Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

2014 Q1 Revenues

Paris, April 29th, 2014

People matter, results count.

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Paul Hermelin

Good start of the year, in line with expectations

Growth	€2.5B revenue in Q1 2014, +2.3% organic growth YoY Strong performance in North America and fast growing economies
Sales	Project & Consulting Book-to-Bill ratio at 1.05 Improved pipeline & win rate on mid-size and large deals fuelling continued acceleration in outsourcing
Innovation	Rapid acceleration on our Top Line Initiatives, +36% bookings growth YoY
Competitiveness	50,000+ in India (+18% YoY) 60,000 total offshore headcount out of 134,000+ total headcount

Full year guidance confirmed

Major deals in Q1'14

Large deals (>50M€ total contract value)

Oil & Gas — Statoil

Public sector — Ministère de l'Éducation Nationale, de l'Enseignement Supérieur et de la Recherche — Liberté • Égalité • Fraternité — République Française

Global manufacturing group, North America

Global Leader in Entertainment, North America

Aerospace — BOMBARDIER

Innovative deals

BMW — Digital Transformation

Global leader of consumer products — Analytics

GrDF Gaz Réseau Distribution France — Digital Transformation

CAIXA — Mobility

Domino's Pizza — Analytics

HITACHI Inspire the Next — Mobility

eDF — Analytics

Positive market reaction on recent innovation launches

Big Data and Analytics

- Huge growth in Big Data pipeline in Q1, opportunities across all sectors
- Generated over 100 new big data opportunities following global partnering announcements with leading partners

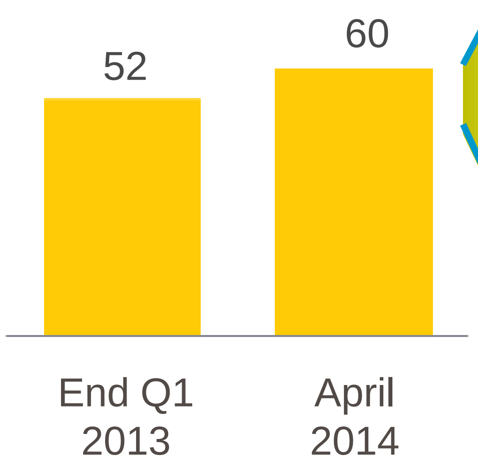
Pivotal™ cloudera® Ask Bigger Questions

Digital Customer Experience

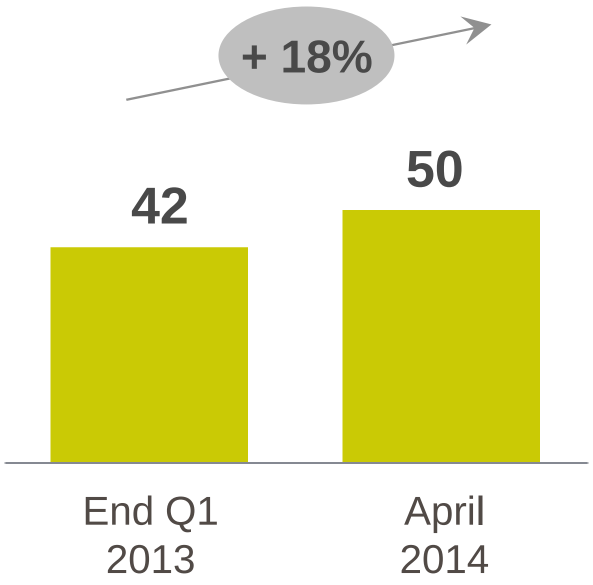
- 60% increase in pipeline since launch in Feb. 2014, particularly Financial Services and Consumer products – Retail sectors
- 2,000 consultants fully mobilized
- Particular traction around high growth cloud technologies such as Hybris and Salesforce

50,000 Indian colleagues fuelling our competitiveness

Total offshore ('000)



India headcount ('000)

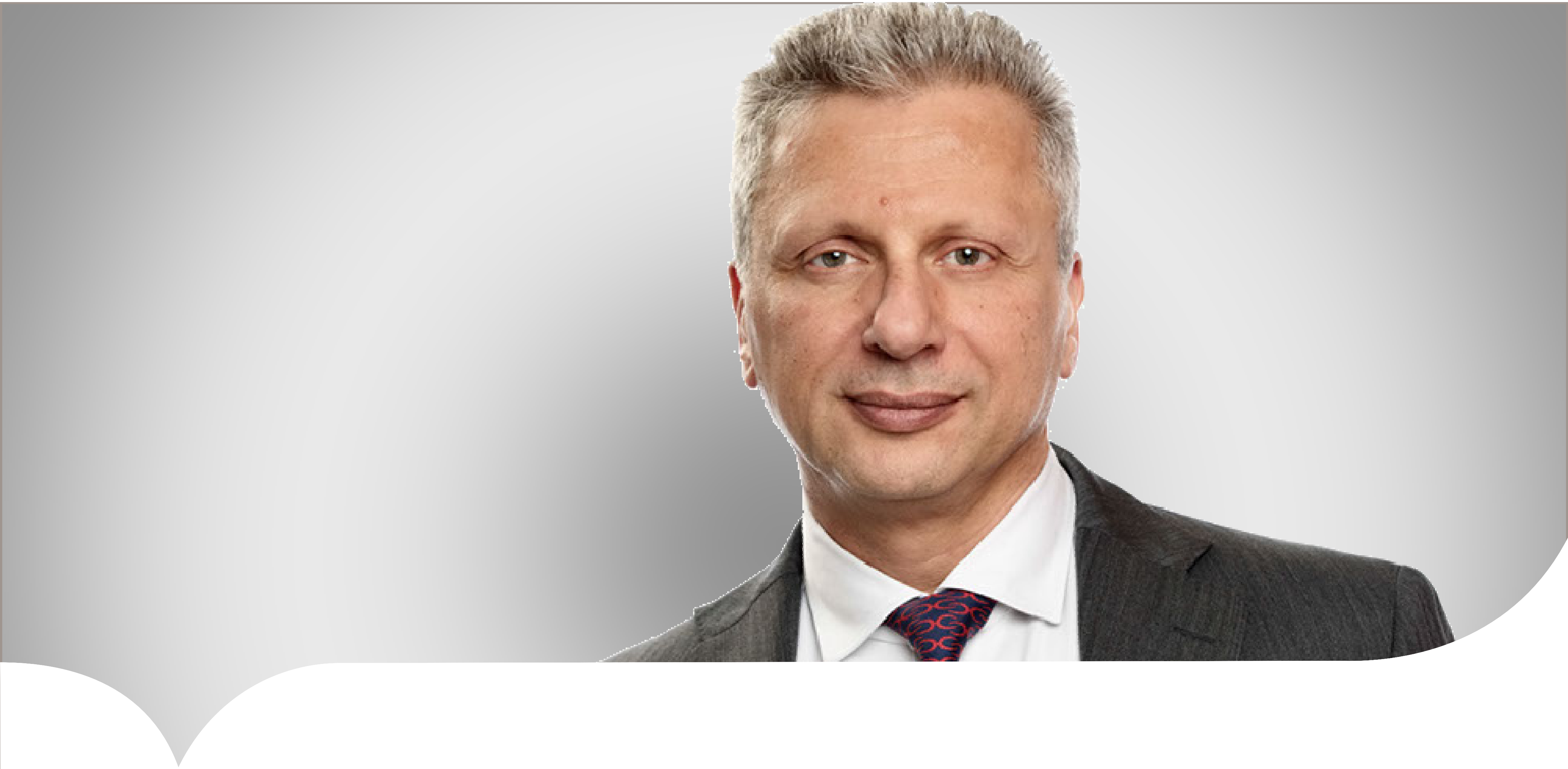


- 18,000 people offshore working for Continental Europe
- 45% total offshore penetration at Group level

- Reengineered Application Maintenance offering with costs reduction up to 30%

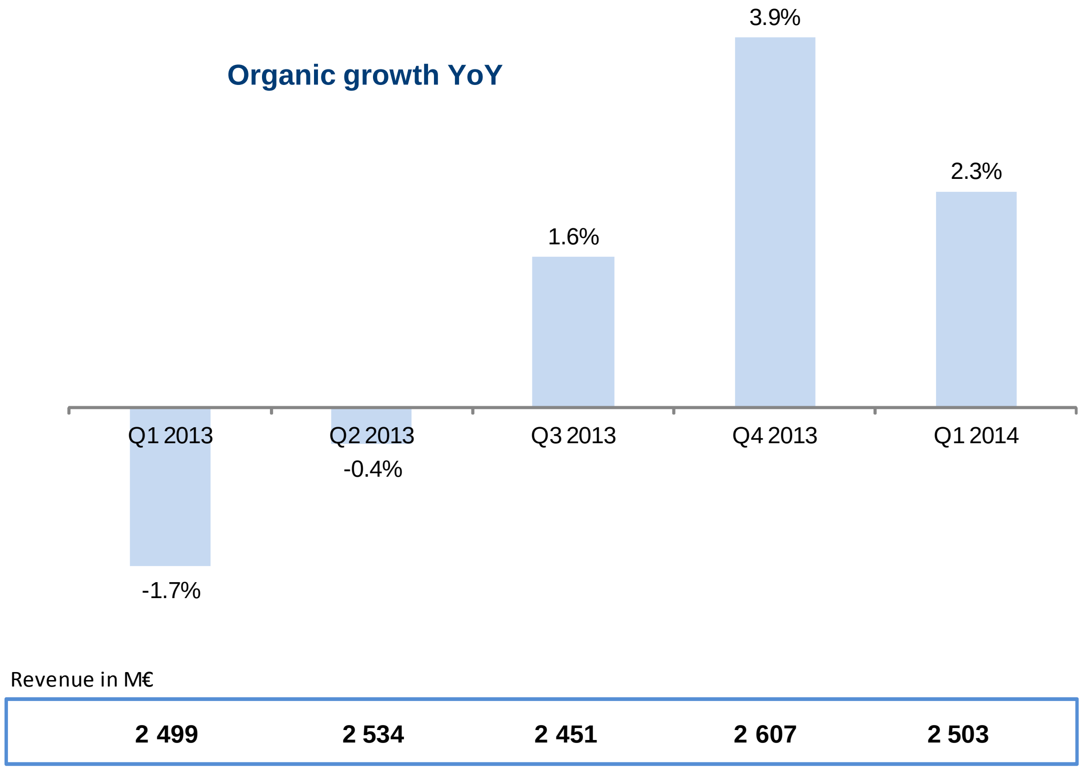
Major 2013-2014 wins with large offshore components

Statoil
BOMBARDIER
Lloyd's Register



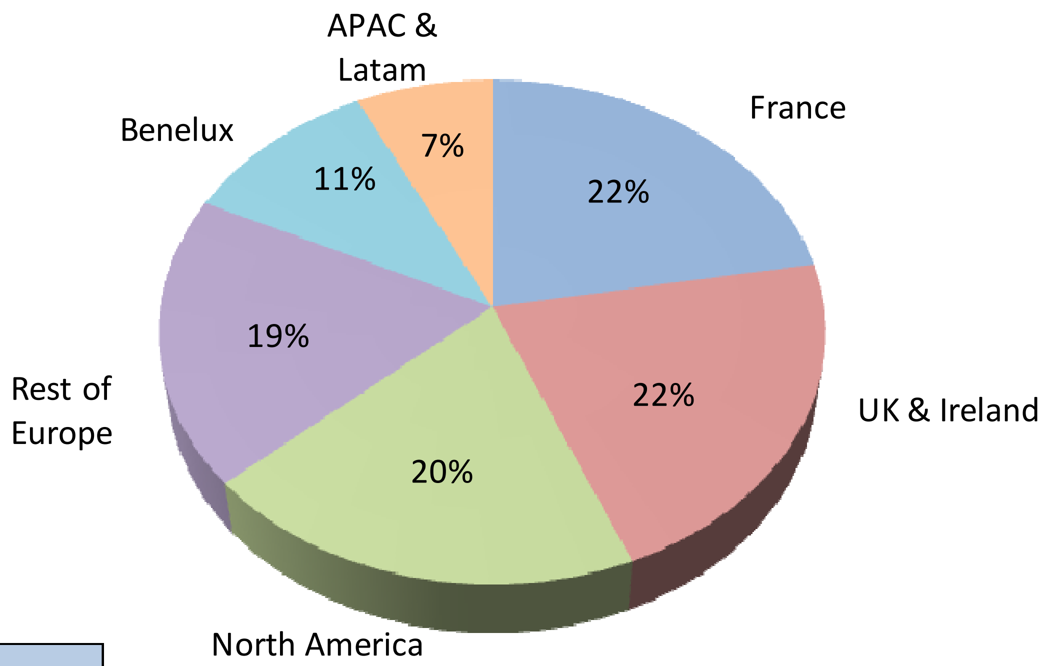
Aiman Ezzat

Revenues Quarterly Evolution



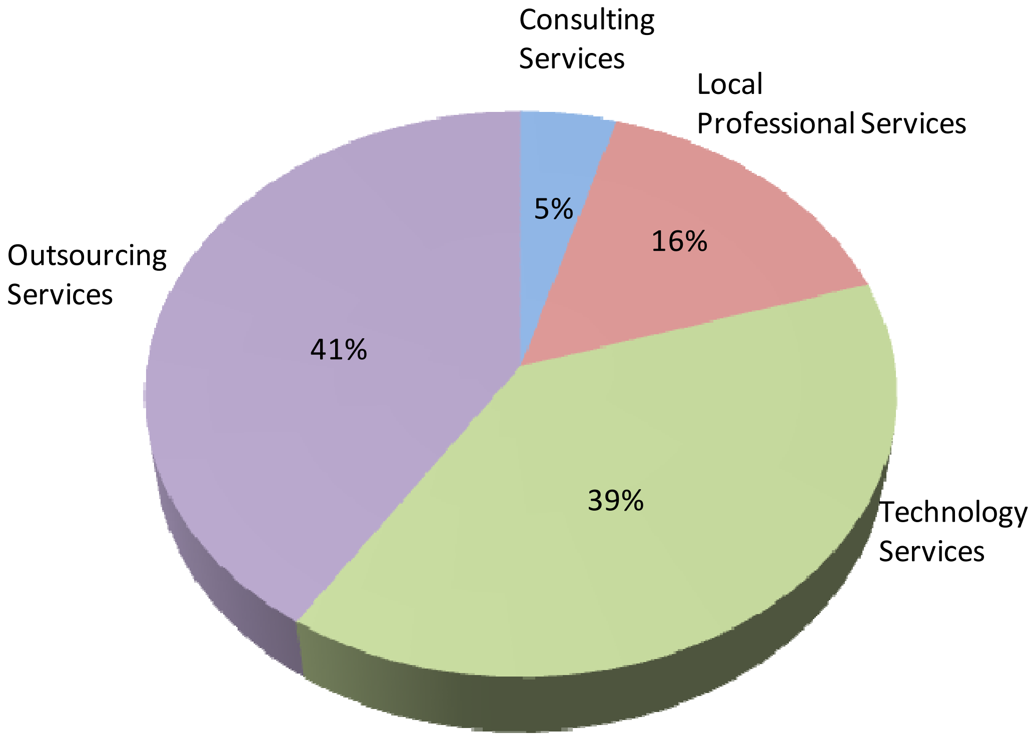
	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014
in M€ published	2 499	2 534	2 451	2 607	2 503
Sequential current growth	-3.6%	1.4%	-3.3%	6.4%	-4.0%
Sequential organic growth	-2.3%	1.5%	-2.2%	7.2%	-3.6%
Year-on-Year current growth	-2.6%	-2.0%	-2.8%	0.6%	0.2%
Year-on-Year organic growth	-1.7%	-0.4%	1.6%	3.9%	2.3%

Q1 2014 Revenues by Main Geography



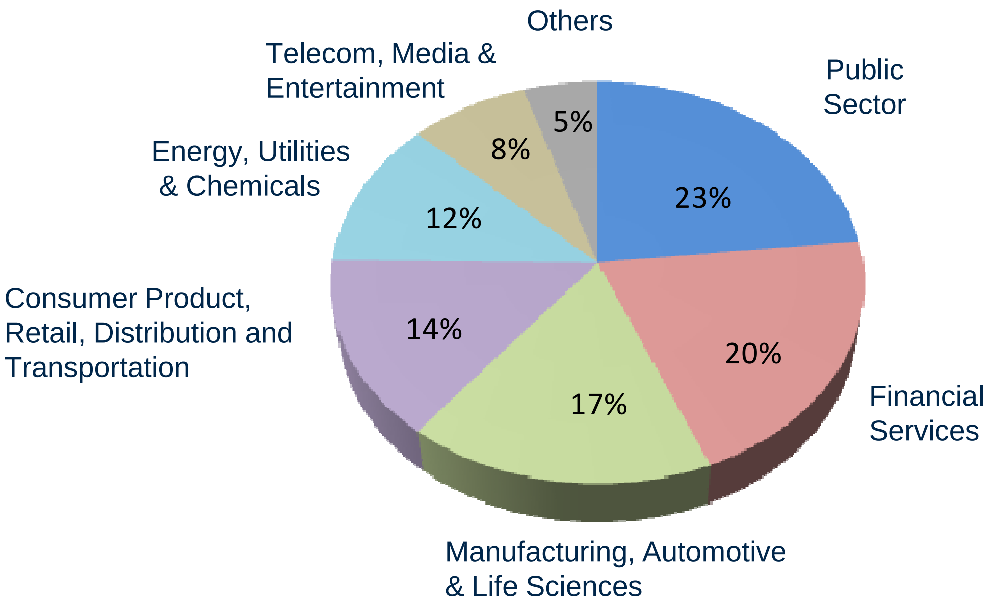
	Current		Year-on-Year Current	Year-on-Year Organic
in M€	Q1 2013	Q1 2014	Q1 14 / Q1 13	Q1 14 / Q1 13
North America	501	495	-1.2%	4.1%
UK & Ireland	510	539	5.7%	2.7%
France	551	556	1.0%	1.0%
Benelux	273	265	-2.9%	-2.9%
Rest of Europe	469	466	-1.0%	1.2%
APAC & Latam	195	182	-6.4%	11.7%
Total	**2 499**	**2 503**	**0.2%**	**2.3%**

Q1 2014 Revenue Growth by Business



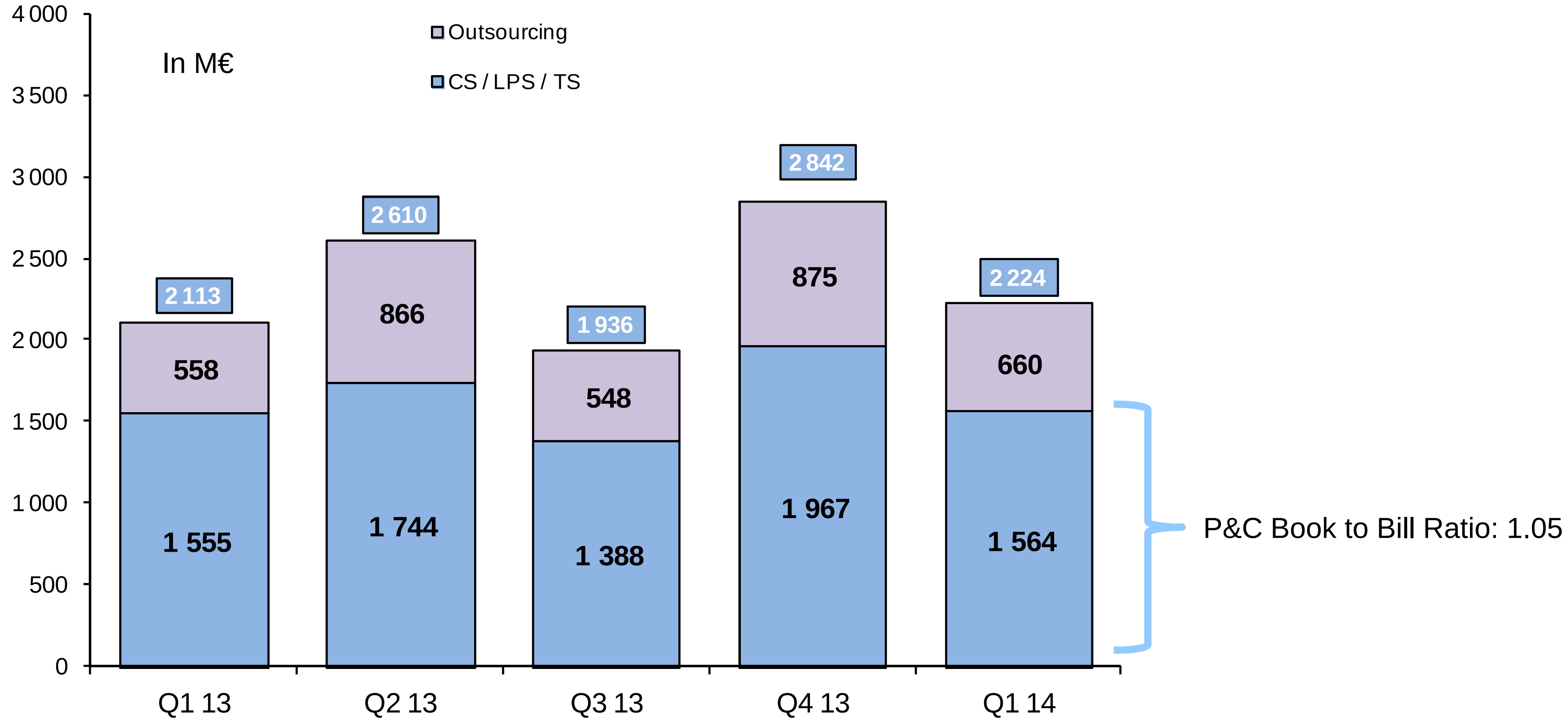
	Organic Year-on-Year
	Q1 14 / Q1 13
Consulting Services	-2.6%
Local Professional Services	-0.1%
Technology Services	2.5%
CS / LPS / TS	**1.4%**
Outsourcing Services	3.7%
Total	**2.3%**

Q1 2014 Revenues by Sector



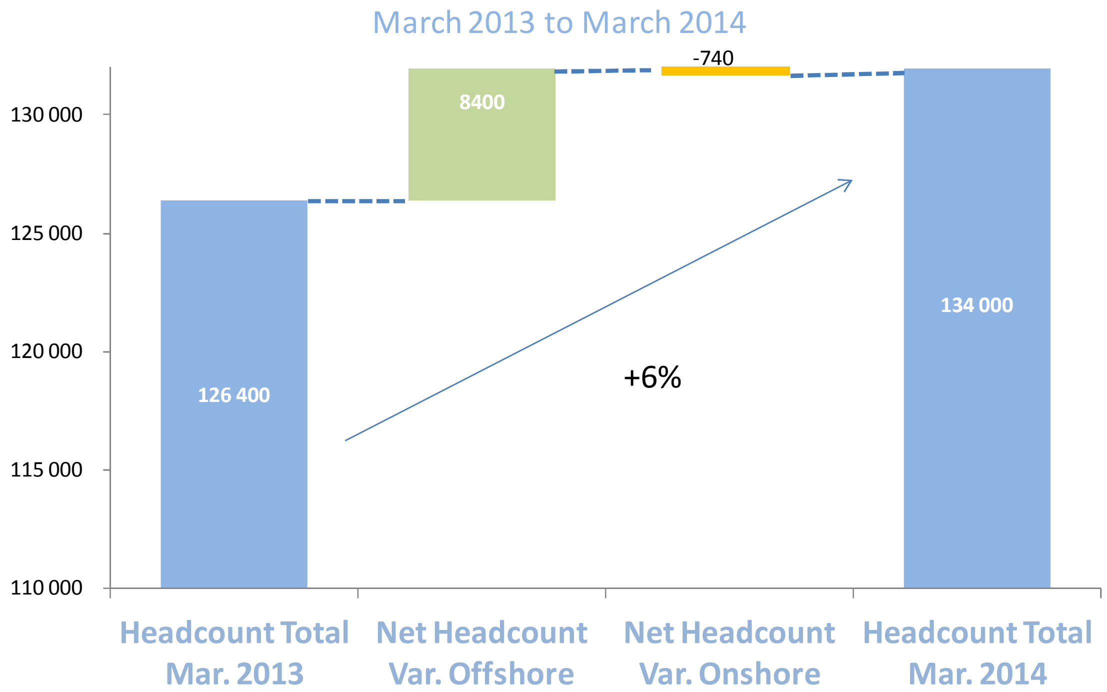
	Organic Year-on-Year
	Q1 14 / Q1 13
Financial Services	4.1%
Energy, Utilities & Chemicals	10.2%
Manufacturing, Automotive & Life Sciences	-0.8%
Consumer Product, Retail, Distribution and Transportation	5.3%
Public Sector	2.2%
Telecom, Media & Entertainment	-1.1%
Total	**2.3%**

Bookings Evolution



At Q1 2014 rate

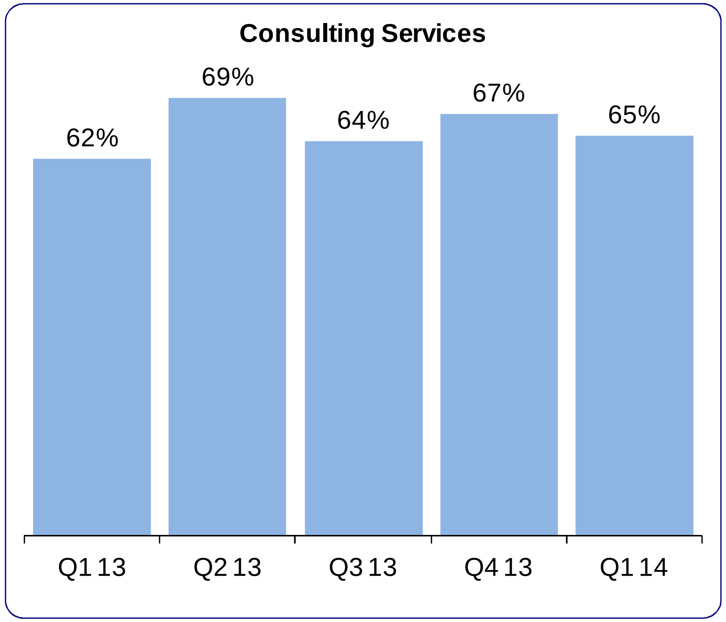
Headcount Evolution

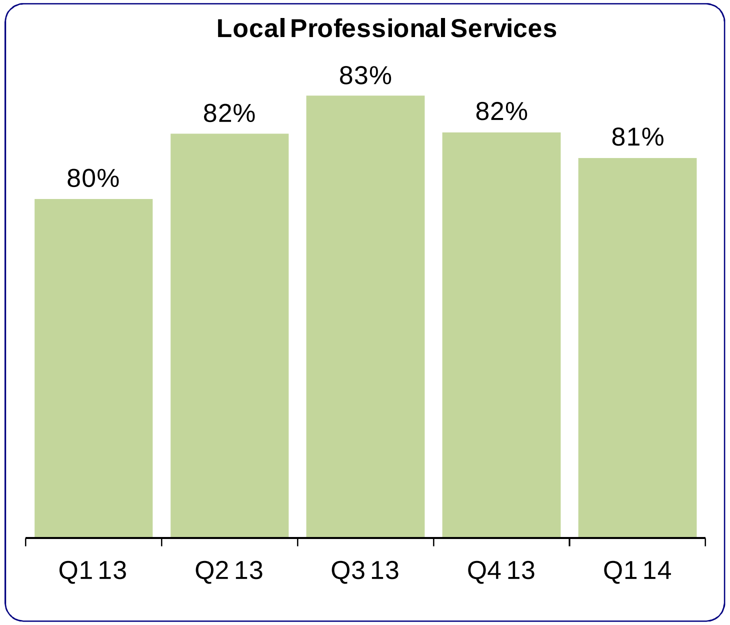


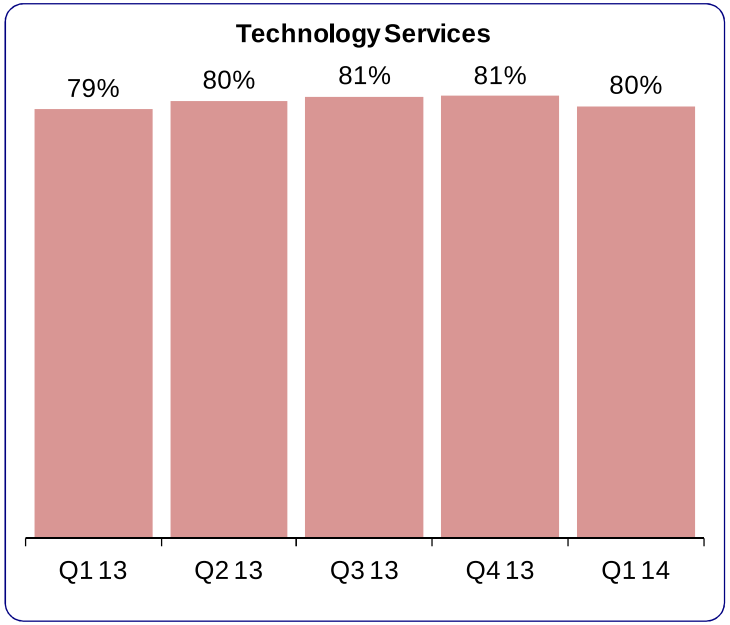
Offshore Headcount: 60 400
+16% Year-on-Year

Attrition YTD	Mar. 13	Mar. 14	Year-on-Year variation
Consulting Services	15.4%	21.9%	6.5pt
Local Professional Services	14.9%	13.2%	-1.7pt
Technology Services	16.2%	15.2%	-1.0pt
Outsourcing Services	15.2%	15.7%	0.5pt
Total	**15.5%**	**15.1%**	**-0.4pt**

Utilization Rates







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