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# **First quarter 2012 Industry Analyst Call-In**

Wednesday 25 April, 2012

Gilles Grapinet  
SEVP, Global Functions

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- ▶ This document contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability in the future. 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 2010 Reference Document filed with the Autorité des Marchés Financiers (AMF) on April 5th, 2012 under the registration number: D12-0288.
  
- ▶ Global Business Units include Germany, France, UK & Ireland, Benelux (The Netherlands, Belgium and Luxembourg), Atos Worldline (French, German, Belgian, Asian and Indian subsidiaries), Central and Eastern Europe (CEE: Austria, Bulgaria, Croatia, Serbia, Poland, Czech Republic, Russia, Romania, Slovakia and Turkey), North America (NAM: USA and Canada), North & South West Europe (N&SW Europe: Switzerland, Italy, Denmark, Finland, Sweden & Greece), Iberia (Spain, Portugal, Andorra), Other Business Units including Major Events (MEV), Latin America (Brazil, Argentina, Mexico, Colombia and Chile), Asia Pacific (Japan, China, Hong Kong, Singapore, Malaysia, Indonesia, Philippines, Taiwan, Thailand and Australia), IMEA (India, Middle East, Morocco and South Africa) and Atos Worldgrid.
  
- ▶ Revenue organic growth is presented at constant scope and exchange rates.
  
- ▶ The AtoS pro forma financial information for the 18 months to 30 June 2011 comprises the results of the former Atos Origin perimeter and the acquired scope of the ex Siemens IT Services (SIS), as if AtoS had been in existence since 1 January 2010. The information is provided as guidance only; it is not audited and, as pro forma information, it does not give a full picture of the financial position of the Group. The key assumptions used in the preparation of the information are as follows:
  - The pro forma information has been prepared using accounting policies consistent with those used in the historic Atos Origin interim and year-end financial statements;
  - Pro forma tax is based on the estimated effective rate of tax for AtoS for the relevant periods applied to pro forma profit before taxation.
  - The pro forma Profit and Loss account excludes significant exceptional items as being non-recurring, notably provisions on contract risks recorded in the first semester 2011.

1. Q1 2012 Highlights
2. Q1 2012 Financial performance
3. Atos growth drivers
4. 2012 objectives
5. Q&A session

# Q1 2012 Highlights

# Q1 2012 Highlights

First quarter  
2012  
25 April 2012

**2,163**

**Revenue (EUR m)**

(Q1 2011 pro forma: EUR  
2,112 m)

**+2.4%**

**Revenue organic  
evolution**

(Q1 2011: -1.3%)

**107%**

**Book to bill**

(Q1 2011: 101%)

**14.5**

**Backlog (EUR bn)**

(1.7 years of revenue  
vs. 1.5 years in Q1 2011)

**+34**

**Net cash (EUR m)**

(Dec 2011: EUR -142 m)

**74,992**

**Total Group number  
of employees**

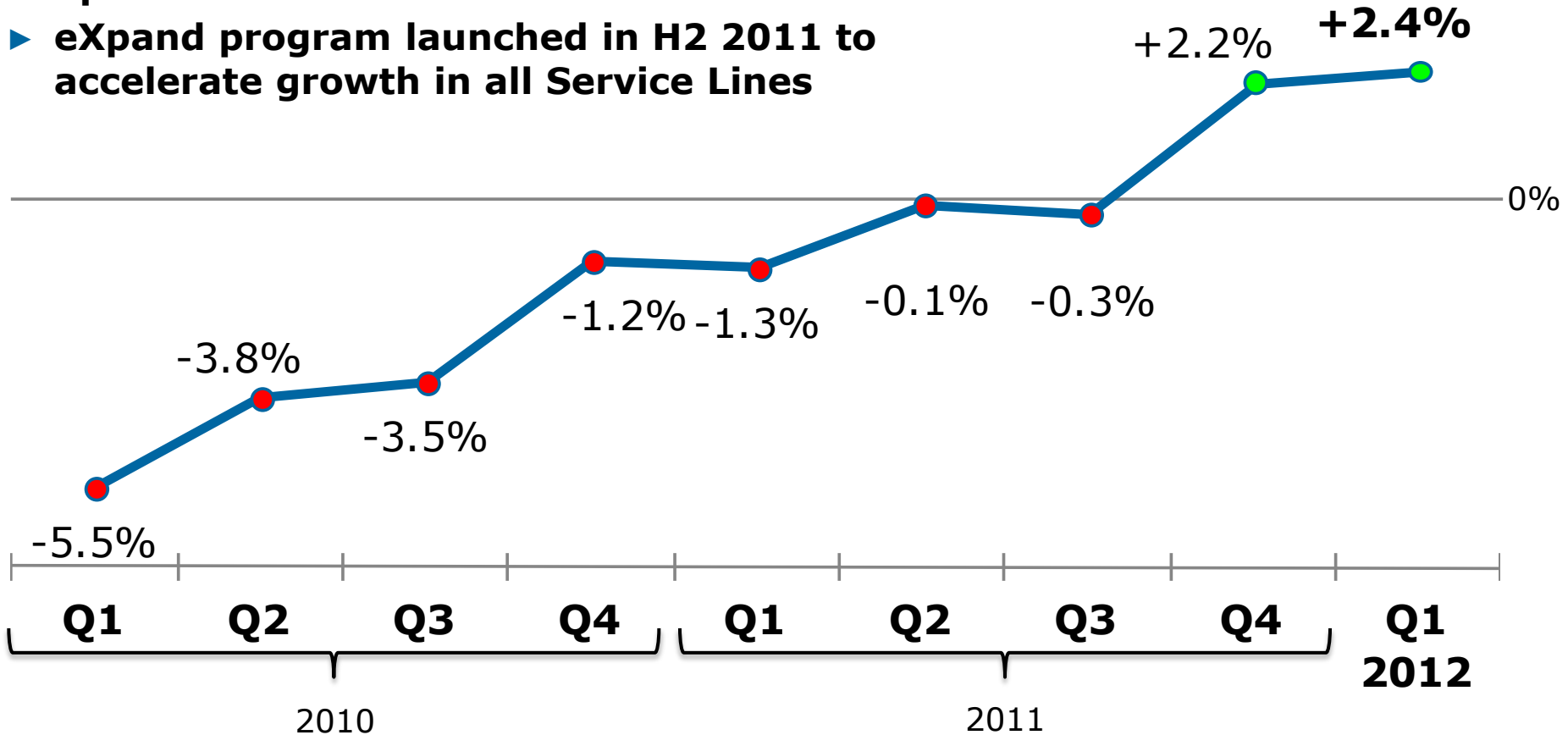
*Q1 2011 is Atos Origin only, except revenue on a pro forma basis*

# Quarterly revenue organic evolution

First quarter  
2012

25 April 2012

- ▶ Led by Managed Services and HTTS & Specialized Businesses
- ▶ eXpand program launched in H2 2011 to accelerate growth in all Service Lines



Revenue organic evolution is presented at constant scope and exchange rates

# Main wins over the first quarter of 2012 (1/2)

First quarter  
2012  
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## Manufacturing, Retail & Services

- ▶ Large medical manufacturer (North America): MS - Managed Infrastructure Solution
- ▶ Large retailer (Germany): MS/SI - Managed Infrastructure Solution - Renewal
- ▶ Pharmaceutical company (Benelux): MS - Managed Infrastructure Solution - Renewal
- ▶ Central Bank for merchants (Atos Worldline): HTTS - Payment /Cheque - Renewal
- ▶ ThyssenKrupp (Germany): SI - GKO ERP Consolidation & Harmonization

## Public sector, Healthcare & Transport

- ▶ Department of Health (UK): MS - Adaptive Workplace - New
- ▶ Defra (UK): MS/SI - Applications hosting and management - Renewal
- ▶ Ministry of Finance (CEE): SI - Public Administration Solution - Renewal
- ▶ Transport service (North America): MS - Managed Infrastructure Solution - New

## Financial Services

- ▶ Large investment bank (North America): MS - Managed Infrastructure - Renewal
- ▶ Large retail bank (France): MS - Command Center - Renewal
- ▶ Dutch financial institution (Atos Worldline): HTTS - Payment Issuing - Renewal
- ▶ Online banking institution (Atos Worldline): HTTS - Financial market - Renewal
- ▶ Large Insurance company (Benelux): MS - Adaptive Workplace - New

# Main wins over the first quarter of 2012 (2/2)

First quarter  
2012  
25 April 2012

## Telecoms, Media & Technology

- ▶ Important Telco operator (Benelux): MS/SI - Application Operations
- ▶ Telco manufacturer (Germany): MS - Managed Infrastructure Solution
- ▶ Large Telco operator (France): SI - Various Business
- ▶ First Italian Telco operator (N&SWE): MS - Application Operations - Renewal
- ▶ Large Media Company (UK): MS - Managed Infrastructure Solution

## Energy & Utilities

- ▶ EDF Energy (UK): MS - Managed Infrastructure Solution - New
- ▶ French utility company(France): MS - Managed Services - New
- ▶ Trading company in natural gas (Benelux): C&TS - GKO ERP Consolidation & Harmonization - Renewal
- ▶ EnBW Group (Atos Worldgrid - Germany): HTTS & SB - IT Strategy and Governance - Renewal
- ▶ ENI (N&SWE): SI - AM & SAP Roll out



# Example of major wins from Q1 2012

First quarter  
2012

25 April 2012

## Global financial services firm

- **Type**                    **Extension**
- **TCV**                    **> € 110 million**
- **Duration**            **5 years**
- **Market**                **Financial Services**
- **Country**              **USA**

## Summary

- **What we won:**        **Global Service Desk and Deskside Outsourcing with increased offshore delivery, remote resolution and best-in-class Governance**
- **Why we won:**        - **Trusted relationship with key advisors**  
- **Proactive investment**  
- **Executive commitment to the strategic partnership**
- **Competitors**         **IBM provides similar services for another division within the client**

## Retail Company

- **Type**                    **Extension**
- **TCV**                    **€ 85 million**
- **Duration**            **5 years**
- **Market**                **Retail**
- **Country**              **Germany**

## Summary

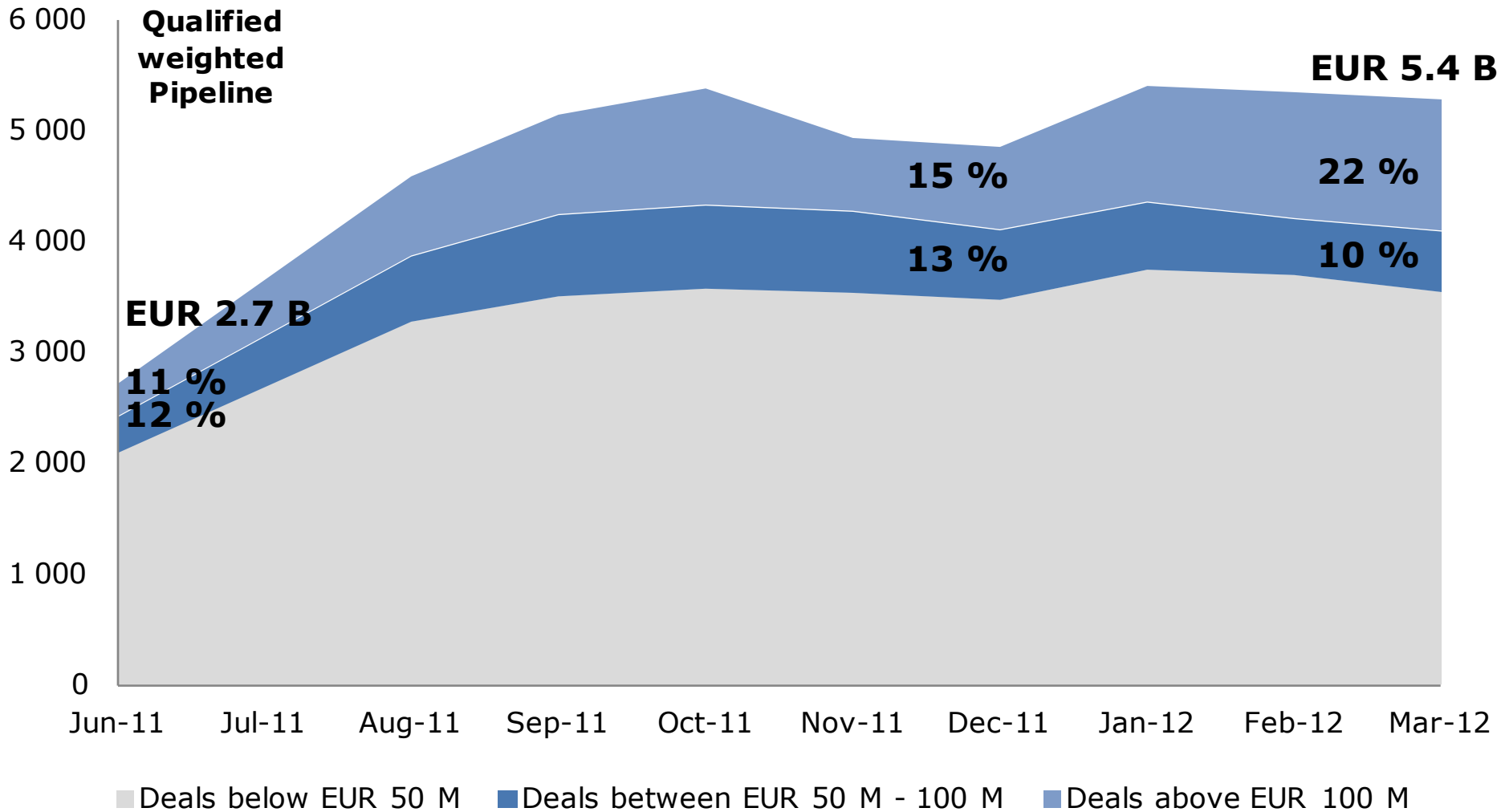
- **What we won:**        - **IT Services (Workplace, Network, Storage, Server)Services**  
- **Point of Sale Infrastructure**  
- **Application Management**
- **Why we won:**        **1. Client Intimacy and strong partnership**  
**2. Strong Business Process Know-How**  
**3. Flexible Demand through pay per use**  
**4. Innovative Infrastructure (virtualization, shared infrastructure)**
- **Competitors**         **IBM, HP, T-Systems, Accenture**

# Pipeline at the end of March 2012

(in EUR million)

First quarter  
2012

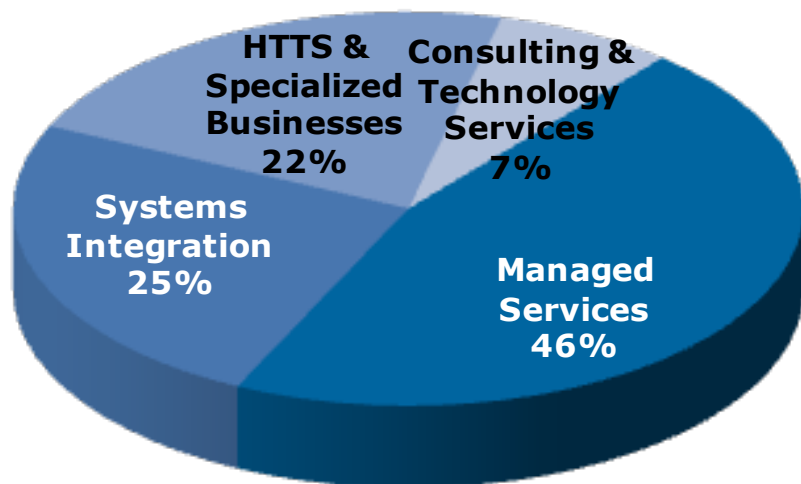
25 April 2012



# Q1 2012 Financial performance

# Q1 2012 revenue performance by Service Line

First quarter  
2012  
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- ▶ Growth in 2 of 4 Service Lines thanks to Atos' recurring profile and new businesses won in Q4 2011
- ▶ Stabilized activity in Systems Integration
- ▶ Consulting & Technology Services almost stable

*In EUR million*

	Q1 2012	Q1 2011*	% growth
Managed Services	995	958	+3.9%
Systems Integration	536	536	+0.0%
HTTS & Specialized Businesses	474	460	+2.9%
Consulting & Technology Services	158	159	-0.4%
<b>Total Group</b>	<b>2,163</b>	<b>2,112</b>	<b>+2.4%</b>

\* *pro forma and constant exchange rates*

# Q1 2012 revenue performance by GBU

First quarter  
2012  
25 April 2012

*In EUR million*

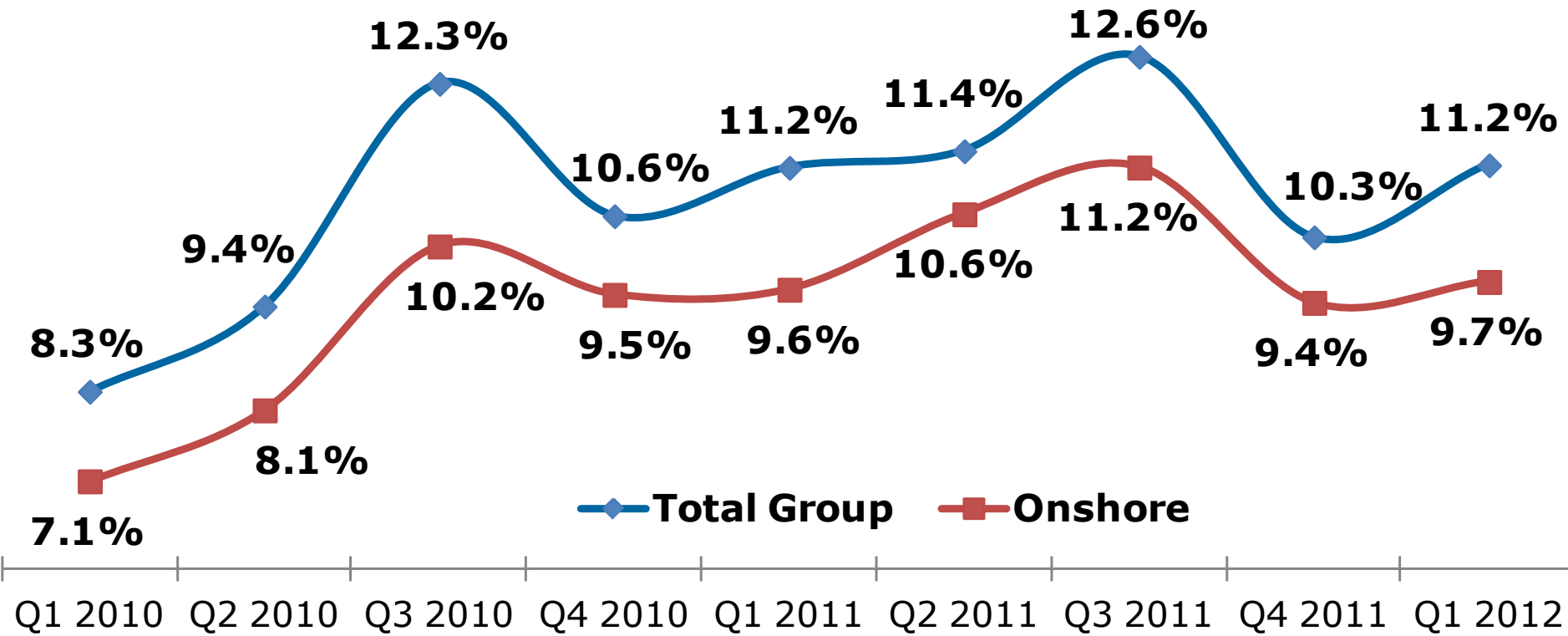
	Q1 2012	Q1 2011*	% growth
Germany	418	394	+6.1%
United-Kingdom & Ireland	390	369	+5.8%
Benelux	248	262	-5.2%
France	255	259	-1.6%
Atos Worldline	226	222	+1.8%
North America	134	124	+8.4%
Central and Eastern Europe	130	128	+1.2%
North & South West Europe	99	94	+5.5%
Iberia	82	85	-4.2%
Other BUs	181	176	+2.7%
<b>Total Group</b>	<b>2,163</b>	<b>2,112</b>	<b>+2.4%</b>

\* *pro forma and constant exchange rates*

# Annualized attrition by quarter

First quarter  
2012  
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► Attrition remains under control



# Atos growth drivers

## Managed Services

A leader in Europe

## HTTS

Payment & e-CS  
core  
differentiators

## Specialized Businesses

Industry Specific  
Skills and  
know-how

## eXpand

Accelerating  
profitable  
growth

## Canopy

An alliance with  
EMC<sup>2</sup> and  
VMware

## Partnerships

With leading  
players



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**To unleash the cloud revolution, Atos, EMC  
and VMware formed a strategic alliance**

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**First quarter  
2012**  
25 April 2012

**Atos**

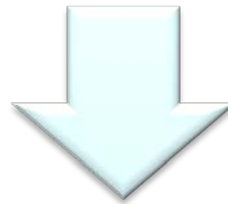
**The Leading European  
IT services company**

**EMC<sup>2</sup>**

**The #1 Storage  
Cloud solutions vendor**

**vmware<sup>®</sup>**

**The #1 Cloud  
Virtualization company**



**Advanced cloud Services for the benefit of large  
and upper mid-sized enterprises and  
organizations**

**canopy<sup>®</sup>**

**THE OPEN CLOUD COMPANY<sup>™</sup>**

# What does Canopy offer to the market ?

First quarter  
2012  
25 April 2012

## Cloud lifecycle consulting

- Strategy
- Technology consulting (security...)
- Migration and planning

## Development and Migration Services

- Architecting, designing
- Development and implementation

## Enterprise Application Store

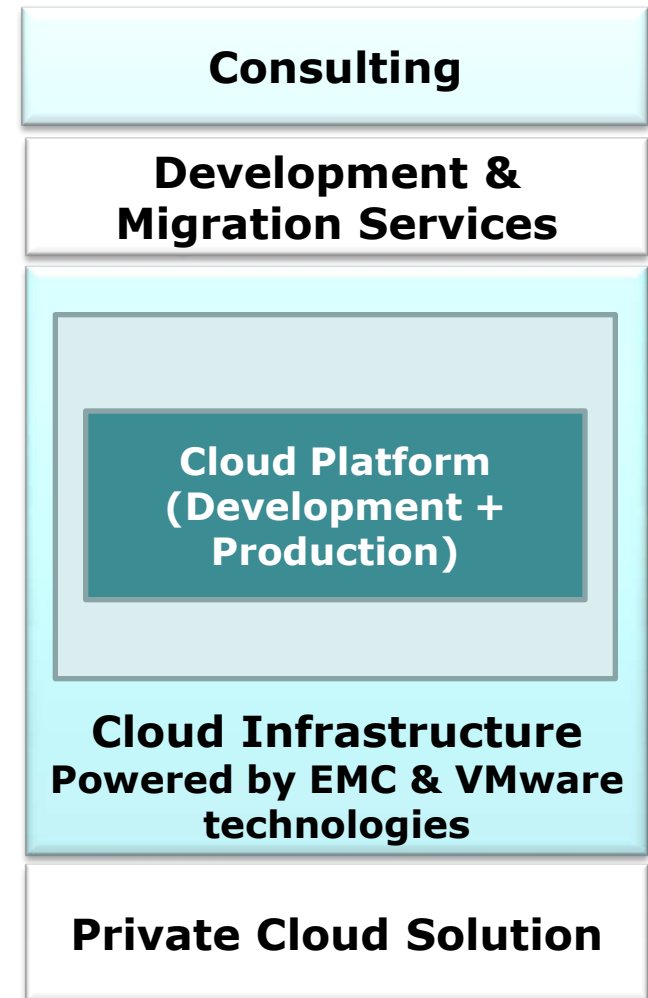
- Inspired by consumer application stores for ease of use
- Applications for business processes adapted to specific markets / verticals
- Open ecosystem for Independent Software Vendors

## Cloud-based, Solution Development and Test Platform (PaaS)

- Development, Test and Production environments based on the Cloud Platform
- Open and Enterprise grade SLA

## Private Cloud Solution

- End-to-end capability to deploy
- Public Private Cloud orchestration



# 2012 objectives

## 2012

**The Group confirms all its objectives for 2012 as stated in the February 23rd, 2012 release, i.e.:**

### ► Revenue

- The Group expects a slight revenue organic growth compared to proforma for full year 2011.

### ► Operating margin

- the Group has the objective to improve its operating margin rate to 6.5 per cent of revenue compared to 4.8 per cent proforma 12 months 2011.

### ► Free Cash Flow

- The Group has the ambition to achieve a free cash flow of around EUR 250 million.

### ► Earnings per share (EPS)

- The Group ambitions an EPS (adjusted, non diluted) in line with the +50 per cent increase targeted for 2013 compared to 2011 statutory.

Management team

# Q&A session

**First quarter  
2012**  
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**From  
Questions  
to  
Answers**



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## Thank you

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