

Full Year 2020 Performance



Revenues

€15,848m

+13.7% YoY cc*

Operating Margin*

11.9%

-0.4pts YoY

Organic Free Cash Flow*

€1,119m

-€169m YoY

REGIONS

Revenues growth YoY cc Operating Margin

Region	Revenues growth YoY cc	Operating Margin
North America	31%	14.8%
	+7.9%	
Rest of Europe	29%	11.4%
	+23.7%	
France	22%	8.7%
	+14.1%	
UK & Ireland	11%	15.5%
	+6.7%	
APAC & LATAM	7%	13.0%
	+12.2%	

SECTORS

Revenues growth YoY cc

Sector	Revenues growth YoY cc
Financial Services	25%
	+4.1%
Manufacturing	22%
	+27.8%
Public Sector	13%
	+11.8%
Consumer Goods & Retail	12%
	-0.1%
Telco, Media & Technology	12%
	+62.8%
Energy & Utilities	10%
	+4.3%
Services	6%
	-1.3%

DIGITAL & CLOUD REVENUES

Are up by
around 15%

YoY cc

Account for
c.65%

of Q4 Group revenues

BOOKINGS

€16,892m

HEADCOUNT

269,800

+23% YoY

54% offshore

NORMALIZED EPS*

€7.23

+7% YoY

Excluding the transitional impact of the US tax reform representing a tax expense of €60m in 2019 and a tax income of €8m in 2020

RETURN TO SHAREHOLDERS

€745m

Dividend payment + Share buyback

YoY cc: Year-on-Year at constant currencies.

The terms and alternative performance measures marked with an () are defined and/or reconciled in the appendix to the press release.

For more information, see the press release on <https://investors.capgemini.com/en/>