

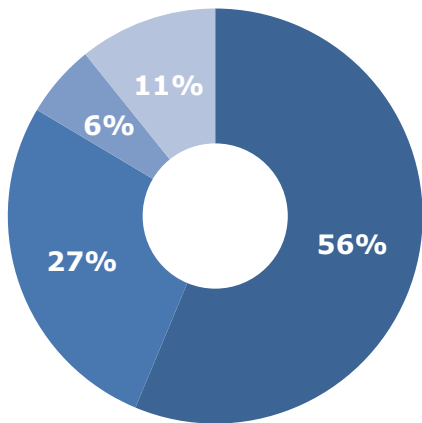
Morgan Stanley Digital Day

London, March 20 2017

Atos business profile

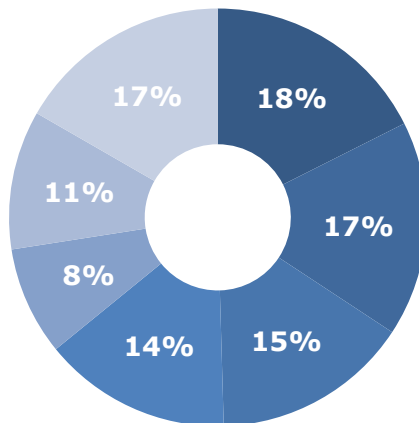
2016 revenue: € 11.7 billion

► By Division



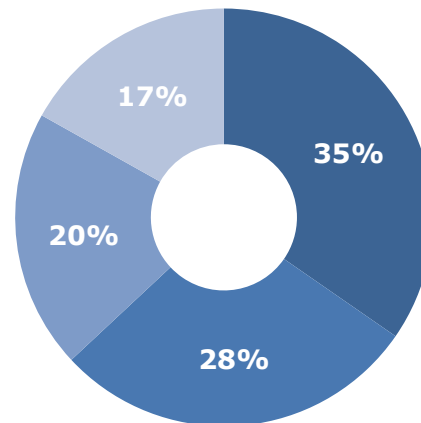
- Infrastructure & Data Management
- Business & Platform Solutions
- Big Data & Cybersecurity
- Worldline

► By Business Unit



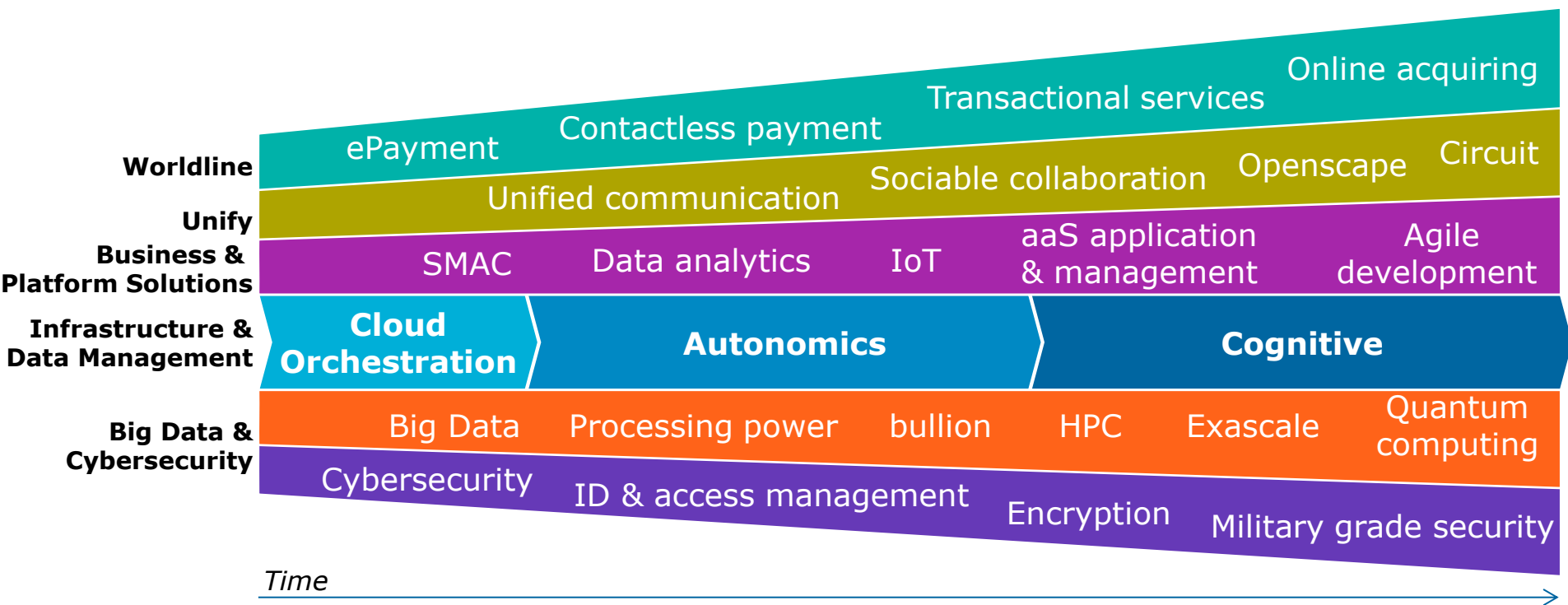
- North America
- Germany
- United-Kingdom & Ireland
- France
- Benelux & The Nordics
- Worldline
- Other Business Units

► By Market



- Manufacturing, Retail & Transportation
- Public & Health
- Telcos, Media & Utilities
- Financial Services

Current Atos delivery model evolution



A Group deeply transformed over the last 7 years

2008

2016

Revenue

€ 5.6 bn

€ 11.7 bn

x2

Operating margin

€ 0.3 bn

€ 1.1 bn

x4

Free cash flow

€ -0.1 bn

€ 0.6 bn

€+0.7 bn

Workforce

51K employees

c. 100K employees

x2

Market cap.

€ 1.2 bn

c. € 11.9 bn

x10

6 technological breakthroughs will mark the 3rd numeric wave

We are here



Mainframes

Web & mobile

*Internet
of devices*



- 1) Exascale
- 2) Artificial Intelligence
- 3) 5G
- 4) Swarm computing
- 5) Blockchains
- 6) Homomorphic & quantum-safe encryption

**Data
Pilots the
Process**

**Data
Pilots
The experience
Client**

**Data
Pilots the
business**

1 – Power multiplied: Exascale

Supply computing power as **strong** as that of the human brain, and then some

- ▶ Resolve complex problems currently impossible to handle:
 - Industry 4.0
 - Fine climatology
 - Personalized medicine
 - Extensive risk analysis
 - Prescriptive intelligence
 - ...
- ▶ **Exascale** should be accomplished by 2020+ and the “**singularity**” by 2040+

sequana:
the most
efficient
computer in
the world



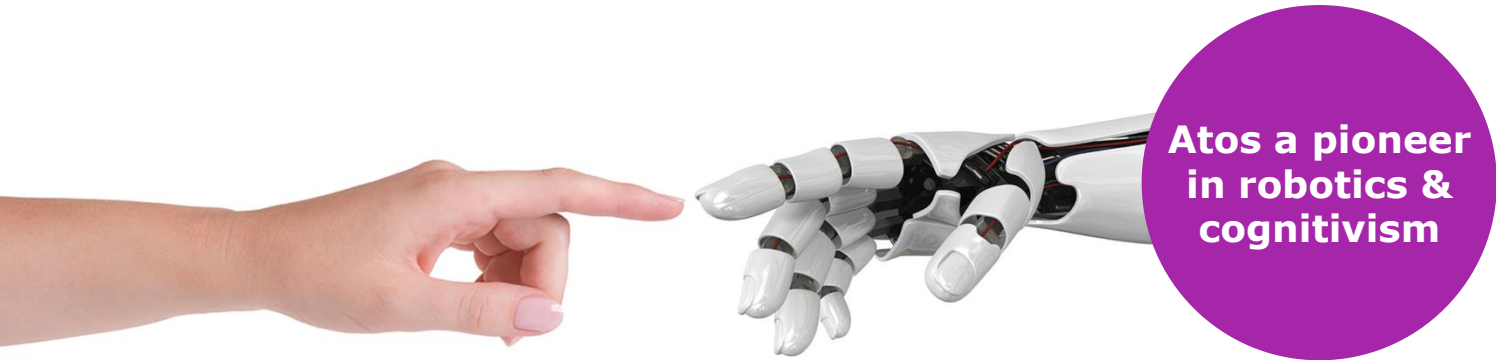
bullion:
server x86
the fastest
in the world



2 – Facilitated decision: Artificial Intelligence

Pave the way for machines that **learn** by themselves, **reason** and **naturally integrate** with humans

- ▶ Break the traditional barriers between neuroscience and computing
- ▶ Analyze multiple heterogeneous data sources to find connections there
- ▶ Redefine the relationships between man and the digital environment

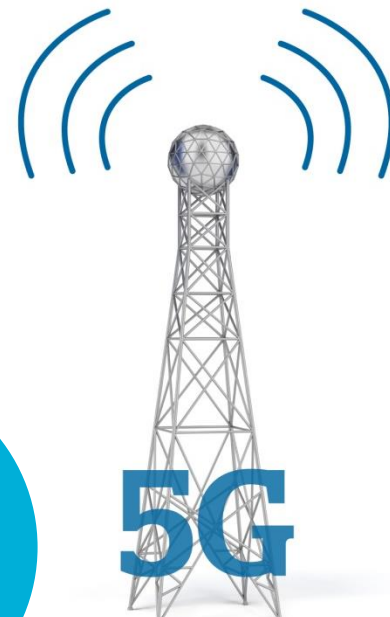


**Atos a pioneer
in robotics &
cognitivism**

3 – Real-time connectivity: 5G

Be able to connect, in time, to **trillions of** devices on the internet, serving **billions of people** in real time

- ▶ Reduce network latency to <1 ms to generalize real-time (connected car...)
- ▶ Support mobile hyper-connectivity (HD TV, videoconference, enhanced reality...)
- ▶ Facilitate dynamic auto-reconfiguration of networks and devices in real-time



70%
of Telcos
rely on
Atos

Planned deployment: 2020+

4 – Distributed robotics: Swarm computing

Knowing how to respond to **uncertainty** by allowing vast ecosystems of intelligent agents and objects to **self-organize** and adapt in real-time

- ▶ Connect central intelligence to the intelligence distributed from the hive
- ▶ Permit the emergence of systems adapting to all types of evolving and complex contexts:
 - Smart cities
 - Medicine (nanorobots)
 - Interior security
 - ...



Advanced
research
with
Siemens

5 – Reinvented confidence: the Blockchains

Guarantee secure transactions
in peer-to-peer mode without third parties
with **confidence**

Transform the transactional value chain between

- ▶ Customers & users
- ▶ Suppliers
- ▶ Financial intermediaries
- ▶ Regulators



A revolution in progress for:

- ▶ Payments
- ▶ Currency (i.e. bitcoin)
- ▶ Healthcare transactions
- ▶ Digitalized agreements
- ▶ ...

6 – Future confidentiality: homomorphic encryption and quantum-safe encryption

Create **encryption algorithm**

- ▶ Adapt to the generalization of the **Cloud**
- ▶ Virtually **unbreakable** by future computing power



Atos
Pioneer of
encryption

What does Atos brings to its customers in order to benefit from these disruptions ?

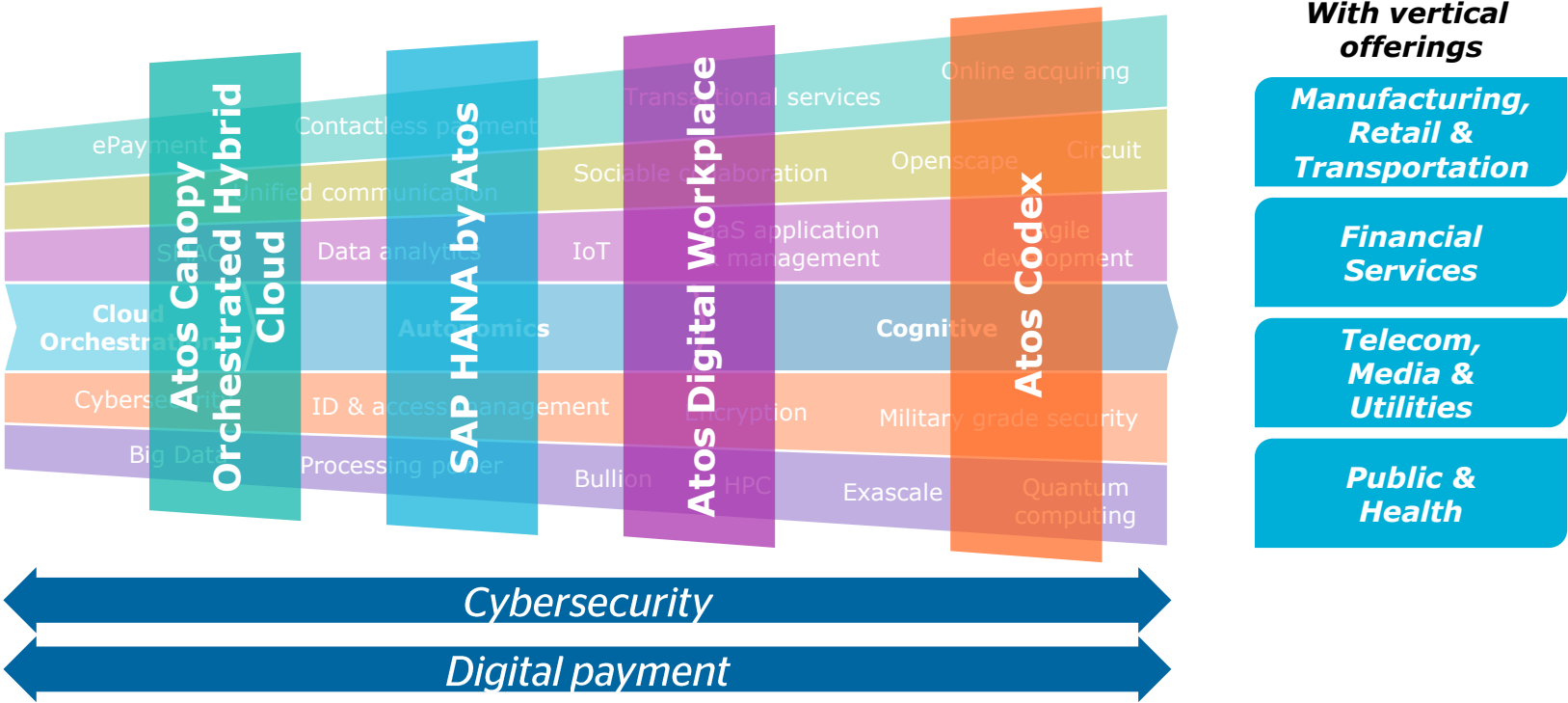
Customer
experience

Operational
excellence

Business
reinvention

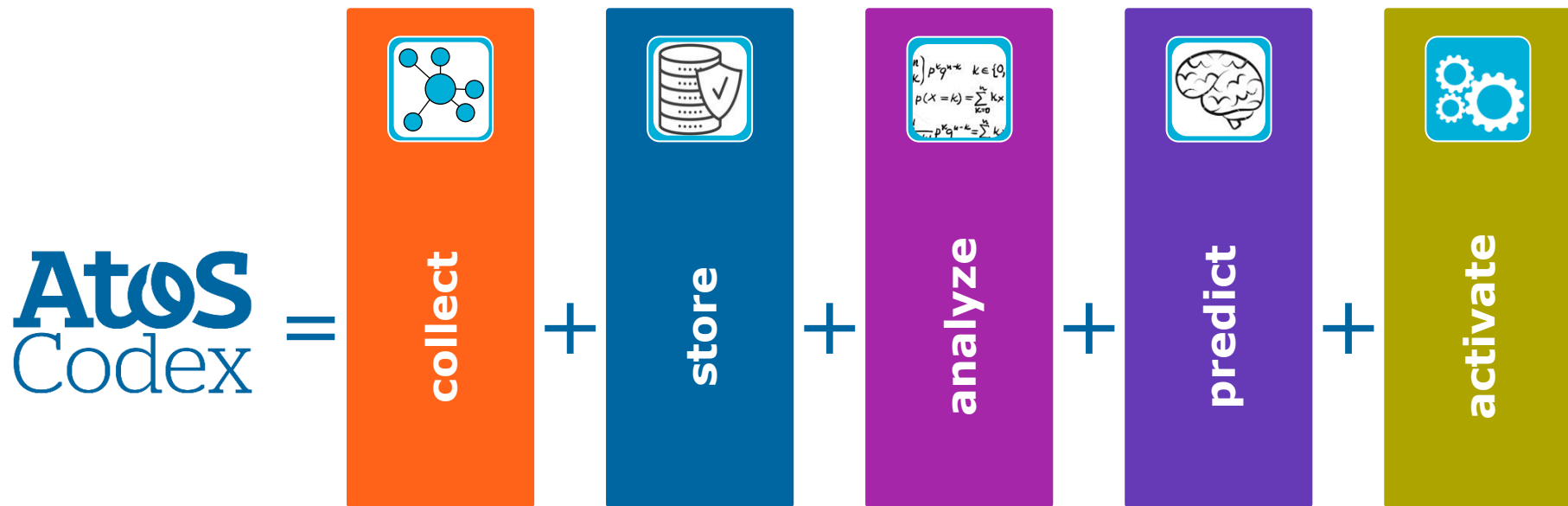
Trust &
compliance

Building the Atos Digital Transformation Factory



Codex = COgnitive DEcisions and Execution

The answer to transform data into business outcomes



Atos Codex in 2017

Analytics, Cognitive and IoT

Industry leading
HPC, HPDA
computing

Ready to deploy,
technology with
enhanced multi-
cloud capabilities

New logo momentum!
100+
Atos Codex
engagements in 2016

Agile proof of
values that scale
rapidly to
industrialized
analytics platforms

Atos

Global player
c. €500m
annual revenue

Full end-to-end SAP HANA service provider

A strong foundation to address a new dynamic market

12,000+ skilled SAP professionals

Global SAP-certified
in Hosting, SAP HANA
Operations, Cloud and AM
services

SAP-certified bullion
server for SAP HANA up to 16TB

50+ S/4HANA projects

Built and manages one of
the **world's**
largest
HANA Private Cloud

**3 million SAP
End-Users
supported**



Siemens SAP HANA reference

SIEMENS

49

Landscapes

>300%

Faster ERP reporting

219

SIDs

9.5x

Faster COPA Processing

500 TB

HANA Memory

6x

Faster PS Processing

3.5 PB

Data

>3x

Faster MM Processing

>2000

Servers

>300

Billion HANA appliances



Why our clients need Atos Cybersecurity

**More
devices**



More targets

Perimeter security
vanishes



**More
valuable data**

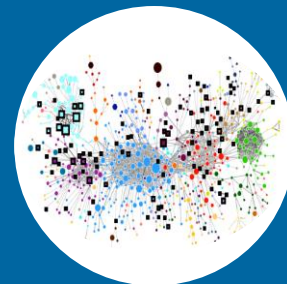


More attacker reward

Cyber crime takes
a quantum leap



**More
complexity**



More vulnerabilities

(in)Security through
obscurity

<algorithm>

Atos Cybersecurity: a business-driven approach



Cybersecurity for the Olympic Games



Sorry!

Can you
try again?

We were
re-booting!

200,000
Testing hours

300,000 +
Accreditations

400
IT security events per
second

500 000 000
IT security events

0
Impact on the games