

# Q1 2023 Financial Information



Bezons  
April 27, 2023

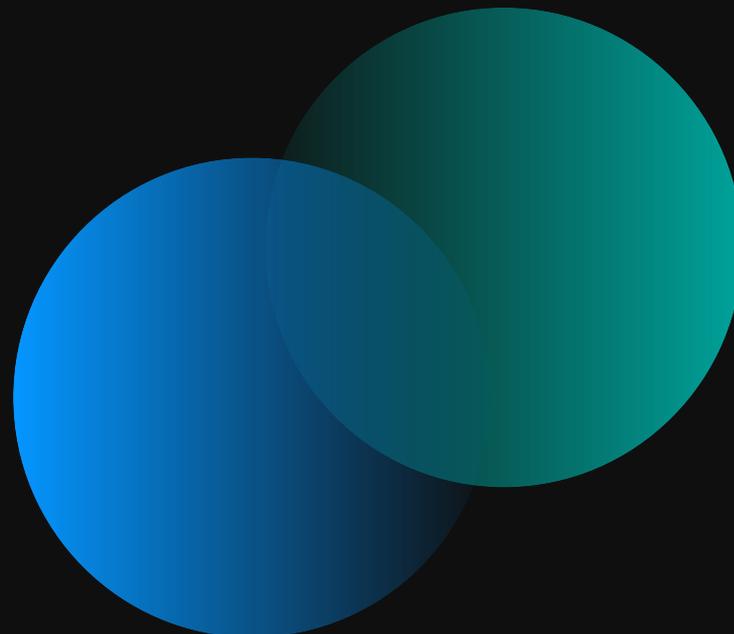
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Revenue organic growth is presented at constant scope and exchange rates.

Regional Business Units include Americas including North America (USA, Canada, Guatemala and Mexico) and South America (Argentina, Brazil, Chile, Colombia, Uruguay, and Peru), Northern Europe and APAC including Northern Europe (United Kingdom & Ireland, Belgium, Denmark, Estonia, Belarus, Finland, Luxembourg, The Netherlands and Sweden) and Asia-Pacific (Australia, China, Hong Kong, India, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, and Thailand), Central Europe (Germany, Austria, Bulgaria, Bosnia, Croatia, Czech Republic, Greece, Hungary, Israel, Poland, Romania, Serbia, Slovenia, Slovakia, and Switzerland), Southern Europe (France, Andorra, Spain, Portugal, and Italy) and Rest of the World including 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.



# Today's presenters



**Nouridine Bihmane**

*Group CEO  
Co-CEO, in charge of  
Tech Foundations*



**Diane Galbe**

*Group SEVP in charge of  
strategic projects and  
support functions*



**Philippe Oliva**

*Co-CEO, in charge of the  
Eviden perimeter*

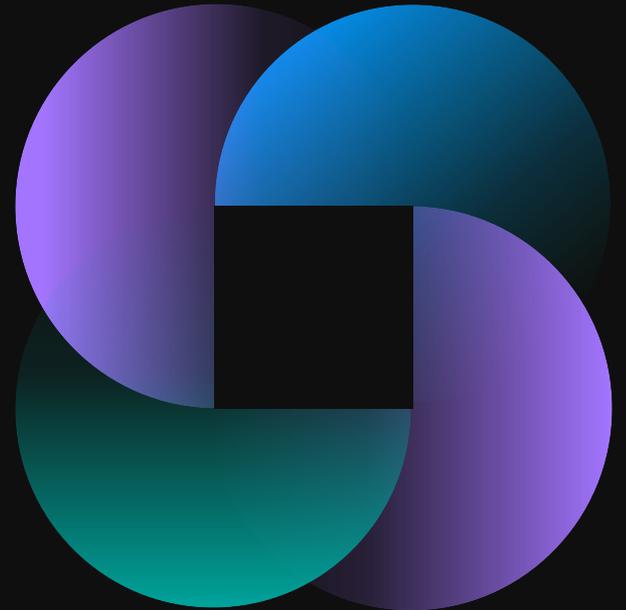


**Nathalie Sénéchault**

*Group  
Chief Financial Officer*

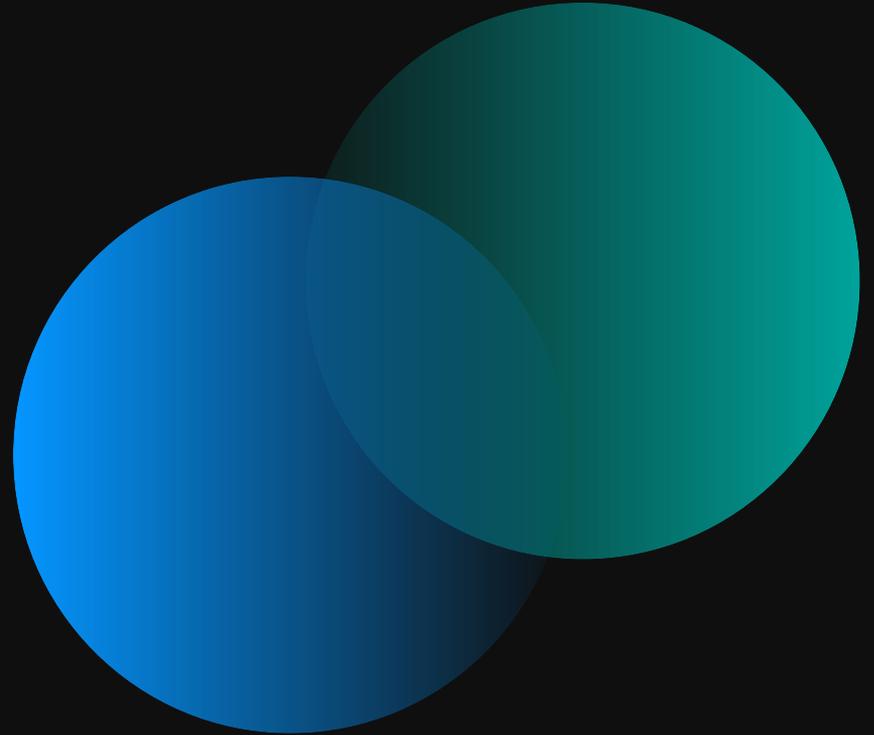
# Agenda

1. Q1 2023 Highlights
2. Progress in strategic transformation project
3. Q1 2023 Revenue
4. Full-year outlook
5. Q&A



# 01. Q1 2023 Highlights

*Nourdine Bihmane  
& Philippe Oliva*



# Q1 2023 highlights

Strategic transformation continues to drive stronger results

## Group

Robust organic growth

**+2.8%** in Q1 2023

## Eviden

Strong growth

**+9.5%** organic

## Tech Foundations

Ongoing portfolio reshaping

**-2.6%** managed organic decrease

Core revenue flat\*



## Pursuing Atos in-depth transformation

Progress in  
divestment program

Eviden brand launch

Tech Foundations  
turnaround acceleration

Roll-out of new client-  
centric organization



## Full-year outlook confirmed

\* Tech Foundations scope excluding BPO, VAR and UCC.

# Tech Foundations in Q1: core revenue stabilized, managed decrease in non-strategic activities

€1,473 m  
Q1 2023 revenue

+0.1%  
Core business  
organic growth

-2.6%  
Managed decline



## Portfolio rationalization driving managed revenue decrease

YoY organic revenue growth:



Continued **stabilization** of core business revenue

Continued portfolio rationalization leading to **deliberate reduction** in non-strategic activities (BPO, VAR, UCC)

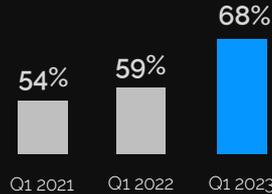


# Tech Foundations in Q1: gradually rebuilding a solid commercial pipeline while applying strict selectivity

## Q1 2023 book-to-bill

68%

## Continued progress QoQ



## Pipeline recovery momentum



Commercial pipeline for the period (in € billion)

## Q1 main wins

### AIRBUS

Digitalization of service desk to transform the employee support experience with a omnichannel solution all around the world.

### Ambu

Transforming IT infrastructure by providing data center, cloud, network management services and advisory on investment in IT service management.



Modern WorkPlace Device-as-a-Service. DWP solution built by Atos and Dell, over 31 countries, with a fleet of approximately 17,000 devices, refreshed in a cycle of 3 years.

### nationalgrid

Support existing digital identity estate (25,000 users) and transformation to a state-of-the-art future cloud-based digital identity solution.

Save the date!

# Atos

## Investor & Analyst Day focused on Tech Foundations

June 7<sup>th</sup>, 2023

Paris, France

Venue and agenda to be announced closer to the event

# Introducing Eviden, an Atos business

# EVIDEN

€5.3 bn

FY22 revenue

57,000

Engineers and  
problem-solvers

**Eviden** (pronounced Evi-den) is the new sharpened name for Atos' digital, cloud, big data and security business lines.

53

Countries

2,100

Patents

**#1 worldwide**

in managed security  
services

**#1 in Europe**

and **#3 worldwide**  
in high performance  
computing

**Visionary**

in public cloud

**Leader**

in data & analytics

Eviden business is operated through the following brands: Alia Consulting, AppCentrica, ATHEA, Atos Syntel, Bull, Cloudamize, Cloudreach, Cryptovision, DataSantics, digital.security, Eagle Creek, EcoAct, Edifixio, Energy4U, Engage ESM, Forensik, IDEAL GRP, IDnomic, In Fidem, Ipsotek, Maven Wave, Miner & Kasch, Motiv, Nimbix, Processia, Profit4SF, science+computing, SEC Consult, Visual BI, Worldgrid, X-Perion, zData. Legal Mentions Eviden™ and the Eviden logo are trademarks of Eviden S.A.S © 2023 Eviden S.A.S.

# Eviden in Q1: driving sustainable growth acceleration

€1,334 m  
Q1 2023 revenue

+9.5%  
Organic growth



Strong, well-balanced organic growth in Q1



- ✓ Growth acceleration in **Digital**
- ✓ **Advanced Computing**: continued ramp up of HPC revenue
- ✓ Double-digit growth in **Digital Security**



Atos

# Eviden in Q1: commercial activity



**79%**  
Q1 book-to-bill

- ✓ 59% short-term bookings with **faster revenue yield**
- ✓ Focus on smaller, **low-risk** contract
- ✓ **Public cloud** strategy
- ✓ **HPC** cyclicity

## Q1 main wins



### Large auto manufacturer

Support the customer in testing its IT security systems to ensure it is better prepared to face cyber attacks



### Leading equity derivatives clearing organization

Create a new User Experience and associated interface framework, leveraging AWS cloud expertise by re-creating mainframe apps in the cloud



### Major European transportation and logistic company

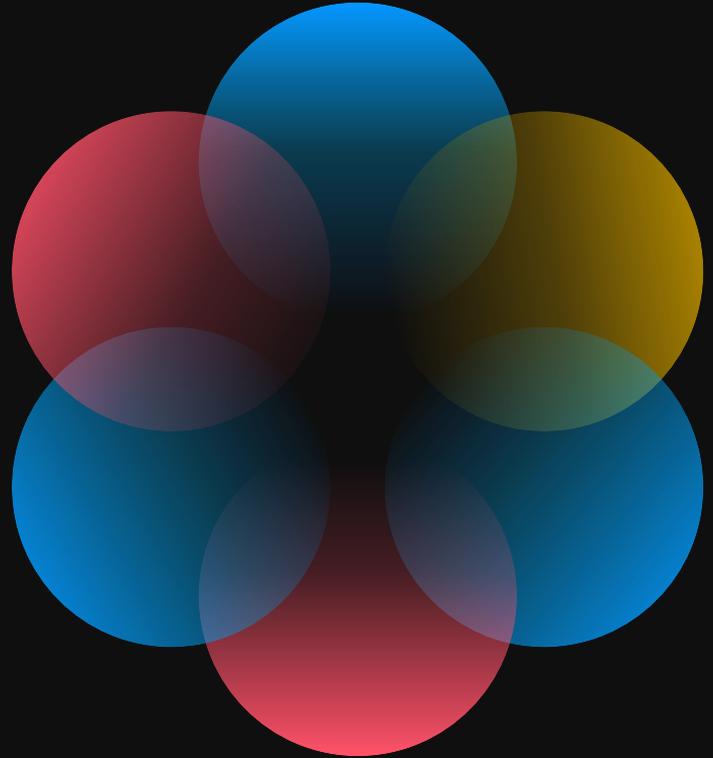
Large consulting engagement contract for carbon offsetting, conducted with 18 Nature-Based Solutions projects of various types and covering the 5 continents



Deliver the largest automated content production through AI and data analytics for Spanish football clubs, with a very cost-effective computer vision solution

## 02. Progress in Strategic Transformation project

*Diane Galbe*



# Delivering on our broad-based transformation

## Continuous performance improvement

- ✓ Strategic and operational refocus driving performance improvement quarter after quarter
- ✓ Tech Foundations delivering turnaround ahead of plan
- ✓ Eviden's growth accelerating

## Progress on divestment program

- ✓ Sale of Italian operations closed March 31<sup>st</sup>
- ✓ 5 transactions since June 2022, securing c. 80% of €700 m total expected proceeds



## Roll-out of new client-centric organization

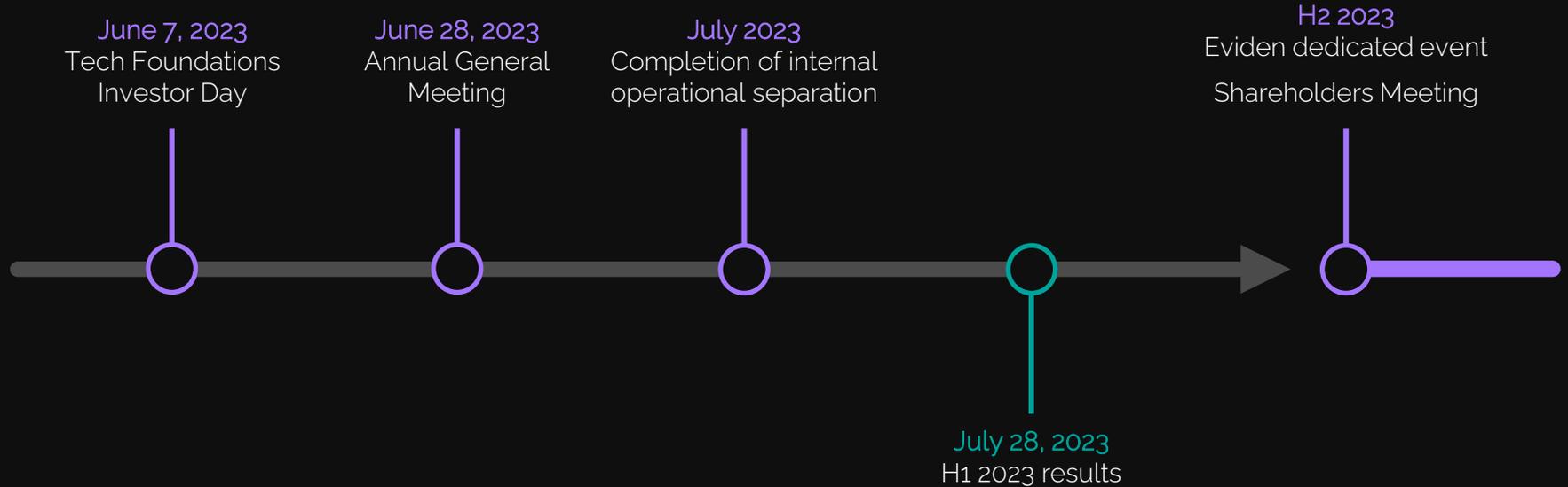
- ✓ Eviden and Tech Foundations preparing to operate according to two distinct business models
- ✓ Tailored to go-to-market specificities

## Focus on governance

- ✓ Continuously strengthening the Board's diverse set of skills and experience
- ✓ 5 new directors in 2022 (4 independent)
- ✓ Further changes to be proposed in 2023

# Transformation project key milestones

On track for completion in H2 2023



# Headcount evolution

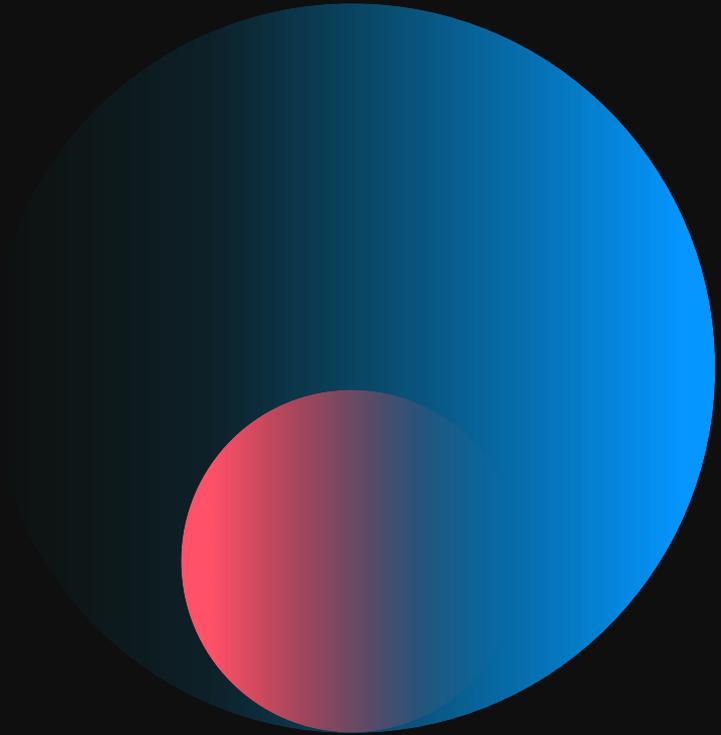


Great Place to Work certification achieved in 44 countries out of 69

**20% LTM attrition**  
(vs. 22% as of Dec. 2022)

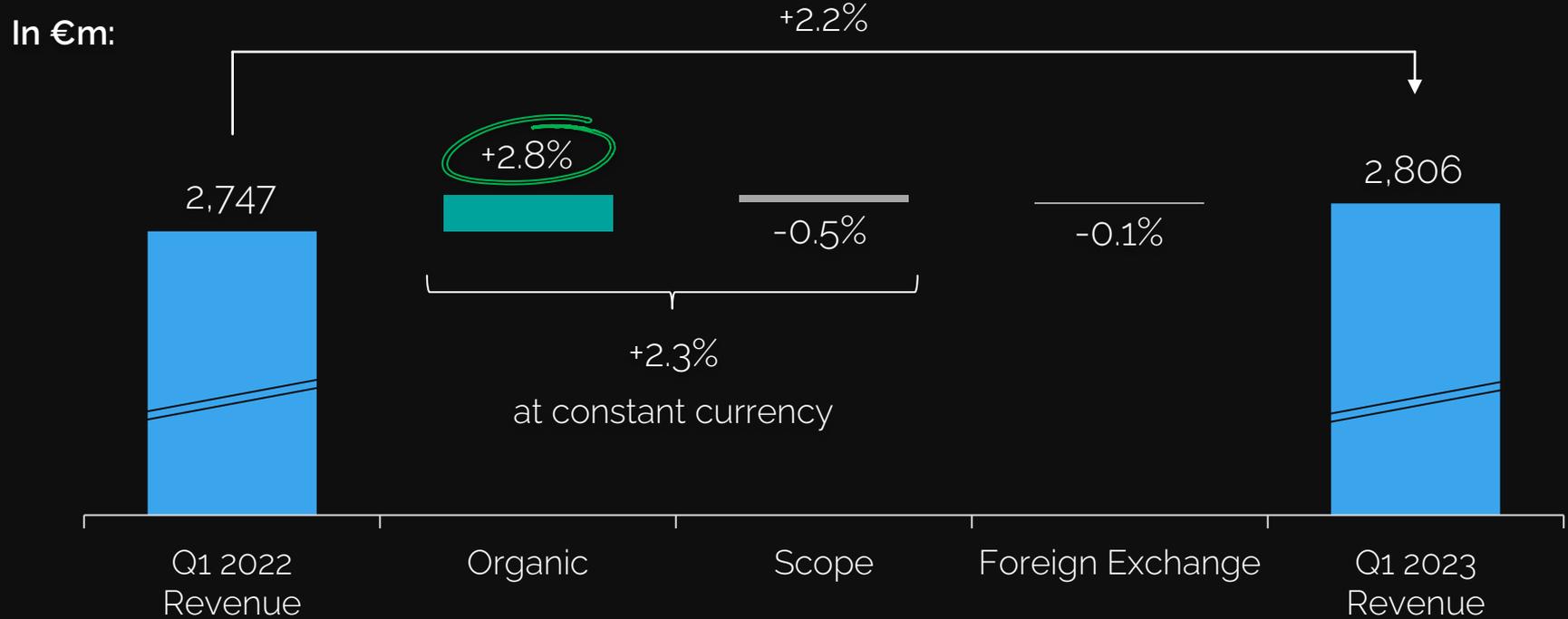
## 03. Q1 2023 Revenue

*Nathalie Sénéchault*

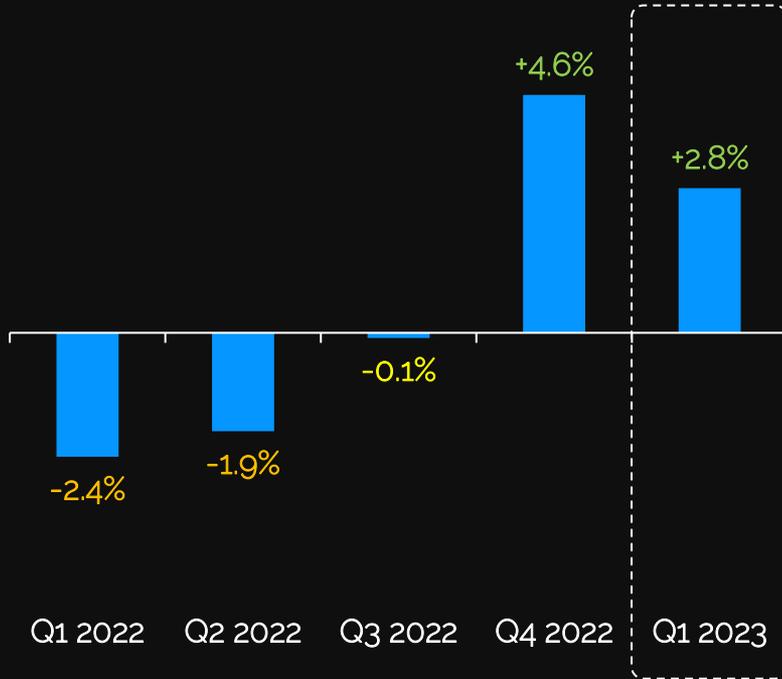


# Q1 2023 revenue bridge

## Robust organic revenue growth



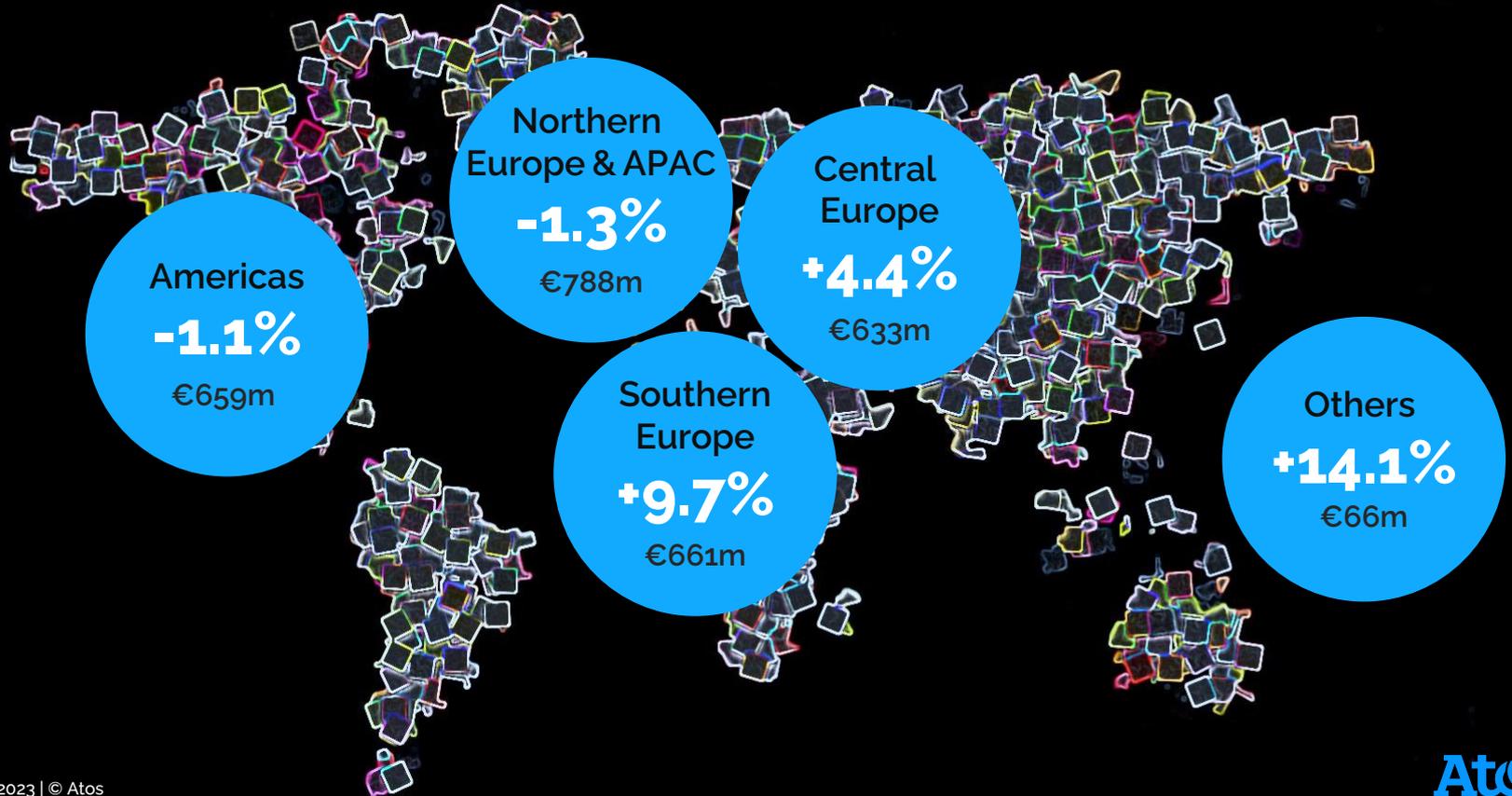
# Robust Group revenue organic growth in Q1



- ✓ **Eviden:** strong growth
- ✓ **Tech Foundations:** core business flat, managed decrease in non-strategic activities
- ✓ Confirming full-year Group revenue organic growth outlook of -1.0% to +1.0%

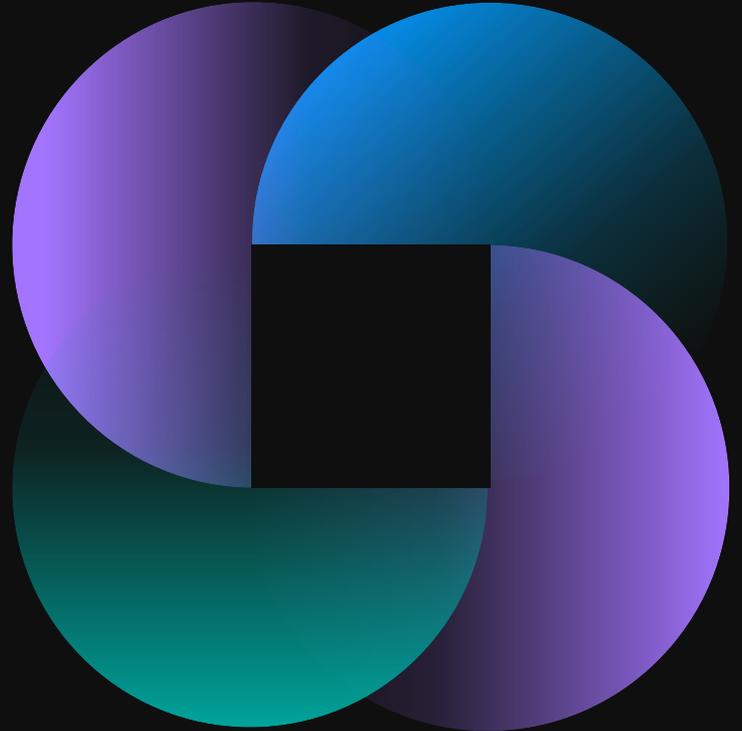
# Q1 2023 revenue by regional business unit

Organic growth



# 04. Full year outlook

*Nourdine Bihmane*

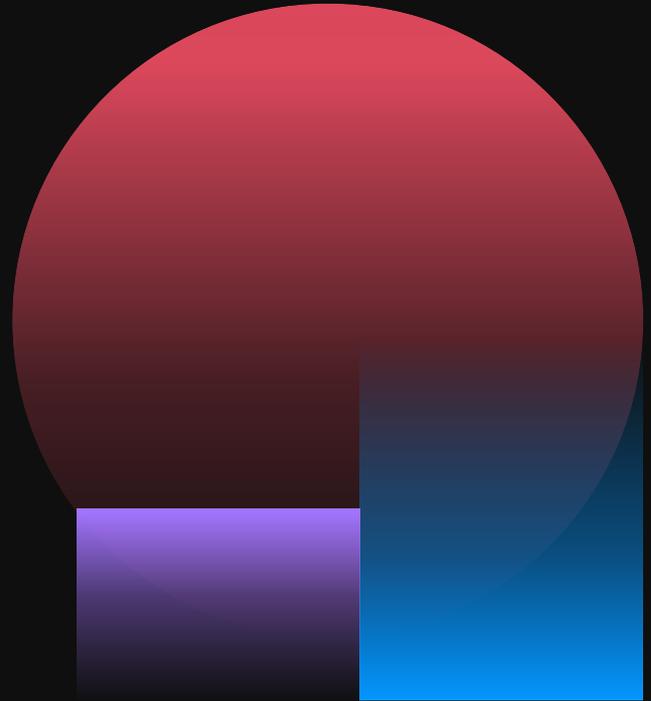


# 2023 full-year outlook confirmed

|                                     | Group   | Eviden  | Tech Foundations   |
|-------------------------------------|---|---|--|
| Organic revenue growth              | <b>-1.0% to +1.0%</b><br><i>+0.1% in 2022</i> | <b>Acceleration</b><br>vs. 2022<br><i>+2.0% in 2022</i> | <b>Managed decrease</b><br>Core stabilization<br>Portfolio rationalization<br><i>-1.6% in 2022</i> |
| Operating margin*<br>(% of revenue) | <b>4% to 5%</b><br><i>3.1% in 2022</i>        | <b>Improvement</b><br>vs. 2022<br><i>5.2% in 2022</i>   | <b>Positive territory</b><br><i>1.3% in 2022</i>   |

\* At current perimeter, including UCC activities (divestment expected to close in H2 2023)

## 05. Q&A



# Thank you!

For more information please contact:  
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