

Q1 2018 revenue

Bezons
April 25, 2018

Trusted partner for your Digital Journey

The Atos logo is displayed in white on a blue background. It features the word "Atos" in a bold, sans-serif font. The letter "o" is stylized with a white circle inside it, and the letter "s" has a white outline.

Disclaimer

- ▶ This document contains forward-looking statements that involve risks and uncertainties, including references, concerning the Group's expected growth and profitability in the future which may significantly impact the expected performance indicated in the forward-looking statements. These risks and uncertainties are linked to factors out of the control of the Company and not precisely estimated, such as market conditions or competitors behaviors. Any forward-looking statements made in this document are statements about Atos' beliefs and expectations and should be evaluated as such. Forward-looking statements include statements that may relate to Atos' plans, objectives, strategies, goals, future events, future revenues or synergies, or performance, and other information that is not historical information. 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 2017 Registration Document filed with the Autorité des Marchés Financiers (AMF) on February 26, 2018 under the registration number: D.18-0074. Atos does not undertake, and specifically disclaims, any obligation or responsibility to update or amend any of the information above except as otherwise required by law. This document does not contain or constitute an offer of Atos' shares for sale or an invitation or inducement to invest in Atos' shares in France, the United States of America or any other jurisdiction.
- ▶ **Revenue organic growth** is presented at constant scope and exchange rates, and restated for the impact of IFRS 15.
- ▶ Business Units include **Germany, North America** (USA, Canada, and Mexico), **France, United Kingdom & Ireland, Worldline, Benelux & The Nordics** (Belgium, Denmark, Estonia, Finland, Lithuania, Luxembourg, The Netherlands, Poland, Russia, and Sweden), and **Other Business Units** including **Central & Eastern Europe** (Austria, Bulgaria, Croatia, Czech Republic, Greece, Hungary, Israel, Italy, Romania, Serbia, Slovakia and Switzerland), **Iberia** (Spain and Portugal), **Asia-Pacific** (Australia, China, Hong Kong, India, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, and Thailand), **South America** (Argentina, Brazil, Colombia, and Uruguay), **Middle East & Africa** (Algeria, Benin, Burkina Faso, Egypt, Gabon, Ivory Coast, Kingdom of Saudi Arabia, Lebanon, Madagascar, Mali, Mauritius, Morocco, Qatar, Senegal, South Africa, Tunisia, Turkey and UAE), **Major Events, Global Cloud hub**, and **Global Delivery Centers**.

Agenda

1. Q1 2018 highlights
2. Operational & financial performance
3. Commercial activity
4. Conclusion and Q&A

A large, white, stylized outline of the number '1' is positioned on the left side of the slide. The number is composed of a vertical line on the right, a horizontal line at the top, and a horizontal line at the bottom. The top horizontal line is slightly shorter than the vertical line, creating a small gap on the left. The bottom horizontal line is also slightly shorter than the vertical line, creating a small gap on the left. The overall shape is a simple, clean outline.

Q1 2018 highlights

Thierry Breton

Chairman & CEO

Q1 2018 highlights

**Sales momentum driving book to bill at 100%
and organic revenue growth at +2%**

**Digital Transformation Factory drove growth acceleration in
Business & Platform Solutions above the 3-year plan target**

**Big Data & Cybersecurity and Worldline continuing to strongly
contribute to Group revenue growth**

Unexpected management execution issue in the US

**Global partnership with Google
in secured Hybrid Cloud and Artificial Intelligence**

Q1 2018 key figures

€2,945m

Revenue

*+3.7% at constant
exchange rates*

+2.0%

Organic growth

€2,941m

Order entry

100%

Book to bill

vs. 93% over the last 5 Q1

97,297

Total headcount

-0.8%

Headcount evolution

*since end of 2017 at
constant scope*

Global partnership with Google Cloud: another validation and reinforcement of Atos leadership in Orchestrated Hybrid Cloud

Atos

Powering digital transformation of large organizations with secured end-to-end services and solutions, from design and integration to operation



Google

At the edge of technology, leveraging hyperscale, digital consumer derived, and open AI technologies for the multi-cloud world

- 
- **Secured solutions in Hybrid Cloud with Google specific algorithms run under Atos control in Atos Data Centers**
 - **Trusted and secured access to data addressing regulation compliance and critical data localization concerns**
 - **Fast and smooth adoption of AI in specific verticals in a secured environment**
 - **Strengthened business profile of Atos infrastructure management activity**
-

Global partnership with Google Cloud: Atos becomes the “trusted last mile” of the digital information chain

*Atos Canopy
Orchestrated
Hybrid Cloud*



Google
Cloud Platform



AI-powered hybrid cloud
platform, fully compliant with
regulation (incl. GDPR)

Atos Codex



Google
AI &
Machine learning



Build and run industry-specific
solutions and platforms across
all verticals

*Atos Digital
Workplace*



G Suite



Next-generation consumer-
grade digital experience

2018 Objectives

**Revenue
organic growth**

+2% to +3%

**Operating
margin**

10.5% to 11%
of revenue

Free cash flow

c. 60%
of operating margin

2

**Operational & financial
performance**

Elie Girard
Group CFO

Constant scope and exchange rates figures reconciliation

<i>In € million</i>	Q1 2018	Q1 2017 Restated for IFRS 15	% change	Q1 2017 Reported
Statutory revenue	2,945	2,955	-0.3%	3,111
Exchange rates effect		-116		-122
Revenue at constant exchange rates	2,945	2,839	+3.7%	2,989
Scope effect		52		52
Exchange rates effect on acquired/disposed perimeters		-3		-3
Revenue at constant scope and exchange rates	2,945	2,888	+2.0%	3,038

- ▶ **Exchange rates effect** mainly came from the American dollar and to a lesser extent from the British pound and South American currencies depreciating versus Euro.
- ▶ **Scope effect** mostly related to the acquisitions of CVC, the healthcare consulting firms in North America, and payment companies by Worldline.

Q1 2018 performance by Division

- ▶ **Infrastructure & Data Management impacted by North America; excluding North America: in line**
- ▶ **Strong acceleration of Business & Platform Solutions**
- ▶ **Double digit growth in Big Data & Cybersecurity**
- ▶ **Worldline pursues its healthy trend**

<i>In € million</i>	Q1 2018	Q1 2017*	Organic evolution
Infrastructure & Data Management	1,563	1,589	-1.6%
Business & Platform Solutions	799	762	+4.8%
Big Data & Cybersecurity	200	175	+14.4%
Worldline	384	363	+5.8%
Total Group	2,945	2,888	+2.0%

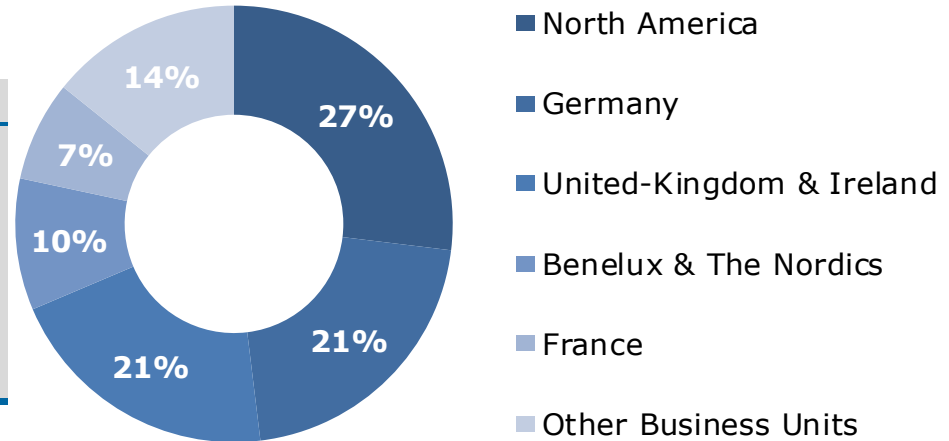
* At constant scope and exchange rates, and restated for IFRS 15

Infrastructure & Data Management

- ▶ Continued development of Hybrid Cloud and Digital Workplace in all geographies
- ▶ North America impacting the overall performance
- ▶ Staff decrease linked to automation

In € million

	Q1 2018
Revenue	1,563
<i>Organic growth</i>	-1.6%
Order Entry	1,509
<i>Book to bill</i>	97%
Direct headcount	45,251
<i>Variation in Q1 at constant scope</i>	-1%

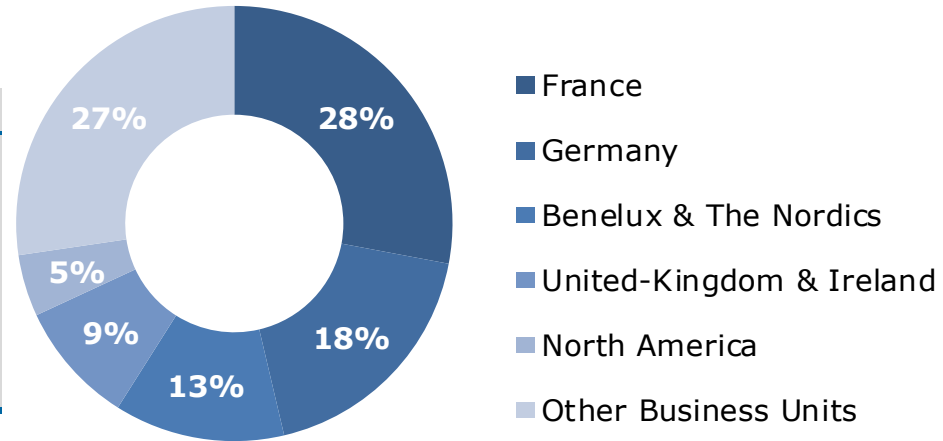


Business & Platform Solutions

- ▶ **Strong dynamic in digital transformation projects in particular in analytics with Codex**
- ▶ **Positive growth in almost all geographies and verticals**
- ▶ **Staff decrease linked to robotization**

In € million

	Q1 2018
Revenue	799
Organic growth	+4.8%
Order Entry	749
Book to Bill	94%
Direct headcount	30,703
<i>Variation in Q1 at constant scope</i>	-2%

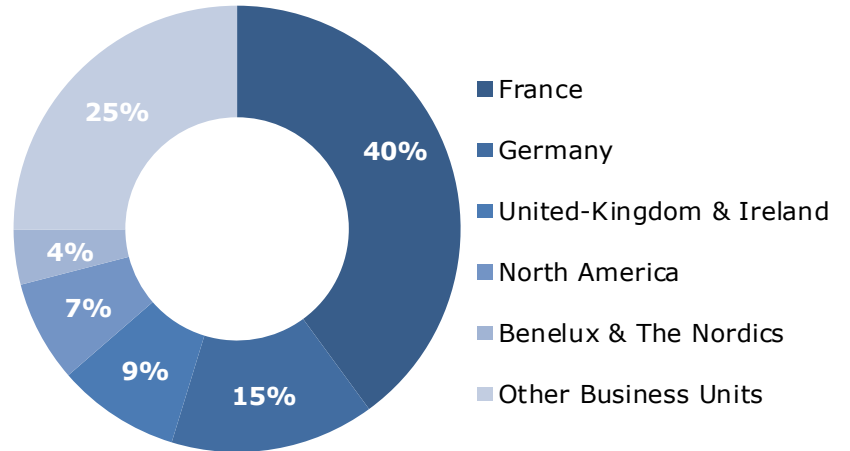


Big Data & Cybersecurity

- ▶ **Solid momentum in Big Data with increasing HPC and Bullion sales**
- ▶ **Continued strong demand for Cybersecurity services**
- ▶ **Increasing internationalization of the Division**
- ▶ **Strong level of hiring of critical competencies**

In € million

	Q1 2018
Revenue	200
<i>Organic growth</i>	+14.4%
Order Entry	294
<i>Book to Bill</i>	147%
Direct headcount	4,912
<i>Variation in Q1 at constant scope</i>	+1%

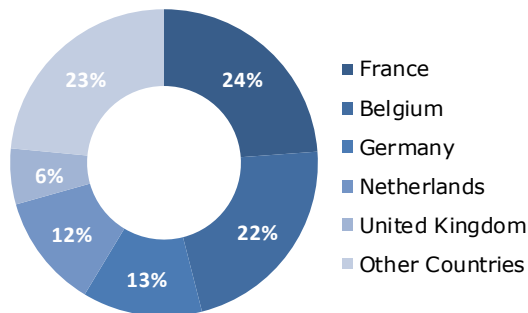


Worldline

<i>In € million</i>	Q1 2018
Revenue	384
<i>Organic growth</i>	+5.8%
Order Entry	389
<i>Book to Bill</i>	101%
Direct headcount	8,925
<i>Variation in Q1 at constant scope</i>	+3%

- ▶ **Strong and balanced activity across Business Lines**
- ▶ **Good sales momentum in particular in Financial Processing**
- ▶ **Increased number of staff through hiring of key talents and low attrition**

Revenue mix by Country



Revenue performance by Business Line

<i>In € million</i>	Q1 2018	Q1 2017*	Organic evolution
Merchant Services & Terminals	137	129	6.3%
Financial Processing	178	168	5.6%
Mobility & e-Transactional Services	69	66	5.1%
Total Worldline	384	363	5.8%

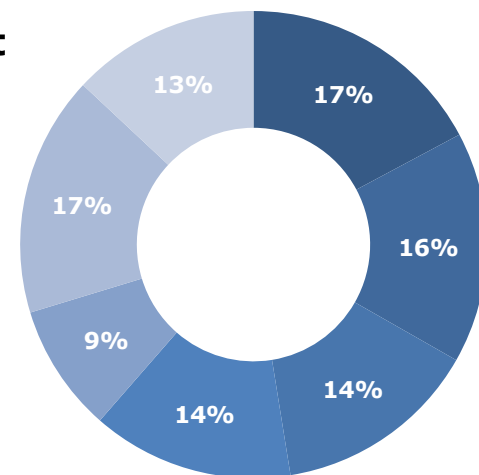
* At constant scope and exchange rates, and restated for IFRS 15

Q1 2018 performance by Business Unit

- ▶ **Very solid performance in the UK in a complex environment**
- ▶ **France returning to strong growth**
- ▶ **High growth recorded in Other Business Units**

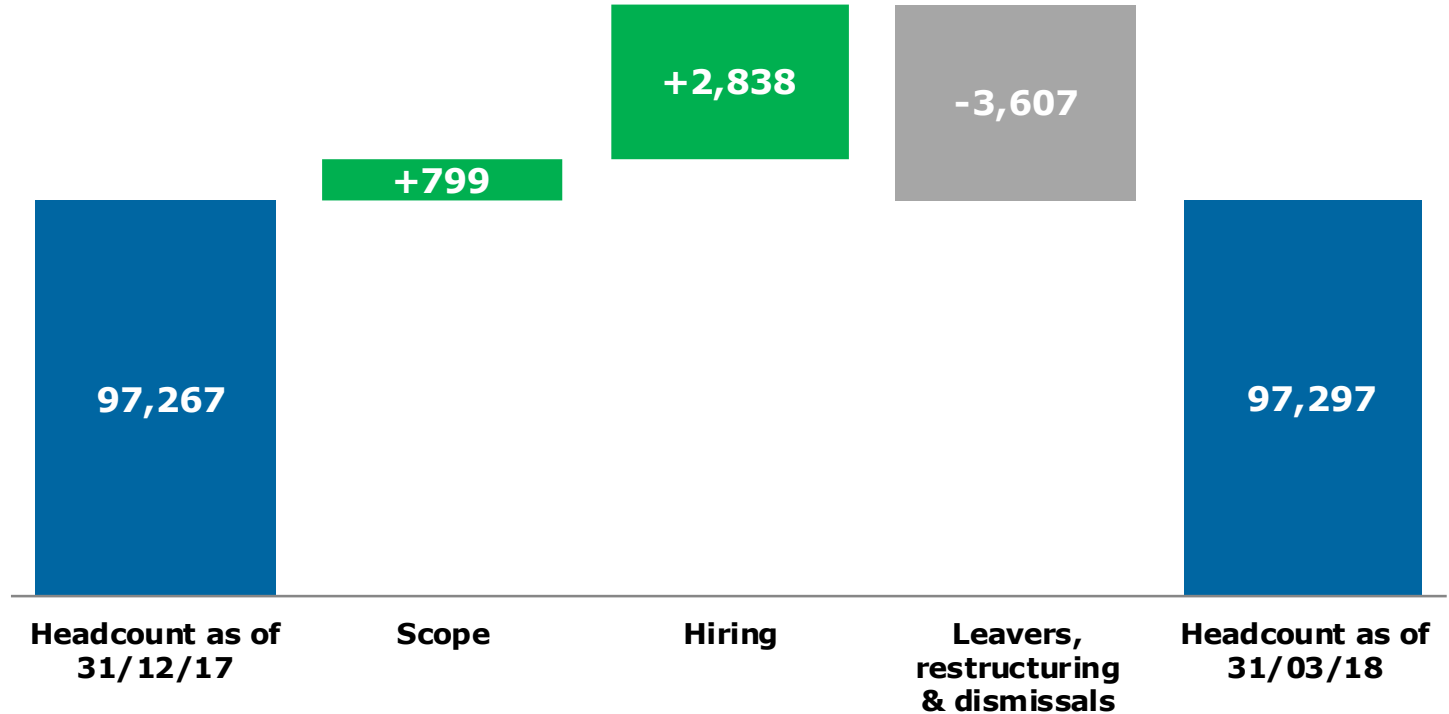
<i>In € million</i>	Q1 2018	Q1 2017*	Organic evolution
Germany	507	507	+0.0%
North America	472	487	-2.9%
France	419	399	+5.1%
United-Kingdom & Ireland	412	407	+1.0%
Benelux & The Nordics	261	260	+0.5%
Other Business Units	491	466	+5.4%
Worldline	384	363	+5.8%
Total Group	2,945	2,888	+2.0%

* At constant scope and exchange rates, and restated for IFRS 15



- Germany
- North America
- France
- United-Kingdom & Ireland
- Benelux & The Nordics
- Other Business Units
- Worldline

Q1 2018 headcount evolution



3

**Commercial
activity**

Robert Vassoyan
Chief Commercial Officer

Q1 2018 commercial activity dashboard

Order entry

€2,941m

Book to bill ratio

100%

vs. 93% over the last 5 Q1

Backlog

€22.1bn

1.9 years of revenue

Weighted pipeline

€7.6bn

7.7 months of revenue and +10% y/y

Main wins in Q1 2018 showing Digital acceleration

Orchestrated
Hybrid Cloud



European
Insurance

SAP HANA



Digital
Workplace



UK Police
Force

Codex

Major
European
Automotive



Coca-Cola
Hellenic Bottling Company

Major
European
Airline

Security



"Reference clients scored **Atos well above the group average** in [...] **innovation proposed and realized.**" Gartner

"Atos is establishing **digital trust** [...] on who owns and can access data." Everest

"Atos is playing its IoT cards **well.**" TBR

"Automation is a growing focal point of Atos' strategy, which has been **well received**, according to overall client reference scores." Forrester

Immediate Sales Actions

#1

Increase Top accounts Wallet share

- ✓ **100 Globally Integrated accounts** by End of 2018
- ✓ **Significant wallet share improvement in 3 years**
- ✓ **Today 54%** of our Top accounts actively cross selling and **25%** buying in more than 2 geos

#2

Accelerate growth and Digital sales

- ✓ New sales incentives: **Individualized, Digital**
- ✓ **Re-allocation of experts** to customer facing
- ✓ Replicate UK **New Customer** acquisition best practice
- ✓ Deliver **1,000 Co-creation** workshops with customers in the next 12 months

#3

Significantly increase products sales through Channels

- ✓ **Replicate bullion channel success story** to all our products
- ✓ **Channel sales leader** to build a unified and top class channel program

#4

Grow cybersecurity sales leveraging GDPR & our Portfolio

- ✓ **Amplify** our strong momentum in a €4 billion market
- ✓ Leverage **GDPR** audits
- ✓ **Cyber sales leader** joining to reinforce a top class dedicated sales team

North America back to growth through 4 short term objectives

100% contract renewal

- Dedicated renewals team

Strong focus on up/cross-sell & fertilization

- Top management focus
- Dynamic reallocation of critical bid resources to key deals

60%+ win rate on existing key opportunities

- Implement Atos best practices from other Business Units
- Major churn of must win bid teams towards high quality resources

€2 billion qualified pipeline beginning H2

- Targeted investment in business development resources to cover all markets
- Reinforce advisors coverage
- Focus on Energy, Telco, Health, Cyber and Big data
- Invest more in Demand generation and awareness

4

Conclusion

Thierry Breton

Chairman & CEO

2018 priorities

Accelerating **digital transformation businesses** supported by digital skilling & competence building

Rolling-out **Artificial Intelligence** in all our offerings
Global Partnership with Google

Deploying the **new TOP transformation programs** to deliver operational profitability

Pursuing selective **acquisition** strategy, fully supporting Worldline ambition

Stronger financial objectives in 2018 confirming 2019 Ambition targets



Q&A



Thanks

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