Public Sector & Defense

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### ATOS PUBLIC SECTOR & DEFENSE INDUSTRY ID CARD

| #1 IT VENDOR FOR PUBLIC SERVICES IN EUROPE (Gartner) | €2.3bn 2019 REVENUE | €228m 2019 OPERATING MARGIN |
| 5 MAIN COUNTRIES c. 75% of R FR, UK&I, Benelux, USA, GER | €2.5bn 2019 ORDER ENTRY | 9.8% 2019 OPERATING MARGIN RATE |
| Present in 50 COUNTRIES | TOP10 CUSTOMERS representing c. 23% OF REVENUE | 108% 2019 BOOK TO BILL |
| | Public Sector 86% | |
| | Defense 14% | |
| | | |
| | €4.2bn 2019 BACKLOG representing 1.8 year of revenue | |
ATOS PUBLIC SECTOR & DEFENSE INDUSTRY DIVERSIFIED PRESENCE AND ACTIVITIES

Atos 2019 PS&D Revenue: 2,3B€
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
OUR VISION
TARGET THE DATA VALUE CHAIN OF PUBLIC DECISION AND ACTION

DATA DRIVEN public services
Real-time, pervasive, individualized

NEW DIGITAL DEMOCRACY
Based on citizen digital engagement

DIGITAL rebalances SURVEILLANCE VS. FREEDOM with higher demands for both...

DECARBONIZATION objectives and policies need to demonstrate measurable impact

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

Digital empowers governments to manage GLOBAL CRISIS in a global world
ATOS IN PUBLIC SECTOR & DEFENSE
A LARGE PROVEN INDUSTRY EXPERTISE AND ASSETS

OUR EXPERTISE

- Differentiating expertise in Data platforms, HPC, BPO, application transformation, cybersecurity & cyberdefense, digital integration, applied locally

10,000+
BUSINESS TECHNOLOGISTS

OUR SOLUTIONS & IP

- Secure – sovereign - Platforms
- GAIA-X
- High performance and Edge computing
- Data platforms & services
- IoT & Smart Territories
- Decarbonization, weather forecast, satellite imaging
- Defense – grade cybersecurity

OUR EXPERIENCE

190+
PUBLIC SECTOR PLAYERS MIGRATED ON CLOUD

5 CONTINENTS SERVED

OUR PARTNERS

- Google
- Amazon Web Services
- Microsoft
- FIWARE
- SAP
- Oracle
PORTFOLIO: 15+ NEW PLATFORMS AND SOLUTIONS TO ADDRESS CUSTOMER NEEDS

**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 & SOVEREIGNITY**
Deliver public safety, homeland security, smart defense and cyber security
Public safety – NG911 NG112 - Citizen ID – Smart defense – Space solutions

**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

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

**PLATFORM-DRIVEN**
Chief Information Officers & IT managers: technical focus
Use CASES
In partnership with Airbus Defense and Space, providing 24x7, prescriptive cyber security services to 17 European institutions.

- Sovereign protection of critical data & processes
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.
PUBLIC SECTOR & DEFENSE
CUSTOMER CASE: DEFENSE & AI & ANALYTICS

French and German Armies
Intelligence & collaborative combat management

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

> Region-leading defense capabilities
Enables healthcare professionals and administrations to identify patients, manage Covid 19 data, model various case, all in real-time.

> Strong mitigation

of epidemic impact
PUBLIC SECTOR & DEFENSE MID-TERM TARGETS: REVENUE GROWTH AND OPERATING MARGIN

2019

- External revenue: €2.3bn
- Operating Margin: 9.8%

Medium-term

- External revenue: c. +5%* 
- Operating Margin: c. 11%

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
Q&A
Thank YOU