

RJ Institutional Investors Conference - Orlando, FL
March 4, 2015

We create communities

STN
TSX:NYSE

 **Stantec**



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. Certain information has been restated for the November 14, 2014, two-for-one share split.

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.

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 gross revenue at Dec 31, 2014
- 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.



Creating our Strategy

Business Objective

- To be a Top Ten Global Design Firm

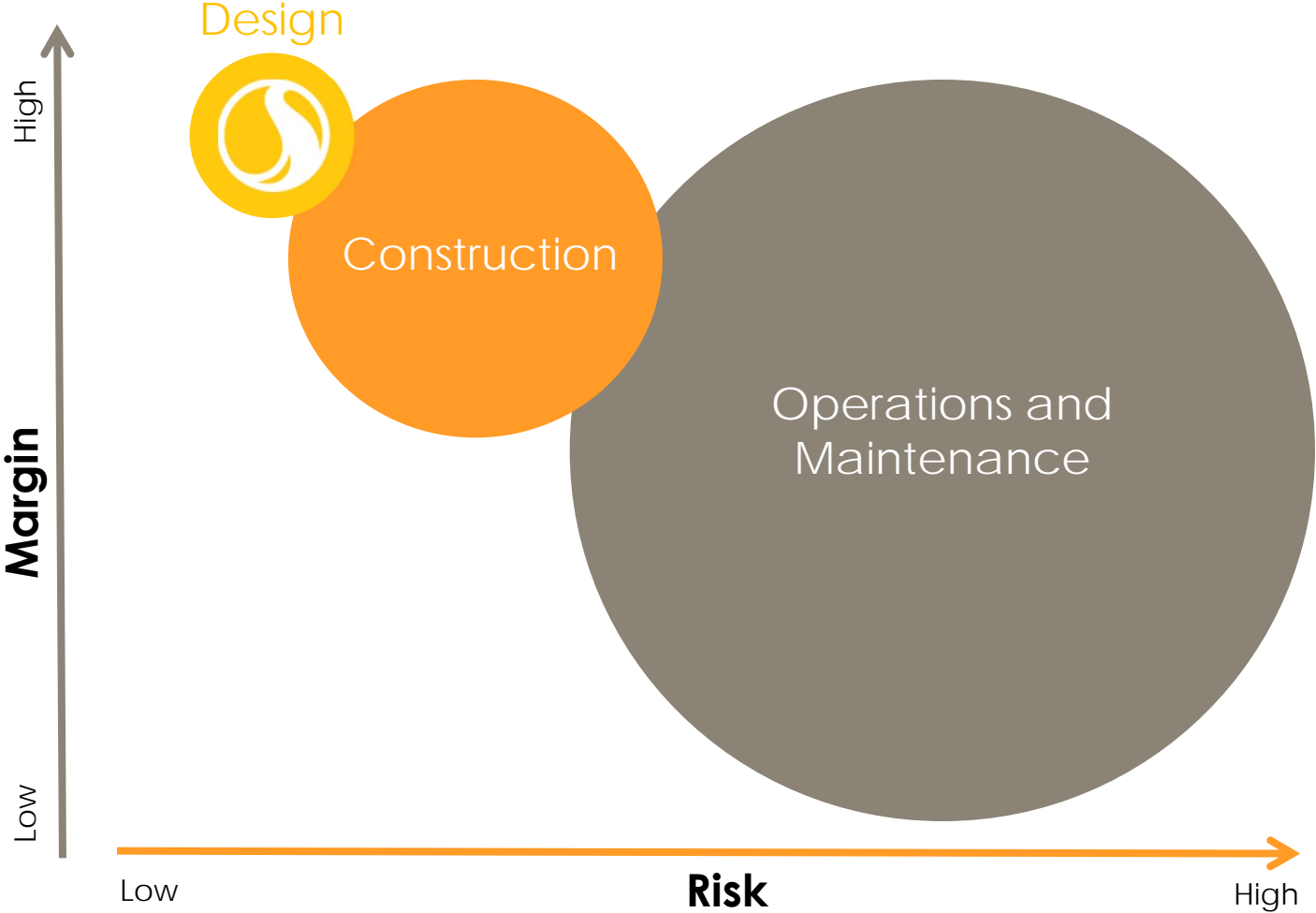
Aligning to our values

- 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

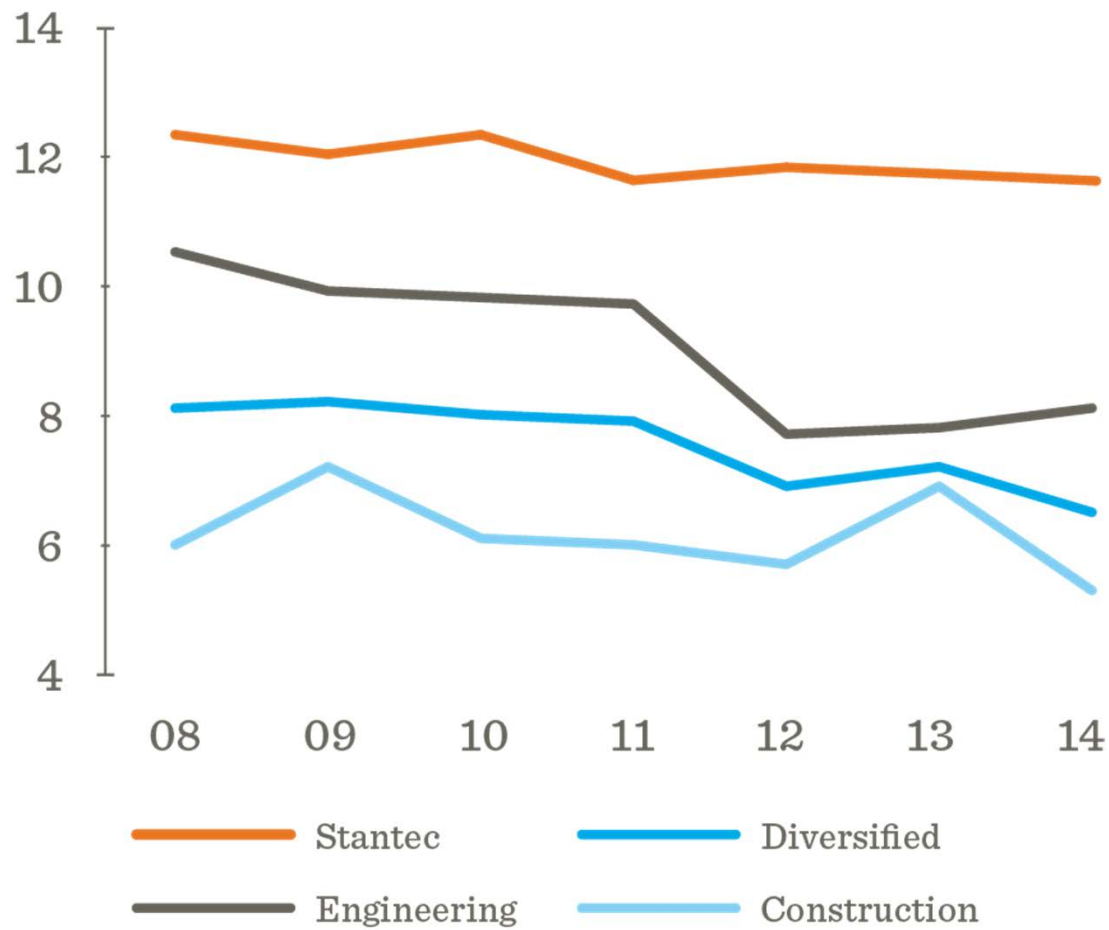
Disciplined execution of our strategy to deliver consistent results

Industry Positioning

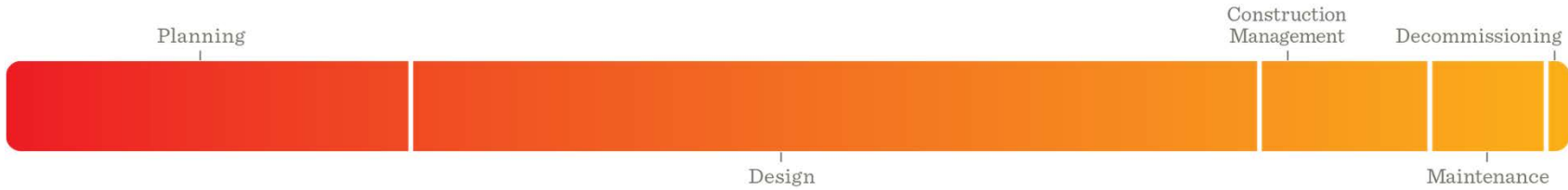
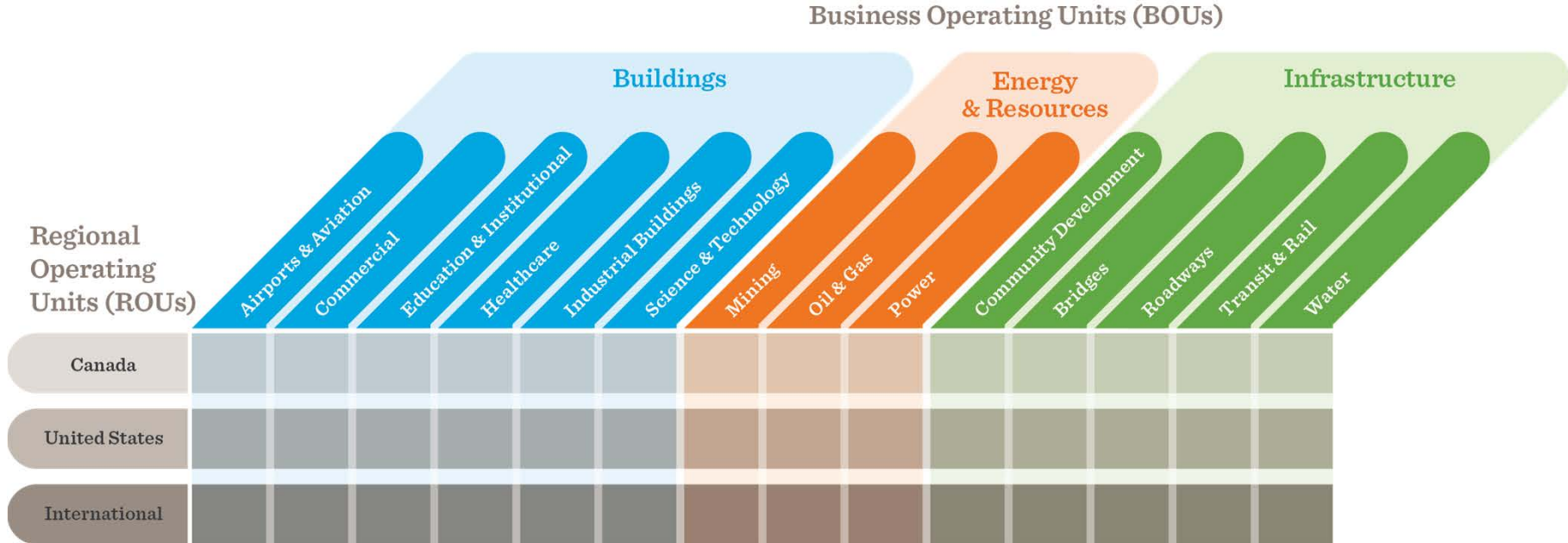


Margin Profile

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



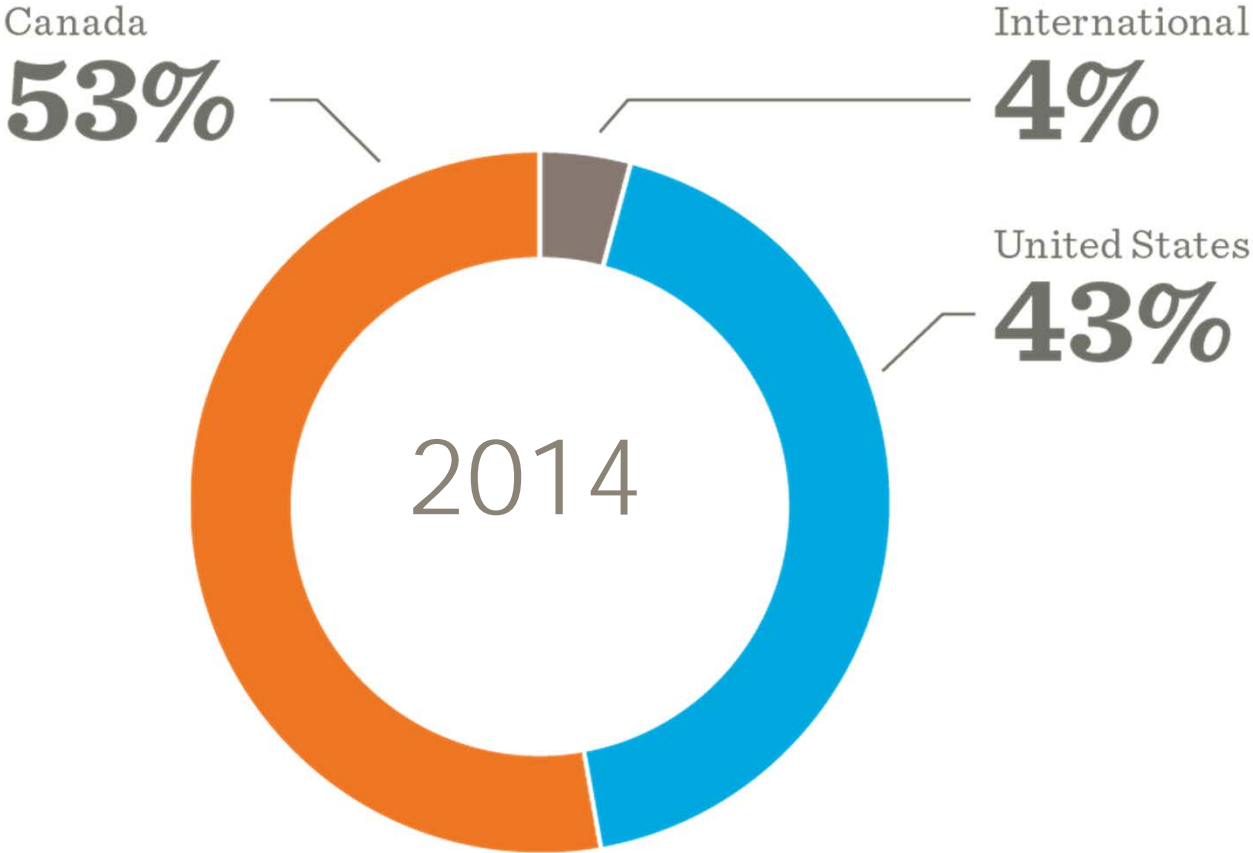
Stantec Business Model



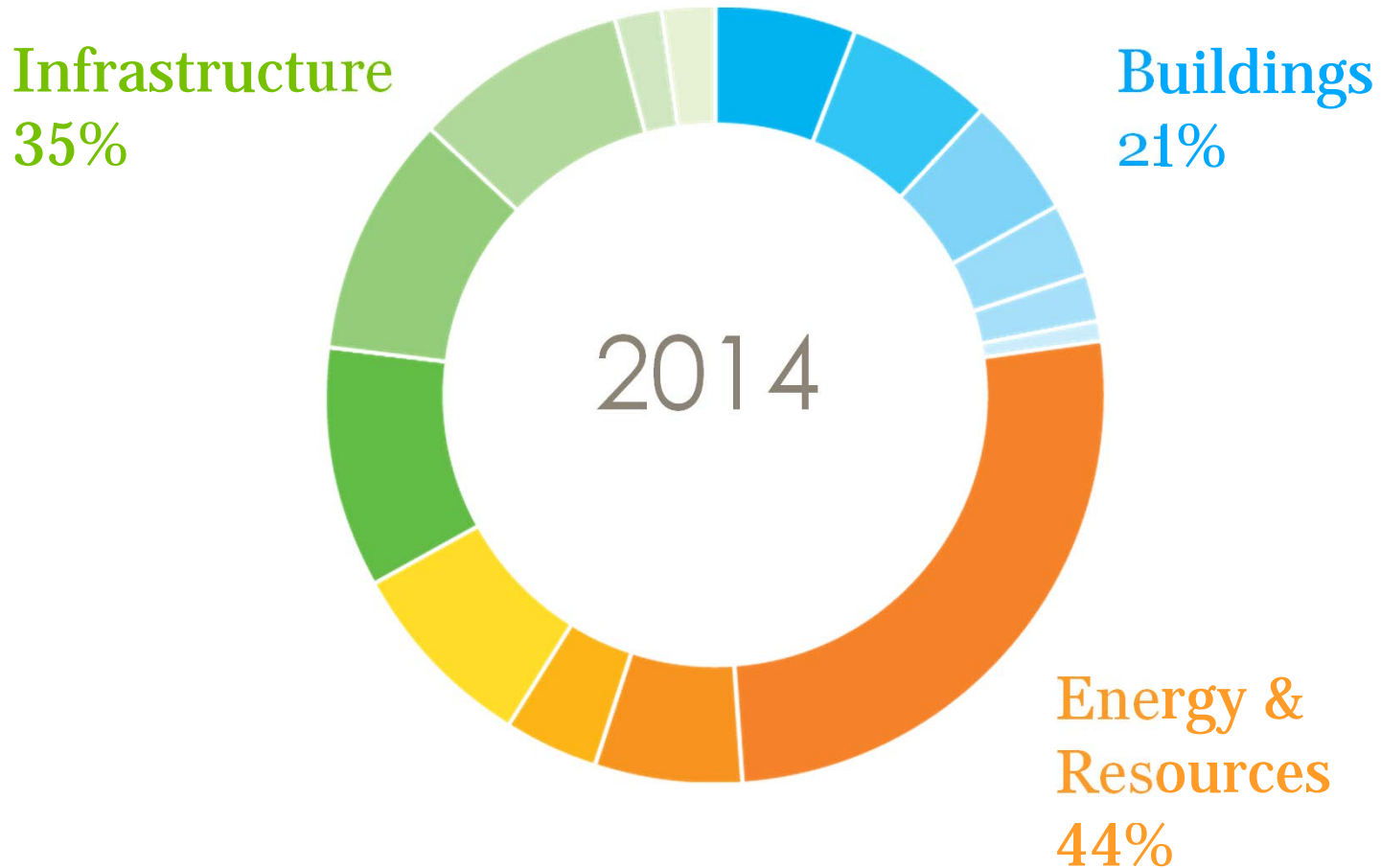
Project Life Cycle



Regions



Business Operating Units (BOUs)

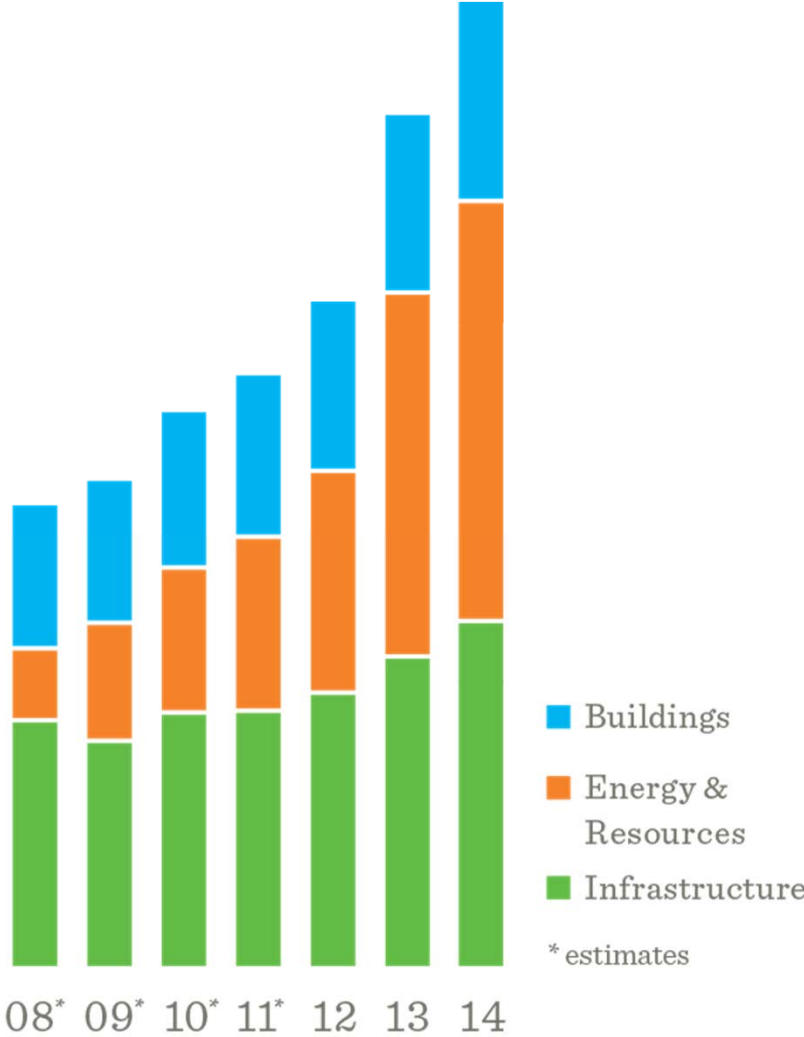


Sectors



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

Evolution



■ Buildings
■ Energy & Resources
■ Infrastructure
* estimates

Buildings

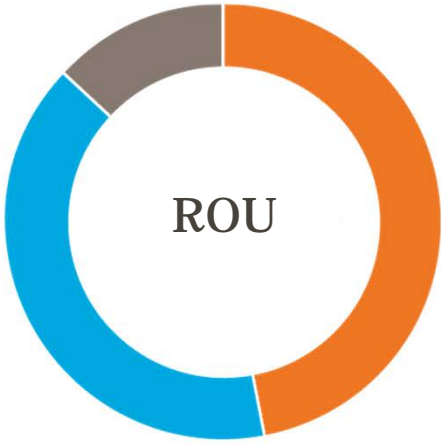
21%
of Gross Revenue



Buildings



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



- Canada
- United States
- International



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

2014 Revenue

A photograph of a construction site. In the foreground, a large excavator bucket is visible, with the name 'STRICKLAND' embossed on it. Two construction workers in safety gear (hard hats, high-visibility vests, and jeans) are walking across a dirt path. One worker is carrying a surveying instrument on a tripod. The background shows a landscape with trees and a cloudy sky.

44%
of Gross Revenue

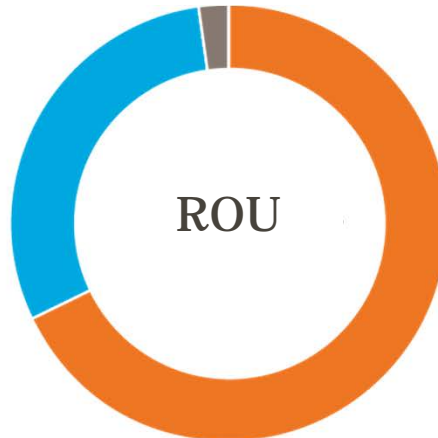
Energy &
Resources



Energy & Resources



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



- Canada
- United States
- International



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

2014 Revenue

Infrastructure

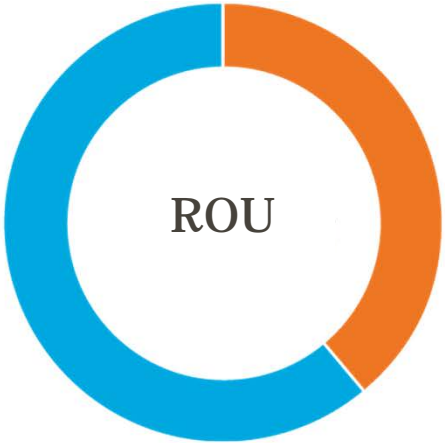
35%
of Gross Revenue



Infrastructure



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



- Canada
- United States



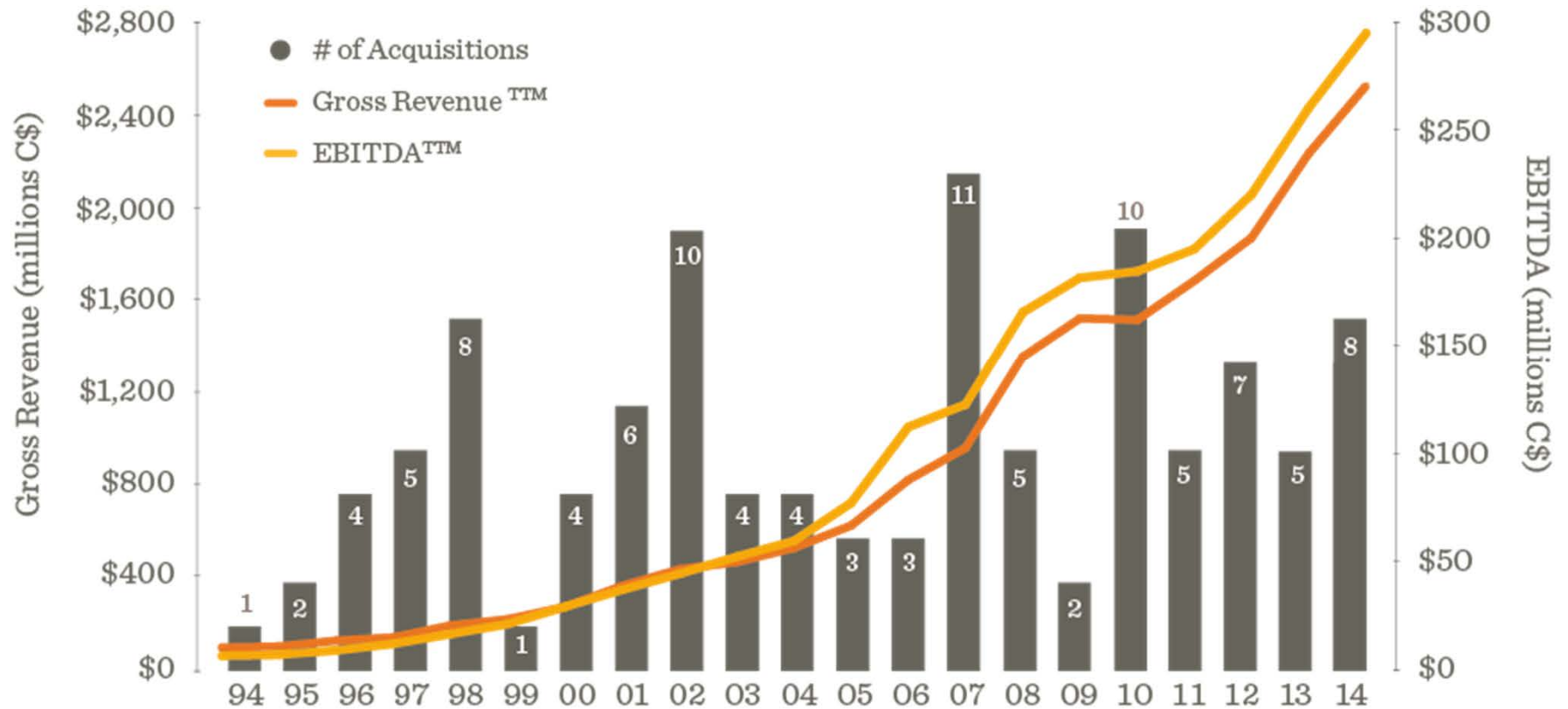
- Private
- Public-Municipal
- Public-State/Provincial
- Public-Federal

2014 Revenue

Expanding Our Depth and Breadth



Acquisitions



2014 Acquisitions



1300+ staff



ADD Inc



2015 Acquisitions

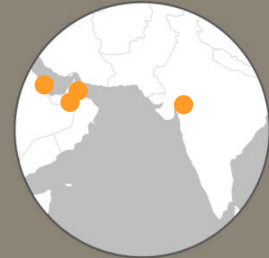
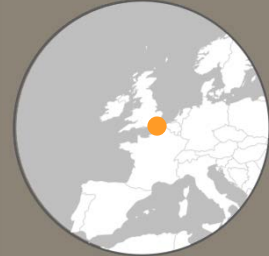
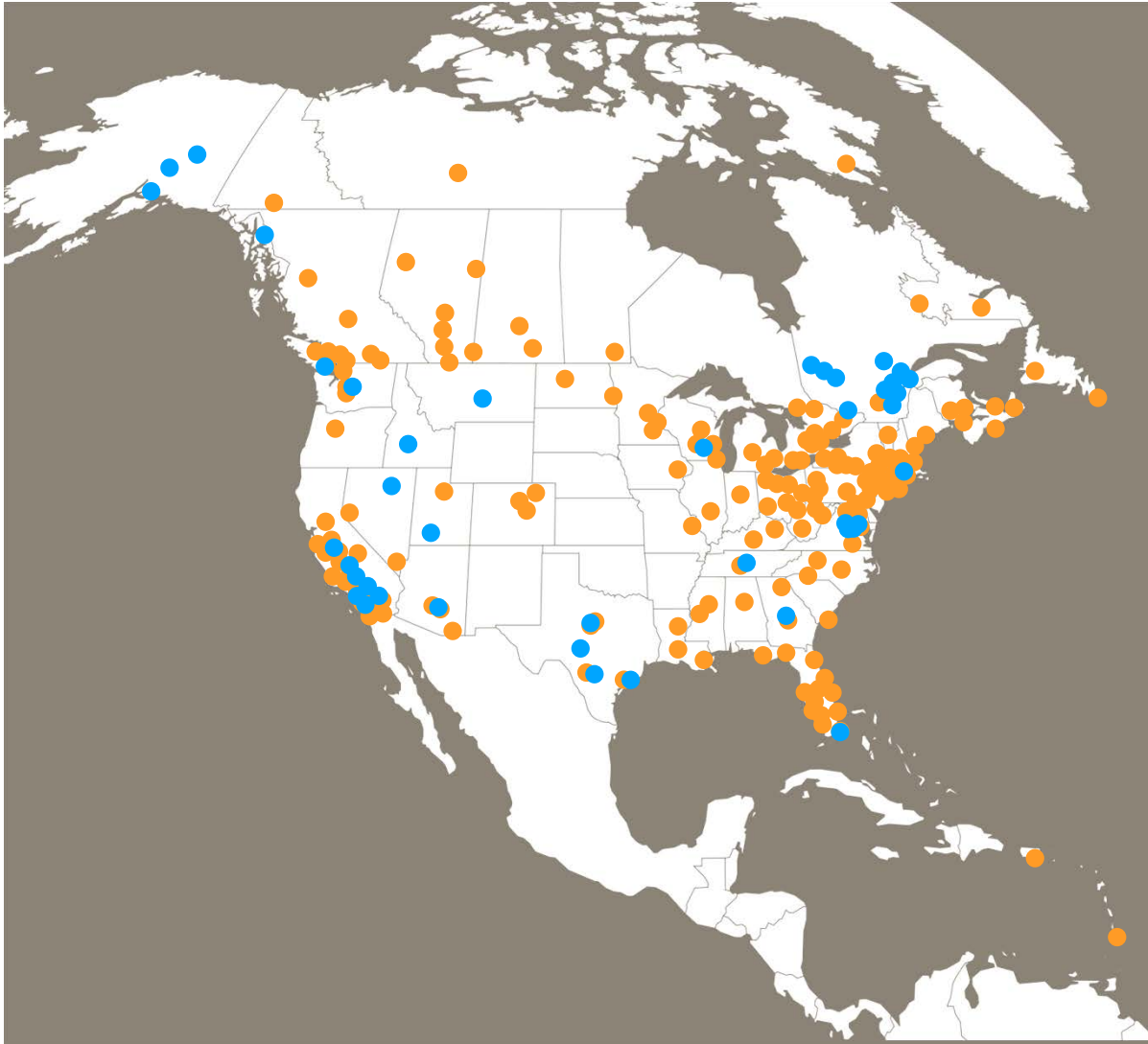
DESSAU

1300+ staff

SPARLING

WORK TOGETHER | STAND APART™





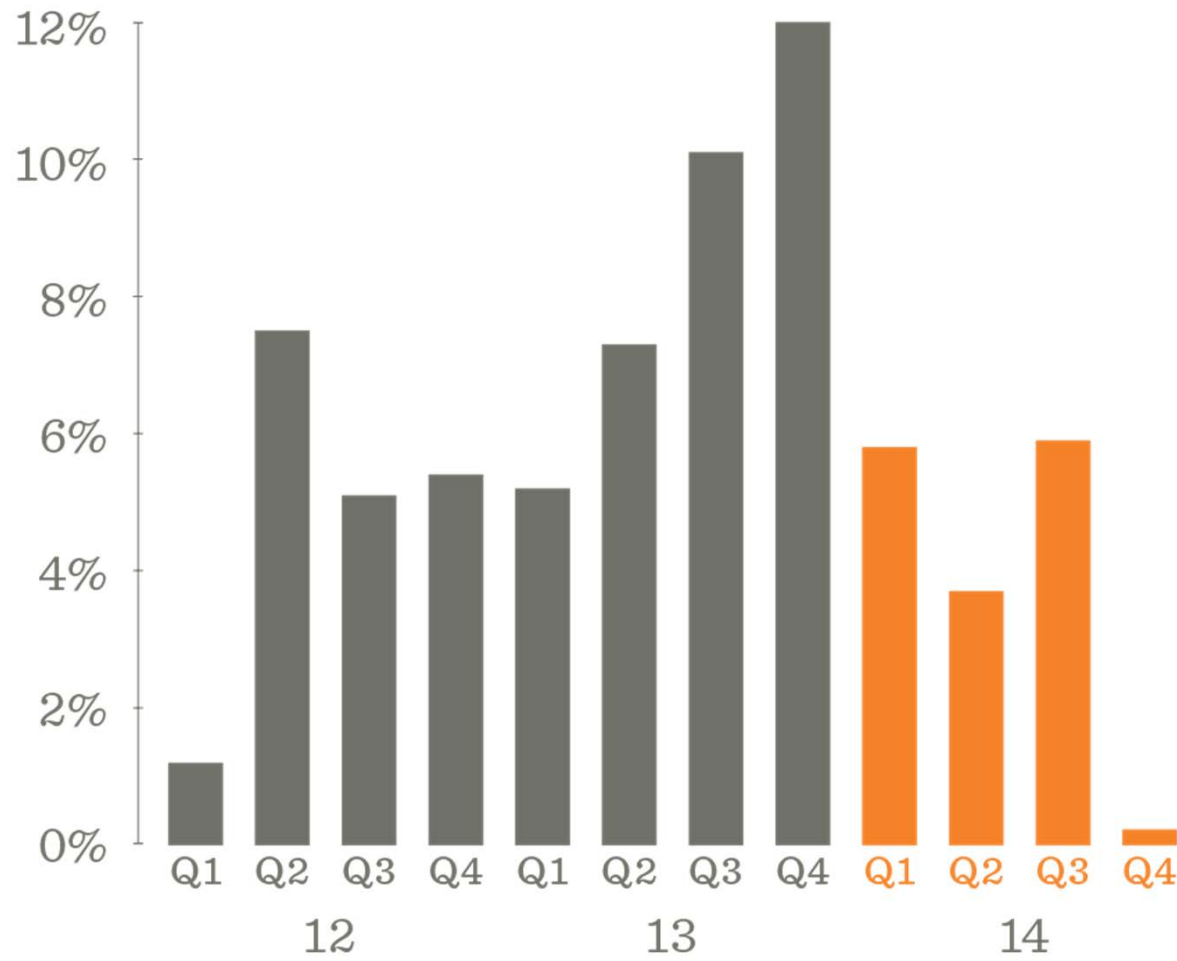
Today, the Stantec community unites more than 15,000 specialists working in over 250 locations.

Note: blue dots = offices acquired in 2014 and 2015 YTD



Organic Revenue Growth

quarter over quarter

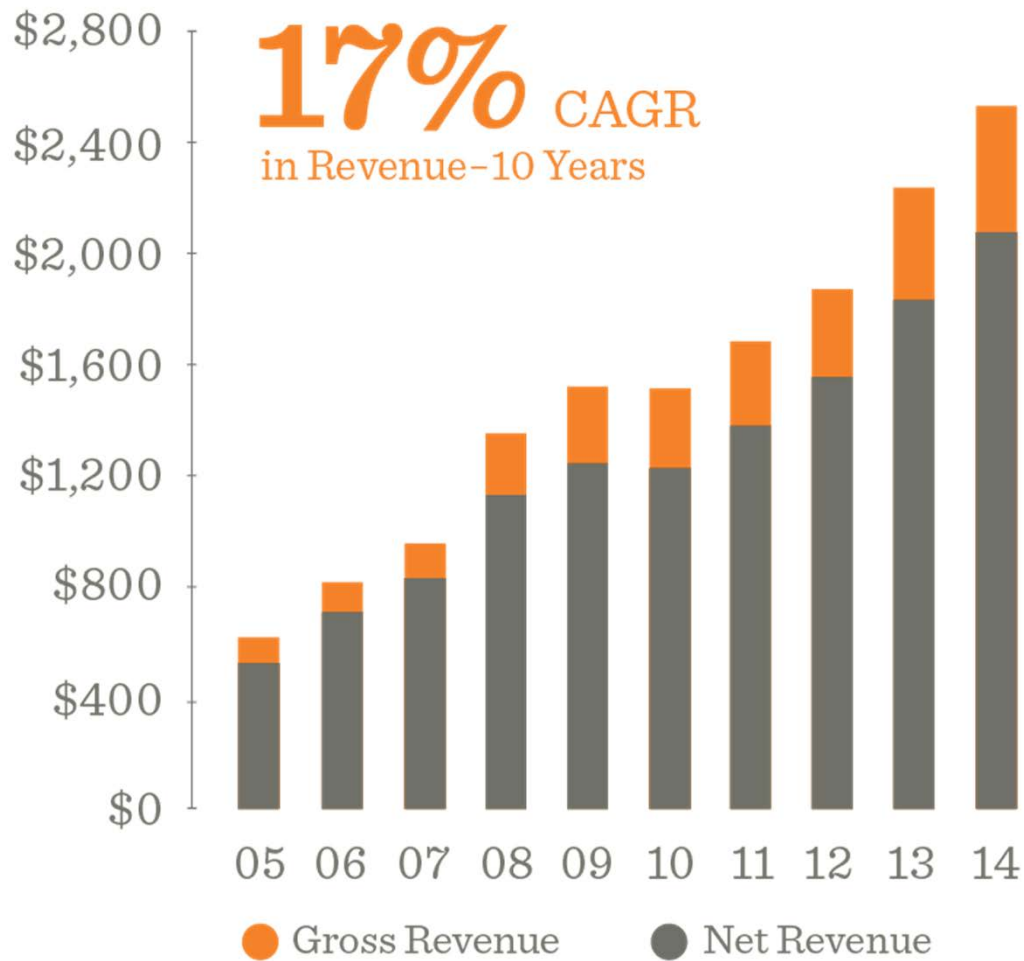


Resulting in Growth



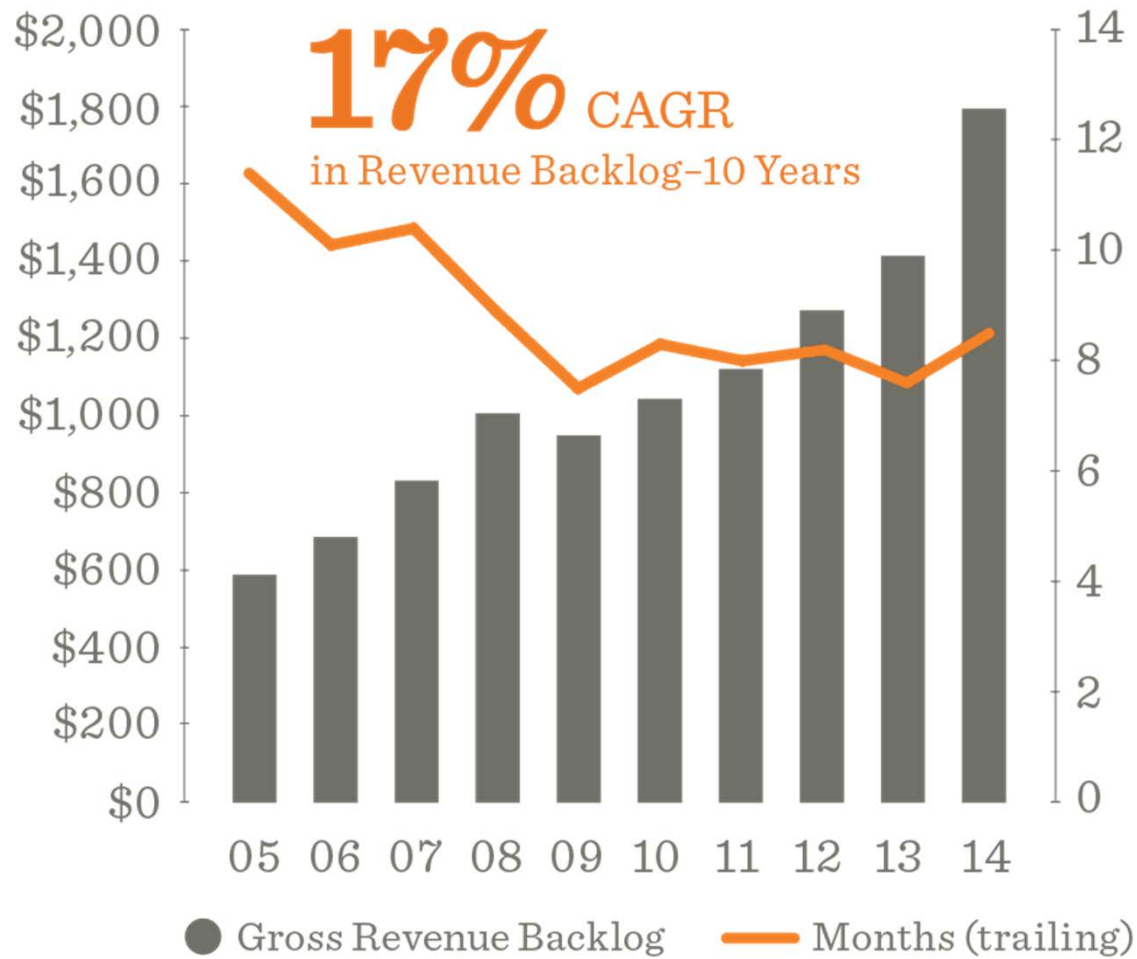
Revenue

millions (C\$)



Gross Revenue Backlog

millions (C\$) and months (trailing)

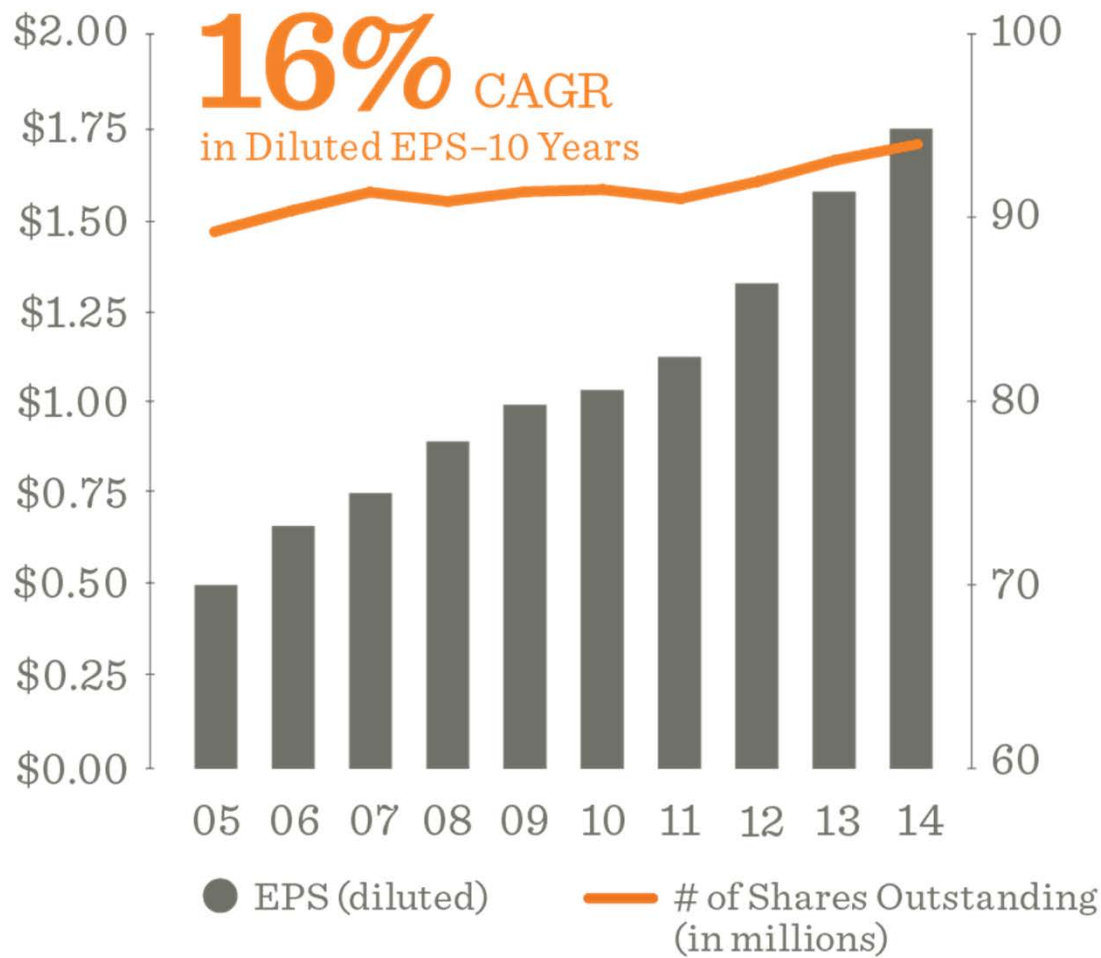




Focusing on
Performance

EPS and Shares Outstanding

millions (C\$)

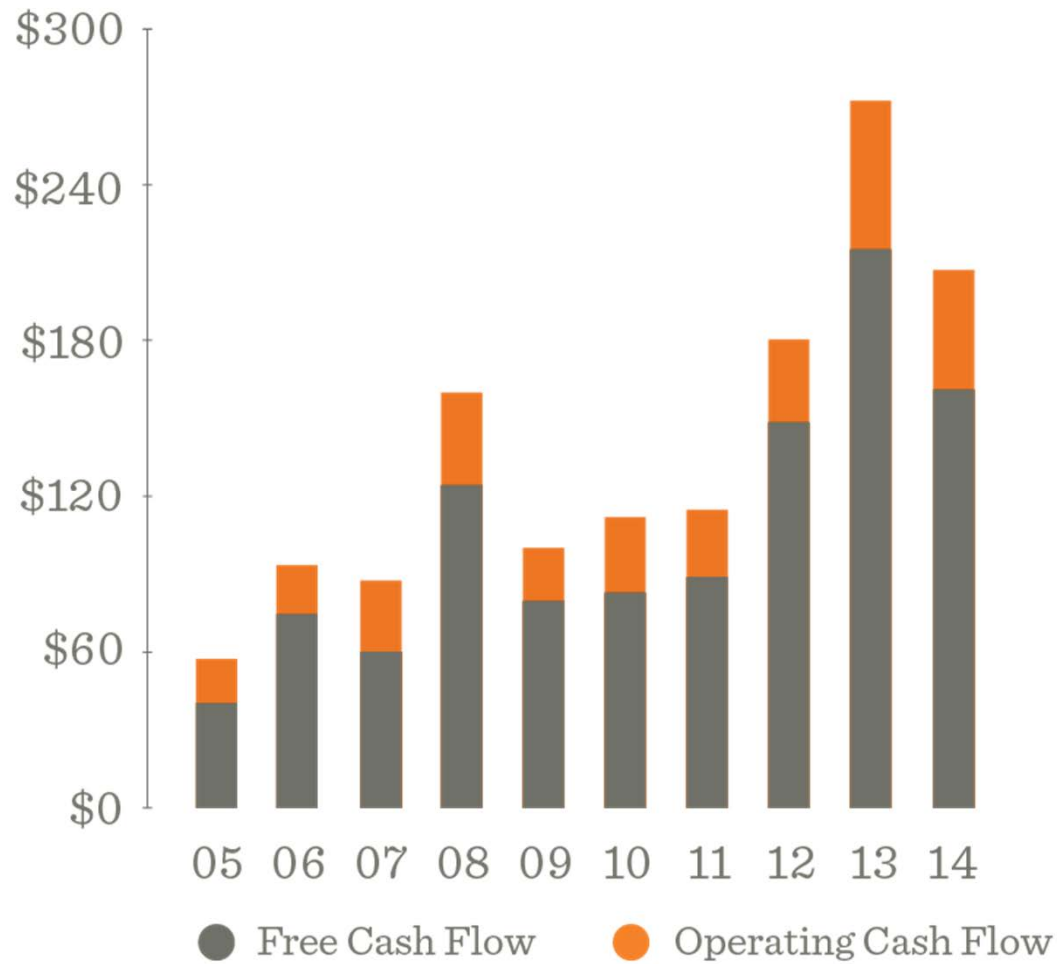


Note: Figures are pre-goodwill impairment 2011 & 2009 and restated for Nov, 14, 2014 share split. 2005-2009 are CGAAP; otherwise IFRS.



Cash Flow

millions (C\$)



Capital Structure

Revolving credit facility

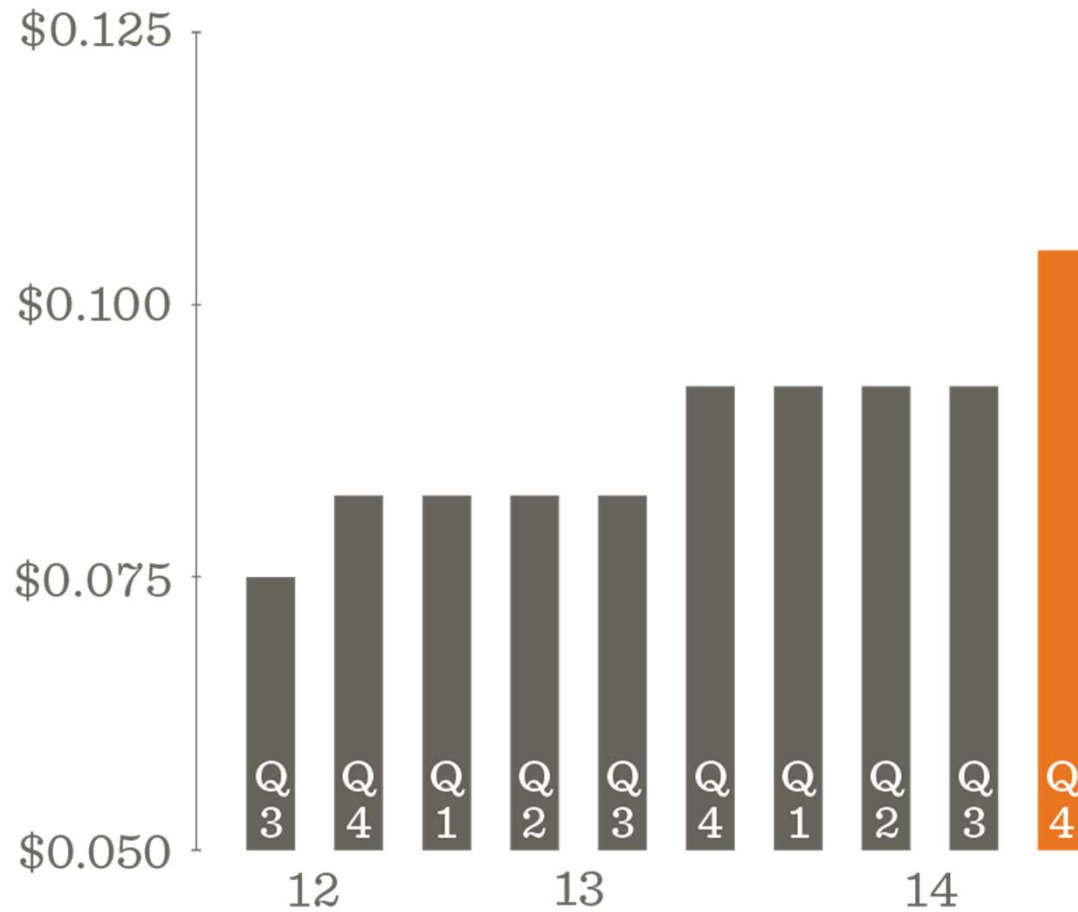
- C\$350 million (C\$282 million available at Dec 31, 2014)
- C\$150 million accordion
- Matures 2018

Senior secured notes

- C\$125 million
- 1 and 3 year maturities for 2016 and 2018

Net Debt/EBITDA 0.53 at Dec 31, 2014

Dividend Per Share



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 growing dividend

RJ Institutional Investors Conference - Orlando, FL
March 4, 2015

We create communities

STN
TSX:NYSE

 **Stantec**

