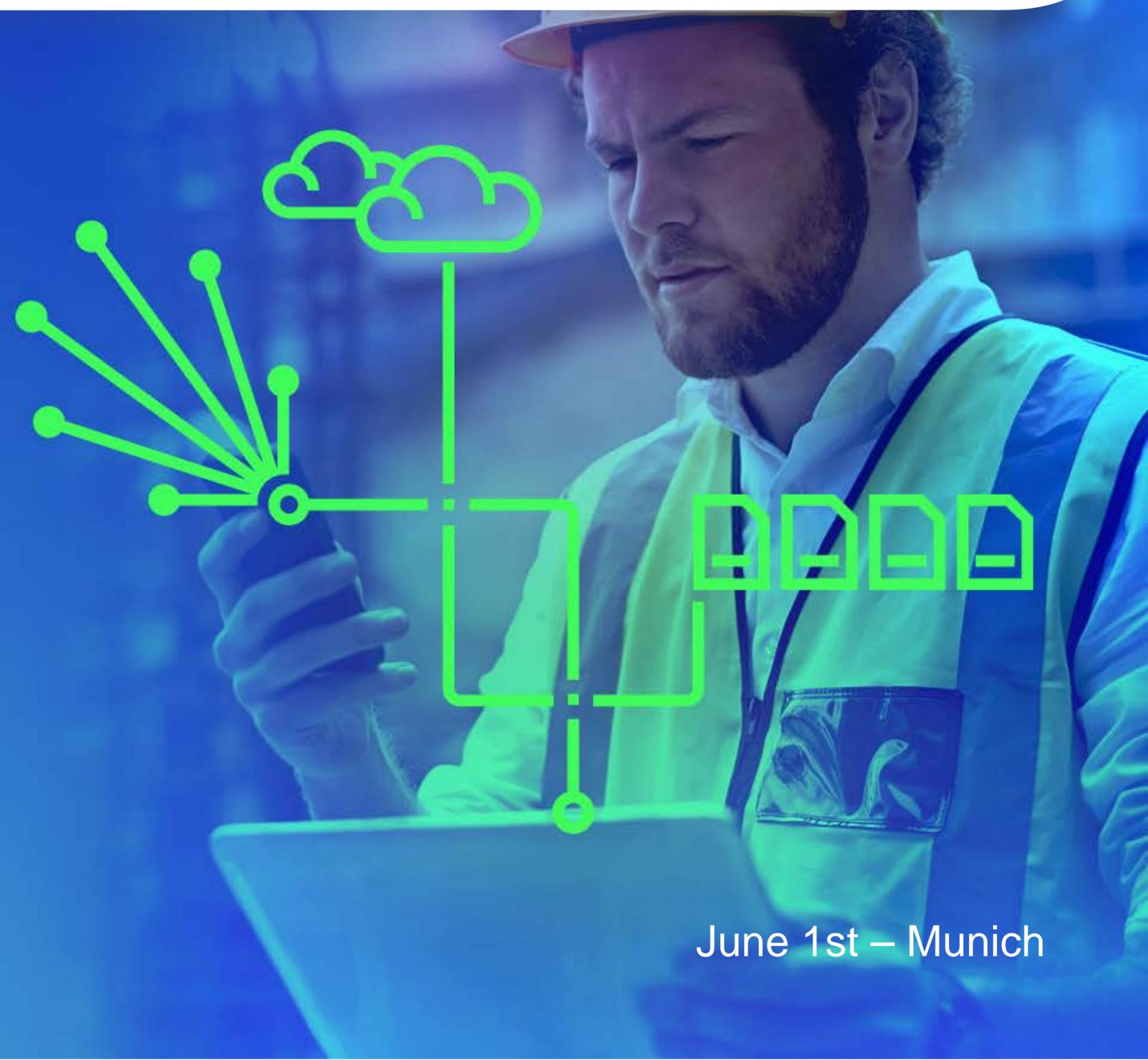


Mathieu Colas

Digital Manufacturing

2016 | Capital Market Day

June 1st – Munich



New customer expectations



Customers of customers' needs

- Extended customer experience



Mass customization

- Configure/
make to order



Product as a Service

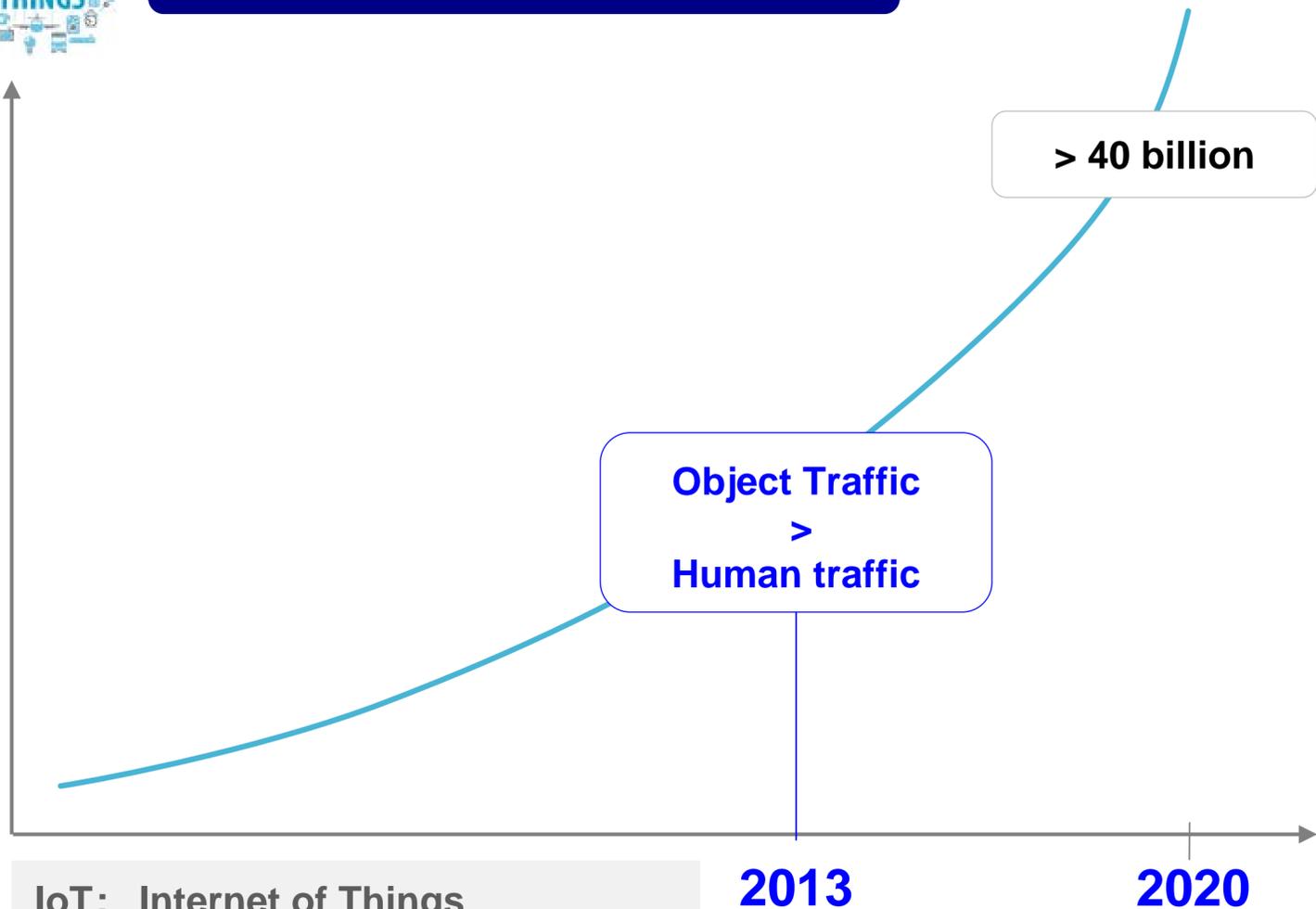
- Pay per use, pay how
you use

Manufacturers must address these fast growing expectations and get even more competitive with globalization

IoT will now drive value creation



internet-connected devices



IoT: Internet of Things
OT: Operations Technology
IT: Information Technology



New IT drivers

- Product IT as a strategic weapon
- IoT – OT – IT convergence



Value Creation

- Productivity Gains: 1 to 1.5 points/year
- From Product to Services
- New Business Models

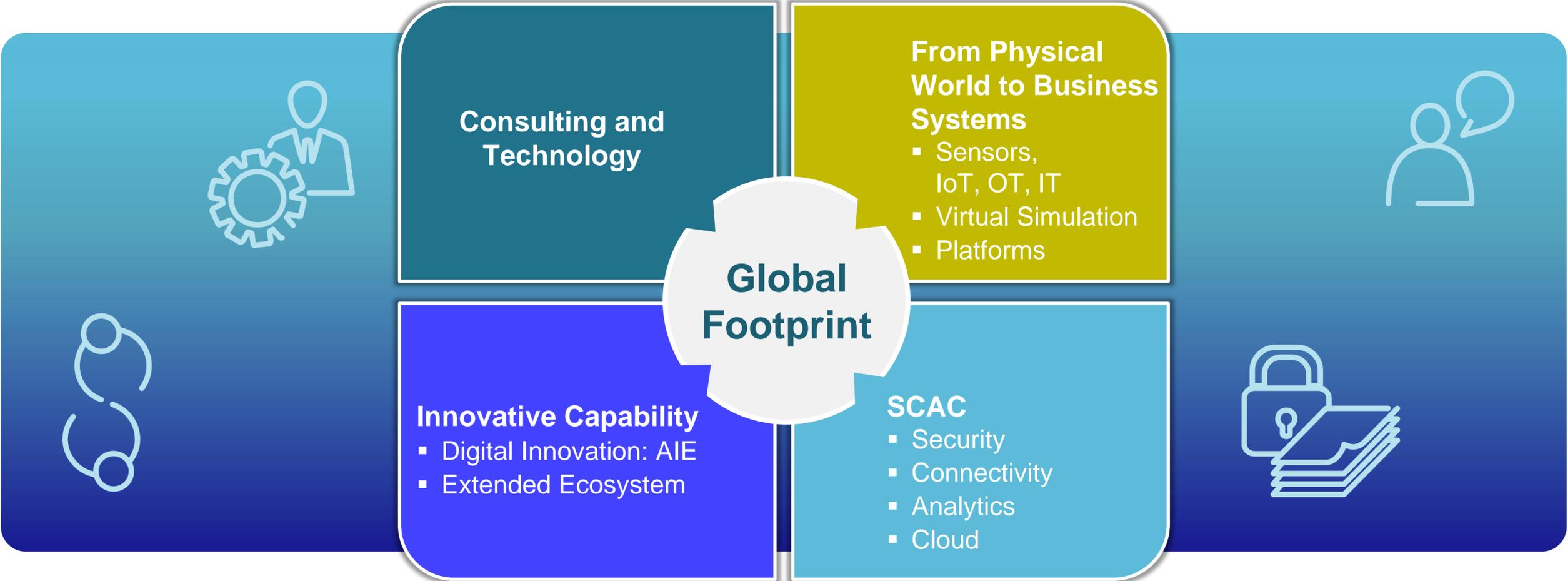


Worldwide Coverage

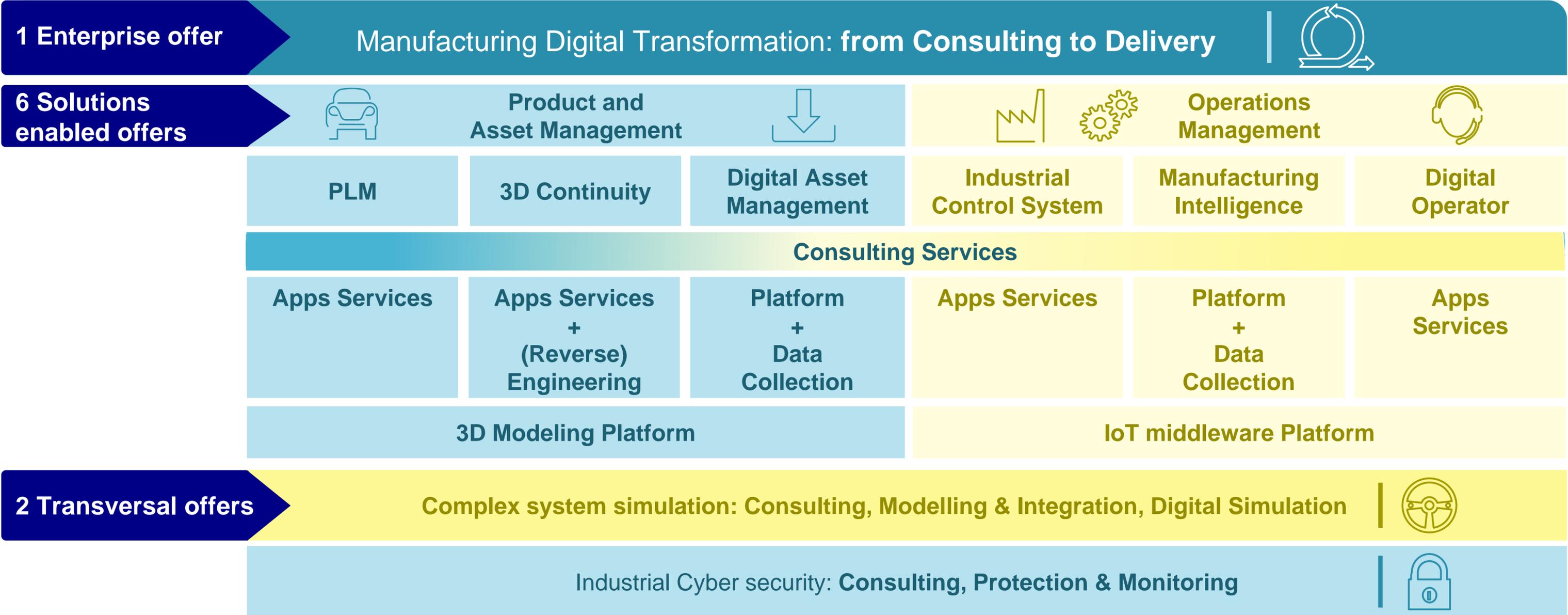
- Developed countries 60%
- Developing countries 40%

Digital Manufacturing: A full end-to-end value proposal

We help to steer the digital transformation journey to smart, connected products and plants



Digital Manufacturing scope and stakes

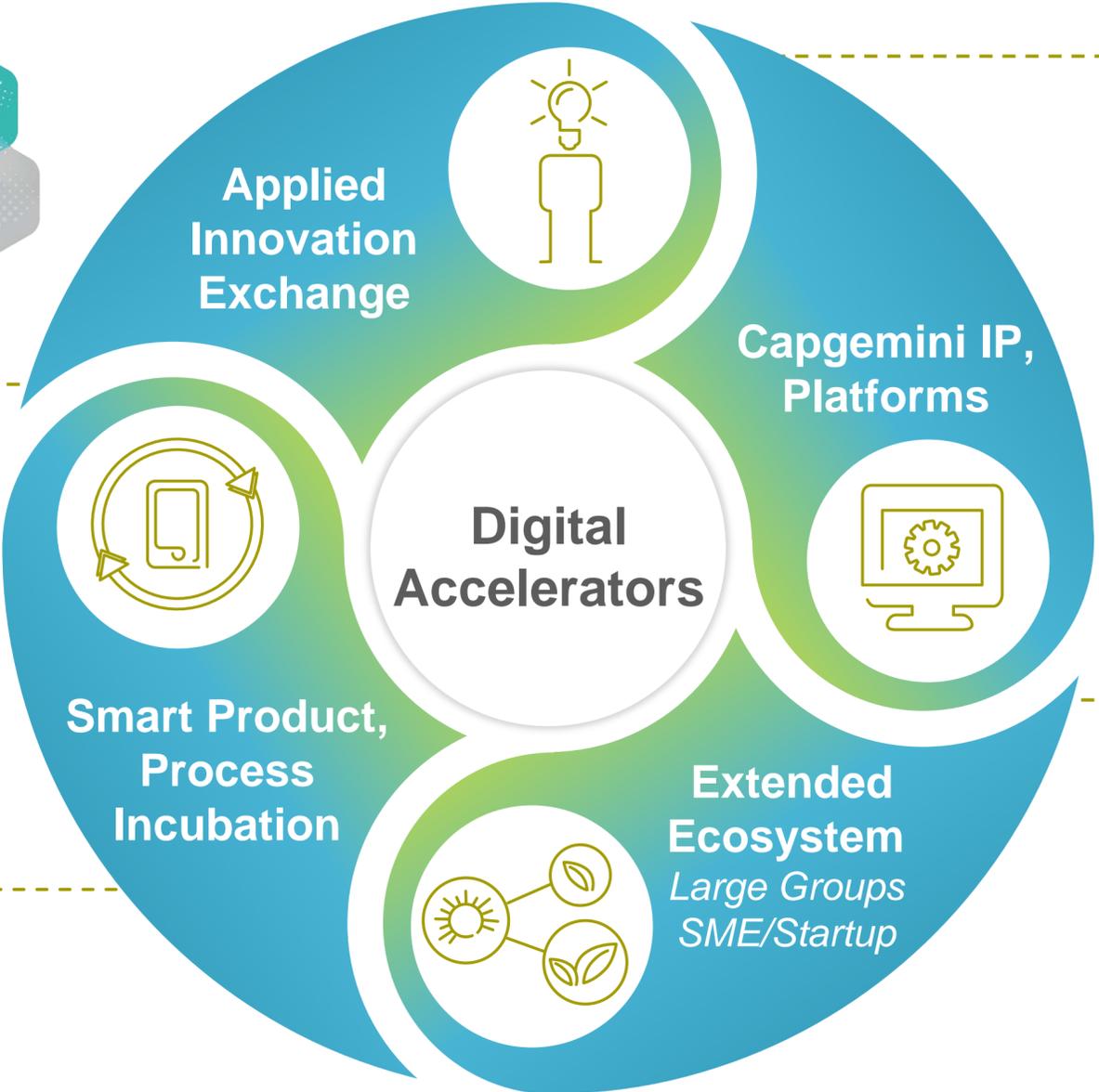


Strong innovative capabilities, extended ecosystem

Network of 9 AIEs Globally



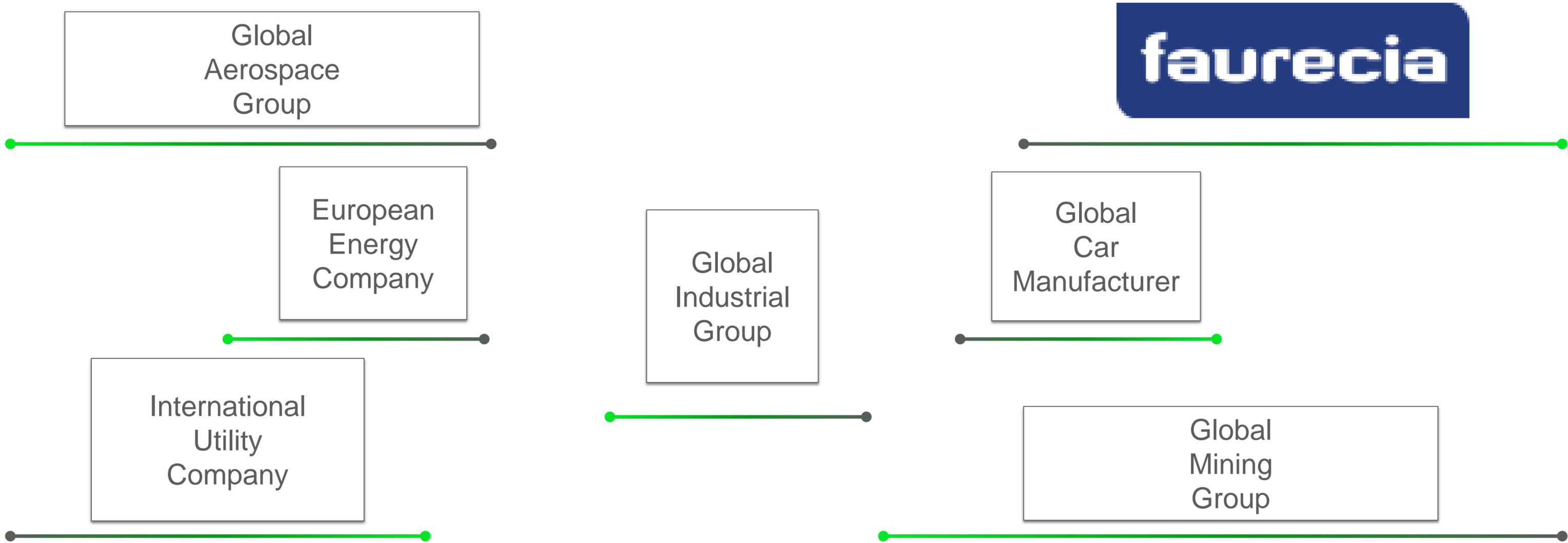
- Engineering + IT**
- Valeo Smart Key
 - Michelin Motorized Wheel
 - Mine of the Future
 - Pacemaker and home health monitoring



Asset Configuration/
Integrity Management
IoT Middleware
3D Modelling/Simulation



Digital Manufacturing credentials



Faurecia: 19B€ sales, 10% CAGR since 1997



Automotive seating

★ N°1
WORLDWIDE IN FRAMES
AND SEAT MECHANISMS



Interior systems

★ N°1
WORLDWIDE



Emissions control

★ N°1
WORLDWIDE



Automotive exteriors

★ N°1
IN EUROPE

100K employees, 300 plants, 50 R&D centres, 34 countries



Competitiveness

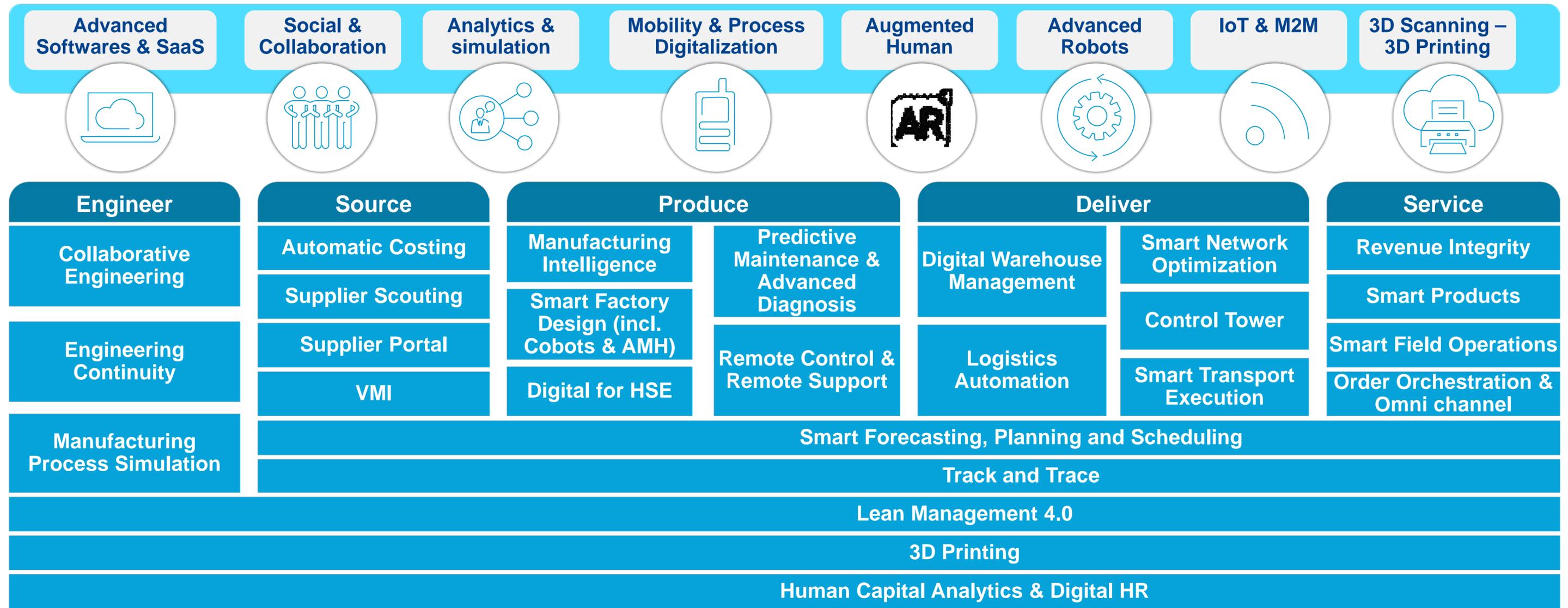
Complexity

Globalization

Agility

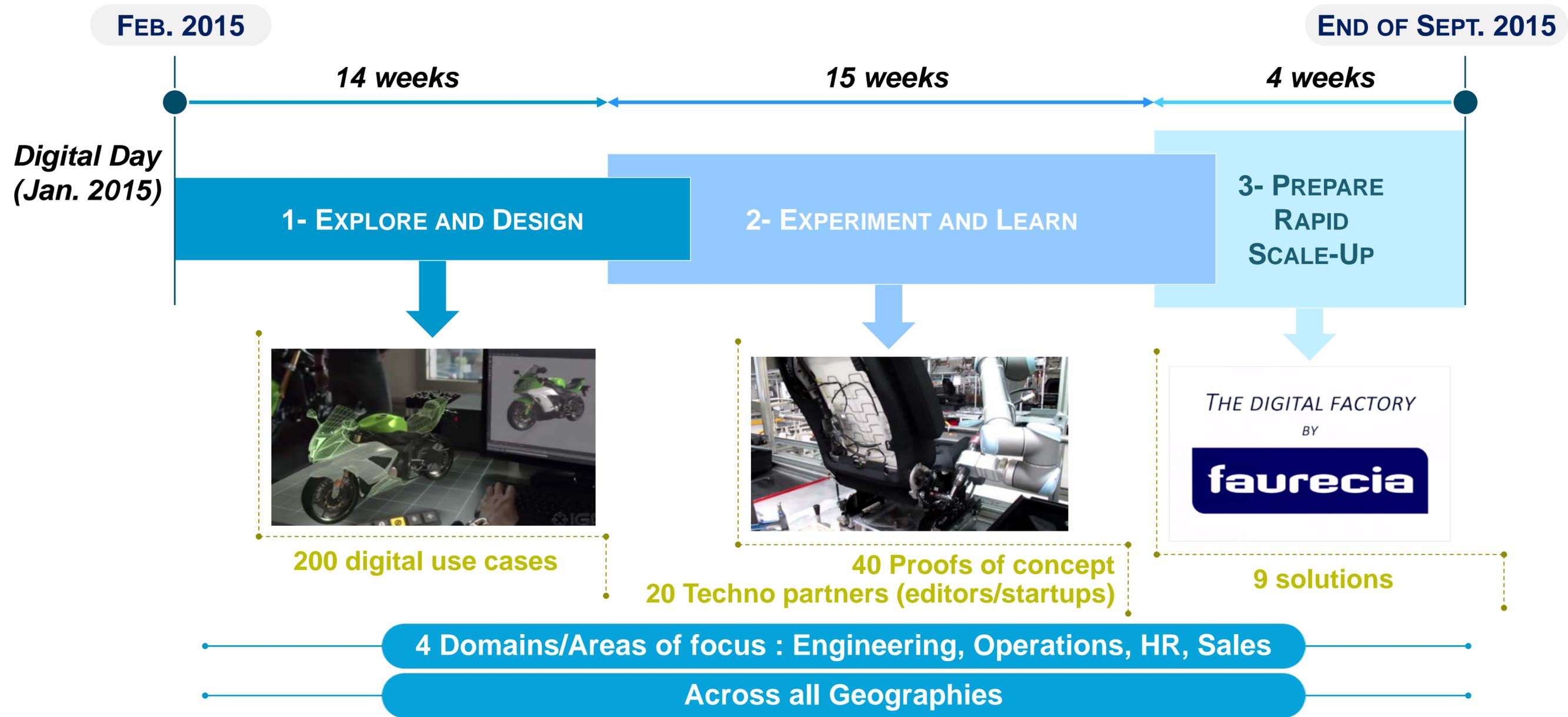
Innovation

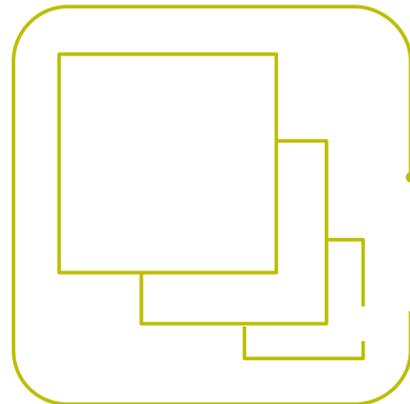
New technologies drive a myriad of digital use cases



High risk for Faurecia to become a fashionista

A systemic approach, at the speed of light





“Digital Enterprise”

3 year partnership Capgemini – Faurecia

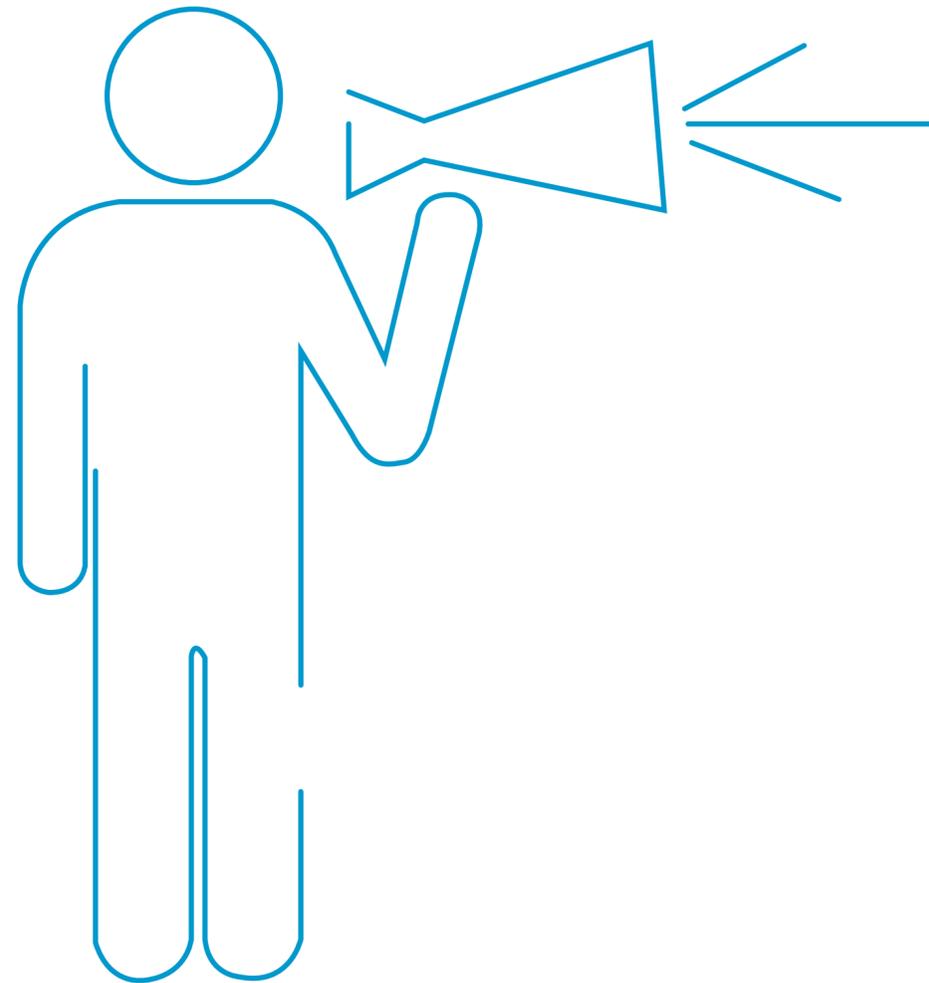
- Large scale deployment of selected solutions
- Techno enablers
(Big Data, Architecture, Cybersecurity, Mobility)
- Digital Watch & POC factory
- Co-innovation opportunities
- Demand management & benefits tracking

Value creation target, correlated to sites deployments

Hybrid Capgemini’s involvement from Day 1



Voice of the Customer



« Today we cannot imagine being on the market, in the 21th century without Digital Enterprise. »

ROBERT KUBA
UAP MANAGER
FAURECIA



About Capgemini

With more than 180,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2015 global revenues of EUR 11.9 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

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