Disclaimers

» This presentation contains further forward-looking statements that involve risks and uncertainties concerning the Group’s expected growth and profitability for 2007. Actual events or results may differ from those described in this presentation due to a number of risks and uncertainties that are described within the 2006 annual report filed with the Autorités des Marchés Financiers (AMF) on 6 April 2007 as a Document de Référence under the registration number : D07-302
Agenda

» H1 2007 Business overview
» H1 2007 Financial performance
» Action plans and specific status
» Transformation Plan
» 2007 Outlook and 2009 Objectives
Financial highlights of H1 2007

» Revenue in line with our expectations at EUR 2,890 M with top line growth at +7.2% and organic growth at +2.7%.

» Excluding purchase for reselling, organic growth at +6.0% for IT services

» Operating margin at EUR 118 M at 4.1% margin rate (3.5% margin in Q1 07 and 4.6% in Q2 07) after EUR 12 M as operating costs transformation plan.

» Operating income at EUR 108 M and net income Group share at EUR 57 M

» Net debt at EUR 509 M at the end of June including EUR 169 M of CAPEX compared to EUR 326 M end of June last year

» Specific action plans in the UK and Italy underway
Business highlights in H1 2007

» Group’s Transformation Plan well on track with good progress and clear vision on the next major milestones

» Order entry at EUR 2.5 billion with a book to bill ratio at 88%. On a 12 months period (July 06 to June 07), the book to bill ratio is 114% with an order entry of EUR 6.3 billion

» The main signatures in renewals and new business in H1 were clients such as : LCH Clearnet, ADP GSI, Draka, E-Plus, Equens, ING.

» Full backlog at EUR 8.1 billion up compared to June 06 level by EUR +0.9 billion and representing 1.4 years of revenues

» Banksys integration well on track and contribution to Group operating margin as expected

» Group Management Board structure renewed to efficiently drive the company
### Main commercial wins in H1 07

#### Consulting
- **France**: SNCF
- **United Kingdom**: Large bank
- **Iberia**: Gerencia Informatica Seguridad Social

#### Systems Integration
- **France**: GDF, EDF
- **United Kingdom**: Network Rail, NHS Scotland, Premier foods
- **The Netherlands**: Nuon, KPN, Heineken, Shell
- **Germany-Central Europe**: E-Plus
- **Italy**: TIM, Poste Italiane
- **Iberia**: Caja Madrid
- **Africa**: Maroc Telecom
- **South America**: Ministry of Sport of Brazil

#### Managed Operations
- **France**: BNP Paribas, LCH Clearnet, ADP GSI, Alstom
- **United Kingdom**: Department for Environment, Food and Rural Affairs, Premier Travel, Euronext, National Car Parks
- **The Netherlands**: Draka, Equens
- **Italy**: Wind Telecomunicazioni
- **Asia Pacific**: Tai Fook Securities, Noble Group
**Key Challenges for the Group**

**Service Lines and Specialised activities**

<table>
<thead>
<tr>
<th>CONSULTING</th>
<th>ATOS WORLDLINE</th>
<th>ATOS EURONEXT MARKET SOLUTIONS</th>
<th>MEDICAL BPO</th>
</tr>
</thead>
<tbody>
<tr>
<td>» Consistent approach in Europe</td>
<td>» SEPA consolidation</td>
<td>» NYSE Euronext</td>
<td>» NHS Diagnostics termination</td>
</tr>
<tr>
<td>» Leverage Consulting activity with other service lines</td>
<td>» International development</td>
<td>» Stock Exchange Consolidation</td>
<td></td>
</tr>
<tr>
<td>» France and UK</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| SYSTEMS INTEGRATION                 |                                              |                                |                                  |
| » Industrialisation and offshoring  |                                              |                                |                                  |
| » Productivity and quality          |                                              |                                |                                  |
| » Innovation                        |                                              |                                |                                  |
| » Increase profitability            |                                              |                                |                                  |

| MANAGED SERVICES                    |                                              |                                |                                  |
| » Global Delivery and offshoring    |                                              |                                |                                  |
| » Increase global sales capabilities |                                              |                                |                                  |
| » Value-added service and balanced portfolio |                            |                                |                                  |
| » Increase profitability            |                                              |                                |                                  |
The Transformation Plan is mandatory

- To improve competitiveness and efficiency
- To come back to 8% of Operating Margin in 2009
- To generate strong recurring free cash flow

Operational Performance  Portfolio Management  Growth  Human resources

- A measurable operational change with strong commitments
- A cultural change which has really started

To create value for stakeholders
Agenda

» H1 2007 Business overview
» **H1 2007 Financial performance**
» Action plans and specific status
» Transformation Plan
» 2007 Outlook and 2009 Objectives
### H1 2007 – Revenue organic growth

<table>
<thead>
<tr>
<th>In € Million</th>
<th>H1 2007</th>
<th>H1 2006</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue reported for H1 2006</td>
<td>2,890</td>
<td>2,696</td>
<td>+7.2%</td>
</tr>
<tr>
<td>Acquisition</td>
<td>(136)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Disposals</td>
<td></td>
<td>(10)</td>
<td></td>
</tr>
<tr>
<td>Exchange Rates and other</td>
<td></td>
<td>(4)</td>
<td></td>
</tr>
<tr>
<td><strong>Organic growth</strong></td>
<td>2,754</td>
<td>2,681</td>
<td>+2.7%</td>
</tr>
<tr>
<td><strong>Organic growth excl. purchases for re-selling</strong></td>
<td></td>
<td></td>
<td>+6.0%</td>
</tr>
</tbody>
</table>
Backlog coverage

H1-07

On the basis of +8.5% top line growth in 2007

Revenue & Backlog 84%

To find 6%

Pipe 10%

H1-06

Revenue & Backlog 83%

To find 7%

Pipe 10%
## Performance by service line

<table>
<thead>
<tr>
<th>In € Million</th>
<th>Revenue</th>
<th>Operating Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>H1 2007</td>
<td>H1 2006</td>
</tr>
<tr>
<td>Consulting</td>
<td>189</td>
<td>206</td>
</tr>
<tr>
<td>Systems Integration</td>
<td>1,168</td>
<td>1,131</td>
</tr>
<tr>
<td>Managed Operations</td>
<td>1,533</td>
<td>1,359</td>
</tr>
<tr>
<td>Corporate Central</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Group</td>
<td>2,890</td>
<td>2,696</td>
</tr>
</tbody>
</table>

(*) Organic growth at constant scope and exchange rates
## Consulting

<table>
<thead>
<tr>
<th>In € Million</th>
<th>H1 2007</th>
<th>H1 2006</th>
<th>% Change</th>
<th>% Organic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>189</td>
<td>206</td>
<td>-8.4%</td>
<td>-6.5%</td>
</tr>
<tr>
<td>Operating margin</td>
<td>11.5</td>
<td>25.6</td>
<td>-55.2%</td>
<td></td>
</tr>
<tr>
<td>Operating margin rate</td>
<td>6.1%</td>
<td>12.4%</td>
<td>-6.3 pt</td>
<td></td>
</tr>
<tr>
<td>Headcount at closing (Jun/Dec)</td>
<td>2,625</td>
<td>2,698</td>
<td>-2.7%</td>
<td></td>
</tr>
</tbody>
</table>

Operating margin including global service lines costs

- Revenue organic decrease by -6.5% and limited to -1% excluding UK
- The Netherlands revenue flat despite high attrition reflecting tensions on labour market
- In France ramp-down of two contracts where the activity was high in 2006
- In the UK:
  - Reorganization / Rationalization program initiated in H2 2006 with down-sizing of the operation
  - Shortfall in new business to replace the MOD ramp down
  - Utilisation rate improving from 51% end of 2006 to 59% average in Q1 and Q2 07 as a result of restructuring and improved level of order entry
- Strong growth in Spain and Belgium, new practices launched in Belgium

---

**In € Million**

<table>
<thead>
<tr>
<th></th>
<th>H1 2007</th>
<th>H1 2006</th>
<th>% Organic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>189</td>
<td>206</td>
<td>-6.5%</td>
</tr>
<tr>
<td>Operating margin</td>
<td>11.5</td>
<td>25.6</td>
<td></td>
</tr>
<tr>
<td>Operating margin rate</td>
<td>6.1%</td>
<td>12.4%</td>
<td>-6.3 pt</td>
</tr>
<tr>
<td>Headcount at closing (Jun/Dec)</td>
<td>2,625</td>
<td>2,698</td>
<td>-2.7%</td>
</tr>
</tbody>
</table>

**Pie Chart Distribution**

- UK: 31%
- The Netherlands: 19%
- EMEA: 13%
- France: 37%
Systems Integration

- Contracts recovery plan in progress in the UK
- Strong reduction of overruns overall in the Group
- Staff recruitment increase as compared with 2006, but increase of attrition rate
- Good level of utilization rate at 81%, for average H1 07
- Group organic growth at +3.9%, at +6.3% excluding UK and Italy
- Growth mainly in The Netherlands, Germany, other EMEA, Americas and Asia Pacific
- Stable revenue in France (staff capacity) and in the UK (recovery plan)
- Italy from -9.1% organic growth in Q1 07 to -4.5% in Q2
- Operating margin in progress, still low due to higher number of subcontractors and projects productivity addressed by the industrialization plan

### Operating margin including global service lines costs

<table>
<thead>
<tr>
<th>In € Million</th>
<th>H1 2007</th>
<th>H1 2006</th>
<th>% change</th>
<th>% Organic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,168</td>
<td>1,131</td>
<td>+3.3%</td>
<td>+3.9%</td>
</tr>
<tr>
<td>Operating margin</td>
<td>39.4</td>
<td>35.9</td>
<td>+9.8%</td>
<td></td>
</tr>
<tr>
<td>Operating margin rate</td>
<td>3.4%</td>
<td>3.2%</td>
<td>+0.2 pt</td>
<td></td>
</tr>
<tr>
<td>Headcount at closing (Jun/Dec)</td>
<td>24,514</td>
<td>24,836</td>
<td>-1.3%</td>
<td></td>
</tr>
</tbody>
</table>

France: 28%
EMEA: 14%
The Netherlands: 18%
UK: 9%
Germany & CE: 3%
Americas: 5%
Asia Pacific: 3%
Managed Operations

<table>
<thead>
<tr>
<th></th>
<th>H1 2007</th>
<th>H1 2006</th>
<th>% change</th>
<th>% Organic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,533</td>
<td>1,359</td>
<td>+12.8%</td>
<td>+3.1%</td>
</tr>
<tr>
<td>Operating margin</td>
<td>104.4</td>
<td>105.7</td>
<td>-1.2%</td>
<td></td>
</tr>
<tr>
<td>Operating margin rate</td>
<td>6.8%</td>
<td>7.8%</td>
<td>-1.0 pt</td>
<td></td>
</tr>
<tr>
<td>Headcount at closing (Jun/Dec)</td>
<td>22,936</td>
<td>22,132</td>
<td>+3.6%</td>
<td></td>
</tr>
</tbody>
</table>

Organic growth supported mainly by France Managed Services and The Netherlands; +5.1% excluding UK

UK Operations still impacted by the end of Metropolitan Police contract in June 2006 not yet compensated by new contracts, progressive ramp-ups

Atos Worldline at +5.1% organic growth and represents more than 20% of total MO, after integration of Banksys

New contracts start-up impacted Operating Margin in H1 07
### Performance by geographical area

<table>
<thead>
<tr>
<th>In € Million</th>
<th>Revenue</th>
<th>Operating Margin</th>
<th>Operating Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>H1 2007</td>
<td>H1 2006</td>
<td>% Organic growth (*)</td>
</tr>
<tr>
<td>France</td>
<td>807</td>
<td>809</td>
<td>+0.3%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>528</td>
<td>541</td>
<td>-4.2%</td>
</tr>
<tr>
<td>The Netherlands</td>
<td>548</td>
<td>519</td>
<td>+5.6%</td>
</tr>
<tr>
<td>Germany + Central Europe</td>
<td>293</td>
<td>289</td>
<td>+3.2%</td>
</tr>
<tr>
<td>Rest of EMEA</td>
<td>523</td>
<td>375</td>
<td>+4.4%</td>
</tr>
<tr>
<td>Americas</td>
<td>118</td>
<td>98</td>
<td>+29.7%</td>
</tr>
<tr>
<td>Asia</td>
<td>74</td>
<td>65</td>
<td>+19.8%</td>
</tr>
<tr>
<td>Corporate</td>
<td>(38.2)</td>
<td>(41.3)</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Total Group before costs of Transformation Plan</td>
<td>2,890</td>
<td>2,696</td>
<td>+2.7%</td>
</tr>
<tr>
<td>Transformation Plan operating costs</td>
<td>(11.6)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Group after costs of Transformation Plan</td>
<td>2,890</td>
<td>2,696</td>
<td>+2.7%</td>
</tr>
</tbody>
</table>

(*) Organic growth at constant scope and exchange rates
# Revenue to Operating Income

<table>
<thead>
<tr>
<th>In € Million</th>
<th>H1 2007</th>
<th>H1 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2 890</td>
<td>2 696</td>
</tr>
<tr>
<td>OMDA</td>
<td>201</td>
<td>222</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>118</td>
<td>133</td>
</tr>
<tr>
<td>% revenue</td>
<td>4.1%</td>
<td>4.9%</td>
</tr>
<tr>
<td>Restructuring and rationalization</td>
<td>(29)</td>
<td>(8)</td>
</tr>
<tr>
<td>Net profit / (charge) relating to major litigations</td>
<td>(5)</td>
<td>(12)</td>
</tr>
<tr>
<td>Capital gains and losses on disposal of assets</td>
<td>22</td>
<td>(1)</td>
</tr>
<tr>
<td>Impairment losses on LT assets</td>
<td></td>
<td>(60)</td>
</tr>
<tr>
<td>Other</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>Operating income</td>
<td>108</td>
<td>59</td>
</tr>
<tr>
<td>% revenue</td>
<td>3.7%</td>
<td>2.2%</td>
</tr>
</tbody>
</table>

- **UK contracts recovery**
- **320 staff restructuring mainly Italian and UK recovery plan**
- **Mainly UK**
- **Disposal of Actis in Germany**
- **Impairment in Italy in 2006**
## Operating Income to Net Income

<table>
<thead>
<tr>
<th>In € Million</th>
<th>H1 2007</th>
<th>H1 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating income</strong></td>
<td>108</td>
<td>59</td>
</tr>
<tr>
<td>% revenue</td>
<td>3.7%</td>
<td>2.2%</td>
</tr>
<tr>
<td><strong>Net cost of financial debt</strong></td>
<td>(13)</td>
<td>(11)</td>
</tr>
<tr>
<td><strong>Other financial income-expense</strong></td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td><strong>Net financial expenses</strong></td>
<td>(7)</td>
<td>(5)</td>
</tr>
<tr>
<td><strong>Income tax expenses</strong></td>
<td>(38)</td>
<td>(35)</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>63</td>
<td>18</td>
</tr>
<tr>
<td><strong>Group Share</strong></td>
<td>57</td>
<td>10</td>
</tr>
<tr>
<td><strong>Minority interests and affiliates</strong></td>
<td>6</td>
<td>8</td>
</tr>
</tbody>
</table>

- 5.23% interest costs on EUR 479 M average debt
- Pensions and exchange rates
- Tax rate of 37.5%, excluding Italy below 30%
## Cash flow statement

<table>
<thead>
<tr>
<th></th>
<th>H1 2007</th>
<th>H1 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash from operating activities</td>
<td>145</td>
<td>189</td>
</tr>
<tr>
<td>Income tax paid</td>
<td>(17)</td>
<td>(9)</td>
</tr>
<tr>
<td>Change in working capital</td>
<td>(103)</td>
<td>(197)</td>
</tr>
<tr>
<td>Net cash from (used in) operating activities</td>
<td>25</td>
<td>(17)</td>
</tr>
<tr>
<td>Capital Expenditure</td>
<td>(169)</td>
<td>(96)</td>
</tr>
<tr>
<td>Disposal of fixed assets</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Net operating investment</td>
<td>(168)</td>
<td>(94)</td>
</tr>
<tr>
<td>Net cash from current operations</td>
<td>(143)</td>
<td>(112)</td>
</tr>
<tr>
<td>Other changes</td>
<td>(28)</td>
<td>(25)</td>
</tr>
<tr>
<td>Net cash before financial investments</td>
<td>(171)</td>
<td>(137)</td>
</tr>
<tr>
<td>Financial investments</td>
<td>3</td>
<td>(15)</td>
</tr>
<tr>
<td>Disposal of financial assets</td>
<td>20</td>
<td>7</td>
</tr>
<tr>
<td>Net financial investments</td>
<td>23</td>
<td>(9)</td>
</tr>
<tr>
<td>Net cash flow</td>
<td>(148)</td>
<td>(145)</td>
</tr>
<tr>
<td>Opening net debt</td>
<td>360</td>
<td>181</td>
</tr>
<tr>
<td>Closing net debt</td>
<td>509</td>
<td>326</td>
</tr>
</tbody>
</table>
### Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>30 Jun 2007</th>
<th>31 Dec 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Goodwill</strong></td>
<td>2 042</td>
<td>2 046</td>
</tr>
<tr>
<td><strong>Intangible assets</strong></td>
<td>122</td>
<td>118</td>
</tr>
<tr>
<td><strong>Tangible assets</strong></td>
<td>442</td>
<td>382</td>
</tr>
<tr>
<td><strong>Financial assets</strong></td>
<td>52</td>
<td>45</td>
</tr>
<tr>
<td><strong>Net deferred tax assets</strong></td>
<td>267</td>
<td>258</td>
</tr>
<tr>
<td><strong>Non Current Assets</strong></td>
<td>2 925</td>
<td>2 849</td>
</tr>
<tr>
<td><strong>Working Capital</strong></td>
<td>198</td>
<td>130</td>
</tr>
<tr>
<td><strong>Shareholders Equity</strong></td>
<td>1 725</td>
<td>1 675</td>
</tr>
<tr>
<td><strong>Equity of minority interests</strong></td>
<td>169</td>
<td>166</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>1 894</td>
<td>1 840</td>
</tr>
<tr>
<td><strong>Net Deferred tax liabilities</strong></td>
<td>53</td>
<td>55</td>
</tr>
<tr>
<td><strong>Non current financial instruments</strong></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td><strong>Pensions</strong></td>
<td>446</td>
<td>459</td>
</tr>
<tr>
<td><strong>Provisions for contingencies and losses</strong></td>
<td>221</td>
<td>264</td>
</tr>
<tr>
<td><strong>Provisions</strong></td>
<td>667</td>
<td>723</td>
</tr>
<tr>
<td><strong>Net debt</strong></td>
<td>509</td>
<td>360</td>
</tr>
</tbody>
</table>

- **Replacement Operating lease vs CAPEX and new contracts**
- **Net pension deficit reduced by EUR 337 M**
- **Restructuring and contracts recovery**
Staff Evolution (1/2)

» Hiring: 5,171 new employees, satisfactory level of recruitment up by +12% compared to H1 2006

» Staff attrition up in line with the dynamic market demand at 14.8% in June 2007 compared to 11.6% in H1 2006 and 13.8% in H2 2006
Staff evolution (2/2)

» H1 07 vs H1 06 average productive staff grew +5.8% vs revenue growth of +7.2% and +10.1% on IT services

» Indirect staff grew by 4% compared to +7.2% revenue growth, staff increase mainly due to Banksys; excluding Banksys, staff decreased by 1.8% compared to revenue organic growth of +2.7%

» Average staff growth concentrated in:
  ▪ Asia Pacific with +25 % with 700 staff
  ▪ Other EMEA +13% with 1,200 staff mainly coming from Banksys
Agenda

» H1 2007 Business overview
» H1 2007 Financial performance
» Action plans and specific status
» Transformation Plan
» 2007 Outlook and 2009 Objectives
France (1/2)

» A 3 year strategic Plan is in progress and will be finalised next September with vision by Markets (offerings, commercial actions) to push organic growth

» Consulting

- Appointment of a new CEO
- Recruitment of new partners and senior managers in Q3 07
- Recruitment campaign for hiring managers and senior consultants in H2 07
- Strong Sales Action Plan on large accounts in Finance and Public Sector
- New organization in place since June 07 with business units by sectors and transversal practices (change management, enterprise transformation, strategy and marketing) to increase sales performance in all sectors
France (2/2)

» Systems Integration
  - Operational indicators such as utilization rate at 83% and Average Daily Rate (+2% H1 07 vs H1 06) in progress
  - Aggressive sales actions implemented in Q2 07 with large amount of orders in early H2 07
  - Strong acceleration of recruitment in Q2 07, with 1 600 hiring targeted end of 2007
  - HR plan to re-skill and re-adapt 700 development staff launched in May 07
  - Close-shore, near-shore and off-shore actions accelerating
  - All actions linked to Transformation Plan launched in Q2 2007

» Managed Services
  - Growth at +6.4% with new contracts, and up-selling business
  - Near-shore and off-shore initiatives progressing
  - Transformation Plan investments launched to optimize infrastructures
  - Recruitment campaign launched for hiring in H2 07
UK 1/2

» Consulting
  - Restructuring completed
  - Utilization rates improved from 51% in December 06 to 59% average in Q1 07 and Q2 07
  - Increased focus on pipe

» Systems Integration
  - Industrialization momentum – preferred supplier for major financial institution
  - Off-shoring volume 142 FTE by June. Target doubled at 250 by year-end
  - Professional services gaining traction particularly in Financial Services
  - Restructuring underway; 70 staff left in Q1 and 60 to go July / August
  - Situation settled in 3 out the 4 difficult contracts from 2006
Managed Operations

- Transition
  - DCA – competed first phase June 2007 (in line with plan)
  - NFUM – completed July 2007
  - NHS Scotland – completed April 2007
  - Gateway Portal – portal completed, further elements to complete

- Off-shoring to Malaysia and India

Medical Services

- NHS Diagnostics contract:
  - Major investments done in H1 07
  - Termination on 25 July 2007
  - Settlement negotiation in H2 07 with cash-in objective
Italy

» Recovery in process with revenue decrease of -9.5% in Q1 07 and limited to -1.4% in Q2 07

» Restructuring in process: 310 staff at the end of June 2007 (total cost of EUR 31 M for EUR 24 M yearly savings)

» Reduction of subcontractors from 310 end of 2006 to 256 end of June 2007 despite new business signed

» Increase of utilisation rate to 80% in June 07 vs 78% in January 07

» Managed Operations: mainframe transferred to Germany finalised, printing activity outsourced, cluster with France Managed Services progressing (EUR 1.1 M savings per year)

» Cost savings in housing and logistics with space reduction in each city and effect as of Q3 2007. One site closed in Pont Saint Martin, space reduced in Napoli and Roma. Total yearly savings of EUR 4.1 M more planned in Milano and Torino end of 2007
KPN and Atos Origin reinforce collaboration and renew outsourcing agreements

- Agreement signed with KPN on 18 July 2007 redefining their relationship in The Netherlands
- Atos Origin will continue to deliver vast majority of services currently delivered to KPN
- Outsourcing contract will have a minimum duration of 3 years
- Atos Origin will continue to perform application maintenance and enhancement services for KPN in The Netherlands.
- As part of change of strategy of KPN and in line with Atos Origin’s datacenter consolidation, Atos Origin will transfer three of its six datacenter sites
- In-sourcing of end user services by KPN
- No transfer of personnel between KPN and Atos Origin
- Contracts in Germany and in Belgium not changed
Renault contract: Preferred partner for Application Management

- 5 years contract signed end of 2004
- Transformation started in February 2005
- 1 300 subcontractors to be replaced by Atos Origin people
- In 2006:
  - ✓ Delay in substituting subcontractors by internal staff but today only 100 subcontractors remain
  - ✓ Offshore and closeshore plan on track since H2 2006
  - ✓ Service level on track since H2 2006
- In 2007, 1 100 Atos Origin staff working on the contract of which 140 in India to increase to 300 in 2008
- Industrialization will allow CMMI3 certification for Renault end of 2007
- Contract profitable in 2007 after two years of investments
Agenda

» H1 2007 Business overview
» H1 2007 Financial performance
» Action plans and specific status
» Transformation Plan
» 2007 Outlook and 2009 Objectives
The 303 Plan changes the way we operate our company

303 PLAN

3 objectives over 3 years

Accelerate organic growth capabilities

Improve operational efficiency

Operate as a Global Company

• 7 Major Initiatives
• More than 70 projects
• All countries are involved
• EUR 45 M net cost for 2007
• Restructuring and adaptation plans for more than 1,000 staff launched
First achievements of the 303 Plan in H1 2007

1. Opening of the Atos University Sales & Markets with the objective to train the whole sales force each year
2. Choice of common Industrialization tools, processes and organization for all countries
3. Implementation of a new governance model in India with margin in the demand countries
4. Start of an aggressive recruitment campaign in India doubling net joiners from January to June 2007
5. Launch of a staff adaptation plan for 700 FTEs in France
6. Acceleration of consolidation of mainframe activities into one centre in Germany with Italy closed
7. Closing of 2 data centers, 3 others under closing
8. Purchasing specific projects on 5 priority categories to provide quick wins
Industrialization is changing the delivery culture of the company

**Project objectives**

- Improve efficiency and decrease cost of delivery by EUR 60 M
- Reduce project slippage by more than 1% of external revenue
- Facilitate and enable close-, near- and offshoring

**Achievements**

- Launch of 7 key projects (Test factory, Business Requirements, Software Production Line, Productivity Management, Project Management, Application Mining, Configuration Management)
- Choice of common tools, processes and organization finished for all countries
- Development and validation by all countries of a “shared service center” concept for generalization of tools (on a cost-per-seat basis)
- Roadmap for rollout across all countries defined and validated
- Acceleration of CMMI3 certification of delivery centers: 6th development center in France certified, other European centers to follow shortly

**Next Milestones**

- Purchase of tools completed at the end of Q3 2007
- Roll-out of solutions, processes and training: Q3 2007
The offshore initiative is well on track to reach the target of 8,000 FTEs in 2009

**Project objectives**

- Perform **20% of SI work offshore in ’09**, resulting in EUR **25 M savings** (full-year)
- **Generate top-line growth** by enhancing the attractiveness of proposals
- **Gain access to a broader resource pool** to compensate shortage (Europe)

**Achievements**

- **Implementation of a new governance model in India** with margin in the large European countries – this has triggered strong demand
- **Launch of an aggressive recruitment campaign** in India producing more than 100 net joiners per month
- **Increased speed and scale** for the **nearshore center in Morocco** through acceleration of MS services and signature of a strategic deal
- **Start of development of a nearshore center in Eastern Europe**
- **Consolidation of group position in MS Offshoring** as a differentiation factor

**Next Milestones**

- **Finalization of nearshore center in Eastern Europe** (Q3 07)
- **Set-up of governance in Brazil** in line with the model in India
- **CMMI 3 Certification** for Brazil (Q3 07)
- **Investigate acceleration of offshore in India** (H2)
In Managed Services, the consolidation of our delivery structure is well advanced

**Project Objectives**

- Improve operating margin by EUR 50 M on a full-year basis in 2009 by
  - Standardized, clarified offers and processes
  - Consolidated structures and optimized organization
  - Offshoring

**Achievements**

- Acceleration of consolidation of mainframe activities into one centre in Germany with Italy closed. Once completed, the consolidation of the mainframe activities will generate EUR 13 M savings on a full-year basis
- Closing of 2 data centers in the UK and in Germany, 3 others under closing
- Acceleration of MS offshoring in order to reach 1,000 FTEs by year-end and 1,900 in 2009, which will generate EUR 7 M of savings full-year
- Good progress in streamlining of organization, on track with plan. The new streamlined organization will generate savings of EUR 12-15 M (full-year)

**Next Milestones**

- Mainframe transfer of The Netherlands finalized (in addition to Italy) - Q4 07
- 6 Data Centers closed – Q4 07
- Increase of offshore capacity by 400 to reach 1,000 FTEs – Q4 07
- 80% of the streamlining of the organization achieved – Q4 07
A new, centralized purchasing organization will help accelerate savings

**Project objectives**

» Generate savings of EUR 50 M in 2009

» Ensure stronger involvement of purchasing in strategic decisions and specifications. Implement a **monitoring system to track & log savings in P&L**

**Achievements**

» Implementation of a centralized purchasing organization

» New Purchasing Senior VP appointed

» Launch of specific purchasing projects on 5 priority categories (Storage, Subcontractors, Telecommunications, Midrange Maintenance, PCs & Servers).

» **Subcontractors:** NL: RFP launched in May, negotiations ongoing  
   UK: Price renegotiation resulted in 11% price reduction  
   FR: RFP launched

» **Midrange maintenance:** RFP launched

» **Telco:** RFQ launched group-wide for fixed and mobile

» **PCs and Servers:** RFI launched, e-RFP and e-auctions in July

**Next Milestones**

**Subcontractors:** The Netherlands, France: finalize negotiations following the launch of a RFP

**Telecommunications:** Finalize negotiations for fixed and mobile following launch of RFP; Finalize roadmap for VoIP, effect of rollout expected in 2008

**PCs and Servers:** Finalize negotiations following e-auction
The creation of a strong sales culture has started

**Project objectives**

» Creation of a **strong sales culture** and increased motivation
» **More added value for the customer** through reinforcement of global markets
» **Greater efficiency of the sales process** through homogenous and aligned sales organizations, processes, tools and governance rules
» **Better leveraging of existing solutions**, more *up-and cross-selling*

**Achievements**

» Launch of **group-wide homogenous sales organizations and processes**
» Transformation of **existing global markets** into **strong operational bodies** in charge of elaborating a market strategy, driving key offers, providing bid support
» Creation of **Sales University** to assess the current skill level of the sales force and better train them on **strategic selling, industry knowledge and IT skills**
» Launch of a **new career path** for sales executives to **increase their motivation** and **best reassign sales staff** according to their profiles

**Next Milestones**

» **Global Market Leaders** in place for all 7 global markets (Q4 07)
» **Uniform sales organisations**, processes and **account plans** in place operational for 2008
» **Sales University**: 260 sales people trained end of 07, 750 end of 08; ramping up to the equivalent of the total sales force of the company on a full-year basis in 2009
» **Sales Career Path**: Full vision of career opportunities for the sales force to start in Q4 07
The talent initiative will help us become an employer of choice in the IT sector

**Project objectives**

- Develop a pool of high performing employees and increase the ability to develop and retain the best people
- Foster global and international mindset through increased mobility
- Increase mobility across functions

**Achievements**

- Implementation of a new online Global Performance Management system for setting clear and measurable performance objectives
- **Strengthening of the Atos University** with the continuation of the Global Leadership Development Program GOLD
- Assignment of a Talent Manager at Group level
- Implementation of a new international development program - Relay

**Next Milestones**

- Identification of the pool of top talents
- Implementation of the Project Managers and Technical Architects training and career framework (Q4 07)
- Development and implementation of an online individual development plan (Q4)
- Review of the talent pool and succession plan by the Executive Committee (Q3)
The aim of this initiative is to help focus the finance, HR and IT teams on added-value tasks

**Project objectives**

» Help Atos Origin deliver profitable growth, **enhance predictability** and **ensure complete reliability of information**

» **Proactively monitor the evolution of service offering and pricing, customer profitability and the talent labor market**

» **Operate more globally trough single global applications**

**Achievements**

» Launch of a **new Group controlling organization** to reinforce the control of the operations and to better support the business

» **Centralization of expert functions** (Treasury, Tax and Internal Audit) to optimize the cost base and improve efficiency

» Appointment of **project leader and strategic partner** for the implementation of a **Shared Services Center**

» Completion of **HR job function mapping**, upskilling and design of KPIs

» **Reengineering of three core HR processes (Personnel Administration and Payroll, Training, Recruitment)**

» Appointment of a **new Group CIO**

**Next Milestones**

» **Delivery of remaining core processes for Finance and HR and associated IT system requirements**

» **Completion of business model for Finance and HR Shared Service Centers and preparation of pilot and deployment for 2008**
Agenda

» H1 2007 Business overview
» H1 2007 Financial performance
» Action plans and specific status
» Transformation Plan
» 2007 Outlook and 2009 Objectives
2007 OUTLOOK

» Generate +8.5% of top line growth; +4.0% organic growth

» Improvement of operating margin in the UK and in Italy

» Improvement of operating margin rate before Transformation costs, and slight improvement in absolute value after Transformation costs

**Focus on core activities and Transformation Plan execution**
2009 Objectives

- Double our operating margin in absolute value from 2006 to 2009
- Generate corresponding free cash flow in 2009

To increase shareholder value
Paris, 1 August 2007

Questions

- Boost performance
- Reduce cost
- Increase agility
- Enhance CRM
- Shorten time to market
- Drive innovation
- Improve efficiency
- Increase adaptivity
- Enable business transparency
- Ensure regulatory compliance
Atos Origin H1 2007 Results

Paris, 1 August 2007