



Experience the commitment®

FOURTH QUARTER AND FISCAL 2018 RESULTS

For the year and three month period
ended on September 30, 2018

November 7, 2018



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) and the U.S. Securities and Exchange Commission (on EDGAR at 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 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.

**GEORGE D.
SCHINDLER**

President and
Chief Executive Officer

**FRANÇOIS
BOULANGER**

Executive Vice-President and
Chief Financial Officer

Q4-F2018 Results

vs Q4 F2017

Revenue	\$2.8B	↑	7.3%
Growth in constant currency		↑	5.0%
Adjusted EBIT*	\$436M	↑	10.1%
Adjusted EBIT margin*	15.6%	↑	40 bps
Net earnings	\$293M	↑	40.8%
Net earnings margin	10.5%	↑	250 bps
Net earnings excluding specific items*	\$310M	↑	12.4%
Net earnings margin excluding specific items*	11.1%	↑	50 bps
Diluted EPS	\$1.03	↑	47.1%
Diluted EPS excluding specific items*	\$1.09	↑	17.2%

* Specific items are discussed in sections 5.6 and 5.6.1 of the Fiscal Year 2018 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. Additional details for non-GAAP measures can be found on page 3 and 4 of our MD&A.

Fiscal 2018 Results

vs F2017

Revenue	\$11.5B	↑	6.1%
Growth in constant currency		↑	4.6%
Adjusted EBIT*	\$1.7B	↑	7.3%
Adjusted EBIT margin*	14.8%	↑	20 bps
Net earnings	\$1.1B	↑	10.3%
Net earnings margin	9.9%	↑	40 bps
Net earnings excluding specific items*	\$1.2B	↑	9.4%
Net earnings margin excluding specific items*	10.5%	↑	30 bps
Diluted EPS	\$3.95	↑	15.8%
Diluted EPS excluding specific items*	\$4.19	↑	14.8%

* Specific items are discussed in sections 3.7.1, 3.7.2 and 3.8.1 of the Fiscal Year 2018 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. Additional details for non-GAAP measures can be found on page 3 and 4 of our MD&A.

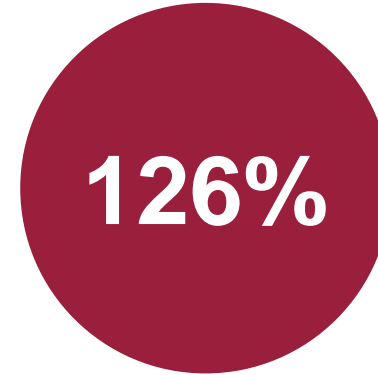
Demand for digital driving high quality awards

\$3.5B in Q4 bookings, book-to-bill of 126%, Backlog up \$1.8B to \$22.6B

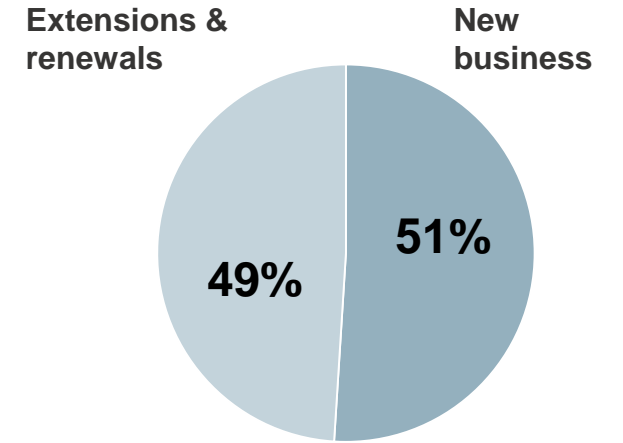
Q4 F2018



BOOKINGS



BOOK-TO-BILL

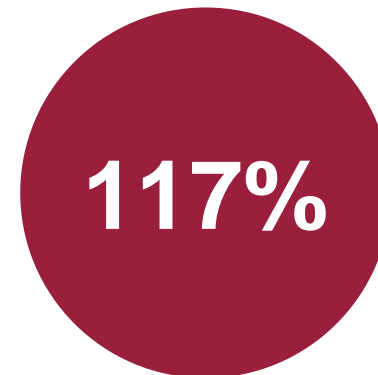


CONTRACT TYPE

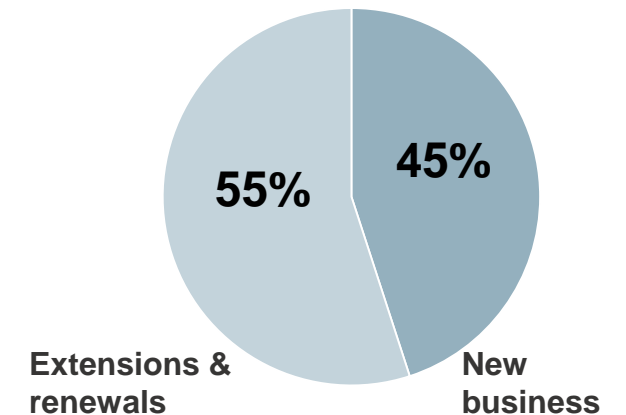
FISCAL 2018



BOOKINGS



BOOK-TO-BILL



CONTRACT TYPE

Additional details for non-GAAP measures can be found on page 3 and 4 of our MD&A.

F2018 Bookings of \$13.5B; TTM book-to-bill of 117%



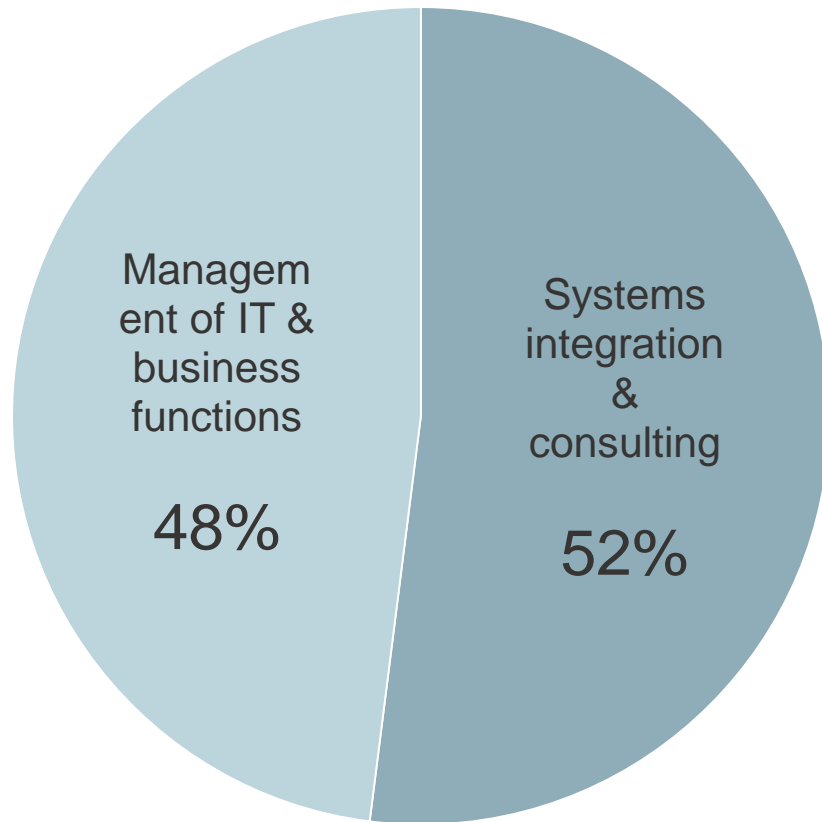
Bookings summary by segment

	Bookings (in thousands)		Book-to-bill F2018
	Q4-F2018	F2018	
Total CGI	\$3,533,650	\$13,492,959	117.3%
Northern Europe	\$518,917	\$2,331,847	123.3%
Canada	\$365,785	\$1,647,927	90.6%
France	\$457,771	\$1,775,929	101.0%
U.S. Commercial and State Govt	\$459,133	\$2,055,587	117.9%
U.S. Federal	\$1,172,161	\$2,574,633	173.9%
U.K.	\$269,330	\$1,663,132	117.3%
ECS	\$278,713	\$1,372,820	108.2%
Asia Pacific	\$11,840	\$71,084	55.6%

Additional details for non-GAAP measures can be found on page 3 and 4 of our MD&A.

Meeting the demand for digital with integrated end-to-end portfolio of services

Revenue distribution F2018



- Higher SI&C volumes, fueled by business from new mergers and client demand for our digital transformation consulting services
- Based on buying plans our clients have shared, outsourcing spend is expected to gradually increase over the next three years
- IP will continue to be integral to this evolving mix as we partner with clients to deliver intelligent automation and business innovation solutions

Cash provided by operating activities

Q4 F2018

\$340M*

CASH FLOW

12.2%

% OF REVENUE

\$1.20

PER SHARE

FISCAL 2018

\$1.5B*

CASH FLOW

13.0%

% OF REVENUE

\$5.17

PER SHARE

* Including cash disbursements related to Restructuring of \$22M during Q4 F2018 and \$120M during F2018.

Fourth quarter Fiscal 2018

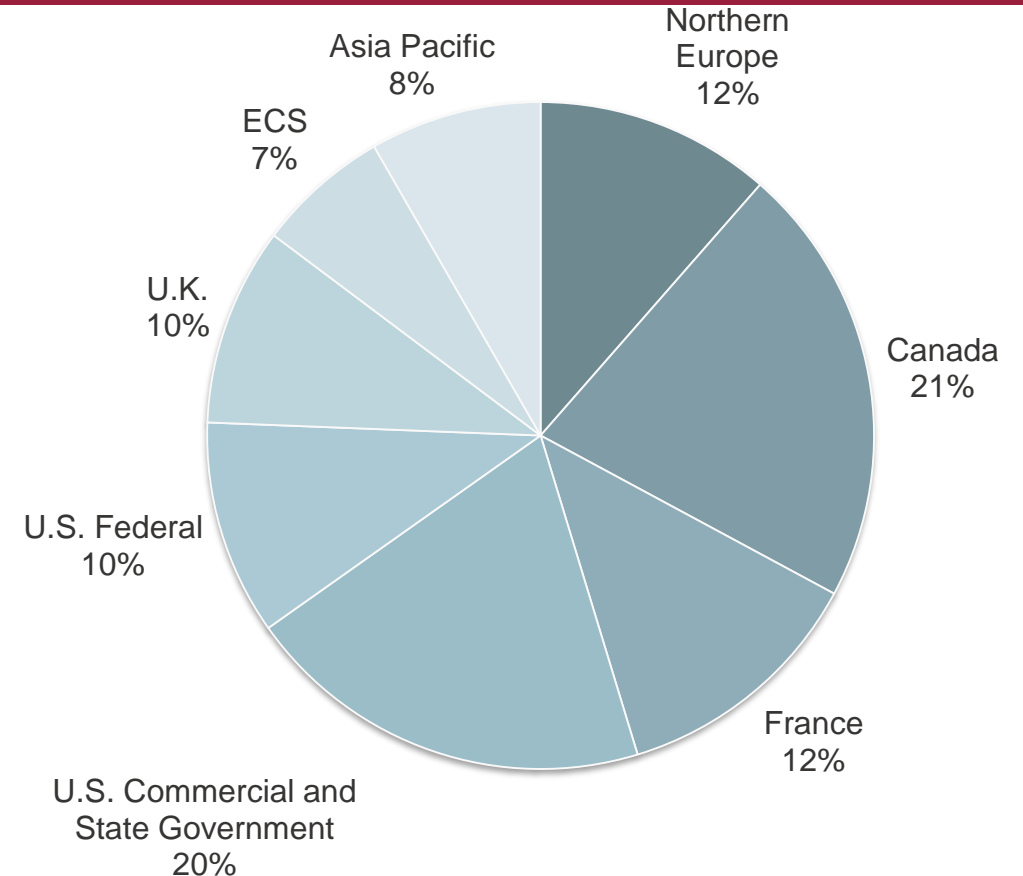
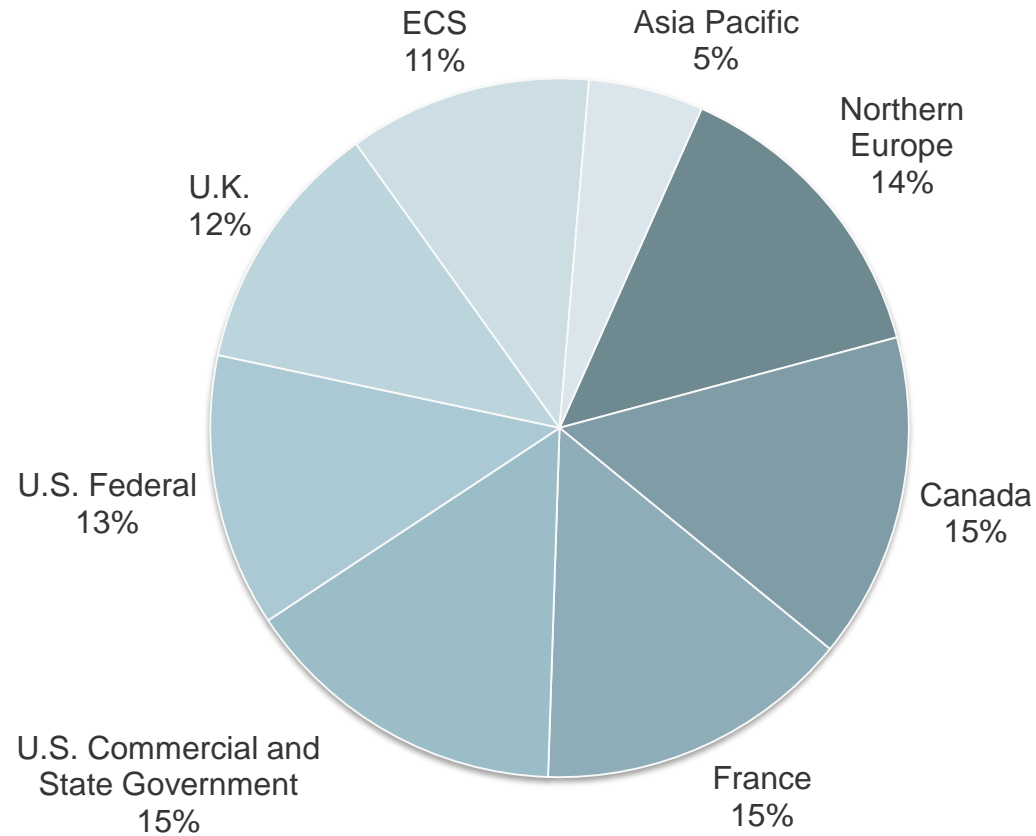
For the three months ended on September 30, 2018

Well balanced profitability across all segments

Q4 F2018 Revenue and adjusted EBIT segmentation

Revenue: \$2.8B
Growth @cc of 5.0%

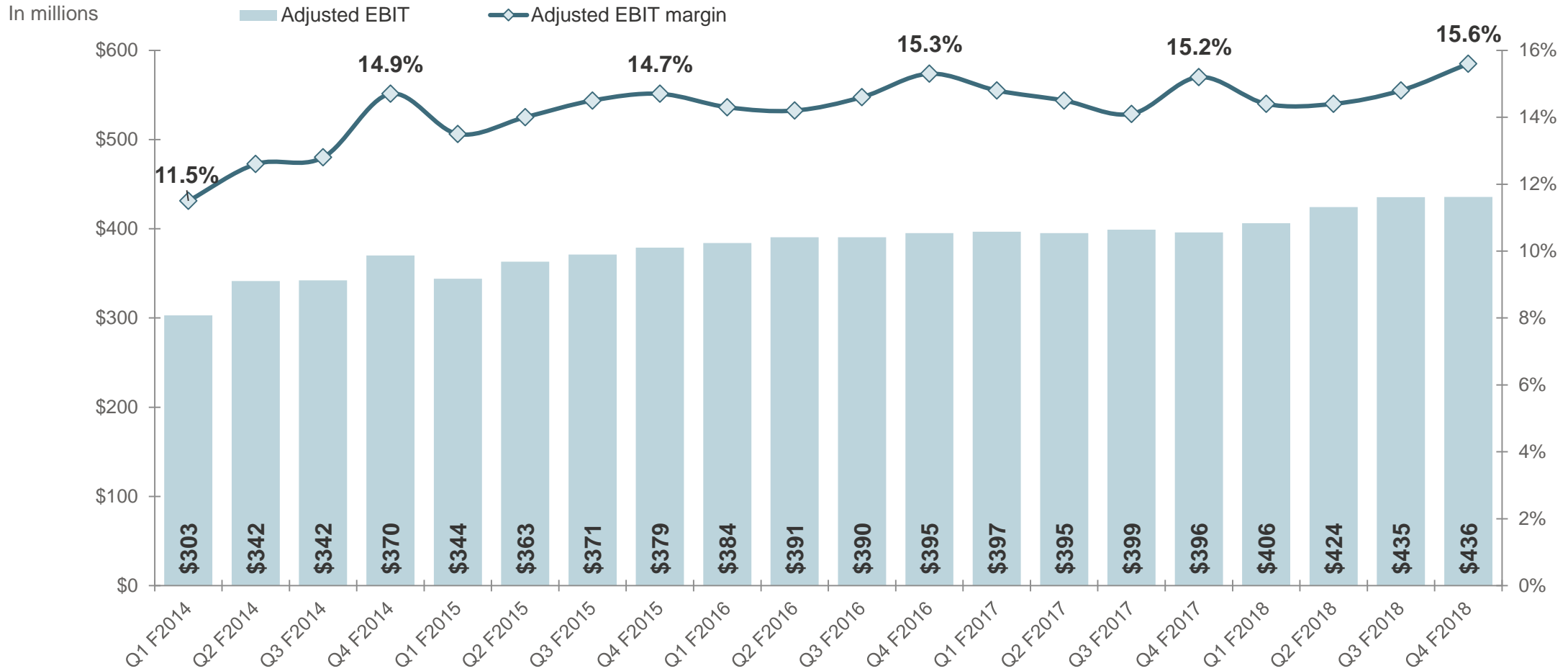
Adjusted EBIT: \$436M
Margin: 15.6%



Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure and for which we provide more details on page 3 of the MD&A.

Strong profitability maintained in Q4

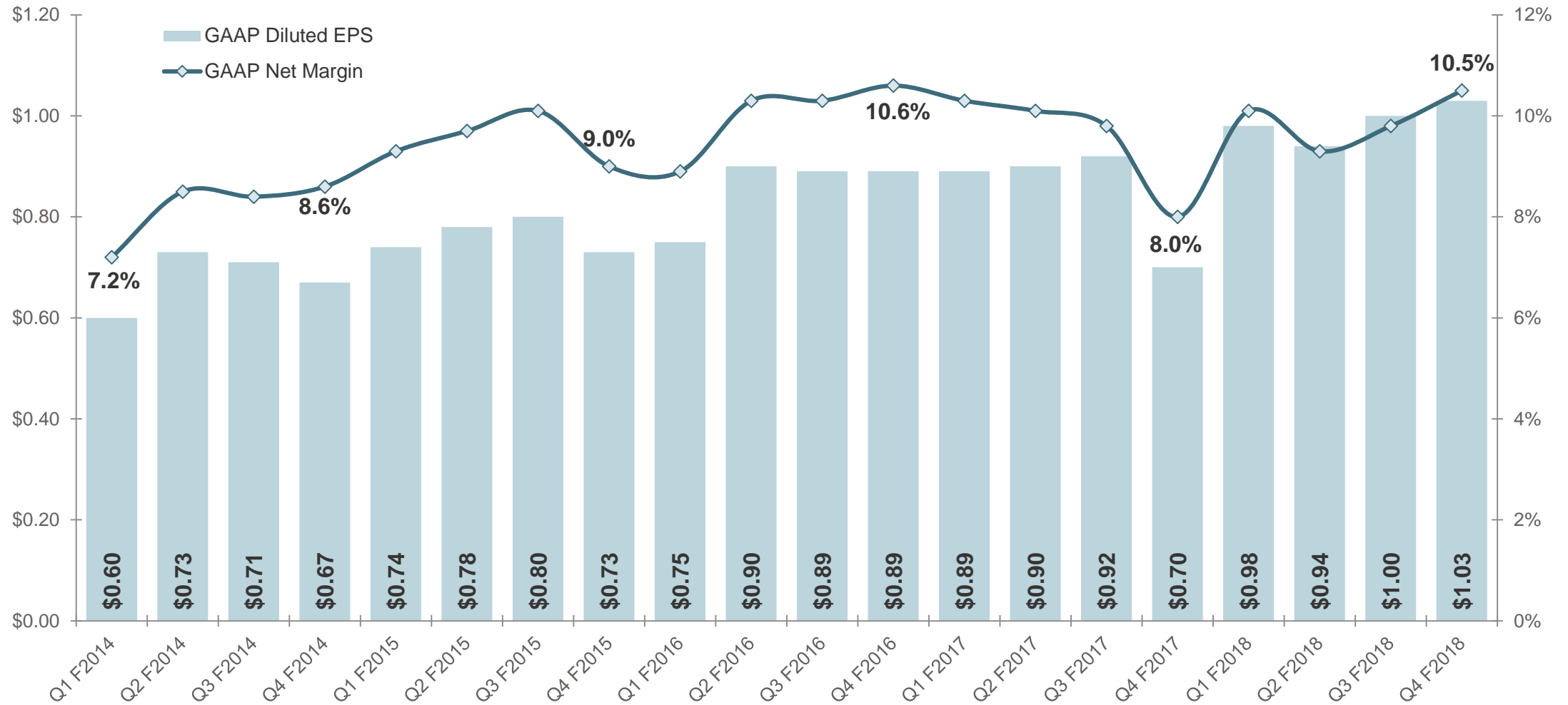
Adj. EBIT at \$436 million, up \$40 million; margin of 15.6%, up 40 basis points



Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure and for which we provide more details on page 3 of the MD&A.

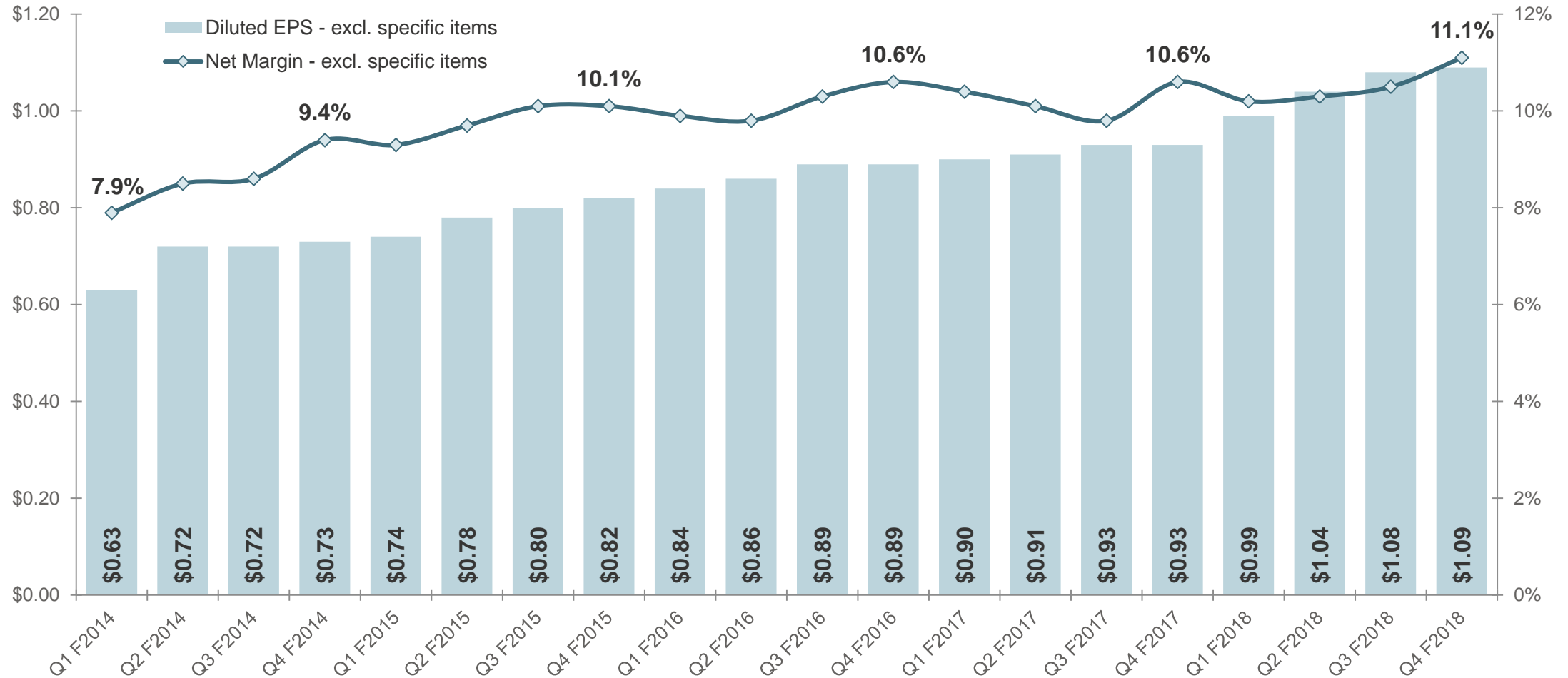
GAAP net earnings of \$293M; EPS of \$1.03, up 47.1%

Net margin of 10.5%, up 250 basis points



Net earnings ex-items of \$310M - EPS of \$1.09, up 17.2%

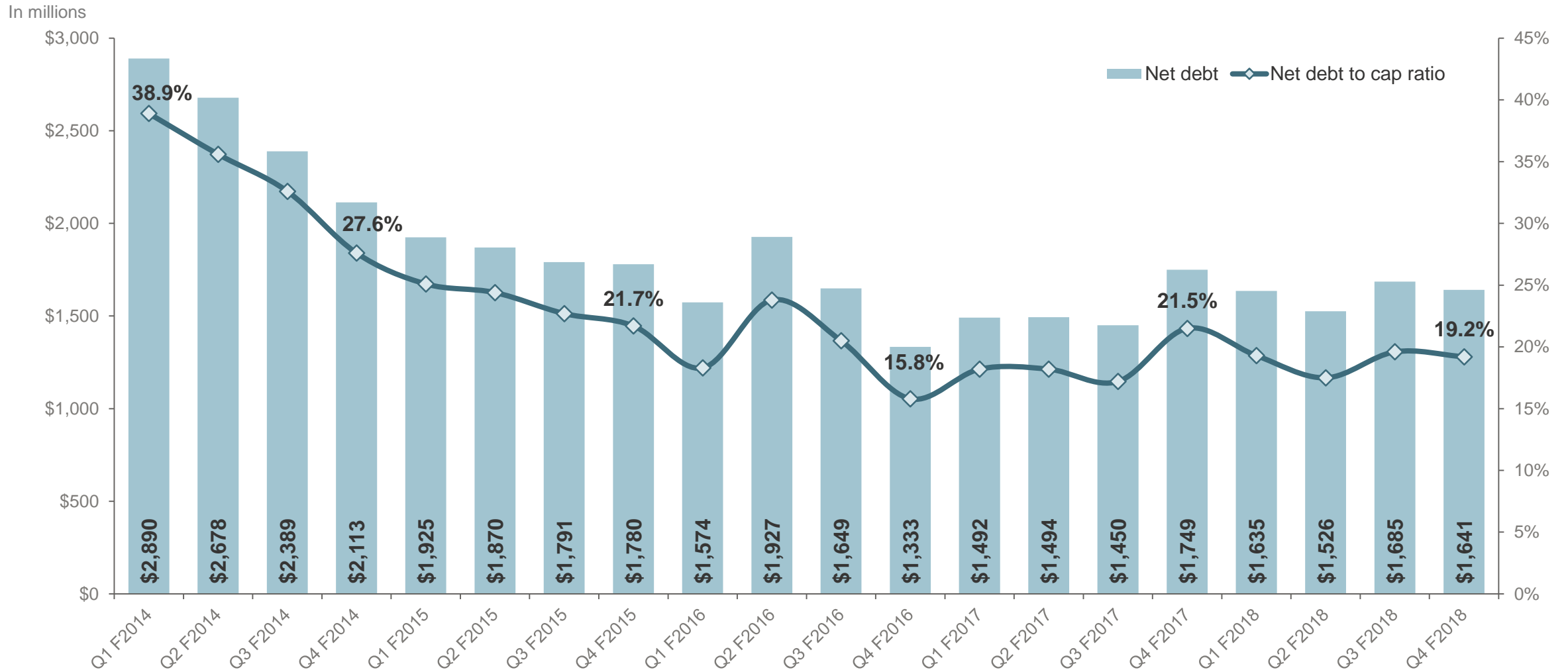
Net earnings margin ex-items of 11.1%, up 50 basis points



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.

Net debt at \$1.6B or 19.2% net-debt-to-cap ratio

Over \$1.5B in readily available liquidity – more as needed



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.

Fiscal 2018

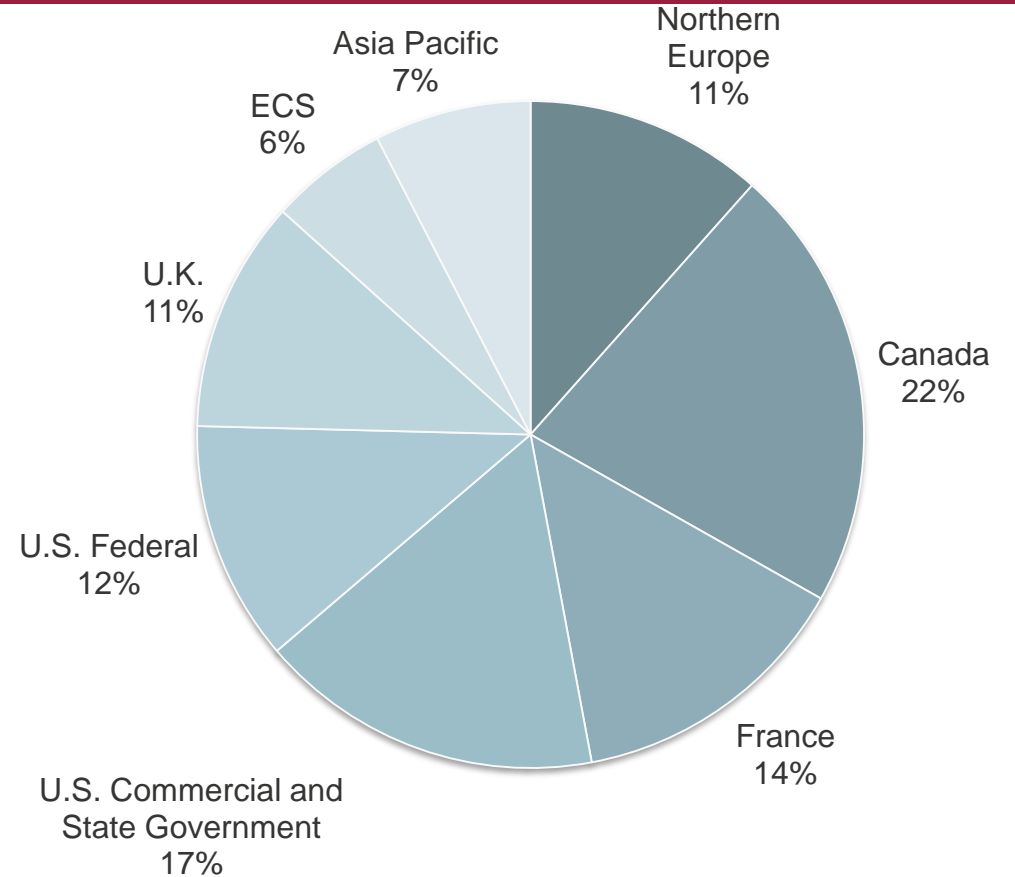
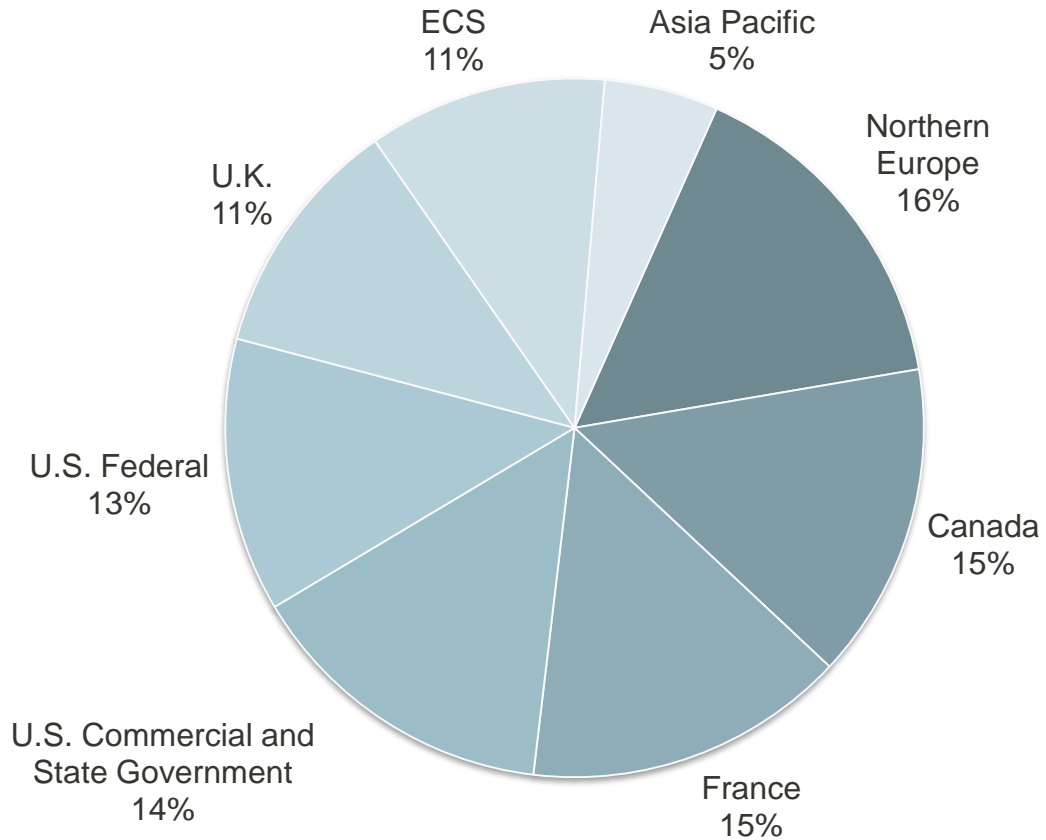
For the year ended on September 30, 2018

Well balanced profitability across all segments

F2018 Revenue and adjusted EBIT segmentation

Revenue: \$11.5B
Growth @cc of 4.6%

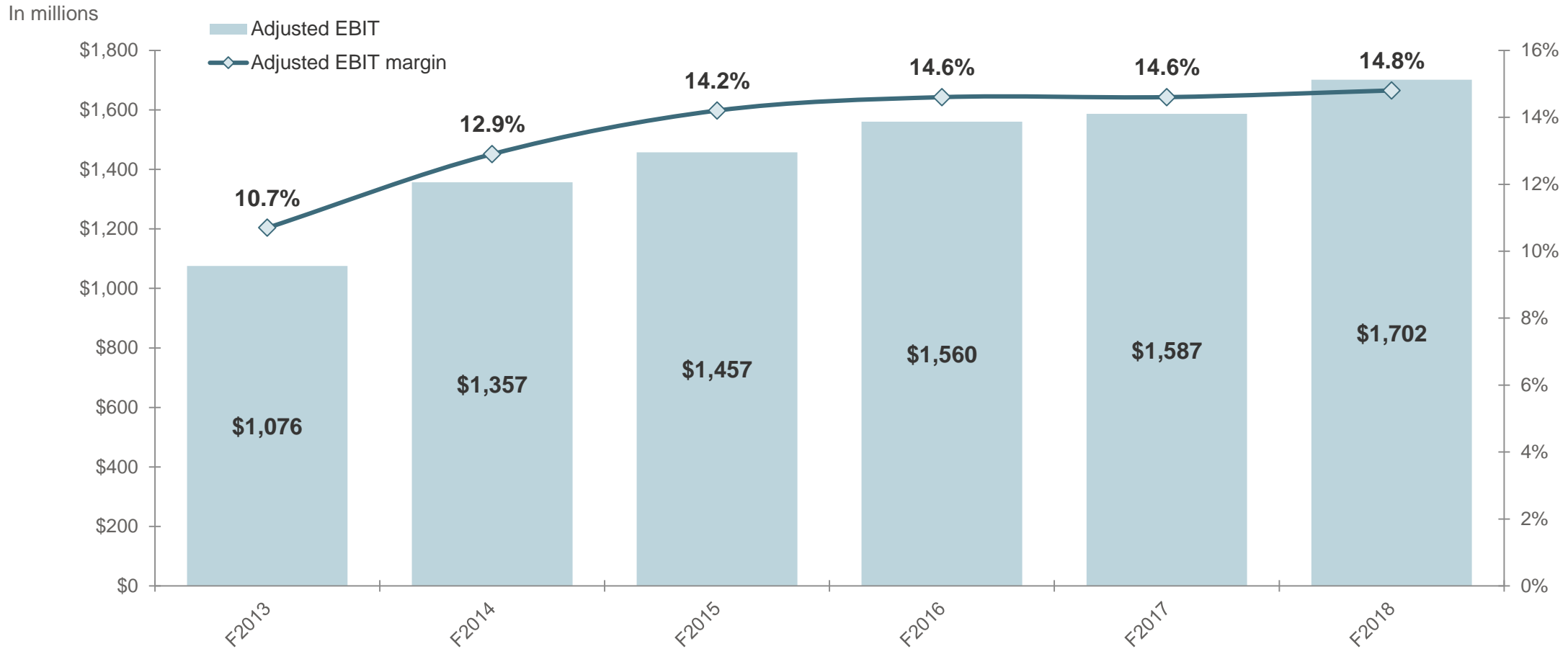
Adjusted EBIT: \$1.7B
Margin: 14.8%



Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure and for which we provide more details on page 3 of the MD&A.

Strong profitability maintained

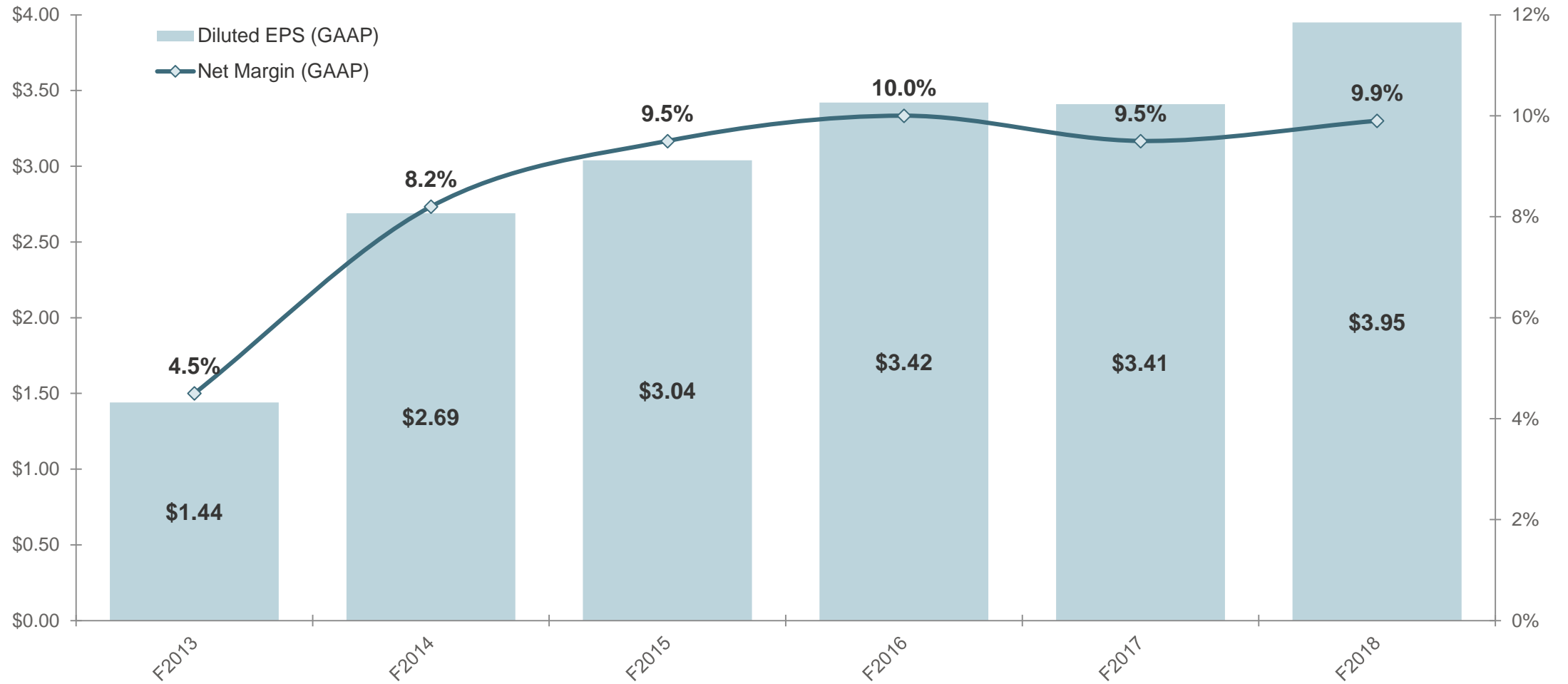
Adj. EBIT at \$1.7B , up \$115 million; margin of 14.8%, up 20 basis points



Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure and for which we provide more details on page 3 of the MD&A.

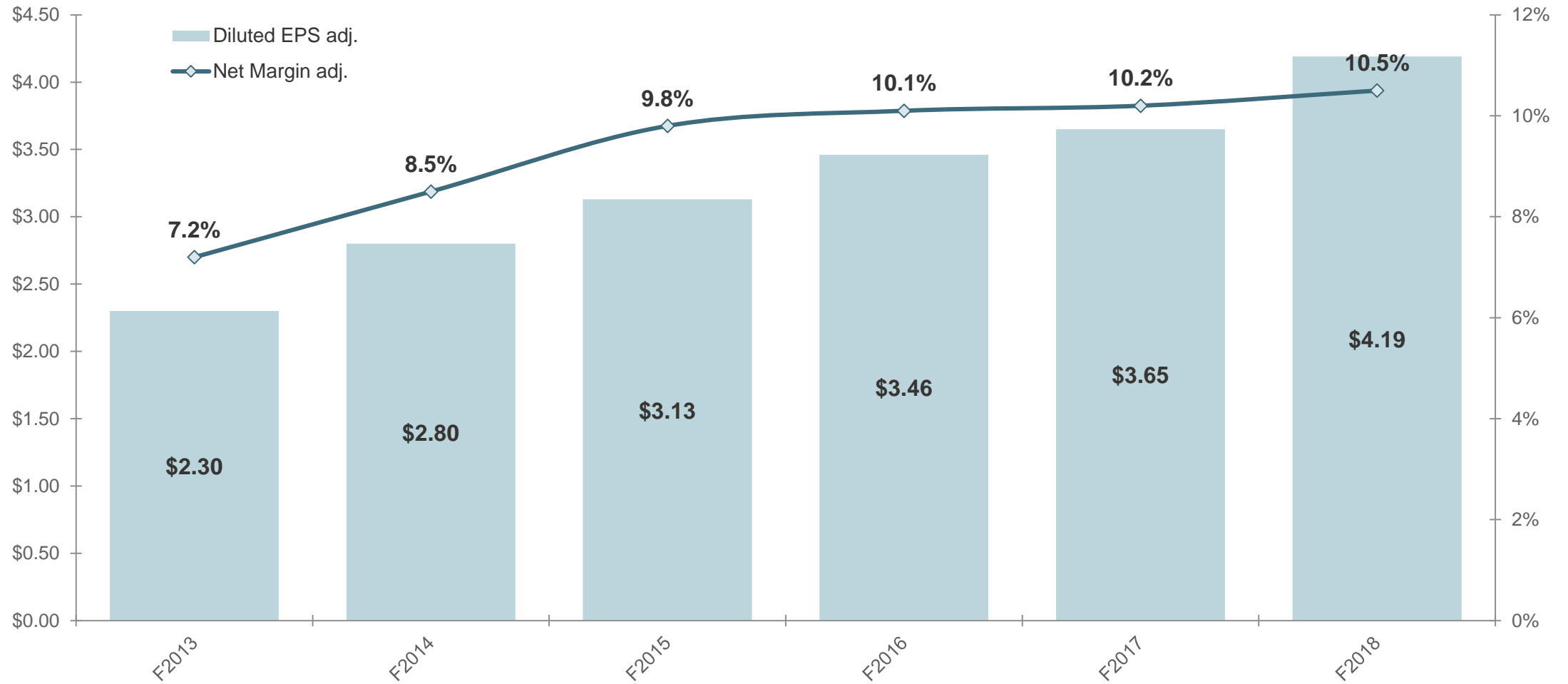
GAAP Net earnings of \$1.1B - EPS of \$3.95, up 15.8%

GAAP Net earnings margin of 9.9%, up 40 basis points



Net earnings ex-items of \$1.2B - EPS of \$4.19, up 14.8%

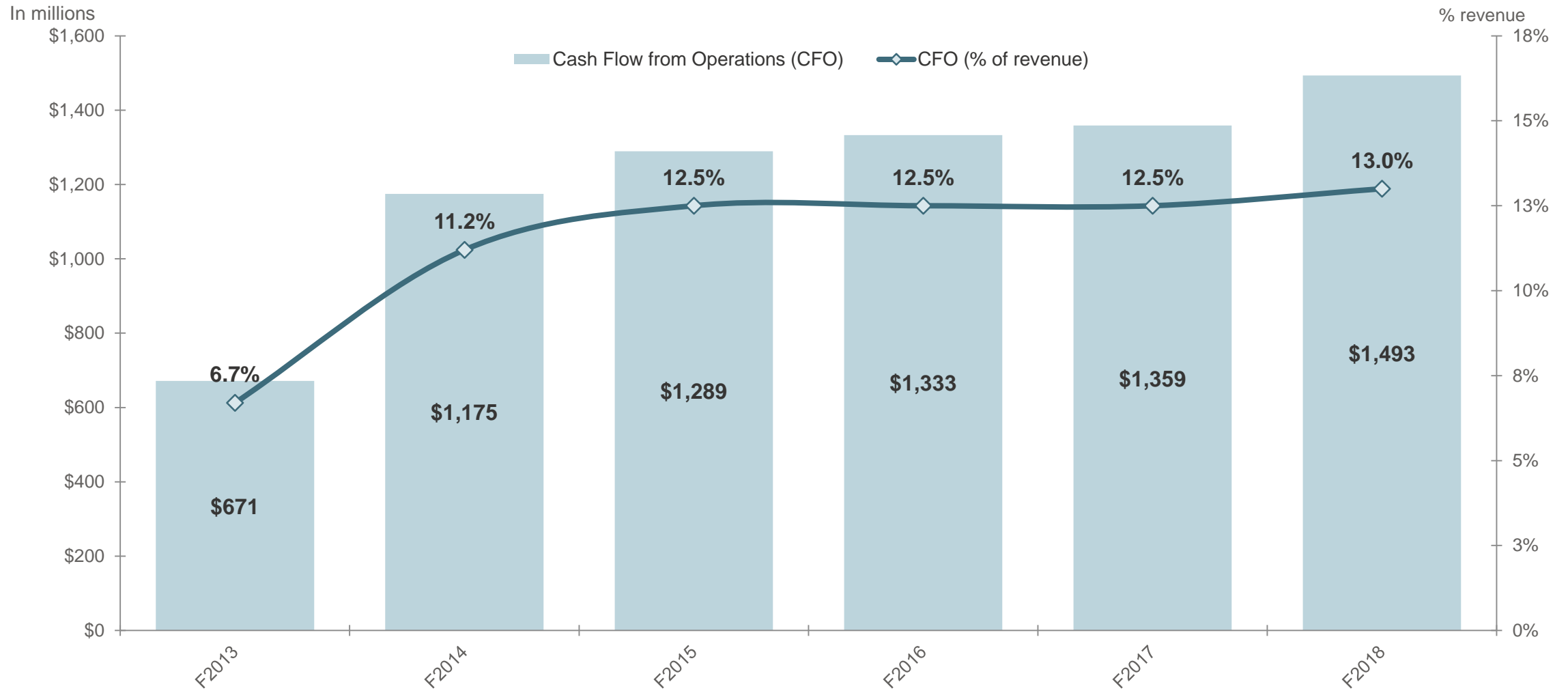
Net earnings margin of 10.5%, up 30 basis points



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.

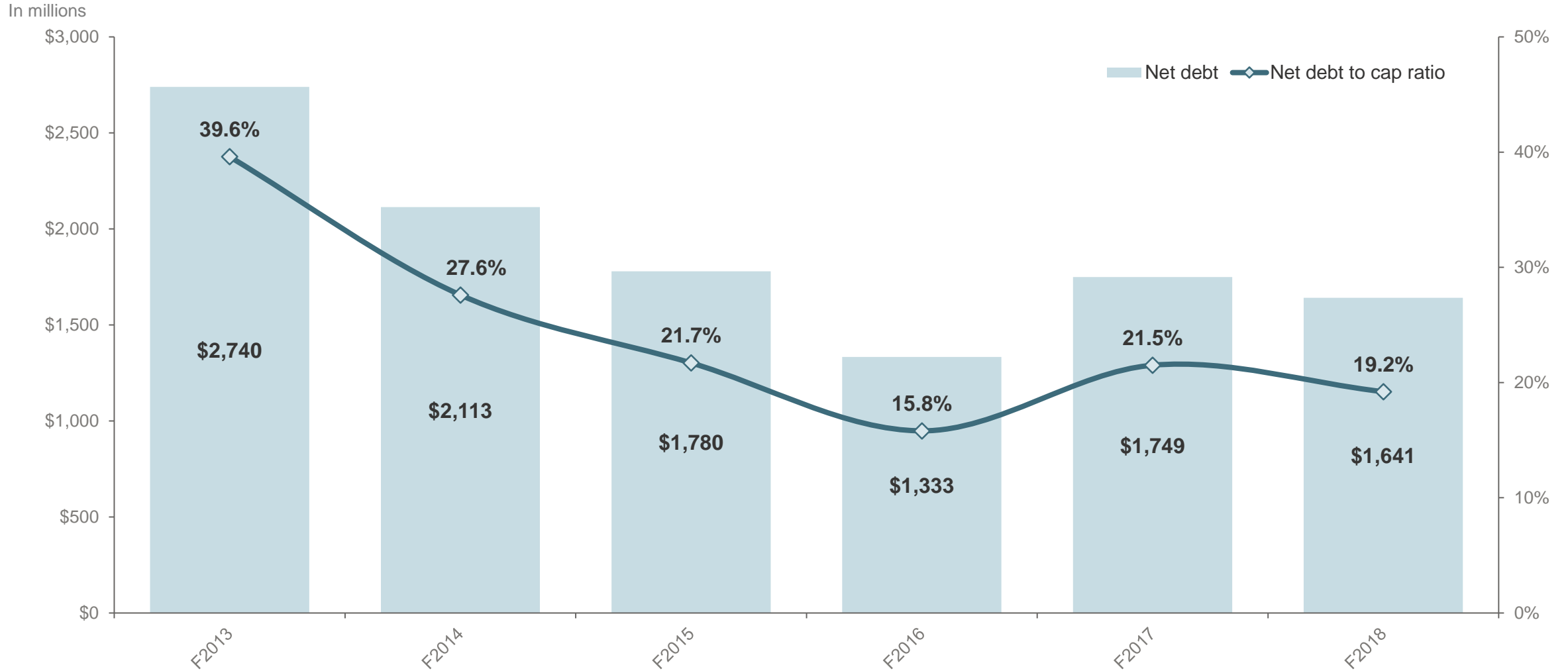
\$1.5 billion provided by operating activities or 13% of revenue

\$5.17 in cash per share in Fiscal 2018



Net debt at \$1.6B or 19.2% net-debt-to-cap ratio

Over \$1.5B in readily available liquidity – more as needed



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.



Contact investor relations to continue the conversation.

Lorne Gorber
Executive Vice-President
Investor and Public Relations
lorne.gorber@cgi.com
+1 (514) 841-3355

Mathieu Richard
Director
Investor Relations
mathieu.richard@cgi.com
+1 (514) 415-3746

Samantha Taccone
Senior Consultant
Investor Relations
samantha.taccone@cgi.com
+1 (416) 306-3782

For more information: [CGI.com/investors](https://www.cgi.com/investors)