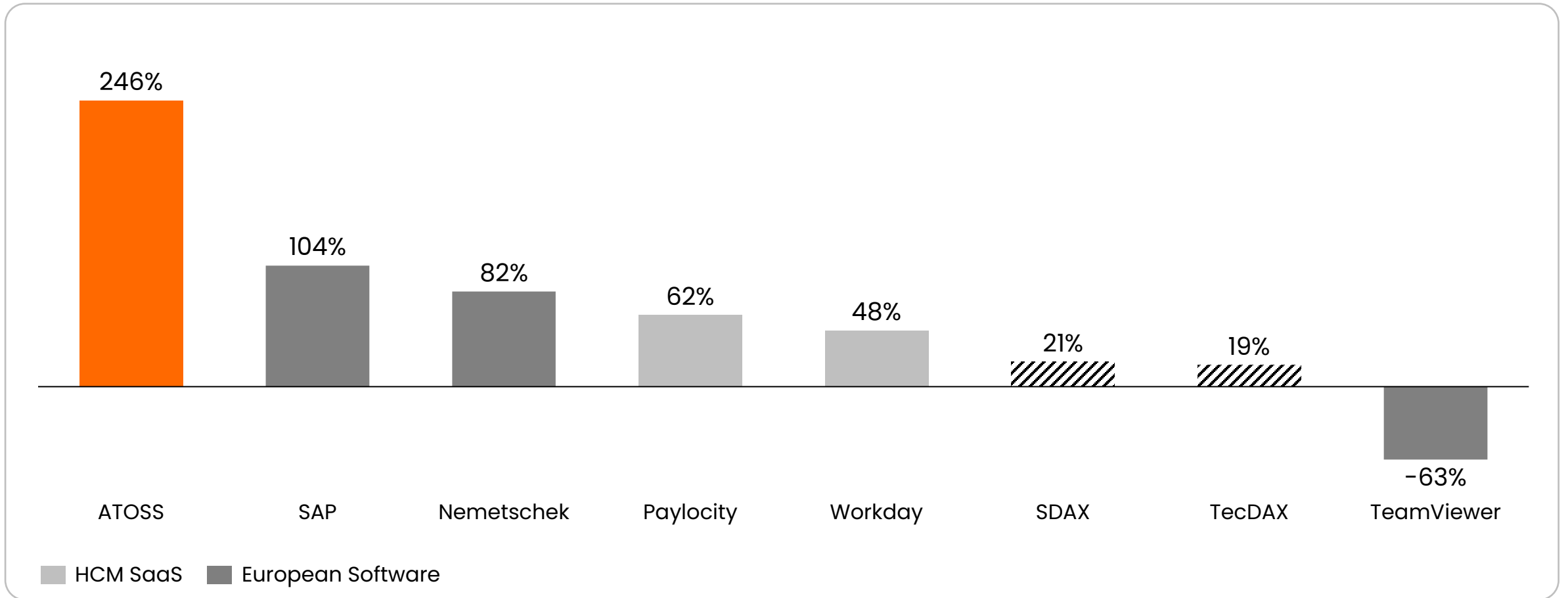


1. SDAX/TecDax Index rebased on ATOSS' share price of EUR 36,125 as of 01/02/2020

ATOSS stock

High performer in European software and HCM stocks

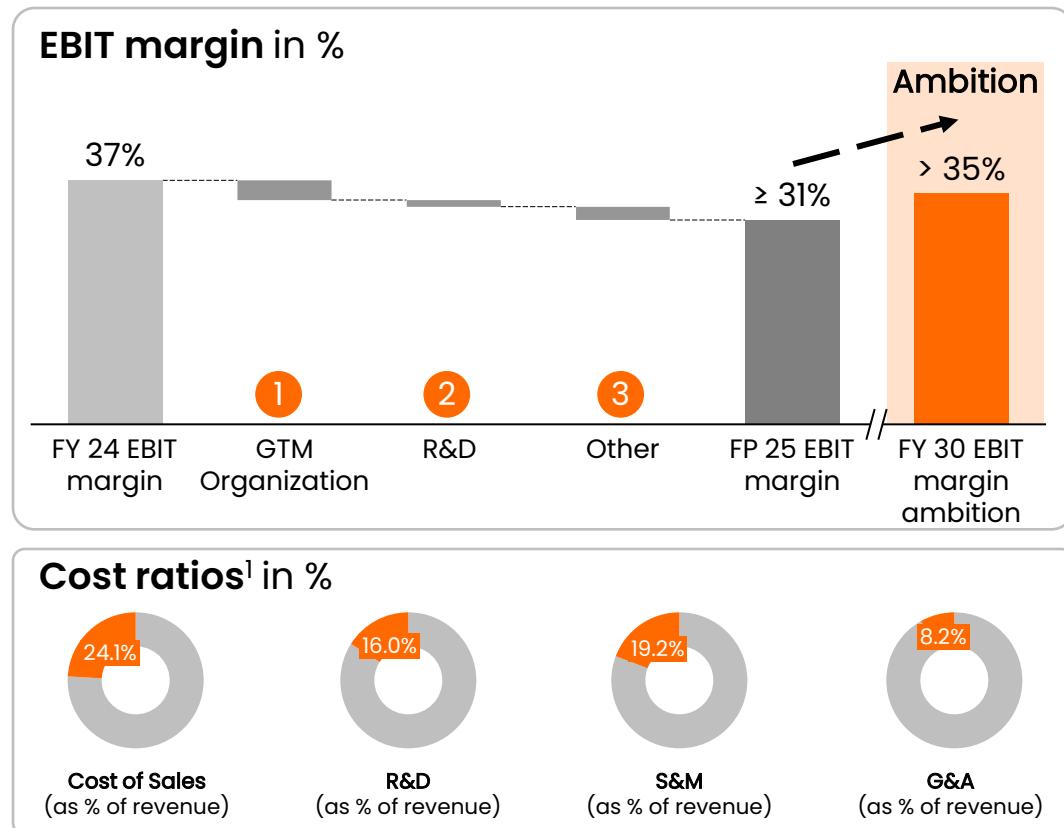
Share price performance¹ (01/2020 – 03/31/2025)



1. ATOSS, Nemetschek, TeamViewer, SAP, Invision, SDAX: XETRA-Opening price 01/02/2020 and -Closing price 03/31/2025; Paylocity: Frankfurt Stock Exchange-Opening price 01/02/2020 and - Closing price 03/31/2025; Workday: Tradegate-Opening price 01/02/2020 and - Closing price 03/31/2025

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.

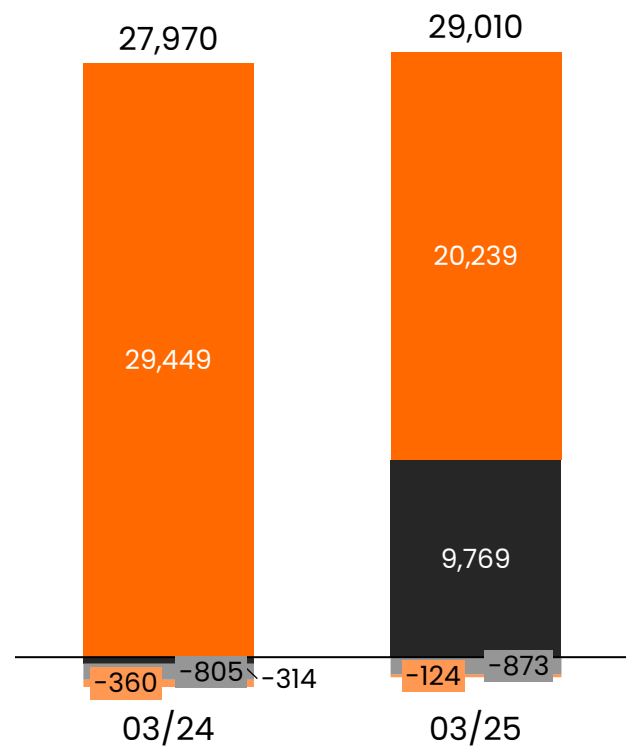
1. Excl. additional cost reserve of 1.5% for specific investments

Financial development Q1 2025

Impressive cash position

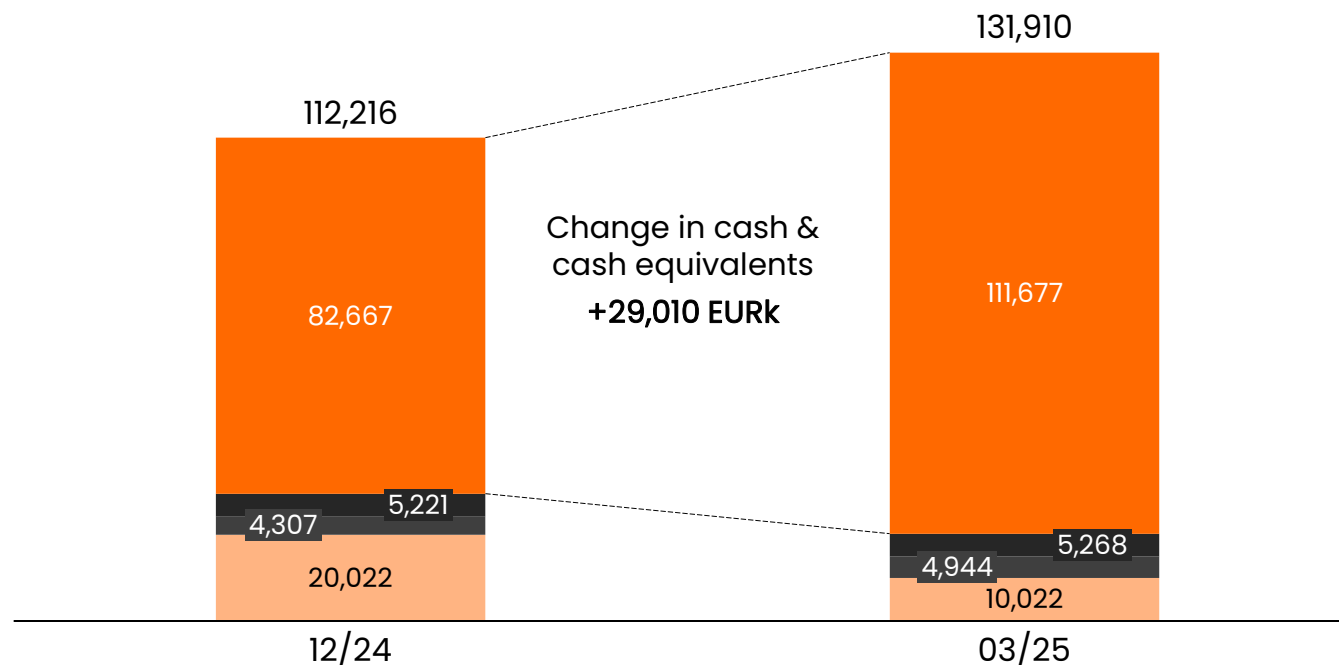
Cash Flow in EURk

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



Liquidity in EURk

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

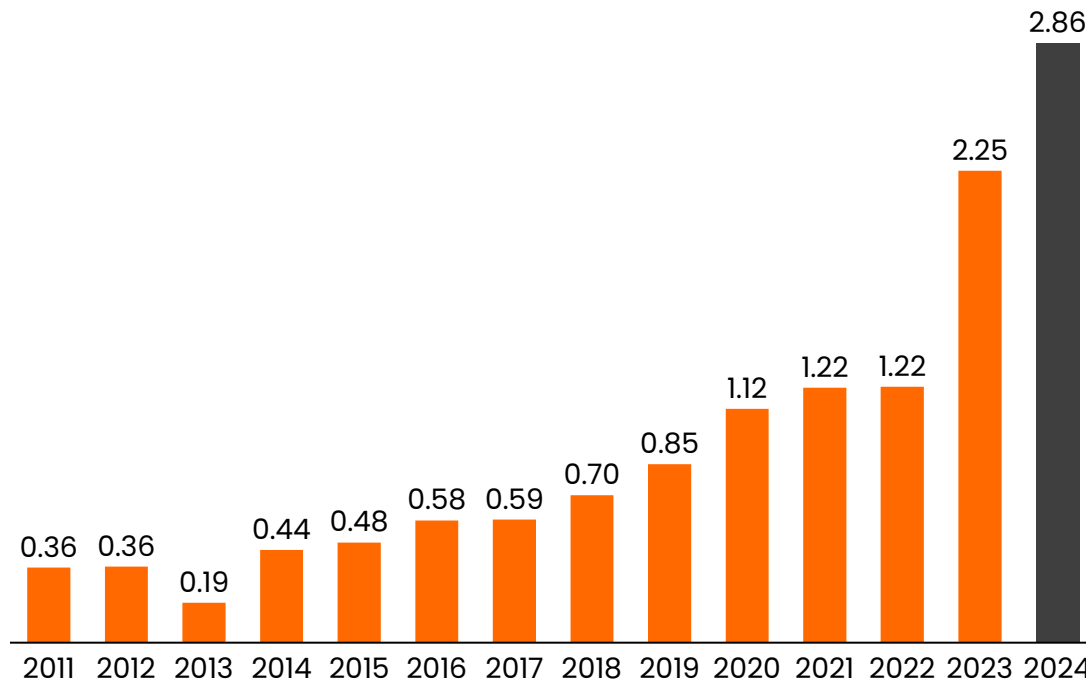


The ATOSS share

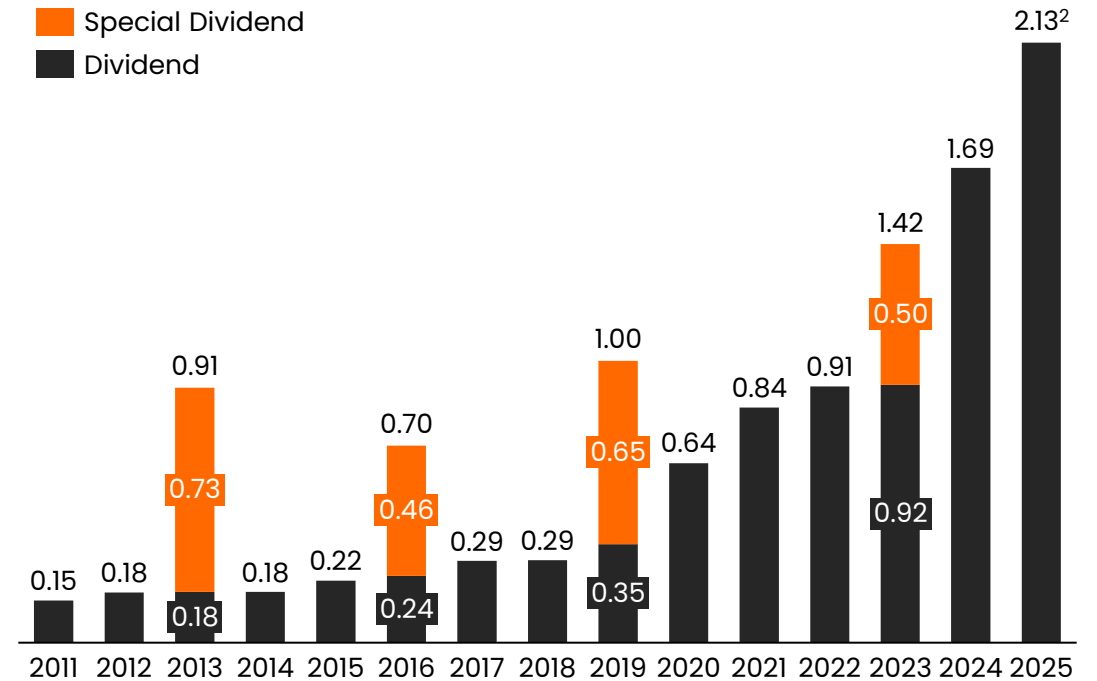
Dividend policy

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

EPS¹ per 31. December in EUR



Dividend¹ in EUR



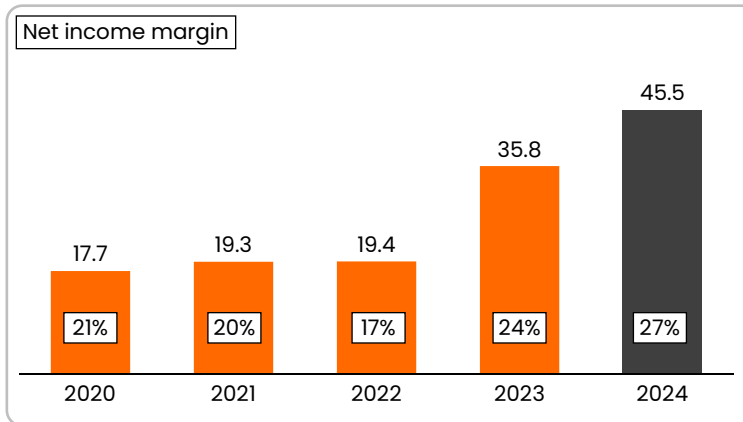
1. The previous year's figures have been adjusted due to stock split in June 2024; Rounding up to 2 decimal places; 2. Subject to shareholder resolution in AGM

Financial KPIs

Financial strength excellent base for further growth

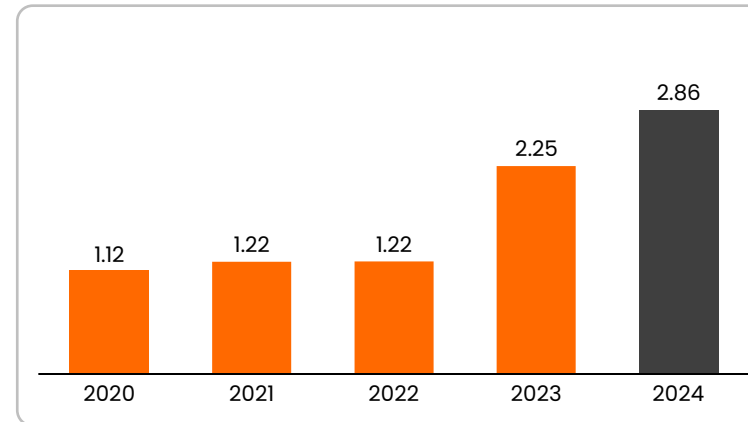
Net income

in EURm



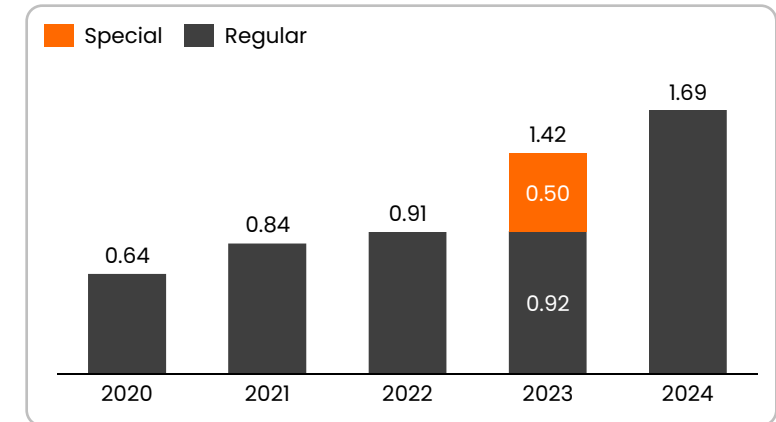
EPS¹

in EUR



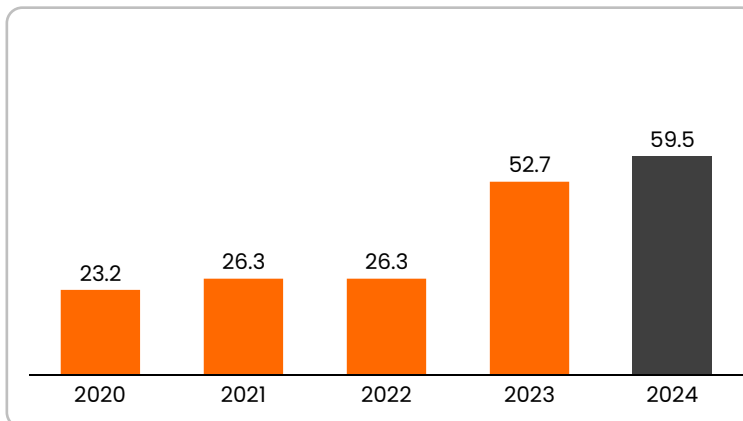
Dist. Dividend per share¹

in EUR



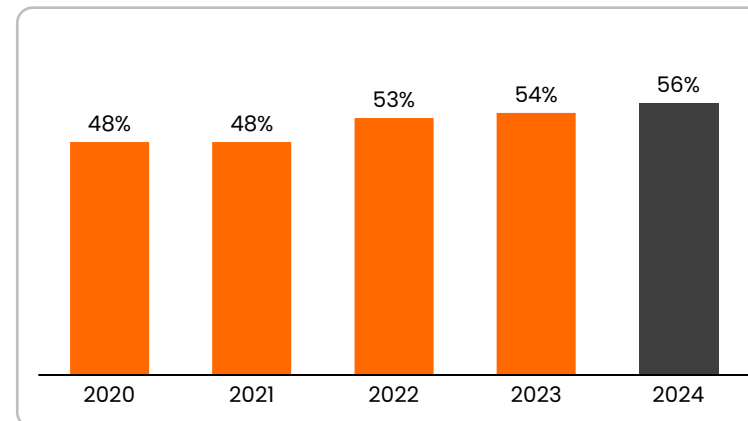
Operational Cashflow

in EURm



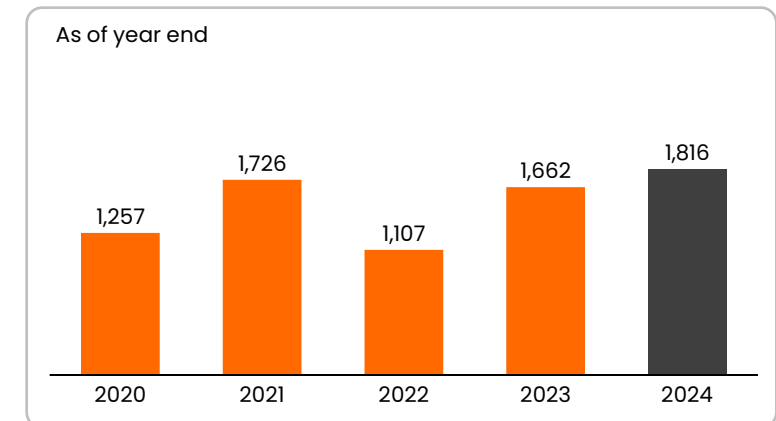
Equity Ratio

in %



Market capitalization

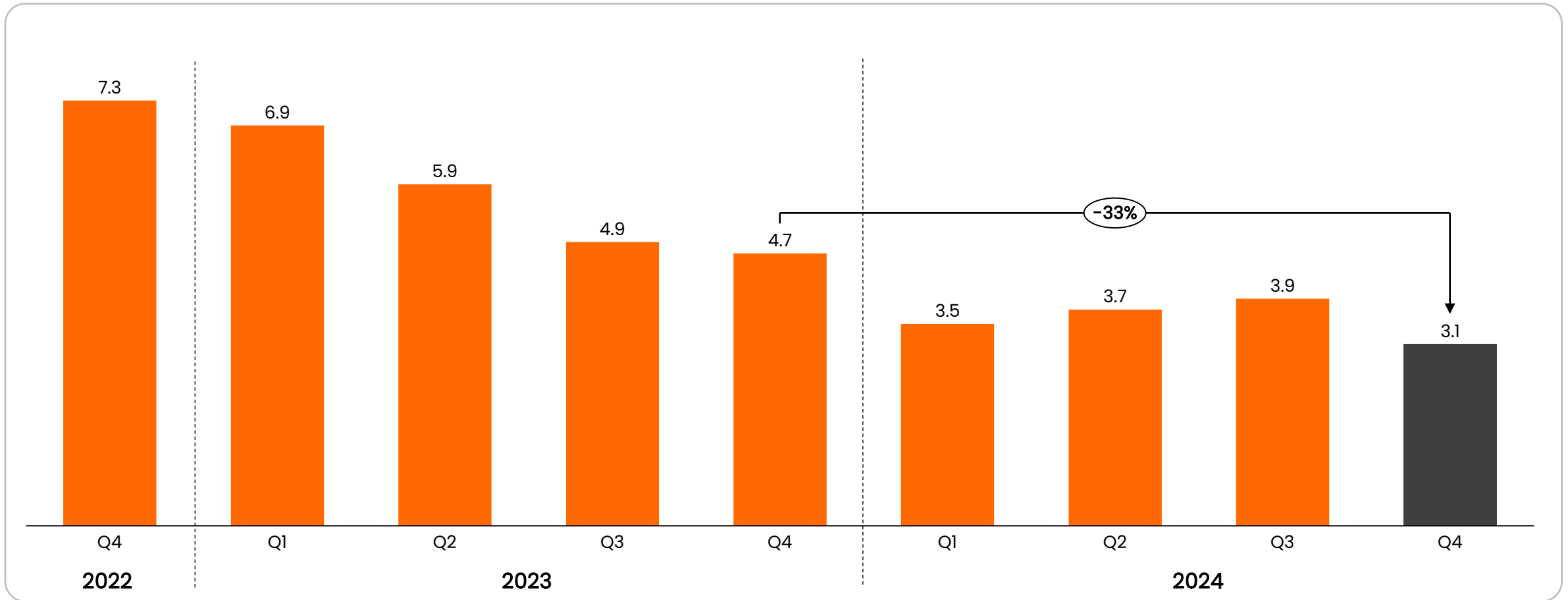
in EURm



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 EURm

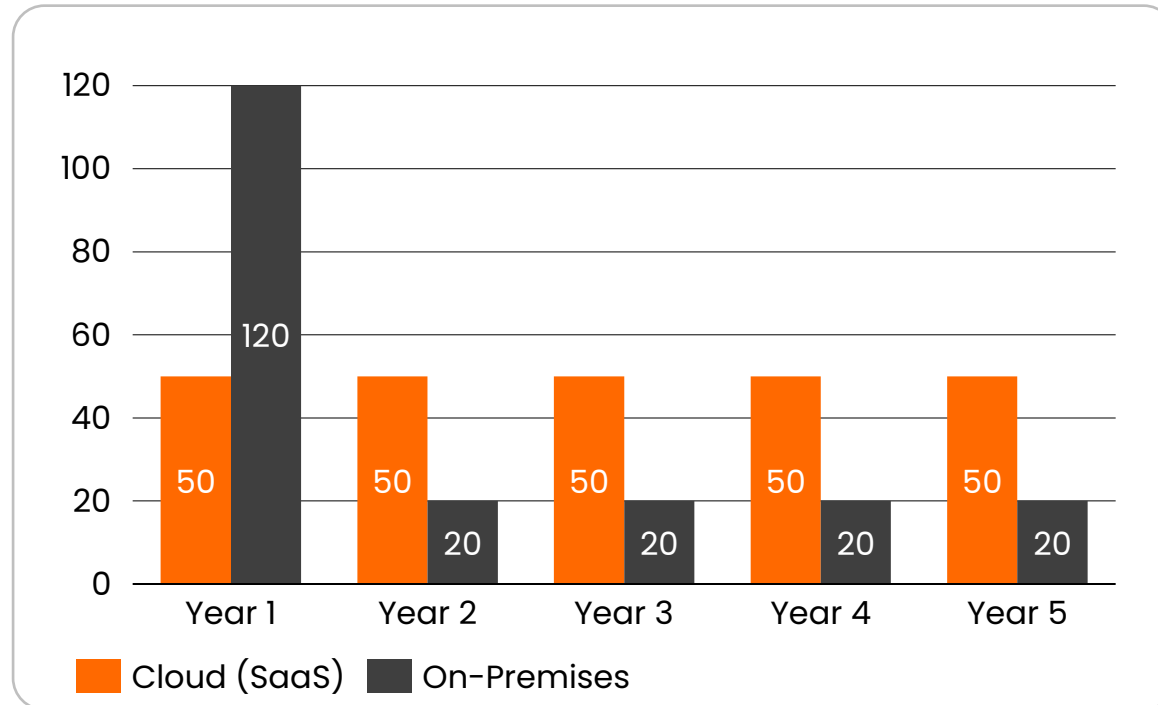


1. Typically revenue transformation within 12-18 months

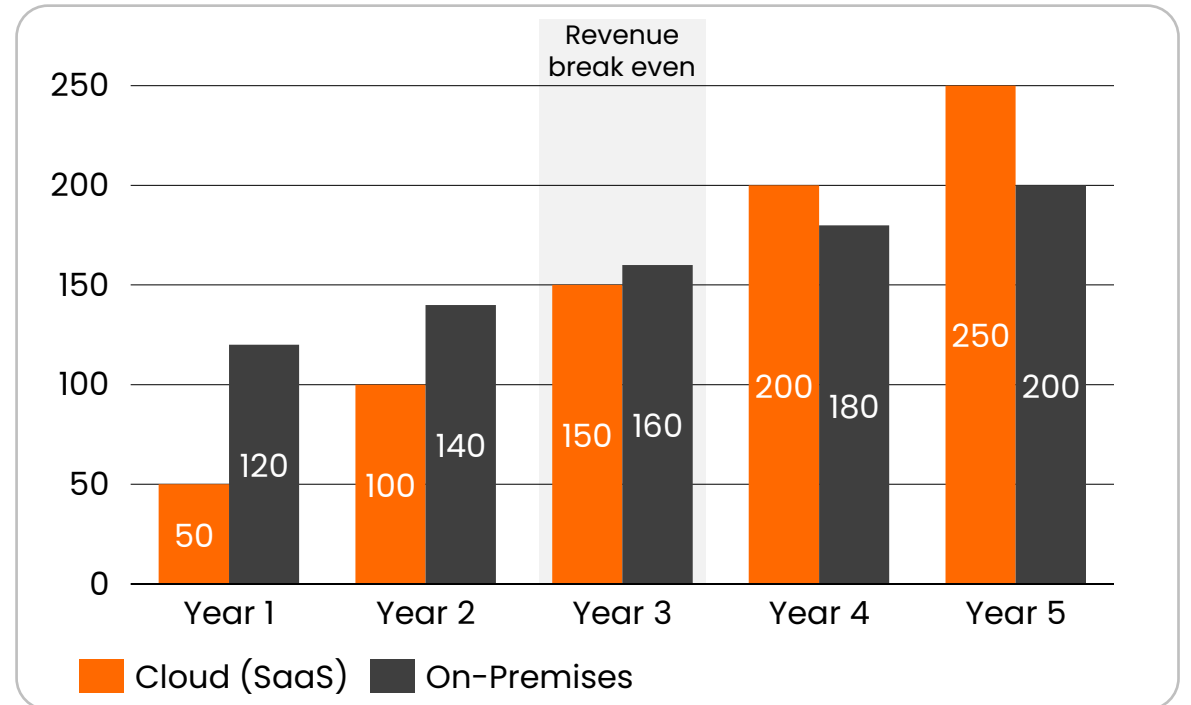
Cloud vs. On-premises model

Revenue/Payment scheme

Cloud vs. On-Premises



Cloud vs. On-Premises (accumulated)



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

ATOSS sales by segment¹

ATOSS' five largest customers account for approx. 6 percent of company's sales

