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# Our market becomes bi-modal



## core IT

### remains the foundation of client relationship

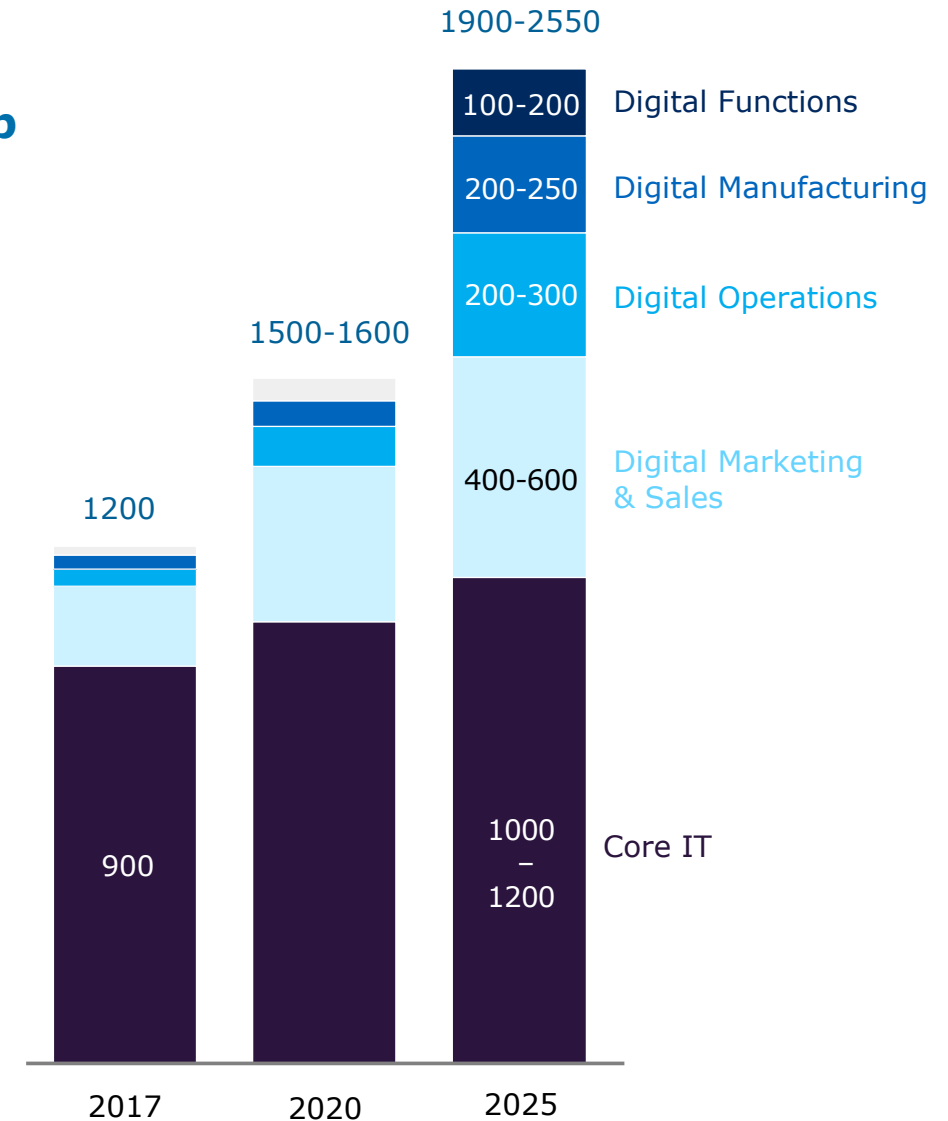
- fast innovation: cloud, agile, AI ...
- rapid industrialization : automation, AI ...
- new clients signature
- + 1-3% per year

### digitalization of the economy is a secular trend

- business executives (COO, CFO, CHRO, ...) become main users of technology
- new markets : Digital Marketing, Digital manufacturing, Digital functions
- above 15% per year



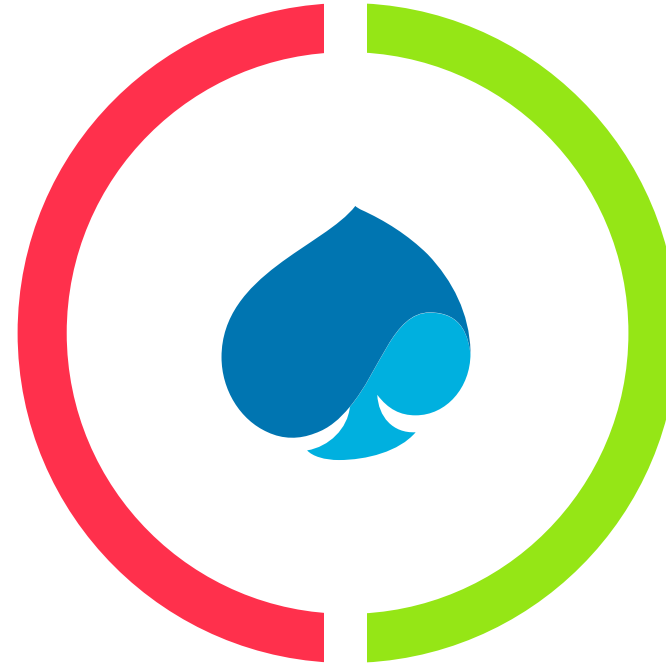
## new market opportunities





# Group update

- **Digitalization of the economy** is a long-term trend
- We leverage our **offshore capabilities** for innovation and productivity
- Economic uncertainties **do not impact** our markets so far



**WE DELIVER OUR  
MID-TERM COMMITMENTS  
(GROWTH AND MARGIN)**

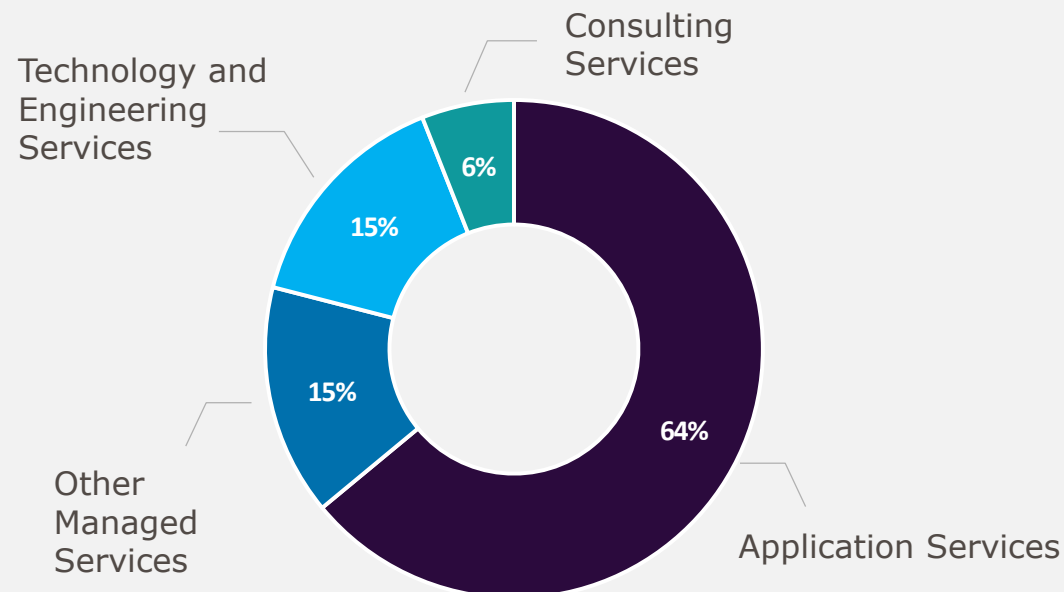
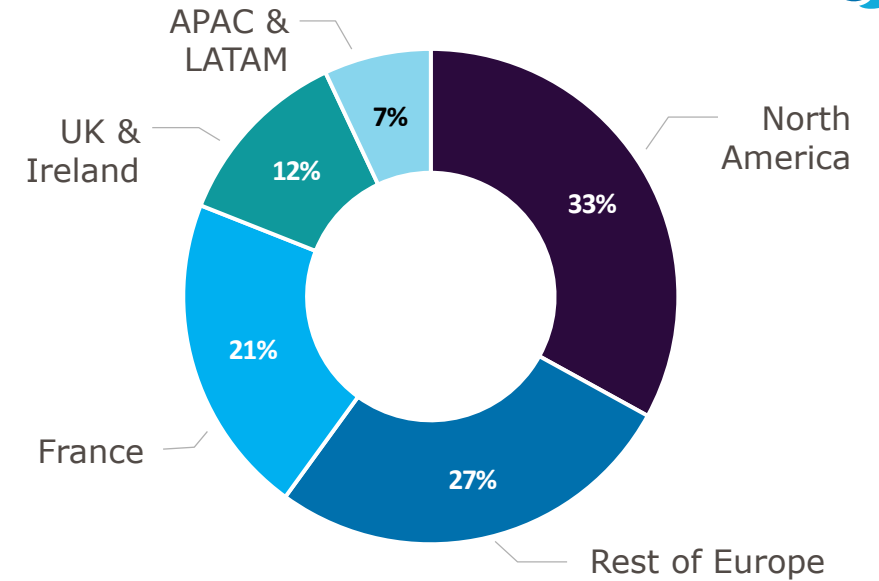


**WE CONTINUE OUR  
INVESTMENT STRATEGY**



# Group update

- Expanding footprint in **North America**
- Solid leader in **France**
- Outperforming the market in **Germany** and **Nordic**
- Resuming growth in **UK**



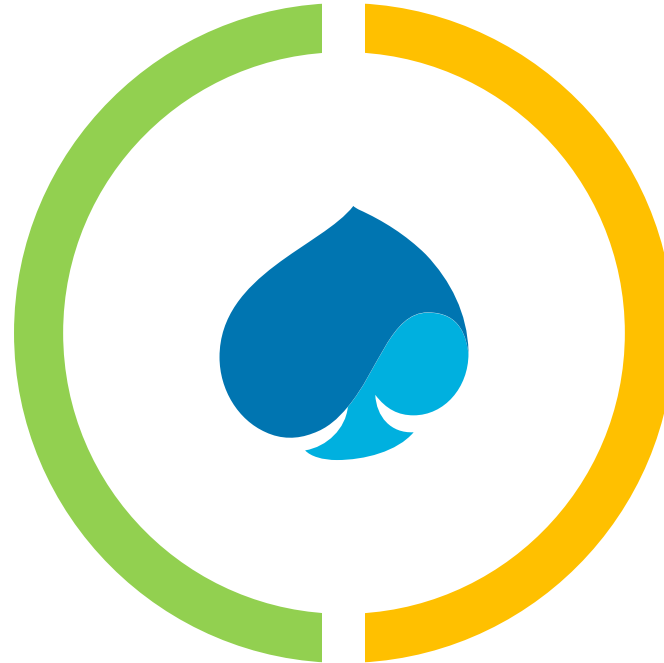
- **Application services** pulled by digital and cloud
- **Infrastructure** top-line erosion stopped
- Shift in **Business Services**
- From **Consulting** to **Invent**

**WE CONTINUE OUR JOURNEY FOR GROWTH AND MARGIN**



## Our mission

- be the bridge between technology and business
- leveraging tech to help our clients invent and enhance their business
- be a Leader for Leaders



## Our 2 strategic challenges

- building a unified go-to-market
- active management of our portfolio

# Increasing our relevance to evolving clients



**our objective**

## **Develop strategic relationships with most demanding clients**

- we want to be a strategic partner
  - a significant provider
  - a value provider

## **Deliver our end-to-end portfolio to our clients**

- Develop existing accounts
- Improve number of strategic accounts
- Combine capabilities in multi tower deals

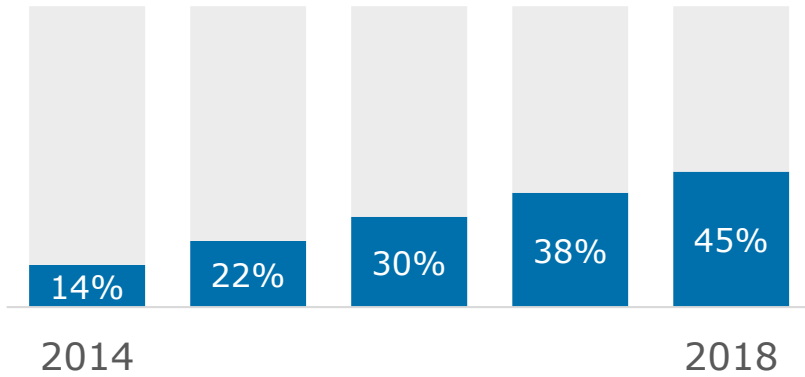
**While reinforcing our sectorial approach**



**our unified  
go-to-market**



# Sustain above market growth with agility



Increasing part of our revenues comes from **digital and cloud**

▶ **become famous for digital innovation**

- active management of our portfolio of offers
- targeted acquisitions to build up our capabilities
- disciplined and efficient execution
- active in the talent war



▶ **sustain growth and deliver premium pricing**





**Leader  
for  
Leaders**



People matter, results count.

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