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# **Exane BNP Paribas 9<sup>th</sup> MidCap Forum**

London

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Tuesday 20 November, 2012

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- ▶ This document contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability in the future. Actual events or results may differ from those described in this document due to a number of risks and uncertainties that are described within the 2011 Reference Document filed with the Autorité des Marchés Financiers (AMF) on April 5<sup>th</sup>, 2012 under the registration number: D12-0288 and its update filed with the Autorité des Marchés Financiers (AMF) on August 2<sup>nd</sup>, 2012 under the registration number: D. 12-0288-A01.
  - ▶ Global Business Units include Germany, France, United Kingdom & Ireland, Benelux (The Netherlands, Belgium and Luxembourg), Atos Worldline (French, German, Belgian, Asian and Indian subsidiaries), Central & Eastern Europe (CEE: Austria, Bulgaria, Croatia, Serbia, Poland, Czech Republic, Russia, Romania, Slovakia and Turkey), North America (NAM: USA and Canada), North & South West Europe (N&SW Europe: Switzerland, Italy, Denmark, Finland, Sweden & Greece), Iberia (Spain and Portugal), and Other Business Units including Major Events (including MSL), Latin America (Brazil, Argentina, Mexico, Colombia and Chile), Asia Pacific (Japan, China, Hong Kong, Singapore, Malaysia, Indonesia, Philippines, Taiwan, Thailand and Australia), IMEA (India, Middle East, Morocco and South Africa), blueKiwi and Atos Worldgrid (including E-Utile).
  - ▶ Revenue organic growth is presented at constant scope and exchange rates.
  - ▶ The AtoS pro forma financial information for the 18 months to 30 June 2011 comprises the results of the former Atos Origin perimeter and the acquired scope of the ex Siemens IT Services (SIS), as if AtoS had been in existence since 1 January 2010. The information is provided as guidance only; it is not audited and, as pro forma information, it does not give a full picture of the financial position of the Group. The key assumptions used in the preparation of the information are as follows:
    - The pro forma information has been prepared using accounting policies consistent with those used in the historic Atos Origin interim and year-end financial statements;
    - Pro forma tax is based on the estimated effective rate of tax for AtoS for the relevant periods applied to pro forma profit before taxation.
    - The pro forma Profit and Loss account excludes significant exceptional items as being non-recurring, notably provisions on contract risks recorded in the first semester 2011.
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1. Q3 2012 performance reminder
2. Atos growth drivers
3. Q&A session

# Q3 2012 performance reminder

# Q3 2012 Highlights

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**2,181**

**Revenue (EUR m)**

(Q3 2011\*: EUR 2,177 m)

**+0.2%**

**Revenue organic  
evolution**

(Q3 2011: -0.3%)

**116%**

**Book to bill**

**121%**

(excluding Siemens)

(Q3 2011: 96%)

**15.3**

**Backlog (EUR bn)**

(1.7 years of revenue  
vs. 1.6 years in Q3 2011)

**+112**

**Net cash (EUR m)**

(June 2012: EUR 101 m)

**75,900**

**Total Group number  
of employees**

\* At constant scope and exchange rates

# Main wins in the last 12 months

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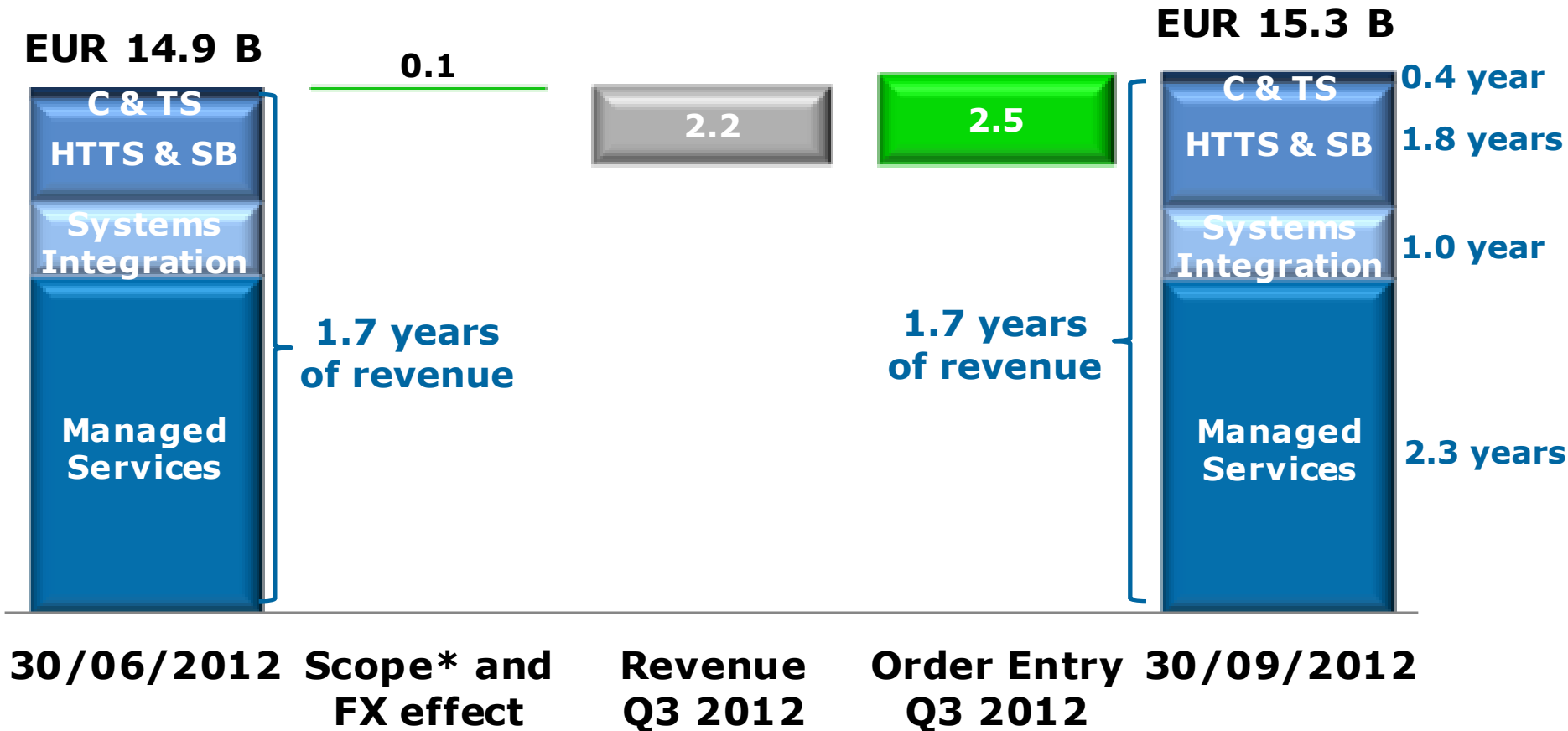
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- ▶ **December:** a global seven year contract with **Bayer**
- ▶ **March:** a 10 year contract worth in excess of £100 million with **EDF Energy** to provide data-center services in the UK
- ▶ **May:** a five-year IT outsourcing contract worth £140 million with the UK **Nuclear Decommissioning Authority**
- ▶ **June:** Outsourcing contract renewal with **the first German bank**
- ▶ **June:** Systems Integration contract with **Orange FT**
- ▶ **July:** a multi-year first generation outsourcing contract with **McGraw-Hill** in the US
- ▶ **August:** five year BPO contract with the **Department of Health** in the UK
- ▶ **September:** a seven-year IT outsourcing contract with **PostNord** in Scandinavia
- ▶ **September:** Managed Services contract with **Postbank**
- ▶ **September:** BPO contract with the **Department of Work and Pensions** in the UK

# Q3 2012 backlog evolution: a strong improvement *(in EUR billion)*

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\* acquisition of DAESA in Spain

# Robust commercial activity

- ▶ **Excluding Siemens, book to bill ratio over the first nine months of the year was 120 per cent with all Verticals above 100 per cent**

	YTD 2012*
Manufacturing, Retail & Services	100%
Public sector, Healthcare & Transport	134%
Financial Services	112%
Telecoms, Media & Technology	132%
Energy & Utilities	125%
<b>Total Group</b>	<b>120%</b>

*\*excluding Siemens*

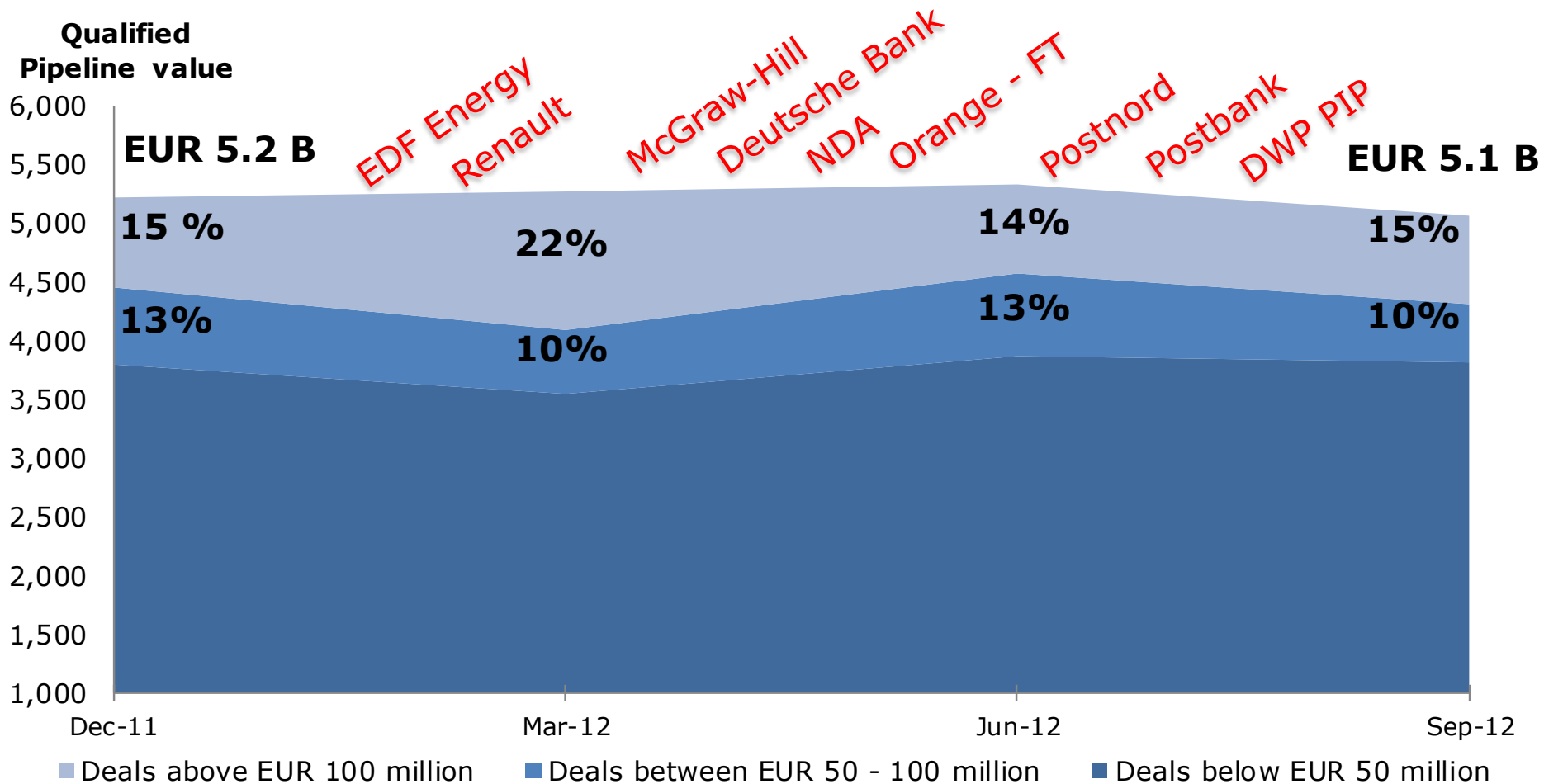


# A very stable and promising Pipeline

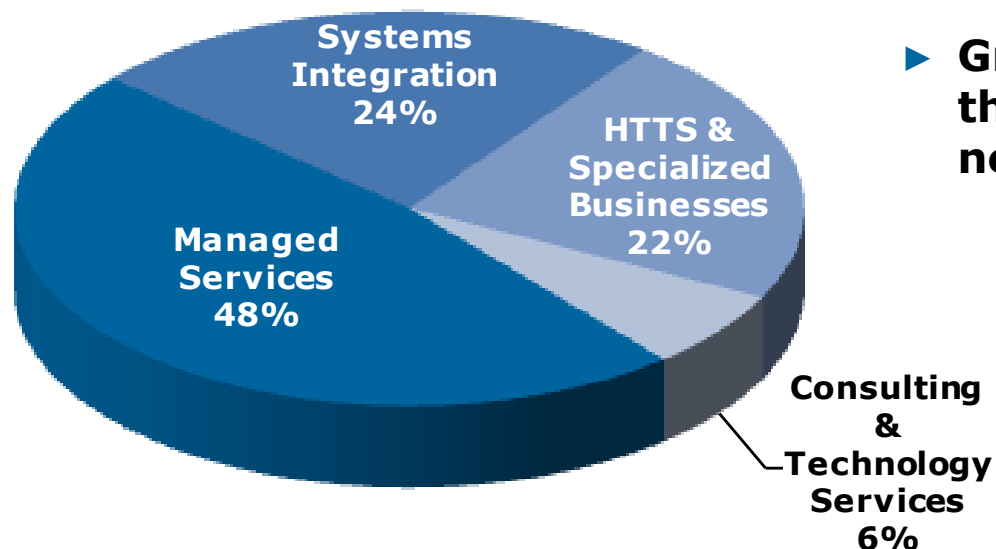
(in EUR million)

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# Q3 2012 revenue performance by Service Line



- **Growth in 2 of 4 Service Lines thanks to Atos' recurring profile and new businesses won in 2012**

*In EUR million*

	Q3 2012	Q3 2011*	% growth
Managed Services	1,038	1,029	+0.8%
Systems Integration	515	523	-1.5%
HTTS & Specialized Businesses	488	474	+3.1%
Consulting & Technology Services	140	150	-7.0%
<b>Total Group</b>	<b>2,181</b>	<b>2,177</b>	<b>+0.2%</b>

\* *Constant scope and exchange rates*

# Q3 2012 revenue performance by GBU

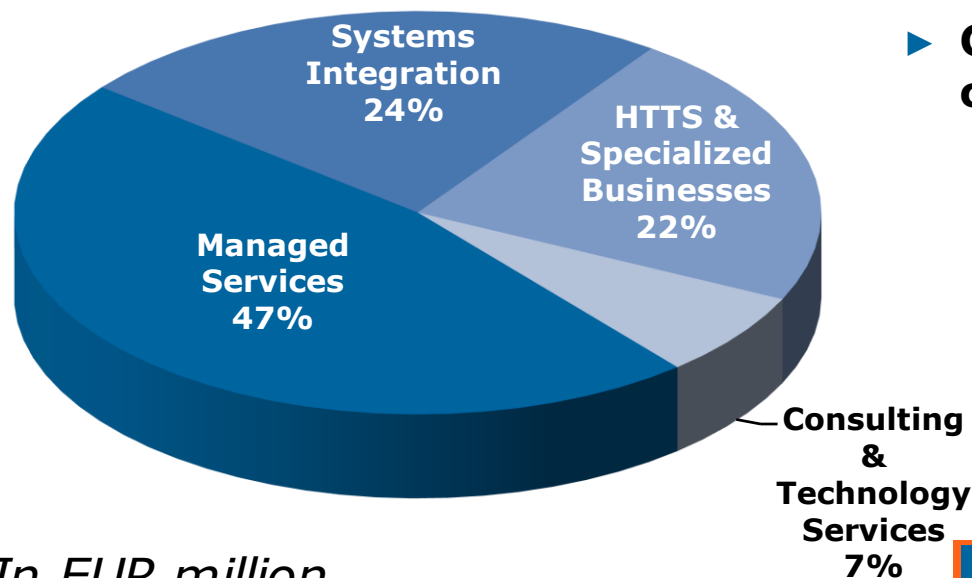
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<i>In EUR million</i>	Q3 2012	Q3 2011*	% growth
Germany	427	443	-3.7%
United-Kingdom & Ireland	426	387	+10.0%
Benelux	236	242	-2.2%
Atos Worldline	228	223	+2.3%
France	228	228	+0.0%
North America	147	141	+4.4%
Central & Eastern Europe	136	143	-4.9%
North & South West Europe	99	105	-5.1%
Iberia	71	79	-10.4%
Other BUs	183	186	-1.7%
<b>Total Group</b>	<b>2,181</b>	<b>2,177</b>	<b>+0.2%</b>

\* Constant scope and exchange rates

# 9M 2012 revenue performance by Service Line



- Growth in recurring businesses over-compensating cyclical activities.

*In EUR million*

	YTD 2012	YTD 2011*	% growth
Managed Services	3,063	2,997	+2.2%
Systems Integration	1,582	1,611	-1.8%
HTTS & Specialized Businesses	1,455	1,410	+3.2%
Consulting & Technology Services	447	466	-4.1%
<b>Total Group</b>	<b>6,547</b>	<b>6,483</b>	<b>+1.0%</b>

\* Constant scope and exchange rates

# 9M 2012 revenue performance by GBU

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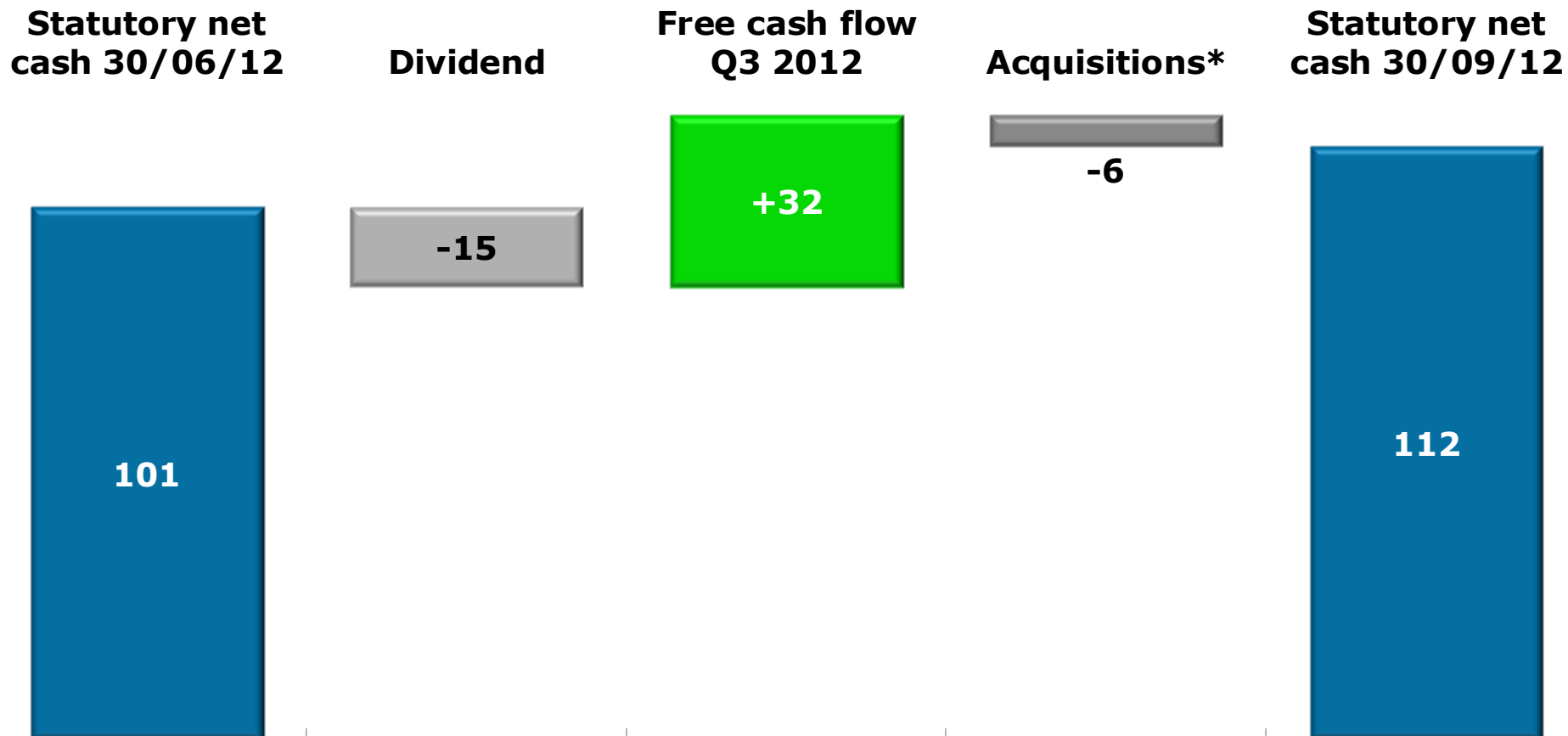
*In EUR million*

	YTD 2012	YTD 2011*	% growth
Germany	1,266	1,234	+2.6%
United-Kingdom & Ireland	1,238	1,149	+7.8%
Benelux	729	765	-4.8%
Atos Worldline	685	677	+1.3%
France	728	742	-1.8%
North America	423	394	+7.1%
Central & Eastern Europe	405	414	-2.3%
North & South West Europe	302	310	-2.7%
Iberia	235	252	-6.7%
Other BUs	536	546	-1.8%
<b>Total Group</b>	<b>6,547</b>	<b>6,483</b>	<b>+1.0%</b>

\* *Constant scope and exchange rates*

# Q3 2012 cash flow and net cash position (in EUR million)

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\* acquisition of DAESA in Spain

# Q3 2012 Group headcount evolution

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\* acquisition of DAESA in Spain

## 2012

**The Group confirms all its objectives for 2012 as stated in the February 23rd, 2012 release, i.e.:**

### ► Revenue

- The Group expects a slight revenue organic growth compared to proforma for full year 2011.

### ► Operating margin

- the Group has the objective to improve its operating margin rate to 6.5 per cent of revenue compared to 4.8 per cent proforma 12 months 2011.

### ► Free Cash Flow

- The Group has the ambition to achieve a free cash flow of around EUR 250 million.

### ► Earnings per share (EPS)

- The Group ambitions an EPS (adjusted, non diluted) in line with the +50 per cent increase targeted for 2013 compared to 2011 statutory.

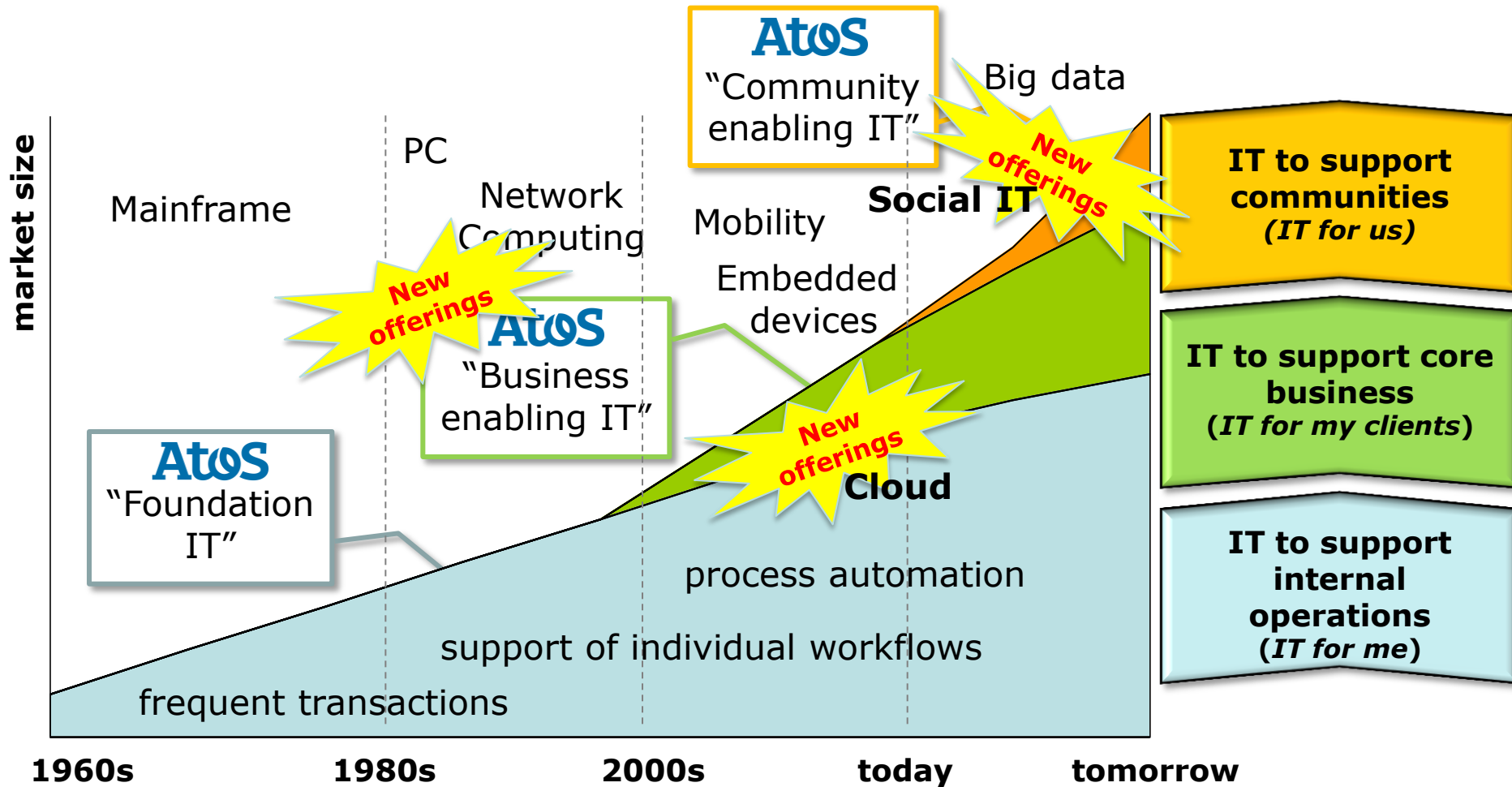


# Atos growth drivers

# Atos at the leading hedge of the IT services market evolution

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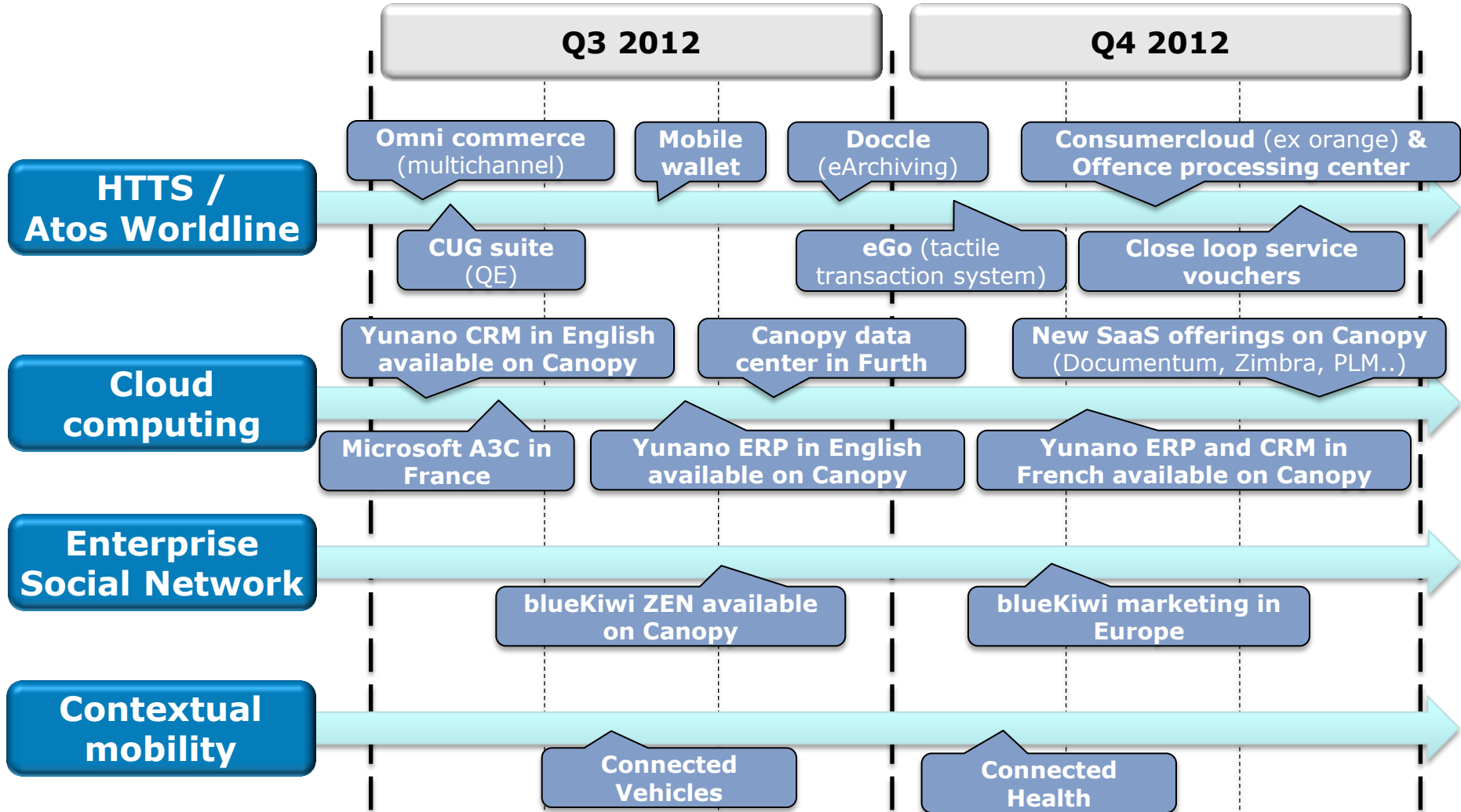


# Atos' reinforced portfolio in innovation

Offerings go-live in H2 2012

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# HTTS: delivering B-to-B-to-C end-to-end digital services across all industries

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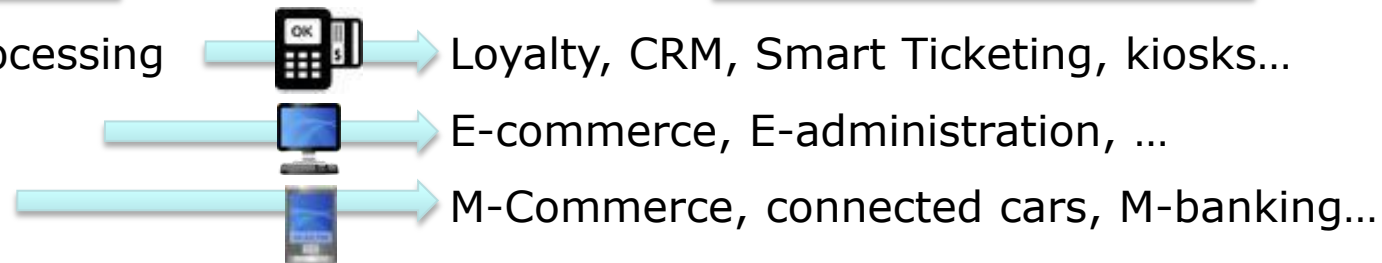
## High-Tech Transactional Services



**Payments (€0.7B)**

- Card Payments Processing
- Online Payments
- Mobile Payments

**eCS (€0.5B)**



→ and : E-tolling, Radars, etc...

# Strong similarities between Payment and eCS transactions

## ▶ End Consumer Volume driven

- Double digit growth of e-commerce

*(Mobile eCommerce revenue in Europe: from €1.7 billion in 2011 to €19.2 billion in 2017, ie 6.8% of total web sales. Forrester 2012)*

- 12 percent growth of smartphone devices

*(2012-21016, IDC)*

## ▶ Same technological challenges

- Real time, highly secured, industrial volumes, scalability
- All connectivity technologies needed (M2M, mobile, IP...)



**Technological components**

## ▶ Same business areas

- Retail and commerce
- Banking
- Public sector
- Transportation



**Transactional sales**

**Two similar business models  
→ One industrial logic in Atos through HTTS**

# HTTS – Payments services

Facts & Figures

€ 0.7 B

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- ▶ **2.2 billion** acquiring transactions
- ▶ **28 million** credit cards and debit cards
- ▶ 5 million fuel cards
- ▶ 153 million withdrawals
- ▶ **374 million** remote payments
- ▶ 34 million mobile phone prepaid transactions
- ▶ **477 000** terminals worldwide



## In Continental Europe

- ▶ #1 Internet Payment Gateway\*
- ▶ #2 largest acquiring processor\*

## In Benelux

- ▶ #1 Commercial acquirer

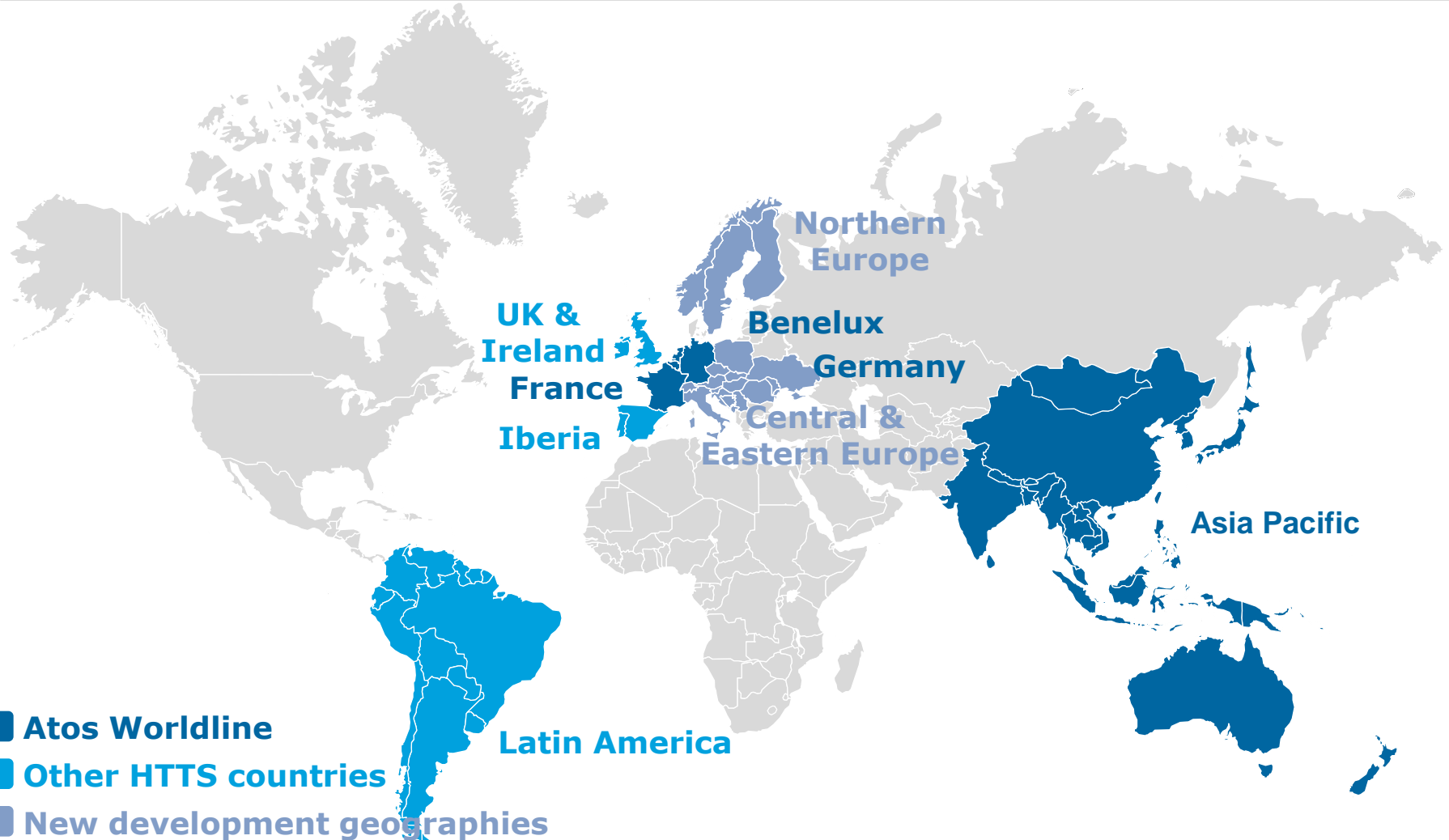
\* : based on Atos estimates



# HTTS geographical development

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# HTTS business line is an important source of profitable growth.

- ▶ **+4% revenue organic growth** with an expected total year revenue EUR 1.2 billion driven by international expansion (HTTS new countries)
- ▶ **15%+ operating margin** rate and **20%+ EBITDA**
- ▶ **Delivery of a real, resilient and sustainable growth thanks to**
  - digital services are pervasive in the day to day connected world
  - overall volume of electronic transactions is growing fast and steady
  - our contracts are multi years and recurring; predictable commitments were signed with top companies in many industries around the world



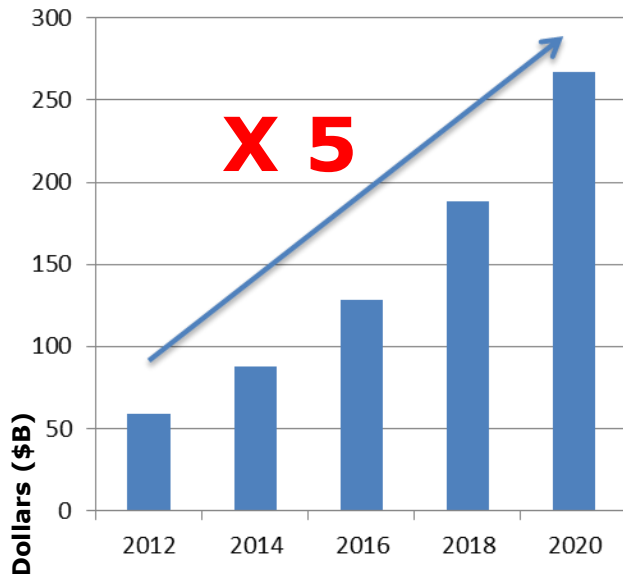
# Atos and the Cloud

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Cloud is the key growth factor of future IT spend

Cloud IT spending



Source: Forrester 2011

Strong open partnership ecosystem through co-investment, JVs and acquisitions in selected areas



Enable the transformation of our clients to the Cloud

- ▶ Security
- ▶ IaaS/PaaS
- ▶ Consulting

Enable the shift to SaaS for leading software vendors

- ▶ Multi tenant architecture
- ▶ Pay per use

Reinforcing Atos SaaS portfolio

- ▶ Partnership
- ▶ Acquisitions
- ▶ blueKiwi

CANOPY and YUNANO going live as planned

# “Zero Email”™ ambition

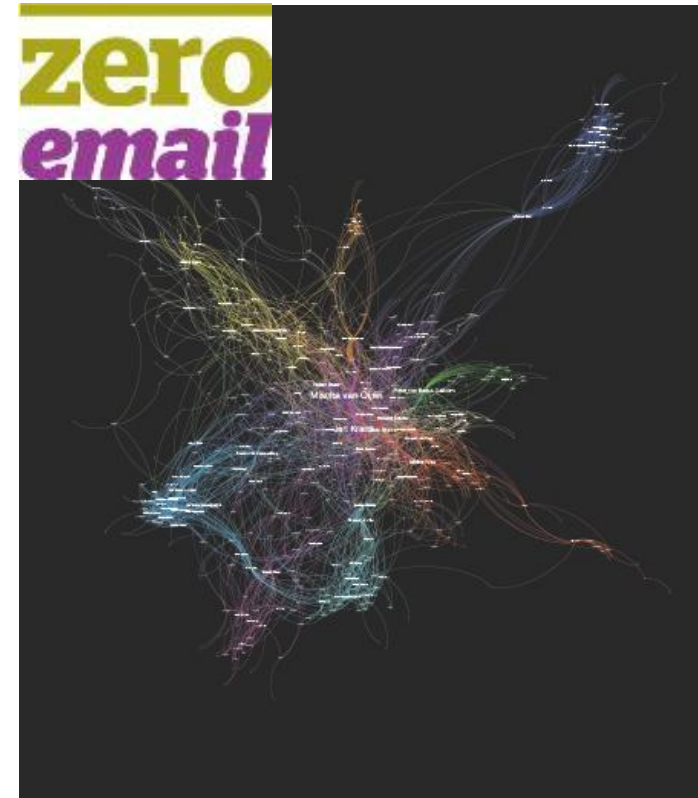
## Exploring new ways of working

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Acquisition of **bluekiwi**  
(April 2012) An Atos Company

- ▶ **European leader** in **Enterprise Social Networks** software
- ▶ **blueKiwi** new version released in October to support Atos Zero Email™ communities
  - New features: outlook interconnector, social analytics, ...
  - Operated on Atos Cloud platform (Canopy)



**Picture of the live Zero Email™ communities (47 communities, 5.000 employees) being piloted at Atos**

# Atos in the Smart Mobility: End-to-end approach with a transaction model leveraging context

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Connectivity is changing  
basically the way our clients do  
business and their business

- ▶ A new generation of wireless devices, sensors
- ▶ Mobile overtaking Fix
- ▶ Real-time and contextual
- ▶ Mobile Apps: EUR 15 billion in 2015

“Context Providers will have the strongest position in Mobility as Search Engines have in the Web”  
*Gartner*

## Atos answers

- ▶ Atos recognized as a **leading player**
- ▶ Atos **Smart mobility offering**, a two way approach to the Mobile Market

### Smart Mobility



### Enterprise Mobility for Employees

- Workforce enablement
- Enterprise mobile apps

### Contextual Mobility for

- Customers
- Citizens
- Patients

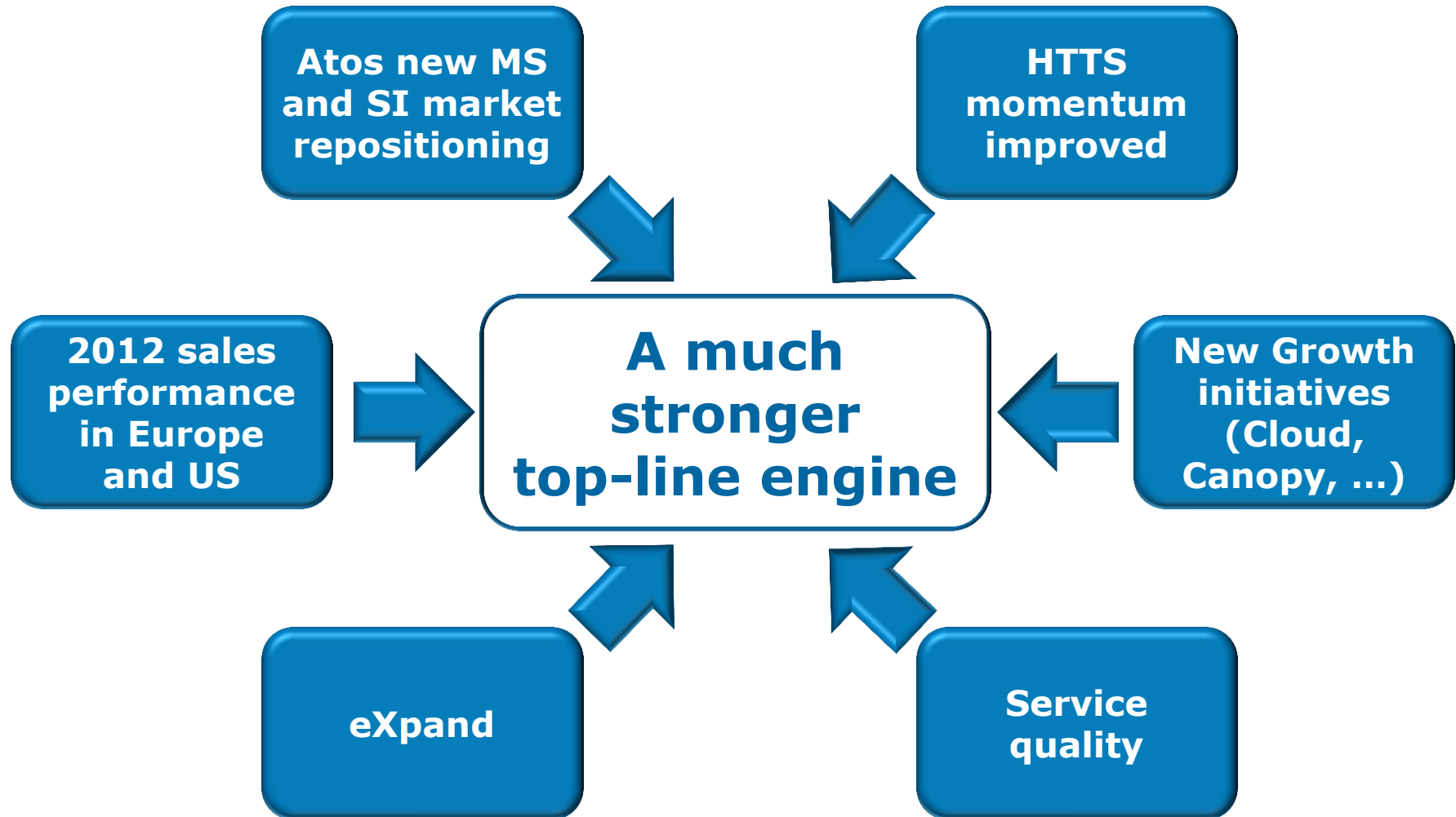
- ▶ **Connected Car & Car Electronics** such as Renault contract
- ▶ Atos 1<sup>st</sup> **IT challenge** for universities **around mobility**



# Atos growth drivers

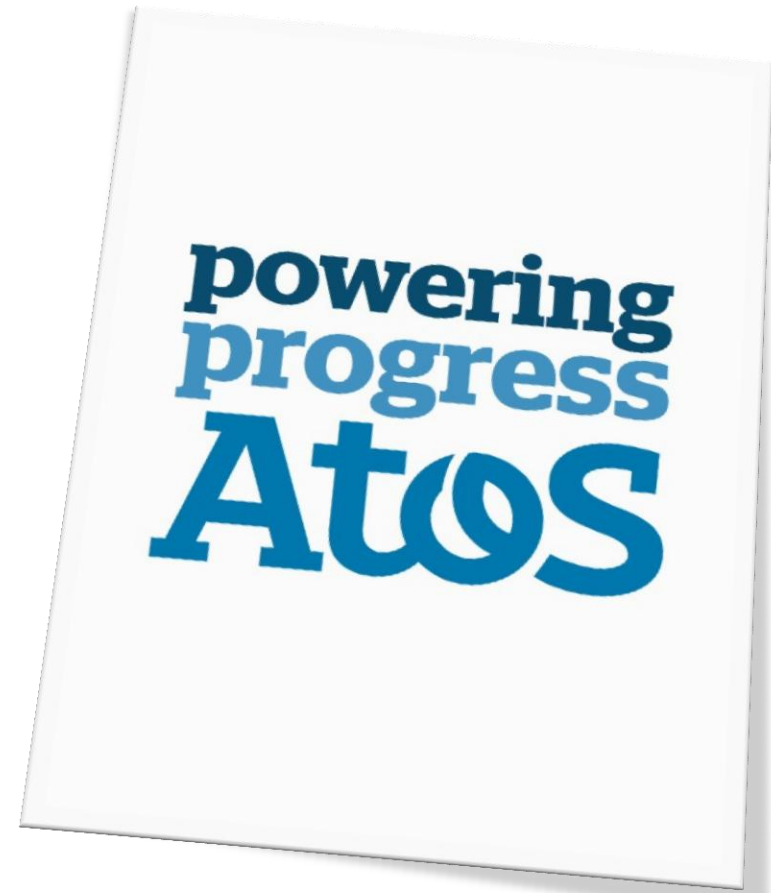
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# Q&A session

# From Questions to Answers



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## Thank you

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