

# Local experts. Global insights.

JANUARY 31, 2018





#### **LORNE GORBER**

Executive Vice-President, Global Communications and Investor Relations





#### FORWARD-LOOKING STATEMENTS

All statements in our presentations that do not directly and exclusively relate to historical facts constitute "forward-looking statements" within the meaning of Section 27A of the United States Securities Act of 1933 and Section 21E of the United States Securities Exchange Act of 1934, as amended, and are "forward-looking information" within the meaning of Canadian securities laws. These statements and this information represent CGI's intentions, plans, expectations and beliefs, and are subject to risks, uncertainties and other factors, of which many are beyond the control of CGI. These factors could cause actual results to differ materially from such forward-looking statements or forward-looking information. You are cautioned not to place undue reliance on any forward-looking statements or on forward-looking information as a prediction of actual results.

The words "believe", "estimate", "expect", "intend", "anticipate", "foresee", "plan", and similar expressions and variations thereof, identify certain of such forward-looking statements or forward-looking information, which speak only as of the date on which they are made. In particular, statements relating to future performance are forward-looking statements and forward-looking information. CGI disclaims any intention or obligation to publicly update or revise any forward-looking statements or forward-looking information, whether as a result of new information, future events or otherwise, except as required by applicable law. For more information about the risks that could cause our actual results to differ significantly from our current expectations, please refer to the risks identified or incorporated by reference in our annual and quarterly Management's Discussion and Analysis and in other public disclosure documents filed with the Canadian securities regulators (on SEDAR at <a href="www.sedar.com">www.sedar.com</a>) and the U.S. Securities and Exchange Commission (on EDGAR at <a href="www.sec.gov">www.sec.gov</a>), as well as assumptions regarding the foregoing. Please refer to the "Investors" section of CGI's website at <a href="www.cgi.com">www.cgi.com</a> 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.





### **SERGE GODIN**

Founder and Executive Chairman of the Board







**SERGE** 

GODIN



GEORGE SCHINDLER



FRANÇOIS BOULANGER



JULIE GODIN



BENOIT DUBÉ



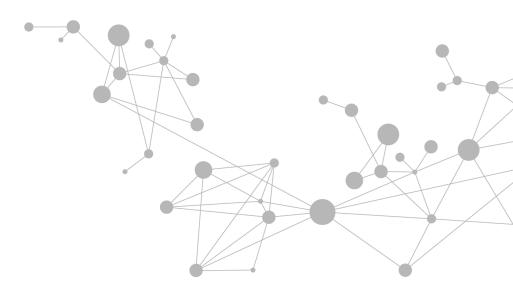


## **Annual General Meeting of Shareholders**



#### **AGENDA**

- Annual report and financial statements
- **2** Election of directors
- 3 Appointment of auditors
- 4 Shareholder proposal









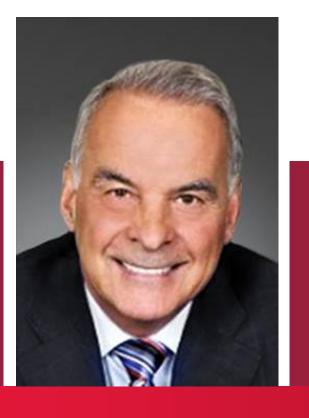
## Annual Report and Financial Statements





#### **Election of Directors**

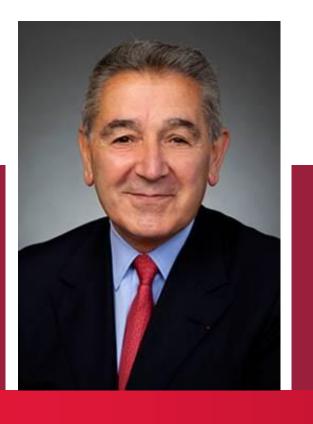




### **ALAIN BOUCHARD**







### **BERNARD BOURIGEAUD**







#### DOMINIC D'ALESSANDRO







# PAULE DORÉ







## RICHARD B. EVANS







## **JULIE GODIN**







#### **TIMOTHY J. HEARN**







## ANDRÉ IMBEAU







# GILLES LABBÉ







#### **HEATHER MUNROE-BLUM**







### MICHAEL B. PEDERSEN







### MICHAEL E. ROACH







#### GEORGE D. SCHINDLER







### **JOAKIM WESTH**







### **SERGE GODIN**

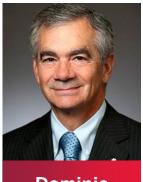




#### NOMINEES FOR ELECTION AS DIRECTORS













Godin



Alain **Bouchard** 

**Bernard** Bourigeaud

Dominic D'Alessandro

Paule Doré

Richard **B. Evans** 











**Timothy** J. Hearn



André Imbeau



Labbé



Michael B. Pedersen

**Michael** E. Roach

George D. Schindler







#### JEAN... THANK YOU FOR YOUR CONTRIBUTION AND FRIENDSHIP!



CGI



## **Appointment of Auditors**





## Shareholder Proposal





#### **SERGE GODIN**

Founder and Executive Chairman of the Board







#### Founder and Executive Chairman remarks



# RETURN ON INVESTMENT: 18% ON AVERAGE PER YEAR OVER THE LAST 31 YEARS

#### VALUE OF \$1,000 INVESTED IN 1986

Return based on GIB.A initial public offering price of \$0.41 (split adjusted) and closing price on January 26, 2018 of \$69.52. TSX reflects the total return index over the same period.



\$1,000

2018

1986







#### President and Chief Executive Officer remarks





#### **GEORGE SCHINDLER**

President and Chief Executive Officer







#### **CGI MANAGEMENT FOUNDATION**

Creating and maintaining strong 0 relationships with our 3 stakeholders Client Member Shareholder Partnership-**PARTNERSHIP Partnership** Management Framework Management Framework Management Framework Client Member Shareholder Satisfaction SATISFACTION Satisfaction **Assessment Program** Assessment Program Assessment Program S





#### **CGI MANAGEMENT FOUNDATION**

	CGI Cons	stitution	Enterprise Policies and Processes						
s O	Dream Vision	Mission Values	Code of Ethics	Organization, Governance and Adjustments	Hun Reso		Finance and Investment	Security and Data Privacy	
9 0 0 1	Strategic Directions and Operational Planning	Range of Services	Managing for Excellence	Marketing, Client Relationship and Business Development		agement Risk agement	Intollectual	Mergers and Acquisitions	Management Frameworks
CERTI	Client Partnership Management Framework					Member Partnership Management Framework		Shareholder Partnership Management Framework	
F		Roet I	nagement Practices	a		Leade	ership Institute	Inves	
E D	Proposal Co		gement ernance	Delivery Closing		Pe	ssignment erformance	Relationship Management	
O P		Methods	s and Tools			Management and Career Planning Recruitment		Disclosure Guidelines	
E R A T	Consulting, System Integration and Development	ing, Technology IP-based Orientation a egration Application Operations Business Integration		entation and ntegration	Investor Communications				
- O N S		Satis Asse	lient faction ssment ogram			A:	Member atisfaction ssessment Program	Satis Asse	eholder Ifaction ssment ogram

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#### VALUE CREATION FOR ALL STAKEHOLDERS







#### VALUE CREATION FOR OUR SHAREHOLDERS







#### F2017: FINANCIAL PERFORMANCE



		vs F2016
Revenue	\$10.8B	1.5%
Growth at constant currency		4.3%
Net Earnings – GAAP	\$1.0B	-3.1%
Diluted EPS – GAAP	\$3.41	-0.3%
Net earnings excluding specific items*	\$1.1B	2.4%
Diluted EPS excluding specific items*	\$3.65	5.5%

<sup>\*</sup> Specific items in F2017 are comprised of \$65.3 million in restructuring costs and \$6.5 million in acquisition-related and integration costs net of tax. Refer to MD&A for details.



#### F2017: FINANCIAL PERFORMANCE



Cash provided by operating activities

**Contract awards value** 

\$1.4 billion

\$11.3 billion



#### VALUE CREATION FOR OUR CLIENTS







#### **CLIENT SATISFACTION**



7,544 quality assessments signed by our clients

9.0/10
Satisfaction

**8.6**/10 Innovation



#### CGI CLIENT GLOBAL INSIGHTS



Business executives: 40%

IT executives: 60%

1,300 in-person interviews

10 industries

17 countries



#### FROM CGI CLIENT GLOBAL INSIGHTS...



# ... to CGI Global Insights



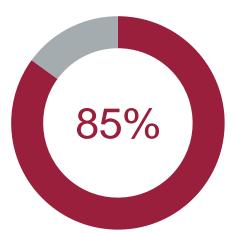


#### 2017 CGI CLIENT GLOBAL INSIGHTS

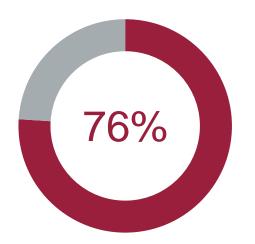


# Alignment of trends and priorities **BECOMING DIGITAL**

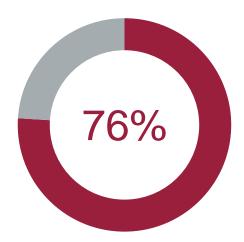
#### **Top Industry Trend**



#### **Top Business Priority**



#### **Top IT Priority**





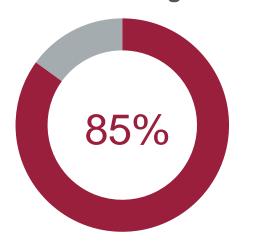


#### 2017 CGI CLIENT GLOBAL INSIGHTS

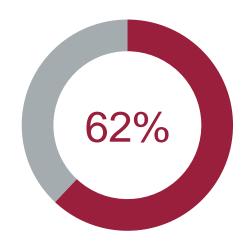


# Alignment across industries INCREASE IT INVESTMENTS

## Increase or maintain total IT budgets



## Increase investments in new digital applications







#### THE BUILD STRATEGY



#### **ORGANIC GROWTH**

Win, renew and extend contracts

New large outsourcing contracts

- 1. High-end IT and Business Consulting
- 2. Systems Integration
- 3. Outsourcing
- 4. Intellectual Property

#### **ACQUISITIONS**

Local and niche firms

**Transformational** 

- 1. Local and niche: Proximity-based growth
- 2. IP-based growth accelerator
- 3. Transformational





#### INVESTMENTS ALIGNED WITH HIGHEST DEMAND AREAS



**DATA ANALYTICS** 

CYBERSECURITY

ROBOTICS

ARTIFICIAL INTELLIGENCE

### DIGITAL CUSTOMER EXPERIENCE



#### VALUE CREATION FOR OUR MEMBERS







#### **ALIGNMENT OF INTEREST**



80%

of CGI members are shareholders

Value of their investment: more than \$1.1 billion





#### LEARNING AND DEVELOPMENT



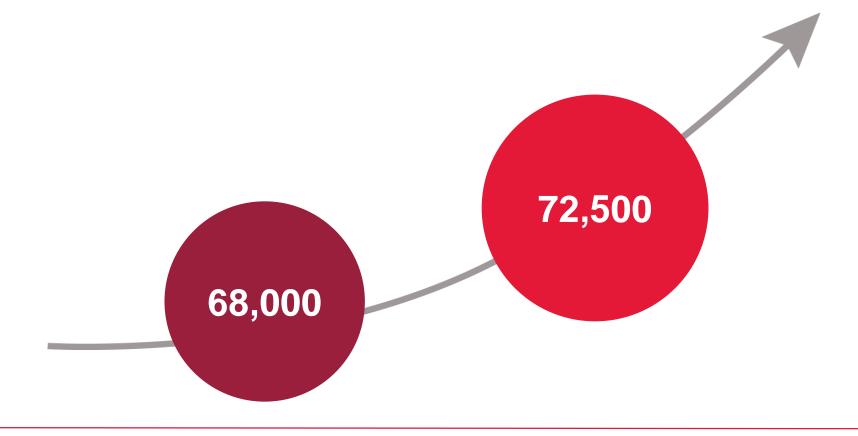






#### **CGI MEMBERS**





Q1-F2017

Q1-F2018



#### CGI MEMBERS' ENGAGEMENT



# Input from 76% of our members

#### Strategic Goals and Priorities





#### THE CGI CONSTITUTION



CGI Constitution	Enterprise	Policies and Proces	sses
S Dream Vision Mission Values  Strategic Directions and Operational Planning  C E R T Client Pa Management  F I Proposal Contract  D IT Managest Pi Engage	Partnership and Copjectivity and in Intrapreneurship and Respect Financial Strength Corporate Social	tegrity and Sharing	lity
Governing E Consulting, System Integration and Development  Management  Governing  Methods  Application  Management		Management and Career Planning Recruitment Orientation and Integration Team Meetings	Disclosure Guidelines Investor Communications
T I I I I I I I I I I I I I I I I I I I	action sment	Member Satisfaction Assessment Program	Shareholder Satisfaction Assessment Program

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#### THE BUY STRATEGY



#### **ORGANIC GROWTH**

Win, renew and extend contracts

New large outsourcing contracts

- 1. High-end IT and Business Consulting
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#### **ACQUISITIONS**

Local and niche firms

**Transformational** 

- 1. Local and niche: Proximity-based growth
- 2. IP-based growth accelerator
- 3. Transformational





#### THE BUY STRATEGY



#### 4 mergers in F2017 CCTS summa Boston, Birmingham, Denver, Pittsburgh, Alabama Massachusetts Colorado Pennsylvania



#### SHARE BUYBACK PROGRAM F2017



# Investment of \$1.2 billion 20 million shares

Average price of \$62.55





#### SHARE BUYBACK PROGRAM RENEWED FOR THE NEXT 12 MONTHS



# Purchase up to 20.6 million shares

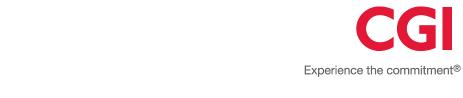




#### THE BUY STRATEGY



4 mergers in F2017			Q1-F2018		
COLLABORATIVE	<b>CCTS</b> <sub>™</sub>	TEAM	summa	Affecto	PARAGUN POWERING BUSINESS TRANSFORMATION
Boston, Massachusetts	Birmingham, Alabama	Denver, Colorado	Pittsburgh, Pennsylvania	Helsinki, Finland	Cranford, New Jersey
2,400 members					





## First quarter Fiscal 2018 results



#### Q1-F2018: FINANCIAL PERFORMANCE



		vs Q1-F2017
Revenue	\$2.8B	5.3%
Growth at constant currency		4.9%
Net Earnings – GAAP	\$285M	3.5%
Diluted EPS – GAAP	\$0.98	10.1%
Net earnings excluding specific items*	\$288M	3.7%
Diluted EPS excluding specific items*	\$0.99	10.0%

<sup>\*</sup> Specific items in Q1-F2018 are comprised of a favorable tax adjustment of \$34.1 million, \$24.3 million in restructuring costs and \$12.5 million in acquisition-related and integration costs, both net of tax. Refer to MD&A for details.



#### Q1-F2018: FINANCIAL PERFORMANCE



Cash provided by operating activities

**Contract awards value** 

\$410 million

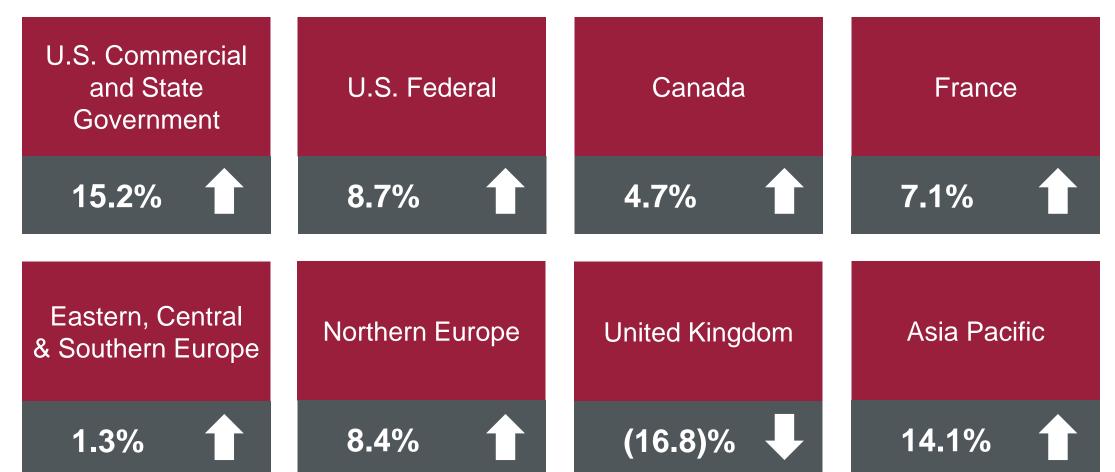
\$3.0 billion





#### Q1-F2018: CGI GLOBAL GROWTH





Revenue growth is calculated on a constant currency basis. Refer to MD&A for details.



#### THE BUILD AND BUY STRATEGY



#### ORGANIC GROWTH

Win, renew and extend contracts

New large outsourcing contracts

#### **ACQUISITIONS**

Local and niche firms

**Transformational** 



#### **OUTLOOK**



**Organic growth** 

**EPS** expansion

Mergers and acquisitions

Strategic aspiration: profitably double over 5 to 7 years





#### **OUR COMMITMENT**









#### **OUR COMMITMENT**



## THE BEST PARTNER AND EXPERT OF CHOICE FOR OUR CLIENTS

# THE BEST ENVIRONMENT FOR OUR MEMBERS TO BUILD A CAREER

# THE BEST INVESTMENT FOR OUR SHAREHOLDERS







# Dialogue





# Thank you

