

# 2019 Ambition



Trusted partner for your Digital Journey

# Atos, the trusted partner

# for your Digital Journey

We are a global leader in digital transformation with annual revenue of circa € 12 billion and approximately 100,000 employees in 72 countries, serving a global client base.

As digital shockwaves accelerate, sending out wave after wave of transformative disruption, we help our customers surf the waves safely towards the opportunities of the future. We are the Worldwide Information Technology Partner for the Olympic & Paralympic Games. We are a Societas Europaea (SE) and we are listed on the CAC 40 Paris stock index. We operate under the main brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline.

#### We are experts in









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## Interview with Thierry Breton, Chairman and Chief Executive Officer

# Atos: a leader in technology

with strong ambitions

"We are now one of the world's top five digital services players and the industry leader in Europe."

ppe."

#### What were the main achievements of the Atos 3-year strategic plan, 2016 Ambition?

Over the last three years we have changed the shape of our company, expanded into new markets and geographies and acquired further expertise in cutting-edge technologies. We are now one of the world's top five digital services players and the industry leader in Europe. We have delivered on all the targets set under 2016 Ambition, and indeed we clearly overreached the financial targets of this three-year growth plan. 2016 Ambition also transformed the business model of our company. We are more than ever a technology-focused enterprise, with leadership positions in high-growth areas such as High Performance Computing and Cybersecurity. Thanks to Atos' acquisition of Xerox ITO and Anthelio, North America has become our most important geography for revenue. I am proud that 2016 Ambition has been a success story for our company, an inspiring story of change and transformation.

## What are Atos' targets and goals for the next 3 years?

Our main strategic goal for our 2019 Ambtion is to use our technological strengths and people skills to accompany the digital transformation of our

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customers, wherever they operate from. We are targeting organic revenue growth of 2% to 3% CAGR over the 2017-2019 period, an operating margin of 10.5% to 11.0% in 2019, and a free cash flow conversion rate of circa 65% in 2019. Driving this will be our Digital Transformation Factory which is based on four high-growth pillars: Atos Canopy Orchestrated Hybrid Cloud, SAP HANA by Atos, Atos Digital Workplace, and Atos Codex. These four technological offerings are built on the unrivalled skills and capabilities of all Atos divisions and provide our customers with a full spectrum of digital know-how and expertise. Our continuing success is only possible because of our talented workforce. We have a major program in place to continue to develop their digital skills, including investing in the new Atos Global University. We want to make Atos the most attractive place to work for today's brightest digital talents. I am extremely encouraged by the 2016 results of our Great Place to Work® surveys as we want to increase employee satisfaction at Atos to be in the top 10% industry benchmark.

# How do the recent acquisitions and existing partnerships create value for Atos?

Acquiring and successfully integrating strategically attractive companies is a core part of the Atos DNA. Through our recent acquisitions, Unify has given us new capabilities in communications, Anthelio has enhanced our platform in the US healthcare market, and Equens has reinforced Worldline's leadership position in European payments. We will continue to pursue this approach, while adhering to the strict financial discipline applied in recent years. Our partnerships are very important for our future growth. Our Digital Transformation Factory is supported by strong partnerships with the Dell EMC family and we will accelerate sales partnerships and innovations with large players such as Cisco, Microsoft, Oracle and SAP. Our global alliance with Siemens celebrated its fifth year in 2016 and we increased the funding of our joint innovation investment program.

## What progress is Atos making to enhance its sustainability credentials?

In 2016. Atos was ranked in the number one position in the World & Europe Dow Jones Sustainability Index as the most sustainable company in the IT services sector (DJSI Gold level). Our commitment to corporate sustainability has also been recognized by other leading rating bodies, including the Global Reporting Initiative which places us in best-of-class G4 Comprehensive Level and we intend to retain this position. Our 2019 Ambition envisages a new, demanding target to reduce by 5% to 15% our CO<sub>2</sub> emissions per revenue unit by 2020, and we will implement even greater operational efficiency to meet this challenge.

#### How does 2019 Ambition support your vision for the future success of Atos?

I believe that 2019 Ambition will transform Atos and enhance our position as a truly global digital leader. It is a powerful strategy which will propel Atos towards becoming the digital transformation partner of choice for customers in all industries and in all continents. On behalf of you, dear shareholders, and of the Board of Directors that I chair, I would like to thank all our employees for their engagement and our stakeholders for their continuing support as we go one step further on our Digital Journey, thanks to our 2019 Ambition, thereby creating sustainable value not only for our clients but for society as a whole.

### A culture of commitment

Between 2013 and 2016, Atos demonstrated its ability to deliver on its commitments, exceeding the targets of its 2016 Ambition strategic plan.

#### Revenue



#### **Operating Margin**



#### Free cash flow



## Governance

# **Atos leadership**

# The General Management Committee

The role of the Atos General Management Committee is to develop and execute the Group strategy and to ensure value is delivered to clients, shareholders, partners and employees. The General Management Committee, led by Thierry Breton, Chairman and Chief Executive Officer, is in charge of the Global Group management.

**Thierry Breton** Atos Chairman and Chief Executive Officer, Worldline Chairman





**Charles Dehelly\*** Senior Executive Vice-President, Global Operations and TOP Program



**Gilles Grapinet** Senior Executive Vice-President, Global Functions Worldline Chief Executive Officer



**Michel-Alain Proch** Senior Executive Vice-President, Chief Executive Officer North American Operations, IT, Security

\* as of April 3, 2017, Charles Dehelly retired and was appointed Special Advisor to the Chairman and CEO on strategic projects and M&A. Eric Grall, Head of Infrastructure & Data Management, succeeded Charles Dehelly, as Head of Global Operations, TOP Program and Quality.

# The Executive Committee

The role of the Atos Executive Committee is to lead the direction of the company to achieve its overall ambitions and to improve interaction and cooperation across the Atos Group. The Atos Executive Committee is composed of the General Management Committee and:

#### Functions

Elie Girard Chief Financial Officer

Philippe Mareine Head of Human Resources, Logistics, Housing and Head of Siemens Global Alliance

Marc Meyer Head of Executive & Talent Management and Head of Communications

Alexandre Menais Head of Mergers & Acquisitions and Corporate Development, Legal, Compliance and Contract Management

**Gilles Arditti** Head of Investor Relations & Financial Communication

Olivier Cuny General Secretary

#### Divisions

Eric Grall\*\* Head of Infrastructure & Data Management

Philippe Vannier Chief Executive Officer of Bull, Group Advisor for Technology

Ursula Morgenstern Head of Business & Platform Solutions

Jon Pritchard Chief Executive Officer of Unify Software and Platforms

\*\* as of April 3, 2017, Peter Pluim, COO of Infrastructure & Data Management, succeeded Eric Grail as Head of Infrastructure & Data Management. Peter Pluim joined the Executive Committee in this capacity.

#### Worldline

Marc-Henri Desportes General Manager

#### Sales & Markets

Patrick Adiba Chief Commercial Officer and Chief Executive Officer Olympics & Major Events

Bruno Fabre Head of Telcos, Media & Utilities

Kari Kupila Head of Siemens Account

#### Geographic Business Units

**Chad Harris** President of North American Operations

Adrian Gregory Head of UK & Ireland

Winfried Holz Head of Germany

Jean-Marie Simon Head of France

Peter 't Jong Head of Benelux & The Nordics

Hanns-Thomas Kopf Head of Central & Eastern Europe

Iván Lozano Head of Iberia

Herbert Leung Head of Asia Pacific

Francis Meston Head of Middle East & Africa, Group Digital Transformation Officer

## Governance

# The Board of Directors



**Thierry Breton** Chairman and Chief Executive Officer of Atos SE, Chairman of the Board of Directors of Worldline (French)



Valérie Bernis Vice-President of Engie Foundation (French)

**Nicolas Bazire** General Manager of Groupe Arnault SAS (French)



Roland Busch Member of the Management Board of Siemens AG (German)

Aminata Niane

(Senegalese)

International Consultant



**Bertrand Meunier** Managing Partner of CVC Capital Partners Ltd (French)



**Pasquale Pistorio** Chairman of the Pistorio Foundation (Italian)

Jean Fleming Client Executive, Business Transformation services, at Atos IT Services UK Ltd (British)



Colette Neuville Chairman (founder) of ADAM (French)

Lynn Paine John G. McLean Professor of Business Administration, Harvard Business School, Former Associate Dean (American)



Vernon Sankey Officer in companies (British)

#### The Board of Directors determines the strategy and guidelines

of the Company's activities and oversees their implementation. In 2016, it met 12 times, during which, in addition to performing its traditional duties, it oversaw the launch of the new threeyear strategic plan, 2019 Ambition, and its submission to shareholders for approval in December.

#### Diversity fully implemented within the Board of Directors

As of December 31, 2016, the Board of Directors of the Company consisted of 11 Directors, including 5 women, i.e. 45% of its members. It was composed of more than 54% of Directors of non-French nationality, reflecting Atos' international dimension and diversity.

#### A balanced governance structure at Board level

The Board of Directors has adopted a balanced governance structure in order to fulfil its duties in the interests of the Company and all its stakeholders:

The appointment of a Lead Director

Alongside the Chairman of the Board, a Lead Director has been in position since 2010, in accordance with the recommendations of the French Financial Market Authority, in order to ensure a balance of powers and the implementation of best corporate governance standards by the Board of Directors.

## The recommendations of two specialized committees

The Board has constituted two specialized committees, the Audit Committee and the Nomination and Remuneration Committee, to make recommendations to the Board on strategic topics and therefore help in the decision-making process.

An innovative system for employee participation

Atos has put in place since 2012 an innovative scheme of employee participation, through regular specific meetings with the Participative Committee of the European Company Council of Atos SE to discuss topics addressed at Atos SE's Board meetings' level.

In 2016 employee representatives attended two Board meetings related to the Corporate governance and the three-year strategic plan.

## Annually assessed compliance with governance framework

The Company undertook in 2008 to implement the recommendations of the AFEP-MEDEF Code of Corporate Governance for listed companies and to regularly report thereon. The Board of Directors meets every year in December (as was done on December 19, 2016) to perform the annual review of the implementation by the Company of these governance principles. This meeting is also attended by members of the Participative Committee who actively participate in the discussions, and the outcome of this review is made publically available on the Company's website.



# **Preparing for Digital** Shockwaves in Business

Digital technologies have reshaped B2C markets and are now transforming the world of business. Atos has identified four main sources of disruption: Ways of Working, Business Models, Disruptive Technologies and Evolving Challenges. From these four areas, Digital Shockwaves are propagating rapidly towards the B2B area, interacting with each other and changing the entire industrial landscape.



# Digital Shockwawas in Dassinese

#### Planning the Journey to 2020 and beyond

The impact of technology on business and society is intensifying all the time with products and services (both consumer-oriented and industrial) becoming increasingly personalized, data-intensive and context aware. In 2016, Atos published a landmark report, Journey 2020, which explores in depth the sources of these Digital Shockwaves and their implications for the world of business. Organizations will need to reskill their employees, reinvent their business models, implement new forms of security, and respond to disruption and increased competition. Disruptive technologies have created a complex and uncertain environment which is at the same time brimming with opportunities for those companies who are able to understand, anticipate and act on today's Digital Shockwaves.

#### The magnificent 7 key emerging technologies

Atos has developed world-class expertise in seven key technologies to enable its customers to transform their business models and deliver exciting new opportunities to create growth, value and new smart services.



**Exascale** computers are capable of at least a billion billion calculations per second – processing power on a massive scale that represents a thousand-fold increase over today's supercomputers.

The exponential rise in computing power is enabling the rapid spread of **Artificial Intelligence** into next generation information systems, robotics and managed services.



Atos' extensive expertise in **5G** mobile broadband technology means we will be ready to harness 5G for our customers when the technology is sufficiently mature.



With the emergence of **Swarm computing** tiny distributed agents will work autonomously to generate invaluable data.



**Blockchain** technologies have the potential to transform the management of payments and identification, ushering in a new era for competition, regulation and security in the financial services industry and beyond.



Leveraging the discoveries of quantum mechanics, recent breakthroughs in **Quantum computing** promise to change the way we create and understand information forever.



In a world of hyper-connectivity and massive computing power, a new generation of **Encryption algorithms** will provide our clients with the security that they need to prosper.



#### Scanning the horizon, responding to challenges

No matter how big or how small, how young or how well established, every business and every government organization is facing critical transformation challenges, whatever its industry sector and geography. In 2016, Atos published a major report, Ascent Look Out 2016+, to help its clients across all industries recognize, understand and address the new opportunities and threats brought by these challenges.



# The next step in our journey

In November 2016, Atos presented to investors its strategic plan for the next three years: 2019 Ambition. By helping its customers embrace the myriad digital challenges and opportunities ahead, as their technology partner of choice, Atos will increase its organic revenue growth, expand its operating margin and strengthen its cash flow.

#### The roadmap to 2019 Ambition

The 2019 Ambition strategic plan is based on four axes: growth, efficiency, innovation and technology partnerships, and people and Corporate & Social Responsibility. Atos will deliver sustainable revenue growth by helping customers respond to their digital challenges, leveraging the end-to- end offerings of its Digital Transformation Factory together with its expertise in Cybersecurity and in Digital Payments and e-Transactions. Atos will further improve the efficiency of all its divisions and increase its competitiveness, building on the TOP Tier One Program and its experience of Lean management. Innovation and technology remain at the heart of Atos. To achieve its 2019 Ambition, Atos will accelerate its investments in its technology roadmap and keep developing partnerships with global technology leaders such as Siemens, Dell EMC, Cisco, Oracle, Microsoft and SAP. Atos has always been committed to developing its people and to supporting the values of Corporate & Social Responsibility. The Group is enhancing its training efforts, investing in a new Atos University in India, and increasing its recruitment from top universities. Atos has also set an ambitious new target for reducing the carbon intensity of its operations.

#### The Digital Transformation Factory: major growth driver

Data is poised to become a driver of business itself, and Atos' Digital Transformation Factory will help its customers make a successful transition to this new all-digital era.

The Digital Transformation Factory is based on Atos' four high growth, high technology pillars: **Atos Canopy Orchestrated Hybrid Cloud, SAP HANA by Atos, Atos Digital workplace, Atos Codex**, supported by Atos expert Digital offerings in Cybersecurity and Payments and e-Transactions with Worldline.

#### Atos Canopy Orchestrated Hybrid Cloud



Eric Grall Head of Infrastructure & Data Management

It is not about if large enterprises move to the Cloud, it is about when. With Atos Canopy Orchestrated Hybrid Cloud, large organizations can benefit from all the advantages of public and private clouds, maintain their legacy infrastructure, and transform the way they manage their applications and their services.

#### SAP HANA by Atos



**Ursula Morgenstern** Head of Business & Platform Solutions End-to-end SAP HANA by Atos means orchestrating all SAP HANA related services for our customers. It makes Atos an unique partner for their transformation journey. SAP HANA by Atos accelerates business processes transformation, expands customer relationships, and paves the way for real-time innovation platforms and next generation applications.

#### Customer satisfaction at the heart of 2019 Ambition

Atos people are the foundation for its success. The Group is enhancing its training effort to equip Atos' business technologists with the new skills they need for the all-digital era. The continuous improvement program for sales transformation (STEP) and the Tier One Program (TOP) reinforce the competitiveness of Atos to better serve its clients.

The secret to the success of Atos is the quality of our service delivery. Everyone here is committed to building relationships with our customers that are founded on accountability, proactivity and trust. We are all dedicated to helping our clients maximize the value that they Charles Dehelly can create by leveraging the full Senior Executive Vice-President,



range of Atos capabilities. Global Operations and TOP Program

#### Innovative to the core

Technological innovation remains at the center of what Atos does. The Group owns circa 5,000 active patents and invests circa € 300 million per year in research and development in 15 dedicated facilities in 9 different countries. In 2016 Atos organized 290 innovation workshops with its customers, sharing with them best practices and state-ofthe-art technologies. The Group showcased its innovations in a network of 7 Business Technology & Innovation Centers around the world.

# Financial targets for 2019

Organic revenue growth

+2% to +3% cagr over the 2017-2019 period compared to 1.8% in 2016

#### Operating margin

10.5% to 11.0%

of revenue in 2019 compared to 9.4% in 2016

#### Free cash flow

Operating margin conversion rate to free cash flow at c. 65% in 2019 compared to c. 52.5% in 2016

#### Strengthening Atos' ties with advanced technology world leaders

SIEMENS

DELLEMO

To implement its ambitious strategy for 2019, Atos is supported by highly distinguished strategic partners. Siemens is Atos' largest partner, shareholder and client. In 2016, in celebration of the fifth anniversary of the Global Alliance, Siemens and Atos increased the funding of their joint innovation investment program by an additional € 80 million to € 230 million. Atos also enhanced its alliance with the Dell EMC Federation, a global leader in information technology. Joining forces, Atos and Dell EMC have formed one of the world's largest partnerships delivering benefits and leadership far beyond its complementary solutions and services.

#### Atos Digital Workplace



Peter Pluim Senior Vice President & COO Infrastructure & Data Management

Enterprise customers have common business drivers to put in place a digital workplace, to increase the productivity of their employees, enable them to access data on any device from anywhere, and deliver a consumer-like experience where employees can access intuitive, smart, and easy-to-use IT services.

#### Atos Codex



**Philippe Vannier** CEO of Bull, Group Advisor for Technology Encompassing unique data science, IoT expertise, machine intelligence, design labs, use cases, industrialized platforms and high-performance analytic infrastructures, Atos Codex enables companies to take advantage of the vast amount of their digital data and transform it into prescriptive insights and knowledge across the organization and its ecosystem.

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## **2016 Key Figures & Highlights**

# **Record results,** strong foundations for the future

Revenue		010.000
	2015	€10,686 million
	2016	€ 11,717 million
Operating	2015	€917 million; 8.6% of revenue
margin	2016	€1,104 million; 9.4% of revenue
ontry	2015	€ 11.2 billion
Order entry	2016	€13.9 billion
		€ 393 million
	2015	<i>2 333 million</i>
cash	2016	€579 million
Free cash flow		



Elie Girard Chief Financial Officer

The commercial dynamism of the Atos Group was very strong in 2016. Building on a good sales momentum from our Digital Transformation Factory, we delivered revenue growth across all sectors. There was a significant improvement in operating margin due principally to more Cloud-based business and the continuous execution of our Tier One efficiency program. Our commercial successes translated into healthy 2016 book to bill ratios in all divisions of the Group, and a solid improvement of operating margin conversion rate to free cash flow. Thanks to this sustained business activity, Atos is well positioned to accelerate its organic growth and further improve profitability in 2017 in line with our new 3-year plan, 2019 Ambition.

Atos outperformed the market, delivering record results in 2016 which exceeded all of its financial objectives for the year. Revenue was € 11,717 million, up +9.7% year-on-year, with organic revenue growth of +1.8%. This performance was led by the Atos Digital Transformation Factory, meeting rising demand from large organizations for digital transformation services. The operating margin was €1,104 million, representing 9.4% of revenue, compared to 8.6% in 2015. Net income rose to € 620 million, +41.9% year-on-year, while the Group share of net income reached €567 million, +39.6%.



 $^{\rm (0)}$  Including Central & Eastern Europe, Iberia, Asia Pacific, Middle East & Africa, South America, as well as Major Events

# **2016 Key Figures & Highlights**

# **Extreme technologies:** reaching new frontiers

Atos remains at the cutting edge of technologies that provide organizations with intelligence for their digital transformation. In 2016, Atos launched state-of-the-art products in the areas of Big Data, Cybersecurity and Mission-Critical Systems, helping its customers transform their data into insights and their insights into action.

tos is on the frontline of research and development in the most sensitive areas of information technology. In April 2016, we unveiled the exascale-class Bull sequana, the world's most efficient supercomputer that provides organizations with an even greater level of computational capacity. Customers are already using our bullion servers to benefit from their analytic power and reinvent their business models with Atos Codex; and to boost IT efficiency with powerful SAP HANA based appliances. Atos continues to enhance its capabilities in Cybersecurity. In 2016, we launched a new managed security service offering. With predictive security based algorithms, we help customers thwart security threats before they occur. Our TrustWay Proteccio range of high-performance cryptographic

appliances gained NATO Secret certification. Meanwhile, Atos is at the frontiers of research into quantum computing and in 2016 we launched our visionary Atos Quantum program in the presence of world-renowned quantum physicists and mathematicians.

Bull atos technologies

Bull is the Atos brand for its technology products and software, which are today distributed in over 50 countries worldwide. It offers products and value-added software to assist clients in their digital transformation, specifically in the areas of Big Data and Cybersecurity.



**Philippe Vannier** CEO of Bull, Group Advisor for Technology

Atos is the leading player in Europe with the expertise and know-how needed to build supercomputers today. Bull sequana can deliver a truly astounding computing performance, enabling our clients to maximize the value of their data and providing them with a significant competitive advantage.

#### January\_

#### Unify deal completed

Atos completes the acquisition from Gores Group and Siemens of Unify, the world number 3 in integrated communication solutions. The acquisition creates a unique integrated proposition for unified communications improving the social collaboration, digital transformation and business performance of Atos customers.

#### World beater

The bullion servers from Bull set new performance records according to the international benchmark from SPEC. The high-end enterprise bullion x86 servers are the most powerful in the world in terms of speed and memory.

#### Orange partnership

Atos, through its technology brand Bull, signs a strategic partnership with Orange Cyberdefense to work together on secure mobile terminals. Orange Cyberdefense now markets Hoox, the most secure smartphone on the market, to its customers.



#### February\_\_\_\_

#### Countdown to GDPR

Atos takes the lead in helping its customers prepare for the Global Data Protection Regulation (GDPR) in Europe. GDPR requires organizations to protect personal data and demonstrate compliance to clients, consumers and business partners.

#### March \_\_\_\_\_

#### Hat-trick for Worldline

Worldline wins three 2016 PayForum Awards, recognizing its capacity for innovation in the payment and digital services markets. The three award-winning solutions respond to the need for increased security and interoperability for banks, merchants and end-users.

#### **Risk excellence**

Atos is recognized at the Awards for Risk Management for its project risk management and the strength of the Atos Rainbow system which analyzes and processes risks across the project life cycle.

# 2016 Key Figures & Highlights

# **Rio 2016: Atos helps delivery** of truly digital Olympic Games

Atos has been the worldwide IT Partner for the Olympic Games for eight consecutive games. In August 2016, Atos helped make the Olympic Games Rio 2016 the most global, connected and digital Olympic Games in the history of the Olympic movement.



Patrick Adiba Chief Commercial Officer and Chief Executive Officer Olympics & Major Events

Atos led the Olympic Games' IT transformation that enabled a fully connected global experience for the hundreds of thousands of sports fans at the Olympic Games venues in Rio as well as the billions of viewers around the world.

tate-of-the-art IT systems from Atos enabled billions of sports fans around the world to experience all the excitement of the Olympic and Paralympic Games Rio 2016. Never before had the Olympic Games enjoyed such a level of digital coverage. Working with the International Olympic Committee, Atos allowed Olympic Games results and athlete information to be shared securely online and by traditional media on any platform, anywhere and at any time. Atos, along with other Rio 2016 partners, also introduced the Cloud for the first time at a summer Olympic Games, reducing costs and improving efficiency, while maintaining the very highest levels of security. Thanks to the IT backbone supplied by Atos, television spectators around the world could enjoy unprecedented real-time insights into competitions from all of the Rio 2016 venues. From traditional Olympic sports such as archery and wrestling to newcomers including rugby and golf, Atos helped distribute Olympic results to the world in less than half a second, enhancing the enjoyment of record numbers of global sports fans.

#### April \_

#### Launch of Atos Codex

Atos launches Atos Codex to help companies unlock the value of their data. Atos Codex offers organizations fast and cost efficient ways to exploit the value of their existing data. In the digital era, smart use of data analytics through Atos Codex will be a competitive differentiator.

#### Extreme computing

Atos and GENCI award the 2015 Bull-Joseph Fourier Prize to two teams for their significant contribution to the development of digital simulation methods in the fields of medicine and materials.

#### May\_

#### Atos IT Challenge

Atos shortlists three teams in its IT Challenge, an international technology competition for students, on the theme in 2016 of managing personal data online and protecting the right to be forgotten.



#### June .

#### 200,000 hours

Atos successfully completes 200,000 hours of testing for the Olympic Games Rio 2016. Every IT component of the Olympic Games was tested, from technology for communications and media to sports and Cybersecurity. The technology for the most connected Olympic Games in history passed all the tests.

#### Visa certification for Worldline

Worldline becomes the first player in Europe to be end-to-end Visacertified to run in-house its Cloudbased Payments solution, providing outstanding levels of security.

#### **Bull Battle**

Atos launches the Bull Battle Management System, a complete solution that optimizes real-time information sharing for land and air-land combat, throughout entire battalions (at HQ, inside vehicles and for the dismounted soldiers) and for all mission types.

# 2016 Key Figures & Highlights

# **Delivering on our** North American ambitions

Atos in North America is a powerful lever of growth in the world's largest and most competitive IT and digital services market and Atos' revenue in the region has significantly grown – becoming our largest single geography.



Michel-Alain Proch Senior Executive Vice-President, Chief Executive Officer North American Operations, IT, Security

We grew significantly in 2016 thanks to our attractive endto-end offerings that position us as the trusted partner for digital transformation. Our customers in North America include some of the largest and best-known companies in the world. To further deepen our ties with our clients, we built a new state-of-the-art regional headquarters in Dallas, Texas. Our employees now have the advantage of experiencing leading-edge technology and we are attracting the brightest talents from across the United States.

n 2016, Atos continued to strengthen its position in the high-potential North American market, which now generates circa 18% of the Group's revenue. We are present all across the USA, employing circa 10,000 employees. In 2016, Atos also invested specifically in the Healthcare market, a key targeted growth area, through the acquisition of Anthelio Healthcare Solutions, the largest independent provider of healthcare technology solutions in North America. While deepening our industry sector-specific solutions, Atos started rolling out its Digital Transformation Factory strategy in North America as part of the 2019 Ambition. This strategy is strongly supported by a growing ecosystem of world-class technology partners, leading in particular to sign at the end of the year an agreement with Intel to introduce Atos bullion services as part of their standard infrastructure offerings.

#### July \_\_\_

#### **Employee engagement**

Atos wins two awards for employee engagement and wellbeing in the North American Employee Engagement Awards and Summit in Chicago.

#### Partnering Telefónica

In a strategic partnership, Atos will deliver core elements of Telefónica Germany's IT operations to support the company in implementing new technological developments and innovation faster.

#### August \_

#### IT Backbone to Rio 2016

Atos, Worldwide IT Partner of the Olympic Games, completes the delivery of the IT systems that enabled billions of fans around the world to experience Rio 2016. Rio 2016 entered the record books as the Olympic Games with the greatest level of digital coverage in history.



#### September\_

#### Top sustainability ranking

Atos is ranked in the number one position as the most sustainable company in its industry group in the Dow Jones Sustainability Index (DJSI) World and Europe. Atos ranked first in the IT Software & Services Group.

#### Security center

Atos opens a new Security Operations Center in Timisoara, Romania, further expanding its global footprint in response to an increasing market need for Cybersecurity and supporting the rapid growth of Atos' global customer base.

#### Seal of approval

The North Atlantic Military Committee grants NATO Secret certification to the latest products of HSM TrustWay Proteccio, the range of high-performance cryptographic appliances developed by Atos, through its technology brand Bull.

# 2016 Key Figures & Highlights

# Worldline: pioneering the future of payments and digital services

Worldline is the undisputed leader of the European market for payment and transactional services. The merger with Equens and the acquisition of its merchant acquiring subsidiary PaySquare, together with the creation of KB Smartpay in the Czech Republic, have strengthened Worldline's leadership position and enabled it to offer customers the economies of scale of a unique pan-European platform.

n September 2016, Worldline completed the merger with Equens and acquisition of its subsidiary PaySquare and created a new entity, equensWorldline, which is now the largest financial processor in Europe, providing the banking community with advanced solutions and payment security systems. By joining forces with Equens, Worldline has added expertise in payments to its traditional strengths in card transactions, innovative e-commerce and mobile payments. In merchant services, following the acquisitions of PaySquare and creation of KB Smartpay in partnership with Komercni Banka in the Czech Republic, Worldline is seeing rapid growth in commercial acquiring volumes across Europe and is expanding its range of omni-commerce offerings. Worldline is also a major player in mobility and e-transactional services, with

expertise in areas such as the Internet of Things, e-ticketing, cross-channel connectivity and digital B2B platforms. Thanks to its technological knowhow, solid financial profile and rapid organic revenue growth, Worldline is consolidating its leadership of the European payments industry and powering the strategic digital transformation of its customers.

#### worldline e-payment services

With over 40 years of experience, Worldline is the European leader in the payments and transactional services industry. Worldline activities are organized around three axes: Merchant Services, Mobility & e-Transactional Services, Financial Processing & Software Licensing including equens Worldline. Worldline is an Atos company.



Gilles Grapinet Senior Executive Vice-President, Global Functions and Worldline Chief Executive Officer

The successful completion of the merger of Equens and PaySquare within Worldline is a major development for our company, enabling us to better serve both the banking and merchant communities. The transaction is fully in line with our strategy of being an active industrial consolidator within the European paument market.

#### October\_\_\_\_

#### Secure all areas

Atos and CyberArk launch Privileged Access Management, a service that helps organizations protect against cyber attacks that target and exploit privileged account credentials – the common factor in almost all breaches today.

### November \_

#### Quantum leap

Atos launches Atos Quantum, an ambitious program to develop quantum computing solutions that offer unprecedented computing power, while enhancing its Cybersecurity products to harness these new technologies.

#### Full speed ahead

Atos presents its three-year plan, 2019 Ambition.

#### Shared commitment

Siemens and Atos decide to further strengthen their strategic partnership, on the fifth anniversary of the Siemens-Atos Global Alliance. The companies agree to increase the funding of their joint innovation investment program by an additional  $\in$  80 million, to  $\in$  230 million.



#### December \_

#### Stretching the boundaries The CEA Tera1000 Bull sequana Sweet sixteen for bullion

in the world. The Bull sequana heralds

the arrival of the exascale era of

supercomputing.

Bullion, the high-end enterprise x86 supercomputer from Atos is ranked in the server from Bull, is certified for operating the SAP HANA platform up TOP500 most powerful supercomputers to 16 terabytes. Atos is one of only two players worldwide delivering a certified platform over 8TB.

#### Acquisition of Engage ESM

By acquiring Engage ESM, a leading provider in the enterprise service management sector and a ServiceNow Gold Services Partner, Atos enhances its portfolio of Cloud-based service management solutions, strengthening further its position as Europe's number one brand in IT and digital services.

# **Digital Transformation Factory**

26 Trusted partner for your Digital Journey

# **Guiding you through** a successful journey in the digital age

Putting its vision and strategy into motion, Atos' Digital Transformation Factory capitalizes on the Group's technological strengths and people skills by bringing to market four end-to-end, customer-driven offerings that will help enterprises address the main challenges of their digital transformation:

- Atos Canopy Orchestrated Hybrid Cloud
- SAP HANA by Atos
- Atos Digital Workplace
- Atos Codex

These solutions are enhanced by Atos expertise and leadership in two key domains:

# Digital Payments and e-Transactions with Worldline Cybersecurity

The Digital Transformation Factory combines pioneering expertise in digital applications, digital infrastructures, electronic transactions and security technologies. This ensures that Atos will remain the trusted partner of its clients as they address core transformation challenges in customer experience, business reinvention, operational excellence and trust & compliance on their journeys into the digital age.

# Atos Canopy Orchestrated Hybrid Cloud

## **Digital Transformation Factory**

Cloud-first strategies are becoming the new norm as organizations look to transform their business models for increased agility, optimize their spending and innovate to meet the changing expectations of their customers and employees. With Atos Canopy Orchestrated Hybrid Cloud, enterprises can move key processes and applications to the Cloud in complete security, saving costs at the same time as protecting their investments in current infrastructure.

## The challenge

#### **Customizing the Cloud**

Cloud computing offers enormous potential for businesses of all sizes. The ability to deliver the IT services that an organization needs, exactly when it needs them, is no longer a desire, but rather an expectation. To create the agile and efficient IT platform that is expected, our customers are looking at deploying a blend of the best available Cloud offerings with their choice of service management.

Atos offers an approach that addresses all three dimensions: the legacy infrastructure, the private Cloud and the public Cloud.

## **Our solution**

## Combining private, public and legacy

Atos Canopy Orchestrated Hybrid Cloud is the foundation for digital transformation, orchestrating hybrid Cloud resources to deliver digital services. We enable organizations to ensure the most agile provisioning while retaining control and security over their services. A hybrid approach provides a safe way to make the move to the Cloud, minimizing risk and maximizing efficiency.

## Ensuring agile IT foundations

Atos is one of the few companies that can engineer and enable the enterprise hybrid Cloud. In addition to our own in-house expertise, we apply the world-class R&D of a unique and powerful ecosystem of partners, including our strategic partnership with Dell EMC. Our end-to-end approach transforms and modernizes customer applications and workflows, transitioning to multiple sources of Cloud while orchestrating an IT environment that includes valuable legacy infrastructure.

## The benefits

## Turbo-charging the digital journey

Atos Canopy Orchestrated Hybrid Cloud empowers customers to develop a modern, agile and costefficient IT landscape. By migrating existing applications and infrastructure to the best Cloud platform according to workload characteristics, Atos can deliver 25%-30% savings within one year for any workload moving to the Cloud.

The hybrid Cloud delivers the speed, agility and low cost of ownership of the public Cloud with the robust security of private platforms. With Atos Canopy Orchestrated Hybrid Cloud, we deploy our unique end-to-end service capabilities, enabling selected applications to move to the Cloud and ensuring high quality as well as high efficiency.

## **Digital Transformation Factory**



#### **Texas Department** of Information Resources Innovation in the Lone Star state

Texas DIR (Department of Information Resources) is responsible for providing data center services to state agencies. The legislature established the Data Center Services program to consolidate state IT assets, modernize aging infrastructure, and increase overall security and disaster recovery.

Atos is implementing hybrid Cloud technology, based on the power of the Atos Canopy Orchestrated Hybrid Cloud. State customers will be able to compute inside the State's consolidated data centers through self-provision server, as well as self-provision within third-party public Cloud providers, through Atos'secure Virtual DataCenter network. The innovative, Cloud-based solution enables Texas state agencies to take advantage of Cloud pricing and flexibility.

#### Siemens Strong Partnership is key for the digitalization journey

Atos plays a substantial role in supporting the digital transformation of Siemens, its major client. The core IT services contract signed in 2011 between Atos and Siemens is one of the largest global long-term IT contracts in place today. The initial seven-year contract was extended in 2016 to cover the complete digitalization of Siemens business divisions, including Cloud services, Industrial Data Analytics and Cybersecurity. It provides highest flexibility for rapidly changing requirements, strong integration between the different services and significant economic benefits for the client. Atos provides Siemens with a range of advanced Infrastructure & Data Management offerings, including private, hybrid and public Cloud services, a new Digital Workplace for Siemens employees and a real-time collaboration service based on our Unify Circuit solution. An integrated IT Service Desk complements these services and ensures a seamless end-to-end experience. In combination with other offerings from the Digital Transformation Factory, the Atos Canopy Orchestrated Hybrid Cloud is a key enabler of the digitalization of Siemens.





**Dr. Helmuth Ludwig** Global Head of Information Technology, Siemens

The new global, flexible, scalable and pay per use IT services are essential enablers for our digitalization journey and serve as a foundation for further improvements. The trustful IT partnership with Atos is an important pillar in Siemens' preparation for the digital future with a clear value added for the Siemens customer.

#### Atos Canopy Orchestrated Hybrid Cloud





**Thomas Bach** President, International Olympic Committee

Atos, our Worldwide IT Partner, has contributed to the Olympic Movement for over 20 years. Through their leading technologies and services, their people and their operations, Atos provided a crucial role in securing the delivery of the Olympic Games Rio 2016. Atos is supporting us to deliver outstanding Olympic Games.

#### **Rio 2016** A world-first at the Olympic Games

Rio 2016 was a milestone in the digital transformation of the Olympic Games. For the first time at a summer Olympic Games, Cloud was used for key applications.

Atos delivered the Games Management System over the domestic partner's Cloud. This system supported the planning and operations of the Games, including accreditation for more than 300,000 people, sport entries and qualification, workforce management, and the volunteer portal. For future Olympic Games all critical IT systems will be delivered through the Cloud.



#### Société Générale Automating the application lifecycle

When the IT department of the French network of banking and financial services company Société Générale was looking for a partner to help it automate the complete application lifecycle of its retail operations, Atos was the natural choice due to its strong position in Cloud orchestration. Atos deployed its alien4cloud software suite, providing Société Générale with complete agility across the application lifecycle, leveraging the best infrastructure at all stages from development to deployment.

# SAPHANA by Atos

## **Digital Transformation Factory**

SAP HANA is the business platform of choice in the digital economy. Deployable on premises or in the Cloud, it enables organizations to roll out new business processes through high-velocity innovation, deliver enhanced business intelligence, reduce costs and simplify the IT environment. Atos masters SAP technologies end-to-end and ensures that a migration to SAP HANA creates genuine and differentiating business advantage.

## The challenge

## Enabling the real-time organization

The SAP HANA platform has the potential to transform data management, analytics-based intelligence and application development. It provides the operational framework for expanding business processes from ERP to full business services, optimizing costs and supporting the progressive introduction of Internet of Things applications. Providing the foundation for all an organization's data needs, SAP HANA removes the burden of maintaining separate legacy systems and data stored in silos. Planning and executing the critical shift to SAP HANA, while managing and rationalizing existing SAP infrastructure, requires a partner who has lifecycle SAP expertise and a clear vision of each customer's roadmap towards real-time business applications and digital transformation.

### **Our solution**

#### A unique partnership

With 32 years of SAP experience and more than 12,000 professionals in over 40 countries, Atos has the business insight and technical skill needed to fully exploit the potential of SAP HANA. We provide our clients with a unique SAP HANA value proposition, covering the entire value chain from innovationfocused consulting to integration, operation and application management, ensuring a seamless and effective technology transition.

#### **Unrivaled capacity**

Atos has world-class capabilities in the SAP Cloud Platform and in SAP S/4HANA. Our full range of SAP HANA technologies and services includes bullion, one of the most powerful in-memory certified servers for SAP HANA. With its bullion advantage, Atos leads the market as one of very few hardware providers able to deliver infrastructure for extra-large data sets (I6TB of memory).

## The benefits

#### Foundations for growth

Whether the goal is to optimize digitization, develop new business models, or become more agile and cost effective, Atos has the expertise required, from infrastructure to applications, to deliver real outcomes in the fast-changing business world. As customers undertake more strategic transformation programs, the value and return on their investment increases. Our implementation of SAP HANA for clients in various industries including manufacturing, utilities and facilities management has delivered substantial cost savings and provided our customers with robust foundations for innovation and growth.

# **Digital Transformation Factory**

#### **SPIE GmbH**

Transforming processes across the value chain

SPIE GmbH, a subsidiary of the SPIE group, the independent European leader in multi-technical services in the areas of energy and communications, is experiencing rapid growth across its business lines. As a result, SPIE GmbH has decided to upgrade to an ERP system based on SAP S/4 HANA for all its operations, with Atos as its technology partner. Atos is providing SPIE GmbH with SAP consulting and implementation services, as well as operation over the entire value chain. The project is transforming business processes across SPIE GmbH, customizing procedures based on best practices, developing a harmonized SAP template to be used in three countries, and ensuring quick access to databases. The Atos SAP HANA solution also enables SPIE GmbH employees, commercial representatives as well as management, to securely extract business-critical information from data in real time, even when using mobile devices.



#### **OPO Oeschger** Bringing bullion to Switzerland

Swiss home products retailer OPO Oeschger operates one of the country's most powerful web portals and guarantees delivery of all items within 24 hours.

Faced with increasing demand for its products and the corresponding rise in data volumes and processing requirements, OPO decided to migrate its critical applications to new in-memory solutions based on SAP HANA.

Atos, through its technology brand Bull, implemented the SAP HANA platform for OPO on bullion S servers, which are among the very first SAP HANA platforms to have been certified by SAP for RAM capacities ranging up to 16TB of data. Working closely with technology partners, Atos experts accompanied OPO through the entire process, from the initial workshop to the testing, development and installation of this powerful and innovative next-generation platform.



## SAP HANA by Atos

#### **Tele2** Keeping a new carrier competitive

In order to support its 3G/4G operations across over 60 licensed regions in Russia, Tele2 has gone into partnership with Atos to implement state-of-the-art solutions for the SAP HANA system. Atos has integrated SAP modules in areas such as accounting, logistics, reporting and leasing. The cost-effective SAP HANA platform helped the company simplify its logistics, optimize reporting, decrease time for business trip approvals and improve everyday procedures. All in all, these modifications have largely contributed to Tele2's strategy of providing high-quality services at competitive prices.





Elena Bebeshko Head of Methodology, Tele2

When we first started to work with Atos not much was known in the Russian market about this company. The assigned tasks were implemented using modern approaches, and we are now optimizing our business, implementing new technology and developing new ideas together with Atos.



#### **Crediton Dairy** Milking data in real time

With a 35% share of the British longlife milk market, Crediton Dairy (CDL) is one of the UK's leading dairy drinks businesses. Following a management buyout in 2013, CDL needed to migrate from a legacy SAP system to a new and flexible system that supports the growth of the business. Atos has delivered CDL with an innovative S/4 HANA project that provides management with realtime access to data, enhancing business planning, reporting, forecasting and decision-making.

# Atos Digital Workplace
The way we work is fundamentally changing. The traditional office environment is making way for a new digital workplace experience, one that is mobile, people-centric and Cloud-based, with collaboration and flexibility at its heart. Atos Digital Workplace enables a more connected, collaborative and productive workforce.

### The challenge

#### New ways of working

In the coming years, we expect a significant acceleration in the adoption of new ways of working, fueled by three main trends. Firstly, Software as a Service (SaaS) will become the norm in the workplace. Secondly, the arrival of intelligent virtual assistants will transform user support. Finally, mobility will continue to be a major trend. The challenge for today's enterprises and their employees is to deal efficiently with this multitude of devices and communication channels in the most intuitive, collaborative and productive manner. The digital workplace must be able to deliver real-time collaboration capabilities with colleagues, partners and customers using any device, anywhere, and at any time.

### **Our solution**

#### **Connected employees**

Atos Digital Workplace helps our customers make the journey to the workplace of the future. We are a recognized visionary in the industry, with significant capabilities in this area. We are already delivering consumergrade services that are making today's workforces more collaborative and more productive. Our Help & Interaction Center is transforming the way employees access

transforming the way employees access support services, with virtual assistants powered by cognitive, real time data analytics replacing service desks.

#### **Collaboration is the key**

Our Circuit solution from Unify delivers new generation collaboration, bringing natural user experience. We are also deploying solutions that we have developed with strategic partners including VMware, Microsoft, Citrix, Genesys, Intel, ServiceNow and ClickFox. Together, our expertise is helping to unlock the power of every individual in an organization.

### The benefits

#### A new user experience

Atos Digital Workplace helps organizations balance freedom and control, creating an agile, secure and affordable digital workplace in which employees can thrive. Employees can enjoy a consumer-grade experience in the way that they access IT support services within the enterprise - services that are intuitive, pro-active and smart. Leveraging automation, analytics and cognitive services, we can transform the experience of end-users, reduce the volume of calls, empower employees and resolve issues and incidents in less time. Atos Digital Workplace enables our customers to harness the full power of mobility and mobile applications, while supporting unified collaboration between employees, partners and customers on any device.



### Solvay Optimizing spending, boosting productivity

Headquartered in Brussels, international chemical and advanced materials company Solvay employs around 30,900 people in 53 countries worldwide, with more than 400 global locations. At Solvay Atos is combining workplace services with Voice services. To enhance the communications infrastructure that connects its people and its offices with each other, Solvay asked Atos to replace its array of PBXs from different vendors with one unified communications (UC) infrastructure.

Solvay also decided to outsource this UC infrastructure management and services to Unify. A centrally managed UC infrastructure has significantly optimized Solvay's operational costs. Beyond creating savings, the new infrastructure has helped streamline business processes and increase the availability and productivity of the Solvay workforce, making the working environment more collaborative and flexible.

### State of Alabama More collaboration, greater creativity

The Unify communications and collaboration software, Circuit, has been deployed to streamline internal communications of the State of Alabama's Department of Revenue.

The Department selected the Atos solution to simplify communications and collaboration between its ten locations across Alabama. As a result of adopting a single ad-hoc collaboration structure, Circuit has led to increased creativity in problem-solving, as well as making the processes of drafting tax codes and training remote workers more efficient. Its cutting edge instant video conferencing capability means the Commissioner's Office is now able to engage with employees anywhere in the organization and in any location, reducing travel costs. Circuit's simple organization of content has also made it an easy-to-use repository for best practices.





Helmuth Manteuffel Global Fixed Voice Manager, Solvay

Thanks to an optimization through hardware, maintenance, internal trunk lines, cabling, network hardware as well as reducing the costs of deploying end-user infrastructure such as phones, Solvay has saved 30% on its communications infrastructure and operational costs.

### Atos Digital Workplace



### **GasTerra** Dynamism delivered

Collaborative communications systems from Atos helped Dutch gas wholesaler GasTerra to redefine its workplace, at a time of rapid changes in the European energy and gas industry.

GasTerra is one of the largest gas traders in Europe, with a fifty-year trading heritage, and 200 employees. A comprehensive outsourcing agreement with Atos covering communications infrastructure, application management, staffing and other areas has helped create a dynamic, fast-moving and entrepreneurial culture at this historic and forward-looking company.

### **Phoenix Contact** Empowering mobile sales people

Atos supported a long-standing customer, German electrical engineering company Phoenix Contact, to enhance its support to 250 sales personnel by implementing the SAP Fiori mobile platform. Based on the business requirements of Phoenix Contact, Atos installed and configured seven Fiori apps, transforming the access to information of the company's sales people on the road. Traveling sales staff can now use their mobile devices to securely retrieve key corporate information such as customer data, contacts, leads and opportunities, in any location and at any time.

Sales personnel have responded very positively to the modern and intuitive design of the apps, which provide them with a 360° view of the customer. The ability to access information remotely on the Fiori apps has improved the customer experience of meetings and has helped Phoenix Contact increase its sales revenue.



# Atos Codex

In a world driven by data, analytics is the cornerstone of the digital transformation strategy for every organization. With the Atos Codex analytics, cognitive & Internet of Things solution, businesses can transform data into actionable insights, helping them reduce risks, deliver cost savings, improve the customer experience and bring new offerings to market.

### The challenge

#### The data deluge

All areas of business are experiencing a surge in data volumes on an almost unimaginable scale. Business leaders want to know how to gain timely and differentiating insights from this data - the insights needed to define winning strategies, reach new heights of customer experience and to refine and optimize their operations. New skills and new approaches are needed to derive actionable insights from massive volumes of structured and unstructured data. While continuing to support established business intelligence practices, companies must start to prepare for a radically different landscape dominated by agile analytics, robotic automation and cognitive computing.

### **Our solution**

### From data to action and results

Atos Codex is a suite of business-driven analytics services and solutions. It accompanies customers on all stages of their journey to becoming a datadriven enterprise, from consulting through to co-innovation, cross-industry collaboration and cognitive intelligence.

#### Towards higher performance

Atos Codex offers business analytics both as a service and on client premises, with an extensive repository of business use case accelerators. Leveraging the expertise in High Performance Computing and High Performance Data Analytics of Bull, Atos technologies, the leading European player in these fields, it addresses all business information needs from data-intensive analytics to advanced modeling and simulation. Atos Codex is a direct outcome of the Atos strategic alliance with Siemens, partly financed by our joint innovation investment program. It benefits from a worldwide network of 10.000 data scientists and analytics experts.

### The benefits

#### One step ahead

Thanks to Atos Codex, our customers are already gaining business advantage, whether by bringing new offerings to market or by improving their efficiency. We collect intelligence for our clients and then help them to differentiate by developing business use cases and designing, building and running a digital platform that is tailored to their unique context Retailers can forecast in-store demand more accurately, energy companies can predict possible failures on oil rigs and telecom companies can optimize their network performance. Atos Codex is an end-to-end offering which includes state-of-the-art expertise in industrialized platforms and industry use cases. Whatever the sector. organizations can use Atos Codex to maximize the value of their data in security, increase their operational excellence and develop new business models and customer-centric products.

### **Madrileña Red de Gas** Fighting gas fraud in Madrid

Madrileña Red de Gas, the third largest gas distribution company in Spain, has reduced the rate of fraud in its gas network thanks to Atos Codex, minimizing its energy losses and deepening its understanding of its network.

The project uses the powerful analytic capabilities of Atos Codex to capture information from company systems, combine this with data from outside the organization and then deploy advanced mathematical models to analyze the results. The solution helps Madrileña Red de Gas to predict losses in its network with a high degree of accuracy, improve the success rate of its inspectors and quickly rectify any incidents of fraud or errors in its gas infrastructure.





### **TerraNIS** New opportunities from satellite data

Based in Toulouse, France, TerraNIS is a young and innovative company which uses data from observation satellites to deliver high-value geo-information services to the environmental and agricultural sectors.

The company turned to Atos Codex to help it correlate data from multiple sources and enable it to better monetize the data it provides to farmers and wine growers. Through the use of the Atos Codex methodology and platform, TerraNIS enhanced its ability to monitor crop health on a large scale, helping it deliver even greater added value to agricultural customers and increase its share of the market. As well as improving its existing offerings, Atos Codex is also opening up exciting new opportunities for TerraNIS to provide new services to other high-growth areas.



David Hello CEO, TerraNIS

Atos provided us with the right technologies, such as platform-as-a-service, deep learning, data analytics, data processing, semantic search, high storage capabilities and huge processing power. Over the past two years, our collaboration with Atos in terms of both technical and business collaboration has allowed us to significantly grow our business.

### Atos Codex

### **T-Mobile Austria** Targeting telecom non-payers

With more than four million customers, telecom company T-Mobile Austria manages massive volumes of data every day. Atos successfully created value out of this data by helping the carrier crack down on those people who do not pay for their telecom services. Applying the end-to-end Atos Codex approach, Atos data scientists built a powerful solution that incorporates demographic, geographic and financial attributes, advanced statistical techniques and machine learning algorithms. This helps identify fraudulent customers early on, protecting T-Mobile Austria from potential revenue losses.





### CNAG-CRG, Centro Nacional de Análisis Genómico

### More power for genome sequencing

Based in Barcelona, Spain, the National Center of Genomic Analysis or CNAG is home to around 60 researchers and is a key player in many international genomic research initiatives. As the facility expands into new specialities, its genome sequencing requirements are increasing exponentially.

CNAG selected Atos to provide it with the powerful analytic platform it needed to expand its sequencing abilities and increase its storage capacity. Leveraging the capabilities of Atos Codex, Atos introduced a shared memory server and a Big Data Hadoop cluster to support a new chapter in genomic analytics for personalized medicine.



Simon Heath Team leader -Bioinformatics development & Statistical Genomics, CNAG-CRG We've found that working with Atos as our single point of contact for the whole solution has made managing it very simple for us, and enabled us to focus on our research rather than technology administration.

# Digital Payments and e-Transactions with Worldline



Having access to secure and innovative e-payment services is critical to the success of every organization. With more than 8,700 experts working across 22 countries, Worldline is the European leader in the payments and transactional services industry. Thanks to the powerful technologies provided by Worldline, Atos customers can use market-leading e-payment services to energize their commerce and transform their financial processing operations.

### The challenge

### Responding to a fast-changing market

The move to a cashless economy is gathering pace every day. As more and more businesses shift to digitally focused operating models they require a higher level of innovation and security from their payment services than ever before. Banks, retail merchants and government organizations urgently need to upgrade and adapt their systems and processes to the rapid growth of digital commerce, mobile banking, instant payments and data. This diversification of payment technologies is placing heavy demands on critical areas such as security. authentication and data analytics. At the same time, new regulations are increasing compliance costs on banks and are poised to bring major disruption to the European payments market

### **Our solution**

### Seamless experience, top security

Worldline's services allow payers and payees to make and receive payments seamlessly, securely and efficiently, wherever they are.

In the retail sector, Worldline delivers a unique combination of payment, digital and transactional expertise across the full value chain, both online and in-store, whatever the technology used, from e/m commerce to mobile payments. For banks and financial institutions, Worldline provides end-to-end financial processing services and licenses payment software to companies wishing to operate their own solutions.

#### Always one step ahead

Worldline enables customers to anticipate European regulatory changes, benefit from transformative technologies, optimize their processes and mine their data to create value. Finally, Worldline is leveraging its expertise in traditional payments services to help its customers enter the booming market for secured digital transactions, including e-Identity, e-Ticketing, the Internet of Things and connected objects.

### The benefits

#### Enhancing efficiency and engagement

Worldline's expertise in everything from digital commerce through to digital banking and payment authentication makes it an invaluable partner for financial institutions and merchants. Innovative payment services can help deepen customer engagement, guard against fraud, and improve the efficiency of transactional processes. In the retail sector, our unique combination of payment, digital and transactional expertise allows merchants to boost sales and enhance the customer experience. Worldline enables a real digital journey for retailers and their customers, facilitating consumer engagement on any device - with payment at the heart of the shopping experience.

Worldline is also using its know-how to help large organizations such as governments and transport companies deliver real-time transactional services for customers and transform their operating models.



### Danske Bank Authenticating customers online

Danske Bank selected Worldline in 2016 to help it fight online fraud, provide customers with a unified authentication process across all channels, and prepare for increasingly stringent security regulations. Worldline has provided Danske Bank with its Access Control Server solution for 3D-Secure authentication. The solution, which is used by more than 110 million cardholders daily worldwide, gives Danske Bank access to the highest security standards in the market. It ensures that the bank's clients can prevent misuse of their payment cards and feel secure when purchasing online.

### Bank of Bhutan Bringing prepaid cards to Bhutan

Worldline worked with the Bank of Bhutan, the largest commercial bank in the country, to launch the very first prepaid currency card from a Bhutanese bank. The card is available to citizens of Bhutan in Indian rupees. It enables users to withdraw cash from any ATM in India, make balance enquiries, and make payments at point of sale (POS) terminals across merchant locations.

Managed by Worldline, these chip-based cards are more secure than magnetic stripe cards and make it possible for citizens of Bhutan to carry out cashless transactions in India, with complete convenience and security. Instead of carrying large amounts of cash, customers can simply load the card in Bhutan and make purchases and withdrawals across India. As well as being responsible for card issuance, Worldline also manages application processing and transaction processing for the card.



Pema N Nadik CEO, Bank of Bhutan

Bank of Bhutan is the first bank in Bhutan to launch its own prepaid card offering. In issuing the card we are happy to have Worldline as a partner, to give our customers a product that is at the forefront of technological advancement.



### Digital Payments and e-Transactions with Worldline

### **Union Bank of India** Controlling credit card usage

Union Bank of India, one of India's largest public sector banks, has launched Ucontrol, a mobile application, powered by Worldline, which gives customers control as to where and how their Union Bank of India credit cards are used.

After uploading card details on the app, cardholders can enable

and disable transaction channels including POS, ATM and the Internet. They can also activate and deactivate cards, enable or disable foreign transactions for particular countries and currencies and receive alerts when payments are made using cards registered on the app.

**Consorsbank** Flexible service provision

Consorsbank is one of the fastest growing card issuers in the German-speaking market and in 2016 added Visa Gold Card to its portfolio. In 2016, the institution, which is a subsidiary of BNP Paribas, extended its partnership with Worldline for a further five years to the end of 2021.

As a long-term partner to the bank, Worldline is responsible for issuing processes such as authorization and PIN management, as well as cardholder services including operating a 24-hour call center service and managing fraud, risk and chargebacks.





**Ulrich Zimmermann** Director of Banking Operations, Consorsbank

Worldline has been our partner for almost ten years, and we appreciate their high flexibility. The payment and credit card market is changing constantly. Through Worldline's support we are able to react to these changes flexibly and immediately. Our customers are able to use services faster and more transparently without changing mediums.

# Cybersecurity

Trusted partner for your Digital Jou

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Data is the lifeblood of today's digital enterprises. Ensuring that data remains secure at all times is therefore critical to digital transformation. As the No.1 European Cybersecurity player, with a worldwide network of Security Operation Centers, Atos offers its customers a full portfolio of security products and solutions in addition to a unique end-to-end security partnership.

### The challenge

#### Growing threats to data, networks and infrastructure

As the world becomes more reliant on data and on connected technology, threats to Cybersecurity also become more acute. Companies today stand, or fall, on the quantity and quality of the information they exchange. Worryingly, 90% of information systems are already at risk. Industry analysts estimate that 60% of enterprises will be victims of major breaches by 2020. It is now a strategic priority for businesses to assess risks, protect data and secure networks at all points of the organization and across all their information systems. This is essential to maintain best practices and to meet increasingly stringent regulations, such as the General Data Protection Regulation in Europe. Only with world-class security in place can companies reap the full benefits of mobility, Big Data and the Internet of Things while also maintaining compliance. Without end-to-end Cybersecurity, there can be no digital transformation.

### **Our solution**

### End-to-end expertise, worldwide

Atos is one of the top 10 Cybersecurity companies worldwide, with full scale security expertise and over 4,500 Cybersecurity experts. Each day, millions of identities are securely managed with Atos technologies, millions of lives are protected by Atos critical defense systems, and billions of security events are analyzed in Atos Security Operation Centers, resulting in hundreds of billions of euros of digital business secured each day. Bull, as part of Atos technologies, provides Atos customers with an expanded portfolio of security offerings which range from risk assessment and consulting, to managed security services with 14 global 24x7 Security Operation Centers, to innovative product lines in Internet of Things security, data protection and encryption.

### Robust and reliable security

As a critical part of the Digital Transformation Factory, Atos offers Cybersecurity solutions such as Evidian advanced identity and access management technologies, security for the Cloud, mobile platforms and the Internet of Things, and specialist solutions for customers in manufacturing, energy, defense and the public sector.

### The benefits

### Empowering secure digital transformation

Today, business moves fast, and attackers move even faster. A new approach to security is required. The Atos' Cybersecurity approach is unique. It is pre-emptive, prescriptive, business-driven, data-centric, and designed to serve the higher purpose of digital transformation. Flagship Atos innovations in security include Hoox, the first natively secure smartphone in the world; Evidian Identity Governance and Administration, the popular Atos solution for the identity and access governance market; Internet of Things security solutions, including encryption, authentication & data protection; and Atos Prescriptive security, combining Big Data, security analytics and automated response. Atos' Cybersecurity expertise in products, services and consulting helps organizations not only face up to cyberthreats, but to develop new business opportunities in fast-growing domains such as mobile protection, the Internet of Things and Big Data.

**Sellafield** Protecting critical nuclear information

Sellafield is a major player in the UK's nuclear decommissioning and waste processing industry. Atos is working in partnership with Sellafield to meet stringent requirements in a highly regulated environment. Working closely with Sellafield, Atos is designing and implementing a best-of-breed Cybersecurity solution for one of the most sensitive sectors.

The information security controls implemented by Atos provide Sellafield with an enhanced ability to detect cyberattacks on critical national infrastructure and to safeguard nuclear information from unauthorized users. Atos have also modernized a number of applications and provided Sellafield employees with advanced training in the company's new information security landscape.





### **Social Security Kuwait** Signing in made simple

Before Atos implemented the Evidian Single Sign-On system at the Public Institution for Social Security in Kuwait (PIFSS), users had to go through multiple authentication and authorization procedures to access different applications.

Now that the Single Sign-On solution has been established by Atos, employees at the institution no longer have to memorize and type in endless passwords or call IT support to reset forgotten and expired combinations.

As well as increasing the satisfaction of employees and decreasing the costs of the helpdesk, Evidian Single Sign-On has improved the security of user access, which is based on multi-factor authentication. The solution has enabled PIFSS to roll out universal security policies across the organization and ensure that its information systems are compliant with all the relevant laws, regulations and guidelines.

### Cybersecurity



### Suez Smart Solutions (Suez Group) A watertight solution

Atos has developed an innovative solution for Suez Smart Solutions, a subsidiary of Suez and a leading player in the optimization and global management of the industrial water cycle. A pioneer in the use of smart meters, with about two million devices already deployed, Suez Smart Solutions is partnering with Atos to upgrade the Suez On'Connect (Remote Collection Information System) platform. On'Connect plays a critical role in the water cycle by securing the remote collection of consumption data from millions of smart meters, enabling consumers to be billed and leaks detected. Based on the Internet of Things Security Suite by Bull, the solution centrally manages smart meter identities and key sets, secures the communication of all the data collected, and ensures that the smart meters are administered only by authorized personnel and equipment.





**Bruno Martin** Smart Metering Edition Manager, Suez Smart Solutions Atos is a strategic partner and has put in place a structured and dynamic project management and has demonstrated strong competencies in security systems. The Internet of Things Security Suite from Bull, Atos Technologies, integrated with On'Connect, brings all the required functionalities and flexibility we expected to face our high scalability challenges.

### **Oodrive** Protecting sensitive data in the Cloud

Atos, with its technology Bull, along with Oodrive, the trusted partner for sensitive data management, have joined forces to help organizations respond to changing Cybersecurity regulations and the increasing threat of cyberattacks, especially in the Cloud.

Atos is supplying Oodrive with state-of-the-art HSM's (hardware security modules) enabling French companies in strategic sectors such as infrastructure, transport and finance to increase their levels of Cybersecurity.

The HSM Trustway Proteccio family encrypts the sensitive data, in compliance with new French information security regulations. HSMs are the only solution recognized by the national Cybersecurity agency, ANSSI, for authenticating access and protecting data in the Cloud.

### **Digital Leaders - International presence**

### **Creating value for**

# our customers across five continents

The new digital landscape is global, connecting people and companies as never before. Atos has the scale, global reach and deep expertise to support the digital transformation of our customers, wherever they are. In 2016, we increased our size in the US, our largest market, adding 1,700 employees with the acquisition of Anthelio. We also reinforced our leadership of the European transactions sector with the integration of 1,300 joiners from Equens.

**LO,OOO** North America USA, Canada, Guatemala, Mexico, Puerto Rico

Over **100,000** business technologists

**3,500** South America Brazil, Argentina, Chile, Colombia, Peru, Uruguay, Venezuela

### 63,500 Europe

15,500 France • 12,500 Benelux & The Nordics Belgium, Denmark,
Estonia, Finland, Lithuania, Luxembourg, Poland, Netherlands, Russia, Sweden
12,000 Germany • 10,000 UK & Ireland • 7,500 Central & Eastern Europe
Austria, Bulgaria, Croatia, Czech Republic, Greece, Hungary, Italy,
Romania, Serbia, Slovakia, Switzerland • 6,000 Iberia Andorra,
Portugal, Spain



Philippe Mareine Head of Human Resources, Logistics, Housing and Head of Siemens Global Alliance Being a leader in technology means being a leader in people management and development. The leadership of Atos in the IT sector ultimately depends on the skills and ambitions of our 100,000 engineers, all of whom are dedicated to creating and delivering the solutions that our customers need. Our vision is to mobilize their knowledge, feed their passion and develop their skills and competences to achieve our technology and business projects and support our clients in their digital transformation.

### **2,000** Middle East & Africa

Algeria, Egypt, Gabon, Ivory Coast, Lebanon, Madagascar, Mali, Morocco, Qatar, Saudi Arabia, Senegal, South Africa, Turkey, United Arab Emirates

### **21,000** Asia Pacific

India, Australia, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, New Zealand, Philippines, Singapore, Taiwan, Thailand

## working in **72** countries

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### **Digital Leaders - People**

### Atos people's skills at the cutting edge

The digital skills and motivation of Atos' 100,000 employees are crucial for the achievement of our 2019 Ambition. Investment in these areas enables Atos to be the trusted partner of its customers' digital transformation.

### Nurturing digital natives

Today's digital natives have grown up with disruptive technologies. They are uniquely placed to power digital transformation. Atos is recruiting the best talents of this new generation, strengthening its partnerships with 100 Tier One universities worldwide. Members of the Atos Executive Committee are personally involved in building long-term relationships with 20 leading institutes. In 2016, Atos onboarded more than 8,000 digital natives.

### Building expertise, opening doors

Our customers expect from our people innovative solutions and an end-to-end vision of their sector in order to help them gain competitive advantage in the digital world.

A dedicated expert career path provides key digital experts with highly relevant skills and deep insights to address the latest digital revolution so as to best service our customers. This network of digital experts is supported by the Atos Scientific Community which is chaired by Thierry Breton and which consists of more than 130 leading technologists from across the organization.



Zeina Zakhour Global Chief Technology Officer Cybersecurity, France

Using the digital experts network, I have been able to mobilize experts from all around the world to give them the opportunity to participate in our Cybersecurity innovations, all while maintaining their focus on current customers' priorities. This ambidextrous approach helps our experts build the technologies of tomorrow, identify their next career move or simply discover new fields of interest and expertise.



Kai Druecker Global Client Executive Media, Germany

When I joined Atos six years ago I couldn't have imagined the great opportunity Atos would provide for my personal development. Throughout my career I have always focused on working on topics with the highest business impact for our company. Another important target in my career planning has been to gain intercultural experience and with Atos I have had the opportunity to work in multiple countries.

### Creative collaboration in a great place to work

### wellbeing@work

The Wellbeing@work program continues to transform the Atos workplace, delivering our employees with a working environment that is healthy, stimulating and rewarding.

Over the course of the last three years, we have doubled the number of business units certified as excellent by the Great Place to Work<sup>®</sup> Institute. Three countries achieved Great Place to Work<sup>®</sup> Awards in 2016.

In September 2016, thousands of Atos employees participated in hundreds of events during the annual Wellbeing@work week, sharing best practices and experiences from across the company. More than 22,000 employees use our Health at Work application, while 40,000 employees now benefit from the leading Smart Campus collaborative technologies at our sites all over the world.

We make special efforts to recognize the outstanding achievements and talents of people at Atos. In 2016, we awarded more than 15,000 Accolades for extraordinary individual performance. Recognizing the achievements of the delivery teams across Atos, 180 projects were nominated for our Success Story Awards.



**Joanna Zmuda** SAP Consultant, Austria Atos is a supportive and collaborative place to work. It is a diverse, international, and multi-cultural company. The Wellbeing@work program makes sure we have a healthy and respectful working environment, with an engaged workforce and opportunities for everyone to advance in their careers.

### Developing digital skills

Training and development, especially in new digital skills, are at the center of the journey to 2019 Ambition. We are using new technologies to the maximum and putting learners in the driving seat of the training platform. In 2016, we delivered more than 15,000 training certifications to Atos employees. In total, 80% of these certifications had a digital focus.



Nourdine Bihmane Head of North American Operations, Infrastructure & Data Management, USA Atos has been able to support me and my family in the last eight years, in all my assignments from France to Spain and now to the USA. These international experiences have been a treasure of personal development and helped me progress in my various leadership positions.

I have been

amazed at how

### **Digital Leaders - Talents**

### Atos talents shine bright

At Atos, we recognize that our ambitions for the future depend on the performance of our people. Developing our talents is a crucial part of our growth strategy. We provide a series of development initiatives at all levels of the company, from new joiners to managers and experts, ensuring they have the advanced skillsets and approach they need to support our customers in their digital transformation journey.



Juniors Group

talents

Recognizing the potential of junior

one of the greatest experiences

The Juniors Group has been

of my career. It has pushed

has greatly enhanced my

understanding of cultural

diversity, and has given me

the opportunity to hear from

top level executives. I am truly

appreciative of this wonderful

and unique experience, and I

look forward to my remaining

time in the Juniors Group.

me to take on new challenges,

Jessica Sorrell Service Management Center Transition Manager, USA



**Gyro Henry** Market Lead Telcos, Media & Utilities and Manufacturing & Retail Services, South Africa

### Gold for Managers

#### Developing the leaders of tomorrow

With so much gained from being a part of this year's Gold for Managers program, it is difficult for me to quantify and convey the true value of it. With the guidance of HEC and Atos leadership, quality time was afforded to learn more about myself and build long-lasting relationships with a diverse and gifted group of people. We were given the opportunity to raise our sights from the day-to-day working environment, to gain insight into the Atos strategy and its plans for the future. With the program behind me, but never forgotten, I look forward to being a part of the future growth of Atos and to assisting in shaping it.



Anita Balasubramanyan Head of Solution Competency Center, India

### Gold for Experts

#### World class expertise for Atos talents

Gold for Experts is a well balanced program. It gives us an insight into the 'bigger picture' and helps us with our day-to-day work. The program provides an end-to-end vision of technology domains, enabling digital transformation and development. I really enjoyed the mix of theory and practical work. It also helped me to enhance my network across the company's various divisions and functions.



Marc Meyer Head of Executive & Talent Management and Head of Communications The people who work at Atos are on the frontline of digital transformation. To thrive in this challenging environment, they have to be flexible, proactive, resourceful and responsible. I believe that our people are the most talented and dependable business technologists in the world. They create incredible value for Atos and for our customers. We will do everything we can to help them grow and develop. They are our future.



Syahmi Bin Suleiman Member of the winning team of the Atos IT Challenge 2016 and current Intern, Malaysia

### Atos IT Challenge

#### An annual competition for students

Competing in IT Challenge 2016, with more than 40 teams from different countries around the world, was an awesome and challenging experience. The 2016 IT Challenge theme was the 'Right to be Forgotten' and we won with the project for an app that makes it easy to manage one's online reputation.

# 5(0)(8)

Gold for Experts total alumni since the launch

Gold for Managers total alumni since the launch in 2010

nationalities in Juniors Group alumni

In the photo: The winners of the Atos IT Challenge 2016 during the award ceremony held in Paris in June 2016

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### **Digital Leaders - Corporate Responsibility**

### Fostering responsible and sustainable growth

In all its operations, Atos aims to develop innovative and sustainable business solutions for customers, preserve the environment, act fairly and ethically with suppliers and partners, and motivate and reward employees. These values are an integral part of the Atos DNA. They have made us a recognized leader for corporate sustainability in the IT industry.

### A responsible employer

Our ambition is to be widely recognized as the best employer in the IT sector and to build the firm of the future with and for our 100,000 employees. Our Wellbeing@work program is a key driver for employee engagement and motivation, continuously enhancing the working environment at Atos. We are increasing our investment in developing the digital skills of our people and we are building a new corporate university in India. We are committed to internal mobility and to delivering opportunities for career advancement. We have also deployed a wide-reaching global diversity program. Our 2019 Ambition is to increase our score on the Atos Great Place to Work Trust Index® to the Top 10% Industry benchmark, reflecting employees' satisfaction.

### An ethical business

As Atos grows in size and focuses on transforming customer business models, it is critical for the company to continue to comply with the highest ethical standards and with evolving regulations across its entire sphere of influence. With our suppliers, permanent dialogue helps us to build trust, develop long-term relationships, and encourage them to make their businesses more sustainable. Over the next three years we will ensure 70% of our spend is assessed by EcoVadis to secure a sustainable supply chain.

### Sustainable innovations for our clients

The goal of our business is to generate value for our clients through sustainable and innovative solutions. Sustainability is a core part of our Cloud, Data Analytics, Cybersecurity and Mobility offerings and we are continually strengthening our portfolio in these areas. We showcase our offerings with partners from across the ecosystem in dedicated innovation workshops for customers. We are focused on increasing the satisfaction of our customers in all of our business lines and all of our markets. The Atos 2019 Ambition is to obtain a Net Promoter Score above 50% for our top clients.

### Managing the environmental footprint

Atos is a recognized leader in the IT services sector for sustainability. Since 2012, we have reduced our greenhouse gas emissions by 50%. Our highly energy efficient datacenters use mainly decarbonized electricity and we offset all their residual emissions. We encourage car sharing and low carbon transport and we use remote collaboration tools to reduce travel to cut emissions. We also make available to our customers carbon neutral hosting services and other low-carbon innovations. With our 2019 Ambition, we will further reduce by 5% to 15% our CO<sub>2</sub> emissions by revenue (baseline 2015).



**Olivier Cuny** General Secretary Our world-class performance in corporate responsibility and in integrated thinking differentiates Atos as a trusted business partner and as a responsible employer. External organizations such as the GRI and the Dow Jones Sustainability Index have awarded us their very highest rankings. Our leadership in corporate responsibility and sustainable innovation is a core part of who we are and is key for our clients and stakeholders.

In March 2017, Atos received the Global Reporting Initiative's highest transparency and exhaustiveness recognition level (GRI G4 Comprehensive) for the third year in a row after having reached the previous highest GRI recognition (A+) for four years in a row.



Recognition for Atos



### **Shareholders' Information**

### Atos SE shares are traded on the Paris Euronext Paris market under code ISIN FROOO0051732. They were first listed in Paris in 1995.

#### Information on stock

Number of shares	104,908,679	
Sector classification	Information Technology	
Main index	CAC All Shares	
Other indices	CAC 40, CAC IT, CAC IT20, Euronext 100, SBF120	
Market NYSE	Euronext Paris Segment A	
Trading place	Euronext Paris (France)	
Tickers	ATO (Euronext)	
Code	ISIN FR0000051732	
Payability PEA/SRD	Yes/Yes	

#### The main tickers

Source	Tickers	Source	Tickers
Euronext	ATO	Reuters	ATOS.PA
AFP	ATO	Thomson	ATO FR
Bloomberg	ATO FP		

#### The Euronext sector classification is as follows

Euronext: sector classification Industry Classification Benchmark (ICB)

- 9000 AEX Technology
- 9530 AEX Software and Computer services

9533 Computer Services

#### **Financial calendar**

May 24, 2017: **Annual General Meeting** July 26, 2017: **First half 2017 results** October 24, 2017: **Third quarter 2017 revenue** 

#### Contacts

Institutional investors, financial analysts and individual shareholders may obtain information from: **Gilles Arditti**, Head of Investor Relations & Financial Communication (gilles.arditti@atos.net) +33 (0) 173 26 00 66 **Benoit d'Amecourt**, Investor Relations Director (benoit.damecourt@atos.net) +33 (0) 173 26 02 27 Requests for information can also be sent by email to investors@atos.net

#### **Free float**

The free float of the Group shares excludes stakes held by the reference shareholder, Siemens AG, holding a stake of 11.9% of the share capital which it committed to keep until September 30, 2020. Stakes owned by the employees and the members of the Board of Directors as well as treasury shares are also excluded from the free float.

On December 31, 2016	Shares	% of share capital	% of voting rights
Siemens	12,483,153	11.9%	11.9%
Board of Directors	668,316	0.6%	0.6%
Employees	1,489,140	1.4%	1.4%
Treasury stock	196,435	0.2%	-
Freefloat	90,071,635	85.9%	86.0%
Total	104,908,679	100.0%	100.0%

#### **Dividend policy**

During its meeting held on February 21, 2017, the Board of Directors decided to propose at the next Ordinary General Meeting of shareholders the payment of a dividend of €1.60 per share in 2017 on the 2016 results.

During the past three fiscal periods, Atos SE paid the following dividends:

<b>Fiscal period</b>	Dividend paid per share (in €)
2015	1.10
2014	0.80
2013	0.70

#### Atos' share performance in comparison with indices

Atos' share price finished 2016 up +29% at  $\in$  100.25, significantly outperforming the French reference Index CAC 40 (+5%) and above its European peers in the technological sector DJ EuroStoxxTechno (+4%). This performance was notably led by the confirmation of its return to revenue organic growth quarter after quarter, its margin improvement and strong free cash flow generation as well as its 2019 Ambition strategic plan presented to the financial community during an Investor Day held in November 2016. Atos market capitalization reached  $\in$ 10.5 billion at the end of 2016.

#### Share value for "ISF" purposes

The closing share price on December 30, 2016 was  $\in$  100.25. The average closing share price over the last 30 stock market trading days of 2016 was  $\in$  97.66 compared to  $\in$  77.19 for the same period in 2015.

### **To Find Out More**

#### Atos 2016 Reports

2019 nbitioi



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#### **Interactive reports**

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### Locations worldwide

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