

Exane BNP Paribas 20th European CEO Conference

Thierry Breton
Chairman & CEO

Paris
Wednesday June 13, 2018

Trusted partner for your Digital Journey

Atos

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 competitors 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 2017 Registration Document filed with the Autorité des Marchés Financiers (AMF) on February 26, 2018 under the registration number: D.18-0074. 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.
- ▶ **Revenue organic growth** is presented at constant scope and exchange rates, and restated for the impact of IFRS 15.
- ▶ Business Units include **Germany, North America** (USA, Canada, and Mexico), **France, United Kingdom & Ireland, Worldline, Benelux & The Nordics** (Belgium, Denmark, Estonia, Finland, Lithuania, Luxembourg, The Netherlands, Poland, Russia, and Sweden), and **Other Business Units** including **Central & Eastern Europe** (Austria, Bulgaria, Croatia, Czech Republic, Greece, Hungary, Israel, Italy, Romania, Serbia, Slovakia and Switzerland), **Iberia** (Spain and Portugal), **Asia-Pacific** (Australia, China, Hong Kong, India, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, and Thailand), **South America** (Argentina, Brazil, Colombia, and Uruguay), **Middle East & Africa** (Algeria, Benin, Burkina Faso, Egypt, Gabon, Ivory Coast, Kingdom of Saudi Arabia, Lebanon, Madagascar, Mali, Mauritius, Morocco, Qatar, Senegal, South Africa, Tunisia, Turkey and UAE), **Major Events, Global Cloud hub, and Global Delivery Centers**.

A Group deeply transformed delivering strong value creation

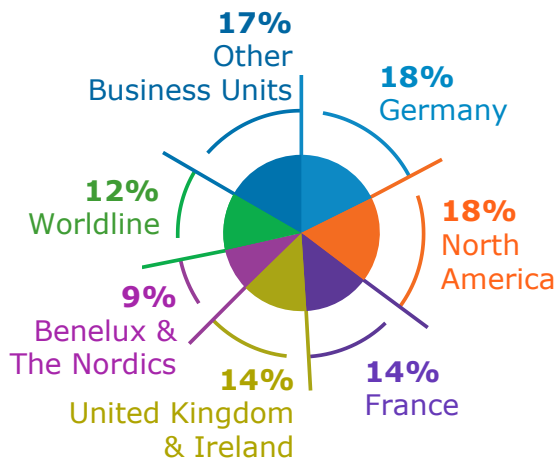
	2008		2017	
1 Revenue	€5.6bn	»	€12.7bn	x2
2 Operating margin	€0.3bn	»	€1.3bn	x4
3 Free cash flow	€-0.1bn	»	€0.7bn	+0.8bn
4 Workforce	51K	»	97K	x2
5 Market capitalization	€1.2bn	»	€12.8bn	x11

A consistent track record of growth and value creation while preserving cash position

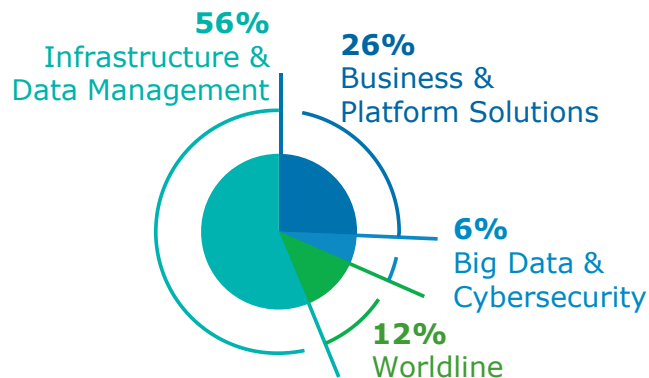
A well-balanced positioning

Breakdown of 2017 revenue

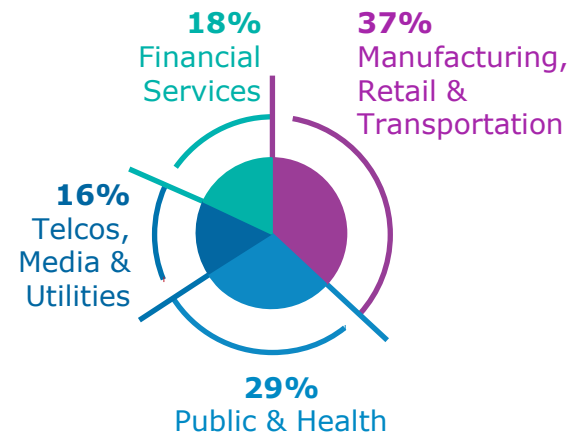
By Geography



By Division



By Market



Our world is more connected than ever producing more and more data

70's

90's

10's

Computers

Web & mobile

IoT / AI

Focus on
process
excellence

Focus on
customer
relations

Focus on
business
reinvention

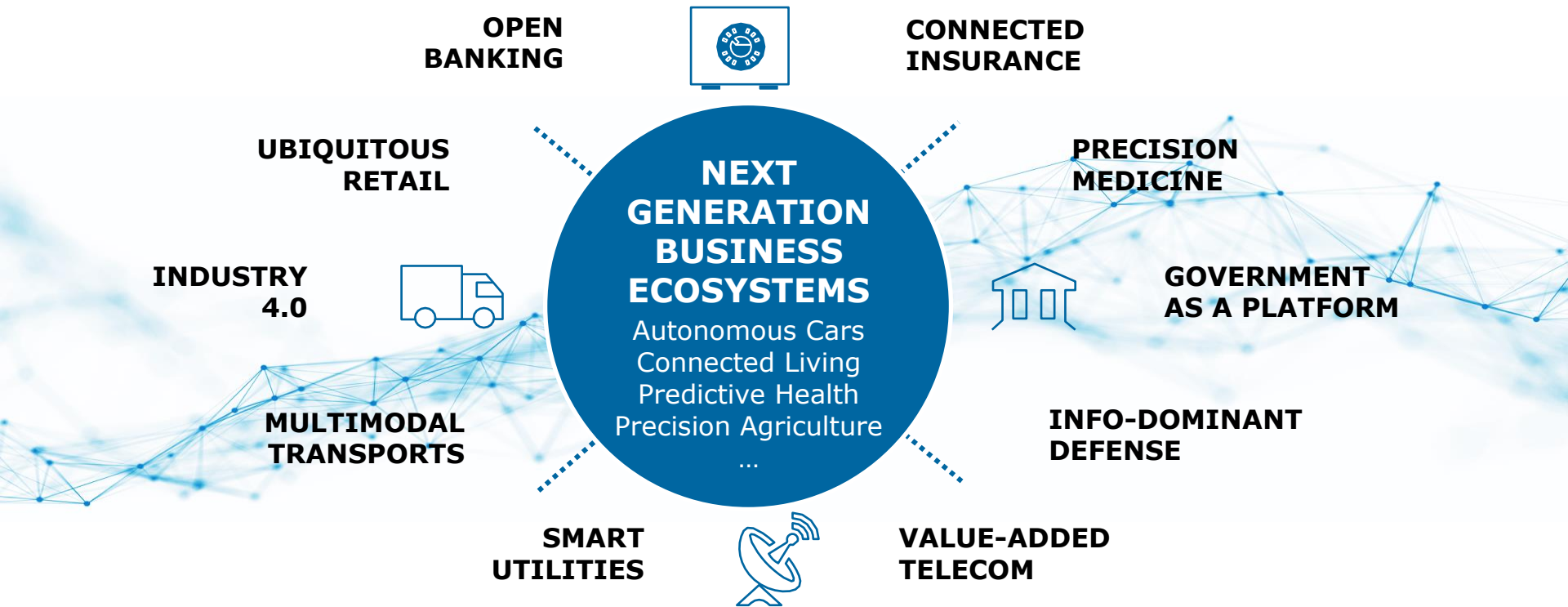
Data
drives the
process

Data
drives
the customer
experience

Data
drives the
business

We bring our customers the
digital platforms
to lead the
data-driven competition
**leveraging
AI, IOT and
security**

Accompanying our customers to build their digital models



We have a strong **culture of innovation** to invent and develop the strategic technologies for tomorrow

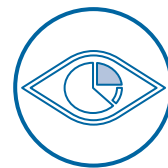
- ▶ **Payment & e-commerce**
- ▶ **Internet of Things**
- ▶ **Big Data & HPC**
- ▶ **Next gen. applications**
- ▶ **Next gen. infrastructures**
- ▶ **Cybersecurity**
- ▶ **Unified Communication**



Safe Digital encryption
Swarm **Orchestration**
Computing Exascale
Quantum
Homomorphic
Intelligence **Blockchains**
Artificial Intelligence **Automation**
IoT 5G
Payment

Atos Digital IP: strong acceleration

5,000 active patents at the Atos group level
120+ new patents filed each year



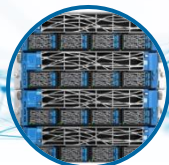
c. **€300m Research & Development** per year

15 R&D centers in 9 countries



World-first **prescriptive Security Operations Center**

Atox Codex AI, next generation cognitive software suite to enable fast deployment of enterprise use cases



Leading hardware for **enterprise AI** with #1 server range in performance and AI/ML supercomputers (HPC). Adopted by **Dell, Cisco, Hitachi**

Highest-performing **quantum simulator** in the world to pave the way for quantum enterprise apps



We offer an **end-to-end** approach in **digital transformation...**

Atos Digital Transformation Factory



Atos Codex

Transforming data into business outcomes



Atos Business Accelerators

Enabling the real-time enterprise



Atos Digital Workplace

Connecting collaborators & customers with data



Atos Canopy Orchestrated Hybrid Cloud

Creating the foundation for digital business



Atos Cybersecurity



Digital Payments

3 pillars of our Digital Transformation Factory significantly reinforced

*Atos Canopy
Orchestrated
Hybrid Cloud*



Google
Cloud Platform

Atos Codex



Google
AI &
Machine learning

*Atos Digital
Workplace*



G Suite



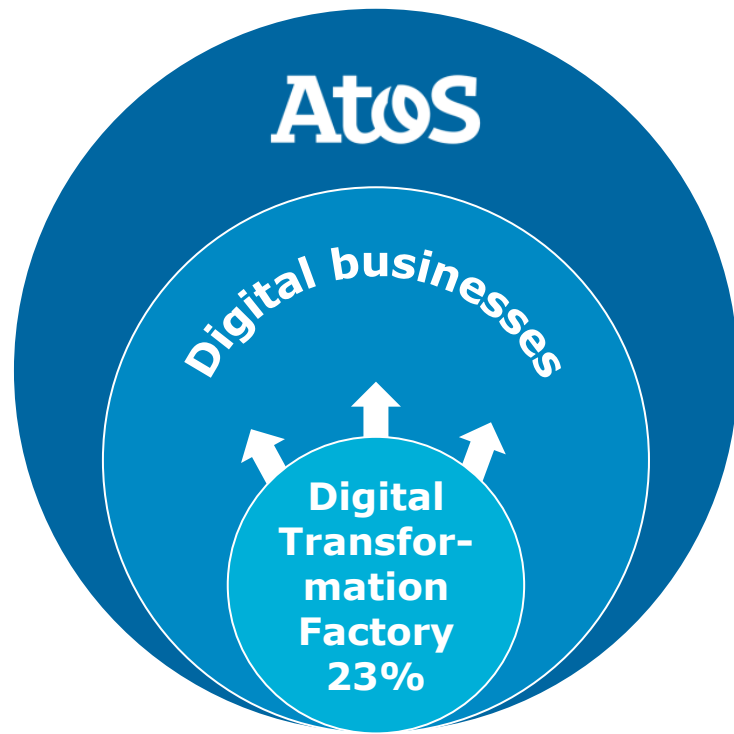
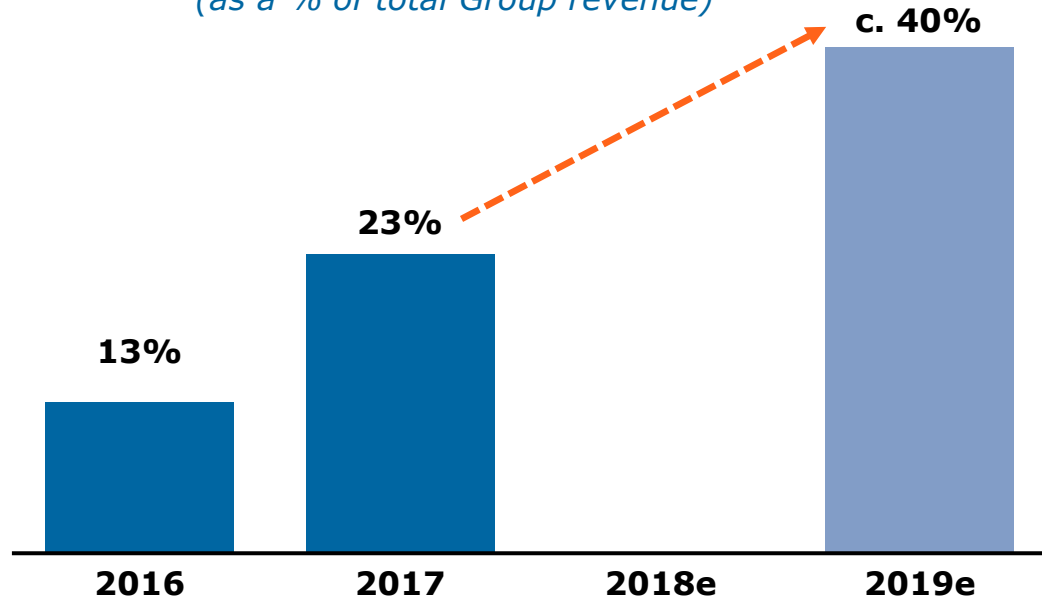
**Atos becomes the
“trusted last mile” of
the digital
information chain**



...driving a fundamental change in our revenue mix

Atos Digital Transformation Factory

(as a % of total Group revenue)



Significant improvements in 2018 comforting 2019 Ambition

<i>Post IFRS 15</i>	2018 objectives	2019 Ambition
Revenue organic growth	+2% to +3%	+2% to +3% 2017-2019 CAGR
Operating margin	10.5% to 11% of revenue	c. 11.5% of revenue
Free cash flow	c. 60% of operating margin	c. 65% of operating margin

M&A strategy



For Worldline, **Merchant acquiring** and **Financial processing** in **Continental Europe**



Business & Platform Solutions for cross selling in **North America**



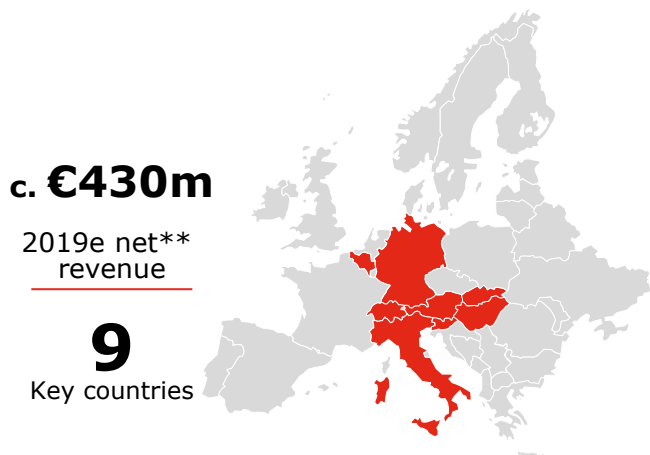
Digital technologies particularly in **Big Data & Cybersecurity**



Sizeable turnaround acquisition in Infrastructure & Data Management

Six Payment Services: one of the largest payment service providers in Europe and the DACH* payment champion

Merchant Services

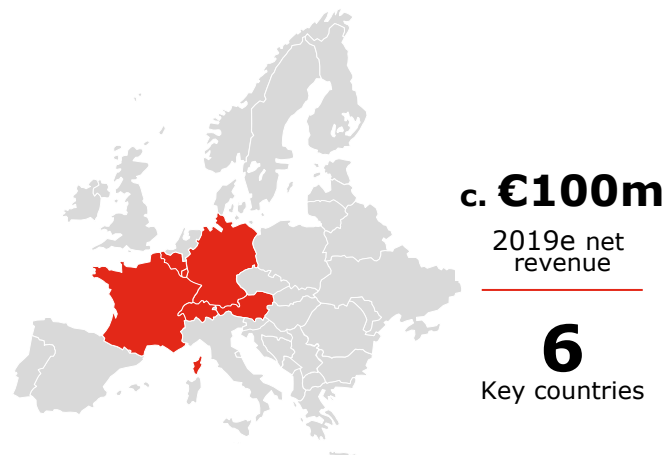


c. **€ 530m**
2019e net** revenue

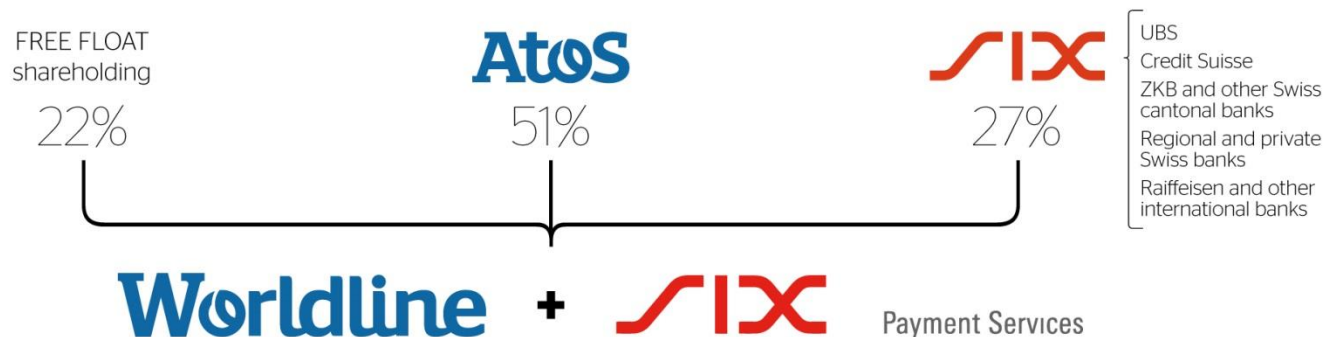
c. **€ 20%** OMDA

number of staff
c. **1,600**

Financial Processing



Worldline profile post transaction



Worldline + SIX Payment Services = 2019e combined revenue of **c.€2.3bn**

#1

10%

Market share in
Commercial Acquiring¹

#1

20%

Market share in
Financial Processing²

#3

European
e-com. PSP³



Q&A



Thanks

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