

# Second Quarter Fiscal 2022

Financial Results and highlights

For the three month period ended March 31, 2022

April 27, 2022

**CGI**



# 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 and political conditions, additional external risks (such as pandemics, armed conflict and inflation) 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 and other tax programs, our ability to negotiate favourable contractual terms, to deliver our services and to collect receivables, the reputational and financial risks attendant to cybersecurity breaches and other incidents, and financial risks such as liquidity needs and requirements, maintenance of financial ratios, and changes in creditworthiness and credit ratings; as well as other risks identified or incorporated by reference in our presentations, in CGI’s Q2 F2022 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](http://www.sedar.com)) and the U.S. Securities and Exchange Commission (on EDGAR at [www.sec.gov](http://www.sec.gov)). For a discussion of risks in response to the coronavirus (COVID-19) pandemic, see *Pandemic risks* in section 8.1.1. of CGI’s quarterly MD&A. 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 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 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](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 otherwise indicated.

## Non-GAAP and Other Key Performance Measures Definitions

Non-GAAP financial metrics used in this presentation: Constant currency growth, adjusted EBIT, adjusted EBIT margin, net debt, net debt to capitalization ratio, ROIC, net earnings excluding specific items, net earnings margin excluding specific items, and diluted earnings per share excluding specific items. CGI reports its financial results in accordance with IFRS. However, management believes that these non-GAAP measures provide useful information to investors regarding the company’s financial condition and results of operations as they provide additional measures of its performance. These measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other issuers and should be considered as supplemental in nature and not as a substitute for the related financial information prepared in accordance with IFRS. Additional details for these non-GAAP measures can be found on pages 3, 4 and 5 of CGI’s Q2-F2022 MD&A which is posted on CGI’s website, and filed with SEDAR at [www.sedar.com](http://www.sedar.com) and EDGAR at [www.sec.gov](http://www.sec.gov).

Key performance measures used in this presentation: bookings, book-to-bill ratio, backlog, DSO, net earnings margin, and ROE. The composition of these measures can also be found on pages 3, 4 and 5 of CGI’s Q2-F2022 MD&A.



George D. Schindler

President and Chief  
Executive Officer



François Boulanger

Executive Vice-President and  
Chief Financial Officer

# Financial highlights: Q2 F2022

			vs Q2 F2021
<b>Revenue</b>	<b>\$3.27B</b>	▲	<b>6.2%</b>
Constant currency growth*		▲	<b>10.0%</b>
<b>Adjusted EBIT*</b>	<b>\$524M</b>	▲	<b>7.7%</b>
Adjusted EBIT margin*	<b>16.0%</b>	▲	<b>20 bps</b>
<b>Net earnings</b>	<b>\$372M</b>	▲	<b>9.0%</b>
Net earnings margin*	<b>11.4%</b>	▲	<b>30 bps</b>
<b>Net earnings excluding specific items*</b>	<b>\$374M</b>	▲	<b>9.4%</b>
Net earnings margin excluding specific items*	<b>11.4%</b>	▲	<b>30 bps</b>
<b>Diluted EPS</b>	<b>\$1.53</b>	▲	<b>14.2%</b>
<b>Diluted EPS excluding specific items*</b>	<b>\$1.53</b>	▲	<b>13.3%</b>

\* Constant currency growth, adjusted EBIT, adjusted EBIT margin, and net earnings, net earnings margin and diluted EPS, all three excluding specific items, are non-GAAP measures for which we provide the reconciliation to their closest IFRS measure in the Q2 F2022 MD&A. Specific items can be comprised of acquisition-related and integration costs, net of tax. These specific items are discussed in section 3.8.3. of the Q2 F2022 MD&A. Net earnings margin is a key performance measure for which we provide more details in the Q2 F2022 MD&A.

# CEO remarks

“In the second quarter of fiscal 2022, we delivered on our profitable growth plan with double digit increases year-over-year in both revenue and EPS,” said George D. Schindler, President and Chief Executive Officer. “Across our end-to-end portfolio of services, demand remains strong as clients continue to turn to our talented teams to help them transform their digital value chains. This robust demand environment, and our recently announced mergers, will continue to create new shareholder value in the second half of the year and beyond.”

## Talent profile

# 84,000

## Consultants & Professionals

**34%**

identify as female

+70 bps year-over-year

Improving representation of women at all levels

**85%**

are shareholders through our Share Purchase Plan

A culture of ownership

**Balanced global delivery model**

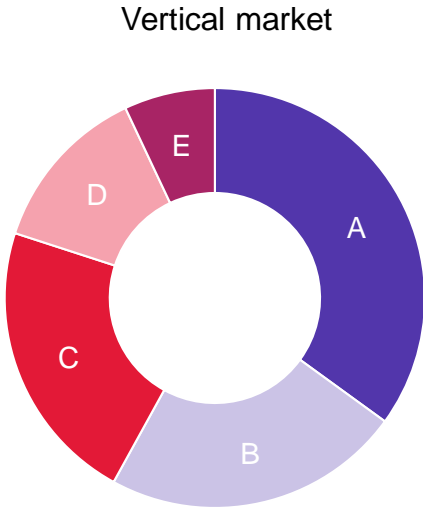
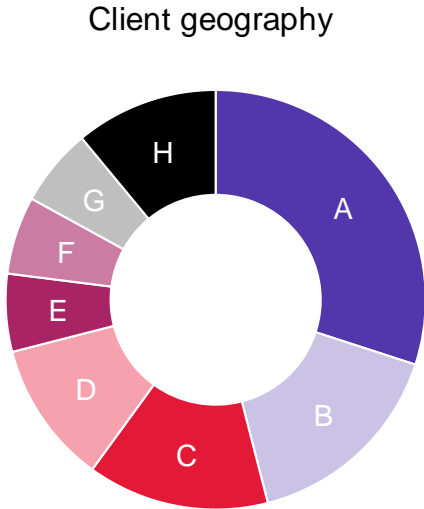
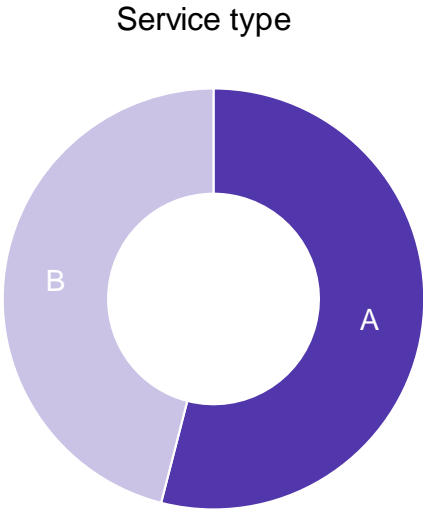
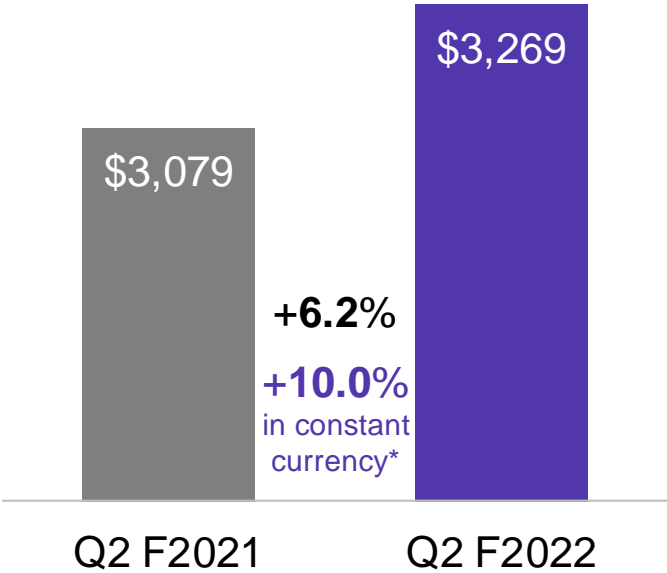
23% Offshore  
77% Proximity, including nearshore delivery

**+7,000**

year-over-year net increase

# Revenue performance: Q2 F2022

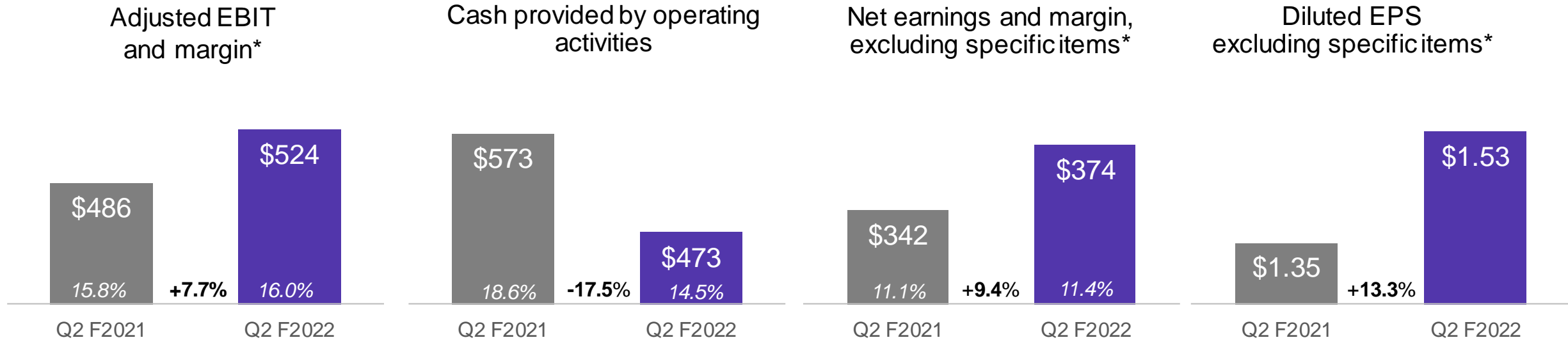
## Revenue mix



Dollar figures in millions  
 \* Constant currency growth is a non-GAAP measure for which we provide the reconciliation to their closest IFRS measure in the Q2 F2022 MD&A

# Financial highlights: Q2 F2022

(in dollars and % of revenue)



Dollar figures in millions

\* Adjusted EBIT, adjusted EBIT margin, and net earnings, net earnings margin and diluted EPS, all three excluding specific items are non-GAAP measures for which we provide more details in the Q2 F2022 MD&A



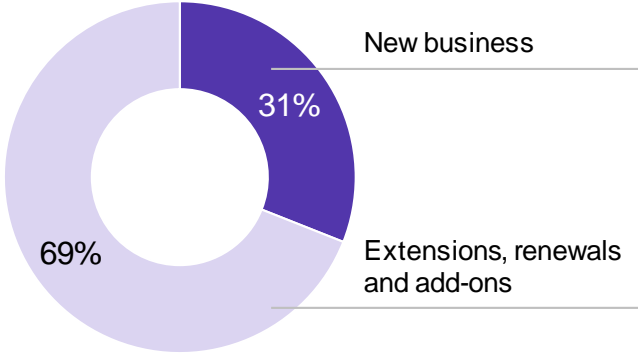
# Demand for end-to-end services driving bookings

## Book-to-bill ratio 109% for the last twelve months

Q2 F2022 bookings\*

**\$3.3B**

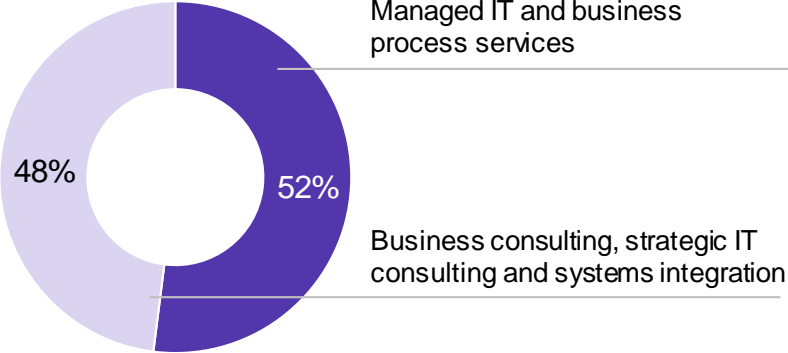
Bookings by contract type



Q2 Book-to-bill ratio\*

**101%**

Bookings by service type



\* Bookings and book-to-bill ratio are key performance measures for which we provide more details in the Q2 F2022 MD&A

# Segmented Results (quarterly)

<i>In millions of CAD</i>	Q2-F22			Q2-F21		
	Revenue \$	Adjusted EBIT* \$ %		Revenue \$	Adjusted EBIT** \$ %	
Western and Southern Europe	558.6	85.9	15.4%	513.6	74.3	14.5%
U.S. Commercial and State Government	506.7	72.1	14.2%	430.8	61.4	14.3%
Canada	495.3	108.3	21.9%	443.8	98.0	22.1%
U.S. Federal	438.6	71.0	16.2%	399.6	55.9	14.0%
U.K. and Australia	343.7	57.4	16.7%	345.1	62.0	18.0%
Central and Eastern Europe	341.7	35.8	10.5%	336.9	36.2	10.7%
Scandinavia	242.7	12.6	5.2%	273.8	17.5	6.4%
Asia Pacific	193.5	57.5	29.7%	166.5	52.9	31.7%
Finland, Poland & Baltics	190.3	23.0	12.1%	198.2	28.2	14.2%
Eliminations	(42.0)			(29.8)		
<b>Total CGI</b>	<b>3,268.9</b>	<b>523.6</b>	<b>16.0%</b>	<b>3,078.5</b>	<b>486.3</b>	<b>15.8%</b>

# Segmented Results (year-to-date)

<i>In millions of CAD</i>	Q2-F22 year-to-date			Q2-F21 year-to-date		
	Revenue \$	Adjusted EBIT* \$ %		Revenue \$	Adjusted EBIT* \$ %	
Western and Southern Europe	1,072.1	164.8	15.4%	993.9	140.5	14.1%
U.S. Commercial and State Government	990.1	143.8	14.5%	867.2	128.6	14.8%
Canada	960.8	227.6	23.7%	873.5	197.1	22.6%
U.S. Federal	855.1	129.8	15.2%	810.6	110.8	13.7%
U.K. and Australia	642.1	104.6	16.3%	672.9	120.8	18.0%
Central and Eastern Europe	673.4	83.6	12.4%	655.3	78.1	11.9%
Scandinavia	487.6	26.4	5.4%	548.3	41.6	7.6%
Asia Pacific	377.4	116.6	30.9%	328.4	105.3	32.1%
Finland, Poland & Baltics	382.6	48.0	12.5%	406.2	59.2	14.6%
Eliminations	(80.0)			(58.5)		
<b>Total CGI</b>	<b>6,361.3</b>	<b>1,045.1</b>	<b>16.4%</b>	<b>6,098.0</b>	<b>982.1</b>	<b>16.1%</b>

# Cash provided by operating activities

Q2 F2022

LAST 12 MONTHS

**\$473M**

**\$1.90B**

14.5%  
of revenue

15.4%  
of revenue

**\$1.94**  
per share\*

**\$7.70**  
per share\*

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Prior year period **\$573M**

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Prior year period **\$2.25B**

\*Cash provided by operating activities per diluted share is a key performance measure of our cash provided by operating activities on a per share basis, assuming all dilutive elements are exercised

# Capital Structure Ratios

Net Debt to Capitalization\*

28.7%

▼ versus 30.9% in Q2-F2021

Return on Invested Capital\*

15.7%

▲ versus 12.8% in Q2-F2021

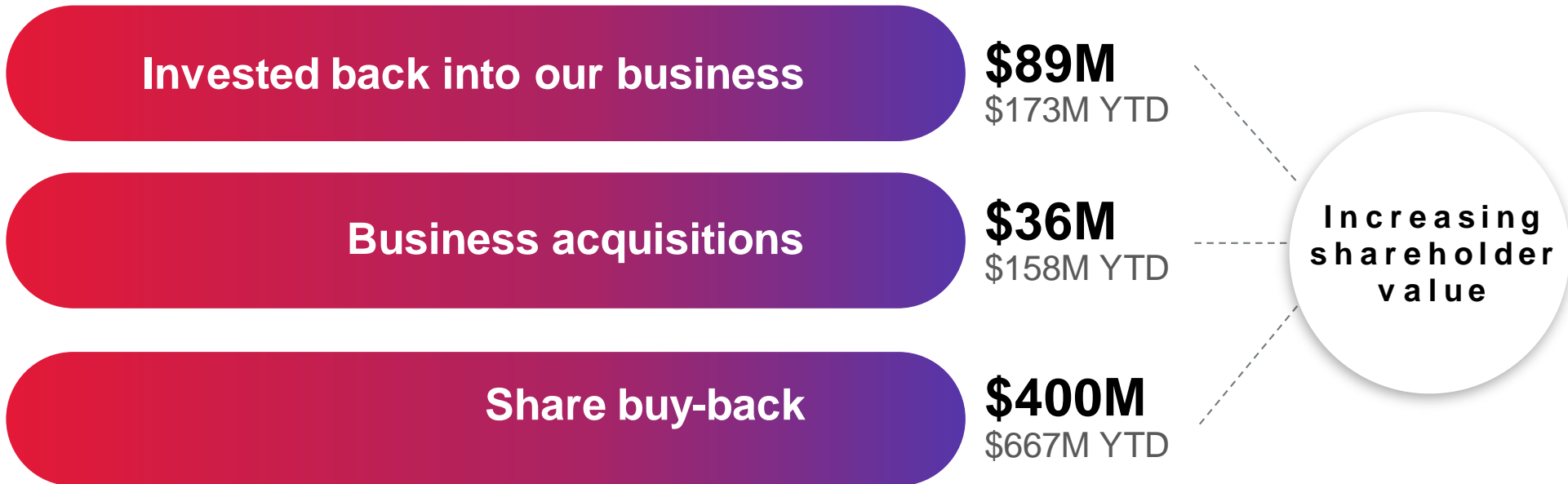
Return on Equity\*

21.0%

▲ versus 17.2% in Q2-F2021

\* Net debt to capitalization and return on invested capital are non-GAAP measures for which we provide more details in the Q2 F2022 MD&A. Return on equity is a key performance measure for which we provide more details in the Q2 F2022 MD&A.

# Q2 F2022 Build & Buy Profitable Growth Strategy



# Q2 F2022 Acquisitions

Closed



Acquisition date: Feb 28, 2022  
Segment: U.K. and Australia  
130 professionals

The merger, combined with the recent opening of CGI's Space, Defence and Intelligence Hub in Adelaide, will expand and accelerate CGI's footprint in Australia and its position as a leading provider of secure and flexible end-to-end services, including business and strategic IT consulting, systems integration, managed services and intellectual property-based business solutions.

In regulatory approval process



Announcement date: March 11, 2022  
Segment: Western & Southern Europe  
3,000 professionals

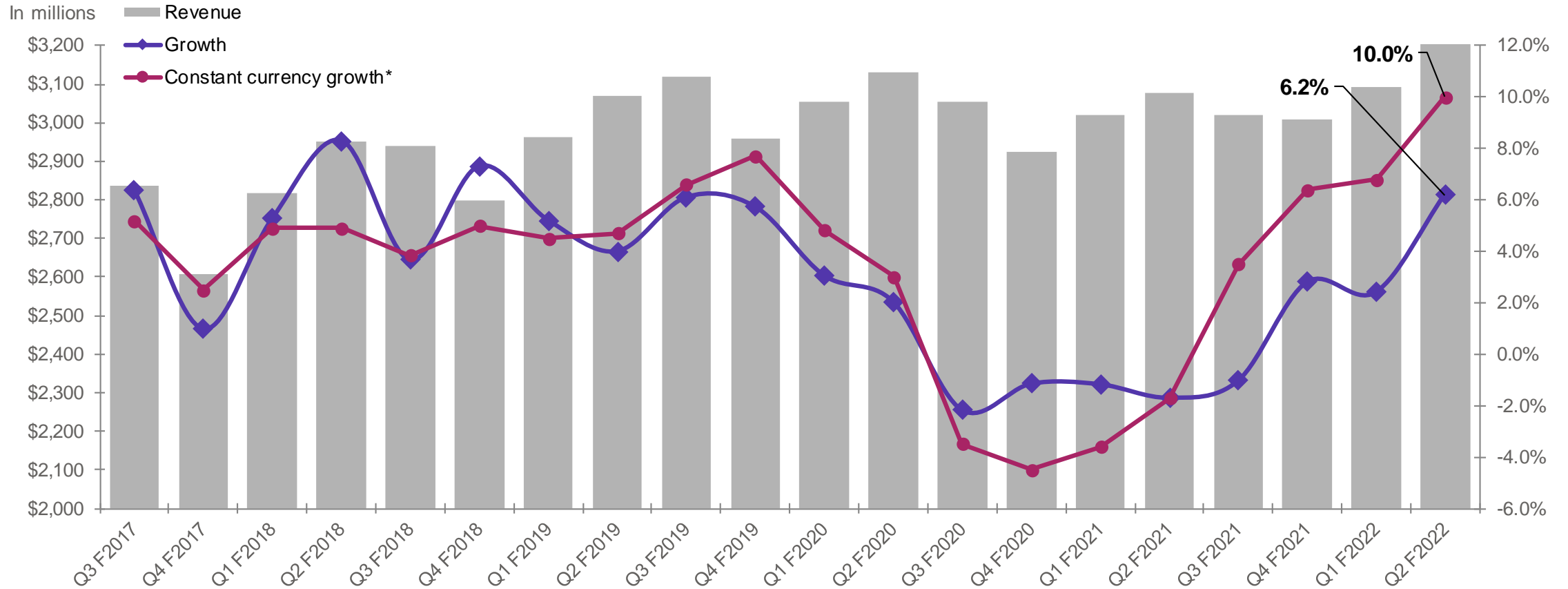
“The combination of CGI's operations and those of Umanis will further deepen our presence and positioning across Western and Southern Europe. This transaction is consistent with the metro market merger element of our Build and Buy strategy for delivering profitable inorganic growth, while acting as a catalyst for future organic growth”

- George D. Schindler, President and CEO.

**Over \$600 million commitments to date, on track to meet our \$1 billion investment goal for Fiscal 2022**

# Revenue Trend

Revenue of \$3,269 million, year-over-year growth of 6.2% or 10.0% on a constant currency basis

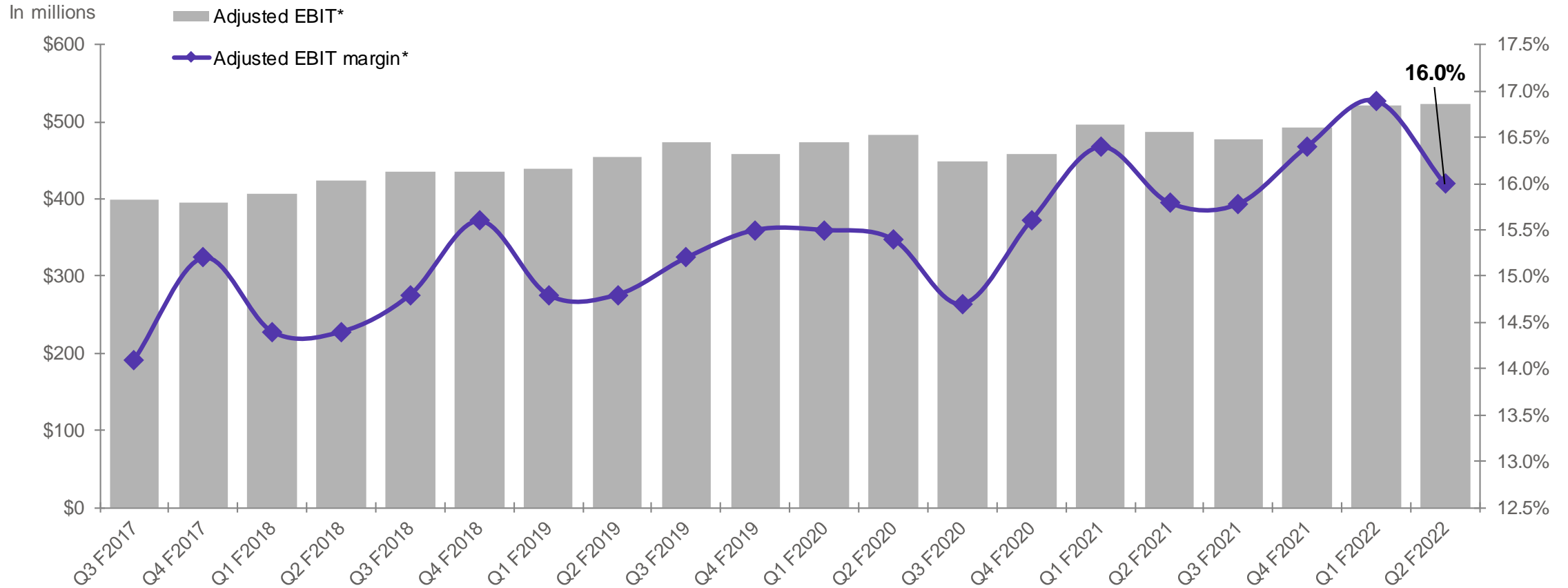


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# Adjusted EBIT Trend

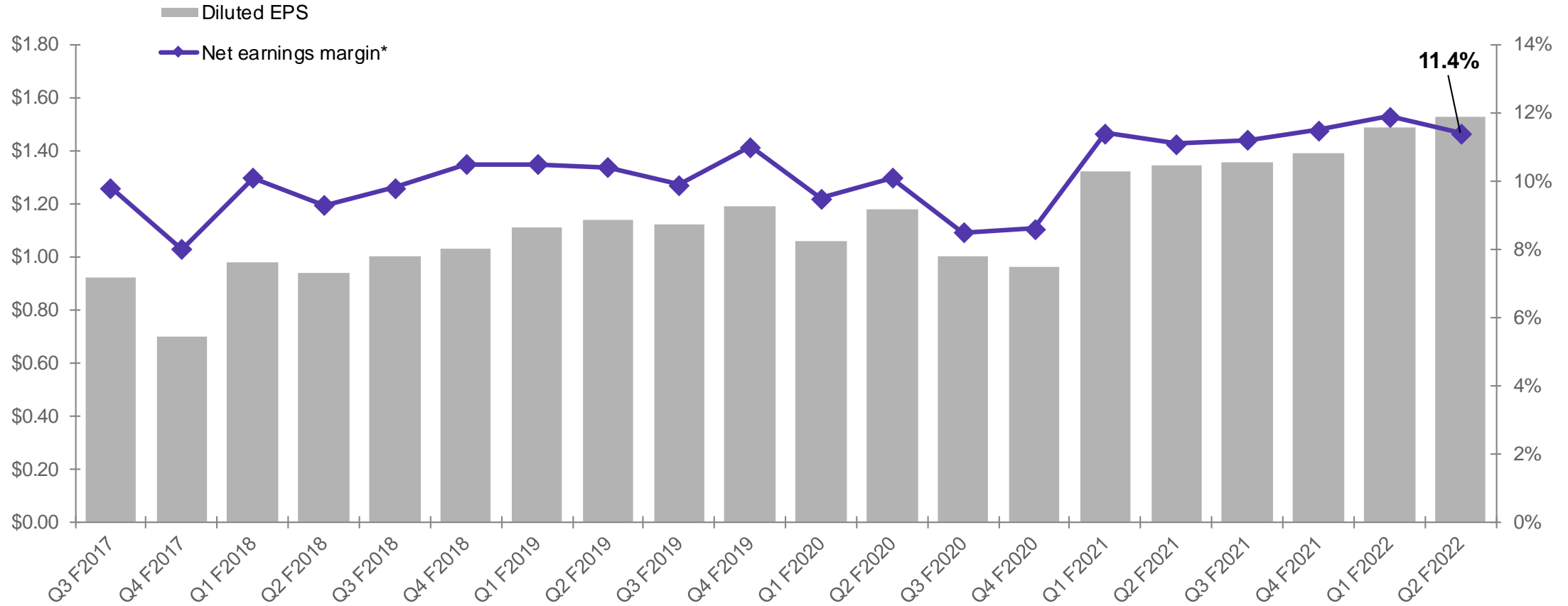
Adjusted EBIT of \$524 million; margin of 16.0%, up 20 basis from Q2 F2021



\* Adjusted EBIT and adjusted EBIT margin are non-GAAP measures for which we provide the reconciliation to their closest IFRS measure in the Q2 F2022 MD&A

# Net Earnings Margin and Diluted EPS Trend

Net earnings of \$372M – diluted EPS of \$1.53, up 14.2% from Q2 F2021

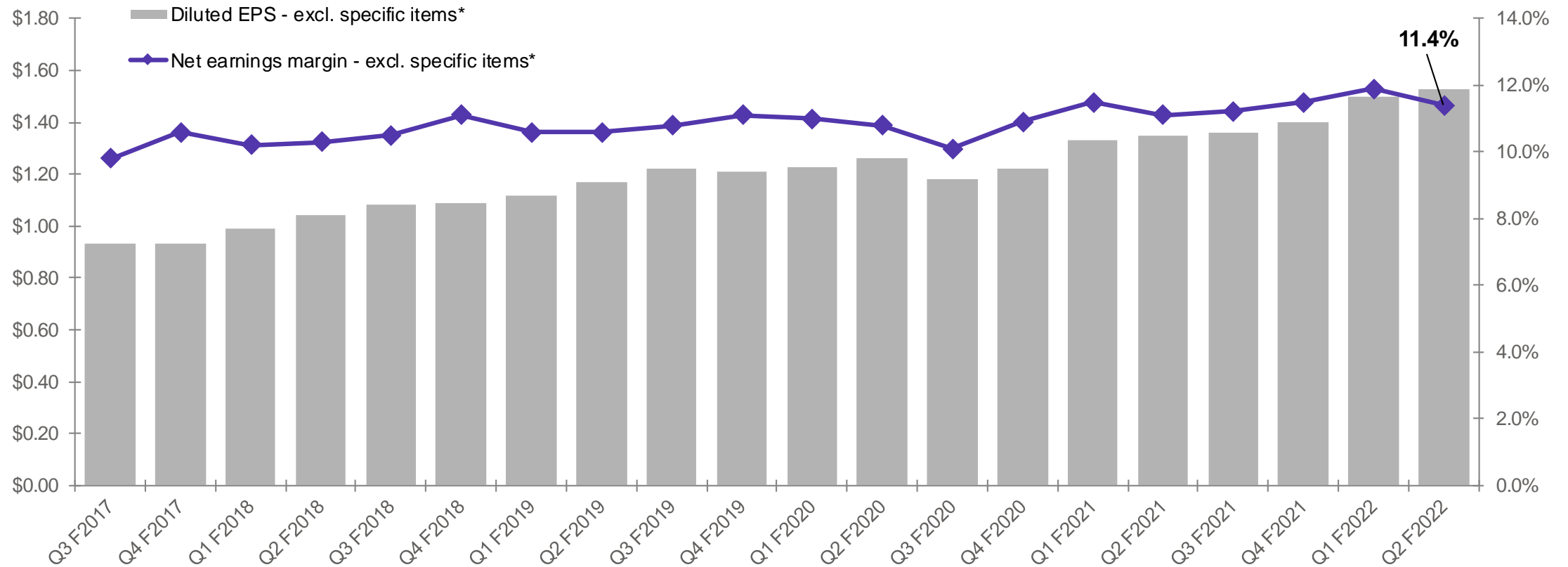


\* Net earnings margin is a key performance measure for which we provide more details in the Q2 F2022 MD&A.

# Net Earnings Margin and Diluted EPS Trend

Excluding specific items\*

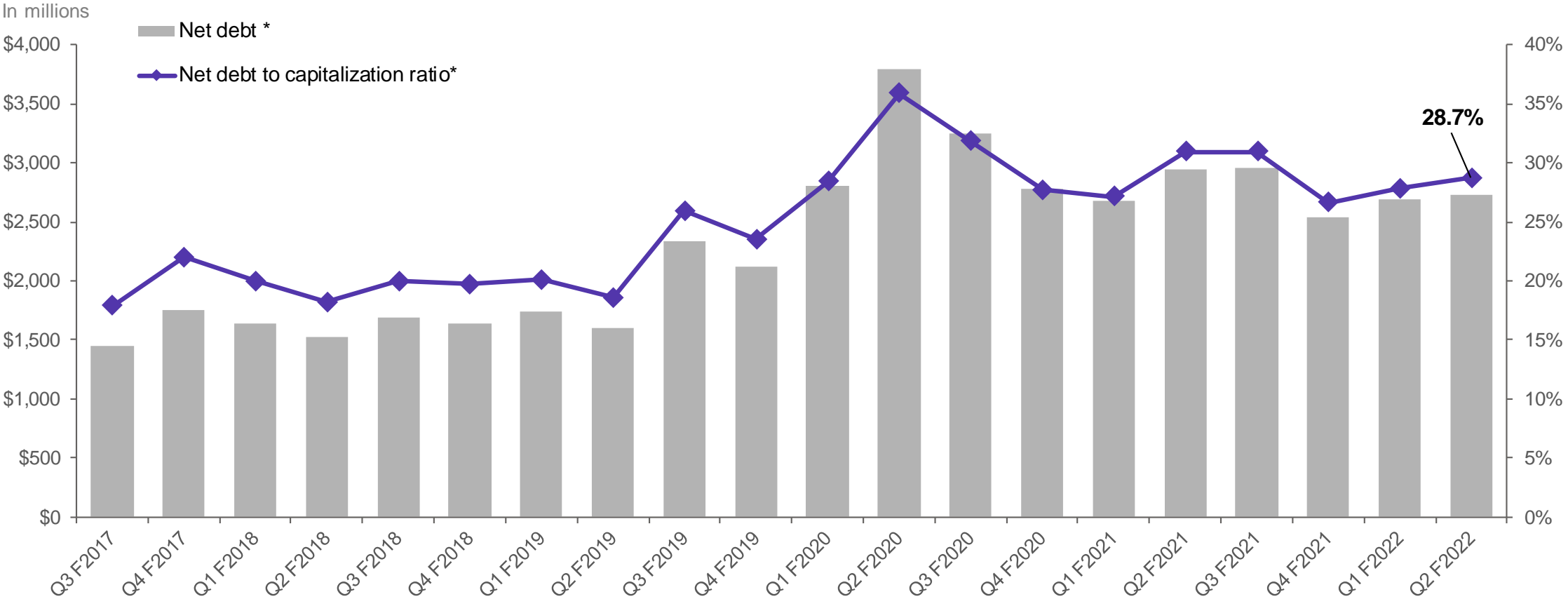
Net earnings excluding specific items\* of \$374M – diluted EPS of \$1.53 excluding specific items\*, up 13.3% from Q2 F2021



\* Net earnings, net earnings margin and diluted EPS, all excluding specific items, are non-GAAP measures for which we provide the reconciliation to their closest IFRS measure in the Q2 F2022 MD&A

# Net Debt Trend

Net debt at \$2.73B or 28.7% net debt to capitalization ratio











\* Net debt and net debt to capitalization ratio are non-GAAP measures for which we provide the reconciliation to their closest IFRS measure in the Q2 F2022 MD&A

# Corporate social responsibility targets, progress and achievements

## Our goal

Be recognized by our stakeholders as an engaged and responsible corporate citizen

People	Communities	Climate
<b>Diversity and Education</b> <ul style="list-style-type: none"><li>Reach <b>twice as many</b> program participants for our education and mentoring programs as <b>CGI members</b></li></ul>	<b>Pro bono</b> <ul style="list-style-type: none"><li><b>100% of business units</b> to implement pro bono projects <b>by 2026</b></li></ul>	<b>Net-zero emissions by 2030</b> <ul style="list-style-type: none"><li><b>100% renewable electricity</b> in all our data centers <b>by 2023</b></li></ul>
 <b>~112,000</b> STEM and educational programs beneficiaries	 <b>55%</b> of business units implemented pro bono projects	 <b>70%</b> reduction of CO2 emissions since 2014
 <b>33%</b> SBU Presidents who are women	 <b>~12,000</b> members engaged, impacting nearly <b>1M</b> beneficiaries worldwide	 <b>44%</b> of total energy from renewable sources
 <b>45</b> voluntary member resource groups		 <b>69%</b> of data center electricity from renewable sources

\* CGI's Corporate social responsibility reports are published annually; for additional information please refer to our 2021 CSR report

# Contact our investor relations team to continue the conversation

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The CGI logo, consisting of the letters 'CGI' in a bold, red, sans-serif font.