



Baird's 2014 Industrial Conference
Bob Gomes, CEO

Design with community in mind



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 2008 and 2009 are not restated for IFRS but are reported under Canadian GAAP effective in the years.

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 2013 Annual Report, which is available on SEDAR, EDGAR, and 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
- \$2.5 billion^{TTM} gross revenue at Sept 30, 2014
- Traded on TSX & NYSE
- \$3.4 billion market cap at Sept 30, 2014
- ~14,000 employees in more than 230 locations

A large bridge with a steel truss structure spans a wide river. The sun is low on the horizon, creating a bright reflection on the water and a warm, golden light across the scene. In the foreground, two young children are sitting on a grassy bank, looking out at the river and the bridge. The bridge has multiple concrete piers supporting its structure. The sky is a mix of blue and orange from the sunset.

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

Creating our Strategy

Business Objective

- To be a Top Ten Global Design Firm

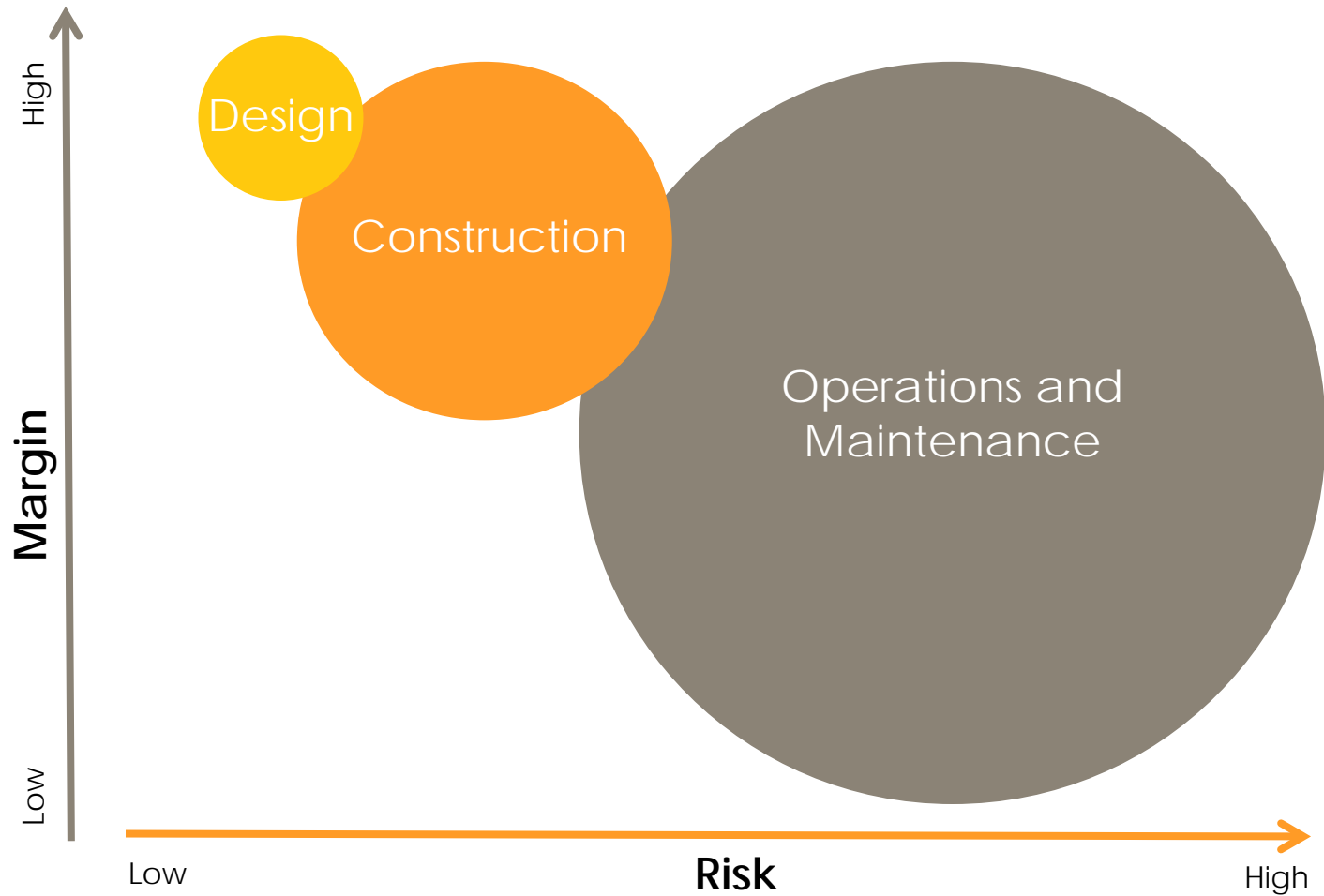
Aligning to our values

- We put people first
- We are better together
- We do what is right
- We are driven to achieve

Building a culture to generate long-term value

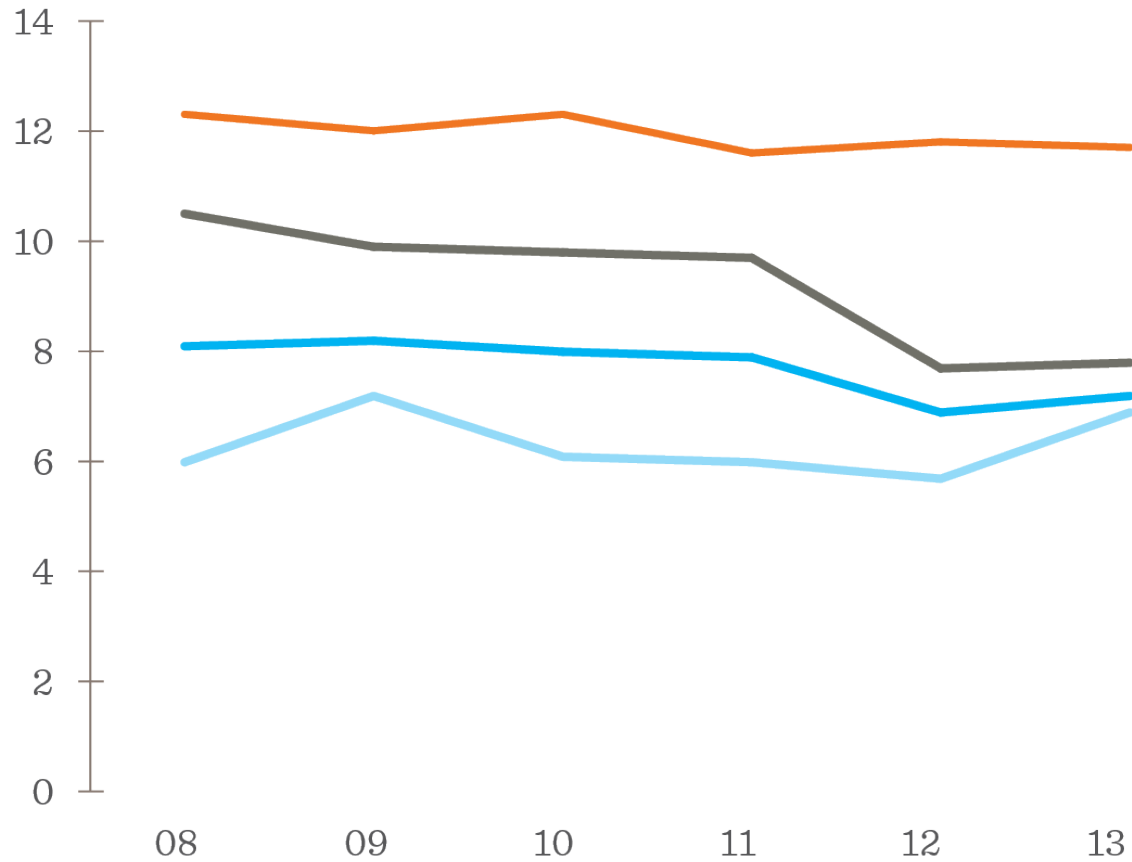
Disciplined execution of our strategy to deliver consistent results

Industry Positioning



Margin Profile

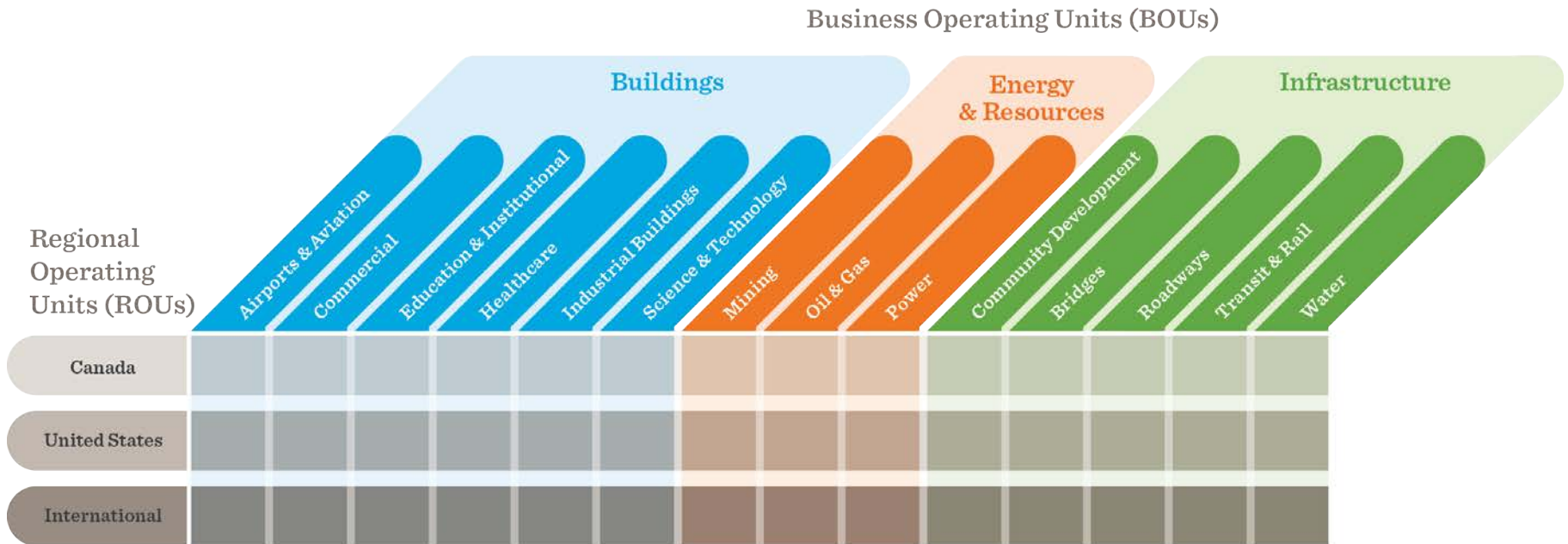
EBITDA MARGIN PROFILE FOR E&C FIRMS
(% of Gross Revenue)



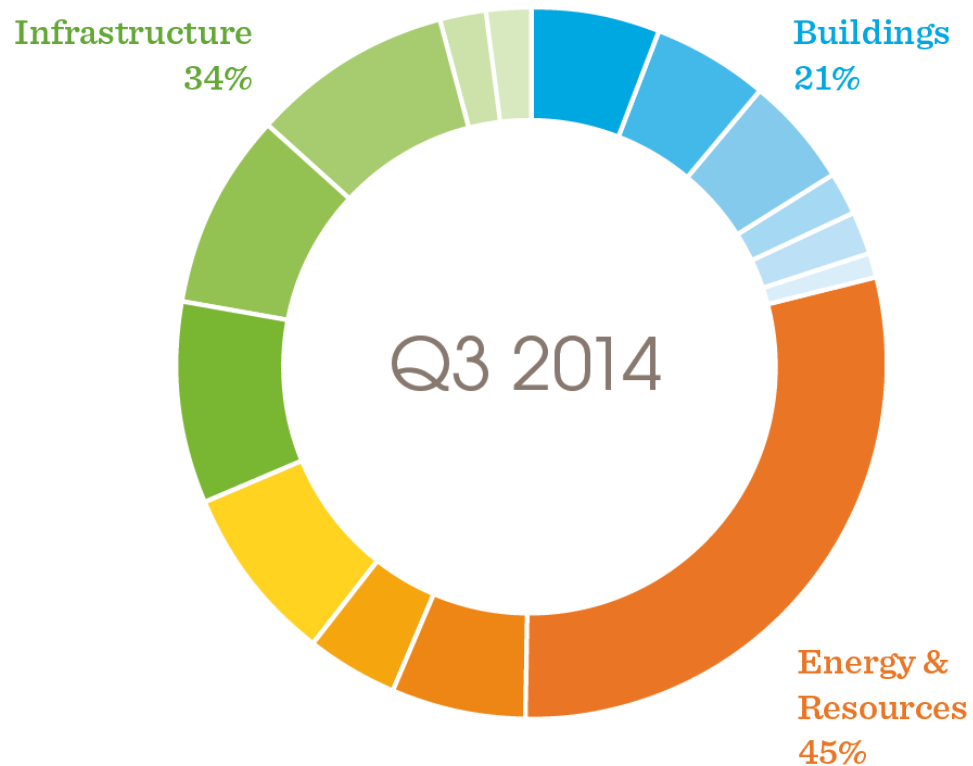
— Stantec
— Engineering

— Diversified
— Construction

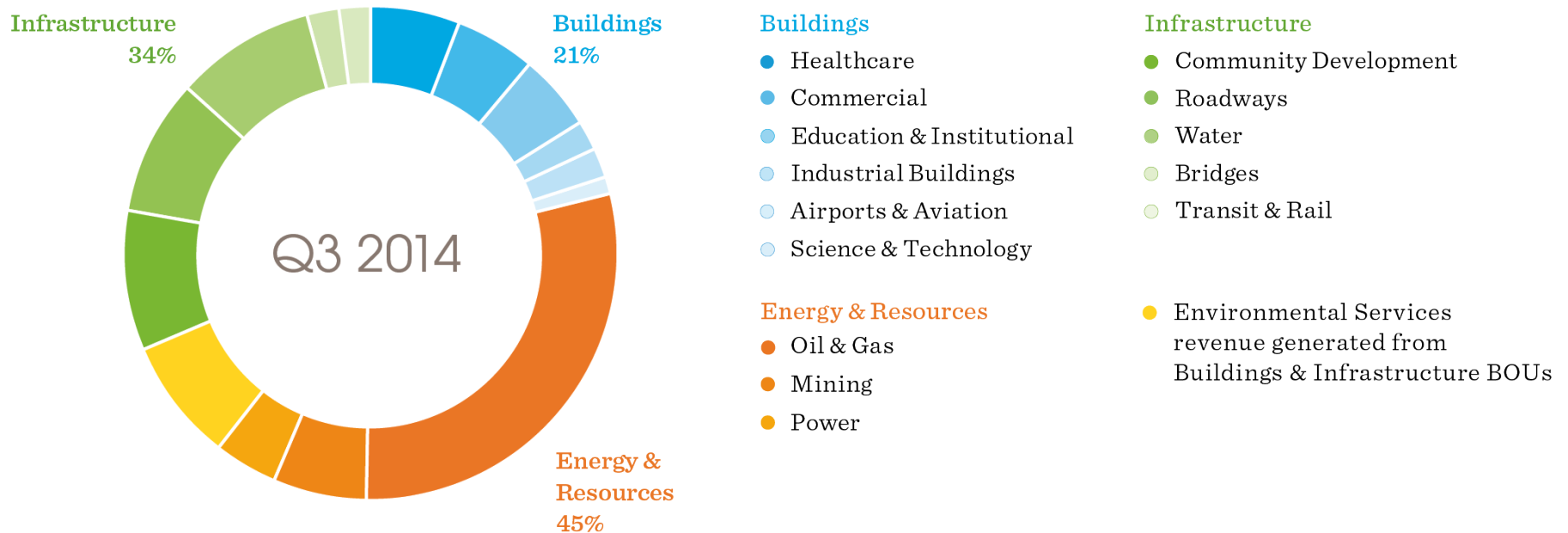
Stantec Business Model



Business Operating Units (BOUs)

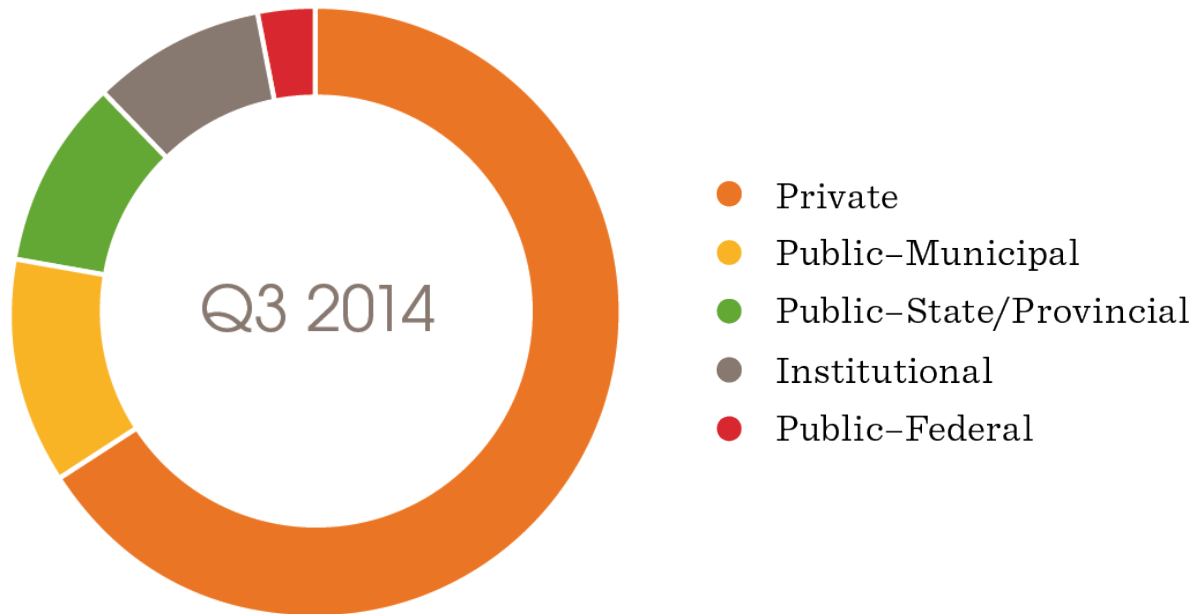


Sectors

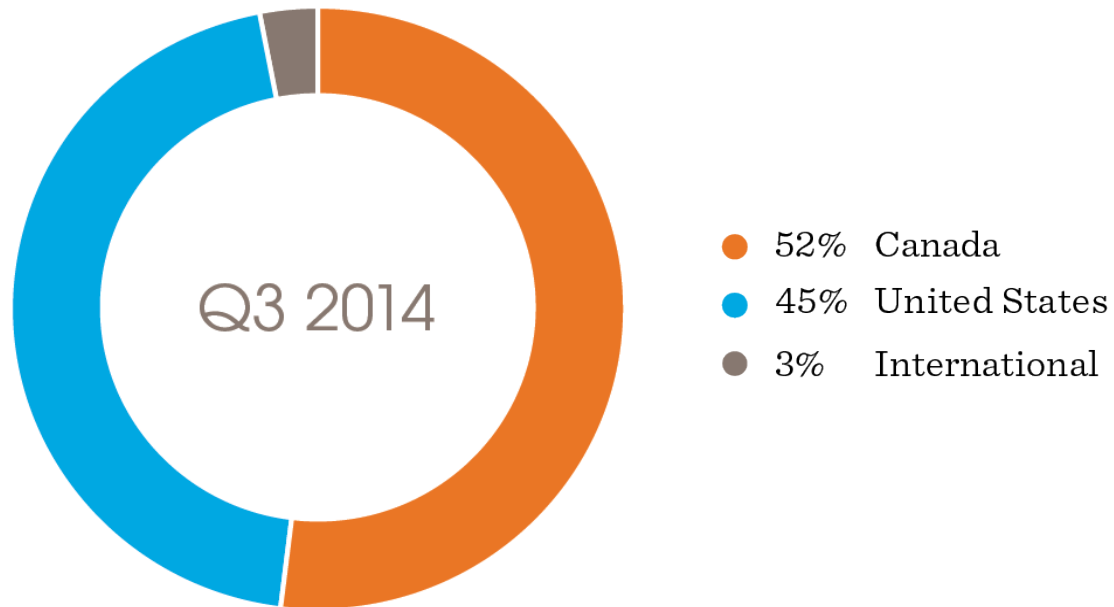


We respond to client needs by aligning with the sectors in which they operate to deliver the services they require.

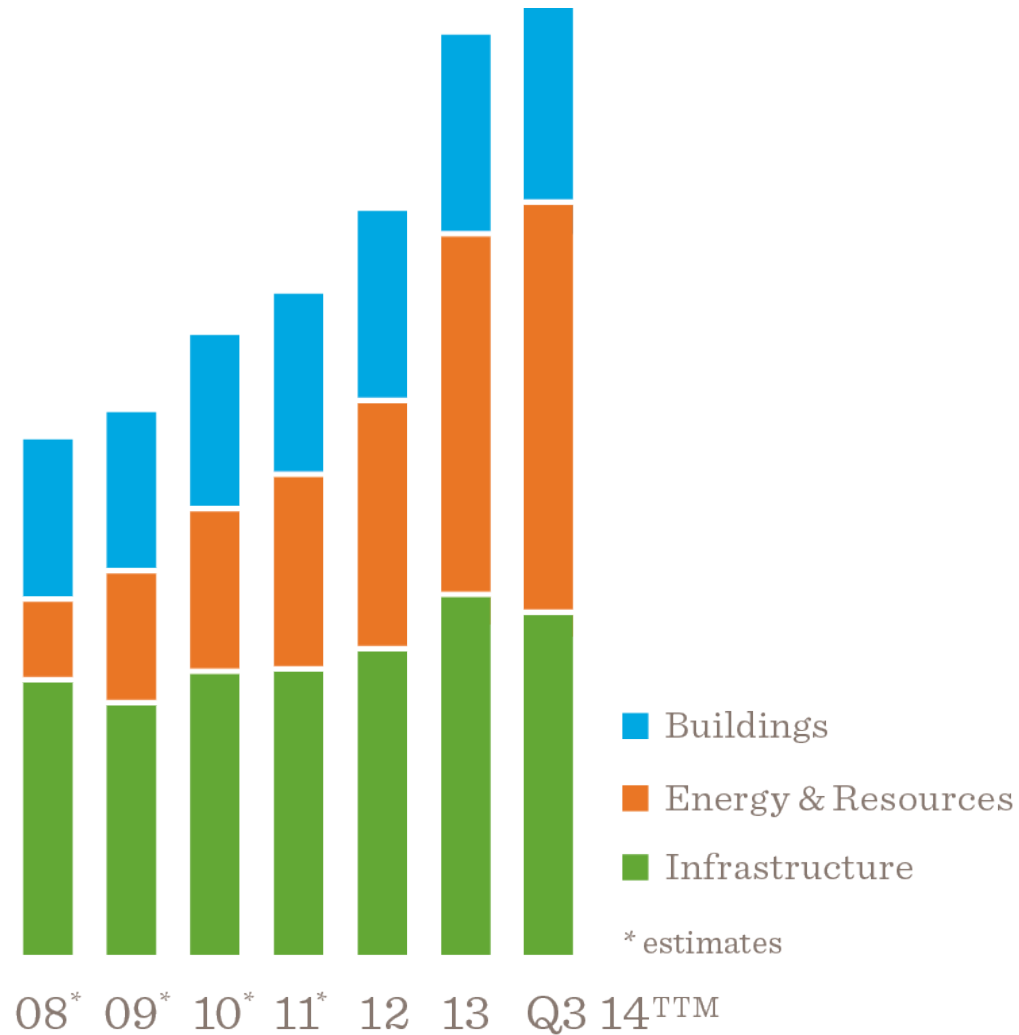
Clients



Regions



Evolution



Buildings

21%

of Gross Revenue

*Q3 2014

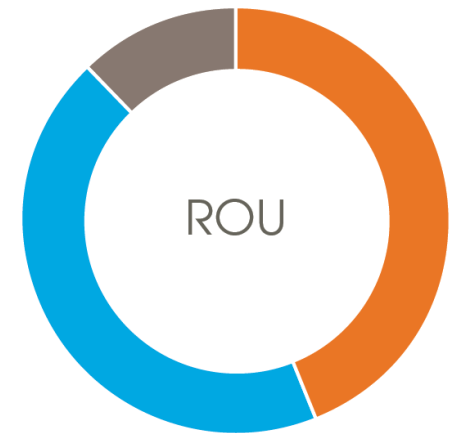
Buildings



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



- Private
- Institutional
- Public-State/Provincial
- Public-Municipal
- Public-Federal



- Canada
- United States
- International

Q3 2014 Revenue

A utility worker is shown from the side, working on a power line. He is wearing an orange safety suit with reflective yellow stripes, a yellow hard hat, and safety glasses. He is holding a cable with both hands. He has a black safety harness and a tool belt with various tools. A yellow bag is hanging from his belt. The background is a blurred green forest.

45%

of Gross Revenue

*Q3 2014

Energy &
Resources

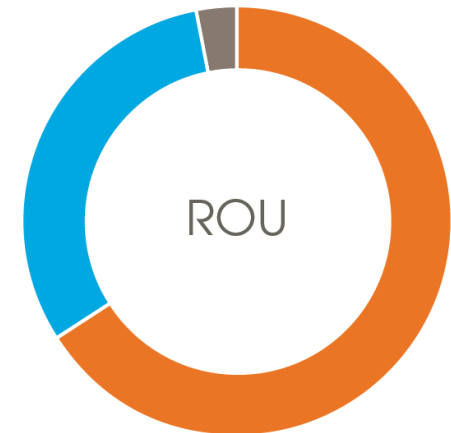
Energy & Resources



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



- Private
- Public-Federal
- Public-State/Provincial
- Public-Municipal



- Canada
- United States
- International

Q3 2014 Revenue



34%

of Gross Revenue

*Q3 2014

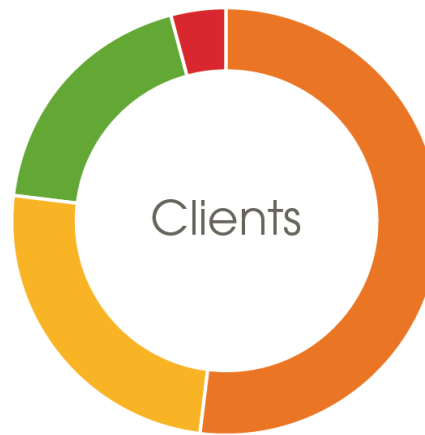
Infrastructure



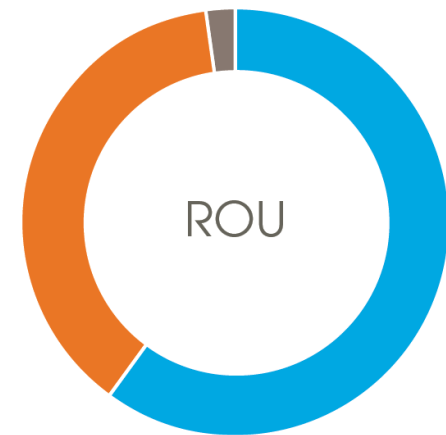
Infrastructure



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



- Private
- Public-Municipal
- Public-State/Provincial
- Public-Federal

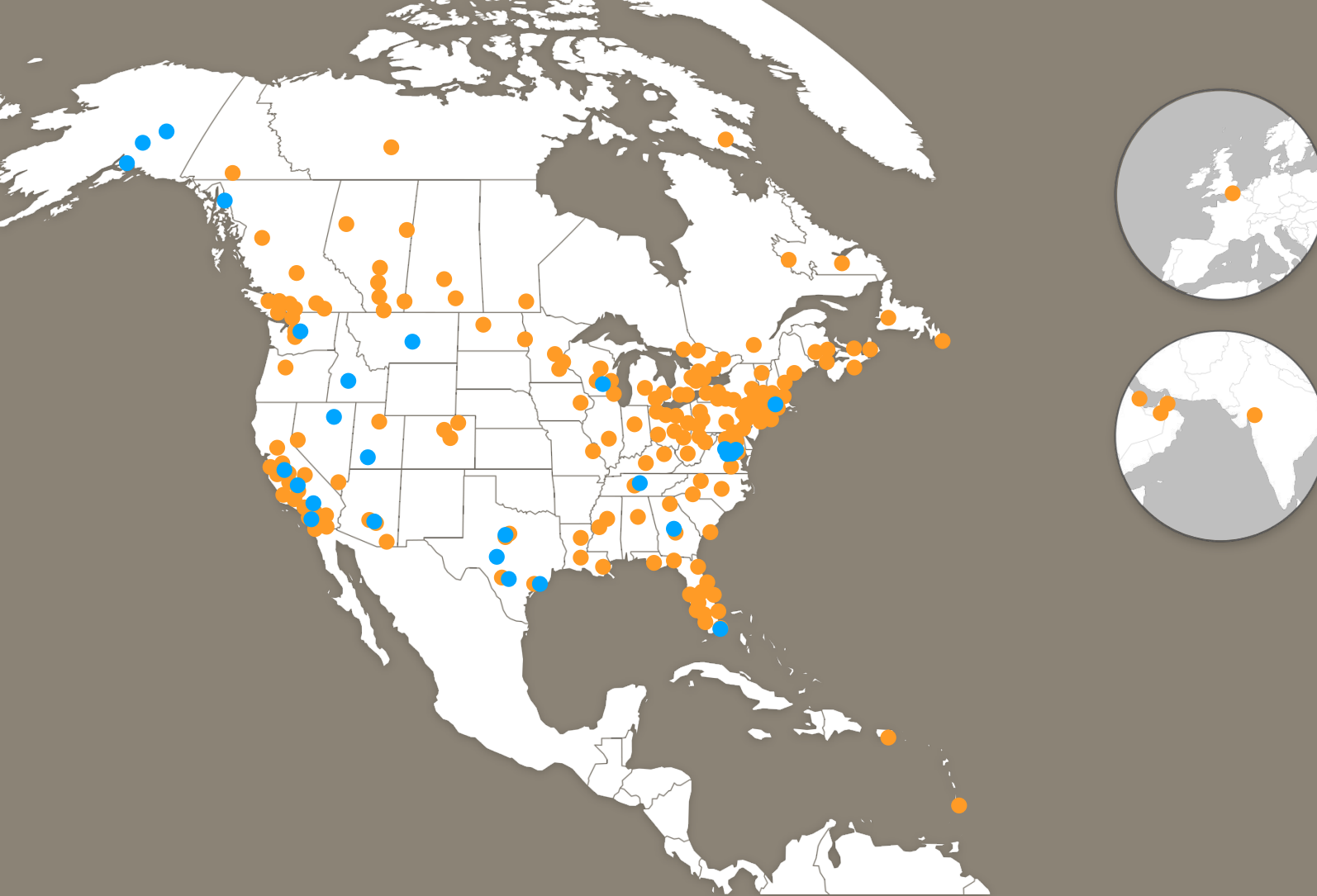


- United States
- Canada
- International

Q3 2014 Revenue

Expanding Our Depth and Breadth

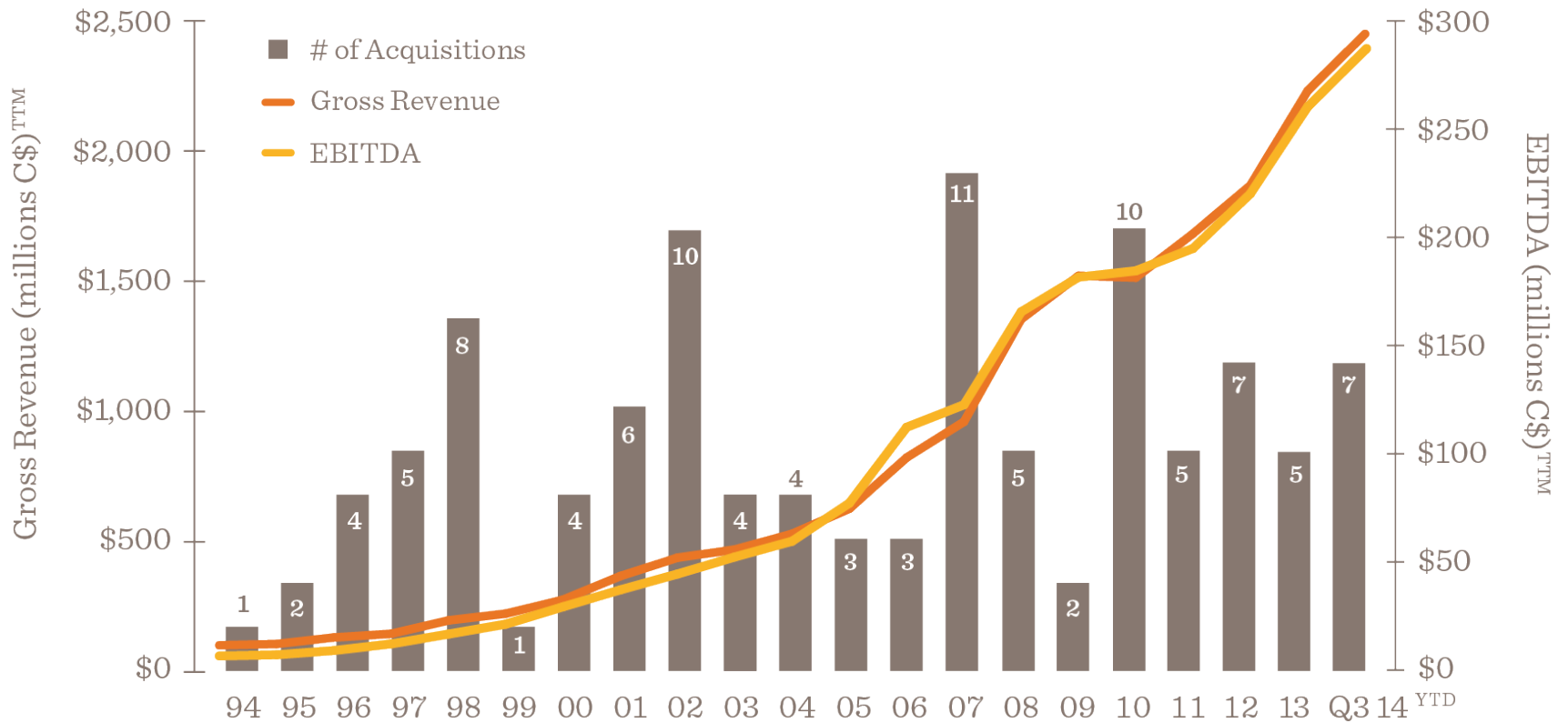




Today, the Stantec community unites more than 14,000 specialists working in over 230 locations.

Note: blue dots = offices acquired in 2014 as at the end of Q3 YTD

Acquisitions



Acquisitions Announced in 2014



WILLIAMSBURG
ENVIRONMENTAL
GROUP, INC.

USKH
SHARED VISION. UNIFIED APPROACH.



DESSAU

Wiley
engineering

SHWGROUP
ARCHITECTS | ENGINEERS | PLANNERS



**PROCESSES
UNLIMITED**
International, Inc.



ADD Inc

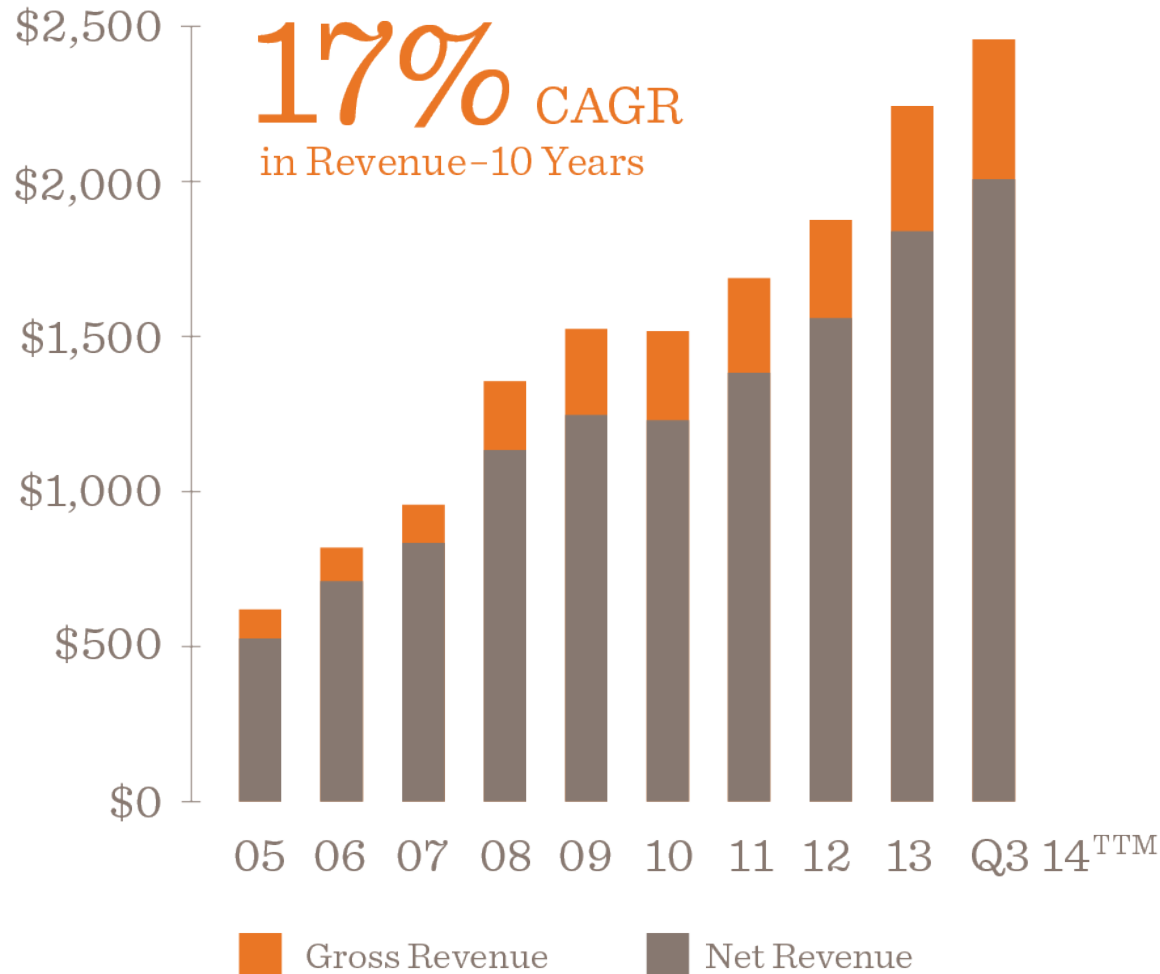
 **Stantec**

Resulting in Growth



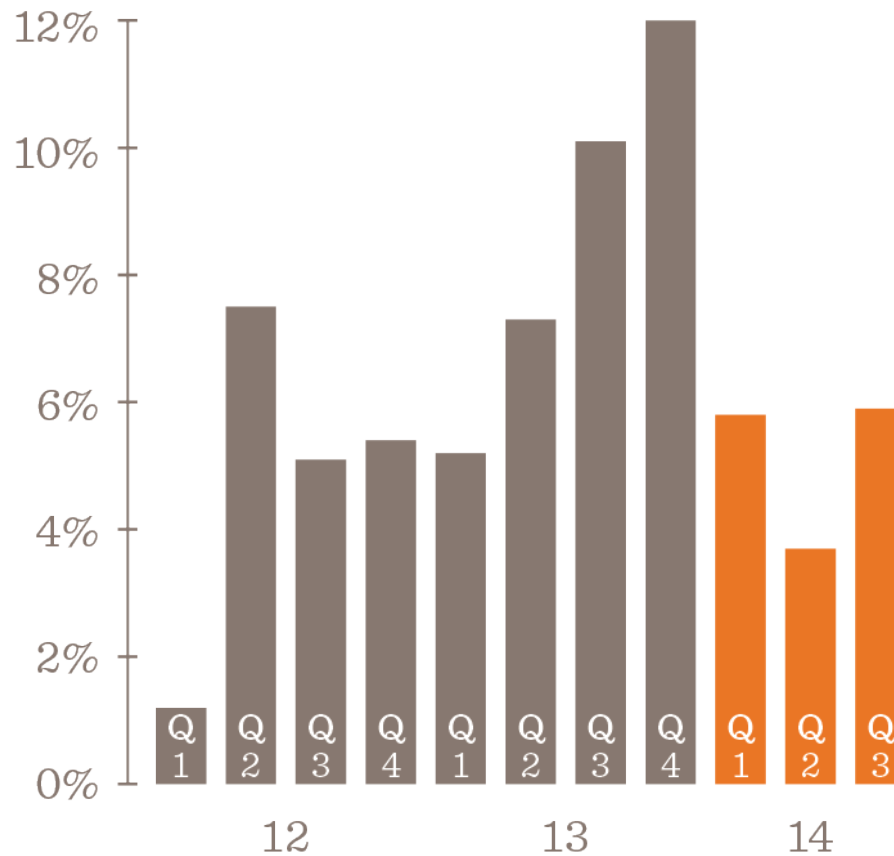
Revenue

millions (C\$)



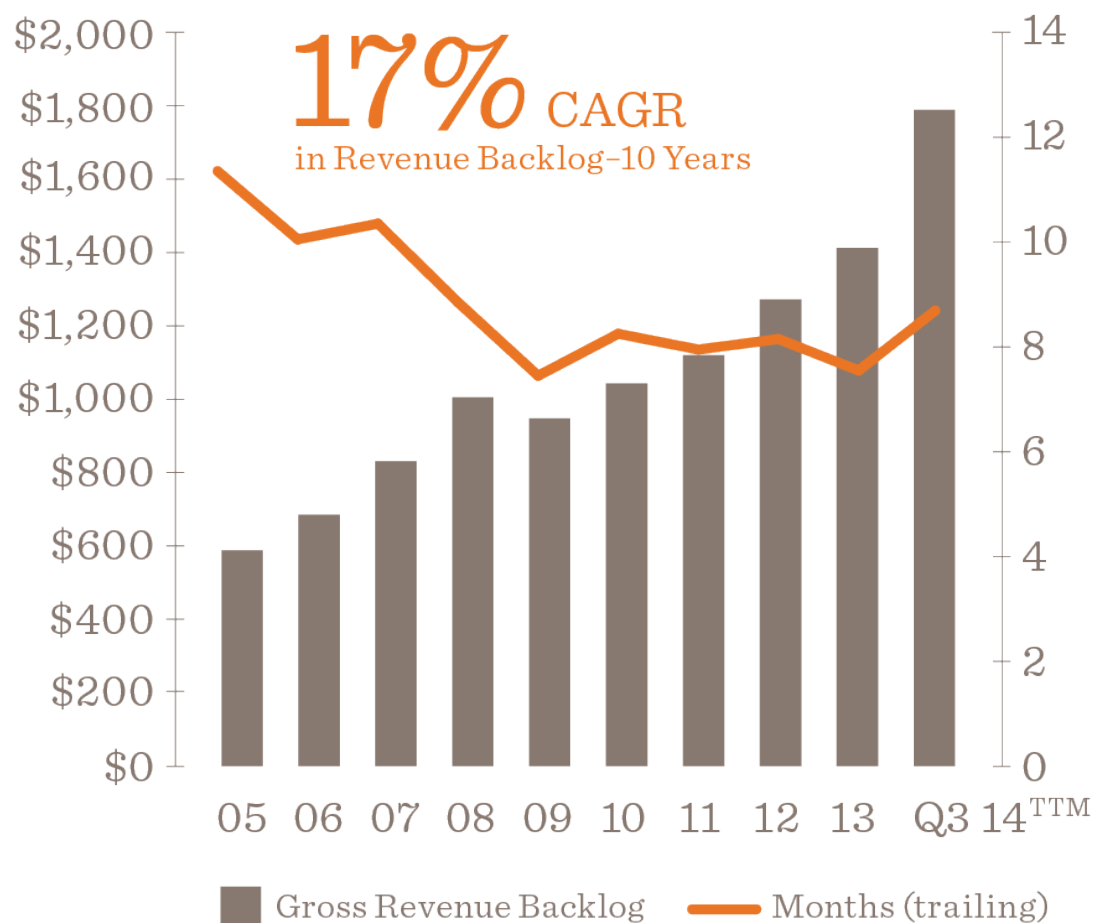
Organic Revenue Growth

quarter over quarter



Gross Revenue Backlog

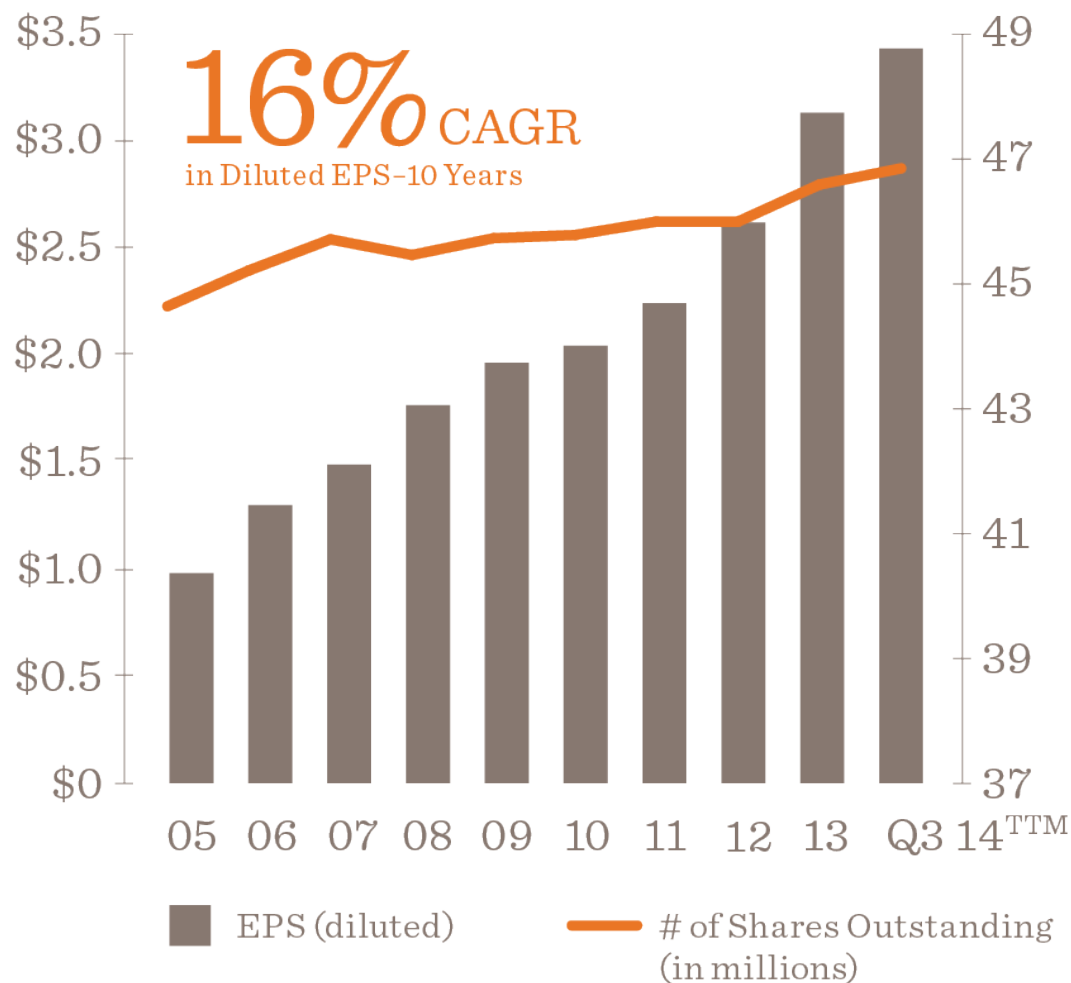
millions (C\$) and months (trailing)





Focusing on
Performance

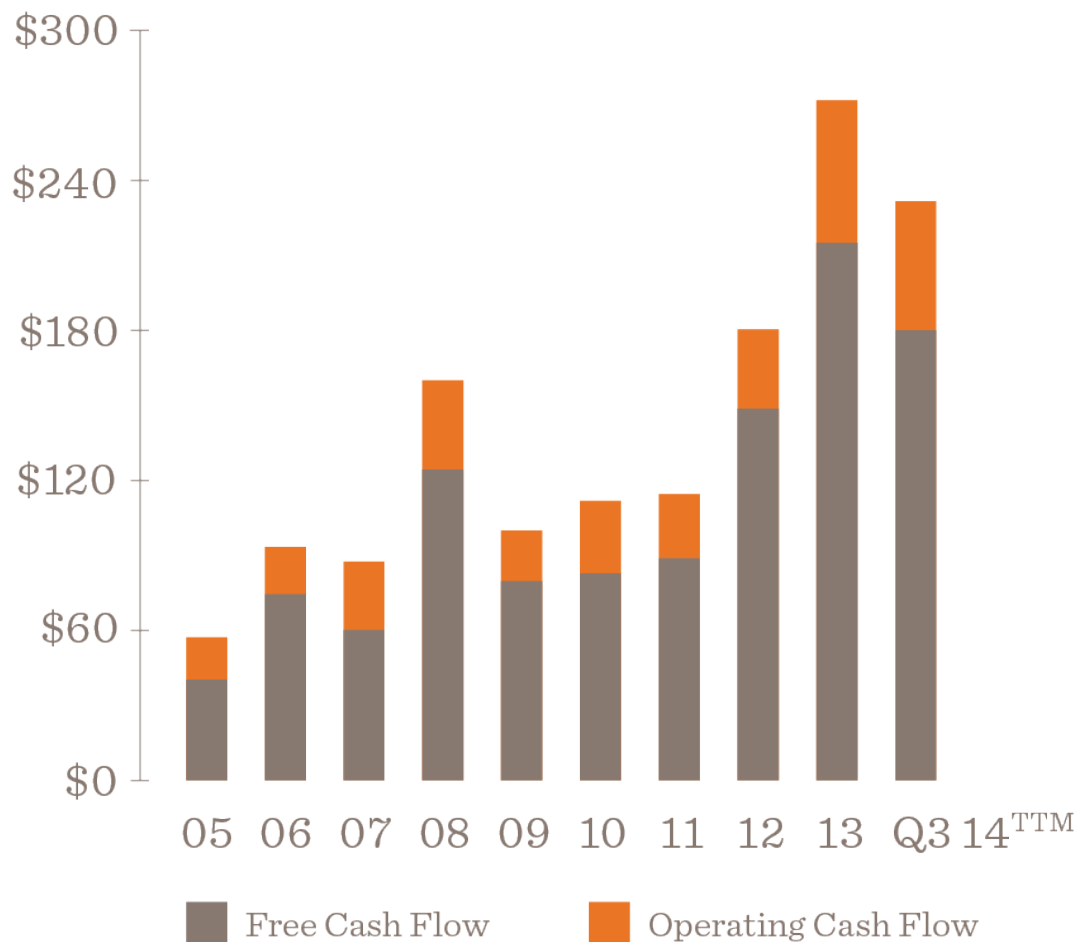
EPS and Shares Outstanding



Note: Figures are pre-goodwill impairment

Cash Flow

millions (C\$)



Capital Structure

Revolving credit facility

- C\$350 million (C\$292 million available at September 30, 2014)
- C\$150 million accordion
- Matures 2018

Senior secured notes

- C\$125 million
- 2 and 4 year maturities for 2016 and 2018

Net Debt/EBITDA 0.7 at September 30, 2014

Dividend

STN Key Takeaways



Large market opportunity

- \$2.5 billionTM firm in a \$100 billion fragmented and growing market



Clear, flexible strategy and diversified exposure

- Strong local presence leveraged across North American platform
- Flexible in 14 sectors to respond to market changes



Execution track record for growth and profitability

- 15% consistent growth in top and bottom line over 10 years



Generate consistent shareholder value

- 15% compound annual growth target
- Sustainable dividend growth