



# SECOND QUARTER FISCAL 2016 RESULTS

BUILDING ON  
**40** YEARS OF  
COMMITMENT

April 27, 2016

**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 that term in Section 27A of the United States Securities Act of 1933, as amended, 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.

For more details, please refer to the risks identified in our annual and quarterly Management’s Discussion & Analysis and in other public disclosure documents filed with the Canadian securities authorities (filed on SEDAR at [www.sedar.com](http://www.sedar.com)) and the United States Securities and Exchange Commission (filed on EDGAR at [www.sec.gov](http://www.sec.gov)). 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. Please refer to the “Investors” section of CGI’s web site at [www.cgi.com](http://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 indicated otherwise



---

# MICHAEL E. ROACH

President and  
Chief Executive Officer

# FRANÇOIS BOULANGER

Executive Vice-President and  
Chief Financial Officer

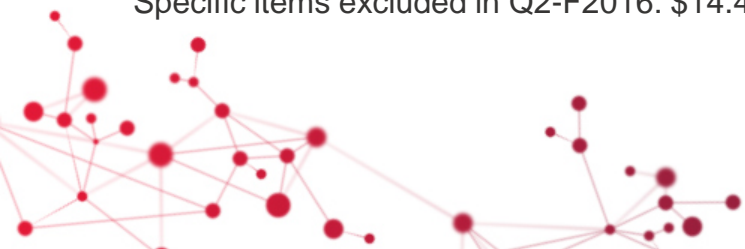


# Q2-F2016: Results

			vs Q2 F2015
<b>Revenue</b>	<b>\$2.8B</b>	<b>↑</b>	<b>5.7%</b>
<b>Adjusted EBIT</b>	<b>\$391M</b>	<b>↑</b>	<b>7.6%</b>
<b>Adjusted EBIT margin</b>	<b>14.2%</b>	<b>↑</b>	<b>20 bps</b>
<b>Net earnings</b>	<b>\$283M</b>	<b>↑</b>	<b>12.6%</b>
<b>Net earnings margin</b>	<b>10.3%</b>	<b>↑</b>	<b>60 bps</b>
<b>Diluted EPS</b>	<b>\$0.90</b>	<b>↑</b>	<b>15.4%</b>

Excluding specific items, net earnings were \$268 million and diluted EPS was \$0.86

\* Specific items excluded in Q2-F2016: \$14.4 million tax adjustment.



# New contract awards

Q2 bookings up \$481 million; high quality backlog of \$21 billion

Q2 F2016

**\$2.7** billion

**100%** book-to-bill

---

TRAILING TWELVE MONTHS

**\$11.0** billion

**104%** book-to-bill



# Cash provided by operating activities

Q2 F2016

**\$251** million

**\$0.80** per diluted share

---

TRAILING TWELVE MONTHS

**\$1.2** billion

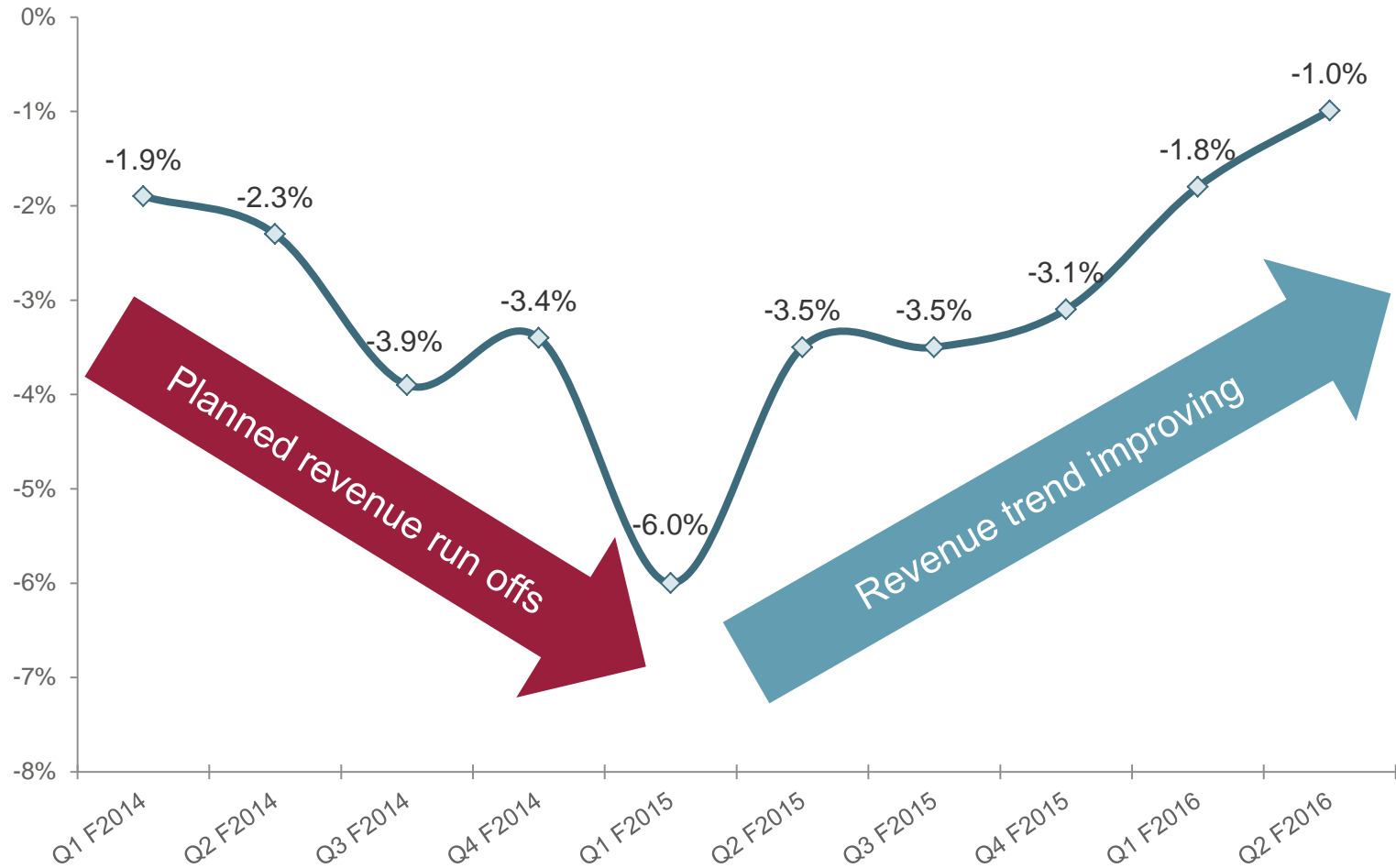
**11.8%** of revenue

**\$3.92** per diluted share



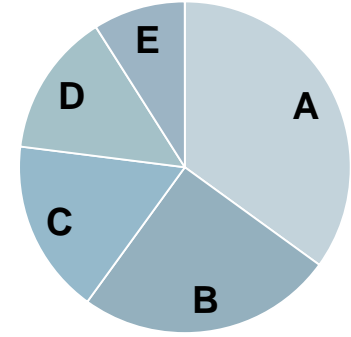
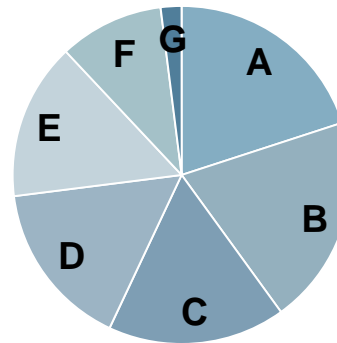
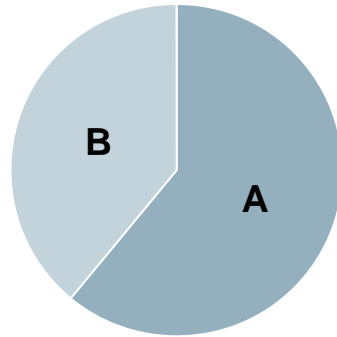
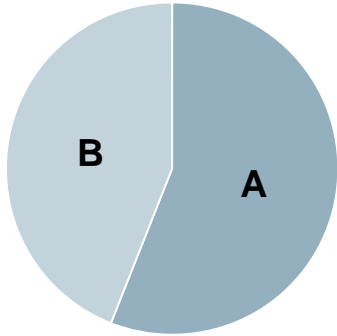
# Revenue trend continues improving

Year-over-year at constant currency



# Q2 F2016: Bookings distribution

Bookings of \$2.7 billion; book-to-bill of 100%

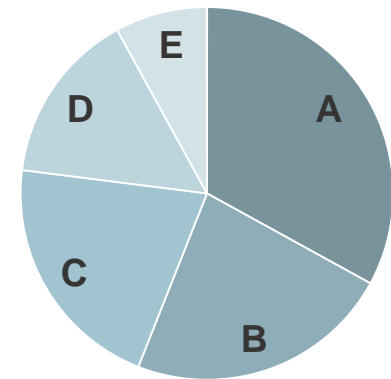
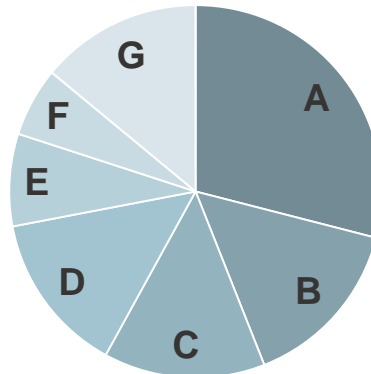
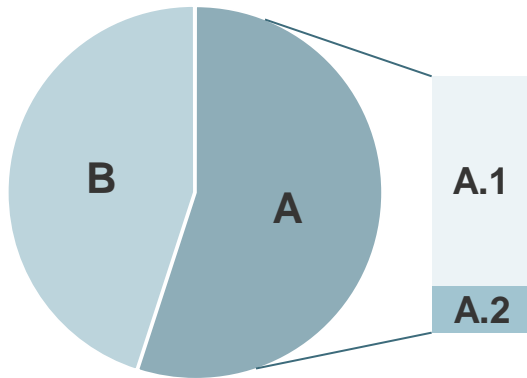


Contract Type		Service Type		Segment		Vertical Markets			
A.	Extensions and renewals	56%	A.	Systems integration and consulting	61%	A.	Government	35%	
B.	New business	44%	B.	Management of IT & business functions	39%	B.	MRD	25%	
				C.	U.K.	17%	C.	Financial services	17%
				D.	Canada	16%	D.	Telecommunications & utilities	14%
				E.	France	15%	E.	Health	9%
				F.	ECS	10%			
				G.	Asia Pacific	2%			



# Q2 F2016: Revenue distribution

Improving mix of high quality revenue

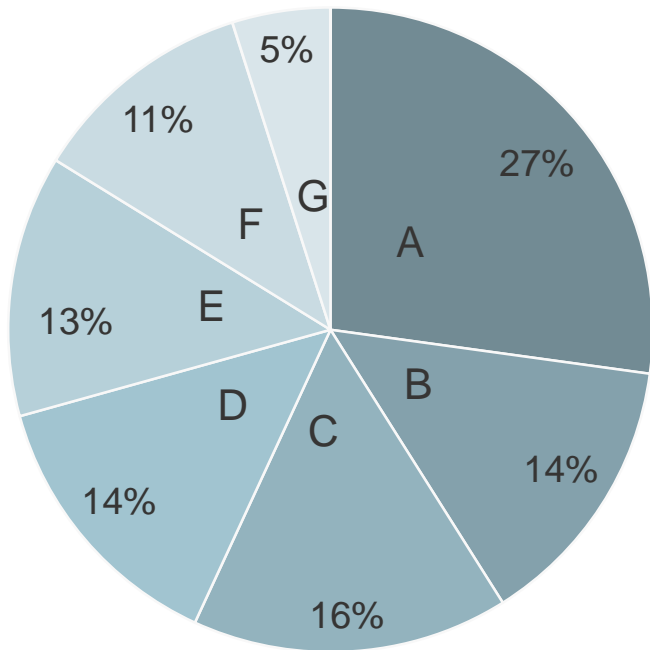


Service Type		Client Geography		Vertical Markets	
A. Management of IT and business functions	55%	A. U.S.	29%	A. Government	33%
1. IT services	44%	B. U.K.	15%	B. MRD	23%
2. BPS	11%	C. Canada	14%	C. Financial services	21%
B. Systems integration and consulting	45%	D. France	14%	D. Telecommunications & utilities	15%
		E. Sweden	8%	E. Health	8%
		F. Finland	6%		
		G. Rest of the world	14%		

# Revenue and EBIT segmentation

Well balanced profitability across North America and Europe

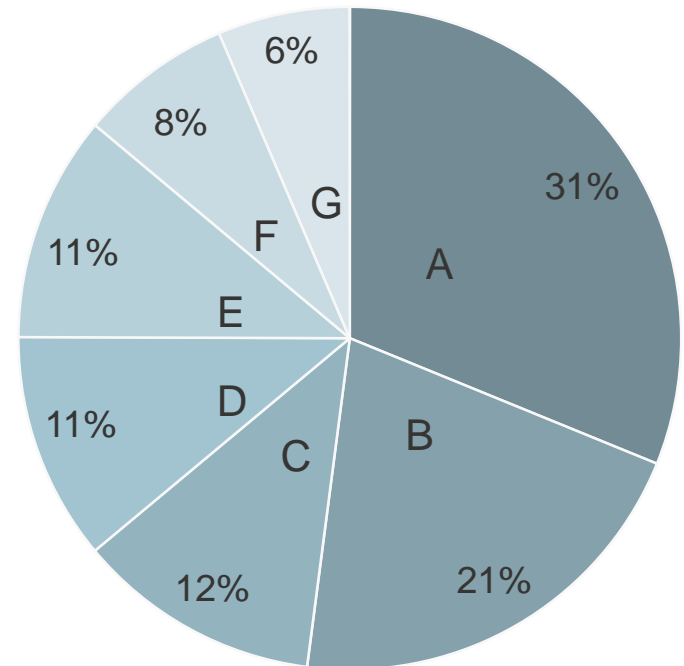
**Revenue: \$2.8B**



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

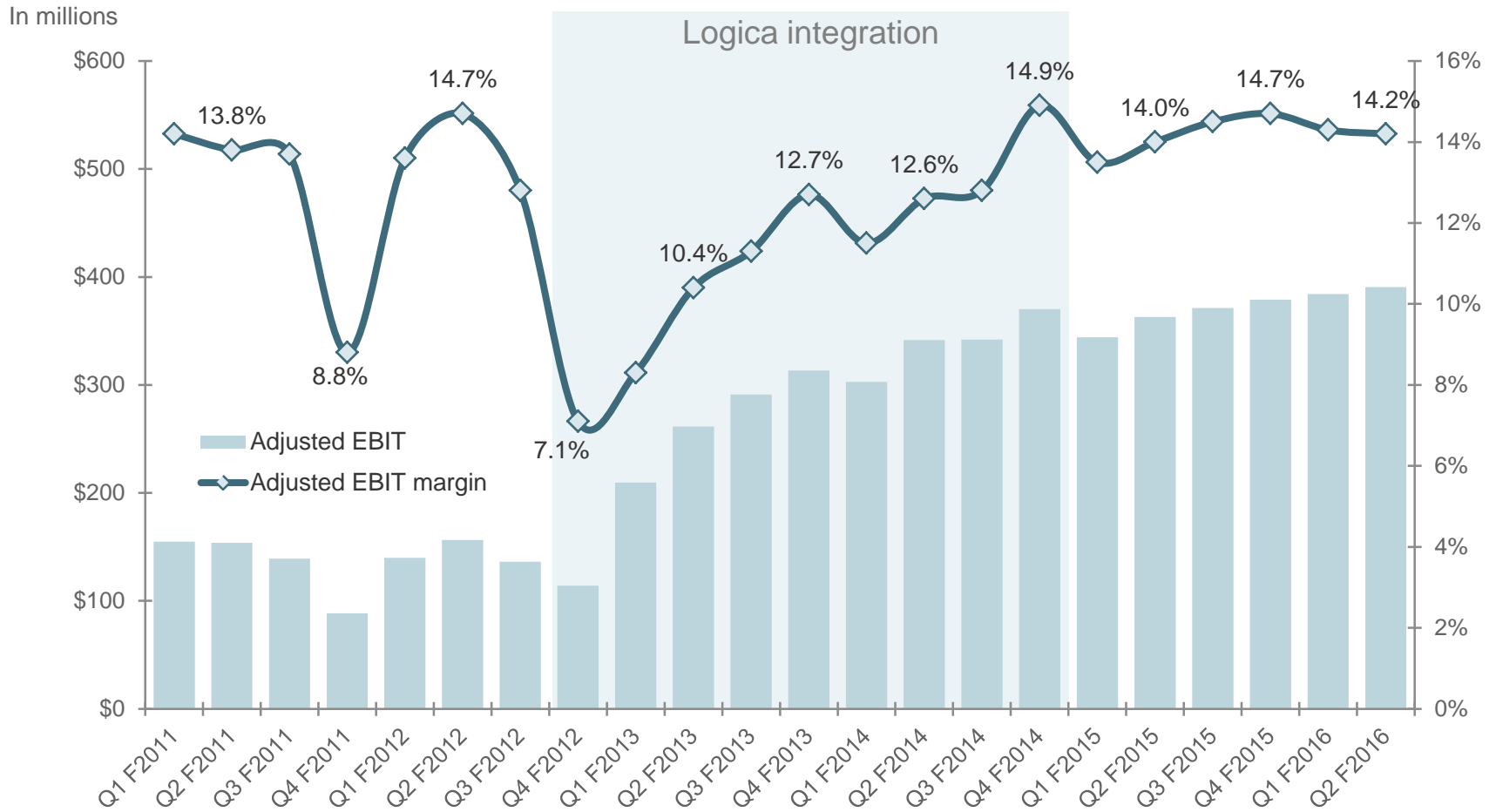
**Adjusted EBIT: \$391M**

*Margin: 14.2%*



# Improving profitability

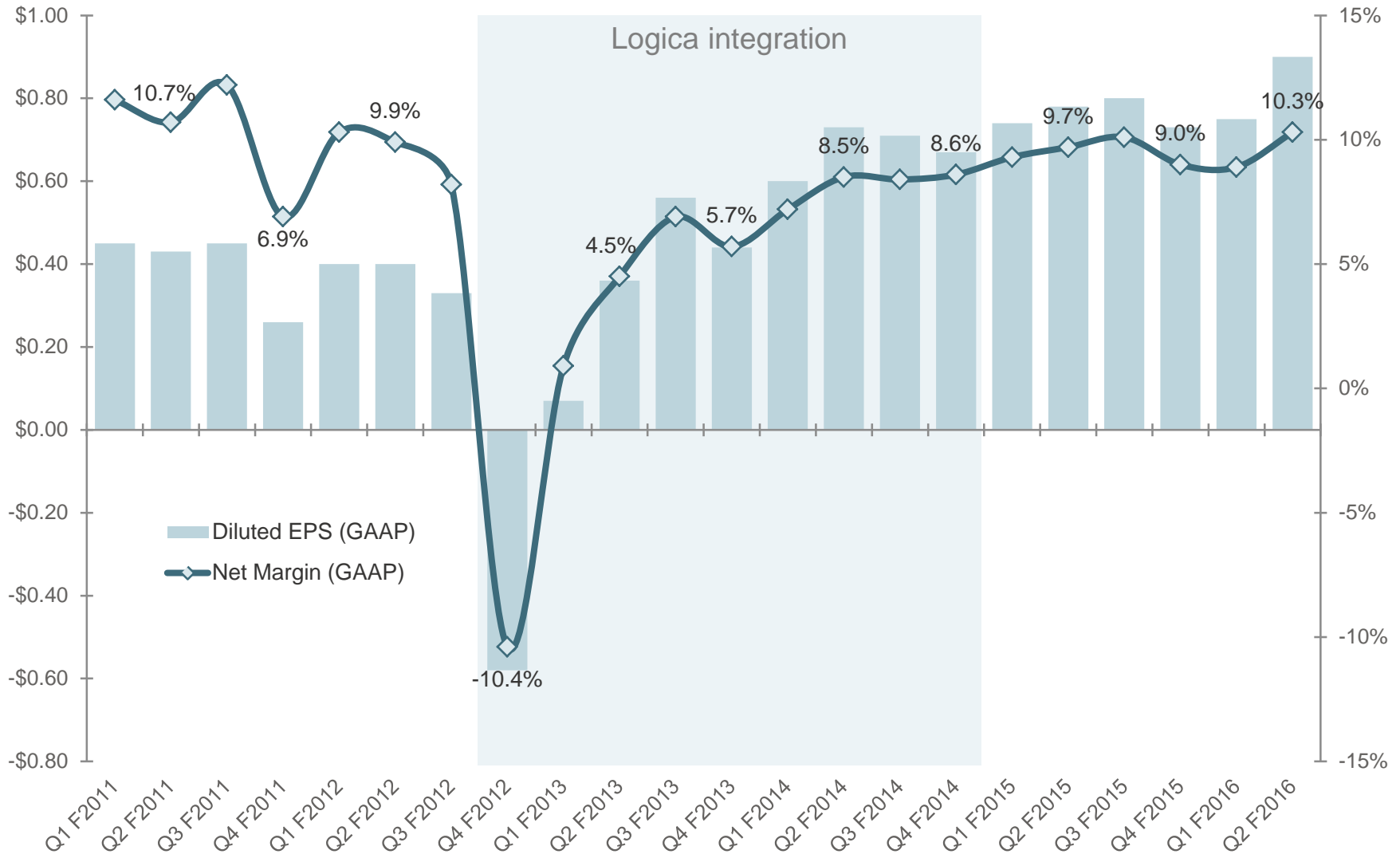
Adj. EBIT at \$391 million; margin expands by 20 points in Q2 F2016



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

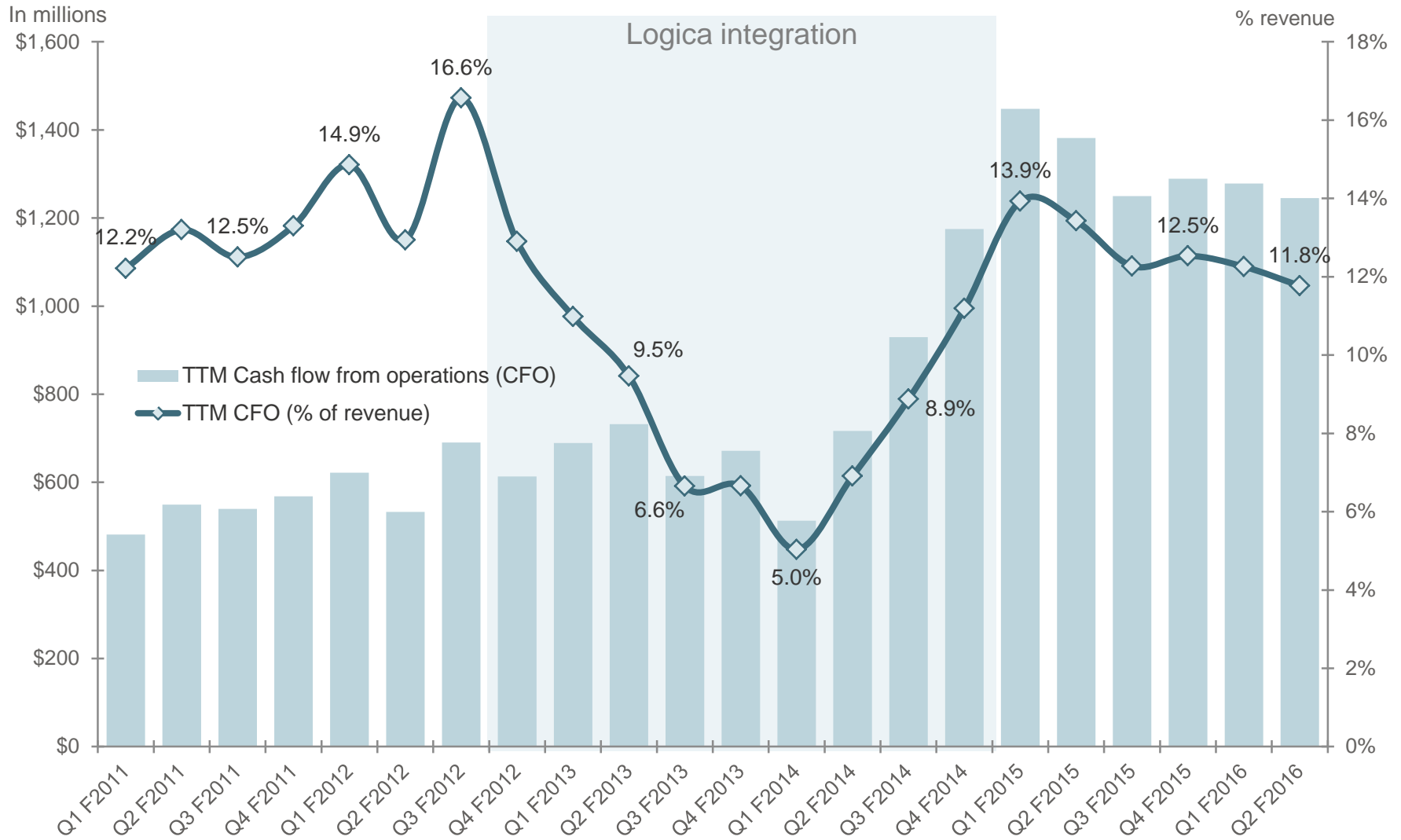
# Improving profitability

Net earnings margin returning to pre-acquisition level



# Cash provided by operating activities

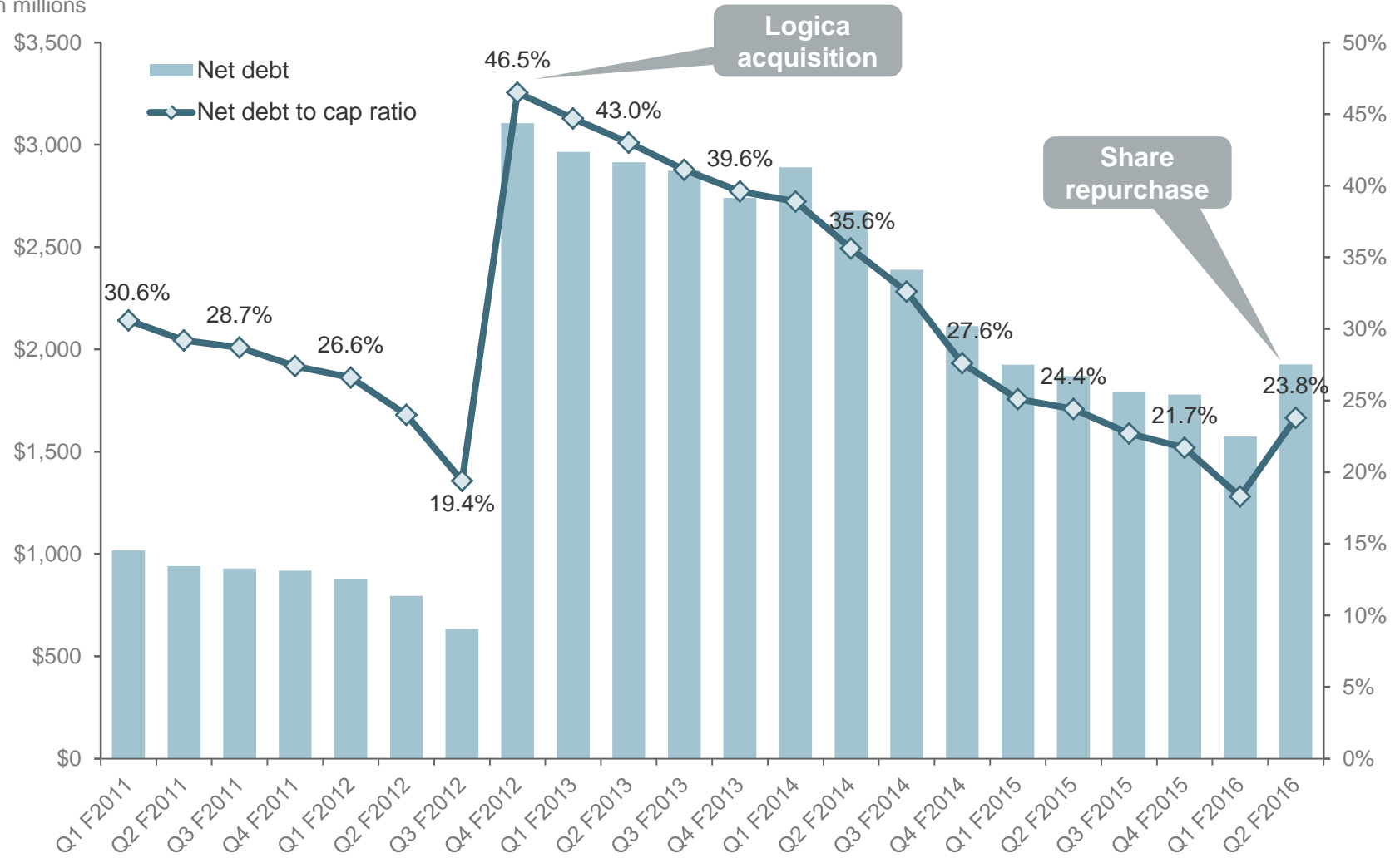
## On a trailing twelve months (TTM) basis



# Net debt

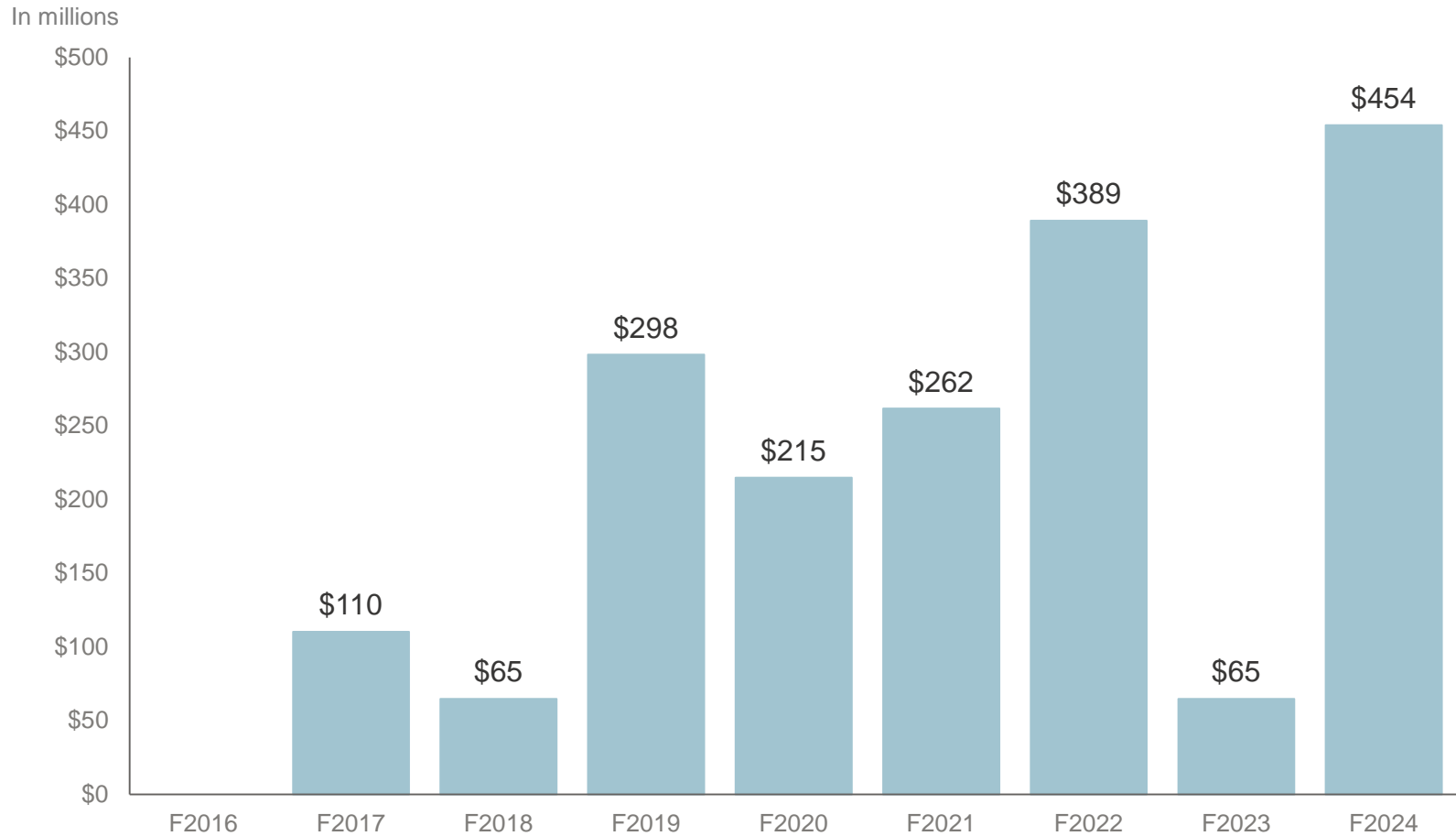
Net debt to cap well within our comfort zone

In millions



# Debt maturity schedule

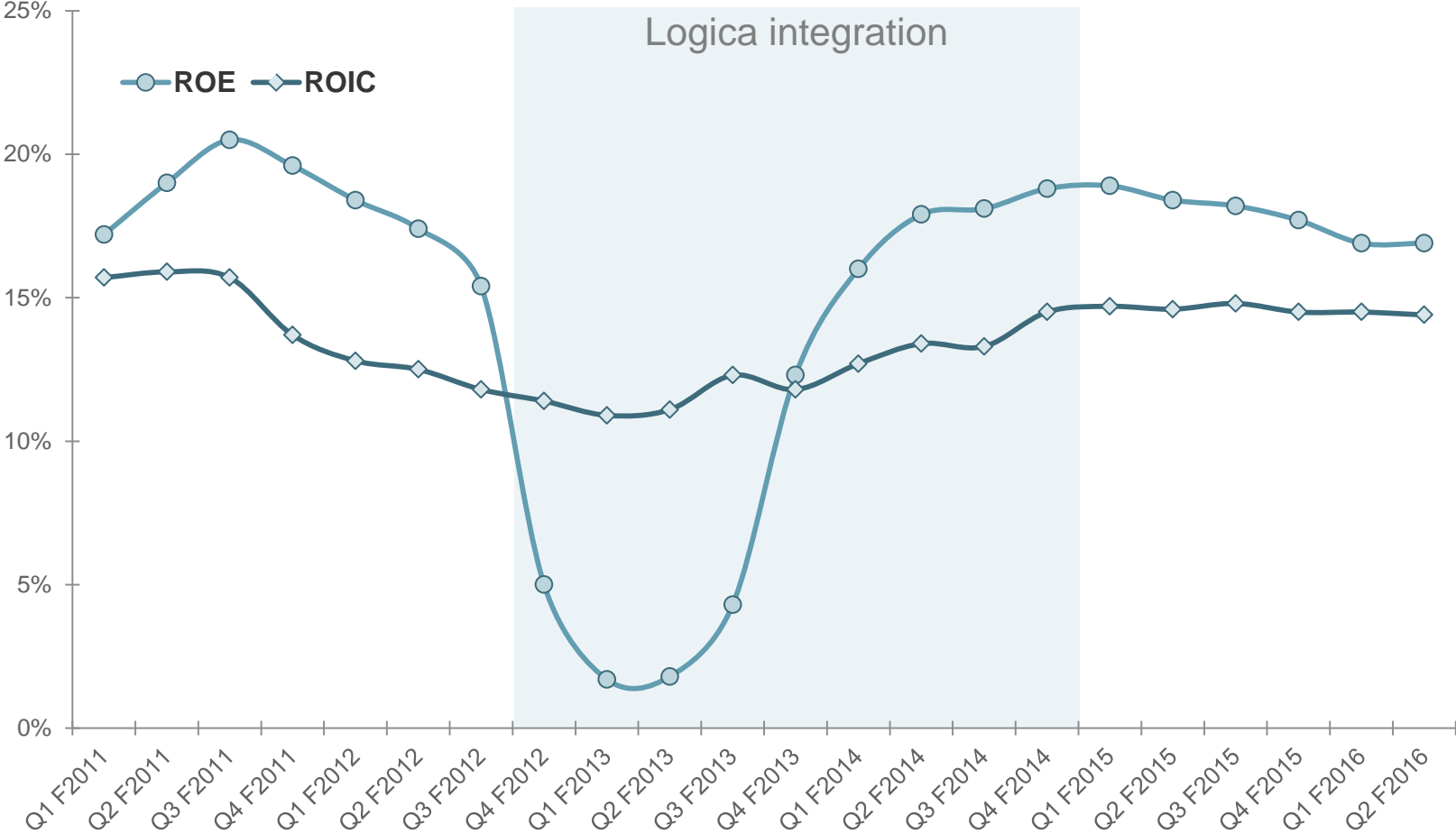
Maintaining balance and flexibility to capitalize on strategic opportunities



Excluding capital leases and asset financing loans.

# ROE and ROIC trends

Delivering superior returns over time



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



# Share buyback program update

Q2 FISCAL 2016

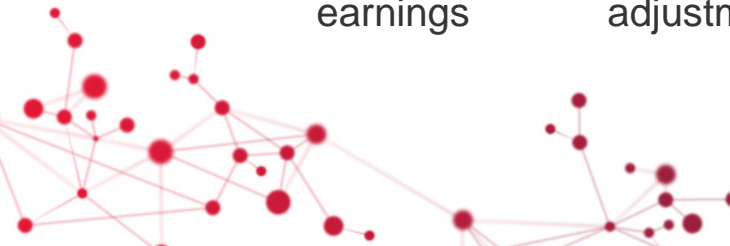
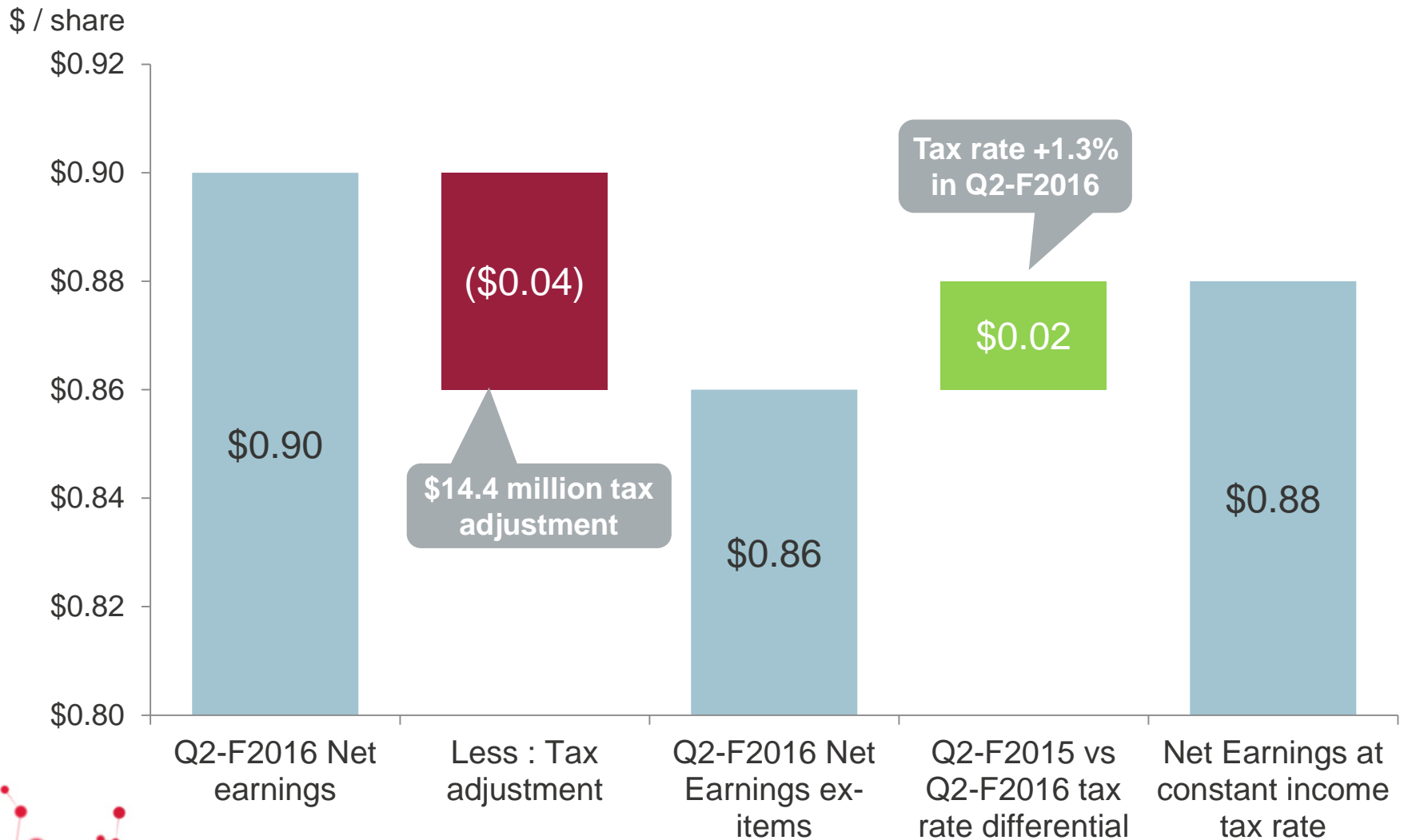
**9.1** million shares purchased for cancellation

Investment of **\$509 million**

Average price of **\$55.73**



# Income tax expense impact on EPS



# Contact information

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

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

Samantha Taccone  
Coordinator  
[samantha.taccone@cgi.com](mailto:samantha.taccone@cgi.com)  
+1 514-415-3123

**For more information:  
[CGI.com/investors](http://CGI.com/investors)**

