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# Goldman Sachs Financial Technology Conference

Wednesday, September 18<sup>th</sup>, 2013

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New York City

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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 2012 Reference Document filed with the Autorité des Marchés Financiers (AMF) on April 3<sup>rd</sup>, 2013 under the registration number: D13-0271.
- ▶ Business Units include **Germany, France, United Kingdom & Ireland, Benelux** & The Nordics (The Netherlands, Belgium, Luxembourg, Denmark, Finland, and Sweden), **Atos Worldline** (French, German, Belgian, Asian, and Indian subsidiaries), **Central & Eastern Europe** (CEE: Austria, Bulgaria, Croatia, Serbia, Poland, Czech Republic, Russia, Romania, Slovakia, Switzerland, Italy, and Turkey), **North America** (USA and Canada), **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), India, Middle East, Morocco, South Africa, New Business Ventures (blueKiwi, Yunano and Canopy).
- ▶ Revenue organic growth is presented at constant scope and exchange rates. 2013 objectives have to be considered with exchange rates as of 31 December 2012.
- ▶ Adjusted (non diluted) Earnings Per Share (EPS) represents the net income adjusted of restructuring, rationalization and customer relationship amortization, net of tax, divided by the weighted average number of shares during the year.
- ▶ Worldline figures are best estimates made by the company during the carve-out process and are unaudited.

1. Atos profile and performance
2. Focus on e-payment services : **worldline**
3. Key takeaways
4. Q&A session

# Atos profile and performance

# Atos: Grown through acquisitions to become a Tier One global player and European IT Leader

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**“Our vision for the future: to accelerate progress by uniting people, business and technology.”**

Revenue 2012

EUR **8,844** million

No. of Employees

**77,000**

Countries

**47**

- No. 7 worldwide in IT Services
- No. 1 European player in Managed Services
- No. 1 electronic payment player in Europe
- Tier One industry recognition: Leader in Gartner’s Magic Quadrant in DataCenter, Infrastructure Utility, Helpdesk and Desktop Outsourcing
- Tier One customer base: E.g. Siemens, BNP Paribas, KPN, EDF, Department of Work and Pensions, BBC, NS&I, McGraw Hill, NSN, etc.
- Global IT-Partner of the Olympic & Paralympic Games since 1992

**SIEMENS**  
T Solutions  
and Services

**2011**

**Atos**

Atos  
Origin

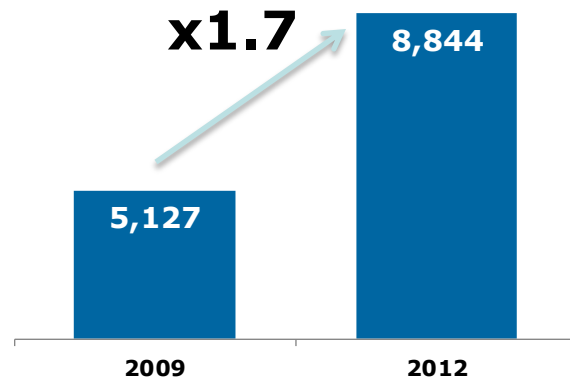
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2014

Rio2016

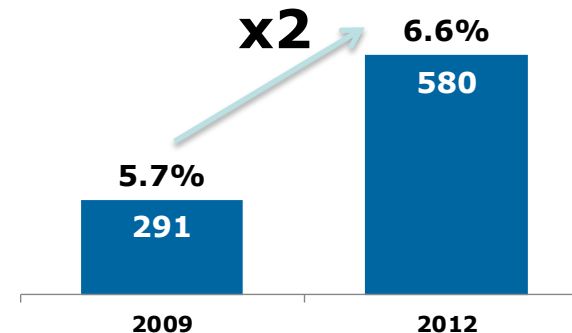
# Delivering on commitments and enhancing shareholders value

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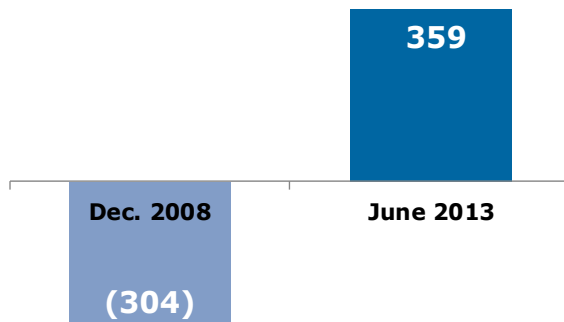
## ► Revenue (in EUR million)



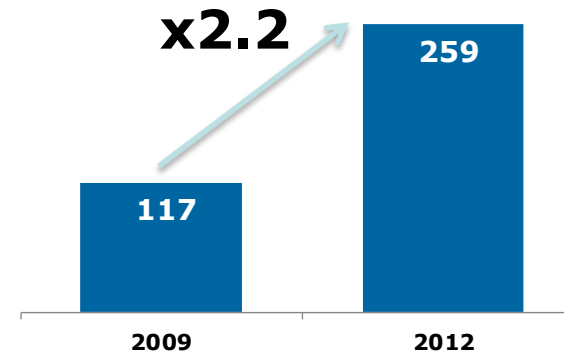
## ► Operating margin (in EUR million and % of revenue)



## ► Net cash position (in EUR million)

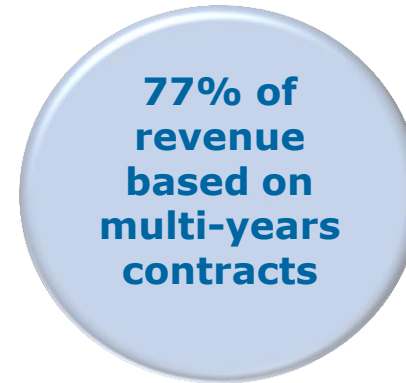
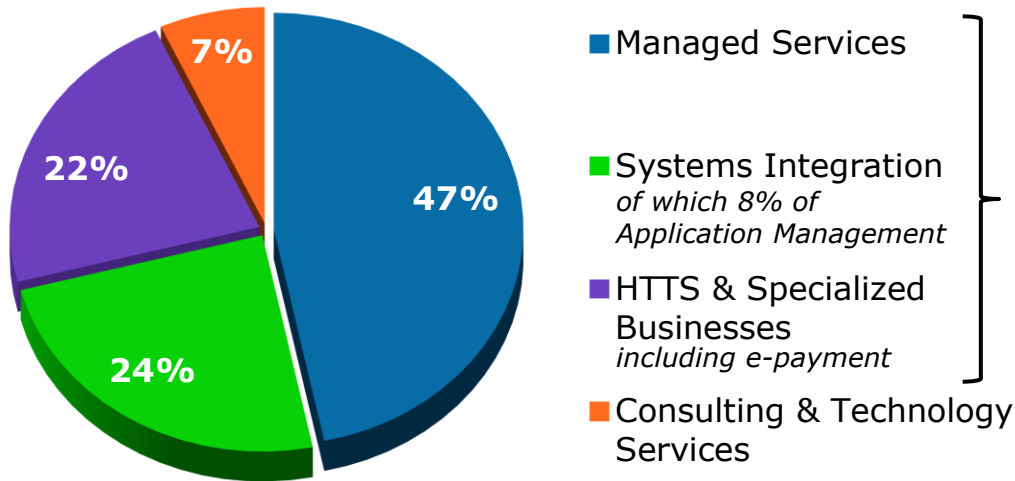


## ► Free cash flow (in EUR million)



**Market capitalization x3.5 to EUR 5 billion**

## Revenue by Service Line



## A company having:

- ▶ 77% of **recurring multi-years revenue**,
- ▶ a **strong sales track record** with EUR 10 billion order entry in 2012
- ▶ a **dedicated electronic payment international entity** of EUR 1.1 billion revenue

**worldline**  
e-payment services

## **Focus on e-payment services**

**worldline**  
an atos company





## leading European player in e-payment services

**GLOBAL  
INTEGRATION**

**BRAND  
RECOGNITION**

**EFFICIENT  
OPERATION**

**GROWTH  
ACCELERATION**

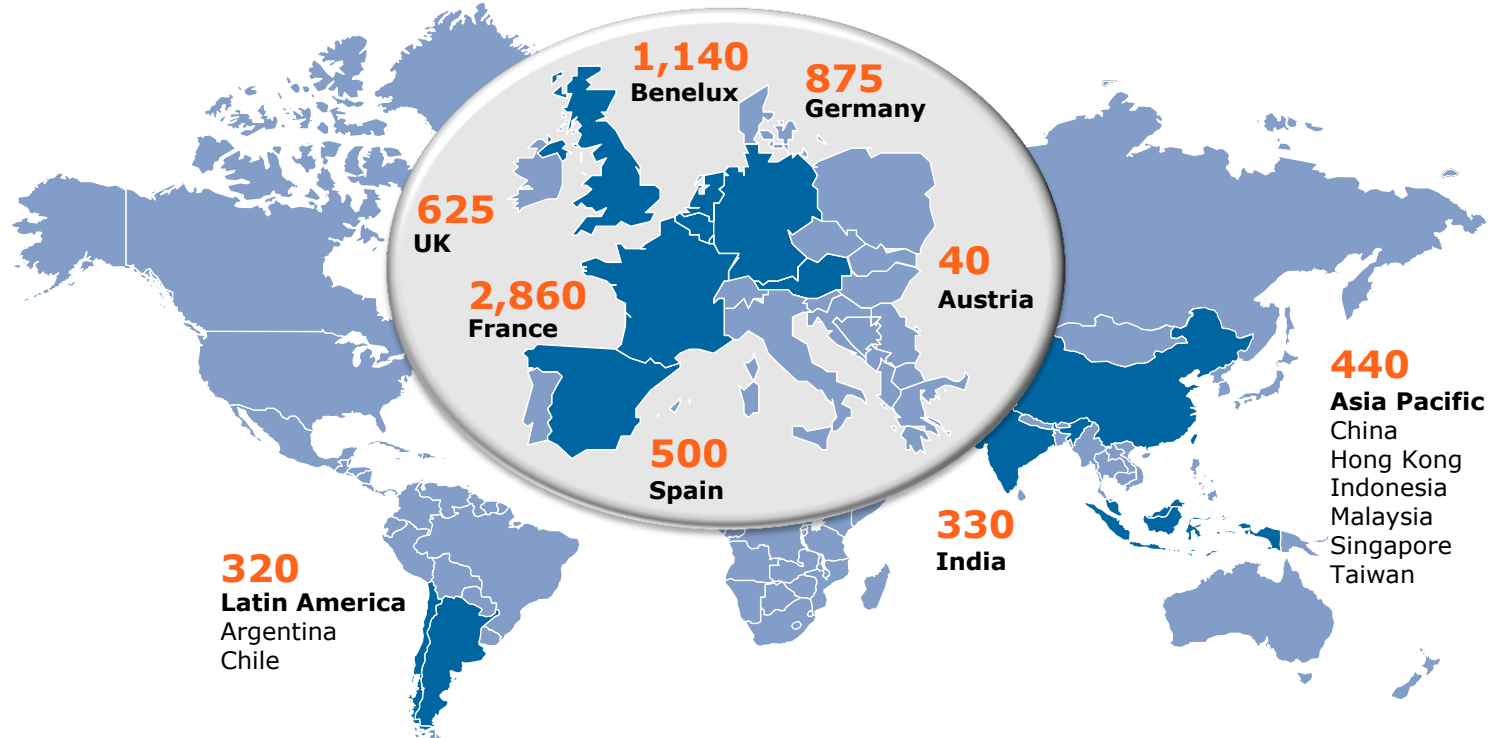
# Key figures and geographical presence of Worldline

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## Key figures

- ▶ EUR 1.1 billion revenue
- ▶ 15% operating margin rate
- ▶ EUR ~100 million free cash flow

7,100 staff in 17 countries



# A client-centric e-Payment company built around 3 Global Business Lines

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## Business Lines level:

e-payment services  
for merchants



EUR 353 million  
revenue in 2012

e-payment and  
transaction services  
for governments,  
transportations,...



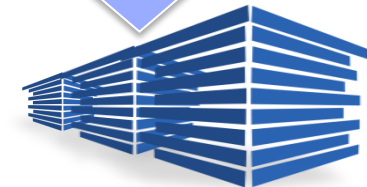
EUR 341 million  
revenue in 2012

e-payment  
for banking  
institutions



EUR 375 million  
revenue in 2012

TO (Technical Operation) level:  
Industrial volumes processing capacities



SDO (Software Dev<sup>t</sup> Office) Level:

Operations supported by innovation  
and R&D investment in payment  
software and solutions



# Merchant Services & Terminals

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## Main activities & offerings

- ▶ Commercial acquiring and acceptance services
- ▶ Online services
- ▶ Private label cards and loyalty services
- ▶ Payment terminals

## Customers

- ▶ Merchants (SMBs)
- ▶ Large retail organizations
- ▶ Online merchants

## H1 2013 performance\*

**EUR 178** million revenue  
**+3.7%** organic growth  
**18.3%** operating margin

## Growth drivers

- ▶ International expansion of commercial acquiring
- ▶ Structural development of electronic payment and
- ▶ Acceleration of e/m payment
- ▶ Value-added acceptance services and cross channel commerce
- ▶ Strategic alliances development

\* Best estimates made by the company during the carve-out process



# Mobility & e-Transactional Services

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## Main activities & offerings

- ▶ e-Government services (tolling systems, fine processing centers,...)
- ▶ e-Ticketing solutions and services
- ▶ e-Consumer and mobility services

## Customers

- ▶ Public entities
- ▶ Transport companies
- ▶ Healthcare organizations
- ▶ Telecom and media

## H1 2013 performance\*

**EUR 182 million revenue**  
**+10.0% organic growth**  
**11.4% operating margin**

## Growth drivers

- ▶ Strong demand in public sector for e-Tolling and e-Fines services
- ▶ Integration of payment solutions in digital services
- ▶ Structural shifts from paper based ticketing systems to electronic ticketing processing platforms

\* Best estimates made by the company during the carve-out process



# Financial Processing & Software Licensing

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## Main activities & offerings

- ▶ Issuing processing services
- ▶ Acquiring processing services
- ▶ Online banking platforms
- ▶ Payment software licensing

## Customers

- ▶ Banks
- ▶ Financial institutions

## H1 2013 performance\*

**EUR 189 million revenue**  
**+2.8% organic growth**  
**18.5% operating margin**

## Growth drivers

- ▶ Structural growth of cards based payments
- ▶ Strong demand of financial institutions for individualized and value-added cards payment services
- ▶ Adaptation of existing cards services to e-commerce and m-commerce
- ▶ Payment regulatory shifts driving project activities

\* Best estimates made by the company during the carve-out process

# Worldline growth drivers

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# A recognized state of the art products/offerings portfolio

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Worldline has a 30 years track record of innovative payment solutions, with regular launches of new products and offerings

*March 2013*

Atos Worldline, is awarded the '2013 Innovative Payments Trophy' in the "e-commerce products" category at the PayForum trade fair for its innovative eGo™ solution.



*March 2012*

Atos Worldline, wins international red dot design award for hardware security module **ADYTON**, its latest hardware security module (HSM).



*March 2013*

Atos Worldline, was finalist for the "Data Intelligence Awards 2013" in the "Open Data" category at the Documentation tradeshow for its innovative solution 'Smart Data / IO'.



*September 2011*

Atos Worldline, is finalists in two categories at the e-commerce award for its solution **Social Store** (categories: 'Innovation' and 'Customer Relationship').

*December 2012*

Atos Worldline, wins iF product design award for hardware security module **ADYTON** in the category Industry/Skilled Trades.



*September 2011*

**Buyster**, wins the eCommerce Award 2011 in the Security category at the 2011 E-Commerce Paris exhibition



*March 2012*

Atos Worldline, wins the 2012 Innovative Payments Trophy in the "Customer Experience" category at the PayForum trade fair in Paris for its innovative 'Cross Channel Payment' solution.



*June 2011*

Atos Worldline wins the innovation prize by ITS Bretagne for its transportation card top-up solution through NFC mobile phones: **Worldline MBL5**



# A end-to-end positioning in the payment value chain

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	Issuing	Issuing processing	Acquiring processing	Commercial acquiring	Acceptance & value-add services for merchants
<b>Offline payment</b> cards, checks, direct debit, SEPA mandates,...		worldline	worldline	worldline	worldline
<b>Online payment</b>		worldline	worldline	worldline	worldline
<b>m-payment</b>	worldline 	worldline	worldline	worldline	worldline
<b>Loyalty, Prepaid, fuel cards, e-Ticketing...</b>	worldline 	worldline	worldline	worldline	worldline

# Focus on mobile Payments

Mobile is the pivot for new purchase experience

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## ► Merging merchant and customer's experience

**Worldline NFC Mobile Wallet:**  
Your mobile is your wallet



**Worldline Cloud Payment:**  
No need to queue up for ordering



**Worldline Mobile Acceptance:** Payment card acceptance on merchant smartphones



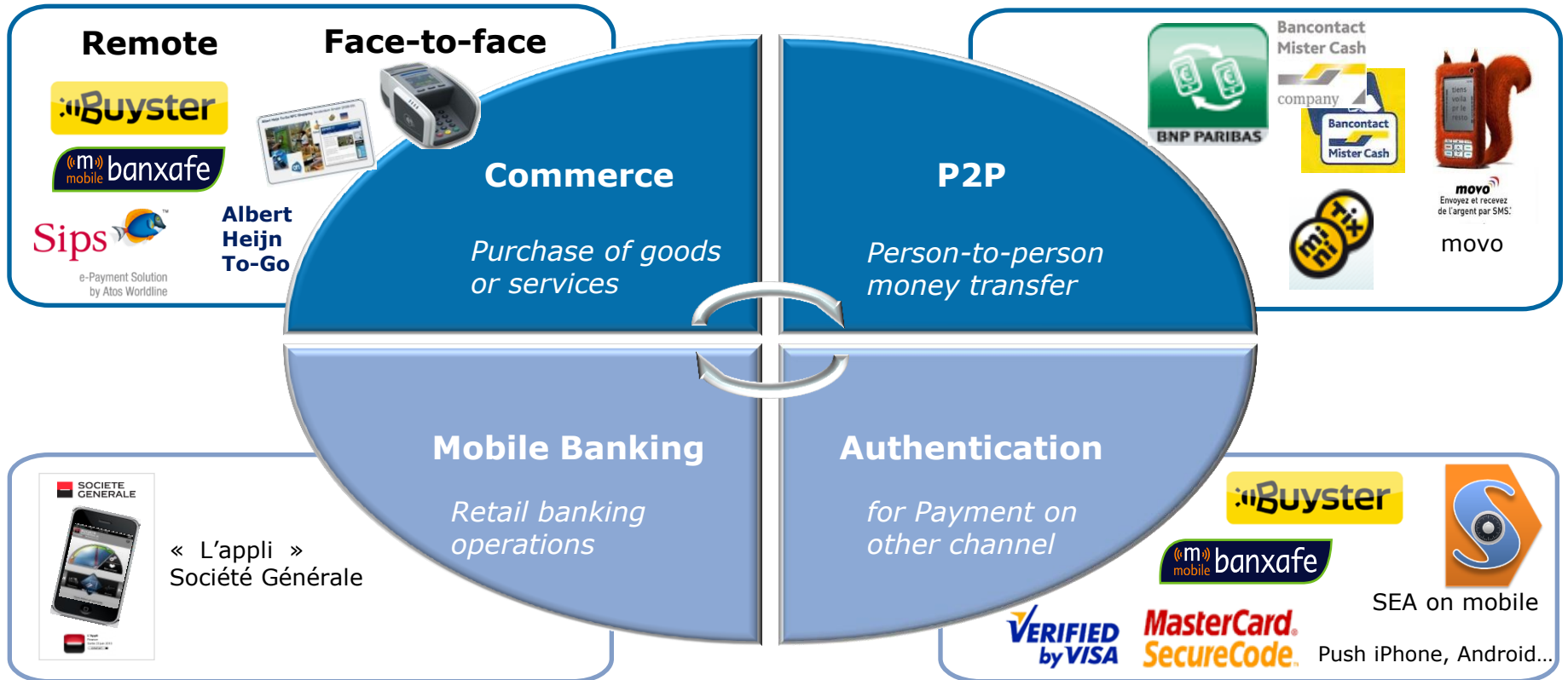
**Convergence online / in-store and Multichannel**



# Focus on mobile Payments

Worldline recent references around mobile Payments

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Among many other mobility services within Worldline Smart Mobility Program

Localisation

Ticketing

Games

Shopping

...

# Omni-commerce: a major development in Worldline offerings

Cross-channel payments = e-commerce power at the POS !

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1

## FILLING ONE'S OWN SHOPPING LIST



2

## FINDING THE STORE LOCATION



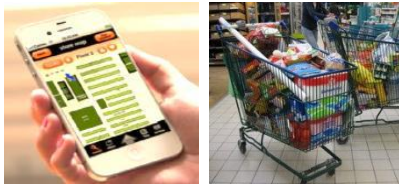
3

## BEING ORIENTATED IN THE STORE



4

## BEING ASSISTED WHILE SHOPPING



5

## GETTING PERSONALIZED INFORMATION ON PRODUCTS



6

## GETTING CONTEXTUAL PROMOTIONS



7

## GETTING THE ABILITY TO CHOOSE THE BEST PRICES



8

## COMPLEMENTARITY ONLINE / OFFLINE



9

## DEMATERIALIZED PAYMENT



# Conclusion



**A European leading multi-channel transactional specialist focused on value added services**

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**Payment transactions volumes in 2012**

- 2.2 billion of acquiring transactions
- 51 million of credit and debit cards
- 568 million of remote payment
- Over 1 million terminals

**worldline**  
e-payment services

**A leading position**

- N° 1 Commercial acquirer in Benelux
- N° 1 e-Commerce payment provider in France
- N° 1 POS acceptance platform in Germany
- N° 1 Issuing processing in Germany
- N° 1 POS Terminal provider in the Netherlands
- N° 1 DCC acquiring provider in India
- Leading Issuing solution provider in Asia



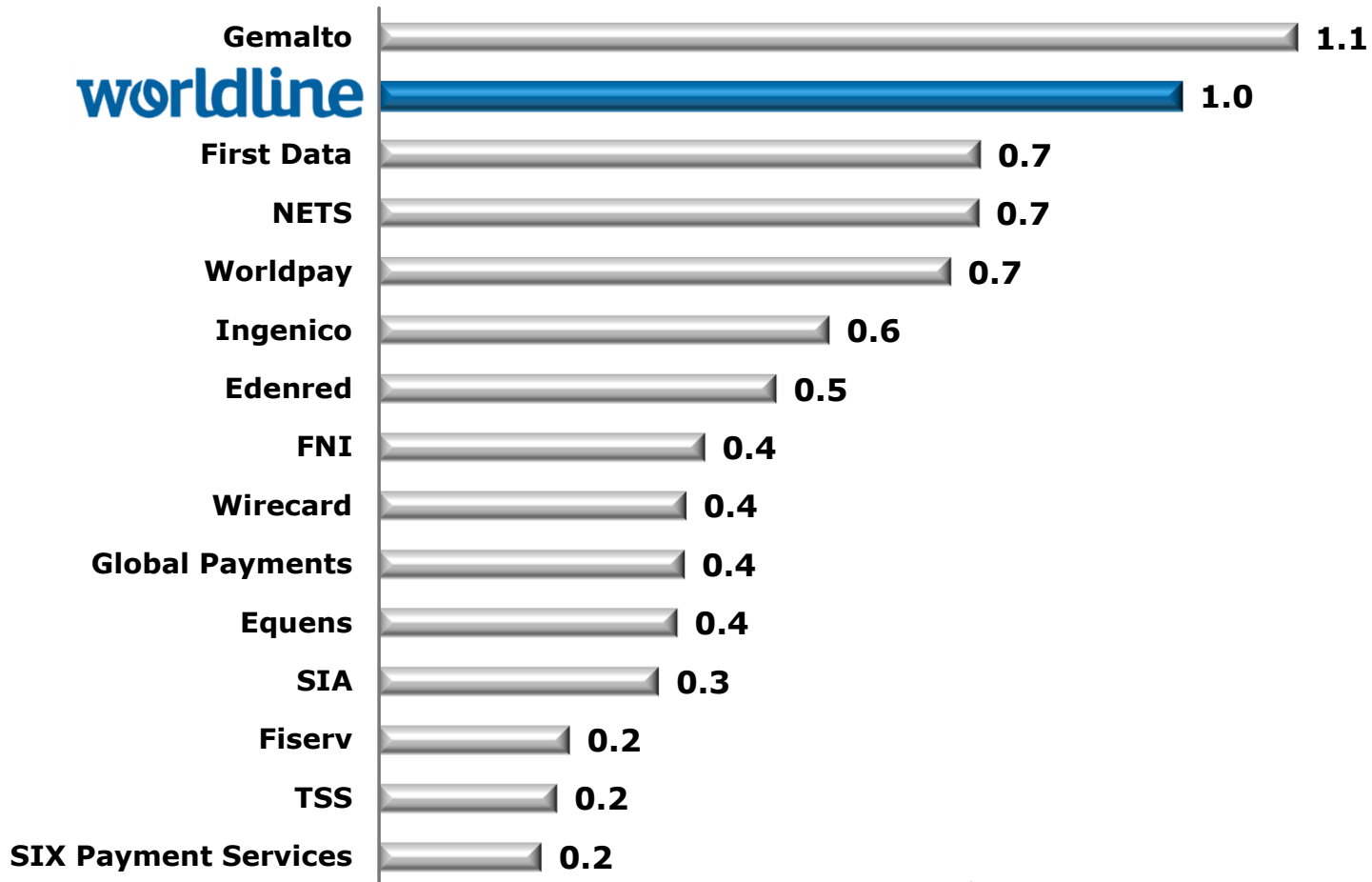
**Digital transactions volumes in 2012**

- 2.2 billion calls (IRV & contact centers)
- 3 billion SMS (Short Message Services), +85 percent growth compared to 2011
- 68 million email boxes

# worldline : revenue vs. peers

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## ► Estimated revenue in Europe (in EUR billion)



Sources: Atos, companies, analysts consensus

## Worldline carve-out completed as a first step for its development

- ▶ **A client-centric organization centered around e-payment and payment related services**
- ▶ **Unique end-to-end positioning in the payment value chain**
- ▶ **Worldline positioned as Europe's leading payment player with industrial processing capacities**
- ▶ **More strategic and financial flexibility through the carve-out for being a consolidator in the fragmented European landscape**

## Strong growth opportunities

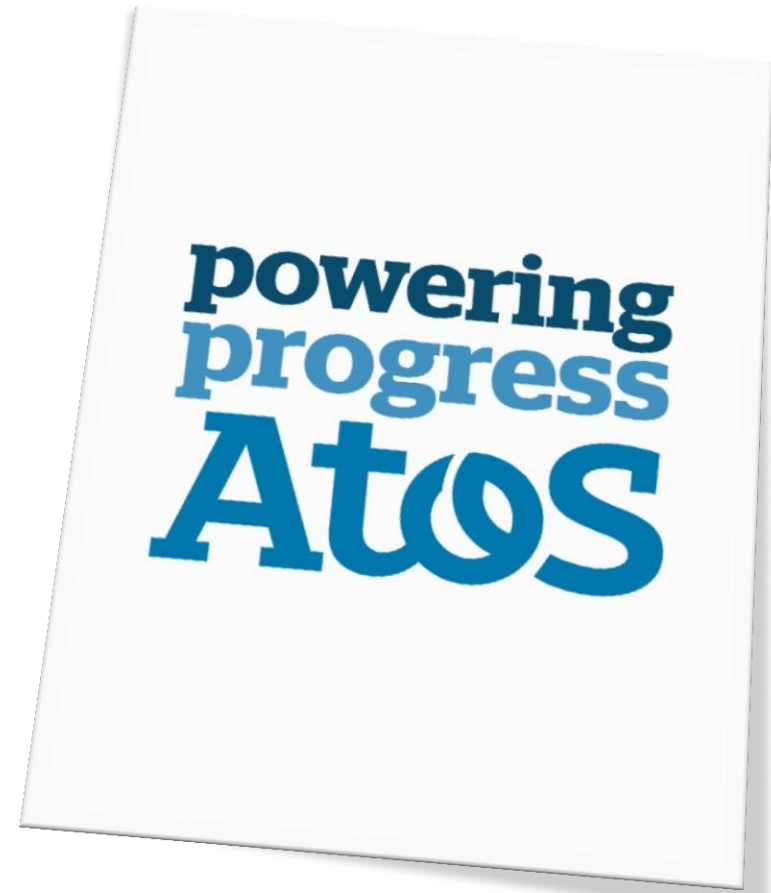
- ▶ **Structural number of transactions growth**
- ▶ **Regulation changes opportunities**
- ▶ **Continuous investment in innovation thanks to a strong R&D capability to benefit from new usages**

**Worldline has a unique positioning to take advantage of the fast changing payment landscape**



## **Q&A session**

# From Questions to Answers



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## Thank you

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