

# Full Year 2017 Performance



FY 2017 Revenues

€12,792m

+4% YoY cc\*\*

Operating Margin\*

11.7%

+20 bp YoY

Organic Free Cash Flow\*

€1,080m

+€9m YoY

## REGIONS

	Revenues Growth YoY cc	Operating Margin
31%	North America <b>+5%</b>	<b>13.5%</b>
27%	Rest of Europe <b>+8.6%</b>	<b>12.0%</b>
21%	France <b>+5.2%</b>	<b>9.9%</b>
13%	UK & Ireland <b>-9.6%</b>	<b>15.1%</b>
8%	APAC & LATAM <b>+7.9%</b>	<b>9.8%</b>

## SECTORS

	Revenues Growth YoY cc
27%	Financial Services <b>+6.4%</b>
21%	Manufacturing, Automotive & Life Sciences <b>+10.4%</b>
16%	Consumer Products, Retail, Distribution & Transportation <b>+7.8%</b>
14%	Public Sector <b>-7.9%</b>
11%	Energy, Utilities & Chemicals <b>+2.6%</b>
7%	Telecom, Media & Entertainment <b>-1.1%</b>

Other sectors account for 4% of Group revenues

## DIGITAL & CLOUD REVENUES

**+24%**

YoY cc

Account for

**38%**

of FY Group revenues

## BOOKINGS

**€12,890m**

## HEADCOUNT

**199,700**

+3.4% YoY

57% offshore

## NORMALIZED EPS\*

**€6.22**

+11% YoY

after adjusting 2016 earnings for the €180m non-cash income related to goodwill arising from legal restructuring

## RETURN TO SHAREHOLDERS

**€438m**

Dividend payment + Share buyback

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

\*The terms and non-GAAP measures marked with an (\*) are defined and/or reconciled in the appendix to the press release.

\*\*As announced on the publication of the outlook for 2017, growth at constant exchange rates is presented after restating 2016 and 2017 revenues for Brazilian equipment resale activity that has been discontinued.

For more information, see the press release on [www.capgemini.com/investors](http://www.capgemini.com/investors)

# Q4 2017 Performance

Revenues Q4 2017

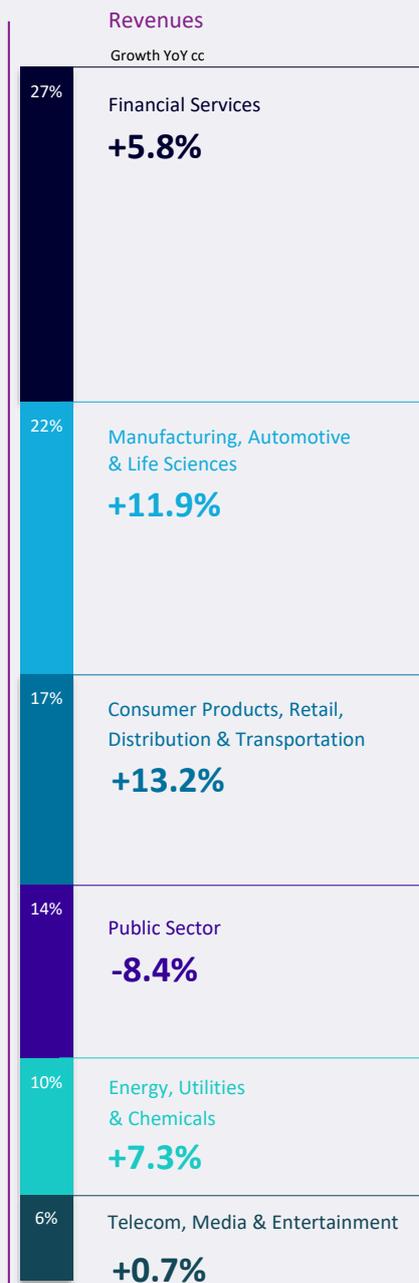
€3,334m

+6.2% YoY cc\*

## REGIONS



## SECTORS



Other sectors account for 4% of Group revenues

## DIGITAL & CLOUD REVENUES

+26%

YoY cc in Q4

Account for

40%

of Q4 Group revenues

## BOOKINGS

€3,801m

## HEADCOUNT

199,700

+3.4% YoY

57% offshore

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

\*As announced on the publication of the outlook for 2017, growth at constant exchange rates is presented after restating 2016 and 2017 revenues for Brazilian equipment resale activity that has been discontinued.