Goldman Sachs Financial Technology Conference

Wednesday, September 18th, 2013

- 

New York City
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 2012 Reference Document filed with the Autorité des Marches Financiers (AMF) on April 3rd, 2013 under the registration number: D13-0271.

Business Units include Germany, France, United Kingdom & Ireland, Benelux & The Nordics (The Netherlands, Belgium, Luxembourg, Denmark, Finland, and Sweden), Atos Worldline (French, German, Belgian, Asian, and Indian subsidiaries), Central & Eastern Europe (CEE: Austria, Bulgaria, Croatia, Serbia, Poland, Czech Republic, Russia, Romania, Slovakia, Switzerland, Italy, and Turkey), North America (USA and Canada), 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), India, Middle East, Morocco, South Africa, New Business Ventures (blueKiwi, Yunano and Canopy).

Revenue organic growth is presented at constant scope and exchange rates. 2013 objectives have to be considered with exchange rates as of 31 December 2012.

Adjusted (non diluted) Earnings Per Share (EPS) represents the net income adjusted of restructuring, rationalization and customer relationship amortization, net of tax, divided by the weighted average number of shares during the year.

Worldline figures are best estimates made by the company during the carve-out process and are unaudited.
Agenda

1. Atos profile and performance
2. Focus on e-payment services: worldline
3. Key takeaways
4. Q&A session
Atos profile and performance
Atos: Grown through acquisitions to become a Tier One global player and European IT Leader

Our vision for the future: to accelerate progress by uniting people, business and technology.

Revenue 2012
EUR 8,844 million

No. of Employees
77,000

Countries
47

- No. 7 worldwide in IT Services
- No. 1 European player in Managed Services
- No. 1 electronic payment player in Europe
- Tier One industry recognition: Leader in Gartner’s Magic Quadrant in DataCenter, Infrastructure Utility, Helpdesk and Desktop Outsourcing
- Tier One customer base: E.g. Siemens, BNP Paribas, KPN, EDF, Department of Work and Pensions, BBC, NS&I, McGraw Hill, NSN, etc.
- Global IT-Partner of the Olympic & Paralympic Games since 1992

Your business technologists. Powering progress
Delivering on commitments and enhancing shareholders value

- **Revenue** (in EUR million)
  - 2009: 5,127
  - 2012: 8,844
  - Increase: x1.7

- **Operating margin** (in EUR million and % of revenue)
  - 2009: 5.7%
  - 2012: 6.6%
  - Increase: x2

- **Net cash position** (in EUR million)
  - Dec. 2008: (304)
  - June 2013: 359

- **Free cash flow** (in EUR million)
  - 2009: 117
  - 2012: 259
  - Increase: x2.2

Market capitalization x3.5 to EUR 5 billion
Atos business profile

Revenue by Service Line

- Managed Services: 47%
- Systems Integration: 22%
- HTTS & Specialized Businesses: 7%
- Consulting & Technology Services: 24%

77% of revenue based on multi-years contracts

A company having:

- 77% of recurring multi-years revenue,
- a strong sales track record with EUR 10 billion order entry in 2012
- a dedicated electronic payment international entity of EUR 1.1 billion revenue
Focus on e-payment services
Wordline presentation

Wordline

an atos company

leading European player in e-payment services

GLOBAL INTEGRATION  BRAND RECOGNITION  EFFICIENT OPERATION  GROWTH ACCELERATION
Key figures and geographical presence of Worldline

Key figures
- EUR 1.1 billion revenue
- 15% operating margin rate
- EUR ~100 million free cash flow

7,100 staff in 17 countries

- Latin America: Argentina, Chile
- Asia Pacific: China, Hong Kong, Indonesia, Malaysia, Singapore, Taiwan
- Europe: UK, Benelux, Germany, France, Spain, Austria
- India

Your business technologists. Powering progress
A client-centric e-Payment company built around 3 Global Business Lines

**Business Lines level:**

- **Merchant Services & Terminals**
  - e-payment services for merchants
  - EUR 353 million revenue in 2012

- **Mobility & e-Transactional Services**
  - e-payment and transaction services for governments, transportations, ...
  - EUR 341 million revenue in 2012

- **Financial Processing & Software Licensing**
  - e-payment for banking institutions
  - EUR 375 million revenue in 2012

**TO (Technical Operation) level:**

- Industrial volumes processing capacities

**SDO (Software Dev’T Office) Level:**

- Operations supported by innovation and R&D investment in payment software and solutions

---

Your business technologists. Powering progress
## Merchant Services & Terminals

### Main activities & offerings
- Commercial acquiring and acceptance services
- Online services
- Private label cards and loyalty services
- Payment terminals

### Customers
- Merchants (SMBs)
- Large retail organizations
- Online merchants

### H1 2013 performance*
- EUR 178 million revenue
- +3.7% organic growth
- 18.3% operating margin

### Growth drivers
- International expansion of commercial acquiring
- Structural development of electronic payment and
- Acceleration of e/m payment
- Value-added acceptance services and cross channel commerce
- Strategic alliances development

*Best estimates made by the company during the carve-out process*
## Mobility & e-Transactional Services

### Main activities & offerings
- e-Government services (tolling systems, fine processing centers,...)
- e-Ticketing solutions and services
- e-Consumer and mobility services

### H1 2013 performance*
- **EUR 182 million revenue**
- **+10.0%** organic growth
- **11.4%** operating margin

### Growth drivers
- Strong demand in public sector for e-Tolling and e-Fines services
- Integration of payment solutions in digital services
- Structural shifts from paper based ticketing systems to electronic ticketing processing platforms

---

* Best estimates made by the company during the carve-out process

---

<table>
<thead>
<tr>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public entities</td>
</tr>
<tr>
<td>Transport companies</td>
</tr>
<tr>
<td>Healthcare organizations</td>
</tr>
<tr>
<td>Telecom and media</td>
</tr>
</tbody>
</table>

---

Your business technologists. Powering progress
### Financial Processing & Software Licensing

<table>
<thead>
<tr>
<th>Main activities &amp; offerings</th>
<th>H1 2013 performance*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issuing processing services</td>
<td>EUR 189 million revenue</td>
</tr>
<tr>
<td>Acquiring processing services</td>
<td>+2.8% organic growth</td>
</tr>
<tr>
<td>Online banking platforms</td>
<td>18.5% operating margin</td>
</tr>
<tr>
<td>Payment software licensing</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Growth drivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structural growth of cards based payments</td>
</tr>
<tr>
<td>Strong demand of financial institutions for individualized and value-added cards payment services</td>
</tr>
<tr>
<td>Adaptation of existing cards services to e-commerce and m-commerce</td>
</tr>
<tr>
<td>Payment regulatory shifts driving project activities</td>
</tr>
</tbody>
</table>

* Best estimates made by the company during the carve-out process

**Customers**

- Banks
- Financial institutions
Worldline growth drivers

- Transaction volume growth
- Extensive value chain positioning
- New usages, payment means, and connected devices
- European consolidation and geographic expansion
- Acceptance services
- New EU regulation (SEPA, PSD2, ...)

Goldman Sachs FinTech Conference
Sept. 18th, 2013
A recognized state of the art products/offering portfolio

Worldline has a 30 years track record of innovative payment solutions, with regular launches of new products and offerings.

March 2013
Atos Worldline is awarded the 2013 Innovative Payments Trophy in the "e-commerce products" category at the PayForum trade fair for its innovative eGo™ solution.

March 2012
Atos Worldline wins the international red dot design award for its hardware security module ADYTON®, its latest hardware security module (HSM).

March 2013
Atos Worldline is finalist for the "Data Intelligence Awards 2013" in the "Open Data" category at the Documation tradeshow for its innovative solution Smart Data/IO®.

September 2011
Atos Worldline is finalists in two categories at the e-commerce award for its solution Social Store (categories: Innovation and "Customer Relationship").

December 2012
Atos Worldline wins the product design award for hardware security module ADYTON® in the category Industry/Skilled Trades.

September 2011
Buyster wins the eCommerce Award 2011 in the Security category at the 2011 E-Commerce Paris exhibition.

March 2012
Atos Worldline wins the 2012 Innovative Payments Trophy in the "Customer Experience" category at the PayForum trade fair in Paris for its innovative "Cross Channel Payment" solution.

June 2011
Atos Worldline wins the innovation prize by ITS Bretagne for its transportation card top-up solution through NFC mobile phones: Worldline MBLS.
A end-to-end positioning in the payment value chain

<table>
<thead>
<tr>
<th>Offline payment</th>
<th>Issuing</th>
<th>Issuing processing</th>
<th>Acquiring processing</th>
<th>Commercial acquiring</th>
<th>Acceptance &amp; value-add services for merchants</th>
</tr>
</thead>
<tbody>
<tr>
<td>cards, checks, direct debit, SEPA mandates...</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
</tr>
<tr>
<td>Online payment</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
</tr>
<tr>
<td>m-payment</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
</tr>
<tr>
<td>Loyalty, Prepaid, fuel cards, e-Ticketing...</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
<td>worldline</td>
</tr>
</tbody>
</table>
Focus on mobile Payments
Mobile is the pivot for new purchase experience

▶ Merging merchant and customer’s experience

**Worldline NFC Mobile Wallet:**
Your mobile is your wallet

**Worldline Cloud Payment:**
No need to queue up for ordering

**Worldline Mobile Acceptance:**
Payment card acceptance on merchant smartphones

**Convergence online / in-store and Multichannel**
Focus on mobile Payments

Worldline recent references around mobile Payments

Remote

Face-to-face

Commerce
Purchase of goods or services

P2P
Person-to-person money transfer

Mobile Banking
Retail banking operations

Authentication
for Payment on other channel

Among many other mobility services within Worldline Smart Mobility Program

Localisation
Ticketing
Games
Shopping
...

Goldman Sachs
FinTech Conference
Sept. 18th, 2013
Omni-commerce: a major development in Worldline offerings

Cross-channel payments = e-commerce power at the POS!

1. Filling one’s own shopping list
2. Finding the store location
3. Being orientated in the store
4. Being assisted while shopping
5. Getting personalized information on products
6. Getting contextual promotions
7. Getting the ability to choose the best prices
8. Complementarity online / offline
9. Dematerialized payment
Conclusion
Payment transactions volumes in 2012
- 2.2 billion of acquiring transactions
- 51 million of credit and debit cards
- 568 million of remote payment
- Over 1 million terminals

Digital transactions volumes in 2012
- 2.2 billion calls (IRV & contact centers)
- 3 billion SMS (Short Message Services), +85 percent growth compared to 2011
- 68 million email boxes

A European leading multi-channel transactional specialist focused on value added services

A leading position

N° 1 Commercial acquirer in Benelux
N° 1 e-Commerce payment provider in France
N° 1 POS acceptance platform in Germany
N° 1 Issuing processing in Germany
N° 1 POS Terminal provider in the Netherlands
N° 1 DCC acquiring provider in India
Leading Issuing solution provider in Asia
Estimated revenue in Europe (in EUR billion)

- Gemalto: 1.1
- First Data: 0.7
- NETS: 0.7
- Worldpay: 0.7
- Ingenico: 0.6
- Edenred: 0.5
- FNI: 0.4
- Wirecard: 0.4
- Global Payments: 0.4
- Equens: 0.4
- SIA: 0.3
- Fiserv: 0.2
- TSS: 0.2
- SIX Payment Services: 0.2

Sources: Atos, companies, analysts consensus
Key takeaways

Worldline carve-out completed as a first step for its development

- A client-centric organization centered around e-payment and payment related services
- Unique end-to-end positioning in the payment value chain
- Worldline positioned as Europe’s leading payment player with industrial processing capacities
- More strategic and financial flexibility through the carve-out for being a consolidator in the fragmented European landscape

Strong growth opportunities

- Structural number of transactions growth
- Regulation changes opportunities
- Continuous investment in innovation thanks to a strong R&D capability to benefit from new usages

Worldline has a unique positioning to take advantage of the fast changing payment landscape
Q&A session
From Questions to Answers
Thank you