



Selected Financial Information

Quarterly Information (Last 8 quarters)

Consolidated Statements of Earnings

(In thousands of CAD except per share amounts and percentages)

	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Revenue	2,458,207	2,567,263	2,526,225	2,532,929	1,609,661	1,064,863	1,065,791	1,032,139
% of growth over previous quarter	(4.2%)	1.6%	(0.3%)	57.4%	51.2%	(0.1%)	3.3%	2.6%
% of growth prior to FX impact over previous quarter	(5.7%)	1.2%	(2.1%)	55.4%	52.1%	(0.6%)	4.6%	0.5%
% of growth over previous year	52.7%	141.1%	137.0%	145.4%	60.1%	5.1%	(4.1%)	(5.6%)
% of growth prior to FX impact over previous year	48.2%	140.3%	137.1%	147.5%	59.6%	3.0%	(4.8%)	(6.1%)
EBITDA (1)	419,451	392,922	359,373	320,773	189,941	185,633	203,926	187,283
% of revenue	17.1%	15.3%	14.2%	12.7%	11.8%	17.4%	19.1%	18.1%
Amortization and depreciation	106,059	101,766	97,782	111,282	75,801	49,380	47,536	47,337
Adjusted EBIT (2)	313,392	291,156	261,591	209,491	114,140	136,253	156,390	139,946
% of revenue	12.7%	11.3%	10.4%	8.3%	7.1%	12.8%	14.7%	13.6%
Acquisition-related and integration costs	50,184	53,469	81,367	153,419	248,320	6,653	-	-
Net finance costs (income)	27,608	26,134	30,291	25,536	15,882	8,828	8,933	(817)
Share of profit on joint venture	-	-	-	-	-	-	-	(3,996)
Earnings before income taxes	235,600	211,553	149,933	30,536	(150,062)	120,772	147,457	144,759
% of revenue	9.6%	8.2%	5.9%	1.2%	(9.3%)	11.3%	13.8%	14.0%
Income taxes	94,578	33,388	35,745	8,091	17,906	33,544	41,731	38,216
Effective income tax rate	40.1%	15.6%	23.8%	26.5%	(11.9%)	27.8%	28.3%	26.4%
Net earnings	141,022	178,165	114,188	22,445	(167,968)	87,228	105,726	106,543
% of revenue	5.7%	6.9%	4.5%	0.9%	(10.4%)	8.2%	9.9%	10.3%
Basic EPS	0.46	0.58	0.37	0.07	(0.60)	0.34	0.41	0.41
Diluted EPS	0.44	0.56	0.36	0.07	(0.58)	0.33	0.40	0.40
Weighted average number of shares (basic)	309,046	308,529	307,382	306,638	279,284	257,605	257,415	259,293
Weighted average number of shares (diluted)	319,115	317,653	315,760	315,061	289,816	267,419	266,934	268,914
Outstanding shares	310,422	309,877	309,210	307,960	307,379	258,708	258,391	258,750

Consolidated Balance Sheets	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Accounts receivable and Work in Progress	2,117,473	2,238,869	2,209,305	2,148,268	2,380,067	903,547	924,411	924,415
Current assets	2,460,695	2,656,015	2,658,730	2,604,870	2,513,468	1,107,350	1,101,130	1,090,323
Long-term assets	8,196,108	8,239,515	8,057,070	8,073,192	7,974,357	3,214,568	3,181,088	3,218,724
Funds held for clients	222,469	237,254	220,759	303,723	202,407	228,466	268,176	269,769
Total assets	10,879,272	11,132,784	10,936,559	10,981,785	10,690,232	4,550,384	4,550,394	4,578,816
Accounts payable and accrued liabilities	1,125,916	1,318,474	1,346,099	1,420,267	1,286,031	358,396	330,788	327,057
Accrued compensation	713,933	584,009	543,584	473,200	522,564	159,520	158,839	140,073
Current liabilities	3,261,721	3,367,129	3,009,686	3,038,631	2,824,493	792,532	725,668	736,799
Long-term liabilities	3,341,575	3,590,395	4,027,768	4,146,338	4,244,850	994,643	1,121,443	1,221,392
Clients' funds obligations	220,279	235,379	216,283	299,572	197,986	225,194	265,399	267,356
Net debt (6)	2,739,949	2,872,958	2,914,271	2,964,850	3,105,313	633,354	795,339	879,523
Shareholders' equity	4,055,697	3,939,881	3,682,822	3,497,244	3,422,903	2,538,015	2,437,884	2,353,269
Total liabilities & Shareholders' equity	10,879,272	11,132,784	10,936,559	10,981,785	10,690,232	4,550,384	4,550,394	4,578,816

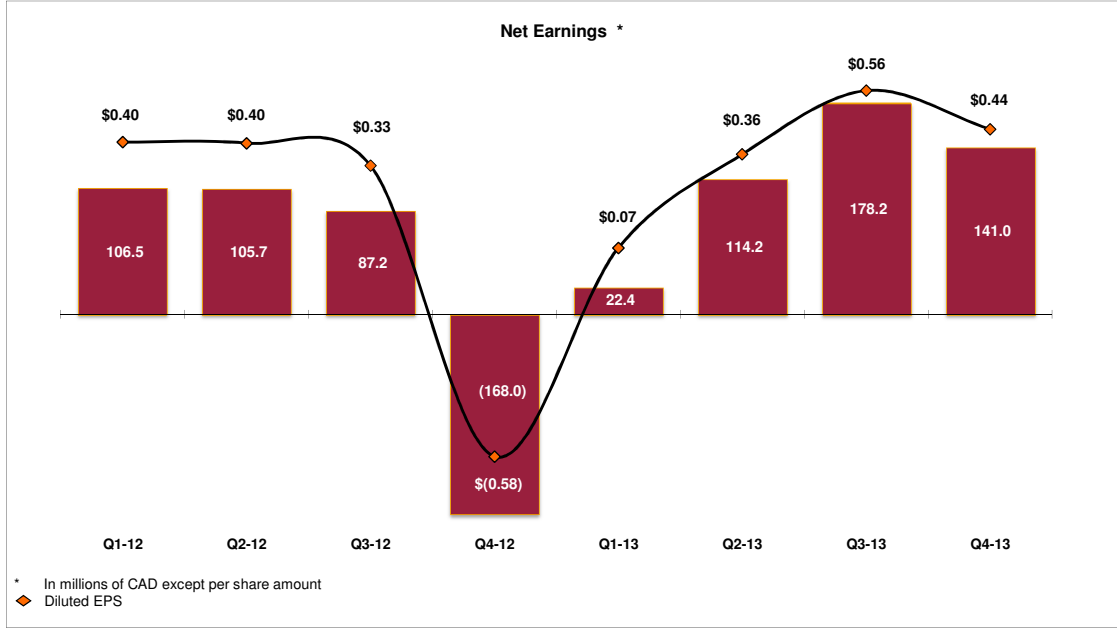
Consolidated Statement of Cash Flows	Q4-13	Q3-13 ⁽⁹⁾	Q2-13 ⁽⁹⁾	Q3-13 ⁽⁹⁾	Q4-12 ⁽⁹⁾	Q3-12	Q2-12	Q1-12
Operating activities	166,350	133,200	147,177	224,530	109,346	250,985	104,217	148,714
Investing activities	(27,062)	(59,368)	(87,746)	(59,679)	(2,765,591)	(54,623)	(2,745)	(26,075)
Financing activities	(155,689)	(93,733)	(65,256)	(131,293)	2,689,290	(183,227)	(96,854)	(123,729)
Foreign exchange gain (loss)	(17,340)	5,408	13,234	363	2,640	(41)	2,347	(2,224)
Net cash	(33,741)	(14,493)	7,409	33,921	35,685	13,094	6,965	(3,314)
Cash position at the beginning	139,940	154,433	147,024	113,103	77,418	64,324	57,359	60,673
Cash position at the end	106,199	139,940	154,433	147,024	113,103	77,418	64,324	57,359

Per share data	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Net earnings (basic)	0.46	0.58	0.37	0.07	(0.60)	0.34	0.41	0.41
Revenue (basic)	7.95	8.32	8.22	8.26	5.76	4.13	4.14	3.98
Cash from operating activities (diluted)	0.52	0.42	0.47	0.71	0.38	0.94	0.39	0.55
Equity (outstanding shares)	13.07	12.71	11.91	11.36	11.14	9.81	9.43	9.09

Management effectiveness	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Return on equity (3)	12.3%	4.3%	1.8%	1.7%	5.0%	15.4%	17.4%	18.4%
Return on invested capital (4)	11.8%	12.3%	11.1%	10.9%	11.4%	11.8%	12.5%	12.8%

Structural ratios	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Current ratio (5)	0.75	0.79	0.88	0.86	0.89	1.40	1.52	1.48
Net debt to capitalization ratio (6)	39.6%	41.1%	43.0%	44.7%	46.5%	19.4%	24.0%	26.6%
Quick ratio (7)	0.40	0.48	0.54	0.56	0.55	0.68	0.78	0.79
AP and accrued liabilities turnover	50	55	56	58	82	37	35	35

	FY-13	Q4-13	Q3-13	Q2-13	Q1-13	FY-12	Q4-12	Q3-12	Q2-12	Q1-12
Revenue Mix										
Service types										
Outsourcing	56%	56%	54%	57%	56%	64%	60%	66%	64%	68%
- IT Services	44%	44%	43%	46%	45%	46%	46%	46%	45%	48%
- Business Process Services	12%	12%	11%	11%	11%	18%	14%	20%	19%	20%
Systems Integration & Consulting	44%	44%	46%	43%	44%	36%	40%	34%	36%	32%
Vertical Markets										
Government	32%	32%	30%	31%	31%	40%	38%	43%	42%	42%
Manufacturing, Retail & Distribution	26%	26%	28%	29%	29%	14%	18%	11%	12%	12%
Financial Services	18%	18%	18%	17%	17%	22%	20%	22%	23%	23%
Telecommunications & Utilities	16%	15%	16%	15%	15%	14%	16%	13%	13%	13%
Health	8%	9%	8%	8%	8%	10%	8%	11%	10%	10%
Revenue by Geography										
U.S.	26%	29%	26%	27%	24%	47%	37%	53%	52%	51%
Canada	17%	17%	17%	17%	17%	36%	25%	41%	42%	43%
France	12%	11%	13%	13%	13%	3%	8%	1%	1%	1%
U.K.	12%	13%	12%	13%	12%	4%	9%	2%	2%	2%
Sweden	9%	8%	9%	9%	10%	1%	4%	0%	0%	0%
Finland	6%	5%	6%	6%	6%	1%	4%	0%	0%	0%
Rest of the world	18%	17%	17%	15%	18%	8%	13%	3%	3%	3%
Backlog (\$ millions)	18,677	18,677	18,747	18,019	18,281	17,647	17,647	13,610	13,118	13,558
Bookings (\$ millions)	10,310	2,501	2,754	2,210	2,845	5,180	1,523	1,478	787	1,392
Number of Professionals	2013 68,000	2012 72,000	2011 31,000	2010 31,000	2009 26,000	2008 25,500				



(1) EBITDA is defined as earnings before acquisition-related and integration costs, finance costs, finance income, other income, share of profit on joint venture, amortization and depreciation, and income tax expense.

(2) Adjusted EBIT is defined as earnings before acquisition-related and integration costs, finance costs, finance income, other income, share of profit on joint venture, and income tax expense.

(3) ROE is calculated as the proportion of earnings for the last twelve months over the last four quarters' average equity.

(4) ROIC represents the proportion of the after-tax adjusted EBIT for the last twelve months over the last four quarters' average invested capital, which is defined as the sum of shareholders' equity and debt, less cash and cash equivalents, short-term and marketable long-term investments.

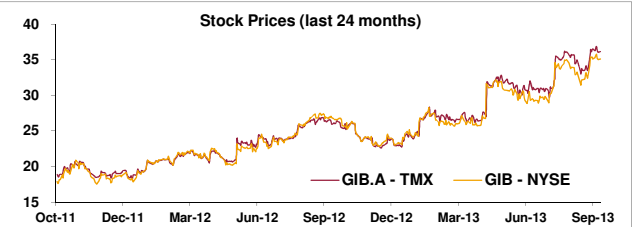
(5) Current ratio is current assets over current liabilities.

(6) The net debt to capitalization ratio represents the proportion of debt, net of cash and cash equivalents, short-term and marketable long-term investments ("net debt") over the sum of shareholders' equity and debt.

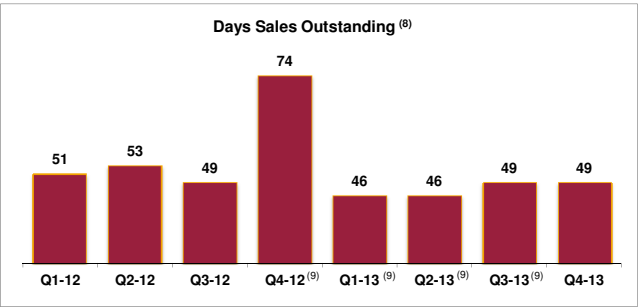
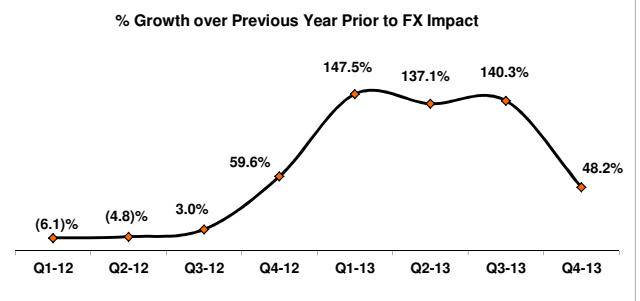
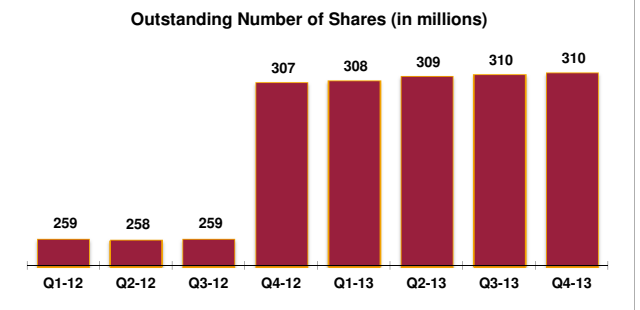
(7) Quick ratio is the sum of cash and cash equivalents, short-term investments and accounts receivable divided by current liabilities.

(8) Days sales outstanding are obtained by subtracting deferred revenue from trade accounts receivable and work in progress; the result is divided by the quarter's revenue over 90 days. Deferred revenue is net of the fair value adjustments on revenue-generating contracts assumed through the Logica acquisition.

(9) Restated to depict purchase price allocation adjustments (PPA), due to the Logica acquisition purchased on August 20, 2013.



Stock Price	GIB.A (CAD)	GIB (USD)
	Q4-13	Q3-13
Quarter High Price	37.82	33.08
Quarter Low Price	29.42	26.07
	Q4-13	Q3-13
	36.72	32.59
	28.44	25.40





Selected Financial Information

Yearly Information (Last 5 years)

(In thousands of CAD except per share amounts and percentages)

Years ended September 30th

Consolidated Statements of Earnings

	<i>IFRS</i> 2013	<i>IFRS</i> 2012	<i>IFRS</i> 2011	<i>CANGAAP</i> 2010	<i>CANGAAP</i> 2009	<i>4 YR</i> <i>CAGR</i>
Revenue	10,084,624	4,772,454	4,223,942	3,732,117	3,825,161	(17.1%)
<i>% of growth over previous year (1)</i>	111.3%	13.0%	15.8%	(2.4%)	3.2%	
Costs of services, selling and administrative (2)	8,595,421	4,006,805	3,480,510	3,025,823	3,170,406	(17.4%)
Foreign exchange (gain) loss	(3,316)	(1,134)	(3,365)	(916)	(1,747)	
EBITDA (3)	1,492,519	766,783	746,797	707,210	656,502	(15.3%)
<i>% on revenue</i>	14.8%	16.1%	17.7%	18.9%	17.2%	
Amortization and depreciation	416,889	220,054	210,450	195,308	195,761	(14.8%)
Adjusted EBIT (4)	1,075,630	546,729	536,347	511,902	460,741	(15.6%)
<i>% on revenue</i>	10.7%	11.5%	12.7%	13.7%	12.0%	
Acquisition-related and integration costs	338,439	254,973	3,675	20,883	-	(6.8%)
Net finance costs (income)	109,569	32,826	8,196	13,752	19,621	(26.0%)
Share of profit on joint venture	-	(3,996)	(13,359)	-	-	N/A
Gain on sale of capital assets	-	-	-	(469)	-	N/A
Earnings from continuing operations before income taxes	627,622	262,926	537,835	477,736	441,120	(19.5%)
Income tax expense	171,802	131,397	99,696	114,970	125,223	(6.5%)
<i>% of income tax expense</i>	27.4%	50.0%	18.5%	24.1%	28.4%	
Earnings from continuing operations	455,820	131,529	438,139	362,766	315,897	(26.7%)
Earnings (loss) from discontinued operations, net of income taxes	-	-	-	-	1,308	N/A
Net earnings	455,820	131,529	438,139	362,766	317,205	(26.7%)
<i>% on revenue</i>	4.5%	2.8%	10.4%	9.7%	8.3%	
Basic EPS from continuing operations	1.48	0.50	1.65	1.27	1.03	(23.8%)
Diluted EPS from continuing operations	1.44	0.48	1.59	1.24	1.02	(24.0%)
Basic Earnings per share	1.48	0.50	1.65	1.27	1.03	(23.8%)
Diluted Earnings per share	1.44	0.48	1.59	1.24	1.02	(24.0%)
Weighted average of shares (basic)	307,900	263,432	265,333	284,826	306,853	
Weighted average of shares (diluted)	316,974	273,644	275,820	292,920	310,345	
Outstanding shares	310,422	307,379	260,663	271,293	300,886	

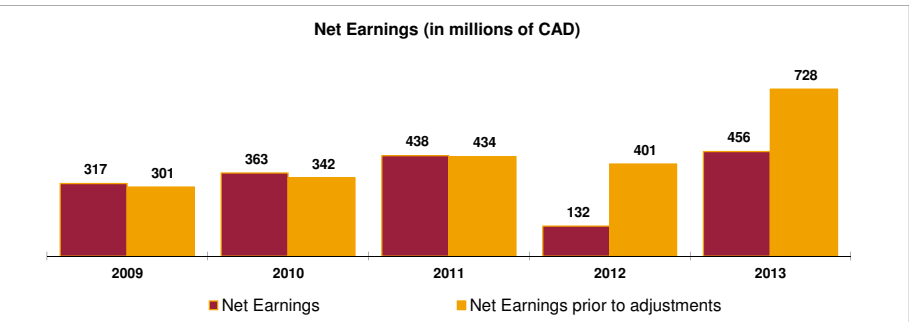
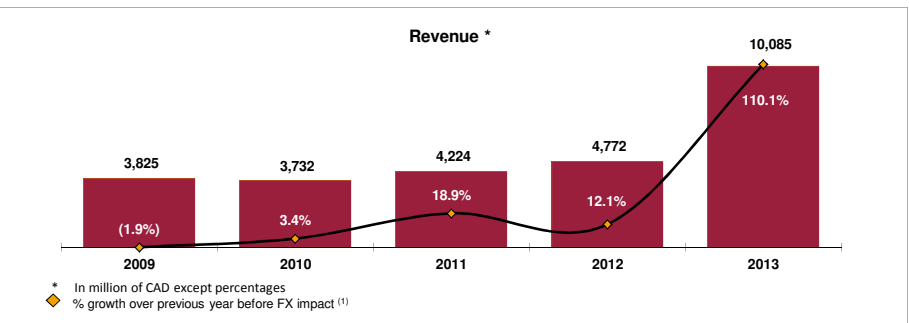
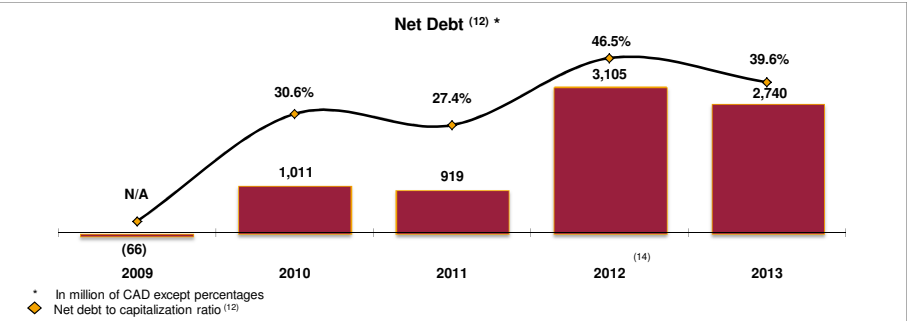
Consolidated Statement of Cash Flows

	2013	2012 ⁽¹⁴⁾	2011	2010	2009	
Operating activities	671,257	613,262	570,002	552,367	630,244	(2.2%)
Investing activities	(233,855)	(2,849,034)	(131,014)	(1,024,914)	(127,585)	86.8%
Financing activities	(445,971)	2,285,480	(491,608)	267,311	(198,227)	N/A
Foreign exchange (loss) gain	1,665	2,722	4,764	(10,367)	(11,300)	N/A
Net (decrease) increase in cash	(6,904)	52,430	(47,856)	(215,603)	293,132	90.7%
Cash from discontinued operations	-	-	-	-	161	N/A
Cash position at the beginning	113,103	60,673	108,529	343,427	50,134	(14.4%)
Cash position at the end (5)	106,199	113,103	60,673	127,824	343,427	1.6%

Consolidated Balance Sheets

	2013	2012	2011	2010	2009	
Assets						
Cash and cash equivalents	106,199	113,013	136,211	127,824	343,427	1.6%
Accounts receivable and work in progress	2,117,473	2,110,067	881,550	782,910	710,313	(0.1%)
<i>Days of sales outstanding (6)</i>	49	74	53	47	39	10.9%
Other (7)	237,023	290,388	114,825	113,718	100,106	5.2%
Current assets	2,460,695	2,513,468	1,132,586	1,024,452	1,153,846	0.5%
Property, plant and equipment	475,143	481,480	249,901	238,024	212,418	0.3%
Intangible assets	708,165	787,779	292,133	516,754	455,775	2.7%
Contract costs	140,472	168,650	107,242	-	-	4.7%
Other long-term assets	110,321	94,625	55,593	42,261	60,558	(3.8%)
Deferred tax assets	368,217	348,689	9,882	-	-	(1.4%)
Investment in joint venture	-	-	26,373	-	-	N/A
Goodwill	6,393,790	6,093,134	2,536,022	2,525,413	1,674,781	(1.2%)
Other (8)	222,469	202,407	247,622	260,287	342,532	(2.3%)
Long-term assets (8)	8,418,577	8,176,764	3,524,768	3,582,739	2,746,064	(0.7%)
Total assets	10,879,272	10,690,232	4,657,354	4,607,191	3,899,910	(0.4%)
Liabilities						
Accounts payable and accrued liabilities	1,125,916	1,286,031	303,641	304,376	306,826	3.4%
Accrued compensation	713,933	522,564	183,842	191,486	165,981	(7.5%)
Other (13)	1,421,872	1,015,898	1,188,435	373,670	292,089	(8.1%)
Current liabilities	3,261,721	2,824,493	1,675,918	869,532	764,896	(3.5%)
Long-term debt (9)	2,332,377	3,196,061	109,669	1,039,299	265,428	8.2%
Other (8)	1,229,477	1,246,775	522,536	539,277	587,990	0.3%
Long-term liabilities (8)	3,561,854	4,442,836	632,205	1,578,576	853,418	5.7%
Net debt (12)	2,739,949	3,105,313	918,968	1,010,816	(66,034)	3.2%
<i>Net debt to capitalization (12)</i>	39.6%	46.5%	27.4%	30.6%	N/A	4.1%
Shareholders' equity	4,055,697	3,422,903	2,349,231	2,159,083	2,281,596	(4.2%)
Total liabilities & Shareholders' equity	10,879,272	10,690,232	4,657,354	4,607,191	3,899,910	(0.4%)

Key Contract Vehicles (in USD)		
Contrat Vehicles	Term	Vehicle \$ Ceiling *
• GSA Alliant	May 1, 2009 - April 30, 2014	\$50.0B
• Navy Seaport-e	April 5, 2004 - April 4, 2014, 5 option years	\$39.0B
• Army EAGLE	5 years	\$23.0B
• NIH CIO-SP3	May, 2012 - May, 2022	\$20.0B
• CMS IT (VDCP)	One year + 9 option years	\$15.0B
• DISA ENCORE	Ends May 31, 2013, + five, 1-year options	\$12.2B
• US Army FIRST	January, 2007 - January, 2014	\$9.0B
• CECOM (SSES NexGen)	5 years	\$7.0B
• DHS Continuous Diagnostics	Ends August, 2018	\$6.0B
• CMS-ESD	September, 2007 - September, 2017	\$4.0B
• Treasury TIPSS 4	December, 2010 - December, 2020, + 9 option years	\$4.0B
• US Marine Corps CEOss	September 5, 2006 - September 30, 2016	\$3.0B
• US Army OPTARSS II	March 1, 2011 - March 1, 2016	\$2.5B
• GSA (EaaS)	5 years	\$2.5B
• FDA Enterprise Lifecycle Mgmt	September 7, 2009 - August 7, 2019	\$2.0B
• DOI Foundation Cloud ID/IQ	May, 2013 - November, 2022	\$1.0B
• ITS-EPA II	July 1, 2009 - September 30, 2016	\$955.0M
• TSA OASIS II	June, 2013 - March, 2018	\$900.0M
* Vehicles \$ ceiling are for all vendors including CGI Group Inc.		



- (1) The year-over-year growth rates for fiscal 2011 have not been restated as fiscal 2010 numbers under IFRS are not available.
- (2) 2013, 2012 and 2011 figures have been restated to exclude amortization expense in order to be comparable to Canadian GAAP presentation.
- (3) EBITDA is defined as earnings before acquisition-related and integration costs, finance costs, finance income, other income, share of profit on joint venture, amortization and depreciation, and income tax expense.
- (4) Adjusted EBIT is defined as earnings before acquisition-related and integration costs, finance costs, finance income, other income, share of profit on joint venture, and income tax expense.
- (5) Cash position is presented net of bank overdraft for 2011.
- (6) Days sales outstanding are obtained by subtracting deferred revenue from trade accounts receivable and work in progress; the result is divided by the quarter's revenue over 90 days. Deferred revenue is net of the fair value adjustments on revenue-generating contracts assumed through the Logica acquisition.
- (7) Includes short-term investments, income taxes, prepaid expenses and other current assets, and future income taxes.
- (8) Includes funds held for clients and client's fund obligation.
- (9) Excludes current portion of long term debt.
- (10) ROIC represents the proportion of the after-tax adjusted EBIT for the last twelve months over the last four quarters' average invested capital, which is defined as the sum of shareholders' equity, and debt, less cash and cash equivalents, short-term and marketable long-term investments.
- (11) ROE is calculated as the proportion of earnings for the last twelve months over the last four quarters' average equity.
- (12) The net debt to capitalization ratio represents the proportion of debt, net of cash and cash equivalents, short-term and marketable long-term investments ("net debt") over the sum of shareholders' equity and debt.
- (13) Includes bank overdraft, deferred revenue, income taxes, provisions and current portion of long-term debt, and retirement benefits obligations.
- (14) Restated to depict purchase price allocation adjustments (PPA), due to the Logica acquisition purchased on August 20, 2013.

