

## **ATOSS Software AG: New record figures confirm growth continues for an eleventh year in succession**

**ATOSS Software AG succeeded in increasing sales in the first nine months by a clear 11 percent to EUR 36.5 million. Moreover, despite significant future-oriented investments, the specialist in demand-oriented workforce scheduling continued to expand earnings and set new records. Operating profits (EBIT) rose by an outstanding 16 percent to EUR 9.8 million while the margin on sales climbed to 27 percent, up from 26 percent last year. Once again the company has been successful in continuing its dynamic growth and extending its profitability. In view of the highly positive development in business, the Management Board is convinced that ATOSS will close the year with new record figures for the eleventh time in succession.**

Munich, October 25, 2016

The strategy to offer the comprehensive range of solutions suites for companies of all sizes, as well “on-premise” as in the Cloud, has paid off for ATOSS once again. With its full range offering, the Munich-based specialist has again succeeded in the first nine months in convincing large numbers of prominent customers to choose ATOSS as an innovative partner for workforce management. Demand for the customer-oriented workforce scheduling solutions developed by ATOSS is unabated. This is quite impressively reflected in the orders booked during the financial year for software licenses and the software component of contracted Cloud solutions together amounting to EUR 9.0 million (previous year: EUR 8.0 million). The company also recorded strong growth in sales revenues and operating profits.

With overall Group turnover totaling EUR 36.5 million, sales of software licenses – the driving force behind the company’s growth – increased by 14 percent during the reporting period. The consistent positive development in software maintenance over recent years was successfully extended, with sales up 7 percent at EUR 13.4 million. As a result, turnover in software amounted to EUR 21.5 million, representing a proportion of 59 percent of consolidated revenues (previous year: 59 percent). In the field of consulting – supported by the excellent order situation for implementation services following the sale of licenses – ATOSS saw turnover increase by 12 percent to EUR 9.9 million. Hardware sales amounted to EUR 3.5 million (previous year: EUR 3.5 million), while other miscellaneous sales came in at EUR 1.7 million, up by EUR 0.5 million over the year before.

Despite continuous investment totaling EUR 9.8 million (previous year: EUR 8.4 million) in R&D and the sales organization, operating profits were well above the previous year’s figure. With positive financial earnings of EUR 0.2 million, earnings before taxes (EBT) climbed 18 percent to EUR 10.0 million while net income rose by 20 percent to EUR 6.9 million. Earnings per share in the first nine months amounted to EUR 1.73, compared with EUR 1.44 in the year before. The return on sales at 27 percent measured against EBIT was again somewhat above last year’s high level.

In the first nine months ATOSS generated EUR 12.2 million (previous year: EUR 10.3 million) in cash flow and reported consolidated liquidity as of 30.09.2016 amounting to EUR 25.2 million (previous year: EUR 27.0 million). Even after the dividend distribution of EUR 11.1 million (regular dividend of EUR 0.95 / special dividend of EUR 1.85 per share) paid on April 27, 2016, ATOSS continues to have very respectable financial resources at its disposal which, accompanied by strong equity, continue to safeguard the company’s future prospects.

The sustained stability and profitability – coupled with an extremely positive market outlook – offer clear proof that the growth potential of ATOSS is still far from being exhausted. In view of the orders on hand for software licenses and Cloud solutions valued at EUR 6.0 million and EUR 3.9 million respectively, the outlook for the last quarter of 2016 and beyond is extremely promising. The Management Board is therefore satisfied that ATOSS will close the year with new record figures for the eleventh time in succession.

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

	01.01.2016 - 30.09.2016	Proportion of Total sales	01.01.2015 - 30.09.2015	Proportion of Total sales	Change 2016 / 2015
<b>Total sales</b>	<b>36,541</b>	<b>100%</b>	<b>33,053</b>	<b>100%</b>	<b>11%</b>
<b>Software</b>	<b>21,517</b>	<b>59%</b>	<b>19,589</b>	<b>59%</b>	<b>10%</b>
Software licenses	8,072	22%	7,056	21%	14%
Software maintenance	13,445	37%	12,533	38%	7%
<b>Consulting</b>	<b>9,851</b>	<b>27%</b>	<b>8,781</b>	<b>27%</b>	<b>12%</b>
<b>Hardware</b>	<b>3,475</b>	<b>10%</b>	<b>3,517</b>	<b>11%</b>	<b>-1%</b>
<b>Others</b>	<b>1,698</b>	<b>5%</b>	<b>1,166</b>	<b>4%</b>	<b>46%</b>
<b>EBITDA</b>	<b>10,303</b>	<b>28%</b>	<b>8,850</b>	<b>27%</b>	<b>16%</b>
<b>EBIT</b>	<b>9,791</b>	<b>27%</b>	<b>8,435</b>	<b>26%</b>	<b>16%</b>
<b>EBT</b>	<b>10,007</b>	<b>27%</b>	<b>8,467</b>	<b>26%</b>	<b>18%</b>
<b>Net profit</b>	<b>6,869</b>	<b>19%</b>	<b>5,724</b>	<b>17%</b>	<b>20%</b>
<b>Cash flow</b>	<b>12,157</b>	<b>33%</b>	<b>10,288</b>	<b>31%</b>	<b>18%</b>
<b>Liquidity</b> <sup>(1/2)</sup>	<b>25,238</b>		<b>27,041</b>		<b>-7%</b>
<b>EPS in euro</b>	<b>1.73</b>		<b>1.44</b>		<b>20%</b>
<b>Employees</b> <sup>(3)</sup>	<b>359</b>		<b>330</b>		<b>9%</b>

### CONSOLIDATED OVERVIEW AS PER IFRS: QUARTERLY COMPARISON IN KEUR

	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15
<b>Total sales</b>	<b>12,612</b>	<b>12,233</b>	<b>11,696</b>	<b>11,888</b>	<b>11,390</b>
<b>Software</b>	<b>7,391</b>	<b>7,242</b>	<b>6,884</b>	<b>7,125</b>	<b>6,640</b>
Software licenses	2,858	2,747	2,467	2,782	2,391
Software maintenance	4,533	4,495	4,417	4,343	4,249
<b>Consulting</b>	<b>3,195</b>	<b>3,355</b>	<b>3,301</b>	<b>3,125</b>	<b>2,965</b>
<b>Hardware</b>	<b>1,267</b>	<b>1,173</b>	<b>1,035</b>	<b>1,094</b>	<b>1,363</b>
<b>Others</b>	<b>759</b>	<b>463</b>	<b>476</b>	<b>544</b>	<b>423</b>
<b>EBITDA</b>	<b>3,708</b>	<b>3,225</b>	<b>3,370</b>	<b>3,182</b>	<b>3,000</b>
<b>EBIT</b>	<b>3,544</b>	<b>3,050</b>	<b>3,197</b>	<b>2,909</b>	<b>2,858</b>
<b>EBIT margin in %</b>	<b>28%</b>	<b>25%</b>	<b>27%</b>	<b>25%</b>	<b>25%</b>
<b>EBT</b>	<b>3,518</b>	<b>3,149</b>	<b>3,340</b>	<b>2,855</b>	<b>2,587</b>
<b>Net profit</b>	<b>2,415</b>	<b>2,170</b>	<b>2,284</b>	<b>1,867</b>	<b>1,750</b>
<b>Cash flow</b>	<b>7,301</b>	<b>608</b>	<b>4,248</b>	<b>7,980</b>	<b>5,692</b>
<b>Liquidity</b> <sup>(1/2)</sup>	<b>25,238</b>	<b>18,065</b>	<b>28,657</b>	<b>24,368</b>	<b>27,041</b>
<b>EPS in euro</b>	<b>0.61</b>	<b>0.55</b>	<b>0.57</b>	<b>0.47</b>	<b>0.44</b>
<b>Employees</b> <sup>(3)</sup>	<b>359</b>	<b>348</b>	<b>354</b>	<b>340</b>	<b>330</b>

(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 2.80 per share on 27.04.2016 (kEUR 11,134) and dividend of EUR 0.88 per share on 29.04.2015 (kEUR 3,499)

(3) at the end of the quarter/year

### Upcoming dates:

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.

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