First quarter 2013

Thursday April 25th, 2013
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.

- Global Business Units include Germany, France, United Kingdom & Ireland, Benelux (The Netherlands, Belgium and Luxembourg), Atos Worldline (French, German, Belgian, Asian and Indian subsidiaries), Central & Eastern Europe (CEE: Austria, Bulgaria, Croatia, Serbia, Poland, Czech Republic, Russia, Romania, Slovakia and Turkey), North America (NAM: USA and Canada), North & South West Europe (N&SW Europe: Switzerland, Italy, Denmark, Finland & Sweden), 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) and Atos Worldgrid (French, German, Spanish, and Italian subsidiaries).

- 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.
Agenda

1. Q1 2013 Highlights
2. Q1 2013 Commercial performance
3. Q1 2013 Financial performance
4. Update on Atos payment and merchant transactional activities
5. 2013 objectives
6. Q&A session
Gilles Grapinet,
Senior Executive Vice President, Global Functions

Q1 2013 Highlights
Q1 2013 Highlights

Revenue (EUR m) 2,117
Revenue organic evolution -1.2%
Book to bill ratio 94%
Backlog (EUR bn) 15.2
(1.7 years of revenue)
Net cash (EUR m) 258
Free cash flow (EUR m) 30
Total Group number of employees 76,261

First quarter 2013
25 April 2013
Gilles Grapinet,
Senior Executive Vice President, Global Functions

Q1 2013 Commercial performance
### Q1 2013 Main wins

**Well balanced signings through Markets and Service Lines**

<table>
<thead>
<tr>
<th>Client</th>
<th>Business Unit</th>
<th>Market</th>
<th>Service Line</th>
<th>Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Veolia</td>
<td>France</td>
<td>E&amp;U</td>
<td>MS</td>
<td>Managed Infrastructure Solution</td>
</tr>
<tr>
<td>Askabat</td>
<td>CEE</td>
<td>PHT</td>
<td>SI</td>
<td>Application Technology Services</td>
</tr>
<tr>
<td>Ministry of Defence</td>
<td>UK &amp; IR</td>
<td>PHT</td>
<td>SI and CO</td>
<td>Network Management Solution</td>
</tr>
<tr>
<td>Airbus</td>
<td>France</td>
<td>MRS</td>
<td>SI</td>
<td>ECM &amp; Media</td>
</tr>
<tr>
<td>Nationale Nederlanden</td>
<td>Benelux</td>
<td>FS</td>
<td>MS</td>
<td>CM-MS Adaptative Workplace</td>
</tr>
<tr>
<td>German Ministry of Work</td>
<td>Germany</td>
<td>PHT</td>
<td>SI</td>
<td>Application Technology Services</td>
</tr>
<tr>
<td>Dutch Ministry of Work</td>
<td>Benelux</td>
<td>PHT</td>
<td>MS</td>
<td>Managed Infrastructure Solution</td>
</tr>
<tr>
<td>Citizens Bank</td>
<td>North America</td>
<td>FS</td>
<td>MS</td>
<td>Adaptative Workplace</td>
</tr>
<tr>
<td>Guangfa Bank</td>
<td>Worldline</td>
<td>FS</td>
<td>HTTS</td>
<td>Transactional web services</td>
</tr>
<tr>
<td>BMW</td>
<td>APAC</td>
<td>MRS</td>
<td>SI</td>
<td>SAP implementation</td>
</tr>
<tr>
<td>GDF Suez</td>
<td>Benelux</td>
<td>E&amp;U</td>
<td>TS</td>
<td>Application Technology Services</td>
</tr>
<tr>
<td>Siemens</td>
<td>UK &amp; IR</td>
<td>MRS</td>
<td>MS</td>
<td>Managed Infrastructure Solution</td>
</tr>
<tr>
<td>DiFID</td>
<td>UK &amp; IR</td>
<td>PHT</td>
<td>CO</td>
<td>Government assistance</td>
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</tbody>
</table>
### Well balanced signings through Markets and Service Lines

<table>
<thead>
<tr>
<th>Client</th>
<th>Business Unit</th>
<th>Market</th>
<th>Service Line</th>
<th>Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large telco mobile operator</td>
<td>Germany</td>
<td>TMT</td>
<td>MS/SI/HTTS</td>
<td>Managed Infrastructure Solution / Application Management</td>
</tr>
<tr>
<td>Major bank</td>
<td>Germany</td>
<td>FS</td>
<td>MS</td>
<td>Managed Infrastructure Solution</td>
</tr>
<tr>
<td>Renault</td>
<td>France</td>
<td>MRS</td>
<td>SI</td>
<td>Application Operations</td>
</tr>
<tr>
<td>BNP Paribas</td>
<td>Worldline</td>
<td>FS</td>
<td>HTTS</td>
<td>Issuing &amp; Processing</td>
</tr>
<tr>
<td>NXP Semiconductors</td>
<td>Benelux</td>
<td>MRS</td>
<td>MS</td>
<td>CM-MS</td>
</tr>
<tr>
<td>Clearnet</td>
<td>Worldline</td>
<td>FS</td>
<td>HTTS</td>
<td>Financial Markets</td>
</tr>
<tr>
<td>ANTS</td>
<td>Worldline</td>
<td>PHT</td>
<td>HTTS</td>
<td>Civil &amp; National Security</td>
</tr>
<tr>
<td>Volkswagen</td>
<td>LATAM</td>
<td>MRS</td>
<td>MS</td>
<td>Adaptative Workplace</td>
</tr>
<tr>
<td>Ministry of Finances</td>
<td>CEE</td>
<td>PHT</td>
<td>SI</td>
<td>Application Operations</td>
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<tr>
<td>Repsol</td>
<td>IBERIA</td>
<td>E&amp;U</td>
<td>HTTS</td>
<td>CRM</td>
</tr>
<tr>
<td>Tesco</td>
<td>UK &amp; IR</td>
<td>MRS</td>
<td>HTTS</td>
<td>Fuel card acquiring</td>
</tr>
<tr>
<td>Leipzig City</td>
<td>Germany</td>
<td>FS</td>
<td>MS</td>
<td>Managed Infrastructure Solution</td>
</tr>
<tr>
<td>Siemens</td>
<td>CEE</td>
<td>MRS</td>
<td>MS</td>
<td>Managed Infrastructure Solution</td>
</tr>
</tbody>
</table>
### Q1 2013 Bookings

First quarter
2013
25 April 2013

- **Total order entry in Q1 2013 at EUR 1,987 million**

- **Book to bill ratio by activity:**

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Q1 2012*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cyclical activities</td>
<td>114%</td>
<td>102%</td>
</tr>
<tr>
<td>Recurring businesses</td>
<td>85%</td>
<td>109%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td>94%</td>
<td>107%</td>
</tr>
</tbody>
</table>

- **Book to bill ratio by market:**

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Q1 2012*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing, Retail &amp; Services</td>
<td>89%</td>
<td>99%</td>
</tr>
<tr>
<td>Public sector, Healthcare &amp; Transport</td>
<td>81%</td>
<td>89%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>79%</td>
<td>116%</td>
</tr>
<tr>
<td>Telecoms, Media &amp; Technology</td>
<td>142%</td>
<td>86%</td>
</tr>
<tr>
<td>Energy &amp; Utilities</td>
<td>96%</td>
<td>227%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td>94%</td>
<td>107%</td>
</tr>
</tbody>
</table>

*Statutory figures*

Your business technologists. Powering progress
Q1 2013 backlog evolution
(in EUR billion)

- Backlog almost stable at constant exchange rates
- Strong visibility thanks to recurring business

EUR 15.6 B

0.3

1.8 years of revenue

EUR 15.2 B

0.6 year

1.7 years

1.2 years

2.2 years

31/12/2012 Scope and FX effect

Revenue Q1 2013

Order Entry Q1 2013

31/03/2013
Pipeline evolution
(in EUR million)

- Full qualified pipeline stable above EUR 5 billion
- High share of large deals (29% > EUR 50 million)
Michel-Alain Proch,
Executive Vice President and Group CFO

Q1 2013 Financial performance
# Constant scope and exchange rates reconciliation

**First quarter 2013**  
25 April 2013

<table>
<thead>
<tr>
<th>In EUR million</th>
<th>Q1 2013</th>
<th>Q1 2012</th>
<th>% growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statutory revenue</td>
<td>2,117</td>
<td>2,163</td>
<td>-2.1%</td>
</tr>
<tr>
<td>Scope impact</td>
<td>-1</td>
<td>-1</td>
<td></td>
</tr>
<tr>
<td>Exchange rates impact</td>
<td>-18</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue at constant scope and exchange rates</strong></td>
<td><strong>2,117</strong></td>
<td><strong>2,144</strong></td>
<td><strong>-1.2%</strong></td>
</tr>
</tbody>
</table>
Q1 2013 revenue performance by Service Line

77 percent of Atos revenue based on multi-year contracts

Growth in the 2 recurring Service Lines

Cyclical activities declined in the first quarter

<table>
<thead>
<tr>
<th>Service Line</th>
<th>Q1 2013</th>
<th>Q1 2012*</th>
<th>% growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managed Services</td>
<td>990</td>
<td>983</td>
<td>+0.7%</td>
</tr>
<tr>
<td>Systems Integration</td>
<td>485</td>
<td>517</td>
<td>-6.1%</td>
</tr>
<tr>
<td>HTTS &amp; Specialized Businesses</td>
<td>481</td>
<td>467</td>
<td>+3.1%</td>
</tr>
<tr>
<td>Consulting &amp; Technology Services</td>
<td>161</td>
<td>177</td>
<td>-9.3%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td><strong>2,117</strong></td>
<td><strong>2,144</strong></td>
<td><strong>-1.2%</strong></td>
</tr>
</tbody>
</table>

*Constant scope and exchange rates
Q1 2013 revenue performance by Business Units

- Growth driven by North America, UK, and Atos Worldline
- Ramp-up of some large contracts won in 2012

<table>
<thead>
<tr>
<th>In EUR million</th>
<th>Q1 2013</th>
<th>Q1 2012*</th>
<th>% growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>United-Kingdom &amp; Ireland</td>
<td>411</td>
<td>383</td>
<td>+7.3%</td>
</tr>
<tr>
<td>Germany</td>
<td>396</td>
<td>418</td>
<td>-5.3%</td>
</tr>
<tr>
<td>Benelux</td>
<td>240</td>
<td>248</td>
<td>-3.1%</td>
</tr>
<tr>
<td>France</td>
<td>228</td>
<td>255</td>
<td>-10.6%</td>
</tr>
<tr>
<td>Atos Worldline</td>
<td>228</td>
<td>223</td>
<td>+2.3%</td>
</tr>
<tr>
<td>North America</td>
<td>153</td>
<td>133</td>
<td>+15.0%</td>
</tr>
<tr>
<td>Central &amp; Eastern Europe</td>
<td>127</td>
<td>130</td>
<td>-2.3%</td>
</tr>
<tr>
<td>North &amp; South West Europe</td>
<td>94</td>
<td>97</td>
<td>-3.2%</td>
</tr>
<tr>
<td>Iberia</td>
<td>76</td>
<td>85</td>
<td>-10.3%</td>
</tr>
<tr>
<td>Other BUs</td>
<td>166</td>
<td>174</td>
<td>-4.4%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td><strong>2,117</strong></td>
<td><strong>2,144</strong></td>
<td><strong>-1.2%</strong></td>
</tr>
</tbody>
</table>

*Constant scope and exchange rates
Q1 2013 Group headcount evolution

First quarter 2013
25 April 2013

Headcount as of 31/12/12: 76,417
Scope effect: 15
Hiring: 2,758
Leavers: 1,816
Restructuring & dismissals: 1,083
Headcount as of 31/03/13: 76,261

Scope effect: Hiring - Leavers - Restructuring & dismissals
Subcontractors evolution by quarter

Number of subcontractors continuously decreasing

First quarter 2013
25 April 2013
A continuous reduction of indirect staff
(in absolute value and in % of total staff)

Indirect staff evolution

First quarter 2013
25 April 2013

- 8,552
- 8,160
- 7,741
- 7,133
- 6,752
- 6,620
- 6,475
- 6,236

- 12%
- 11%
- 10%
- 10%
- 9%
- 9%
- 8%
- 8%
Q1 2013 cash flow and net cash position (in EUR million)

- Net cash 31/12/12: 232
- Q1 2013 free cash flow: 30
- Translation differences effect: -4
- Net cash 31/03/13: 258
Gilles Grapinet,
Senior Executive Vice President, Global Functions

Update on Atos payment and merchant transactional activities
## Carve-out project is up and running to be live by mid-year

<table>
<thead>
<tr>
<th>Category</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organization &amp; Governance</td>
<td>Global organization defined, communication made</td>
</tr>
<tr>
<td>Business operations</td>
<td>Scope completed, communication to customers in preparation</td>
</tr>
<tr>
<td>Branding</td>
<td>Under finalization, ready for final decision and communication</td>
</tr>
<tr>
<td>Staff</td>
<td>Teams to be transferred identified</td>
</tr>
<tr>
<td>Legal &amp; Tax</td>
<td>Framework finalized and tax rulings in progress</td>
</tr>
<tr>
<td>Reporting</td>
<td>Segments defined, IT systems alignment to start</td>
</tr>
<tr>
<td>Social consultation</td>
<td>In progress as planned with EWC at Group and local levels</td>
</tr>
</tbody>
</table>
Update on the scoping of Atos payment and merchant transactional activities

First quarter 2013
25 April 2013

HTTS

Atos Worldline
Germany, Benelux, France, India and Asia

UK

Latin America

Iberia

Austria

AND

Specialized Businesses

Atos Worldline Financial Market

Atos Worldgrid

CNS

BPO

Key:

Atos payment and merchant transactional activities

Atos FIT & SB

CEE

Other

UK excl.

Columbia excl.
Central to our carved-out activities are Connected Consumers

**MORILITY**
Unique European leader according to the Gartner and the Forrester

**PAYMENT**
2.2B acquiring transactions managed

**CRM & LOYALTY & KIOSKS**
45 million loyalty cards managed

**e-COMMERCE**
2 million online orders/month

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**Transactional Reactive Services**

**Intimate Proactive Services**

**Shrinking Budget**

**More Outcome Based Budget**

**More & More Highly Competitive Market**

**Still Open Market but requires more consultancy & presales**

**Fragmented Approach**

**Integrated Approach**

*First quarter 2013*
*25 April 2013*
In particular, reinventing physical stores for our retail clients

Reinventing the physical store by bringing e-commerce services while strengthening the advantages of in-store shopping

New Retailer Services

PRODUCT INTERACTION
Contactless Price/NFC/QR Code Tags to enable easy tap services & products interaction
Digital Signage to reinvent local marketing

OPTIMIZING ENGAGEMENT
Specialized Services to enable self-check-out in your processes

EMPOWERING SELLERS
Specialized Tools to win sales efficiency and increase customer service level

New Suppliers Services

REAL-TIME COUPONING
Loyalty services for Suppliers based on customer intimacy in-store

DELEGATING MARKETING
Delegation Services of marketing and part of the sell support to Suppliers
Mobile is the pivot for new purchase experience

Merging merchant and customer’s experience

Atos NFC Mobile Wallet: Your mobile is your wallet

Atos Cloud Payment: No need to queue up for ordering

Atos Mobile Acceptance: Payment card acceptance on merchant smartphones

Convergence online / in-store and Multichannel
Zoom on mPOS acceptance for micro-merchants

1- Type in amount
2- send receipt
3- consult history

Launched in Q4 2012 and already hundreds of merchants live in Benelux and in India
Gilles Grapinet,
Senior Executive Vice President, Global Functions

2013 Objectives
The Group confirms all its objectives for 2013 as stated in the February 21st, 2013 release, i.e.:

▶ **Revenue**
  - The Group expects to **continue to slightly grow** compared to 2012.

▶ **Operating margin**
  - The Group has the objective to improve its operating margin rate to **around 7.5 percent** of revenue compared to 6.6 percent in 2012.

▶ **Free Cash Flow**
  - The Group has the ambition to achieve a free cash flow above **EUR 350 million**.

▶ **Earnings per share (EPS)**
  - The Group ambitions an EPS (adjusted, non diluted) representing an increase of **+50 percent** compared to 2011 statutory (up +25 percent compared to 2012).
Management team

Q&A session
From Questions to Answers
Thank you

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