

- » BOOST PERFORMANCE
- » REDUCE COST
- » INCREASE AGILITY
- » ENHANCE CRM
- » SHORTEN TIME TO MARKET
- » DRIVE INNOVATION
- » IMPROVE EFFICIENCY
- » INCREASE ADAPTIVITY
- » ENABLE BUSINESS TRANSPARENCY
- » ENSURE REGULATORY COMPLIANCE



CONSULTING > SOLUTIONS > OUTSOURCING

## Atos Origin First half 2010 results Management Conference call

*Paris, 28 July 2010*

# Disclaimers



- » This presentation contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability for 2010. Actual events or results may differ from those described in this presentation due to a number of risks and uncertainties that are described within the 2009 annual report filed with the Autorités des Marchés Financiers (AMF) on 1 April 2010 as a Document de Référence under the registration number : D10-0199.
- » All definitions used in this document are in the last Annual Report on the Atos Origin website
- » Operating margins by Global Business Units and by service line exclude Corporate central costs
- » New segmentation presented by Global Business Units following the first application of IFRS 8
- » Global Business Units include **France**, **United Kingdom**, **Benelux** (The Netherlands, Belgium and Luxembourg), **Atos Worldline** (French, German and Belgium subsidiaries), **GCEMA** (Germany Central Europe with Austria, Poland, and Mediterranean countries and Africa which include South Africa, Greece, Turkey and Switzerland), **Spain** and **Other countries** (South America including Argentina, Brazil and Columbia, Asia Pacific including China, Hong Kong, Singapore, Malaysia, Indonesia, Taiwan, and Japan, as well as North America, India, Major Events, Morocco and Middle East with Dubai).

# H1 2010 – Highlights



## H1 results in line with annual objectives

- » Revenue: **EUR 2,494 million**, a - 4.6% organic decrease (-3.5% excluding Arcandor)
- » Operating Margin:
  - With the new French business tax recorded in Income Tax, **EUR 150 million** representing 6.0 per cent of revenue
  - **EUR 141 million** at 5.7% of revenue compared to 4.6% in H1 2009
- » Net debt at **EUR 119 million** after EUR 54 million cash out for acquisitions, compared to EUR 139 million net debt position at the end of 2009

## Commercial activity

- » Order entry at EUR 2,844 million and Book to bill ratio at 114%
- » Full backlog at EUR 7.3 billion compared to EUR 6.9 billion at end of December 2009

## TOP Program is delivering

- » Projects to stimulate sales underway
- » Reduction of non-personnel costs and Lean productivity gains
- » All Parisian offices will have moved to Bezons by the end of August 2010
- » Strong focus on cash management
- » Well Being At Work programs

## Focus on building the future

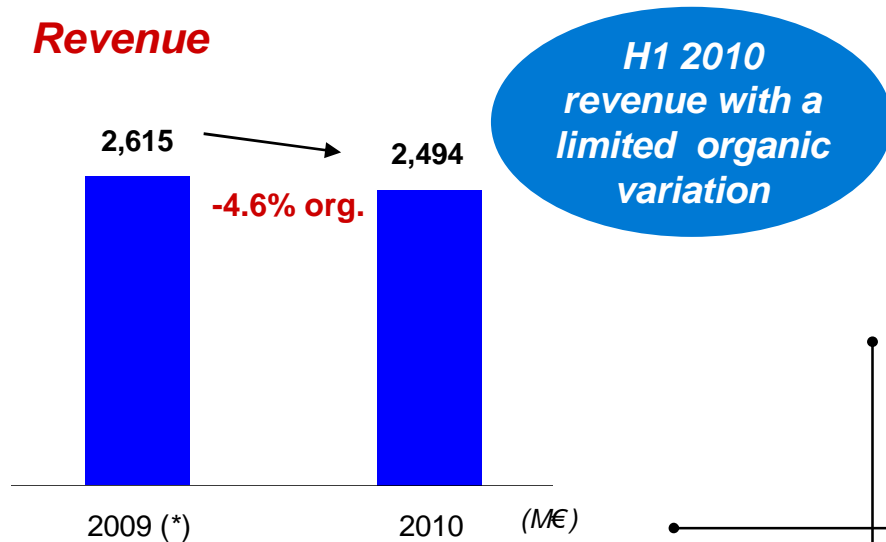
- » Hi-Tech Transactional Services roll out
- » Creation of a new subsidiary Atos WorldGrid in the Smart Energy
- » Launch of innovative offerings in Smart Mobility

# H1 2010 – Financial Highlights and KPI's

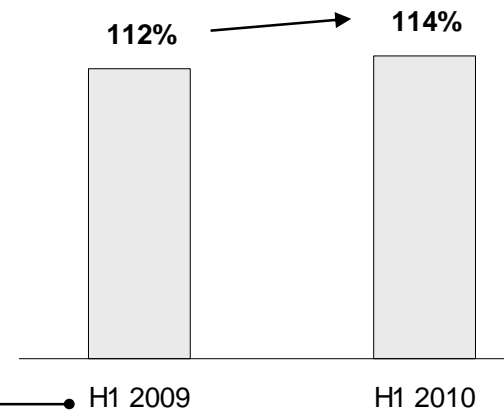


(\*) Proforma figures: Constant scope and FX rates

## Revenue

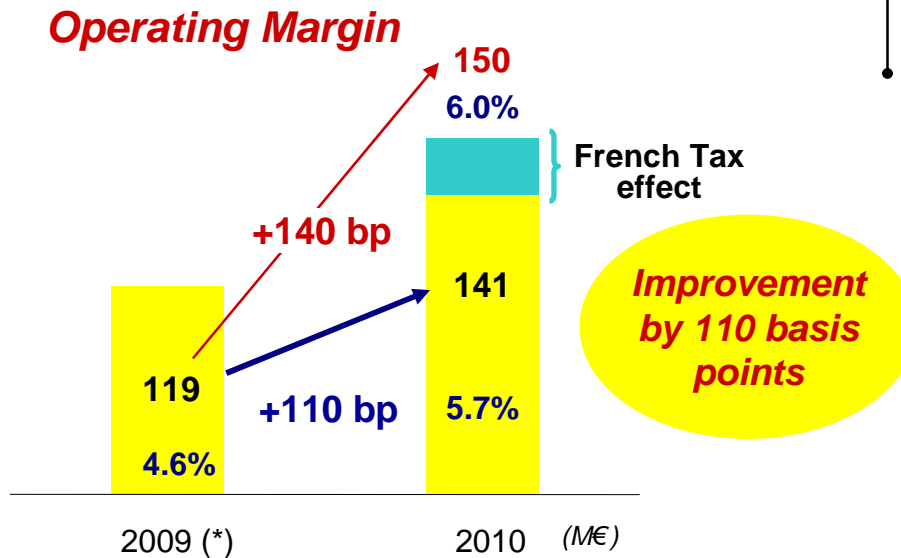


## Commercial activity:

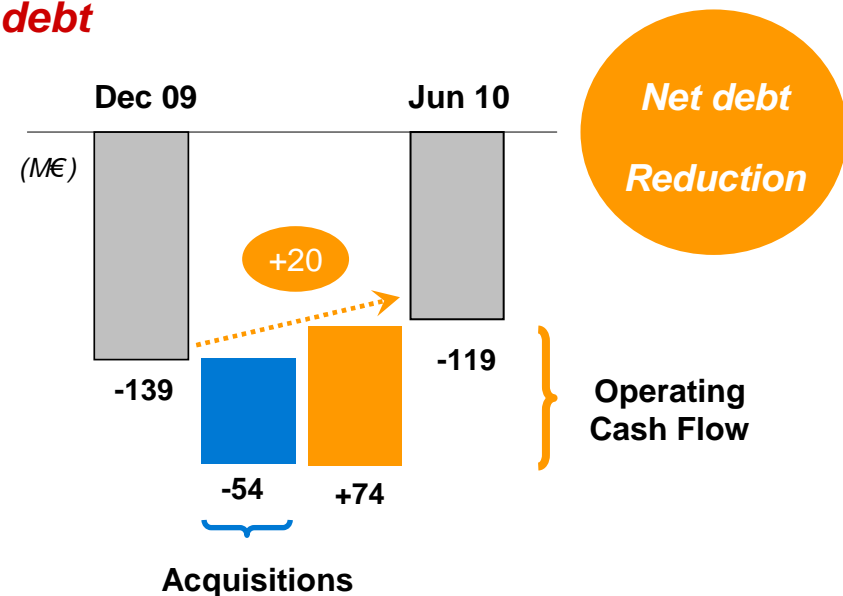


*Book-to-Bill Ratio slightly up*

## Operating Margin



## Net debt



# Agenda

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- » **H1 2010 Business overview**
- » H1 2010 Performance
- » Dynamics of the strategy
- » 2010 Outlook

## Some customers' contracts won in Q2 2010



### » In France

Customers	Service Line	Deals
Dalkia	MS	New contract: to host, manage, transform and optimize the customer IT
Payroll Outsourcing company	MS	Renewal: Network and servers administration & housing for payroll management
French Ministries	SI/MS	New signature: Build and roll-out of the non classified mail management system

### » In The Netherlands

Customers	Service Line	Deals
Leading oilfield services provider	MS	Renewal: Complex data center outsourcing with servers virtualization
EPZ – Nuclear plant	MS	Renewal: Outsourcing contract
Philips	MS	New signature : Implementation of Microsoft Identify management services

### » In Atos Worldline

Customers	Service Line	Deals
LBBW	HTTS	Renewal: Card Payment Services in Germany
LandesBank Berlin	HTTS	Renewal: Card Payment Services in Germany
Bayern Card Services	HTTS	Renewal: Card Payment Services in Germany
Altadis	HTTS	New signature: Management and tracking application for parcels in France

## Some customers' contracts won in Q2 2010



### » In the UK

Customers	Service Line	Deals
UK Ministries	BPO	New signature – Installed base migration
Northern Foods	SI	New signature – Enable the customer to reduce the costs of IT operations
Manufacturing company	SI	New signature – IT hosting services for SAP, Siebel for back office functions
Retail company	MS	Renewal – Run the business account card scheme for transparent cost control

### » Other countries

Customers	Service Line	Deals
Agencia de Informatica (Spain)	SI	New signature – Maintenance and evolution of legacy corporate systems
FHLB – ADM/ Datacenter	MS	New signature in Financial Services – North America
Leading oilfield services provider	MS	Renewal – Outsourcing contract in North America
Caja Madrid Infoservicios	SI	Renewal – Project development contract in Spain

# Commercial Activity



- » Total order entry reached EUR 2,844 billion, representing a book to bill ratio at 114%, slightly above first half 2009

Book to Bill	Total Group	Consulting	Systems Integration	Managed Services	HTTS
H1 2010	114%	125%	121%	102%	129%
Q2 2010	100%	116%	111%	77%	123%
Q1 2010	128%	133%	131%	128%	135%
H1 2009	112%	84%	102%	121%	141%

- » Full qualified pipeline at EUR 2.6 billion compared to EUR 2.7 billion in June 2009
- » Full backlog at EUR 7.3 billion compared to EUR 6.9 billion at end of December 2009



# Agenda

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- » H1 2010 Business overview
- » **H1 2010 Performance**
- » Dynamics of the strategy
- » 2010 Outlook

# H1 2010 revenue at - 4.6 per cent organic decline



<i>In Eur Million</i>	H1 2010	H1 2009	$\Delta\%$
<b>Revenue</b>	<b>2,494</b>	2,589	-3.7%
Exchange rates impact		26	
<b>Revenue at constant scope and exchange rates</b>	<b>2,494</b>	2,615	-4.6%

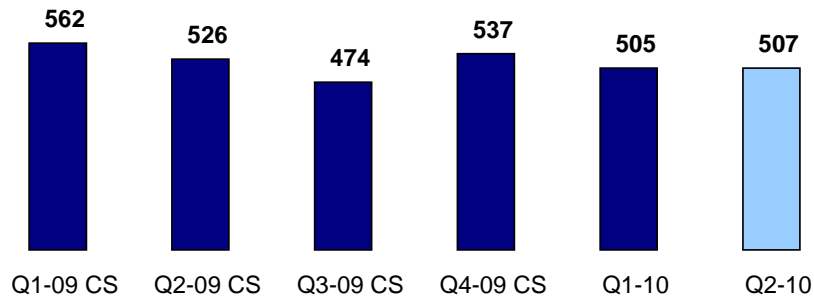
# Quarterly revenue evolution (\*)



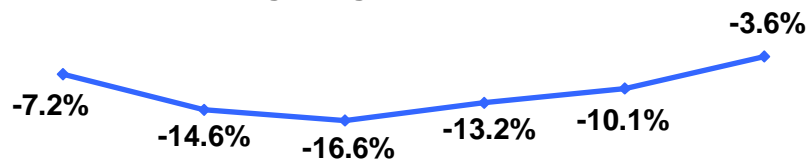
(\*) Figures at constant scope and exchange rates

## Consulting, Systems Integration

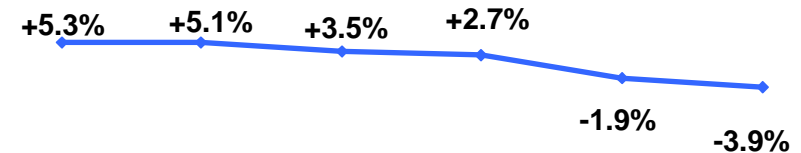
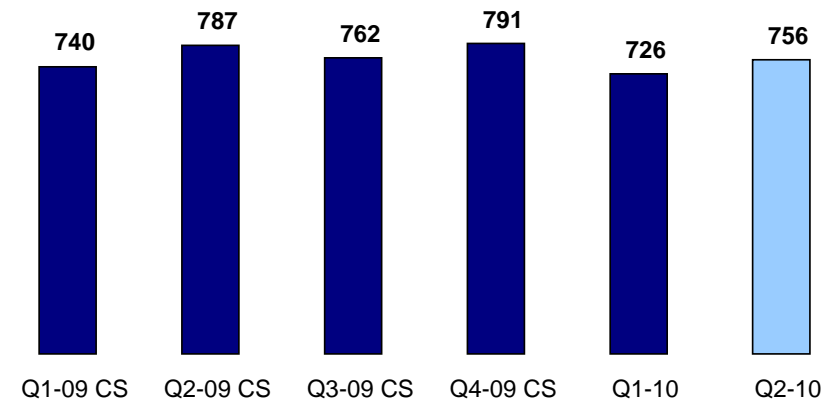
(in EUR Million)



### Organic growth



## Managed Services, HTTS, Medical BPO



» Cyclical activities are stabilizing

» Managed services suffered from Arcandor effect and a lack of cross-selling

# H1 2010 Performance by Service Line



In Eur Million	Revenue			Operating Margin		Operating Margin %	
	H1 2010	H1 2009 proforma	% organic growth	H1 2010	H1 2009 proforma	H1 2010	H1 2009 proforma
Managed Services	903	963	-6.2%	63.3	33.2	7.0%	3.4%
Systems Integration	902	955	-5.6%	33.2	37.7	3.7%	3.9%
HTTS	499	488	+2.2%	79.6	71.8	15.9%	14.7%
Consulting	110	132	-17.0%	-3.1	1.6	-2.8%	1.2%
Medical BPO	80	76	+5.1%	8.4	8.6	10.6%	11.3%
Corporate Central (*)				-31.4	-33.9	-1.3%	-1.3%
<b>Total Group</b>	<b>2,494</b>	<b>2,615</b>	<b>-4.6%</b>	<b>150.1</b>	<b>119.0</b>	<b>6.0%</b>	<b>4.6%</b>

Organic growth: at constant scope and exchange rates

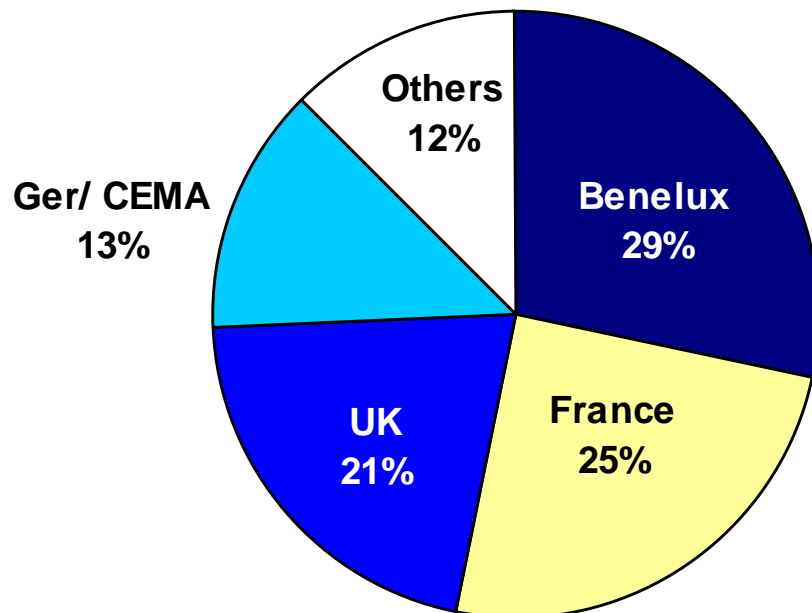
(\*) Corporate central exclude Global Service lines costs allocated to the Service lines

- » Strong improvement of operating margin in Managed Services
- » Margin stabilized in Systems Integration despite revenue decrease

# Managed Services



<i>In Eur Million</i>	H1 2010	H1 2009 proforma	% Organic
Revenue	903	963	-6.2%
Operating margin	63.3	33.2	+91%
<i>Operating margin rate</i>	<i>7.0%</i>	3.4%	+356 bp
<i>Headcount</i>	Jun-10	Dec-09	<i>Change (%)</i>
At end of the month	16,131	16,305	-1%



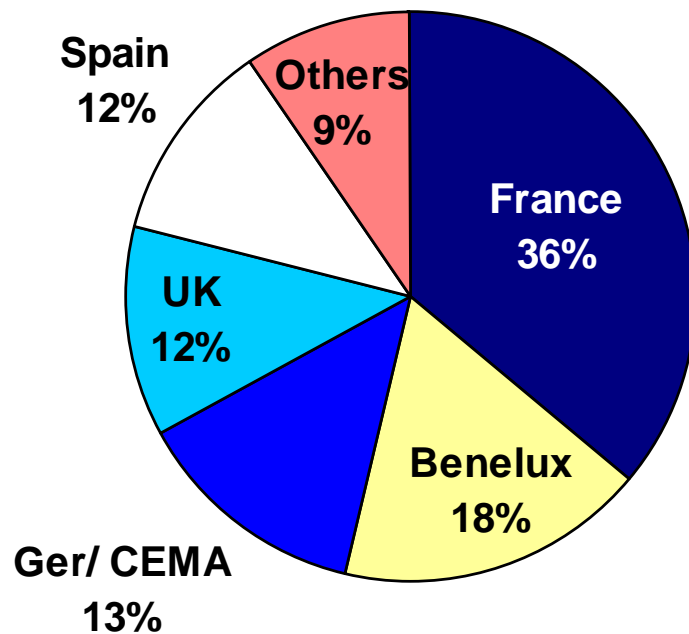
# Systems Integration



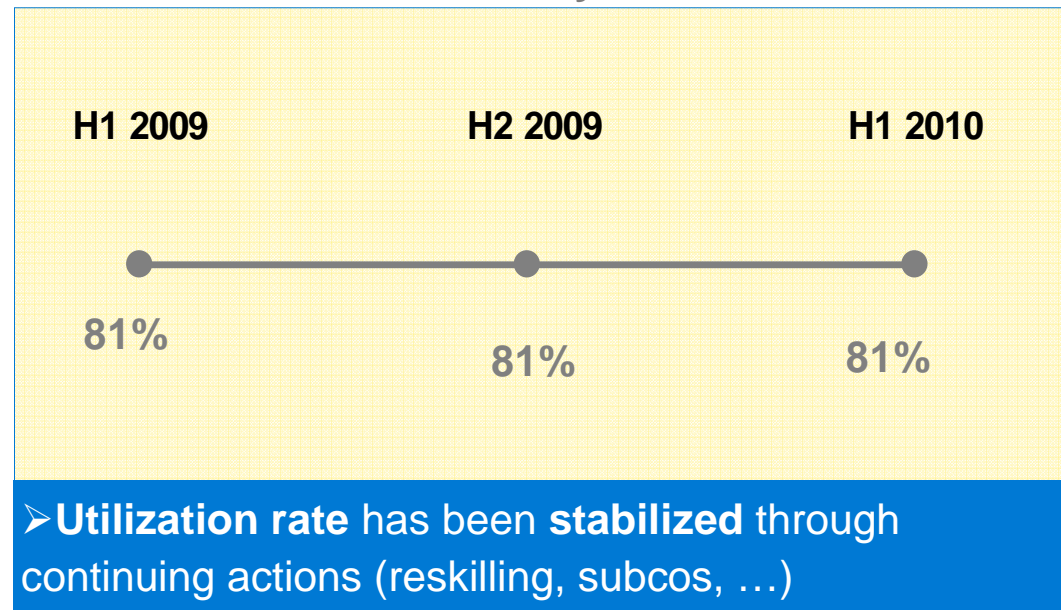
<i>In Eur Million</i>	H1 2010	H1 2009 proforma	% Organic
Revenue	902	955	-5.6%
Operating margin	33.2	37.7	-12%
Operating margin rate	3.7%	3.9%	-26 bp

<i>Headcount</i>	Jun-10	Dec-09	Change (%)
At end of the month	21,949	22,647	-3%



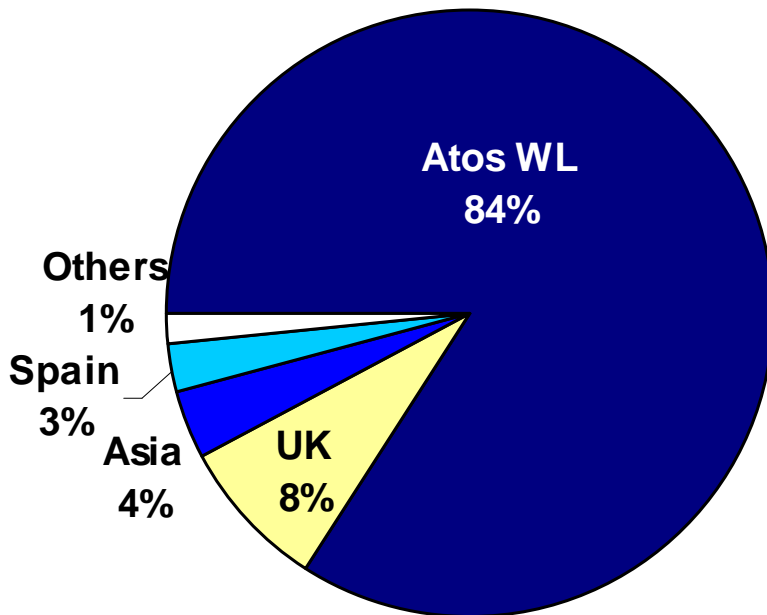
Utilization rate evolution by semester



# Hi-Tech Transactional Services



<i>In Eur Million</i>	H1 2010	H1 2009 proforma	% Organic
Revenue	499	488	+2.2%
Operating margin	79.6	71.8	+11%
<i>Operating margin rate</i>	15.9%	14.7%	+123 bp
<i>Headcount</i>	Jun-10	Dec-09	Change (%)
At end of the month	5,896	5,771	+2%



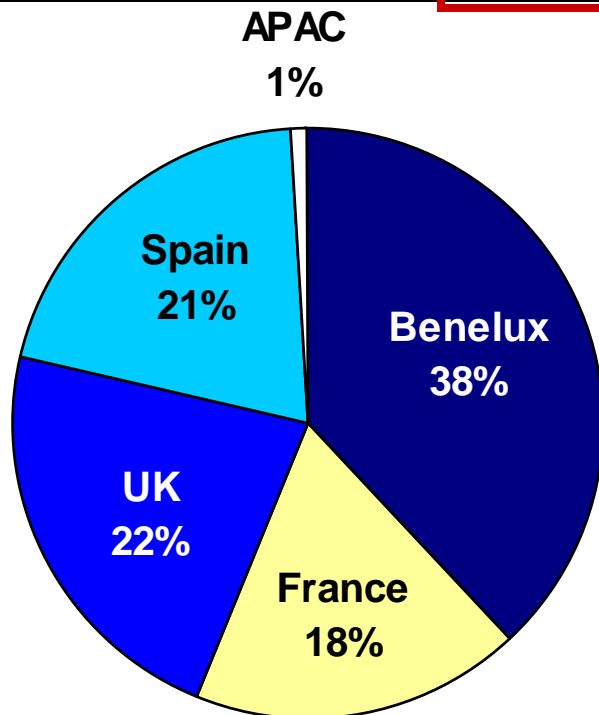
# Consulting



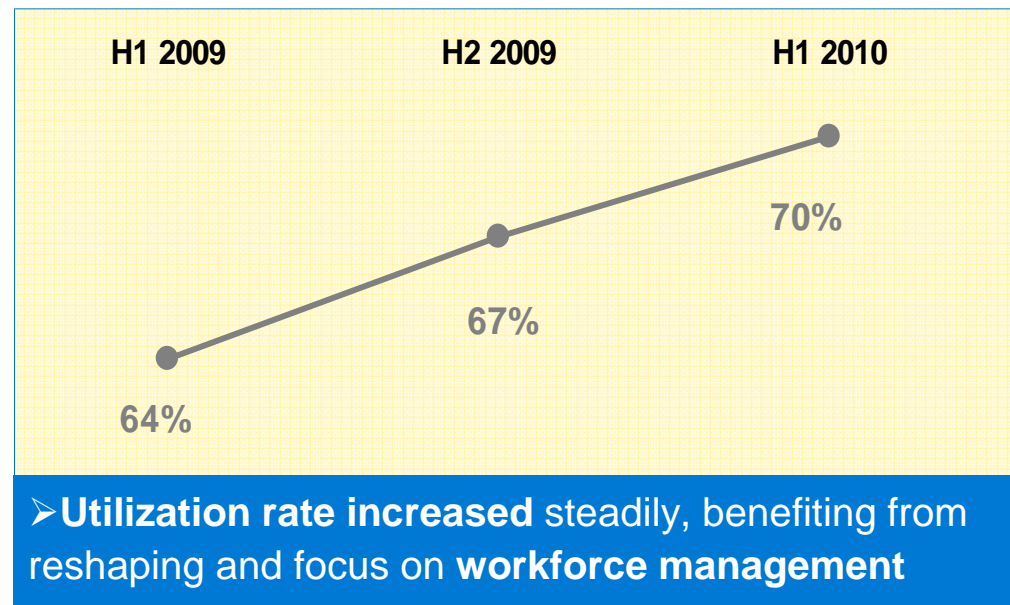
<i>In Eur Million</i>	H1 2010	H1 2009 proforma	% Organic
Revenue	110	132	-17.0%
Operating margin	-3.1	1.6	-293%
<i>Operating margin rate</i>	<b>-2.8%</b>	1.2%	-398 bp

<i>Headcount</i>	Jun-10	Dec-09	Change (%)
At end of the month	<b>1,919</b>	2,070	-7%



Utilization rate evolution by semester

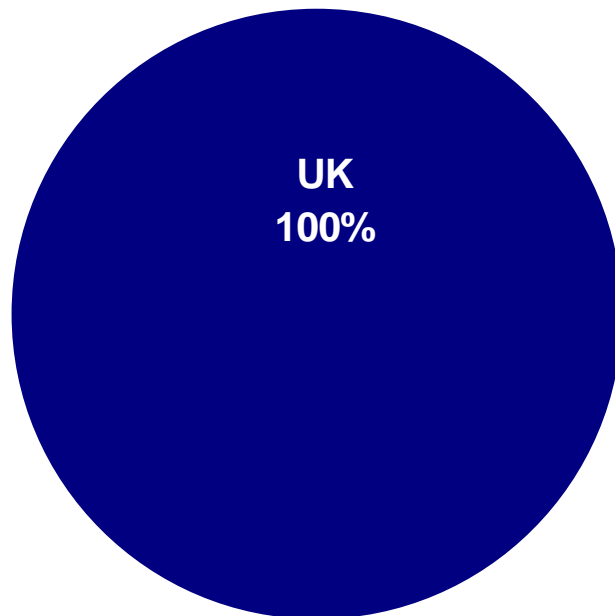




# Medical BPO



<i>In Eur Million</i>	H1 2010	H1 2009 proforma	% Organic
Revenue	80	76	+5.1%
Operating margin	8.4	8.6	-2%
<i>Operating margin rate</i>	<i>10.6%</i>	11.3%	-74 bp
<i>Headcount</i>	Jun-10	Dec-09	Change (%)
At end of the month	1,931	1,879	+3%



# H1 2010 Performance by Global Business Unit



In € Million	Revenue			Operating Margin		Operating Margin %	
	H1 2010	H1 2009 proforma	% organic growth	H1 2010	H1 2009 proforma	H1 2010	H1 2009 proforma
France	573	573	+0.1%	17.6	22.1	3.1%	3.9%
Benelux	459	517	-11.2%	42.8	34.4	9.3%	6.7%
United Kingdom	442	458	-3.6%	36.2	37.5	8.2%	8.2%
Atos Worldline	420	416	+0.9%	69.7	61.2	16.6%	14.7%
Germany/ CEMA	241	288	-16.3%	10.9	4.2	4.5%	1.5%
Spain	158	175	-9.5%	-9.3	5.0	-5.9%	2.9%
Other countries	200	188	+6.7%	21.5	2.9	10.8%	1.6%
Corporate costs (*)				-39.5	-48.3	-1.6%	-1.8%
<b>Total Group</b>	<b>2,494</b>	<b>2,615</b>	<b>-4.6%</b>	<b>150.1</b>	<b>119.0</b>	<b>6.0%</b>	<b>4.6%</b>

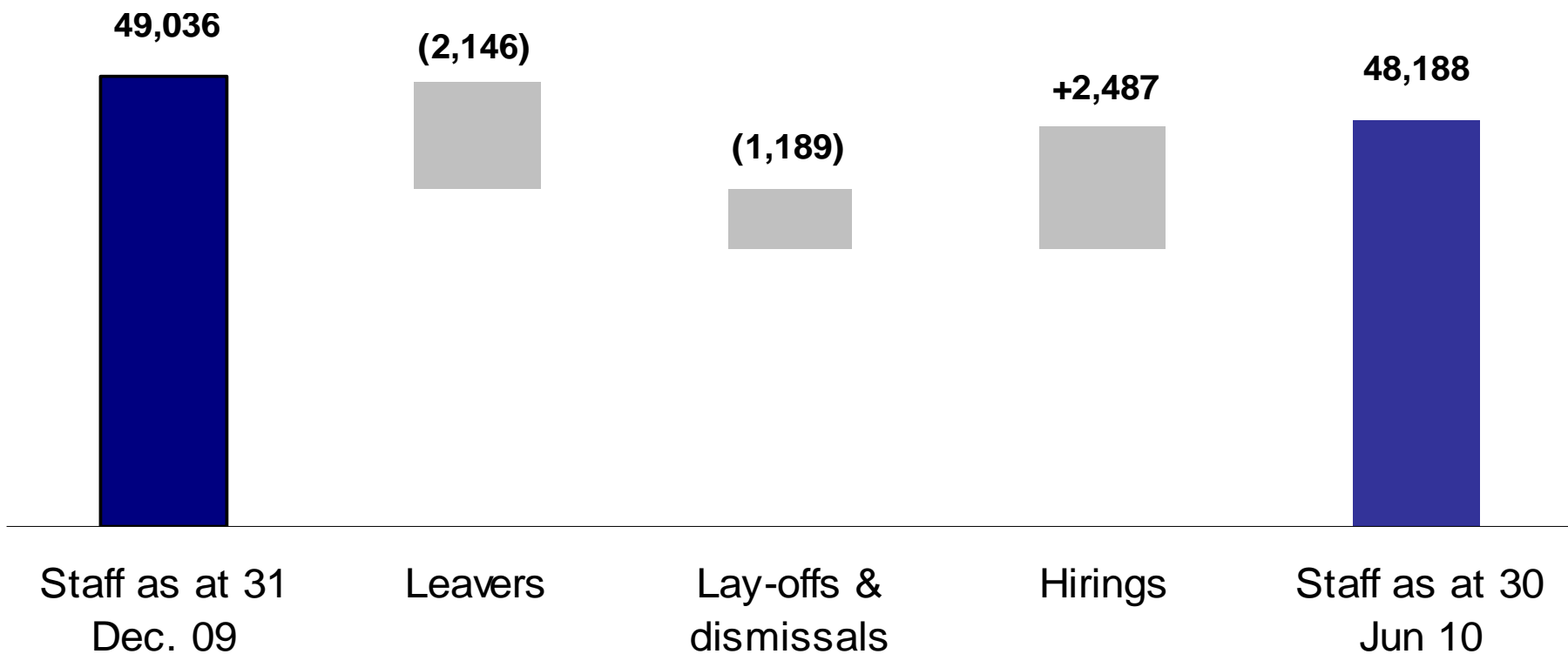
Organic growth: at constant scope and exchange rates

(\*) Corporate costs include Global Service lines costs not allocated to the Global Business Units

# Headcount evolution



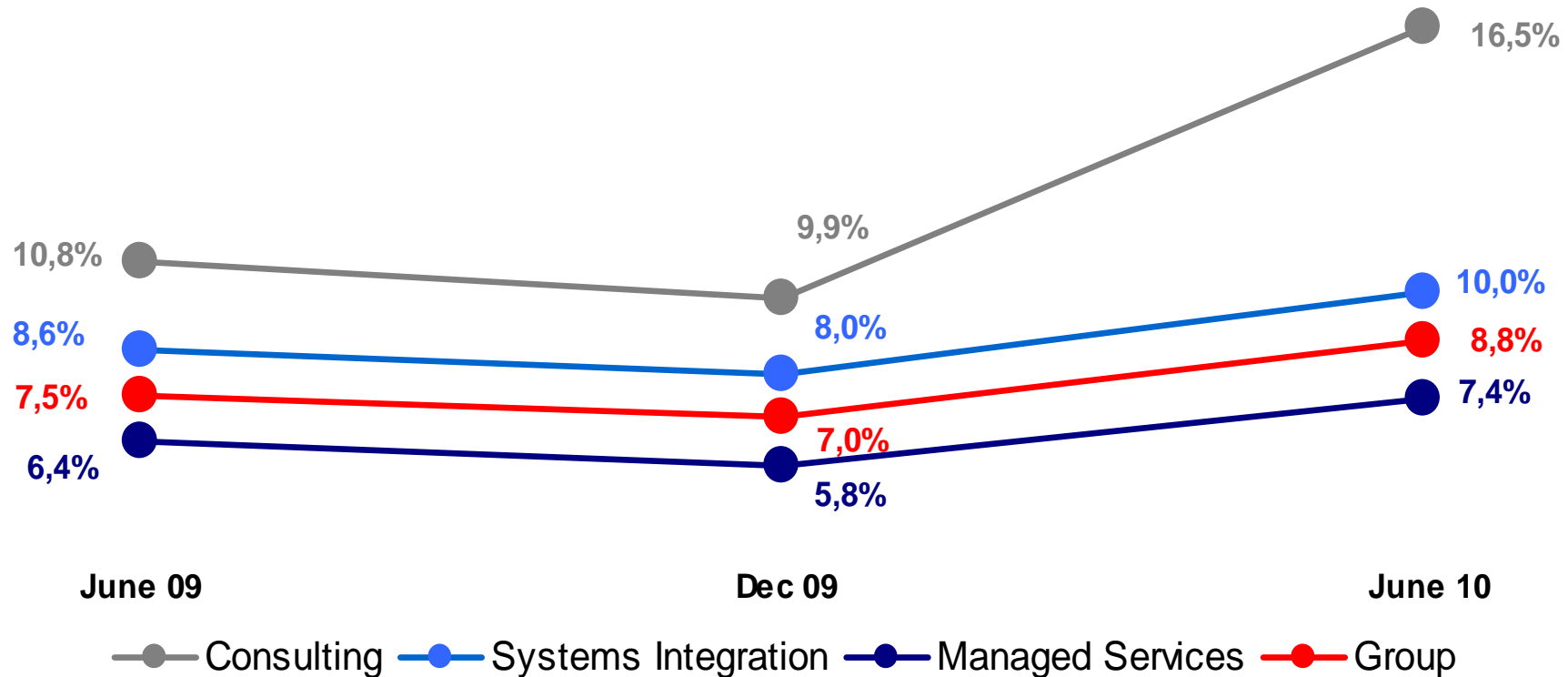
- » Decrease of direct staff to stick to the evolution of activity
- » Decrease in indirect staff as an effect of restructuring to reduce cost base (TOP program)
- » Hiring: +2,500 new employees



# Attrition rate by Service Line



- » Stable level at Group level
- » Attrition in consulting is traditionally higher than for other activities



# Staff by Global Business Unit



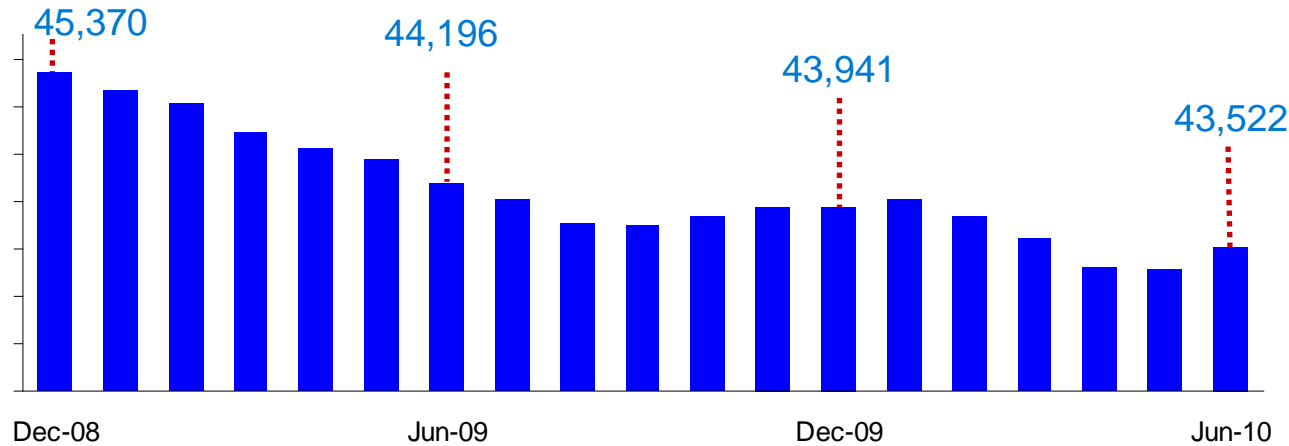
(in units)	Closing Jun 2010	Closing Dec 2009	Change since opening	
<b>France</b>	11,583	11,954	(371)	-3.1%
<b>Benelux</b>	7,230	7,750	(520)	-6.7%
<b>United Kingdom</b>	6,399	6,269	+130	+2.1%
<b>Atos Worldline</b>	4,817	4,804	+13	+0.3%
<b>Germany/ CEMA</b>	3,628	3,746	(118)	-3.2%
<b>Spain</b>	5,527	5,668	(141)	-2.5%
<b>Other countries</b>	8,642	8,481	+161	+1.9%
<b>Corporate (*)</b>	215	214	+1	+0.5%
<b>Shared Service Center (Poland)</b>	147	150	(3)	-2.0%
<b>Total Group</b>	<b>48,188</b>	<b>49,036</b>	<b>(848)</b>	<b>-1.7%</b>

(\*) Corporate includes General Management, Group Support Functions, and Global Service Lines

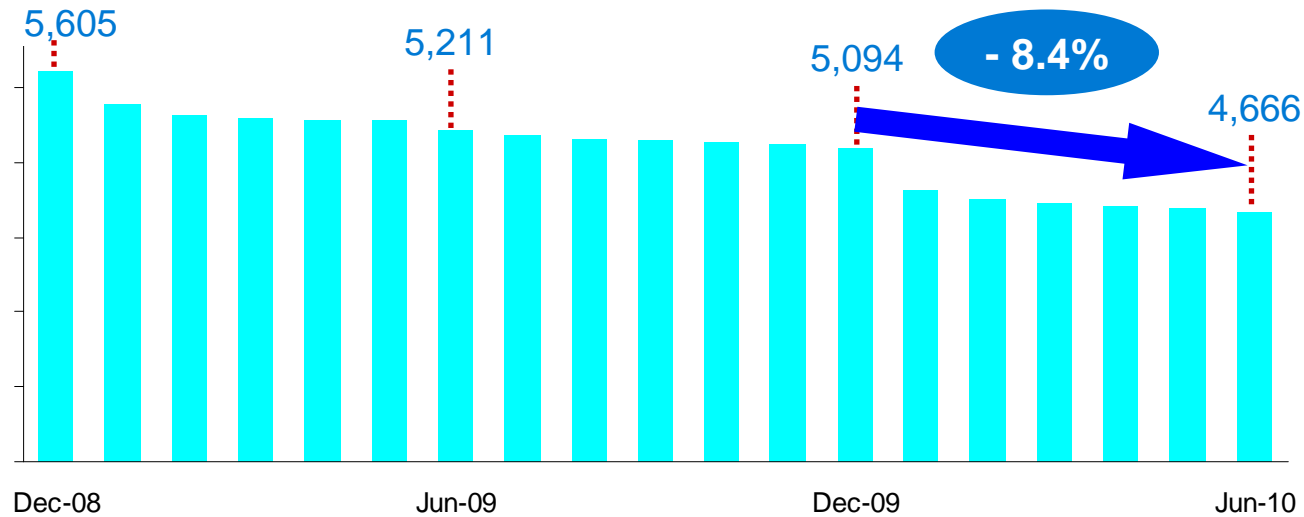
# Evolution of headcount since January 2008



## » Direct staff stabilized since April



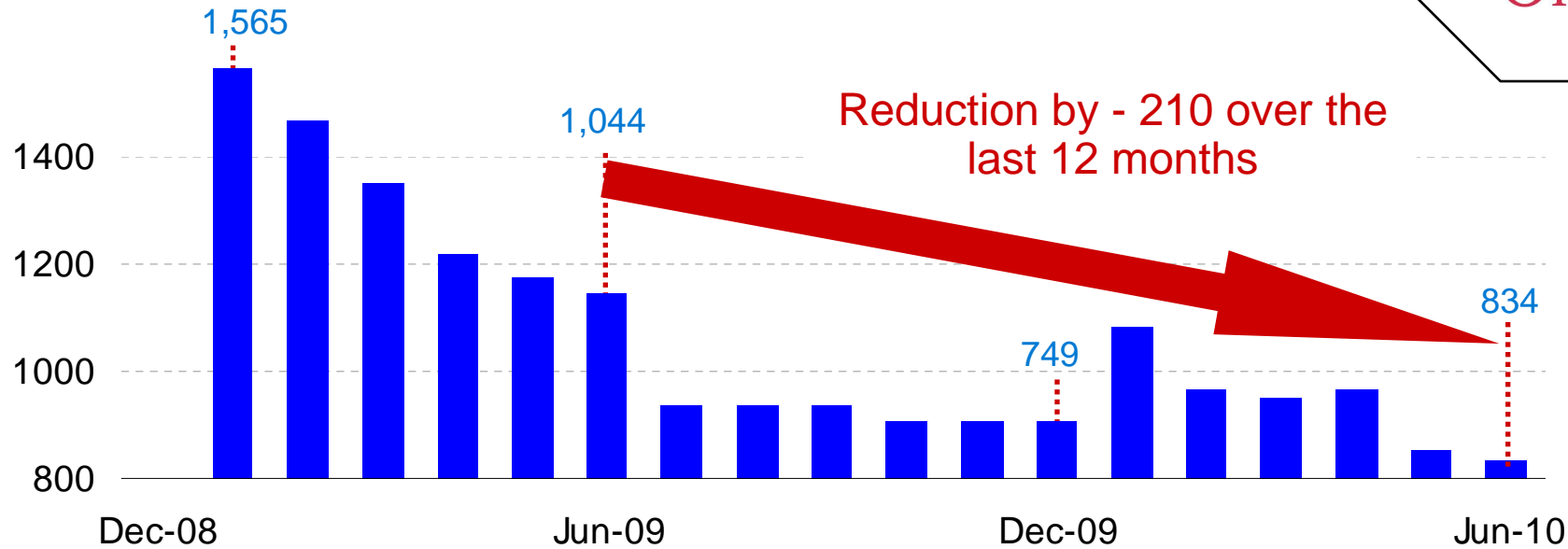
## » Indirect staff decrease



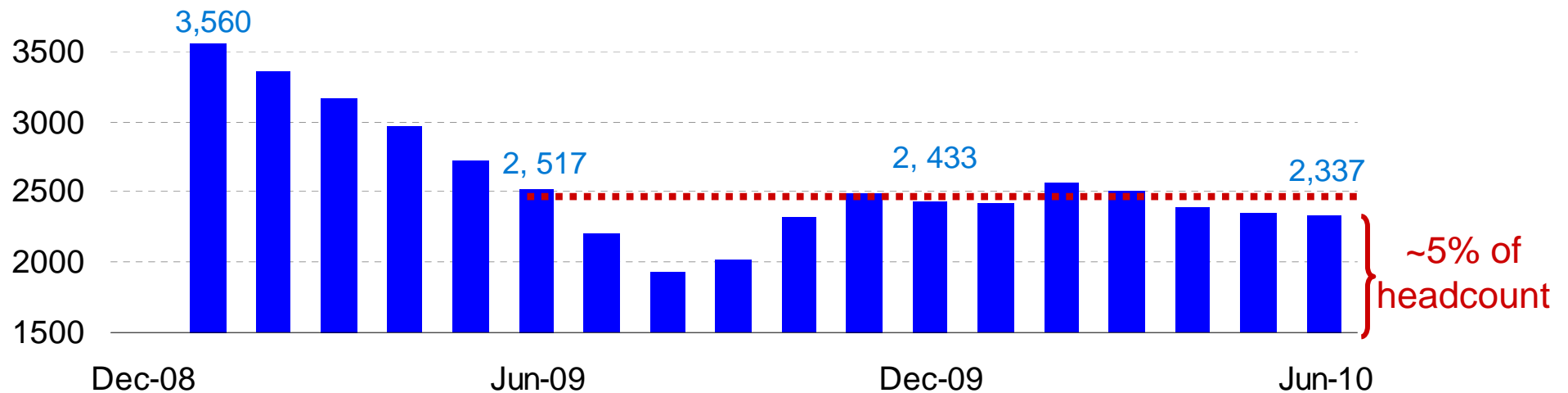
# Workforce management



» **Bench reduction** is always a priority for Atos Origin



» **External subcontractors** level stabilized - level below 5% of total headcount



# Offshore staff as of 30 June 2010



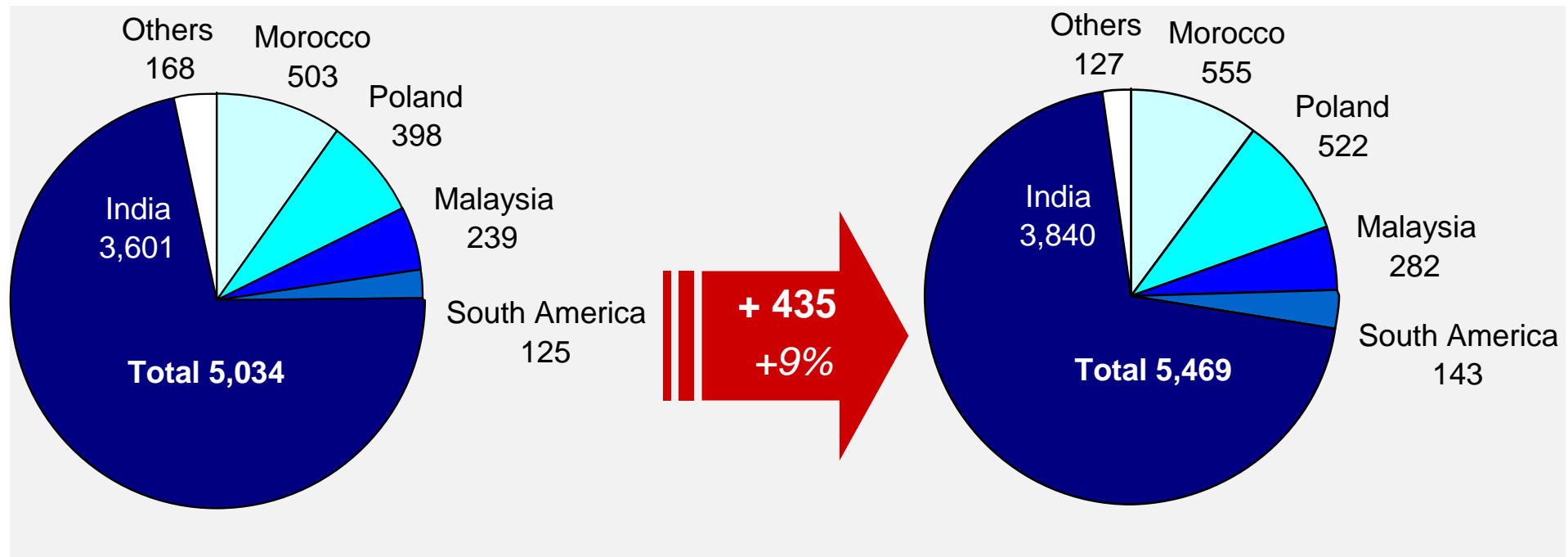
## » Offshore recruitments:

- More than half of Group recruitments were made in offshore countries
- 884 hiring in the second quarter versus 478 in the first quarter

» Overall: **+435** staff increase in 6 months compares to **+518** in 12 months last year

» Staff in India: from 8 to 9 working hours a day

» Location : More than 70% of offshore staff in India



» December 2009

» June 2010



# Income statement



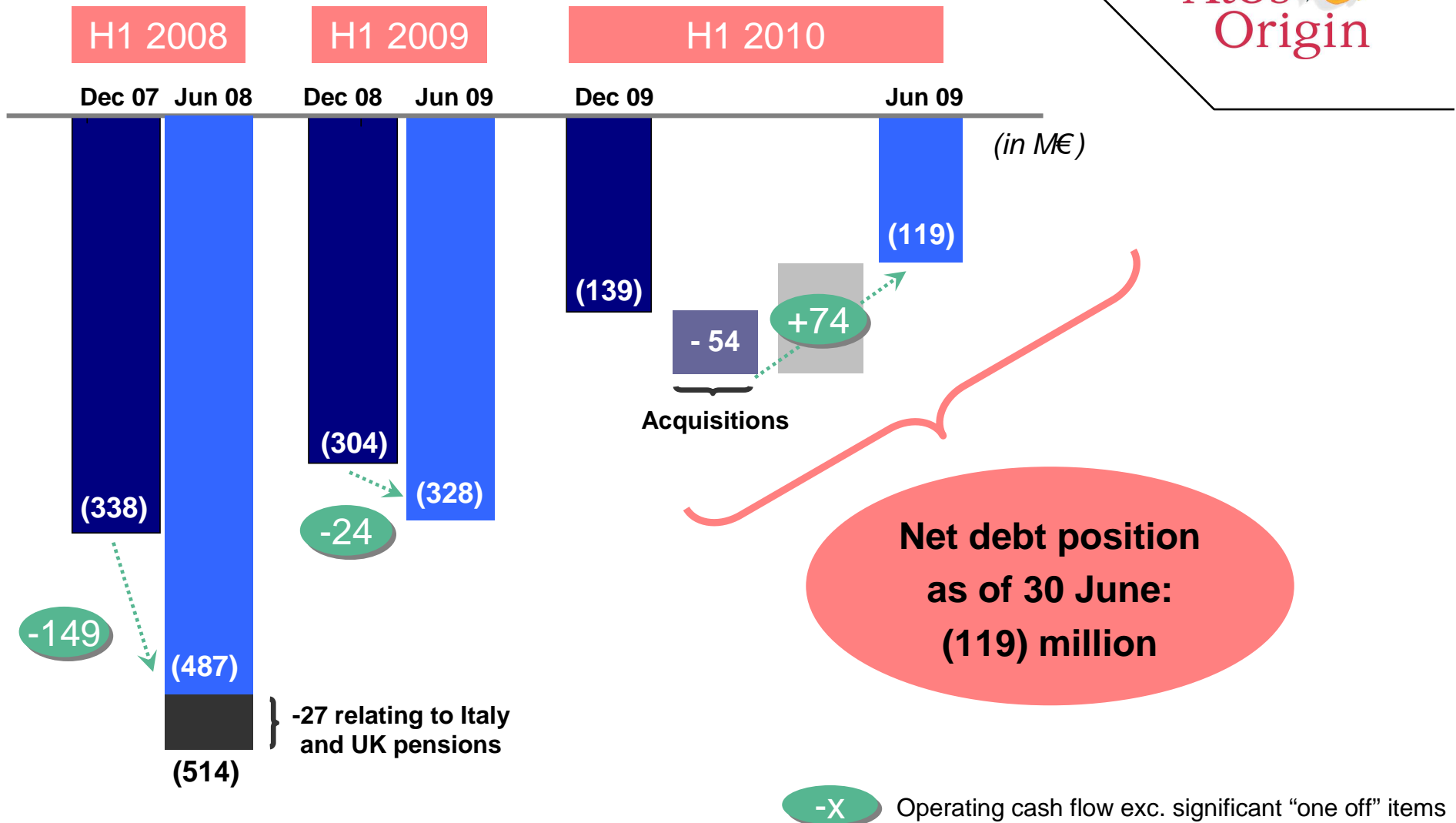
<i>(In EUR Millions)</i>	H1 2010	H1 2009
<b>Revenue</b>	<b>2,494</b>	<b>2,589</b>
<b>Operating Margin</b>	<b>150</b>	<b>118</b>
<i>% revenue</i>	6.0%	4.6%
Restructuring and rationalization	(30)	(75)
Capital gains on disposal of assets	(2)	(2)
Impairment losses and others	(23)	1
<b>Operating income</b>	<b>96</b>	<b>43</b>
<i>% revenue</i>	3.8%	1.6%
<b>Net financial expenses</b>	<b>(10)</b>	<b>(14)</b>
Income tax expenses	(24)	(8)
<b>Net income</b>	<b>62</b>	<b>20</b>
<b>Group Share</b>	<b>60</b>	<b>18</b>
<b>Minority interests and affiliates</b>	<b>2</b>	<b>2</b>

# Balance sheet



<i>In € Million</i>	<b>30 June 2010</b>	31 Dec 2009	<i>In € Million</i>	<b>30 June 2010</b>	31 Dec 2009
Goodwill	<b>1,556</b>	1,508	Shareholders Equity	<b>1,621</b>	1,551
Intangible assets	<b>77</b>	69	Equity of minority interests	<b>4</b>	11
Tangible assets	<b>395</b>	407	<b>Total Equity</b>	<b>1,625</b>	<b>1,562</b>
Non-current financial assets and instruments	<b>148</b>	221	Provision for pension	<b>423</b>	438
Deferred tax assets	<b>286</b>	249	Non current provisions	<b>114</b>	127
<b>Total non Current Assets</b>	<b>2,462</b>	<b>2,454</b>	Borrowings	<b>507</b>	483
Trade accounts and notes receivable	<b>1,345</b>	1,281	Other non-current liabilities	<b>77</b>	68
Cash and cash equivalents	<b>431</b>	535	<b>Total non Current Liabilities</b>	<b>1,121</b>	<b>1,116</b>
Other current assets	<b>223</b>	195	Trade accounts and notes payable	<b>528</b>	475
<b>Total Current Assets</b>	<b>1,999</b>	<b>2,011</b>	Other current liabilities	<b>1,187</b>	1,312
<b>Total Assets</b>	<b>4,461</b>	<b>4,465</b>	<b>Total Current Liabilities</b>	<b>1,715</b>	<b>1,787</b>
			<b>Total Liabilities</b>	<b>4,461</b>	<b>4,465</b>

# Operating cash flow evolution



➤ Strong increase of operating cash flow thanks to a higher OMDA, an improvement of the change in Working Capital and strict control of Capital Expenditure

# Cash flow statement



<i>(In EUR Million)</i>	<i>H1 2010</i>	<i>H1 2009</i>
<b>OMDA (*)</b>	<b>240</b>	<b>215</b>
Net capital Expenditures	(73)	(107)
Change in working capital	1	(38)
<b>Cash from Operations</b>	<b>169</b>	<b>70</b>
Taxes paid	(27)	(11)
Net costs of financial debt paid	(3)	(6)
Net interest of convertible bonds	(6)	
Reorganisation	(47)	(62)
Rationalisation	(22)	(7)
Net financial investments	(54)	(7)
Dividends paid	(4)	(4)
Other changes	15	3
<b>Net cash flow</b>	<b>20</b>	<b>(24)</b>
<b>Opening net debt</b>	<b>139</b>	<b>304</b>
<b>Closing net debt</b>	<b>119</b>	<b>328</b>

(\*) Operating Margin before Depreciation and Amortization

# Agenda

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- » H1 2010 Business overview
- » H1 2010 Performance
- » **Dynamics of the strategy**
- » 2010 Outlook

# Dynamics of the strategy



**GROUP TRANSFORMATION**

**Operating Margin Objective:**  
7 to 8%, catching up with competitors

**DEPLOYMENT OF HTTS, ENGINE OF GROUP DEVELOPMENT**

**Objective:**  
X 2  
Organically

- INNOVATION
- NEW DISTINCTIVE OFFERINGS
- TOPLINE GROWTH / CONSOLIDATE MARKET POSITIONING

» *Supported by acquisitions*

# TOP, a dynamic transformation program: 30 global initiatives within the Group



## Non personal cost base reduction

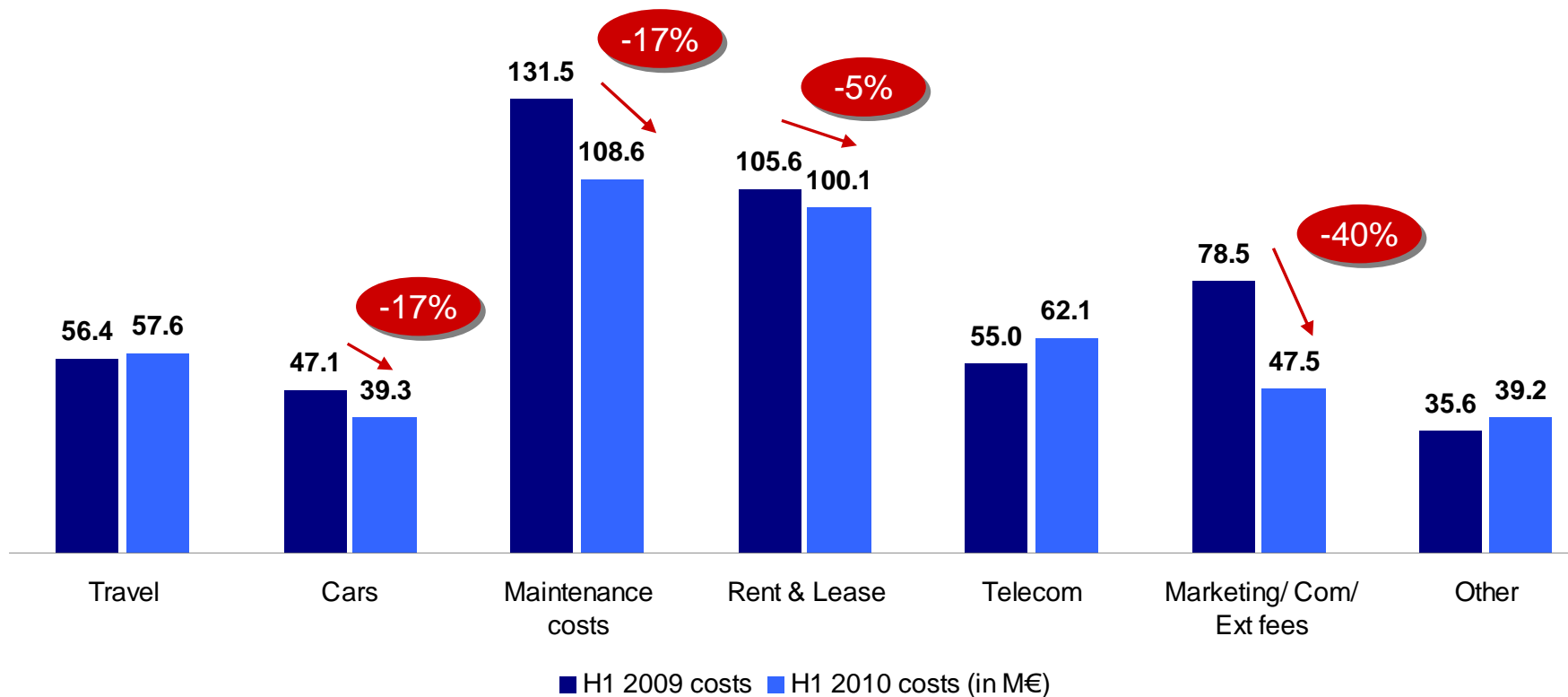


» Main items have been:

» Maintenance costs: decreased by -17%

» Cars related expense: decreased by -17%

» Over H2 2010, still room for Telecom savings



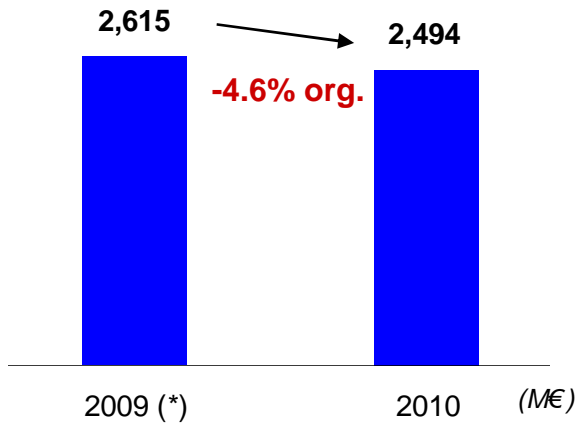


# Personal costs comparison versus H1 2009



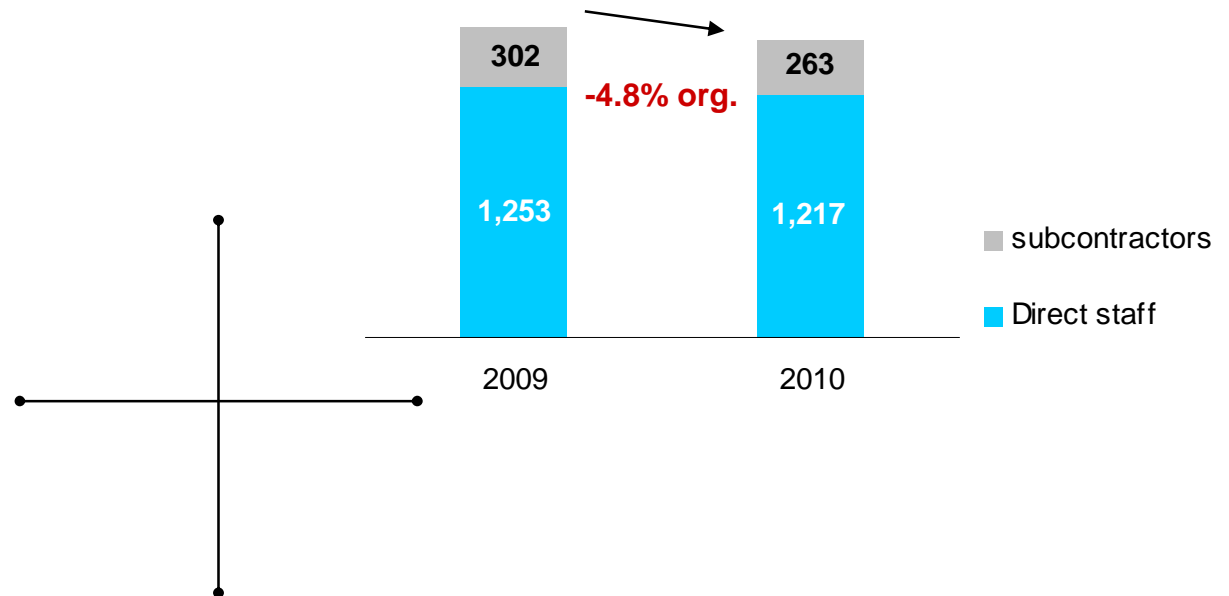
## Revenue proforma change

(in M€)



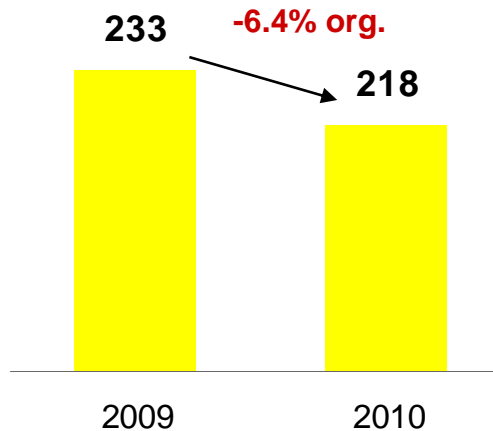
## Direct personal costs

(in M€)



## Indirect personal costs

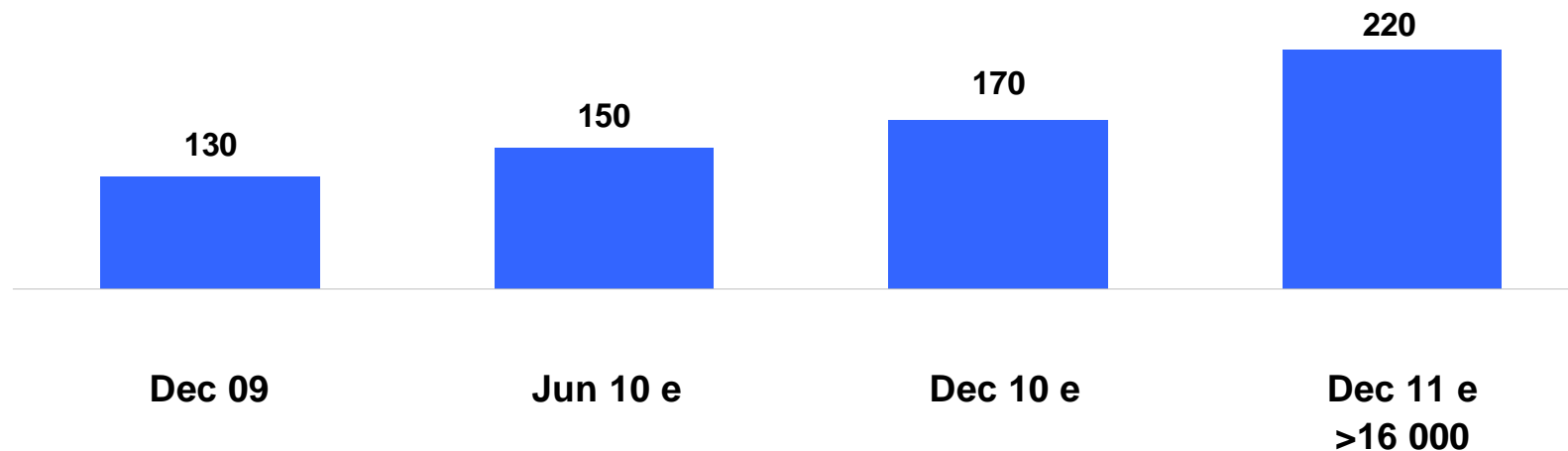
(in M€)



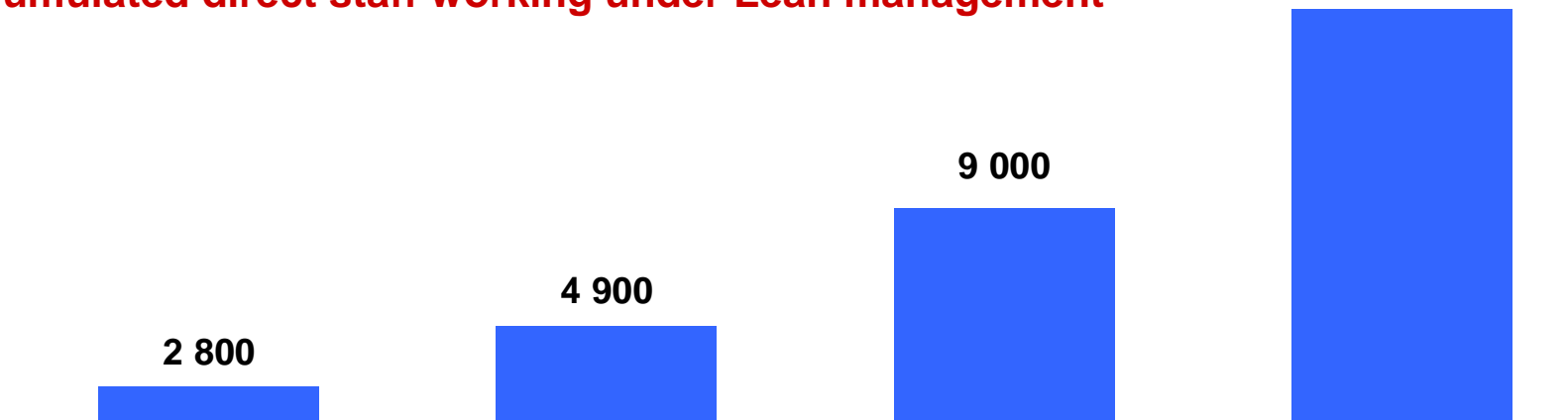
# Lean management: a key contributor to competitive gains



## » Number of AO Lean experts deployed



## » Cumulated direct staff working under Lean management



➤ 15 per cent productivity gain expected, and material Delivery Quality increase

# 5 TOP Sales initiatives to return to growth in 2011



# H1 achievements and H2 next steps



	H1 achievements	H2 next steps
<b>Top Sales 1 Sales Training</b>	<ul style="list-style-type: none"> <li>• 3,000 days of sales training have been delivered</li> </ul>	<ul style="list-style-type: none"> <li>• Complete training of 1,700 sales and sales support staff</li> </ul>
<b>Top Sales 2 Account planning</b>	<ul style="list-style-type: none"> <li>• Account planning methodology defined and roll-out to most significant accounts</li> <li>• Sales actions to return to growth have been identified</li> </ul>	<ul style="list-style-type: none"> <li>• Implement identified sales actions</li> <li>• Further roll-out methodology to cover all accounts</li> </ul>
<b>Top Sales 3 Bid Management</b>	<ul style="list-style-type: none"> <li>• Strategic deal team up and running with some major wins</li> <li>• Win Workshop methodology rolled-out on all significant deals</li> </ul>	<ul style="list-style-type: none"> <li>• Build a Sales Shared Service Center to support bid teams</li> </ul>
<b>Top Sales 4 Marketing</b>	<ul style="list-style-type: none"> <li>• Global Marketing organization up and running</li> <li>• H1 Sales campaigns delivered</li> </ul>	<ul style="list-style-type: none"> <li>• Deliver H2 Sales campaign to significantly increase pipeline</li> </ul>
<b>Top Sales 5 Professional Services</b>	<ul style="list-style-type: none"> <li>• Professional Services business model defined and implemented in France and NL with dedicated organization</li> </ul>	<ul style="list-style-type: none"> <li>• Deliver Professional Services External Revenue and Operating Margin improvement</li> </ul>

# Well Being at Work - first achievements

**Atos Campus is certified by the highest environment standards**



**Atos Campus Identity**

**Bezons showcase: the new Atos Campus!**



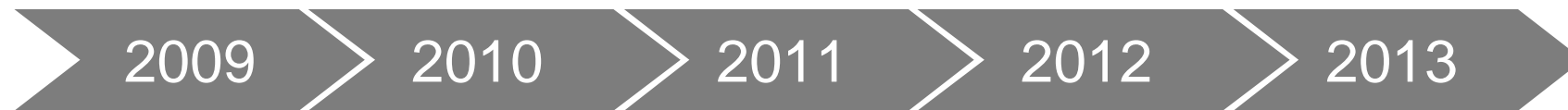
**1st Corporate Responsibility report GRI certified (May 2010)**



**UN Global Compact signature (July 2010)**



# Dynamics of the strategy



**GROUP TRANSFORMATION**

**Operating Margin Objective:**  
7 to 8%, catching up with competitors

**DEPLOYMENT OF HTTS, ENGINE OF GROUP DEVELOPMENT**

**Objective:**  
X 2 Organically

- INNOVATION
- NEW DISTINCTIVE OFFERINGS
- TOPLINE GROWTH / CONSOLIDATE MARKET POSITIONING

» *Supported by acquisitions*

# The HTTS Roadmap since June 2009



- 12 June 2009 - Investor Day in Brussels:  
Launch of HTTS Strategic Development Initiative

H2 2009

- Set-up of Teams, structuring the initiative,  
first country trainings and customer contacts

H1 2010

- Go-to-market testing, lead and  
opportunity generation, first large bids

H2 2010

- Include local priorities in product roadmaps
- Close first significant deals in new HTTS  
geographies

# Status after 6 months of live HTTS



**5**  
Geographies  
with structured teams

**70**  
Staff dedicated to  
Business  
Development

**600+**  
Sales People  
trained

**50**  
Top Managers having  
a HTTS incentive

**1,300+**  
Staff active on  
HTTS outside of  
Atos Worldline

**EUR**  
**350 - 400 million**  
Full unweighted  
HTTS Pipeline  
excl. large deals at  
end of June 2010

**70**  
Training and induction  
sessions held

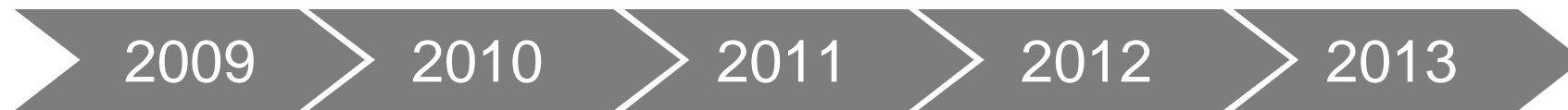
**10+**  
Leads generated  
outside of the 5  
priority geographies



## A sustained portfolio of HTTS leads and opportunities identified in all geographies

<b>Spain</b>	<ul style="list-style-type: none"> <li>» IVR Systems,</li> <li>» Loyalty Programs</li> <li>» Messaging services</li> </ul>	<ul style="list-style-type: none"> <li>» Urban Mobility Applications</li> <li>» Fraud Management</li> <li>» M2M</li> </ul>
<b>UK</b>	<ul style="list-style-type: none"> <li>» Supply Chain Financing</li> <li>» IVR Systems</li> <li>» Travel Card</li> <li>» Corporate Payment Cards</li> </ul>	<ul style="list-style-type: none"> <li>» Mobile Applications</li> <li>» Wealth Management Solutions</li> <li>» Managed Payment Services</li> <li>» Hospitality check-in solutions</li> </ul>
<b>Netherlands</b>	<ul style="list-style-type: none"> <li>» Fuel Card Loyalty</li> <li>» Private Loop Hospitality Cards</li> <li>» Debit Card Issuing</li> <li>» Core Insurance BPO</li> </ul>	<ul style="list-style-type: none"> <li>» Low Value Payments</li> <li>» Municipality e-Services</li> <li>» Swift Service Bureau</li> </ul>
<b>Germany</b>	<ul style="list-style-type: none"> <li>» Smart Metering BPO</li> <li>» e-Commerce services</li> </ul>	<ul style="list-style-type: none"> <li>» E-Ticketing</li> <li>» Mobile Payments</li> </ul>
<b>Asia</b>	<ul style="list-style-type: none"> <li>» Fuel Card</li> <li>» Loyalty Programs</li> </ul>	<ul style="list-style-type: none"> <li>» Credit Card Payment Solutions</li> <li>» Managed Card Services</li> </ul>
<b>Other Geographies</b>	<ul style="list-style-type: none"> <li>» Payment Services</li> <li>» Payments Clearing House</li> <li>» e-Commerce services</li> </ul>	<ul style="list-style-type: none"> <li>» Mobile Banking</li> <li>» Mobile Payments</li> </ul>

# Dynamics of the strategy



**GROUP TRANSFORMATION**

**Operating Margin Objective:**  
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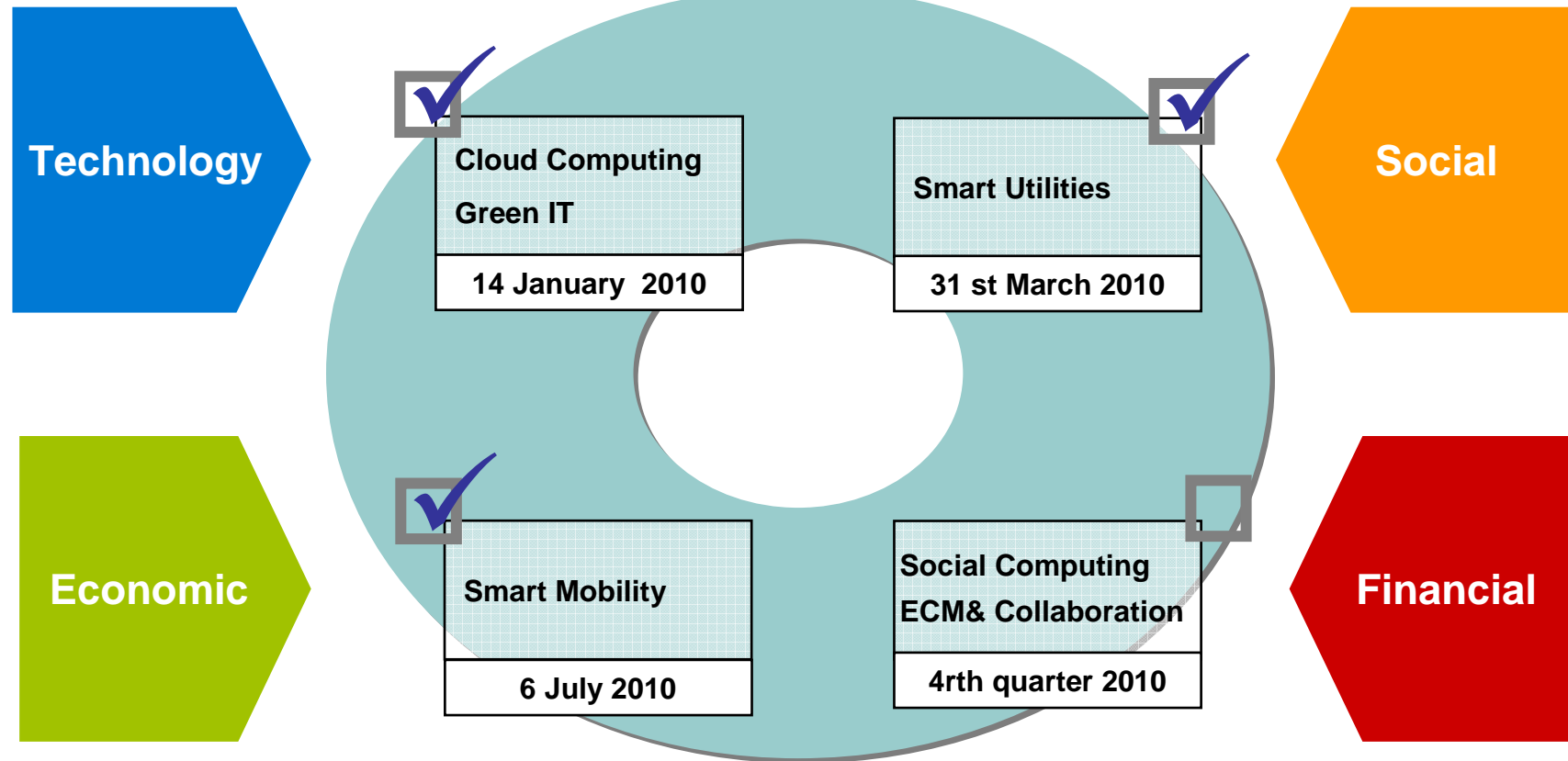
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# Delivering on our innovation roadmap



# Atos WorldGrid: Project for a new subsidiary, fully dedicated to Smart Energy solutions

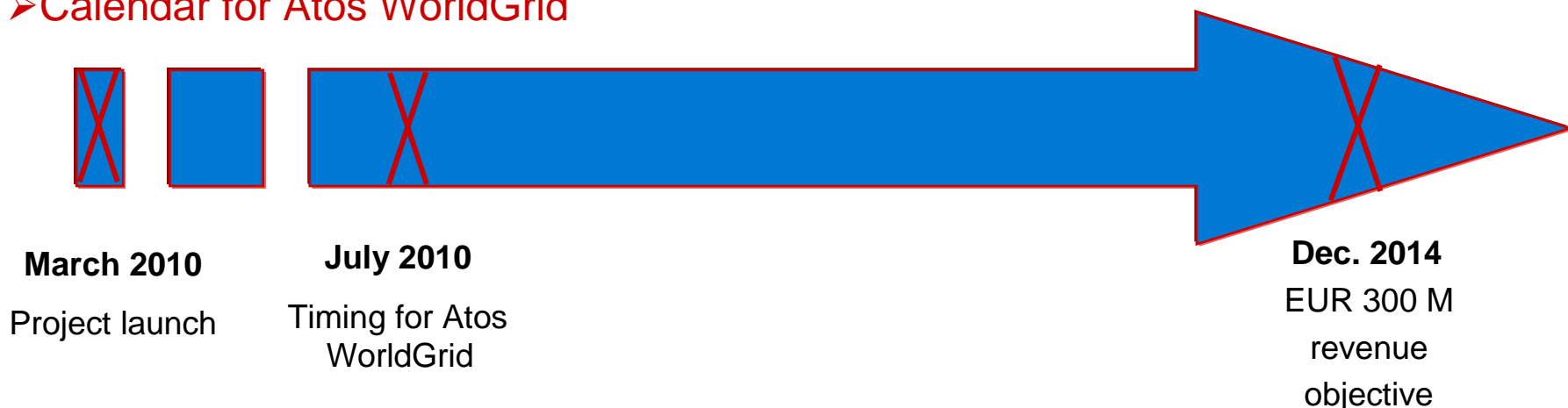


## ➤ International roll out by geographies

### >> in mature countries and in high-growth geographies:

- Germany,
- Brazil,
- Iberia,
- India,
- UK,
- Benelux,
- China,
- France,
- Middle-East and Africa,
- USA

## ➤ Calendar for Atos WorldGrid



## Atos WorldGrid, A subsidiary dedicated to Smart Energy

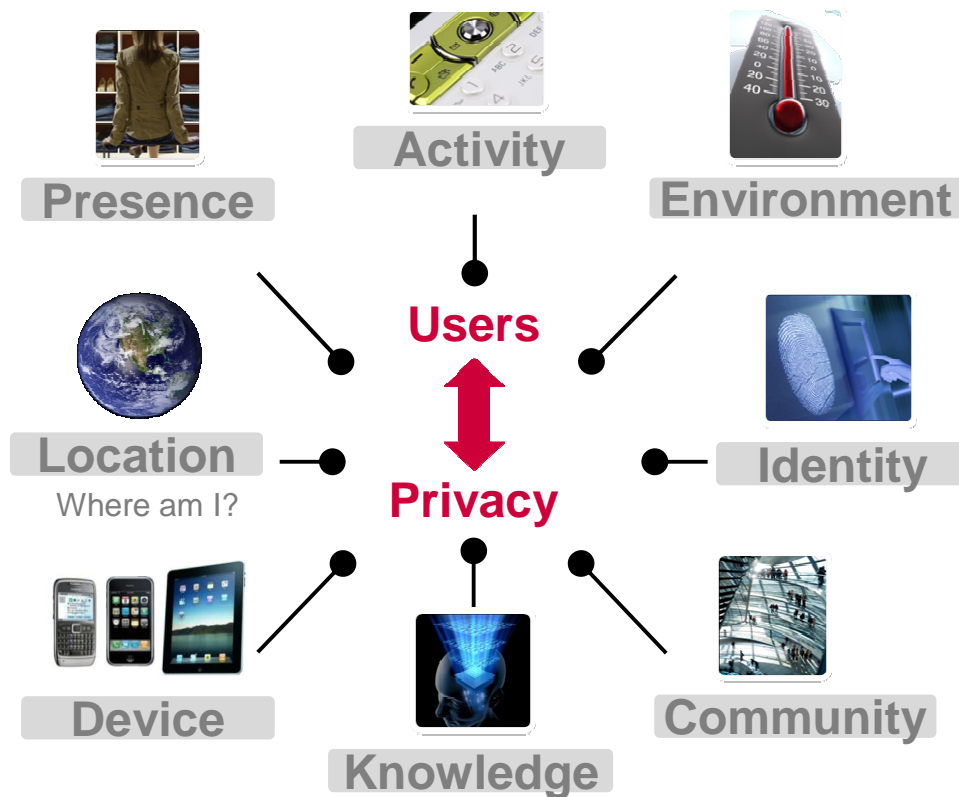
- » Focus on innovative high-value solutions
- » Realize double-digit growth figures each year
- » Revenue 2010 : EUR 150 million (target to double in 2014)
- » Worldwide presence with 1,000 experts



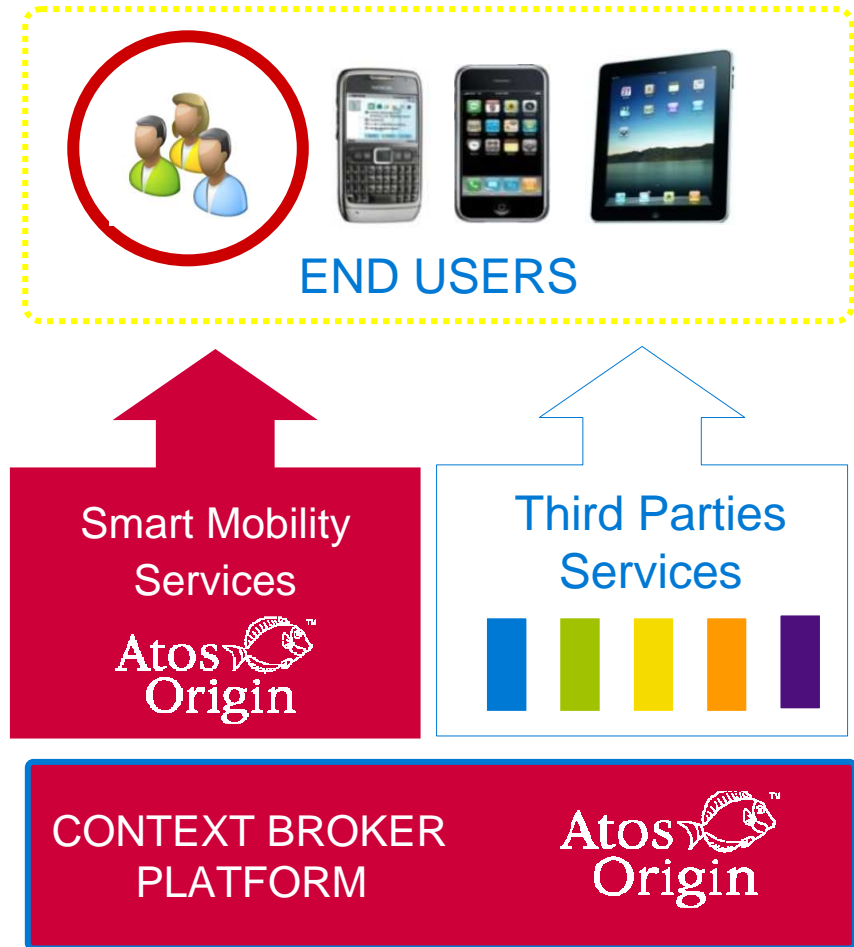
# Smart Mobility by Atos Origin



## Wealth of contexts driving



## Launching Atos Origin Incubator





# A bicycle to move around in the City, anytime, anywhere



## Smart Mobility Citizen Services

### Mobile Check In & Mobile Boarding Pass



" We selected Atos Worldline for their capacity to deliver these innovative services in a very reliable way"

## Smart Mobility Customer Services

# Plan and pay your travel ticket



## Smart Mobility Customer Services

### Your mobile bank



" We chose Atos Worldline because of its understanding of our market, the security issues we face and its expertise in mobile onboard solutions.,"

## Smart Mobility Employee Services

## Objective: accelerating our development

- » A systematic review of available targets in:
  - » **Payments in line with the Hi-Tech Transaction Services strategy**
  - » **New Technology Services to be roll out in Atos Origin geographies**
  - » **IT businesses opportunities to consolidate market positions**



# Agenda

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- » H1 2010 Business overview
- » H1 2010 Performance
- » Dynamics of the strategy
- » **2010 Outlook**

### CONFIRMATION OF FULL YEAR GUIDANCE

- » **Revenue:** due to the Arcandor bankruptcy, the Group expects in 2010 a slight revenue organic decrease, however at a lesser extent than the one achieved in 2009
- » **Operating margin:** ambition to improve OM by +50 to +100 basis points in 2010
- » **Cash flow:** ambition to confirm in 2010 the improvement achieved in 2009, by generating a net operational cash flow in the same range

- » BOOST PERFORMANCE
- » REDUCE COST
- » INCREASE AGILITY
- » ENHANCE CRM
- » SHORTEN TIME TO MARKET
- » DRIVE INNOVATION
- » IMPROVE EFFICIENCY
- » INCREASE ADAPTIVITY
- » ENABLE BUSINESS TRANSPARENCY
- » ENSURE REGULATORY COMPLIANCE

# Atos Origin<sup>TM</sup>

CONSULTING > SOLUTIONS > OUTSOURCING

## Questions

Paris, 28 July 2010

- » BOOST PERFORMANCE
- » REDUCE COST
- » INCREASE AGILITY
- » ENHANCE CRM
- » SHORTEN TIME TO MARKET
- » DRIVE INNOVATION
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CONSULTING > SOLUTIONS > OUTSOURCING

## Atos Origin First half 2010 results Management Conference call

*Paris, 28 July 2010*