



2005 Full Year Results  
8 March 2006



# Management Board

<b>Bernard Bourigeaud</b>	<b>Chairman of the Management Board and Chief Executive Officer</b>	<b>Atos Euronext Market Solutions</b>
Xavier Flinois	United Kingdom, North America and Asia-Pacific	Global Markets, Global Accounts, Olympics
<b>Eric Guilhou</b>	<b>Chief Financial Officer</b>	<b>Finance, HR, IT, Purchasing, Legal, Internal Audit and Risk Management, Investor Relations and Financial Communication</b>
Dominique Illien	France, Germany and Central Europe	Global Managed Operations
<b>Wilbert Kieboom</b>	<b>The Netherlands, Belgium and Luxembourg</b>	<b>Global Consulting and Global Systems Integration, Marketing, Communications and Public Relations</b>
Giovanni Linari	Italy, Spain, Portugal, other South European countries, South America and Africa	Telecommunications sector



## Torino 2006 Olympic Winter Games

*“Today, technology has become crucial for the success of the Olympic Games. Atos Origin’s long-term commitment to implementing and integrating the technology consortiums behind each organizing committee is essential to bringing the Olympic Games to the world.”*

*“Our Worldwide IT Partner has facilitated a flawless delivery of IT systems and we are confident that Atos Origin will do an outstanding job for the Beijing 2008, Vancouver 2010 and London 2012 Olympic Games.”*

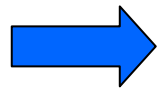
Jacques Rogge, President of the International Olympic Committee

Next steps...





# Agenda



- **2005 GROUP ACHIEVEMENTS**
- **2005 BUSINESS PERFORMANCE**
- **2005 FINANCIAL PERFORMANCE**
- **STRATEGY – BUSINESS DEVELOPMENT**
- **2006 OUTLOOK**
- **SUMMARY**



## Financial highlights of 2005

### All key financial targets met

- ✓ Group revenues were EUR 5,459 million, representing organic growth of 8.0%
- ✓ Operating margin increased organically by 14% (7.6% margin)
- ✓ Net income was EUR 235 million (4.3% of revenue)
- ✓ Earnings per share grew by 104% to EUR 3.50
- ✓ Net debt fell to EUR 180 million at the end of December 2005
- ✓ The business disposal program has been completed (Nordic, Middle East in 2006)
- ✓ A more flexible revolving facility of EUR 1.2 billion was put in place
- ✓ The free float of the Company's shares is 100% after Philips' share sale in July 2005



## Business highlights of 2005

- ✓ Critical contract renewals secured (Department for Work and Pensions, Network Rail, etc)
- ✓ Major new contract signings (Renault, LCH-Clearnet, Premiere, Britannic, Region Sicilia, Symrise, Base, etc)
- ✓ Extension of the venture relationship with Euronext, to form Atos Euronext Market Solutions
- ✓ Extension of the partnership with Philips until 2008
- ✓ Extension of the contract with the International Olympic Committee until 2012



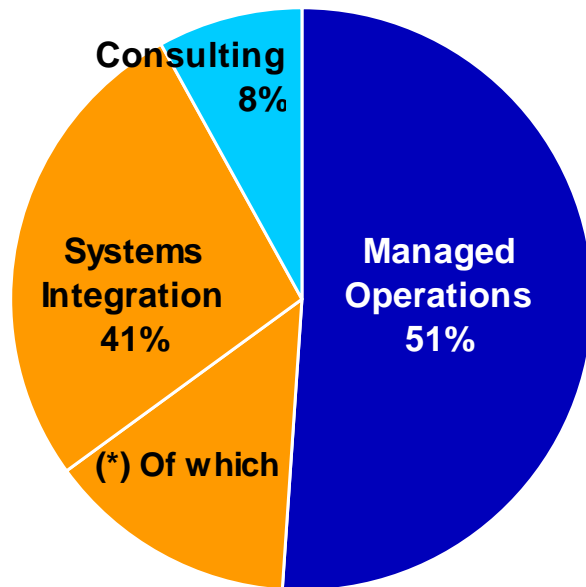
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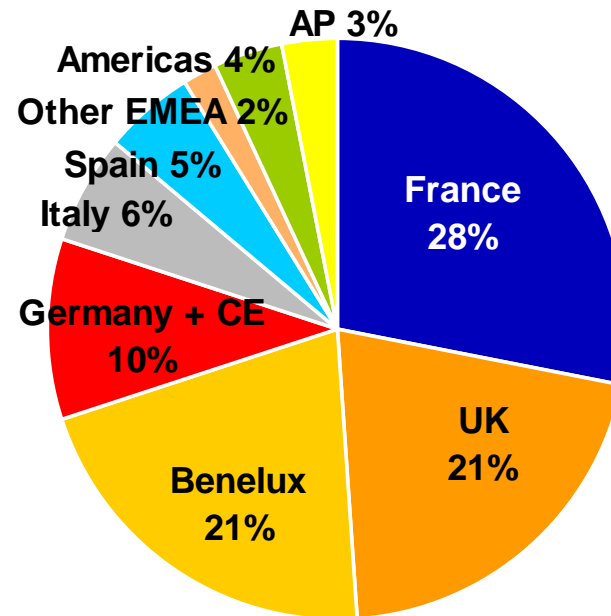
# Group Profile

## Business mix

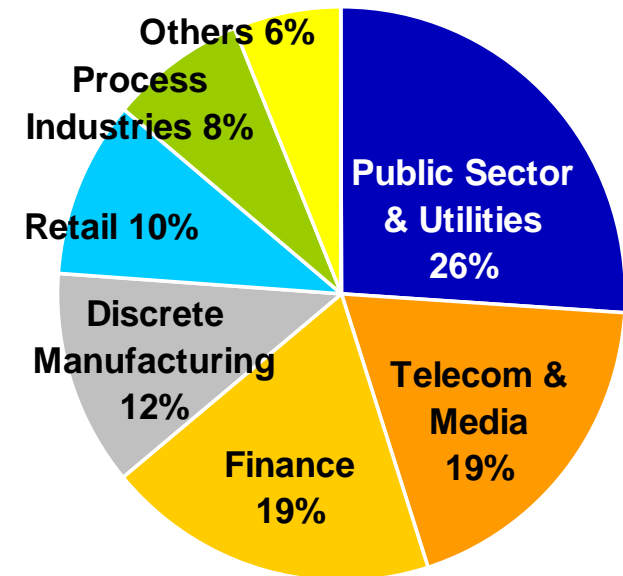


(\*) Recurring Application Management business (14%)

## Geography



## Industry



**2005 Revenue: €5,459M**





# Western Europe IT Services market

## Top 5 position

In EUR million	Market size 2005	Atos Origin 2005	Market share 2005	Ranking
France	14,955	1,526	10.2%	2
United Kingdom	41,422	1,164	2.8%	9
The Netherlands	7,750	1,025	13.2%	1
Germany + Central Europe	24,969	557	2.2%	7
Italy + Greece	8,868	300	3.4%	6
Spain	6,676	272	4.1%	4
Rest of Europe	14,297	202	1.4%	
<b>Group Western Europe</b>	<b>118,937</b>	<b>5,045</b>	<b>4.2%</b>	<b>5</b>
Consulting	11,838	449	3.8%	5
System Integration	47,617	2,028	4.3%	4
Managed Operations	59,482	2,568	4.3%	5
<b>Group Western Europe</b>	<b>118,937</b>	<b>5,045</b>	<b>4.2%</b>	<b>5</b>

Sources : Company information for Atos Origin and IT Services Europe Final Fall Forecast Gartner September 2005



## An outstanding client base

- ✓ **Top 30 accounts (53% of Group revenues), delivering 12% growth**
  - Focus is paying off : > 1/3 of our Tier 1 accounts grew more than 15% in 2005
  - Upside : 40% of our Tier 1 accounts have less than 10% market share of our customer's IT spend
  - 13 key clients with annual revenues of more than € 100M
- ✓ **Top 100 accounts represent 73% of Group revenues**
- ✓ **Backlog end of Dec 2005 : €7.4 Bn, representing 1.4 years' revenues**
- ✓ **Pipeline end of Dec 2005 : €2.6 Bn, representing 0.5 years' revenues**
- ✓ **Book-to-bill ratio 2005 : 122%**
  - Consulting & Systems Integration            115%
  - Managed Operations (ex BPO)                106%
  - BPO (ie DWP)                                      372%



# Global Service lines

## Portfolio management and Development

- **Select offerings with relevant** solutions, alliances and partnerships
- **Push** differentiated / value added **and** standardised offerings for vertical markets
- **Monitor emerging** technologies and trends
- **Build and update** price and cost databases for global bids and global sourcing

## Strategy and business performance

- **Set** strategic guidelines for budgets and business plans, by service line
- Manage overall financial and operational risks for each service line
- Manage **and supervise** large bids
- **Take** action on low-margin and loss-making contracts and monitor improvements

**Global Service Lines**

- Global service organisations **and platforms set-up**
- **Global** tools, methodologies, solutions and process development roll-out
- **Global** cost reduction initiatives
- Offshore and global sourcing **roll-out**

- Industrialisation of offerings
- Global sourcing / **offshore sourcing acceleration**
- Infrastructure rationalisation (**mainframe, server and data centre consolidation; quality and security management**)
- Global helpdesk / service desk **infrastructure**
- Alliance management
- **Skills training & roll out of offerings**

## Global Delivery Plan

## Industrialisation Plan

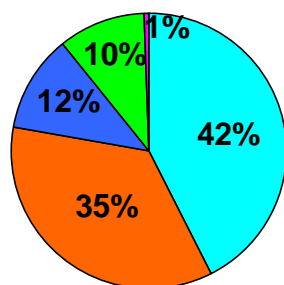
- **To enhance strategy sourcing and technical solutions on large and international bids**
- **To improve delivery efficiency and quality**
- **To improve productivity through process industrialisation**



## Strong revenue growth and profitability

In EUR million	2005	2004	% Change	% Organic
Revenue	449	401	+12.1%	+12.8%
Operating margin	66.5	38.4	+73%	+73%
Operating margin rate	14.8%	9.6%	+5.2 pts	+5.2 pts
Headcount at closing	2,734	2,138	+28%	

Operating margin before allocation of Group structures' costs



- UK
- Benelux
- France
- Spain
- Other EMEA

- Consulting leading the market recovery
- Consulting creating business synergies in Systems Integration and Managed Operations
- Consulting driving operational performance improvement for both commercial and public sector clients
- Focus on the development and design of business and IT strategies and the transformational re-engineering of business processes
- Organic revenue increase of 12.8% benefiting from volume, pricing and bonus awards on projects
- Steady improvement in margin rate to reach 14.8% in 2005
- Utilisation rate of 68% at the end of Dec 2005
- Significant recruitment with +28% net increase of staff



# Global Consulting: managing large transformation projects

## Market context

- Commercial and public sector service **delivery is increasingly driven by IT**
- High level Consulting is essential to **lead clients' IT strategies** and drive subsequent implementation.
- **Specialist knowledge** within vertical industry sectors is very important.
- Specialist in-depth **knowledge of new technologies** and regulatory developments is also vital
- Consultants must have the capability to **follow-through** with service delivery
- .Most of the big consultancies are now part of global IT service companies.
- Accounting firms are still involved in some areas of IT consultancy.

Change  
management  
champion

## Atos Origin's strengths

- Atos Origin has critical size in consulting following the acquisition of KPMG Consulting
- Atos Consulting has a scale presence in the UK, Netherlands and France, and a growing presence in Spain and Italy
- Atos Consulting has a track record in delivering solutions in all the main vertical segments.
- Atos Consulting is driving operational performance improvements for both commercial and public sector clients
- Atos Consulting has strong project transformation reengineering skills
- Atos Consulting is helping to deliver contract revenues in managed operations in particular, and also in SI.

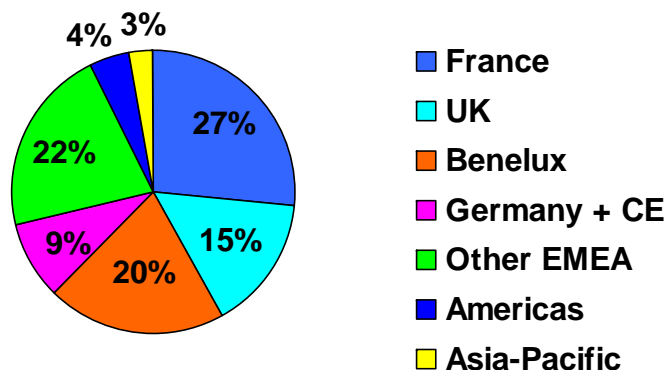


# Systems Integration

## Strong recovery of business

In EUR million	2005	2004	% change	% Organic
Revenue	2,254	2,132	+5.7%	+8.7%
Operating margin	139.4	153.6	-9%	-7%
Operating margin rate	6.2%	7.2%	-1.0 pts	-1.0 pts
Headcount at closing	23,721	22,800	+4%	

Operating margin before allocation of Group structures' costs



- Confirmation of the positive trend seen in 2004
- Providing resources to help clients integrate IT effectively and reduce the total cost of IT ownership
- Providing key competencies in ERP, SCM, BI, CRM, web services, open source architectures and voice/data convergence
- Working with clients to rationalize their application portfolios, partly through global sourcing
- Organic revenue increase of 8.7% due to volumes, with prices remaining broadly stable
- Strong book-to-bill ratio, mainly from Application Management (representing 33% of SI business)
- Decrease of margin rate due to start-up of new contracts and transition and start-up costs recorded in income statement
- Utilisation rate remains high at 81% at end Dec 2005



# Global Systems Integration

## Market context

- **Globalization:** clients are globalising their businesses and require providers with global reach, leading to consolidation in the IT services industry. Threat to local IT service players.
- **Business is increasingly IT driven**
  - IT governance changes (business risks/continuity, TCO, regulations, etc )
  - New projects require short term ROIs, cost reduction and productivity improvement
- **Offshore sourcing** capability is important, in order to provide an efficient, flexible cost structure and to be able to offer competitive pricing.
- **Global sourcing** on medium/large contracts for build and operate - for bespoke and ERM
- **Evolution of nature of SI engagements**
  - **T&M transformation** into Application management (ex. BBVA in Spain)
  - Move from custom to package systems with strong industry specialism
  - **Integration and consolidation services**  
Building harmonized platforms for solutions and reduce total cost of ownership

Delivering  
Clarity from  
complexity

## Atos Origin's strengths

- Atos Origin has a leading position in the European IT services market, supported by flexible offshore and nearshore resources.
- Atos Origin focuses on providing added value technology solutions, alongside application management, and integrates its offerings with consulting and managed operations.
- One-third of Atos Origin's SI business comes from application management, most of which is based on recurring revenues.
- Atos Origin has a well established portfolio of services combined with state-of-the-art process standards and disciplines
- Atos Origin has key competencies in ERP, SCM, BI, CRM, web services, open source architectures and voice/data convergence
- Atos Origin has achieved strong customer satisfaction by developing enduring client relationships.



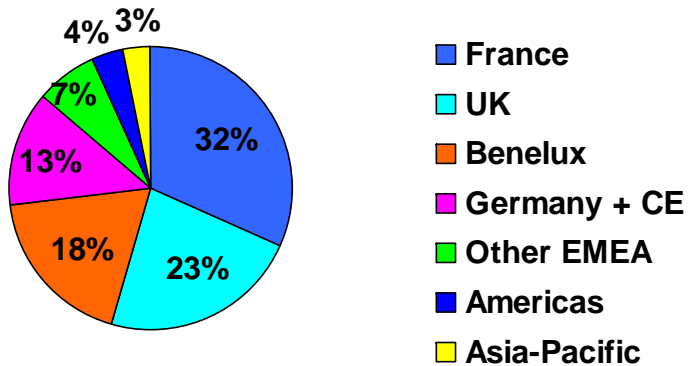
# Managed Operations

## Sustained visibility and profitability

In EUR million	2005	2004	% change	% Organic
Revenue	2,756	2,716	+1.5%	+6.8%
Operating margin	275.8	262.8	+5%	+12%
Operating margin rate	10.0%	9.7%	+0.3 pts	+0.5 pts
Headcount at closing	21,036	21,447	-2%	

- European market for outsourcing developing rapidly
- Increase in the volume of mid-size contracts, which plays to Atos Origin strengths
- Strong presence in a number of specialist markets (AEMS, Atos Worldline, Healthcare BPO)

Operating margin before allocation of Group structures' costs



- Organic growth of 6.8% coming from steady inflow of orders accumulated during the past year
- Increase in margin rate, while integrating new contract wins and renewals, and disposal of US BPO last year
- Focus on rationalization of capacity and utilization of global delivery platform





# Managed Operations: a cornerstone of our business model since the beginning

## Market context

- **Long-term recurring revenue** streams, providing business stability
- **European market** for outsourcing developing rapidly. Continental Europe still comparatively immature in market development terms.
- **Clients' focus** increasingly on their core business, thus providing opportunities for outsourcing specialists
- **Increased competition** at renewal of contracts as the market becomes more mature and sophisticated
- **Fewer mega contracts**, many of which are now broken down into small-mid size segments, which plays to Atos strengths
- **Less capital intensity** as providers resist calls to take over IT assets.
- **Increased complexity** of high-value added market segments (Stock Exchanges, payment business...)

**Strong Outsourcing culture**

## Atos Origin's strengths

- **Historic presence** and experience in outsourcing since the formation of Atos Origin
- **Scale presence** in a number of major markets, including The Netherlands, UK, France and now Germany, which provides higher profitability.
- **Long-term relationships** with clients that give competitive edge at renewal.
- **Track record** of integrating clients' outsourced IT staff into our operations
- **Specialist market presence** in a number of niche areas, including  
AEMS,  
Atos Worldline,  
Healthcare BPO  
.....with above average margin opportunities



## Performance by Service Line

Corporate costs reduced to nearly 1% of Group revenues

In EUR million	Revenue			Operating margin		Employees
	2005	2004 (*)	% Organic	2005	2004 (*)	Dec 2005
Consulting	449	398	+12.8%	14.8%	9.6%	2,734
Systems Integration	2,254	2,074	+8.7%	6.2%	7.2%	23,721
Managed Operations	2,756	2,581	+6.8%	10.0%	9.5%	21,036
Corporate				-1.3%	-1.4%	193
<b>Total Group (*)</b>	<b>5,459</b>	<b>5,053</b>	<b>+8.0%</b>	<b>7.6%</b>	<b>7.3%</b>	
Disposals & Exchange rates		196				
<b>Total Group</b>	<b>5,459</b>	<b>5,249</b>	<b>+4.0%</b>	<b>7.6%</b>	<b>7.2%</b>	<b>47,684</b>

Corporate costs shown as a % of total revenue  
 (\*) Organic : at constant scope and exchange rates

Operating margin per service line before allocation of Group structures' costs



# Performance by Geography

## Good profitability in all main geographies

In EUR million	Revenue			Operating margin		Employees
	2005	2004 (*)	% Organic	2005	2004 (*)	Dec 2005
France	1,526	1,367	+11.6%	7.3%	8.9%	13,886
United Kingdom	1,164	1,212	-4.0%	9.9%	9.6%	6,873
The Netherlands	1,025	977	+4.9%	14.7%	12.8%	8,429
Germany + Central Europe	562	334	+68.4%	7.6%	5.2%	3,749
Rest of EMEA	839	827	+1.5%	5.2%	5.4%	9,575
Americas	197	206	-4.5%	1.1%	-0.9%	2,475
Asia Pacific	146	130	+12.5%	10.5%	7.6%	2,504
Corporate				-1.3%	-1.4%	193
<b>Total Group (*)</b>	<b>5,459</b>	<b>5,053</b>	<b>+8.0%</b>	<b>7.6%</b>	<b>7.3%</b>	
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Corporate costs shown as a % of total revenue      Operating margin per geographical area before allocation of Group structures' costs  
 (\*) Organic : at constant scope and exchange rates



## Major wins in 2005

France	SNC, Barclays Bank, Renault, ANPE, PSA Peugeot, Citroën, Colas, AG2R-ISICA Fund, Bouygues Telecom, Total, Société Générale, EDF, SFR
United Kingdom	Transport Direct, United Biscuits, Central Trains, Lewisham Council, Britannic, Network Rail, British Energy, Department for Work & Pensions
The Netherlands, Belgium	Energidataföreningen, Vitens, Akzo Nobel, Belgian SME, Be TV, Efteling, Bluegarden, Philips, P&G, ING, Ahold, Nuon, Base, Heijmans, Gasunie
Germany & Central Europe	PolymerLatex, T-Mobile Austria, Deutsche BP, Karstadt Warenhaus, Volkswagen Bank, Premiere, Symrise
Italy, Spain & Rest of EMEA	Telefonica Moviles, Banco Sabadell, Vodafone Spain, Kingdom of Morocco, Correo Gallego, Piaggio, Spanish Official State Journal, Telecom Italia, Tehran-Dubai-Oman Stock Exchanges, Regione Sicilia, BBVA, Endesa, Fiat, Societa Italiana per Condotte d'Acqua
Americas	BANSEFI, DIFX, Montreal Stock Exchange, Horizon Lines, TIM Brazil
Asia-Pacific	Silo Pec Silhuen Factory, Manulife, Hong Kong Government

# Client base (examples)





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## 2005 Financial Highlights

### All 2005 financial targets achieved

- ✓ Organic revenue growth of +8.0%
- ✓ Organic operating margin growth of +14% (7.6% margin rate)
- ✓ Normalised net income (before unusual items net of tax) at €269M, an increase of +13%
- ✓ Net cash flow of €311M
- ✓ Return On Capital Employed (excluding goodwill) 40% (vs 20% in 2004)
- ✓ Gearing 9% (vs 30% in 2004)



### IFRS standard conversion project

- ✓ **Calendar of transition : in line with AMF recommendation and Syntec approach**
  - 2004 financial accounts presented in accordance with French principles
  - Q1 2005 revenues published under IAS / IFRS rules (May 2005)
  - Communication of the financial impact on 2004 accounts before AGM (June 2005)
  - 1<sup>st</sup> set of financial accounts under IAS / IFRS in H1 2005 (Sep 2005) with 2004 reconciliation
- ✓ **Presentation of financial statements**
  - Balance sheet : current / non current items
  - Disappearance of non recurring items
- ✓ **Segment information : segment 1 Geographical Area / segment 2 Service Line**





## Revenue performance in 2005

Organic growth in line with 2005 guidance

In EUR million	2005	2004	% Change
Revenue reported in 2004		5,302	
IFRS impact		-53	
<b>Growth</b>	<b>5,459</b>	<b>5,249</b>	<b>+4.0%</b>
Disposals		-200	
Exchange Rate impact		4	
<b>Organic growth</b>	<b>5,459</b>	<b>5,053</b>	<b>+8.0%</b>

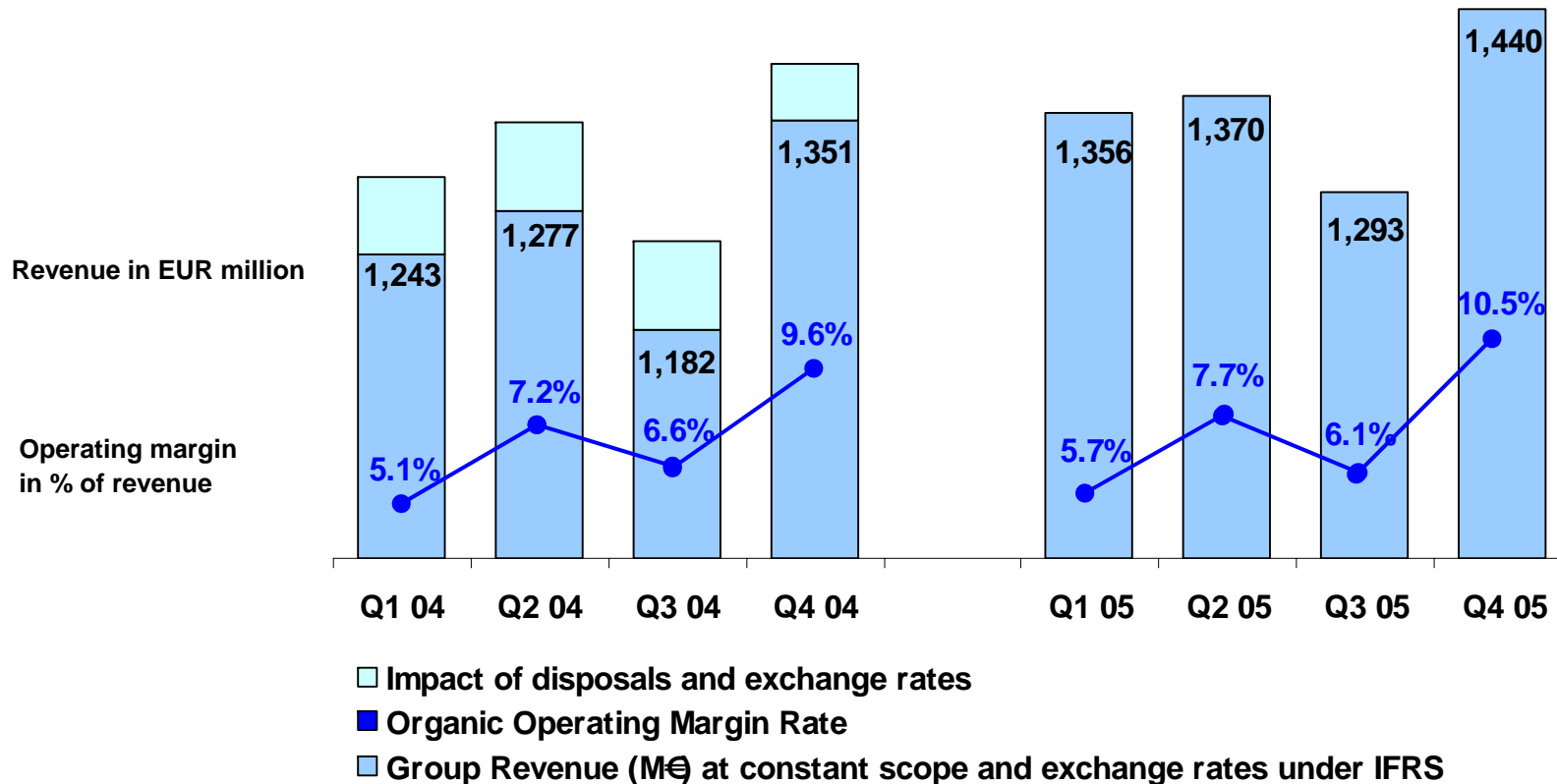


## Operating margin performance in 2005

### Strong increase in operating margin in 2005

In EUR million	2005	2004	% Change
Operating margin reported in 2004		384.8	
IFRS impact		-1.5	
<b>Growth</b>	<b>413.0</b>	<b>383.3</b>	<b>+8%</b>
Disposals		-20.9	
Exchange Rate impact		-0.3	
<b>Organic growth</b>	<b>413.0</b>	<b>362.1</b>	<b>+14%</b>
Operating margin rate	7.6%	7.2%	+0.4 pts

Positive trend on revenues & profitability





# Net Income

## Substantial increase in net income

In EUR million	2005	2004	Comments
<b>Revenue</b>	<b>5,459</b>	<b>5,249</b>	<b>+8.0% organic growth</b>
OMDA	499	435	9.1% of revenues
<b>Operating margin</b>	<b>413</b>	<b>383</b>	<b>+14% organic growth, +0.4 pts of rate</b>
Reorganisation and rationalisation	(56)	(149)	48M€ reorganisation / 8M€ rationalisation
Gain (loss) on disposals	40	1	54M€ Nordic business / -11M€ Middle East
Net release of provisions	50	10	46M€ Opening Balance Sheet provisions
Impairment losses on LT assets	(44)		Med. Countries, Africa, South America
Stock option charge	(14)	(25)	
<b>Operating income</b>	<b>388</b>	<b>220</b>	<b>7.1% of revenues / +76% growth</b>
Net cost of financial debt	(25)	(37)	5.0% cost of debt
Other financial income - expenses	(9)	(13)	Fees write-off on previous syndicated loan -7M€ and depreciation of financial assets -7M€
Net financial expenses	(34)	(50)	
Tax charge	(108)	(48)	Effective tax rate 30.6%
<b>Net income</b>	<b>246</b>	<b>121</b>	
Group share	235	113	4.3% of revenues / +108% growth
Minority interests and affiliates	(10)	(8)	



## Earning Per Share

### Basic EPS accretion of 104%

In EUR million	2005	2004	Comments
Net income Group share	235	113	+108% growth
Normalised Net income Group share (*)	269	237	+13% growth
Weighted average number of shares (millions)	67.17	65.82	
Basic EPS (euros)	3.50	1.72	Accretion of 104%
Normalised basic EPS (euros) (*)	4.00	3.60	Accretion of 11%
Diluted weighted average number of shares (millions)	67.64	66.39	
Diluted EPS (euros)	3.48	1.71	Accretion of 104%
Normalised diluted EPS (euros) (*)	3.97	3.57	Accretion of 11%

(\*) Net income Group share before unusual, abnormal and infrequent items (net of tax)



# Cash Flow

## Net debt reduced to €180 M

In EUR million	2005	2004	Comments
<b>Cash from operating activities (*)</b>	<b>516</b>	<b>403</b>	<b>9.4% of revenues (vs 7.7%)</b>
Income tax paid	(29)	(55)	Benefit from French tax consolidation
Change in working capital	27	96	DSO 63 days
<b>Net cash from operating activities (*)</b>	<b>514</b>	<b>443</b>	<b>9.4% of revenues</b>
Capital expenditure	(230)	(140)	4.2% of revenues including 57M€ financial leases
Disposal of fixed assets	11	37	
<b>Net cash from current operations</b>	<b>295</b>	<b>341</b>	<b>5.4% of revenues</b>
Reorganisation and rationalisation	(87)	(142)	70M€ staff / 17M€ premises
Fair value adjustments	(12)	(15)	Software license commitment
Other changes	(11)	(67)	FX rates +30 / Stock +13 / Interest paid -32 Profit Sharing & Dividend -11 / IAS39 -11
<b>Net cash before financial investments</b>	<b>185</b>	<b>117</b>	<b>3.4% of revenues (vs 2.2%)</b>
Financial investments	(31)	(521)	Business combinations
Disposal of financial assets	158	178	Nordic businesses
<b>Net cash flow</b>	<b>311</b>	<b>(225)</b>	
<b>Opening net debt</b>	<b>492</b>	<b>266</b>	
<b>Closing net debt</b>	<b>180</b>	<b>492</b>	

(\*) Before reorganisation, rationalisation and fair value adjustments



## Balance Sheet

Gearing reduced to 9% and ROCE increased to 40%

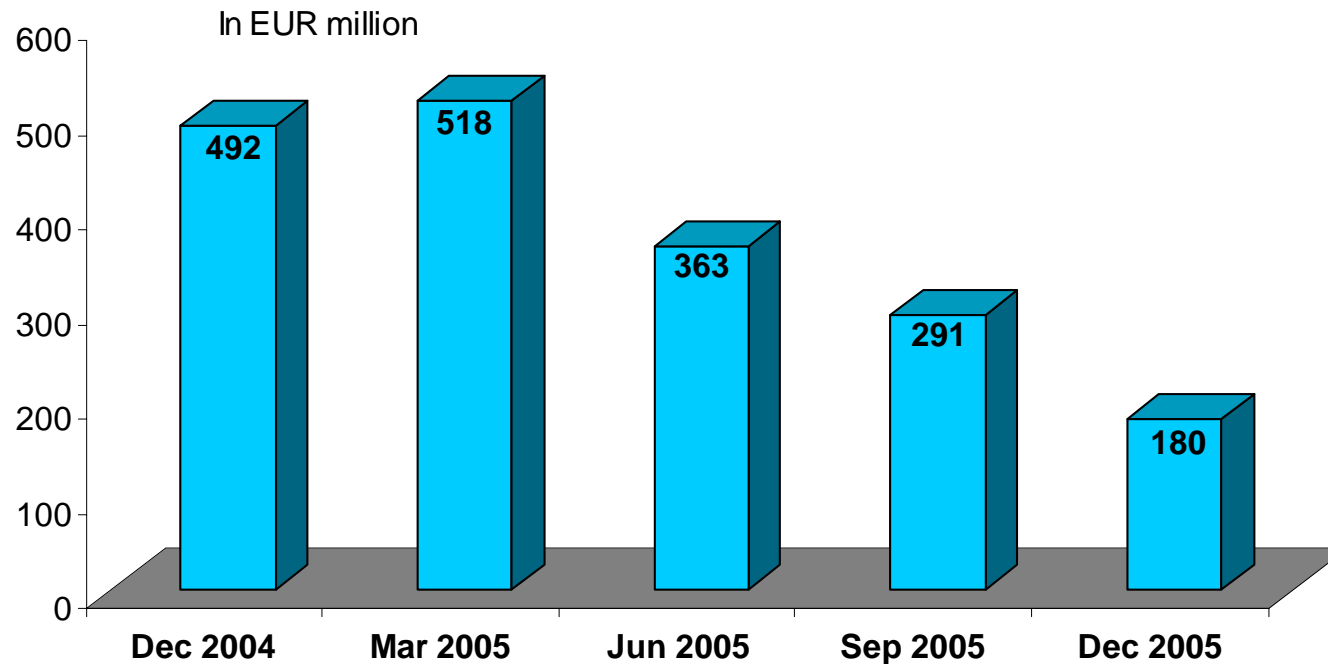
In EUR million	31 Dec 2005	31 Dec 2004
Goodwill	2,172	2,242
Fixed assets	432	295
Working capital	67	135
Deferred tax	245	279
Net assets held for sale	21	19
<b>Capital employed</b>	<b>2,937</b>	<b>2,970</b>
Equity	2,027	1,635
Pensions	478	515
Current Provisions	105	186
Non-current Provisions	147	143
Net debt	180	492
<b>Sources of Capital</b>	<b>2,937</b>	<b>2,970</b>
Net Debt / Equity	9%	30%
ROCE (excluding goodwill)	40%	20%



## 2005 Net Debt evolution

Substantially within existing bank covenants

- Leverage Ratio (Net debt / OMDA) **End 2005 : 0.4    covenant < 2.5**
- Interest Cover (Operating margin / Cost of debt) **End 2005 : 17x    covenant > 4x**



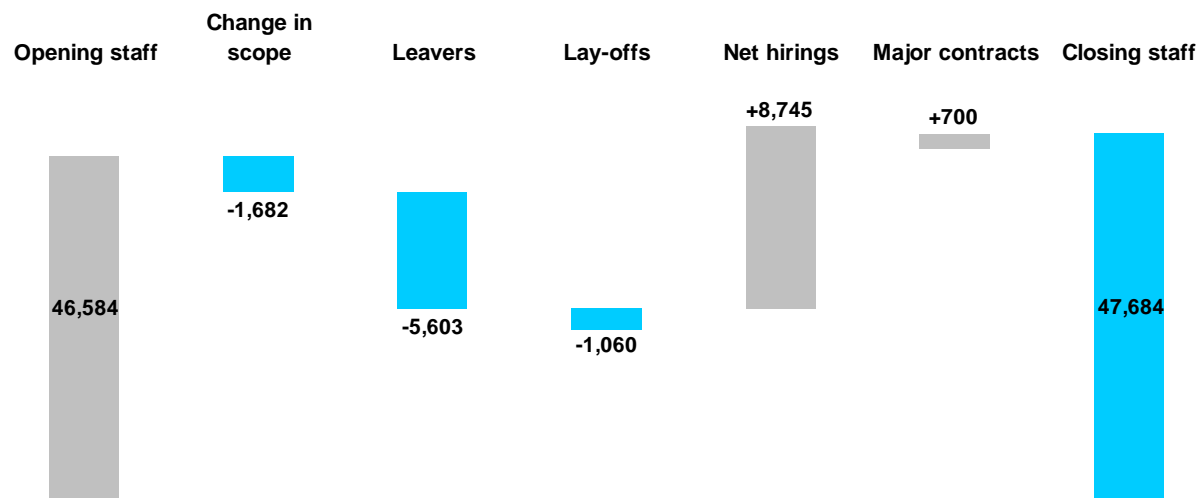




# Staff movements

## Improvement in productivity

- ✓ Revenue growth +4% higher than net increase of staff +2%
- ✓ Gross hiring +9,500 in 2005 compared with +6,600 in 2004
- ✓ Of which 700 staff taken-over from major contracts
- ✓ Staff turnover at 10.5% in 2005 compared with 8.7% in 2004
- ✓ Good utilisation rates at 68% (Consulting) and 81% (Systems Integration)
- ✓ Increase in subcontractors to 7% of productive staff, linked to new contracts





## Key HR messages

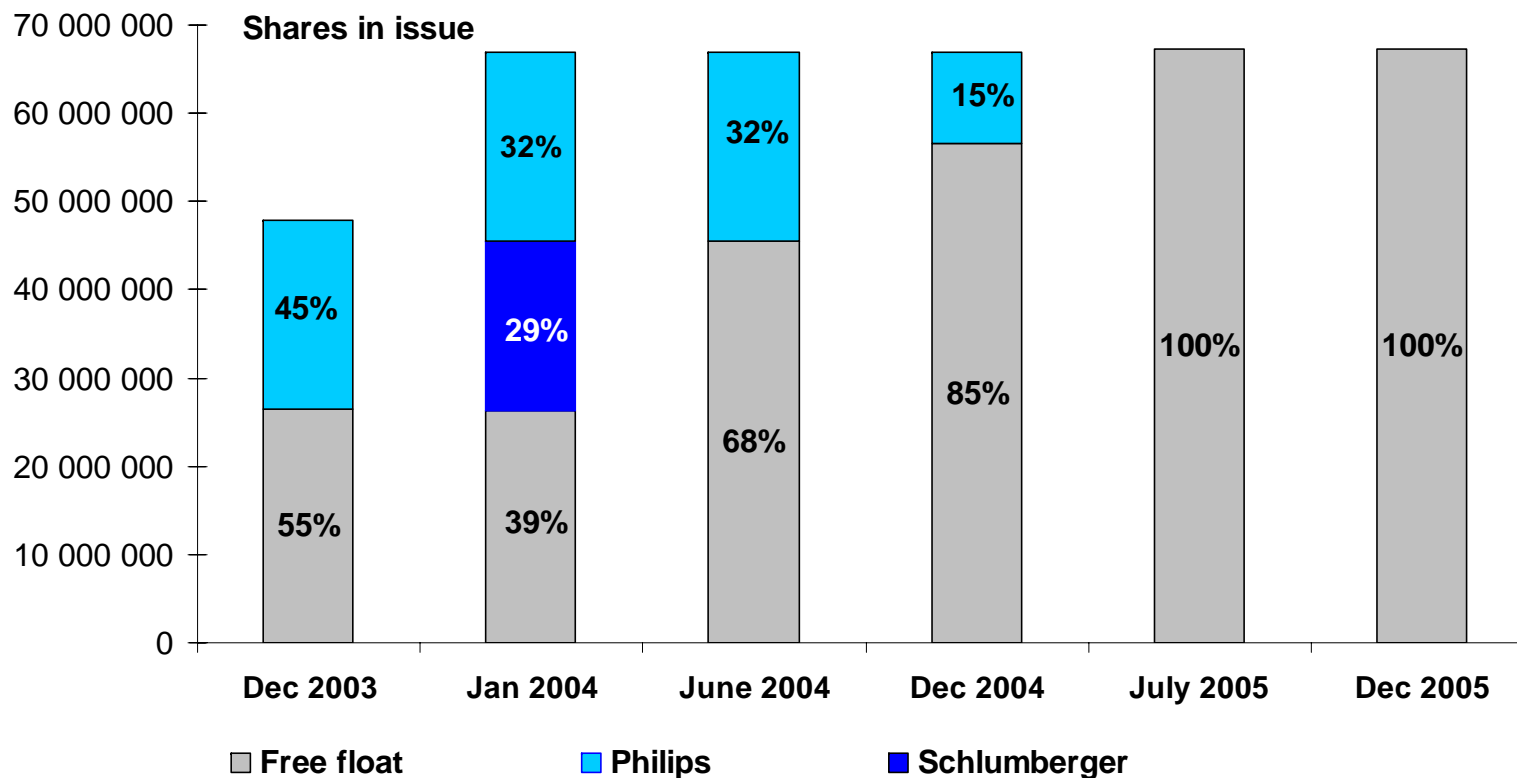
**Effective HR management is essential  
for the Group's development and success**

- ✓ Recruit the professionals for today's need and future growth
- ✓ Identify & Develop our key expertise and leaders for the future
- ✓ Reward by offering a competitive compensation package
- ✓ Retain by proposing challenging job content and exciting career opportunities
- ✓ Support our employees and management by setting an efficient Personnel organization and having a motivated HR community
- ✓ Develop the IT tools as enablers to deliver our HR strategy



# Share Ownership

100% free float achieved





## Agenda

- **2005 GROUP ACHIEVEMENTS**
- **2005 BUSINESS PERFORMANCE**
- **2005 FINANCIAL PERFORMANCE**



- **STRATEGY – BUSINESS DEVELOPMENT**
- **2006 OUTLOOK**
- **SUMMARY**



## Atos Euronext Market Solutions

### Creation of the leading technology provider to capital markets

- ✓ Major expansion of the partnership with Euronext and creation of a new company, Atos Euronext Market Solutions (AEMS), in July 2005
- ✓ Atos Origin and Euronext both contribute additional assets and business to the JV
  - Operations of LIFFE Market Solutions, (IT division of Euronext.liffe) contributed by Euronext
  - Market-related businesses, including middle and back office solutions and its 50% stake in Bourse Connect, contributed by Atos Origin
- ✓ Annualised revenues of €350 million with less than half of total revenue coming from services provided directly to Euronext
- ✓ Large international client base including exchanges, clearing houses, banks and brokers, e.g:
  - Top-ranking derivatives exchanges (CBOT, LIFFE, TIFFE)
  - Sixteen exchanges using NSC (Chicago, Montreal, Boston, Tokyo, Tehran, Warsaw,...)



## Key features

- ✓ **Major European IT Service provider : France, UK, Germany, Austria**
- ✓ **Services and solutions dedicated to Payment and Information flows, through:**
  - **Payment Card Processing and related services**
  - **Customer Relationship Management Services**
  - **Multi Channel Contact (Internet and Voice Services)**
- ✓ **More than 20 years' experience**
- ✓ **2,500 employees**
- ✓ **Annual revenues of around €350M**
- ✓ **Above average profitability**
- ✓ **Major growth opportunities arising out of SEPA implementation**



# Atos Worldline Facts and Figures

20 million  
Internet  
payments



50 million  
E-shopping  
transactions



19 million  
Loyalty Cards  
operated



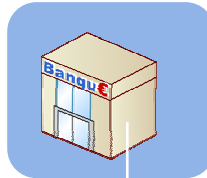
500 million  
Loyalty card  
transactions



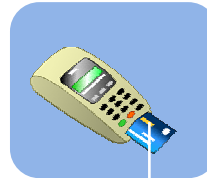
7 million  
payment cards  
operated



250 million  
authorisations



35 different  
types of PoS  
terminals



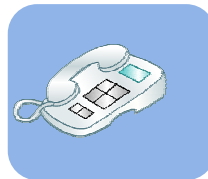
1 billion POS  
transactions



24 million  
withdrawals



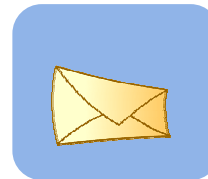
500 million calls  
(IVR)



15 million  
Mail boxes



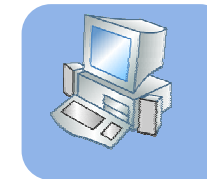
6 billion  
e-mails



150 million  
SMS



5.5 billion  
viewed pages





### Expanding presence in the Healthcare sector

- ✓ Major BPO contract renewal with the UK Dept. for Work and Pensions
- ✓ Similar BPO wins at UK Department of Trade, Criminal Justice System
- ✓ Significant opportunities with the UK National Health Service (NHS)
- ✓ Large upcoming bid opportunity with NHS Scotland
- ✓ Building a long-term support relationship with Philips Medical Systems
- ✓ Involved in the early stages of major public sector projects in France
- ✓ Established consultancy bases in Spain and Italy
- ✓ Partnerships crucial for success in this market (e.g. Cerner/Oracle)





## Offshore- Nearshore

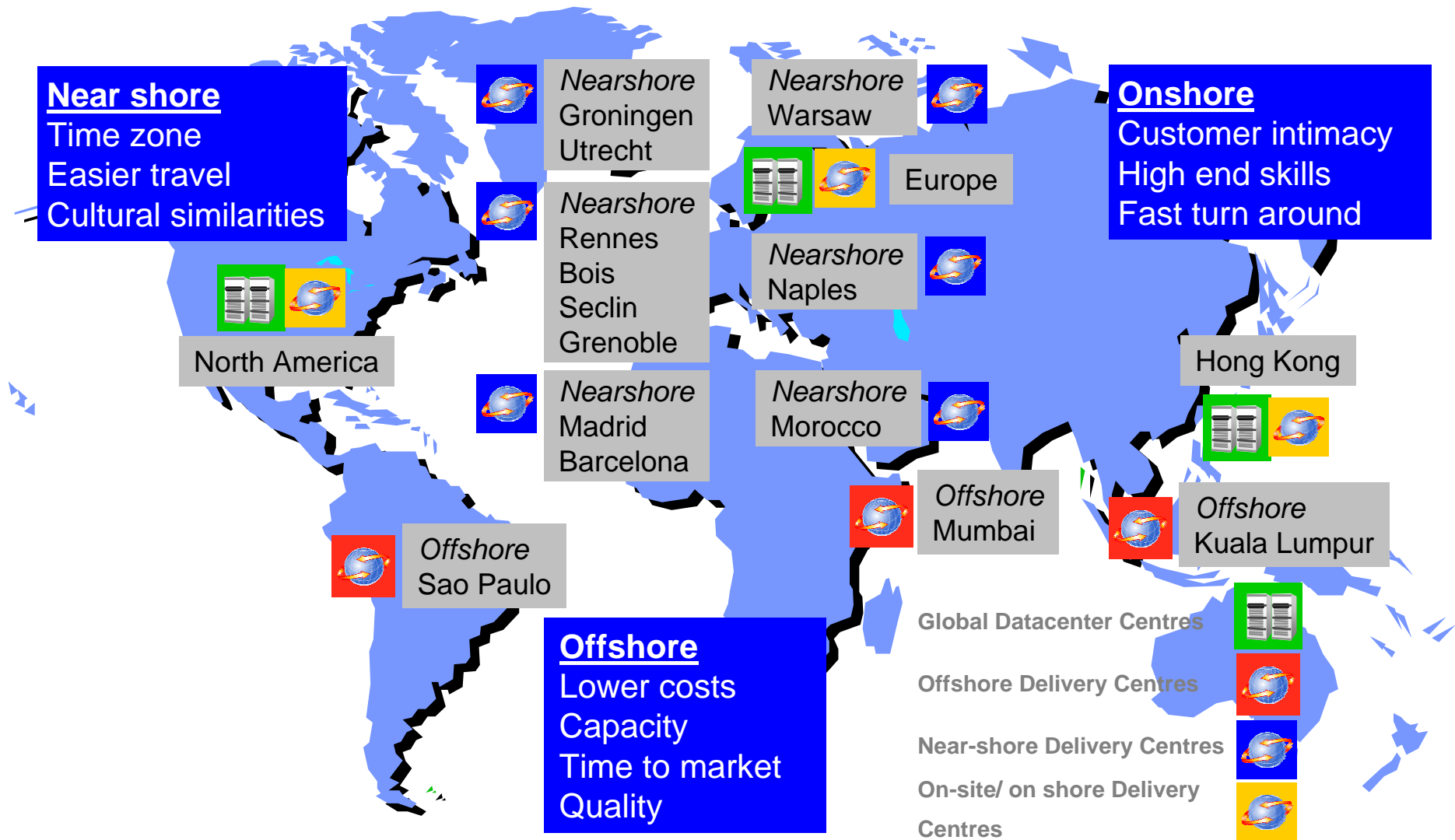
### Apply global sourced services to our “Design-Build-Operate” approach

- ✓ Driven by the need to be highly cost efficient
- ✓ Optimising costs and delivery flexibility
- ✓ Rigorous quality compliant with industry best practices and standards
- ✓ Important to look closely at the service mix provided by Atos Origin
- ✓ The majority of revenue are still derived from Western Europe
- ✓ Client intimacy is still an important factor
- ✓ Atos Origin will increase its offshore and nearshore headcount
  - over 3,000 staff in total at 31 December 2005, of which 1,200 in India
  - planning over 5,000 staff in total by 31 December 2006, of which 2,500 in India
- ✓ Growth will be in line with client demand



# The Sourcing Power Grid

capacity available at international centers NOW





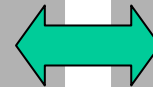
## Strategy : Business mix

Design, build and operate

Understand our clients' business  
Consulting



Implement business solutions  
& application management  
Integration



Manage long-term relationships  
with clients  
IT outsourcing and processing



## Regional Strategy

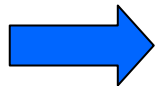
### Europe remains the primary target market

- ✓ To become the No. 1 European IT services provider
- ✓ Need to grow further in Germany and the United Kingdom
- ✓ Increasing emphasis on building operations in Asia Pacific
  - China is the focal point for commercial growth
  - India will be the focal point for offshore support



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- ✓ **Focus on achieving organic growth**
  - Based on current order book and pipeline prospects
  - Underlying growth in the European IT services market of 4%
  - Atos Origin organic revenue growth expected to be in the order of 5%
  
- ✓ **Further improvement of operating margin expected**
  - Ramp-up of margins on new long-term contracts
  - Further organisational efficiency improvements in the business
  - Offering high-end technology solutions
  
- ✓ **Generation of strong operating cash flow expected**



# Agenda

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- **SUMMARY**



## A client-centric company with global operations

- ✓ **Clear strategy**
- ✓ **Solid business mix**
- ✓ **Balanced industry sector mix**
- ✓ **Strong client base**
- ✓ **Stable and international management team**





# Agenda

## • APPENDICES



## Debt repayment schedule

### Short-term cash available / Long-term debt repayment

In EUR million	Dec. 2004	Dec. 2005	Current	Non current	Repayment schedule			
					2006	2007	2008	>2008
Finance leases	16	60	27	33	27	20	10	3
Bank loans	769	456	6	450	6	3	2	445
Securitization	133	141	141		141			
Other borrowings	39	51	28	23	28	6	5	12
<b>Total borrowings</b>	<b>957</b>	<b>708</b>	<b>202</b>	<b>506</b>	<b>202</b>	<b>29</b>	<b>17</b>	<b>460</b>
Cash and cash equivalents	(466)	(534)	(534)					
Derivative instruments		6		6				
<b>Net debt</b>	<b>492</b>	<b>180</b>	<b>(332)</b>	<b>512</b>				



## Business disposals

### €500M revenue base disposal program completed

In EUR million	Deconsolidation Date	Revenue			Sale Consideration	Multiple of Sales
		2003	2004	2005		
Cellnet	01/08/2004	156	75		157	1.1
Convergent	01/07/2004	13	4		4	0.4
Priority Call Managt	01/08/2004	11	6		5	0.5
Australia	01/10/2004	24	12		1	0.1
Peru	01/01/2005	0	2		0	0.0
<b>2004 disposals</b>		<b>204</b>	<b>99</b>		<b>167</b>	<b>1.0</b>
Nordic (PA-Konsult)	01/02/2005	10	10	1	18	1.8
Venezuela	01/05/2005	4	3	1	0	0.0
Rest of Nordic	30/06/2005	192	185	88	140	0.8
<b>2005 disposals</b>		<b>206</b>	<b>198</b>	<b>90</b>	<b>158</b>	<b>0.8</b>
Middle East	01/01/2006	66	57	52	21	0.4
Nolan Norton Co	01/01/2006	8	8	7	4	0.5
<b>2006 disposals</b>		<b>74</b>	<b>65</b>	<b>59</b>	<b>25</b>	<b>0.4</b>
<b>Total disposals to date</b>		<b>485</b>	<b>363</b>	<b>149</b>	<b>350</b>	<b>0.9</b>



## Common Stock

### Potential increase of common stock from stock options only

	31 Dec 2004	31 Dec 2005	
Philips	10,321,043	-	
Treasury stock	1,293	1,293	0%
Public	56,615,918	67,362,172	100%
<b>Common stock</b>	<b>66,938,254</b>	<b>67,363,465</b>	<b>100%</b>
<b>Potential dilution from stock options</b>		<b>6,145,432</b>	<b>8% of</b>
<b>Total potential common stock</b>		<b>73,508,897</b>	<b>potential</b>



## Provision movements

In EUR million	31 Dec 2004	31 Dec 2005	Change	Change of which			31 Dec 2005	
				Scope & Rates	Income statement (a)	Cash	Current (b)	Non-current
Fair value adjustments	14		-14	-1	0	-12		
Reorganization	51	31	-20	-4	35	-52	31	
Rationalization	50	44	-6	5	5	-16	8	36
Project commitments	100	66	-34	6	2	-42	66	
Litigation & contingencies	114	112	-2	15	-5	-12		112
<b>Provisions</b>	<b>329</b>	<b>252</b>	<b>-77</b>	<b>21</b>	<b>37</b>	<b>-135</b>	<b>105</b>	<b>148</b>

(a) "+" = net charge to income statement / "-" net release in income statement

(b) Current = expected to be realized, used or settled during the normal cycle of operations, which can extend beyond 12 months



FY 2005 results  
8 March 2006