

- » BOOST PERFORMANCE
- » REDUCE COST
- » INCREASE AGILITY
- » ENHANCE CRM
- » SHORTEN TIME TO MARKET
- » DRIVE INNOVATION
- » IMPROVE EFFICIENCY
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- » ENABLE BUSINESS TRANSPARENCY
- » ENSURE REGULATORY COMPLIANCE



CONSULTING > SOLUTIONS > OUTSOURCING

Atos Origin Q3 2010 revenues

Paris, 13 October 2010

- » This presentation contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability for 2010. Actual events or results may differ from those described in this presentation due to a number of risks and uncertainties that are described within the 2009 annual report filed with the Autorités des Marchés Financiers (AMF) on 1 April 2010 as a Document de Référence under the registration number : D10-0199. The update of the 2009 Reference Document has been filed to the AMF on 30 July 2010 under the registration D.10-0199-A01.
- » All definitions used in this document are in the last Annual Report on the Atos Origin website
- » Operating margins by Global Business Units and by service line exclude Corporate central costs
- » New segmentation presented by Global Business Units following the first application of IFRS 8
- » Global Business Units include **France**, **United Kingdom**, **Benelux** (The Netherlands, Belgium and Luxembourg), **Atos Worldline** (French, German, Belgium and Indian subsidiaries), **GCEMA** (Germany Central Europe with Austria, Poland, and Mediterranean countries and Africa which include South Africa, Greece, Turkey and Switzerland), **Spain** and **Other countries** (South America including Argentina, Brazil and Columbia, Asia Pacific including China, Hong Kong, Singapore, Malaysia, Indonesia, Taiwan, and Japan, as well as North America, India, Major Events, Morocco and Middle East with Dubai).

Agenda



- » Q3 2010 Highlights
- » Q3 2010 Operational Performance
- » Update on the HTTS and Atos WorldGrid strategic projects
- » Objectives 2010

Q3 2010 Highlights



» Revenue

- » Q3 2010 revenue at EUR 1 210 million ; an organic decline of -3.5%

» News flow

- » In the UK: negotiations with Government finalized
- » Arcandor: successful takeover of Karstadt by a German private fund completed in September 2010

» Commercial activity

- » 2010 order entry at EUR 1093 million
- » Book to bill ratio at 90% despite delays in Managed Services for the UK Public Sector

» Net debt

- » EUR 56 million excluding acquisitions of 2010
- » EUR 198 million at the end of September 2010, compared to EUR 119 million in June 2010 and EUR 139 million in December 2009
- » EUR 83 million operating cash flow YTD September 2010

» HTTS

- » Solid organic growth in the quarter: +5.5%
- » Sales proposals under negotiation with signatures expected in Q4
- » Acquisition of Venture Infotek, a leader in payment transaction processing in India

» Smart Energy

- » Completion of Atos WorldGrid subsidiary in France with first contracts and launch of the roll-out to other geographies

Main new contracts signed in Q3 2010



Customer	GBU	Market	Service Line	Description
EDF	France	Energy/ Utilities	Systems Integration	Customer self-care portal for CRM
Government Gateway	UK	Public and Health	All	IT Services
Construction and maintenance group	NL	Public and Health	Systems Integration	Application Management
Ministry of Justice	UK	Public and Health	Managed Services	Desktop and messaging services
First group holdings	UK	Public and Health	Managed Services	datacenter hosting and email
GDF Suez	France	Energy/ Utilities	Systems Integration	Supervisory Control And Data Acquisition
Aberdeen council	UK	Public and Health	Managed Services	Virtual desktop services
CNAF	Worldline	Public and Health	HTTS	Offer voice
DWP	UK	Public and Health	Medical BPO	Medical assessment delivery
T Mobile	NL	Telecom	Systems Integration	Sourcing applications

Main renewals in Q3 2010



Customer	GBU	Market	Service Line	Description
Karstadt	Germany	Manufacturing/ Retail	Managed Services	Outsourcing
French social & health	France	Public and Health	Systems Integration	Application management
KPN/ e-plus	Germany	Telecom	Managed Services	Outsourcing
LCL	Worldline	Financial Services	HTTS	Payments services
Orange	Worldline	Telecom	HTTS	Mail boxes hosting
Mitsubishi	Germany	Manufacturing/ Retail	Managed Services	Outsourcing
CCBAF	Asia	Financial Services	MS/ SI	Cardlink services
SCB	Asia	Financial Services	Managed Services	Outsourcing

» Agreement signed on September 10th, following negotiation launched in July

» Slight decrease in the UK Public Sector revenue in 2011

» Objective to offset this revenue effect next year by additional contracts

» Atos Origin aims at remaining a valued partner for the UK Government

- » Total order entry reached EUR 1,093 million, representing a book to bill ratio at 90%

Book to bill	Total Group	Consulting	Systems Integration	Managed Services	HTTS
Q3 2010	90%	89%	104%	74%	109%
Q3 2009	89%	124%	85%	87%	108%

- » UK Public Sector: some contracts delayed from Q3 to Q4
- » Arcandor: disposal of Karstadt completed in September

Commercial Activity - Year to Date



- » Total order entry reached EUR 3,937 million, representing a book to bill ratio at 106%

Book to bill	Total Group	Consulting	Systems Integration	Managed Services	HTTS
9 Months 2010	106%	114%	116%	93%	122%
9 Months 2009	104%	96%	96%	110%	130%

- » Full qualified pipeline at EUR 2.8 billion compared to EUR 2.6 billion in June 2010
- » Full backlog at EUR 7.2 billion, representing 1.4 year of revenue

Commercial Activity – By quarter



➤ STRONG COMMERCIAL ACTIVITY IS PAVING THE WAY TO REVENUE GROWTH

2010	Q1	Q2	Q3	Estimated Q4	Estimated FY
	128%	100%	90%	>120%	109%

2009	Q1	Q2	Q3	Q4	FY
	104%	121%	89%	88%	100%

- The delays on two contracts renewal have weighted on the book to bill in Q3
- Thus, the Group has the objective to catch up in Q4 to achieve 109 per cent in 2010

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Q3 2010 revenue organic decrease at -3.5%



<i>In EUR Million</i>	Q3 2010	Q3 2009	Δ%
Reported revenue	1 210	1 229	-1.5%
Revenue on a like-for-like basis	1 210	1 254	-3.5%

<i>In EUR Million</i>	9M 2010	9M 2009	Δ%
Reported revenue	3 704	3 818	-3.0%
Revenue on a like-for-like basis	3 704	3 870	-4.3%

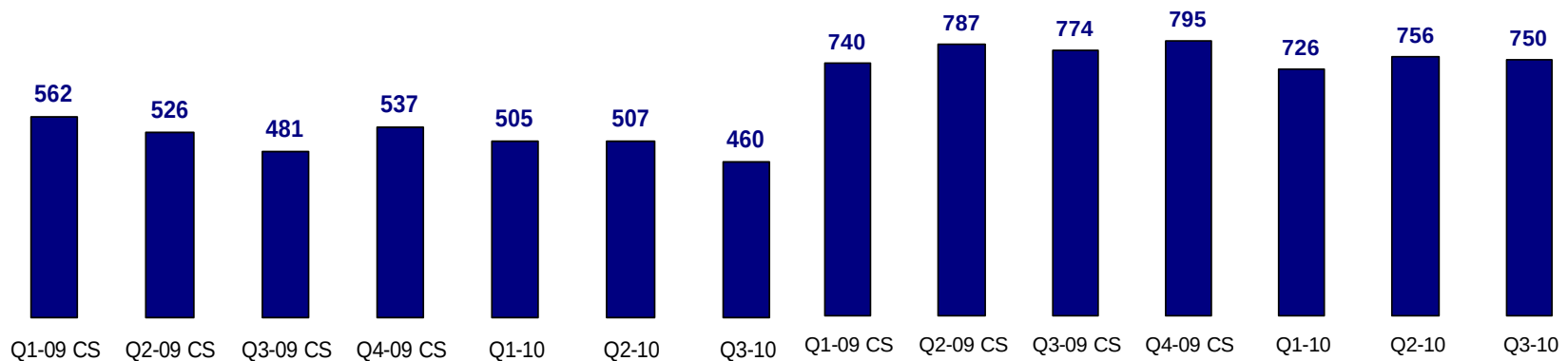
Quarterly revenue evolution



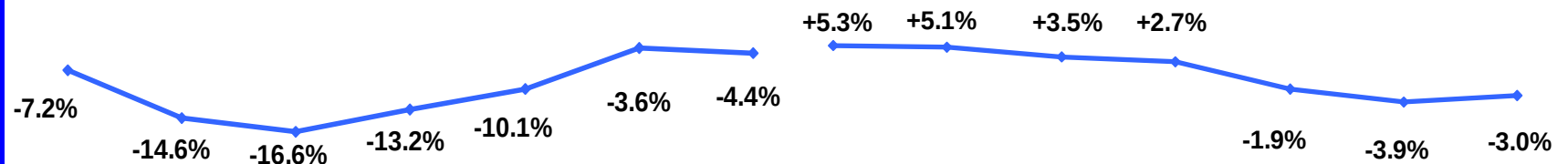
Consulting, Systems Integration

Managed Services, HTTS, Medical BPO

pro
forma
revenue
evolution



like for
like
growth
rates
(YoY)



Q3 2010 revenue performance by Service Line



<i>In EUR Million</i>	Total Revenue		
	Q3 2010	Q3 2009 proforma	% organic growth
Managed Services	452	486	-6.9%
Systems Integration	412	427	-3.5%
Hi-Tech Transactional Services	258	244	+5.5%
Consulting	48	54	-11.2%
Medical BPO	40	44	-7.5%
Total Group	1 210	1 254	-3.5%

Organic growth: at constant scope and exchange rates

9 Months revenue performance by Service Line



<i>In EUR Million</i>	Total Revenue		
	9M 2010	9M 2009 proforma	% organic growth
Managed Services	1 355	1 449	-6.5%
Systems Integration	1 314	1 382	-4.9%
Hi-Tech Transactional Services	757	732	+3.3%
Consulting	157	186	-15.3%
Medical BPO	120	120	+0.5%
Total Group	3 704	3 869	-4.3%

Organic growth: at constant scope and exchange rates

Q3 2010 revenue performance by Global Business Unit



<i>In EUR Million</i>	Revenue		
	Q3 2010	Q3 2009 proforma	% organic growth
France	265	256	+3.6%
Benelux	222	231	-3.8%
United Kingdom	226	245	-7.8%
Atos Worldline	216	206	+4.5%
Germany / CEMA	110	139	-20.9%
Spain	65	76	-13.6%
Other countries	105	101	+4.5%
Total Group	1 210	1 254	-3.5%

Organic growth: at constant scope and exchange rates

➤ -2% without Arcandor

9 Months revenue performance by Global Business Unit



<i>In EUR Million</i>	Revenue		
	9M 2010	9M 2009 proforma	% organic growth
France	838	828	+1.2%
Benelux	682	748	-8.9%
United Kingdom	668	703	-5.0%
Atos Worldline	636	623	+2.1%
Germany / CEMA	351	428	-17.8%
Spain	223	250	-10.7%
Other countries	306	289	+5.9%
Total Group	3 704	3 869	-4.3%

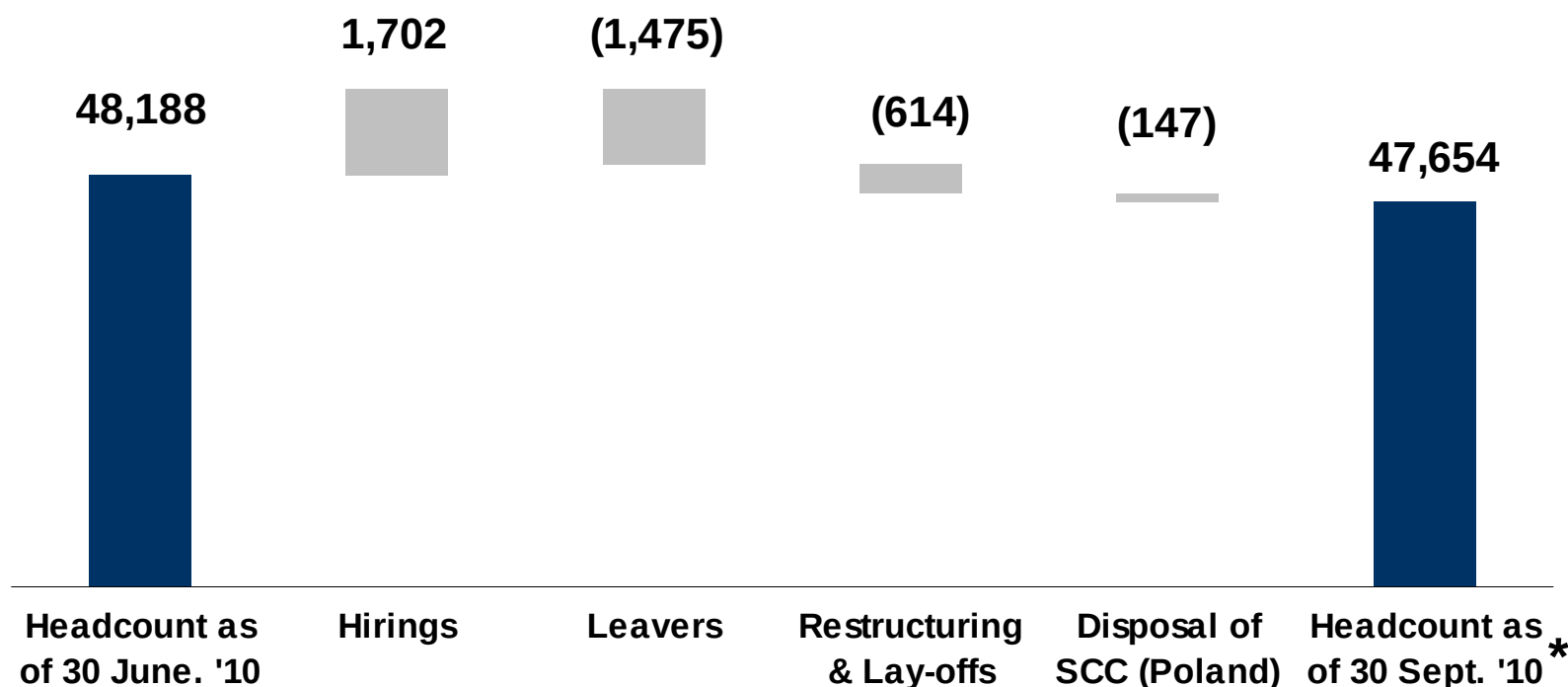
Organic growth: at constant scope and exchange rates

➤ -3% without Arcandor

Headcount evolution

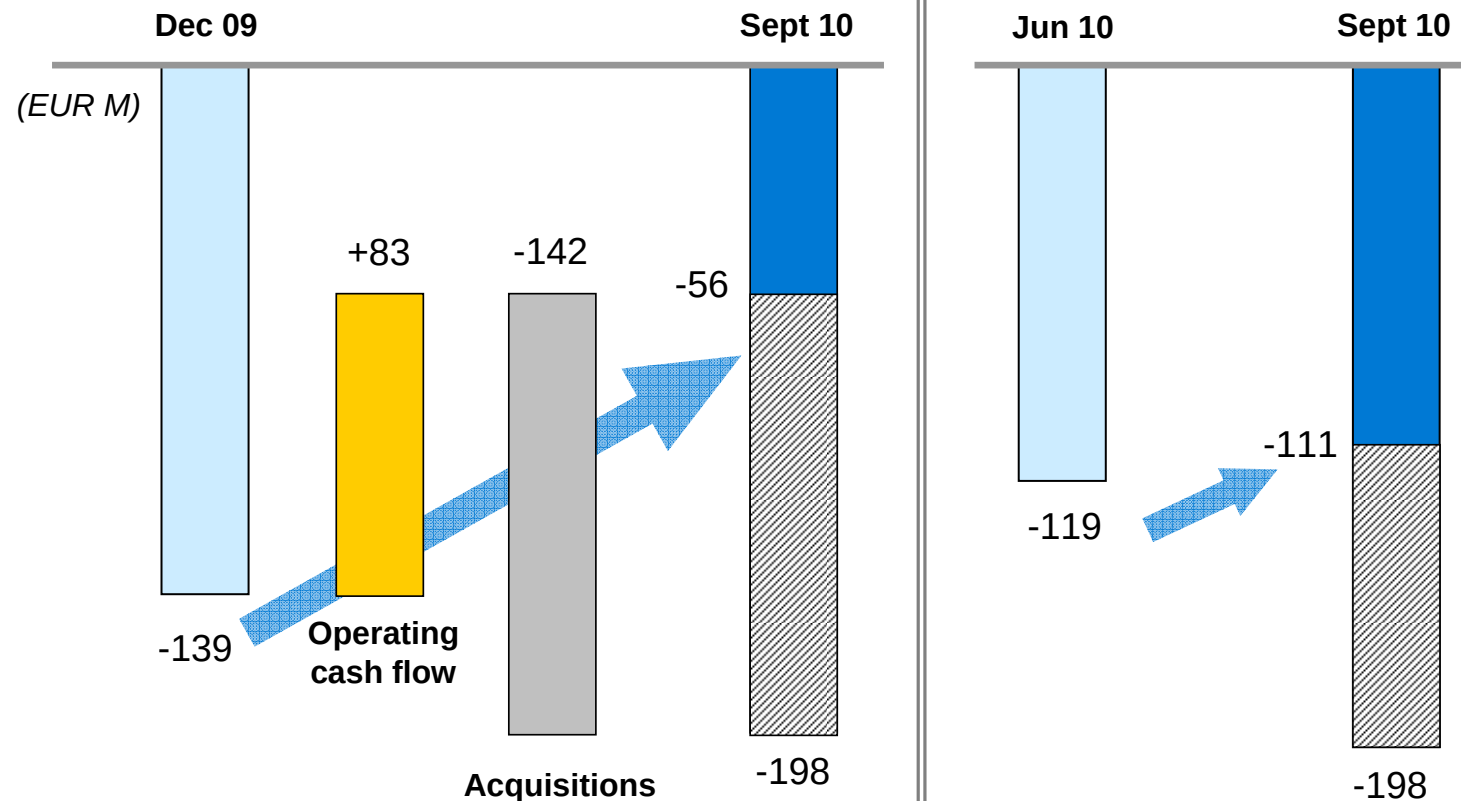


- » Stabilization of direct headcount since April
- » Reduction of indirect staff by 5 per cent in Q3 Group as a result of the Added Value Analysis (AVA) implementation
- » More than half of new recruits joined in Offshore geographies
- » Staff attrition slightly up at 12%



* Figures as at 30 September 2010 are presented before Venture Infotek integration

Net debt evolution



Operating cash flow YtD September:
+83 M excluding acquisitions

Operating Cash Flow Q3
+8M excluding acquisitions

- Strong Operating Cash Flow YTD September 2010, ahead of plan
- Improved performance both in OMDA and in Working capital
- Half-year variable Salaries paid in Q3
- Acquisition of Venture Infotek in August 2010

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The HTTS Roadmap since June 2009



- 12 June 2009 - Investor Day in Brussels:
Launch of HTTS Strategic Development Initiative

H2 2009

- Set-up of Teams, structuring the initiative,
first country trainings and customer contacts

H1 2010

- Go-to-market testing, lead and
opportunity generation, first large bids

H2 2010

- Include local priorities in product roadmaps
- Close first significant deals in new HTTS
geographies

HTTS roll out in line with development plan



- » Focused effort on closing existing deals in process to generate revenue in 2011
- » **Unweighted HTTS Pipeline size increased by more than 25% in Q3,**
reaching EUR 500 million
- » Strategy based on cross selling with Atos Origin **existing clients in new geographies**
- » Large opportunities in
 - » **the Netherlands** with existing Atos Origin clients in the Banking sector,
 - » **the UK** further to the signature of the MOU with Government,
 - » and in **Asia**, enhancing current cards payment schemes to Atos Worldline offerings
 - » In **Spain** and in **South America**, for loyalty programs

Pursued effort on sustained portfolio of HTTS leads and opportunities in all countries



Spain	» IVR Systems, » Loyalty Programs » Messaging services	» Urban Mobility Applications » Fraud Management » M2M
UK	» Supply Chain Financing » IVR Systems » Travel Card » Corporate Payment Cards	» Mobile Applications » Wealth Management Solutions » Hospitality check-in solutions
Netherlands	» Fuel Card Loyalty » Private Loop Hospitality Cards » Retail Payment Settlement » Debit Card Issuing	» Core Insurance BPO » Low Value & Mobile Payments » Municipality e-Services » Swift Service Bureau
Germany	» Smart Metering BPO » IVR/ACD services	» E-Ticketing » Mobile Payments
Asia	» Loyalty Programs » Credit Card Payment Solutions	» Managed Card Services
Other Geographies	» Payment Services » e-Commerce services	» Mobile Payments » Payments Clearing House

Acquisition of a leading Indian company in the payments industry



- » **Venture Infotek** activity: payments processor (merchant acquiring, card processing, loyalty programs, government benefits programs, ...)
- » **Rationale for acquisition:**
 - » India is a fast growing market in payments, with penetration rates still low for banking cards;
 - » Quality of technology platform;
 - » Portfolio of existing customers;
 - » Synergies with Atos Worldline payment activity

Atos WorldGrid



➤ A subsidiary dedicated to Smart Energy Solutions

- » Atos WorldGrid entity officially created in France on August 1, 2010
 - » 550 employees transferred
 - » headquartered in Grenoble, France
- » New subsidiaries to be created
 - » In China by the end of Q4 2010,
 - » and in Spain in Q1 2011
- » Implementation of a dedicated Atos WorldGrid organization led by market manager in the following geographies: UK, Germany, Benelux, Brazil and India
- » Portfolio of business critical solutions has been realigned

Atos WorldGrid: a catalyst for signatures



» Two significant contracts signed in Q3:



» **GRTgaz (7 years contract):** Replacement of the physical dispatching for the French Gas transmission network (32 000km - the largest network in Europe)



» **Edf (5 years contract):** Build Customer self-care portal for the mass market to develop multichannel customer relationship management.



» **Under signature:** Extensions in the implementation of a Digital Control System in Nuclear plants

Linky for ERDF (>4 years contract):



» Pilot for a complete Automated Metering System (AMM) with 300,000 meters and an information System able to monitor up to 35 millions meters

» This innovative pilot is performed by Atos WorldGrid. It is the first phase of a strategic challenge for ERDF, its Customers and the overall French Industry.

» The system is being tested to validate the end to end data stream. Reported results at the end of September are showing a very positive trend .

» The experimentation headed by the French Energy Regulator (CRE) will start in October as per schedule.



ÉLECTRICITÉ RÉSEAU DISTRIBUTION FRANCE

Bezons: Move completed in September 2010



- » the Campus showcases the Atos Identity
- » It is certified by the highest environment standards



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CONFIRMATION OF FULL YEAR GUIDANCE

- » **Revenue:** due to the Arcandor bankruptcy, the Group expects in 2010 a slight revenue organic decrease, however at a lesser extent than the one achieved in 2009
- » **Operating margin:** ambition to improve OM by +50 to +100 basis points in 2010
- » **Cash flow:** ambition to confirm in 2010 the improvement achieved in 2009, by generating a net operational cash flow in the same range

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Questions

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