



Profitability

► CM Improvement :

- **\$39.8M** CM improvement reported as of July; \$4.2M increase MoM, @2.08% of YEL ABL Revenue

► DLS 2024 :

- Delivery Led booking reported at **\$435.7M** @ 37.3% CM (US, Can, LATAM, Sogeti).
- New DLSI policy applicable on deals sold from June 2024.

► Financials:

- Strong momentum continues with **\$4.4M** MoM increase in DVI to achieve YTD DVI of \$28.8M

► Industrialization:

- To-Be structure and estimates being reviewed for TIO org.

