



CGI Inc.

Revenue and EBIT by Segment: Historical Breakout

In CAD 000s

To provide clarity, below are the restated segmented figures that would have been reported in Fiscal 2019.

Effective October 1, 2019, the Company realigned its management structure, resulting primarily in the creation of two new operating segments, namely Scandinavia (Sweden, Denmark and Norway) and Finland, Poland and Baltics, collectively formerly known as Northern Europe in the prior fiscal year. This realignment of management structure also included, to a lesser extent, transfers of some lines of business between our operating segments.

<u>Western and Southern Europe</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	512,064	524,833	510,483	475,297	2,022,677
Adjusted EBIT	72,008	67,077	61,618	74,832	275,535
Adjusted EBIT margin	14.1%	12.8%	12.1%	15.7%	13.6%

<u>U.S. Commercial and State Government</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	441,231	484,634	461,525	447,527	1,834,917
Adjusted EBIT	66,836	98,168	100,045	68,161	333,210
Adjusted EBIT margin	15.1%	20.3%	21.7%	15.2%	18.2%

<u>Canada</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	445,717	448,409	444,226	430,572	1,768,924
Adjusted EBIT	89,602	88,001	83,379	98,107	359,089
Adjusted EBIT margin	20.1%	19.6%	18.8%	22.8%	20.3%

<u>U.S. Federal</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	378,733	383,943	418,533	416,713	1,597,922
Adjusted EBIT	52,628	47,860	70,076	59,490	230,054
Adjusted EBIT margin	13.9%	12.5%	16.7%	14.3%	14.4%

<u>U.K. and Australia</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	323,183	355,189	340,522	337,964	1,356,858
Adjusted EBIT	51,224	47,971	41,865	44,230	185,290
Adjusted EBIT margin	15.8%	13.5%	12.3%	13.1%	13.7%

<u>Central and Eastern Europe</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	281,079	293,164	299,047	293,196	1,166,486
Adjusted EBIT	24,135	19,384	26,231	30,494	100,244
Adjusted EBIT margin	8.6%	6.6%	8.8%	10.4%	8.6%

<u>Scandinavia</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	259,104	258,725	317,134	260,367	1,095,330
Adjusted EBIT	19,469	24,097	21,247	11,835	76,648
Adjusted EBIT margin	7.5%	9.3%	6.7%	4.5%	7.0%

<u>Finland, Poland and Baltics</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	204,963	202,243	204,107	176,327	787,640
Adjusted EBIT	28,773	26,018	31,908	32,072	118,771
Adjusted EBIT margin	14.0%	12.9%	15.6%	18.2%	15.1%

<u>Asia Pacific</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	144,953	149,217	155,694	156,388	606,252
Adjusted EBIT	34,497	35,545	37,876	38,236	146,154
Adjusted EBIT margin	23.8%	23.8%	24.3%	24.4%	24.1%

<u>Eliminations</u>	Q1 2019	Q2 2019	Q3 2019	Q4 2019	F2019
Revenue	(27,081)	(32,094)	(31,474)	(35,121)	(125,770)

Source: www.cgi.com/investors