



FOURTH QUARTER AND FISCAL 2017 RESULTS

November 8, 2017

CGI

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Forward-looking statements

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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



F2017: Results

Excluding specific items

			vs F2016
Revenue	\$10.8B	↑	1.5%
<i>Growth in constant currency</i>		↑	4.3%
Adjusted EBIT	\$1.6B	↑	1.7%
Adjusted EBIT margin	14.6%		
Net earnings*	\$1.1B	↑	2.4%
Net earnings margin*	10.2%	↑	10 bps
Diluted EPS*	\$3.65	↑	5.5%

* Specific items in F2017 include : \$65.3 million in restructuring costs and \$6.5 million in acquisition-related and integration costs net of tax. Specific items in F2016 include : \$21.2 million in restructuring costs net of tax and \$8.5 million in tax adjustments. Refer to MD&A for details. Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.



Q4-F2017: Results

Excluding specific items

			vs Q4-F2016
Revenue	\$2.6B	↑	1.0%
<i>Growth in constant currency</i>		↑	2.5%
Adjusted EBIT	\$396M	↑	0.2%
Adjusted EBIT margin	15.2%		
Net earnings*	\$276M	↑	0.5%
Net earnings margin*	10.6%		
Diluted EPS*	\$0.93	↑	4.5%

* Specific items in Q4-F2017 include: \$65.3 million in restructuring costs and \$1.9 million in acquisition-related and integration costs net of tax. Refer to MD&A for details.

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



High quality bookings push backlog to \$21 billion

Contract awards

Q4 F2017

\$2.9 billion

112% book-to-bill

FISCAL 2017

\$11.3 billion

104% book-to-bill



Cash provided by operating activities

Q4 F2017

\$352 million

13.5% of revenue

\$1.18 per diluted share

FISCAL 2017

\$1.4 billion

12.5% of revenue

\$4.48 per diluted share



Strategic initiative to accelerate profitable growth

Update as of September 30th, 2017

PLAN AS ANNOUNCED IN Q3-F2017

\$165 million to be expensed

Benefit starting Q1-F2018 and throughout F2018

Q4-F2017 PROGRESS AGAINST PLAN

\$88.6 million expensed

54% of total plan expensed in Q4

Cash disbursement minimal



FISCAL 2017

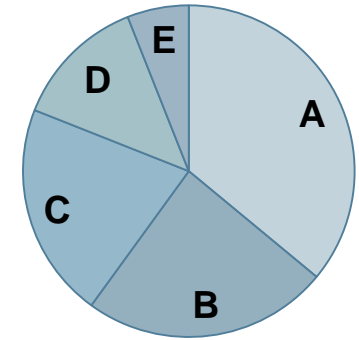
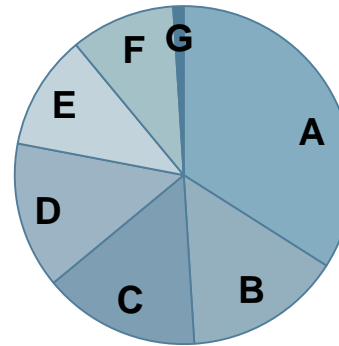
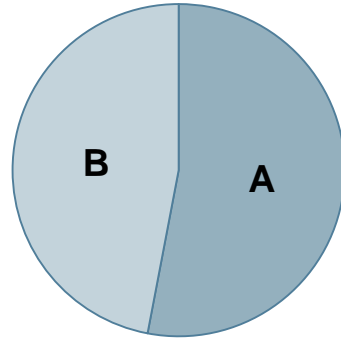
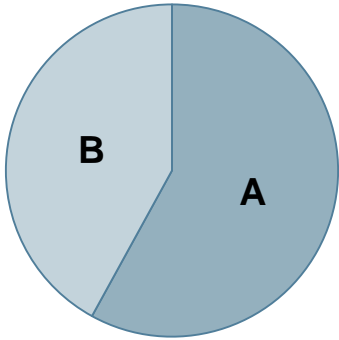


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Bookings of \$11.3 billion; book-to-bill of 104%

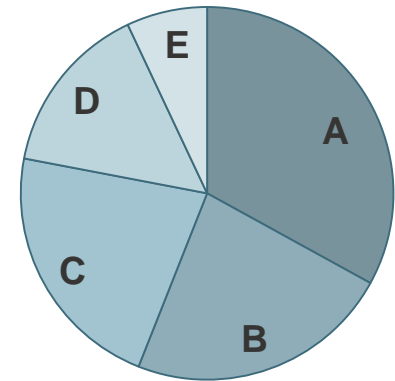
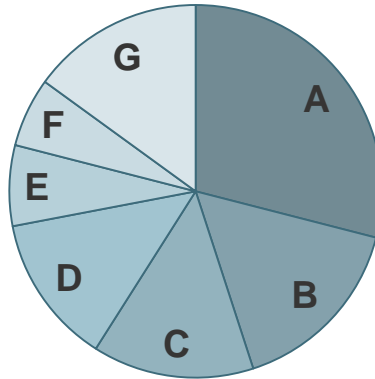
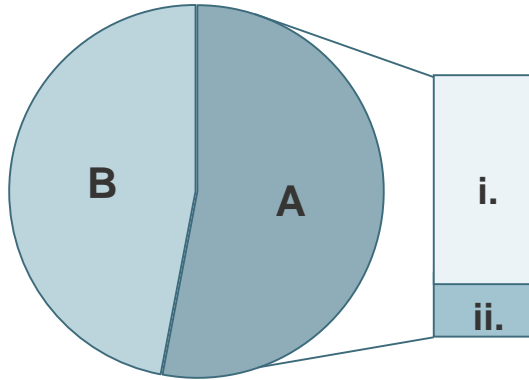
F2017 Bookings distribution



Contract Type		Service Type		Segment		Vertical Markets	
A. Extensions and renewals	58%	A. Systems integration and consulting	52%	A. U.S.	34%	A. Government	36%
B. New business	42%	B. Management of IT & business functions	48%	B. Nordics	15%	B. MRD	24%
				C. France	15%	C. Financial services	21%
				D. Canada	14%	D. Communications and utilities	13%
				E. ECS	11%	E. Health	6%
				F. U.K.	10%		
				G. Asia Pacific	1%		

Improving mix of high quality revenue

F2017 Revenue distribution

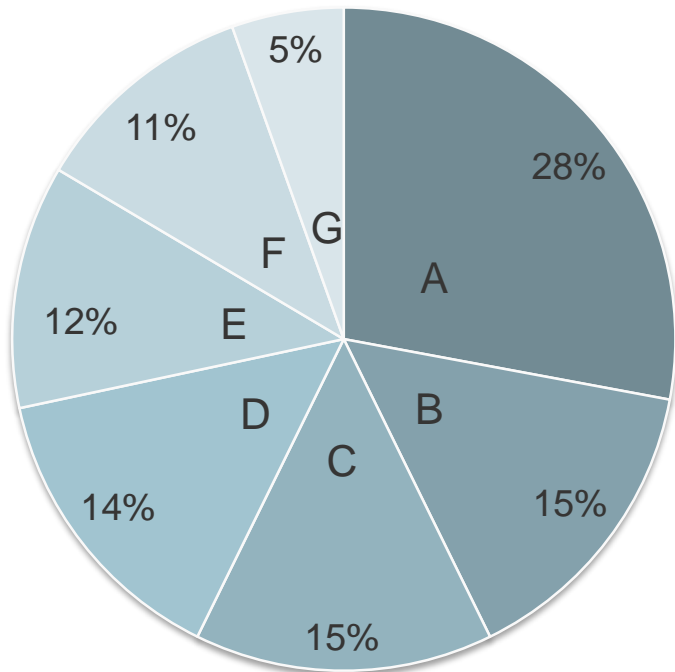


Service Type	Client Geography	Vertical Markets
A. Management of IT and business functions 53%	A. U.S. 29%	A. Government 33%
i. IT services 43%	B. Canada 16%	B. MRD 23%
ii. BPS 10%	C. France 14%	C. Financial services 22%
B. Systems integration and consulting 47%	D. U.K. 13%	D. Communications and utilities 15%
	E. Sweden 7%	E. Health 7%
	F. Finland 6%	
	G. Rest of the world 15%	

Well balanced profitability across the Globe

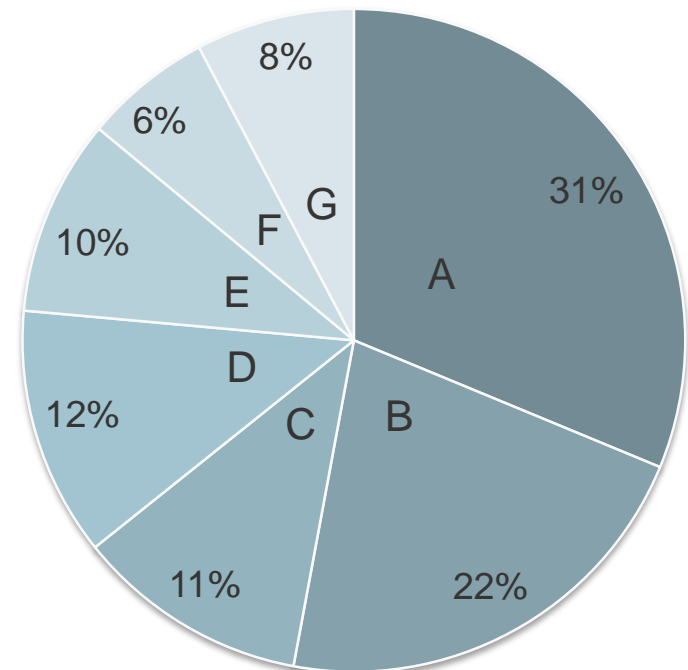
F2017 Revenue and EBIT segmentation

Revenue: \$10.8B
Growth @cc of 4.3%



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

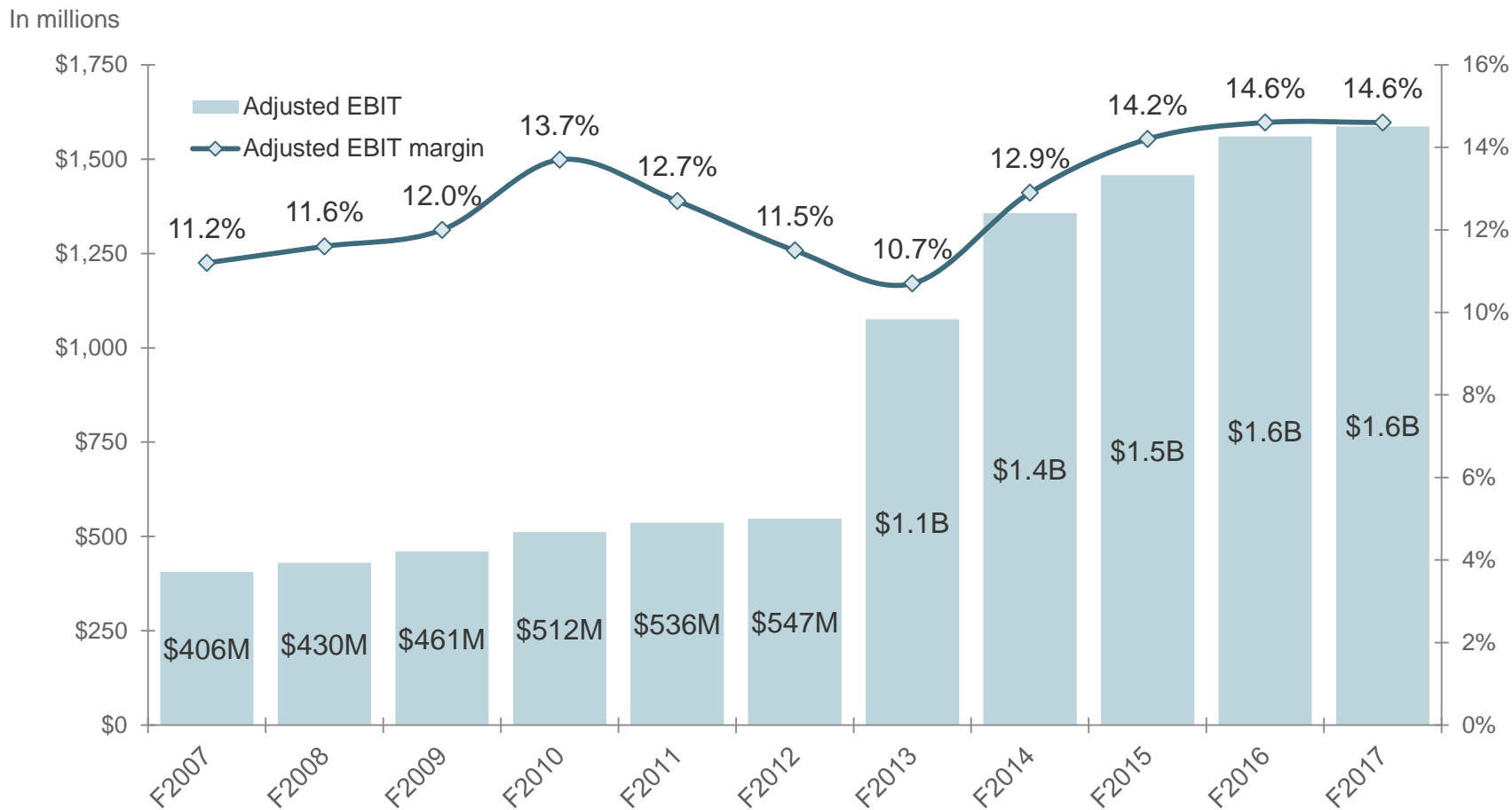
Adjusted EBIT: \$1.6B
Margin: 14.6%



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

Strong profitability maintained

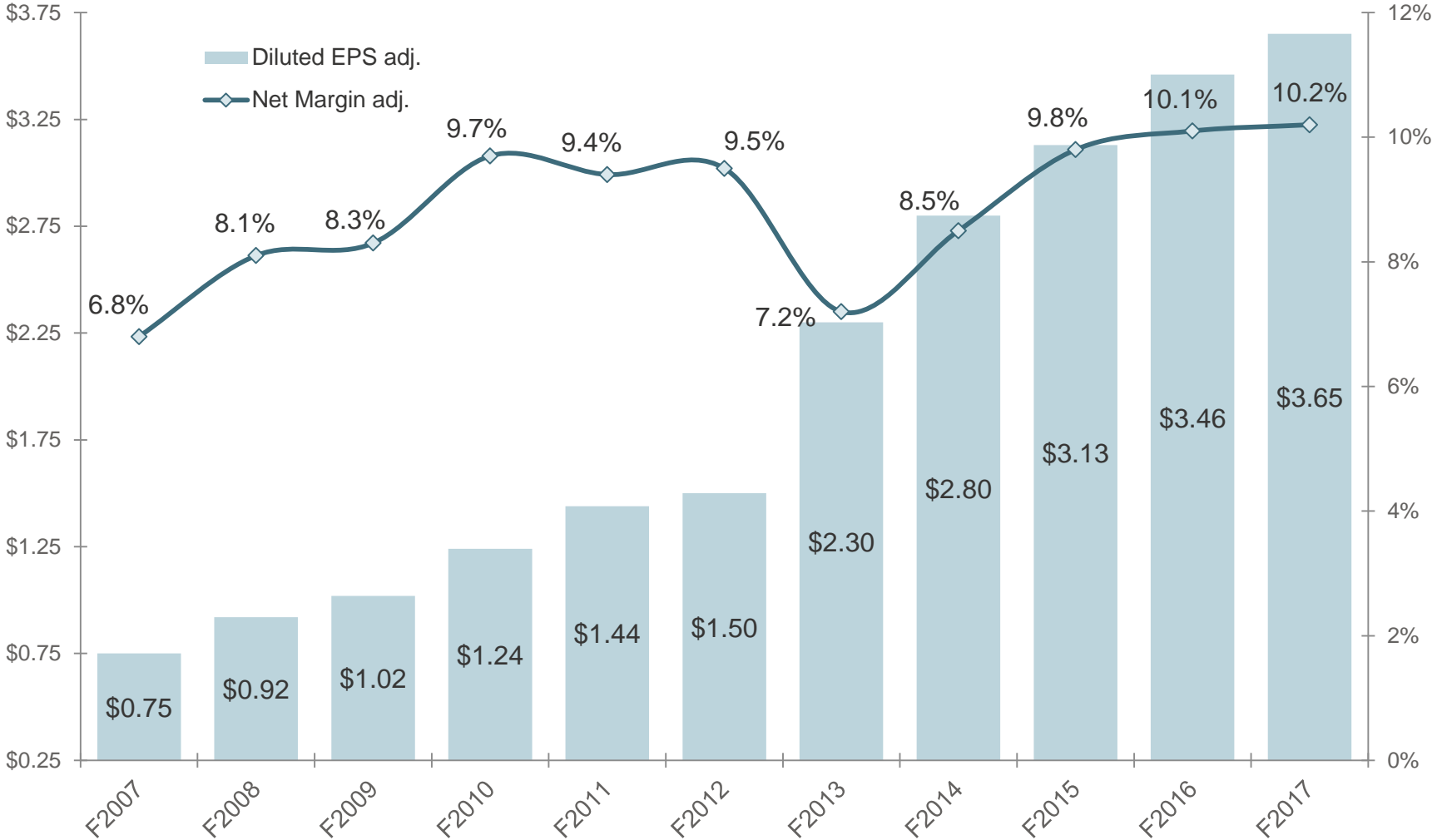
Adj. EBIT at \$1.6 billion; adj. margin of 14.6% in F2017



Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A. Data prior to F2011 is presented under Canadian GAAP.

Improving profitability with better mix

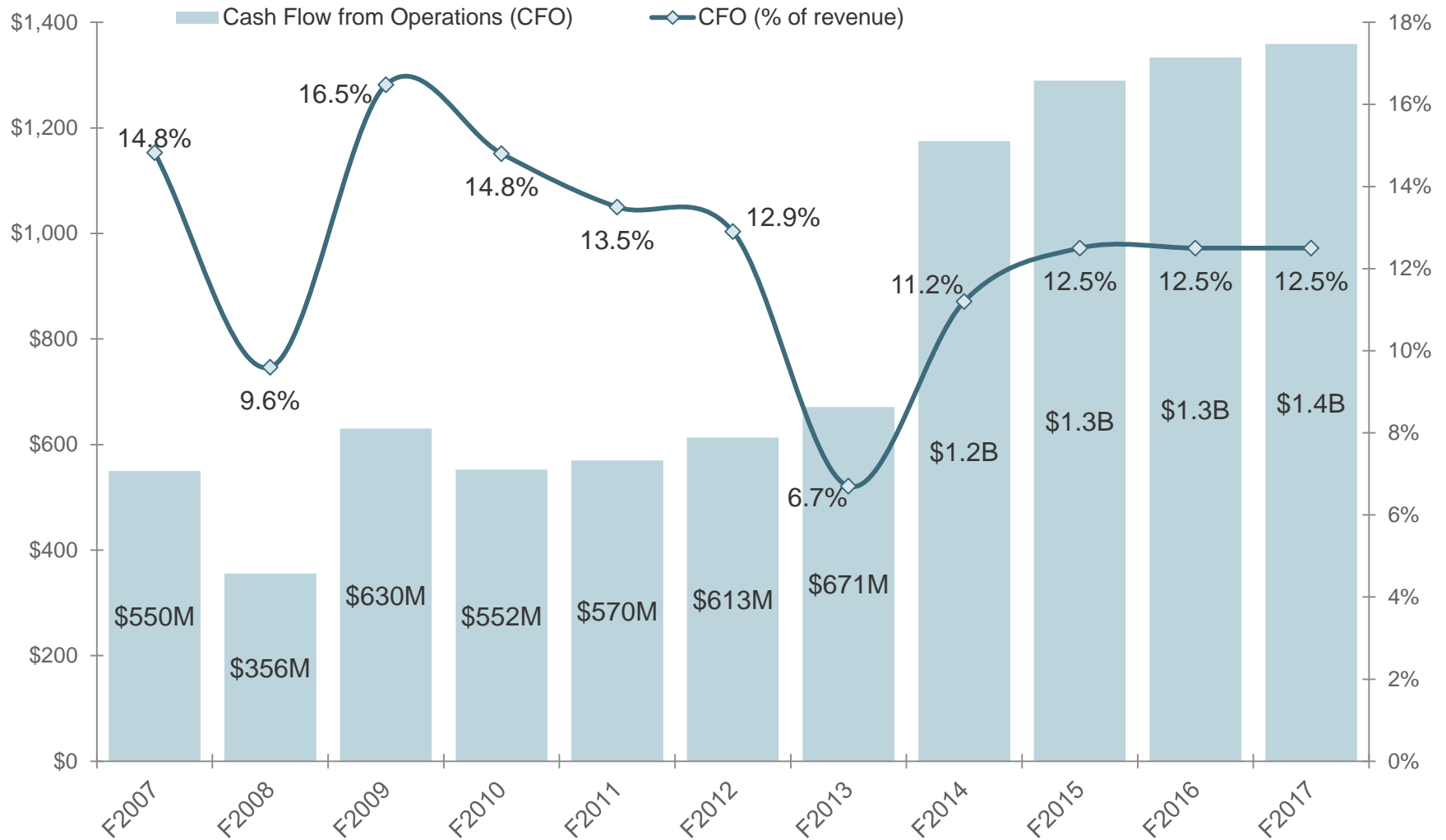
Net earnings margin excluding specific items



Data prior to F2011 is presented under Canadian GAAP.

Cash generated in F2017 of \$1.4 billion

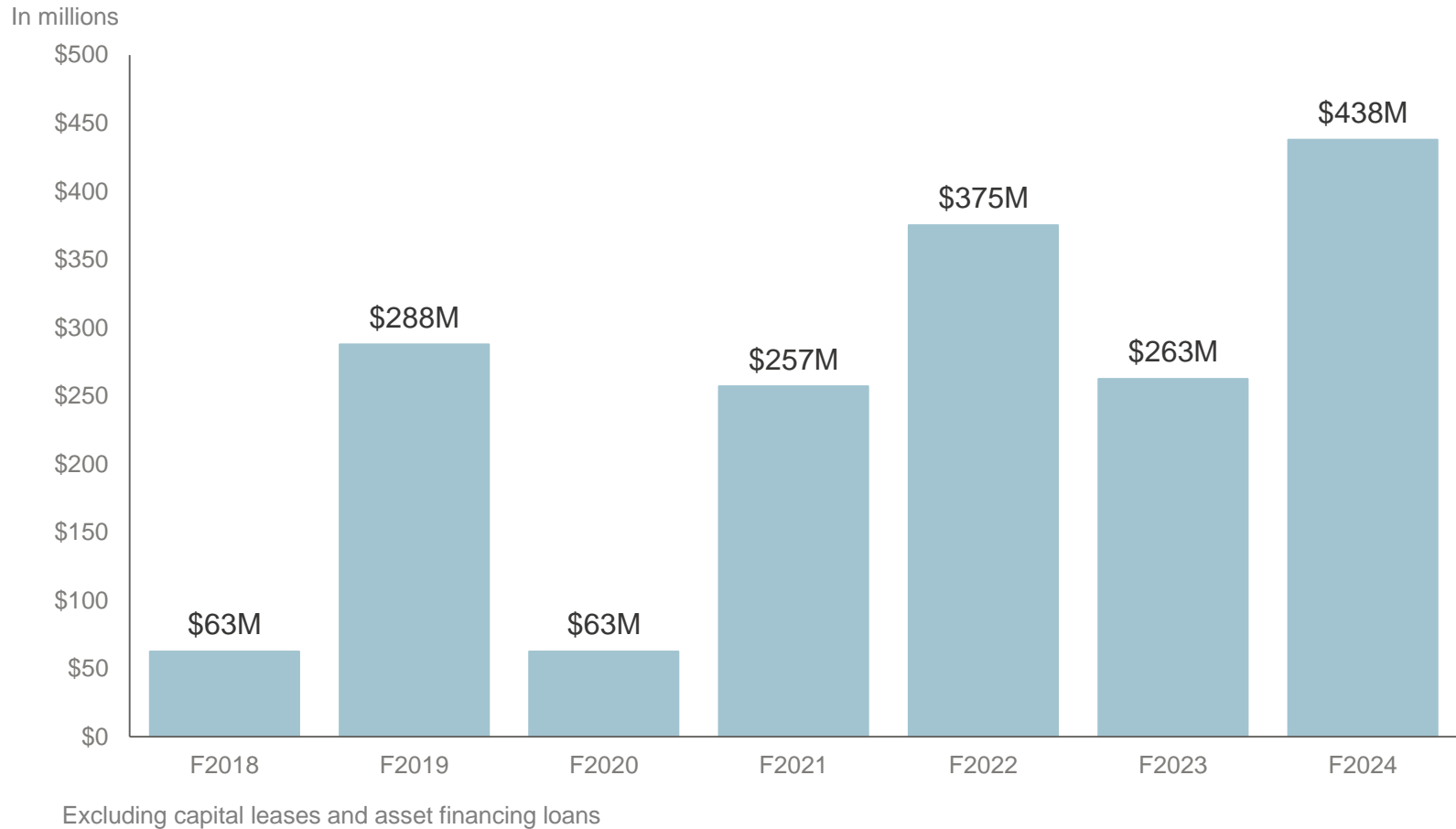
Cash provided by operating activities



Data prior to F2011 is presented under Canadian GAAP.

Debt maturity schedule

Maintaining balance and flexibility to capitalize on strategic opportunities



FOURTH QUARTER F2017



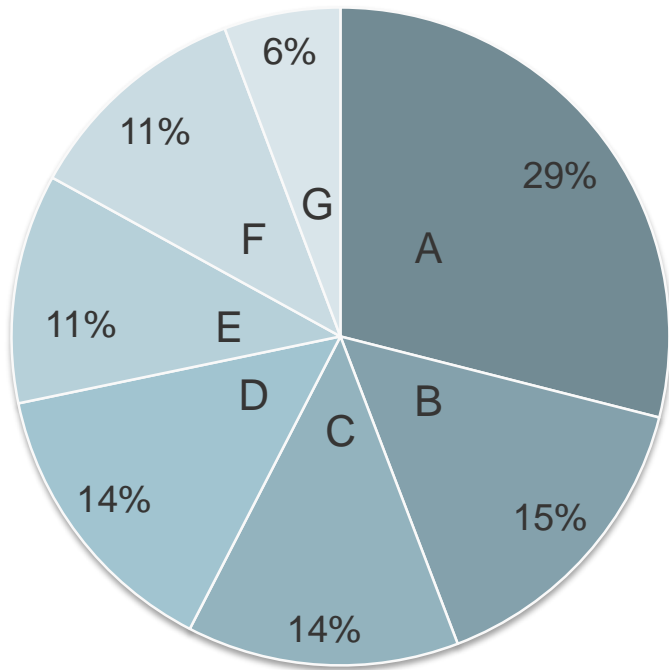
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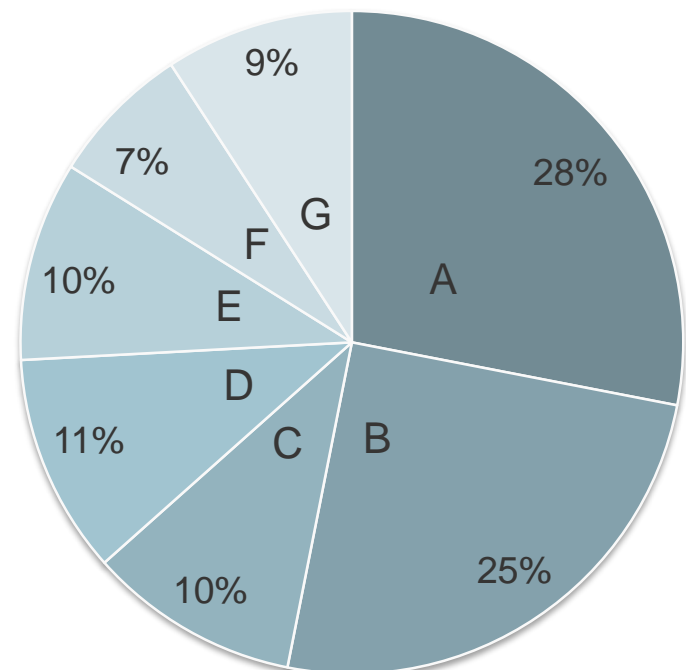
Well balanced profitability across the Globe

Q4 F2017: Revenue and EBIT segmentation

Revenue: \$2.6B
Growth @cc 2.5%



Adjusted EBIT: \$396M
Margin: 15.2%



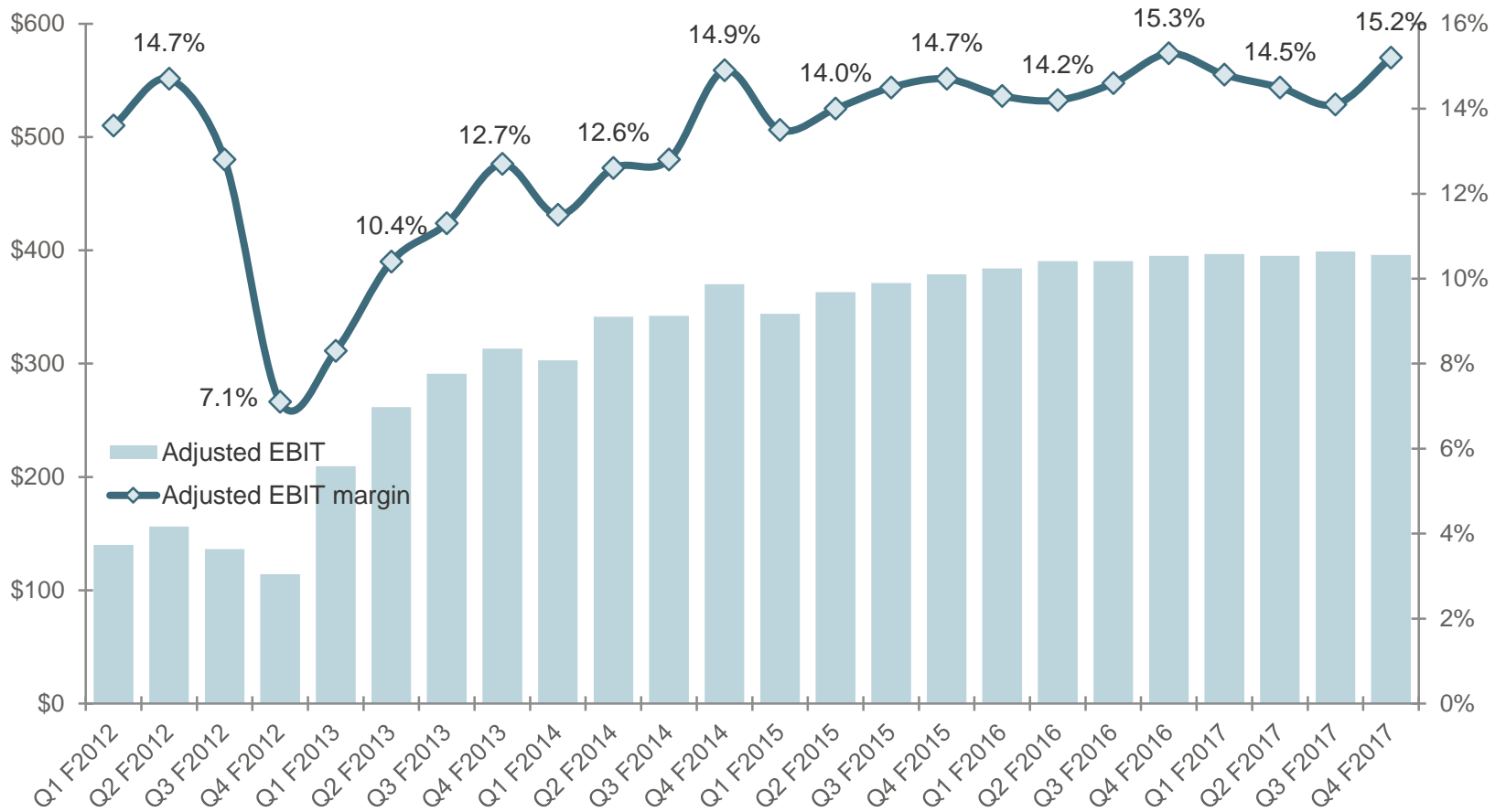
- A. U.S.
- B. Canada
- C. Nordics
- D. France
- E. U.K.
- F. ECS
- G. Asia Pacific

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 \$396 million; adj. margin of 15.2% in Q4 F2017

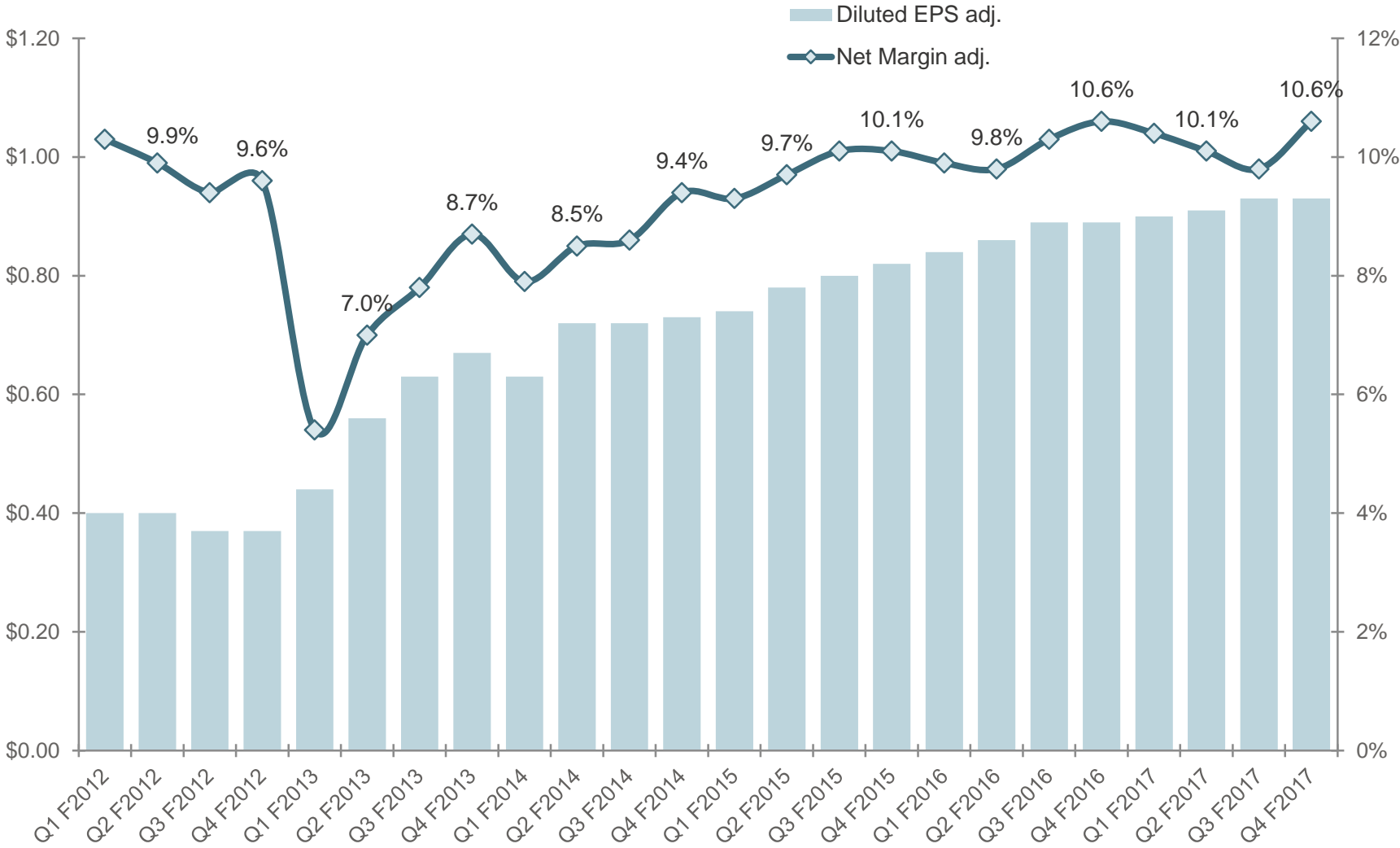
In millions



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

Delivering strong profitability

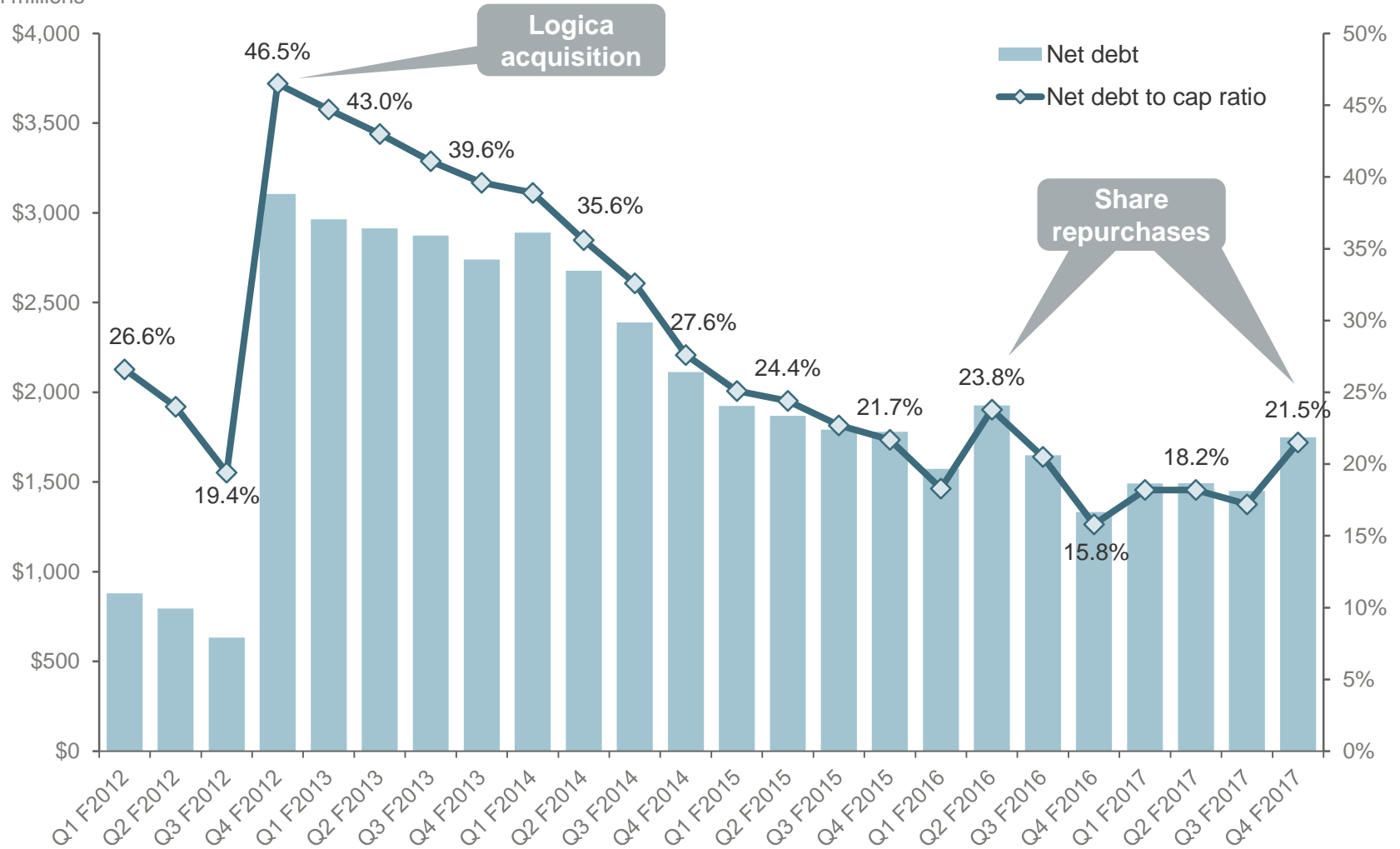
Net earnings margin excluding specific items



Net debt

Net debt to cap within our comfort zone

In millions



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