CGI

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THIRD QUARTER FISCAL 2018 RESULTS

For the three months ended June 30, 2018

Forward-looking information and statements

Our presentations contain “forward-looking information” within the meaning of Canadian securities laws and “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995 and other applicable United States safe harbours. All such forward-looking information and statements are made and disclosed in reliance upon the safe harbour provisions of applicable Canadian and United States securities laws. Forward-looking information and statements include all information and statements regarding CGI’s intentions, plans, expectations, beliefs, objectives, future performance, and strategy, as well as any other information or statements that relate to future events or circumstances and which do not directly and exclusively relate to historical facts. Forward-looking information and statements often but not always use words such as “believe”, “estimate”, “expect”, “intend”, “anticipate”, “foresee”, “plan”, “predict”, “project”, “aim”, “seek”, “strive”, “potential”, “continue”, “target”, “may”, “might”, “could”, “should”, and similar expressions and variations thereof. These information and statements are based on our perception of historic trends, current conditions and expected future developments, as well as other assumptions, both general and specific, that we believe are appropriate in the circumstances. Such information and statements are, however, by their very nature, subject to inherent risks and uncertainties, of which many are beyond the control of CGI, and which give rise to the possibility that actual results could differ materially from our expectations expressed in, or implied by, such forward-looking information or forward-looking statements. These risks and uncertainties include but are not restricted to: risks related to the market such as the level of business activity of our clients, which is affected by economic conditions, and our ability to negotiate new contracts; risks related to our industry such as competition and our ability to attract and retain qualified employees, to develop and expand our services, to penetrate new markets, and to protect our intellectual property rights; risks related to our business such as risks associated with our growth strategy, including the integration of new operations, financial and operational risks inherent in worldwide operations, foreign exchange risks, income tax laws, our ability to negotiate favorable contractual terms, to deliver our services and to collect receivables, and the reputational and financial risks attendant to cybersecurity breaches and other incidents; as well as other risks identified or incorporated by reference in our presentations, in CGI’s annual and quarterly MD&A and in other documents that we make public, including our filings with the Canadian Securities Administrators (on SEDAR at www.sedar.com) and the U.S. Securities and Exchange Commission (on EDGAR at www.sec.gov). Unless otherwise stated, the forward-looking information and statements contained in our presentations are made as of the date hereof and CGI disclaims any intention or obligation to publicly update or revise any forward-looking information or forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law. While we believe that our assumptions on which these forward-looking information and forward-looking statements are based were reasonable as at the date hereof, you are cautioned not to place undue reliance on these forward-looking information or statements. Furthermore, you are reminded that forward-looking information and statements are presented for the sole purpose of assisting investors and others in understanding our objectives, strategic priorities and business outlook as well as our anticipated operating environment. You are cautioned that such information may not be appropriate for other purposes. Further information on the risks that could cause our actual results to differ significantly from our current expectations may be found in the section titled “Risk Environment” of CGI’s annual and quarterly MD&A, which is incorporated by reference in this cautionary statement. We also caution that the above-mentioned risks and the risks disclosed in CGI’s annual and quarterly MD&A and other documents and filings are not the only ones that could affect us. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial could also have a material adverse effect on our financial position, financial performance, cash flows, business or reputation.

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

Results Q3-F2018

			vs Q3 F2017
Revenue	**$2.9B**	↑	**3.7%**
Growth in constant currency		↑	**3.8%**
Adjusted EBIT	**$435M**	↑	**9.1%**
Adjusted EBIT margin	**14.8%**	↑	**70 bps**
Net earnings	**$288M**	↑	**4.2%**
Net earnings margin	**9.8%**		**–**
Net earnings excluding specific items*	**$310M**	↑	**11.2%**
Net earnings margin excluding specific items*	**10.5%**	↑	**70 bps**
Diluted EPS	**$1.00**	↑	**8.7%**
Diluted EPS excluding specific items*	**$1.08**	↑	**16.1%**

* Specific items are comprised of acquisition-related and integration costs and restructuring costs, all of which are net of tax. These specific items are discussed in sections 3.7.1 and 3.7.2 of the Q3-F2018 MD&A.
Net earnings, Net earnings margin and Diluted EPS, all excluding specific items, and Adjusted EBIT are measures for which we provide the reconciliation to their closest IFRS measure in the MD&A.

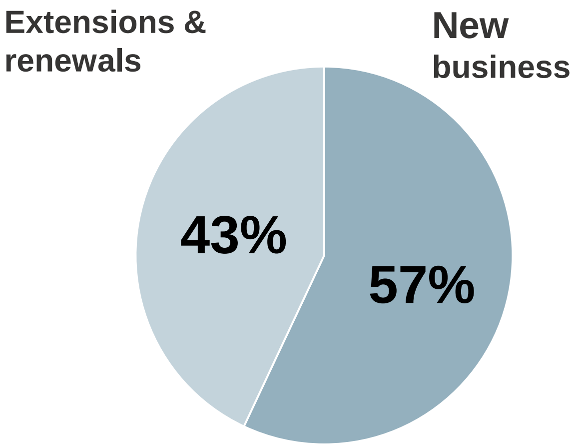
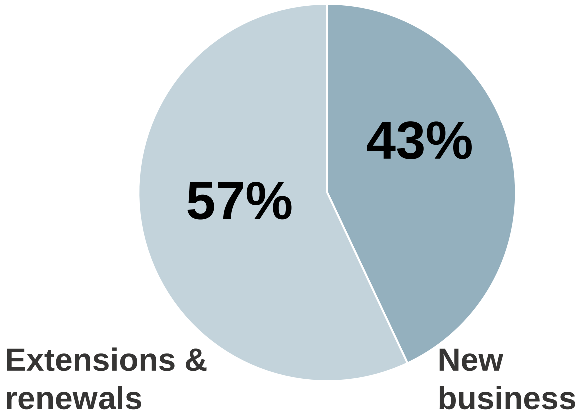
Results for the nine months ended June 30, 2018

			vs YTD F2017
Revenue	**$8.7B**	↑	**5.7%**
Growth in constant currency		↑	**4.5%**
Adjusted EBIT	**$1.3B**	↑	**6.3%**
Adjusted EBIT margin	**14.5%**		**–**
Net earnings	**$848M**	↑	**2.6%**
Net earnings margin	**9.7%**	↓	**30 bps**
Net earnings excluding specific items*	**$901M**	↑	**8.4%**
Net earnings margin excluding specific items*	**10.3%**	↑	**20 bps**
Diluted EPS	**$2.92**	↑	**7.7%**
Diluted EPS excluding specific items*	**$3.10**	↑	**13.6%**

* Specific items are comprised of net of tax, acquisition-related and integration costs, restructuring costs, and the net favourable tax adjustment. These specific items are discussed in sections 3.7.1 and 3.7.2 of the Q3-F2018 MD&A. Net earnings, Net earnings margin and Diluted EPS, all excluding specific items, and Adjusted EBIT are measures for which we provide the reconciliation to their closest IFRS measure in the MD&A.

Digital driving high quality awards

$3.5 billion in bookings - backlog grows to $22.4 billion

	Bookings	Book-to-bill	Contract Type
Q3 F2018	$3.5B	118%	
Trailing twelve months	$12.9B	114%	

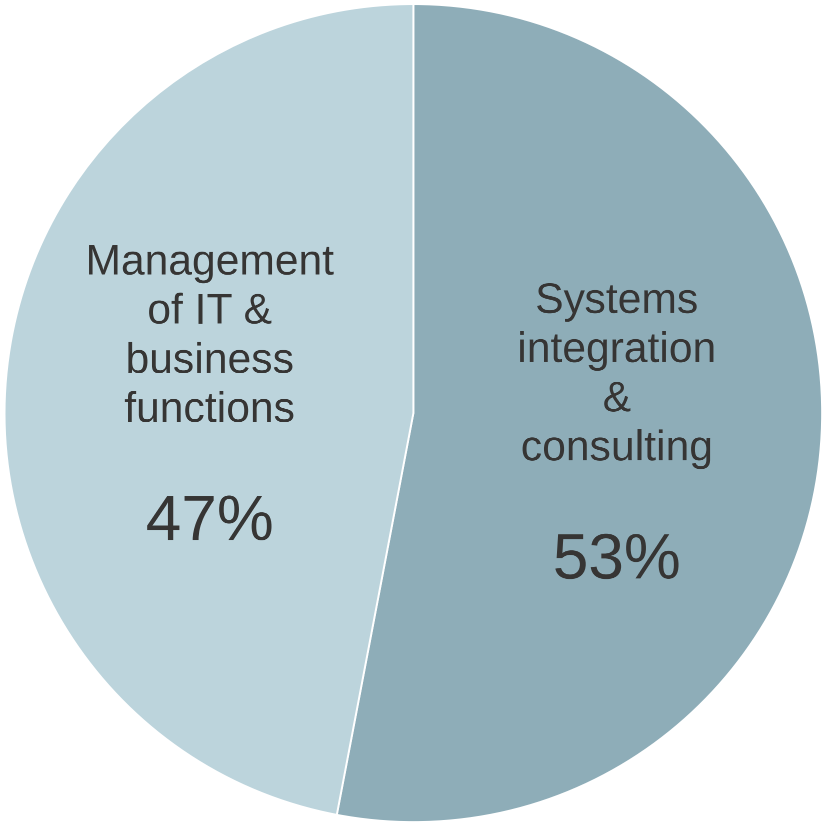
Bookings of $3.5 billion; TTM book-to-bill of 114%

Bookings summary by segment

	Bookings (in thousands)		Book-to-bill TTM
	Q3-F2018	TTM	
Total CGI	**$3,470,174**	**$12,872,219**	**113.8%**
Northern Europe	$535,164	$2,147,173	116.3%
Canada	$465,979	$1,609,534	89.4%
France	$410,073	$1,736,495	101.0%
U.S. Commercial and State Govt	$728,434	$1,937,355	113.7%
U.S. Federal	$583,717	$2,322,195	155.5%
U.K.	$367,442	$1,622,684	117.4%
ECS	$367,866	$1,416,419	114.5%
Asia Pacific	$11,499	$80,364	60.2%

Meeting the demand for digital with integrated end-to-end portfolio of services

Revenue distribution



- All signs point to continued growth in demand for our consulting and IT services.
- Supporting clients drives better, more secure, digital customer experiences.
- SI&C is tip of spear to pull through future enterprise-wide outsourcing mandates leveraging recent mergers.

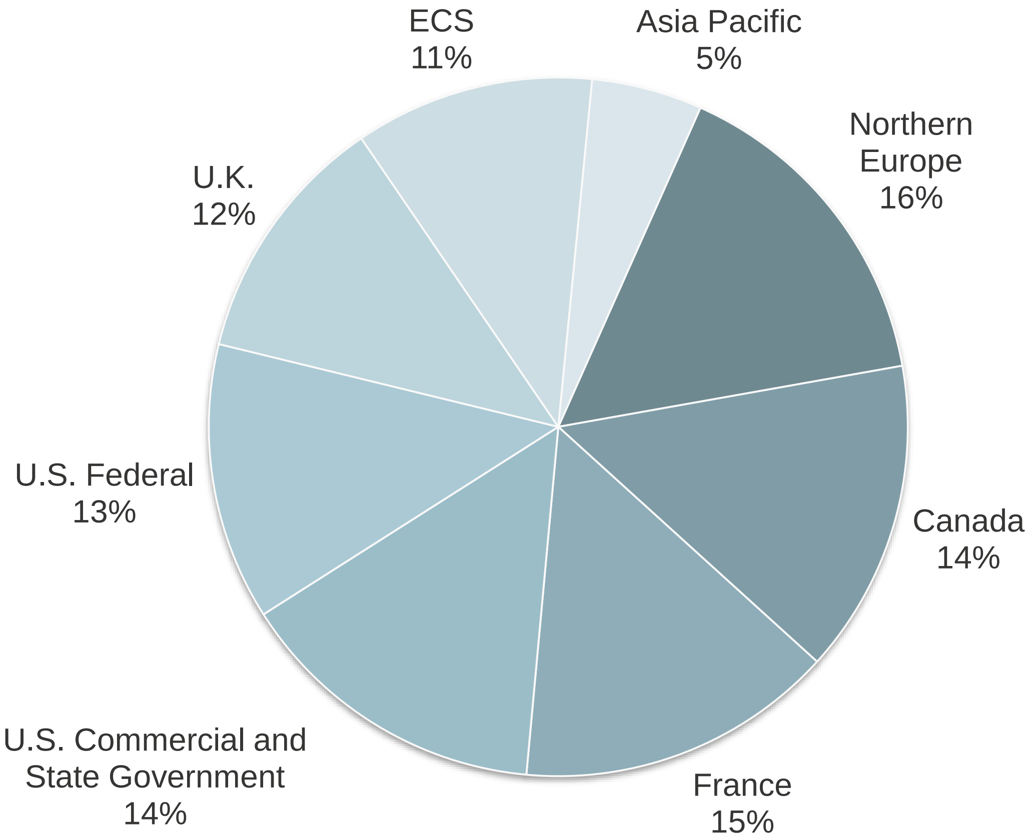
Cash provided by operating activities

	Cash flow	% of revenue	Per share
Q3 F2018	$317M	10.8%	$1.10
Trailing twelve months	$1.5B	13.3%	$5.16

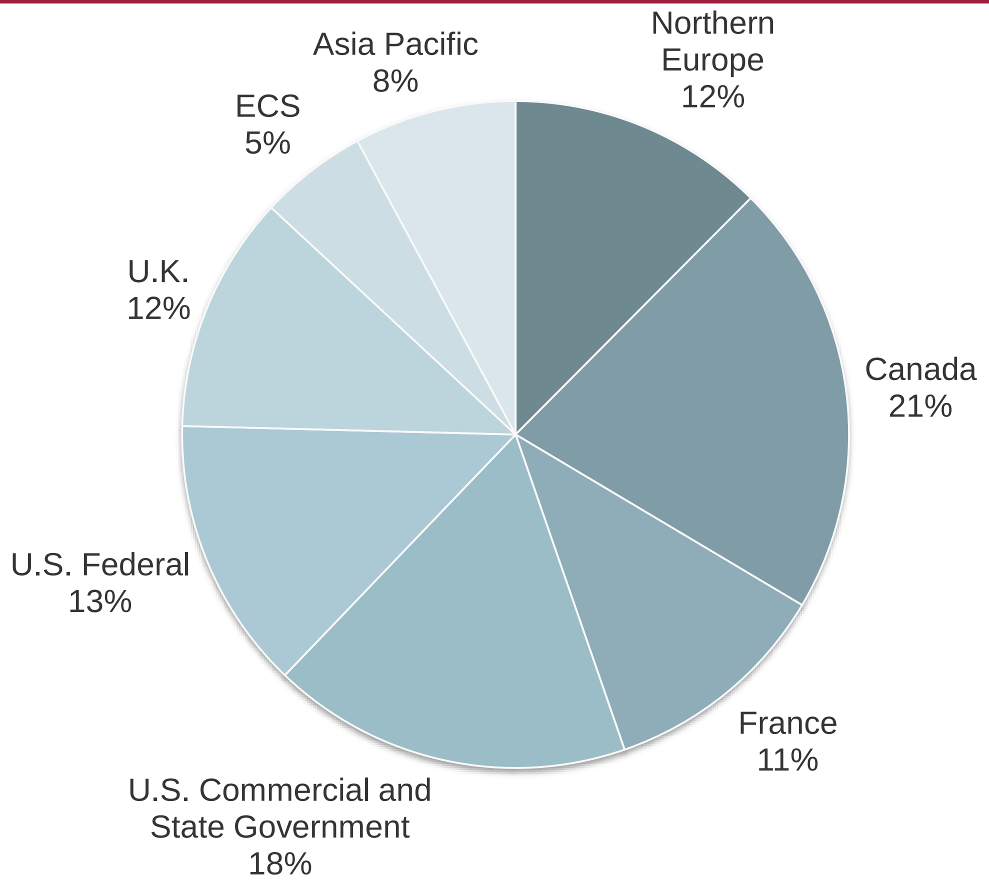
Well balanced profitability across all segments

Revenue and EBIT segmentation

Revenue: $2.9B
Growth @cc of 3.8%



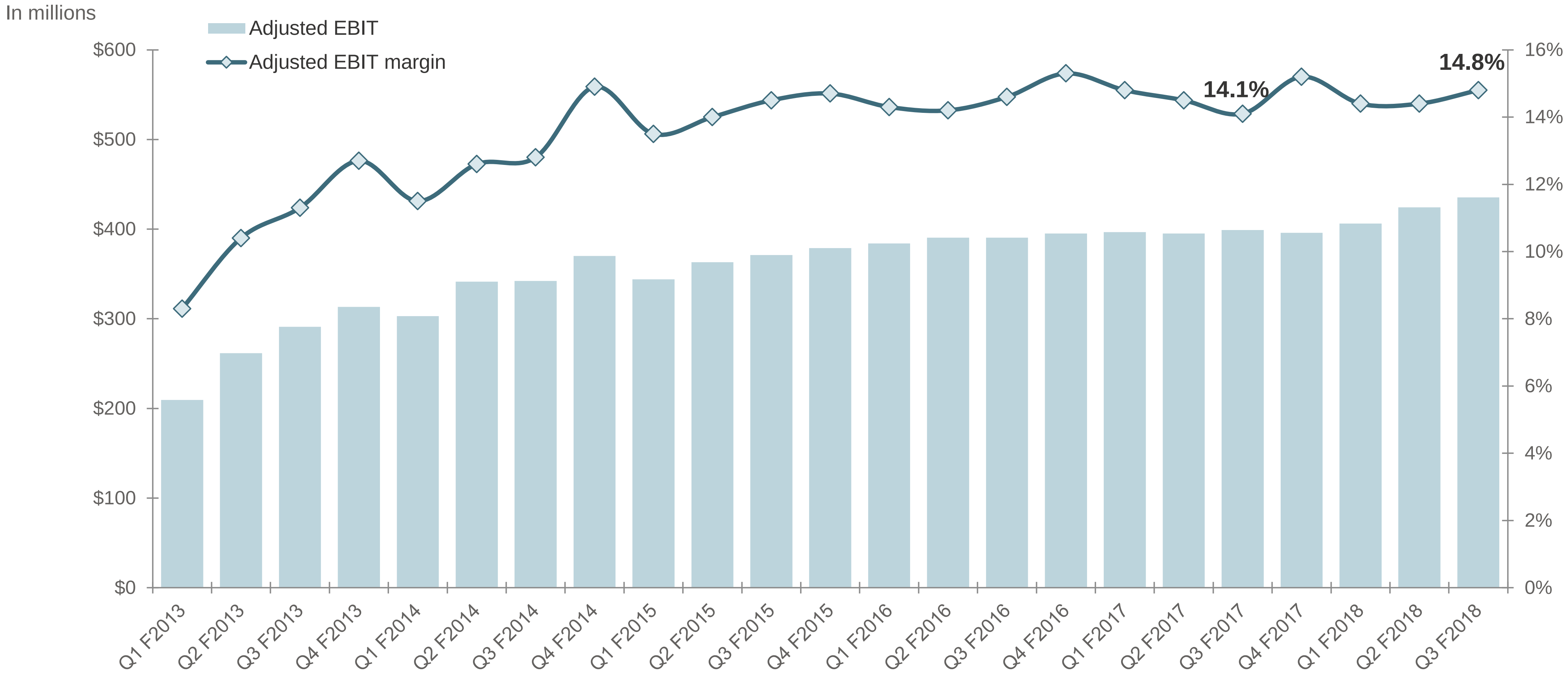
Adjusted EBIT: $435M
Margin: 14.8%



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

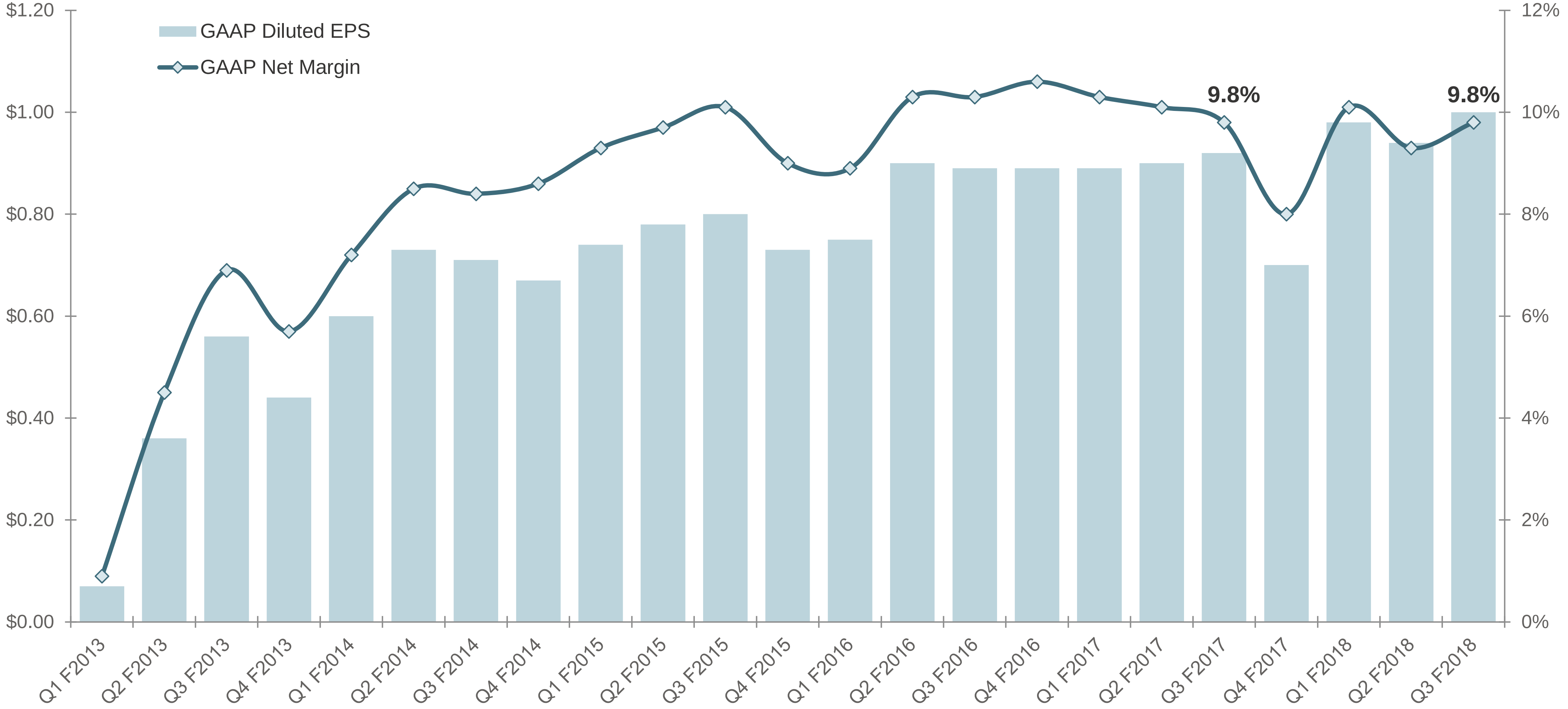
Strong profitability maintained in Q3

Adj. EBIT at $435 million, up $36 million; margin of 14.8%, up 70 bps



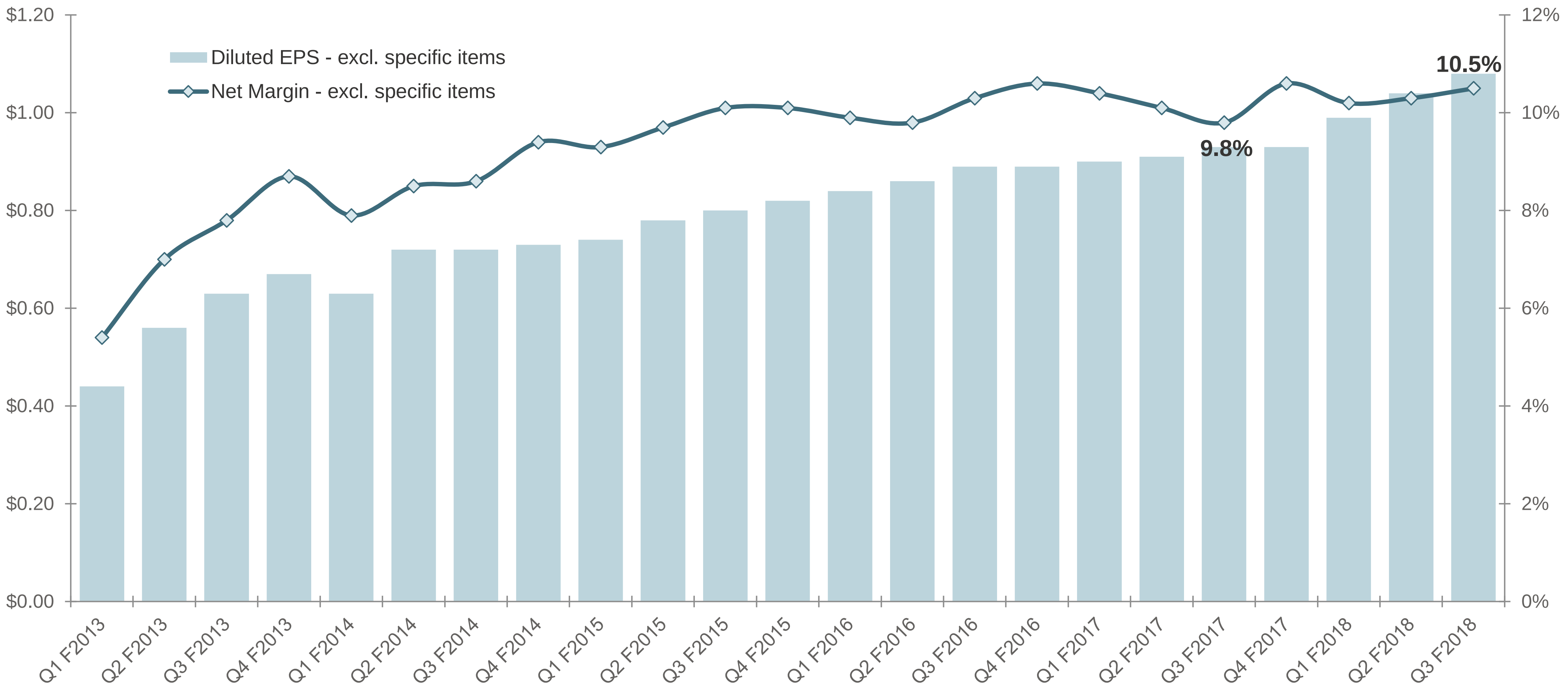
Adjusted EBIT is a measure for which we provide the reconciliation to its closest IFRS measure in the MD&A.

GAAP net earnings increased to $288M or $1.00 EPS



Net earnings ex-items of $310M - EPS of $1.08, up 16.1%

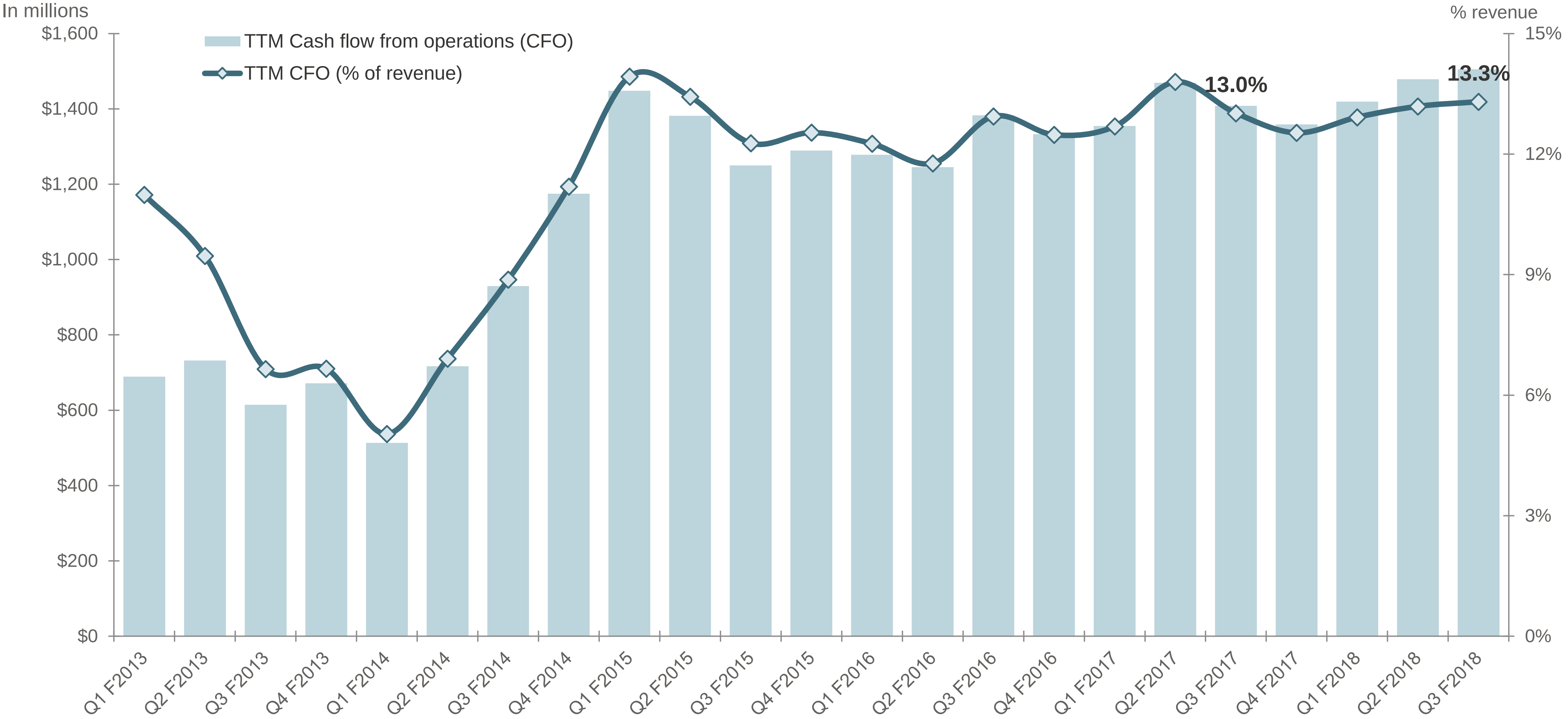
Net earnings margin of 10.5%, up 70 bps



Net earnings, Net earnings margin and Diluted EPS, all excluding specific items, are measures for which we provide the reconciliation to their closest IFRS measure in the MD&A.

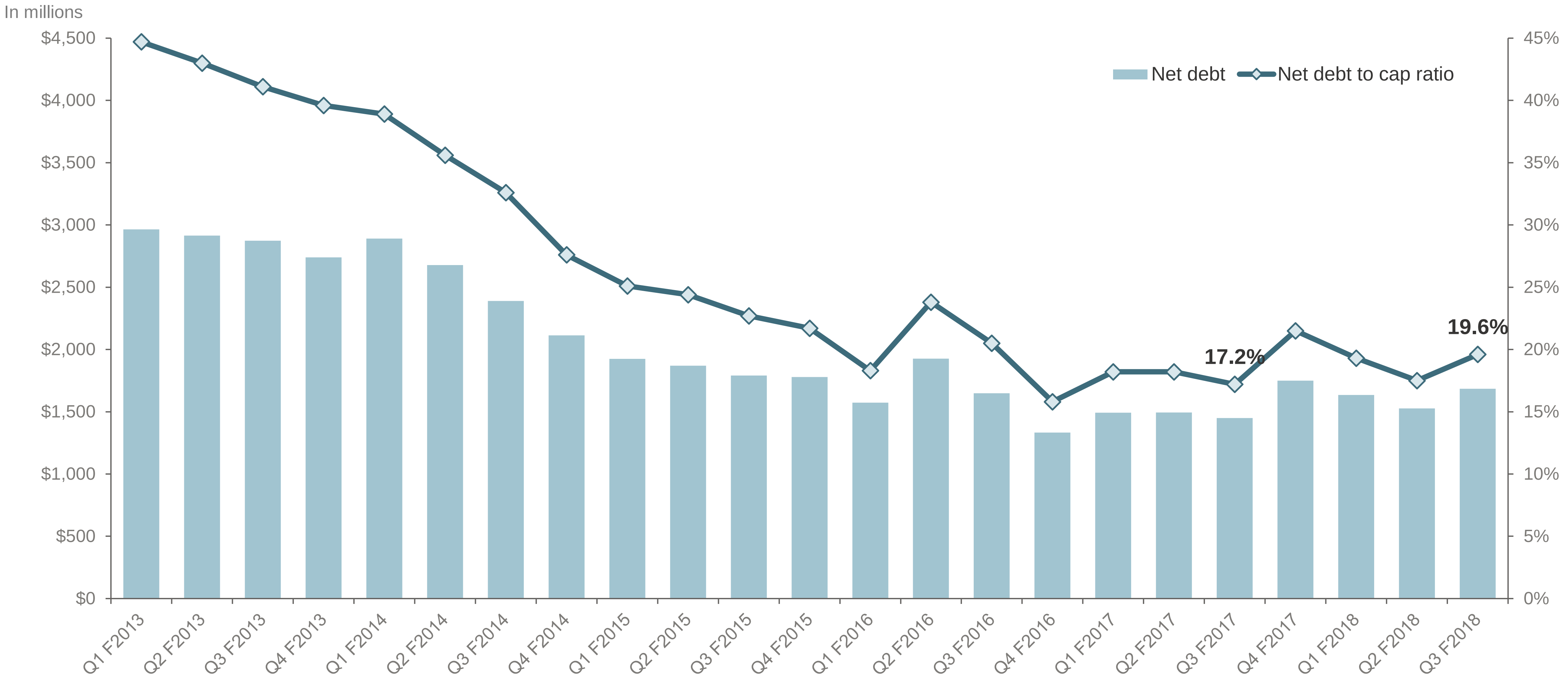
$5.16 in cash per share over trailing twelve months

$1.5 billion provided by operating activities or 13.3% of TTM revenue



Net debt at $1.7B or 19.6% net debt to cap ratio

Over $1.5B in readily available liquidity – more as needed



Net debt and net debt to capitalization ratio are Non-GAAP measures for which we provide the definition in the section “Non-GAAP and Key Performance Measures“ of the MD&A.

Contact investor relations to continue the conversation.

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