



CGI

Quarterly Update Report Abstract

August 2017

by Mike Smart
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

- Q3 FY17 Financial Performance: Revenue Above Expectations, But Margins, Bookings, Dip
- U.S. the strongest performing geography in terms of revenue growth, turning in its strongest quarter in four years, benefiting from pent up demand in the federal sector
- Pockets of weakness in the Nordics and ECS, also in UK commercial sectors
- Margins are down, with workforce realignment having stated in some areas
- Book-to-bill is <100%, but over half of this is new business
- To incur CAD165m restructuring charge – expects to see benefits in FY18
- Two more acquisitions enhancing local consulting capability in U.S. metro markets – makes it three so far this year
- Second Industry CoE opens in France

This Quarterly Update on CGI is 13 pages long and complements the more comprehensive Key Vendor Assessment on CGI.

For details, contact guy.saunders@nelson-hall.com

Contents

Overview

Financials

Recent Contract Awards

M&A and Investments

New Partnerships

Immediate Challenges

Appendix A: Financials

Appendix B: Bookings

Scope of the Report

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

Report Length

13 pages

Report Authors

Rachael Stormonth