

WELCOME!

Vincent Rouaix  
Chairman & CEO Gfi Informatique



**REALDOLMEN**  
to get there, together



# CIO event

*October 23, 2018*



# Who are we?



**18 000**  
EMPLOYEES



**20**  
COUNTRIES

FRANCE  
SPAIN  
PORTUGAL  
BELGIUM  
SWITZERLAND  
LUXEMBOURG  
ENGLAND

POLAND  
ROMANIA  
MOROCCO  
TUNISIA  
IVORY COAST  
ANGOLA  
USA

MEXICO  
PANAMA  
COLOMBIA  
BRAZIL  
SINGAPORE  
UAE



**5**  
VALUES

AMBITION  
INNOVATION  
COMMITMENT  
TEAM SPIRIT  
SOCIAL RESPONSIBILITY

**€1 500**  
million euros

REVENUE (PROFORMA)



**18** SERVICE  
CENTERS

## IN FRANCE

→ LILLE  
→ LYON  
→ NANTES  
→ TOULOUSE  
→ MEUDON

## INTERNATIONAL

→ ALICANTE (Spain)  
→ ZAMUDIO (Spain)  
→ LISBON (Portugal)  
→ COVILHÁ (Portugal)  
→ BRAGANÇA (Portugal)  
→ CASABLANCA (Morocco)  
→ WARSAW (Poland)  
→ POZNAN (Poland)  
→ LUBLIN (Poland)  
→ PUNE (India)  
→ SÃO PAULO (Brazil)  
→ BOGOTA (Colombia)  
→ MACAU (APAC)



## BUSINESS LINES

**6**

- CONSULTING
- APPLICATION SERVICES
- INFRASTRUCTURE SERVICES
- BUSINESS SOLUTIONS (SAP • MICROSOFT • ORACLE • SAGE • ...)
- OUTSOURCING
- SOFTWARE (PUBLIC SECTOR • INSURANCE • FINANCE • SOCIAL HEALTH • DISTRIBUTION • DOCUMENT MANAGEMENT • ...)



## BUSINESS SOLUTIONS

Proximity-Intimacy-Agility  
Industrialization-Automation  
Innovation-Business Solutions

- INSURANCE
- DISTRIBUTION-SERVICES
- HEALTH-SOCIAL
- PUBLIC SECTOR
- TELECOM

**6** BUSINESS  
SECTORS

- BANKING-FINANCE-INSURANCE
- INDUSTRY-AEROSPACE-TRANSPORT
- PUBLIC SECTOR
- TELECOM-MEDIA-ENTERTAINMENT
- ENERGY-UTILITIES-CHEMICALS
- DISTRIBUTION-SERVICES

**8** GROUP  
PRACTICES

- Cybersecurity
- DevOps
- Digital Banking
- Digital Transformation
- Industry 4.0
- IoT
- OmniCommerce
- Smart Cities

## STOCK EXCHANGE

Gfi Informatique is listed on the  
Euronext Paris Market.  
ISIN Code: FR 0004038099



## PARTNERSHIP

Gfi Informatique is  
a major partner of  
Paris Saint-Germain  
Handball



# 01

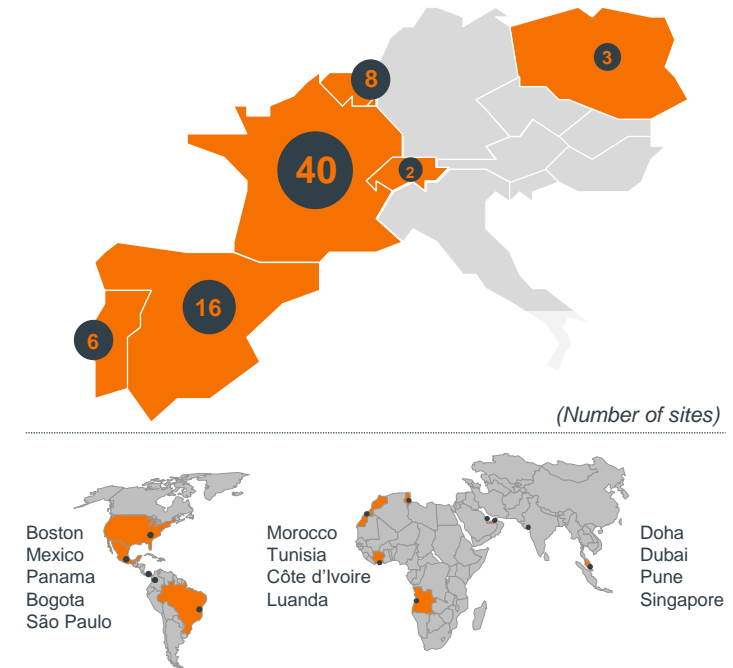
## Differentiators



# Proximity-Intimacy-Agility

## *Think global, act local*

- › A major advantage for our clients: local skills with high added-value, supporting the entire Gfi offer
- › Regional locations: flexible, responsive and in close contact with clients and ecosystems



### International presence, local network

**40****SITES IN FRANCE****18 commercial agencies**

Paris, Aix-en-Provence, Bordeaux, Clermont-Ferrand, Dijon, Grenoble, Lille, Lyon, Metz, Montpellier, Nantes, Niort, Orléans, Pau, Rennes, Sophia-Antipolis, Strasbourg, Toulouse

**16****SITES IN SPAIN****13 commercial agencies**

Madrid (2), Barcelona (2), Bilbao, Seville, Las Palmas de Gran Canaria, San Sebastian, Vitoria, Santander, Pamplona, Logroño, Murcia

**6 SITES IN PORTUGAL****3 commercial agencies**

Lisbon (2), Porto (1)

**8 SITES IN BELUX****6 commercial agencies**

Brussels, Antwerp, Lummen, Mons, Louvain, Ghent, Leudelange, Capellen

**3 SITES IN POLAND****2 commercial agencies**

Warsaw and Poznań

**2 SITES IN SWITZERLAND****2 commercial agencies**

Geneva and Zurich

**2 SITES IN MOROCCO****2 commercial agencies**

Casablanca and Rabat

### A CORPORATE CITIZEN

Gfi invests locally in all its locations. The result: job creation but above all, teams that are close to our clients.

# Industrialization-Automation

*More quality, productivity and responsiveness,  
at the best cost*

- › Gfi offers an industrialization and automation approach adapted to its clients' economic and human challenges.

The result: productivity gains, time-to-market reduction and optimized costs.

## SERVICE CENTERS

*At the heart of our strategy*

Regional Service Centers  
National Shared Service Center

Lille, Lyon, Nantes, Meudon, Toulouse

## Nearshore

Spain: Alicante // Morocco : Casablanca

Portugal: Lisbon, Covilha

Poland : Warsaw, Gdansk, Lublin

Tunisia : Tunis

## Offshore

India : Pune // Brazil : São Paulo  
Colombia: Bogota // APAC : Macao



## Delivery model

2 500  
EMPLOYEES

In Shared Service Centers to support our clients in choosing the industrial production model that suits them best

A modular, 24/7, integrated On / Near / Off-Shore delivery model,

Group Competence Centers to support our value creation

A Risk Committee, the backbone of our quality approach and customer satisfaction

CMMi and ITIL to guarantee the quality of our services

ISO 9001 and ISO 27001 certifications

# Innovation

## *Performance accelerator*

- › Gfi Informatique provides clients with innovative and sustainable industrial solutions to make their Information Systems a real performance lever.



### A FAB'LAB TO ACHIEVE INNOVATION

From the idea to its implementation... A place for exchanges and also for implementation, **the Fab'Lab** reinforces the early phase of the idea generation process. Through thematic workshops, we prototype our clients' use cases.



## Proposing innovative solutions

A proven capacity and desire to develop new business models

A sector-based organization, driving the development of new uses linked to technology

Digital transformation, at the heart of our drive for innovation



Augmented/Virtual Reality



Chatbots VoiceBot



Edge Computing



Blockchain



Geolocation in-door



IoT Home automation



Data Process



Computer Vision



# Our Integrator Solutions

## *A "business" oriented value proposition*

- › A true Business Partner for our Clients, Gfi Informatique integrates business solutions, which are vectors of growth and performance for our Clients
- › Our enterprise solutions are backed by strong partnerships with the leading publishers on the market, in a strategy of verticalization



Enterprise Solutions:  
ERP / CRM / PLM...



Sector-specific Solutions:  
Banking / Smart Cities / Industry 4.0 / Retail...





# Our Publisher Solutions

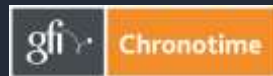
*Controlled innovation serving your business*

- › Business Sectors
  - › Public Sector
  - › Health & Social
  - › Distribution & Transport
  - › Insurance & Finance
- › Transverse & Technological :
  - › GIS
  - › Time & Activities
  - › CCM
  - › Cybersecurity



Gfi ranked in the TOP 10 of French publishers

Gfi Informatique's Software Business Line has **1 250** experts in France and abroad serving more than 5 000 customers.





# 02

## Ambitions



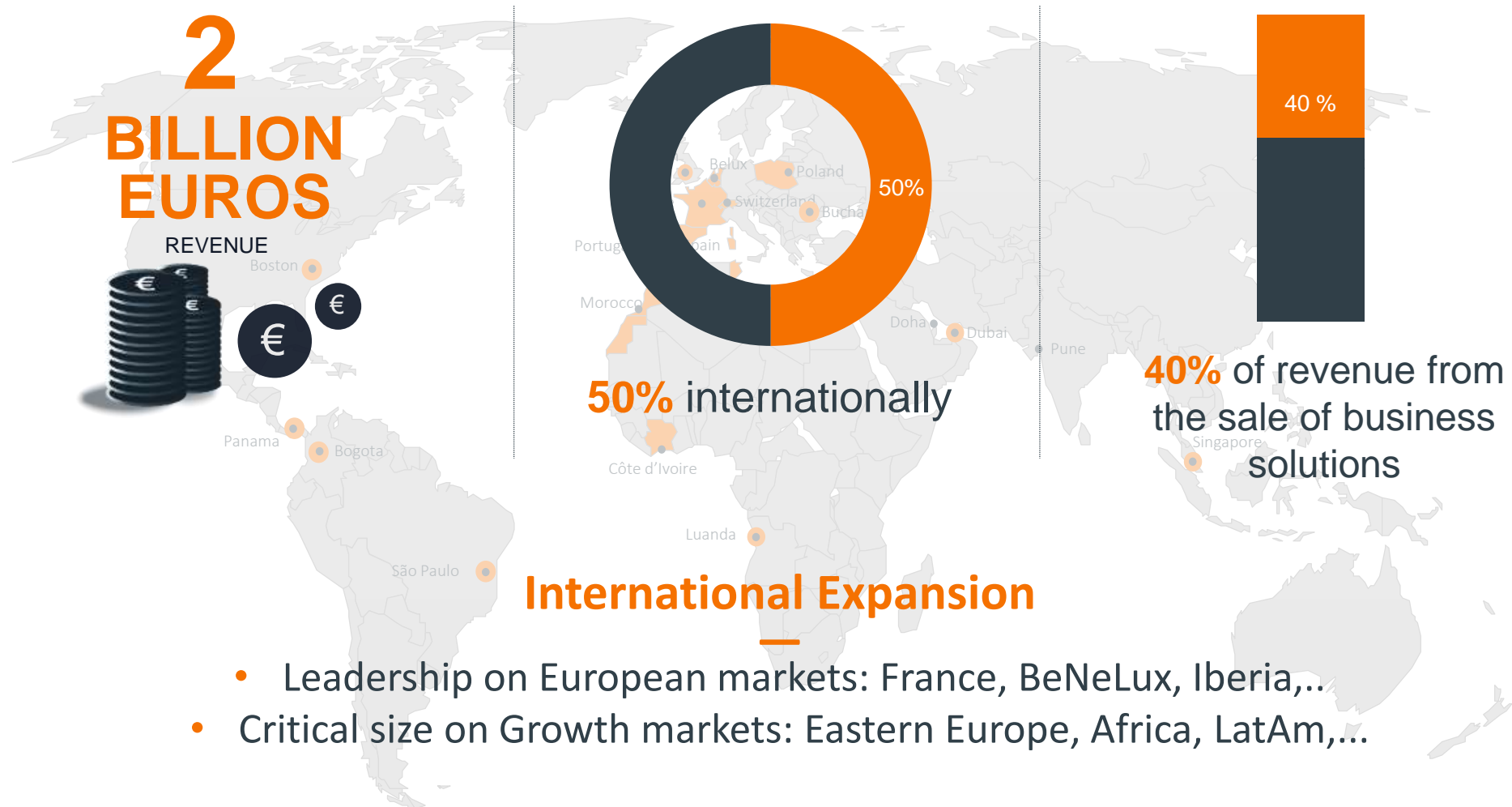


# A clear strategic vision

Targeting leadership in all our geographies	A complete and relevant value proposal	A differentiating international strategy
Among Top 5/10 players	Services & Solutions Portfolio	Global & Local Actor
Strengthen relationships with our key accounts	Cover the entire value chain	<b>4 pillars :</b> <ul style="list-style-type: none"><li>• Accompanying our Top Accounts</li><li>• Local market development</li><li>• Roll out of our Solutions</li><li>• Expansion of our Nearshoring capabilities</li></ul>
Become the natural partner of the upper mid-market	Sector-specific offers	
Make the most of the assets of a local, industrial champion	Partner for our clients' transformation	
Grow in a healthy and controlled way	Working in integrated mode	In open markets



# And a shared ambition for 2020 and beyond...





03

Ambitions  
in Belgium

Together.  
Twice the impact.



## Realdolmen, a natural choice

- › A major local player
- › A steady performance over the years, already outperforming expectations in 2018!
- › A mid-market champion with a comprehensive portfolio
- › A solid stack to expand in the Northern region
- › A similar DNA based on client intimacy
- › Common values

 A quality asset with many synergies



## A unique combination

- › Realdolmen to lead our operations in Belgium
- › Strong complementarities between our portfolios of customers and solutions
- › Both groups have software assets and sector-specific solutions and partnerships
- › Gfi to add its industrialised delivery platform with on/near/off-shore capacities as well as the Group innovation engine



### LOCAL INNOVATION LAB IN GENT

Explore what innovation such as Internet of Things can bring to your organization through concrete use cases made tangible.



Targeting market leadership in Belgium



Realdolmen delivers SAP services to local customers in close cooperation with ROFF, a 1500 people strong member of the Gfi Group



### Nearshore Capacities

**Spain:** Alicante // **Morocco:** Casablanca  
**Portugal:** Lisbon, Covilha  
**Poland:** Warsaw, Gdansk, Lublin  
**Tunisia:** Tunis





OBRIGADO



DZIĘKUJĘ



شكرا

FORWARD  
TOGETHER  
DANK U



MULȚUMESC



THANK YOU



MERCI



GRACIAS