

# Q3 2023 Financial Information



Bezons  
October 26, 2023

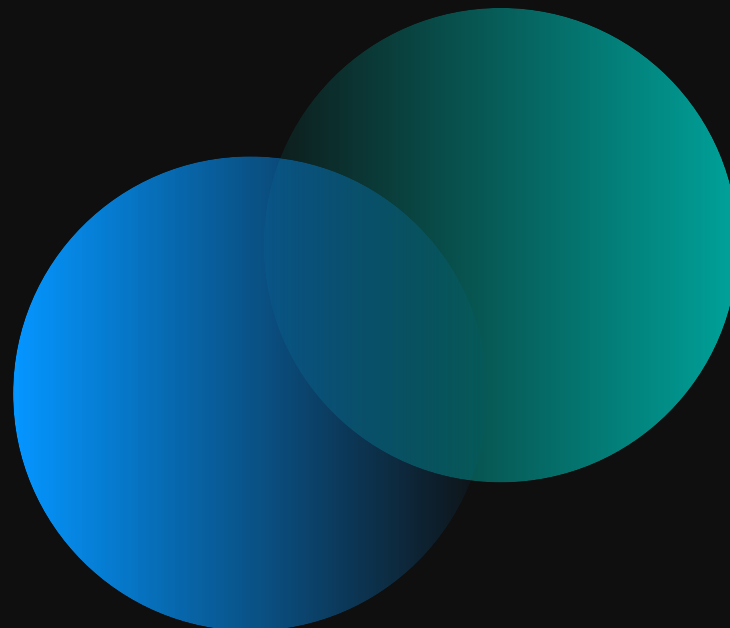
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Revenue organic growth is presented at constant scope and exchange rates.

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



**Yves**  
Bernaert  
*Group CEO*



**Paul**  
Saleh  
*Group CFO*

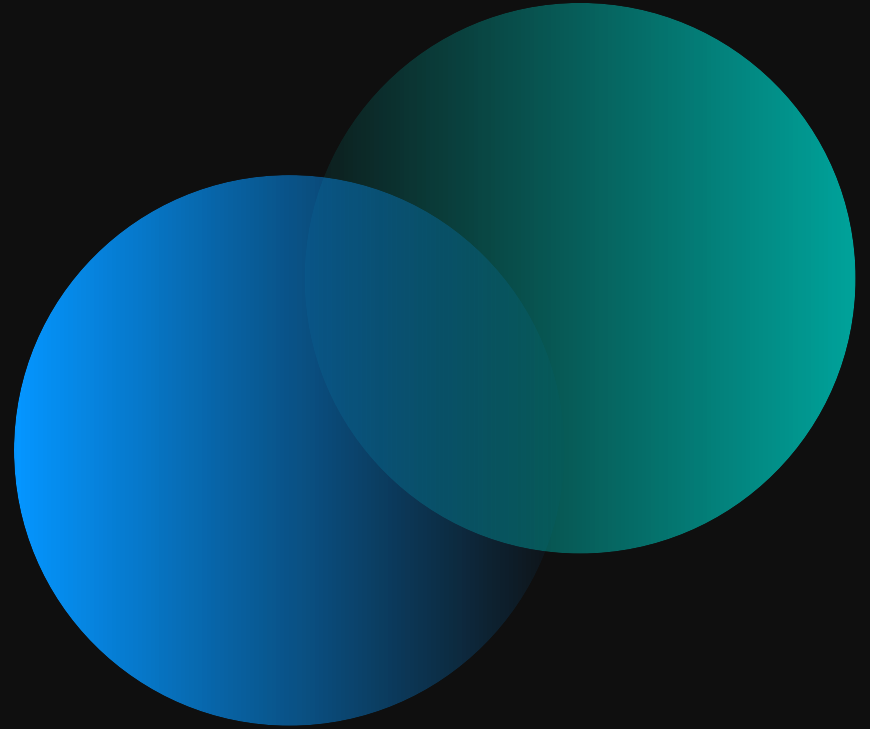
# Agenda

1. Introduction
2. Atos Group in Q3
3. Eviden and Tech Foundations in Q3
4. Full-year outlook
5. Q&A



# 01. Introduction

*Yves Bernaert*

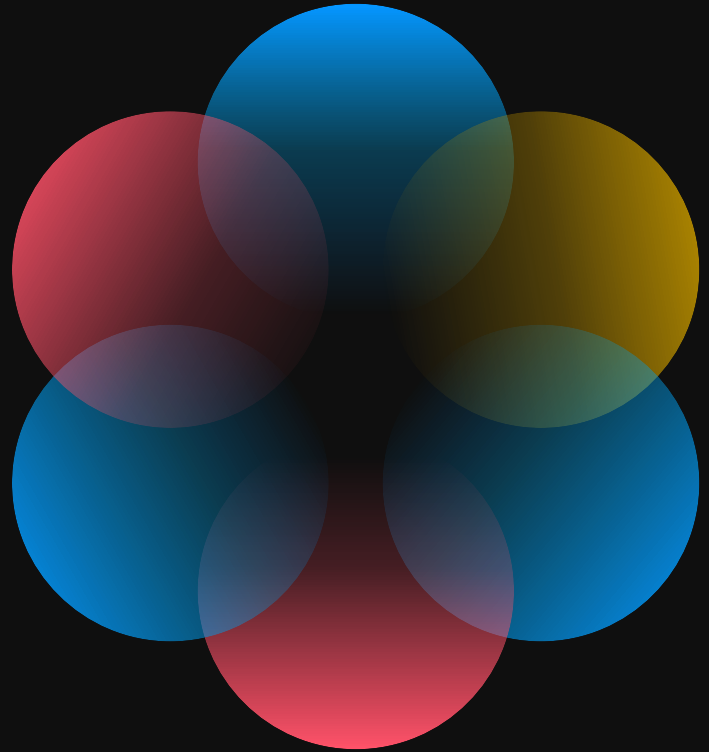


# Key takeaways

- ✓ Focusing on operational performance and disciplined financial management
- ✓ Focusing on commercial momentum
- ✓ Separation of **Eviden** and **Tech Foundations**
- ✓ Shareholder meeting to vote on contemplated transaction and capital raise expected to take place in early Q2 2024 with an Investor Day to occur before
- ✓ Renewed commitment to ongoing dialogue with shareholders

## 02. Atos Group in Q3

*Paul Saleh*



# Group Performance

*On track to meet full-year guidance*



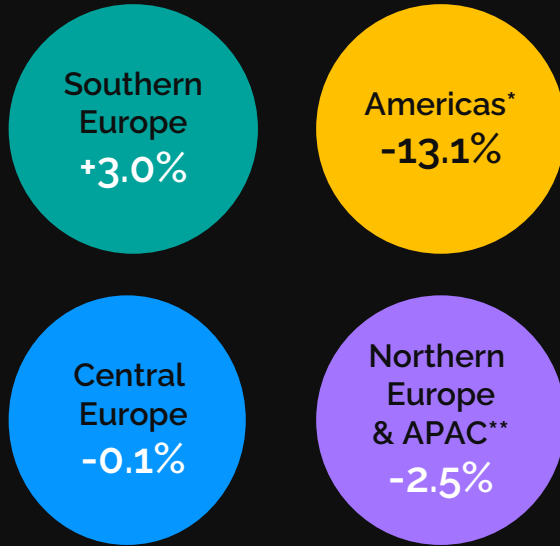
*Full-year outlook confirmed*

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

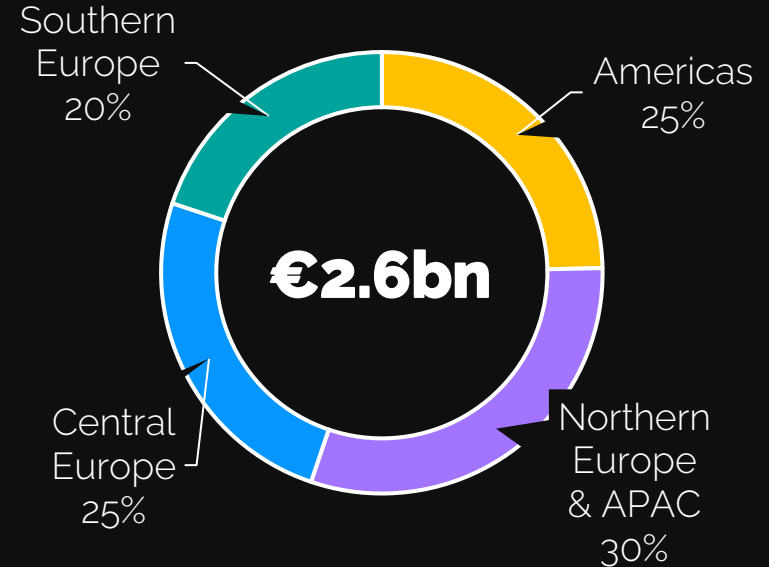


# Q3 2023 Organic growth and revenue by regional business unit

## YoY Organic Growth



## Revenue Breakdown

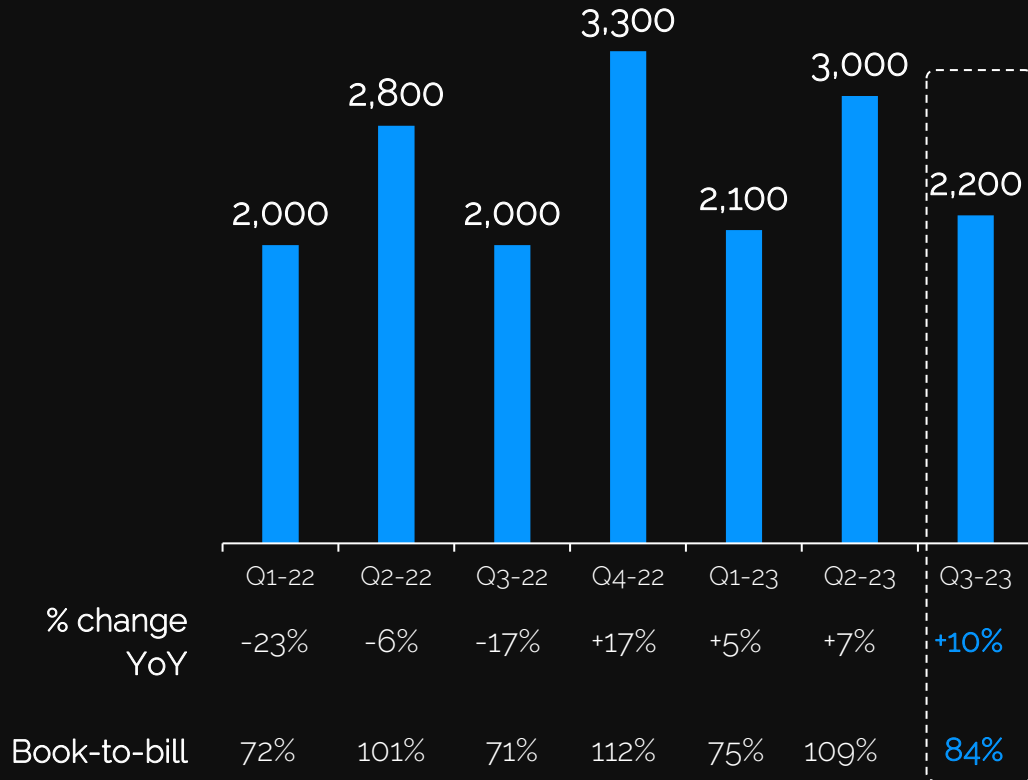


\* Delays in contract award, lower volume in Cloud licensing and large completion of HPC contract in Q3 2022

\*\* Delays in contract award

# Order entry

In € million, as reported



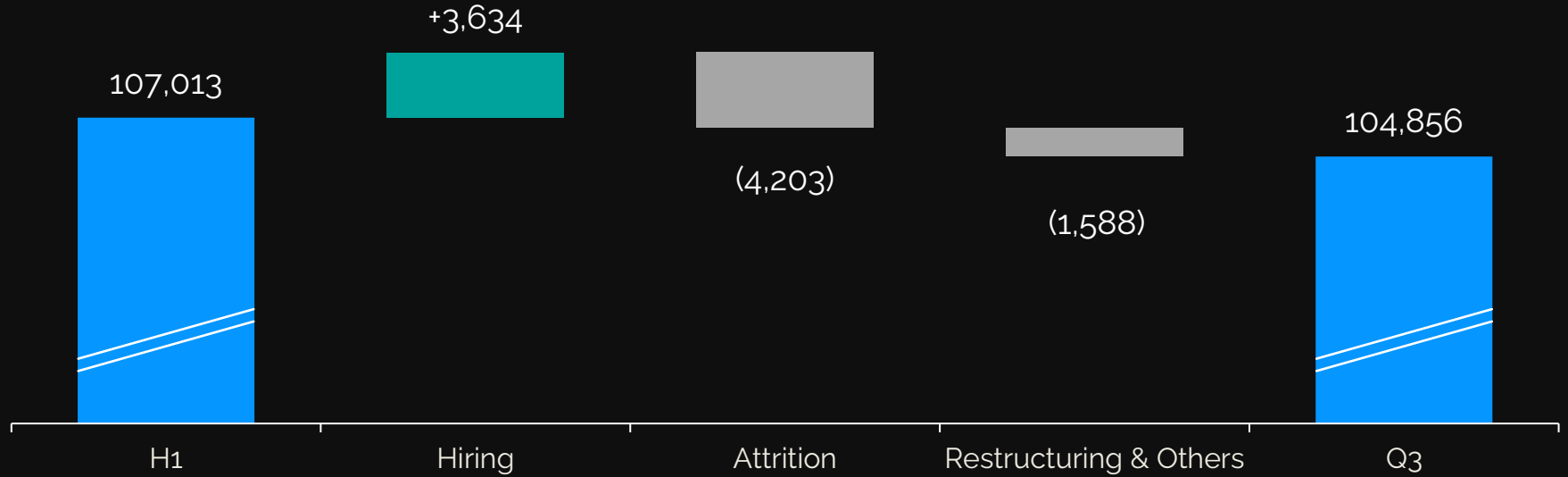
Seasonally low quarters in Q1 & Q3

Order entry of **€2.2bn** in Q3 2023

**+10%** vs Q3 2022

**84% book-to-bill** vs 71% in Q3 2022

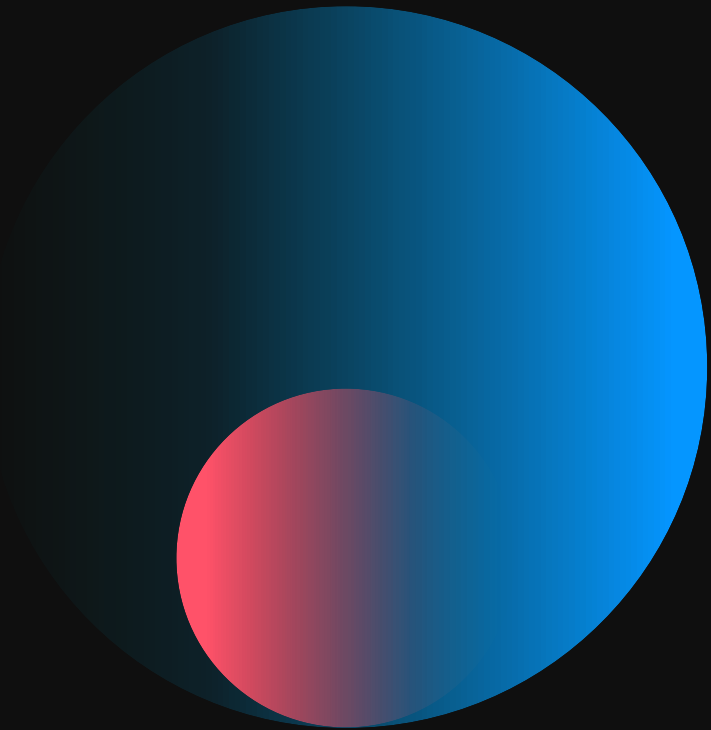
# Headcount evolution



**Q3 LTM attrition rate at 16%**  
*vs Q2 LTM at 18%*

# 03. Eviden and Tech Foundations in Q3

*Paul Saleh*



# Eviden

€1,217 m

Q3 2023 revenue

+2.3%

Organic growth in Q3

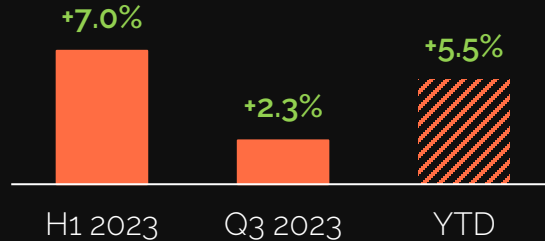
+5.5%

Organic growth  
9 months YTD



## Solid Organic Growth in Q3

### YoY Organic Revenue Growth:



Continued high growth in  
**Digital Security**

High single-digit growth in  
**digital in Europe**

### Decline in Americas:

- *Clients are taking longer to award new business*
- *Lower volume of Cloud licensing*
- *Completion of HPC in prior year*

# Eviden: Commercial activity in Q3



80%

Q3 book-to-bill

 New logo

## Digital



**Crown Commercial Service**

*Digital and Legacy Application Services for public sector including HM Revenue & Customs*



**Large car manufacturer**

*Supporting Application Management and Modernization*

## Cloud



**Large luxury retailer**

*Transform the Online Consumer Experience with Generative AI*



**Leading European investment bank**

*Supporting journey to cloud*

## Digital security\*



**Major transportation company**

*Delivering 700+ passenger information systems*



**Leading US telco & media company**

*Ensuring PCI compliance for large volume of retail clients thru secure platform*

## Advanced computing\*



**Large Oil & Gas producer**

*Supporting one of the largest SAP Hana implementations with Eviden BullSequana High End 8 sockets servers*



**Jülich Supercomputing Centre**

*Delivering the first European exascale supercomputer*

\* Part of BDS

# Tech Foundations

€1,373 m

Q3 2023 revenue

-4.9%

Core business\*

-7.2%

Decline in Q3\*

-3.5%

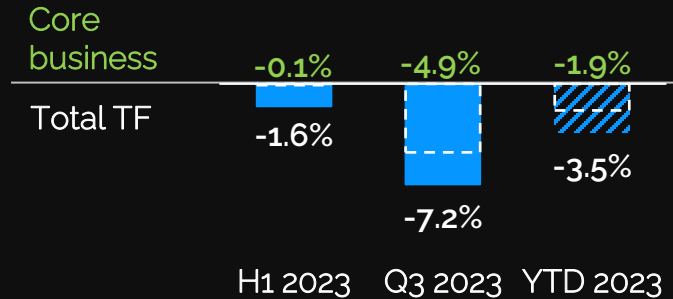
9 months YTD\*

\*Organic growth



## Organic evolution

### YoY Organic Revenue Growth:



### Continued portfolio rationalization:

- Deliberate reduction in non-strategic activities (BPO, VAR)
- Decline in UCC; asset disposal closed in October

# Tech Foundations: Commercial activity in Q3



88%

Q3 book-to-bill

 New logo

## Hybrid Cloud & Infrastructure



Large US-based telecommunications and network provider

5-year contract to deliver mainframe-as-a-service computing/operations for mission critical applications.



4-year contract to provide European Commission with proximity services and support its future green and secure roadmap in transformation to cloud and automation.

## Technology Services



Supervision and maintenance of the operations for the IT infrastructure of its three gigafactories located in France, Germany and Italy.



Framework contract with the academic hospitals for delivering IT services in the Netherlands for the Maastricht UMC+ Management Team.

## Digital Workplace

Large Gas and Electricity Company

Managed workplace services with service desk and collaboration tools for +30 000 employees.



# 04. Full-year outlook

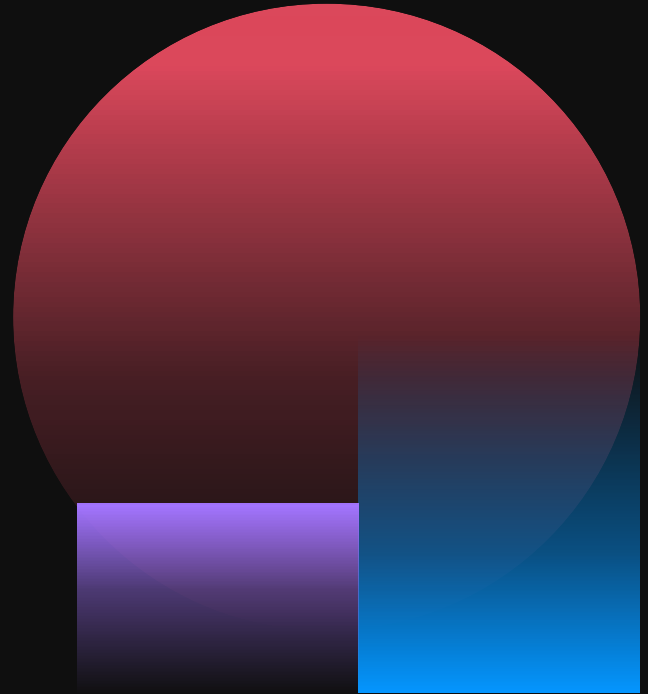
*Paul Saleh*



# 2023 full-year outlook

	Group	Eviden	Tech Foundations
Organic Revenue Growth	0.0% to +2.0% <i>+0.1% in 2022</i>	Acceleration vs. 2022 <i>+2.0% in 2022</i>	Managed decrease Core stabilization Portfolio rationalization <i>-1.6% in 2022</i>
Operating Margin (% of Revenue)	4% to 5% <i>3.1% in 2022</i>	Improvement vs. 2022 <i>5.2% in 2022</i>	Positive territory <i>1.3% in 2022</i>
Free Cash Flow	c. €-1bn FY		

## 05. Q&A



# Thank you

For more information please contact:  
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