



FIRST QUARTER FISCAL 2018 RESULTS

January 31, 2018

CGI

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Forward-looking statements

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All amounts are in Canadian dollars unless otherwise indicated.

GEORGE D. SCHINDLER

President and
Chief Executive Officer

FRANÇOIS BOULANGER

Executive Vice-President and
Chief Financial Officer



Q1-F2018: Results

			vs Q1 F2017
Revenue	\$2.8B	↑	5.3%
<i>Growth in constant currency</i>		↑	4.9%
Adjusted EBIT	\$406M	↑	2.4%
Adjusted EBIT margin	14.4%		
Net earnings	\$285M	↑	3.5%
Net earnings margin	10.1%		
Net earnings excluding specific items*	\$288M	↑	3.7%
Net earnings margin excluding specific items*	10.2%		
Diluted EPS	\$0.98	↑	10.1%
Diluted EPS excluding specific items*	\$0.99	↑	10.0%

* Specific items are comprised of a net favorable tax adjustment, and, net of tax, acquisition-related and integration costs and restructuring costs,. These specific items are discussed in sections 3.7.1, 3.7.2 and 3.8.1 of the Q1-F2018 MD&A.

Net earnings, Net earnings margin and Diluted EPS, all excluding specific items, and Adjusted EBIT are measures for which we provide the reconciliation to their closest IFRS measure in the MD&A.

High quality bookings push backlog to \$21 billion

Contract awards

Q1 F2018

\$3.0 billion

106% book-to-bill

TRAILING TWELVE MONTHS

\$11.3 billion

103% book-to-bill



Cash provided by operating activities

Q1 F2018

\$410 million

14.6% of revenue

\$1.41 per diluted share

FISCAL 2017

\$1.4 billion

12.9% of revenue

\$4.76 per diluted share



Strategic initiative to accelerate profitable growth

Update as of December 31, 2017

PLAN AS ANNOUNCED IN Q3-F2017

\$165 million to be expensed

Benefit starting Q1-F2018 and throughout F2018

Q1-F2018 PROGRESS AGAINST PLAN

\$33 million expensed in Q1

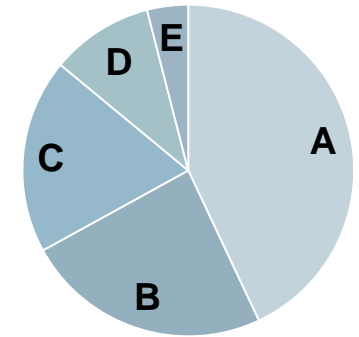
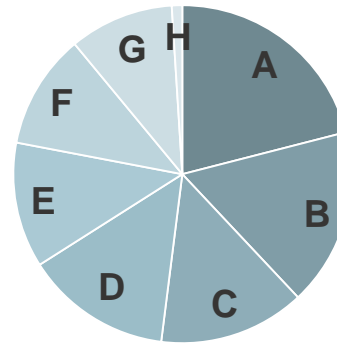
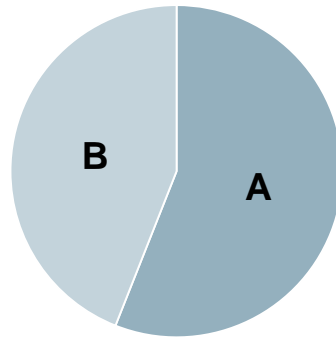
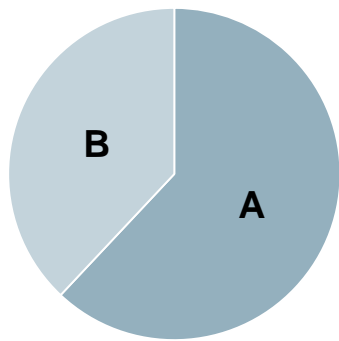
74% of total plan expensed since initiation

Cash disbursements \$32 million in Q1



Bookings of \$3.0 billion; TTM book-to-bill of 103%

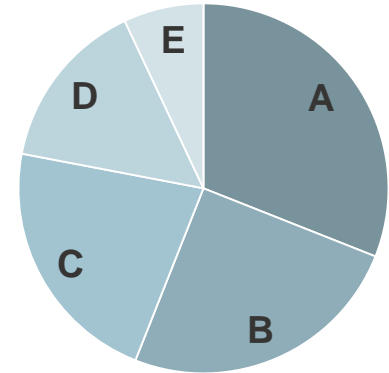
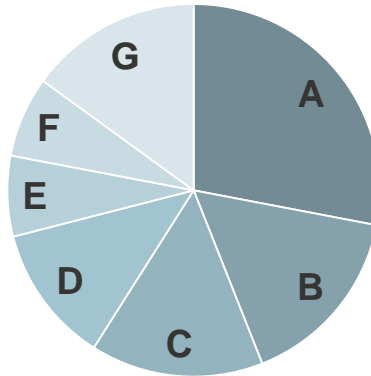
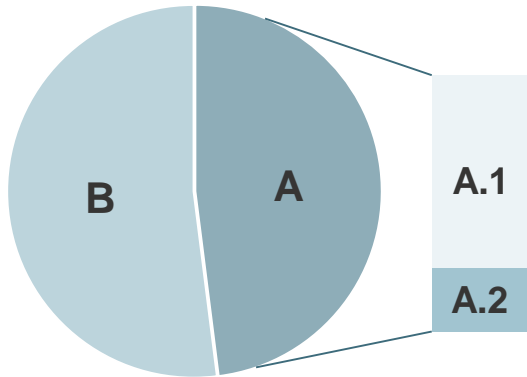
Bookings distribution



Contract Type		Service Type		Segment		Vertical Markets			
A.	Extensions and renewals	62%	A.	Systems integration and consulting	56%	A.	Government	43%	
B.	New business	38%	B.	Management of IT & business functions	44%	B.	MRD	24%	
				C.	France	14%	C.	Financial Services	19%
				D.	U.S. Federal	14%	D.	Communications & utilities	10%
				E.	ECS	12%	E.	Health	4%
				F.	U.S. Commercial and State Government	11%			
				G.	Canada	10%			
				H.	Asia Pacific	1%			

Improving mix of high quality revenue

Revenue distribution



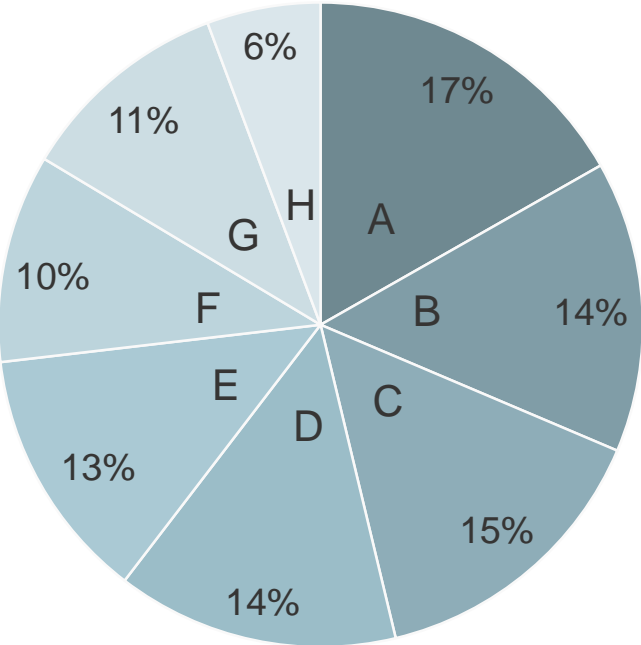
Service Type		Client Geography		Vertical Markets	
A. Management of IT and business functions	48%	A. U.S.	28%	A. Government	31%
1. IT services	38%	B. Canada	16%	B. MRD	25%
2. BPS	10%	C. France	15%	C. Financial services	22%
B. Systems integration and consulting	52%	D. U.K.	12%	D. Communications & utilities	15%
		E. Sweden	7%	E. Health	7%
		F. Finland	7%		
		G. Rest of the world	15%		

Well balanced profitability across the Globe

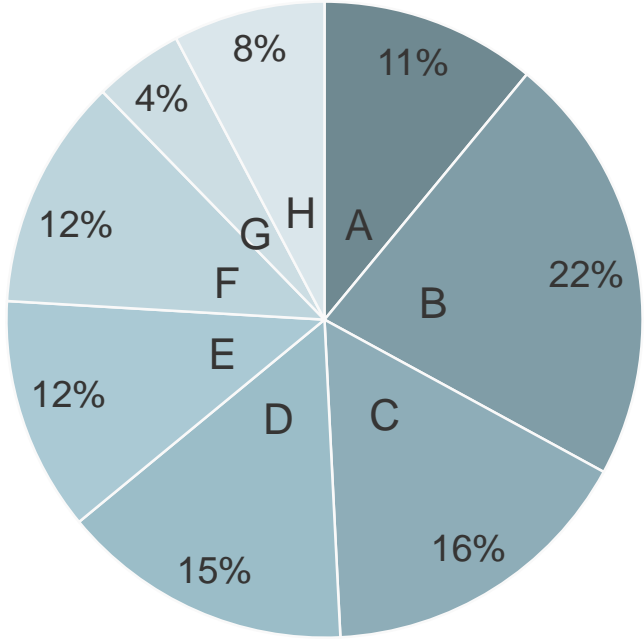
Revenue and EBIT segmentation

Revenue: \$2.8B
Growth @cc of 4.9%

Adjusted EBIT: \$406M
Margin: 14.4%



- A. Northern Europe
- B. Canada
- C. France
- D. U.S. Commercial and State Government
- E. U.S. Federal
- F. U.K.
- G. ECS
- H. Asia Pacific



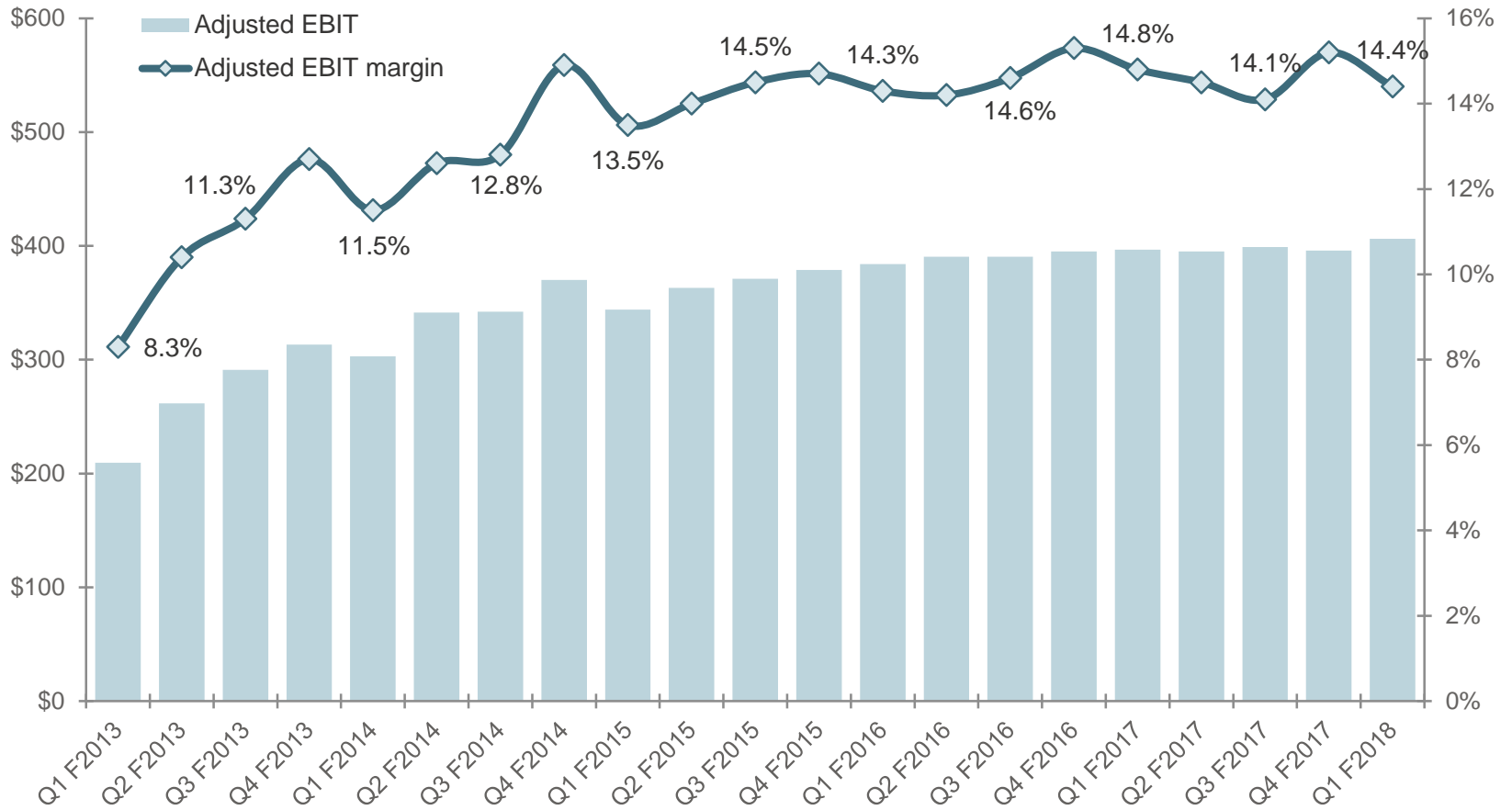
Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.



Strong profitability maintained

Adj. EBIT at \$406 million; margin of 14.4% in Q1 F2018

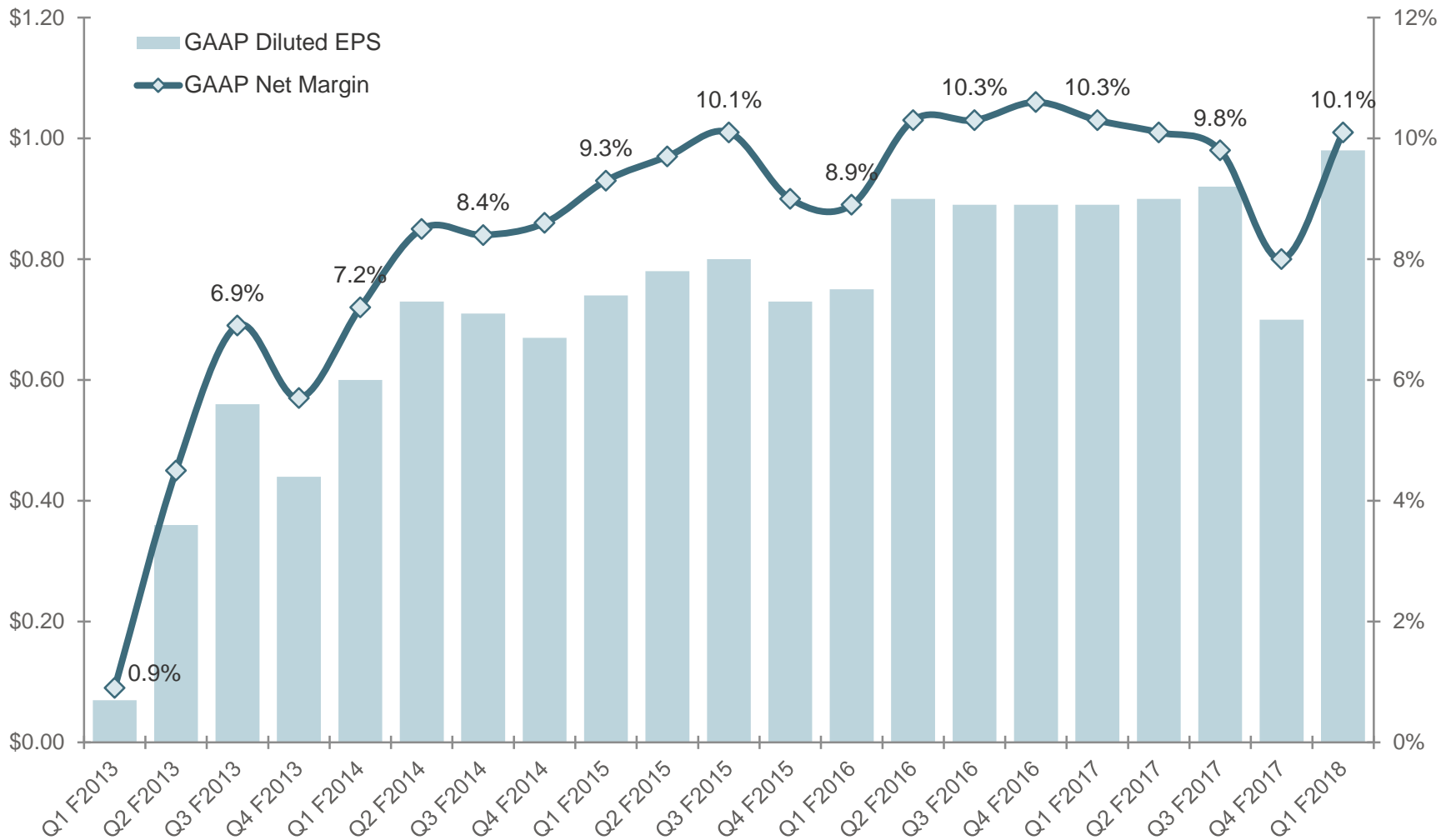
In millions



Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.

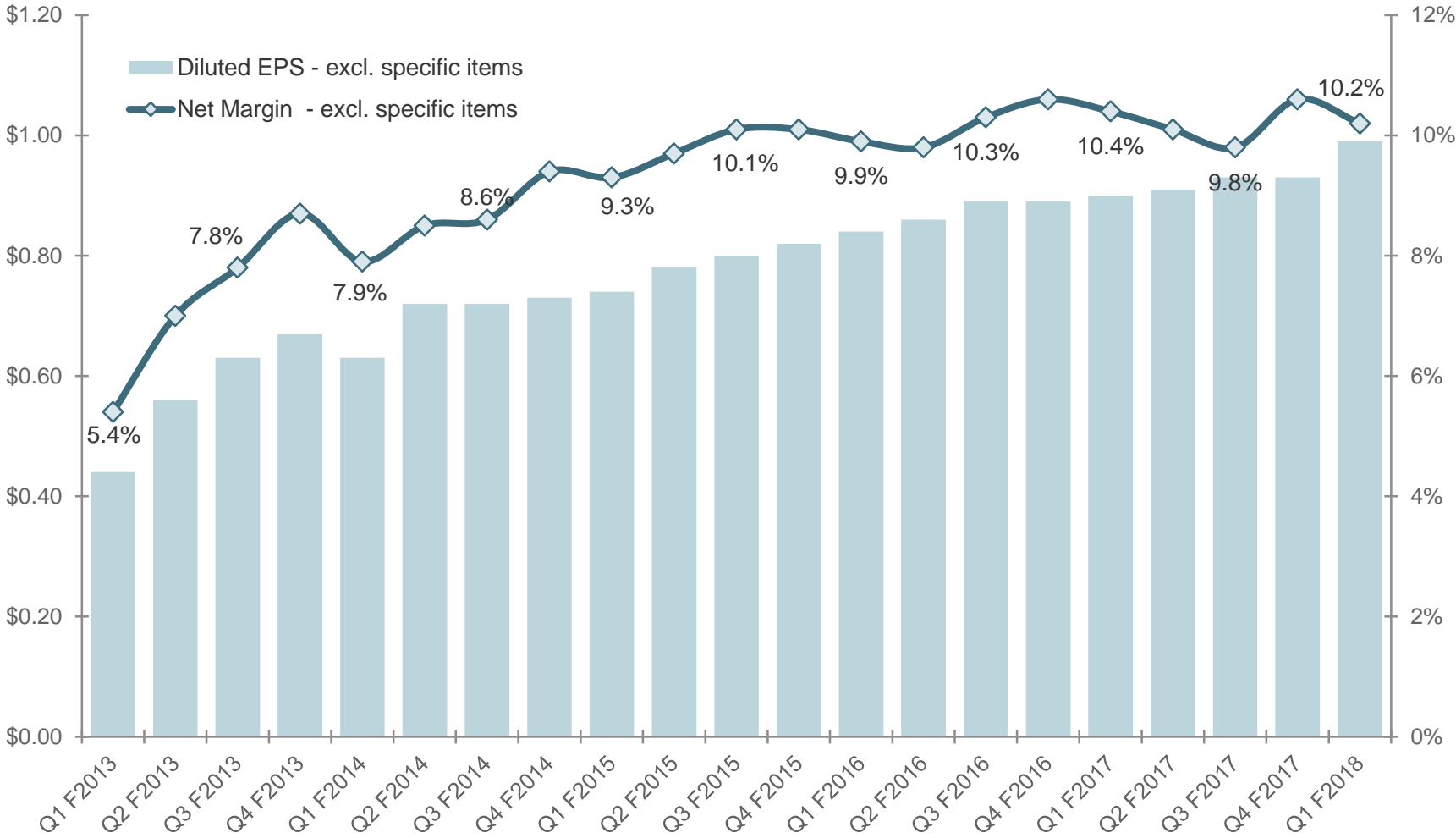
Strong improving profitability with better mix

GAAP Net earnings margin



Strong improving profitability with better mix

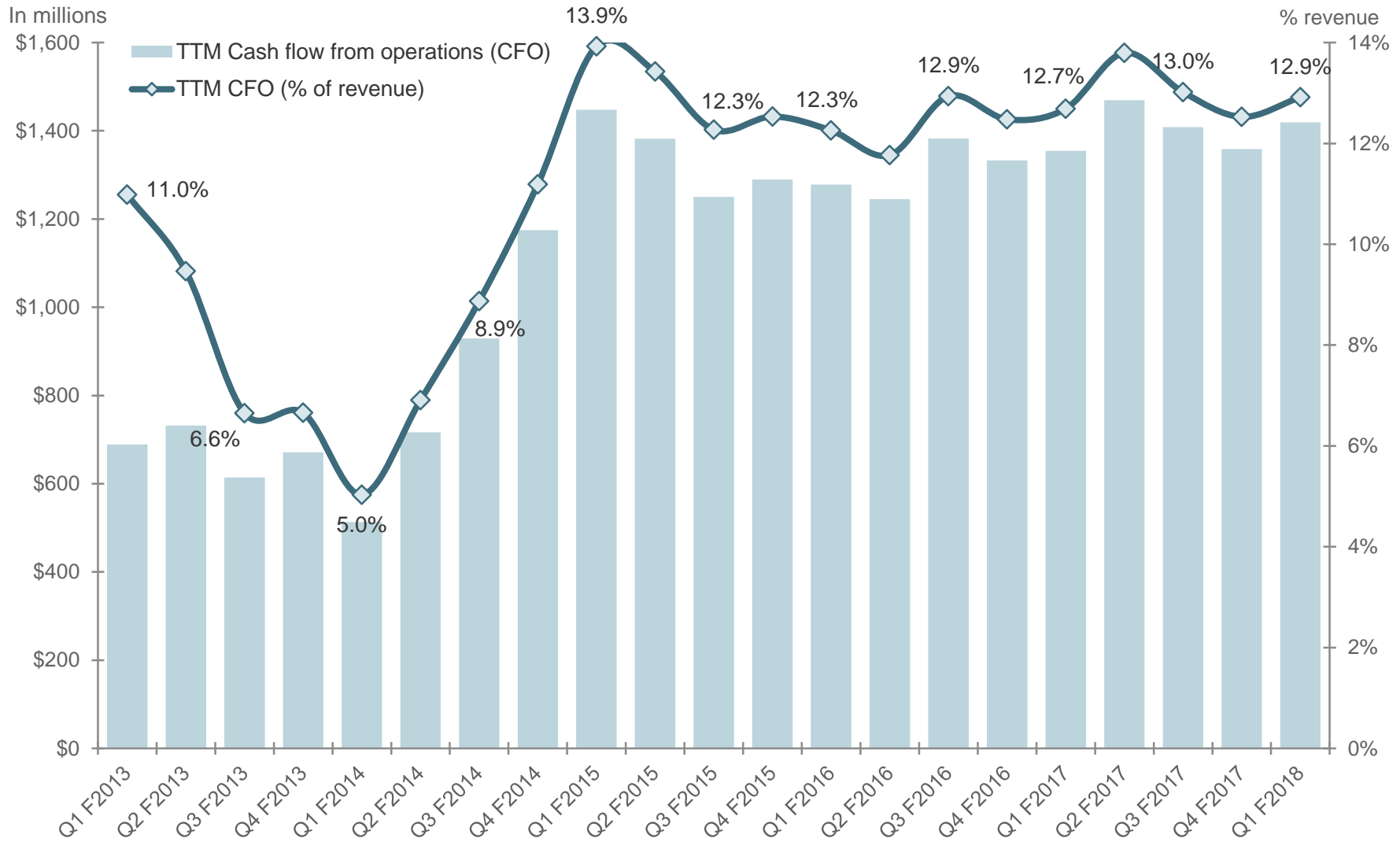
Net earnings margin excluding specific items



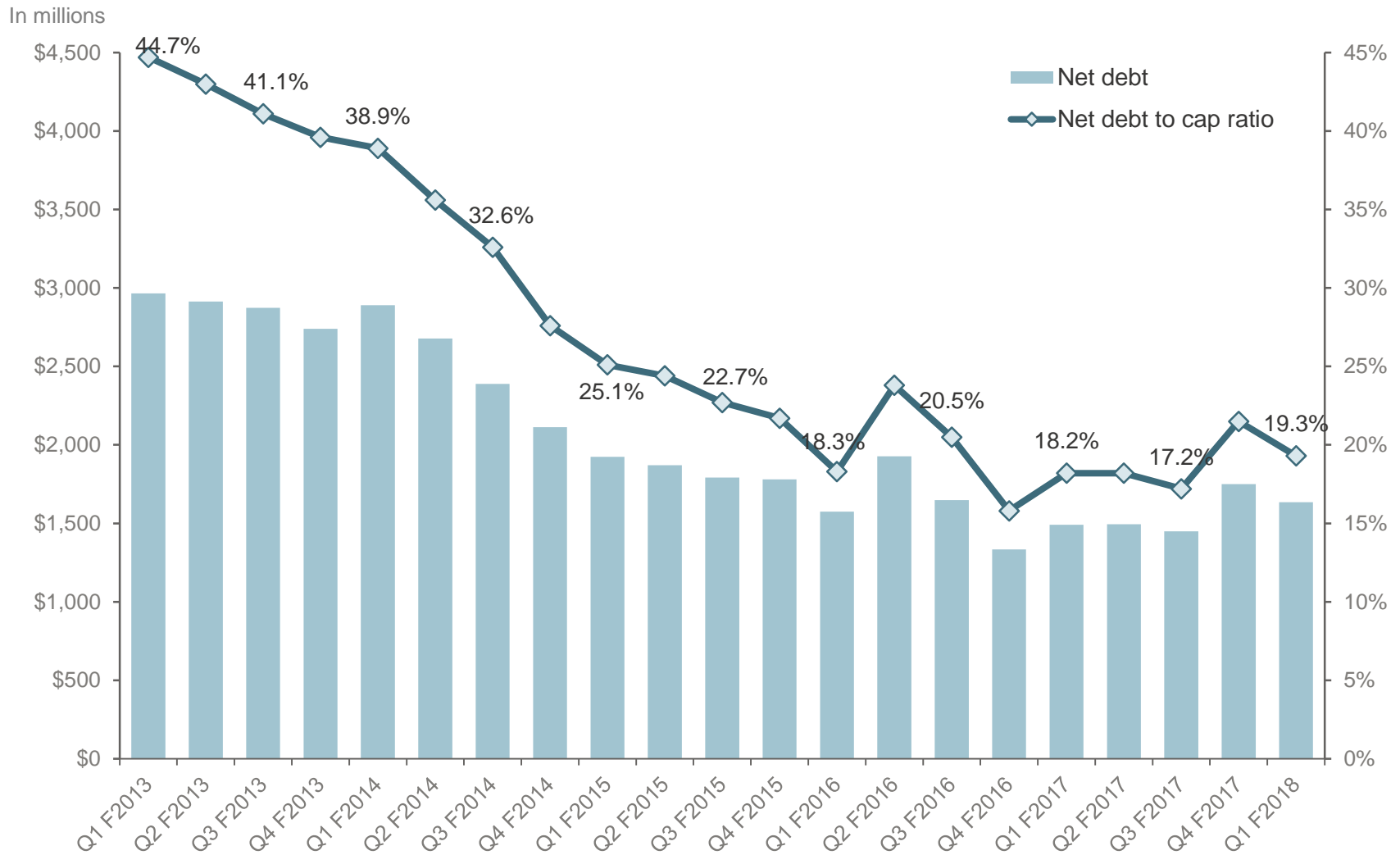
Net earnings, Net earnings margin and Diluted EPS, all excluding specific items, and Adjusted EBIT are measures for which we provide the reconciliation to their closest IFRS measure in the MD&A.

Generating \$1.4 billion in cash TTM

Cash provided by operating activities

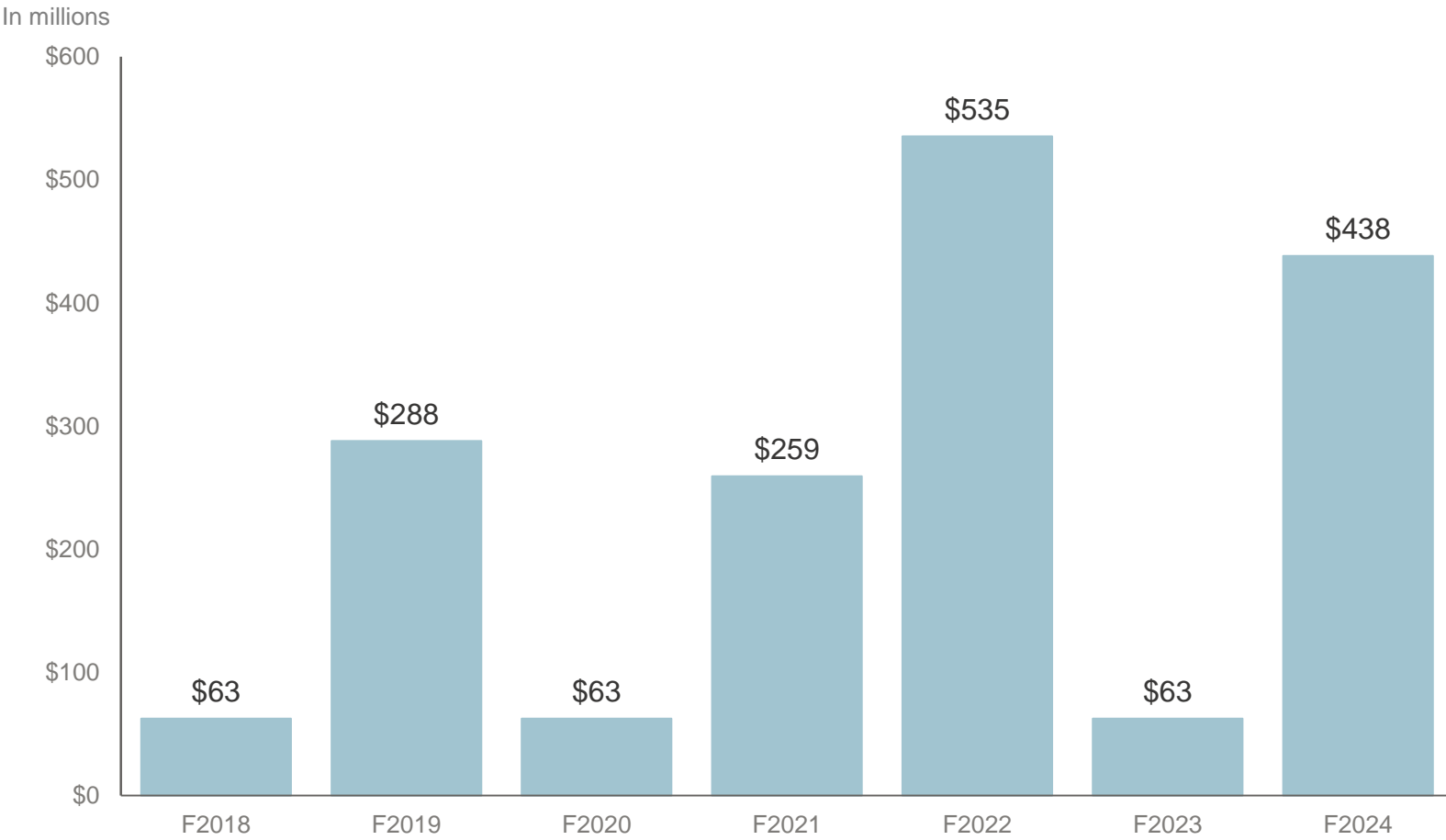


Net debt to cap well within our comfort zone



Maintaining balance and flexibility to capitalize on strategic opportunities

Debt maturity schedule

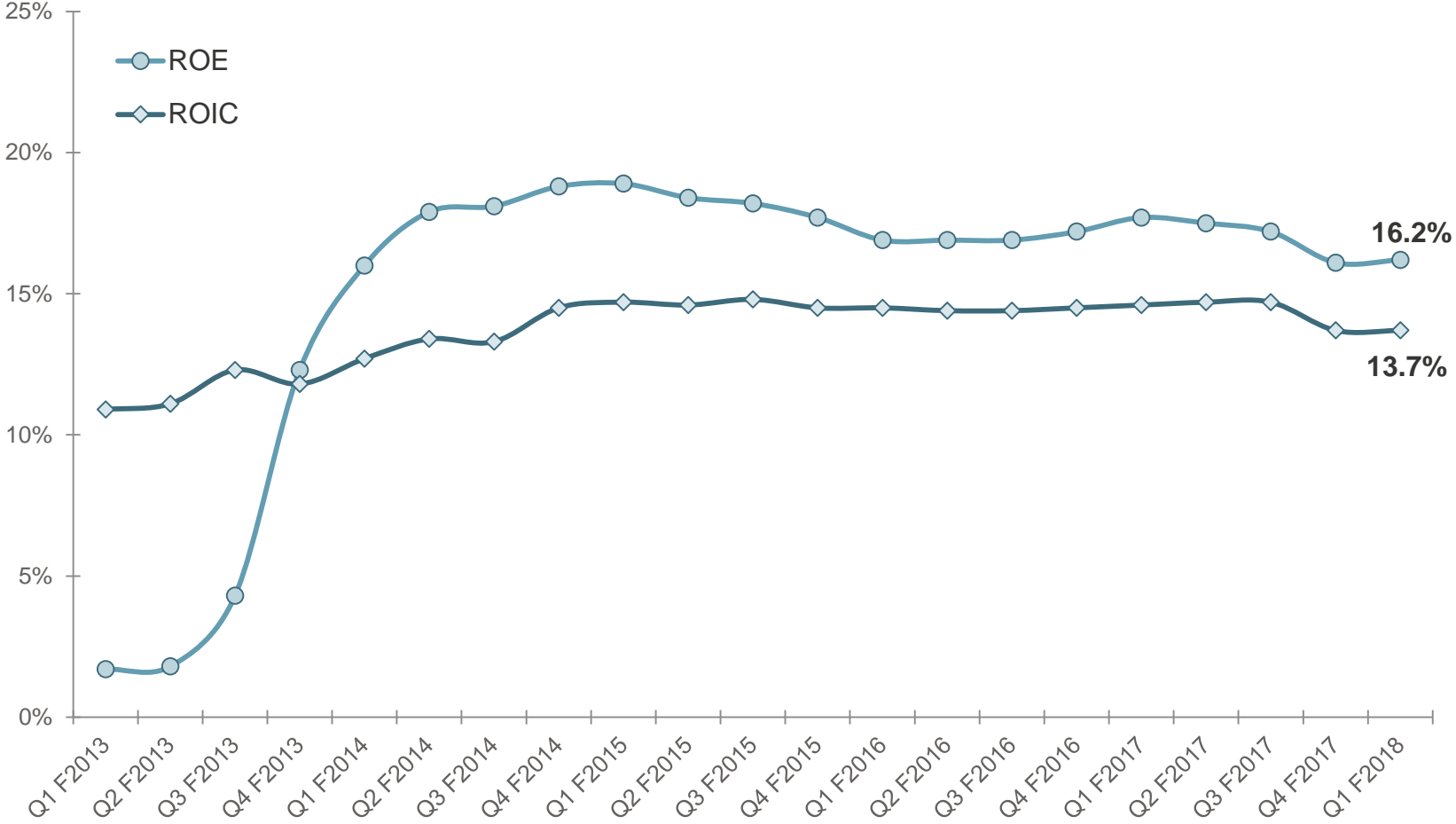


Excluding capital leases and asset financing loans.



Delivering superior returns over time

ROE and ROIC trends



Return on equity (ROE) and return on invested capital (ROIC) are measures for which we provide definitions and details in the MD&A.



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