



Capgemini

Quarterly Update
Report Abstract

October 2018

by Rachael Stormonth
NelsonHall

12 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

Q3 2018 Performance: North America, digital boosted by LiquidHub

Digital and Cloud now account for 45% of group revenue.

The largest geography, North America, delivered another quarter of double digit growth, though the rate of organic growth has slowed.

The U.K. returns to growth, as expected, as the impact of the Aspire contract ramp down expires.

Consulting and Application Services boosted by acquisitions; Business Services disappoints.

Q3 book-to-bill slips to 0.87, YTD BTB steady at 1.0.

Revenue guidance for 2018 improves to CC revenue growth of ‘at least 7.5%’, of which around 5.7% organic.

Launch of Capgemini Invent

In a major portfolio development, Capgemini has subsumed Capgemini Consulting and LiquidHub and other recent consulting and CX specialist acquisitions plus design and innovation capabilities from several other units, into a new global service line. The unit has six practices that go beyond digital marketing to include digital manufacturing and digital operations.

Two bolt-on acquisitions in France and Italy will help build the Capgemini Invent GSL in Europe.

The Leidos commercial cybersecurity unit acquisition is expected to complete in Q4.

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.

Contents

Overview
Financials
Recent Contract Awards
New Offerings
New Partnerships
Immediate Challenges
Appendix A: Financials
Appendix B: Bookings
Appendix C: Employee Data

Report Length

12 pages

Report Authors

Rachael Stormonth