

CIBC Institutional Investors Conference

We create communities

**STN**  
TSX:NYSE



A photograph of two construction workers in safety gear (hard hats, high-visibility vests) walking on a dirt mound at a construction site. One worker is carrying a clipboard. In the foreground, a large, dark excavator bucket is visible, partially obscuring the view. The background shows a clear blue sky with some clouds and a distant landscape with trees and buildings.

# Cautionary Statement

Our public communications will contain non-IFRS measures, additional IFRS measures, and written or verbal forward-looking statements, including a discussion of our goal and our growth strategies. Numbers for 2006 - 2009 are not restated for IFRS but are reported under Canadian GAAP effective in those years. Certain information has been adjusted for the November 14, 2014, two-for-one share split. Figures for 2012 are restated for IFRS 10 and 11.

We caution readers not to place undue reliance on our forward-looking statements since a number of factors could cause actual future results to differ materially from the targets and expectations expressed.

For a discussion of risk factors, non-IFRS measures, and additional IFRS measures, see our 2014 Annual Report, which is available on SEDAR, EDGAR, and [www.stantec.com](http://www.stantec.com).

# Stantec Overview

## **Professional consulting services**

Our business is people – their knowledge and experience in the engineering, sciences, architecture, and design of infrastructure

- No construction risk; no equity into projects
- C\$2.7B in gross revenue at June 30, 2015
- Traded on TSX & NYSE
- Over 15,000 employees in more than 250 locations



Our purpose is to create communities and our promise is to design with community in mind.



**We put  
people first**

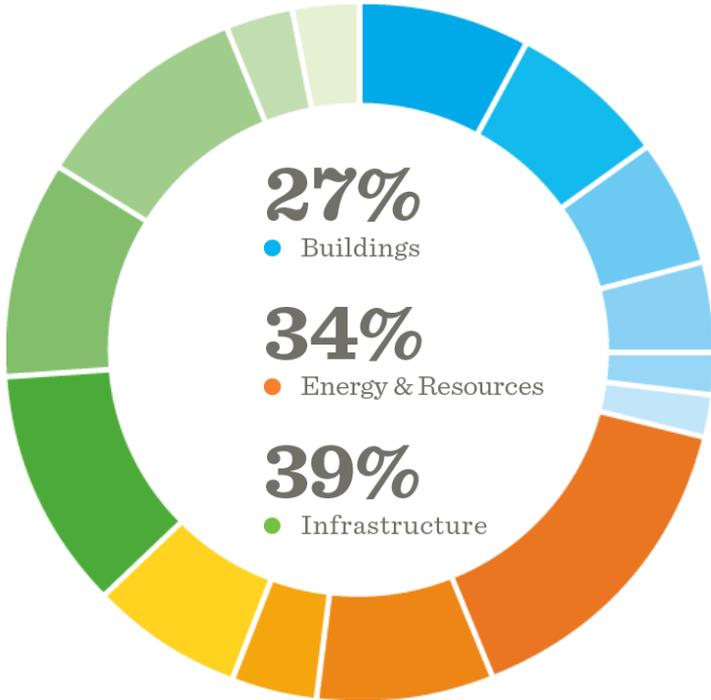
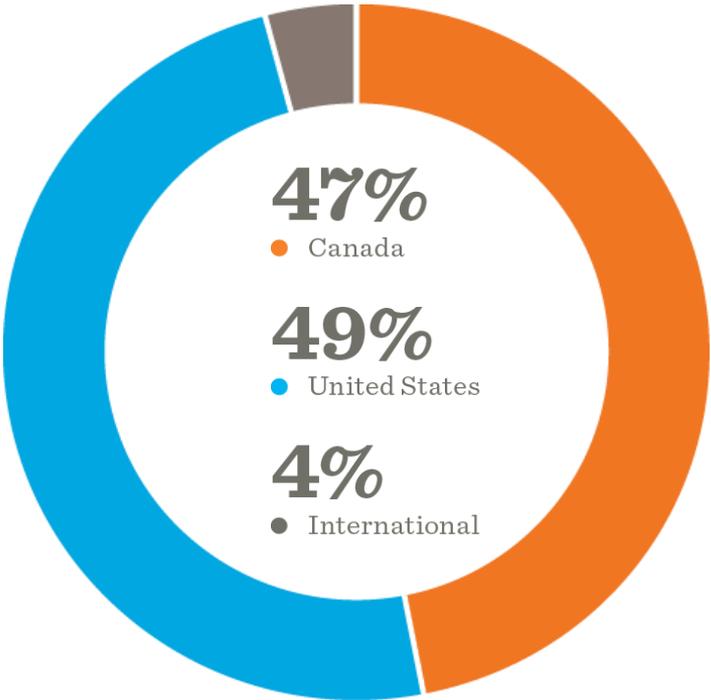
**We are better  
together**

**We do what  
is right**

**We are driven  
to achieve**



# Regions & Business Operating Units



Q2 15 Gross Revenue



# Sectors



### Buildings

- Healthcare
- Commercial
- Education & Institutional
- Industrial Buildings
- Airports
- Science & Technology

### Energy & Resources

- Oil & Gas
- Power
- Mining
- Environmental Services revenue generated from Buildings and Infrastructure

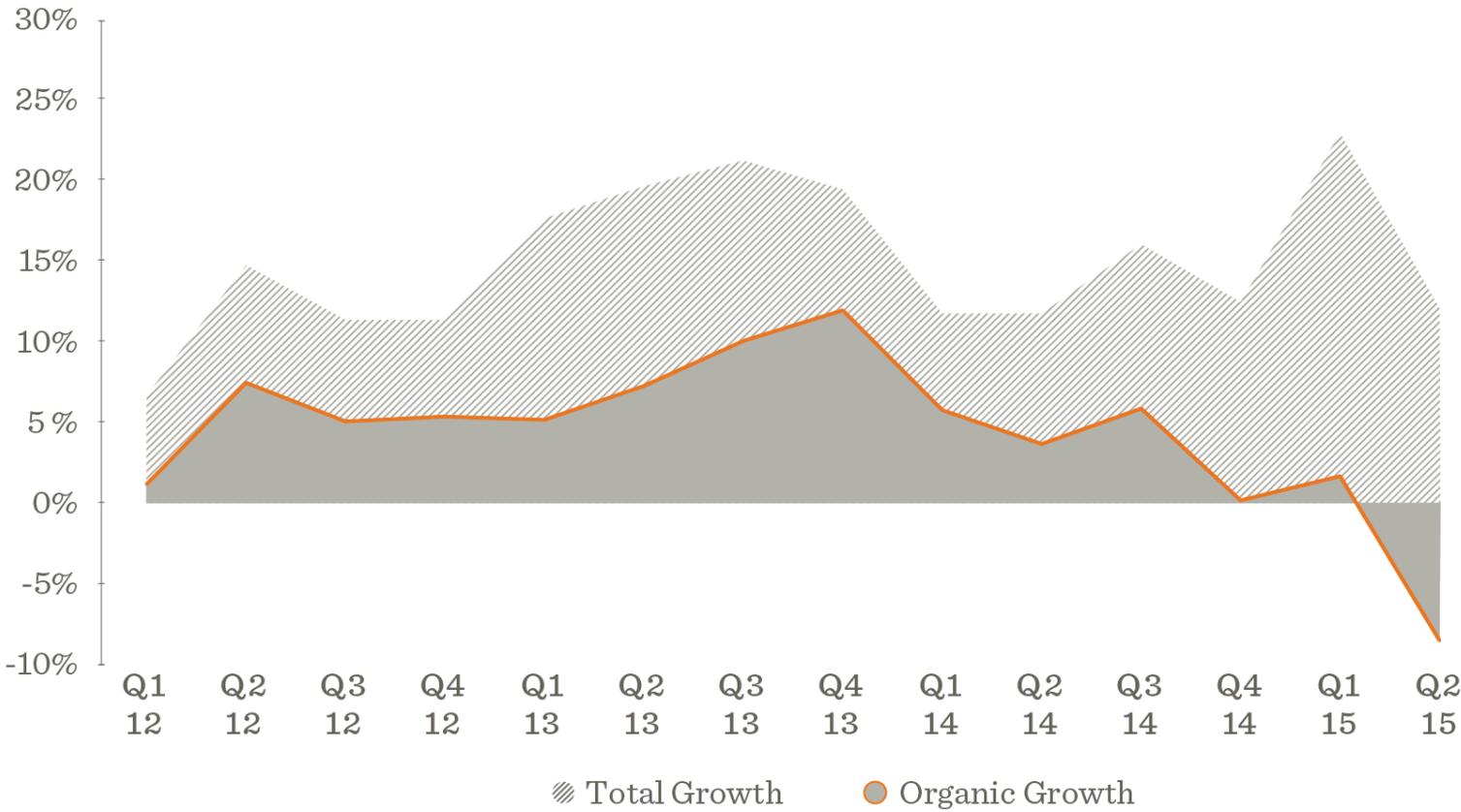
### Infrastructure

- Community Development
- Roadways
- Water
- Transit & Rail
- Bridges

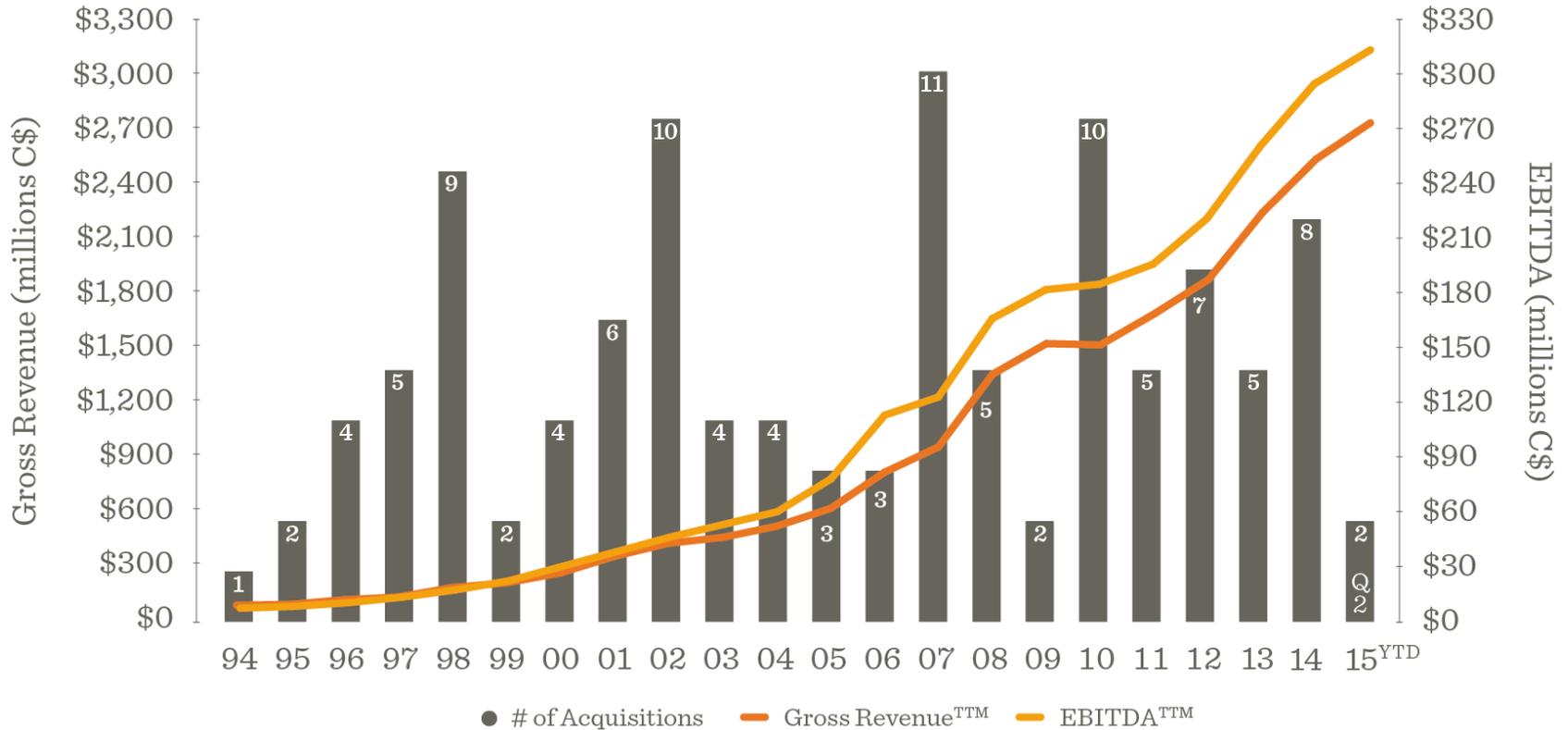
We respond to client needs by aligning with the sectors in which they operate to deliver the services they require.

# Revenue Growth

Quarter over Quarter

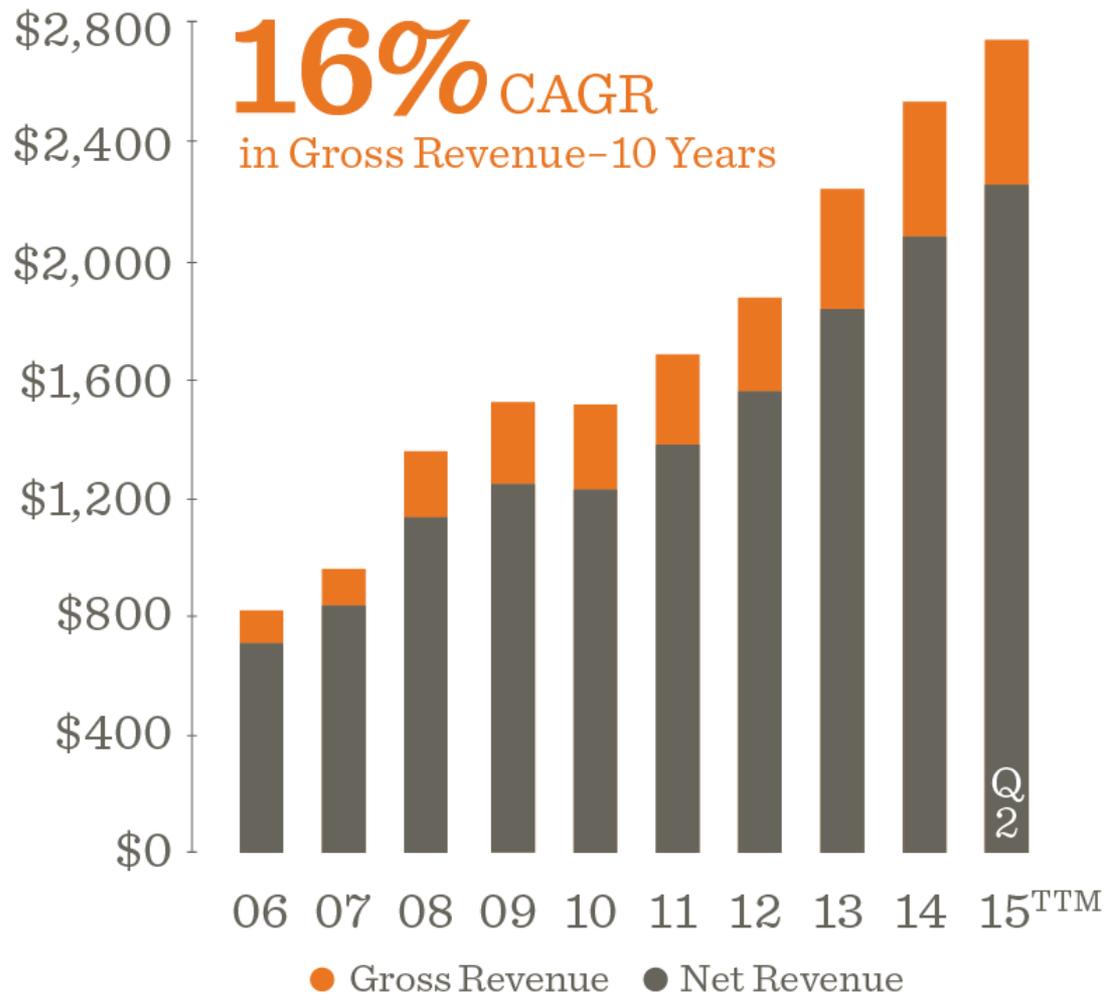


# Acquisitions



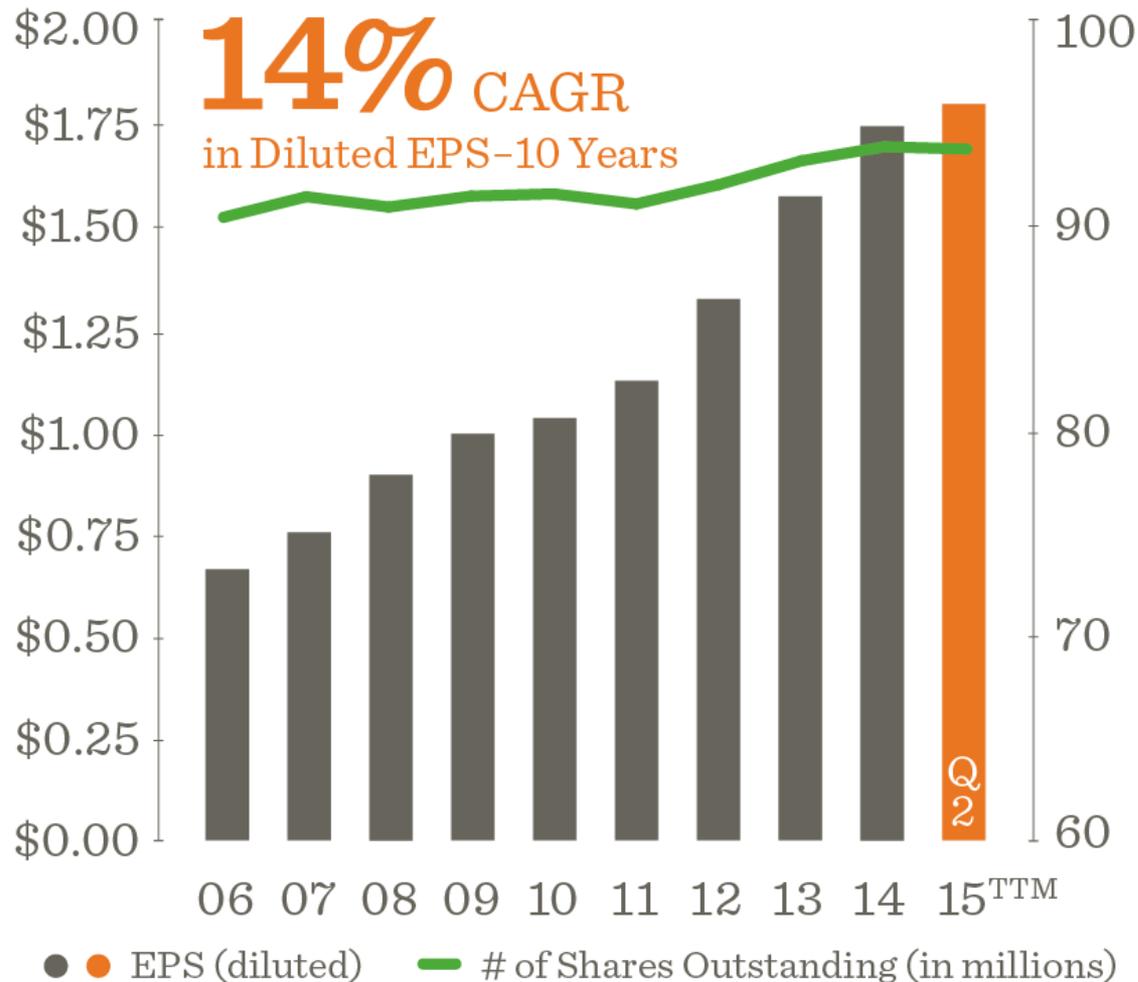
# Revenue

millions (C\$)



# EPS and Shares Outstanding

millions (C\$)



Note: Figures are pre-goodwill impairment and have been adjusted for Nov. 14, 2014 share split. 2006-2009 are CGAAP; otherwise IFRS.

# STN Key Takeaways



## Large market opportunity

- C\$2.7B firm in a \$100B fragmented and growing market



## Clear, flexible strategy and diversified exposure

- Strong local presence leveraged across NA platform
- Diversified in 14 sectors to respond to market changes



## Execution track record for growth and profitability

- Consistent growth in top and bottom line over 10 years



## Generate consistent shareholder value

- 15% compound annual growth target
- Sustainable growing dividend