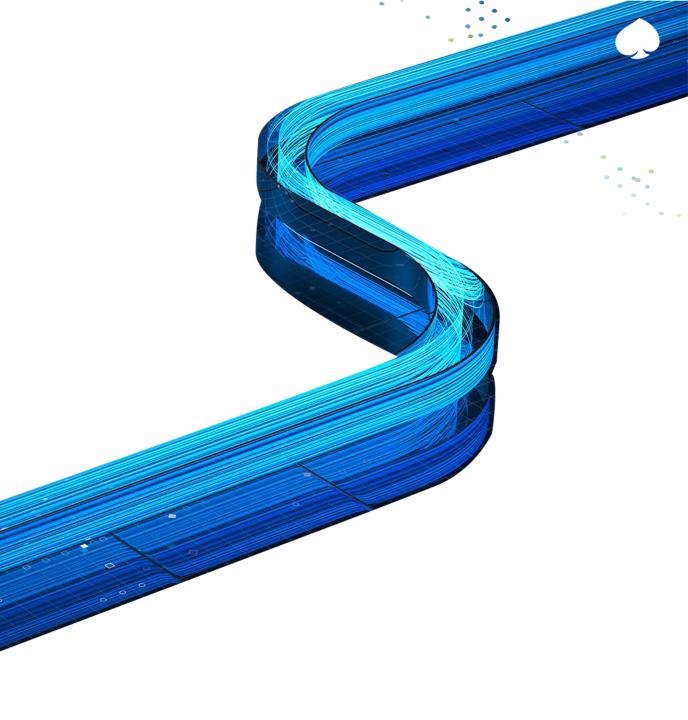


Industries & Clients focus

Olivier Sévillia

Chief Operating Officer



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Learnings from previous years

Three years ago we created a unified

Go To Market by moving the Group **GTM and P&Ls** from Business **Lines to Clients**

We've focused on selected large clients with the aim of being a strategic partner

We have consistently grown our portfolio of large marquee clients

FINDING Nº1

Growth at our top clients is above group average when we reach a significant market share

FINDING N°2

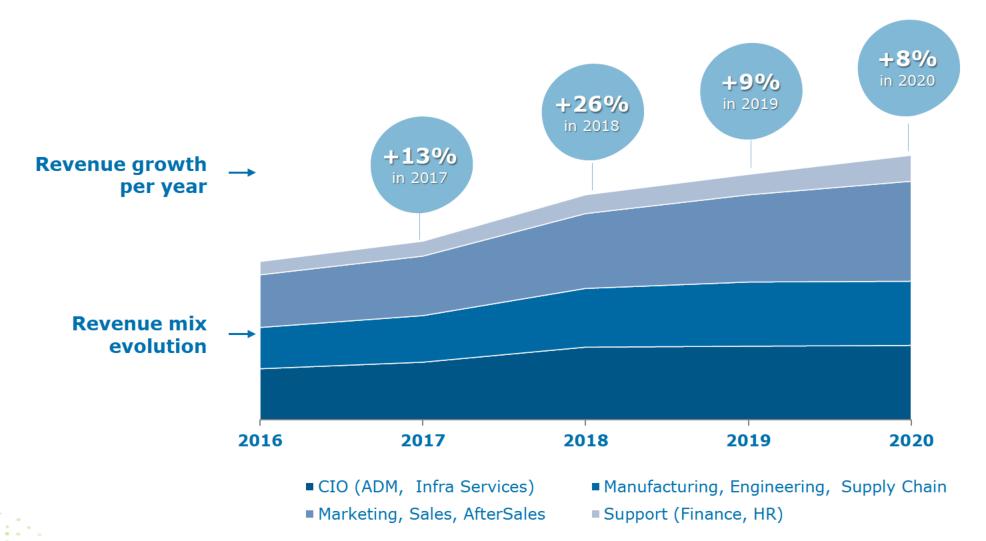
The **industries** where we have the **deepest insights** & capabilities are growing faster

Expand within our top clients

OUR ACCESSIBLE MARKET IS BROADER



An illustration in the Consumer Products and Retail Industry.

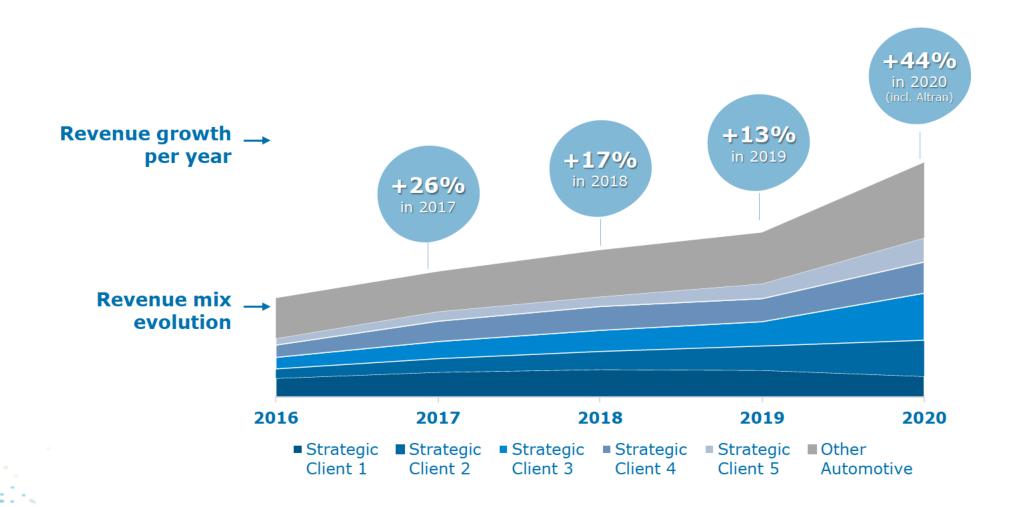


Our sustainable growth strategy Expand within our Industries of strength

OUR ACCESSIBLE MARKET IS BROADER



An illustration with the Auto Industry



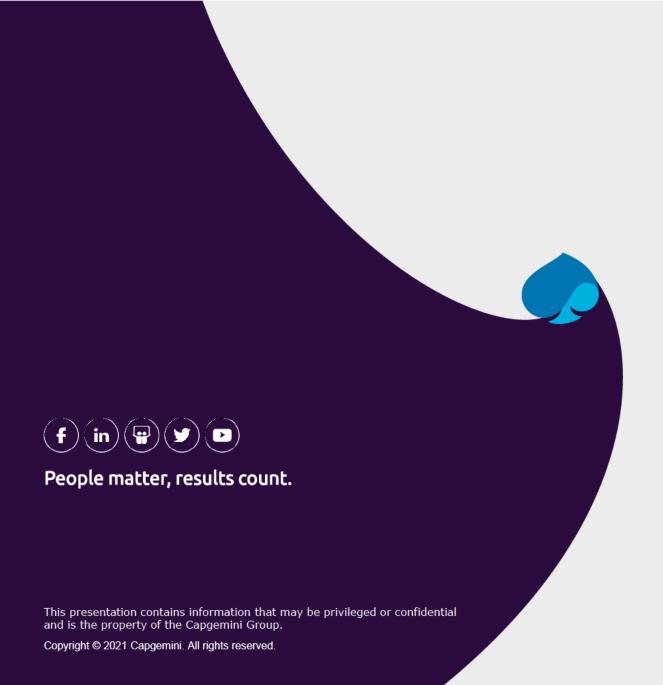
Priority Accounts

Priority Industries

Global Leader

Accelerate the growth of our portfolio of strategic clients in more priority
Industries

In addition, we bring our unique collaboration, innovation and social responsibility capabilities



About Capgemini

Capgemini is a global leader in consulting, digital transformation, technology and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year+ heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. Today, it is a multicultural company of 270,000 team members in almost 50 countries. With Altran, the Group reported 2019 combined revenues of €17billion.

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