

# Full Year 2020 Performance



Revenues  
**€15,848m**  
**+13.7% YoY cc\***

Operating Margin\*  
**11.9%**  
**-0.4pts YoY**

Organic Free Cash Flow\*  
**€1,119m**  
**-€169m YoY**

## REGIONS

Revenues growth YoY cc    Operating Margin

North America	31%	<b>+7.9%</b>	<b>14.8%</b>
Rest of Europe	29%	<b>+23.7%</b>	<b>11.4%</b>
France	22%	<b>+14.1%</b>	<b>8.7%</b>
UK & Ireland	11%	<b>+6.7%</b>	<b>15.5%</b>
APAC & LATAM	7%	<b>+12.2%</b>	<b>13.0%</b>

## SECTORS

Revenues growth YoY cc

Financial Services	25%	<b>+4.1%</b>
Manufacturing	22%	<b>+27.8%</b>
Public Sector	13%	<b>+11.8%</b>
Consumer Goods & Retail	12%	<b>-0.1%</b>
Telco, Media & Technology	12%	<b>+62.8%</b>
Energy & Utilities	10%	<b>+4.3%</b>
Services	6%	<b>-1.3%</b>

## DIGITAL & CLOUD REVENUES

Are up by  
**around 15%**

YoY cc

Account for  
**c.65%**  
of Q4 Group revenues

## BOOKINGS

**€16,892m**

## HEADCOUNT

**269,800**

+23% YoY  
54% offshore

## NORMALIZED EPS\*

**€7.23**

+7% YoY

Excluding the transitional impact of the US tax reform representing a tax expense of €60m in 2019 and a tax income of €8m in 2020

## RETURN TO SHAREHOLDERS

**€745m**

Dividend payment + Share buyback

**YoY cc:** Year-on-Year at constant currencies.

\*The terms and alternative performance measures marked with an (\*) are defined and/or reconciled in the appendix to the press release.

For more information, see the press release on <https://investors.capgemini.com/en/>

# Q4 2020 Performance

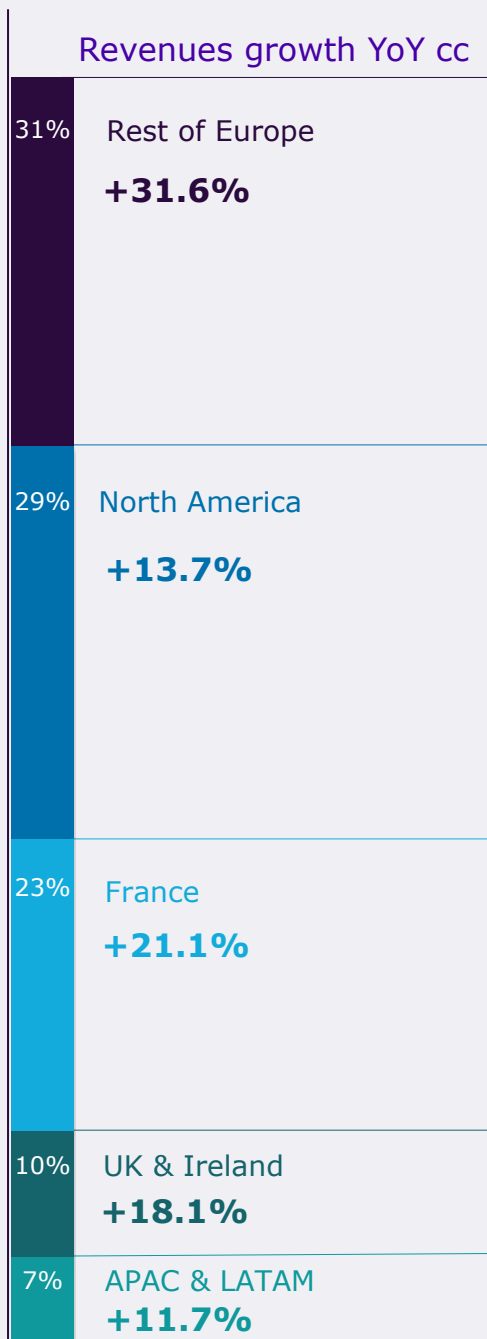


Revenues Q4 2020

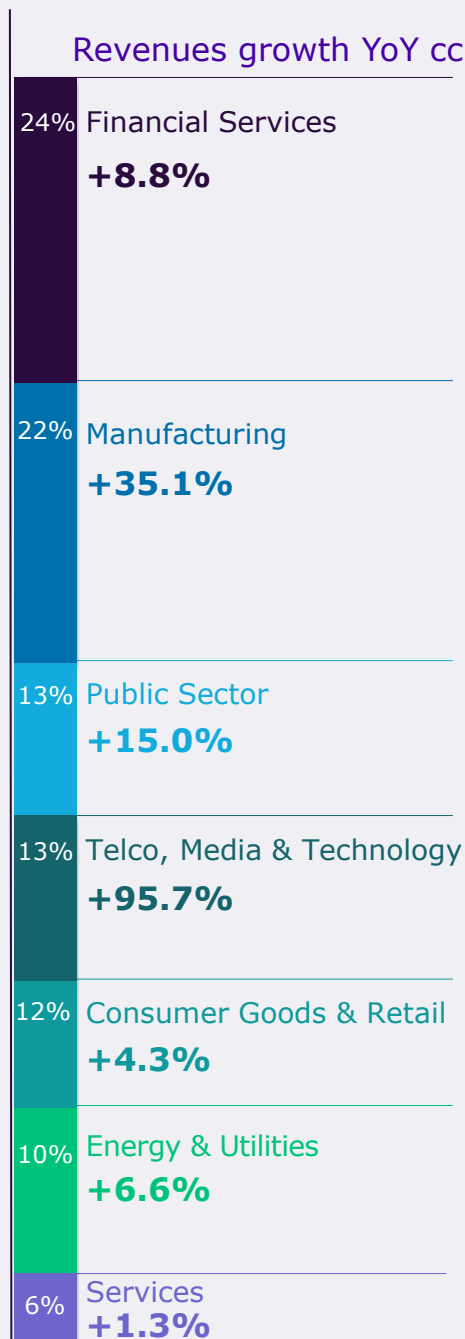
**€4,259m**

**+20.8% YoY cc\***

## REGIONS



## SECTORS



## DIGITAL & CLOUD REVENUES

Are up by **around 15%**

Year to date at constant currencies

Account for **c.65%** of Group Revenues

## BOOKINGS

**€5,155m**

## HEADCOUNT

**269,800**

+23% YoY  
54% offshore

**YoY cc:** Year-on-Year at constant currencies.

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