

ATOS ORIGIN INVESTOR DAY »

Atos Worldline at the heart of Atos Origin's profitable growth strategy

Brussels, 12 June 2009



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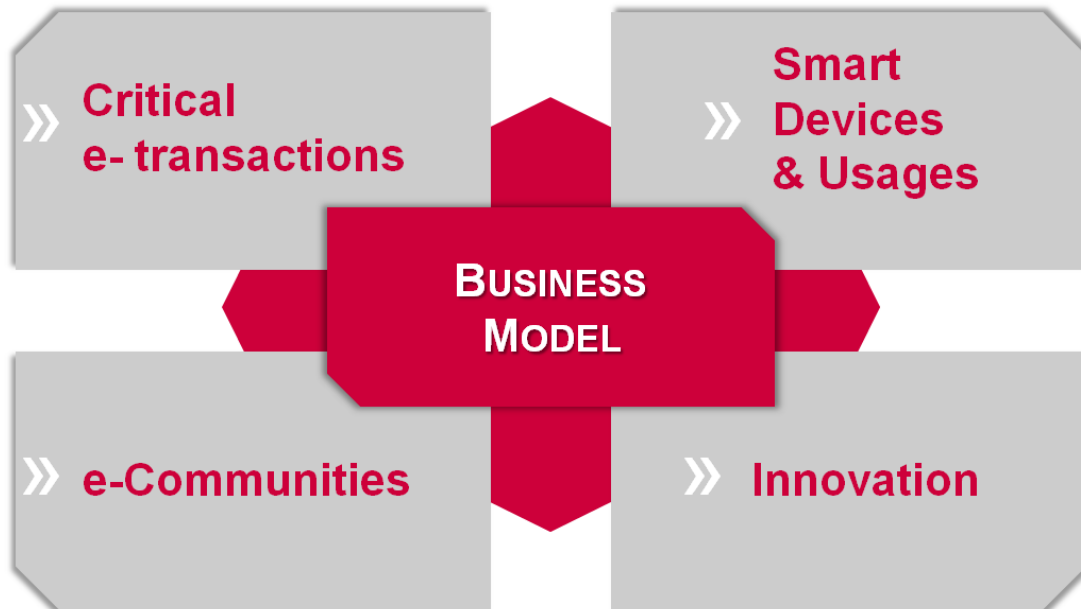
ADVANCE YOUR BUSINESS »

Disclaimers

- » This presentation contains further forward-looking statements that involve risks and uncertainties concerning the expected future growth and profitability for Atos Origin and Atos Worldline. 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 2008 annual report filed with the Autorités des Marchés Financiers (AMF) on 9 April 2009 as a Document de Référence under the registration number : D.09-251



Keywords to remember





Agenda

- » Introduction
- » In-depth presentation of Atos Worldline, its core businesses and its perspectives

LUNCH

- » Workshops
- » Integrating Atos Worldline for Atos Origin growth



Agenda

Morning

EARLY MORNING (9:30 TO 11:00)

» In-depth presentation of Atos Worldline

- › Identity card & Business model
- › In-depth focus on Atos Worldline Core Businesses
- › Atos Worldline Key Financial Figures

BREAK

LATER THIS MORNING (11:30 TO 12:30)

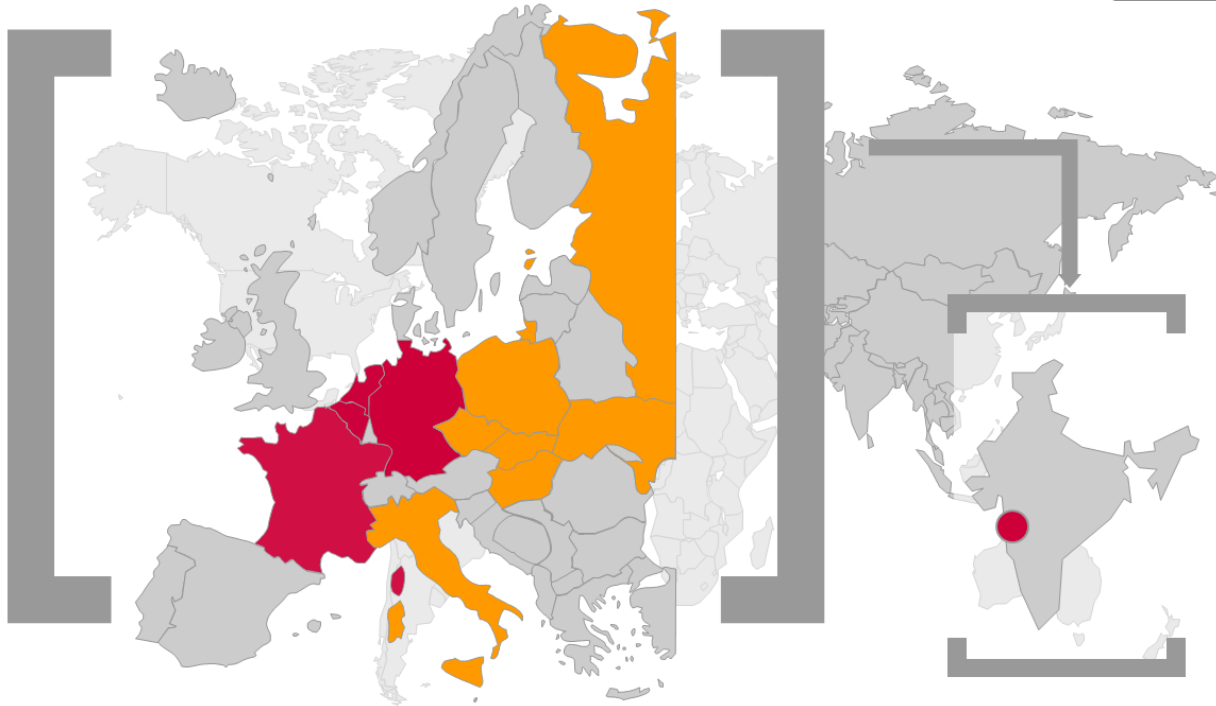
» Atos Worldline Business Lines Perspectives

» **Atos Worldline** is
a leading European
end to end service provider
designing solutions and providing processing services
for **critical electronic**
transactions «



Atos Worldline Identity Card

A strong European position built on experience





Atos Worldline Identity Card

Focused to lead in three service lines

Electronic Payments

e-CS
Customer, Citizen &
e-Community Services

Financial Markets

66%

22%

12%

» **Global Turnover = 814m€** «

4844 employees



Atos Worldline Identity Card

Focused to lead in three service lines

Electronic Payments

e-CS

Customer, Citizen & e-Community Services

Financial Markets

#2 **Acquiring** – Europe
TOP 3* **Internet Payment** – Europe
TOP 5* **Issuing** – Europe

» **Global Turnover = 814m€** «

4844 employees

*Estimation non benchmarked



Atos Worldline Identity Card

Focused to lead in three service lines

Electronic
Payments

e-CS
Customer, Citizen &
e-Community Services

Financial Markets

#1

Personal Mailbox – Europe

Multichannel Selfcare Home Banking – France

» **Global Turnover = 814m€** «

4844 employees

* Estimation non benchmarked



Atos Worldline Identity Card

Focused to lead in three service lines

Electronic
Payments

e-CS
Customer, Citizen &
e-Community Services

Financial Markets

#1 Processing of Securities Clearing / Settlement – Europe
Brokerage Processing – Europe

» **Global Turnover = 814m€** «
4844 employees

*Estimation non benchmarked



Atos Worldline Identity Card

Electronic
Payments

e-CS
Customer, Citizen &
e-Community Services

Financial Markets



**High Tech
Transactional
Service Provider**



Atos Worldline Business Model

Clients' specific needs

Production model

- » Software assets
- » Business knowledge assets
- » Processing assets

Revenue model

- » Shared risks and success
- » Limited initial set-up expenditure
- » Based on client's business metrics

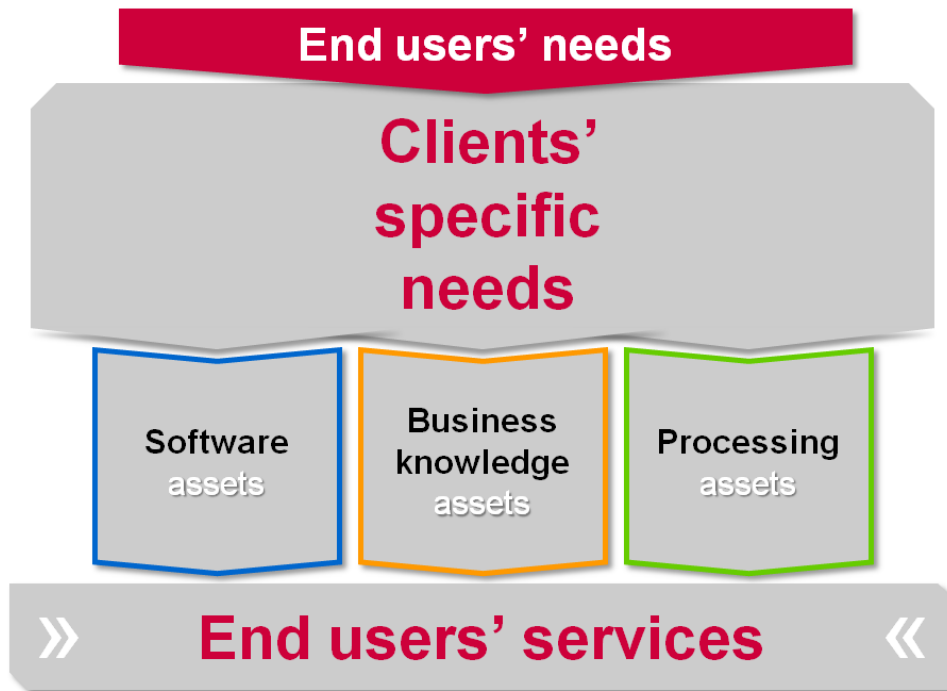


End users' services



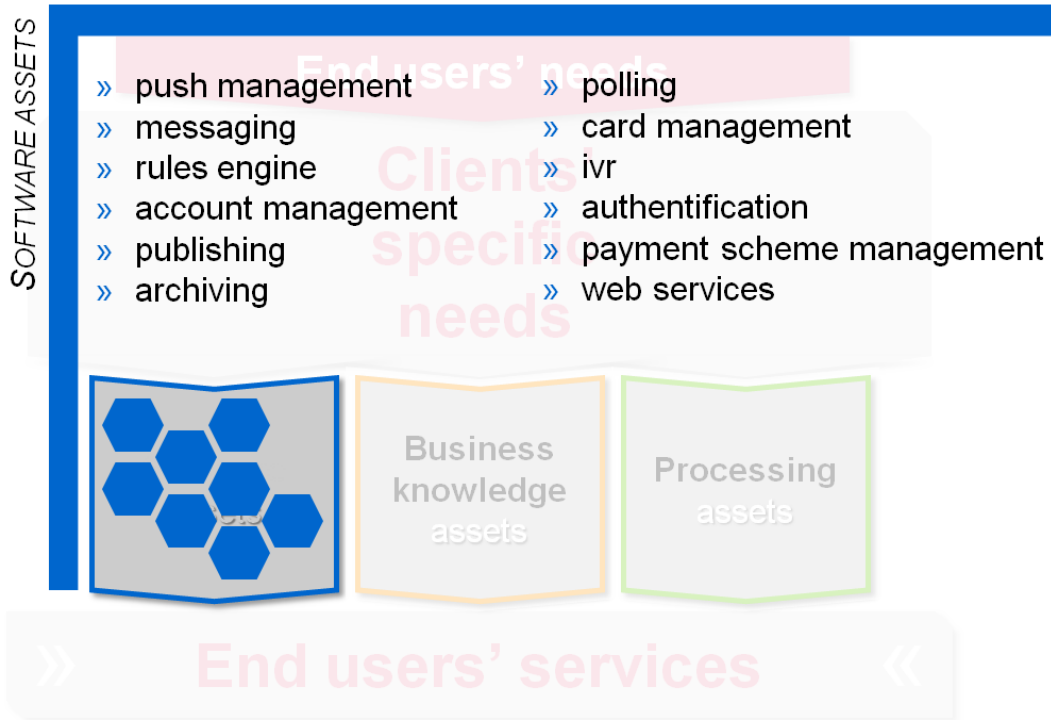
Atos Worldline Business Model

A client centric production model



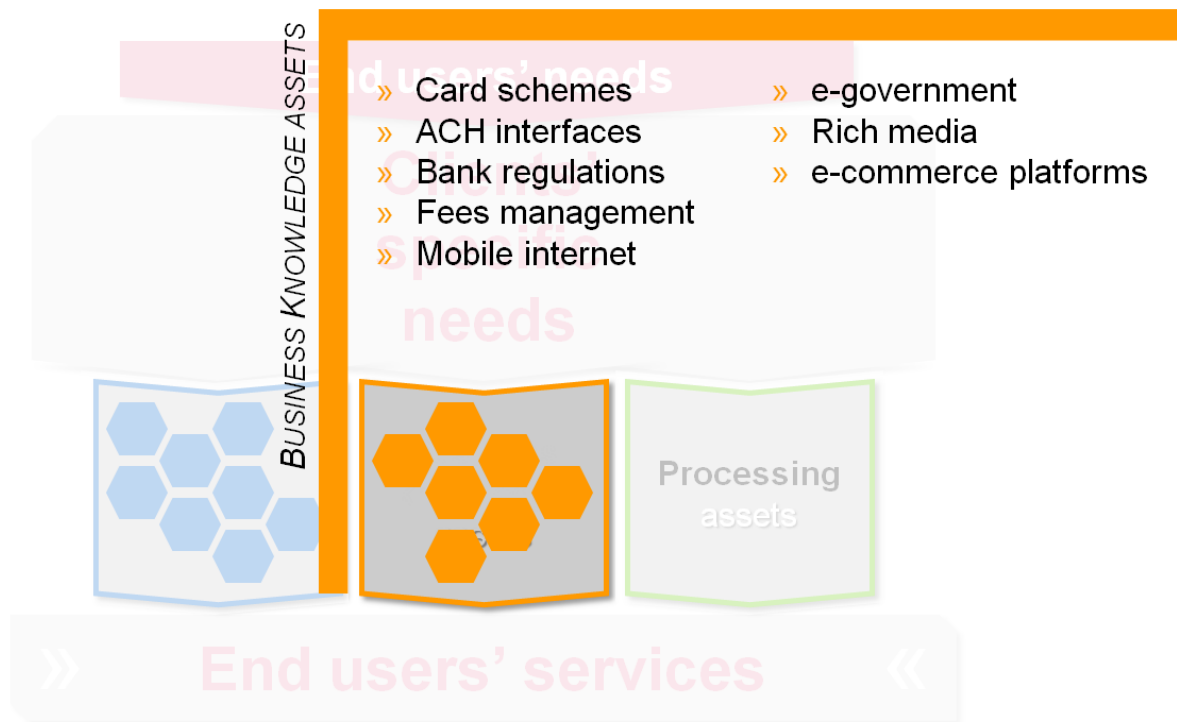
Atos Worldline Business Model

A production model with reusable software assets



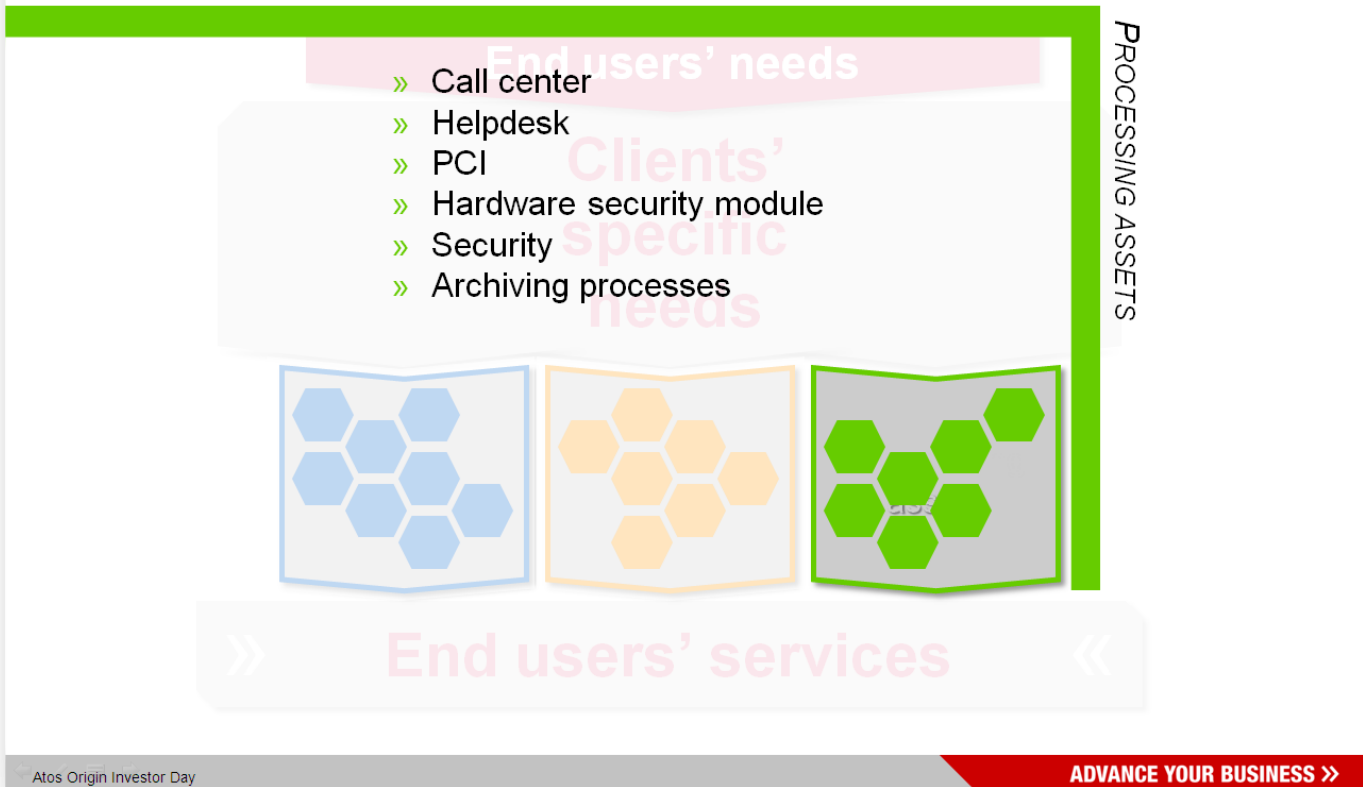
Atos Worldline Business Model

A production model with business expertise



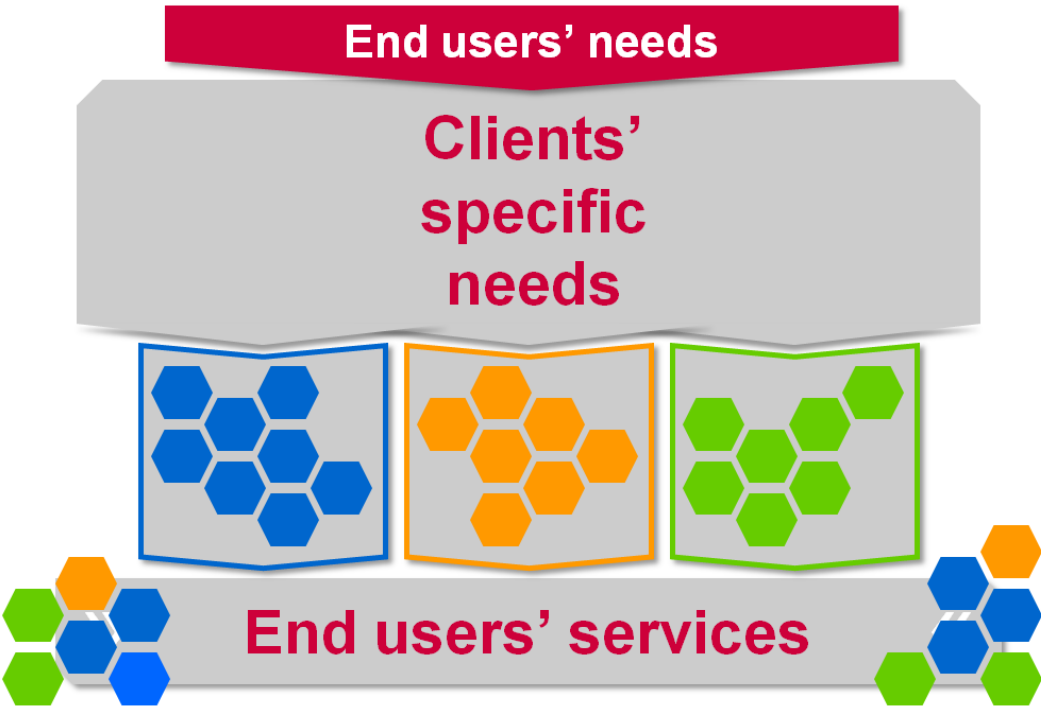
Atos Worldline Business Model

A production model with industrial scale



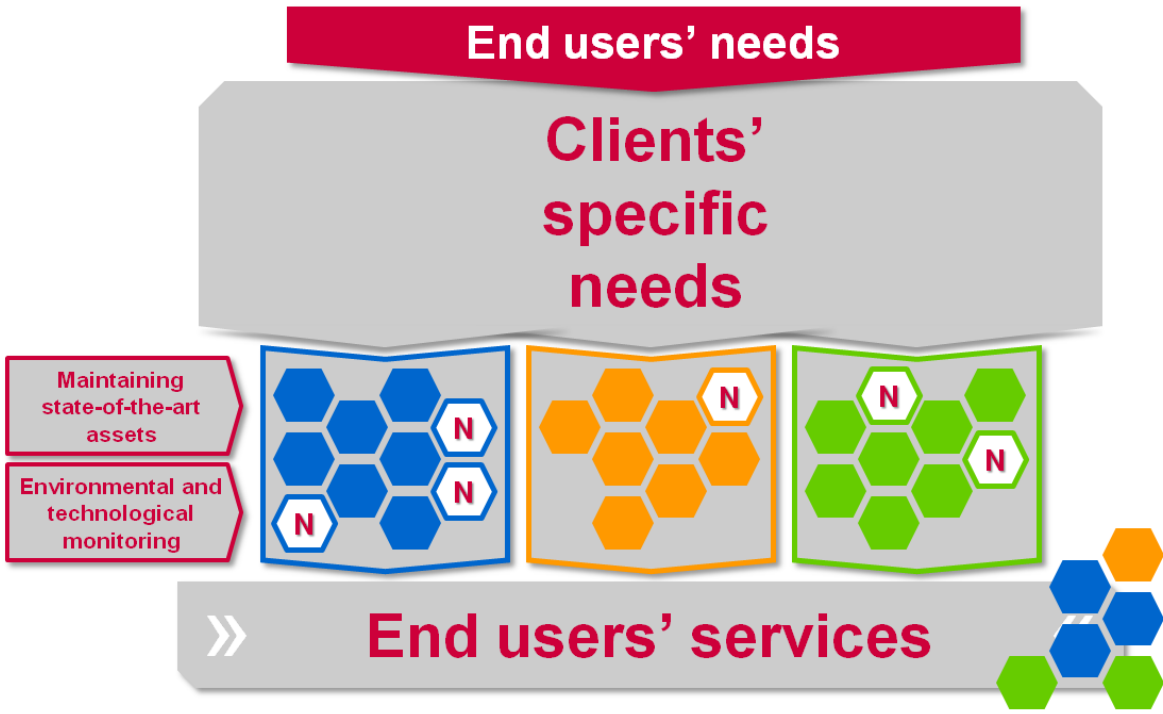
Atos Worldline Business Model

Production model – A case study



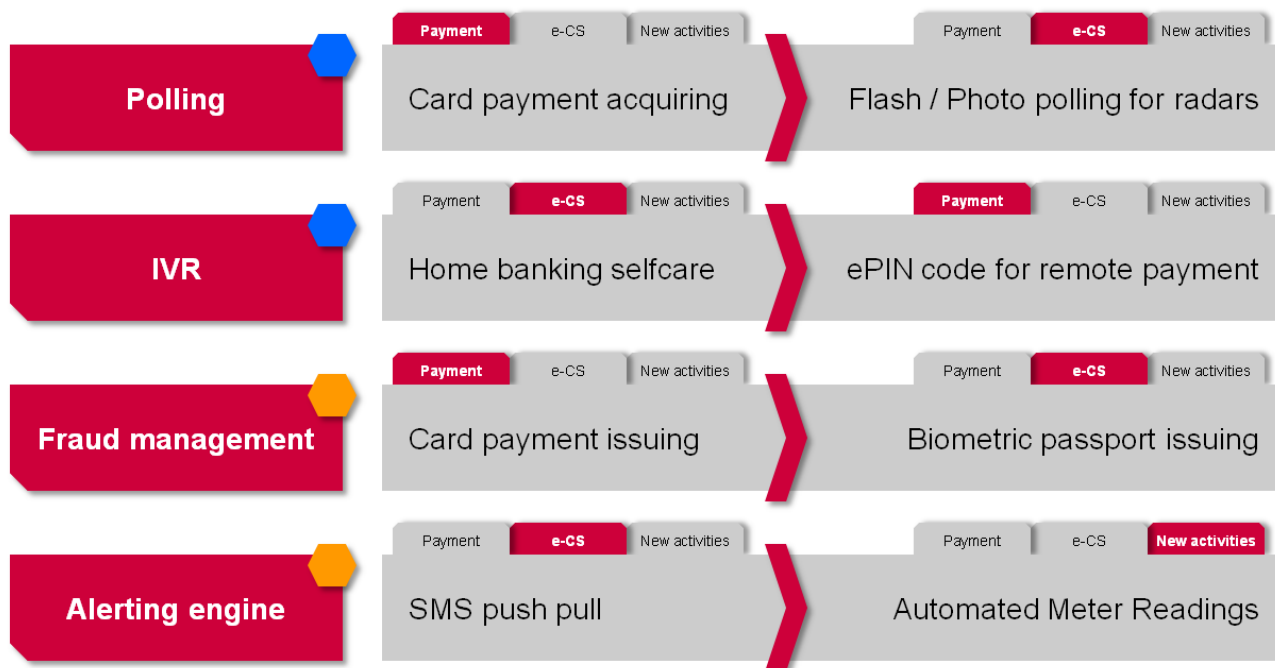
Atos Worldline Business Model

A production model keeping clients ahead



Atos Worldline Business Model

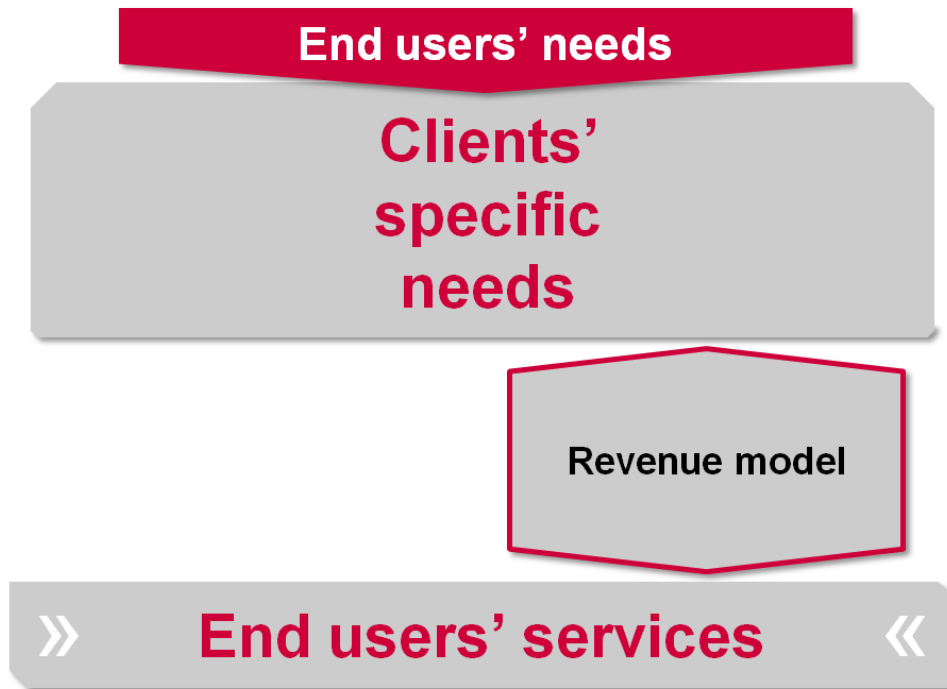
Reusability of the assets





Atos Worldline Business Model

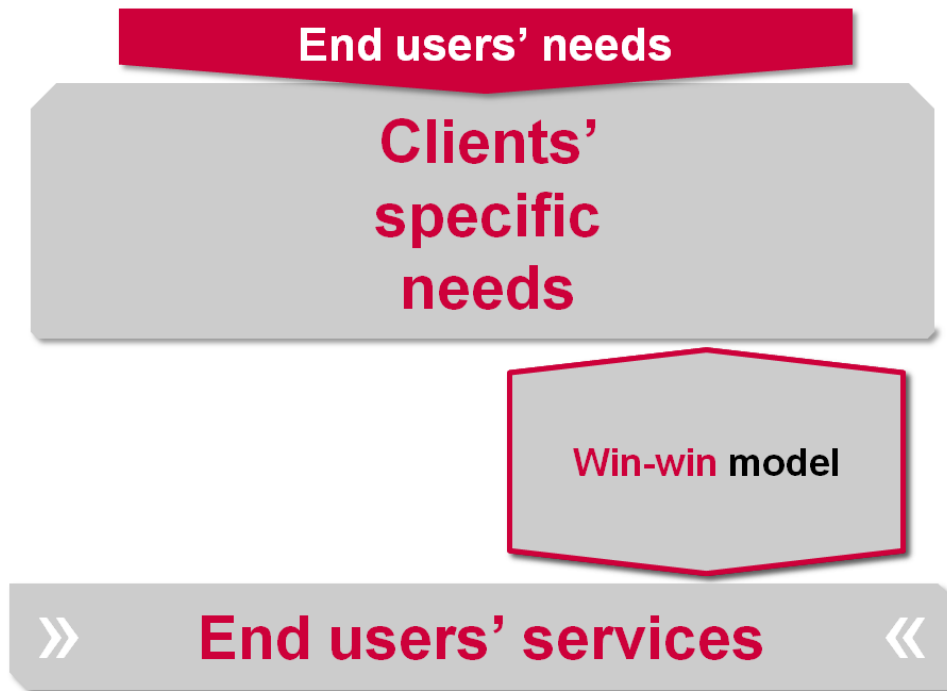
A partnership based revenue model





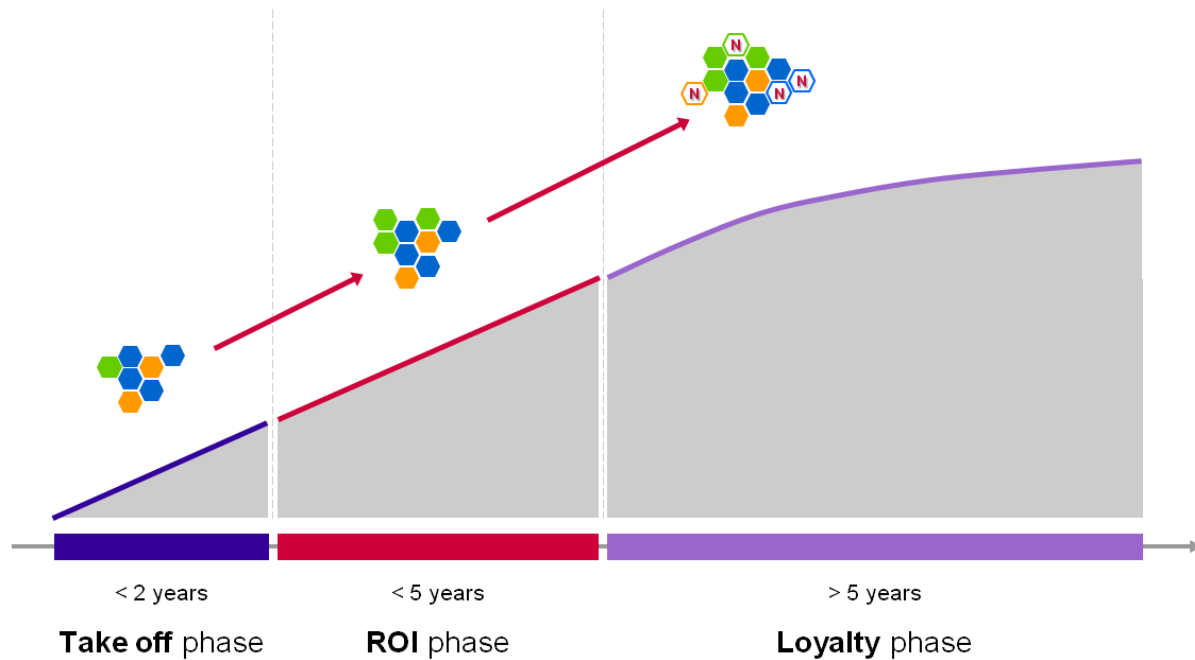
Atos Worldline Business Model

A partnership based revenue model



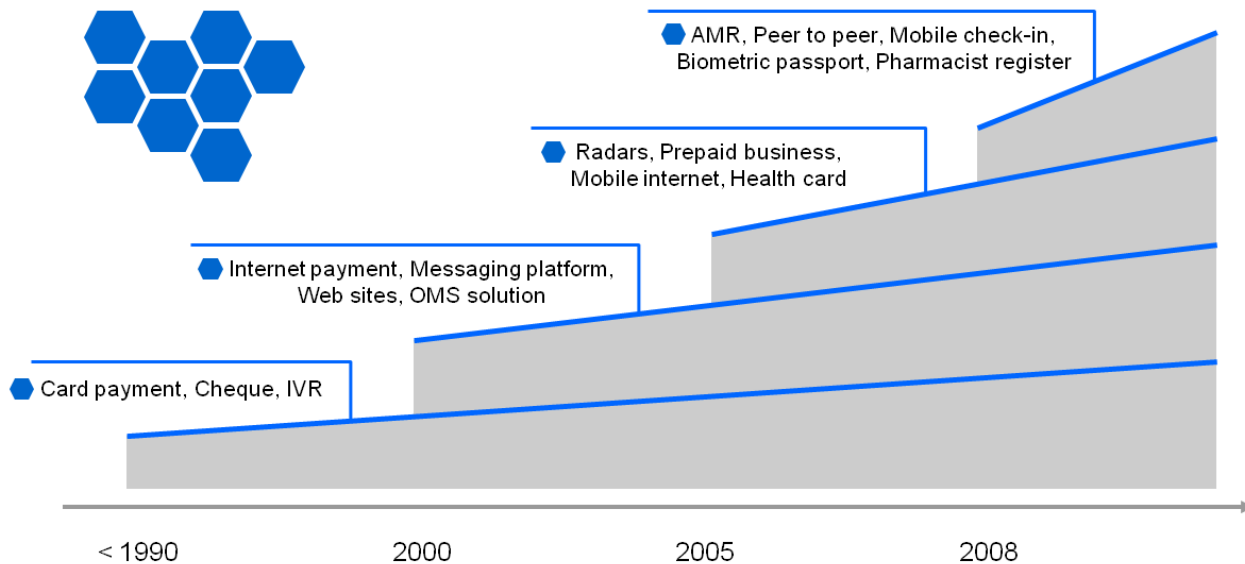
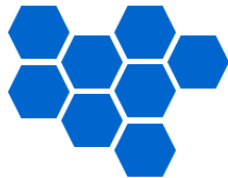
Atos Worldline Business Model

A revenue model enabling long term partnerships



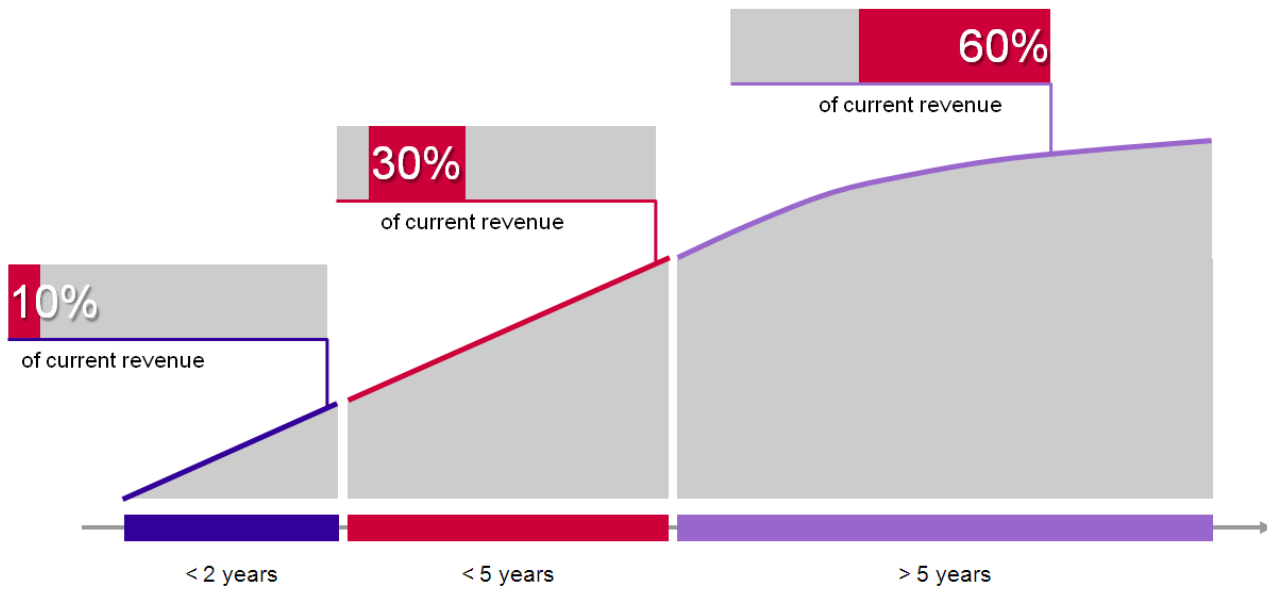
Atos Worldline Business Model

A revenue model supported by the production model



Atos Worldline Business Model

Delivering success and enabling long-term growth





[another way...]

Adding more value to classical IT Services

» Designing applications & services

r.t. Integrating pre-packaged software

» Processing in self-designed mutualised data centers

r.t. Host customer platform

» Build once, reuse, sell many times

r.t. Sell once, execute once

» Client business metrics price structure

r.t. All-in-one pricing

» Shared success commitments

r.t. Means and results commitments



Atos Worldline Business Model

References

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a leading European
end to end service provider
designing solutions and providing processing services
for **critical electronic**
transactions «

Atos Worldline Business Model

References



Atos Worldline is a leading European end to end service provider
designing solutions and providing processing services for critical electronic transactions



Bank – Finance	Retail	Telco – Media – Utilities	Industry	Public Sector	Transport	Health



Agenda

Morning

EARLY MORNING (9:30 TO 11:00)

- » In-depth presentation of Atos Worldline
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 - › In-depth focus on Atos Worldline Core Businesses
 - › Atos Worldline Key Financial Figures

BREAK

LATER THIS MORNING (11:30 TO 12:30)

- » Atos Worldline Business Lines Perspectives



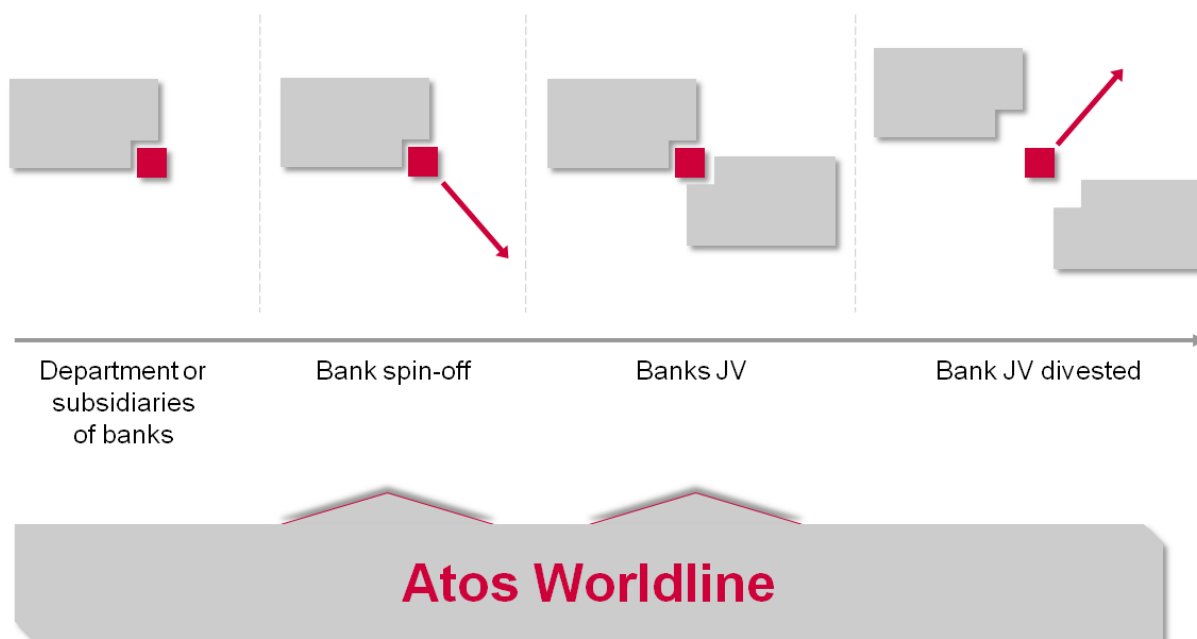
Electronic Payments Service Line

Atos Worldline
end to end service provider
» leader in **electronic payments** «



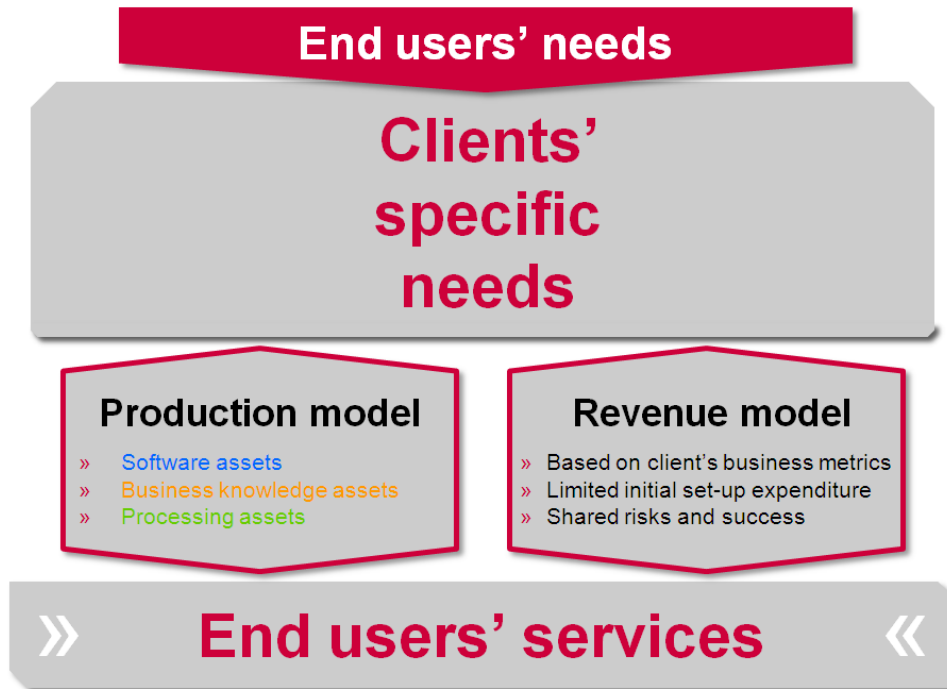
Electronic Payments Service Line

The origin of Atos Worldline



Electronic Payments Service Line

Applying the model



Electronic Payments Service Line


Applying the model

End users' / Clients' needs



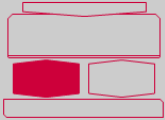
- » Cards
- » ATM
- » POS terminal
- » Cheque
- » Mobile phone
- » Internet

Revenue model



- » Per card
- » Per authorisation
- » Per transaction
- » Per POS
- » Per cheque
- » Per call
- » Per top-up

Production model



- » SOFTWARE ASSETS
 - » Security & encryption
 - » Card management
 - » Authorisation switching
 - » Clearing & settlement
 - » ...
- » BUSINESS KNOWLEDGE ASSETS
 - » Card schemes
 - » Protocols
 - » Fraud management
 - » Commercial acquiring
 - » ...
- » PROCESSING ASSETS
 - » Call center
 - » Helpdesk
 - » End-to-end services
 - » ...



Electronic Payments Service Line

Scope of portfolio

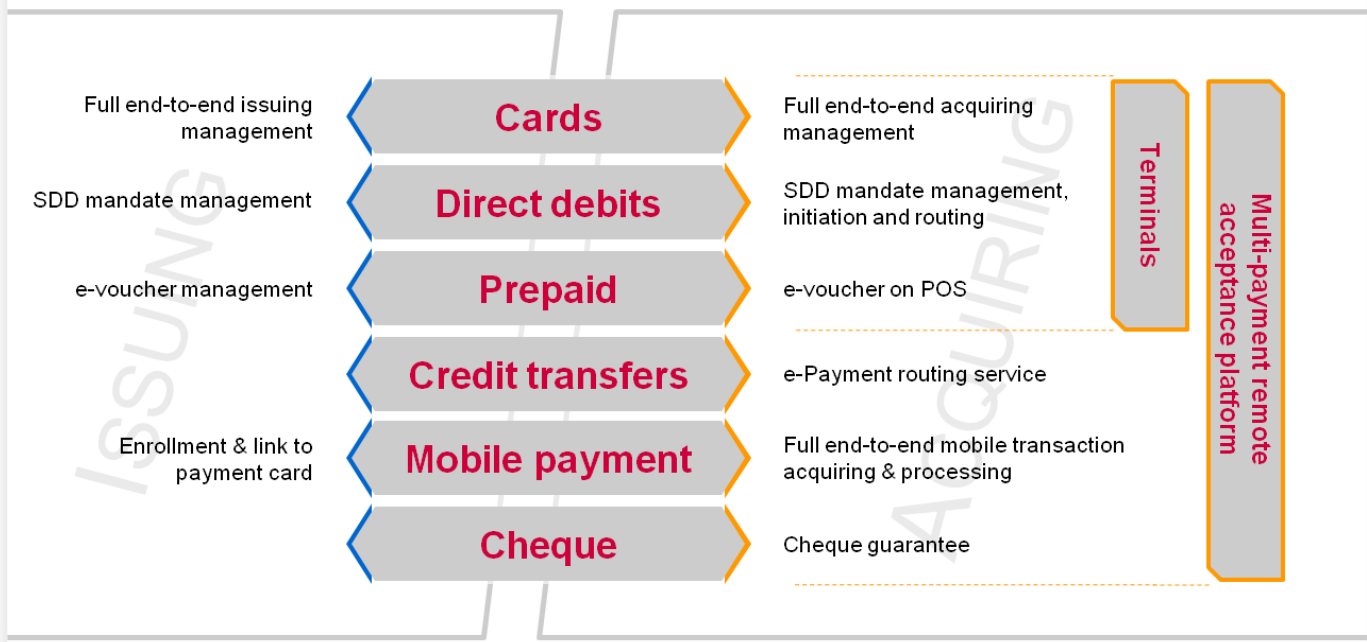
ISSUING



ACQUIRING

Electronic Payments Service Line

Scope of portfolio





Electronic Payments Service Line

Key figures

- » **12 million** debit cards
 - » **12 million** credit cards
 - » **5 million** fuel cards
 - » **3 million** hits in our call centers
- » **275 million** remote payment
 - » **170 million** cheque authorisations
 - » **2 billion** acquiring transactions
 - » **147 million** withdrawals
 - » **127 million** Mon€o/Proton transactions
 - » **34 million** mobile phone prepaid transactions
 - » **400 000** terminals



Electronic Payments Service Line

Key differentiators

Plug-and-play
solutions

Customised solutions

Atos Worldline
end to end service provider
» leader in **electronic payments** «

International
Visa and MasterCard
licences

State-of-the-art
technology & security

Multi-industry
client base

Electronic Payments Service Line

References



Atos Worldline is a leading European end to end service provider
designing solutions and providing processing services for critical electronic transactions



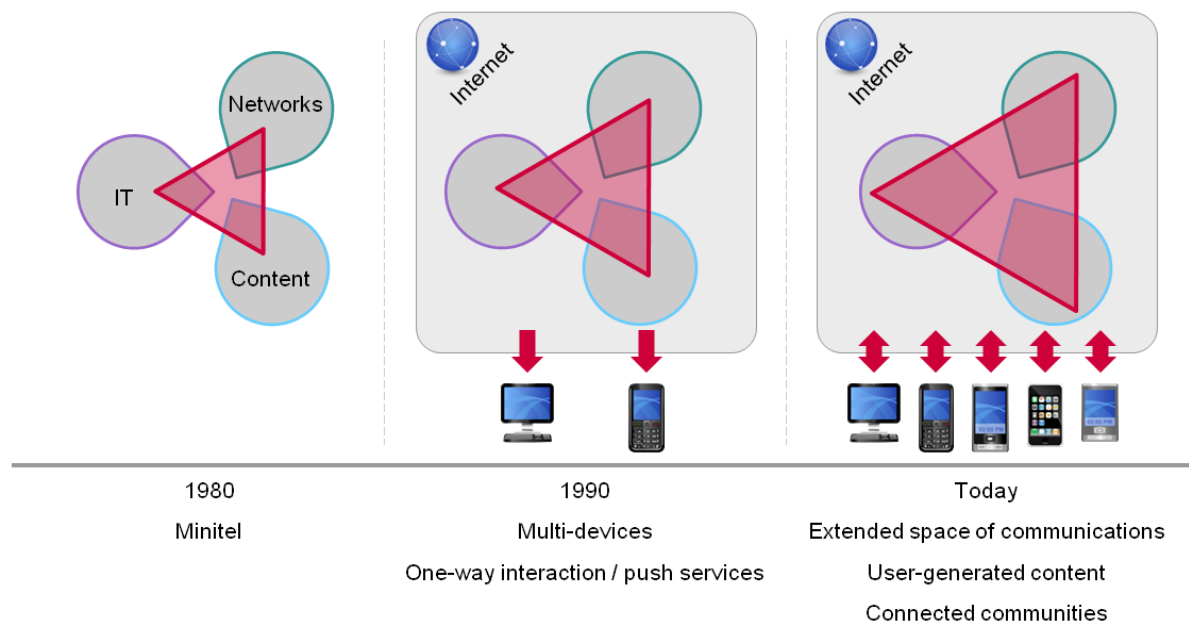
Bank – Finance	Retail	Telco – Media – Utilities	Industry	Public Sector	Transport	Health



Atos Worldline
end to end service provider
» leader in **customer, citizen and** «
e-Community services

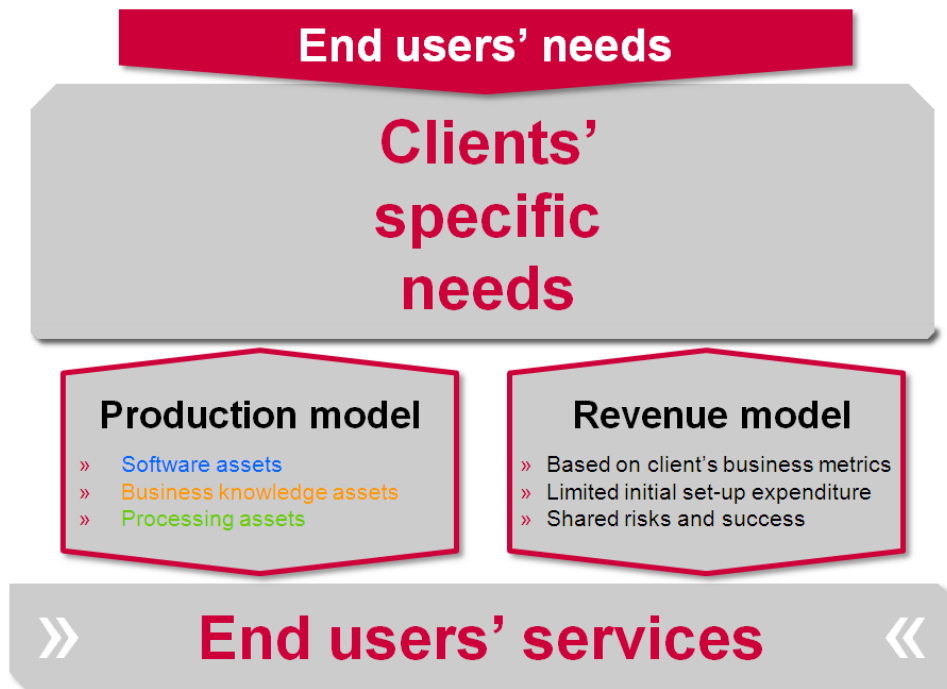
e-CS Service Line

The origin of Atos Worldline



e-CS Service Line

Applying the model



e-CS Service Line


Applying the model

End users' / Clients' needs




- » Phone
- » Mobile phone
- » Radar
- » ATM
- » PDA
- » Home PC
- » On-Board Unit
- » GPS

Revenue model



- » Per SMS
- » Per mailbox
- » Per hits
- » Per order
- » Per call

Production model



- » **SOFTWARE ASSETS**
 - » Content management
 - » Electronic signature
 - » Business intelligence
 - » Messaging tools
 - » VoiceXML module
 - » ...
- » **BUSINESS KNOWLEDGE ASSETS**
 - » Mobile internet
 - » e-government
 - » Rich media
 - » e-commerce platforms
 - » ...
- » **PROCESSING ASSETS**
 - » Call center
 - » Helpdesk
 - » Security
 - » Archiving processes
 - » ...

e-CS Service Line

Scope of portfolio

Client service processes

- » IVR applications
- » ACD applications
- » Loyalty programs
- » Push SMS/MMS/mail
- » Datamining

Messaging

- » Messaging core product
- » Telecom applications
- » Convergence management

Web services

- » Publishing
- » eMarket places
- » eCommerce

Digitalisation & Trust Services

- » eInvoice
- » eIdentification
- » eArchiving
- » eHealth
- » eGovernment services

e-CS



e-CS Service Line

Key figures

- » **40 million** e-mail boxes
- » **45 billion** e-mails
- » **450 million** SMS
- » **41 million** loyalty cards
- » **1,4 billion** calls (IVR & Contact Centre)
- » **102 billion** internet pages viewed
- » **850 million** e-documents

e-CS



e-CS Service Line

Key differentiators

Operational &
commercial
agility

Finely-tuned
business model

Atos Worldline

end to end service provider

» leader in **customer, citizen and
e-Community services** «

Large
financial resources

Fully fledged
international
IT group

Taste for
technology
challenges

e-CS Service Line

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Atos Worldline is a leading European end to end service provider
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- » Atos Worldline Business Lines Perspectives



Financials

Key Figures

In € Million	Statutory figures		
	FY 2008	FY 2007	FY 2006
Revenue	814	654	362
OMDA	170.2	141.6	83.3
<i>% of revenue</i>	20.9%	21.7%	23.0%
Operating Margin	123.4	95.3	63.8
<i>% of revenue</i>	15.2%	14.6%	17.6%
Employees as of 31 Dec.	4,844	3,996	2,732

Financials

Revenue growth since 2006

	Revenue		
In € Million	FY 2008	FY 2007	FY 2006
Statutory revenue	814	654	362
Y-o-Y growth	+24.5%	+80.6%	+4.6%
	 Integration of Financial Markets from AEMS as of 1 Jan. 2008	 Integration of Banksys acquired in Dec. 2006	
Y-o-Y organic growth	+9.3%	+3.0%	+4.6%

Financials

Revenue by service line

In € Million	Statutory Revenue			
	FY 2008	% of total	FY 2007	FY 2006
Electronic Payments	534	66%	505	223
e-CS	181	22%	148	139
Financial Markets	99	12%		
Group On-line-Services	814	100%	654	362

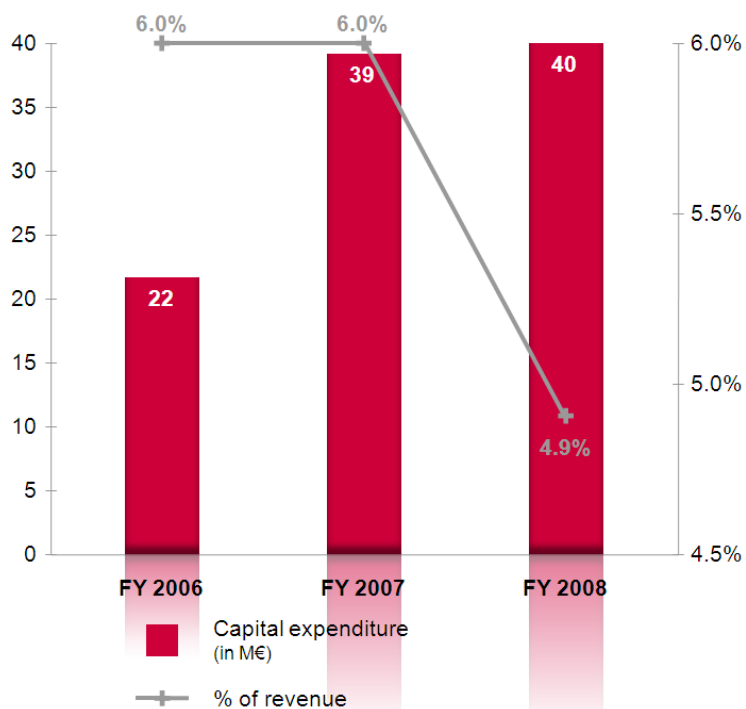
Financials

Revenue by industry

In € Million	Statutory Revenue					
	FY 2008	% of total	FY 2007	% of total	FY 2006	% of total
Financial services	380	47%	262	40%	151	42%
Public sector	81	10%	57	9%	61	17%
Manufacturing	9	1%	10	2%	10	3%
Telecom & media	74	9%	70	11%	69	19%
Energy & utilities	33	4%	38	6%	12	3%
Retail	231	28%	213	33%	58	16%
Other	5	1%	3	0%	1	0%
Group On-line-Services	814	100%	654	100%	362	100%

Financials

Capital expenditure



- » Investment in hardware
- » All IT development costs accounted for in Operating Margin



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Atos Worldline business lines perspectives

Trends in electronic payments



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**



leader in **electronic payments**

- » **Regulatory and technological trends (SEPA / PSD)**
 - › Abolition of domestic schemes and technical barriers
 - › New actors
 - › Processing and Clearing / Settlement of all payment means is converging
- » **Usage trends**
 - › Growth in electronic payments
 - › Quick adoption of new channels
 - › Growth of cross borders transactions
 - › Rise of prepaid payments
- » **Market dynamics**
 - › Polarisation of payment industry
 - › Intensification of competition



Atos Worldline business lines perspectives

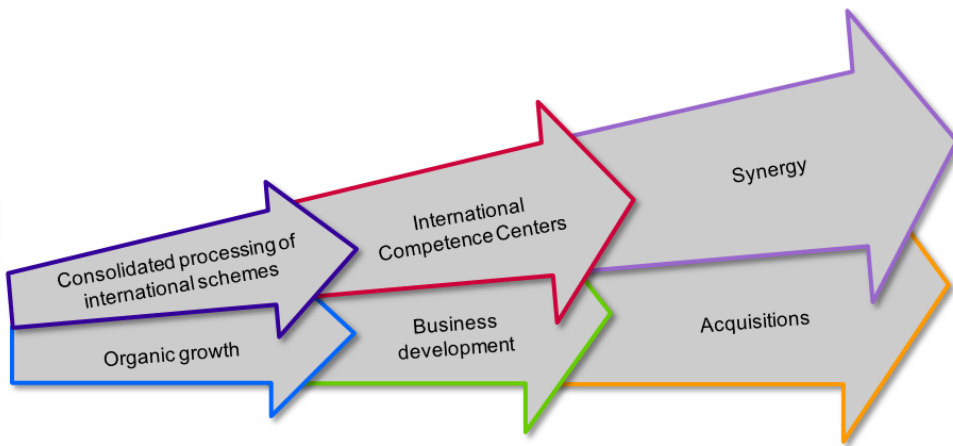
Strategic Path for growth in electronic payments



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**



leader in **electronic payments**





Atos Worldline business lines perspectives

Trends in e-CS



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**



» Technological trends

- › Increasing performance
- › Increasing variety of devices
- › Cloud computing
- › Growing tendency to reduce costs by externalisation

» Usage trends

- › Robust growth in customer self service
- › Profusion of unstructured information digital on mails, blogs and RSS

» Market dynamics

- › Traction from e-government for transformation projects
- › Replacement of paper by electronic flow
- › SaaS

leader in e-CS

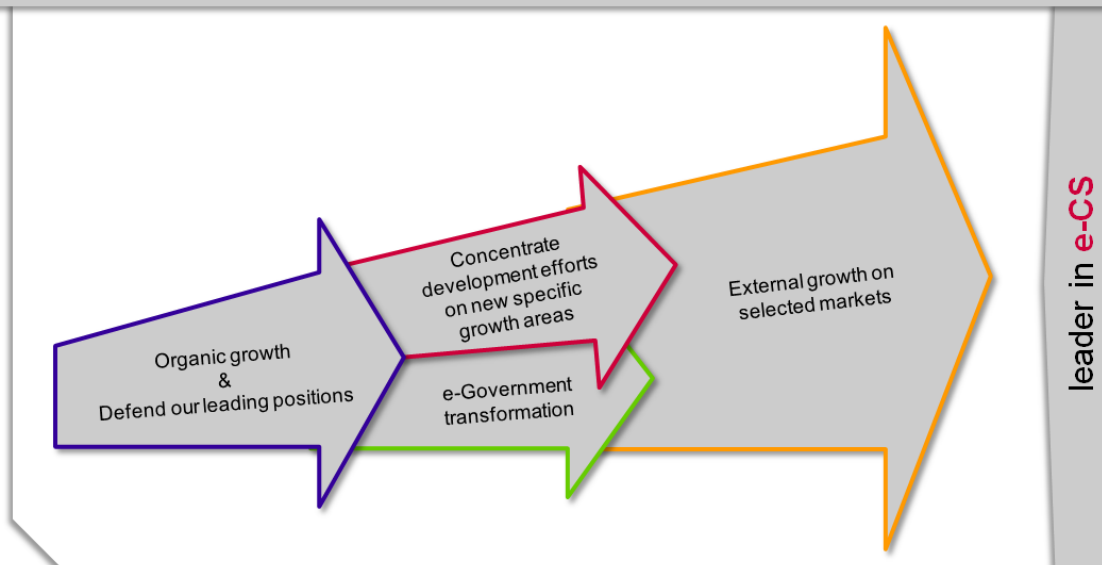


Atos Worldline business lines perspectives

Strategic path for growth in e-CS



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**





Atos Worldline business lines perspectives

Strengths for success

A company powered by its people

- » Our employees at the heart of our business strategy
- » Technological & business experts

Innovation

- » Dedicated R&D teams since more 20 years
- » A company wide Innovation Program

IT globalization program

- » Significant investments regarding our core business solutions
- » Using advanced Design & Development techniques and methodologies

STRENGTHS FOR SUCCESS

Atos Worldline business lines perspectives

Usage trend : Convergence



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**



Synergies between Electronic Payments and e-CS

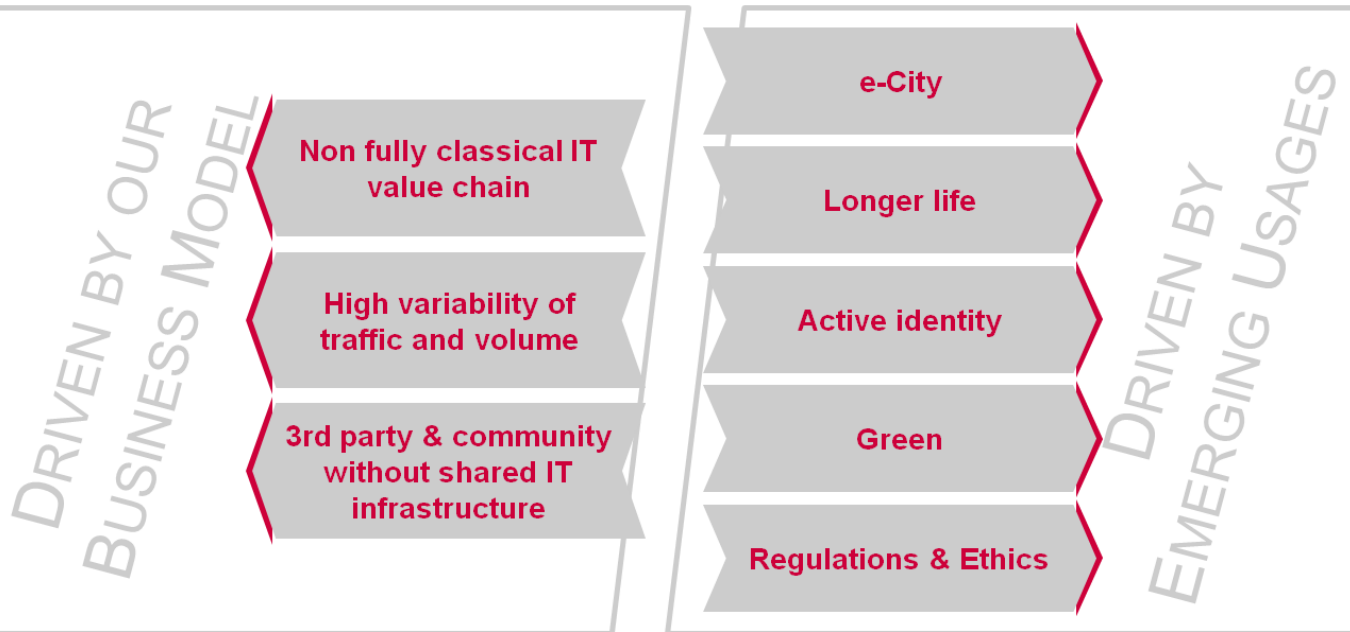
Competencies in
Electronic Payments

Competencies
in **e-CS**

- » Self services for prepaid cards
- » M-payment
- » Commercial acquirer invoicing

Atos Worldline business lines perspectives

New business areas





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LUNCH

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- » Integrating Atos Worldline for Atos Origin growth



Integrating Atos Worldline for Atos Origin growth

= **High Tech Transactional Services
in Atos Origin tomorrow**

↗ Group integration

- › Growth through leverage of synergies with the group



Atos Worldline today

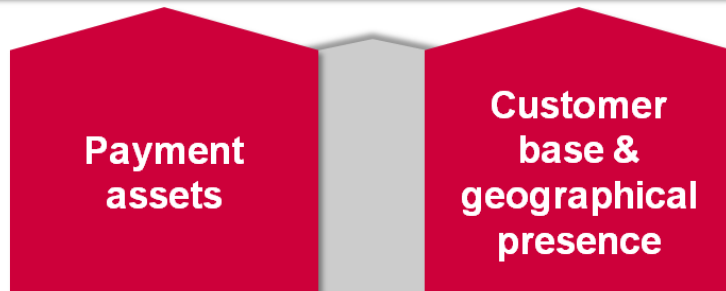




Atos Origin assets to leverage



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**



Atos Origin assets



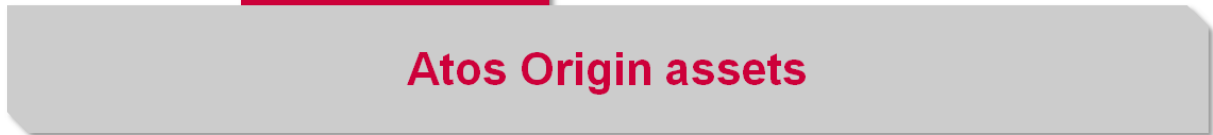
Atos Origin assets to leverage



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**



**Payment
assets**



Atos Origin assets

Growth through leverage of synergies with the Group: *Payment Assets*

UK

- » 400 M Payment Transactions
- » Private Label & Fuel Cards processing
- » Mobile Payment & Ticketing

CHINA

- » Solutions issuing over 100M credit cards
- » Major Chinese banks as Customer
- » 70% market share of credit card transaction volumes

SPAIN

- » Consumer Credit BPO
- » Issuing & Acquiring of 9M Fuel Cards
- » Authorisation solution for 15M credit cards



Atos Origin assets to leverage



Atos Worldline is a leading European **end to end service provider** designing solutions and providing processing services for **critical electronic transactions**

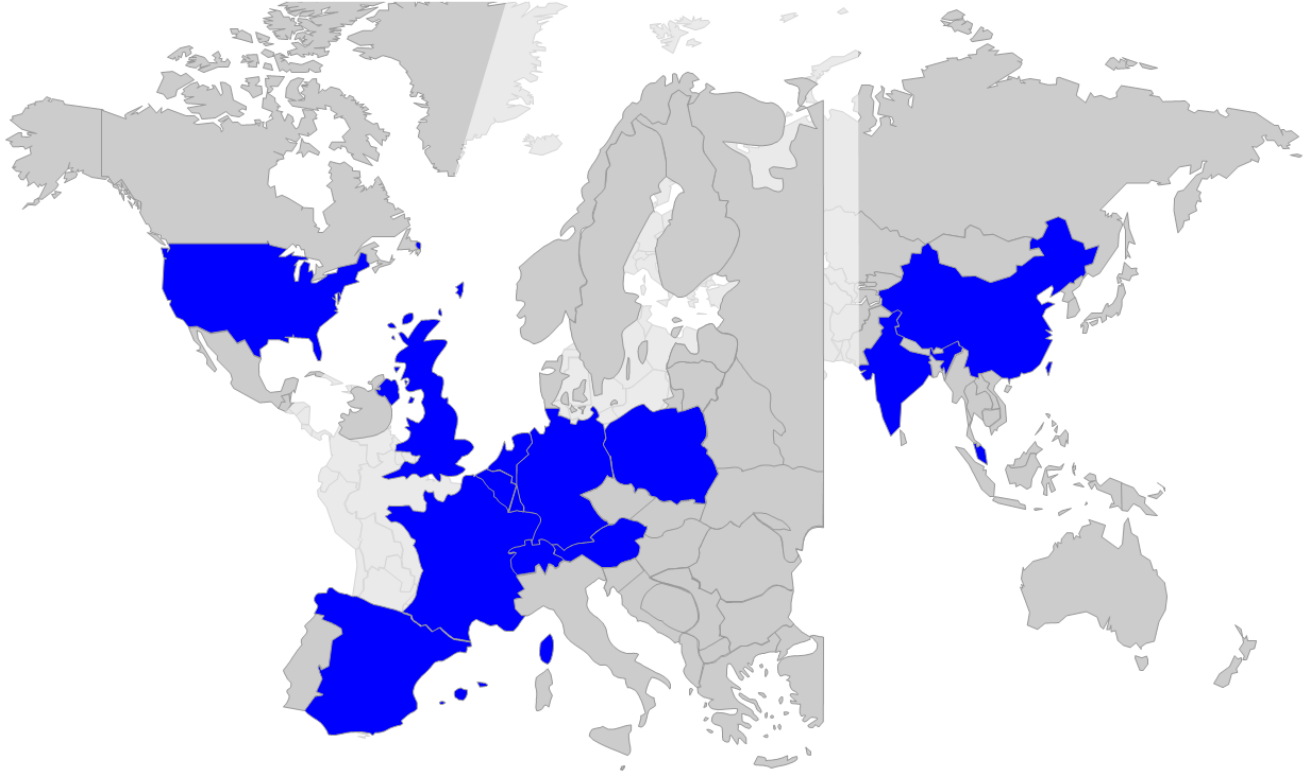


**Customer
base &
geographic
presence**

Atos Origin assets



Growth through leverage of synergies with the Group: *Customer base & Geo. presence*



Growth through leverage of synergies with the Group: *Customer base & Geo. presence*

Atos Origin Market Strengths: Potential for Leverage

	Bank - Finance	Retail	Telco-Media-Utilities	Industry	Public Sector	Transport	Health
FR							
GE							
BE							
UK							
NL							
SP							
Asia							



Growth through leverage of synergies with the Group: *Integration Roadmap*



- » **Identification of Integration Synergies**
 - › Integrating isolated Electronic Payments assets
 - › Developing “Worldline-like” business
 - › Leveraging the Atos Origin customer base

- » **Diffusion of the Atos Worldline business model & offering throughout the group**

- » **Group-wide Transformation project**
 - › Adapting the organization
 - › Defining objectives as soon as 2010 Budget
 - › Monitoring at Board level

Growth through leverage of synergies with the Group: *Integration Roadmap*

Atos
Origin

High Tech
Transactional
Services

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