

Q3 2022 Financial Information



Bezons
October 26, 2022

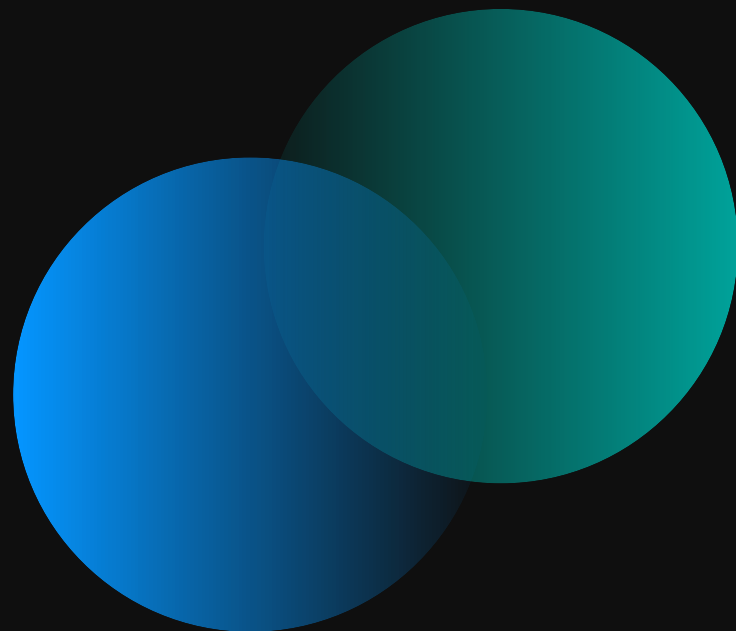
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Revenue organic growth is presented at constant scope and exchange rates.

Regional Business Units include Americas including North America (USA, Canada, Guatemala and Mexico) and South America (Argentina, Brazil, Chile, Colombia, Uruguay, and Peru), Northern Europe and APAC including Northern Europe (United Kingdom & Ireland, Belgium, Denmark, Estonia, Belarus, Finland, Lithuania, Luxembourg, The Netherlands and Sweden) and Asia-Pacific (Australia, China, Hong Kong, India, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, and Thailand), Central Europe (Germany, Austria, Bulgaria, Bosnia, Croatia, Czech Republic, Greece, Hungary, Israel, Poland, Romania, Russia, Serbia, Slovenia, Slovakia, and Switzerland), Southern Europe (France, Andorra, Spain, Portugal, and Italy) and Rest of the World including Middle East & Africa (Algeria, Benin, Burkina Faso, Egypt, Gabon, Ivory Coast, Kenya, Kingdom of Saudi Arabia, Madagascar, Mali, Mauritius, Morocco, Qatar, Senegal, South Africa, Tunisia, Turkey and UAE), Major Events and Global Delivery Centers.



Today's presenters



Nouridine Bihmane

*Co-CEO, in charge of
Tech Foundations*



Diane Galbe

*Group SEVP in charge of
strategic projects and
support functions*



Philippe Oliva

*Co-CEO, in charge of the
Evidian perimeter*



Nathalie Sénéchault

*Group
Chief Financial Officer*

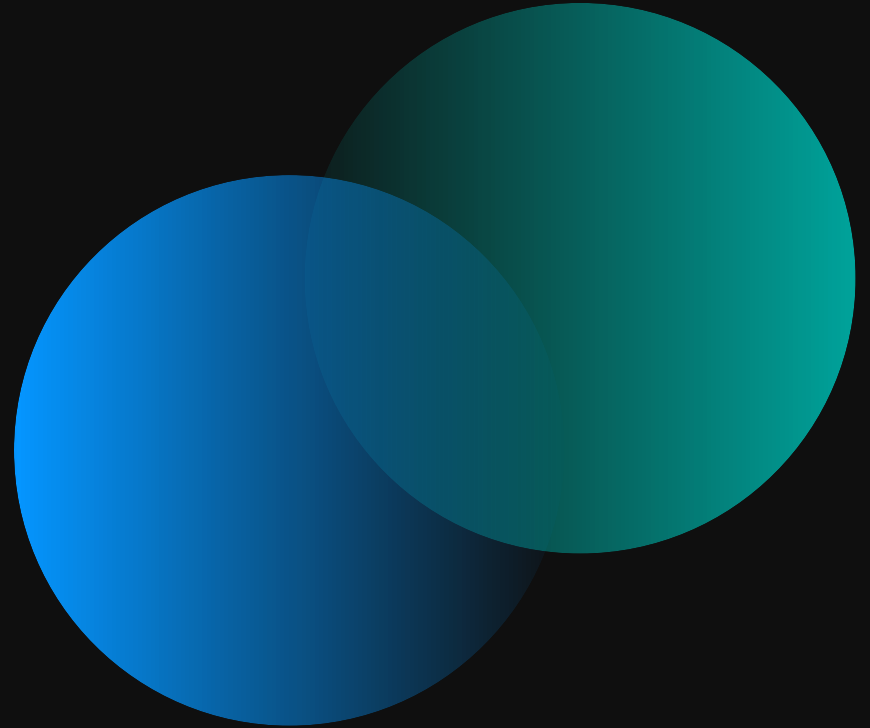
Agenda

1. Q3 2022 Highlights
2. Progress in separation project
3. Q3 2022 Financial Performance
4. FY 2022 Objectives
5. Q&A



01. Q3 2022 Highlights

*Nourdine Bihmane
& Philippe Oliva*



Q3 2022 highlights

Transformation in motion



Revenue up **+5.7% in Q3**, growth at constant currency **turning positive** at **+1.1%**
Organic growth **stabilized**, at **-0.1%**, showing continued **sequential improvement**



Book-to-Bill at **71% in Q3**
Expected to recover significantly in Q4



Intact attractiveness and **ability to retain talents**
Group headcount stable vs. end June, at 112,344 people with **8,400 hirings** (gross) in Q3



Significant progress achieved in **separation project**
On track for **completion in H2 2023**

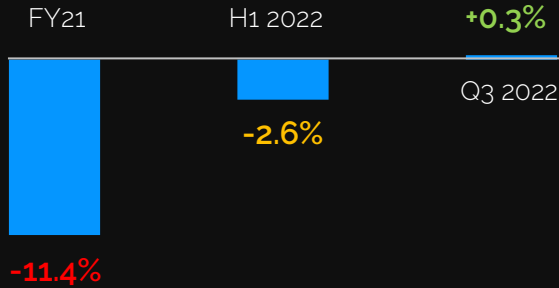


2022 financial objectives confirmed and refined

Tech Foundations in Q3: earlier-than-anticipated revenue stabilization



Positive top line momentum: revenue growth at cst. currency stabilized in Q3



Contained decline in **Infrastructure** services thanks to **renewed focus**

Strong growth in **Professional Services**

Digital Workplace and **UCC** impacted by supply chain tensions



Gradually re-building commercial pipeline

58%

Q3 book-to-bill
vs. 54% in Q3 2021

Encouraging **growth in new logos** in Q3

Increased **selectivity** in order entry

Building sales capabilities to increase large deals win rate

Tech Foundations: main contract wins in Q3



Major American manufacturer

Mainframe as a service, Cloud migration and application support takeover



European stock exchange actor

5-year mainframe managed services contract

✓ New logo



Global communication provider

End to end IT services to develop a dynamic digital infrastructure in order to support the company's growth

✓ New logo



German energy provider

Infrastructure operation outsourcing, 1st generation IT outsourcing for the client

✓ New logo



Evidian in Q3: continued growth, set to accelerate in Q4



+2.1%

**Q3 revenue growth
at constant curr.**

Solid growth in Digital: buoyant digital transformation markets, contribution from recent acquisitions

Cybersecurity: market leadership, strong customer demand

Low **HPC revenue:** high order entry in Q2 to translate into ramp-up in Q4



85%

Q3 book-to-bill

Low quarter for **HPC** following a **very high Q2**

Lower number of **large Application Management Services contracts**

Evidian: main contract wins in Q3



Major Insurance company in US

Support development of AI/ML & Data solutions to improve sales efficiency

✓ New logo



Dutch public administration

SAP centric system management for housing, hosting, management, maintenance and public cloud migration



Energy provider in US

Deploy wide range of CCS solutions for energy offshore wind farms (TETRA, VHF-M/A, 5G network, multinet network dispatching system, radar systems)



Italian internet provider

Extended strategic partnership for the supply of management services: Cloud datacenter, workplace digital transformation, hyper communication solutions and cybersecurity



Intact ability to attract and retain talents

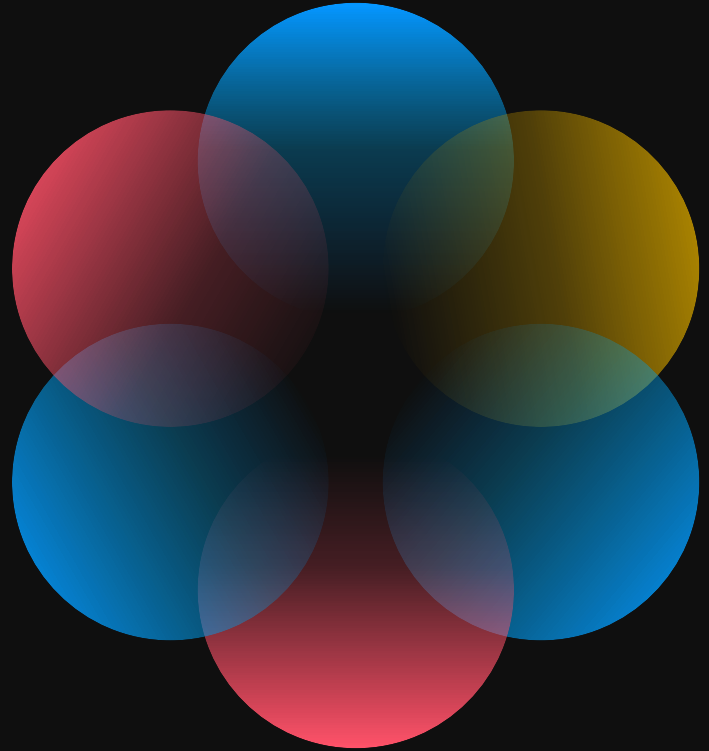
Q3 Headcount Evolution



Sept. 2022: Atos listed for the first time as one of 'Europe's Best Workplaces' by GPTW

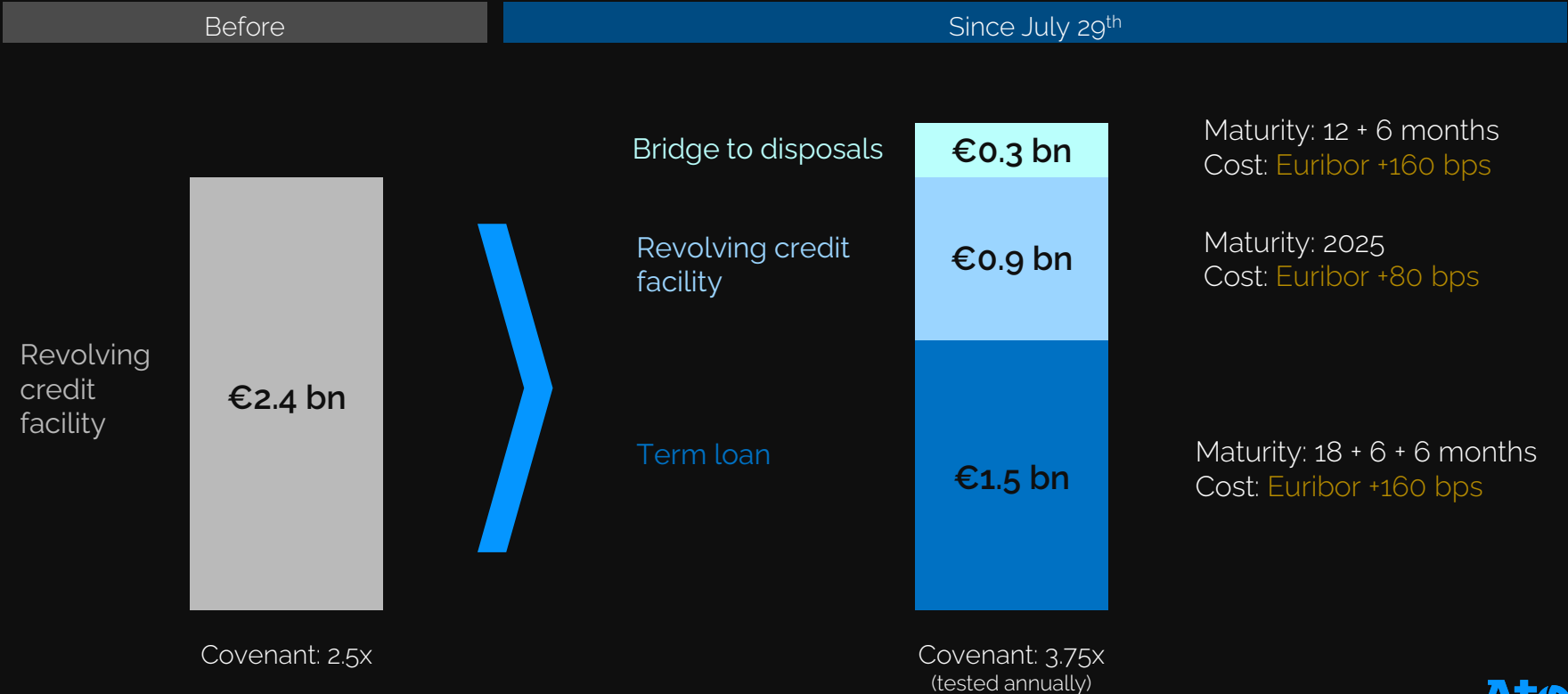
02. Progress in Separation project

Diane Galbe



New €2.7 bn bank debt package signed

Atos fully financed for the interim period until spin-off; Group liquidity ensured



Group transformation in motion

Significant progress in separation project; moving ahead with disposal program



Works councils **Information and consultation process** started

- ✓ Consultation process of Atos European works council (SEC) launched on September 7, 2022 as planned
- ✓ Social dialogue also started at country levels



Separation workstreams mobilized and progressing according to plan

- ✓ Go-to-market and commercial continuity
- ✓ Carve-out operations
- ✓ Operating model and support functions set-up
- ✓ Program coordination

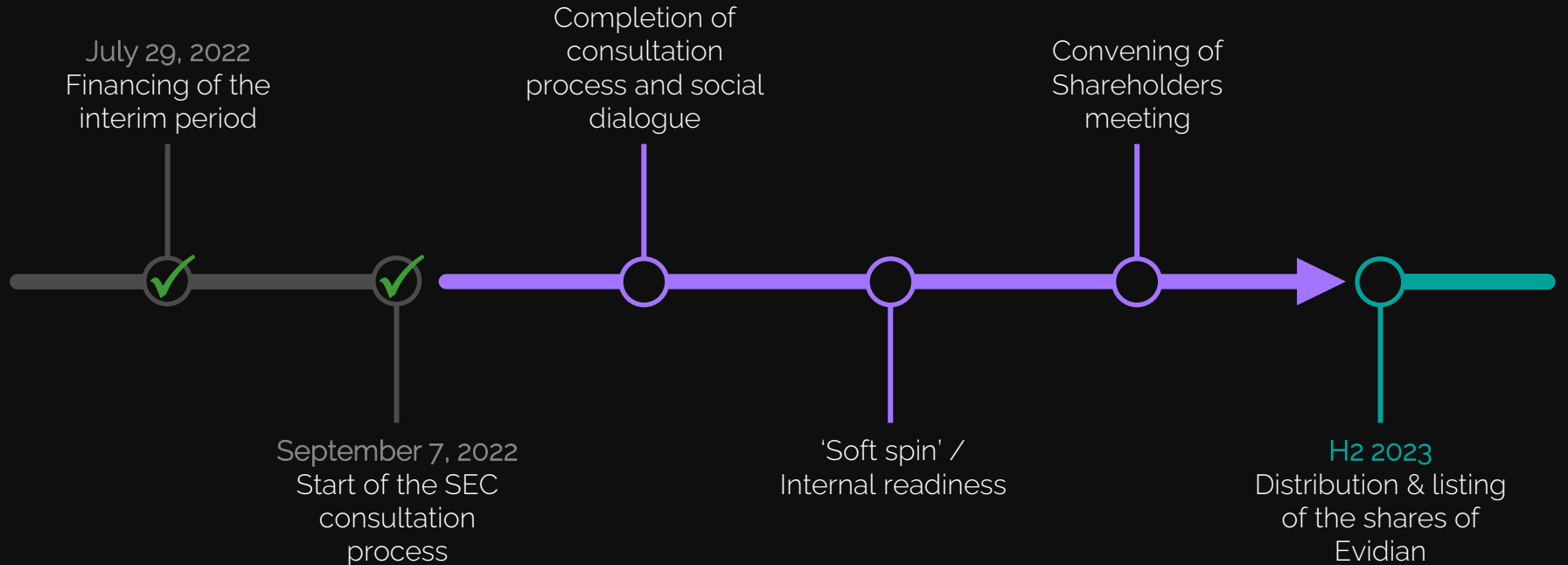


Moving ahead with **disposal program**

- ✓ Several disposal processes currently ongoing
- ✓ Including 2 small-sized transactions already signed
- ✓ Strong market interest, Group's ability to execute swiftly

Separation project major steps

On track for completion in H2 2023



Corporate Social Responsibility

Outstanding external recognition



September 2022:

EcoVadis Platinum Award

Best score for Atos to date at 84/100

Top 1% companies assessed by Ecovadis in the 'Computer programming, consultancy and related activities' sector



October 2022:

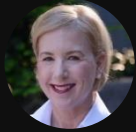
Upgrade to AAA rating by MSCI ESG ratings

Highest rating available to an organization

Top 7% companies assessed by MSCI in the 'Software and services' sector.

Strengthened governance

5 new directors (4 of them independent), evolution of Board's committees



Elizabeth Tinkham

Astrid Stange

René Proglío

Katrina Hopkins

Caroline Ruellan

Experience



Former Senior Managing Director at **Accenture**

Former COO of **Axa Group**
Former SP & MD of the **BCG**

Partner at **PJT Partners**
Former Head of **Morgan Stanley** France and partner **Arthur Andersen**

Group Head talent and career management **Atos**

Founder **SONJ Conseil**
Chair of **Cercle des Administrateurs**
Director at **ADAM**

Expertise



Cloud and IT industry
Hyperscalers

Large scale digital and operational transformations
Financial and insurance sector

Audit
Accounting
Financial transactions and M&A

Talent & Management
Training and Development of employees,

Governance
Risk management
Corporate law

Committee



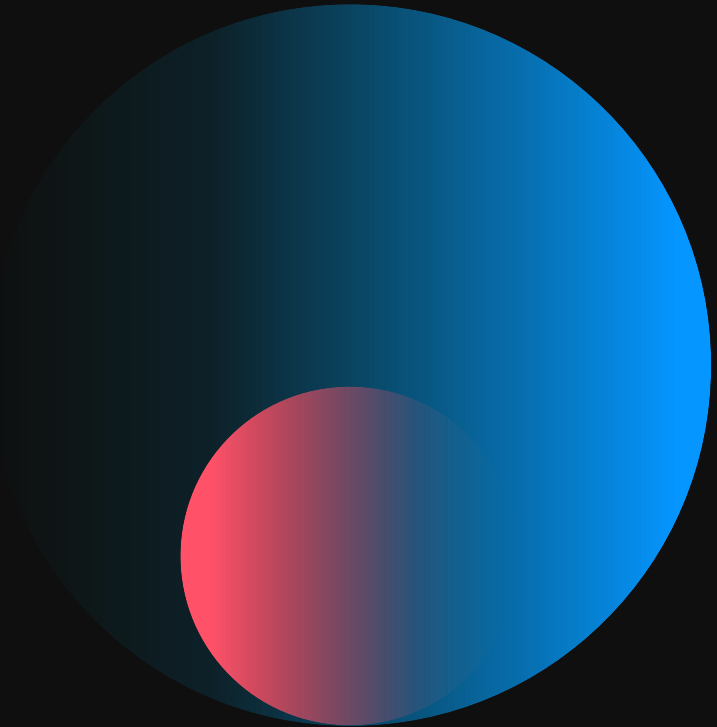
Chair of **Nomination and Governance Committee**

Chair of **Remuneration Committee**

Chair of **Audit Committee** and **Ad Hoc Committee**

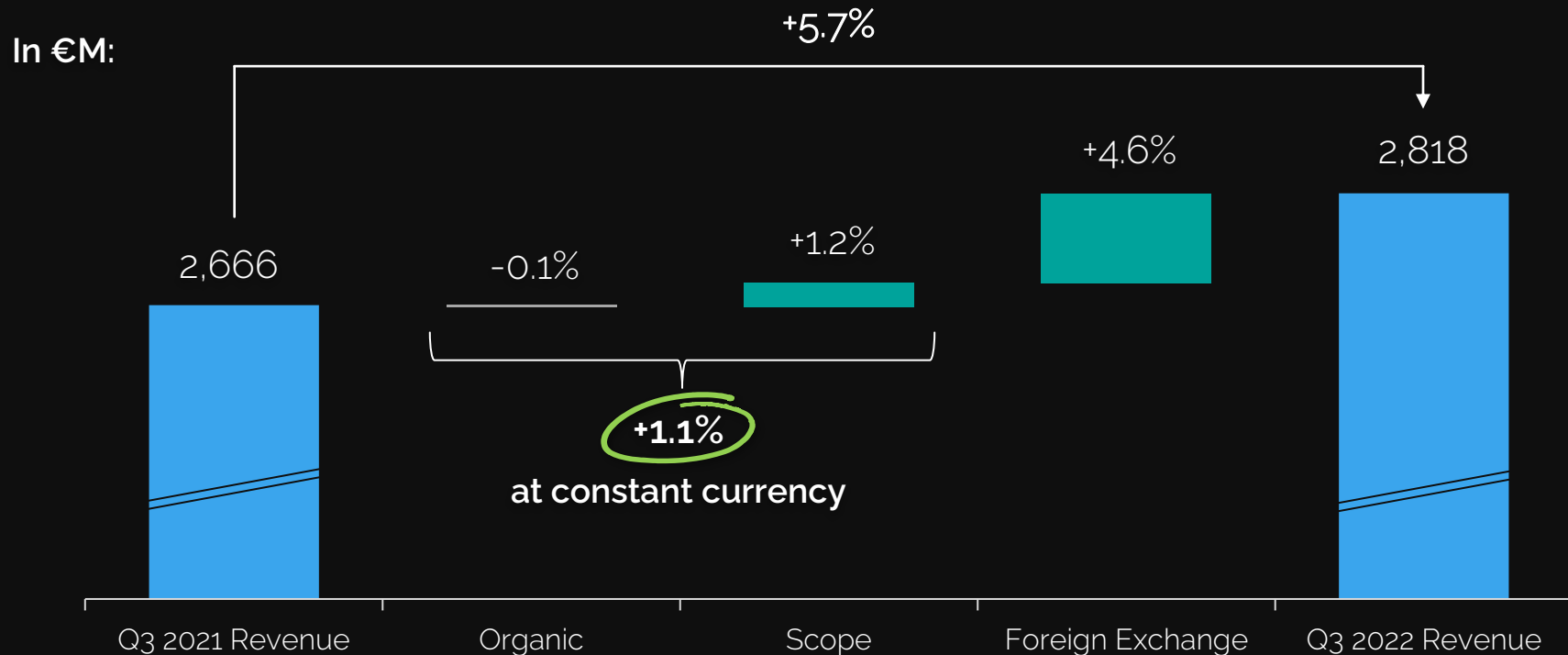
03. Q3 2022 Financial Performance

Nathalie Sénéchault



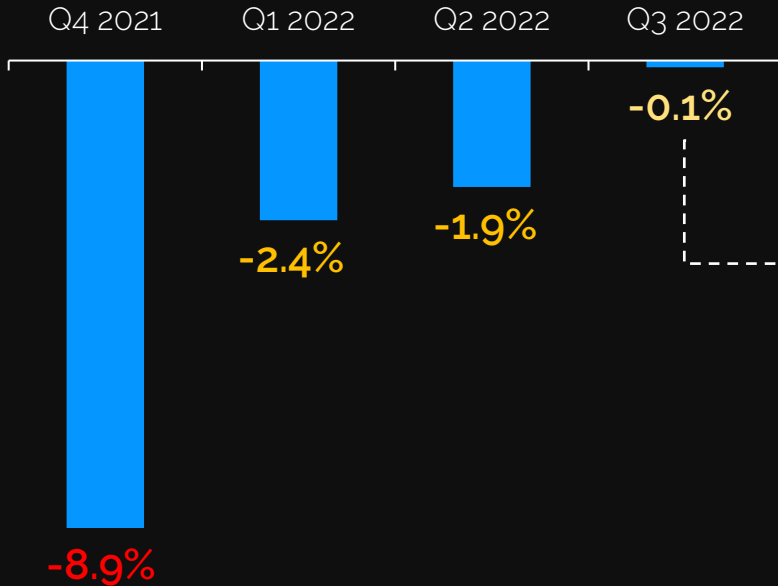
Revenue growth at constant currency turning positive

Q3 revenue bridge



Organic growth stabilized

Continued sequential improvement



Tech Foundations:

Earlier-than-expected stabilization

Evidian:

Growth in Digital and Cybersecurity offset by decrease in HPC revenue

➔ Organic growth expected to turn positive in Q4

Q3 2022

Revenue by Regional Business Unit

€M	Revenue		
	Q3 2022	Q3 2021*	% YoY, CC
Americas	776	752	+3.1%
Northern Europe & APAC	801	781	+2.6%
Central Europe	638	646	-1.2%
Southern Europe	544	556	-2.2%
Others & Global structures	60	53	+12.4%
Total	2,818	2,788	+1.1%

* At constant currency

04. 2022 Objectives

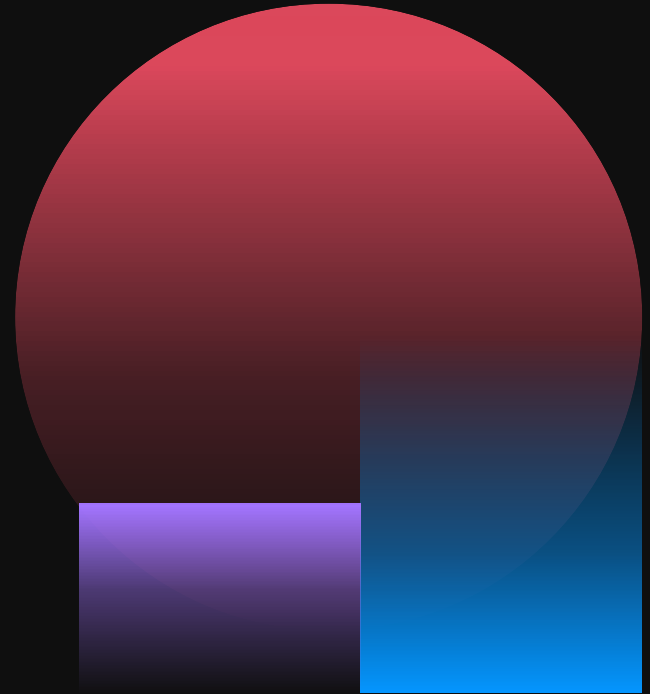
Nourdine Bihmane



2022 full-year confirmed and refined

2022 Full-Year guidance		Oct. 26 th precisions
Revenue growth at constant currency	-0.5% to +1.5%	Upper half of the range
Operating margin (% of revenue)	At the lower end of the 3% to 5% range	Unchanged
Free cash flow <i>excl. additional impacts from envisaged transformation plan</i>	At the lower end of the €-150m to €200m range	Unchanged
Estimated additional cash impacts of envisaged transformation plan	c. €-250m In line with information communicated at Atos Capital Markets Day in June	Unchanged

05. Q&A



Thank you!

For more information please contact:
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