# Public Sector & Defense

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# ATOS PUBLIC SECTOR & DEFENSE INDUSTRY ID CARD

**#1**
IT VENDOR FOR PUBLIC SERVICES IN EUROPE

(Gartner)

**5** MAIN COUNTRIES
c. **75**% of R
FR, UK&I, Benelux, USA, GER

€**2.3**bn
2019 REVENUE

€**2.5**bn
2019 ORDER ENTRY

€**228**m
2019 OPERATING MARGIN

PUBLIC SECTOR
**86%**

DEFENSE
**14%**

**108**%
2019 BOOK TO BILL

**9.8**%
2019 OPERATING MARGIN RATE

Present in
**50**
COUNTRIES

**TOP10**
CUSTOMERS
representing
c. **23**% OF REVENUE

€**4.2**bn
2019 BACKLOG
*representing 1.8 year of revenue*

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# ATOS PUBLIC SECTOR & DEFENSE INDUSTRY DIVERSIFIED PRESENCE AND ACTIVITIES

Growing Market
**3%**

North America
**12%**

Northern Europe
**32%**

Central Europe
**24%**

Southern Europe
**29%**

Sport & MEV
**3%**

Extraterritorial organization
**7%**

Community Services & Education
**15%**

Public Administration
**50%**

Defense, Space & Homeland Security
**25%**

Atos 2019 PS&D Revenue: **2,3B€**

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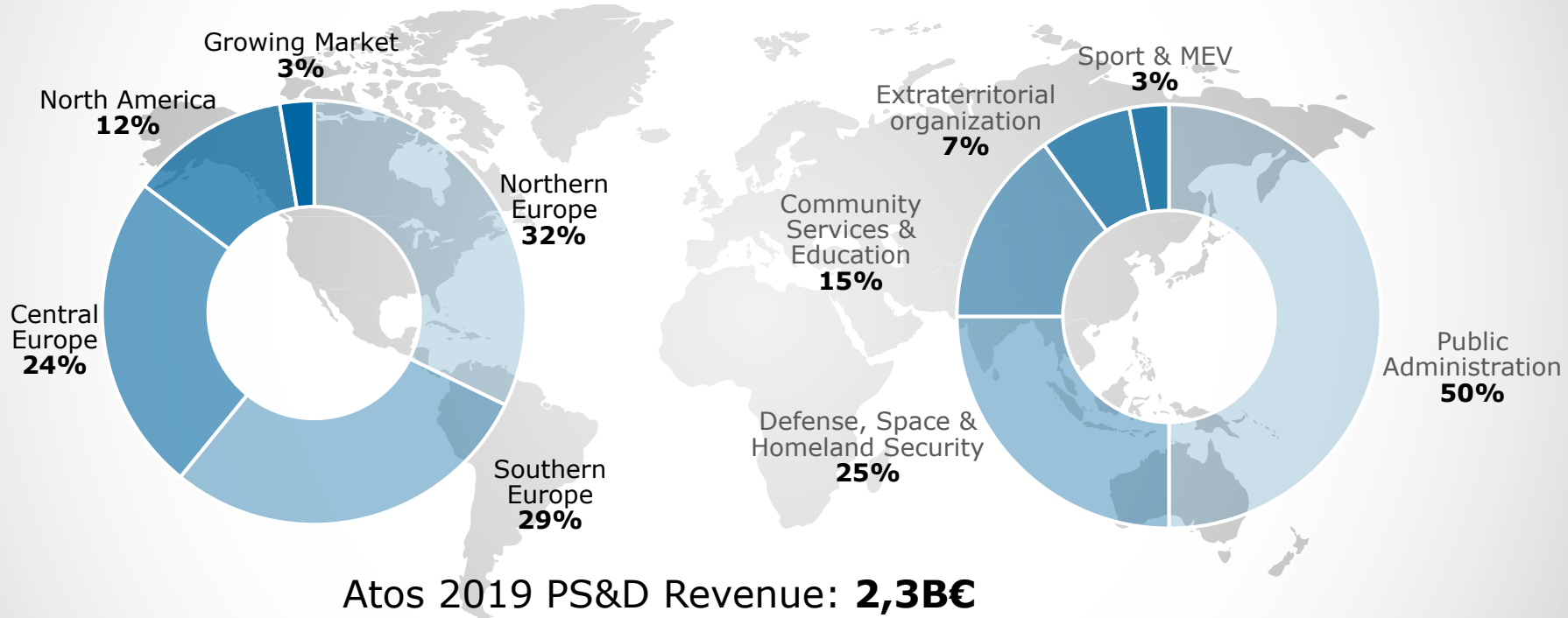
# PUBLIC SECTOR AND DEFENSE MARKETS OPPORTUNITY FINALLY CATCHING UP ON DIGITAL TRANSFORMATION

**2/3** of citizens are from gen. Y & Z and expect digital public services

**+50%** efficiency may be gained within 3 years through citizen-centric design

**65%** of national governments will have deployed open data platforms by 2022

**1/2** of public servants will occupy in 2023 roles that don't exist today

**80%** of public decision makers have strong digitization plans

**75%** are just starting massive digital transformation

**#1** CyberSecurity is on top of homeland security and defense strategies

**+37%** increase in defense spending is expected by 2026

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# OUR VISION
## TARGET THE DATA VALUE CHAIN OF PUBLIC DECISION AND ACTION

| MONITOR | MODEL | DECIDE | IMPLEMENT | GIVE ACCESS | CONTROL | ASSESS | PROTECT |
|---|---|---|---|---|---|---|---|
| demographics, social, financial, economic & environ. data | public action & regulation scenarios | Public policies and their rational | & INFORM stake-holders | - To rights and benefits - Bridge the digital divide | execution and enforce regulation compliance | Public action efficiency & impact | Public assets and people information |

DATA DRIVEN public services
Real-time, pervasive, individualized

DECARBONIZATION objectives
and policies need to demonstrate
measurable impact

NEW DIGITAL DEMOCRACY
Based on citizen digital engagement

DIGITAL is the new sovereignty.
Need to be in the cyberdefense
and cyberwar race

DIGITAL rebalances SURVEILLANCE VS.
FREEDOM with higher demands for both...
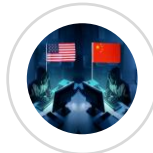
Digital empowers governments to manage
GLOBAL CRISIS in a global world
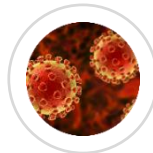
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# ATOS IN PUBLIC SECTOR & DEFENSE
# A LARGE PROVEN INDUSTRY EXPERTISE AND ASSETS

## OUR EXPERTISE

I Differentiating expertise in Data platforms, HPC, BPO, application transformation, cybersecurity & cyberdefense, digital integration, applied locally
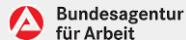
### 10,000+
BUSINESS TECHNOLOGISTS

## OUR SOLUTIONS & IP

I Secure – sovereign - Platforms

I GAIA-X

I High performance and Edge computing

I Data platforms & services

I IoT & Smart Territories

I Decarbonization, weather forecast, satellite imaging

I Defense – grade cybersecurity

## OUR EXPERIENCE

### 190+
PUBLIC SECTOR PLAYERS MIGRATED ON CLOUD

### 5 CONTINENTS SERVED

cea

DIR
Texas Department of Information Resources

Bundesagentur für Arbeit

NDA
Nuclear Decommissioning Authority

TOKYO 2020 TOKYO 2020
Tokyo 2020 Organising Committee

## OUR PARTNERS

Google

aws

Microsoft

FIWARE FOUNDATION

SAP

ORACLE

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# PORTFOLIO : 15+ NEW PLATFORMS AND SOLUTIONS TO ADDRESS CUSTOMER NEEDS

## ① USE CASES DRIVEN

**C-Suite: Elected representatives, public department heads**
focus on use cases

### PUBLIC EFFICIENCY

Digitize government core services to generate increased value for citizens and society

Agent DWP - Public processes digitization - 360° citizen experience

### AGILE COMMUNITIES

Develop next generation services for inclusive and fluid communities

Connected territories - Mobility as a service - Remote education

### SUSTAINABLE GROWTH

Reduce energy footprint, manage environmental impact and collective assets

Decarbonization - Social & sanitary services Resources & waste management

### SAFETY & SOVEREIGNTY

Deliver public safety, homeland security, smart defense and cyber security

Public safety – NG911 NG112 - Citizen ID – Smart defense – Space solutions

## ② PLATFORM-DRIVEN

**Chief Information Officers & IT managers:**
technical focus

### PUBLIC DATA PLATFORMS
Government Platform | Urban Platform | Defense Platform

### SOVEREIGN CLOUD
Sovereign Cloud design | High Performance Computing | Edge & IoT | GAIA-X

### CYBER SECURITY
Prescriptive cybersecurity | strong authentication | defense class cyphering | data intelligence

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# **Use** CASES

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# PUBLIC SECTOR & DEFENSE
# CUSTOMER CASE: INTERNATIONAL ORGANIZATIONS & CYBER-SECURITY



## EUROPEAN INSTITUTIONS
## PUBLIC CYBER SECURITY

| In partnership with
| Airbus Defense and Space, providing 24x7,
| prescriptive
| cyber security services
| to 17 European institutions

| > Sovereign protection of critical data & processes

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# PUBLIC SECTOR & DEFENSE
# CUSTOMER CASE: GOVERNMENT - PUBLIC ADMINISTRATION & CLOUD



## STATE OF TEXAS
## CENTRALIZED AND SHARED SERVICES

| Shifting from CloudFirst to CloudSmart enabled State of Texas customers to centrally select workloads and securely use the cloud

| > Strong savings thanks to pay-per-use models

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# PUBLIC SECTOR & DEFENSE
# CUSTOMER CASE: DEFENSE & AI & ANALYTICS



## French and German Armies
## Intelligence & collaborative combat management

l Seamless reconnaissance, intelligence and battlefield management systems
l for strategic
l and tactical
l superiority in defense

l > Region-leading defense capabilities

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# PUBLIC SECTOR & DEFENSE
# CUSTOMER CASE: COMMUNITY SERVICES & SUSTAINABILITY – CARE



## CITY OF VIENNA
## EPIDEMIC MANAGEMENT SYSTEM

l Enables healthcare professionals and administrations to identify patients, manage Covid 19 data, model various case,
l all in real-time
l > Strong mitigation
l of epidemic impact

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# PUBLIC SECTOR & DEFENSE
# MID-TERM TARGETS: REVENUE GROWTH AND OPERATING MARGIN

c.+5%*

€2.3bn

9.8%

c. 11%

2019          Medium-term

■ External revenue   ■ Operating Margin
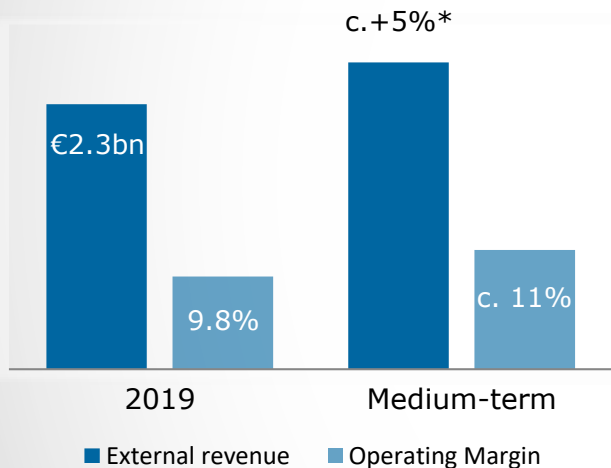
## MAIN ORGANIC GROWTH DRIVERS

- Growth of objective-based sustainability policies
- Need for cybersecurity and digital public safety
- Citizen demand for pervasive service

## MAIN OPERATING MARGIN DRIVERS

- Higher value digital platforms and services portfolio
- Replicate offerings across geographies
- Systematic security upsell in each deal
- Cost base optimization and RACE program

## MAIN AREAS FOR ACQUISITIONS

- Cyber security
- AI and analytics
- Information modeling

*medium-term annual growth rate at constant currency

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# Q&A

# Thank **YOU**

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