



# CDI Corporation

## Fact Sheet

### Stock Information

NYSE:CDI

Shares Outstanding: 19.2 million as of 12/31/11

Market Capitalization: \$264.9 million as of 12/31/11

### Financial Profile

2011 Revenue: \$1.06 billion

2011 Net Income: \$14.8 million

2011 EPS: \$0.77

2010 Full Year Revenue: \$926.3 million

### Senior Management

#### H. Paulett Eberhart

President and Chief Executive Officer

#### Robert M. Larney

EVP, Chief Financial Officer

#### Philip L. Clark

EVP, Global Business Development and Operations

#### Robert J. Giorgio

EVP, President Global Engineering and Technology Solutions

#### Stuart J. Batchelor

SVP, President EMEA

#### Margaret E. Besand

SVP, Organizational Development

#### Eric L. Moorehead, Ph.D.

SVP, President the Americas

#### Robert K. Romaine

SVP, President, Management Recruiters International

#### Brian D. Short

SVP, General Counsel and Chief Administrative Officer

#### Gregory B. Thullner

SVP, President Professional Services Staffing

#### Dirk A. Dent

Enterprise Client Executive

### Business Overview

CDI is an integrated market-leading engineering and technology services organization providing differentiated, client-focused solutions in select global industries.

Effective January 2012 CDI announced business model and organizational changes aligned with a new strategic plan. The objectives of these changes are to increase the scope of the Company's solutions business, optimize the Company's professional staffing operations and prioritize the geographic markets and industries to which CDI delivers engineering, technology and professional staffing solutions.

CDI offers its services through three geographic regions: the Americas; Europe, the Middle East and Africa (EMEA); and Asia Pacific (APAC). The Company's primary industry targets are: oil, gas and chemicals; aerospace and industrial equipment; and hi-tech. Additionally, CDI provides services to the infrastructure, government services, financial services and other industries. The Company's reporting segments are:

- Global Engineering and Technology Solutions (GETS)
- Professional Services Staffing (PSS)
- Management Recruiters International, Inc. (MRI)

### Our Services

The Company's engineering and information technology services include analysis of a client's engineering or information technology needs and the development of a solution.

Depending on the industry and the client need, engineering solutions can include: feasibility studies, technology assessments, conceptual designs, cost estimating, project management, engineering design and execution, procurement, construction management, testing and validation and ongoing operating and maintenance support.



### **CDI Corp Board of Directors**

**Walter R. Garrison, P.E.**

Chairman, CDI Corp. Board of Directors

**H. Paulett Eberhart**

President and Chief Executive Officer, CDI Corp.

**Michael J. Emmi**

Chairman and Chief Executive Officer,  
IPR International LLP

**Lawrence C. Karlson**

Private Investor, Consultant and Director  
of Campbell Soup Company and  
H&E Equipment Services, Inc.

**Ron J. Kozich**

Retired Managing Partner of Ernst & Young LLP's  
Philadelphia office

**Anna M. Seal**

SVP and Chief Financial Officer of GlaxoSmithKline's  
Global Manufacturing and Supply Division

**Albert E. Smith**

Director of Tetra Tech, Inc. and Curtis-Wright  
Corporation; Former EVP, Lockheed Martin Corporation

**Barton J. Winokur**

Senior Partner, Dechert LLP

Information technology solutions can include: assessments, execution of business application services, web development, quality assurance and testing and program management.

Professional services staffing can include the search and recruitment of temporary technical and professional personnel to augment a client's skilled workforce and can also include managed staffing programs, functional staffing outsourcing and business advisory services. The Company also provides permanent placement services and recruitment process outsourcing services.

Through its MRI segment, CDI provides global support services to over 750 franchised offices who engage in the search and recruitment of executive, technical, professional and managerial talent for full-time employment or contract assignment for their clients.

### **Our Scope**

Approximately 10,000 CDI professionals provide market leading solutions to clients in select global industries through a network of over 50 offices in North America, Europe and Asia and through strategic alliances in Mexico and China. In addition MRI franchise offices extend to over 35 countries throughout the world.