

2020 Full Year Results

FEBRUARY 17, 2021

Disclaimer



This presentation may contain forward-looking statements. Such statements may include projections, estimates, assumptions, statements regarding plans, objectives, intentions and/or expectations with respect to future financial results, events, operations and services and product development, as well as statements, regarding future performance or events. Forward-looking statements are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates", "plans", "projects", "may", "would", "should" or the negatives of these terms and similar expressions. Although Capgemini's management currently believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forwardlooking statements are subject to various risks and uncertainties (including without limitation risks identified in Capgemini's Universal Registration Document available on Capgemini's website), because they relate to future events and depend on future circumstances that may or may not occur and may be different from those anticipated, many of which are difficult to predict and generally beyond the control of Cappemini. Actual results and developments may differ materially from those expressed in, implied by or projected by forward-looking statements. Forward-looking statements are not intended to and do not give any assurances or comfort as to future events or results. Other than as required by applicable law, Cappemini does not undertake any obligation to update or revise any forward-looking statement.

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Aiman **EZZAT**

Chief Executive Officer



Achieving top of the range 2020 performance



Revenue

+13.7% cc YoY

€ 15,848m

Bookings

+13% cc YoY

€ 16,892m

Digital & Cloud

+15% cc YoY

c. 65% in Q4

Operating Margin

11.9%

-0.4pt

Normalized EPS

€ 7.23

+7%

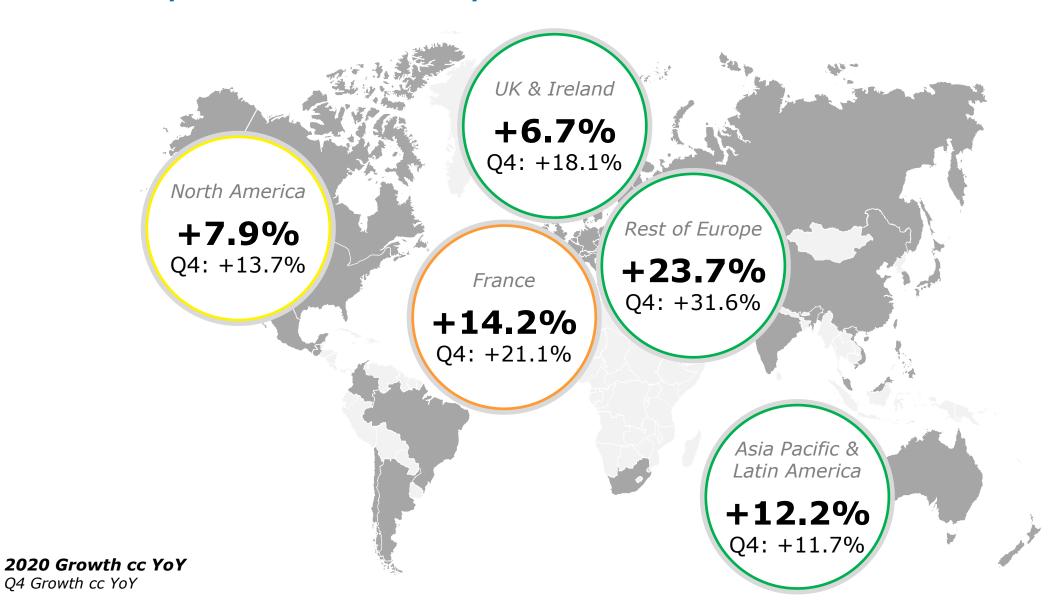
Organic FCF

€ 1,119m

- € 169m

Recovery well underway





2020 Full Year Results | February 17th, 2021

Empowering worldclass clients through Data/AI and Cloud



AI Services for 38 companies

NORDIC CAPITAL

Data Lake on the Cloud



IoT, UX/UI and **Artificial Intelligence**



Digitalize efficiently

Pensioenfonds Detailhandel

Data migration & IT consolidation



Digitalization and Move to Cloud



Scale up a **Cloud Platform**

> Global Retailer

Machine Learning Ops for Analytics

US-based Telco Provider **Self-service strategy** with Chatbots



Cloud **Provisioning**

Global Retailer





- ✓ **Diversified & robust client base** with 95% of revenue based on existing clients
- Mobilized talents within the company with rich and varied skills and who have demonstrated their agility
- Relevant offerings to address a wide range of expectations from our clients
- ✓ Flexible delivery and operating model

We come out of 2020 stronger than ever.



Altran integration on track

- ✓ Integrated organization in place since January
- **44 deals won** and a rich pipeline of 410+ joint opportunities
- ✓ 3 joint Intelligent Industry offerings







- Leadership fully engaged and very strong expression of support from **employees**
- **Confirmed synergies** with 2/3 of cost synergies run-rate achieved by mid-2021





Creating joint value in **Intelligent Industry**



Fully digitalize clinical trial operations

US Aerospace Industry

Design and implement a factory of the future

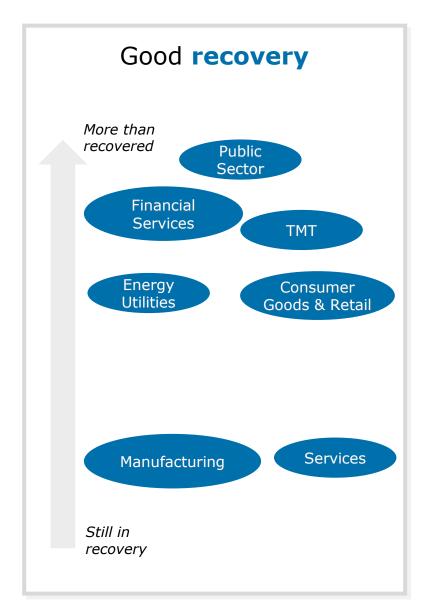


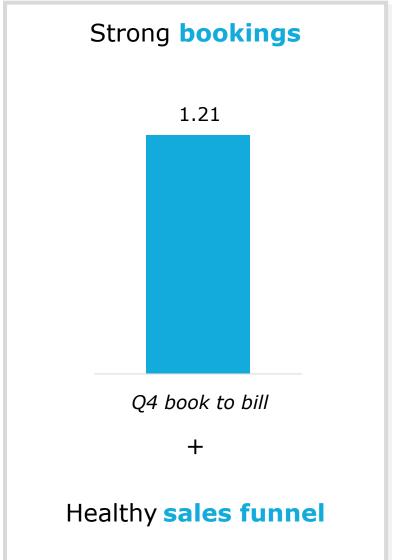
New mobility solution

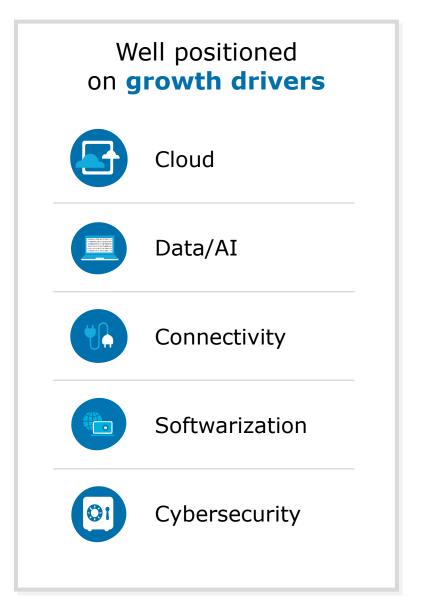
- Complementary capabilities
- Cross-selling
- Unique positioning

Exciting market dynamics to fuel 2021 growth









Activating all levers to increase our agility



- Boosting the development of **Talents**
- Accelerating on **agile** and **automation** with the launch of new platforms
- **Digitalizing** our core processes
- Delivering our "New Normal"
- Sustaining smart cost management

Continuous commitment in our responsibility journey



Net Zero ambition

Helping our clients save **10 million tonnes** of CO2

Carbon **neutrality**

Switch to 100%

renewable energies





ENVIRONMENTAL SUSTAINABILITY

-56% yoy

Total Carbon Emissions Reduction per head*



GENDER DIVERSITY

+2 pts

of women in workforce (35%)*



DIGITAL INCLUSION

300 000 +

beneficiaries from digital inclusion programs

2021 outlook









Carole **FERRAND**

Chief Financial Officer



Financial Overview



in EUR millions	FY 2019	FY 2020	Variation	Constan Currenc Growth
Revenues	14,125	15,848	+12.2%	+13.7%
Operating expenses	-12,384	-13,969		
Operating margin	1,741	1,879	+8%	
(in % of revenues)	12.3%	11.9%	-0.4pt	
Other operating income and expenses	-308	-377		
Operating profit	1,433	1,502	+5%	
(in % of revenues)	10.1%	9.5%	-0.6pt	
Net financial expense	-79	-147		
Income tax	-502	-400		
Non-controlling interests	4	2		
Net profit (group share)	856	957	+12%	
(in % of revenues)	6.0%	6.1%	+0.1pt	
Basic EPS in €	5.15	5.71	+11%	
Normalized EPS in €	6.76 ⁽¹⁾	7.23 ⁽¹⁾	+7%	
Organic free cash flow	1,288	1,119	-169	

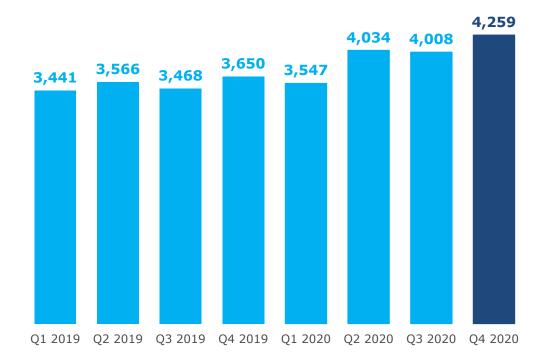
Note: All alternate performance measures (organic growth, constant currency growth, operating margin, Free cash flow, normalized EPS and net debt) are defined in Appendix

(1) Excluding an expense of €60 million in 2019 and an income of €8 million in 2020 due to the transitional impact of the US tax reform

Quarterly Revenue Growth



Revenues in EUR millions



Constant currency growth

Q4: +20.8% YoY

FY: +13.7% YoY

Organic
Group scope
Constant Currency
Currencies
Reported

Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
	Y	'ear-on-Yea	r	
+ 2.0%	-7.7%	-3.6%	-2.4%	-3.2%
+0.3pt	+21.1pt	+22.0pt	+23.2pt	+16.9pt
+ 2.3%	+13.4%	+18.4%	+20.8%	+13.7%
+0.8pt	-0.3pt	-2.8pt	-4.1pt	-1.5pt
+ 3.1%	+13.1%	+15.6%	+16.7%	+12.2%

Constant currency growth YOY (in %)

+6.7% +5.7% +5.9% +2.9% +2.3% +13.4% +18.4% +20.8%

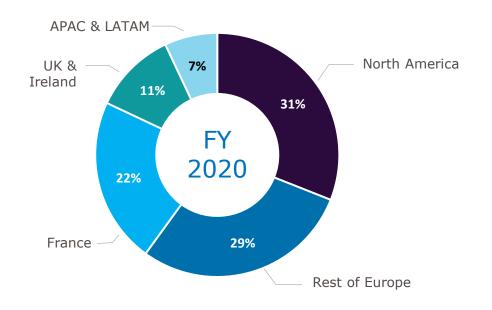
Q4 & FY 2020 Revenues by Regions



	Q4 2020
	Year-on-Ye
	Constant
	Currency
North America	+13.7%
UK & Ireland	+18.1%
France	+21.1%
Rest of Europe	+31.6%
APAC & LATAM	+11.7%
TOTAL	+20.8%

FY 2019	FY 2020	
Reve	nues	
(in €m)	(in €m)	
4,567	4,839	
1,653	1,741	
3,017	3,443	
3,809	4,700	
1,079	1,125	
14,125	15,848	

Variation		
Year-on-Year		
Reported	Constant Currency	
+5.9%	+7.9%	
+5.3%	+6.7%	
+14.1%	+14.1%	
+23.4%	+23.7%	
+4.2% +12.2%		
+12.2%	+13.7%	

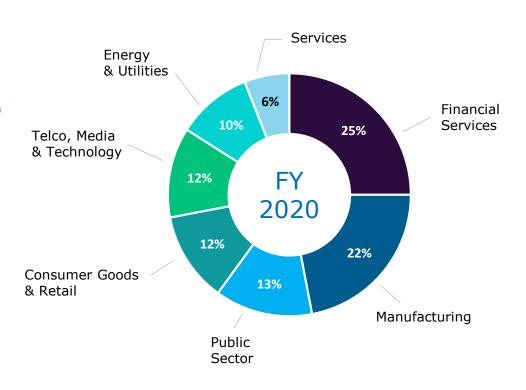


Q4 & FY 2020 Revenues by Sector



Financial Services
Energy & Utilities
Manufacturing
Consumer Goods & Retail
Public Sector
Telco, Media & Technology
Services
TOTAL

Q4 2020	FY 2020
Year-on-Year	Year-on-Year
Constant Currency	Constant Currency
+8.8%	+4.1%
+6.6%	+4.3%
+35.1%	+27.8%
+4.3%	-0.1%
+15.0%	+11.8%
+95.7%	+62.8%
+1.3%	-1.3%
+20.8%	+13.7%

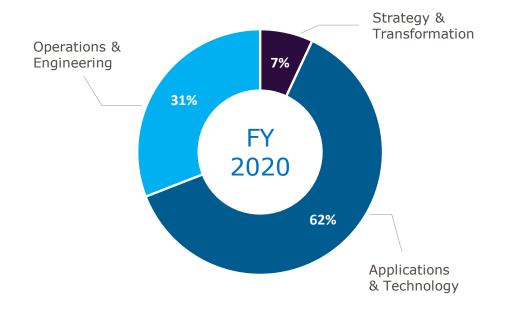


Q4 & FY 2020 Revenues by Business



Total Revenues

	Q4 2020	FY 2020
	Year-on-Year	Year-on-Year
	Constant	Constant
	Currency	Currency
Strategy & Transformation	+13.3%	+11.0%
Applications & Technology	+1.3%	-0.2%
Operations & Engineering	+75.6%	+55.5%

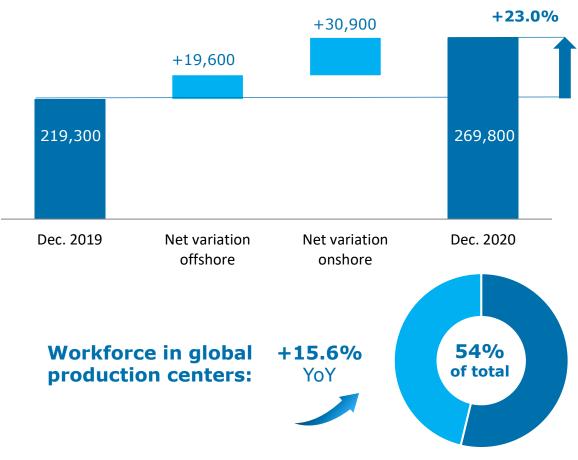


Reminder: from Jan 1st, 2019, activity trends by business are calculated based on Total Revenues, i.e. before elimination of inter-business billing (see definitions in the Appendix section)

Headcount Evolution



Headcount Evolution



Attrition

LTM attrition	
Strategy & Transformation	
Applications & Technology	
Operations & Engineering	
TOTAL	

Dec. 2019	Dec. 2020	Variat
19.1%	14.1%	-5.0
19.9%	12.5%	-7.4
20.3%	13.2%	-7.1
20.0%	12.8%	-7.2

Variation
-5.0pt
-7.4pt
-7.1pt
-7 2nt





		FY 2019			FY 2020		
	Revenues	Operating Margin		Revenues	Operating Margin		
	(in €m)	(in €m)	(%)	(in €m)	(in €m)	(%)	
North America	4,567	637	13.9%	4,839	718	14.8%	
UK & Ireland	1,653	251	15.2%	1,741	269	15.5%	
France	3,017	366	12.1%	3,443	300	8.7%	
Rest of Europe	3,809	451	11.8%	4,700	537	11.4%	
APAC & LATAM	1,079	120	11.2%	1,125	146	13.0%	
Not allocated		-84 -91					
TOTAL	14,125	1,741	12.3%	15,848	1,879	11.9%	

Operating Margin Analysis



in EUR millions	FY 2019	FY 2020	
Revenues	14,125	15,848	
Cost of services rendered	-10,274	-11,712	
in % of revenues	-72.7%	-73.9%	
Gross margin	3,851	4,136	
in % of revenues	27.3%	26.1%	
Selling expenses	-1,123	-1,113	
in % of revenues	-8.0%	-7.0%	
General & Administrative expenses	-987	-1,144	
in % of revenues	-7.0%	-7.2%	
Operating Margin	1,741	1,879	
in % of revenues	12.3%	11.9%	





in EUR millions	FY 2019	FY 2020
Interest on bonds	-62	-115
Other interest income and expense	59	33
Net interest expense	-3	-82
Other financial income & expenses	-76	-65
Net financial expense	-79	-147

in EUR millions	FY 2019	FY 2020
Income tax	-502	-400
Effective tax rate	37.1%	29.5%
Effective tax rate, underlying	32.6%	33.0%

Net Profit Analysis



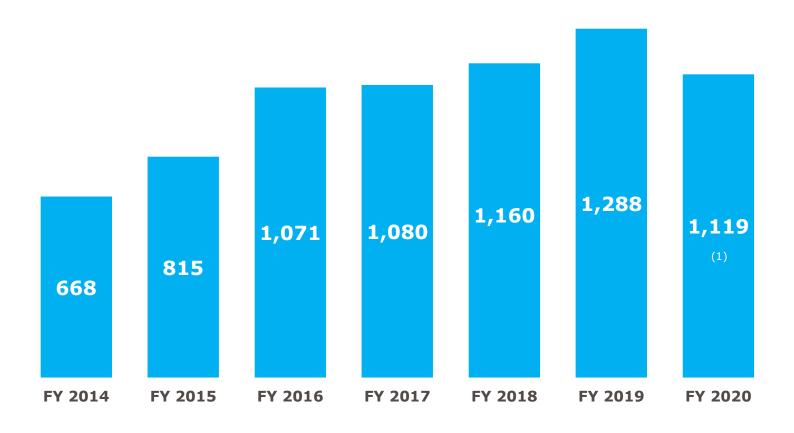
in EUR millions	FY 2019	FY 2020
Operating margin	1,741	1,879
Other operating income and expenses	-308	-377
of which		
Restructuring costs	-82	-147
Amortization of intangible assets acquired through business combinations	-73	-113
Acquisition and integration costs	-50	-109
Expenses relating to share grants	-105	-105
Other costs	2	97
Operating profit	1,433	1,502
Net financial expense	-79	-147
Income tax expense	-502	-400
Non-controlling interests	4	2
Net profit (Group share)	856	957
Average number of shares	166,171,198	167,620,101
Basic EPS - in €	5.15	5.71
Normalized EPS (non diluted) - in €	6.76 (1)	7.23 ⁽¹⁾

⁽¹⁾ Excluding an expense of €60 million in 2019 and an income of €8 million in 2020 due to the transitional impact of the US tax reform

Organic Free Cash Flow Generation



in EUR millions



Net debt

€4.9b as at Dec 31, 2020 vs. **€0.6b** as at Dec 31, 2019

(1) After the unwinding of the €225 million Altran factoring program



Aiman **EZZAT**

Chief Executive Officer



Carole **FERRAND**Chief Financial Officer

Appendix

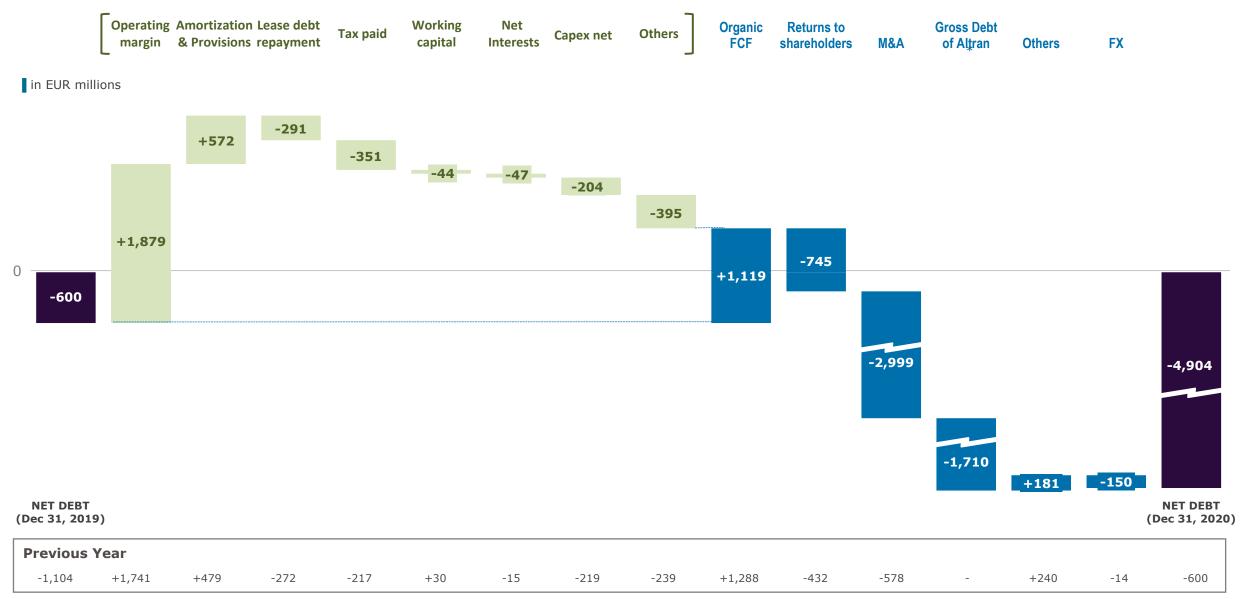
Alternate Performance Measures



- Organic growth, or like-for-like growth, in revenues is the growth rate calculated at constant Group scope and exchange rates. The Group scope and exchange rates used are those for the published period. Exchange rates for the published period are also used to calculate **growth at constant exchange rates**.
- When determining activity trends by business and in accordance with internal operating performance measures, growth at constant exchange rates is calculated based on Total revenues, i.e. before elimination of inter-business billing. The Group considers this to be more representative of activity levels by business. As its business evolves, an increasing number of contracts require the combination of different business lines' expertise, leading to an increase in inter-business flows.
- Operating margin is one of the Group's key performance indicators. It is equal to revenues less operating expenses. It is calculated before "Other operating income and expenses" which include amortization of intangible assets recognized in business combinations, the charge resulting from the deferred recognition of the fair value of shares granted to employees (including social security contributions and employer contributions), and non-recurring revenues and expenses, notably impairment of goodwill, negative goodwill, capital gains or losses on disposals of consolidated companies or businesses, restructuring costs incurred under a detailed formal plan approved by the Group's management, the cost of acquiring and integrating companies acquired by the Group, including earn-outs comprising conditions of presence, and the effects of curtailments, settlements and transfers of defined benefit pension plans.
- Normalized earnings per share are calculated by dividing normalized profit or loss attributable to owners of the Company by the weighted average number of ordinary shares outstanding during the period, excluding treasury shares. Normalized net profit or loss is equal to profit for the period attributable to owners of the Company corrected for the impact of items recognized in other operating income and expense, net of tax calculated using the effective tax rate.
- Organic free cash flow is calculated based on items in the Statement of Cash Flows and is equal to cash flow from operations less acquisitions of property, plant, equipment and intangible assets (net of disposals), lease liability repayments and adjusted for flows relating to the net interest cost.
- Net debt comprises (i) cash and cash equivalents, as presented in the Consolidated Statement of Cash Flows (consisting of short-term investments and cash at bank) less bank overdrafts, and also including (ii) cash management assets (assets presented separately in the Consolidated Statement of Financial Position due to their characteristics), less (iii) short- and long-term borrowings. Account is also taken of (iv) the impact of hedging instruments when these relate to borrowings and own shares.
- Covid-19: The impact of the health crisis on the Group's consolidated financial statements is not isolated. The definition of the above alternative performance measures is therefore unchanged and, in accordance with past practice, these financial statements include in other operating income and expenses a nonmaterial amount of incremental and non-recurring costs related to this crisis.

Net Cash Evolution









in EUR millions	2019	2020	
Profit for the period	852	955	
Depreciation, amortization and impairment of fixed assets and right-of-use	545	649	
Change in provisions	-48	-66	
Losses on disposals of assets and others	19	-76	
Net finance costs	3	82	
Income tax expense / (income)	502	400	
Other non-cash items	108	112	
Cash flows from operations before net finance costs and income tax	1,981	2,056	
Income tax paid	-217	-351	
Change in restructuring debt	5	-5	
Changes in operating working capital	25	-39	
Operating cash flows (A)	1,794	1,661	
Capital expenditure (net of proceeds) (B)	-219	-204	
Cash outflows on business combinations net of cash acquired and on purchases of Altran securities	-578	-3,244	
Increase in share capital	253	277	
Financial debt of Altran		-1,710	
Dividends paid	-282	-226	
Net payments relating to treasury shares transactions	-134	-514	
Change in debt	-29	144	
Interest paid & received (C)	-15	-47	
Repayment of lease debt (D)	-272	-291	
Translation, perimeter changes & other	-14	-150	
Change in net cash and cash equivalents	504	-4,304	
Opening Net Cash / (Debt)	-1,104	-600	
Closing Net Cash / (Debt)	-600	-4,904	
Organic Free Cash Flow (A) + (B) + (C) + (D)	1,288	1,119	

Bookings evolution









	Q1 2020	Q2 2020	Q3 2020	Q4 2020
Revenues (in €m)	3,547	4,034	4,008	4,259
Year-on-Year organic growth	+2.0%	-7.7%	-3.6%	-2.4%
Year-on-Year CC growth	+2.3%	+13.4%	+18.4%	+20.8%
Year-on-Year CC growth by Region				
North America	-0.6%	+9.0%	+10.0%	+13.7%
UK & Ireland	-2.6%	+3.7%	+9.1%	+18.1%
France	+3.3%	+11.8%	+20.1%	+21.1%
Rest of Europe	+5.1%	+24.9%	+32.7%	+31.6%
APAC & LATAM	+11.2%	+11.7%	+14.0%	+11.7%
Year-on-Year CC growth by Sector				
Financial Services	-1.1%	+1.2%	+7.4%	+8.8%
Energy & Utilities	+1.9%	+6.0%	+5.7%	+6.6%
Manufacturing	+6.2%	+31.4%	+38.5%	+35.1%
Consumer Goods & Retail	+2.3%	-5.5%	-2.4%	+4.3%
Public Sector	+5.1%	+12.3%	+14.8%	+15.0%
Telco, Media & Technology	-2.1%	+71.3%	+79.2%	+95.7%
Services	+6.1%	-8.1%	-1.3%	+1.3%
Year-on-Year CC growth by Business				
Strategy & Transformation	+9.6%	+7.6%	+13.5%	+13.3%
Applications & Technology	+2.1%	-4.5%	+0.3%	+1.3%
Operations & Engineering	+3.5%	+69.4%	+70.4%	+75.6%
Year-on-Year reported growth	+3.1%	+13.1%	+15.6%	+16.7%

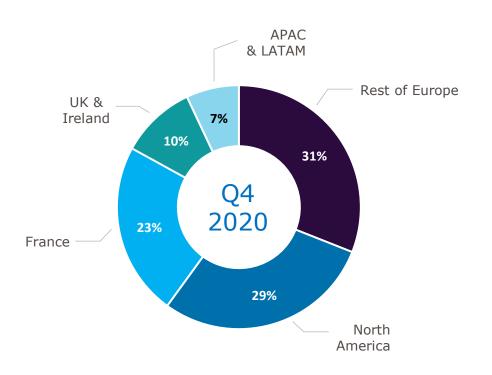
Q4 2020 Revenues by Regions



North America
UK & Ireland
France
Rest of Europe
APAC & LATAM
TOTAL

Q4 2019	Q4 2020		
Revenues			
(in €m)	(in €m)		
1,155	1,221		
397	445		
817	989		
998	1,316		
283	288		
3,650	4,259		

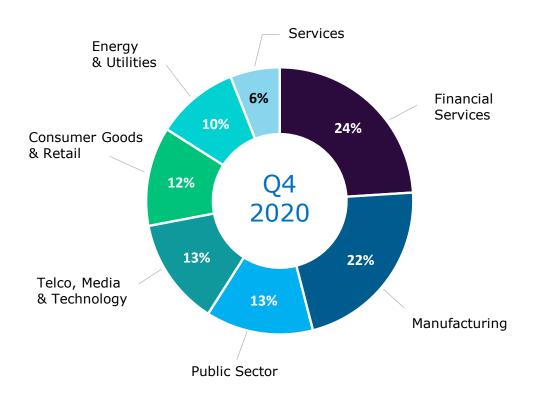
Variation				
Year-o	Year-on-Year			
Reported Constant Currency				
+5.6%	+13.7%			
+12.3%	+18.1%			
+21.1%	+21.1%			
+31.9%	+31.6%			
+1.9%	+11.7%			
+16.7%	+20.8%			



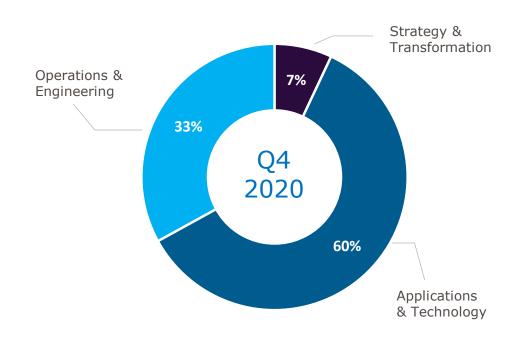
Q4 Revenue Mix by Sector / Business



Revenues By Sector (in % of Group Revenues)



Revenues By Business (in % of Total Revenues)



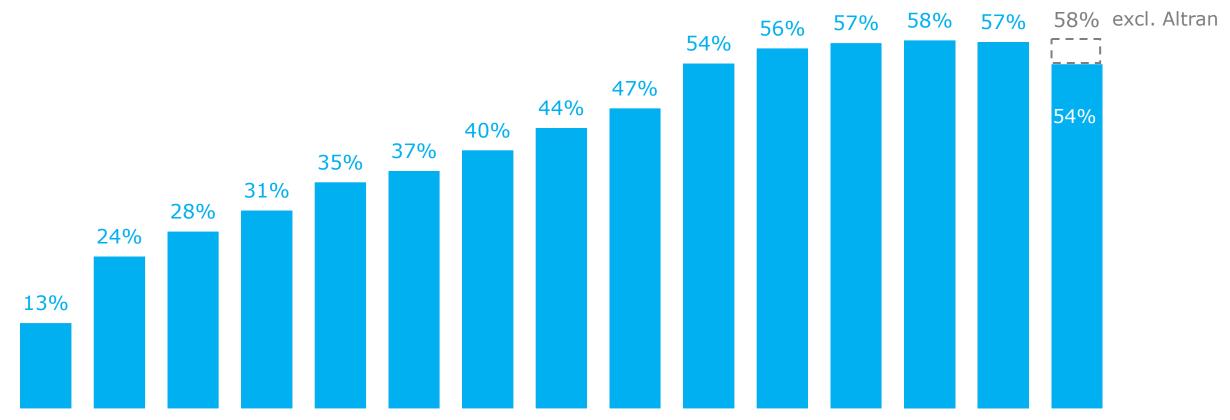
Operating Margin – Analysis by Type of Costs



in EUR millions	FY 2019	FY 2020
Revenues	14,125	15,848
Personnel costs	-8,918	-10,478
in % of revenues	-63.1%	-66.1%
Purchases and subcontracting expenses	-2,214	-2,437
in % of revenues	-15.7%	-15.4%
Travel expenses	-534	-221
in % of revenues	-3.8%	-1.4%
Rent, facilities and local taxes	-176	-185
in % of revenues	-1.3%	-1.1%
Depreciation, amortization, provisions and proceeds from asset disposal	-542	-648
in % of revenues	-3.8%	-4.1%
Total operating expenses	-12,384	-13,969
in % of revenues	-87.7%	-88.1%
Operating margin	1,741	1,879
in % of revenues	12.3%	11.9%

Offshore Leverage Evolution





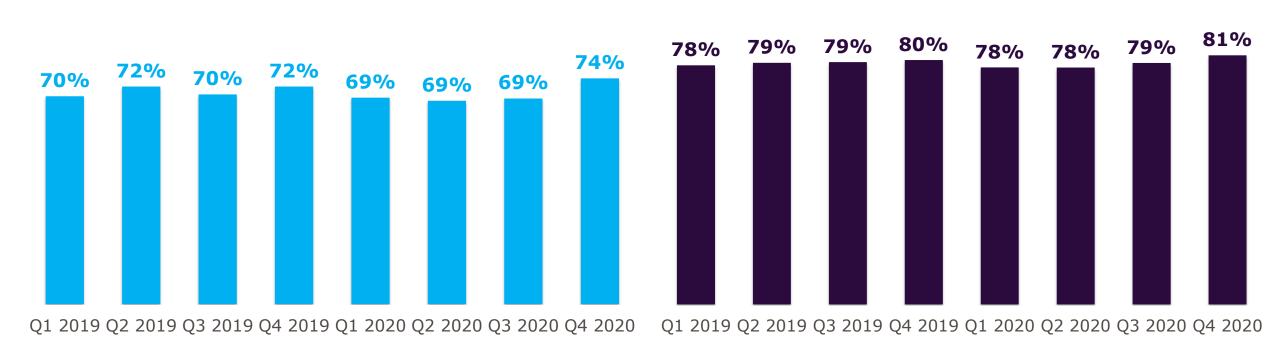
Dec. 06 Dec. 07 Dec. 08 Dec. 09 Dec. 10 Dec. 11 Dec. 12 Dec. 13 Dec. 14 Dec. 15 Dec. 16 Dec. 17 Dec. 18 Dec. 19 Dec. 20

Utilization Rates Evolution





Applications & Technology



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Balance Sheet

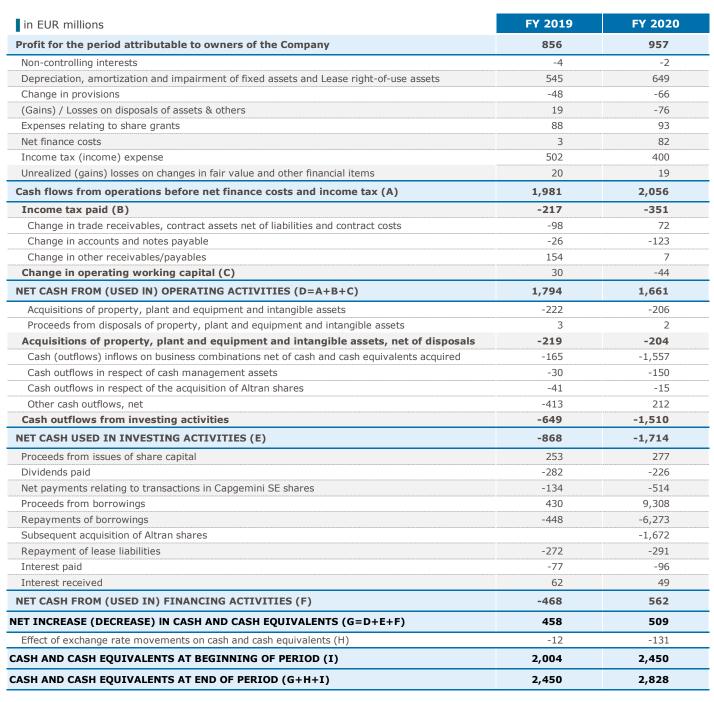


ASSETS			EQUITY & LIABILITIES			
in EUR millions	Dec. 31, 2019	Dec. 31, 2020	in EUR millions	Dec. 31, 2019	Dec. 31, 2020	
			Equity (1)	8,424	6,103	
			Non-controlling interests	-5	12	
			Total equity	8,419	6,115	
Goodwill	7,662	9,795	Long-term borrowings	2,564	7,127	
Intangible assets	645	1,100	Deferred taxes	185	230	
Property, plant & equipment	738	805	Provisions for pensions ⁽²⁾	1,046	1,072	
Lease right-of-use assets	762	887	Non-current provisions	17	337	
Deferred taxes	999	983	Non-current lease liabilities	592	681	
Other non-current assets	766	545	Other non-current liabilities	192	417	
Total non-current assets	11,572	14,115	Total non-current liabilities	4,596	9,864	
Contract costs	83	102	Short-term borrowings and bank overdrafts	717	951	
Contract assets	1,176	1,148	Accounts and notes payable	3,011	3,358	
Trade receivables	2,121	2,688	Contract liabilities	836	1,044	
Current tax receivables	45	129	Current provisions	99	122	
Other current assets	464	598	Current tax liabilities	153	89	
Cash management assets	213	338	Current lease liabilities	221	287	
Cash and cash equivalents	2,461	2,836	Other current payables	83	124	
Total current assets	6,563	7,839	Total current liabilities	5,120	5,975	
Total Assets	18,135	21,954	Total Equity & Liabilities	18,135	21,954	

⁽¹⁾ attributable to owners of the company

⁽²⁾ and other post-employment benefits

Cash Flow Statement









in EUR millions	FY 2019	FY 2020	
Actuarial gains and losses on defined benefit pension plans, net of tax (1)	-35	-19	
Remeasurement of hedging derivatives and NIH, net of tax (2)	1	-168	
Translation adjustments (2)	108	-563	
Other, net of tax (1)	1	-1	
OTHER ITEMS OF COMPREHENSIVE INCOME	75	-751	
Profit for the period (reminder)	852	955	
Total comprehensive income for the period	927	204	
Attributable to:			
Owners of the Company	931	205	
Non-controlling interests	-4	-1	

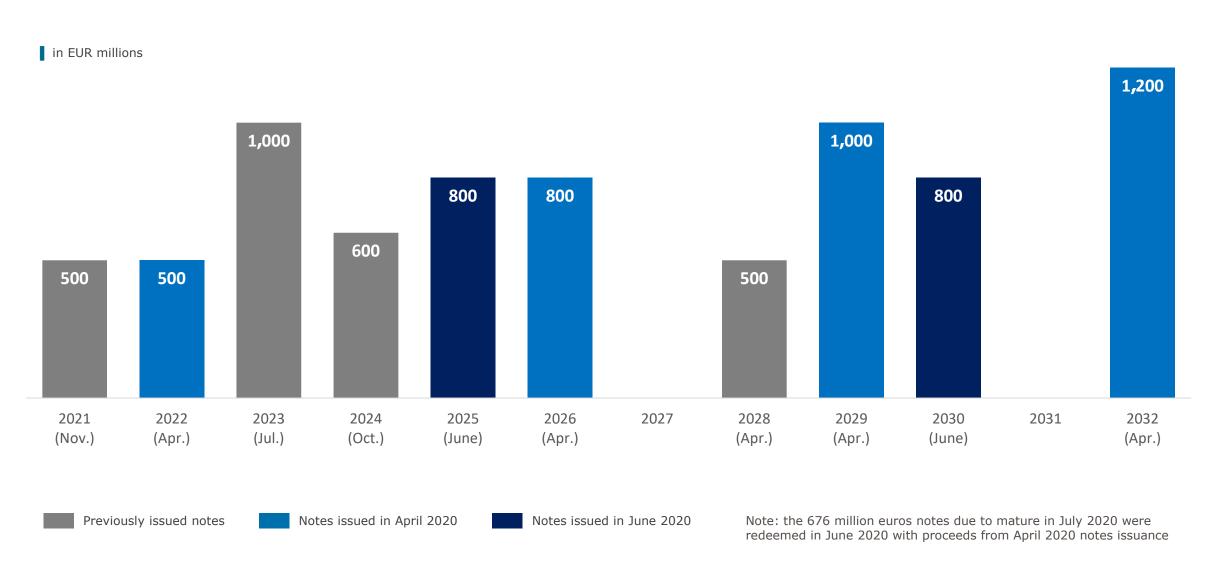
⁽¹⁾ Other items from the comprehensive income that will not be included in the profit & loss account

in EUR millions	Number of shares	Share capital	Additional paid-in capital	Treasury shares	Consolidated retained earnings and other reserves	Total income and expense recognized in equity		Equity (attributable to	Non-controlling	Total equity
	Hamber of Shares					Translation adjustments	Other	owners of the Company)	interests	rotal equity
At December 31, 2019	169,345,499	1,355	3,150	-30	4,899	-80	-870	8,424	-5	8,419
Dividends paid out for 2019					-226			-226		-226
Incentive instruments and employee share ownership	3,104,200	24	253	125	-15			387		387
Initial take over of Altran								0	-458	-458
Subsequent acquisition of Altran securities					-2,135			-2,135	463	-1,672
Elimination of treasury shares				-516	-2			-518		-518
Share capital reduction by cancellation of treasury shares	-3,664,862	-29	-353	382				0		0
Transactions with minority shareholders					-34			-34	13	-21
Transactions with shareholders	-560,662	-5	-100	-9	-2,412	0	0	-2,526	18	-2,508
Income and expense recognized in equity						-564	-188	-752	1	-751
Profit for the period					957			957	-2	955
At December 31, 2020	168,784,837	1,350	3,050	-39	3,444	-644	-1,058	6,103	12	6,115

⁽²⁾ Other items from the comprehensive income that could be included in the profit & loss account

Bond Debt Maturity Profile





2020 Full Year Results | February 17th, 2021



About Capgemini

Capgemini is a global leader in partnering with companies to transform and manage their business by harnessing the power of technology. The Group is guided everyday by its purpose of unleashing human energy through technology for an inclusive and sustainable future. It is a responsible and diverse organization of 270,000 team members in nearly 50 countries. With its strong 50 year heritage and deep industry expertise, Capgemini is trusted by its clients to address the entire breadth of their business needs, from strategy and design to operations, fuelled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering and platforms. The Group reported in 2020 global revenues of €16 billion.

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