



THIRD QUARTER FISCAL 2017 RESULTS

August 2, 2017

CGI

Experience the commitment®

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 authorities (on SEDAR at www.sedar.com) and the U.S. Securities and Exchange Commission (on EDGAR at www.sec.gov), as well as assumptions regarding the foregoing. 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



Q3-F2017: Results

Excluding specific items

vs Q3 F2016

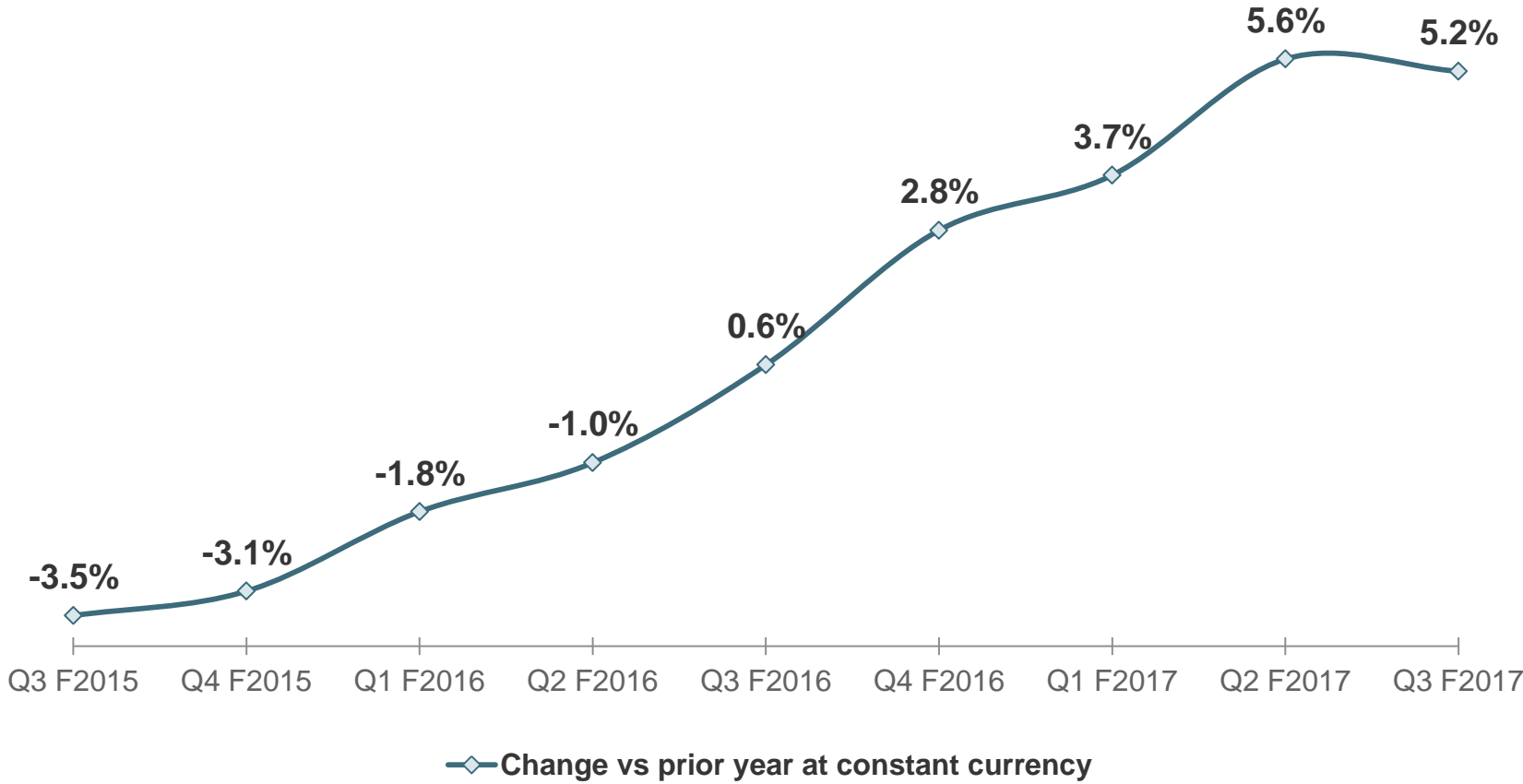
Revenue	\$2.8B	↑	6.4%
<i>Growth @ cc</i>		↑	5.2%
Adjusted EBIT	\$399M	↑	2.2%
Adjusted EBIT margin	14.1%		
Net earnings*	\$278M	↑	1.7%
Net earnings margin*	9.8%		
Diluted EPS*	\$0.93	↑	4.5%

* Specific items in Q3-F2017:\$1.8 million in integration-related costs net of tax.

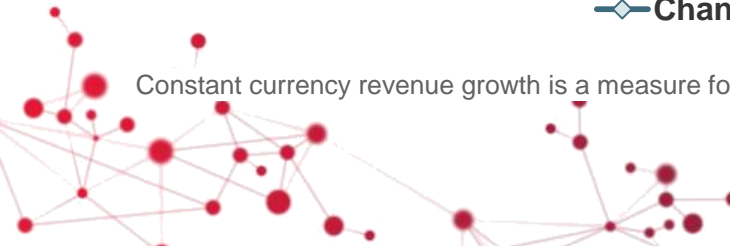
Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.



Revenue growth maintaining the pace



Constant currency revenue growth is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.



Building high quality backlog of \$21 billion

New contract awards

TRAILING TWELVE MONTHS **BOOKINGS**

\$11.3 billion

104% book-to-bill



Cash provided by operating activities

TRAILING TWELVE MONTHS OPERATING CASH FLOW

\$1.4 billion

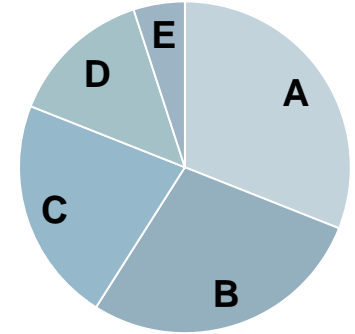
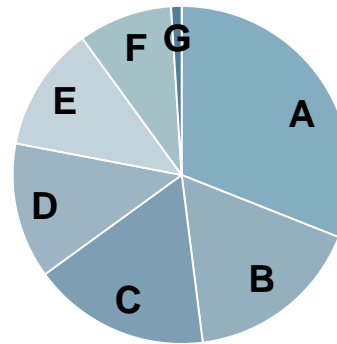
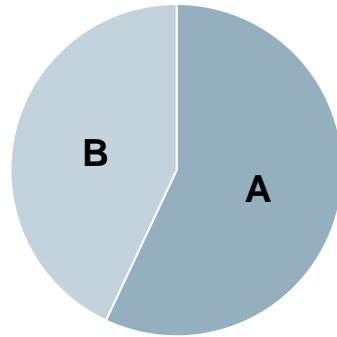
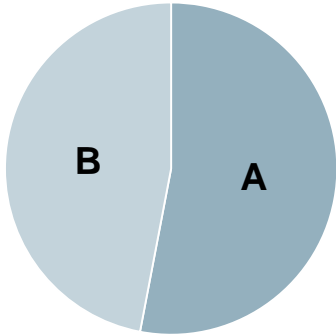
13.0% of revenue

\$4.60 per diluted share



Bookings of \$2.7 billion; TTM book-to-bill of 104%

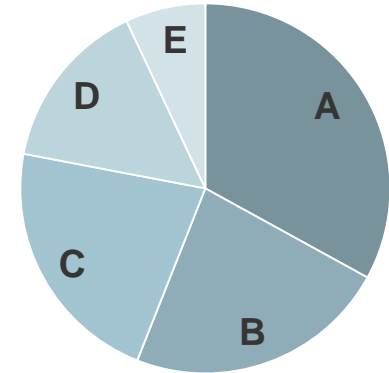
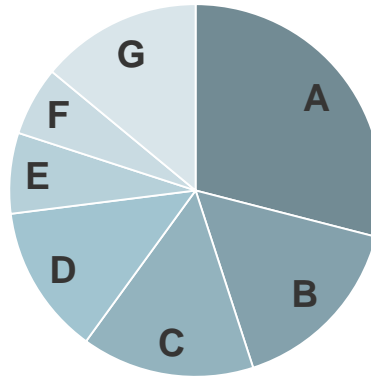
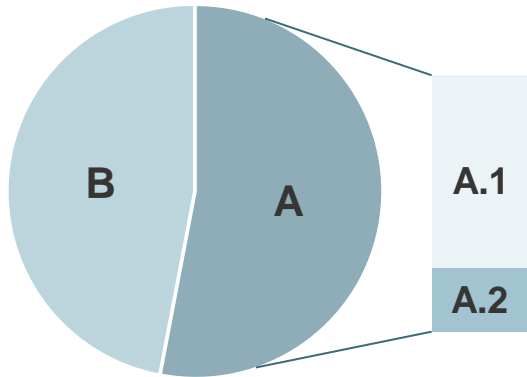
Bookings distribution



Contract Type		Service Type		Segment		Vertical Markets	
A.	Extensions and renewals	A.	Systems integration and consulting	A.	U.S.	A.	Government
	53%		57%		31%		31%
B.	New business	B.	Management of IT & business functions	B.	Nordics	B.	MRD
	47%		43%		17%		28%
				C.	Canada	C.	Financial Services
					17%		22%
				D.	France	D.	Telecommunications & utilities
					13%		14%
				E.	U.K.	E.	Health
					12%		5%
				F.	ECS		
					9%		
				G.	Asia Pacific		
					1%		

Improving mix of high quality revenue

Revenue distribution

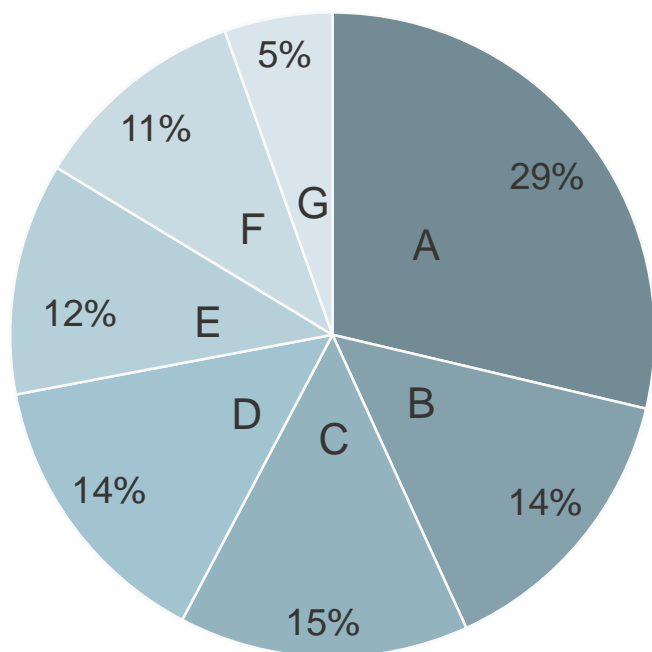


Service Type		Client Geography		Vertical Markets	
A. Management of IT and business functions	53%	A. U.S.	29%	A. Government	33%
1. IT services	42%	B. Canada	16%	B. MRD	23%
2. BPS	11%	C. France	15%	C. Financial services	22%
B. Systems integration and consulting	47%	D. U.K.	13%	D. Telecommunications & utilities	15%
		E. Sweden	7%	E. Health	7%
		F. Finland	6%		
		G. Rest of the world	14%		

Well balanced profitability across the Globe

Revenue and EBIT segmentation

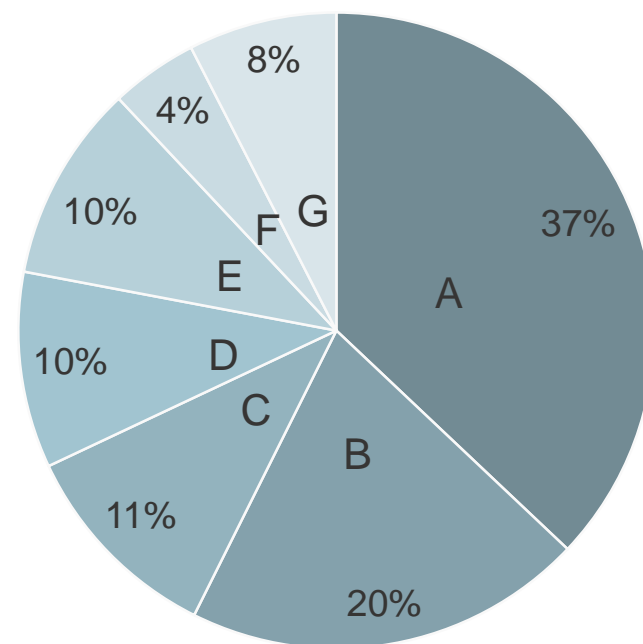
Revenue: \$2.8B



- A. U.S.
- B. Canada
- C. Nordics
- D. France
- E. U.K.
- F. ECS
- G. Asia Pacific

Adjusted EBIT: \$399M

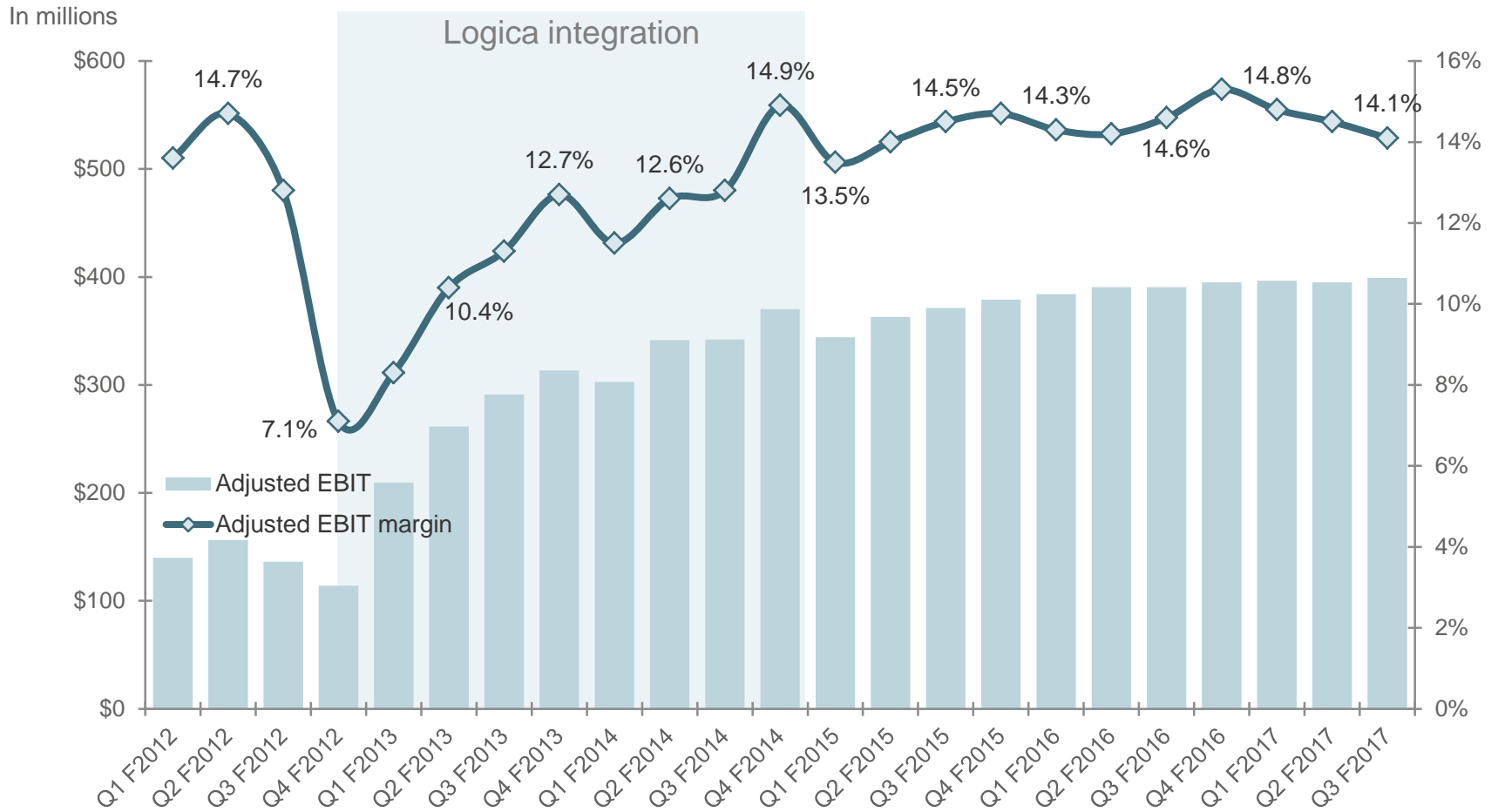
Margin: 14.1%



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

Strong profitability maintained

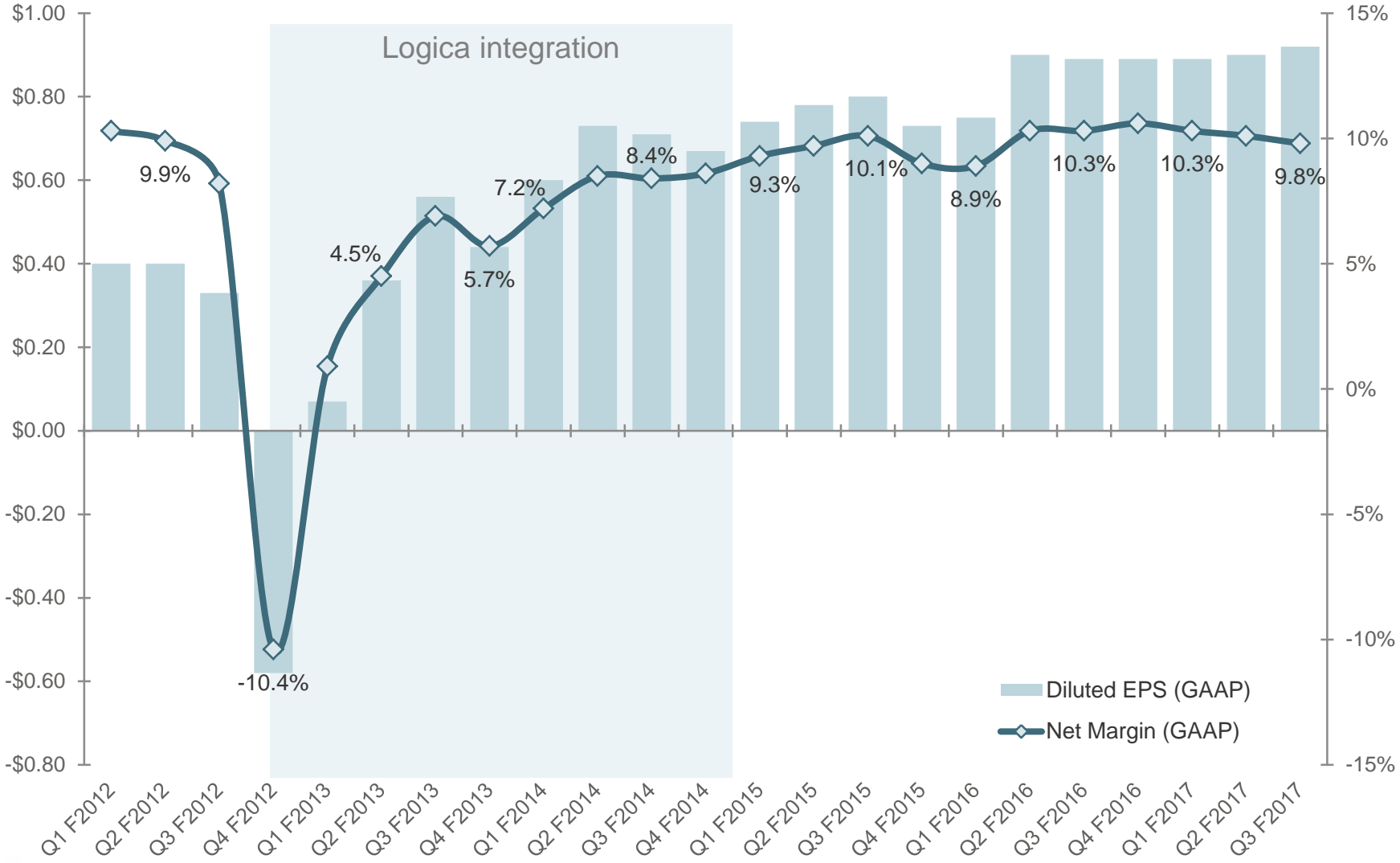
Adj. EBIT at \$399 million; margin of 14.1% in Q3 F2017



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

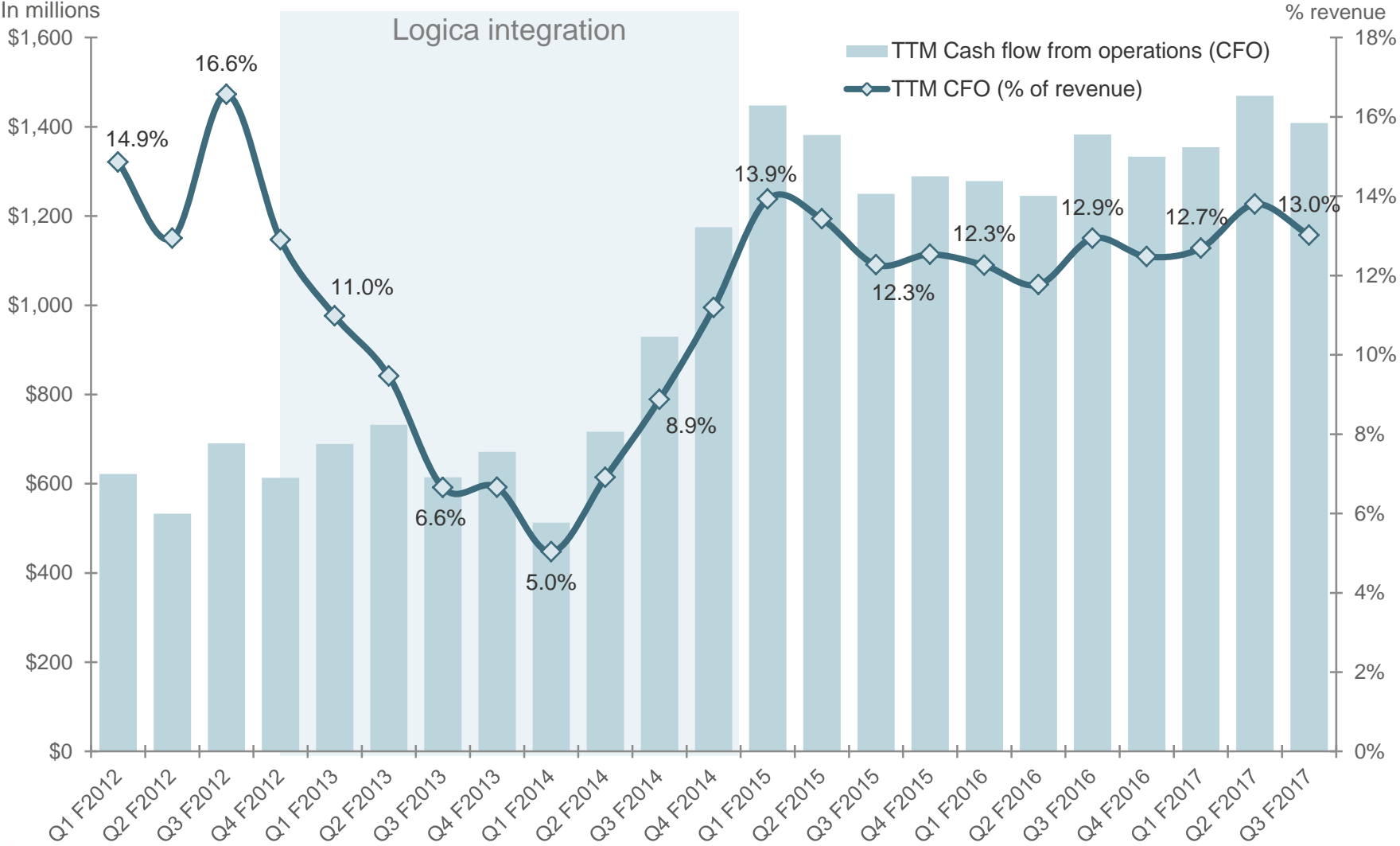
Strong improving profitability with better mix

Net earnings margin

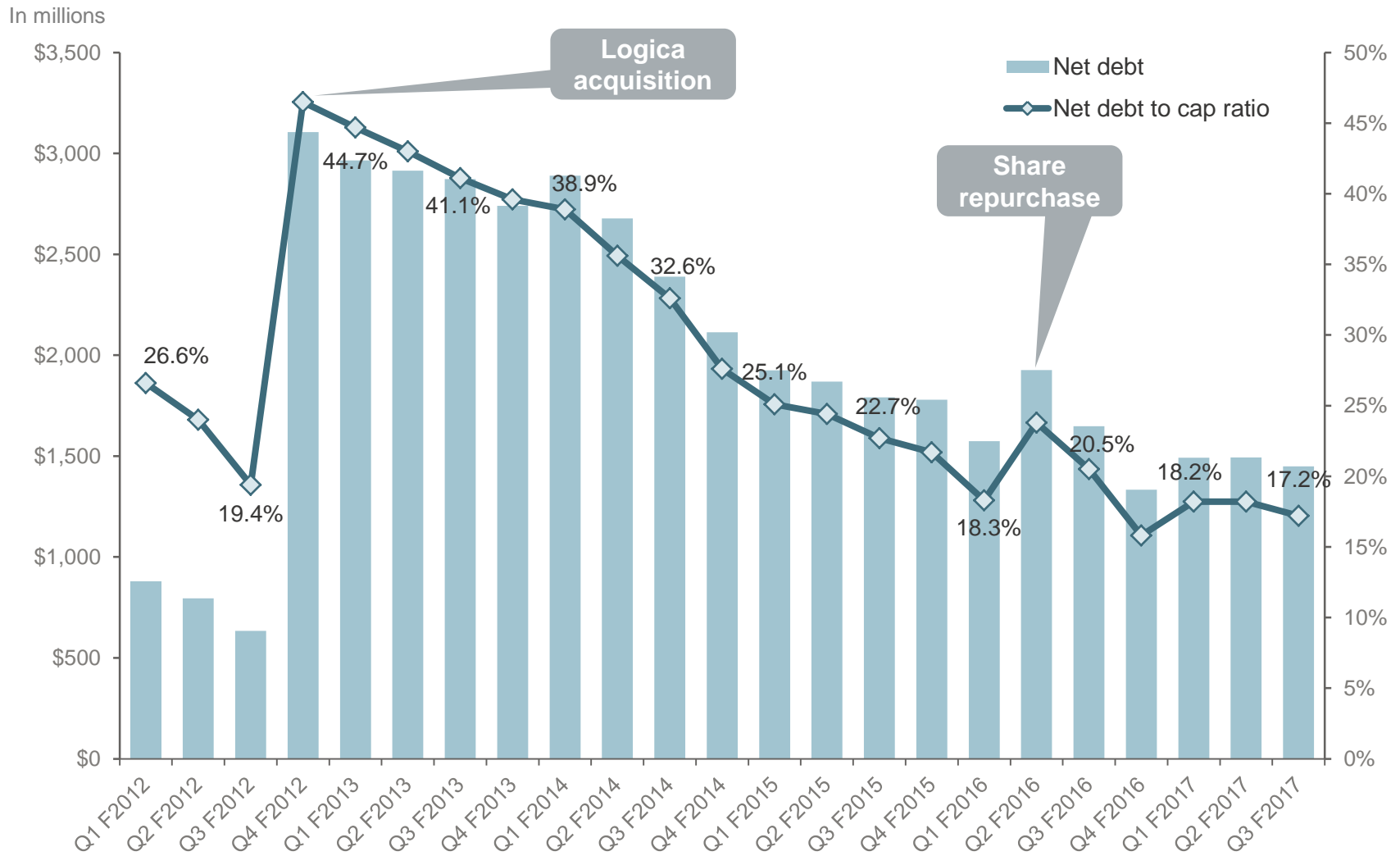


Generating \$1.4 billion in cash TTM

Cash provided by operating activities



Net debt to cap well within our comfort zone

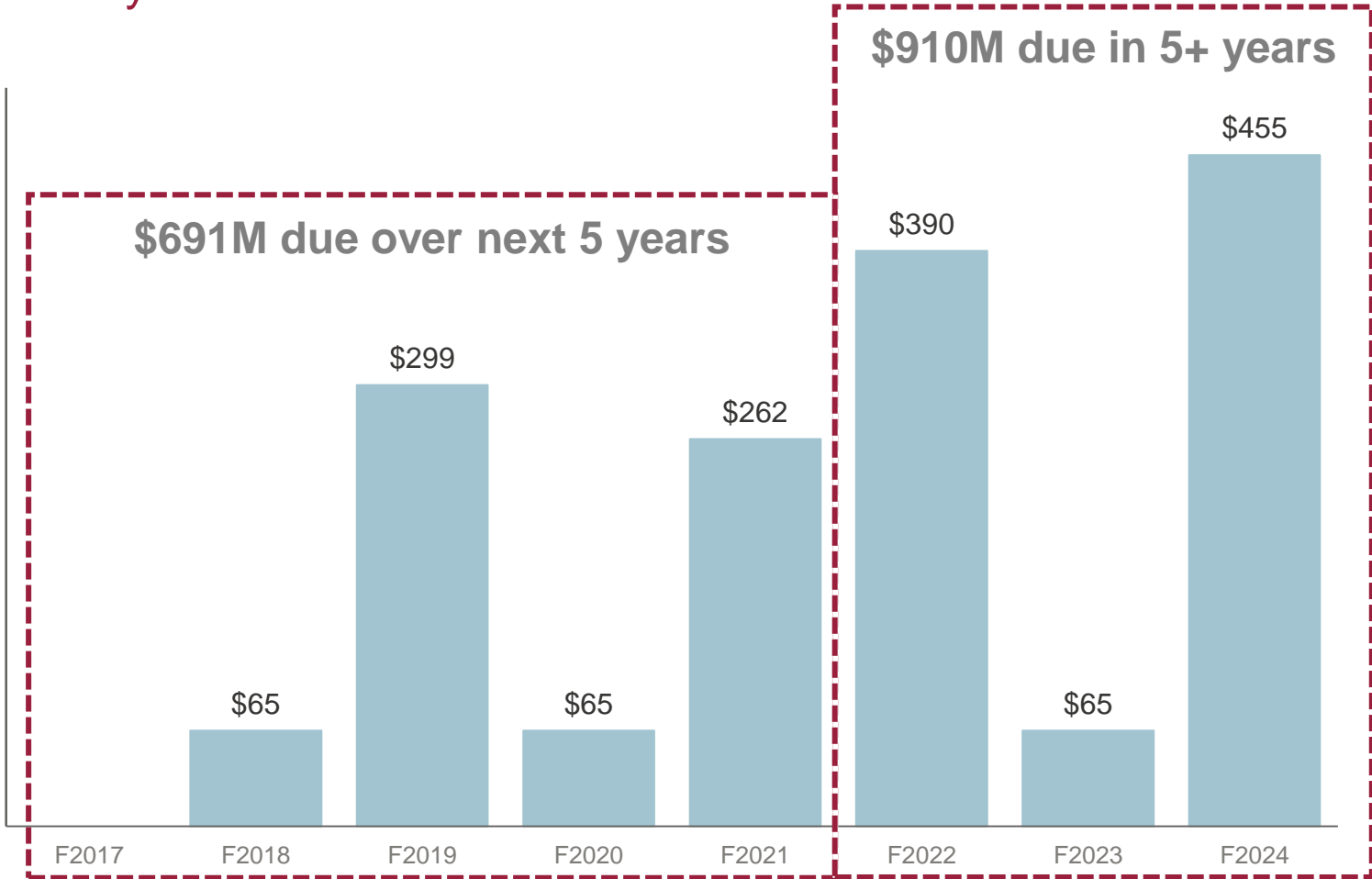


Maintaining balance and flexibility to capitalize on strategic opportunities

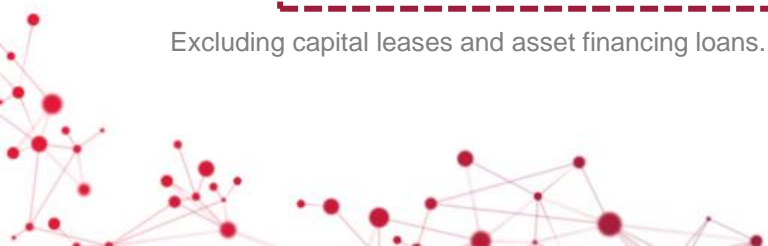
Debt maturity schedule

In millions

\$500
\$450
\$400
\$350
\$300
\$250
\$200
\$150
\$100
\$50
\$0

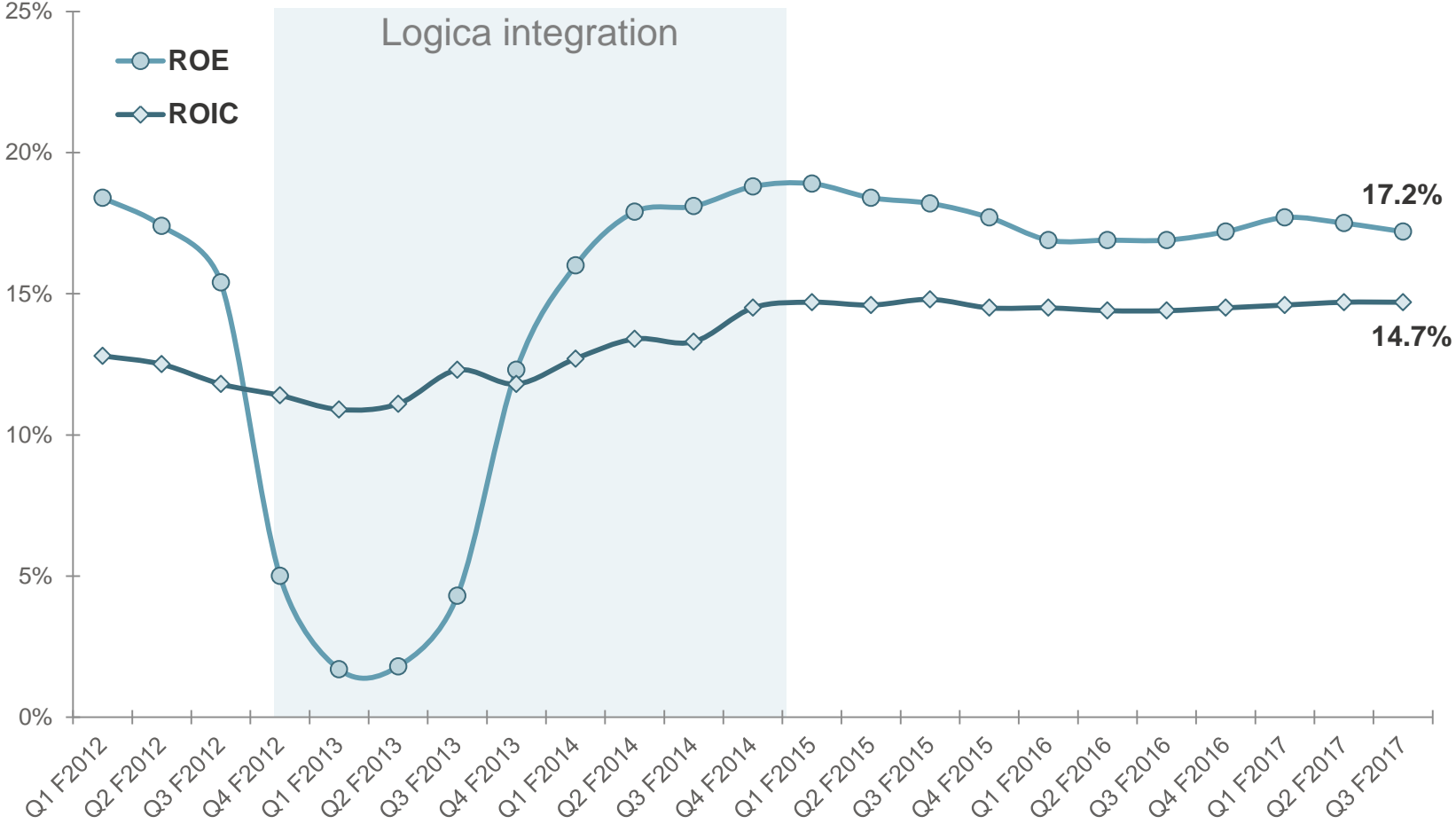


Excluding capital leases and asset financing loans.



Delivering superior returns over time

ROE and ROIC trends



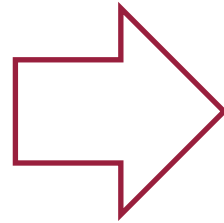
Return on equity (ROE) and return on invested capital (ROIC) are measures for which we provide definitions and details in the MD&A.



Accelerating actions to capitalize on global demand and the permanent shift to digital

Strategic initiative

**\$165 million
pre-tax charge**



**Double-digit
EPS growth**

- Continue the alignment proximity-based members to best partner with clients
- Complete our shift to “as a service” delivery models, including hybrid cloud
- Further implement business process automation
- Address under utilized assets and SG&A

- Accelerate profitable growth
- Strengthen our role as a partner and expert of choice to meet client demand
- Free up capital to invest in higher returns

Initiative will yield benefits throughout F2018



Contact information

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

Mathieu Richard
Director
mathieu.richard@cgi.com
+1 (514) 415-3272

Samantha Taccone
Specialist
+1 (416) 306-3782
samantha.taccone@cgi.com

**For more information:
CGI.com/investors**

