

- » BOOST PERFORMANCE
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- » ENSURE REGULATORY COMPLIANCE



CONSULTING > SOLUTIONS > OUTSOURCING

## Atos Origin Q1 2010 revenues

*Paris, 14 April 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 : D.10 0199
- » All figures used for the first quarter 2010 are unaudited

# Agenda

- » Q1 2010 Highlights
- » Q1 2010 Financial Performance
- » Objectives 2010

## Q1 2010 Highlights

### » Revenue

» Q1 2010 revenue at EUR 1 231 M ; organic decrease of -5.5%

### » Commercial activity

» Q1 2010 order entry at EUR 1.58 billion ; an increase of +17% compared to Q1 2009

» Book to bill ratio at 128% vs. 104% in Q1 2009

» Implementation of GAMA program (Global Atos Market Alignment) accelerating

### » Reduction of net debt

» EUR 130 M at the end of March 2010 compared to EUR 139 M in December 2009 and EUR 296 M in March 2009

### » HTTS: roll out of Atos Worldline offerings underway

### » Acquisition of Shere in the UK

### » Smart Energy

» Launch of a new technology offering and project for a dedicated subsidiary “Atos WorldGrid”

## Some customers' contracts won in Q1 2010



### » In France

Customers	Service Line	Deals
Renault	SI	Renewal – Application management
French Ministries	SI & MS	New signatures – Outsourcing projects with developments
EDF	SI	New signature – Application Management, Smart Meters
EDF	SI	New signature – Nuclear Project

### » In The Netherlands

Customers	Service Line	Deals
KPN	SI & MS	Renewal four-years contract and signature of two large SI deals
Philips	SI	Contract Renewal

### » In Atos Worldline

Customers	Service Line	Deals
Personal Health File (DMP)	HTTS	New signature with French Ministry of Health, roll-out contract
Dexia	HTTS	Card payment services contract in Belgium
KBC	HTTS	Card payment services contract in Belgium
ING	HTTS	Card payment services contract in Belgium

## Some customers' contracts won in Q1 2010



### » In the UK

Customers	Service Line	Deals
Government Gateway	MS	Contract Renewal for secure on line government services
VOSA	MS	New contract - Outsourcing contract extension
Department. for International Development.(DFID)	CO	New signature – Large consulting project in Public Sector
British Ministry	SI	Contract Renewal
DWP	SI	New signature for IT security upgrade

### » In Germany

Customers	Service Line	Deals
Commerzbank	SI	Application Management
BP	SI	Renewal Application management

### » Other countries

Customers	Service Line	Deals
BBVA (Spain)	SI	Large System Integration contract for Core Banking Systems
Standard Chartered Bank	MS	Renewal of the Outsourcing contract in Hong Kong for 5 years

## Commercial Activity

- » Total order entry reached EUR 1.58 billion, representing a book to bill ratio at 128%, and a +17 % growth

Book to bill	Total Group	Consulting	Systems Integration	Managed Services	HTTS
31March 2010	128%	139%	130%	129%	135%
31March 2009	104%	84%	107%	112%	100%

- » Full qualified pipeline at EUR 2.8 billion, same level as March 2009
- » Full backlog at EUR 7.2 billion, representing 1.4 year of revenue

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## Q1 2010 revenue organic decrease at -5.5%

<i>In EUR Million</i>	<b>Q1 2010</b>	<b>Q1 2009</b>	<b>?%</b>
<b>Revenue</b>	<b>1 231</b>	<b>1 294</b>	<b>-4.9%</b>
Change in scope		-	
Exchange rates impact		8	
<b>Revenue at constant scope and exchange rates</b>	<b>1 231</b>	<b>1 302</b>	<b>-5.5%</b>

## Q1 2010 revenue performance by service line

<i>In EUR Million</i>	Total Revenue		
	Q1 2010	Q1 2009 proforma	% organic growth
Managed Services	448	467	-4.0%
Systems Integration	448	490	-8.7%
High Tech Transactional Services	238	236	+0.6%
Consulting	57	71	-20.1%
Medical BPO	40	37	+7.5%
<b>Total Group</b>	<b>1,231</b>	<b>1,302</b>	<b>-5.5%</b>

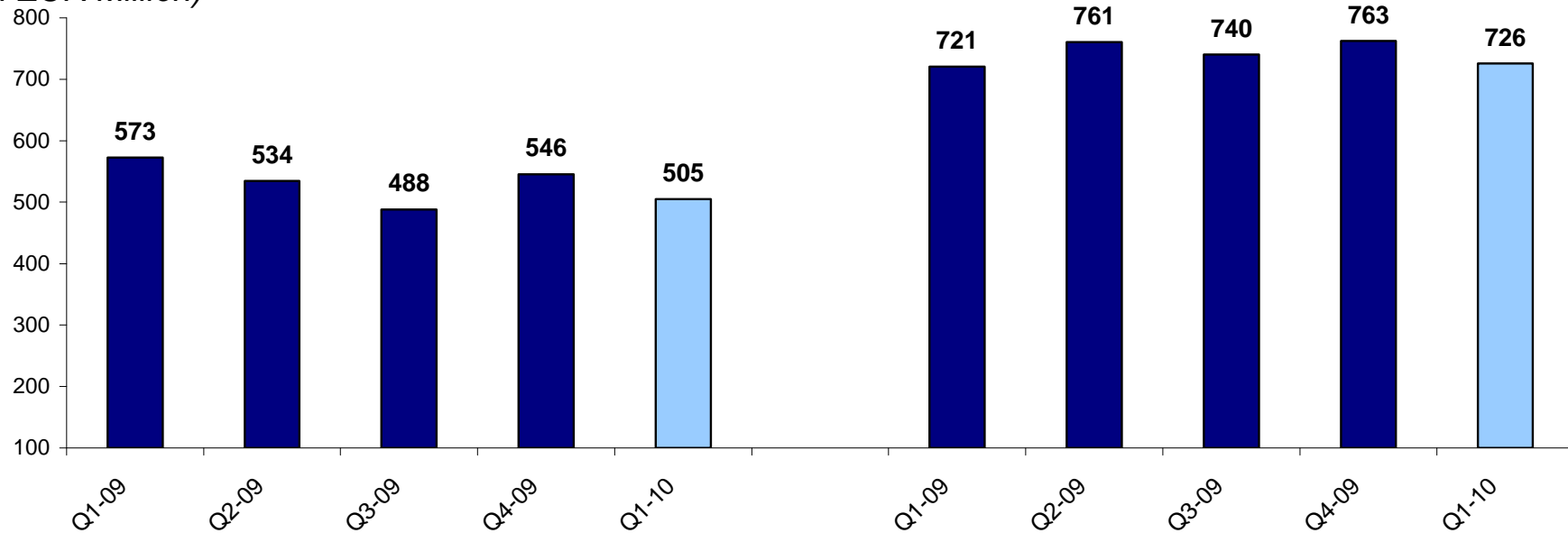
*Organic growth: at constant scope and exchange rates*

# Quarterly revenue evolution

## Consulting, Systems Integration

## Managed Services, HTTS, Medical BPO

(in EUR Million)



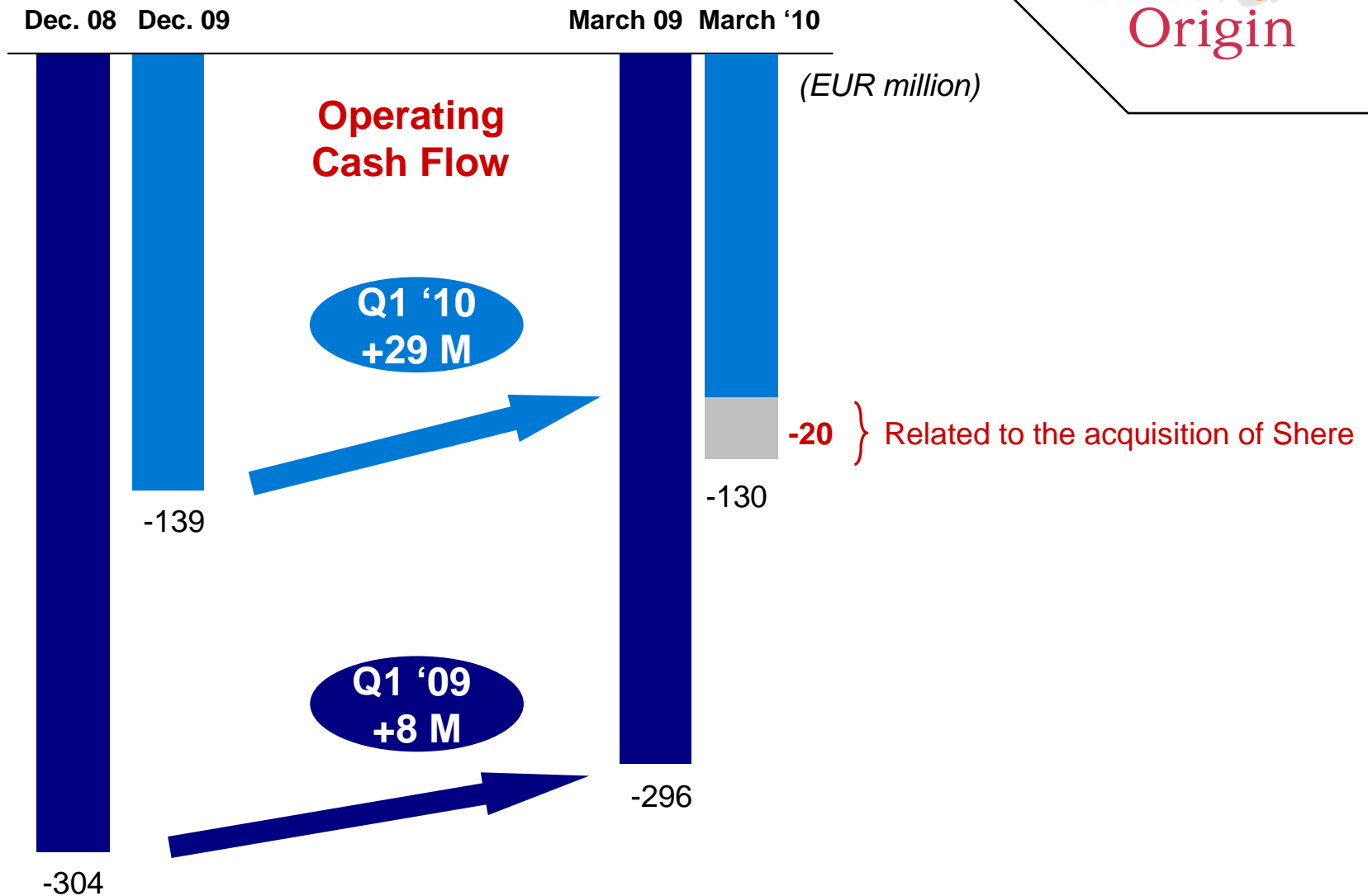
Figures at constant scope and exchange rates

## Q1 2010 revenue performance by Global Business Unit

<i>In EUR Million</i>	Revenue		
	Q1 2010	Q1 2009 proforma	% organic growth
France	289	289	-0.2%
Benelux	234	268	-12.8%
United Kingdom	211	216	-2.4%
Atos Worldline	202	202	+0.2%
Germany Central Europe / EMA	122	148	-17.5%
Iberia / South America	97	110	-11.9%
Rest of the world	75	68	+11.4%
<b>Total Group</b>	<b>1,231</b>	<b>1,302</b>	<b>-5.5%</b>

*Organic growth: at constant scope and exchange rates*

# Net debt reduction



- Operating Cash Flow improved by EUR 29 M since the beginning of the year, vs. EUR +8 M in Q1 2009
- Overall, net debt decreased by EUR 9 M in Q1 2010

# Headcount evolution



- » Total staff net decrease of 600 since the beginning of the year
- » Half of hirings made in Offshore countries
- » Staff attrition slightly up at 8.3%

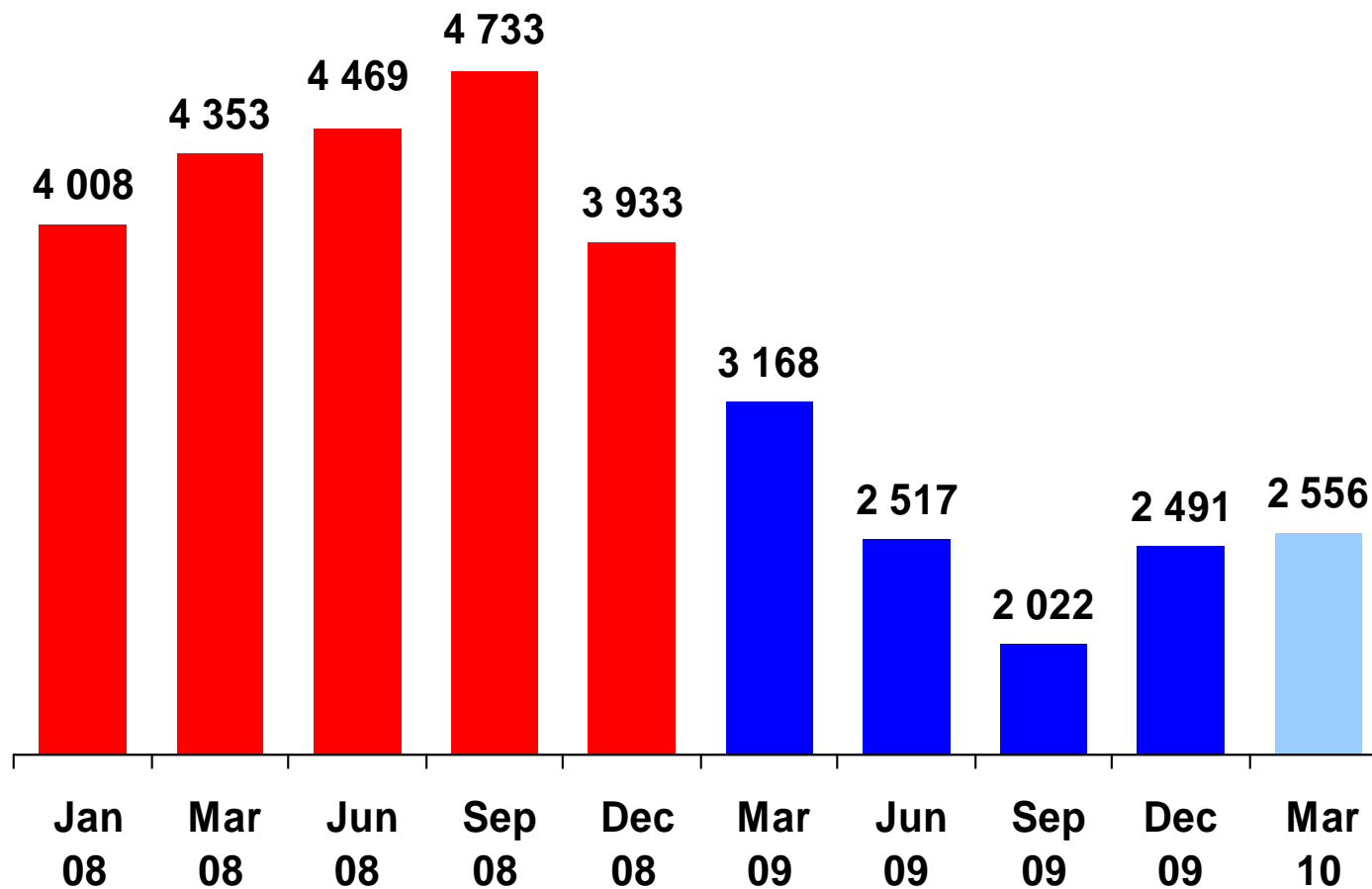


## Staff by Global Business Units

	<i>Closing March 2010</i>	<i>Closing Dec 2009</i>	<i>Change since opening</i>
France	11,777	11,954	(177)
Benelux	7,461	7,750	(289)
United Kingdom	6,180	6,269	(89)
Atos Worldline	4,822	4,804	+18
Germany Central Europe & EMA	3,685	3,746	(61)
Iberia / South America	7,404	7,432	(28)
Rest of the World	6,660	6,717	(57)
Corporate	208	214	(6)
Finance Share Service Center (Poland)	144	150	(6)
<b>Total Group</b>	<b>48,341</b>	<b>49,036</b>	<b>(695)</b>

## External subcontractors

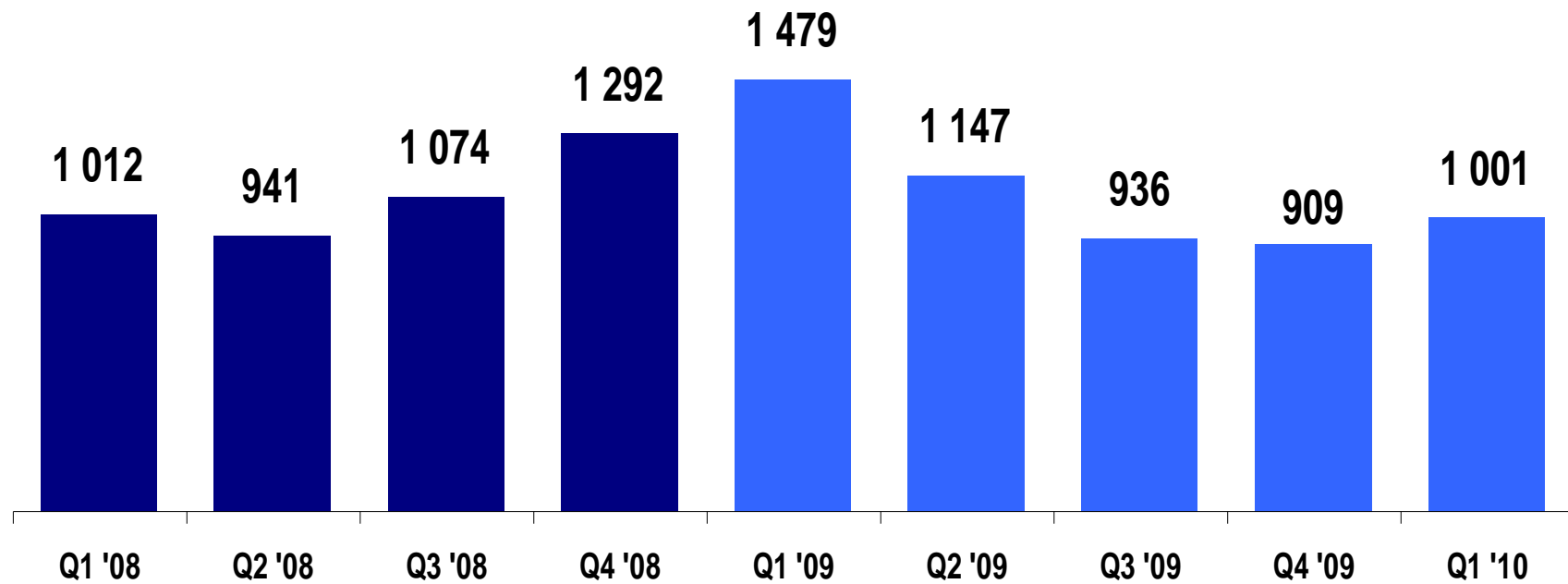
» Level maintained around 5% of total staff





## Evolution of quarterly average bench

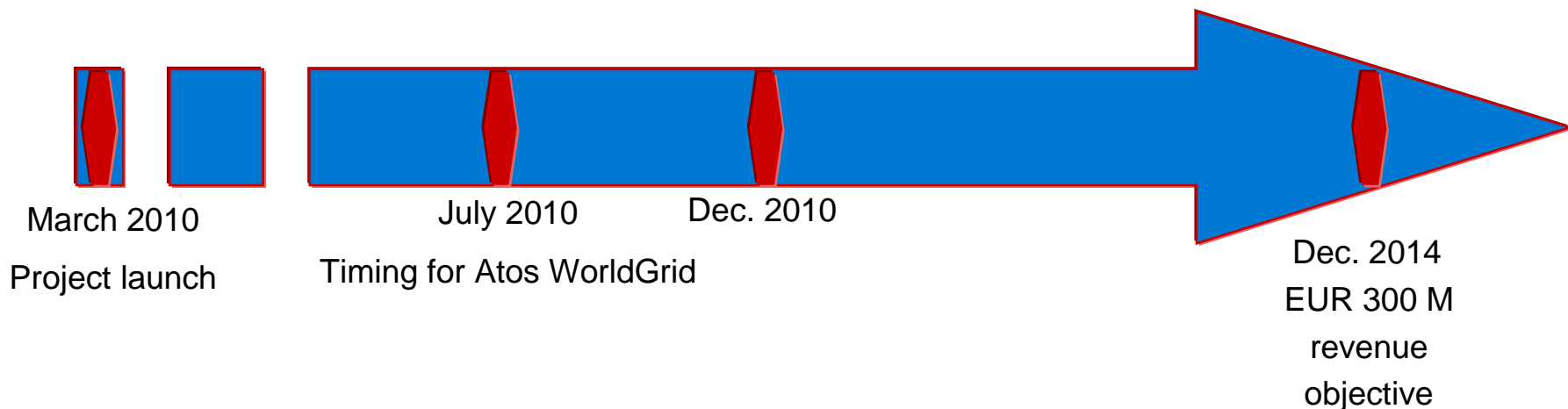
» Bench level stabilised and training reinforced



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

## International roll-out in developed countries and in high growth geographies:

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



## Key references on innovative projects

- » ERDF France AMM Linky – Smart Metering
- » ERDF & GRDF France Mercator- Geographical IT (electricity and gas)
- » WaveGlobe Spain – Monitoring system for tide energy
- » OpenNode Spain – European Smart Grid - Iberdrola, EDP, and EDF
- » WinGas - German gas transportation company
- » EDF – Fully automated monitoring system for 58 French Nuclear Plants
- » CNNC 4 Nuclear Power Plant in China



Atos Origin provides efficiency thanks to its deep understanding of its customers and to its integrated offerings perfectly fitting for the whole value chain

## Acquisition of Shere

- » **Shere: a market leading and innovative provider in the rail and hospitality markets in the UK for self service, kiosks, desktop systems and services.**
- » **Consistent with the strategy to develop transaction based services**
- » **Revenue GBP 11 million in 2009, operating margin above HTTS**
- » **Objectives to:**
  - » **Reinforce Shere business in the UK**
  - » **Evolve to payment and loyalty services**
  - » **Roll out its offerings to the other GBU's of Atos Origin through HTTS worldwide initiatives**

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## 2010 Objectives confirmed

- » **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

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## Questions

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