Healthcare & Life Sciences

Robert Vassoyan
Head of Healthcare & Life Sciences,
Head of Unified Communications & Collaboration

Rakesh Khanna
Chief Executive Officer Atos|Syntel
HEALTH & LIFE SCIENCES ID CARD

- **c. 12,000** Headcount worldwide
- **Global customers** representing **c. 51%** of revenue
- Present in **46 countries**
- **More than 1,000** hospitals in US and Europe
- **€ 1,3bn** 2019 revenue
- **130%** 2019 book to bill
- Revenue split is **82%** healthcare, **18%** life sciences
- **TOP10 customers** representing **c. 62%** of revenue
- **€ 3,0bn** 2019 backlog representing 2.3 year of revenue
- **13.0%** 2019 operating margin rate
### HEALTH & LIFE SCIENCES

#### GLOBAL CONTEXT AND OUR VISION

**THE AFFORDABILITY CHALLENGE**

<table>
<thead>
<tr>
<th>+2bn</th>
<th>12%</th>
<th>5 Years</th>
<th>22%</th>
</tr>
</thead>
<tbody>
<tr>
<td>people will be added to the world population by 2050</td>
<td>of population is over 60 years &amp; those aged &gt;80 will triple by 2030</td>
<td>should be added to life expectancy in the next 10 years</td>
<td>of OECD GDP may be dedicated to Healthcare in 2020</td>
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**MEETING THE CHALLENGE BY REDUCING HEALTHCARE COSTS AND PREVENTING PEOPLE FROM BEING ILL**

<table>
<thead>
<tr>
<th>$1tn</th>
<th>+1bn</th>
<th>+400k</th>
<th>&gt;65%</th>
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<tbody>
<tr>
<td>cost savings could be generated by digital health</td>
<td>wearable devices worldwide</td>
<td>health apps are available on app stores, growing by 20% per year</td>
<td>Healthcare facilities are already accessible by mobile in 2019</td>
</tr>
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Covid-19 is accelerating digital transformation in healthcare – telehealth; remote monitoring; diagnostics; chatbots; triage; wearables. And in life sciences – research, clinical trial and manufacturing.
# HEALTH & LIFE SCIENCES
ATOS’ GLOBAL REACH, DEEP INSIGHTS AND LEADING INNOVATIONS

<table>
<thead>
<tr>
<th>ATOS CORE VALUE PROPOSITION</th>
<th>Health Providers</th>
<th>Health Payers</th>
<th>Life Sciences</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Build real-time operations and delivery</strong></td>
<td><strong>Enable collaboration &amp; tele-health</strong></td>
<td><strong>Healthcare Digital Enterprise Foundation</strong></td>
<td><strong>Accelerate Pre-Clinical research</strong></td>
</tr>
<tr>
<td><strong>Health Providers</strong></td>
<td><strong>Improved Digital Customer Experience</strong></td>
<td><strong>E2E TMF and CDM for regulatory compliance on Clinical Trials</strong></td>
<td><strong>Transform Manufacturing through Digital and IoT</strong></td>
</tr>
<tr>
<td><strong>Health Payers</strong></td>
<td><strong>Precision Medicine</strong></td>
<td><strong>Business reinvention</strong></td>
<td><strong>Precision Medicine</strong></td>
</tr>
<tr>
<td><strong>Life Sciences</strong></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

**UNIQUE EXPERTISE**

- 10+ thousands business technologists
- 4 Top EHR Platforms
- 8 Core & Care Systems
- E2E Electronic Health Record solutions
- Identity and Access Management
- OMICS solutions
- Security & Quantum Solutions
- Pre-Integrated IoT solutions
- Point of Care solutions
- E-health solutions

**SOLUTIONS/IP**

- Edge & HPC
- Evidian
- OMICS
- PreBots

**EXPERIENCE**

- 1000+ major hospitals in Europe and North America
- #4 Healthcare IT Services (Gartner 2020)
- Major Contender-Healthcare IT services (Everest 2019)
- Innovator in Healthcare Digital Services (Avasant 2019/20)
HEALTHCARE PROVIDERS
ENABLING THE DIGITAL HOSPITAL OF THE FUTURE

- **Revenue Cycle Management**
  - Front, Middle and Back Office
  - Rush Copley Medical Center
  - Digital Operations Powered by Intelligent Automation
  - McLaren Health Care

- **Corporate Functions**
  - Enterprise Business & Admin Solution
  - Trinity Health System
  - Supply Chain Management & Analytics
  - US Based Large For-Profit IDN

- **Clinical and Care Delivery**
  - Electronic Health Records, Clinical ITO & Adoption
  - NHS
  - McLaren Health Care
  - Epidemic Management & Precision Medicine
  - Hospital Universitari i Politécnic
  - Tele Health, Remote Monitoring & Connected Care

- **Patient Experience**
  - Patient Engagement
  - University College London Hospitals
  - NHS Foundation Trust
  - NHS Scotland
  - University of Luxembourg
HEALTHCARE PAYERS
DIGITIZING THE CONSUMER LIFECYCLE FROM CLAIMS TO WELLNESS

SALES AND ENROLMENT
QUOTE TO CARD
Healthcare Payer Solutions Provider
US West Coast Based Blue Shield Organization

CUSTOMER 360
Large US MidWest Payer

PROVIDER NETWORKS
PROVIDER ENGAGEMENT
US East Coast Regional Health Plan

CONTRACT MODELLING & PRICING
Large Blues Organization

CLAIMS MANAGEMENT
CORE ADMINISTRATION PLATFORMS
US East Coast Regional Health Plan
Top 5 US Healthcare Payer

PAYMENT INTEGRITY
Payment Integrity Solutions Provider

CARE MANAGEMENT
POPULATION HEALTH MANAGEMENT
Healthcare Solutions Company
BPM / Enterprise Software Provider

WELLNESS MANAGEMENT
Healthcare Analytics Company
Healthcare Provider and Not-for-profit Health Plan

CORPORATE FUNCTIONS
Large US MidWest Payer
US East Coast Regional Health Plan
Large Medicare Administrative Contractor
I want to say a huge thank you for your incredible efforts to get the CANCOVID protocol over the line in record time and ready to submit to the FDA. As a result, we will start this trial next week and hopefully have a new therapeutic option for COVID-19 patients.

April 2020
Sarah Whelan
Associate Clinical Development Director
HEALTH & LIFE SCIENCES
MID-TERM TARGETS: REVENUE GROWTH AND OPERATING MARGIN

2019

Mid-Term

<table>
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<tr>
<th>MAIN ORGANIC GROWTH DRIVERS</th>
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<tbody>
<tr>
<td>1. More investment in health, acceleration of ITO, cloud, automation</td>
</tr>
<tr>
<td>2. Replication, Geographical extension, Pharma extension</td>
</tr>
<tr>
<td>3. Execute on our E2E capabilities with our top accounts</td>
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<th>MAIN OPERATING MARGIN DRIVERS</th>
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<td>1. Portfolio leverage - selling instead of answering RFPs</td>
</tr>
<tr>
<td>2. Strategic account management, business outcome selling</td>
</tr>
<tr>
<td>3. Account P&amp;L management driving more offshore &amp; automation</td>
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<td>1. All sub-segments: Virtual care platforms; Remote monitoring; EMR consulting; Analytics platforms</td>
</tr>
<tr>
<td>2. Healthcare providers: E2E patient journey &amp; Outpatient transformation</td>
</tr>
<tr>
<td>3. Healthcare Payers: RCM, Management of health and wellbeing</td>
</tr>
<tr>
<td>4. Life Sciences: Automated clinical trials; Industry 4.0; TMF &amp; CMD automation</td>
</tr>
</tbody>
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*medium-term annual growth rate at constant currency
Thank YOU