

# Portfolio Update

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People matter, results count.

# Disclaimer

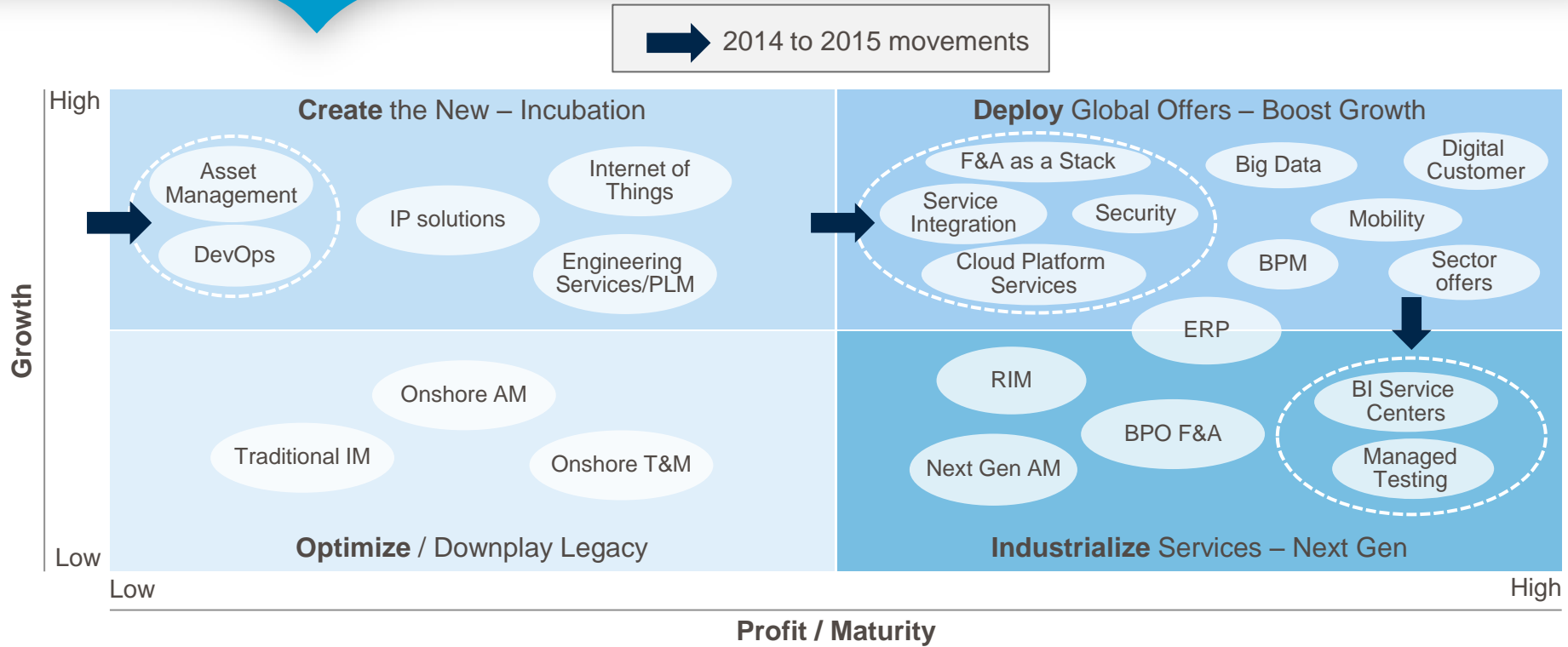
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# Portfolio offerings is evolving fast (1/2)

Customer expectations	Capgemini response	FY2014 Results
<b>Reduce My TCO</b>	<ul style="list-style-type: none"><li>▪ NextGen AM, NextGen IM, Industrialized BPO, Managed Testing services</li><li>▪ Outcome based engagements</li></ul>	<b>Total CV of deals &gt;€50M</b> <b>€2.5B</b>
<b>Fuel My growth through Digital transformation</b>	<ul style="list-style-type: none"><li>▪ Strategic offers: Digital, Cybersecurity, Cloud, Insights &amp; Data</li><li>▪ Consulting led solutions</li></ul>	<b>% of strategic offer bookings</b> <b>34%</b>
<b>Make My Core IT more agile and simple</b>	<ul style="list-style-type: none"><li>▪ ERP and Custom Renovation</li><li>▪ Integrated / as-a-Stack offers</li><li>▪ Service integration</li></ul>	<b>SMAC % revenues</b> <b>17%</b>

# Portfolio offerings is evolving fast (2/2)

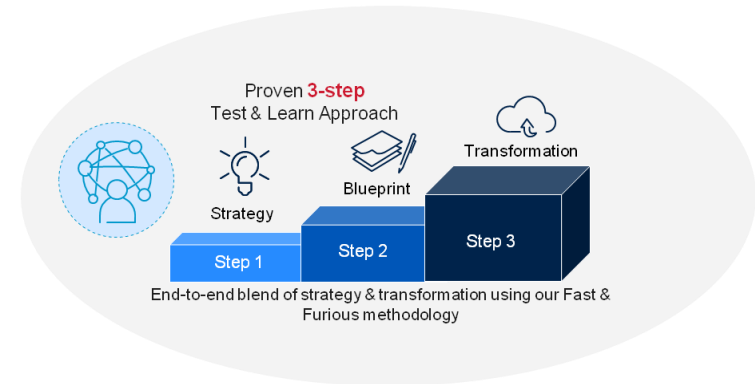


# Our Digital Customer approach to win in the market

## DCX & mobile value proposition

- A clear focus on delivery of business outcomes, solutions & IP
- Global Expert network of over 9,000 People
- Our partner ecosystem of technology alliance partners, start-ups & marketing agencies, built on digital transformation research with MIT
- Differentiated approach through innovation, design thinking and client outcomes delivered

## How we deliver



**+44% bookings**  
in Q1 2015 YoY



# We position ourselves on Digital Manufacturing

## The next phase of Digital

### Group offers & focus:

- Product Lifecycle management: the market is growing double-digit and the Group accelerates (1000+ FTEs), notably since the Euriware acquisition
- Asset Management
- Process optimization: Industrial Control systems and manufacturing intelligence (from sensors to ERP and smart data)
- Digital engineering services: Group skills (Sogeti High Tech) will be boosted by the IGATE integration

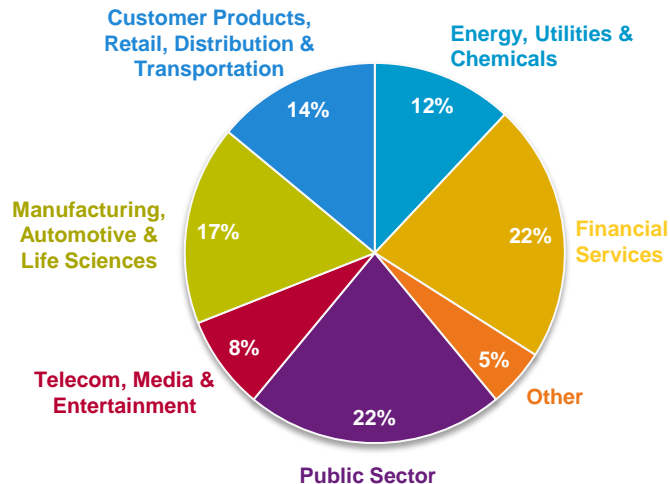
### Digital-industrial Asset Lifecycle Management

- An offer for large enterprises with substantial investments in complex industrial assets
- DiALM standardizes asset information on a single digital platform, empowering clients to make the right decisions
- A joint R&D effort between Capgemini and AVEVA, the world's leading engineering software provider for plant and power industries



# Our portfolio strategy is sectorized

**Share of Sectors**  
(FY2014)



## Focus on Retail

### Demand Trends

- NextGen AM
- Mobility
- Digital Commerce
- NextGen Supply Chain

Booking growth across the segment (YoY)

Double Digit

April 15 YoY – Booking growth

## Focus on Automotive

### Demand Trends

- Automotive Connect
  - Insights
  - Customer Experience
  - Connected Vehicles
- Mobile Solutions

DCX & Mobile, Insights & Data combined

Triple Digit

April 15 YoY – Booking growth

## Focus on Public Sector

### Demand Trends

- IaaS
- Insights & Data
- Digital Experience
- Mobility

Booking growth across the segment (YoY)

Double Digit

April 15 YoY – Booking growth

## Focus on Utilities

### Demand Trends

- Digital Experience
- Transformation
- Insights & Data
- Testing

Insights & Data and Testing combined

Double Digit

April 15 YoY – Booking growth

## Focus on Banking & Financial Services

### Demand Trends

- Digital Banking
- Managed Testing
- Transformation
- Mobility

Booking growth across the segment (YoY)

Double Digit

April 15 YoY – Booking growth

## Focus on Insurance

### Demand Trends

- Insights & Data
- Managed Testing
- Transformation
- Digital Insurance

Insights & Data and Testing combined

Double Digit

April 15 YoY – Booking growth



Capgemini

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