First quarter 2016

April 21, 2016

Bezons
Disclaimer

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

Business Units include Germany, France, United-Kingdom & Ireland, Benelux & The Nordics (BTN: The Netherlands, Belgium, Luxembourg, Denmark, Finland, Sweden, and Estonia), Worldline, North America (USA, Canada, and Mexico), and Other Business Units including Central & Eastern Europe (CEE: Austria, Bulgaria, Croatia, Cyprus, Czech Republic, Greece, Hungary, Italy, Lithuania, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Switzerland and Turkey), Iberia (Spain, Portugal, and Andorra), Asia-Pacific (Australia, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, New Zealand, Philippines, Singapore, Taiwan and Thailand), South America (Brazil, Argentina, Colombia, Chile, Guatemala, Jamaica, Peru, and Uruguay), India, Middle East & Africa (IMEA: Algeria, Benin, Burkina Faso, Egypt, Gabon, Israel, India, Ivory Coast, Lebanon, Madagascar, Mali, Mauritius, Morocco, Qatar, Saudi Arabia, Senegal, South Africa and UAE), Major Events, and Cloud & Enterprise Software.
1. Q1 2016 highlights
2. Commercial activity
3. Operational & financial performance
4. Conclusion and Q&A session
Q1 2016 highlights

Thierry Breton
Chairman & CEO
Q1 2016 key figures

Revenue
€2,757m
+1.6% organically
+15.0% at constant exchange rates

Order entry
€2,794m
+27% year-on-year

Total number of employees
96,298
including c. 5,200 staff from Unify

Book to bill
101%
compared to 91% in Q1 2015
Q1 2016 highlights (1/2)

1. Organic growth in each Service Line with a strong commercial dynamic

2. Sustained positive trend in Managed Services driven by hybrid Cloud transformation and data management

3. Positive performance in Consulting & Systems Integration comforting full year growth

4. Acceleration of growth in Big Data & Cybersecurity and Worldline
Unify transaction closed in January: integration of Unify services within Managed Services completed

Worldline: confirmed Equens closing expected end of Q2

Reinforcement of the Atos’ Digital Edge strategy with the launch of new technological offerings such as Exascale HPC sequana™ and Atos Codex™
2016 objectives

The Group confirms all its 2016 objectives as stated in the February 24, 2016 release, i.e.:

- **Revenue**: to continue to improve organic growth compared to 2015. Objective of a revenue growth at constant exchange rates above +8%.

- **Operating margin**: between 9.0% and 9.5% of revenue*

- **Free cash flow**: circa € 550 million**

The figures above include Unify Managed Services from February 1st, 2016 and exclude Equens contribution.

* excluding the amortization of equity based compensation plans representing circa 30 basis points in 2015 and 2016

** excluding proceeds from equity based compensation which represented € 57 million in 2015 and circa € 50 million in 2016
Commercial activity

Patrick Adiba
Executive Vice President & Chief Commercial Officer
First quarter 2016
April 21, 2016

Commercial activity dashboard

Order entry

€2,794m
+27% year-on-year

Backlog

€18.9bn
1.7 years of revenue

Book to bill ratio

101%
vs. 91% in Q1 2015

Qualified pipeline

€6.4bn
6.8 months of revenue
We address tangible Customer Transformation Challenges

From challenges...

Making value out of data
Productivity
Quality
Cost

Business driven digital transformation by

Keeping it safe
Increase digital revenue

...to business benefits
Digital transformation wins across all markets and geographies

First quarter 2016
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- **Elopak**
  - New SAP HANA
  - Benelux & The Nordics

- **University Rijeka**
  - New BURA supercomputer

- **Société Générale**
  - Renewal Infrastructure management
  - France

- **Bank in Benelux**
  - New contract Payments
  - Benelux & The Nordics

- **Agrochemical leader**
  - New Hybrid Cloud
  - North America

- **Leading Food & Drug group in Europe**
  - New Security
  - Benelux & The Nordics

- **French Telco Leader**
  - Upselling Application Management
  - France

- **European Investment Bank**
  - Upselling Cloud
  - Benelux & The Nordics

- **Pinellas County**
  - New Unified communication
  - North America
Atos Codex: transforming customer data into business outcomes

First quarter 2016
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Managed Services

BDS

AUTONOMICS

CLOUD ORCHESTRATION

Cybersecurity
Big Data
Processing power
Encryption
ID & access management

Contactless payment
Unified communication
Data analytics
Social collaboration
IoT
aaS & management

Data analytics

End-to-end

Cognitive solution, leveraging big data’s and Internet of Things

Powered by
Atos’ Bull Sequana

Military grade security
Quantum computing

Trusted Partner for your Digital Journey
Atos End-to-End business analytics with Atos Codex

1. METHOD
Consulting & Data Science

2. POWER
Leadership in extreme computing

3. ANALYTICS
Open industrial platform

4. INNOVATION
Customer design labs

5. CUSTOMER
Vertical solutions

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Atos Codex vertical solutions: delivering business outcomes of digital transformation

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Manufacturing
- Embed analytics, IoT, Industry 4.0
- Connected living
- Predictive maintenance
- Supply chain management

Retail
- Gain in-depth customer insight
- Real-time personalized offering
- Omni-channel customer relation
- Prescriptive supply chain management

Telco
- Disrupt the telecom value chain
- Customer loyalty & retention
- Mobile advertising and location based offerings
- Real-time, congestion management

Public & Health
- Improve social and welfare services
- Citizen 360° & smart city management
- Connected health & epidemiology
- Homeland security

Financial Services
- Enable service & mitigate risks
- Insight driven customer interactions
- Transactions optimization
- Risk analysis and Fraud detection

Transport
- Cope with increasing congestion
- Demand forecasting, customer 360°
- Traffic and route optimization
- Predictive maintenance

Medias
- Connect with audiences
- Audience sentiment analysis
- Customer 360°, loyalty & personalized recommendations
- Strategic planning & advertising

Energy & Utilities
- Shape usage & targeted interaction
- Customer loyalty by personalization
- Outage prediction
- Fraud, theft & loss management

Trusted Partner for your Digital Journey
Operational & financial performance

Elie Girard
Group CFO
**Constant scope and exchange rates figures reconciliation**

**First quarter 2016**

**April 21, 2016**

<table>
<thead>
<tr>
<th>In € million</th>
<th>Q1 2016</th>
<th>Q1 2015</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statutory revenue</td>
<td>2,757</td>
<td>2,427</td>
<td>+13.6%</td>
</tr>
<tr>
<td>Exchange rates effect</td>
<td>-31</td>
<td>-31</td>
<td></td>
</tr>
<tr>
<td>Revenue at constant exchange rates</td>
<td>2,757</td>
<td>2,396</td>
<td>+15.0%</td>
</tr>
<tr>
<td>Scope effect</td>
<td>318</td>
<td>318</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue at constant scope and exchange rates</strong></td>
<td><strong>2,757</strong></td>
<td><strong>2,714</strong></td>
<td><strong>+1.6%</strong></td>
</tr>
</tbody>
</table>

- **Exchange rates effect** mainly coming from the British pound, the Brazilian real, and the Argentine peso, partly compensated by the US dollar strengthening versus the euro.

- **Scope effect** mainly related to Xerox ITO and Unify.
Q1 2016 performance by Service Line

- All Service Lines grew in the first quarter 2016
- Continuous traction from Big Data & Cybersecurity and Worldline

<table>
<thead>
<tr>
<th>In € million</th>
<th>Q1 2016</th>
<th>Q1 2015*</th>
<th>% organic</th>
<th>% at constant exchange rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managed Services</td>
<td>1,555</td>
<td>1,549</td>
<td>+0.4%</td>
<td>+26.4%</td>
</tr>
<tr>
<td>Consulting &amp; Systems Integration</td>
<td>778</td>
<td>774</td>
<td>+0.4%</td>
<td>+0.4%</td>
</tr>
<tr>
<td>Big Data &amp; Cybersecurity</td>
<td>137</td>
<td>122</td>
<td>+12.2%</td>
<td>+12.0%</td>
</tr>
<tr>
<td><strong>Total IT Services</strong></td>
<td><strong>2,470</strong></td>
<td><strong>2,445</strong></td>
<td><strong>+1.0%</strong></td>
<td><strong>+16.1%</strong></td>
</tr>
<tr>
<td>Worldline</td>
<td>287</td>
<td>269</td>
<td>+6.7%</td>
<td>+6.7%</td>
</tr>
<tr>
<td><strong>TOTAL GROUP</strong></td>
<td><strong>2,757</strong></td>
<td><strong>2,714</strong></td>
<td><strong>+1.6%</strong></td>
<td><strong>+15.0%</strong></td>
</tr>
</tbody>
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* At constant scope and exchange rates
Q1 2016 performance by Business Unit

- Revenue organic growth in most of the geographies
- Strong acceleration in Germany, France, Asia-Pacific, North and South America

### Q1 2016 performance by Business Unit

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<tr>
<td>North America</td>
<td></td>
<td>478</td>
<td>460</td>
<td>+3.7%</td>
<td>+174.0%</td>
</tr>
<tr>
<td>United-Kingdom &amp; Ireland</td>
<td></td>
<td>447</td>
<td>485</td>
<td>-7.7%</td>
<td>-9.6%</td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td>442</td>
<td>412</td>
<td>+7.4%</td>
<td>+18.7%</td>
</tr>
<tr>
<td>France</td>
<td></td>
<td>410</td>
<td>397</td>
<td>+3.4%</td>
<td>+1.7%</td>
</tr>
<tr>
<td>Benelux &amp; The Nordics</td>
<td></td>
<td>246</td>
<td>258</td>
<td>-4.4%</td>
<td>-3.6%</td>
</tr>
<tr>
<td>Other Business Units</td>
<td></td>
<td>446</td>
<td>434</td>
<td>+2.8%</td>
<td>+4.5%</td>
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* At constant scope and exchange rates
Q1 2016 headcount evolution

First quarter 2016
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Headcount as of 31/12/15
91,322

Unify headcount as of 01/02/16
+5,199
of which 3,328 in Unify Software & Platforms

Hiring
+3,819

Leavers, restructuring & dismissals
-4,042

Headcount as of 31/03/16
96,298

Headcount as of
31/12/15
91,322

Unify headcount as of 01/02/16
96,298

Hiring
96,298

Leavers, restructuring & dismissals
96,298

Headcount as of 31/03/16
96,298

91,322

+5,199

of which 3,328 in Unify Software & Platforms

+3,819

-4,042

96,298
As soon as closing day end of January 2016:

- Unify services business in core countries integrated in Atos Managed Services
- Creation of Unify Software & Platforms (treated as a discontinued operation) led by Jon Pritchard, CEO and Atos Executive Committee member and a new strong management team closer to operations in core geographies

Integration

Restructuring

Q1 2016: -292 headcount
Target: -792 in FY 2016

Non personal costs

Real estate – Procurement – IT
Target: €-50m vs. 2015

Unify Software & Platforms

# partners in indirect sales channel
December 2015: 1,943
→ March 2016: 2,146

# cloud based communication users
December 2015: 203k → March 2016: 214k
Target: +20% per year

# Circuit users
March 2016: 20k
Target end of 2016: c. 500k
Conclusion

Thierry Breton
Chairman & CEO
A solid business model built year after year

Strong start of the year both in revenue and bookings

Reinforcing the achievement of all 2016 objectives

Atos already preparing its next strategic plan

Analyst Day on November 8, 2016 to present Atos at the 2020 horizon
Thank you

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