



# CGI

## Quarterly Update Report Abstract

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NelsonHall

12 pages





## Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on CGI provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT and BPO services and identifying vendor suitability for these services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



## Highlights

- Q4 FY16 financial performance: second consecutive quarter of organic CC growth since Logica; margin expansion continues
- Topline growth was concentrated in two regions: Canada and France
- All SBUs deliver y/y margin improvements apart from U.K. and ECSE, both of which have new Presidents from Q1 FY17
- Management claims digital IP now represents 20% of global revenue; and 30% of Q4 bookings driven by IP-based solutions and/or services
- CEO succession at start of FY17; former COO George D. Schindler steps up as Michael E. Roache retires.

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## Scope of the Report

The report provides a quarterly update on CGI, looking at financial performance and key developments during the period.

## Report Length

12 pages

## Report Authors

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