

At a glance

Our Build and Buy profitable growth strategy

Organic growth (the Build) and acquisitions (the Buy) are an integral part of our business strategy and both have contributed to our profitable growth over the years. In addition to operational breadth and depth, accretive acquisitions bring critical mass and expertise, which qualify us for larger partnerships with local and global clients.

Organic growth

Systems integration contracts and projects

- Extend service offerings to existing clients
- Win new contracts and renewals
- Develop new client relationships

Outsourcing contracts

- Grow pipeline of outsourcing proposals
- Win outsourcing contracts with new and existing clients

Growth by acquisitions

Niche market acquisitions

- Enhance vertical offerings
- Increase geographic presence
- Strengthen our solutions portfolio

Transformational acquisitions

- Increase critical mass to qualify for more large contracts
- Increase geographic presence
- Ensure strategic fit and accretion to net earnings

CGI's focus on organic growth led to \$4.6 billion in new bookings across our targeted verticals in fiscal 2010, including more than \$2 billion in financial services contracts and another \$1.7 billion in government and healthcare. For a detailed list of strategic contract wins, see page 11 of the "Numbers" section.

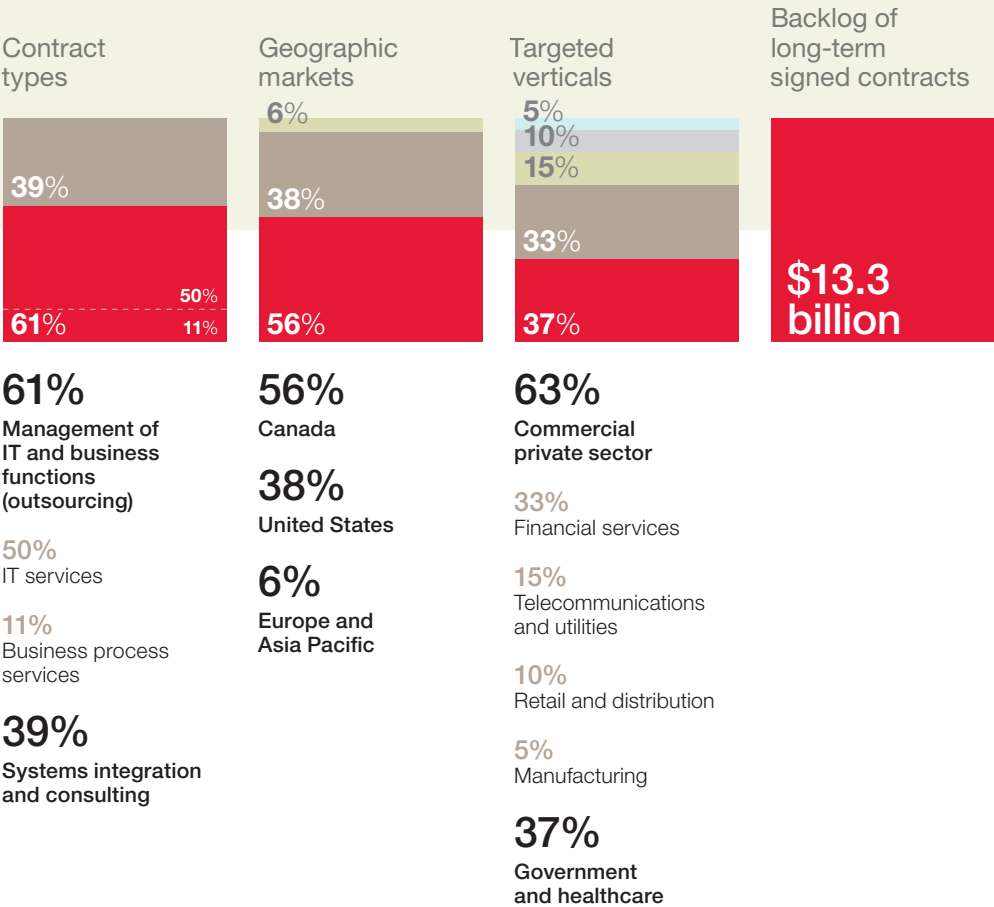
Our merger with Stanley, Inc. in August added 5,000 new professionals and significantly expanded our capabilities in the U.S. federal government sector, particularly in defense and intelligence, enabling us to now compete for business across all U.S. government agencies. In addition, the merger has deepened our subject matter expertise in cybersecurity and biometrics, among other disciplines.

At a glance

Experience the commitment

At CGI, we're in the business of satisfying clients by helping them win and grow. Since our founding in 1976, we've operated upon the principles of sharing in clients' challenges and delivering quality services to address them. As a leading IT and business process services provider, CGI has a strong base of 31,000 professionals operating in 125 offices worldwide, giving us the competitive advantage of close proximity to our clients. Through these offices, we offer local partnerships and a balanced blend of global delivery options to ensure clients receive the optimal combination of value and expertise required for their success. We define success by helping our clients achieve superior performance and gain competitive advantage.

Revenue mix



Our approach

We understand it's how we deliver our services that makes us a partner of choice. Our business approach puts clients and their results first.

Client-proximity business model—organizes operations around metro markets, allowing us to be deeply rooted within clients' business communities and accountable for project success

Industry expertise—fuels our deep understanding of clients' realities to implement solutions that improve and transform their business environments

Unique global delivery options—combines onsite responsiveness through our local offices with remote delivery capabilities through CGI's onshore, nearshore and offshore centers of excellence

Quality processes—ISO 9001-certified operations ensure a high level of client, member and shareholder satisfaction and CMMI Levels 3 and 5-compliant global delivery centers provide agile, high-quality delivery

Our services and solutions

CGI has a comprehensive portfolio of offerings, including consulting, systems integration, the full management of IT and business functions, and 100+ proprietary solutions that improve all facets of our clients' operations.

Systems integration and consulting—strategic plans, system architecture, system development and implementation of business and technology solutions

Application management—day-to-day maintenance and improvement of clients' business applications

Technology management—comprehensive infrastructure management capabilities that adapt to clients' unique business needs and service priorities

Business process services—management of back-office business processes to streamline operations

Proprietary solutions—deep portfolio of 100+ mission-critical solutions that reduce costs and create competitive advantage for our clients

Our markets

CGI offers its end-to-end services to a select set of economic sectors in which we have deep business and technical expertise. This allows us to fully understand our clients' realities and to have the know-how and solutions needed to advance their business goals.

Financial services—helping leading institutions, including most major banks in the Americas and Europe as well as P&C and health / life insurers

Telecommunications and utilities—helping global telecom providers and more than 60 utilities in North America and Europe

Government and healthcare—helping hundreds of federal, provincial and state governments, hospitals and healthcare systems

Manufacturing—helping global leaders from multiple manufacturing segments, including aerospace, mining and metals, chemicals, and oil and gas

Retail and distribution—helping over 250 retailers and leading companies from multiple distribution segments and channels

At CGI, our business approach puts clients and their results first, while our comprehensive portfolio of services and solutions enable us to improve all facets of clients' operations. In addition, our market focus includes a geographic footprint that represents more than 70% of global IT spending and industry vertical expertise representing 90%. As a result, all CGI stakeholders benefit from a sound and stable business strategy that generates long-term value.