



2013 Q3 Revenues

Paris, November 7th, 2013

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Paul Hermelin

Continuous Improvement Trend

Growth

€2.45B revenue in Q3 2013, **+1.6%** organic growth Year-on-Year

Sales activity

Stable bookings in Projects and Consulting activities
Good pipeline evolution **+8%** above Sep. 2012

New offerings

High demand for our strategic offers, **+20%** bookings growth Year-on-Year

Offshore

Growing headcount, **130,000+** end Q3 2013
~56,200 offshore (+17% Year-on-Year), of which nearly **45,700** in India

Balance sheet

OCEANE repurchased for **€687M**
€400M ORNANE issued

Full year guidance maintained
on revenue, margin and cash

Improving Performance in a Contrasted Market



From a **geographic stand point**

- France growing, stabilization in the Netherlands confirmed, rest of Europe stable, still negative drag from Iberia
- Modest growth in North America
- Strong growth in Asia Pacific and Latin America, revenue +15% Year-on-Year, strong contribution of Caixa in Brazil



From a **sector perspective**

- Strong performance of the Financial Services sector, revenue at +14% Year-on-Year
- CPRDT sector growing again, +4% Year-on-Year
- Challenging demand in Public sector in the UK



Strong performance and dynamism of our **offer portfolio management**

- Strategic offerings bookings over-performing, +20% Year-on-Year, representing 34.5% of our total bookings, +7 pts Year-on-Year
- New offers on hot segments: “Trouve” solution for analytics in tax and welfare and “Insurance Connect” our new cloud-based platform
- Promising traction on SkySight, already more than 100 good prospects



Good evolution of **our pipeline**

- Overall pipeline is 8% greater than Sep. 2012
- Strong momentum in large deal opportunities, proportion of deals over €50M increasing: +19% Year-on-Year
- Year-to-Date outsourcing sales are impacted by trend towards shorter firm commitments

Improving Momentum with Key Wins in Q3 2013

Strategic offers growing 20%+ p.a. (YTD)

Top Line Initiatives:

● Testing, BIM, Mobile Services, SkySight



Major European energy producer

Sector Growth Initiatives:

● Utilities, Public, Telco, CPRDT, Financial Services

Consumers Energy



SaskTel

SCUBI

Major European utility company

Other Group Offers:

● Digital Transfo., SaaS, Service Integration, BPM, etc

syngenta



Major Q3 wins per discipline

● Consulting

ALSTOM

European retailer



● Application Services

Major US insurer



Business Services



GrDF
GAZ RÉSEAU
DISTRIBUTION FRANCE

Global leader in beverages



Telefonica

● Infrastructure Services

European energy producer

Schneider Electric



TOTAL

● BPO



ZURICH

A Major Deal with Areva

Euriware acquisition

- Long-term outsourcing and system integration deal with Areva with further opportunities to support international operations
- Strengthened position in a priority sector, Energy & Utilities
- Adding a new vertical to the Sogeti High Tech business (Aerospace)
- New and complementary skills around industrial & engineering systems

Next steps

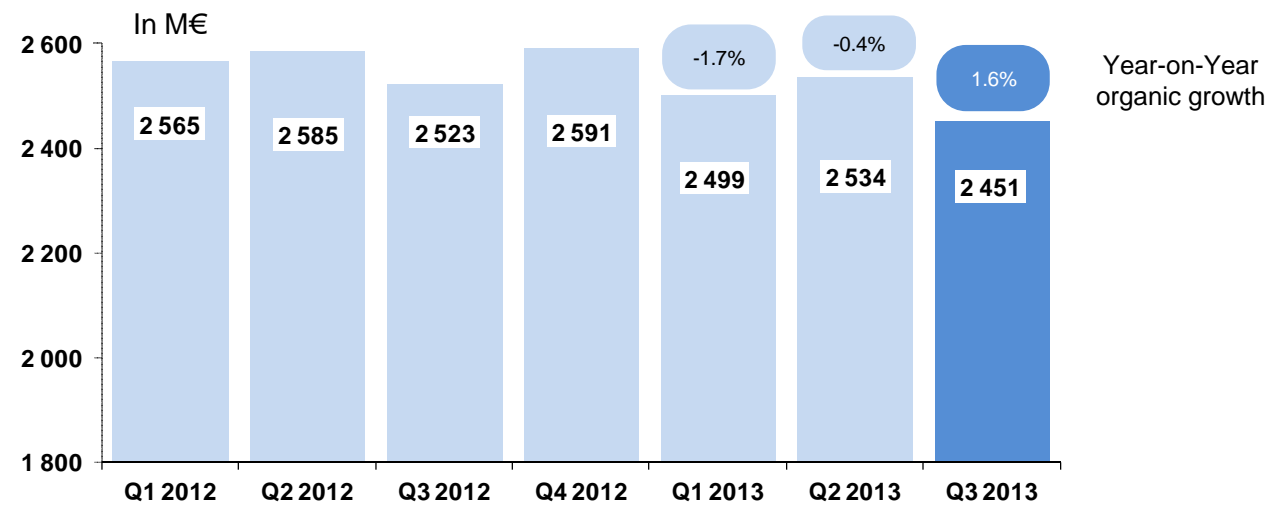
- Finalization of the deal expected early 2014
- Organize a smooth transition respecting some specific commitments (key locations maintained)



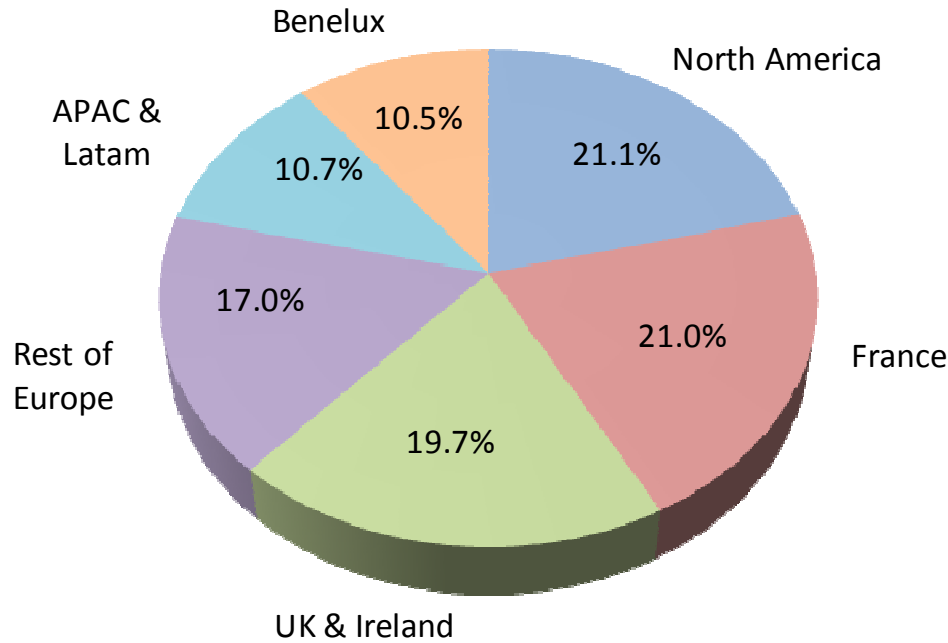
Aiman Ezzat

Revenues Quarterly Evolution

	Q1 2013	Q2 2013	Q3 2013
in M€ published	2 499	2 534	2 451
Sequential current growth	-3.6%	1.4%	-3.3%
Sequential organic growth	-2.3%	1.5%	-2.2%
Year-on-Year current growth	-2.6%	-2.0%	-2.8%
Year-on-Year organic growth	-1.7%	-0.4%	1.6%

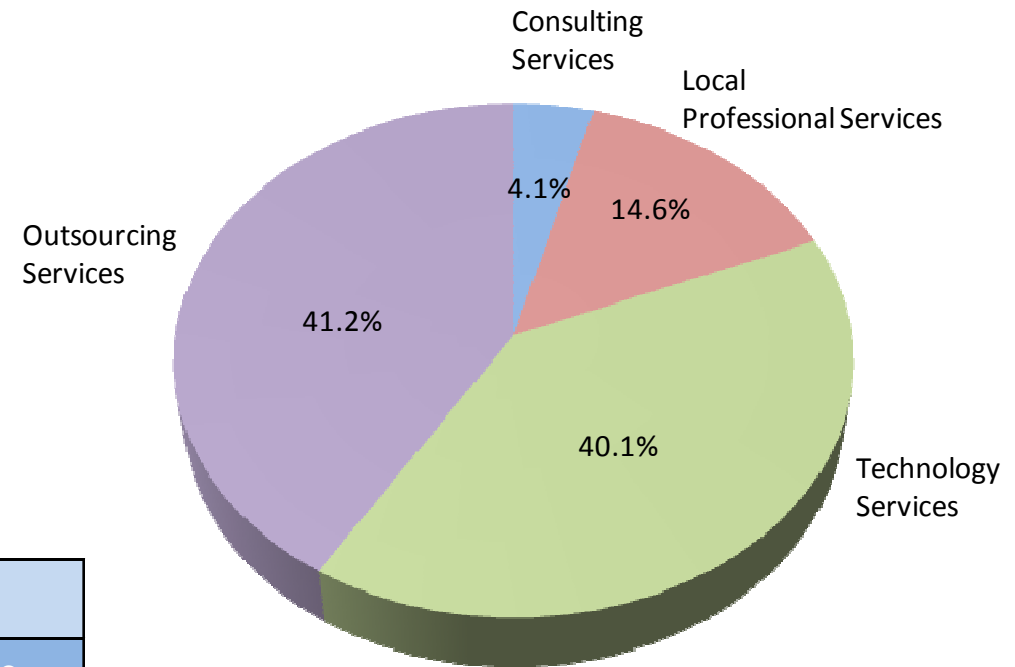


Q3 2013 Revenues by Main Geography



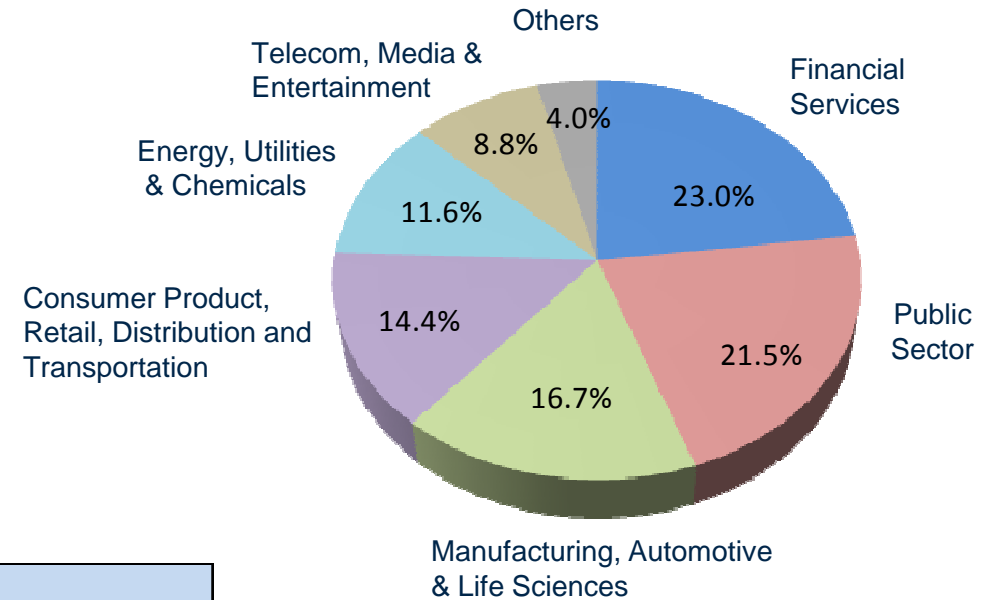
in M€	Current		Current	Organic
			Year-on-Year	
	Q3 2012	Q3 2013	Q3 13 / Q3 12	Q3 13 / Q3 12
North America	543	516	-4.9%	1.3%
UK & Ireland	534	482	-9.7%	-2.5%
France	497	514	3.4%	3.4%
Benelux	262	258	-1.8%	-1.8%
Rest of Europe	426	418	-1.6%	0.1%
APAC & Latam	261	263	0.8%	14.6%
Total	2 523	2 451	-2.8%	1.6%

Q3 2013 Revenue Growth by Business



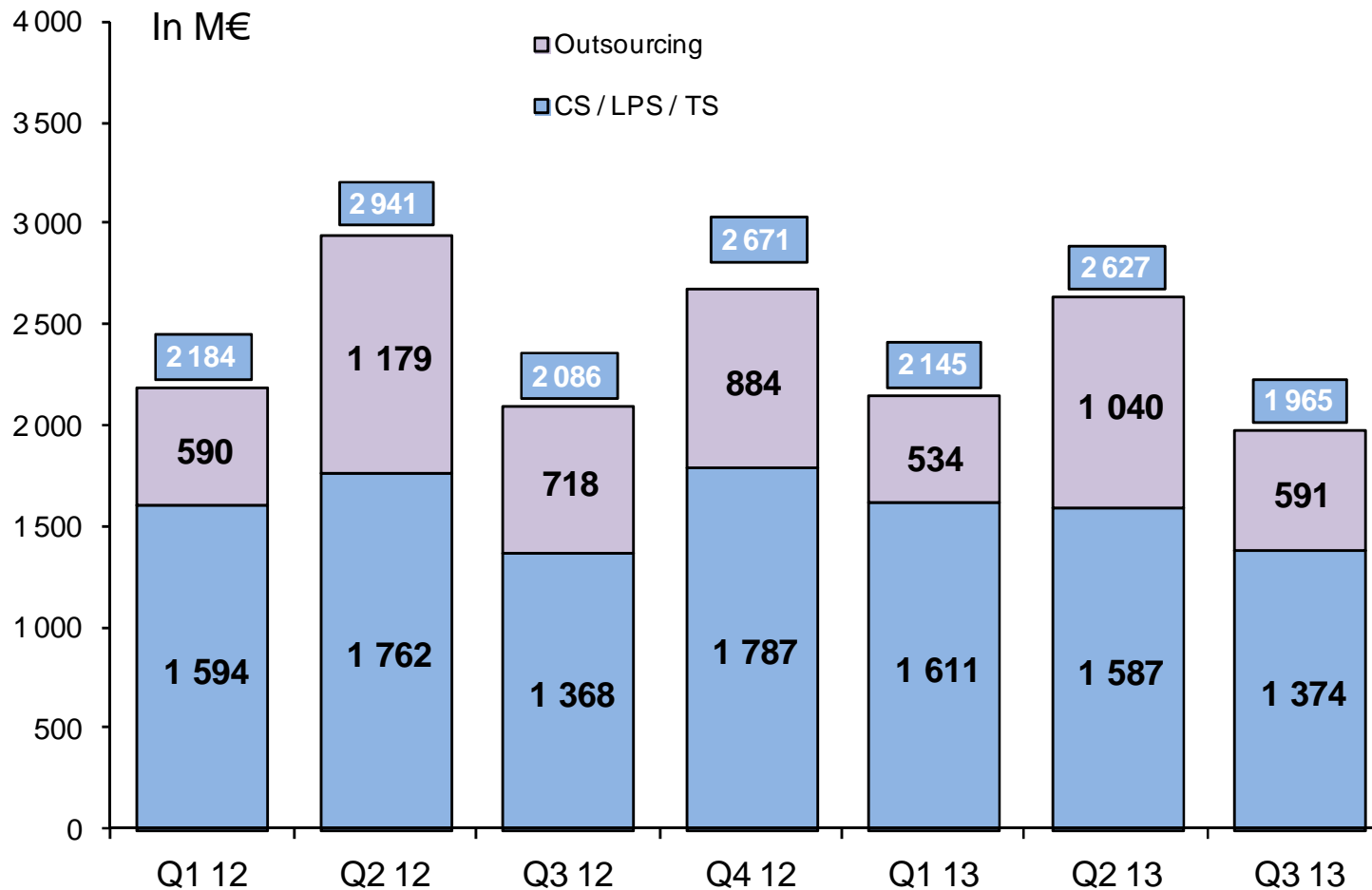
in M€	Organic	
	H1 13 / H1 12	Q3 13 / Q3 12
Consulting Services	-9.0%	-7.0%
Local Professional Services	-3.9%	1.5%
Technology Services	0.3%	2.0%
CS / LPS / TS	-1.5%	1.2%
Outsourcing Services	-0.3%	2.2%
Total	-1.1%	1.6%

Q3 2013 Revenues by Sector



	Organic	
	H1 13 / H1 12	Q3 13 / Q3 12
Financial Services	7.9%	13.8%
Energy, Utilities & Chemicals	1.1%	0.9%
Manufacturing, Automotive & Life Sciences	1.7%	0.9%
Consumer Product, Retail, Distribution and Transportation	0.3%	4.4%
Public Sector	-7.3%	-5.0%
Telecom, Media & Entertainment	-15.2%	-1.9%
Total	-1.1%	1.6%

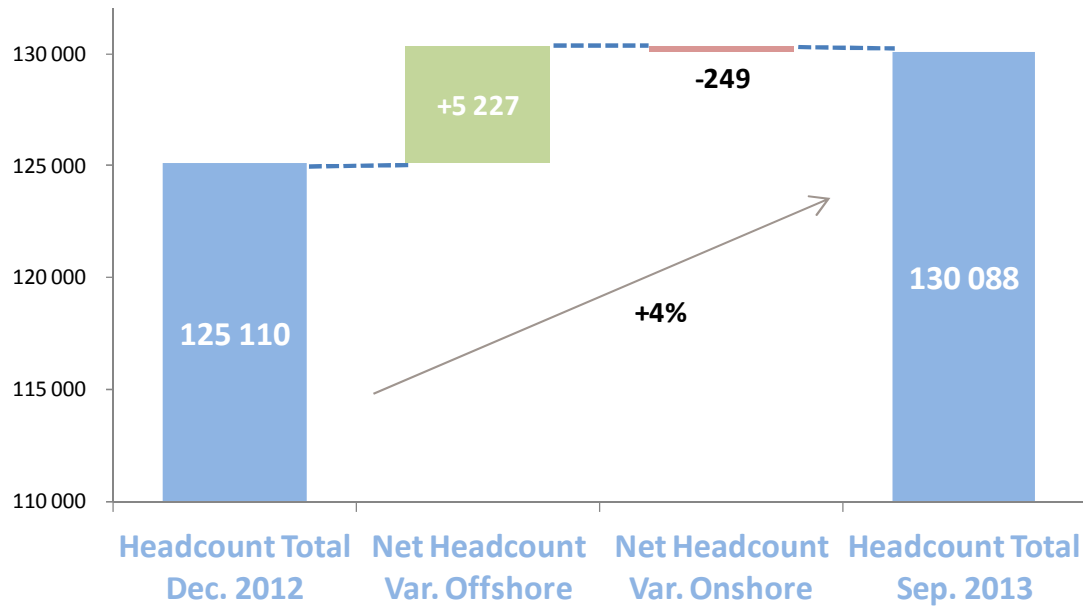
Bookings Evolution



At actual rate

Headcount Evolution

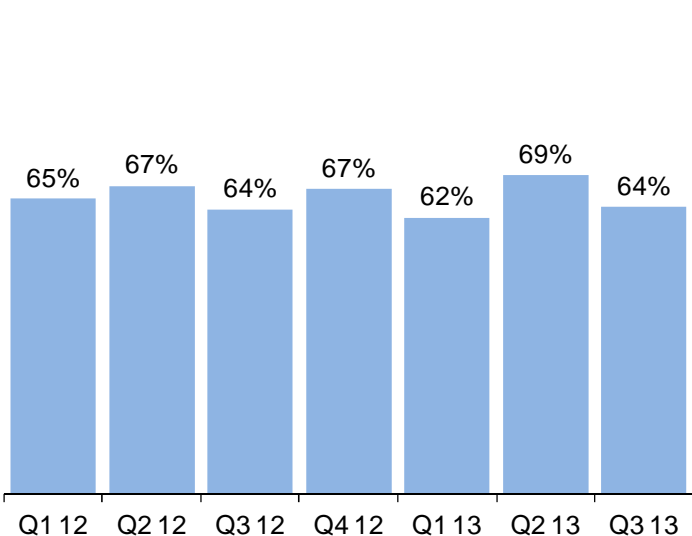
December 2012 to September 2013



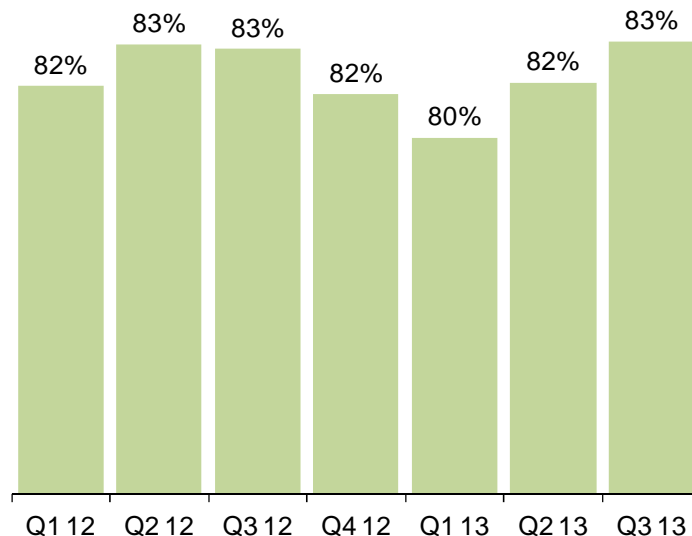
Attrition YTD	Sep. 12	Sep. 13	Year-on-Year variation
Consulting Services	17.9%	17.4%	-0.5pt
Local Professional Services	16.4%	14.8%	-1.6pt
Technology Services	17.6%	16.5%	-1.1pt
Outsourcing Services	18.0%	18.1%	0.1pt
Total	17.5%	16.7%	-0.8pt

Utilization Rates

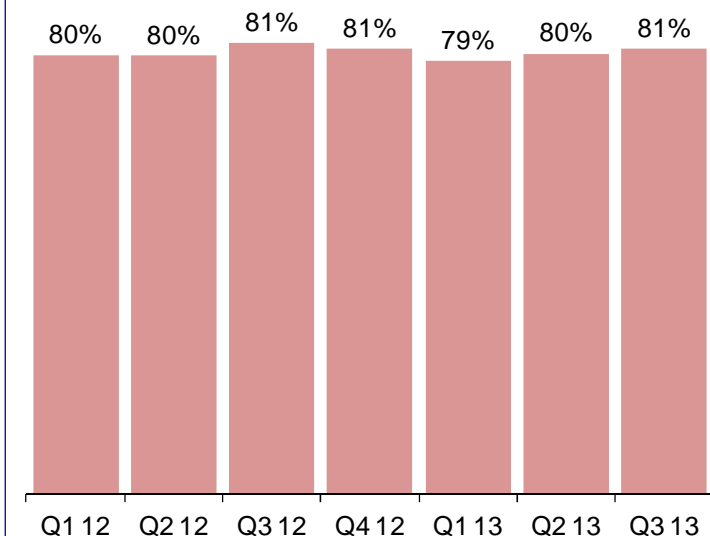
Consulting Services



Local Professional Services



Technology Services



Managing Dilution

»» Capgemini has completed the repurchase of its **OCEANES** due January 1, 2014 (the “2014 **OCEANES**”)

- Total cost of repurchase of €687M for 85%;
- Reduction of potential dilution of 14.28M shares.

»» Financed with €287M in cash and €400M from the issuance of **ORNANE**

- Zero coupon instrument
- €67.13 strike price
- Minimized dilution

»» Around €100M assigned to reduce dilution



People matter, results count.