

Atos Origin and Siemens to create a European IT Champion

Paris, December 15, 2010



A Executive summary

- B SIS: a re-shaped asset
- C Enhancement of Atos' growth and leadership profile
- D Global partnership with Siemens
- E Turnaround potential: TOP² program and substantial synergies
- F Transaction designed to increase short term value for our shareholders
- G Strategy and objectives

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Atos Origin and Siemens IT Services create today #1 European IT player



New Company: €8.7 bn - 78,500 FTEs - 40+ countries

A new era of information technology

The first era of information technology is ending:

- » Management processes are automated
- » Many transactions by citizens and customers are now completed online

Transactional IT

- » HTTS: solutions for a transactional world
- » Specialised business IT solutions: Health, Transport, Grid

Cloud Computing

- Corporate pressure to industrialize information management (size, industrialisation, standardisation)
- » Virtualisation



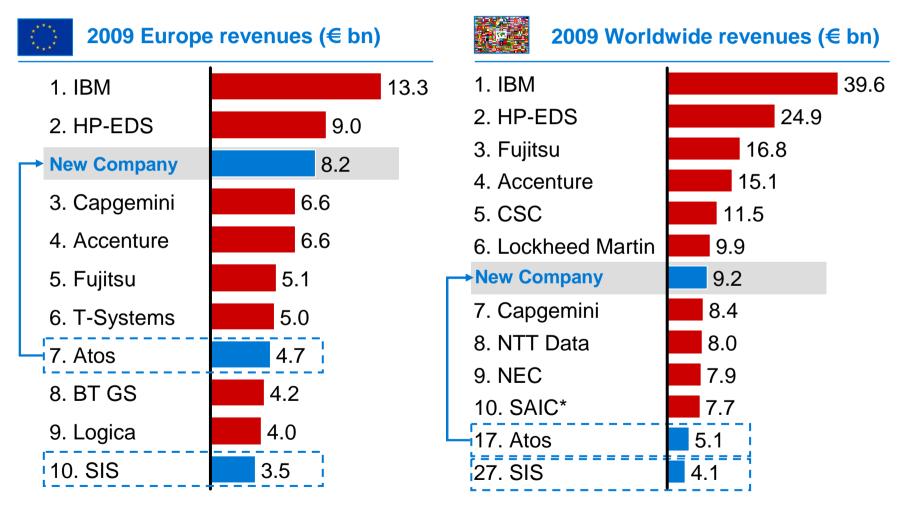
#1 in Europe ≈ €1 bn Est. Revenues

with **SIEMENS**

A new European leader



A significant step to create the #1 European IT services in Europe and #7 in the World



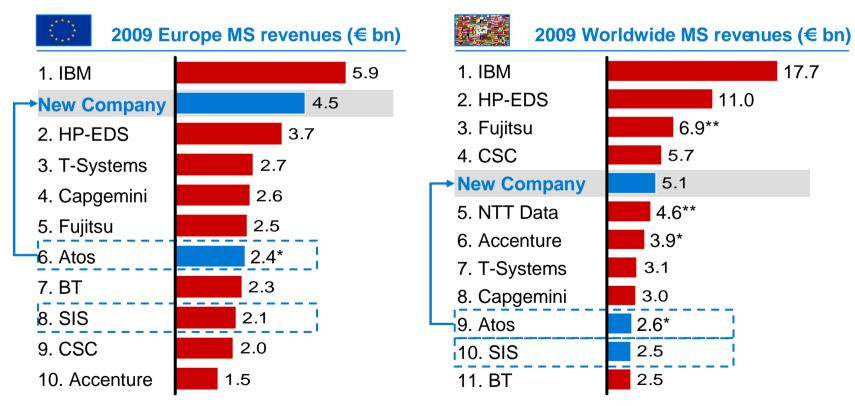
^{*} Science Application International Corporation

Source: Gartner, figures for Professional services only. Exchange rate used: 1USD= 0.72 in 2009



A unique Managed Services asset favouring leading position in Cloud computing

- » #2 in Managed Services in Europe (€4.5 bn) and #1 European: Data-Center capacity x2, Global factory scale x2.5, 90.000 servers, 50.000 managed Network devices...
- » Also #2 European in SI



^{*} Including €0.6 bn in Application Management ** of which 98% in Japan for NTT Data and 59% for Fujitsu Source: Gartner and Atos. Exchange rate used: 1USD= 0.72 in 2009



Transaction structure

	Amount	Structure	Comments
	» €600 m	 » 12.5 million shares (15% of Atos future capital) » €186 m cash 	 » Based on last 6 month average stock price » Long term commitment of Siemens to realise successful integration of SIS » Lock-up period of 5 years for Siemens » 1 Board seat granted to Siemens
€ 850m			
	» €250 m	Convertible bonds issued to Siemens	» Non callable period of 2 years
			» Issuer call at 130% of conversion price
		» Conversion premium: +40%	» Share of synergies
		» Coupon: +1.5%	

Atos Origin

Why will this deal create value?

Atos Origin and Siemens have concluded a long term strategic partnership

- The biggest long term IT contract ever concluded worldwide on MS & SI: 7 years (2011-2017), €5.5 bn (minimum)
- » Siemens will support Atos development strategy in specialised businesses: HTTS, Health... (10 projects already identified)
- » €100 m will be jointly invested in R&D
- » Atos will join Siemens sales force coordination (Siemens One)
- » Siemens will be an Atos shareholder (15% stake, 5-year lock-up) and will have 1 Board seat
- » A €250 m convertible bond will be issued to Siemens to share expected synergies

Atos Origin acquires a re-shaped asset

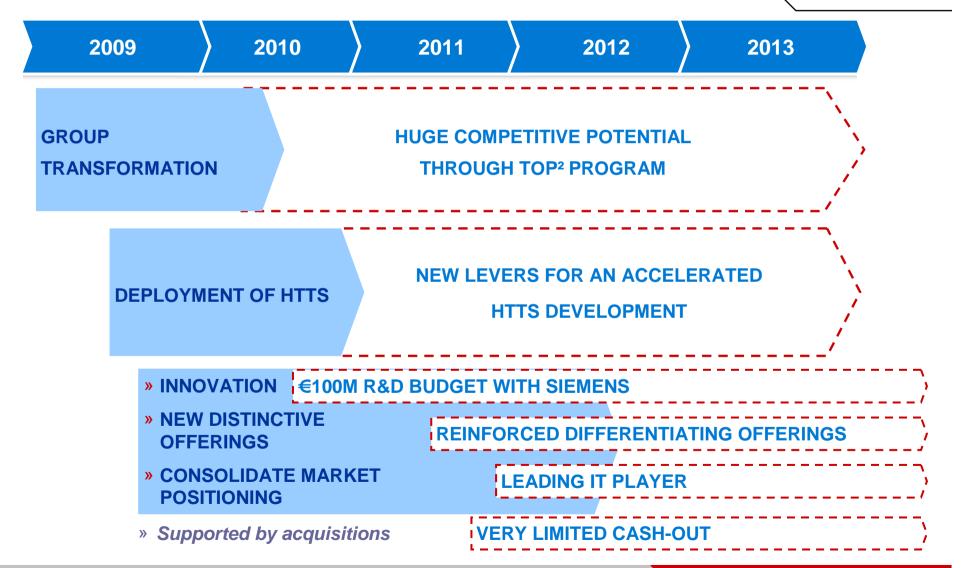
- » The scope of the transaction covers SIS core businesses, has been reduced to limit risks (from €4.1 bn to €3.7 bn estimated revenues)
- Atos acquires the business including the employee pensions and will receive adequate funding. Siemens will assume responsibility after closing for certain obligations including project risks unidentified at closing.
- Strong protections for Atos granted by Siemens: indemnification for potential risk on existing contracts, Reps & Warranties, employees pensions transferred and fully funded, ...
- The asset has already been restructured and an additional 1,750 FTEs restructuring to deliver integration synergies announced today
- » Atos has a successful track record in operational transformation (TOP program)

Atos Origin maintains its development capacities

- The transaction (€600 m for SIS standalone) will be based mainly on shares (12.5 m), with a limited €186 m cash-out
- » Atos maintains its leverage capabilities, expected to double from 2011 to 2013

Atos Origin

How SIS fits with Atos' strategy?





Atos Origin launches today the project* to create two subsidiaries



ATOS Business Solutions (HTTS, AtosWorldGrid, Medical BPO...)

Atos IT Services (MS, SI, CO)





2013 estimated **: Atos #1 European IT player

Estimated Revenues ≈ €2 bn

Employees ≈ 11,500

Estimated Revenues ≈ €7.5 bn

Employees ≈ 67,000

^{*} Subject to working councils opinion

^{**} indicative figures depending on final split to be completed

Executive Summary

Atosy Origin

Indicative timeline of the transaction

- » Call option agreement granted by Siemens to buy SIS, subject to:
 - » Employee Work's Council review
 - » Antitrust clearance
 - » Atos EGM
- » Expected closing of the transaction early July 2011

Dec. 2010 – Feb. 2011 Mid-April 2011 June 2011 early July 2011

Employee Works' council opinion Antitrust clearance Atos EGM Expected closing

Agenda



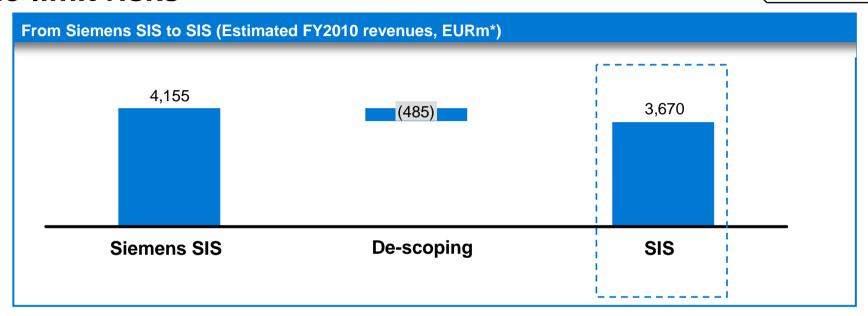
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Re-scoped perimeter of the transaction to limit risks



Excluded from the scope of the transaction

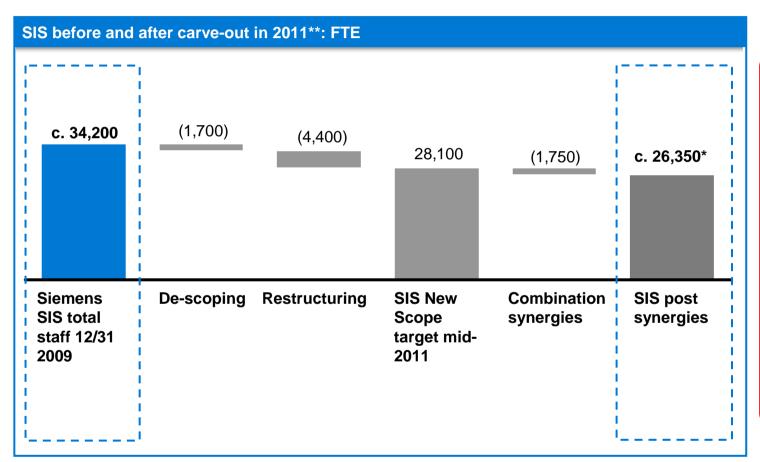
- » De-scoped countries: Hungary, South Africa, Greece, Norway, Japan, Argentina, Romania, Bulgaria
- » Long term defence contract
- » Joint venture contracts with Telco companies

Source: Atos

^{*} SIS FY from October 1st to September 30th

Atosy Origin

From Siemens SIS to SIS re-shaped



2009, before carveout and restructuring » c. 34,200 FTE

At transaction closing, after carveout and restructuring

» c. 28,100 FTE, of

which 7,500 in Germany Restructuring plan

completed in Germany, 65% finalized in other countries

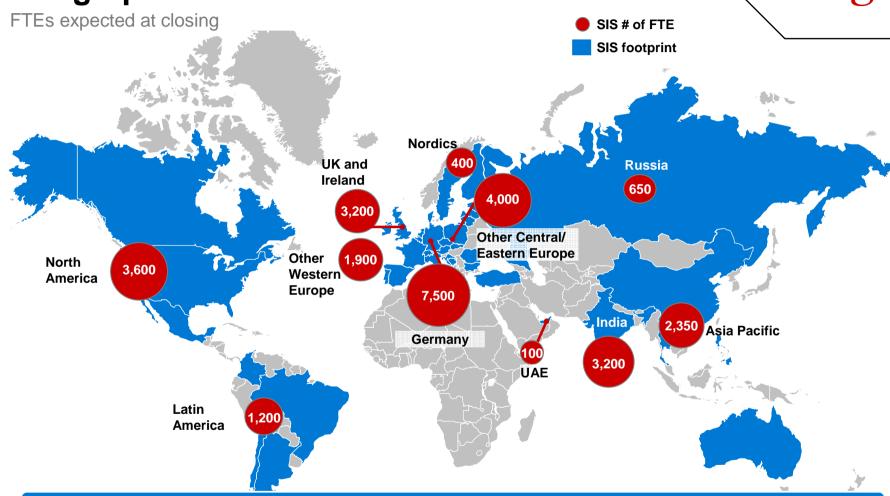
Source: SIS management data

^{*} Germany including headquarter FTEs; Romania (380 FTE), Argentina (538 FTE), Bulgaria (91 FTE) and AMS business (Austria, 227 FTE) included, although final scope of the transaction will be determined based on back-to-back agreements ** SIS FY from October 1st to September 30th

SIS: a re-shaped asset







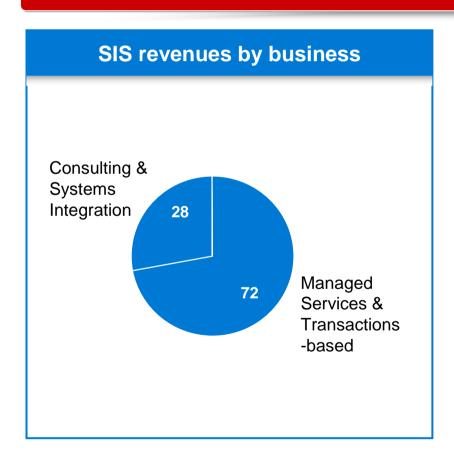
» Germany accounts for only c. 25% of total FTEs, while countries outside Europe account for c. 40% of total FTEs

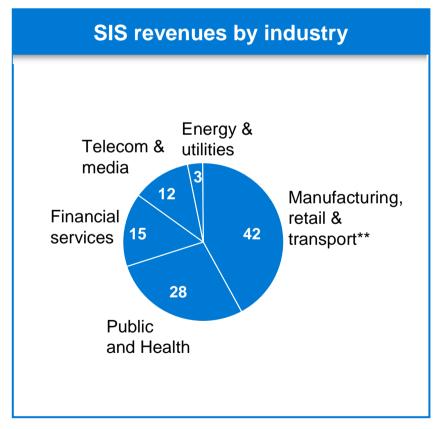
Source:Siemens

Atos Origin

A well-balanced business profile

» Total estimated FY10e revenues*: €3.7bn under perimeter SIS





^{*} SIS FY from October 1st to September 30th

^{**} including Siemens



Key areas of expertise

Service line

Overview

Outsourcing
(Managed

Services +
Transactionsbased)

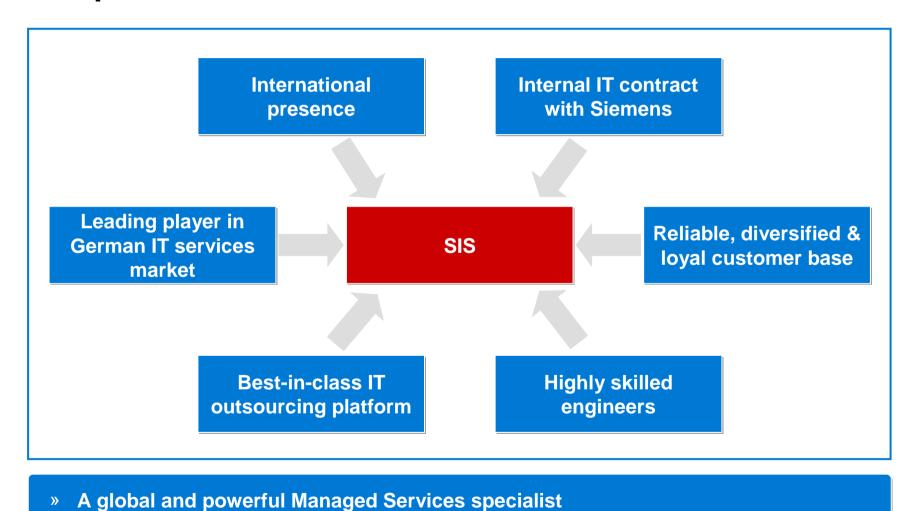
- » Outsourcing delivered as standardised product
- » IT infrastructure services for Siemens and other customers
- » Very strong Managed Services footprint
 - » Recognized in service desks, networking, desktop server, application operations and management and transaction operation
 - » Ability to contract Mega deals
- 25 Global Production Centers in 15 countries
- » Employees: c. 20,300*

Business
solutions
(Systems
Integration)

- » Broad range of solutions including IT Consulting and Systems Integration, SAP consolidation, Supply Chain Management, Product Lifecycle Management, CRM, BI, security solutions
- » Specific solutions in: Biometric solutions, Remote desk & Virtualisation, Identity Management
- » Employees: above 7,800*

Atos Origin

SIS: a major player with strong IT capabilities



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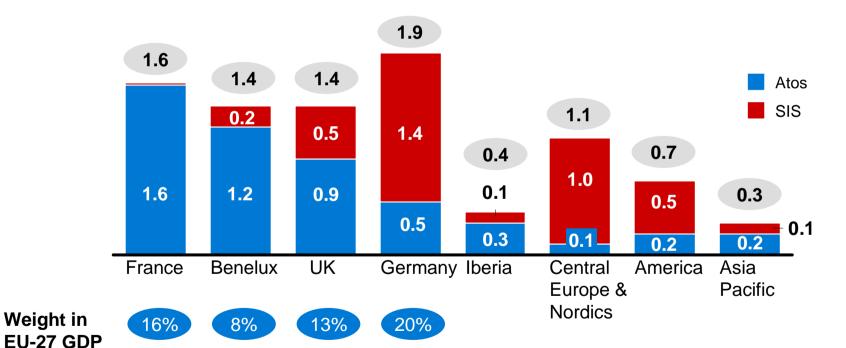


A very balanced geographical positioning for Atos and SIS

Combined revenues of Atos and SIS by geography in 2010 (in €bn)

Market share



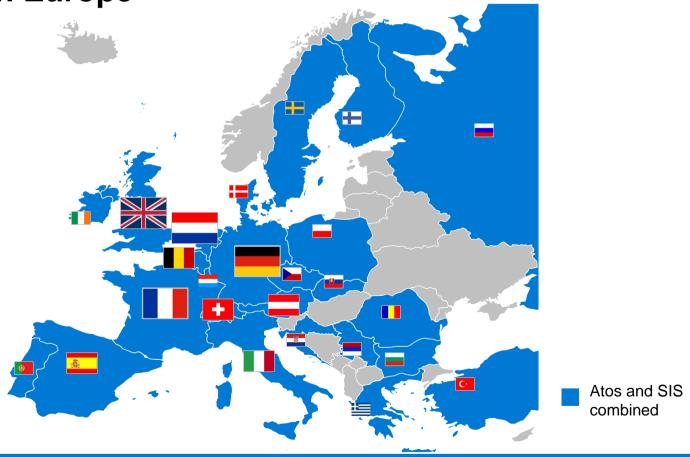


- » Top line protection due to more balanced geographical risk
- » Ranked #2 in Germany, France and Benelux

Source: IMF, Gartner 2009, 1USD= 0.72 EUR; SIS at transaction perimeter

Atos Origin

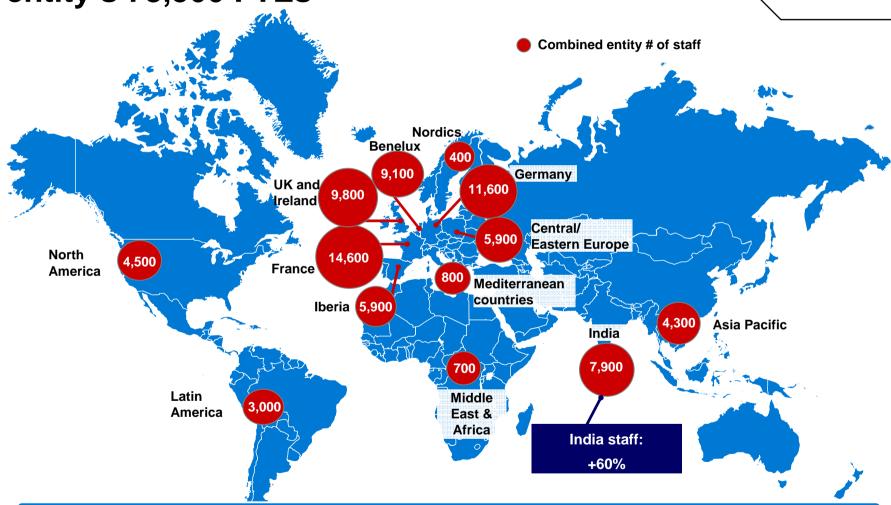
Significant extension of geographic presence towards the most dynamic countries in Europe



The combination with SIS provides a truly pan-European footprint

Geographical breakdown of the combined entity's 78,500 FTEs





» Countries outside Western Europe account for c. 35% of combined entity FTEs

Atos Origin

No customer overlap, value creating commercial fit

Financial services

Public sector and Health

Energy & Utilities

Manufacturing

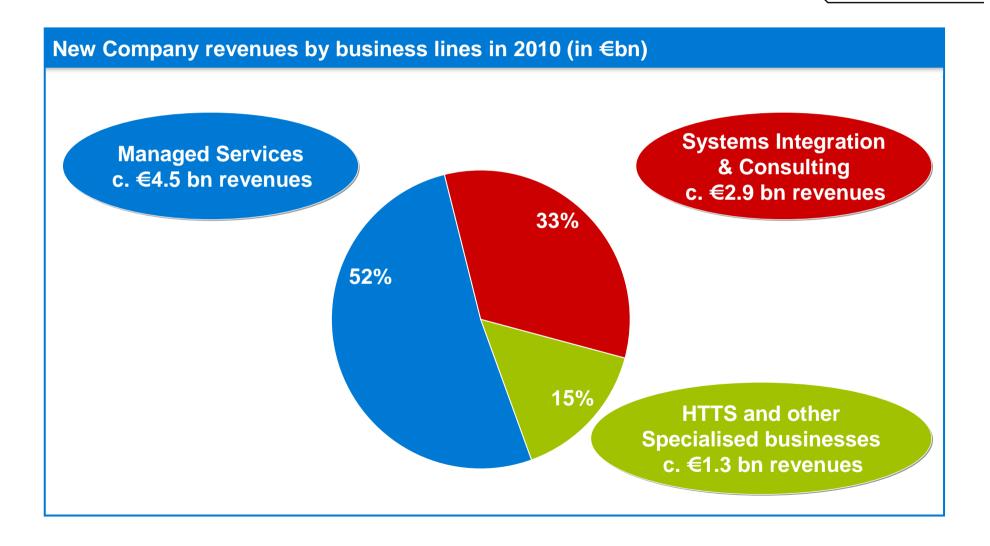
High tech & Telecom





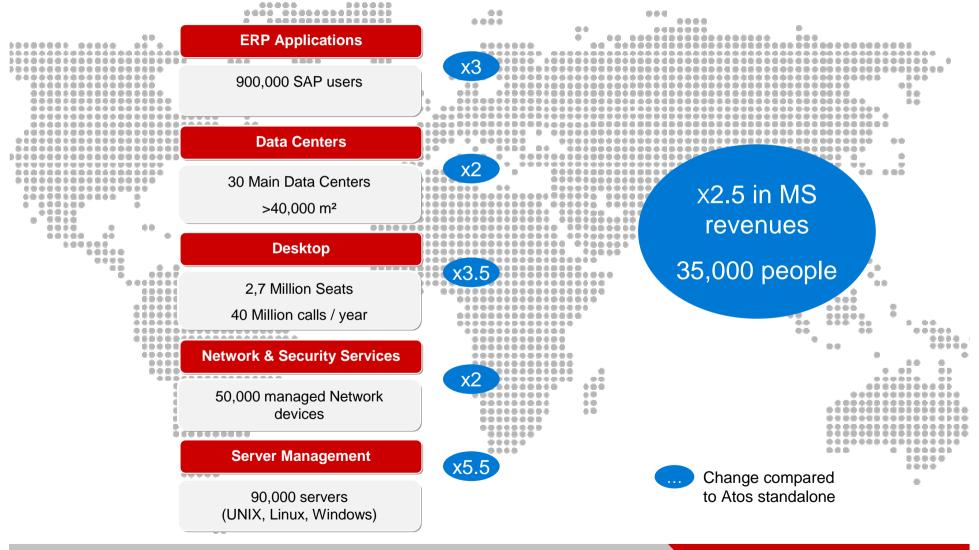
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New Company revenues by Business lines





Combined company in Managed Services global scale and capability sizing



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Scale matters in MS Business (1/2)

Competitiveness levers

Revenue growth opportunity

- » Top line enhancement:
 - » Access to Request for Proposals on large deals currently out of reach
 - » 2x Data Centers capacity to better address customer needs
 - » More **skills** per practice to address needs of installed base customers

Strengthened profitability lever

- » Costs competitiveness:
 - » Significantly higher supplier leverage (hardware, software, telco)
 - » 2.5x Global Factory scale creating further agility + leverage to address account demand
 - » 2x offshore centers to maximize skills and costs



Scale matters in MS Business (2/2)

Competitiveness levers

Increased innovation capabilities

- » Higher scale enabling investments in production tooling automation
- » Better negotiating power on major software and hardware partners production tools partners

Become a reference company for talents

- » Creation of a Major League player with growth ambition and size
- » Increased attraction for leading talents for core positions
- » Increased retention of talents (richer career path, more complex challenges)
- » Thanks to larger scale, New Company will be more competitive in Managed Services

Atos Origin

SIS brings significant firepower in Systems Integration

Significantly increase footprint of SI and Application Maintenance in Europe

- > 7,000 additional professionals including 2,500 in off shore and near shore locations
- » Critical mass in several key geographies
 - » Germany, Austria, Switzerland
 - » Central Europe and Nordics

New Co in SI

- 30,000+ FTEs
- €2.9 bn revenues
 - 7,000 SAP specialists

Atos: an EMEA SAP integrator leader

- » Doubling current size by adding 3,000 SAP experts
 - » Unique expertise in SAP finance
 - » 1,000 Offshore SAP staff

Expertise and solutions in manufacturing and security domain

- » Bring expertise and solutions in manufacturing
 - » ERP x MES x PLM integration
- » Expertise, solutions and references in security domain
 - » 300 experts
 - » Passport solutions





An accelerator of HTTS development strategy

Current levers of HTTS growth

- » Organic growth at Atos Worldline
- » Atos Worldline roll-out on new geographies and clients
- » Targeted acquisitions



Additional levers

- » Existing SIS Transactions-based assets
- » Leverage HTTS offering on SIS customer base
- » Partnership with Siemens to sell HTTS to Siemens' business units clients
- » Joint €100 m R&D investment



Additional firepower for acquisitions

- » Reinforced standalone acquisition capacity
- » Larger and sounder financial structure





The pillars of the growth strategy for New Company

Growth strategy

Reinforced leadership in MS and SI	Global partnership with Siemens	HTTS development	Multiple revenue synergies	Investments for growth
 Unique leadership position enabling to increase productivity and pricing power 	 Strategic partnership with Siemens business divisions 	 » Leverage to grow in HTTS » New SIS customers base » Cross selling with Siemens 	 » MS/ SI Mega deals » Specialised offers » Improve win rate » Expand addressable market 	 Dedicated budget in integration plan Upgrading sales force Finance marketing investment

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Atos Origin

A strong Global Partnership

The basis of the partnership with Siemens...

15% stake in Atos capital, with a 5-year lock up

Convertible Bond to share the results from expected synergies

Membership at Atos Board of Directors Long term IT services contract with Atos (€5.5 bn over 7 years)









Global partnership between Siemens and Atos









... and effective impact on business

HTTS development strategy

Targeted commercial partnership

Joint R&D efforts in key verticals (€100 m investment)

Atos participation into Siemens One cooperation framework



Siemens as a new Atos customer: a 7-year IT services contract

Terms and scope of the contracts agreed with Siemens

Scope

- » IT contracts agreed with Siemens on Managed Services and Systems Integration
- » Services related to IT infrastructure and applications

Duration and external revenues

- » 7 years (from 2011 to 2017)
- » Minimum committed revenues of €5.5 billion over the contract period
- » Margin at industry standard
- » On a yearly basis, revenue represents c. 80% of external IT services spent by Siemens

Contents

- » Volumes guaranteed by Siemens for infrastructure management
- » Last call / First refusal rights on Systems Integration

Atos Origin

Global Alliance Agreement: ambition to generate significant joint additional recurring revenues

Commercial partnerships

- » Commercial partnerships in selected areas
- Leverage complementarities between Siemens and Atos

- Examples
 - » Partnerships in Product Life Cycle Management
 - » Commercial partnerships in security system (IT and physical)

Integration in Siemens One

- Integration of Atos into Siemens One
- » Objective to foster joint approach to large deals and customers

- » Example
 - » Joint bids in HTTS mode for large public sector deals

Joint investments

- » Funding of the development and commercial launch of new products in Industry
- » €100 m to be invested jointly (split 50-50 between Atos and Siemens)
- » Examples of potential joint developments
 - » Storage of healthcare radiography in the cloud
 - » Integrated systems for electric cars

HTTS

- » Cross-sector cooperation in HTTS
- » Commercial collaboration (PPPs in Public sector)
- » Product collaboration to embed HTTS in Siemens's offering
- » Examples
 - » Vehicle tolling systems in Europe
 - » Use of HTTS technology for real-time data processing within service offerings (e.g. train)

2 governance bodies: Alliance Board and HTTS Committee

Global partnership with Siemens



Partnership concluded in sectors on which Siemens has obvious worldwide leading positions

	Healthcare	Industrials and tools	Transportation
Atos Strength	 Full proprietary solution based on software as a service Medical BPO in UK 	 Strong relationship in Automotive and Manufacturing sectors (Renault) 	 Key references in the Transportation sector (SNCF, Air France, UK Railways)
Potential joint development/ investment	» Jointly develop HTTS offering in Medical imaging field and end-to-end hospital management system	 Package software as a service offering for PLM (technical & marketing) 	» Develop airport, railway and road suite, including intelligent traffic systems and toll systems
Value for New Company	» Get critical mass and diversify client base	 Become the preferred operator for SPLM as a Service 	» Develop more mature set of standardized, replicable solutions
Value for Siemens	» Differentiate by combining HTTS services with existing product offering	 Leverage Atos' client base to generate additional leads 	 Extend component-driven activities to overall end-to-end IT solutions



A joint 3-year €100 m R&D plan (split 50-50) to strengthen innovation

- » Rationale of the joint investment plan
 - » Development of new products
 - » Commercial launch
- » €50 m investments each
- » A joint committee to evaluate projects and decide on funding allocation
- » 10 potential joint development projects are already identified, of which
 - » Communication platform for remote acquisition of train maintenance data
 - » eCar and infrastructure telematics
- » A joint go-to-market of these solutions and products

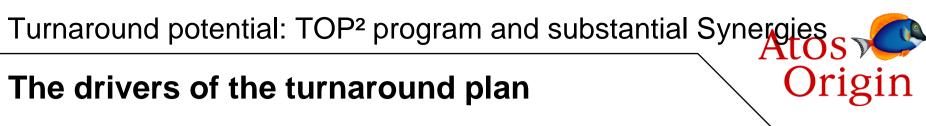
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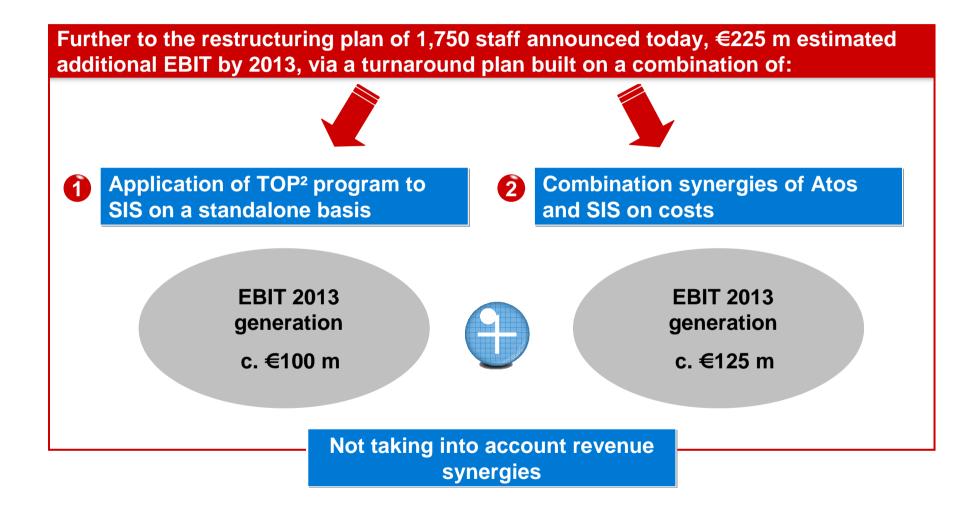


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Turnaround potential: TOP2 program and substantial Synergies

Application of TOP² program at SIS level

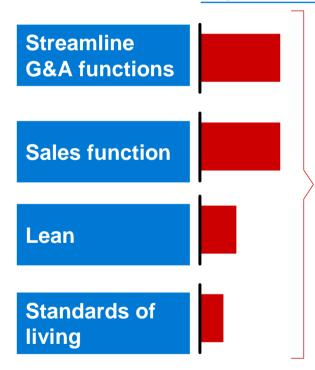


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The 4 key levers of TOP² program

Impact on 2013e EBIT Description

c. €100 m



» G&A functions optimization in order to reach Atos standards

» Admin-to-sales ratio optimization

» Deploy lean techniques in Managed Services

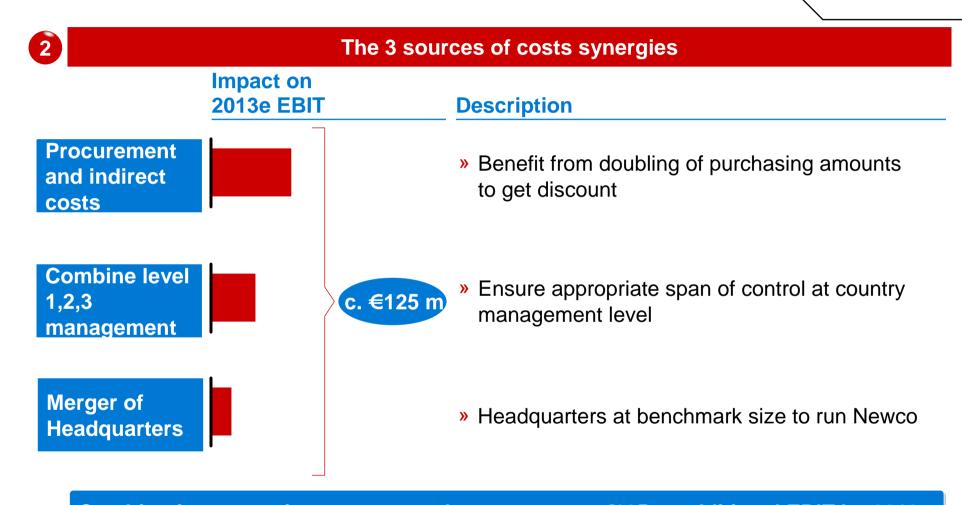
» Realize 14% standards of living costs savings

Applying TOP² program on SIS will generate additional c. €100 m EBIT by 2013e

^{*} Activity Value Analysis; methodology used at Atos in 2009 and 2010

Turnaround potential: TOP² program and substantial Synergies

Combination synergies on costs



Combination synergies are expected to generate c. €125 m additional EBIT by 2013e

^{*} Activity Value Analysis; methodology used at Atos in 2009 and 2010

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A transaction enabling to secure financial strength of New Company thanks to agreed downward protections granted by Siemens

ers Atos Origin

Transaction add-ons on SIS

- » Fully funded pensions for the 28,100 SIS employees: €1 billion
- » A joint restructuring plan of 1,750 employees announced today materializing combination synergies, fully paid by Siemens: €250 million
- » A €330 m protection against project contract risk, with:
 - >> €130 m identified at closing and fully funded,
 - » €200 m indemnification for project risk unidentified at closing, representing two third of total costs
- » Renegotiated terms and conditions on the sevenyear €5.5 bn IT services contract with Siemens as a new customer for Atos



Transaction designed to increase short term value for our shareholders

A deal protective for Atos cash and financing structure

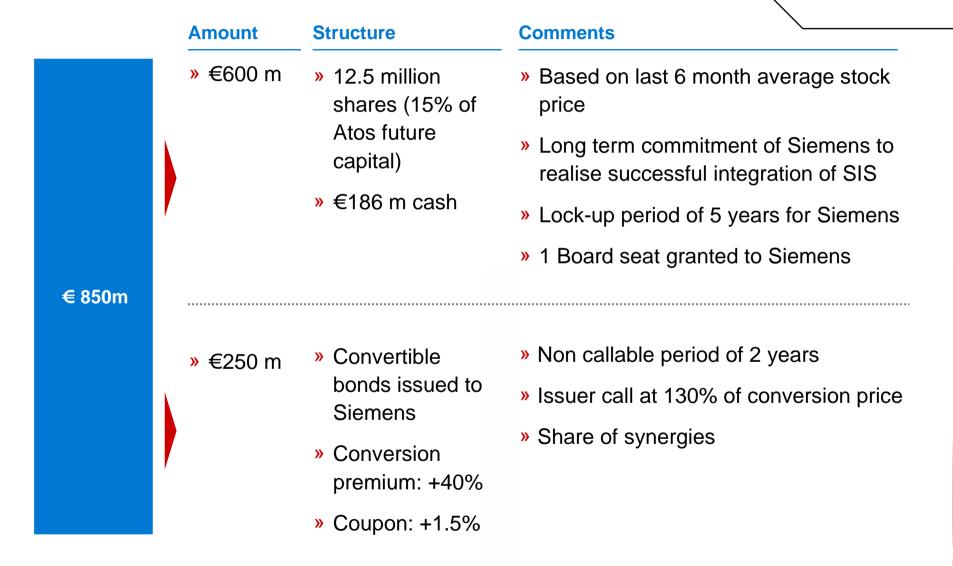


- » Very significant carve-out and restructuring process entirely financed by Siemens and completed prior transfer to Atos
- » SIS balance sheet fully funded and working capital properly financed
- » Siemens assumes responsibility after closing for certain obligations including project risk unidentified at closing
- » Several specific mechanisms agreed by Siemens:
 - » Access to Siemens's internal job market place of SIS's staff freed-up
 - » €250 m integration costs related to re-skilling and restructuring financed by Siemens
- » Employees pension obligations transferred and funded by Siemens

SIS integration business plan is very protective for New Company's cash generation

Transaction designed to increase short term value for our shareholders

Transaction structure





New Company leverage potential



* Estimated

Zero debt expected end of 2012 (before dividends and acquisitions)

Significant value creation potential



Objectives for New Company

Background and context

- » No major change in market conditions
- » Full execution of TOP² plan and combination synergies
- » No significant delay in integration of SIS

Key assumptions

- » SIS fiscal year until 2010:
 - » 1st October to 30 September
- » 2011e combined figures calculated as follows:
 - » 12 months Atos figures (from Jan 1st to Dec 31st)
 - » SIS: 6 months from 1st July 2011 until 31 December 2011
- » Number of shares (total 94m):
 - » Atos stand-alone (including in-the-money stock options): 70.7 m
 - » Additional shares from 2009 convertible bond: 5.4m
 - » Shares reserved to Siemens: 12.5 m
 - » Convertible bond 2011 reserved to Siemens: 5.4m

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Atos Origin

A booster to the Atos strategy

2011 2012 2013

GROUP INTEGRATION

Deliver on TOP² program and synergies to increase combined profitability

BOOST ATOS AMBITION IN HTTS, WITH A FOCUS
IN PAYMENT SYSTEMS

Reinforce leading player position in electronic payment systems

ACCELERATE DIFFERENTIATION AND INNOVATION

- » Acceleration of cloud and distinctive offering
- » Leverage on Global Partnership with Siemens

A major league player with Growth ambition and Scale

Atosy Origin

Significant value creation potential

Objectives for the New Company

2011

- » Revenues
 - » Evolution expected at IT market growth
- » Operating margin
 - » Around 6%
- » EPS
 - » Neutral versus Atos standalone
- » Free cash flow
 - » Slightly higher than Atos standalone

2013

- » Revenues
 - » Between €9 billion and €10 billion
- » Operating margin
 - » Between 7% and 8%
- » EPS
 - » Growth in excess of 50% versus EPS New Company 2011
- » A free cash flow in the range of €350 m to €400 m

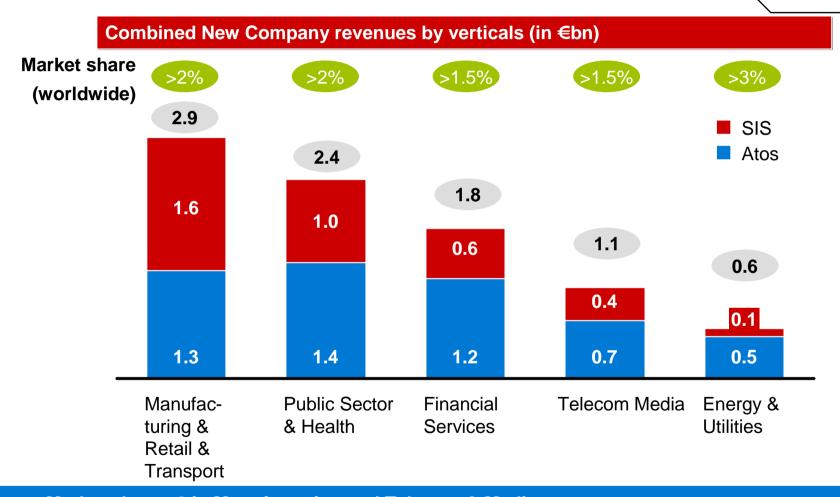


Appendix





Additional strengths in verticals



- » Market share x2 in Manufacturing and Telecom & Media
- » A more balanced portfolio reducing overall exposure to verticals' cycles

Source: IMF, Gartner 2009, 1USD= 0.72 EUR; SIS at transaction perimeter

Atos Origin

Examples of specialised offers cross selling in Systems Integration

	Atos	SIS
» Enterprise Content Management	✓	✓
» Testing & Acceptance Management	✓	
» Identity & Security Risk Management – IT Security	✓	✓
» Nuclear I&C	✓	
» Smart Metering – Energy Solutions	✓	✓
» Telecom Billing	✓	
» Next Generation Internet Network	✓	
» Business Intelligence		✓
» Product Lifecycle Management/ Industry		✓
» ERP Consolidation & Harmonization		✓
» Civil and National Security		✓

Atos Origin

SIS existing transactions-based assets

- » Type of contracts
 - » Intellectual property owned by SIS
 - » Transactions-based revenue model

Examples of SIS businesses

- » UK government bonds managing platform
- » UK public sector: vehicles licensing and testing
- » Contracts in the security business

Atos HTTS corresponding businesses



- » UK Government gateway
- » Biometric passports issuing systems for French Government

» SIS already owns assets in electronic services (e-CS), which after assessment could represent €250 million