

- » 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

WORLDWIDE IT PARTNER



Atos Origin H1 2007 Results

Paris, 1 August 2007

Disclaimers



- » This presentation contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability for 2007. 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 2006 annual report filed with the Autorités des Marchés Financiers (AMF) on 6 April 2007 as a Document de Référence under the registration number : D07-302

Agenda



- » **H1 2007 Business overview**
- » H1 2007 Financial performance
- » Action plans and specific status
- » Transformation Plan
- » 2007 Outlook and 2009 Objectives

Financial highlights of H1 2007



- » Revenue in line with our expectations at EUR 2 890 M with top line growth at +7.2% and organic growth at +2.7%.
- » Excluding purchase for reselling, organic growth at +6.0% for IT services
- » Operating margin at EUR 118 M at 4.1% margin rate (3.5% margin in Q1 07 and 4.6% in Q2 07) after EUR 12 M as operating costs transformation plan.
- » Operating income at EUR 108 M and net income Group share at EUR 57 M
- » Net debt at EUR 509 M at the end of June including EUR 169 M of CAPEX compared to EUR 326 M end of June last year
- » Specific action plans in the UK and Italy underway

Business highlights in H1 2007



- » Group's Transformation Plan well on track with good progress and clear vision on the next major milestones
- » Order entry at EUR 2.5 billion with a book to bill ratio at 88%. On a 12 months period (July 06 to June 07), the book to bill ratio is 114% with an order entry of EUR 6.3 billion
- » The main signatures in renewals and new business in H1 were clients such as : LCH Clearnet, ADP GSI, Draka, E-Plus, Equens, ING.
- » Full backlog at EUR 8.1 billion up compared to June 06 level by EUR +0.9 billion and representing 1.4 years of revenues
- » Banksys integration well on track and contribution to Group operating margin as expected
- » Group Management Board structure renewed to efficiently drive the company



Main commercial wins in H1 07

Consulting

France	SNCF
United Kingdom	Large bank
Iberia	Gerencia Informatica Seguridad Social

Systems Integration

France	GDF, EDF
United Kingdom	Network Rail, NHS Scotland, Premier foods
The Netherlands	Nuon, KPN, Heineken, Shell
Germany-Central Europe	E-Plus
Italy	TIM, Poste Italiane
Iberia	Caja Madrid
Africa	Maroc Telecom
South America	Ministry of Sport of Brazil

Managed Operations

France	BNP Paribas, LCH Clearnet, ADP GSI, Alstom
United Kingdom	Department for Environment, Food and Rural Affairs, Premier Travel, Euronext, National Car Parks
The Netherlands	Draka, Equens
Italy	Wind Telecomunicazioni
Asia Pacific	Tai Fook Securities, Noble Group

Key Challenges for the Group

Service Lines and Specialised activities

CONSULTING	<ul style="list-style-type: none"> » Consistent approach in Europe » Leverage Consulting activity with other service lines » France and UK
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ATOS WORLDLINE	<ul style="list-style-type: none"> » SEPA consolidation » International development
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SYSTEMS INTEGRATION	<ul style="list-style-type: none"> » Industrialisation and offshoring » Productivity and quality » Innovation » Increase profitability
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ATOS EURONEXT MARKET SOLUTIONS	<ul style="list-style-type: none"> » NYSE Euronext » Stock Exchange Consolidation
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MANAGED SERVICES	<ul style="list-style-type: none"> » Global Delivery and offshoring » Increase global sales capabilities » Value-added service and balanced portfolio » Increase profitability
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MEDICAL BPO	<ul style="list-style-type: none"> » NHS Diagnostics termination
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The Transformation Plan is mandatory

- To improve competitiveness and efficiency
- To come back to 8% of Operating Margin in 2009
- To generate strong recurring free cash flow

**Operational
Performance**

**Portfolio
Management**

Growth

**Human
resources**

- A measurable operational change with strong commitments
- A cultural change which has really started

To create value for stakeholders

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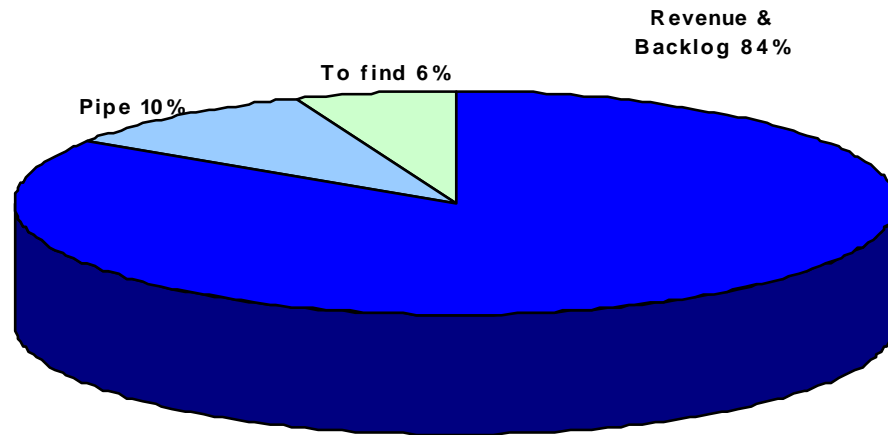
H1 2007 – Revenue organic growth



In € Million	H1 2007	H1 2006	% Change
Revenue reported for H1 2006	2,890	2,696	+7.2%
Acquisition	(136)		
Disposals		(10)	
Exchange Rates and other		(4)	
Organic growth	2,754	2,681	+2.7%
Organic growth excl. purchases for re-selling			+6.0%

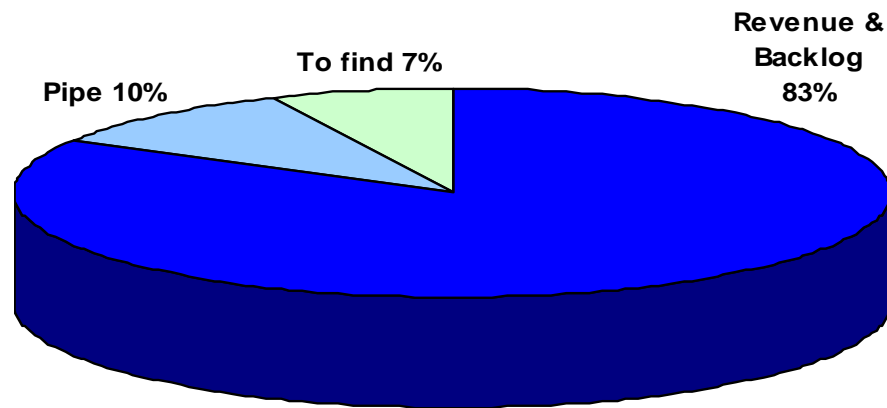
Backlog coverage

H1-07



On the basis of +8.5% top line growth in 2007

H1-06



Performance by service line



In € Million	Revenue				Operating Margin	
	H1 2007	H1 2006	% Current growth	% Organic growth (*)	H1 2007	H1 2006
Consulting	189	206	-8.4%	-6.5%	6.1%	12.4%
Systems Integration	1,168	1,131	+3.3%	+3.9%	3.4%	3.2%
Managed Operations	1,533	1,359	+12.8%	+3.1%	6.8%	7.8%
Corporate Central					-1.3%	-1.3%
Total Group	2,890	2,696	+7.2%	+2.7%	4.1%	4.9%

(*) Organic growth at constant scope and exchange rates

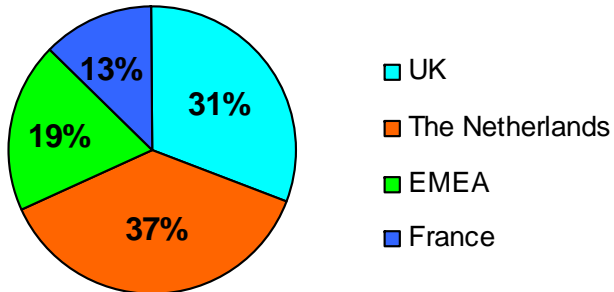
Consulting



In € Million	H1 2007	H1 2006	% Change	% Organic
Revenue	189	206	-8.4%	-6.5%
Operating margin	11.5	25.6	-55.2%	
Operating margin rate	6.1%	12.4%	-6.3 pt	
Headcount at closing (Jun/Dec)	2,625	2,698	-2.7%	

Operating margin including global service lines costs

- » Revenue organic decrease by -6.5% and limited to -1% excluding UK
- » The Netherlands revenue flat despite high attrition reflecting tensions on labour market
- » In France ramp-down of two contracts where the activity was high in 2006
- » In the UK :
 - Reorganization / Rationalization program initiated in H2 2006 with down-sizing of the operation
 - Shortfall in new business to replace the MOD ramp down
 - Utilisation rate improving from 51% end of 2006 to 59% average in Q1 and Q2 07 as a result of restructuring and improved level of order entry
- » Strong growth in Spain and Belgium, new practices launched in Belgium

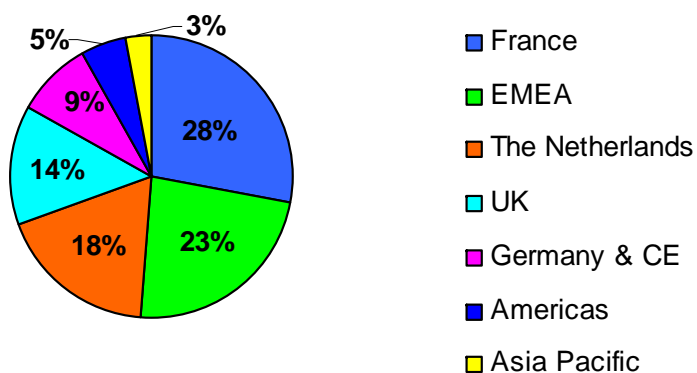


Systems Integration



In € Million	H1 2007	H1 2006	% change	% Organic
Revenue	1,168	1,131	+3.3%	+3.9%
Operating margin	39.4	35.9	+9.8%	
Operating margin rate	3.4%	3.2%	+0.2 pt	
Headcount at closing (Jun/Dec)	24,514	24,836	-1.3%	

Operating margin including global service lines costs



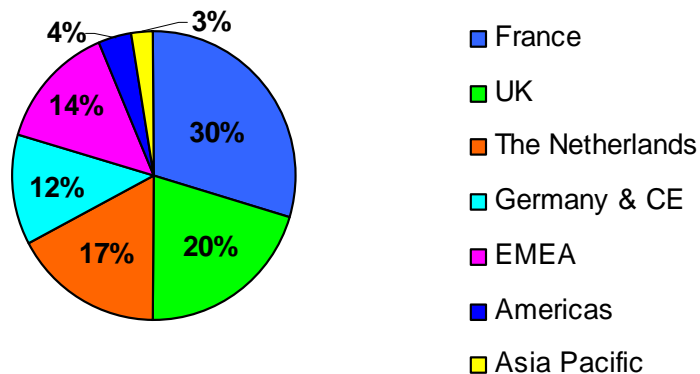
- » Contracts recovery plan in progress in the UK
- » Strong reduction of overruns overall in the Group
- » Staff recruitment increase as compared with 2006, but increase of attrition rate
- » Good level of utilization rate at 81%, for average H1 07
- » Group organic growth at +3.9%, at +6.3% excluding UK and Italy
- » Growth mainly in The Netherlands, Germany, other EMEA, Americas and Asia Pacific
- » Stable revenue in France (staff capacity) and in the UK (recovery plan)
- » Italy from -9.1% organic growth in Q1 07 to -4.5% in Q2
- » Operating margin in progress, still low due to higher number of subcontractors and projects productivity addressed by the industrialization plan

Managed Operations



In € Million	H1 2007	H1 2006	% change	% Organic
Revenue	1,533	1,359	+12.8%	+3.1%
Operating margin	104.4	105.7	-1.2%	
Operating margin rate	6.8%	7.8%	-1.0 pt	
Headcount at closing (Jun/Dec)	22,936	22,132	+3.6%	

Operating margin including global service lines costs



- » Organic growth supported mainly by France Managed Services and The Netherlands; +5.1% excluding UK
- » UK Operations still impacted by the end of Metropolitan Police contract in June 2006 not yet compensated by new contracts, progressive ramp-ups
- » Atos Worldline at +5.1% organic growth and represents more than 20% of total MO, after integration of Banksys
- » New contracts start-up impacted Operating Margin in H1 07

Performance by geographical area



In € Million	Revenue			Operating Margin		Operating Margin %	
	H1 2007	H1 2006	% Organic growth (*)	H1 2007	H1 2006	H1 2007	H1 2006
France	807	809	+0.3%	33.5	52.7	4.2%	6.5%
United Kingdom	528	541	-4.2%	15.2	27.4	2.9%	5.1%
The Netherlands	548	519	+5.6%	56.3	53.6	10.3%	10.3%
Germany + Central Europe	293	289	+3.2%	21.5	18.5	7.4%	6.4%
Rest of EMEA	523	375	+4.4%	30.1	13.5	5.8%	3.6%
Americas	118	98	+29.7%	4.7	5.0	4.0%	5.1%
Asia	74	65	+19.8%	6.0	3.7	8.2%	5.7%
Corporate				(38.2)	(41.3)	-1.3%	-1.5%
Total Group before costs of Transformation Plan	2,890	2,696	+2.7%	129.3	133.0	4.5%	4.9%
Transformation Plan operating costs				(11.6)		-0.4%	
Total Group after costs of Transformation Plan	2,890	2,696	+2.7%	117.7	133.0	4.1%	4.9%

(*) Organic growth at constant scope and exchange rates

Revenue to Operating Income



In € Million	H1 2007	H1 2006	
Revenue	2 890	2 696	
OMDA	201	222	UK contracts recovery
Operating Margin	118	133	
% revenue	4.1%	4.9%	
Restructuring and rationalization	(29)	(8)	320 staff restructuring mainly Italian and UK recovery plan
Net profit / (charge) relating to major litigations	(5)	(12)	Mainly UK
Capital gains and losses on disposal of assets	22	(1)	Disposal of Actis in Germany
Impairment losses on LT assets		(60)	Impairment in Italy in 2006
Other	3	6	
Operating income	108	59	
% revenue	3.7%	2.2%	

Operating Income to Net Income



In € Million	H1 2007	H1 2006	
Operating income	108	59	
% revenue	3.7%	2.2%	
<i>Net cost of financial debt</i>	(13)	(11)	5.23% interest costs on EUR 479 M average debt
<i>Other financial income-expense</i>	5	6	Pensions and exchange rates
Net financial expenses	(7)	(5)	
Income tax expenses	(38)	(35)	Tax rate of 37.5%, excluding Italy below 30%
Net income	63	18	
Group Share	57	10	
Minority interests and affiliates	6	8	

Cash flow statement



In € Million	H1 2007	H1 2006	
Cash from operating activities	145	189	
Income tax paid	(17)	(9)	End of tax loss carry-forward
Change in working capital	(103)	(197)	DSO at 74 days
Net cash from (used in) operating activities	25	(17)	
Capital Expenditure	(169)	(96)	New contracts EUR 50 M, datacenters consolidation EUR 20 M, Banksys EUR 10 M
Disposal of fixed assets	1	1	
Net operating investment	(168)	(94)	
Net cash from current operations	(143)	(112)	
Other changes	(28)	(25)	EUR 21 M treasury stock to cover shares for MIP and LTI
Net cash before financial investments	(171)	(137)	
Financial investments	3	(15)	EUR 7 M purchase price reduction of Banksys
Disposal of financial assets	20	7	Disposal of Actis in Germany
Net financial investments	23	(9)	
Net cash flow	(148)	(145)	
Opening net debt	360	181	
Closing net debt	509	326	

Balance sheet



In € Million	30 Jun 2007	31 Dec 2006
Goodwill	2 042	2 046
Intangible assets	122	118
Tangible assets	442	382
Financial assets	52	45
Net deferred tax assets	267	258
Non Current Assets	2 925	2 849
Working Capital	198	130
Shareholders Equity	1 725	1 675
Equity of minority interests	169	166
Total Equity	1 894	1 840
Net Deferred tax liabilities	53	55
Non current financial instruments		1
Pensions	446	459
Provisions for contingencies and losses	221	264
Provisions	667	723
Net debt	509	360

Replacement Operating lease vs CAPEX and new contracts

Net pension deficit reduced by EUR 337 M

Restructuring and contracts recovery

Staff Evolution (1/2)



- » Hiring : 5,171 new employees, satisfactory level of recruitment up by +12% compared to H1 2006
- » Staff attrition up in line with the dynamic market demand at 14.8% in June 2007 compared to 11.6% in H1 2006 and 13.8% in H2 2006



Staff evolution (2/2)



- » H1 07 vs H1 06 average productive staff grew +5.8% vs revenue growth of +7.2% and +10.1% on IT services
- » Indirect staff grew by 4% compared to +7.2% revenue growth, staff increase mainly due to Banksys; excluding Banksys, staff decreased by 1.8% compared to revenue organic growth of +2.7%
- » Average staff growth concentrated in :
 - Asia Pacific with +25 % with 700 staff
 - Other EMEA +13% with 1,200 staff mainly coming from Banksys

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France (1/2)



- » A 3 year strategic Plan is in progress and will be finalised next September with vision by Markets (offerings, commercial actions) to push organic growth
- » Consulting
 - Appointment of a new CEO
 - Recruitment of new partners and senior managers in Q3 07
 - Recruitment campaign for hiring managers and senior consultants in H2 07
 - Strong Sales Action Plan on large accounts in Finance and Public Sector
 - New organization in place since June 07 with business units by sectors and transversal practises (change management, enterprise transformation, strategy and marketing) to increase sales performance in all sectors

France (2/2)



» Systems Integration

- Operational indicators such as utilization rate at 83% and Average Daily Rate (+2% H1 07 vs H1 06) in progress
- Aggressive sales actions implemented in Q2 07 with large amount of orders in early H2 07
- Strong acceleration of recruitment in Q2 07, with 1 600 hiring targeted end of 2007
- HR plan to re-skill and re-adapt 700 development staff launched in May 07
- Close-shore, near-shore and off-shore actions accelerating
- All actions linked to Transformation Plan launched in Q2 2007

» Managed Services

- Growth at +6.4% with new contracts, and up-selling business
- Near-shore and off-shore initiatives progressing
- Transformation Plan investments launched to optimize infrastructures
- Recruitment campaign launched for hiring in H2 07

UK 1/2



» Consulting

- Restructuring completed
- Utilization rates improved from 51% in December 06 to 59% average in Q1 07 and Q2 07
- Increased focus on pipe

» Systems Integration

- Industrialization momentum – preferred supplier for major financial institution
- Off-shoring volume 142 FTE by June. Target doubled at 250 by year-end
- Professional services gaining traction particularly in Financial Services
- Restructuring underway ; 70 staff left in Q1 and 60 to go July / August
- Situation settled in 3 out the 4 difficult contracts from 2006

UK 2/2



» Managed Operations

▪ Transition

- DCA – completed first phase June 2007 (in line with plan)
- NFUM – completed July 2007
- NHS Scotland – completed April 2007
- Gateway Portal – portal completed, further elements to complete

▪ Off-shoring to Malaysia and India

» Medical Services

▪ NHS Diagnostics contract :

- Major investments done in H1 07
- Termination on 25 July 2007
- Settlement negotiation in H2 07 with cash-in objective



- » Recovery in process with revenue decrease of -9.5% in Q1 07 and limited to -1.4% in Q2 07
- » Restructuring in process : 310 staff at the end of June 2007 (total cost of EUR 31 M for EUR 24 M yearly savings)
- » Reduction of subcontractors from 310 end of 2006 to 256 end of June 2007 despite new business signed
- » Increase of utilisation rate to 80% in June 07 vs 78% in January 07
- » Managed Operations : mainframe transferred to Germany finalised, printing activity outsourced, cluster with France Managed Services progressing (EUR 1.1 M savings per year)
- » Cost savings in housing and logistics with space reduction in each city and effect as of Q3 2007. One site closed in Pont Saint Martin, space reduced in Napoli and Roma. Total yearly savings of EUR 4.1 M more planned in Milano and Torino end of 2007

KPN and Atos Origin reinforce collaboration and renew outsourcing agreements



- Agreement signed with KPN on 18 July 2007 redefining their relationship in The Netherlands
- Atos Origin will continue to deliver vast majority of services currently delivered to KPN
- Outsourcing contract will have a minimum duration of 3 years
- Atos Origin will continue to perform application maintenance and enhancement services for KPN in The Netherlands.
- As part of change of strategy of KPN and in line with Atos Origin's datacenter consolidation, Atos Origin will transfer three of its six datacenter sites
- In-sourcing of end user services by KPN
- No transfer of personnel between KPN and Atos Origin
- Contracts in Germany and in Belgium not changed

Renault contract : Preferred partner for Application Management



- 5 years contract signed end of 2004
- Transformation started in February 2005
- 1 300 subcontractors to be replaced by Atos Origin people
- In 2006 :
 - ✓ Delay in substituting subcontractors by internal staff but today only 100 subcontractors remain
 - ✓ Offshore and closeshore plan on track since H2 2006
 - ✓ Service level on track since H2 2006
- In 2007, 1 100 Atos Origin staff working on the contract of which 140 in India to increase to 300 in 2008
- Industrialization will allow CMMI3 certification for Renault end of 2007
- Contract profitable in 2007 after two years of investments

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The 303 Plan changes the way we operate our company



303 PLAN

3 objectives over 3 years

Accelerate organic growth capabilities

Improve operational efficiency

Operate as a Global Company

- **7 Major Initiatives**
- **More than 70 projects**
- **All countries are involved**
- **EUR 45 M net cost for 2007**
- **Restructuring and adaptation plans for more than 1,000 staff launched**

First achievements of the 303 Plan in H1 2007



- 1. Opening of the Atos University Sales & Markets with the objective to train the whole sales force each year**
- 2. Choice of common Industrialization tools, processes and organization for all countries**
- 3. Implementation of a new governance model in India with margin in the demand countries**
- 4. Start of an aggressive recruitment campaign in India doubling net joiners from January to June 2007**
- 5. Launch of a staff adaptation plan for 700 FTEs in France**
- 6. Acceleration of consolidation of mainframe activities into one centre in Germany with Italy closed**
- 7. Closing of 2 data centers, 3 others under closing**
- 8. Purchasing specific projects on 5 priority categories to provide quick wins**



Industrialization is changing the delivery culture of the company

Project objectives

- » **Improve efficiency and decrease cost of delivery by EUR 60 M**
- » **Reduce project slippage** by more than 1% of external revenue
- » **Facilitate and enable close-, near- and offshoring**

Achievements

- » **Launch of 7 key projects** (Test factory, Business Requirements, Software Production Line, Productivity Management, Project Management, Application Mining, Configuration Management)
- » **Choice of common tools, processes and organization finished** for all countries
- » **Development and validation by all countries of a “shared service center” concept** for generalization of tools (on a cost-per-seat basis)
- » **Roadmap for rollout across all countries defined and validated**
- » **Acceleration of CMMI3 certification** of delivery centers: 6th development center in France certified, other European centers to follow shortly

Next Milestones

- » **Purchase of tools completed** at the end of Q3 2007
- » **Roll-out of solutions, processes and training: Q3 2007**

The offshore initiative is well on track to reach the target of 8,000 FTEs in 2009



Project objectives

- » Perform **20% of SI work offshore in '09**, resulting in **EUR 25 M savings (full-year)**
- » **Generate top-line growth** by enhancing the attractiveness of proposals
- » **Gain access to a broader resource pool** to compensate shortage (Europe)

Achievements

- » **Implementation of a new governance model in India** with margin in the large European countries – this has triggered strong demand
- » **Launch of an aggressive recruitment campaign** in India producing more than 100 net joiners per month
- » **Increased speed and scale** for the **nearshore center in Morocco** through acceleration of MS services and signature of a strategic deal
- » **Start of development of a nearshore center in Eastern Europe**
- » Consolidation of group **position in MS Offshoring** as a differentiation factor

Next Milestones

- » **Finalization of nearshore center in Eastern Europe (Q3 07)**
- » Set-up of **governance in Brazil** in line with the model in India
- » **CMMI 3 Certification** for Brazil (Q3 07)
- » **Investigate acceleration of offshore in India (H2)**



In Managed Services, the consolidation of our delivery structure is well advanced

Project objectives

- » Improve operating margin by EUR 50 M on a full-year basis in 2009 by
 - » **Standardized, clarified offers and processes**
 - » **Consolidated structures and optimized organization**
 - » **Offshoring**

Achievements

- » **Acceleration of consolidation of mainframe activities** into one centre in Germany with Italy closed. Once completed, the consolidation of the mainframe activities will generate EUR 13 M savings on a full-year basis
- » **Closing of 2 data centers** in the UK and in Germany, 3 others under closing
- » **Acceleration of MS offshoring** in order to reach 1,000 FTEs by year-end and 1,900 in 2009, which will generate EUR 7 M of savings full-year
- » **Good progress in streamlining of organization**, on track with plan. The new streamlined organization will generate savings of EUR 12-15 M (full-year)

Next Milestones

- » **Mainframe transfer of The Netherlands finalized** (in addition to Italy) - Q4 07
- » **6 Data Centers closed** – Q4 07
- » **Increase of offshore capacity by 400 to reach 1,000 FTEs** – Q4 07
- » **80% of the streamlining of the organization achieved** – Q4 07



A new, centralized purchasing organization will help accelerate savings

Project objectives

- » Generate savings of EUR 50 M in 2009
- » Ensure stronger involvement of purchasing in **strategic decisions** and specifications. Implement a **monitoring system to track & log savings in P&L**

Achievements

- » Implementation of a **centralized purchasing organization**
- » **New Purchasing Senior VP appointed**
- » **Launch of specific purchasing projects on 5 priority categories** (Storage, Subcontractors, Telecommunications, Midrange Maintenance, PCs& Servers).
- » **Subcontractors:** NL: RFP launched in May, negotiations ongoing
UK: Price renegotiation resulted in 11% price reduction
FR: RFP launched
- » **Midrange maintenance:** RFP launched
- » **Telco:** RFQ launched group-wide for fixed and mobile
- » **PCs and Servers:** RFI launched, e-RFP and e-auctions in July

Next Milestones

Subcontractors: The Netherlands, France: finalize negotiations following the launch of a RFP

Telecommunications: Finalize negotiations for fixed and mobile following launch of RFP; Finalize roadmap for VoIP, effect of rollout expected in 2008

PCs and Servers: Finalize negotiations following e-auction



The creation of a strong sales culture has started

Project objectives

- » Creation of a **strong sales culture** and increased motivation
- » **More added value for the customer** through reinforcement of global markets
- » **Greater efficiency of the sales process** through homogenous and aligned sales organizations, processes, tools and governance rules
- » **Better leveraging of existing solutions**, more **up-and cross-selling**

Achievements

- » Launch of **group-wide homogenous sales organizations and processes**
- » Transformation of **existing global markets** into **strong operational bodies** in charge of elaborating a market strategy, driving key offers, providing bid support
- » Creation of **Sales University** to assess the current skill level of the sales force and better train them on **strategic selling, industry knowledge and IT skills**
- » Launch of a **new career path** for sales executives to **increase their motivation** and **best reassign sales staff** according to their profiles

Next Milestones

- » **Global Market Leaders** in place for all 7 global markets (Q4 07)
- » **Uniform sales organisations**, processes and **account plans** in place operational for 2008
- » **Sales University**: 260 sales people trained end of 07, 750 end of 08; ramping up to the equivalent of the total sales force of the company on a full-year basis in 2009
- » **Sales Career Path**: Full vision of career opportunities for the sales force to start in Q4 07



The talent initiative will help us become an employer of choice in the IT sector

Project objectives

- » Develop a **pool of high performing employees** and increase the **ability to develop and retain the best people**
- » **Foster global and international mindset** through increased mobility
- » **Increase mobility across functions**

Achievements

- » Implementation of a **new online Global Performance Management system** for setting clear and measurable performance objectives
- » **Strengthening of the Atos University** with the continuation of the **Global Leadership Development Program GOLD**
- » Assignment of a **Talent Manager** at Group level
- » Implementation of a **new international development program - Relay**

Next Milestones

- » **Identification of the pool of top talents**
- » Implementation of the **Project Managers and Technical Architects training** and career framework (Q4 07)
- » Development and implementation of an **online individual development plan** (Q4)
- » Review of the talent pool and succession plan by the Executive Committee (Q3)



The aim of this initiative is to help focus the finance, HR and IT teams on added-value tasks

Project objectives

- » Help Atos Origin deliver profitable growth, **enhance predictability** and **ensure complete reliability of information**
- » **Proactively monitor the evolution of service offering and pricing, customer profitability** and the **talent labor market**
- » **Operate more globally** through **single global applications**

Achievements

- » Launch of a **new Group controlling organization** to reinforce the control of the operations and to better support the business
- » **Centralization of expert functions** (Treasury, Tax and Internal Audit) to optimize the cost base and improve efficiency
- » Appointment of **project leader and strategic partner** for the implementation of a **Shared Services Center**
- » Completion of **HR job function mapping**, upskilling and design of KPIs
- » **Reengineering of three core HR processes (Personnel Administration and Payroll, Training, Recruitment)**
- » **Appointment of a new Group CIO**

Next Milestones

- » **Delivery of remaining core processes for Finance and HR and associated IT system requirements**
- » **Completion of business model for Finance and HR Shared Service Centers** and preparation of pilot and deployment for 2008

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2007 OUTLOOK



- » **Generate +8.5% of top line growth ; +4.0% organic growth**
- » **Improvement of operating margin in the UK and in Italy**
- » **Improvement of operating margin rate before Transformation costs, and slight improvement in absolute value after Transformation costs**

Focus on core activities and Transformation Plan execution

2009 Objectives



Double our operating margin in absolute value from 2006 to 2009

Generate corresponding free cash flow in 2009

To increase shareholder value

- » 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

WORLDWIDE IT PARTNER



Questions

Paris, 1 August 2007

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Paris, 1 August 2007