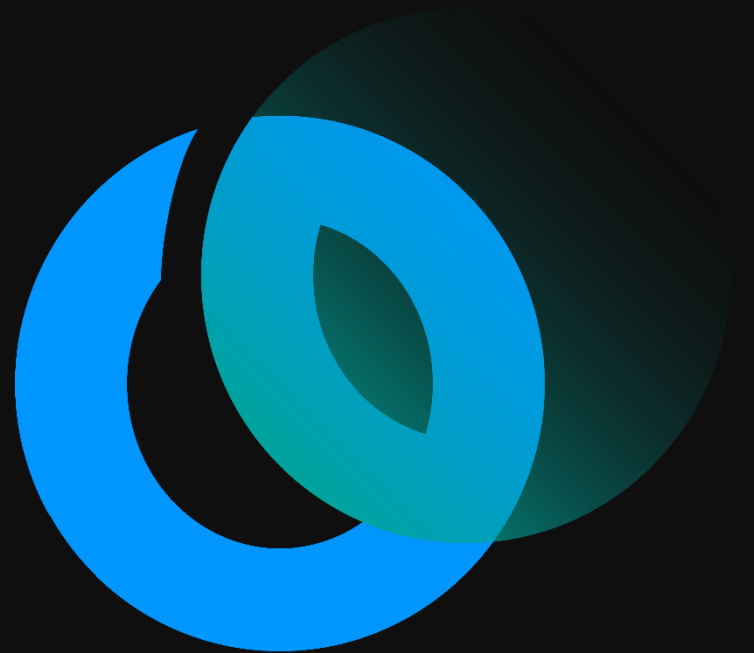


# Q3 2022 Financial Information



Bezons  
October 26, 2022

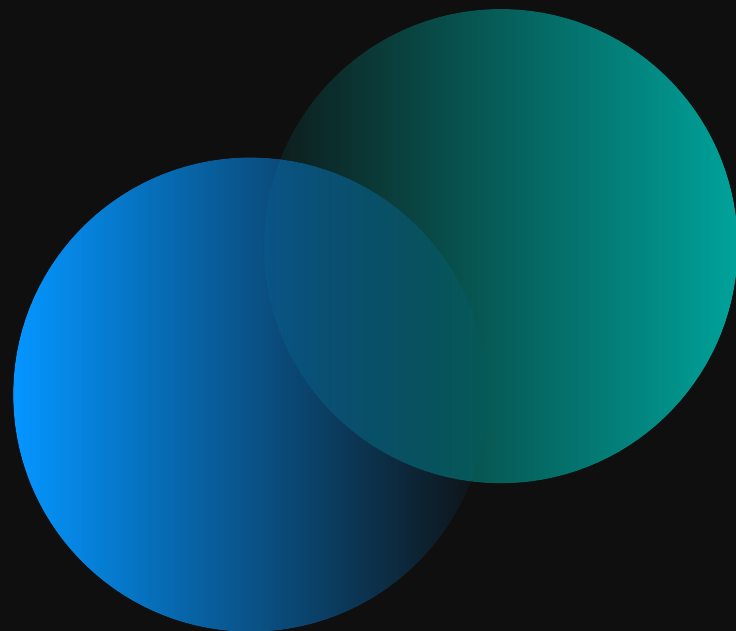
# Disclaimer

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 competitor's behaviors. Any forward-looking statements made in this document are statements about Atos's beliefs and expectations and should be evaluated as such. Forward-looking statements include statements that may relate to Atos's 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 2021 Universal Registration Document filed with the Autorité des Marchés Financiers (AMF) on April 6, 2022 under the registration number D.22-0247 and the Amendment to the 2021 Universal Registration Documents filed with the AMF on August 5, 2022 under number D.22-0247-A01. 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's shares for sale or an invitation or inducement to invest in Atos's shares in France, the United States of America or any other jurisdiction.

This document includes information on specific transactions that shall be considered as projects only. In particular, any decision relating to the information or projects mentioned in this document and their terms and conditions will only be made after the ongoing in-depth analysis considering tax, legal, operational, finance, HR and all other relevant aspects have been completed and will be subject to general market conditions and other customary conditions, including governance bodies and shareholders' approval as well as appropriate processes with the relevant employee representative bodies in accordance with applicable laws.

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, Lithuania, 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, Russia, 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**

*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  
Evidian perimeter*



**Nathalie Sénéchault**

*Group  
Chief Financial Officer*

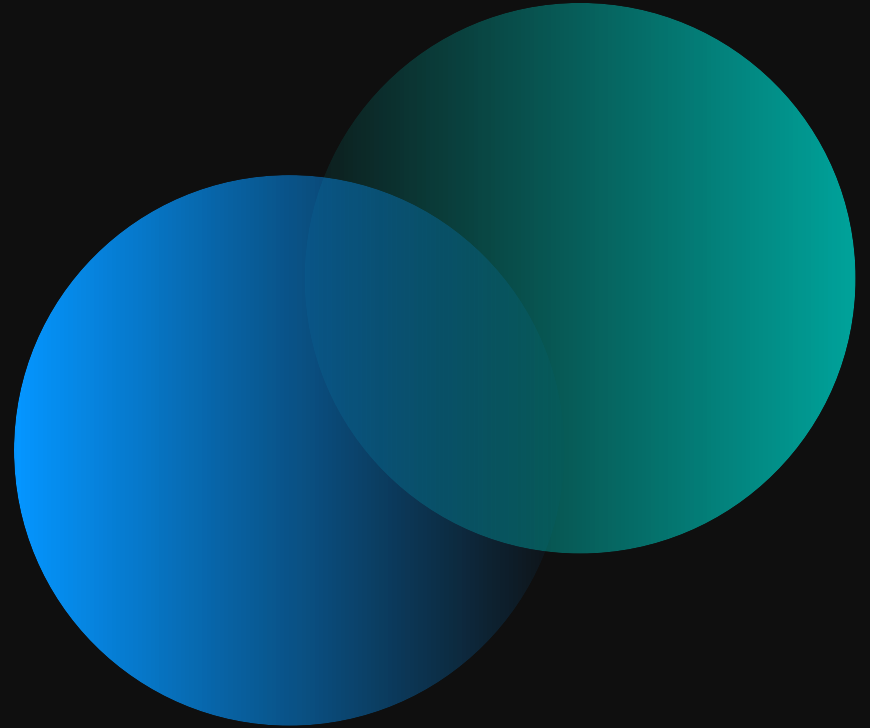
# Agenda

1. Q3 2022 Highlights
2. Progress in separation project
3. Q3 2022 Financial Performance
4. FY 2022 Objectives
5. Q&A



# 01. Q3 2022 Highlights

*Nourdine Bihmane  
& Philippe Oliva*



# Q3 2022 highlights

## Transformation in motion



Revenue up **+5.7% in Q3**, growth at constant currency **turning positive** at **+1.1%**  
Organic growth **stabilized**, at **-0.1%**, showing continued **sequential improvement**



**Book-to-Bill** at **71% in Q3**  
Expected to recover significantly in Q4



**Intact attractiveness** and **ability to retain talents**  
**Group headcount stable** vs. end June, at 112,344 people with **8,400 hirings** (gross) in Q3



Significant progress achieved in **separation project**  
On track for **completion in H2 2023**

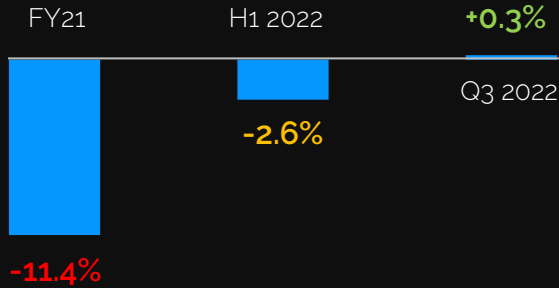


**2022 financial objectives confirmed and refined**

# Tech Foundations in Q3: earlier-than-anticipated revenue stabilization



**Positive top line momentum:** revenue growth at cst. currency stabilized in Q3



Contained decline in **Infrastructure** services thanks to **renewed focus**

Strong growth in **Professional Services**

**Digital Workplace** and **UCC** impacted by supply chain tensions



**Gradually re-building commercial pipeline**

**58%**

**Q3 book-to-bill**  
vs. 54% in Q3 2021

Encouraging **growth in new logos** in Q3

Increased **selectivity** in order entry

**Building sales capabilities** to increase large deals win rate

# Tech Foundations: main contract wins in Q3



## Major American manufacturer

Mainframe as a service, Cloud migration and application support takeover



## European stock exchange actor

5-year mainframe managed services contract

✓ New logo



## Global communication provider

End to end IT services to develop a dynamic digital infrastructure in order to support the company's growth

✓ New logo



## German energy provider

Infrastructure operation outsourcing, 1<sup>st</sup> generation IT outsourcing for the client

✓ New logo





# Evidian in Q3: continued growth, set to accelerate in Q4



**+2.1%**

**Q3 revenue growth  
at constant curr.**

**Solid growth in Digital:** buoyant digital transformation markets, contribution from recent acquisitions

**Cybersecurity:** market leadership, strong customer demand

Low **HPC revenue:** high order entry in Q2 to translate into ramp-up in Q4



**85%**

**Q3 book-to-bill**

Low quarter for **HPC** following a **very high Q2**

Lower number of **large Application Management Services contracts**

# Evidian: main contract wins in Q3



## Major Insurance company in US

Support development of AI/ML & Data solutions to improve sales efficiency

✓ New logo



## Dutch public administration

SAP centric system management for housing, hosting, management, maintenance and public cloud migration



## Energy provider in US

Deploy wide range of CCS solutions for energy offshore wind farms (TETRA, VHF-M/A, 5G network, multinet network dispatching system, radar systems)



## Italian internet provider

Extended strategic partnership for the supply of management services: Cloud datacenter, workplace digital transformation, hyper communication solutions and cybersecurity



# Intact ability to attract and retain talents

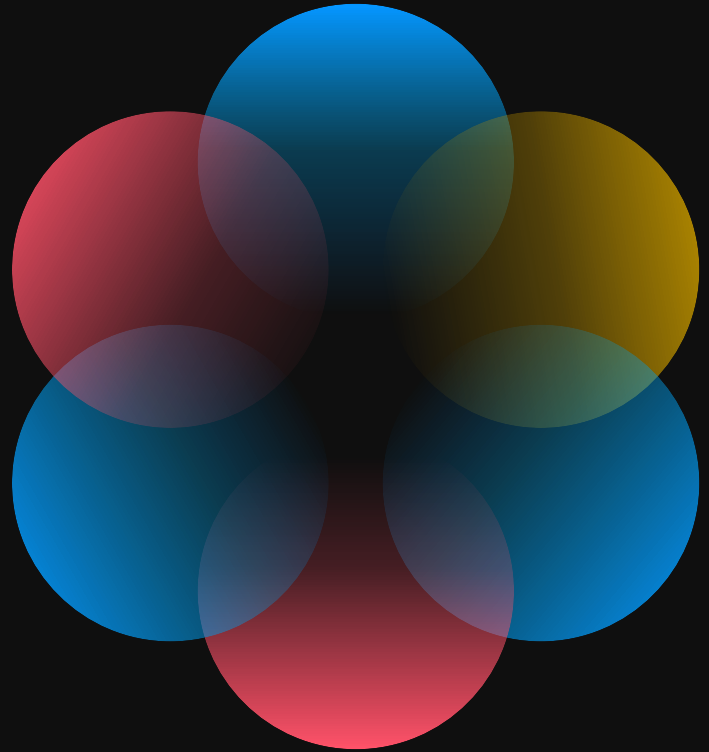
## Q3 Headcount Evolution



Sept. 2022: Atos listed for the first time as one of 'Europe's Best Workplaces' by GPTW

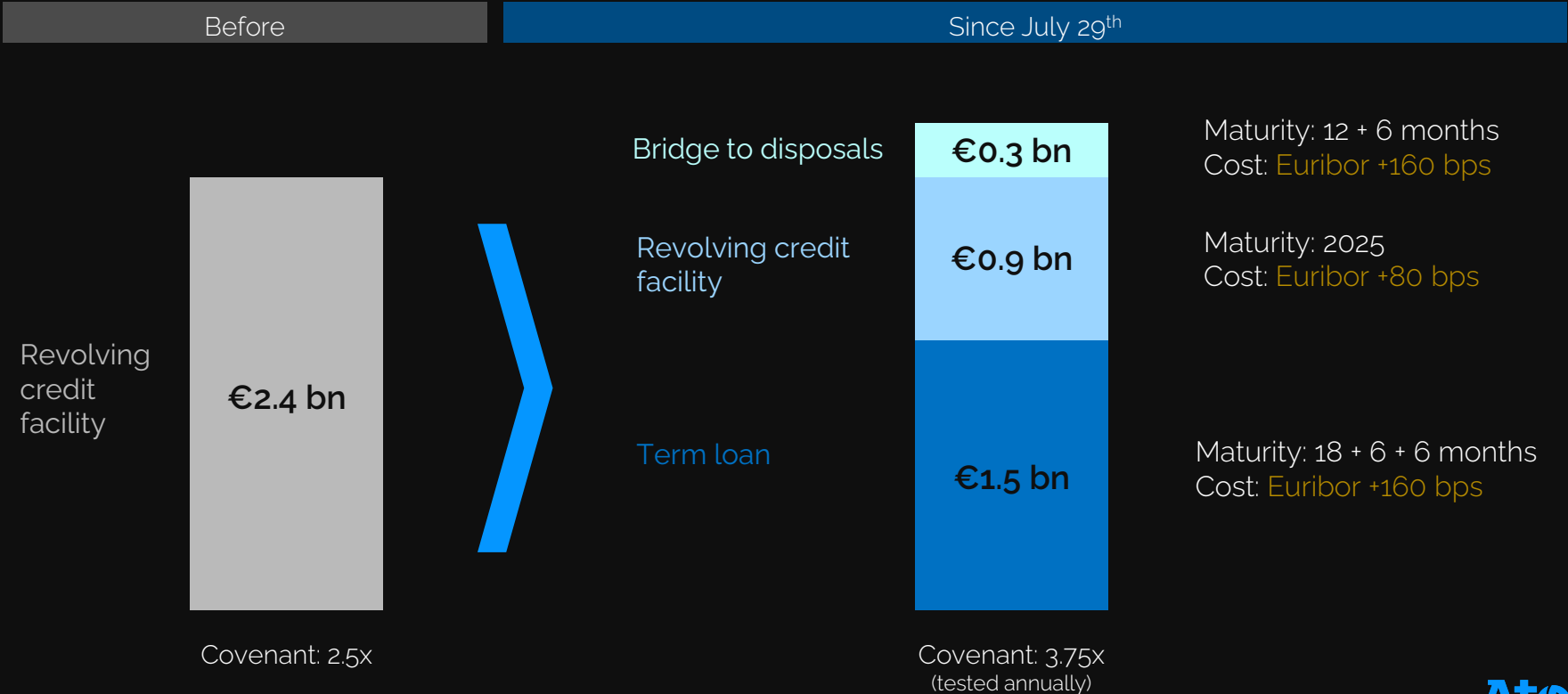
## 02. Progress in Separation project

*Diane Galbe*



# New €2.7 bn bank debt package signed

Atos fully financed for the interim period until spin-off; Group liquidity ensured



# Group transformation in motion

Significant progress in separation project; moving ahead with disposal program



Works councils **Information and consultation process** started

- ✓ Consultation process of Atos European works council (SEC) launched on September 7, 2022 as planned
- ✓ Social dialogue also started at country levels



**Separation workstreams** mobilized and progressing according to plan

- ✓ Go-to-market and commercial continuity
- ✓ Carve-out operations
- ✓ Operating model and support functions set-up
- ✓ Program coordination

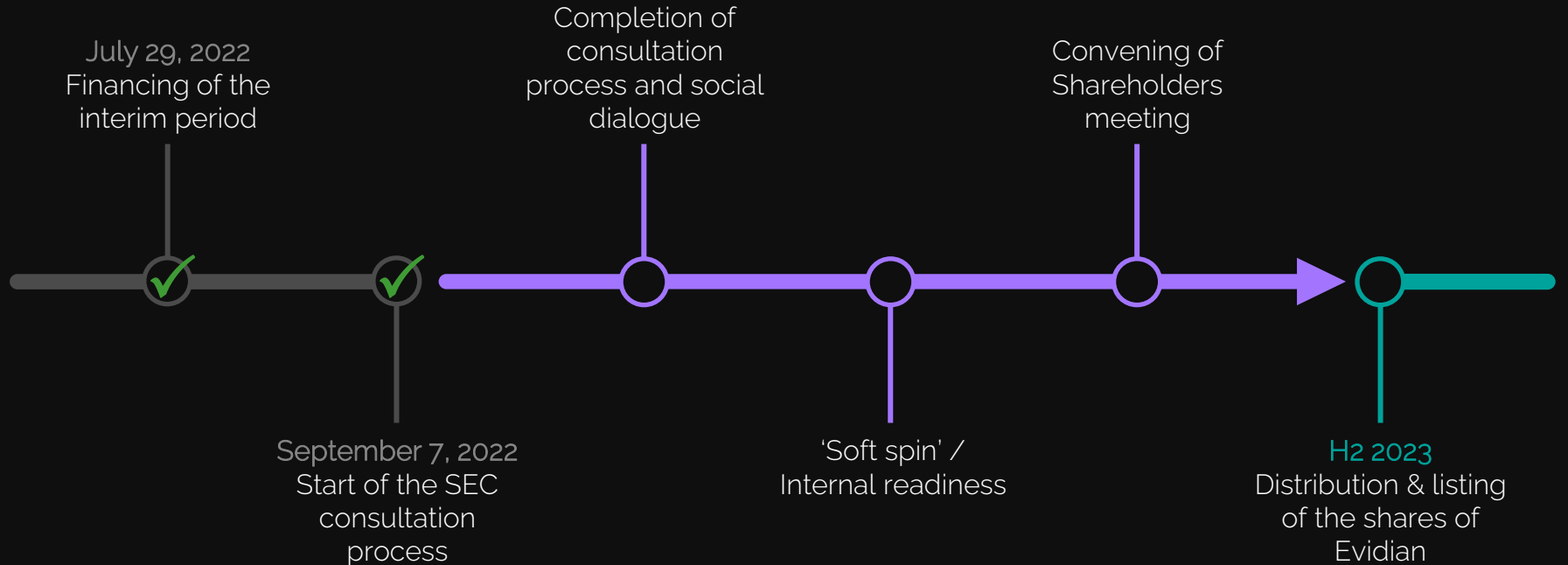


Moving ahead with **disposal program**

- ✓ Several disposal processes currently ongoing
- ✓ Including 2 small-sized transactions already signed
- ✓ Strong market interest, Group's ability to execute swiftly

# Separation project major steps

On track for completion in H2 2023



# Corporate Social Responsibility

## Outstanding external recognition



September 2022:

### EcoVadis Platinum Award

Best score for Atos to date at 84/100

**Top 1%** companies assessed by Ecovadis in the 'Computer programming, consultancy and related activities' sector



October 2022:

### Upgrade to AAA rating by MSCI ESG ratings

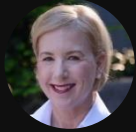
Highest rating available to an organization

**Top 7%** companies assessed by MSCI in the 'Software and services' sector.



# Strengthened governance

5 new directors (4 of them independent), evolution of Board's committees



**Elizabeth Tinkham**

**Astrid Stange**

**René Proglío**

**Katrina Hopkins**

**Caroline Ruellan**

## Experience



Former Senior Managing Director at **Accenture**

Former COO of **Axa Group**  
Former SP & MD of the **BCG**

Partner at **PJT Partners**  
Former Head of **Morgan Stanley** France and partner **Arthur Andersen**

Group Head talent and career management **Atos**

Founder **SONJ Conseil**  
Chair of **Cercle des Administrateurs**  
Director at **ADAM**

## Expertise



Cloud and IT industry  
Hyperscalers

Large scale digital and operational transformations  
Financial and insurance sector

Audit  
Accounting  
Financial transactions and M&A

Talent & Management  
Training and Development of employees,

Governance  
Risk management  
Corporate law

## Committee



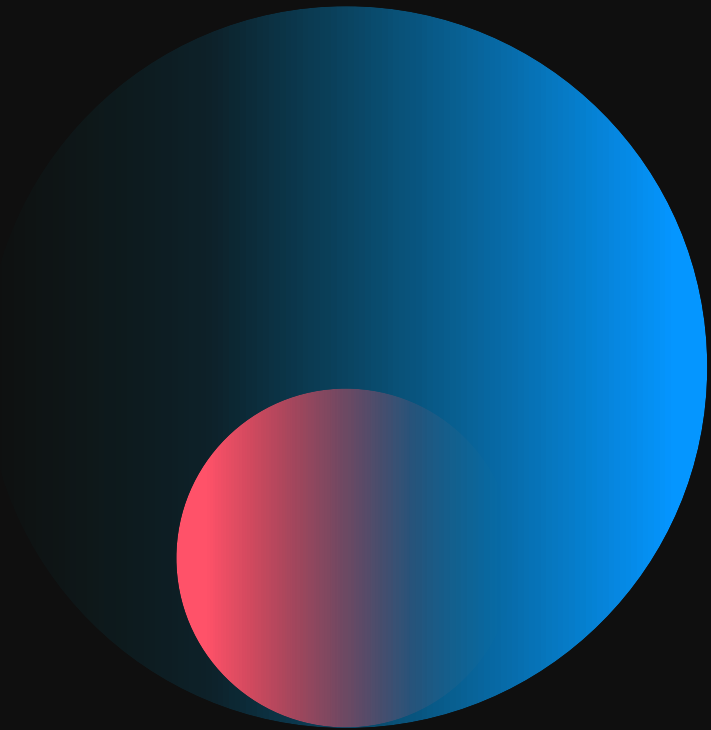
Chair of **Nomination and Governance Committee**

Chair of **Remuneration Committee**

Chair of **Audit Committee** and **Ad Hoc Committee**

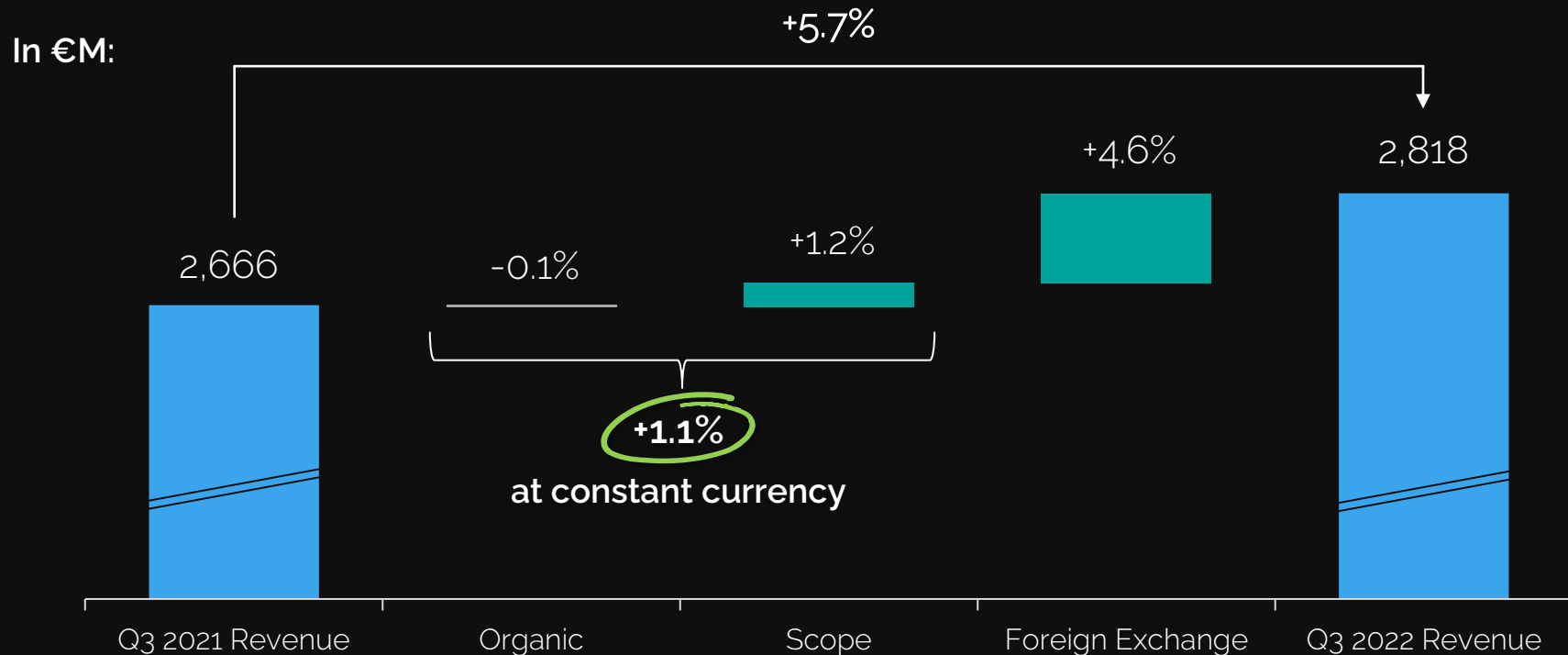
# 03. Q3 2022 Financial Performance

*Nathalie Sénéchault*



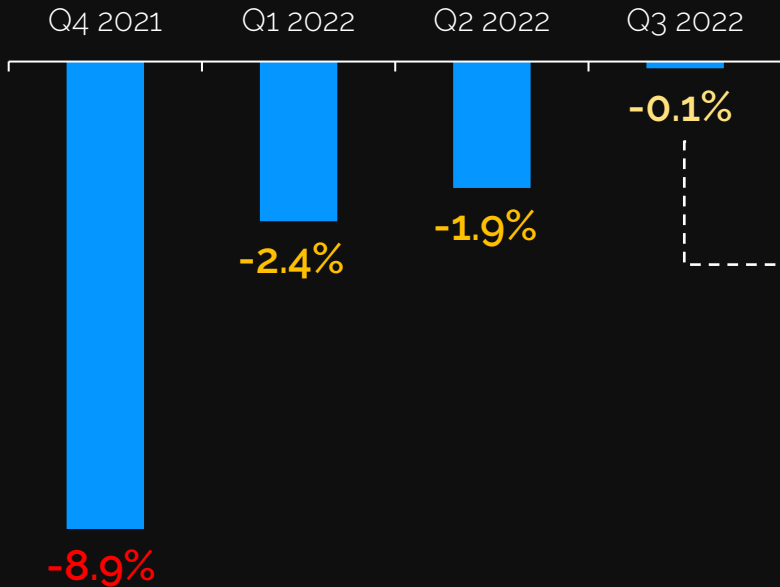
# Revenue growth at constant currency turning positive

## Q3 revenue bridge



# Organic growth stabilized

## Continued sequential improvement



### Tech Foundations:

Earlier-than-expected stabilization

### Evidian:

Growth in Digital and Cybersecurity offset by decrease in HPC revenue

➔ Organic growth expected to turn positive in Q4

# Q3 2022

## Revenue by Regional Business Unit

| €M                         | Revenue      |              |              |
|----------------------------|--------------|--------------|--------------|
|                            | Q3 2022      | Q3 2021*     | % YoY, CC    |
| Americas                   | 776          | 752          | +3.1%        |
| Northern Europe & APAC     | 801          | 781          | +2.6%        |
| Central Europe             | 638          | 646          | -1.2%        |
| Southern Europe            | 544          | 556          | -2.2%        |
| Others & Global structures | 60           | 53           | +12.4%       |
| <b>Total</b>               | <b>2,818</b> | <b>2,788</b> | <b>+1.1%</b> |

\* At constant currency

# 04. 2022 Objectives

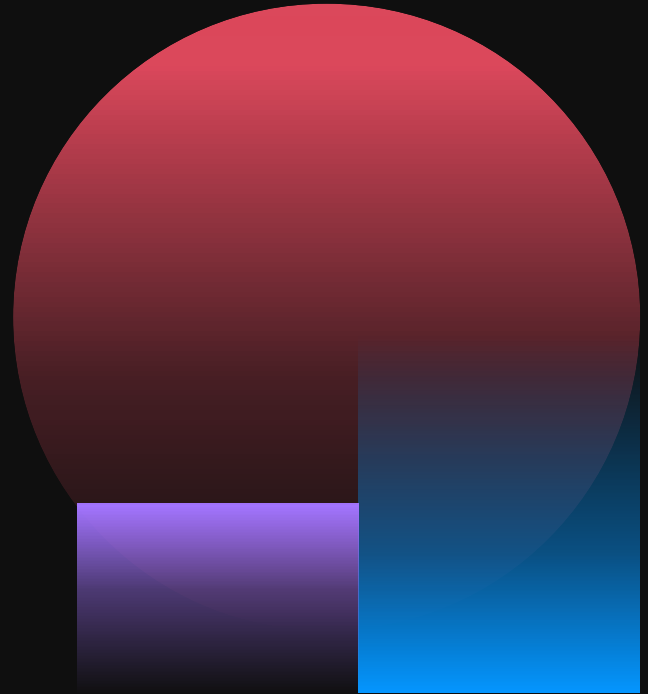
*Nourdine Bihmane*



# 2022 full-year confirmed and refined

| 2022 Full-Year guidance   | Oct. 26 <sup>th</sup> precisions   |
|---|--|
| <b>Revenue growth at constant currency</b>  | -0.5% to +1.5%   |
| <b>Operating margin (% of revenue)</b>  | At the lower end of the 3% to 5% range   |
| <b>Free cash flow</b><br><i>excl. additional impacts from envisaged transformation plan</i> | At the lower end of the €-150m to €200m range  |
| <b>Estimated additional cash impacts of envisaged transformation plan</b>                   | c. €-250m<br>In line with information communicated at Atos Capital Markets Day in June |
|   | Upper half of the range<br>Unchanged<br>Unchanged<br>Unchanged                         |

## 05. Q&A





# Thank you!

For more information please contact:  
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M+ 33 6 21 34 36 62  
[thomas.guillois@atos.net](mailto:thomas.guillois@atos.net)

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