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

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%

Object Traffic
Human traffic

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

> 40 billion

2013 2020
Digital Manufacturing: A full end-to-end value proposal

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

Global Footprint

Consulting and Technology

Innovative Capability
- Digital Innovation: AIE
- Extended Ecosystem

From Physical World to Business Systems
- Sensors, IoT, OT, IT
- Virtual Simulation
- Platforms

SCAC
- Security
- Connectivity
- Analytics
- Cloud
# Digital Manufacturing scope and stakes

## 1 Enterprise offer

### Manufacturing Digital Transformation: from Consulting to Delivery

<table>
<thead>
<tr>
<th>6 Solutions enabled offers</th>
<th>Consulting Services</th>
<th>2 Transversal offers</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLM</td>
<td>Apps Services</td>
<td>Complex system simulation: Consulting, Modelling &amp; Integration, Digital Simulation</td>
</tr>
<tr>
<td>3D Continuity</td>
<td>Apps Services + (Reverse) Engineering</td>
<td>Industrial Cyber security: Consulting, Protection &amp; Monitoring</td>
</tr>
<tr>
<td>Digital Asset Management</td>
<td>Platform + Data Collection</td>
<td></td>
</tr>
<tr>
<td>Operations Management</td>
<td>Platform + Data Collection</td>
<td></td>
</tr>
<tr>
<td>Industrial Control System</td>
<td>IoT middleware Platform</td>
<td></td>
</tr>
<tr>
<td>Manufacturing Intelligence</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Digital Operator</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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

Digital Accelerators

Applied Innovation Exchange

Capgemini IP, Platforms

Smart Product, Process Incubation

Extended Ecosystem
- Large Groups
- SME/Startup

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

Network of 9 AIEs Globally

- Schneider Electric
- Siemens PLM Software
- IBM
- BRAIN CUBE
- Dassault Systèmes
- SAP
Digital Manufacturing credentials

Global Aerospace Group

European Energy Company

Global Industrial Group

Global Car Manufacturer

International Utility Company

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

100K employees, 300 plants, 50 R&D centres, 34 countries
New technologies drive a myriad of digital use cases

**Engineer**
- Collaborative Engineering
- Engineering Continuity
- Manufacturing Process Simulation

**Source**
- Automatic Costing
- Supplier Scouting
- Supplier Portal
- VMI

**Produce**
- Manufacturing Intelligence
- Smart Factory Design (incl. Cobots & AMH)
- Digital for HSE
- Predictive Maintenance & Advanced Diagnosis
- Remote Control & Remote Support
- Smart for HSE

**Deliver**
- Digital Warehouse Management
- Logistics Automation
- Smart Network Optimization
- Control Tower
- Smart Transport Execution
- Smart Forecasting, Planning and Scheduling
- Track and Trace
- Lean Management 4.0
- 3D Printing
- Smart for HSE
- Digital for HSE

**Service**
- Revenue Integrity
- Smart Products
- Smart Field Operations
- Order Orchestration & Omni channel

---

High risk for Faurecia to become a fashionista
A systemic approach, at the speed of light

1- EXPLORE AND DESIGN

- 200 digital use cases
- 40 Proofs of concept
- 20 Techno partners (editors/startups)

2- EXPERIMENT AND LEARN

- 9 solutions

3- PREPARE RAPID SCALE-UP

- The Digital Factory

4 Domains/Areas of focus: Engineering, Operations, HR, Sales
Across all Geographies

Timeline:
- Digital Day (Jan. 2015)
  - FEB. 2015
  - 14 weeks
- 2- EXPERIMENT AND LEARN
  - 15 weeks
- 3- PREPARE RAPID SCALE-UP
  - END OF SEPT. 2015
  - 4 weeks
“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
« Today we cannot imagine being on the market, in the 21th century without Digital Entreprise. »

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.