



# SECOND QUARTER FISCAL 2018 RESULTS

For the three months ended March 31, 2018

May 2, 2018

**CGI**

Experience the commitment®

# Forward-looking information and statements

Our presentations contain “forward-looking information” within the meaning of Canadian securities laws and “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995 and other applicable United States safe harbours. All such forward-looking information and statements are made and disclosed in reliance upon the safe harbour provisions of applicable Canadian and United States securities laws. Forward-looking information and statements include all information and statements regarding CGI’s intentions, plans, expectations, beliefs, objectives, future performance, and strategy, as well as any other information or statements that relate to future events or circumstances and which do not directly and exclusively relate to historical facts. Forward-looking information and statements often but not always use words such as “believe”, “estimate”, “expect”, “intend”, “anticipate”, “foresee”, “plan”, “predict”, “project”, “aim”, “seek”, “strive”, “potential”, “continue”, “target”, “may”, “might”, “could”, “should”, and similar expressions and variations thereof. These information and statements are based on our perception of historic trends, current conditions and expected future developments, as well as other assumptions, both general and specific, that we believe are appropriate in the circumstances. Such information and statements are, however, by their very nature, subject to inherent risks and uncertainties, of which many are beyond the control of CGI, and which give rise to the possibility that actual results could differ materially from our expectations expressed in, or implied by, such forward-looking information or forward-looking statements. These risks and uncertainties include but are not restricted to: risks related to the market such as the level of business activity of our clients, which is affected by economic conditions, and our ability to negotiate new contracts; risks related to our industry such as competition and our ability to attract and retain qualified employees, to develop and expand our services, to penetrate new markets, and to protect our intellectual property rights; risks related to our business such as risks associated with our growth strategy, including the integration of new operations, financial and operational risks inherent in worldwide operations, foreign exchange risks, income tax laws, our ability to negotiate favorable contractual terms, to deliver our services and to collect receivables, and the reputational and financial risks attendant to cybersecurity breaches and other incidents; as well as other risks identified or incorporated by reference in our presentations, in CGI’s annual and quarterly MD&A and in other documents that we make public, including our filings with the Canadian Securities Administrators (on SEDAR at [www.sedar.com](http://www.sedar.com)) and the U.S. Securities and Exchange Commission (on EDGAR at [www.sec.gov](http://www.sec.gov)). Unless otherwise stated, the forward-looking information and statements contained in our presentations are made as of the date hereof and CGI disclaims any intention or obligation to publicly update or revise any forward-looking information or forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law. While we believe that our assumptions on which these forward-looking information and forward-looking statements are based were reasonable as at the date hereof, you are cautioned not to place undue reliance on these forward-looking information or statements. Furthermore, you are reminded that forward-looking information and statements are presented for the sole purpose of assisting investors and others in understanding our objectives, strategic priorities and business outlook as well as our anticipated operating environment. You are cautioned that such information may not be appropriate for other purposes. Further information on the risks that could cause our actual results to differ significantly from our current expectations may be found in the section titled “Risk Environment” of CGI’s annual and quarterly MD&A, which is incorporated by reference in this cautionary statement. We also caution that the above-mentioned risks and the risks disclosed in CGI’s annual and quarterly MD&A and other documents and filings are not the only ones that could affect us. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial could also have a material adverse effect on our financial position, financial performance, cash flows, business or reputation.

Please refer to the “Investors” section of CGI’s website at [www.cgi.com](http://www.cgi.com) to consult disclosure documents used by management when discussing CGI’s financial results with investors and analysts.

All amounts are in Canadian dollars unless otherwise indicated.

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# GEORGE D. SCHINDLER

President and  
Chief Executive Officer

# FRANÇOIS BOULANGER

Executive Vice-President and  
Chief Financial Officer

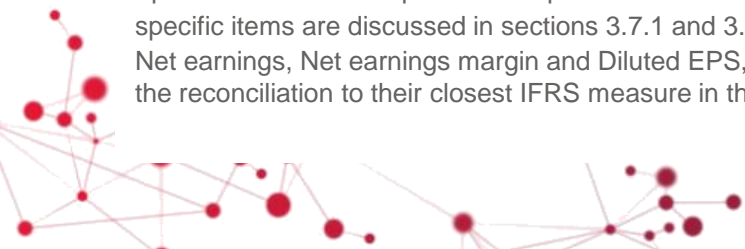


# Q2-F2018: Results

		vs Q2 F2017	
Revenue	\$3.0B	↑	8.3%
<i>Growth in constant currency</i>		↑	4.9%
Adjusted EBIT	\$424M	↑	7.4%
Adjusted EBIT margin	14.4%		
Net earnings	\$274M		Flat
Net earnings margin	9.3%		
Net earnings excluding specific items*	\$303M	↑	10.2%
Net earnings margin excluding specific items*	10.3%		
Diluted EPS	\$0.94	↑	4.4%
Diluted EPS excluding specific items*	\$1.04	↑	14.3%

\* Specific items are comprised of acquisition-related and integration costs and restructuring costs, all of which are net of tax. These specific items are discussed in sections 3.7.1 and 3.7.2 of the Q2-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.



# First half 2018 summary

		vs H1 F2017	
Revenue	\$5.8B	↑	6.8%
<i>Growth in constant currency</i>		↑	4.9%
Adjusted EBIT	\$831M	↑	4.9%
Adjusted EBIT margin	14.4%		
Net earnings	\$560M	↑	1.7%
Net earnings margin	9.7%		
Net earnings excluding specific items*	\$591M	↑	6.9%
Net earnings margin excluding specific items*	10.3%		
Diluted EPS	\$1.92	↑	7.3%
Diluted EPS excluding specific items*	\$2.03	↑	12.8%

\* Specific items are comprised of acquisition-related and integration costs and restructuring costs, all of which are net of tax. These specific items are discussed in sections 3.7.1 and 3.7.2 of the Q2-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.

**\$3.5 billion in bookings - backlog grows to \$22 billion**

High quality awards in every operating segments

Q2 F2018

\$3.5 billion

119% book-to-bill

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TRAILING TWELVE MONTHS

\$12.1 billion

108% book-to-bill



# Cash provided by operating activities

Q2 F2018

\$426 million

14.4% of revenue

\$1.46 per diluted share

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TRAILING TWELVE MONTHS

\$1.5 billion

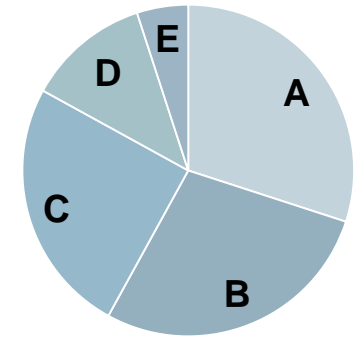
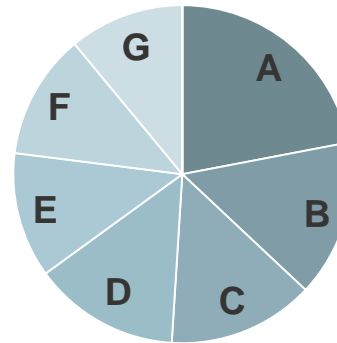
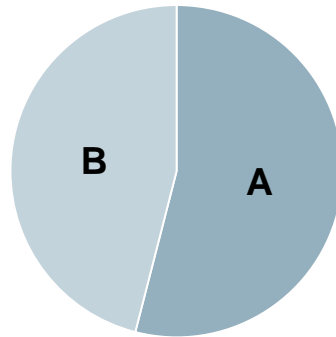
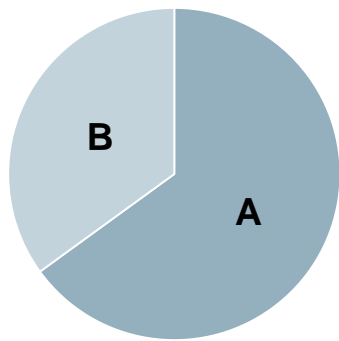
13.2% of revenue

\$5.01 per diluted share



# Bookings of \$3.5 billion; TTM book-to-bill of 108%

## Bookings distribution



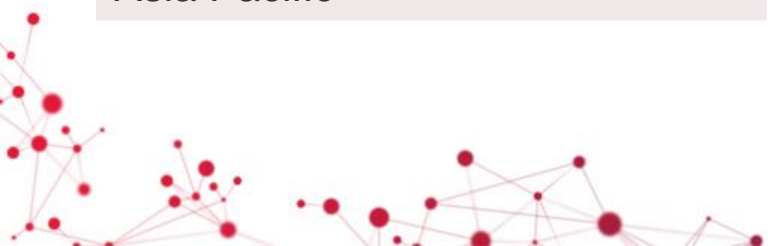
Contract Type		Service Type		Segment		Vertical Markets			
A.	Extensions and renewals	65%	A.	Systems integration and consulting	54%	A.	Financial Services	30%	
B.	New business	35%	B.	Management of IT & business functions	46%	B.	Government	28%	
				C.	Canada	14%	C.	MRD	25%
				D.	France	14%	D.	Communications & utilities	12%
				E.	U.K.	12%	E.	Health	5%
				F.	U.S. Federal	12%			
				G.	ECS	11%			
				H.	Asia Pacific	—			



# Bookings of \$3.5 billion; TTM book-to-bill of 108%

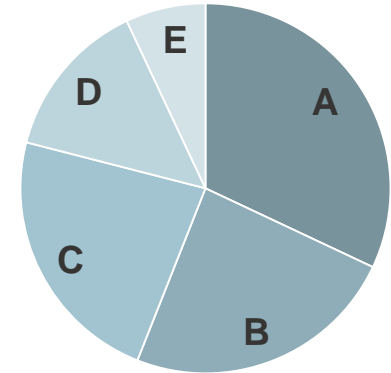
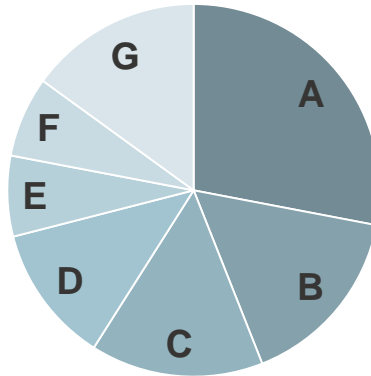
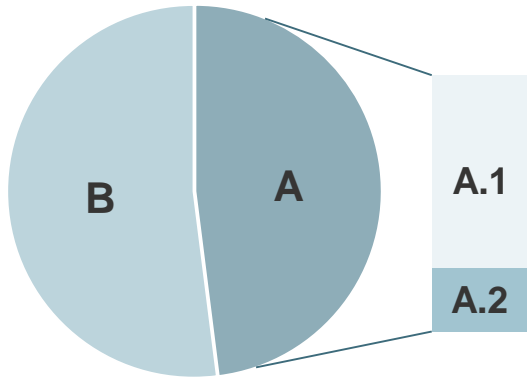
## Bookings summary by segment

	Bookings (in thousands)		Book-to-bill TTM
	Q2-F2018	TTM	
<b>Total CGI</b>	<b>\$3,513,029</b>	<b>\$12,076,929</b>	<b>107.7%</b>
Northern Europe	\$770,430	\$2,064,081	114.1%
Canada	\$503,568	\$1,590,724	88.7%
France	\$483,664	\$1,687,507	99.9%
U.S. Commercial and State Govt	\$544,805	\$1,699,199	101.1%
U.S. Federal	\$403,908	\$2,074,199	136.3%
U.K.	\$409,401	\$1,584,114	115.7%
ECS	\$382,714	\$1,278,552	105.8%
Asia Pacific	\$14,560	\$97,870	69.6%



# Improving mix of high quality revenue

## Revenue distribution

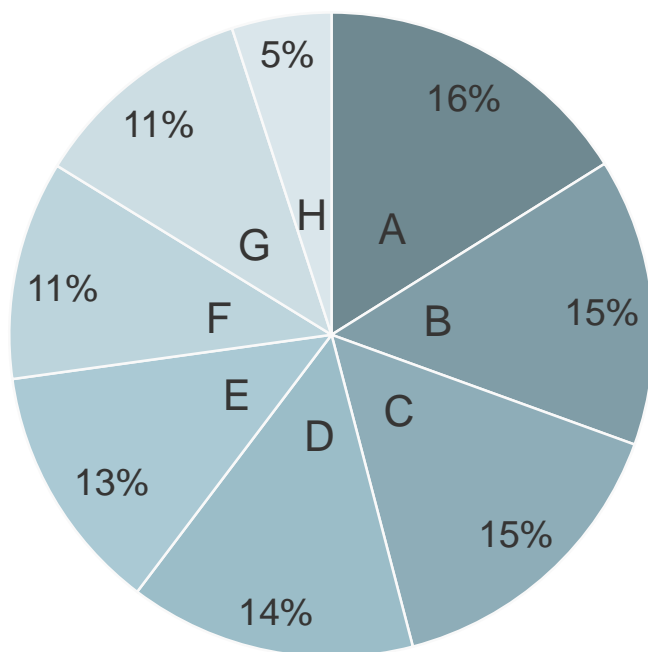


Service Type		Client Geography		Vertical Markets	
A. Management of IT and business functions	48%	A. U.S.	28%	A. Government	32%
1. IT services	38%	B. Canada	16%	B. MRD	24%
2. BPS	10%	C. France	15%	C. Financial services	23%
B. Systems integration and consulting	52%	D. U.K.	12%	D. Communications & utilities	14%
		E. Sweden	7%	E. Health	7%
		F. Finland	7%		
		G. Rest of the world	15%		

# Well balanced profitability across the Globe

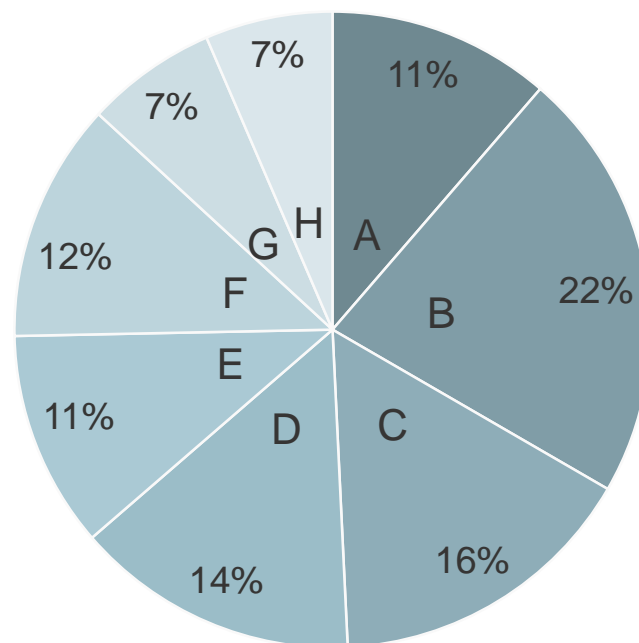
## Revenue and EBIT segmentation

**Revenue: \$3.0B**  
Growth @cc of 4.9%



- 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: \$424M**  
Margin: 14.4%

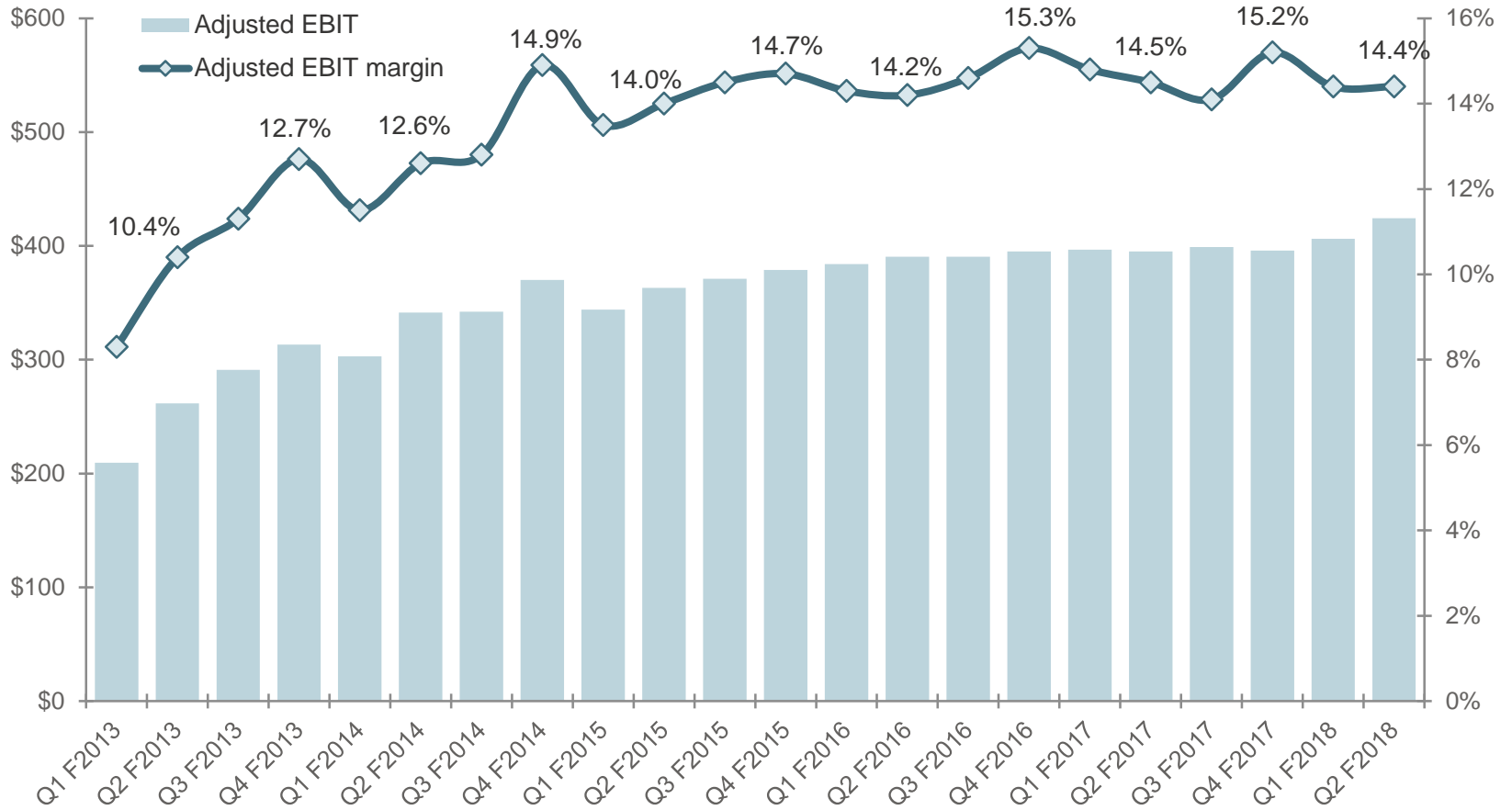


Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.

# Strong profitability maintained

Adj. EBIT at \$424 million up \$29 million; margin of 14.4% in Q2 F2018

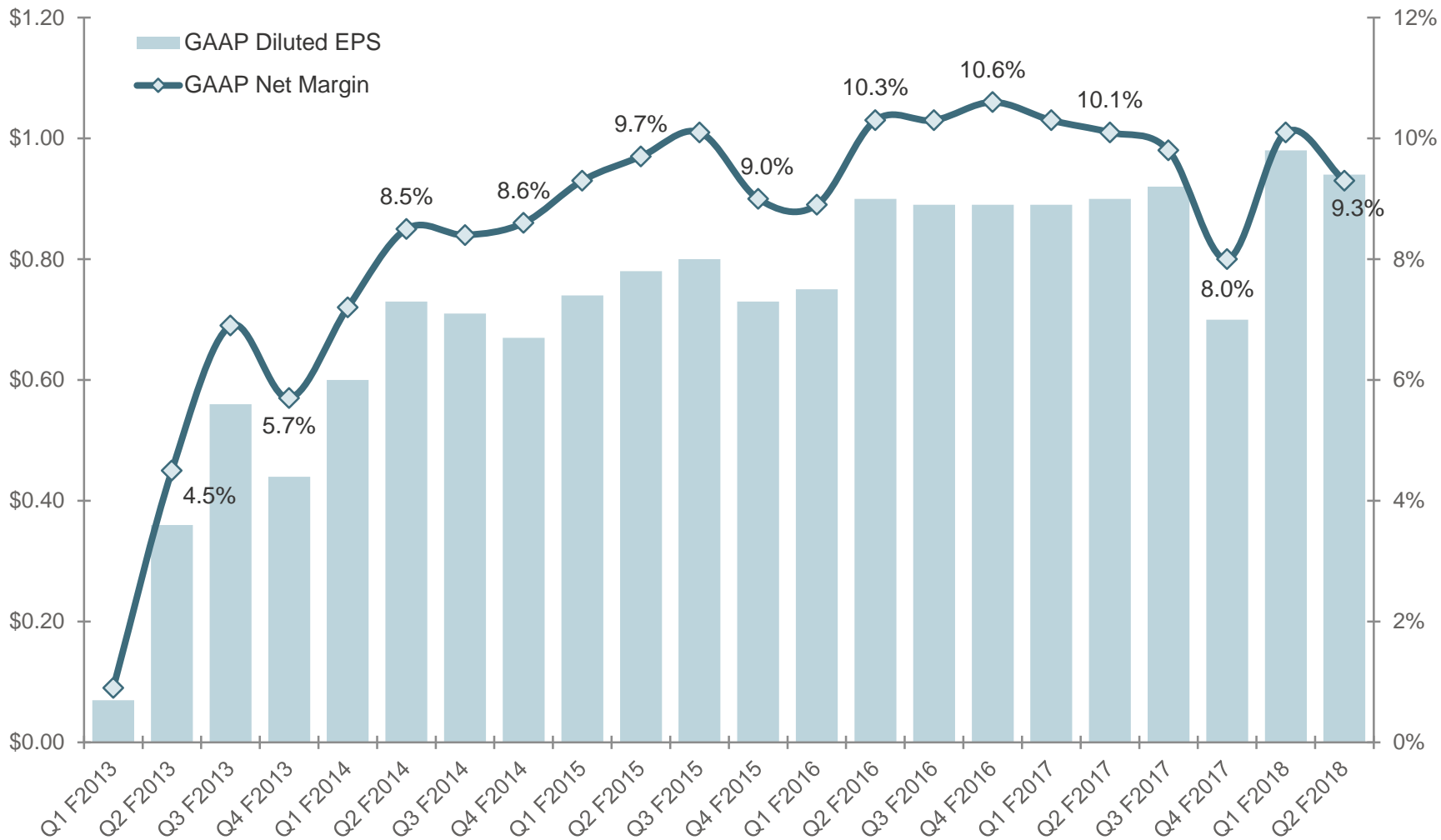
In millions



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

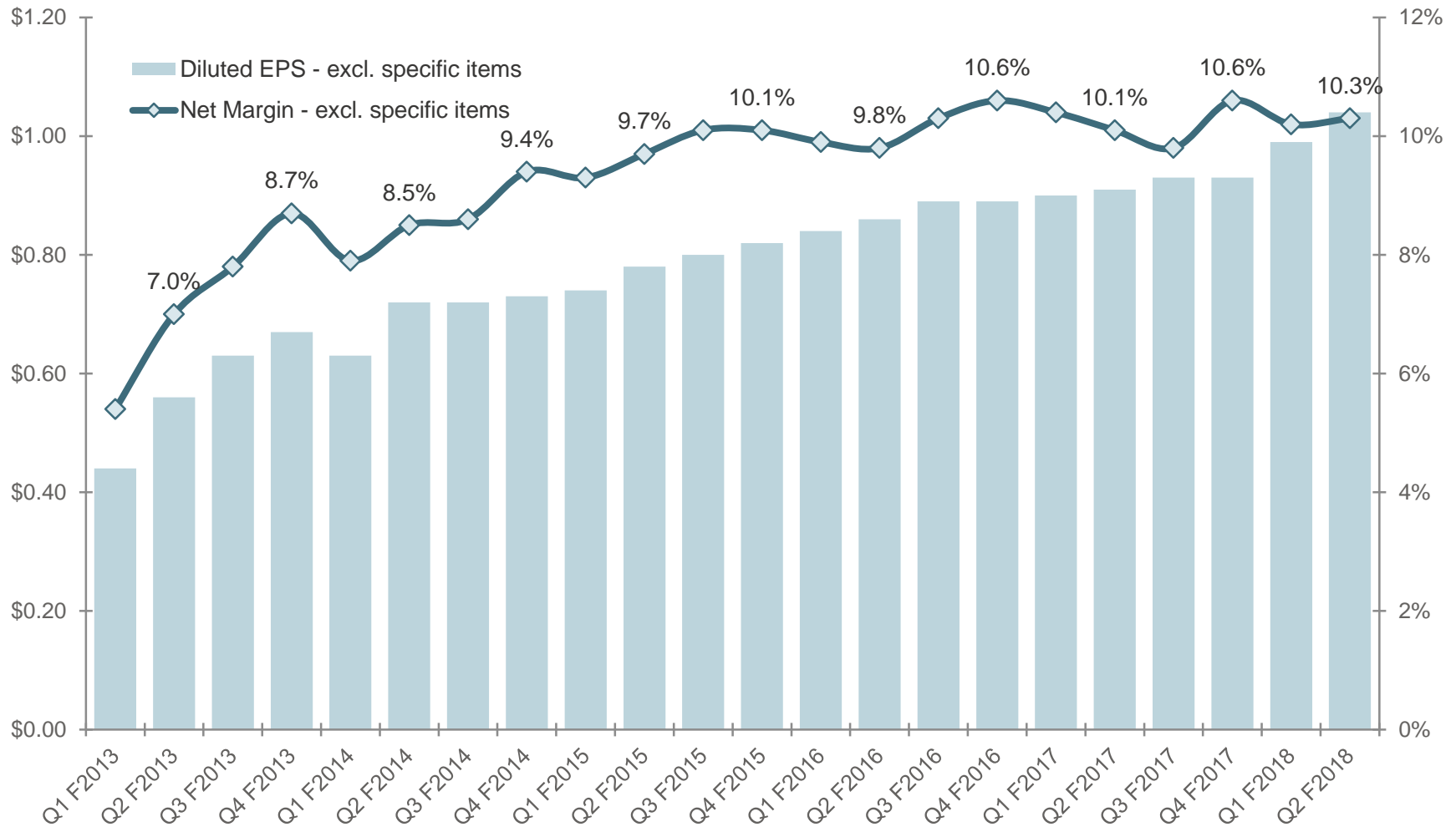
# Improving profitability with better mix of revenue

## GAAP Net earnings margin



# Net earnings margin excluding specific items

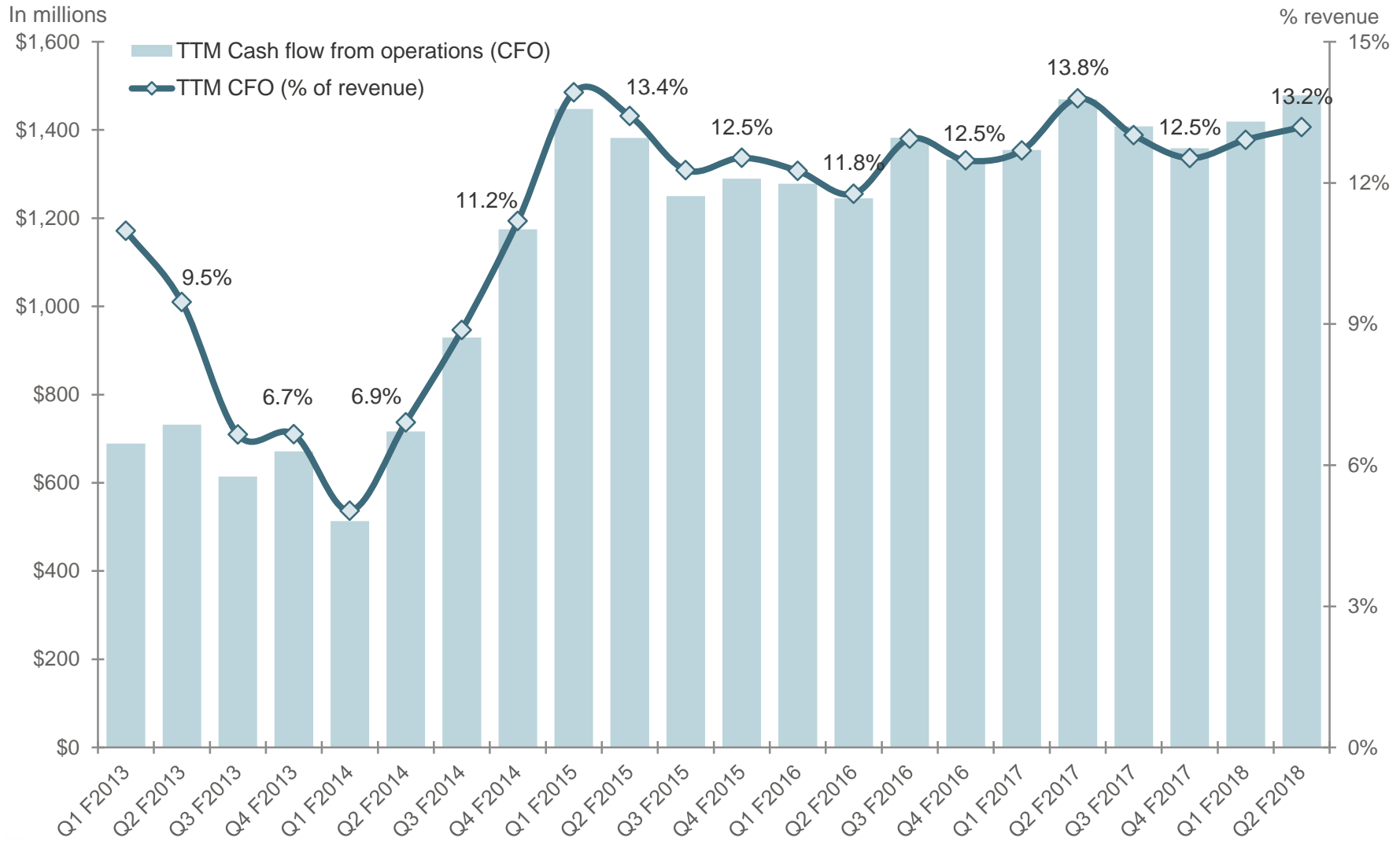
## Strong improving profitability with better mix of revenue



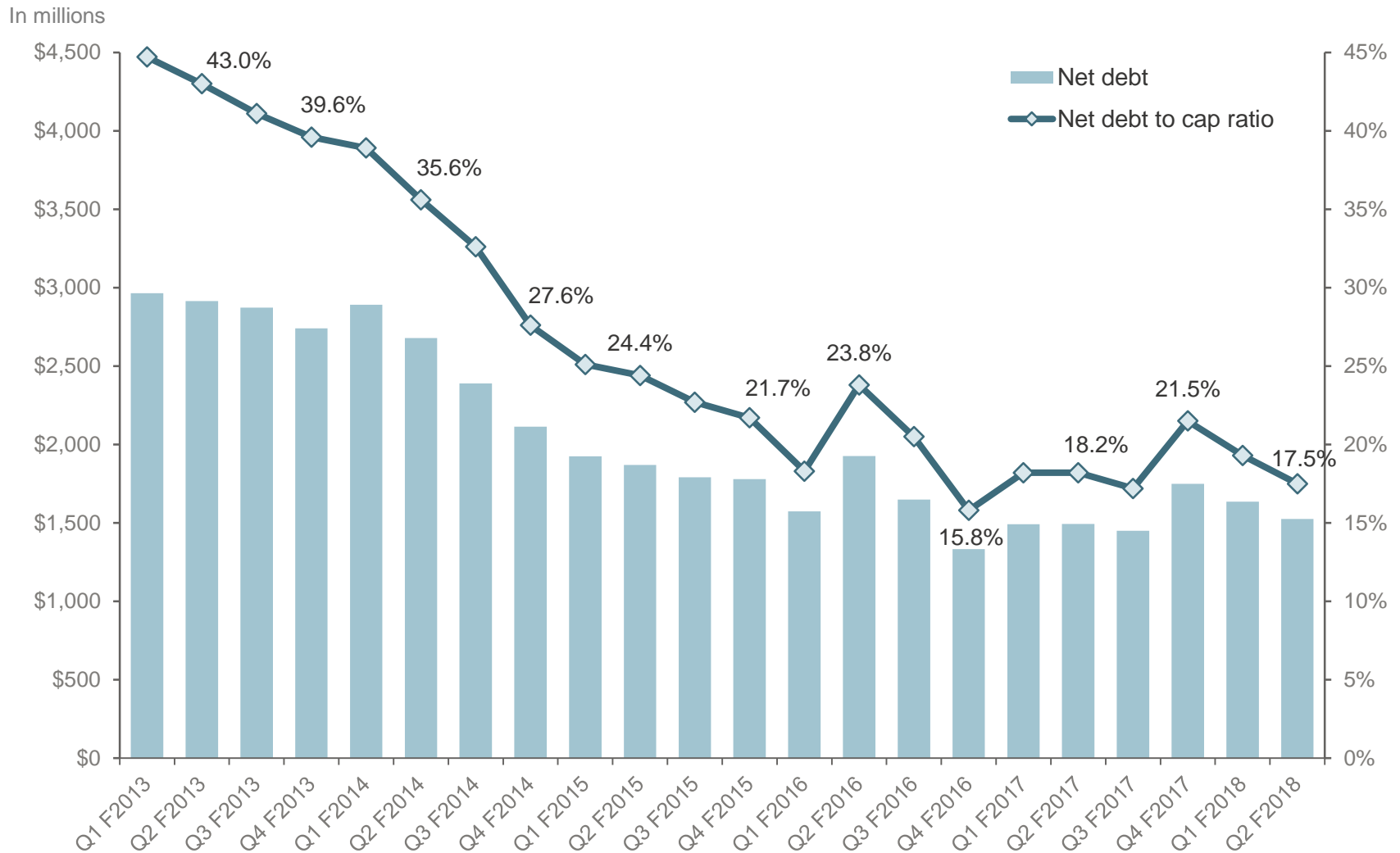
Net earnings, Net earnings margin and Diluted EPS, all excluding specific items, are measures for which we provide the reconciliation to their closest IFRS measure in the MD&A.

# \$5.01 in cash per share over TTM

\$426 million provided by operating activities; 14.4% of Q2 revenue



# Net debt at \$1.5B or 17.5% net debt to cap ratio

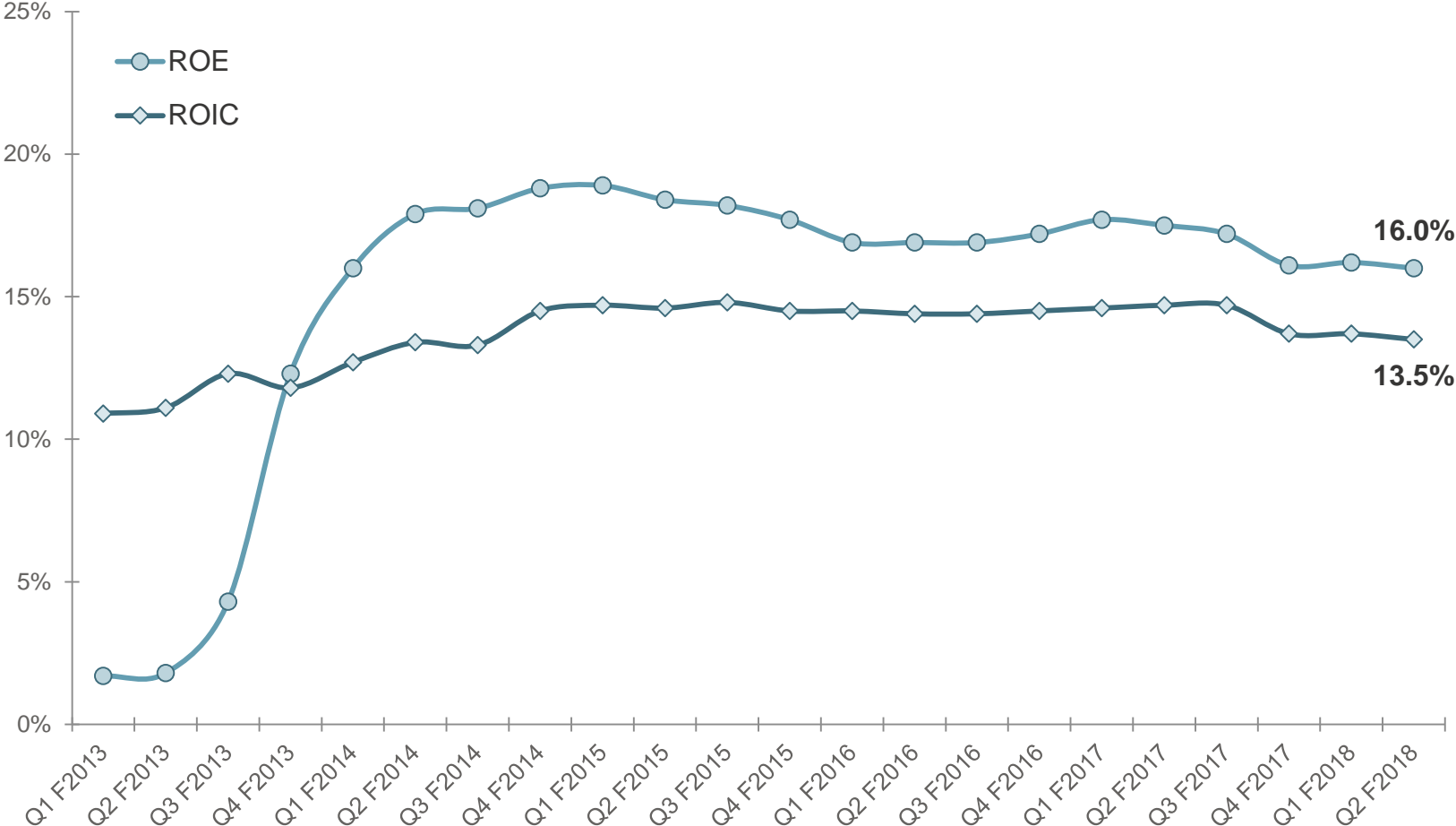


Net debt and net debt to capitalization ratio are Non-GAAP measures for which we provide the definition in the section "Non-GAAP and Key Performance Measures" of the MD&A.



# Investing in the highest return opportunities

## 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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