



Interview with Elie Girard

Chief Executive Officer, Atos

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This has been a complex year for companies around the world. How did Atos fare in this context?

This year, the safety of our employees and their families has been my greatest concern. Using our expertise and knowledge, we were able to fully adopt home working across the Group, moving from 20% to 96% of our employees worldwide working from home in a matter of days.

This resilience enabled us to fully support our clients throughout the year. Our business continuity plans and security capabilities ensured service availability for all clients, including seamless continuation of mission-critical activities across healthcare, the public sector and critical infrastructure.

We also joined the fight against COVID-19, leveraging our technologies to support vaccine research at numerous centers and labs around the world.

Now, we are leading the conversation about how to move forward in the post-COVID-19 era and prepare for the rebound we are all hoping for. Together with clients and our Scientific Community, we are exploring new ways to enable businesses and governments to become more resilient and sustainable in the long term.

I am incredibly grateful to all Atos colleagues for their truly exceptional work, dedication and agility over this year.

What important milestones did Atos achieve in 2020?

First and foremost, more clients put their trust in us. We have delivered a record year for commercial sales. The Spring transformation is driving our ambition to be the leader in secure, decarbonized digital — creating a phenomenal response from clients and accelerating our commercial momentum throughout the year.

It is not only a matter of book to bill, which has been strong throughout the year, leading to 119%. We are also very pleased that the digital component of our sales has increased: 46% of our 2020 revenue was achieved in the digital, cloud, security and decarbonization areas, up from 40% in 2019 and towards 65% mid-term.

In 2020, we signed 10 acquisitions to propel Atos towards its ambition.

We also strengthened our partnerships and enlarged our ecosystem, not only with major players but also with startups that drive innovation – through Atos Scaler, our new accelerator.

We also launched Atos OneCloud with a c. €2 billion investment. Atos OneCloud is the only solution on the market that blends customized industry consulting with application transformation expertise in an end-to-end set of services.

Our portfolio of decarbonization solutions is already delivering results for our clients and driving growth. Atos itself has been carbon-neutral since 2018 and we are on track to achieve net-zero by 2028.



What are your thoughts and priorities for 2021?

In 2021, we will deliver an important milestone of our growth agenda and mid-term plan. First and foremost, there is a clear drive within Atos to achieve our transformation towards much stronger growth. The current high levels of commercial activity will definitely support our return to growth in 2021.

In that context, our priority is to maintain the commercial momentum and high performance levels we saw in 2020, while focusing on additional structural actions in both cost (to improve profitability) and cash (to increase the conversion to free cash flow).

Another priority is improving our business mix towards digital, cloud, security and decarbonization— areas which are also supported by our acquisition strategy.

Finally, we have made significant steps in the ESG domain. An ethos of social responsibility is part of the Atos DNA that all our employees share, which we leverage for the benefit of our clients and our shareholders.

