

Atos

Atos Conference Call

Bezons, July 12, 2021

Disclaimer

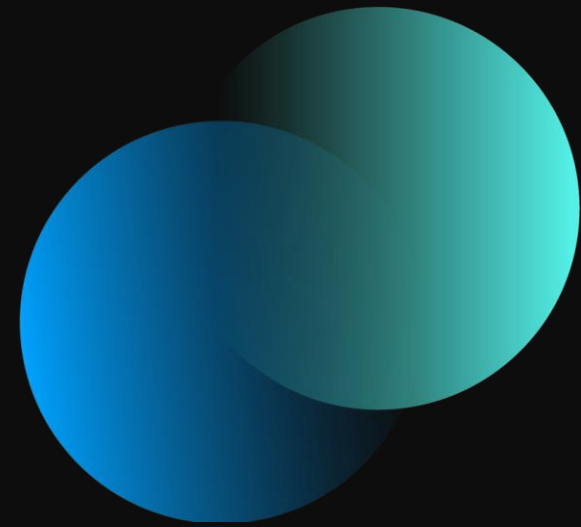
This document contains forward-looking statements that involve risks and uncertainties, including references, concerning the Group's expected growth and profitability in the future which may significantly impact the expected performance indicated in the forward-looking statements. These risks and uncertainties are linked to factors out of the control of the Company and not precisely estimated, such as market conditions or competitor's behaviors. Any forward-looking statements made in this document are statements about Atos' beliefs and expectations and should be evaluated as such. Forward-looking statements include statements that may relate to Atos' plans, objectives, strategies, goals, future events, future revenues or synergies, or performance, and other information that is not historical information. Actual events or results may differ from those described in this document due to a number of risks and uncertainties that are described within the 2020 Universal Registration Document filed with the Autorité des Marchés Financiers (AMF) on April 7, 2021 under the registration number D.21-0269. Atos does not undertake, and specifically disclaims, any obligation or responsibility to update or amend any of the information above except as otherwise required by law. This document does not contain or constitute an offer of Atos' shares for sale or an invitation or inducement to invest in Atos' shares in France, the United States of America or any other jurisdiction.

Atos consolidated and statutory financial statements for the year ended December 31, 2020, were approved by the Board of Directors on February 17, 2021. Following their audit procedures on the consolidated financial statements for the year ended December 31, 2020, the statutory auditors issued on April 1, 2021 a qualified opinion due to a limitation on the scope of the audit as two US legal entities representing 11% of 2020 consolidated revenue that require additional diligences. For the sake of clarity, except for the qualification included in the statutory auditors' report on the consolidated financial statements for the year ended December 31, 2020, the Group consolidated financial statements are audited and the financial statements included in the Universal Registration Document are unchanged compared to the version published by the Company on February 18, 2021. As of today, the Group has not identified misstatements on the two US entities that are material for the consolidated financial statements.

Revenue organic growth is presented at constant scope and exchange rates.

Industries include **Manufacturing** (Aerospace, Automotive, Chemicals, Consumer Packaged Goods (Food & Beverage), Discrete Manufacturing, Process Industries, Services and Siemens), **Financial Services & Insurance** (Insurance, Banking & Financial Services, and Business Transformation Services), **Public Sector & Defense** (Defense, Education, Extraterritorial Organizations, Public Administration, Public Community Services and Major Events), **Telecom, Media & Technology** (High Tech & Engineering, Media, and Telecom), **Resources & Services** (Energy, Retail, Transportation & Hospitality, and Utilities) and **Healthcare & Life Sciences** (Healthcare and Pharmaceutical).

Regional Business Units include **North America** (USA, Canada, Guatemala and Mexico), **Northern Europe** (United Kingdom & Ireland, Belgium, Denmark, Estonia, Belarus, Finland, Lithuania, Luxembourg, The Netherlands, Poland, Russia, and Sweden), **Central Europe** (Germany, Austria, Bulgaria, Bosnia, Croatia, Czech Republic, Greece, Hungary, Romania, Serbia, Slovenia, Slovakia, Israel, and Switzerland), **Southern Europe** (France, Andorra, Spain, Portugal, and Italy) and **Growing Markets** including Asia-Pacific (Australia, China, Hong Kong, India, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, and Thailand), South America (Argentina, Brazil, Chile, Colombia, Uruguay, and Peru), Middle East & Africa (Algeria, Benin, Burkina Faso, Egypt, Gabon, Ivory Coast, Kenya, Kingdom of Saudi Arabia, Madagascar, Mali, Mauritius, Morocco, Qatar, Senegal, South Africa, Tunisia, Turkey and UAE), Major Events and Global Delivery Centers.



H1 2021 provisional figures and FY 2021 new objectives

	H1 provisional figures	FY 2021 new objectives
Revenue growth (at constant currency)	-1.0%	Stable vs +3.5% to +4.0%
Operating margin (% of revenue)	5.5%	c.6% vs 9.4% to 9.8%
Free cash flow	€-364m	Positive vs €550m to €600m

OM New Objective Bridge

OM 2021 initial guidance

9.4% to 9.8%

Revenue effect

c. -270 bps

Limited cost flexibility in legacy infrastructure business

Incremental Recruitment and Retention cost

c. -40 bps

Germany turnaround plan

c. -30 bps

Execution starting progressively only in H2

Component cost increase

c. -20 bps

One time effect due to component shortage

New OM 2021 objective

c. 6.0%

FCF New Objective Bridge

FCF 2021 initial guidance

€550m to €600m

Operating Margin reduction

c. €-210m

Reduced customer advance payments

c. €-200m

German turnaround plan

c. €-120m

€180m vs €60m assumed in initial guidance

Others

c. €-20m

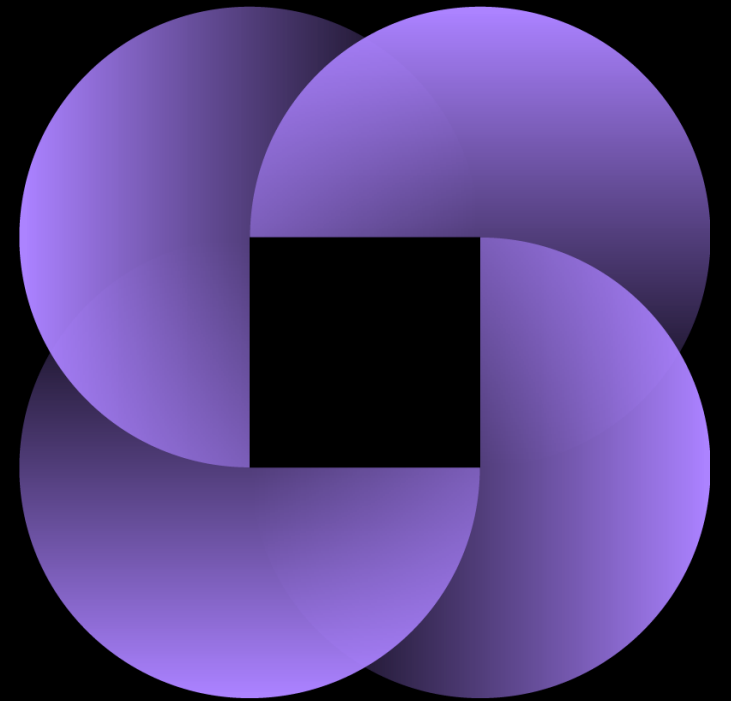
New 2021 FCF objective

Positive

Transformation agenda and mid-term targets

- Strategic portfolio review of non-core assets being finalized
- Restructuring plan for the German infrastructure business agreed with social partners
- Mid-term targets maintained

Q & A





Thank you!

