

Leading the shift to Digital & Sustainable Manufacturing

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MANUFACTURING ID CARD

>500

plants Worldwide
among our
TOP10
CUSTOMERS

GLOBAL
CUSTOMERS
representing
c. **61%**
OF REVENUE

18k
HEADCOUNT

€2.3bn
2019 REVENUE

136m
2019 OPERATING
MARGIN



Present in
55
COUNTRIES

TOP10
CUSTOMERS
representing
51% OF REVENUE

#2
MANUFACTURING
SERVICE
PROVIDER¹⁾

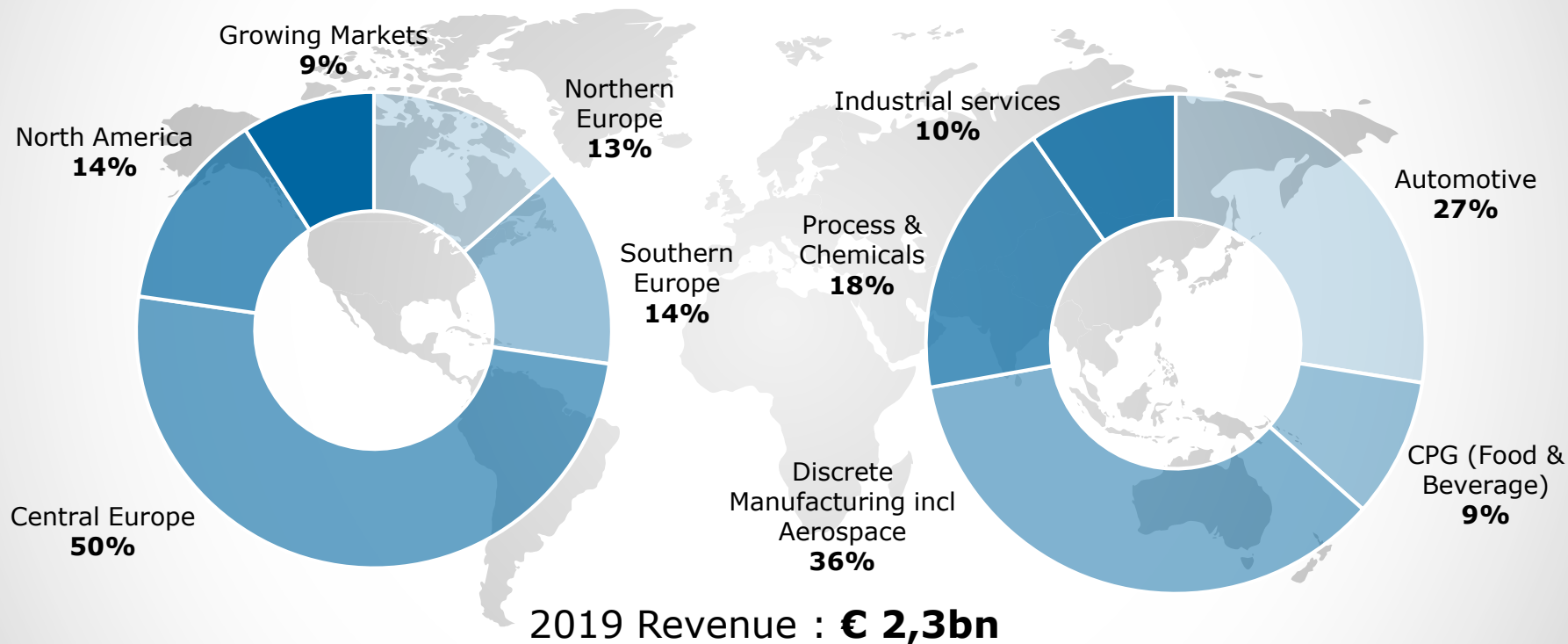
96%
2019 Book to bill

6.0%
2019 OPERATING
RATE

€5.7bn
FEB 20 ACTUALS BACKLOG
representing 2 years of revenue

1) HFS 2020

MANUFACTURING GLOBAL FOOTPRINT



MANUFACTURING GLOBAL CONTEXT

SHIFT REQUIRED TO DIGITAL AND SUSTAINABLE MANUFACTURING



NEED AGILE and SCALABLE SUPPLY CHAINS
to manage risk leveraging digital platforms



CYBERSECURITY
in a connected environment
48% of MFT customers have been hacked



DECARBONIZATION
Getting integrated into core manufacturers strategy.
1T€ investment in Europe



END CONSUMER OBSESSION
driving need for 360 customer analytics, transparency & sustainability
56% of consumers are millennials



SMART FACTORY MATURING to mainstream, IoT and AI on the shopfloor. Key to competitiveness for 86% of customers



THE NEW NORMAL FOR AUTOMOTIVE
Product Personalization, Electric Powertrains, Autonomous driving, and over-the-air updates



REINVENTING CPG
Products & ingredients traceability, plastic reduction
And Connected inventory solutions



REINVENTING AEROSPACE
Digitizing designs and production to reduce production Backlogs
Expanding Aftermarket

* By market cap: Tesla ** All industries, worldwide

MANUFACTURING COVID CRISIS ACCELERATING SEVERAL EXISTING TRENDS

PRE-CRISIS TRENDS THAT WILL ENDURE:

- | Digitalization
- | Cybersecurity
- | Decarbonization
- | Traceability



TRENDS ACCELERATED BY THE COVID CRISIS:

- | Standardization
- | As a Service
- | Rightshoring of supply chain



AT THE CORE
OF ATOS
VALUE
PROPOSITION

MANUFACTURING ATOS LEADING INDUSTRY EXPERTISE AND ASSETS

OUR EXPERTISE

18,000

MANUFACTURING-
BUSINESS TECHNOLOGISTS

4

GLOBAL COMPETENCE
CENTERS

INTIMATE
INFRASTRUCTURE
KNOWLEDGE FROM
MAJOR PLAYERS

OUR SOLUTIONS & IP

- I Platforms Solutions:
 - Smart Control room
 - Connected Assets
 - Digital twins, etc.
 - PLM
- I CPG Supply Chain Management expertise
- I Mission Critical Systems (Aero, Auto)
- I Automotive Competence Center: High End R&D & Engineering Services
- I Service Enhancing Technologies: Virtual AR, Holographic

OUR EXPERIENCE

Leader in Digital
Manufacturing Services¹⁾
#2 Manufacturing Service
Provider²⁾

700+

Clients³⁾ served

SIEMENS



Coca-Cola

DAF

AIRBUS

OUR PARTNERS

SIEMENS

eBest
IoT

RETAIL

ptc

servicenow

Picomto

PEGA

amazon
web services

DASSAULT
SYSTEMES

DELL EMC

SAP

Microsoft

Google Cloud

1) Nelson Hall 2020

2) HFS 2020

3) Named, active clients only

MANUFACTURING

VALUE CHAIN IS PART OF ATOS DNA

PRODUCT
DEVELOPMENT



MANUFACTURING



SALES &
MARKETING

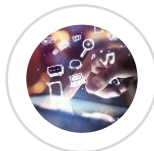


AFTER
SALES
SERVICES

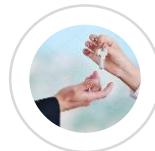
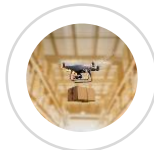


REUSE,
REFURB,
RECYCLE

Ensure business continuity with
Secured and integrated supply chains



Modernizing & Reinventing
Manufacturing with Smart Factories



Personalizing User and
Consumer Experiences



Improve Business Outcomes leveraging
Digital Business
Platforms & Ecosystems

SUSTAINABILITY & CYBERSECURITY

productivity, yield
& energy gains

customer intimacy
& retention

new revenue sources,
lower warranty costs

sustainability &
business continuity

MANUFACTURING (MFG)

EXPANDING & INDUSTRIALIZING THE PORTFOLIO TO ACCELERATE GROWTH

DRIVING PERFORMANCE

ROADMAP



Set strategy and direction to realize business value from digital transformation in a sustainable manner.

MANUFACTURING DATA FOUNDATION



Optimize core business applications in R&D, engineering, manufacturing & supply chain: **PLM, MES, SAP, RPA**

SMART FACTORY



Connect the factory in real time. Drive further improvements in productivity, yield, and energy consumption. **IOT, edge, data platforms, AI**

CUSTOMER CENTRED MANUFACTURING



Optimize customer and consumer experience at every stage of the journey to protect and grow revenues. **Analytics, CRM, commerce, contact centre ...**

CONNECTED PRODUCTS & SERVICES



Evaluate and implement new "connected" business models to enrich customer experience, grow revenues and improve supply chain performance. **IoT, edge, data platforms, AI**

SUSTAINABLE MANUFACTURING – A COMMON PURPOSE

CYBER SECURITY – ESSENTIAL

CORE INFRASTRUCTURE & PLATFORM SERVICES – THE FOUNDATION

Client STORIES

Trusted partner for your Digital Journey



Atos

MANUFACTURING

AUTOMOTIVE COMPETENCE CENTER

HIGH END R&D, BUSINESS CRITICAL ENVIRONMENT



MAJOR GERMAN AUTOMOTIVE MANUFACTURER

Connected Vehicle Service Management
and Deployment

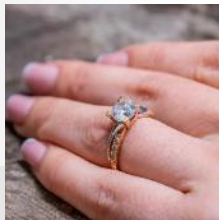
**“New car over night” through
the update over the air service**

Customer benefits:

Upgrade cars over night, for a new
level of customer experience
Access to new revenue streams for
OEMs to sell additional features
over the lifetime of the car

MANUFACTURING

CPG SAP COMPETENCE CENTER: SUPPLY CHAIN MANAGEMENT SERVICES



JEWELRY MANUFACTURER ADDITIVE MANUFACTURING

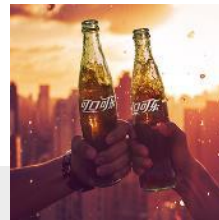
Overall ecosystem with a hybrid SAP model for the new additive manufacturing solution

Increased productivity through new SAP application



GLOBAL BOTTLING COMPANY VISION PICKING

Improved productivity and quality with Handsfree AR & Remote support
Reduce reading, typing time for workers on the shop floor. Complement with voice-based communication systems for full remote support

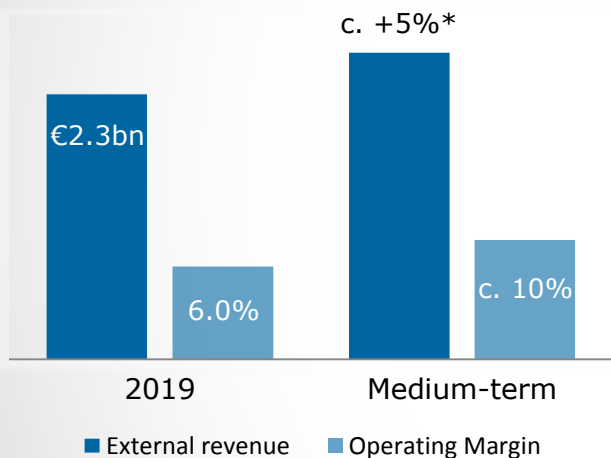


SWIRE ATOS SAP S/4HANA

SAP S/4 HANA Greenfield implementation *Implementation in complex processes and interfaces to achieve data transparency, integrated flexible processes and simplified ways of working*

MANUFACTURING

MEDIUM-TERM TARGETS: REVENUE GROWTH AND OPERATING MARGIN



MAIN ORGANIC GROWTH DRIVERS

- | Cloud/DWP/SAP
- | RPA/automation/AI + IoT/Edge
- | Decarbonization, Platforms & Cyber-Security

MAIN OPERATING MARGIN DRIVERS

- | Leverage & grow portfolio of pre-integrated solutions
- | Progressive replacement of low margin contracts
- | Automation acceleration & Operations Digital Platform

MAIN AREAS FOR STRATEGIC PARTNERSHIPS & M&A

- | IoT & Edge
- | Platform Solutions & PLM
- | Information modeling, Applied AI/Automation for Supply Chain

*medium-term annual growth rate at constant currency

Q&A

Trusted partner for your Digital Journey



Atos

Thank **YOU**

Trusted partner for your Digital Journey



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