



Atos

Quarterly Update
Report Abstract

October 2017

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16 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Atos provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT outsourcing services and identifying vendor suitability for IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



Key Findings & Highlights

Q3 2017 performance: improving organic growth, despite N America

The 12th consecutive month of improving organic topline growth, in spite of flat growth in North America (Chief Commercial Officer Patrick Adiba is now based in the U.S.) and U.K. revenues impacted by scope reductions in the BBC renewal.

Germany continues its recovery

France also continues to improve.

In terms of Business Unit,

- IDM continues to deliver organic growth at ~1%, with strong growth in hybrid cloud
- BPS growth led by the U.K.
- BDS continues to deliver growth of ~14%
- Worldline doing well; new Ambition 2019 targets, all elements raised.

Digital Transformation Factory Offerings the Major Focus in GTM

Plus further enhancements to DTF offers

Continues to be acquisitive: each Division adding specialist capabilities

- Worldline expanding Merchant Services geographical coverage
- BPS adding consulting & SI capabilities in U.S. healthcare sector
- IDM expanding ServiceNow practice
- Plus, announcement of intention to acquire another underperforming Siemens AG spin off

Product Development continues at BDS

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Recent Contract Awards
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Scope of the Report

The report provides a quarterly update on Atos, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Atos' IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

Report Length

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