



# GROUP backgrounder

With more than 190,000 people in 40 countries, the Capgemini Group is dedicated to helping its customers improve their performance by creating and delivering business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. Capgemini offers a range of services that combines four key business lines, considerable expertise in many sectors, and “packaged” offers that incorporate the finest available technology.

Since the creation of the Group 50 years ago, in 1967, Capgemini’s culture and business practices have been inspired and guided by seven core values. These principles drive the Capgemini Group as a whole and also as individuals. More than just rules of behavior, these values are at the heart of Capgemini’s approach as an ethical and responsible company. A fundamental part of the Group’s DNA, they are the guarantor of Capgemini’s reputation: Honesty, Boldness, Trust, Freedom, Solidarity, Modesty and Fun. In 2017 Capgemini was recognized by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices, as a 2017 World’s Most Ethical Company® for the fifth year in a row.

## FOUR MAJOR BUSINESSES

**Consulting Services:** (Capgemini Consulting), which help to enhance the performance of organizations, based on in-depth knowledge of client industries and processes;

**Application Services:** which devise, develop, implement and maintain IT applications covering the Group’s system integration and application maintenance activities;

**Technology and Engineering Services (Sogeti):** which provide assistance and support to internal IT teams within client companies;

**Other Managed Services:** which integrate, manage and/ or develop either fully or partially, clients’ IT Infrastructure systems (or that of a group of clients), transaction services and on demand services and/or business activities (Business Services).

Through its four businesses, Capgemini offers a wide spectrum of expertise. This enables us to respond to the majority of our clients’ business challenges, particularly through our solutions for: IT infrastructure, end-to-end management of IT applications, outsourcing of IT systems for support functions, digital engineering to underpin R&D, management of customer relationships through IT systems, procurement, strategy and transformation consulting.

## SIX SECTORS OF ACTIVITY

The Group’s sectoral expertise ensures that we are always up to speed with the challenges facing our clients and developing solutions tailored to their specific objectives. The Group has a presence in six sectors:

**Consumer Products, Retail & Distribution:** companies in these sectors are facing new constraints linked to productivity and the ever-increasing pace at which their customers’ expectations are changing. Capgemini provides them with the technology and expertise they need to access e-commerce platforms that combine flexibility and speed;

**Energy, Utilities & Chemicals:** using the latest technology, the Group helps companies in these sectors to overcome the twofold challenge of constantly changing regulations and increasingly stringent environmental standards. Capgemini is the world leader in IT systems for electricity meters known as “smart meters”;

**Financial Services (Insurance and Banking):** the Group supports the rationalization and simplification of financial institutions’ applications and infrastructure (particularly within insurance and banking). Our main fields of expertise are mobility, intelligent data management, client experience improvement and regulation compliance;

**Public Sector:** Capgemini assists administrations, companies and public agencies, as well as major local authorities, to implement their programs and plans for modernization, with an ever-growing focus on digital;

**Manufacturing, Automotive and Life Sciences:** these activities may be fertile ground for innovation, but improving competitiveness is a constant challenge. Through our outsourcing and Business Services, among others, Capgemini provides companies in these sectors with a wide array of solutions. These solutions enable companies to make significant savings on IT systems management and support functions, in addition to steering their digital transformation journey towards smart, connected products and plants;

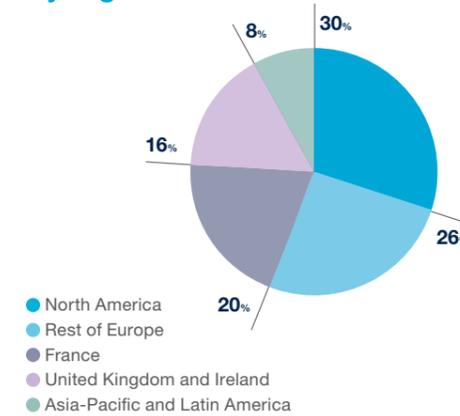
**Telecommunications, Media and Entertainment:** operators in this sector are faced with declining revenues from their traditional activities, competition from new players and the saturation of their networks due to the explosion of content. Having supported the sector for over thirty years, Capgemini offers access to in-depth knowledge of telecommunications and digital content, as well as our technological expertise with regard to networks.

Capgemini is constantly adapting and strengthening its products and services across all sectors and businesses.

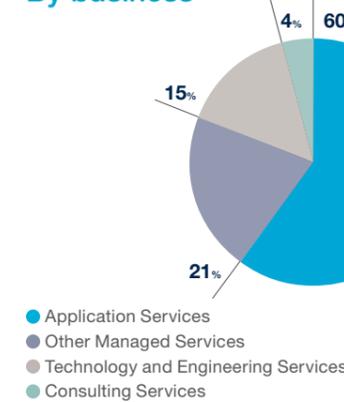
Cloud and Digital have become the main drivers behind the Group’s innovation and growth, boosting the entire portfolio.

## Revenue breakdown

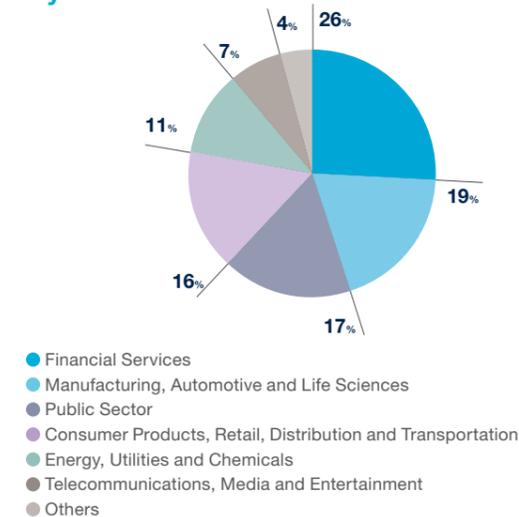
### By region



### By business

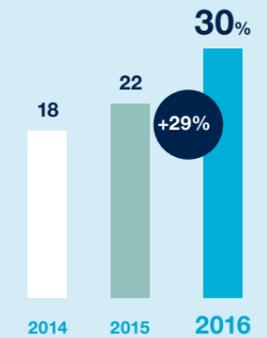


### By sector



## Digital and Cloud offerings

as a percentage of revenues  
Digital and Cloud revenues grew by 29% in 2016, accounting for 30% of total Group revenues.



## Bookings

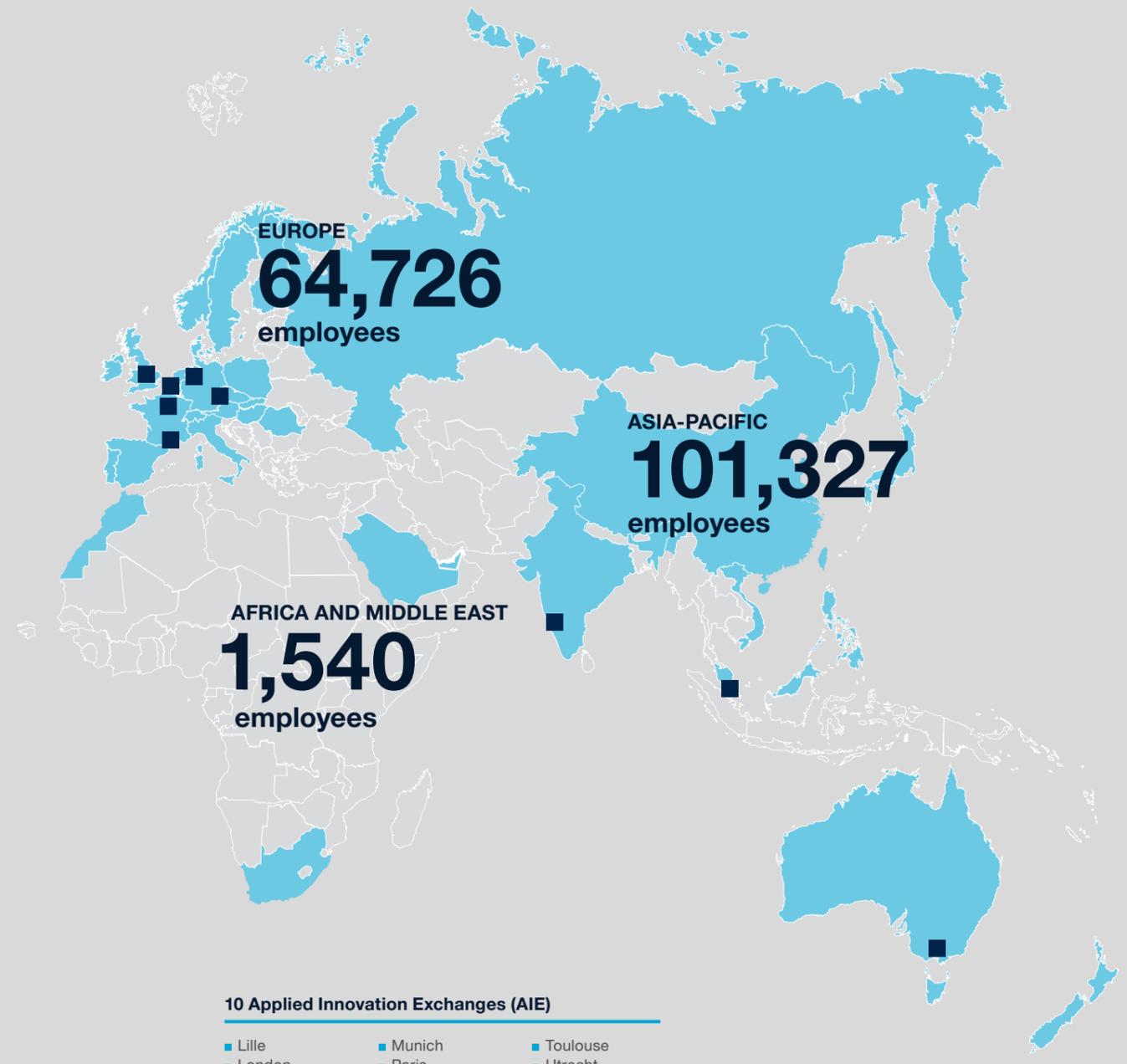
in billions of euros  
Bookings during the year totaled €13,027 million, compared with €11,538 million in 2015. The book-to-bill ratio stands at 1.04 for the year 2016.



# Capgemini around the world

AS OF 31 DECEMBER 2016

Capgemini is a diverse, multicultural and global player. It relies on close to 200,000 employees in more than 40 countries to deploy customized solutions for its clients in every market, sector and geography. Its Applied Innovation Exchange (AIE) supports the discovery and spreading of disruptive technologies which are key to the future of companies.



## Applied Innovation Exchange (AIE)

Capgemini's global network of innovation centers, the Applied Innovation Exchange, provides a structured environment that enables companies to understand and apply innovation, to proactively respond to the various technology and business shifts which are confronting them on a daily basis. The AIE is based on a fundamental observation: Innovation is useless unless it is applied. The power of the platform lies in its capacity to help companies quickly apply innovation. The network

brings together an entire ecosystem of actors—including sectoral experts, technology partners, academics, and startups—to provide clients with the latest advances in emerging technologies, such as the Internet of Things, data analysis, and cloud. In addition, each AIE offers specialized sector and process expertise. For example, the Munich AIE specializes in the automotive sector, the AIE in Paris in virtual reality, and the London AIE in FinTech.

### 10 Applied Innovation Exchanges (AIE)

- Lille
- London
- Melbourne
- Mumbai
- Munich
- Paris
- San Francisco
- Singapore
- Toulouse
- Utrecht

■ Countries where Capgemini is present