



Capgemini

Quarterly Update
Report Abstract

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13 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Capgemini 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 2017 Performance: strong end to the year; meets or exceeds all full year targets

A fourth quarter of accelerating organic growth, with the impact of HMRC insourcing beginning to lessen. Particularly strong quarter in North America.

Looking at Capgemini's full year 2017 performance:

- Organic growth was ahead of guidance
- Adjusted operating margin was at the low end of guidance impacted by delivery capability investments, pricing pressure in renewals in the U.S. and currency
- Organic FCF was above guidance.

Q4 bookings boosted by McDonalds deal

2018 Guidance: steady progress against 2020 targets

Announcement of Two COOs

Succession planning in evidence

As expected, another acquisition in U.S.

Liquid Hub will accelerate the shift of its portfolio towards digital offerings in North America, expanding its creative capabilities and strengthening its presence in the healthcare and life science sectors

New AIE in New York

Opened in October, also houses Fahrenheit 212

50th birthday Brand Refresh

Emphasizes "people, precision, dynamism".

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Financials

Recent Contract Awards

New Offerings

New Partnerships

Immediate Challenges

Appendix A: Financials

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Scope of the Report

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

It accompanies NelsonHall's Key Vendor Assessment program which looks at Capgemini's IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

Report Length

13 pages

Report Authors

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