2015
Q3 Revenues

Paris • October 29th, 2015

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

People matter, results count.

Paul
HERMELIN

A **solid execution** of our strategy

€3,036M revenue
+17.2% current growth

Bookings growth **+20%** YoY, incl. IGATE

21% SMAC revenue growth in Q3 YoY
20% of Group revenue

IGATE integration on-track
First joint wins, IGATE performance as expected

54% of the workforce in Global production centers
Including 85,000 employees in India

Group **momentum** sustained

Improvement in **Europe**

- Dynamic UK private sector with 8.0% organic growth YoY
- France (+2.0% organic) and Benelux (+0.6% organic) are back to growth
- Rest of Continental Europe growing at 10.4% organically YoY

Broad-based growth in **North America**

- Overall growth at 5.2% organically
- Traction in FS, CPRDT, MALS, PS and TME
- Strong project activities

Fast growing **sectors**

CPRDT

- +9.9% organic growth YoY
- Traction in France, North America, Nordics and Benelux

FS

- Second growth engine with +7.8% organic growth YoY

Buoyant **Digital and Cloud market**

- Launch of our “Cloud choice” offer with a focus on workload migration, SaaS and cloud-native Apps development
- Cybersecurity bookings growth above 75% YTD

Digital highlights in Q3 2015

Digital Customer Experience/ Mobile solutions

- Key deals

Moody's, John Crane, Regionala Cancercentrum i Samverkan

Salesforce
- Innovation Award for Financial Services at Dreamforce 2015

- Odigo solution: Leader in Gartner's magic quadrant for Contact Center as a Service in Western Europe

Insights & Data

- Key deals

Munich RE, HSBC, Home Office

Teradata
- Partner award in the Enterprise Intelligence category

Informatica
- Enablement Partner of the year

Cloud/ Security

- Key deals

Car manufacturer

European Bank

Nationwide

NetSuite
- Sole distribution partnership in France

Fortinet
- Partner agreement to deliver Cyber security services to Enterprise market

Sectorial digital expertise

Connected cars

- 16th Annual Cars Online Report published
- Key deals

Volkswagen Aktiengesellschaft, Volvo

Digital Supply Chain

- Key deal

Carrefour

Energy Utilities

- Key deals

Singapore Power

IGATE integration **on-track**

A Transformational integration...

Further globalize our FS business	▪ Coordinated go-to-market pushing all disciplines ▪ Stronger vertical as a new model
Accelerate transformation of non FS business	▪ Improved profitability by leveraging IGATE model ▪ Increased Account centricity
Build on ITOPS momentum	▪ Building a new unit called “Business services” leveraging ITOPS and BPO offers
Put India at the heart of the Group	▪ Push industrialization, further harmonize processes ▪ Greater client responsibility ▪ Support the innovation agenda

...leading to first successes

Strategic expansion of footprint

- Integrated account management
- 1st joint wins
- Cross staffing of capabilities
- IGATE executives appointed at key positions as of January 1st

Group 2016 priorities driven at Group Management Board level

Paul Hermelin
Chairman and CEO

Aiman Ezzat

Finance/
IGATE integration

Hubert Giraud

Talent

Patrick Nicolet

Competitiveness

Thierry Delaporte

Operations
Financial services

Salil Parekh

Operations
Cloud Foundation

Olivier Sevillia

Operations
Digital

Current revenue growth of **12%**

Operating margin of **10.3%**

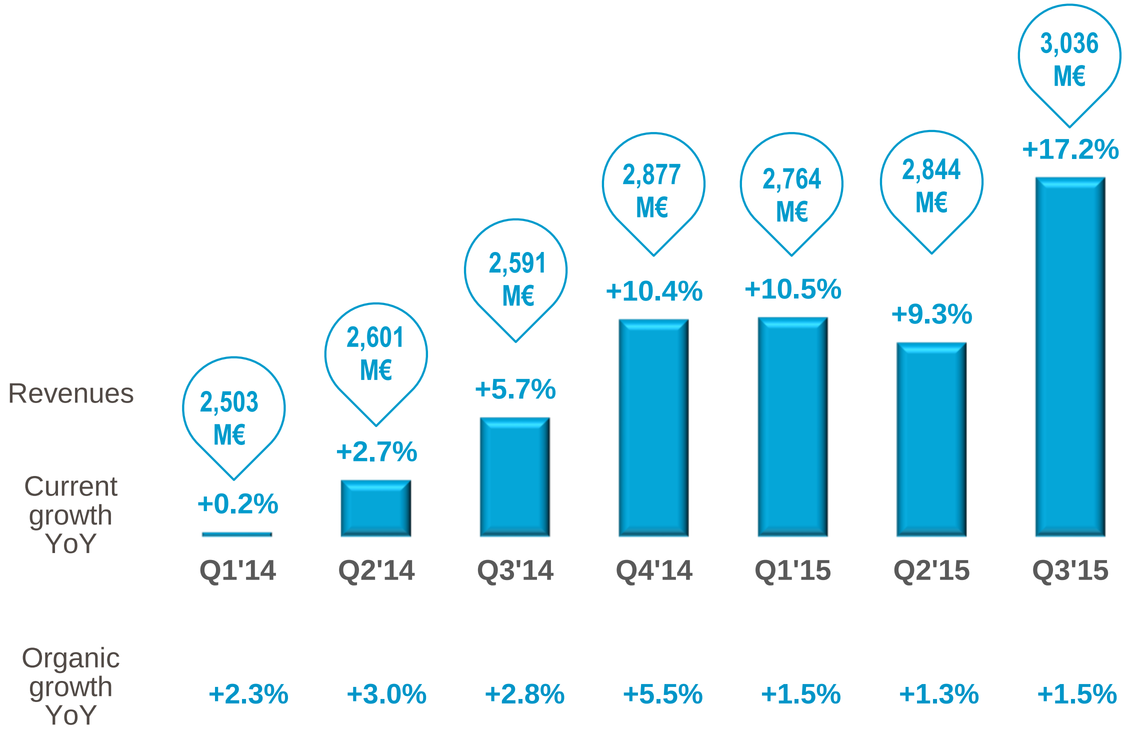
> €600M organic free cash flow

2015 Full Year guidance confirmed

Aiman
EZZAT

CONSULTING.TECHNOLOGY.OUTSOURCING

Revenues **Quarterly Evolution**



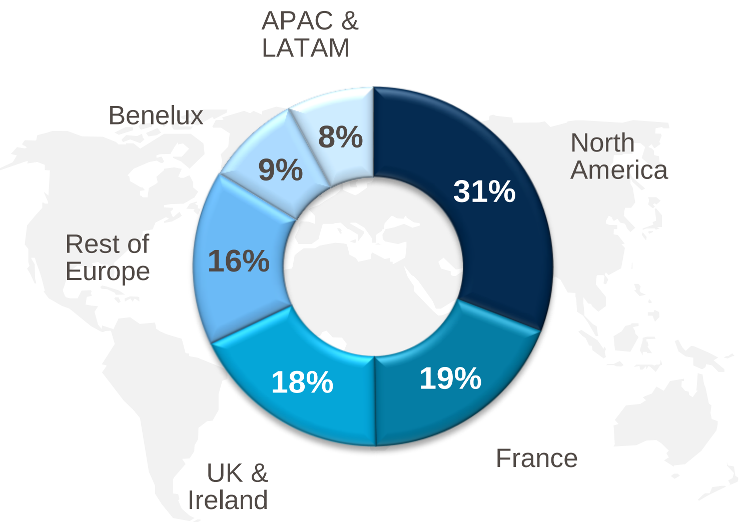
Current growth
+17.2% YoY

 |

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Q3 2015 Revenues by **Main Geography**

	in M€		Year-on-Year Current	Organic	
	Q3'14	Q3'15	Q3'15 / Q3'14	H1'15 / H1'14	Q3'15 / Q3'14
North America	572	937	+63.8%	+11.8%	+5.2%
UK & Ireland	540	551	+2.1%	-15.4%	-11.0%
France	560	574	+2.5%	-0.0%	+2.0%
Benelux	256	259	+1.1%	+0.4%	+0.6%
Rest of Europe	425	478	+12.5%	+5.7%	+10.4%
APAC & LATAM	238	237	-0.4%	+15.5%	+3.7%
TOTAL	**2,591**	**3,036**	**+17.2%**	**+1.4%**	**+1.5%**

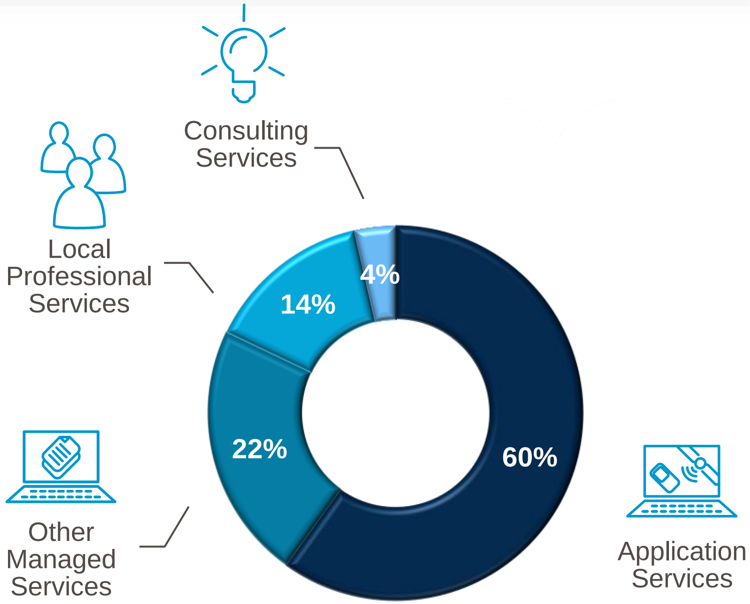


 |

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Q3 2015 Revenues by **Business**

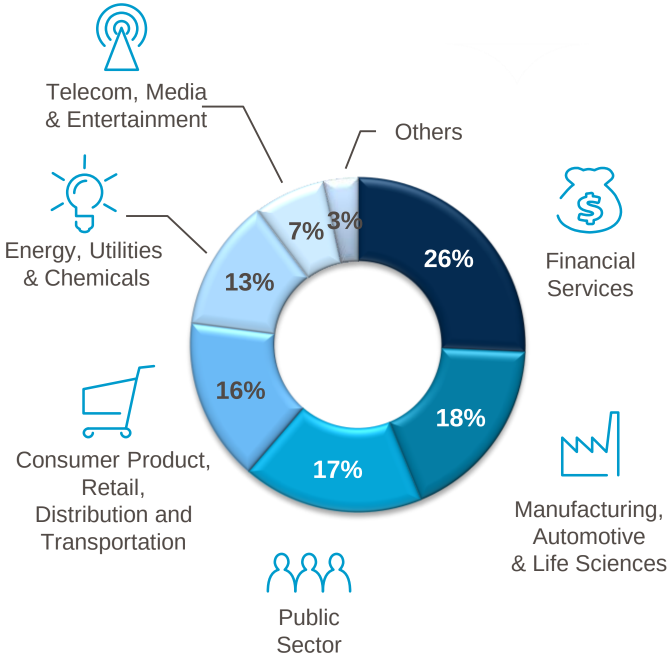
	Organic Year-on-Year	
	H1'15 / H1'14	Q3'15 / Q3'14
Consulting Services	+4.4%	+6.7%
Local Professional Services	+0.5%	+1.4%
Application Services	+5.1%	+8.2%
Other Managed Services	-6.7%	-13.7%
TOTAL	**+1.4%**	**+1.5%**



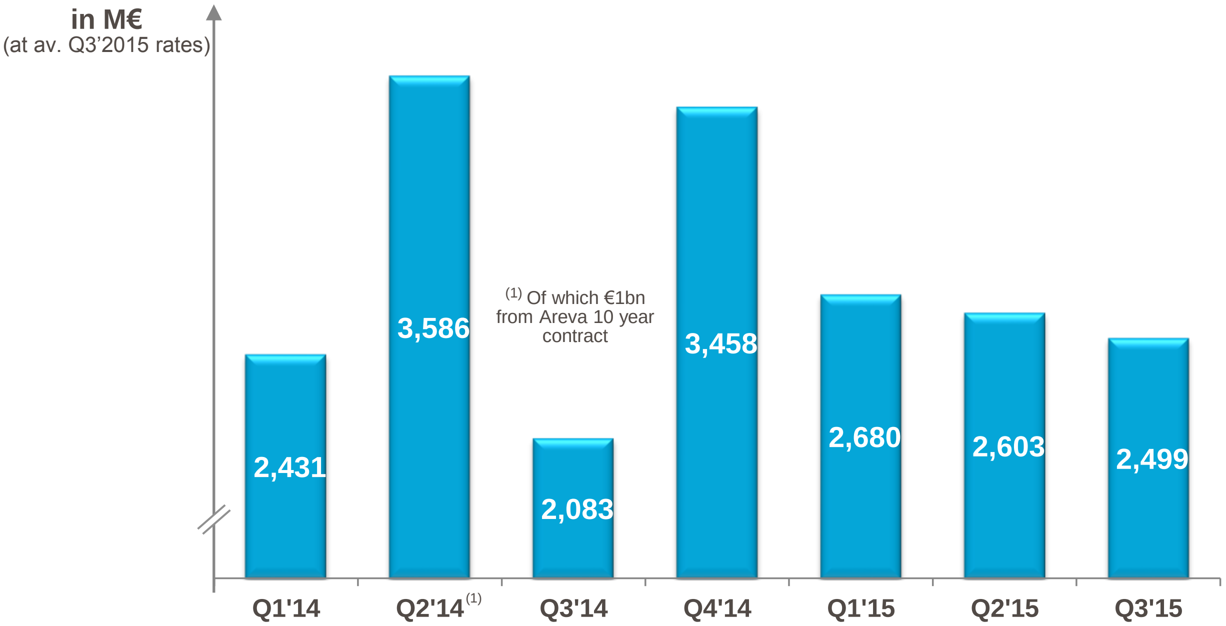
 |

Q3 2015 Revenues by **Sector**

	Organic Year-on-Year	
	H1'15 / H1'14	Q3'15 / Q3'14
Financial Services	+10.8%	+7.8%
Energy, Utilities & Chemicals	+6.4%	-1.8%
Manufacturing, Automotive & Life Sciences	+1.6%	+3.4%
Consumer Product, Retail, Distribution & Transportation	+10.3%	+9.9%
Public Sector	-14.3%	-10.0%
Telecom, Media & Entertainment	-1.5%	-1.4%
TOTAL	**+1.4%**	**+1.5%**



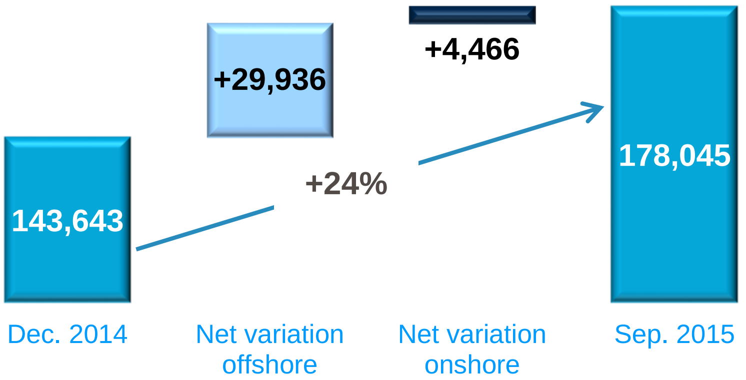
Bookings Evolution

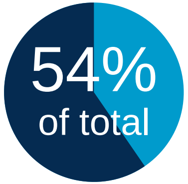


 |

Headcount Evolution

Attrition YTD	Sep.14	Sep. 15	Year-on-Year variation
Consulting Services	21.0%	21.6%	+0.6pts
Local Professional Services	14.8%	17.4%	+2.6pts
Application Services	17.7%	19.1%	+1.4pts
Other Managed Services	20.0%	23.0%	+3.0pts
TOTAL	**17.7%**	**19.7%**	**+2.0pts**





Workforce in global production centers:
>96,000

+49% YoY

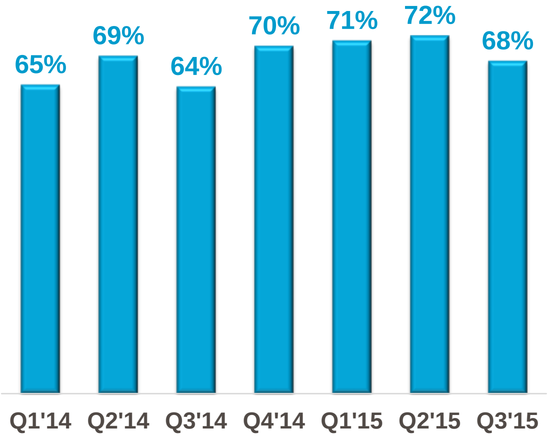
 |

Appendix

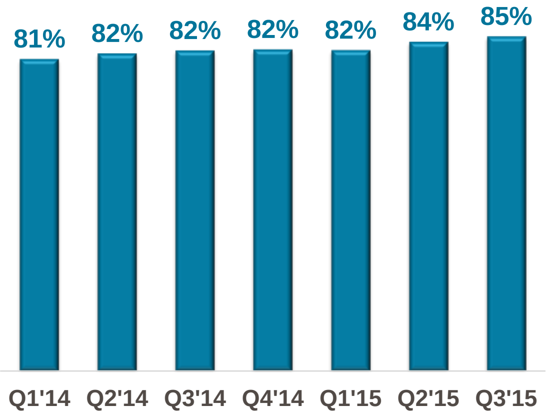
Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Utilization Rates

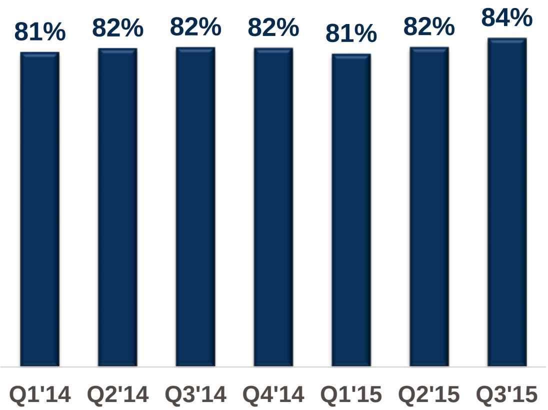
Consulting Services



Application Services



Local Professional Services



 |

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Revenues Quarterly Evolution

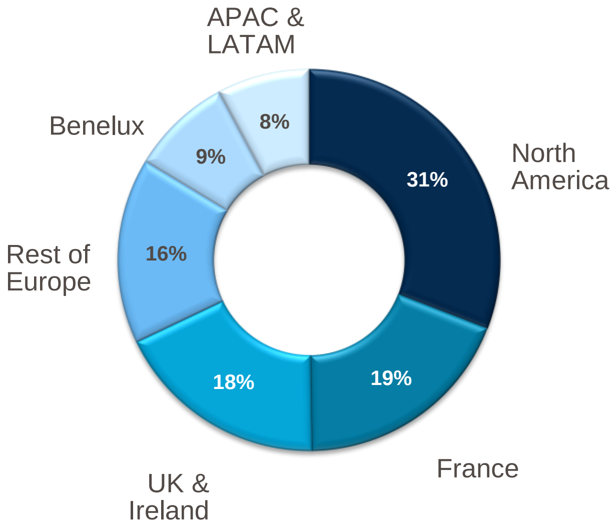
	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15
In M€	**2,503**	**2,601**	**2,591**	**2,877**	**2,764**	**2,844**	**3,036**
Sequential current growth	-4.0%	+3.9%	-0.4%	+11.1%	-3.9%	+2.9%	+6.8%
Sequential organic growth	-3.6%	+1.9%	-2.5%	+10.0%	-7.3%	+1.9%	-2.3%
Year-on-Year current growth	+0.2%	+2.7%	+5.7%	+10.4%	+10.5%	+9.3%	+17.2%
Year-on-Year organic growth	+2.3%	+3.0%	+2.8%	+5.5%	+1.5%	+1.3%	+1.5%

 |

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Q3 2015 Revenues by Main Geography

In M€	Q3'14	Q2'15	Q3'15	Sequential Current Q3'15 / Q2'15	Sequential Organic Q3'15 / Q2'15	Year-on-Year Current Q3'15 / Q3'14	Year-on-Year Organic Q3'15 / Q3'14
North America	572	737	937	+27.2%	-3.1%	+63.8%	+5.2%
UK & Ireland	540	523	551	+5.4%	+0.4%	+2.1%	-11.0%
France	560	595	574	-3.5%	-3.9%	+2.5%	+2.0%
Benelux	256	264	259	-2.2%	-2.6%	+1.1%	+0.6%
Rest of Europe	425	493	478	-3.0%	-4.8%	+12.5%	+10.4%
APAC & LATAM	238	232	237	+2.1%	+4.1%	-0.4%	+3.7%
TOTAL	**2,591**	**2,844**	**3,036**	**+6.8%**	**-2.3%**	**+17.2%**	**+1.5%**



 |

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING