

Resources & Services

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RESOURCES & SERVICES ID CARD

c. 18,000
HEADCOUNT
WORLDWIDE



43% Energy & Utilities

57% Retail, Transportation
& Logistics

€ 1.7bn
2019 REVENUE

€ 2.0bn
2019 ORDER ENTRY

€ 175m
2019 OPERATING
MARGIN



Present in
50
COUNTRIES

TOP10
CUSTOMERS
representing
c. 43% OF REVENUE

+7.8%
2019 Organic growth

114%
2019 BOOK TO BILL

10.1%
2019 OPERATING
MARGIN RATE

Global Accounts
representing
c. 56% of revenue

€ 2.9bn
2019 BACKLOG
*representing 1.7 year
of revenue*

RESOURCES & SERVICES

GLOBAL CONTEXT: ACCELERATION OF DIGITAL TRANSFORMATION



100%

working on a change according to 3 linked drivers: **Decarbonization**, Digitalization, Decentralization



+300%

of data collected and stored by E&U companies in 5 years, leveraging on **Intelligent Analytics** on Data Platforms



+80%

of retailers are going to implement **Artificial Intelligence** solutions



€20bn

per year in savings from cost-effective **autonomous technology**, benefitting to last mile and decarbonization



80%

investing in **digitalization** of engineering and operations by implementing an integrated ecosystem along IT, OT, IoT



+50%

Covid effects + millennials enhanced interactions with E&U players via **mobile**, **web** and **social media**



+700%

Increase in demand to **e-commerce** players



x3

The worldwide transport of passengers will be multiplied by 3 in 2050. **Control systems** over infrastructure and networks are key for efficiency and **decarbonization**

Energy & Utilities (E&U)

Retail, Transportation & Logistics

Covid has negative effects on market growth in the short term, while in the middle/long term increases the digital change

RESOURCES & SERVICES

ATOS INDUSTRY EXPERTISE AND ASSETS

OUR EXPERTISE

- I More than **7.000 dedicated industry specialists** in E&U, Retail, Transport and Logistics
- I **Atos Worldgrid** has +30 years experience in performing as dedicated unit to vertical IP E&U solutions and IT/OT integration
- I **Syntel** has +20 years partnership with Logistic & Transportation companies, with proven **vertical** IP solutions

OUR SOLUTIONS & IP

- 1 Packaged solutions for Energy & Utilities** (Billing, smart metering, networks management,...)
- 2 Packaged solutions for Retail Transportation & Logistics** (Omnichannel, supply chain, CX,...)
- 3 Platforms & microservices** for digital transformation
- 4 Ecosystem of multiple infrastructure** (IoT, data lakes,...)

OUR EXPERIENCE

- 
- American delivery services company
 - French corporation for luxury goods
 - American fast food chain
 - French retailer

OUR PARTNERS



RESOURCES & SERVICES/ ENERGY & UTILITIES VALUE CHAIN DIGITAL TRANSFORMATION: PACKAGED SOLUTIONS

Objective: focus on proven vertical Energy & Utilities packaged offerings, replicating best practices and expertise cross-borders, reducing risks and enhancing profitability

TRADITIONAL E&U...



Bundled flow Generation, Distribution and Retail to final Users

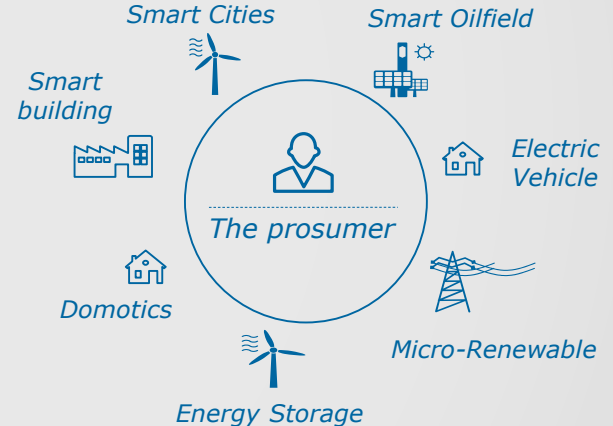
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PACKAGED SOLUTIONS



- | Decarbonization: control systems for GenCo & DisCo for renewables
- | HyperAutomation
- | Smart Digital Processes transformation
- | Meter-to-cash and customer experience
- | Asset lifecycle Management
- |

... NEW "GREEN" E&U

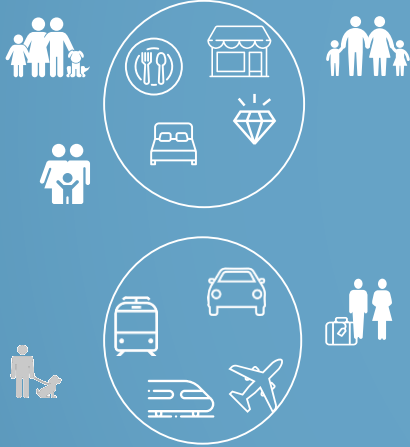


Customer/Prosumer centricity in unbundled **decarbonized** ecosystem

RESOURCES & SERVICES / RETAIL, TRANSPORTATION & LOGISTICS VALUE CHAIN DIGITAL TRANSFORMATION: PACKAGED SOLUTIONS

Objective: focus on proven vertical Retail, Transportation & Logistics packaged offerings, replicating best practices and expertise cross-borders, reducing risks and enhancing profitability

TRADITIONAL Retail...



TRADITIONAL Transport...

2 PACKAGED SOLUTIONS

- | HyperAutomation
- | Customer Experience
- | Decarbonized and intelligent supply-chain
- | Store security
- | Automated inventory tracking (RFID)
- | "Rebound Retail" for re-opening (contactless; scan and go; pick-up-only stores)
- | ...



... NEW "GREEN" RETAIL

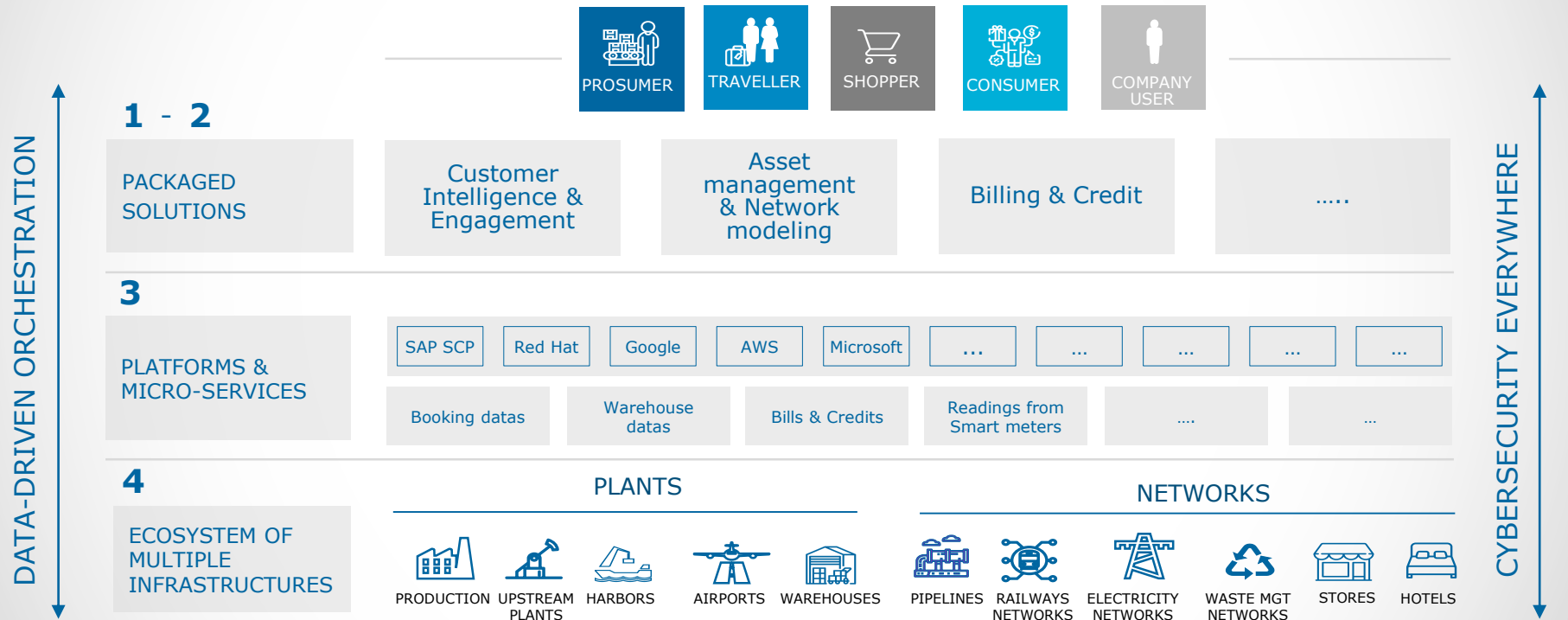


...NEW TRANSPORTATION

**Hyper-convenient retail experience;
Traceable & sustainable logistics**

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THE COMMON FRAMEWORK FOR CUSTOMERS



Client STORIES

Trusted partner for your Digital Journey



Atos

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ENEL CASE: ATOS ACROSS THE VALUE CHAIN WITH GLOBAL COVERAGE

+500M EURO CONTRACTS WITH ENEL

(2° worldwide E&U player per market cap), to become the first leading private operator in the world in the Renewable Energy and Network sectors, thank to **DECARBONISATION AND ELECTRIFICATION** Enel strategy

SCALE AGILE
From Rooms to
Organizations



**LAUNCH
MICROSERVICES**
From cloud only to
microservices only



**SCALE DATA
DRIVEN**
From data
informed to data
driven company



**LAUNCH DIGITAL
VALUE**
From digital cost to
digital revenue



ENEL

BUSINESS IMPACT



METER TO CASH

Cash flow improvement for about
1,5 B euro/year



HYPERAUTOMATION

Cost saving c.25%
Time reduction c.40%



DATA LAKE

2700B readings for
data-Economy program



DIGITAL CHANNELS

Solution for improving
75M customers experience



SUBSCRIPTION ECONOMY

Planned 7B euro turnover in
the next 5 years



DIGITAL WORKPLACE

70k new digital workplace
in 32 countries



CYBERSECURITY

Homogeneous cybersecurity in 32
countries

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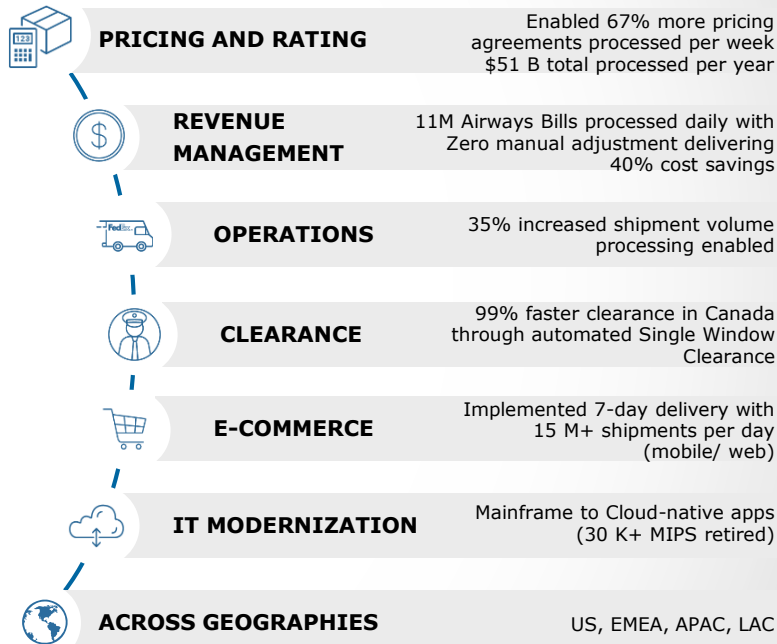
MAJOR GLOBAL LOGISTICS FIRM: A TRANSFORMATIONAL PARTNERSHIP

+2000 ATOS EMPLOYEES

are partnering with the Client across its key strategic programs to position it as a **DIGITAL**, **AGILE** and **e-COMMERCE** oriented organization. Our growing relationship (+20% IN THE LAST 2 YEARS), enabled Atos to launch a dedicated Innovation Center of Excellence in collaboration with Client, to generate sustainable digital impact

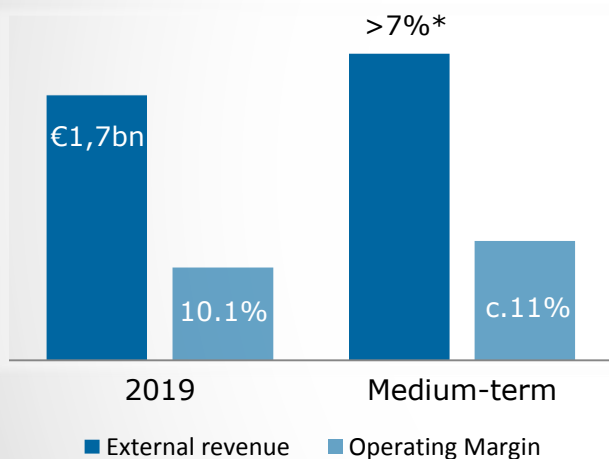


BUSINESS IMPACT



RESOURCES & SERVICES

MID-TERM TARGETS: REVENUE GROWTH AND OPERATING MARGIN



MAIN ORGANIC GROWTH DRIVERS

- | Packaged vertical offerings, focusing on decarbonization and digitalization
- | Platform and Microservices enabling new digital innovation
- | Geographical customers' expansion, led by Industry expertise

MAIN OPERATING MARGIN DRIVERS

- | Packaged replicable solutions
- | Syntel full leveraging (front-end offerings and off-shore efficiency)
- | Cost base optimization, including RACE program

MAIN AREAS FOR ACQUISITIONS

- | Vertical players to enhance go-to-market and global footprint (bolt-on acquisitions, e.g. in SAP Industry Solutions)
- | Platform enabling providers, in specific domains (SAP SCP, Google,...)
- | Start-ups dedicated to specific R&S technological assets

*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



Atos