



# FOURTH QUARTER AND FISCAL 2016 RESULTS

November 9, 2016

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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 the Company. These factors could cause actual results to differ materially from such forward-looking statements or forward-looking information. These factors include but are not restricted to: the timing and size of new contracts; acquisitions and other corporate developments; the ability to attract and retain qualified members; market competition in the rapidly evolving IT industry; general economic and business conditions; foreign exchange and other risks identified in the press release, in CGI’s annual and quarterly Management’s Discussion and Analysis (“MD&A”) 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 U.S. Securities and Exchange Commission (filed on EDGAR at [www.sec.gov](http://www.sec.gov)), as well as assumptions regarding the foregoing. 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. Readers are cautioned not to place undue reliance on these forward-looking statements or on this forward-looking information.

All amounts are in Canadian dollars unless indicated otherwise



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# GEORGE D. SCHINDLER

President and  
Chief Executive Officer

# FRANÇOIS BOULANGER

Executive Vice-President and  
Chief Financial Officer



# F2016: Results

Net earnings top a billion dollars; Net margin reach 10%

vs F2015

<b>Revenue</b>	<b>\$10.7B</b>	<b>↑</b>	<b>3.9%</b>
<b>Adjusted EBIT</b>	<b>\$1.6B</b>	<b>↑</b>	<b>7.1%</b>
<b>Adjusted EBIT margin</b>	<b>14.6%</b>	<b>↑</b>	<b>40 bps</b>
<b>Net earnings</b> excluding specific items*	<b>\$1.1B</b>	<b>↑</b>	<b>7.6%</b>
<b>Net earnings margin</b> *	<b>10.1%</b>	<b>↑</b>	<b>30 bps</b>
<b>Diluted EPS</b> excluding specific items*	<b>\$3.46</b>	<b>↑</b>	<b>10.5%</b>
<b>Cash flow from operations</b>	<b>\$1.3B</b>	<b>↑</b>	<b>3.4%</b>

\* Specific items in F2016 include : \$21.2 million in restructuring costs net of tax and \$8.5 million in tax adjustments.

Specific items in F2015 include : \$27.6 million in restructuring 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.



# Q4 F2016: Results

			vs Q4 F2015
<b>Revenue</b> (growth @ cc)	<b>\$2.6B</b>	<b>↑</b>	<b>2.8%</b>
<b>Adjusted EBIT</b>	<b>\$395M</b>	<b>↑</b>	<b>4.3%</b>
<b>Adjusted EBIT margin</b>	<b>15.3%</b>	<b>↑</b>	<b>60 bps</b>
<b>Net earnings</b> excluding specific items*	<b>\$274M</b>	<b>↑</b>	<b>5.4%</b>
<b>Net earnings margin</b> *	<b>10.6%</b>	<b>↑</b>	<b>50 bps</b>
<b>Diluted EPS</b> excluding specific items*	<b>\$0.89</b>	<b>↑</b>	<b>8.5%</b>
<b>Cash flow from operations</b>	<b>\$402M</b>	<b>↓</b>	<b>-11.0%</b>

\* Specific items in Q4-F2015 include: \$27.6 million in restructuring 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.



# Contract awards

High quality bookings push backlog to \$21 billion

Q4 F2016

\$2.9 billion

111% book-to-bill

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FISCAL 2016

\$11.7 billion

110% book-to-bill



# Cash provided by operating activities

Q4 F2016

\$402 million

15.6% of revenue

\$1.30 per diluted share

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FISCAL 2016

\$1.3 billion

12.5% of revenue

\$4.26 per diluted share



# FISCAL 2016



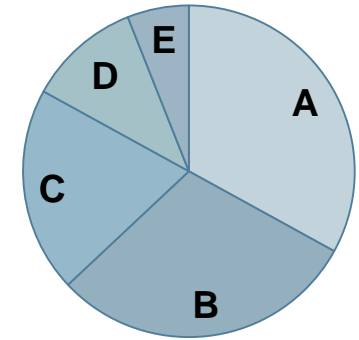
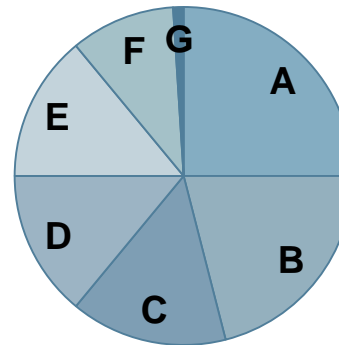
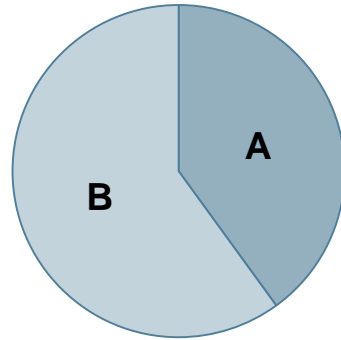
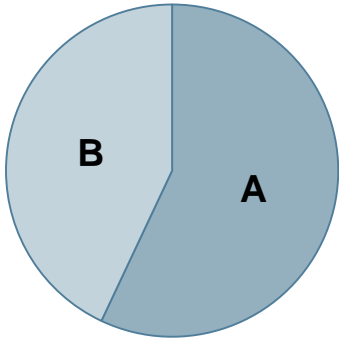
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# F2016: Bookings distribution

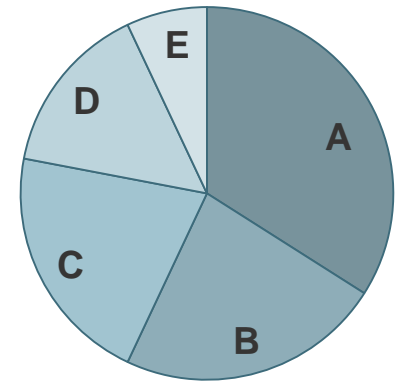
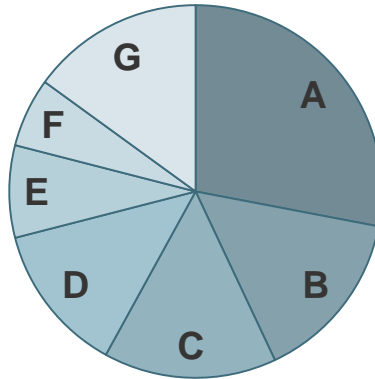
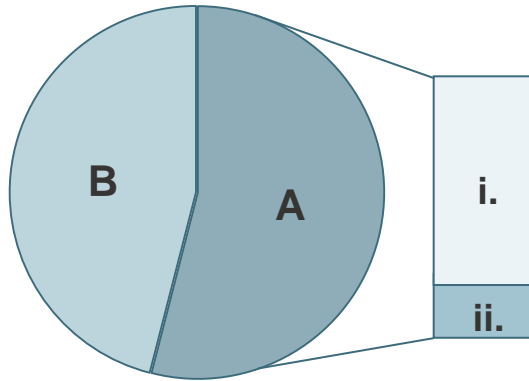
Bookings of \$11.7 billion ; book-to-bill of 110%



Contract Type		Service Type		Segment		Vertical Markets					
A.	Extensions and renewals	57%	A.	Systems integration and consulting	53%	A.	U.S.	25%	A.	Government	33%
B.	New business	43%	B.	Management of IT & business functions (outsourcing)	47%	B.	Canada	21%	B.	MRD	30%
						C.	Nordics	15%	C.	Financial services	20%
						D.	France	14%	D.	Telecommunications and utilities	11%
						E.	U.K.	14%	E.	Health	6%
						F.	ECS	10%			
						G.	Asia Pacific	1%			

# F2016: Revenue distribution

Improving mix of high quality revenue



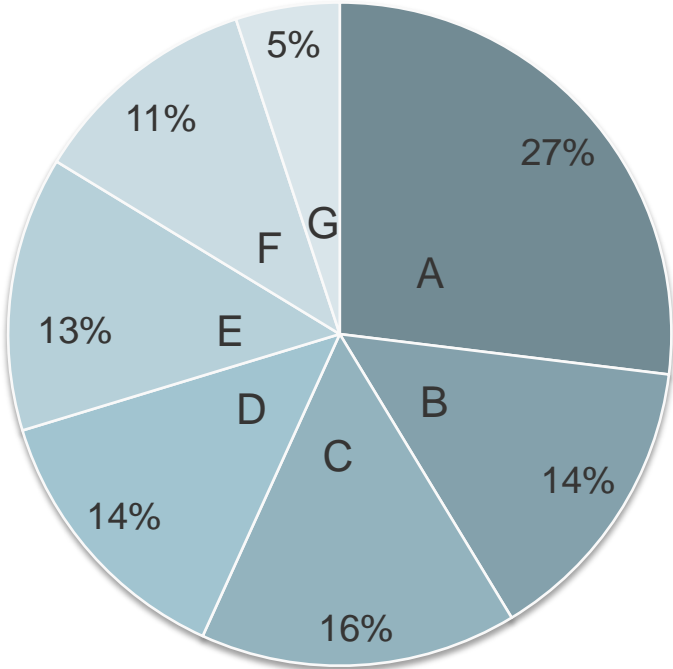
Service Type	Client Geography	Vertical Markets
<b>A.</b> Management of IT and business functions (outsourcing) 54%	<b>A.</b> U.S. 28%	<b>A.</b> Government 34%
i. IT services 44%	<b>B.</b> Canada 15%	<b>B.</b> MRD 23%
ii. BPS 10%	<b>C.</b> U.K. 15%	<b>C.</b> Financial services 21%
<b>B.</b> Systems integration and consulting 46%	<b>D.</b> France 13%	<b>D.</b> Telecommunications and utilities 15%
	<b>E.</b> Sweden 8%	<b>A.</b> Health 7%
	<b>F.</b> Finland 6%	
	<b>G.</b> Rest of the world 15%	

# F2016: Revenue and EBIT segmentation

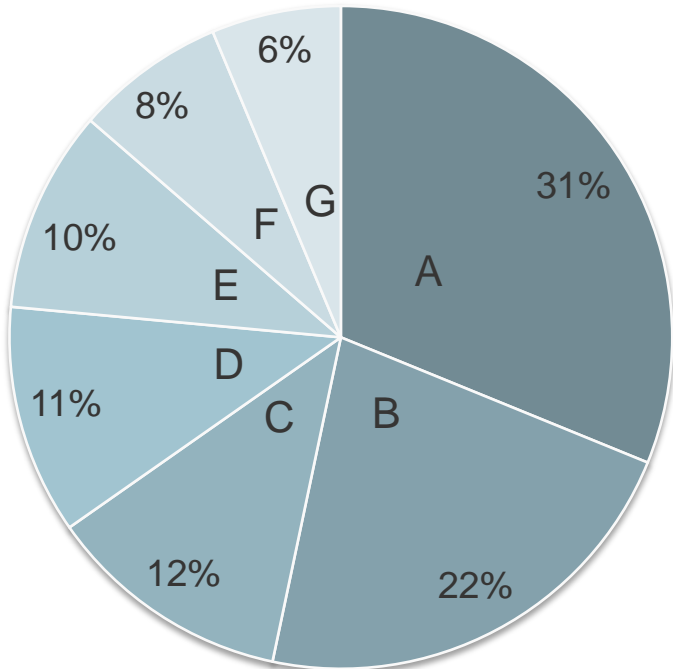
Well balanced profitability across North America and Europe

**Revenue: \$10.7B**

**Adjusted EBIT: \$1.6B**  
*Margin: 14.6%*



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

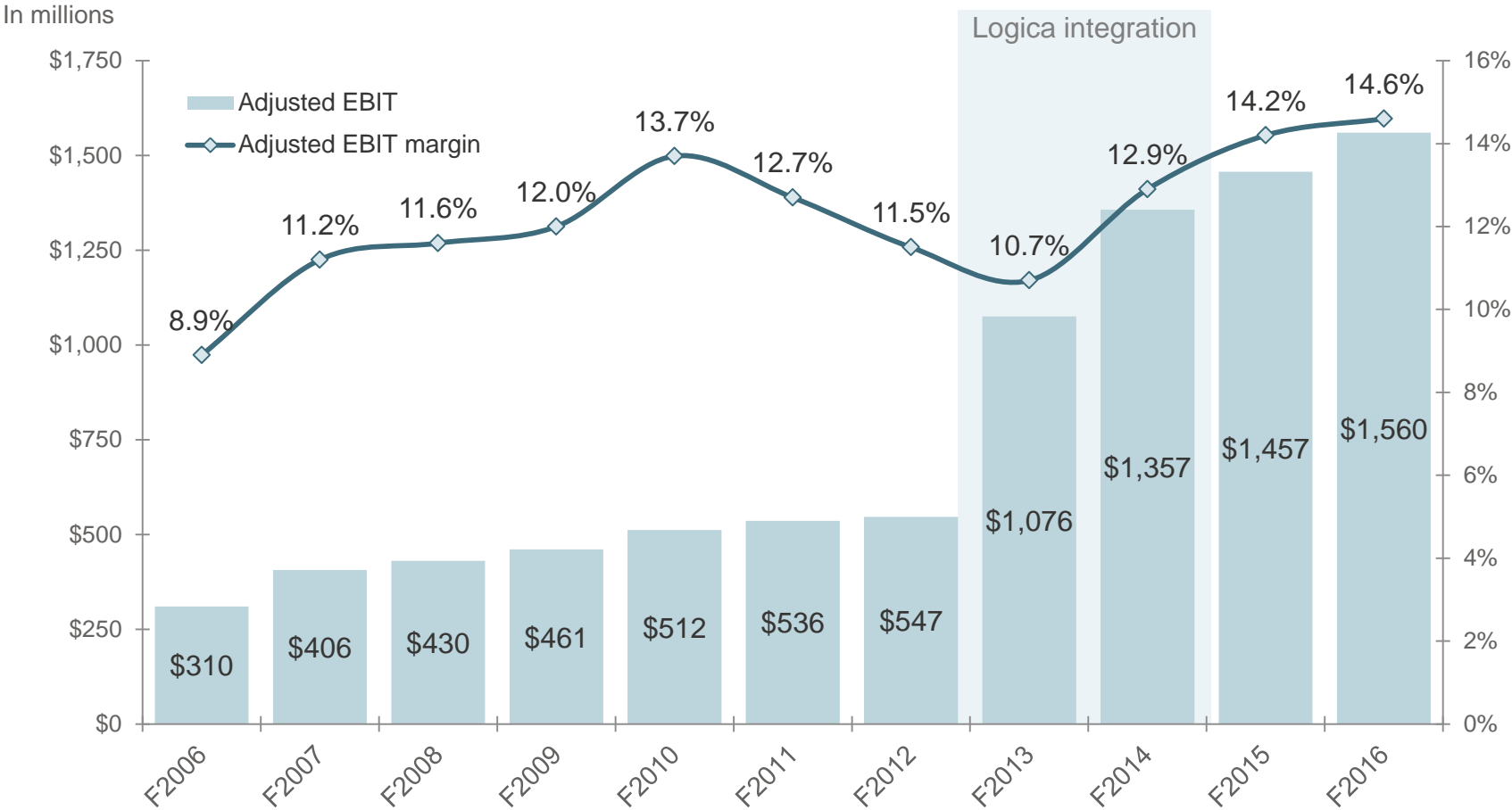


Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.



# Improving profitability

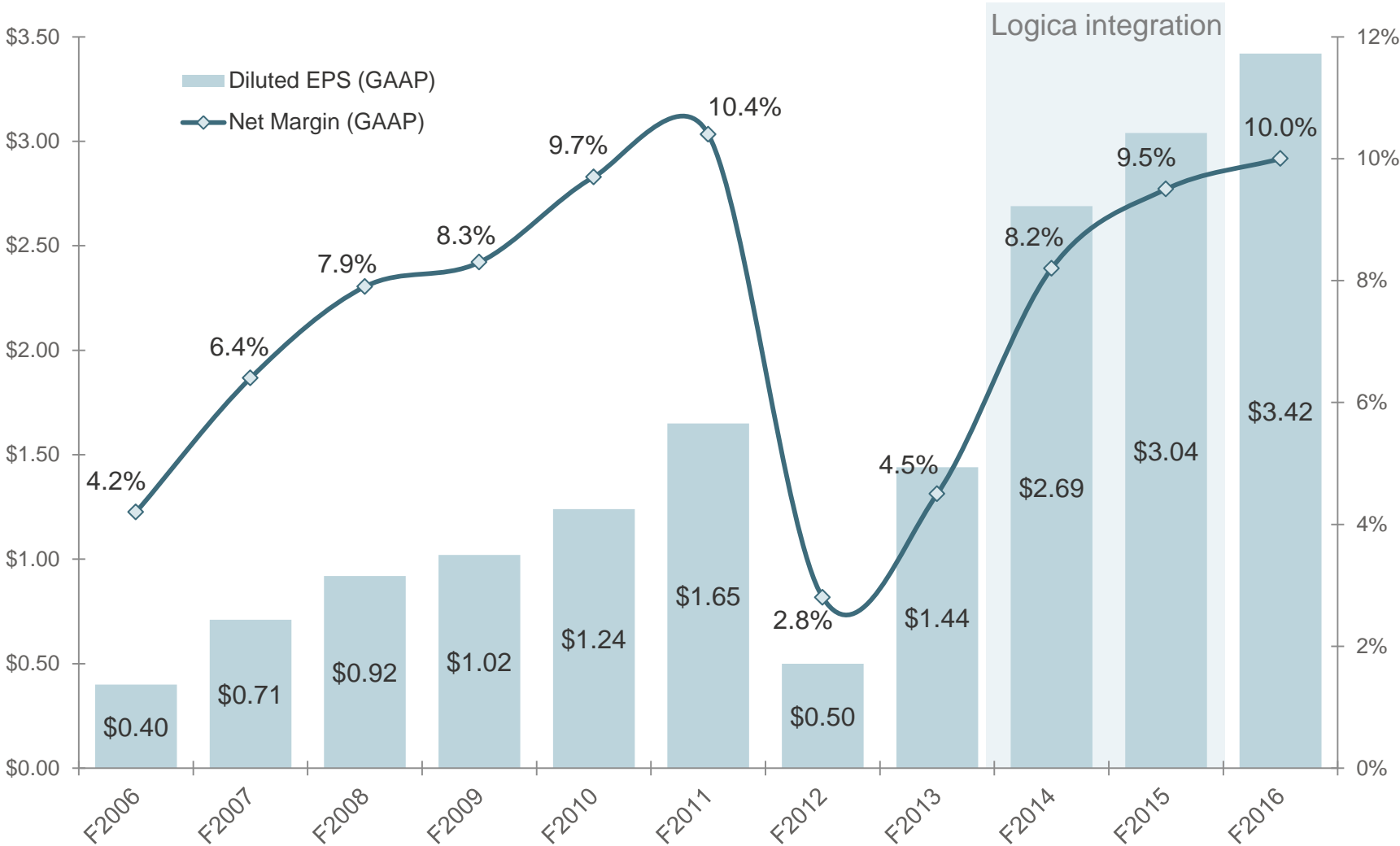
Adjusted EBIT of \$1.5 billion demonstrates operational strength



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

Net earnings margin returning to pre-acquisition level

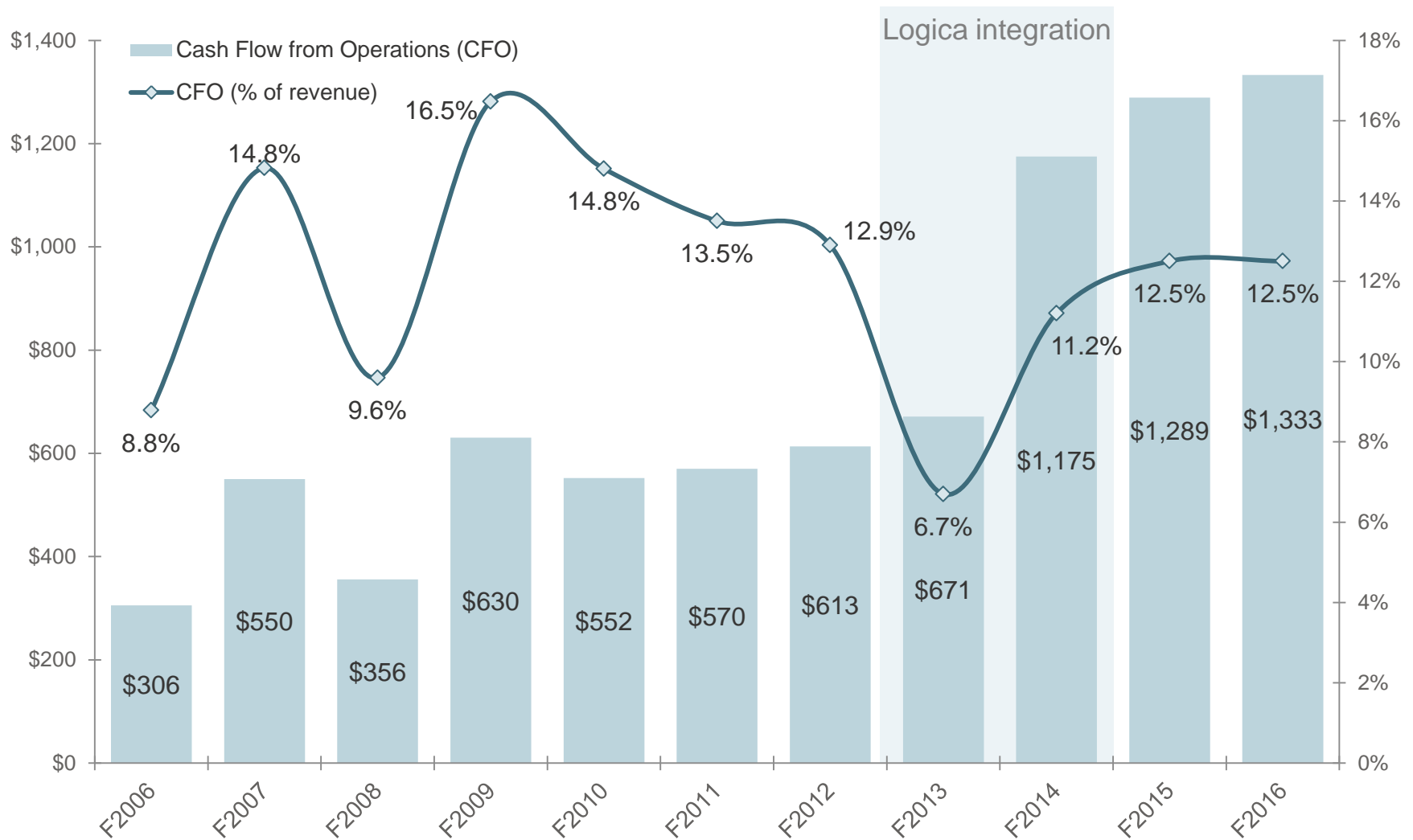


Logica integration

Data prior to F2011 is presented under Canadian GAAP.

# Cash provided by operating activities

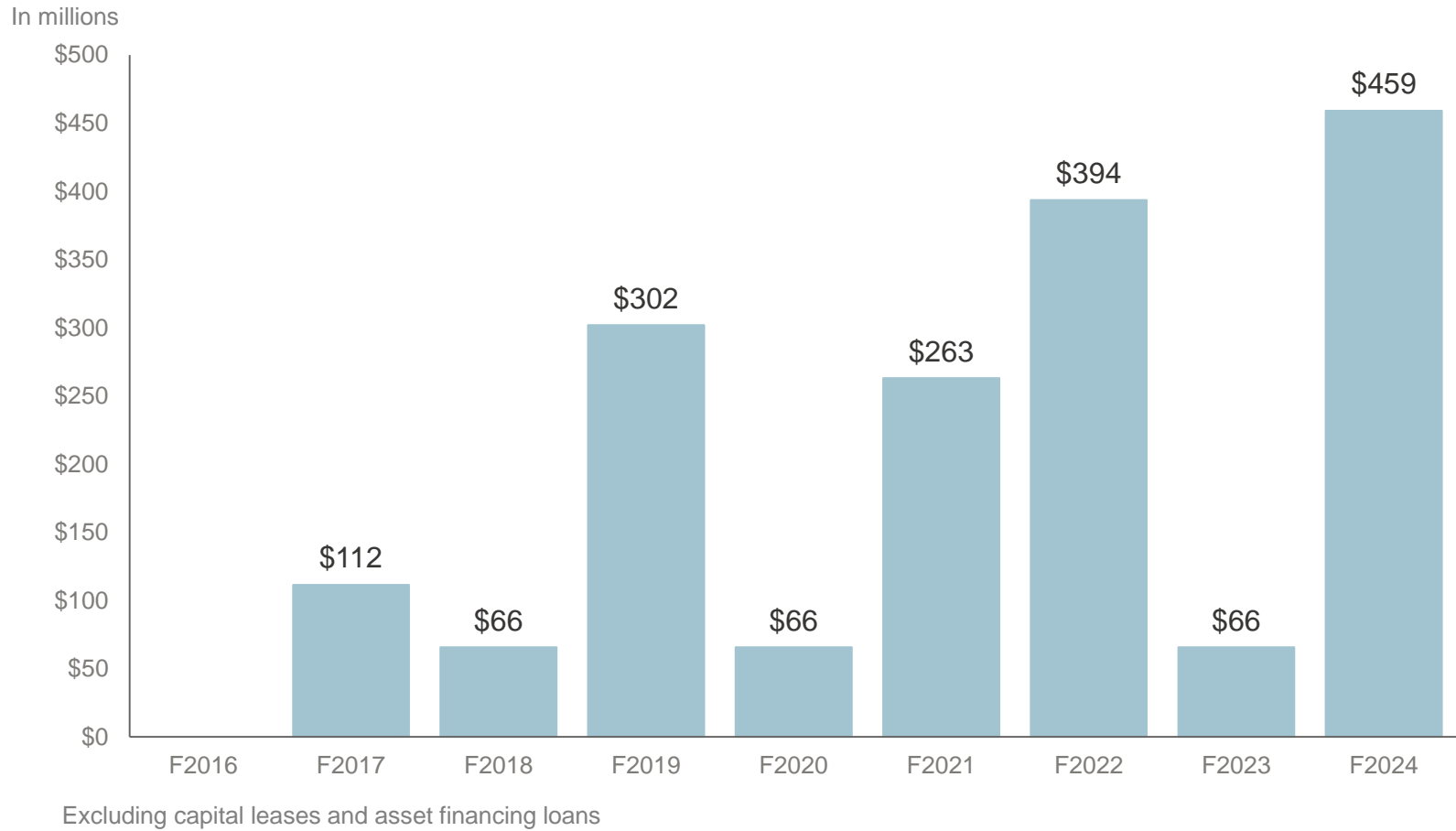
Disciplined focus and collection generates more than \$1.3 billion



Data prior to F2011 is presented under Canadian GAAP.

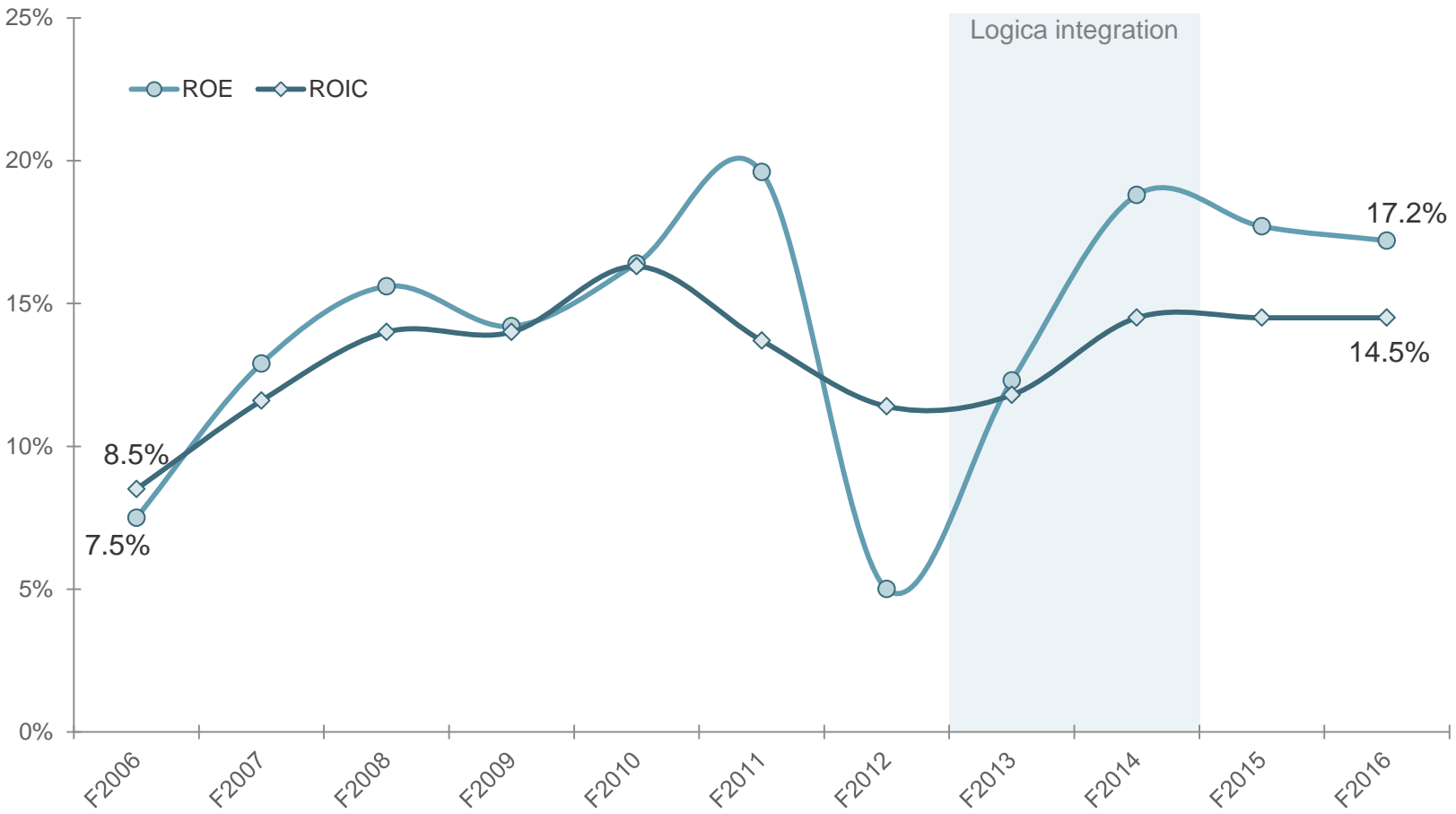
# Debt maturity schedule

Maintaining balance and flexibility to capitalize on strategic opportunities



# 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. Data prior to F2011 is presented under Canadian GAAP.





# FOURTH QUARTER F2016



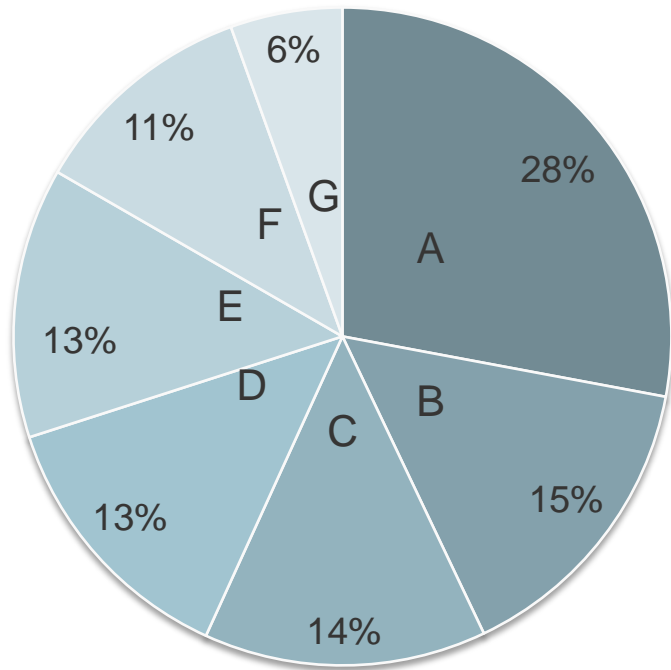
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# Q4 F2016: Revenue and EBIT segmentation

Well balanced profitability across North America and Europe

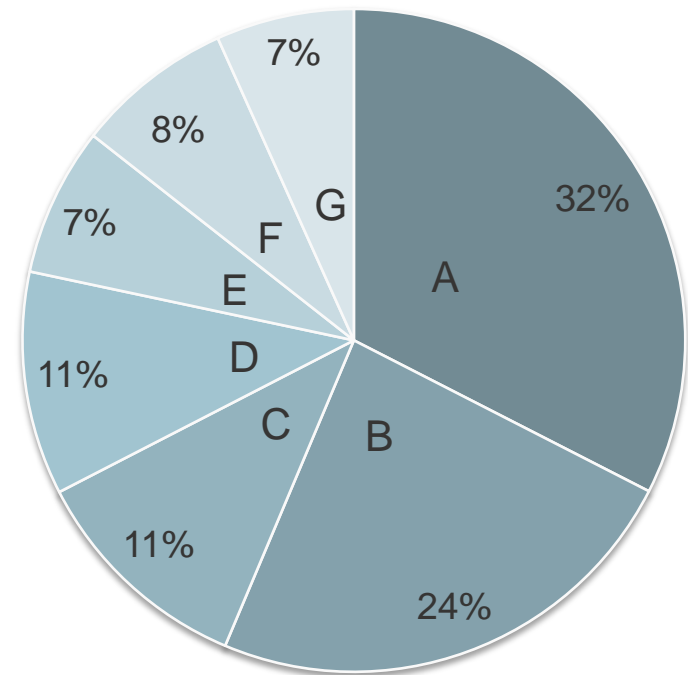
**Revenue: \$2.6B**



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

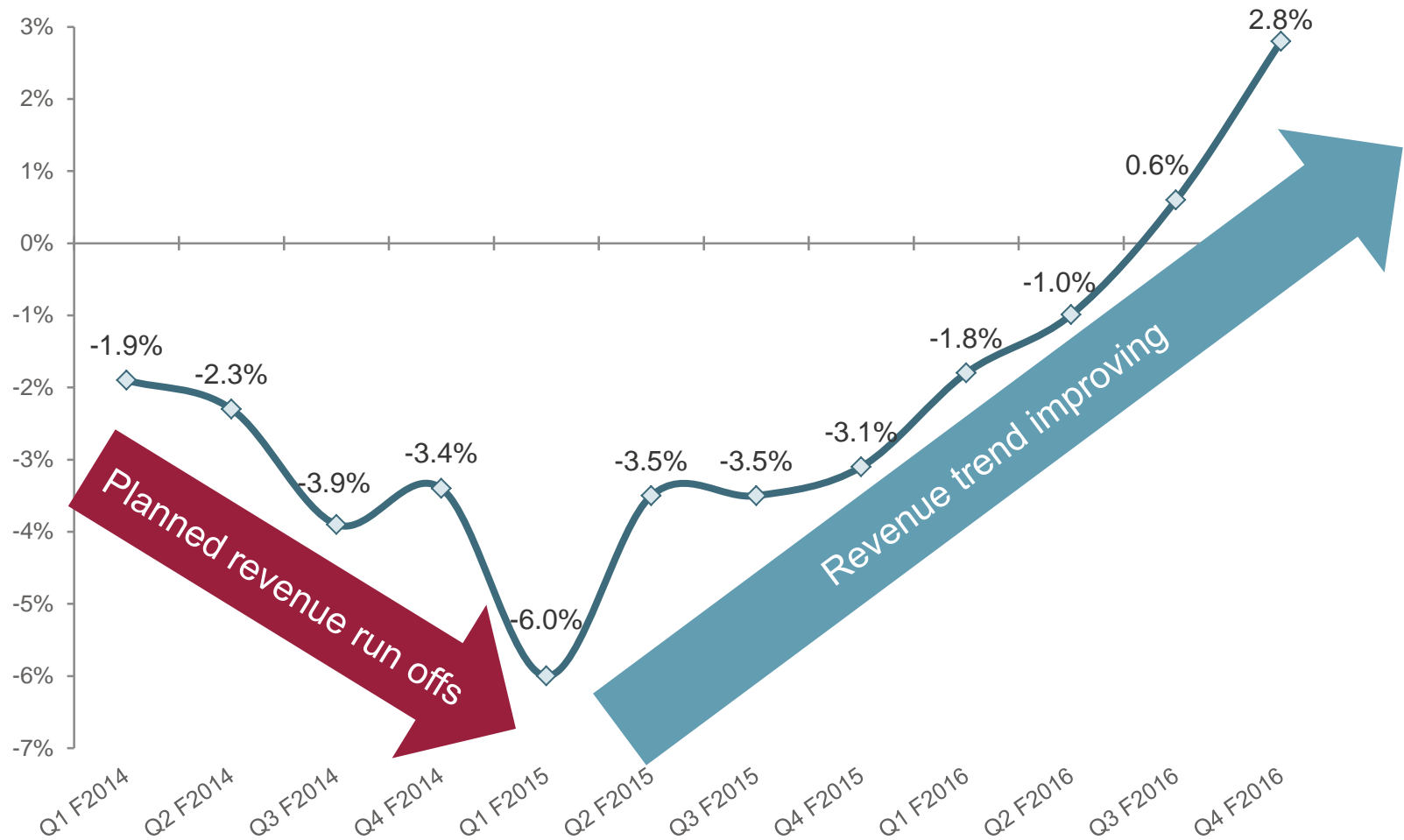
**Adjusted EBIT: \$395M**

*Margin: 15.3%*



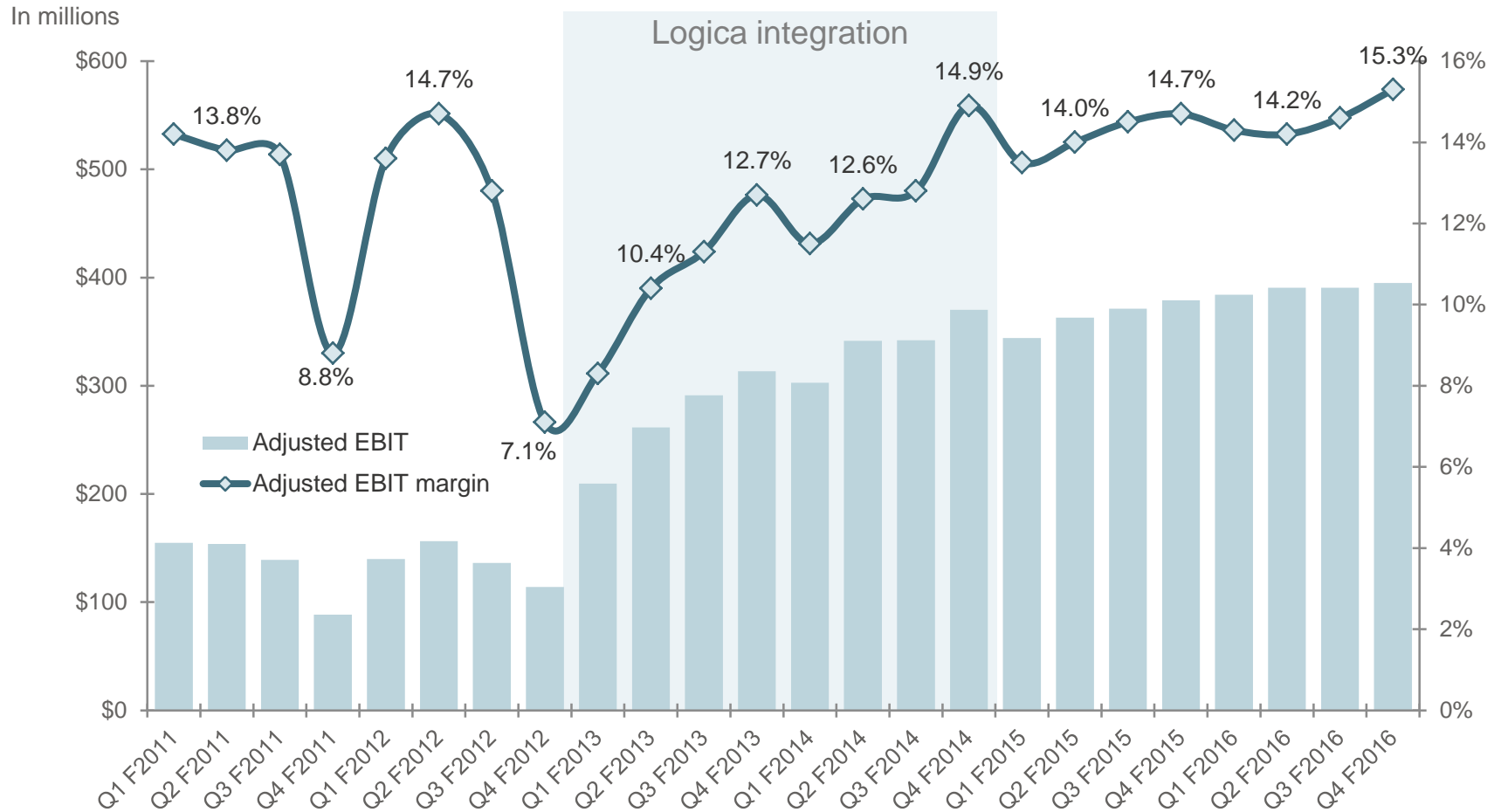
# Revenue trend returns to profitable growth

## Year-over-year at constant currency



# Improving profitability

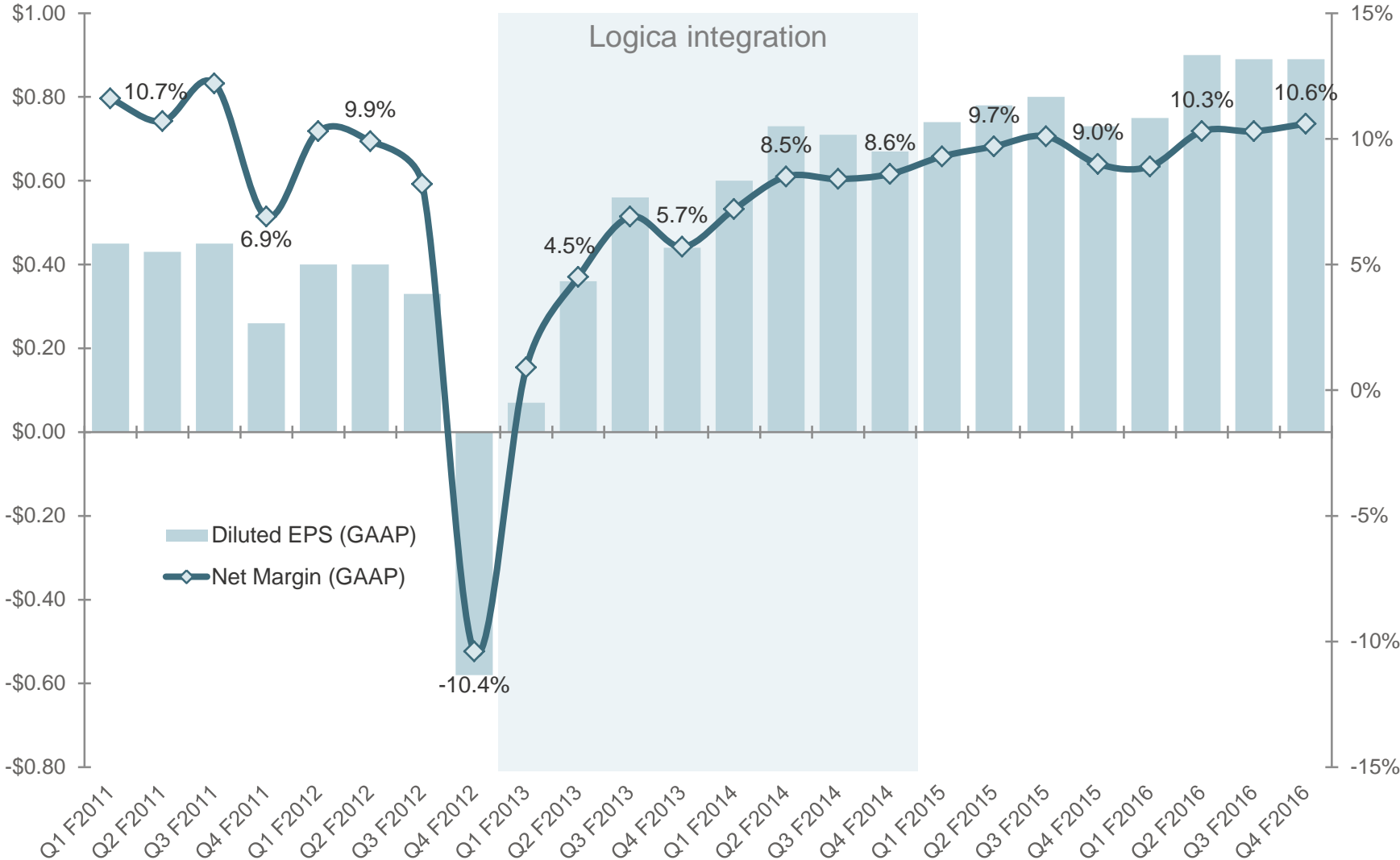
Adj. EBIT at \$395 million; margin expands by 60 points in Q4 F2016



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

# Improving profitability

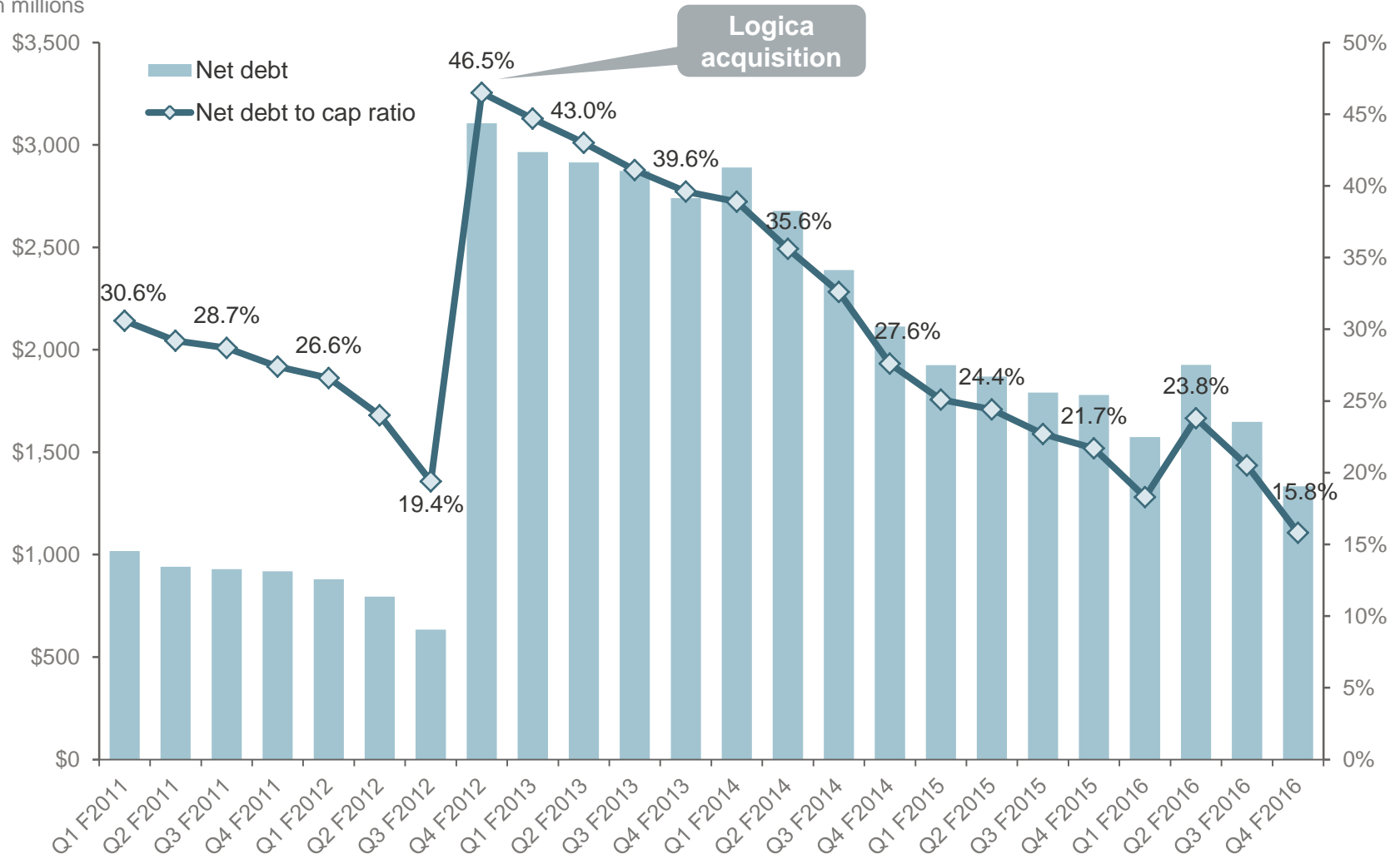
Net earnings margin returning to pre-acquisition level



# Net debt

Net debt to cap well within our comfort zone

In millions



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