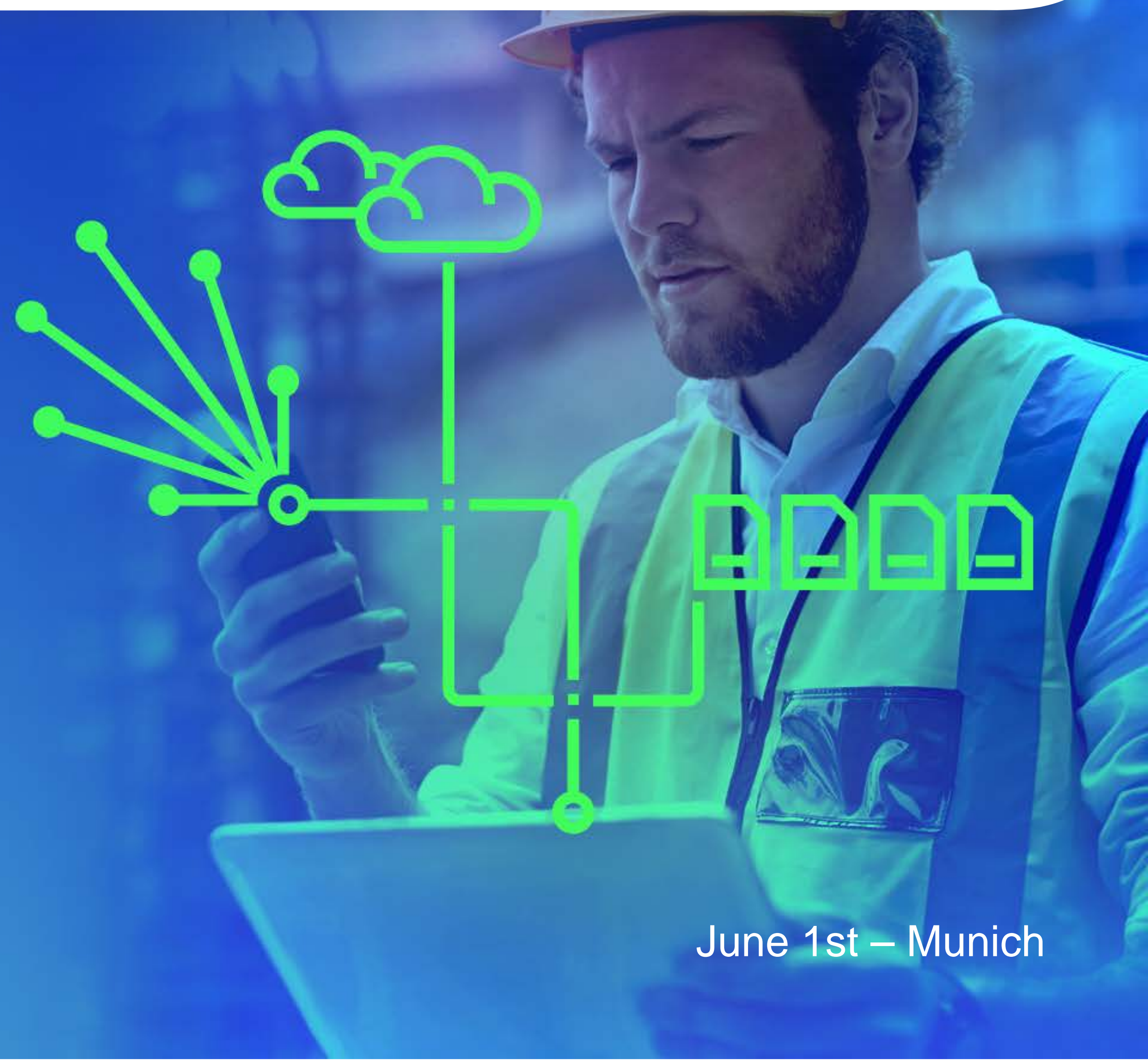


# Mathieu Colas

## 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

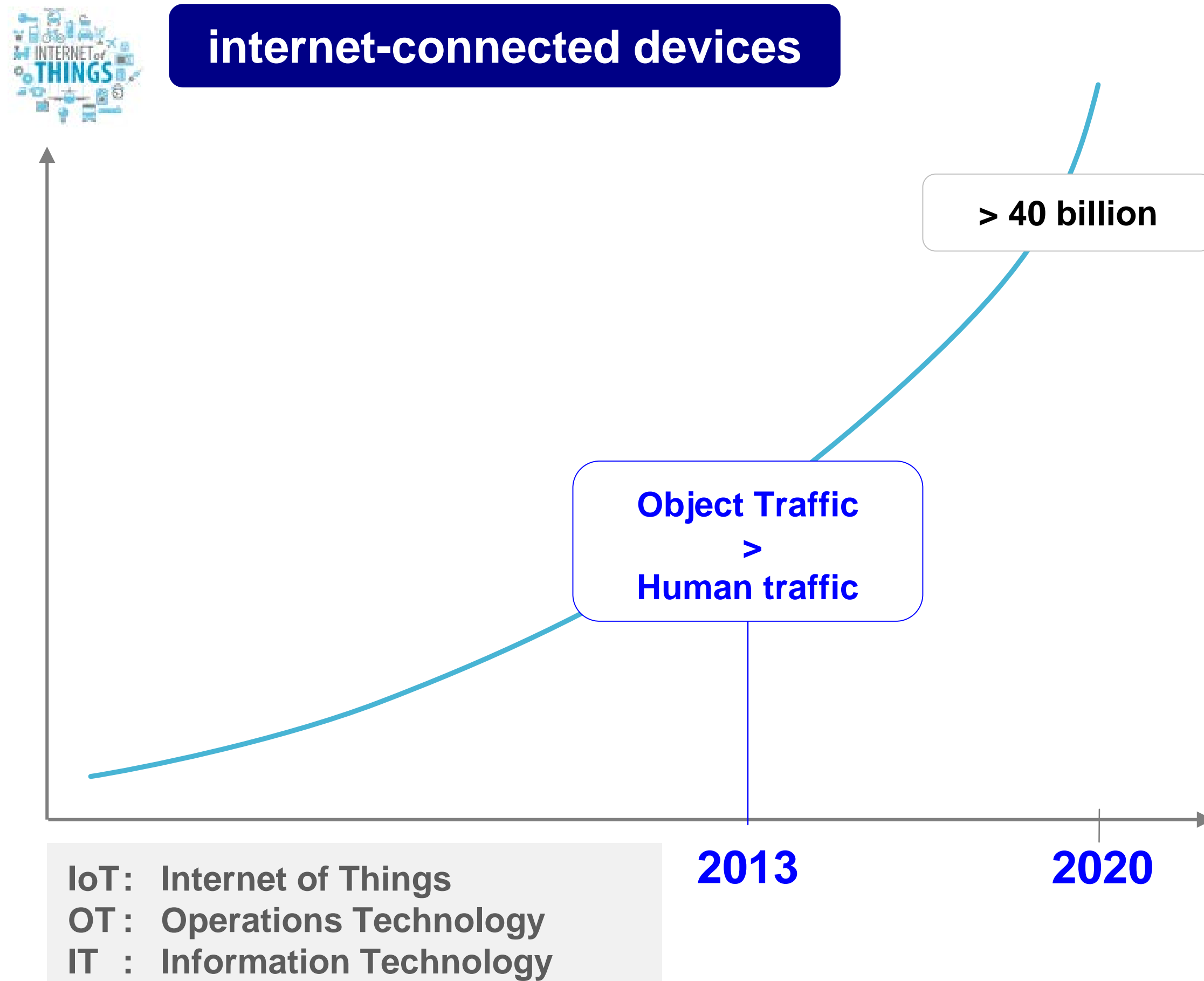


## Product as a Service

- Pay per use, pay how  
you use

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

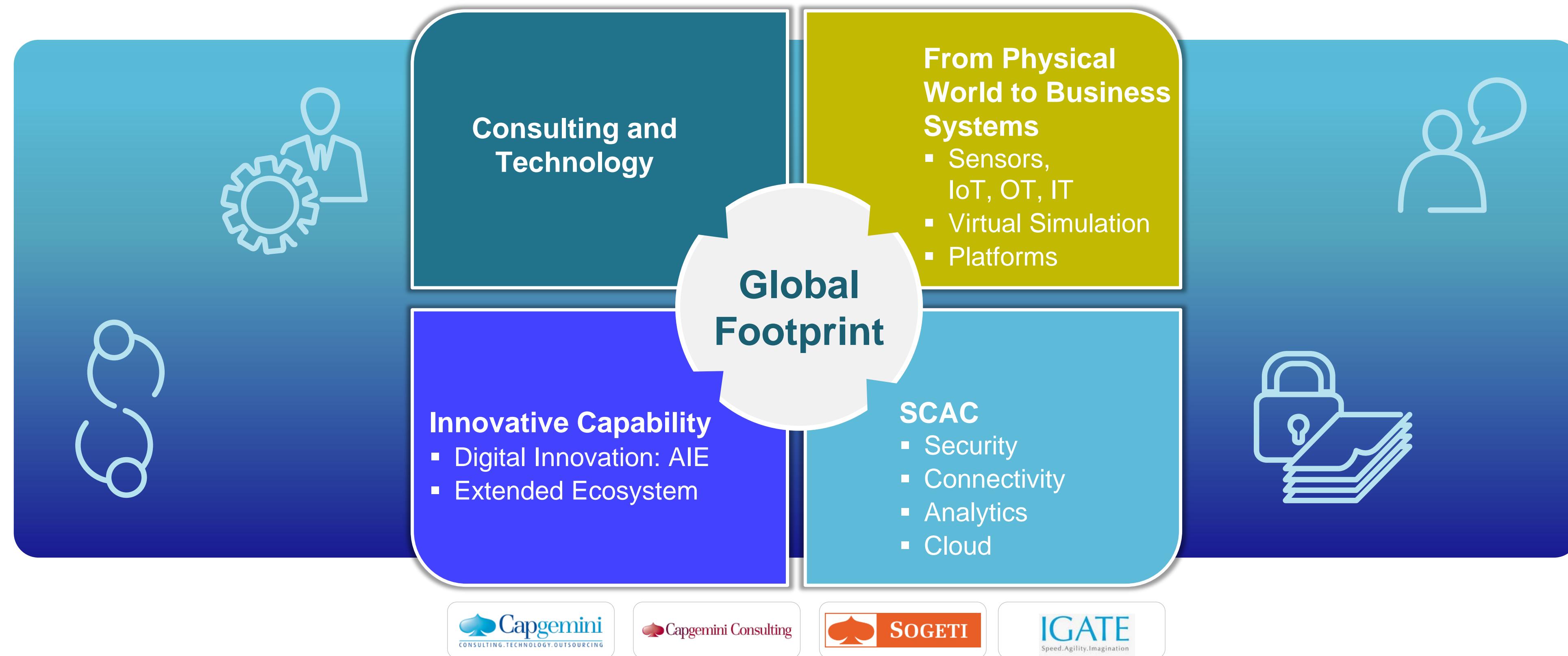
# IoT will now drive value creation



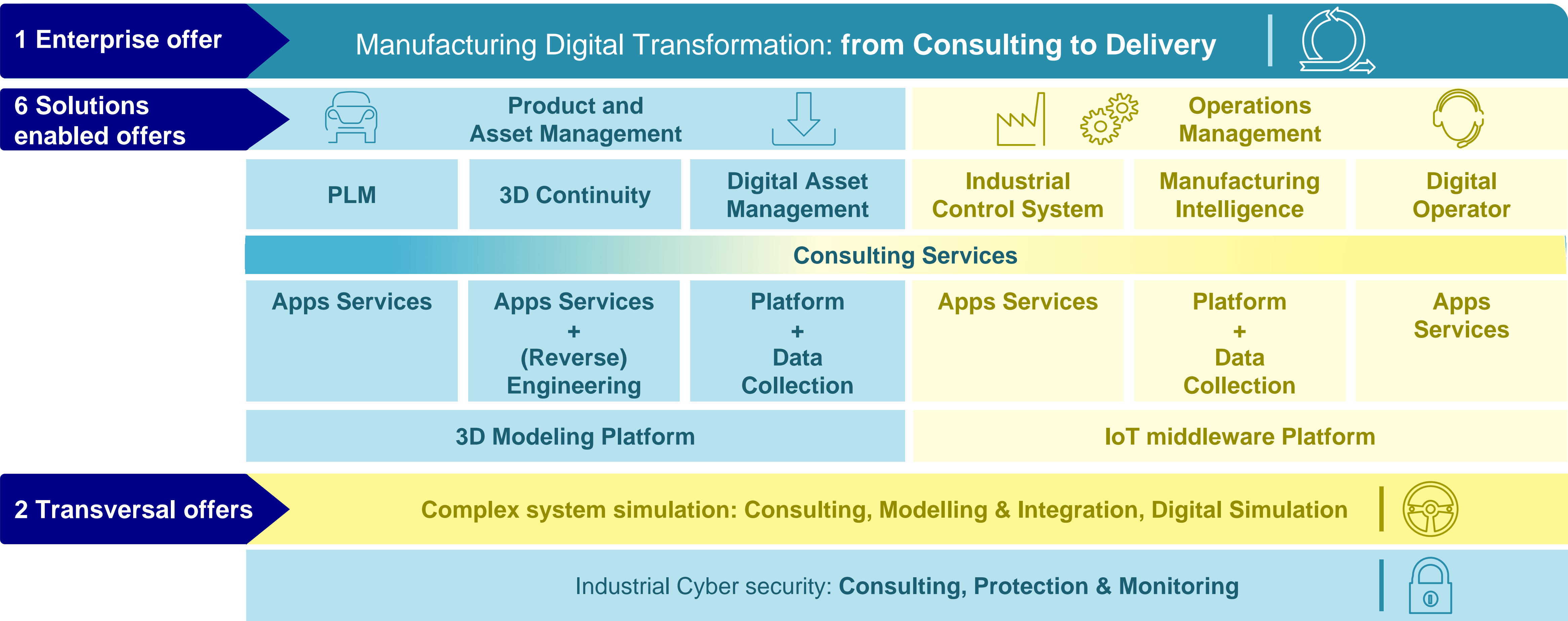


# Digital Manufacturing: A full end-to-end value proposal

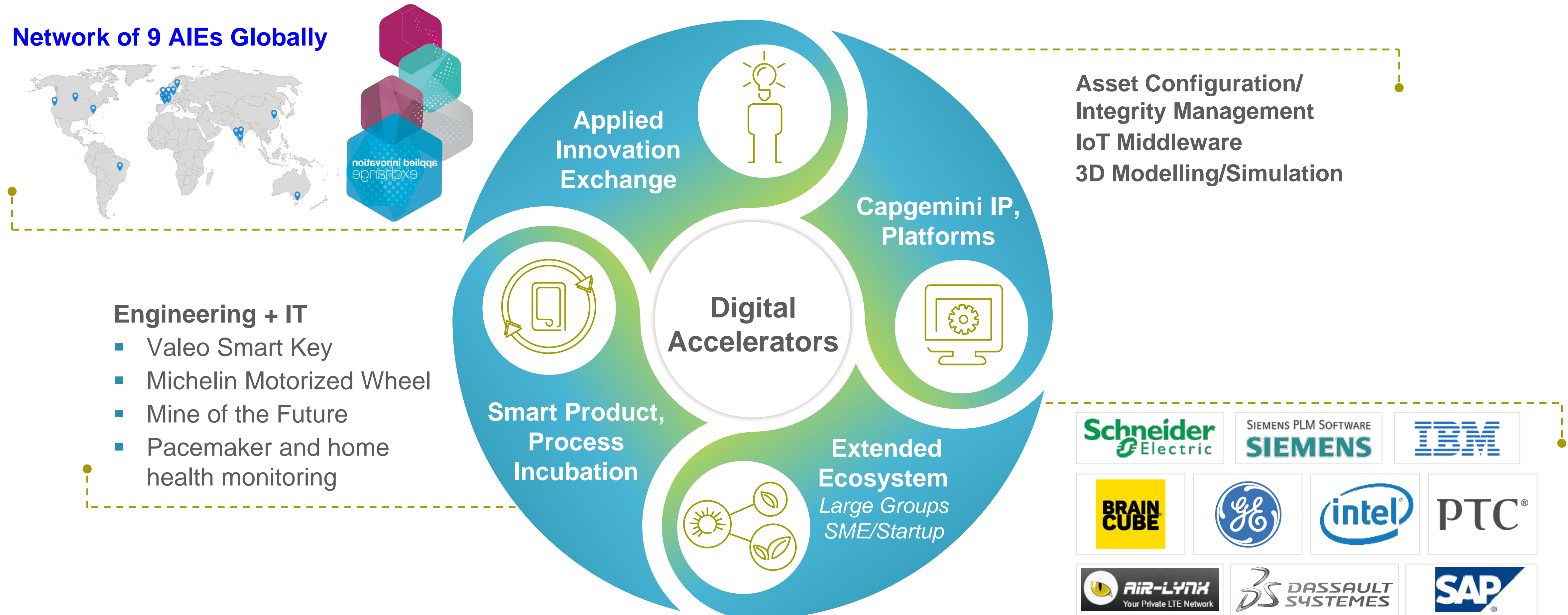
We help to steer the digital transformation journey to smart, connected products and plants



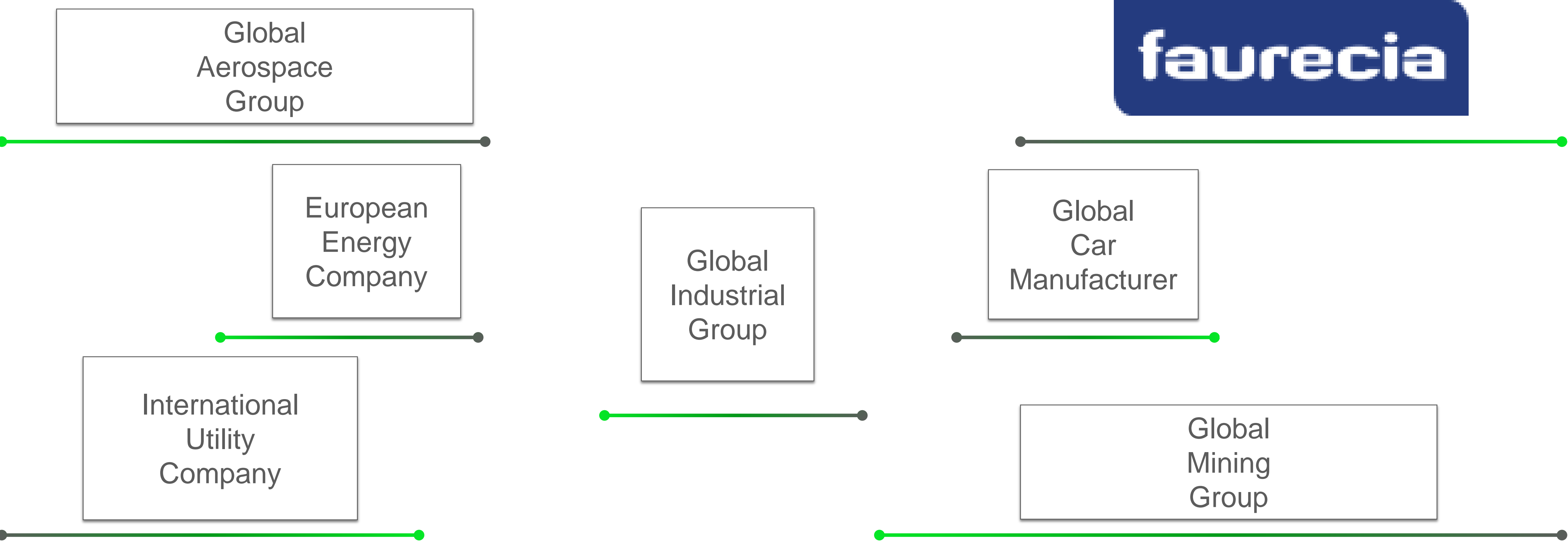
# Digital Manufacturing scope and stakes



# Strong innovative capabilities, extended ecosystem



# 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

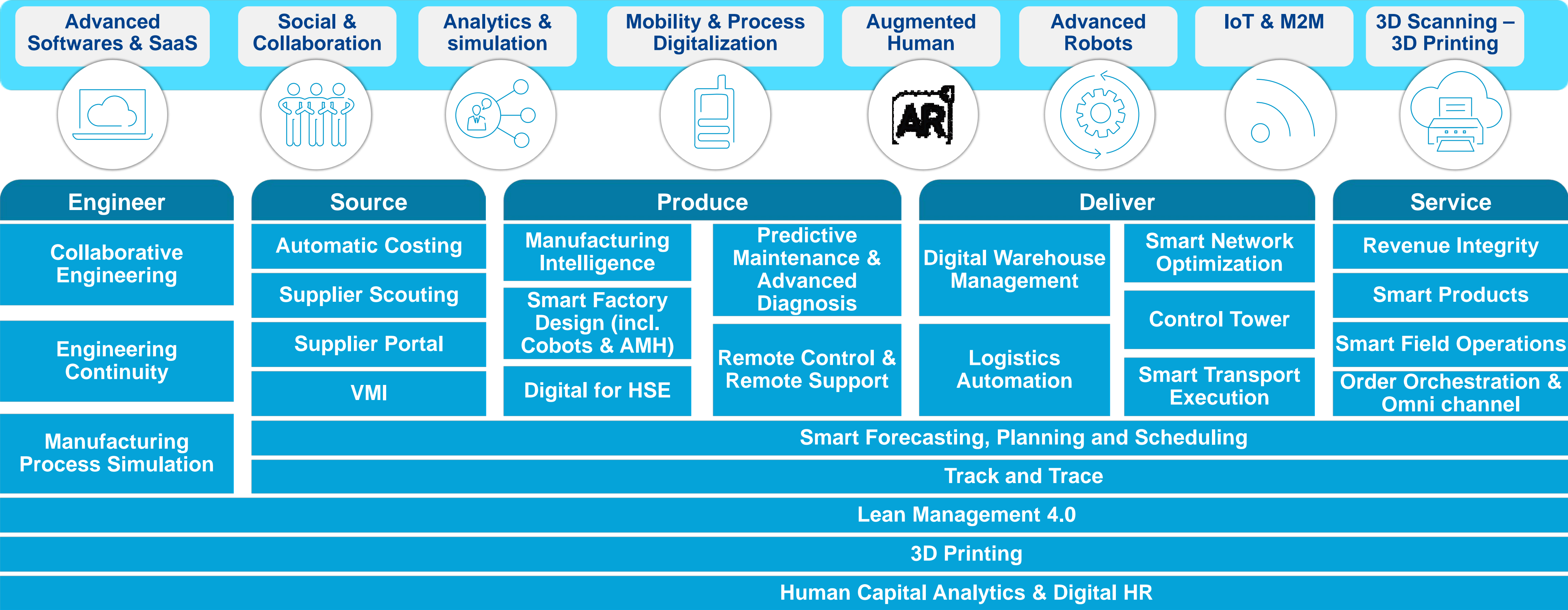
Globalization

Agility

Innovation

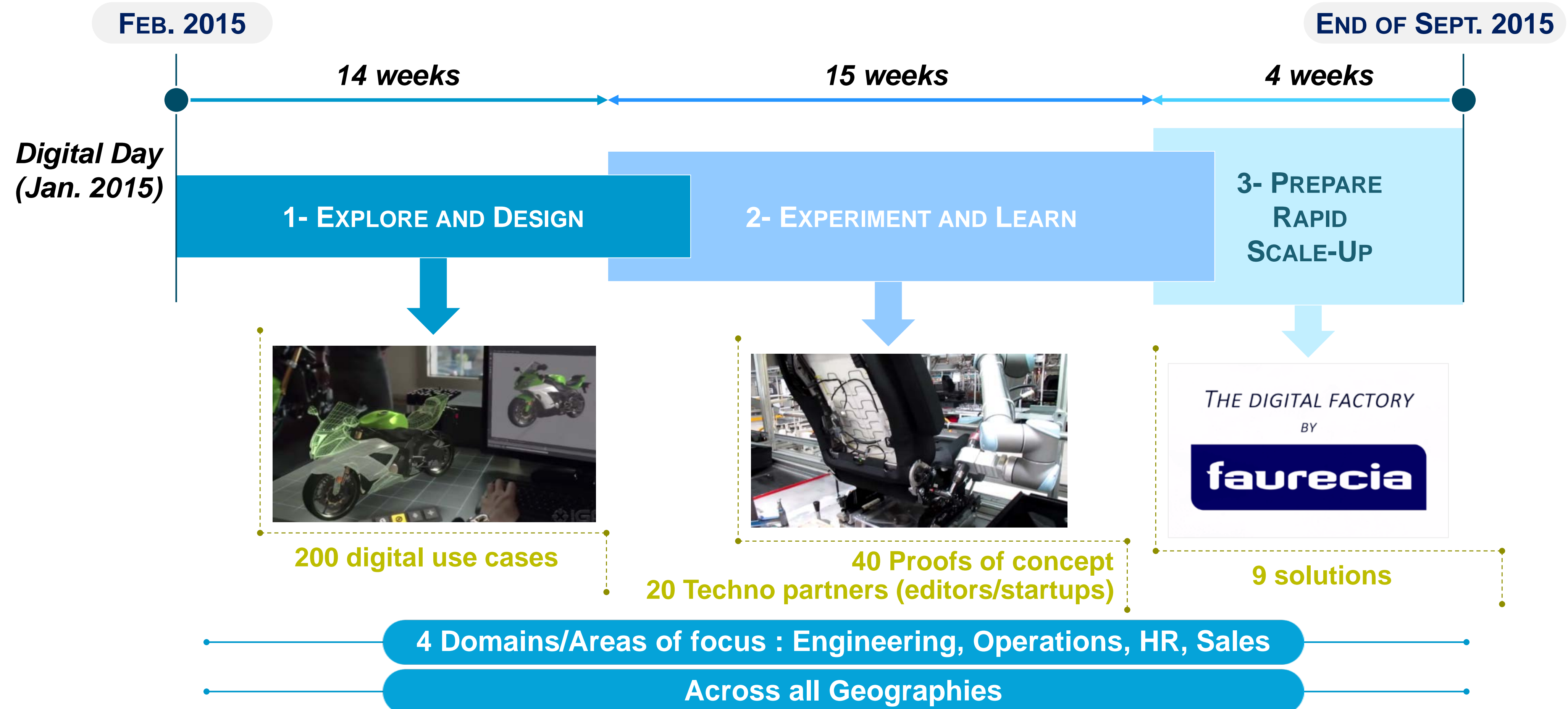


# New technologies drive a myriad of digital use cases

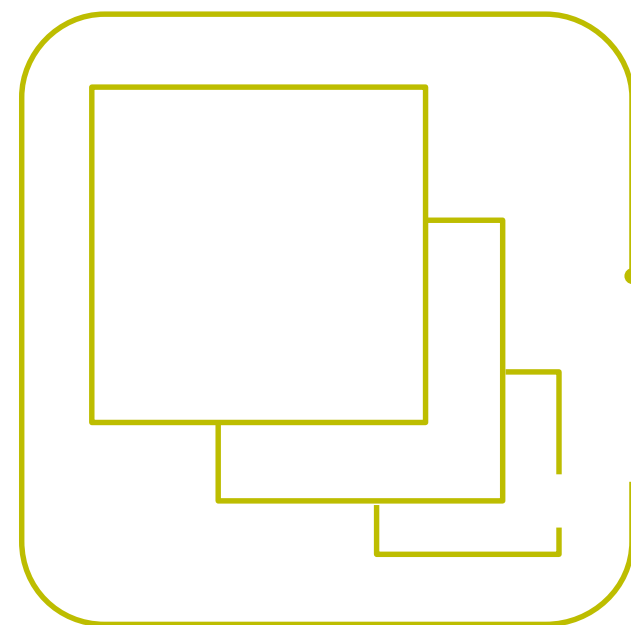


High risk for Faurecia to become a fashionista

# A systemic approach, at the speed of light



# A Value-driven Digital transformation



## “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

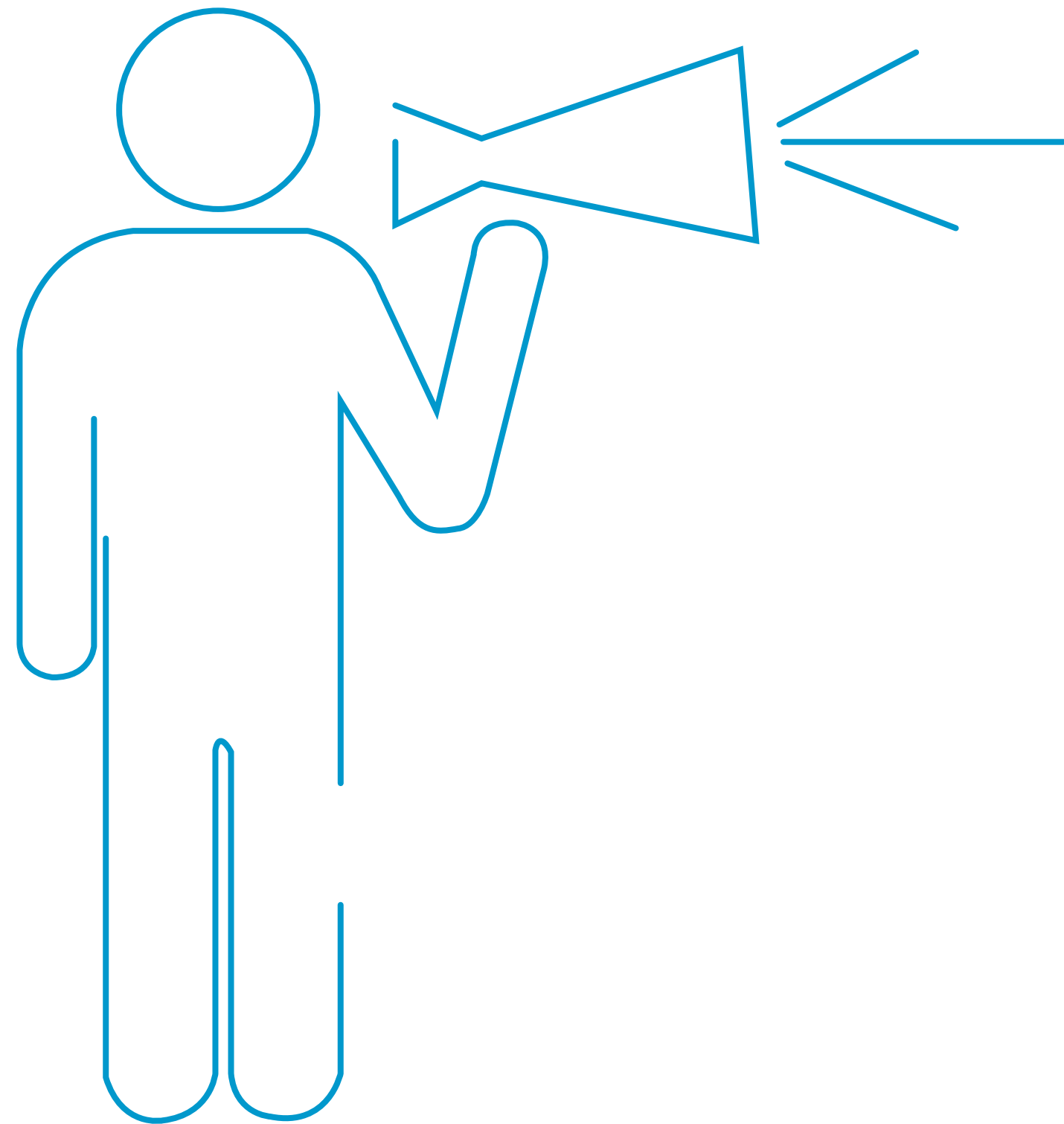
**Value creation target, correlated to sites deployments**

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.

[www.capgemini.com](http://www.capgemini.com)

