Q3 2019 revenue

October 24, 2019

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- 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 2018 Registration Document filed with the Autorité des Marchés Financiers (AMF) on February 22, 2019 under the registration number D.19-0072 and the 2018 Universal Registration Document filed with the AMF on July 30, 2019 under number D.19-0728. 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.
- Business Units include **North America** (USA, Canada, and Mexico), **Germany**, **France**, **United Kingdom & Ireland**, **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.

Agenda

1. Q3 2019 Highlights

2. Q3 2019 Performance

3. Conclusion and Q&A

Q3 2019 Highlights

Thierry Breton

Chairman & CEO

Q3 2019 Highlights

Infrastructure & Data Management back to growth fueled by North America as anticipated

Stable revenue in Business & Platform Solutions with soft activity in Healthcare and Financial Services in North America

Order entry and cost synergies with Syntel continued to materialize as planned

Very strong performance in Big Data & Cybersecurity led by Cybersecurity services and High Performance Computing

Strong commercial dynamic with a book to bill at 100% with large signatures in North America and Germany

Acceleration in Atos innovation capabilities: Opening of 3 Labs of which 2 new Atos-Google Labs, extended HPC performance

Atos confirmed leadership in sustainability as #1 worldwide in Digital industry on the Dow Jones Sustainability Index

Q3 2019 key figures

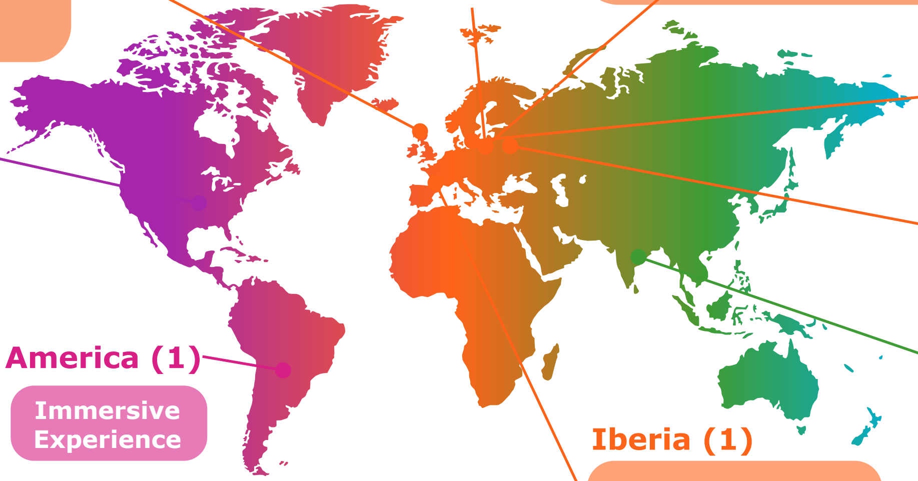
+1.8%	**100%**	**€21.2bn**
Organic growth	Book to bill	Backlog
€2,770m	**€2,775m**	**107,543**
Revenue	Order entry	Total headcount

2019 objectives confirmed

Revenue organic growth	**+1% to +2%**
Operating margin	**c. 10.5%** of revenue
Free cash flow	**€0.6 to €0.7bn**

Moving Atos Labs network towards Artificial Intelligence

2 new Atos-Google labs opened in Q3 in Dallas and Munich, 1 new Lab in Grenoble



UK & Ireland (6)
AI, Hybrid Cloud, Immersive Experience

France (11)
New AI Lab in Q3
Advance Computing (HPC, Quantum), Edge, Hybrid Cloud, AI, Cyber Security

Germany (7)
New AI Lab in Q3
AI, Cyber Security, Advance Computing (HPC), Immersive Experience, Edge

North America (4)
New AI Lab in Q3
Hybrid Cloud, AI, Immersive Experience, Cyber Security, Advance Computing

Benelux & The Nordics (5)
Hybrid Cloud, AI

Central & Eastern Europe (3)
Edge, Cyber Security

South America (1)
Immersive Experience

Asia (3)
Intelligent Automation

Iberia (1)
Immersive Experience, Edge

(x): Number of R&D and Innovation Centers

HPC: targeted investments to further lead the innovation race

New Generation capabilities to maintain Leadership

Addressing the energy challenge

- AI for **energy consumption**
- New cognitive and modular Data Center

Preparing for Exascale generation

- **European Processor Initiative** (EPI)
- **Low latency** interconnections

Designing HPC future platforms extending capabilities

- **Cloud** hybridization
- From Data Center to **Edge computing**
- Quantum evolution with **Atos QLM**

Highest recognition levels for Atos' Corporate Responsibility & Sustainability

For the 5th year in a row, ***Atos recognized both in the DJSI* World Index and the DJSI Europe Index*** *enabling* ***GOLD recognition worldwide***

* MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

In 2019, Atos has reached the ***#1 position worldwide in Digital industry***

Climate dimension #1

Social dimension #1

2

Q3 2019 Performance

Elie Girard

Deputy CEO & Group CFO

Main wins in Q3 2019

BAYER	Digital Workplace	CA.GOV	Next Generation 9-1-1	ooredoo	Cybersecurity services
Leading Healthcare Company in North America	Hybrid Cloud Migration	Die Autobahn	S/4 HANA Implementation	Multinational Software Corporation	BullSequana Servers
European leading Oil & Gas Company	Cloud Workplace	Rai	New multi-format video player system	METEO FRANCE	Meteo Simulation System

Atos

Q3 2019 Commercial activity dashboard

Order entry
€2.8bn

Backlog
€21.2bn
1.9 year of revenue

Book to bill
100%
87% in Q3 2018

Qualified Pipeline
€7.2bn
7.6 months of revenue

Constant scope and exchange rates figures reconciliation

In € million	**Q3 2019**	**Q3 2018**	***% change***
Statutory revenue	2,770	2,884	*-4.0%*
Exchange rates effect		11	
Revenue at constant exchange rates	2,770	2,895	*-4.3%*
Scope effect		-181	
Exchange rates effect on acquired/disposed perimeters		8	
Revenue at constant scope and exchange rates	**2,770**	**2,722**	***+1.8%***

- **Exchange rates** effect positively contributed to revenue for €+19 million mainly coming from the American dollar.
- **Scope effect** mostly related to the restatement linked to the deconsolidation of Worldline, the acquisition of Syntel, and the disposal of some specific Unified Communication & Collaboration activities.

Q3 2019 performance by Division

- **Infrastructure & Data Management returned to growth in Q3 led by North America**
- **Soft Business & Platform Solutions activity in both Healthcare and Financial Services in North America**
- **Strong growth in all business segments in Big Data & Cybersecurity**

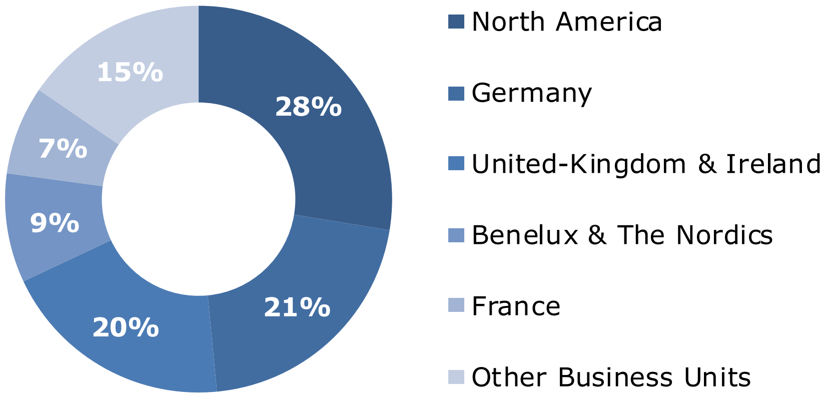
In € million	**Q3 2019**	**Q3 2018***	***Organic evolution***
Infrastructure & Data Management	1,533	1,521	*+0.8%*
Business & Platform Solutions	1,010	1,008	*+0.2%*
Big Data & Cybersecurity	227	193	*+17.6%*
Total	**2,770**	**2,722**	***+1.8%***

** At constant scope and exchange rates*

Infrastructure & Data Management

- **Return to growth as expected and fueled by North America**
- **Strong order entry led by Germany and North America**
- **Continued development of Hybrid Cloud and Transformation Services in all geographies**

In € million	**Q3 2019**
Revenue	1,533
Organic growth	*+0.8%*
Order Entry	1,550
Book to Bill	*101%*
Direct headcount	43,836
Variation in Q3 at constant scope	*-2%*



Infrastructure & Data Management follow-up

Executing on "back to growth strategies" in line with 3 Year Plan

Securing renewals and winning more "new"

4 new large deals each >180M TCV

10 new contracts between 30M and 100M TCV

10 out of 11 renewals >30M TCV

Hybrid Cloud growth ahead of plan

+23% YTD Organic Growth

Modernizing & Migrating

Leading in Digital Workplace

Significant Order Entry with large to very large contracts

North America back to growth

Performed in Q3

Accelerating growth in "Other Business Units"

+5% YTD Organic Growth in "Other Business Units" (CEE, APAC, MEA, …)

Infrastructure & Data Management in North America

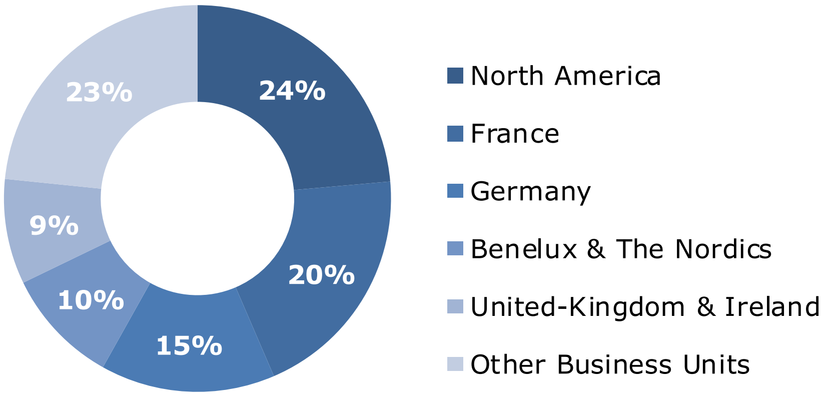
Building on Fundamentals

Customer Satisfaction	Increase in **Net Promoter Score** enabling new opportunities & securing renewals
Go-to-Market	All **go-to-market resources closer to Clients** and increase of Client Architects
Hybrid Cloud Services	**Leveraging Google partnership** and Hybrid Cloud solutions also with Atos DPC, VMware, Azure and AWS
Digitalization	**Growing proportion of projects in Digital** (IoT, Cloud, ServiceNow, HANA, workplace modernization)
Unified Communication & Collaboration	**Good momentum in UCC** for public safety services

Business & Platform Solutions

- Continued strong growth in Digital Transformation projects in all geographies
- Order entry synergies with Syntel continuing to materialize as planned
- Impact from Healthcare activities and tensions in Financial Services in North America
- Cleaning of several low margin Atos legacy contracts in H1 2019

In € million	**Q3 2019**
Revenue	1,010
Organic growth	*+0.2%*
Order Entry	970
Book to Bill	*96%*
Direct headcount	49,857
Variation in Q3 at constant scope	*-1%*



Syntel integration and revenue synergies
New signatures in Q3 and strong pipeline

Syntel clients – High customer retention rate and good traction on combined offerings on Cloud and Cybersecurity

Focused on driving **account expansion**; **21 deals** closed in Q3 by cross selling Syntel capabilities

Land-and-Expand model of Syntel implemented in **8 Atos clients**

Revenue Synergies

- **21** deals closed in Q3
- c. **$ 255M** order entry signed in Q3
- Total opportunities end of September up to **$1.1bn** full pipeline

Q3

Leading healthcare customer in North America
(New customer)
To provide end-to-end cloud transformation on both infrastructure and applications

Large aircraft manufacturer
(Atos customer)
Expand our contract by integrating Atos Syntel and our proprietary IP SyntBots

Syntel delivery and cost synergies

Account Transformation and Integrated Offerings

Transformation synergies

Wave 3 of transition to Atos Syntel completed in Q3 leading to **€1.1bn** contracts transferred to Atos Syntel team

€30M cost synergies confirmed in 2019 through improved operational effectiveness and actions on G&A

Launched **Cloud-native Fast Data** platform and Atom - an **intelligent digital platform** to power customers' smart applications

Process, quality and tools integration

KI NxT

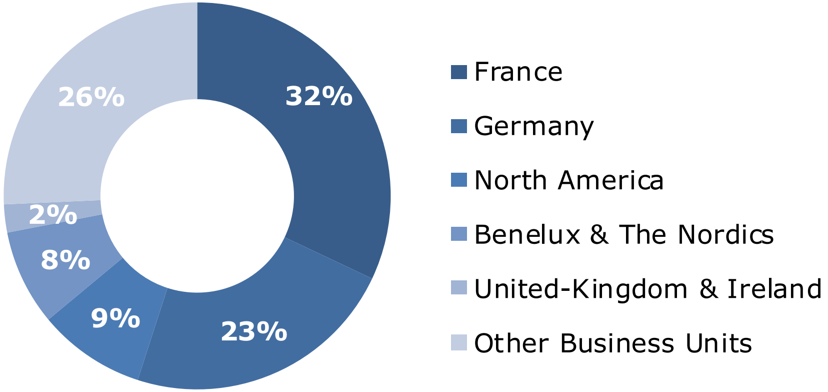
TAKING DELIVERY EXCELLENCE TO THE NEXT LEVEL

- Development and deployment of our new **integrated delivery platform** KI NxT bringing together **best practices from Atos and Syntel**
- Piloted in 32 projects in Q3 and now rolling-out since October 1st

Big Data & Cybersecurity

- **Continued strong business trend with double-digit growth in both High Performance Computing and Cybersecurity services**
- **Reinforcement of portfolio offerings with IDnomic acquisition**
- **Strong level of hiring in highly skilled people**

In € million	**Q3 2019**
Revenue	227
Organic growth	*+17.6%*
Order Entry	255
Book to Bill	*112%*
Direct headcount	5,404
Variation in Q3 at constant scope	*+2%*



Big Data & Cybersecurity pursuing growth in all segments

Cybersecurity of any infrastructure

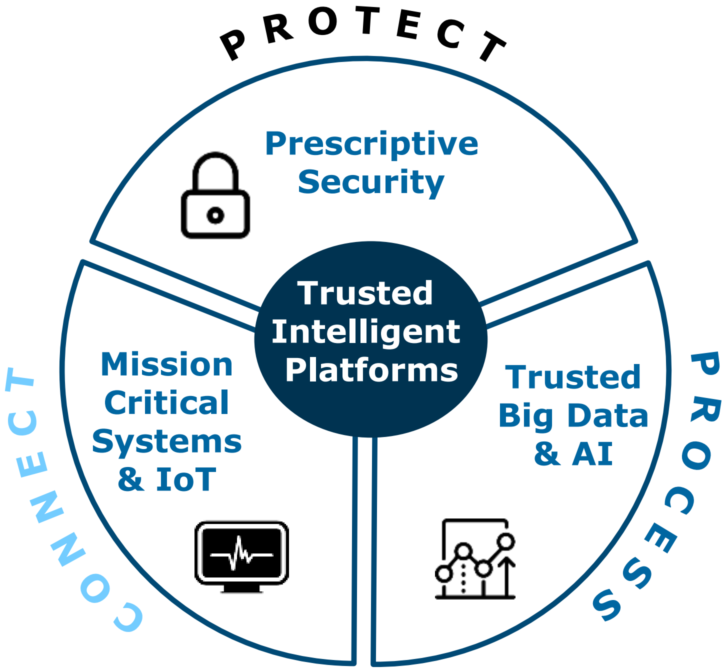
- Cloud security, multi cloud security
- International expansion

High-Performance Computing, AI, Big Data, Edge computing

- High-end HPC worldwide
- Cloud Infrastructure and High-End servers

Mission critical systems - Secured Communications - Smart processes

- New Generation Command & Control Systems
- Communication, surveillance and intelligence platforms

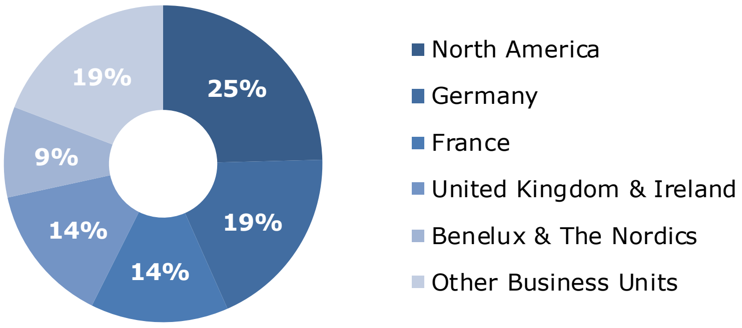


Q3 2019 performance by Business Unit

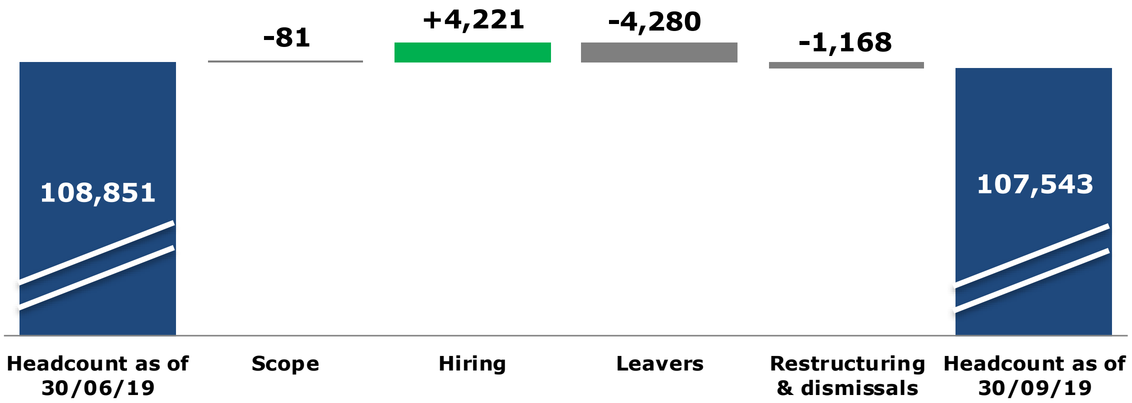
- Revenue growth in most of the geographies
- Strong improvement in North America close to stabilization
- Solid performance in Benelux & The Nordics as well as in Other Business Units

In € million	Q3 2019	Q3 2018*	*Organic evolution*
North America	681	687	*-0.9%*
Germany	520	516	*+0.7%*
France	388	383	*+1.2%*
United Kingdom & Ireland	393	389	*+1.2%*
Benelux & The Nordics	256	242	*+5.9%*
Other Business Units	531	504	*+5.3%*
Total	**2,770**	**2,722**	***+1.8%***

** At constant scope and exchange rates*



Q3 2019 headcount evolution



Highlights (YTD)

- **37,000 new digital certifications**
- **1,200 new Cyber Security experts (o/w 40% internal upskilling)**
  +IDnomic 110 Security experts
- **590 Google certified (+ 30% vs. H1)**
- **4,430 Employees trained in Atos Codex**
- **7,000+ Project Manager trained on Agile methodology**

3

Conclusion

Thierry Breton

Chairman & CEO

Reminder of 2019 main priorities

Return to growth in H2 for **North America** and for **Infrastructure & Data Management**

Successfully integrate Syntel and generate **synergy plans** to improve Business & Platform Solutions profitability

Roll out **RACE program** to increase operational profitability

Position **Big Data & Cybersecurity** as **a leading player** for the upcoming consolidation of this segment

Deliver financial objectives in 2019 and confirm 2021 ADVANCE targets

Q&A

Thank you