

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

More than
1,000
hospitals in US
and Europe

€ 1,3bn
2019 REVENUE

130%
2019 BOOK TO BILL



Present in

46 COUNTRIES

TOP10
customers

representing

c. 62% OF REVENUE

Revenue split is

82%

HEALTHCARE

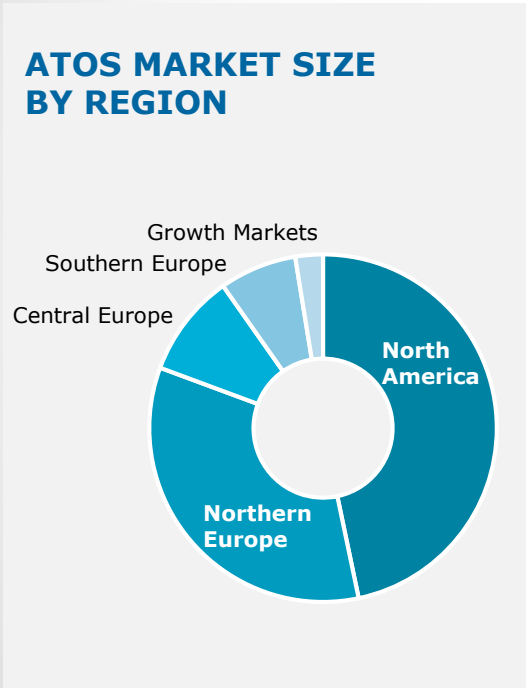
18%

LIFE SCIENCES

13.0%
2019 OPERATING MARGIN RATE

€ 3,0bn
2019 BACKLOG
representing 2.3 year
of revenue

EXPERTISE & THOUGHT LEADERSHIP



TRUSTED BY LEADERS IN SUB-MARKETS

HEALTH & LIFE SCIENCES

GLOBAL CONTEXT AND OUR VISION

THE AFFORDABILITY CHALLENGE



+2bn

people will be added to the world population by 2050



12%

of population is over 60 years & those aged >80 will triple by 2030



5 Years

should be added to life expectancy in the next 10 years



22%

of OECD GDP may be dedicated to Healthcare in 2020

MEETING THE CHALLENGE BY REDUCING HEALTHCARE COSTS AND PREVENTING PEOPLE FROM BEING ILL



\$1tn

cost savings could be generated by digital health



+1bn

wearable devices worldwide



+400k

health apps are available on app stores, growing by 20% per year




















>65%

Healthcare facilities are already accessible by mobile in 2019

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

| | | | | | | | | |
|-----------------------------|---|---|---|--|---|---|--|---|
| ATOS CORE VALUE PROPOSITION | Health Providers | Build real-time operations and delivery | Enable collaboration & tele-health | Precision Medicine | | | | |
| | Health Payers | Healthcare Digital Enterprise Foundation | Improved Digital Customer Experience | Business reinvention | | | | |
| | Life Sciences | Accelerate Pre-Clinical research | E2E TMF and CDM for regulatory compliance on Clinical Trials | Transform Manufacturing through Digital and IoT | | | | |
| UNIQUE EXPERTISE | <div>10+ thousands business technologists</div> <div>4 Top EHR Platforms</div> <div>8 Core & Care Systems</div> <div>Major Contender-Healthcare IT services (Everest 2019)</div> <div>Innovator in Healthcare Digital Services (Avasant 2019/20)</div> | | | | | | | |
| SOLUTIONS/IP | <div></div> Edge & HPC | <div></div> E2E Electronic Health Record solutions | <div></div> Identity and Access Management | <div></div> OMICS solutions | <div></div> Security & Quantum Solutions | <div></div> Pre-Integrated IoT solutions | <div></div> Point of Care solutions | <div></div> E-health solutions |
| EXPERIENCE | <div>1000+ major hospitals in Europe and North America</div> <div></div> | | | | <div>#4 Healthcare IT Services (Gartner 2020)</div> | | | |

HEALTHCARE PROVIDERS ENABLING THE DIGITAL HOSPITAL OF THE FUTURE

REVENUE CYCLE MANAGEMENT

FRONT, MIDDLE
AND BACK OFFICE



CORPORATE FUNCTIONS

ENTERPRISE BUSINESS
& ADMIN SOLUTION



CLINICAL AND CARE DELIVERY

ELECTRONIC HEALTH
RECORDS, CLINICAL ITO
& ADOPTION



PATIENT EXPERIENCE

PATIENT ENGAGEMENT



DIGITAL OPERATIONS
POWERED BY INTELLIGENT
AUTOMATION



SUPPLY CHAIN
MANAGEMENT &
ANALYTICS



EPIDEMIC MANAGEMENT
& PRECISION MEDICINE



TELE HEALTH, REMOTE
MONITORING &
CONNECTED CARE



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

PROVIDER NETWORKS

PROVIDER ENGAGEMENT



US East Coast
Regional Health Plan

CLAIMS MANAGEMENT

CORE ADMINISTRATION PLATFORMS



US East Coast
Regional Health Plan



Top 5 US
Healthcare Payer

CARE MANAGEMENT

POPULATION HEALTH MANAGEMENT



Healthcare Solutions
Company



BPM / Enterprise
Software Provider

CUSTOMER 360



Large US
MidWest Payer

CONTRACT MODELLING & PRICING



Large Blues
Organization

PAYMENT INTEGRITY



Payment Integrity
Solutions 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

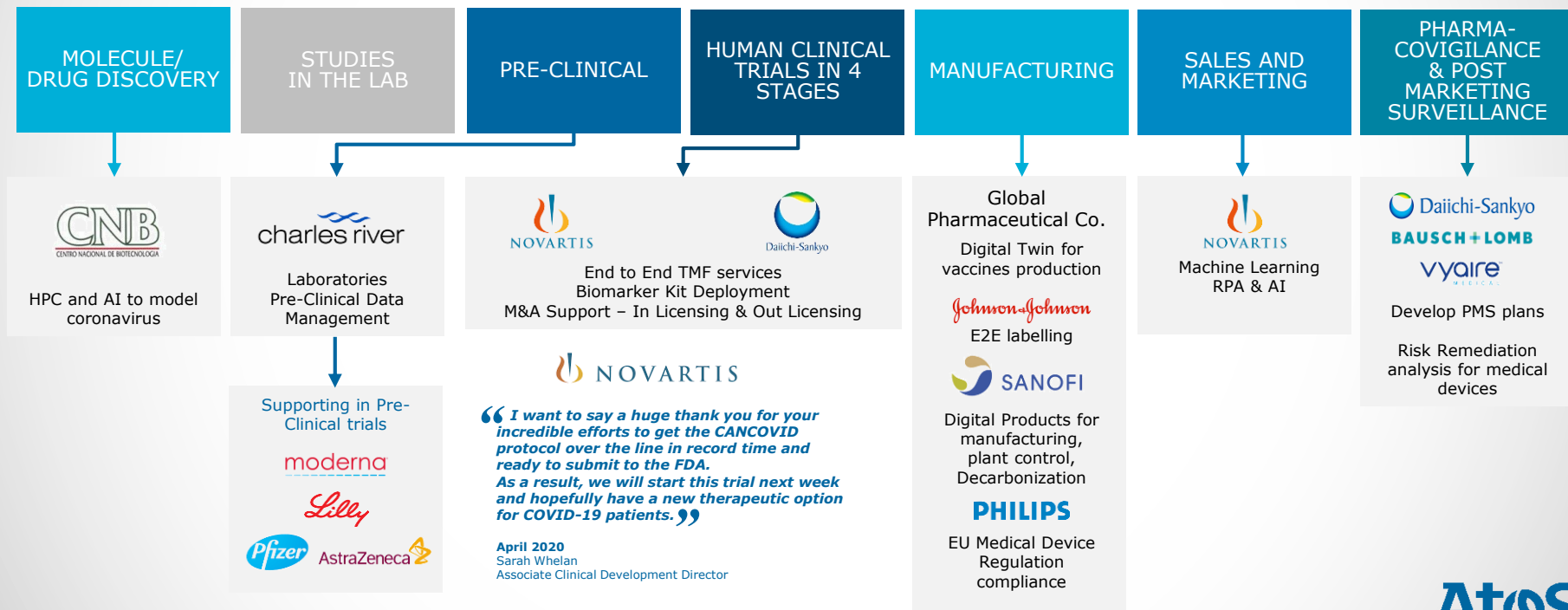


Large Medicare
Administrative Contractor

LIFE SCIENCES

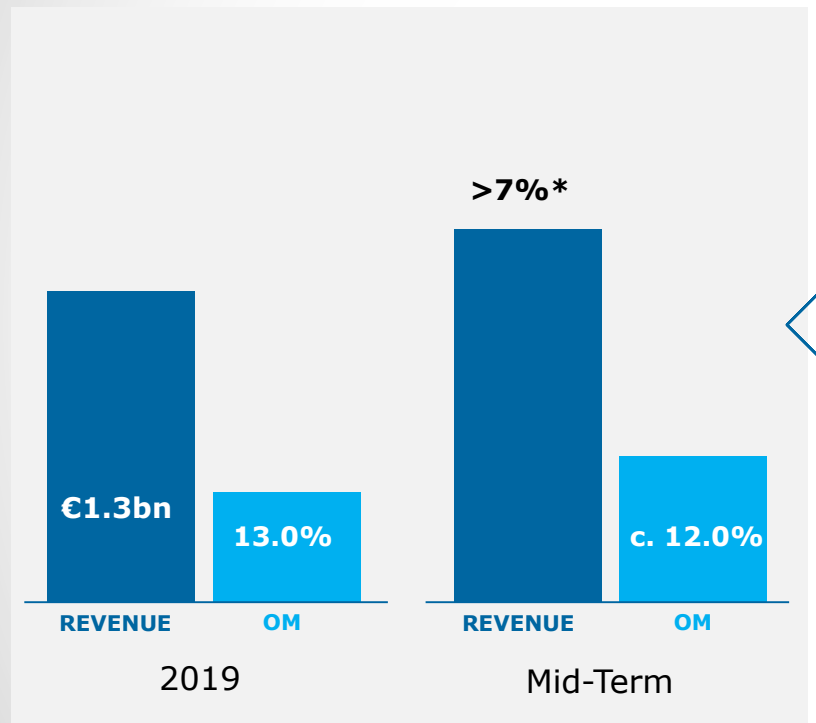
FROM MOLECULE TO MARKET – E2E ATOS SERVES THE WHOLE VALUE CHAIN

RAPID INNOVATION CYCLE



HEALTH & LIFE SCIENCES

MID-TERM TARGETS: REVENUE GROWTH AND OPERATING MARGIN



*medium-term annual growth rate at constant currency

| MAIN ORGANIC GROWTH DRIVERS

1. More investment in health, acceleration of ITO, cloud, automation
2. Replication, Geographical extension, Pharma extension
3. Execute on our E2E capabilities with our top accounts

| MAIN OPERATING MARGIN DRIVERS

1. Portfolio leverage - selling instead of answering RFPs
2. Strategic account management, business outcome selling
3. Account P&L management driving more offshore & automation

| MAIN AREAS FOR ACQUISITIONS

1. All sub-segments:
Virtual care platforms; Remote monitoring; EMR consulting; Analytics platforms
2. Healthcare providers: E2E patient journey & Outpatient transformation
3. Healthcare Payers: RCM, Management of health and wellbeing
4. Life Sciences: Automated clinical trials; Industry 4.0; TMF & CMD automation

Q&A

Trusted partner for your Digital Journey



Atos

Thank **YOU**

Trusted partner for your Digital Journey



Atos