

# Stantec Profile

Q1 2011

Stantec provides professional consulting services in planning, engineering, architecture, interior design, landscape architecture, surveying, environmental sciences, project management, and project economics for infrastructure and facilities projects.

We support public and private sector clients in a diverse range of markets, at every stage, from initial concept and financial feasibility to project completion and beyond.

## Vision

Stantec's vision is to become and remain a top 10 global design firm. This means being recognized for the quality of our work among the top companies, worldwide, in our industry. It also means working on complex projects for long-term clients and being able to attract and retain highly talented and innovative employees.

## Global Expertise. Local Strength.

We support the local strength in our regions and practice areas with the global expertise of our entire organization. As we grow and evolve, we become better positioned to apply our Global Expertise. Local Strength. service model to larger projects with national and international clients.

## Top-Three Positioning

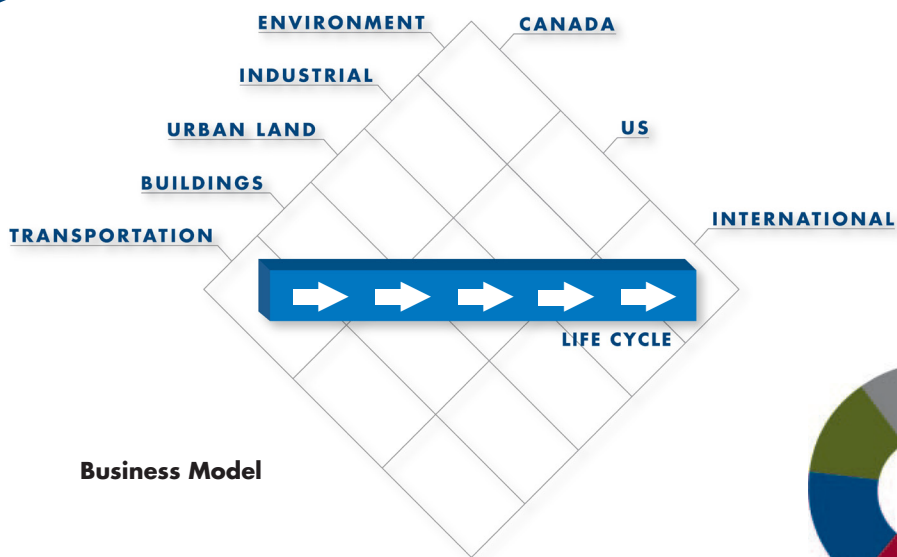
We aim to position our Company among the top three service providers in each of our geographic regions and practice areas. With this level of market presence, we are less likely to be impacted by downturns in regional economies. Top-three positioning also gives us increased opportunities to work on complex projects with long-term clients and to attract and retain talented employees.

## Business Model

Our business model is based on providing services across diverse geographic regions, distinct practice areas, and all phases of the infrastructure and facilities project life cycle. This three-dimensional, sustainable approach ensures that we do not have to depend on any single geographic region, practice area, or life cycle phase for our work. Each time we strengthen any of the three dimensions, we increase and diversify our business.

## Growth

Growth results from enhancing the depth and breadth of our expertise, adding complementary practice areas, and expanding our geographic locations. Our strategy is to combine internal growth with the acquisition of firms that believe in and want to be part of our vision.



### Clients

- Private
- Public—Municipal
- Public—State/Prov
- Public—Federal
- Institutional

\*Approx. Q1 11 revenue breakdown



### Practice Area

- Environment
- Buildings
- Industrial
- Transportation
- Urban Land

\*Q1 11 revenue breakdown

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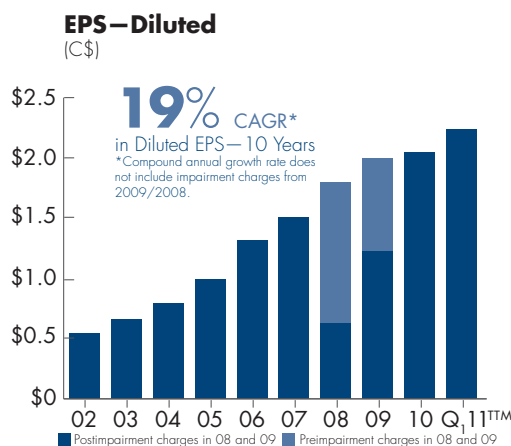
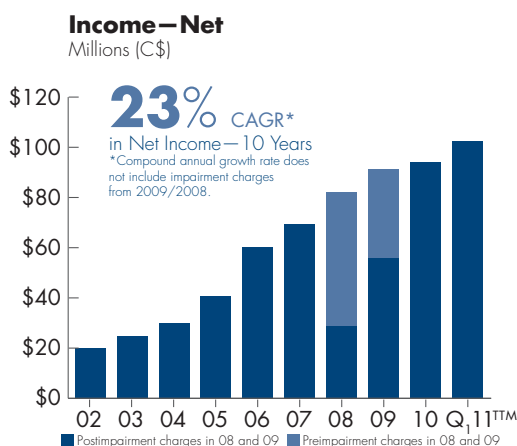
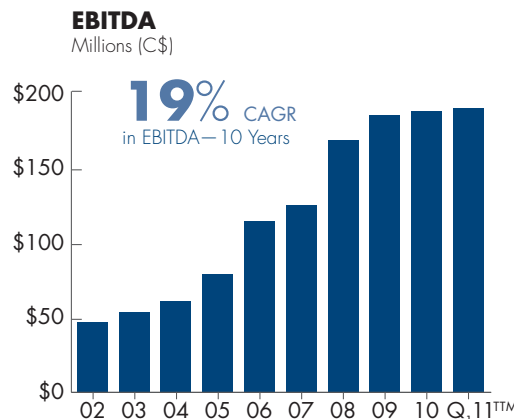
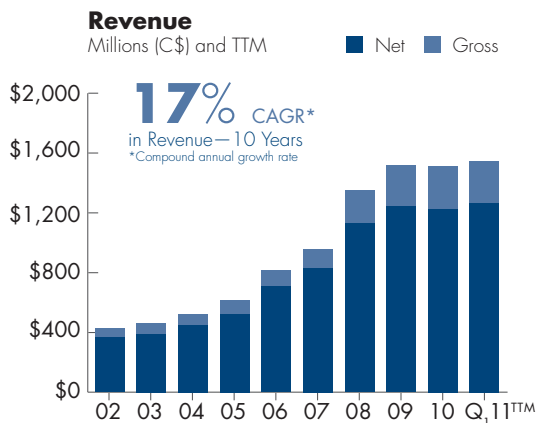
TD Newcrest  
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## Financial Summary

In thousands of Canadian dollars  
Income statement items—trailing twelve months (TTM)

	Q1 11	Q4 10	Q3 10	Q2 10
Gross revenue	1,550,157	1,513,062	1,472,195	1,469,673
Net revenue	1,266,052	1,226,040	1,189,959	1,182,198
EBITDA	188,654	185,391	186,822	180,015
Income before income taxes	135,800	134,779	136,877	95,477 <sup>(1)</sup>
Net income	102,237	94,741	94,312	52,971 <sup>(1)</sup>
Current assets	463,796	500,944	488,086	436,420
Current liabilities	287,259	323,992	309,461	246,847
Property and equipment <sup>(2)</sup>	109,042	113,689	110,821	105,391 <sup>(2)</sup>
Long-term debt (long-term portion)	258,931	275,636	245,005	216,894
Shareholders' equity	627,208	615,585	599,269	579,007
Backlog	1,123,000	1,043,000	1,008,000	1,002,000

(1) This includes a \$35 million goodwill impairment charge. (2) The net book value of certain software was reclassified. (3) Q1 11 TTM and Q4 10 TTM are in accordance with IFRS, Q3 10 TTM and Q2 10 TTM are mixed (IFRS and CGAAP). See the 2010 Financial Review for full details and disclosures, including an explanation of non-GAAP measures.



## Corporate Officers

Ronald Triffo, Chairman  
Bob Gomes, President & CEO  
Dan Lefavre, Senior VP & CFO  
Paul Alpern, VP & Secretary

## Investor Relations

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