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**

<table>
<thead>
<tr>
<th>Group</th>
<th>Eviden</th>
<th>Tech Foundations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q3 Organic</strong></td>
<td>-3.0%</td>
<td>-7.2%</td>
</tr>
<tr>
<td><strong>YTD Organic</strong></td>
<td>0.6%</td>
<td>-3.5%</td>
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*Tech Foundations scope excluding BPO, VAR and UCC.*

**Full-year outlook confirmed**
Q3 2023 Organic growth and revenue by regional business unit

**YoY Organic Growth**

- **Southern Europe**: +3.0%
- **Americas****: -13.1%
- **Central Europe**: -0.1%
- **Northern Europe & APAC**: -2.5%

**Revenue Breakdown**

- **Southern Europe**: 20%
- **Americas**: 25%
- **Northern Europe & APAC**: 30%
- **Central Europe**: 25%

* 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

% change YoY
-23% -6% -17% +17% +5% +7% +10%

Book-to-bill
72% 101% 71% 112% 75% 109% 84%
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:

- H1 2023: +7.0%
- Q3 2023: +2.3%
- YTD: +5.5%

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

**Digital**
- Crown Commercial Service
  - Digital and Legacy Application Services for public sector including HM Revenue & Customs

**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
€1,373 m
Q3 2023 revenue

-4.9%
Core business*

-7.2%
Decline in Q3*

-3.5%
9 months YTD*

*Organic growth

YoY Organic Revenue Growth:

Core business

Total TF

H1 2023: -1.6%
Q3 2023: -7.2%
YTD 2023: -3.5%

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

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.

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

Digital Workplace
Large Gas and Electricity Company
Managed workplace services with service desk and collaboration tools for +30,000 employees.

Maastricht UMC+
Framework contract with the academic hospitals for delivering IT services in the Netherlands for the Maastricht UMC+ Management Team.
04. Full-year outlook

Paul Saleh
2023 full-year outlook

**Group**
- Organic Revenue Growth: 0.0% to +2.0%
  - +0.1% in 2022
- Operating Margin (% of Revenue): 4% to 5%
  - 3.1% in 2022
- Free Cash Flow: c. €-1bn FY

**Eviden**
- Acceleration vs. 2022: +2.0% in 2022
- Improvement vs. 2022: 5.2% in 2022

**Tech Foundations**
- Managed decrease: Core stabilization
- Positive territory: Portfolio rationalization
  - -1.6% in 2022
05. Q&A
Thank you

For more information please contact:
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