

Atos Origin Q1 2007 Revenues

Conclusion of Group review of strategic options

Paris, 14 May 2007

#### **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**



» CONCLUSION OF REVIEW OF STRATEGIC OPTIONS

» Q1 2007 HIGHLIGHTS

» Q1 2007 FINANCIAL PERFORMANCE

» STATUS ON TRANSFORMATION PLAN

» 2007 OUTLOOK

## Conclusion of review of strategic options



- Strategic review announced 26 March 2007 following expressions of interest
- Indepth but short review process without disruption to operations
- » No binding offers at end of process, few private equities familiar with IT sector therefore reference price difficult to achieve
- » Supervisory and Management Board unanimous in decision to continue to pursue stand-alone option as best value creating strategy for all stakeholders on the basis of the execution of the transformation plan
- » Performance on track, transformation plan gaining momentum, strong client base, recurring revenues and healthy financial situation
- » Accelerate development in payment sector capitalizing on strength of Atos Worldline
- » Pursue development opportunities in Asia
- Objective of doubling operating margin in absolute value by end 2009 confirmed

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# **Q1 2007 Financial highlights**



- » Revenue at EUR 1,435 M with top line growth at +6.9% and organic growth at +2.5%
- » Underlying net debt of EUR 411 M compared to EUR 360 M as of 31 December 2006
- » Transformation Plan well on track
- » UK action plan in progress
- » Italy restructuring in progress with some delay

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# Q1 2007 – Revenue organic growth



In € Millions	Q1 2007	Q1 2006	% Change
Revenue reported for Q1 2006	1,435	1,342	+6.9%
Acquisition	(65)		
Disposals		(5)	
Exchange Rate impact		(1)	
Organic growth	1,370	1,336	+2.5%

# Performance by geographical area



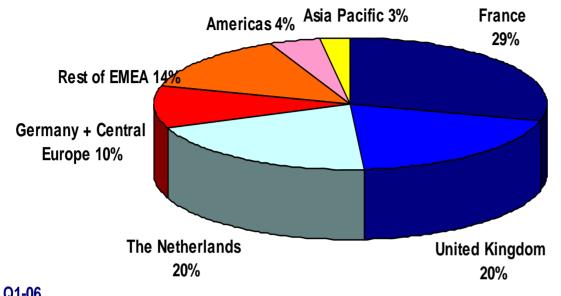
In €Millions	Revenue				
	Q1 2007	Q1 2006	% Current growth	% Organic growth*	
France	398	405	-1.7%	-1.1%	
United Kingdom	273	270	+1.2%	-1.3%	
The Netherlands	273	259	+5.6%	+5.6%	
Germany + Central Europe	143	143	+0.2%	+1.7%	
Rest of EMEA	257	186	+38.4%	+4.4%	
Americas	55	47	+17.3%	+29.7%	
Asia Pacific	35	33	+7.3%	+13.3%	
Total Group	1,435	1,342	+6.9%	+2.5%	

<sup>(\*)</sup> Revenue organic growth: at constant scope and exchange rates

# Revenue mix by geography

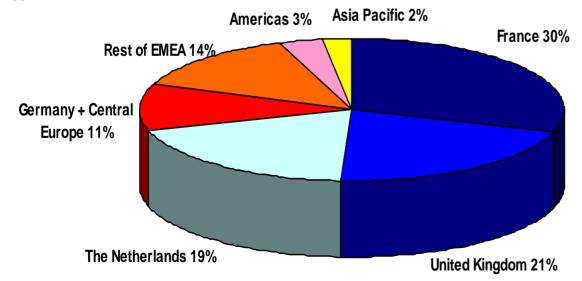






At constant scope and exchange rates





#### **UK 1/2**

#### » Consulting



- Staff / profile mix underway and 50 staff restructured
- New organisation in place facing off Public, Private and Finance sectors
- Utilisation rates from 51% in December 2006 to 63% in March 2007 :

+6 points coming from restructuring

+6 points coming from more volume

- Book to bill ratio in Q1 07 of 114%
- Systems Integration
  - Industrialization underway test factory running in Nottingham
  - Off-shoring volume target increased at 250 staff this year
  - Professional services organisation now up and delivering results
  - Restructuring underway; 70 staff left in Q1 and 60 in Q2 07
  - Situation settled in 3 out the 4 difficult contracts from 2006

#### **UK 2/2**



- » Managed Operations
  - Transition of all contracts underway (DCA, NFUM, NHS Scotland)
     Gateway portal)
  - Off-shoring to Malaysia and India in process
- » Medical Services
  - NHS Diagnostics contract :
    - > Early service contract in Q1 2007
    - > Decision to postpone the start of the prime contract in agreement with the customer
    - Necessary ramp-up period for change management
    - Effect in revenue 2007 EUR 17 million
    - >Set up of a clear sales operation to leverage opportunities within the NHS

#### **Italy**



- Revenue decreased by 9.8% in Q1-07 vs Q1-06
- Telecom sector growing
- Regione Sicilia build contract continues to develop
- Market environment still deteriorated and continued price pressure resulting in significant decrease of the ADR compared to Q1 2006
- Management efforts resulted in the increase of utilisation rate at 79%
- Industry remains the most difficult market particularly on Application Management and ERP
- Critical size issue on Managed Operations, cluster initiated with France Managed Services to benefit from larger scale
- Restructuring in process: 200 staff at the end of April 2007 on the total plan of 380
- Reduction of subcontractors from 310 end of 2006 to 229 end of March 2007
- Costs savings in housing and logistics with space reduction in each city and effect as of Q3 2007

#### Performance by service line



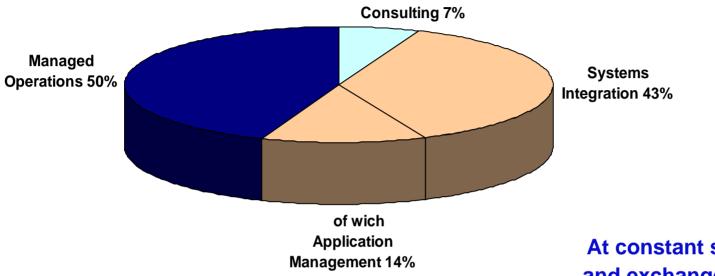
In €Millions	Revenue			
	Q1 2007	Q1 2006	% Current growth	% Organic growth*
Consulting	95	103	-8.0%	-6.3%
Systems Integration	584	570	+2.5%	+3.1%
Managed Operations	756	669	+13.0%	+3.4%
Total Group	1,435	1,342	+6.9%	+2.5%

<sup>(\*)</sup> Revenue organic growth: at constant scope and exchange rates

#### Revenue mix by service line

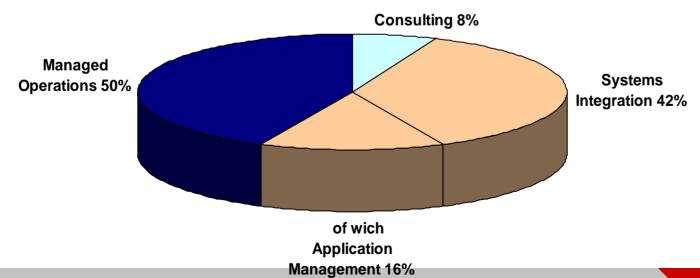




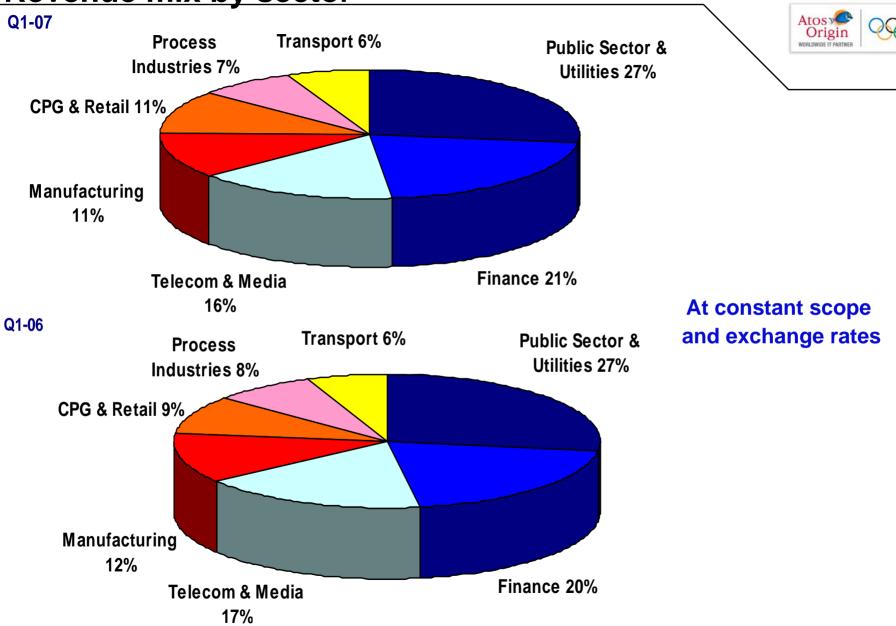


Q1-06

At constant scope and exchange rates

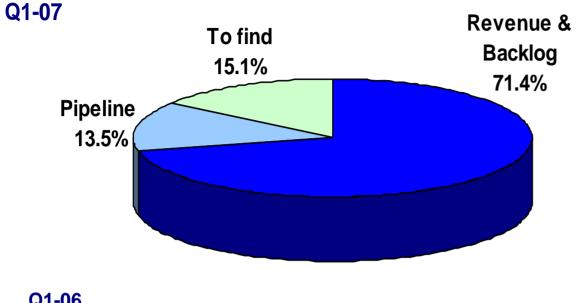


Revenue mix by sector



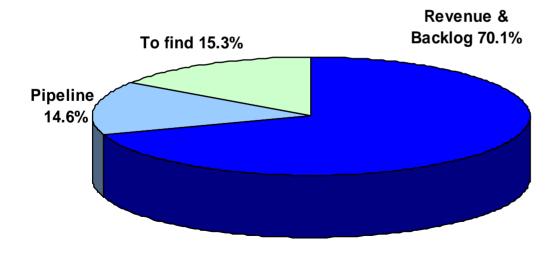
# Backlog coverage





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





#### **Staff Evolution**



Opening staff as of 31 December 2006	49,841
Hiring	+2,702
Disposals	(166)
Leavers	(2,090)
Lay-offs	(187)
Closing staff as of 31 March 2007	50,100

# Staff by geography



	Closing 31/12/06	Closing 31/03/07	% total	Change since opening	
France	14,887	14,974	30%	+87	+0.6%
United Kingdom	6,322	6,305	13%	(17)	-0.3%
The Netherlands	8,248	8,503	17%	+255	+3.1%
Germany + Central Europe	3,882	3,724	7%	(158)	-4.1%
Rest of EMEA	10,443	10,648	21%	+205	+2.0%
Americas	2,774	2,518	5%	(256)	-9.2%
Asia Pacific	3,110	3,239	6%	+129	+4.1%
Corporate	181	189	0%	+8	+4.4%
Total Group	49,847	50,100	100%	+253	+0.5%

# Staff by service line



	Closing 31/12/06	Closing 31/03/07	% total	Change since opening	
Consulting	2,698	2,631	5%	(67)	-2.5%
Systems Integration	24,836	24,376	49%	(460)	-1.9%
<b>Managed Operations</b>	22,132	22,904	46%	+772	+3.5%
Corporate	181	189	0%	+8	+4.4%
Total Group	49,847	50,100	100%	+253	+0.5%

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# 303 PLAN



#### 3 objectives over 3 years

- 1 Accelerate organic growth capabilities
- Improve operational efficiency
- Operate as a Global Company

	7 Initiatives	
Clients/ Offer	» Sales	
Global Delivery	<ul><li>» Industrialization</li><li>» Offshoring</li><li>» MS Global Delivery</li></ul>	
Talents	» Talents	
Support Functions	<ul><li>» Finance, HR and IT</li><li>» Purchasing</li></ul>	

The objectives and assumptions presented to the market in February have been confirmed and transformed into concrete action plans

#### Q1-07 progress

#### **Q2-07 milestones**



# Sales

- »Sales University launched:
- » Location found, official opening in May
- » Negotiations with partners underway
- » 250 Sales people to be trained in 2007, (target 2009: 1,100)
- »Sales Career Path design underway

- » Review of all existing sales resources
- » Recruitment strategy for sales functions
- » Re-allocation of part of sales resources to growth accounts

- Design of solutions launched for 7 key projects
- » Testing factory and Project Management launched in several countries
- » Solution definition completed
- » Roadmap for implementation in countries
- » Selection of tools

#### Q1-07 progress

#### **Q2-07 milestones**



- » New offshoring governance in India (Change to a "cost center" model) has greatly increased demand for work to be done offshore
- » We are ahead of projections made in February:
  - »Forecast of demand in European countries 15% ahead of budget
  - »Recruitments 20% ahead in India

recruitment plan in India » Opening of a service delivery platform in Morocco (target: 100

» Launch of an aggressive

» Pursuit of discussions regarding **new offshore locations** (Eastern Europe)

recruitments in 07, 400 FTE in 2009)

- » Launch of a closeshore program in France
- » All plans perfectly confirmed, very high level of maturity
- » Initial scope extended for 2 key projects:
  - » end-to-end service desk optimization
  - » optimization of global service network and voice network
- » Corresponding upsides are currently being assessed

- » Completion of Data Center optimization plan
  - » Audits of Data Center candidates for closing
  - » Assessment of future role of 9 sites "under consideration"
- » Roll-out of Tooling plan for **Service Management Improvement**

#### Q1-07 progress

#### **Q2-07 milestones**



# **Talents**

- » Launch of Global Talent Management initiative and appointment of a Talent Manager
- » Implemented a single global performance management framework supported by SAP
- » Launch of a career track development program for highly demanded competencies
- » Overall recruitment strategy review

- » Implementation of a new global recruitment strategy
- » Launch of Relay our international mobility program
- » Launch of our top talent identification process

- Strengthening of power of the Support Functions by implementation of a new organisation (dual reporting of Country / Service Line Functions to Group Functions and to Country CEO / Service Line leaders)
- » Design of a new controlling organization
- » Start of IT systems ptimization

- » Focus on the business case for the implementation of a Shared Services Center (SSC)
- » Recruitment of a SSC Manager
- » Recruitment of a new Group CIO

#### Q1-07 progress

#### **Q2-07 milestones**



# **Purchasing**

- » AT Kearney hired to pilot achievement of quick-wins on five priority categories
- » Implementation of pilots on:
  - » Subcontractors
  - » PCs and Servers
  - » Telecom Voice
  - Midrange Maintenance
  - » Storage Virtualization

- » Implementation of a strong. centralized purchasing organisation
- Implementation of a homogenous reporting across the group
- » Extension of pilots to other categories (Travel, Housing...)
- » Atos Consulting to be involved in the implementation of the new organisation and the procurement chain.

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#### **2007 OUTLOOK**



- » Generate +8.5% of top line growth
- » Recovery of operating margin in the UK and in Italy
- » Strengthened management team and organization
- » Focused execution of the Transformation Plan
- » Development of Atos Worldline, Atos Euronext Market Solutions and Medical BPO
- Improvement of operating margin rate before Transformation costs





#### **Questions**

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