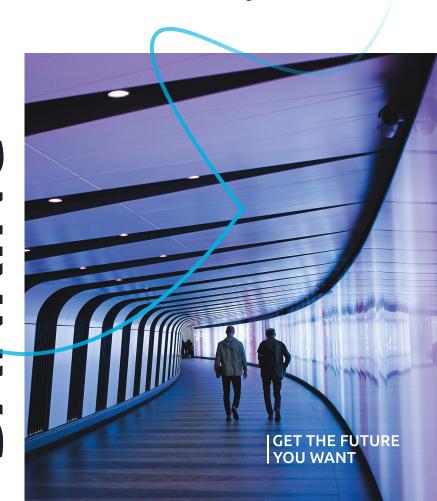
## Capgemini invent

## U Z Z Z INDUSTRY PORTFOLIO





## TOMORROW'S BANKING - INVENTED NOW

To succeed, tomorrow's bank needs to be resilient, flexible, efficient, and sustainable.

The unprecedented complexity of change in banking is being accelerated by high inflation, stricter regulations, a fragmented market environment, and a range of evolving geopolitical factors. In these uncertain times, it's becoming even more important to make today's bank fit for tomorrow's volatile future.

The core of being fit is **resilience**. But how can tomorrow's bank become resilient? A bank needs a strategy that not only works in theory but also in practice for the way it operates, the benefit it can bring to its shareholders, and – ultimately – the value it can deliver for its customers. With the right strategy, a bank can simplify its operations, deliver profitability, manage impairment levels, and protect its capital buffers. To deliver this strategy, a resilient bank requires intelligent compliance and risk management frameworks and tools.



New technologies enable all industries, including the banking sector, to unleash new opportunities. This potential can only fully unfold if a bank incorporates flexibility into its very essence. Cloud solutions, metaverse and tokenization are only a few examples that show the constant technological change. This emergence of new technologies will provide opportunities for banks to develop flexibility in the way they operate and enable them to become truly resilient.

But technology is only one aspect of the opportunity. Another aspect is having the right people with the right skills and mindsets. To achieve this, it becomes necessary to attract and retain the best talents, keep your talents up-to-date with the right skills, and equip them with the best technology in a modern and future-proof work environment.

To deliver enduring efficiency and profitability, banks also require suitable and adaptable operating models that enable them to continuously exploit new sources of data and dynamically enhance their processes. The outcome: better customer experience, lower costs to serve, enhanced profitability, and robust regulatory engagement.

While resilience, flexibility, and efficiency are necessary for tomorrow's bank, there is more to do to deliver long-term outcomes. Sustainability is an integral part of tomorrow's bank. Forwardthinking banks will manage their operations through a sustainability lens where they will reinvent and digitize their business models to deliver on declared. commitments. At the same time, they will act as a catalyst for positive social and environmental changes across all industries. In addition to climate focus, these future-proof, resilient banks will strive to deliver social and governance outcomes in all their operations.

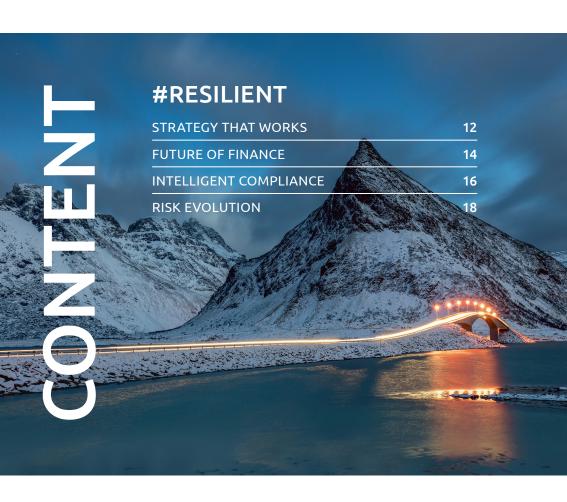
In order to succeed in a heavily volatile and unsecure market environment, tomorrow's bank will be built on four pillars: resilience, flexibility, efficiency, and sustainability. Together with our clients, we have developed practice-proven offers for all four pillars. We are delighted to summarize our offerings in this booklet, and we envisage it will help our clients to lead the way and prosper within the sector.

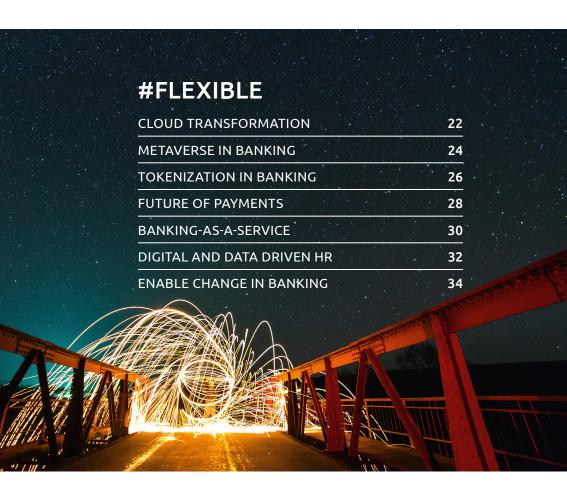
We hope you enjoy exploring our offers as much as we did while creating them. We look forward to working with you to help design and build tomorrow's bank!

JOACHIM VON PUTTKAMER

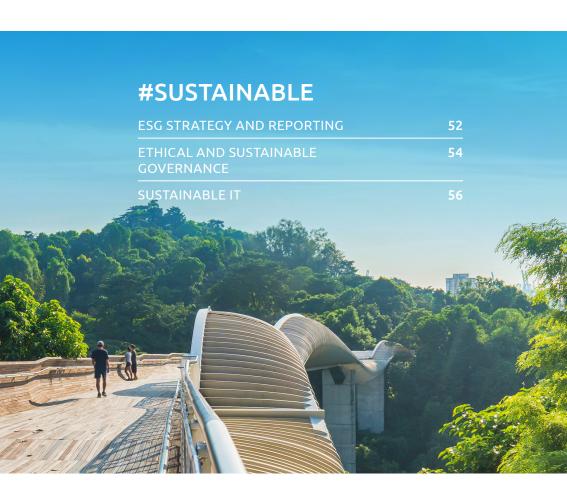
Executive Vice President, Global Head of Banking Invent



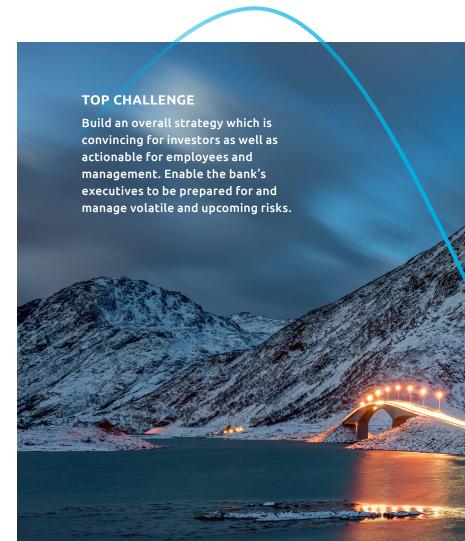




## **#EFFICIENT** MODERN BANKING OPERATING MODEL 38 INTELLIGENT BANKING PROCESSES 40 DATA STRATEGY AND GOVERNANCE 42 CONNECTED MARKETING AND CUSTOMER EXPERIENCE 44 FUTURE OF SOURCING 46 IT COST EFFICIENCY



## #RESILIENT



**"BANKS ARE FACING** MANY DIFFERENT RISKS AND UNCERTAINTIES IN A VOLATILE ENVIRONMENT. THE GOAL SHOULD EXTEND BEYOND A COPING STRATEGY - BANKS NEED TO IDENTIFY AND MITIGATE **CHALLENGES IN ADVANCE."** 

# STRATEGY THAT WORKS

## **CHALLENGE:**

While generic strategies for banks are simple on the highest level "hold the client interface," "be the technology provider," "provide the products," filling these with life, and balancing the goals are what proves to be the biggest challenges. You will not hold the client interface without the right technology or product or partner.

## **SOLUTION:**

Every strategy needs to be customized to the bank and its customers. It needs to take into account the vision for the future, as well as the organizational capability and ability for change, and be specific. Jointly, we will look at your clients, your competition, your starting point and your people and design a vision for the future that is right.

100%

of banks have a strategy (on paper)

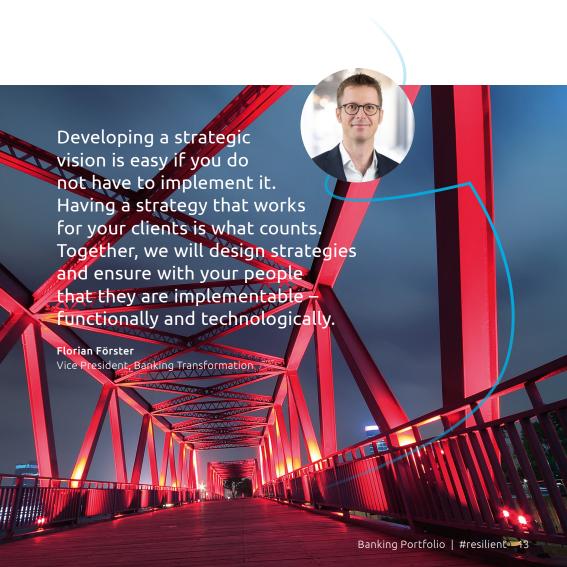
~10%

of bank employees know their own strategy

<1%

customers understand bank strategies





## FINAN FUTURE

## **CHALLENGE:**

Banks face several challenges including a highly customized and fragmented IT landscape, constant regulatory pressure, increasingly complex business questions and disruption in the banking market. These challenges make it difficult for the CFO to focus on being a strategic business partner offering ad-hoc data driven recommendations and efficiently steering the bank.

## **SOLUTION:**

To keep up with these new challenges, cutting-edge solutions and sustainable innovation are required to enable the CFO to provide reliable financial data, fulfill regulatory obligations, and run processes efficiently to transform and future-proof the financial architecture of the bank. These tools can be usage of smart workflow tools, process mining, or data analytics tools.

## 8 DAYS

can be saved on each month-end closing

**15**%

decrease in cost base through automation

20%

cost base reduction through harmonized finance architecture



## INTELLIGENT COMPLIANCE



Financial institutions are facing a complex regulatory, economic, and public environment. To meet regulatory requirements, and avoid legal and reputational damage, compliance tools have been broadly implemented. However, the main challenges of compliance remain risk coverage, technology, strategy, IT architecture, data management, and operationalization.

## **SOLUTION:**

Our solutions make use of innovative technologies providing additional benefits: we strengthen the defense strategy vis-à-vis regulatory authorities and interested third parties, we help to significantly reduce operational, maintenance and licensing costs, and we establish and expand technological leadership through the usage of technological innovations.

**UP TO 50%** 

reduction of KYC cost with our KYC automation approach **>70**%

reduction of false positives with our Al monitoring approach (e.g., AML, Fraud. Trade Surveillance)

**>70**%

cost reduction with our approach, mostly based on open-source software

## **RISK EVOLUTION**



Rising interest rates, high inflation, geopolitical tensions, vulnerable supply chains, ESG as well as the evolution of technology require adaptions to management of risk and risk data.

Combined with regulatory strategy and high margin pressure, improvements and new solutions for risk data sourcing, data consistency, risk measurement and scenario analysis capabilities are necessary.

## **SOLUTION:**

We have a variety of solutions to enable risk management to meet the current challenges, ranging from TOM adaptions including implementation and change support over further development of risk measurement to new risk data sourcing (e.g., for ESG data) and data management strategies. We also use modern analytics to increase efficiency, flexibility, and scenario capabilities.

35%

increase of annualized EL rates due to climate risk

28%

of banks integrate climate risk in their credit risk consideration only

30%

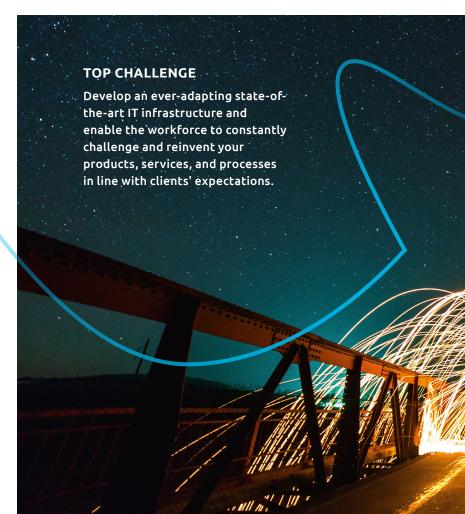
cost reduction potential by digitalization of risk management

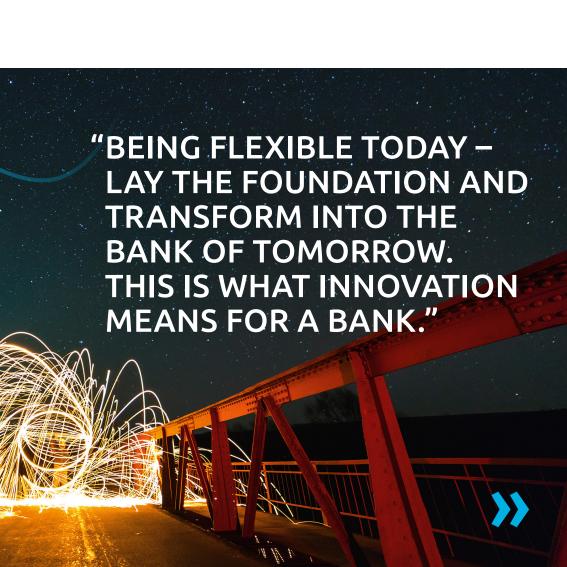


Between new and more complex challenges and cost pressure – the solution for the risk management of tomorrow is to leverage new technologies and efficient use of data.

Alexander Kraft Director, Risk in Banking

## XIBLE #FLI





# CLOUD TRANSFORMATION



Mastering the challenges of legacy infrastructure, security and compliance, and missing know-how is not enough. Considering business needs and IT demands is key to realize the value of cloud. Besides IT standardization and IT modernization, business process potentials, innovation, and sustainability also need the right focus and skills to accelerate cloud transformation.



Oliver Reckermann Vice President. F2F Cloud Transformation in FS

## **SOLUTION:**

The true cloud value can be realized with a real E2E approach, accelerating strategy implementation, mastering cloud migration complexity, and automizing IT operations. We help executives to achieve their goals and simultaneously reinvent operating model, redefine partnerships, and implement cloud services and cloud architecture to successfully transform and enable innovation



Tae-Ho Shin Director. Cloud Transformation



# **METAVERSE IN BANKING**

## To fully unleash and exploit digital growth potentials, financial services providers should define a forward-looking extended reality strategy.



## Florian Gmach

Senior Director, Digital Transformation in FS

### **CHALLENGE:**

Today, there are numerous strongly growing virtual worlds such as social games, showrooms, detailed replicas and vibrant event hubs. But as a financial services company, one of the key questions is how do I find the right way into existing virtual worlds or how do I even build my own thriving virtual world to maximize the overall value for my organization.

## **SOLUTION:**

We at Capgemini Invent have a highly innovative in-house metaverse lab (M-lab) that bundles deep web3 expertise in upcoming areas such as virtual reality (VR)/ augmented reality (AR), non-fungible tokens (NFTs), and digital twins. Together with our clients, we use our M-lab to identify new virtual playing fields that are relevant, and in these areas, we jointly realize growth potentials through our dedicated strategy and tech expertise.

≥€**700**B

revenues in the global metaverse context expected by 2024 ≥**85**%

of GenZ are interested in AR shopping

≥60%

of online savvy people would use the metaverse

# TOKENIZATION IN BANKING



A new and completely decentralized financial ecosystem already exists.

Banks need to position themselves to play a role in the future of finance.

**Dr. Steffen Reidt**Director, Blockchain



The financial ecosystem is entering the next stage of digitalization with tokenization at its core. Drastic improvements of existing processes and new business models are the consequence. Entering this next level of digitalization requires a change of skills, technology stack, and a new business model paradigm in which banking is moving towards seamless services.

## **SOLUTION:**

We help banks to understand the evolving new decentralized financial service ecosystem and find their strategic positioning and roadmap. As a first step we, e.g., support in optimizing existing processes based on smart contracts and tokenization. We develop new business models jointly with our clients, to also support in E2E-implementation and maintenance.



**Dr. Stefan Huch** Senior Director, Payments

In a technological rapidly changing global payments landscape, banks, merchants, or acquirers face increasing challenges that bring new opportunities at the same time. One example is payment transactions processing. Payment service providers (PSPs) enable banks' corporate clients to accept payments any time at any place. Therefore, banks and their ecosystem need to seize transformation opportunities and constantly reinvent themselves.

## **SOLUTION:**

In order to survive in a fiercely competitive payment environment, banks must continuously make their payments ecosystem more efficient, resilient, sustainable, and data driven. Capgemini Invent provides E2E solutions and combines strategy, technology, data science as well as creative design with an innovative mindset to collaboratively optimize and transform our clients' businesses.

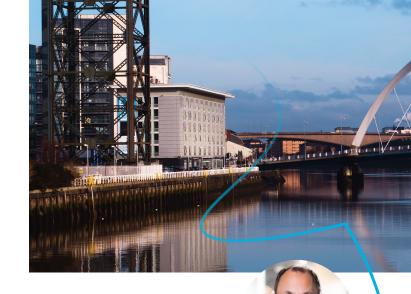
**8-10**%

increase in sales per year with sustainable merchant solution 43%

of all banks plan to provide "Design Paymentas-a-Service" to improve customer satisfaction 10%

optimization of profitability by building a target picture on payment ecosystem and impact on TOM

# **BANKING-AS-A-SERVICE**



Banking-as-a-Service (BaaS) represents a significant potential for top-line growth and fee income from leveraging IT investments.

Michael Zwiefler
Vice President, Next Generation FS



Current bank IT systems typically consist of significant amounts of legacy technology. These legacy platforms reduce the banks velocity and translate into high costs to change and maintain systems. This puts banks at a disadvantage vs. new market entrants without legacy that are able to address customer needs faster and with a better customer experience.

## **SOLUTION:**

Banking-as-a-Service (BaaS) enables financial service firms to offer their services to other companies by leveraging their existing investments into IT and operations. This provides a lower cost base and the opportunity for fee and interest income through whitelabeling. BaaS also opens up the opportunity to purchase external whitelabel solutions, which can lead to cost efficiencies.



In the 1980's, 70% of HR transformation programs failed to meet their goals. This failure rate has increased to 84% in the digital era. Furthermore, many banking clients have been challenged by major regulatory transformation requirements implementing large HR transformation programs in a situation of budget constraints over the last years.

### **SOLUTION:**

Capgemini overcomes these obstacles with the "Experience-Excellence-Approach" – bringing together people, process, technology, data, and service to deliver exceptional employee experiences and sustainable HR transformation outcomes in risk- and dependency-proven global project governance setups. We combine HR and HR IT expertise with org strategy, programme and change as well as workforce transformation capabilities for sustained outcomes.

80%

of financial institutions rely on HR cloud solution

**17**%

of financial institutions have already successfully completed their HR cloud transformation **ONLY** 35%

of financial institutions have a documented HR-IT strategy

# ENABLE

## **CHALLENGE:**

Banks are still struggling to become more flexible, efficient, digital, and innovative. But the biggest challenge is to take the people with you. Change only works with high adoption rate and this is the key to succeed in the future. A transformation must include the needs of employees and executives from front to back office and respond with appropriate measures.

### **SOLUTION:**

Actively manage the transformation of your bank by tackling the people's change journey. We offer a structured set of change intervention measures that covers change management, culture, communication and upskilling to address your specific needs, e.g., training concept based on change impact of credit process optimization, targeted communication based on the strategic vision of your merger or IT transformation.

100%

of transformation initiatives need continuous and target-oriented change management

>3x

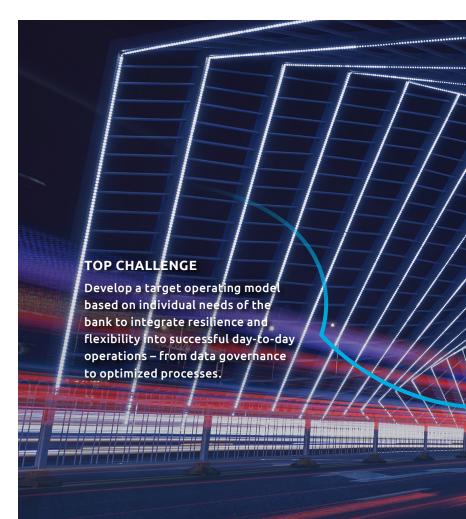
more likely to outperform industry peers, if having high change management and communication effectiveness

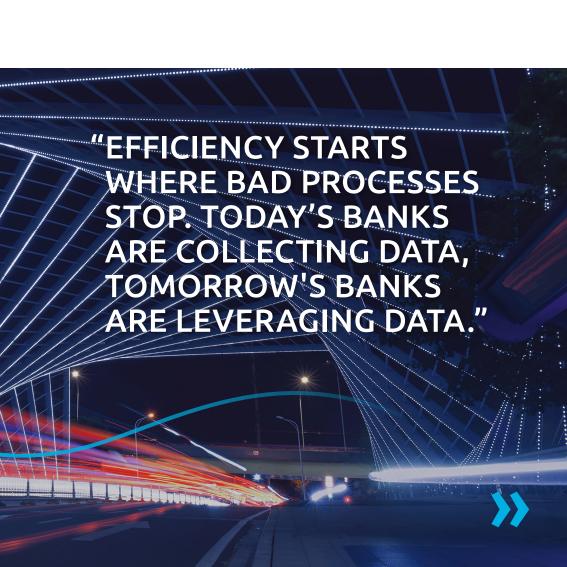
< 50%

of organizations have the learning infrastructure to upskill employees



## ENT Ш Ш





### BANKING ATING MODE MODERN



Separating development from business-as-usual tasks in a TOM enables ongoing improvement. It also helps focus skills and attention where it is needed, which is not in a historic or dated process but in continuous transformation.

### Florian Förster

Vice President, Banking Transformation



Based on changing environments, due to new regulation and other market forces, a target operating model (TOM) needs to support ongoing transformation. Classical models are based on functional silos that do not take an E2E-view. They only look at individual tasks, e.g., KYC checks instead of a full loan lifecycle from application to repayment, and do not have dedicated transformation resources.

### **SOLUTION:**

Build an operating model focused on transformation and line tasks. Banks need to be diligent and differentiating between the roles. They need to ensure that transformation is not just staffed from the line but stand alone. In a stable model, transformation units will drive the way of working in line functions, not the other way around. Transformation is a key task like e.g., Risk or HR in a bank.

### **PROCESSE**

### **CHALLENGE:**

Banks' lending processes are currently challenged with a long time from initiation to a successful payment to the customer, high costs due to long process chains and low level of digitization, as well as tedious and redundant human reconciliation loops. All of these are leading to misunderstandings among the workforce and causing frustration for the customer.

### **SOLUTION:**

Given our successfully applied intelligent process optimization framework, we are able to transfer the process E2E to a user-friendly workflow application, integrate intelligent automation technologies into a holistic process model or individual process steps to reduce the workload of the processing staff and to improve the customer journey.

1 YEAR

to get to a digital E2E process

**30**%

faster processing time within one year

**UP TO 23**%

lower process cost within one year

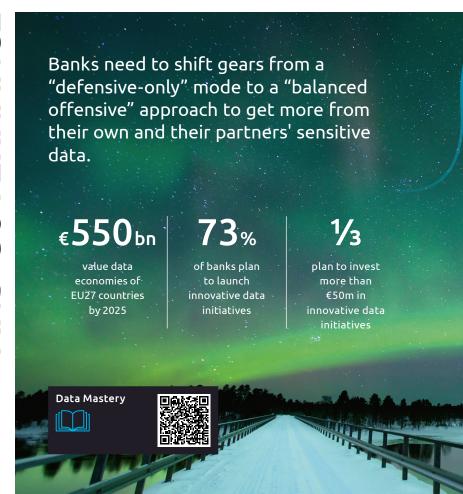
Banks need to drastically improve efficiency and decrease costs of their processes to keep pace with the market, technological innovations and to satisfy customers. The necessity to incrementally transform and optimize critical processes will keep competition at bay because engaged customers are more loyal.

### Eric Wothe

Senior Manager, Data Driven Banking



## DATA STRATEGY AND GOVERNANCE



Banks are gathering new data every day, but many banks still struggle to govern, share and unleash the competitive advantage that lies in their data. Especially in this sensitive environment, a strategy needs to be found that secures regulatory compliance and enables new data driven business models.



Philipp Wagner Vice President. Data Strategy & Factory

### **SOLUTION:**

Collaboratively with our customers, we develop the right data strategy and governance to create business ownership and establish operational and technical foundations (e.g., cloud and data mesh). Thus, our customers will not only be able to control their internal data, but also make it a real business asset, bring a data culture into the business, and become the driver of their collaborative data ecosystem.



Jörg Becker Senior Director. Data Driven Banking

Financial institutions are confronted with significantly changing customer behavior and expectations driven by purpose and values as a well as standards set by new age players. Customers expect a hyper-personalized omnichannel experience that banks struggle to deliver due to outdated marketing technology and data silos preventing them from managing the customer journey.

### **SOLUTION:**

We help banking institutions to connect the dots of all disciplines required to define transformational, future-proof human experiences that move the hearts of the customers and the market. We support you activating the customer base through the right content supported by data insights, an optimal MarTech stack, a scalable organizational setup, as well as a state-of-the-art customer experience (CX).

**47**%

of customers do not rate their banking service as great experience

100%

higher Net Promoter Score (NPS) of new age banking player than traditional players

**75**%

of customers are open to switching to a new age player for a more advanced customer experience



The "moments of truth" in banking today are more clearly defined than ever. The consumer expects real-time hyper-personalization and decision making along the entire customer journey. How banks respond to this shift willdefine the banking industry for the foreseeable future.

### Jochen Wölpert

Senior Director, Digital Transformation in Banking



### FUTURE OF SOURCING



Focus on sourcing shifts from pure "cost efficiency" towards a more strategic partnership approach to enable banks to increase innovation and new business opportunities.

### Daniel Biechele

Director, Enterprise Model & Strategy

### **CHALLENGE:**

For banks with diverse business models and strategies, cost pressure is a key driver for sourcing, i.e., inefficiencies in organizations and non-harmonized processes/services. This leads to wrong prioritization, e.g., focus on processes only instead of business. On top of that, increasing competition by FinTech's, new regulations, etc. additionally put banks under innovation pressure.

**SOLUTION:** 

As an outsourcing organization with strong banking expertise, it's in our DNA to define and implement E2E sourcing strategies. This includes the best practice organization and repositories for e.g., processes, products as "plug-and-play". Additionally, our ecosystem for innovation and new businesses enables a flexible "plug-and-play" service implementation. This will be accompanied by our monitoring solutions (Value Office).

**57**%

of banks plan to use a BaaS model

66%

of banks plan to outsource due to focus on core business **89**%

of banks plan to use an laaS (Infrastructure-asa-Service) model

### **EFFICIENCY** COST

### **CHALLENGE:**

While improving efficiency and reducing costs remain a top priority of global CIOs, most cost reduction programs do not lead to sustainable benefits – they often act like yo-yos and put the future at risk. Moreover, our experience shows that traditional cost reduction programs follow a bottom-up approach and mostly fight symptoms instead of causes.

### **SOLUTION:**

Applying our successfully proven "IT Cost Efficiency" framework shows that we can enable you to keep costs low permanently instead of revisiting cost reductions soon, we focus on recurring run costs instead of one-time project costs, and we help you with implementing quick-wins (up to 10% verifiable reduction already in the first year) instead of only looking for potentials.

>80%

of global CIOs state efficiency improvements and cost reduction as their top priority in 2022

200+

improvement levers and directly applicable best practices

10%

run cost optimization realized in the first year of our engagement



## #SUSTAINABLE





## ESG STRATEGY AND REPORTING





Financial institutions are faced with an increasing number of governmental disclosure regulations, incl. the EU Taxonomy. The zero-carbon economy transition presents on the other side a huge opportunity due to the enormous investment need. Challenges to fulfill compliance obligations are due to a lack of corporate strategy and business models, lack of transparency, and lack of data measurement and availability.

### **SOLUTION:**

We help banks develop actionable environmental, social and governance (ESG) strategies that meet stakeholders' expectations of having fully sustainable internal operations and financing. Based on the assessment of the actual and target states, we design and implement transformation roadmaps across both dimensions E2E. In addition to taking a strategic view, we are optimizing the tracking and reporting of ESG performance by building comprehensive data capabilities to integrate ESG criteria into all key decisions.

### AT LEAST €1T

will be mobilized for sustainable investment over the next 10 years to achieve the goals of the European Green Deal

### €35⊤

estimated amount of assets under management regarding sustainable investing for 2025

### **ONLY 20**%

of financial institutions have a dedicated body for management of climate related environmental risks

# ETHICAL AND SUSTAINABLE GOVERNANCE

Embedding sustainability into the heart of banks is now more important than ever. It does not only positively influence their own economic growth and leads to environmental improvements. Inclusiveness and responsibility in management approaches also encompasses ethical practices and a holistic governance.

### Marco Meyer

Senior Manager, Sustainability in Banking



Major players in the financial sector are already undertaking first singular sustainability initiatives within their organization. Becoming a true ethical and sustainably governed bank requires more than solely focusing on CO<sub>2</sub> reduction: social and governance questions are just as important. As key contributors to a sustainable world, financial institutions have to be adequately set up and governed to really make a difference.

### **SOLUTION:**

We see an increasing demand for help in social and governance strategies. We provide banks with tangible guidance on strategic and meaningful governance and social initiatives, and help with their implementation. Thereby, we always reflect on the state-of-the-art technology and think ahead how innovation can foster a socially inclusive and sustainably governed company.

≥**60**%

return on assets are shown at highly ethical and sustainable organizations ≥46%

higher average share value is shown at highly ethical and sustainable organizations 48%

see the
implementation
of sustainable
governance as their
major priority



### SUSTAINABLE

### **CHALLENGE:**

Today, IT assets represent 3.8% greenhouse gas (GHG) emissions which is expected to double by 2025. Financial institutions struggle to embed IT in their sustainability strategy. Furthermore, 48% have difficulties in tackling the environmental impact of the organizations' IT such as sustainable lifecycle management, measuring carbon footprint, and executing initiatives to achieve savings.

### **SOLUTION:**

We help with our comprehensive framework to accelerate your sustainable IT journey and to seize benefits by assessing the environmental impact of IT. Defining sustainability targets and creating an effective IT governance are essential starting points. We identify, prioritize and implement levers for improvement and enable IT to become a key sustainability accelerator.

**53.6**<sub>M</sub>

tons of "e-waste" generated per year

64%

of millennials would not take a job at a company that is not socially responsible

> **UP TO** 40%

savings on energy bills possible





## WHY CAPGEMINI INVENT

### **VISION**

At Capgemini Invent, we help our clients to embrace innovation and transformation to get the future they want.

### **PROMISE**

We innovate and transform our client's business with solutions by design, driven by data, and with sustainability at the forefront.

### FOUR DIFFERENTIATING DRIVERS ARE THE HALLMARKS OF OUR BUSINESS AND SET US APART.

World-class
thought leadership combined
with deep sector
expertise provide
insights and results
on the biggest
transformation
challenges of the
world's leading
companies.

A unique competence blend of industries and capabilities that provide leaders with exceptional solutions by design.

capabilities
addresses leaders'
needs to create
the optimum
solution, and the
technology to
support and run

it at scale.

A new set of

An end-to-end delivery that is global and draws on the strength of Capgemini Invent and its unrivaled ecosystem.

4

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### We anticipate the evolution of each industry and combine award-winning research studies with deep industry expertise.

### **ERSHIP** THOUGH



Annual world wealth report





Annual world retail banking report





Investing in trust



SUSTAINABLE BANKING

Sustainable Banking





Top trends in banking





Technovision: being like water



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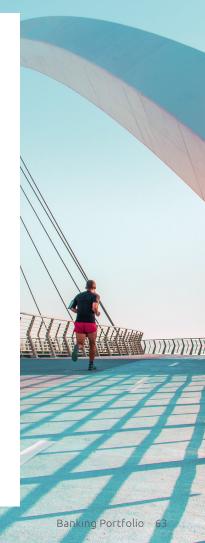
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### Capgemini invent

### **ABOUT CAPGEMINI INVENT**

As the digital innovation, design and transformation brand of the Capgemini Group, Capgemini Invent enables CxOs to envision and shape the future of their businesses. Located in nearly 40 studios and more than 60 offices around the world, it comprises a 10,000+ strong team of strategists, data scientists, product and experience designers, brand experts and technologists who develop new digital services, products, experiences and business models for sustainable growth.

Capgemini Invent is an integral part of Capgemini, a global leader in partnering with companies to transform and manage their business by harnessing the power of technology. The Group is guided everyday

by its purpose of unleashing human energy through technology for an inclusive and sustainable future. It is a responsible and diverse organization of over 350,000 team members in more than 50 countries. With its strong 55-year heritage and deep industry expertise, Capgemini is trusted by its clients to address the entire breadth of their business needs, from strategy and design to operations, fueled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering, and platforms. The Group reported in 2021 global revenues of €18 billion.

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