



# CGI

## Quarterly Update Report Abstract

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NelsonHall

13 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

- Strong performance in Q2 FY17 with nearly all regions delivering CC growth; and most achieving margin expansion
- U.S. delivered first quarter of CC growth since FY13 driven by CGI Federal. France, where the C&SI business benefited from two additional working days, delivered another quarter of double digit growth
- Eastern, Central & Southern Europe (ECS), which has new management, returned to growth.
- Acquisitions of ECS and CTS to further enhance U.S. C&SI capabilities in metro markets
- Management claims digital IP now represents 22% of global revenue; and 29% of Q2 bookings
- B2B at 100%, of which 41% new business
- FY17 likely to see further acquisitions in the U.S. or U.K. of a similar scale to Collaborative Consulting.

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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.

It accompanies NelsonHall's Key Vendor Assessment program which looks at CGI'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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