Disclaimers

- This document contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability in the future. Actual events or results may differ from those described in this document due to a number of risks and uncertainties that are described within the 2011 Reference Document filed with the Autorité des Marches Financiers (AMF) on April 5th, 2012 under the registration number: D12-0288 and its update filed with the Autorité des Marchés Financiers (AMF) on August 2nd, 2012 under the registration number: D. 12-0288-A01.

- Global Business Units include Germany, France, United Kingdom & Ireland, Benelux (The Netherlands, Belgium and Luxembourg), Atos Worldline (French, German, Belgian, Asian and Indian subsidiaries), Central & Eastern Europe (CEE: Austria, Bulgaria, Croatia, Serbia, Poland, Czech Republic, Russia, Romania, Slovakia and Turkey), North America (NAM: USA and Canada), North & South West Europe (N&SW Europe: Switzerland, Italy, Denmark, Finland, Sweden & Greece), Iberia (Spain and Portugal), and Other Business Units including Major Events (including MSL), Latin America (Brazil, Argentina, Mexico, Colombia and Chile), Asia Pacific (Japan, China, Hong Kong, Singapore, Malaysia, Indonesia, Philippines, Taiwan, Thailand and Australia), IMEA (India, Middle East, Morocco and South Africa), blueKiwi and Atos Worldgrid (including E-Utile).

- Revenue organic growth is presented at constant scope and exchange rates.

- The AtoS pro forma financial information for the 18 months to 30 June 2011 comprises the results of the former Atos Origin perimeter and the acquired scope of the ex Siemens IT Services (SIS), as if AtoS had been in existence since 1 January 2010. The information is provided as guidance only; it is not audited and, as pro forma information, it does not give a full picture of the financial position of the Group. The key assumptions used in the preparation of the information are as follows:
  - The pro forma information has been prepared using accounting policies consistent with those used in the historic Atos Origin interim and year-end financial statements;
  - Pro forma tax is based on the estimated effective rate of tax for AtoS for the relevant periods applied to pro forma profit before taxation.
  - The pro forma Profit and Loss account excludes significant exceptional items as being non-recurring, notably provisions on contract risks recorded in the first semester 2011.
Agenda

1. Cloud Computing in the new IT landscape
2. Atos view and positioning
3. Examples of Atos Cloud offerings
4. Atos ambition in Cloud
5. Q&A session
Cloud Computing in the new IT landscape
Cloud computing is a powerful enabler of the IT transformation

Atos cloud Services

Atos
“Community enabling IT”

Atos
“Business enabling IT”

Atos
“Foundation IT”

IT to support communities (IT for “us”)

IT to support core business (IT for my clients)

IT to support internal op. (IT for my organization)

1960s 1980s 2000s today tomorrow

1960s 1980s 2000s today tomorrow

market size

Mainframe PC Network Computing

frequent transactions

support of individual workflows

process automation

Cloud

Big data

Social IT

Embedded devices

Mobility

Network Computing

Computing

Cloud computing is a powerful enabler of the IT transformation

Your business technologists. Powering progress
Cloud Computing is the new IT Revolution

- A way to **cut costs** (double digits)
- A way to **variabilize IT costs**: « Liquid IT »
- A way to **avoid capex**
- Scalability
- Concentration

Delivering IT capabilities, hardware, software or services, over the network to consumers or enterprises in a scalable way, with pay per use models

- **Financial benefits**
- **Business benefits**
  - More agility with faster provisioning and ramp down
  - Access to best in class apps with instant implementation
  - Enhanced web-based, multi-device end-user experience
  - Compatible with **BYOD**, secure

**Atos cloud Services**
Cloud is a key growth factor of future IT spending

Source: Forrester 2011

Cloud IT spending

Source: Forrester 2011
CIOs top priorities

**US Top Five priorities :**
1. Software as a Service
2. Storage (Disk)
3. Security Software
4. Applications development
5. Networking Equipment

**Europe Top Five priorities :**
1. Security Software
2. Software as a Service
3. Storage (Disk)
4. Applications development
5. Telecom Systems

**Asia Top Five priorities :**
1. Software as a Service
2. PCs
3. Storage (Networking)
4. Servers
5. Security Software

**Source:** Citi Investment Research and Analysis
Relative to 2010, please estimate/characterize your spending in the following categories during 2011

**Software as a Service is a top priority across US, Europe & Asia regions.**
Customers are still on the edge of their journey to the Cloud

Enterprise roadblocks to move to Cloud

- Weight of legacy and fear of migration complexity
- Complex Cloud market, Complex billing and management
- Localization of data to comply with regulations
- Enterprise-grade availability & Security missing in many offers
- Reluctance to become prisoner of another technology silo

Characteristics of the ideal solution

- **One stop shop**: from Cloud consulting and professional services, to Infrastructure on-demand, Platform on-demand, and an Application Store offering multiple Software as-a-Service
- **Enterprise-class specifications**: commitment on data security, service levels, availability to meet premium requirements
- **Industry/market expertise**: deep knowledge of specific needs; ability to customize applications
- **No lock-in**: Commitment to open standard, use of open technology
Atos view and positioning
Atos answers to customer needs

From:

- **Atos Sphere**: infrastructure optimization and storage on demand
- **HTTS**: Cloud in BPO and payments

To:

- **Full end-to-end offer:**
  - Consulting to define the journey to the Cloud
  - Best of breed software on demand (SaaS)
  - Application development platform to migrate legacy applications or develop new applications on SaaS
  - Private Cloud

- **Various initiatives:**
  - Ufida (ISV) – CRM/ERP as SaaS worldwide
  - Canopy: strategic alliance with EMC² and VMware
Atos view on Cloud

Vertical Business Integration

Market Sector / Community Clouds

- Hybrid Enabling
  - Cloud Brokerage
- Cloud Transformation
- Software as a Service
- Platform as a Service
- Infrastructure as a Service
- Security / Compliance
- TCO Optimization

Enable | SaaS | PaaS | IaaS
Atos and the Cloud

Enable the transformation of our clients to the Cloud
- Security
- IaaS/PaaS
- Consulting

Enable the shift to SaaS for leading software vendors
- Multi tenant architecture
- Pay per use

Reinforcing Atos SaaS portfolio
- Partnership
- Acquisitions
- blueKiwi

Strong open partnership ecosystem through co-investment, JVs and acquisitions in selected areas

CANOPY and YUNANO already live
 Targets and positioning

▶ Focus on **large customers** as commercial targets

▶ **Positioning** in Cloud through 3 main services:
  – **Private cloud** either in Atos Data Centers or on premise, and not public Cloud
  – Strong focus on **Saas offerings** from our Canopy enterprise App store
  – **Paas** as a key driver

▶ **Atos differentiators**:
  – Accepting **enterprise-class grade SLAs**
  – **Global reach** with local regulatory compliance
  – Unique capability to drive **customers journey from legacy to the Cloud**
Atos Private Cloud platforms

Atos cloud Services

European customers’ data stay under European sovereignty

- VMware platforms
- Microsoft platform
- Canopy platforms (vBlocks)
Examples of Atos Cloud offerings:

**Canopy**: the one stop shop for Cloud Services

**Saas offerings**:  
- Yunano  
- blueKiwi

**Consumer cloud services**
A Reminder of what Canopy is

- Canopy is the **JV between Atos, EMC and VMware**, leaders in their respective domains of expertise, focused on Cloud

- Canopy is a **separate Company** with legal entities in UK, FR, US, NL, GER

- It does not replace or compete with **Atos cloud offerings**. It completes them

- Canopy currently has **4 Lines of Business covering the entire Cloud needs** of an enterprise as a one-stop-shop:
  - Canopy Consulting services
  - SaaS/App Store
  - PaaS
  - Private Cloud

- Canopy sources all its **delivery capability from Atos** except strategy consultants
Canopy Cloud Service Offerings

1. Comprehensive Cloud-based, lifecycle consulting and management services
   - Strategy
   - Architecting, sourcing
   - Implementation and operations

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

3. Cloud-based, Solution Development and Test Platform (PaaS)
   - Development, Test and Production environments based on the Cloud Platform
   - Open
   - Enterprise grade SLA

4. Private Cloud on customer premises
   - End-to-end capability to deploy
   - Public Private Cloud orchestration

Consulting

Development & Migration Services

Enterprise AppStore

Canopy Cloud Platform
Development + Production

Private Cloud Infrastructure
customer premises

Enable SaaS PaaS IaaS

= ready to sell, today.
Yunano: CRM and ERP in SaaS

THE ALLIANCE BETWEEN

Atos Services and Yunano

Run your entire business with a single, cloud-based application for CRM/ERP

To jointly market SaaS solutions for corporate customers in Europe, Middle East and Africa

To expand their geographic footprint in Europe and Asia
Yunano ERP

Atos cloud Services
blueKiwi

- Innovative enterprise social software, enabling organizations to engage with their employees, partners, customers and influencers to increase business performance
- Leading European solution with blue chip clients
- Feature-rich SaaS offering

Atos cloud Services

- Strong consulting practice
- Great capabilities in transformation of collaborative practices, system integration and operation management
- Mature Cloud offering

☐ blueKiwi will strengthen Atos position on the ESN market and reinforce its Zero Mail initiative
☐ IP ownership as a key differentiation
☐ Increasing Canopy Enterprise Application Store portfolio
☐ Atos to strongly accelerate blueKiwi technology roadmap by strengthening blueKiwi development team
HTTS Consumer Cloud services

**Next Generation Messaging & PIM**
- Devices applications and web apps to access to the cloud services
- Synchronization systems to link devices with the cloud
- APIs to access all services along the web user interfaces
- Rich and performing business layer and facilities components

**Network Based Storage**
- A very scalable and cost effective grid storage solution including search, content management and content adaptation features
Atos ambition in Cloud
Atos ambition in Cloud

- **Major player** in the **Private Cloud** area for **large public and private organizations**

- A specific **focus on IaaS and SaaS** services (Canopy Enterprise apps store)

- Atos has set up since **strong alliances** with **Cloud leaders** (EMC², VMware,..) and **software vendors** (Yonyou, Microsoft,..)

- Cloud is already **a reality** for years in **Atos** with around **EUR 300 million** of revenue in 2012.

**Ambition to grow above the Cloud IT market rate**
( **x5 in 2020** – **Source Forrester 2011**)

Your business technologists. Powering progress
Q&A session
From Questions to Answers
Thank you

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