# Press release Atos UFIDA用友

### Atos, the European IT services powerhouse and UFIDA, the Chinese leader in management software solutions, join forces in cloud computing services

- A joint venture, YUNANO<sup>™</sup> (transliteration "cloud & safe") will provide innovative cloud computing services for corporate customers in Europe, the Middle East and Africa (EMEA)
- The partnership will offer UFIDA access into the European market while UFIDA will support Atos to expand its footprint in the China market

**Paris, Beijing, 8 November 2011 -** Atos, the European leader in IT services company, and UFIDA INTERNATIONAL HOLDINGS, LTD[SSE UFIDA Software], the Chinese leader in management software solutions in Asia-Pacific, jointly announced that they formed a Joint Venture, YUNANO<sup>™</sup> in order to address the growing Cloud market in Europe and China, targeting in priority midsize organization, whether stand alone or subsidiaries of large corporations.

YUNANO<sup>™</sup> will provide innovative services for customers that can be localized with one-stop products, services and cloud applications ranging from financial system, ERP management software to IT consultation. The new entity will have its dedicated Cloud ERP resources and R&D capabilities to retain its technology edge. The two companies invested 5,7 million euros for the joint venture YUNANO<sup>™</sup>, of which Atos has 70% and UFIDA has 30% shares of stocks respectively. The Joint Venture will be headquartered in Bezons, near Paris, France.

**Wang Wenjing, Chairman and CEO of UFIDA said**: "Atos is not only one of the world's best-known IT services providers, but also the worldwide IT partner for the Olympic Games. Through our joint venture, UFIDA can achieve its strategic goal of globalization and access to EMEA markets rapidly, and can meet the new demands and features of globalization of cloud computing to build up innovative cloud management and IT information services".

**Thierry Breton, Chairman and CEO of Atos said**: "Creating this joint venture is an important step in our strategy to further grow our market share in Cloud services in Europe and our business in China that are set to accelerate sharply in 2012. UFIDA is the leading software company in China with more than 200 branches, 12,000 employees and more than 1.2 million customers and an excellent credibility in the marketplace. Our combined forces will accelerate our innovative offering of cloud computing and IT services to serve customers globally benefiting at the same time from UFIDA recognized Software capabilities and from Atos footprint and proven Cloud capabilities. I am proud of this partnership which also strengthens our Asian development strategy".

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#### Synergy effect

The new company provides an unrivalled cloud offering for the management software market in EMEA and Asia-Pacific. UFIDA, listed on the Shanghai Stock Exchange market, brings its ERP experience with 12,000 ERP engineers and consultants, a strong base of 1.2 million customers in Asia-Pacific. It has the largest network for enterprise software support, implementation and training. Atos provides its unique Cloud services, and sales capabilities, its focus on innovation, and leadership position in the European IT market. The Joint Venture addresses the Cloud market for medium-size organizations, in particular subsidiaries of large groups, or emerging country enterprises that are in need of a scalable, first-class offering at a competitive price. YUNANO<sup>™</sup>, literally means "cloud & safe", demonstrates that two world-class companies have the determination to enter the territory of the cloud computing business applications and services with innovative services.

#### Advantages of joint offering to customers

- Customers that expand business in Asia Pacific can rely on one global partner YUNANO<sup>™</sup> for one integrated system with real-time business intelligence: dynamic scalability, high availability, high volume data storage, simplified management, and cost effective
- Customers do not need to invest in hardware, perpetual licenses, implementation costs, or report development as it is available on-demand.
- Client can be up and running in no time, using the YUNANO<sup>™</sup> solution to efficiently and effectively locate, communicate, and collaborate with their customers, vendors and partners.

#### Growth potential China and Europe

The Chinese market presents huge opportunities for ERP solutions, due to the forecasted growth in 17.3% (source:CCID Consulting). The European mid-size market in ERP is estimated at EUR 2.42 billion with a Compounded Average Growth Rate (CAGR) of 7% and the primary focus in Europe will be on France, UK and Germany who present the largest short-term potential.

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#### **About Atos**

Atos is an international information technology services company with annual 2010 pro forma revenues of EUR 8.6 billion and 74,000 employees in 42 countries at the end of September 2011. Serving a global client base, it delivers hi-tech transactional services, consulting and technology services, systems integration and managed services. With its deep technology expertise and industry knowledge, it works with clients across the following market sectors: Manufacturing, Retail, Services; Public, Health & Transport; Financial Services; Telecoms, Media & Technology; Energy & Utilities. Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. It is the Worldwide Information Technology Partner for the Olympic Games and is quoted on the Paris Eurolist Market. Atos operates under the brands Atos, Atos Consulting and Technology Services, Atos Worldline and Atos Worldgrid. For more information, visit: <u>atos.net</u>

Atos in Asia has its regional headquarters based in Singapore and it employs 3900 people across 10 countries servicing clients in Financial Services, Manufacturing, Energy and Utilities, Telecom and Media, and Public Sector.

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#### **About UFIDA**

UFIDA Software Co., Ltd., the head office of UFIDA based in Beijing, founded in 1988, is a major provider of management software solutions and e-business services, committed to advancing commercial and social progress through information technology. UFIDA's key products - which include enterprise management/ERP software and solutions - have bolstered the group's position as the largest management software supplier in China and Asia-Pacific. UFIDA has revolutionized systems in1,200,000enterprises and organizations in China and Asia-Pacific, providing solutions in lowering costs, increasing efficiency, encouraging innovation, facilitating quick response to market changes, evading risks, meeting market demands, and increasing performance value. For years, UFIDA has been consistently recognized as a Key Software Enterprise and leader in China's software industry. UFIDA went public in May 2001 in the Shanghai Stock Exchange (Stock name: UFIDA Software, Stock code: 600588).

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