

Q3 2018 YTD

Investor Fact Sheet

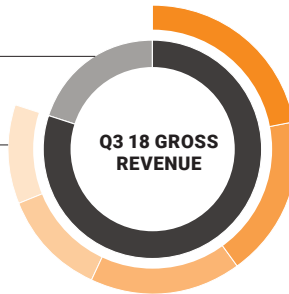


CONSTRUCTION SERVICES
 66% United States
 34% United Kingdom

CONSULTING SERVICES
 56% United States
 30% Canada
 14% Global

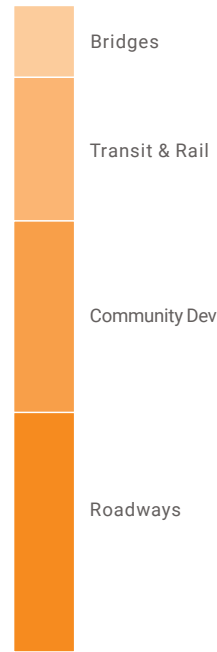
SERVICE OFFERINGS
 80% Consulting Services
 20% Construction Services

BUSINESS OPERATING UNITS
 Consulting Services
 27% Infrastructure
 22% Buildings
 22% Water
 15% Environmental Services
 14% Energy & Resources

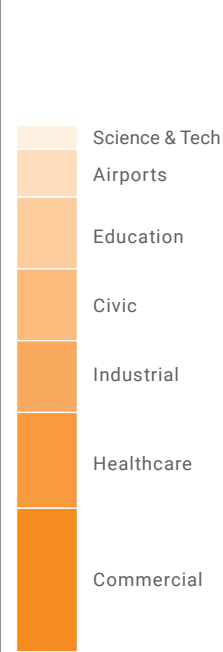


Consulting Services Gross Revenue by Business Operating Unit, Sectors and Geography*

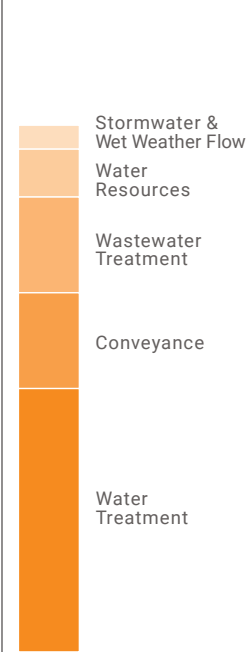
27%
Infrastructure



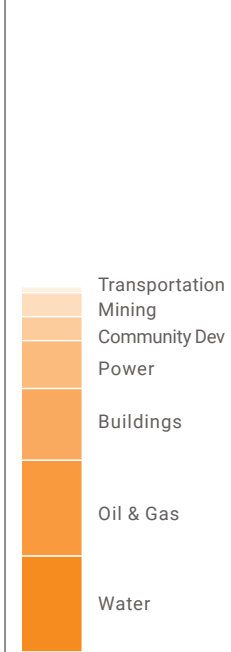
22%
Buildings



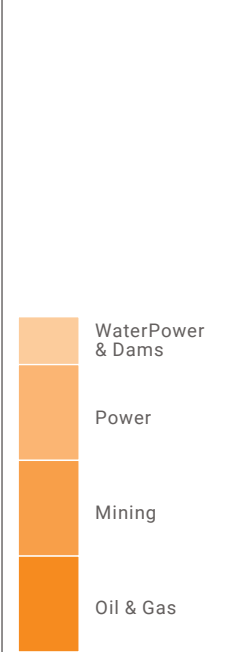
22%
Water



15%
Environmental Services



14%
Energy & Resources



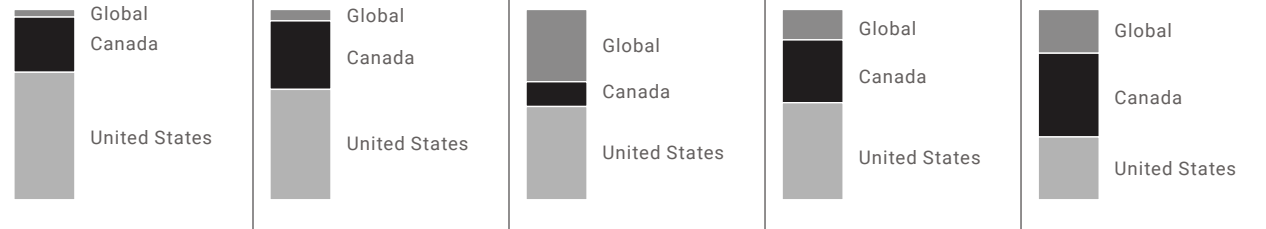
*As an approximate percentage of Q3 2018 YTD Consulting Services gross revenue

Q3 2018 Organic Growth (Retraction) by Reportable Segment

CANADA		GLOBAL	
Q3 18	YTD	Q3 18	YTD
1.9%	6.1%	4.4%	1.4%
UNITED STATES		CONSTRUCTION SERVICES	
Q3 18	YTD	Q3 18	YTD
4.0%	3.2%	(10.8%)	(5.2%)

Q3 2018 Overall Organic Growth

Q3 18	YTD
0.2%	1.8%



Q3 2018 ORGANIC GROSS REVENUE GROWTH (RETRACTION)

Segment	Q3 18	YTD	Q3 18	YTD	Q3 18	YTD	Q3 18	YTD	Q3 18	YTD
Infrastructure	1.5%	2.9%	1.3%	(0.9%)	6.2%	4.5%	(4.9%)	(2.9%)	18.7%	23.1%

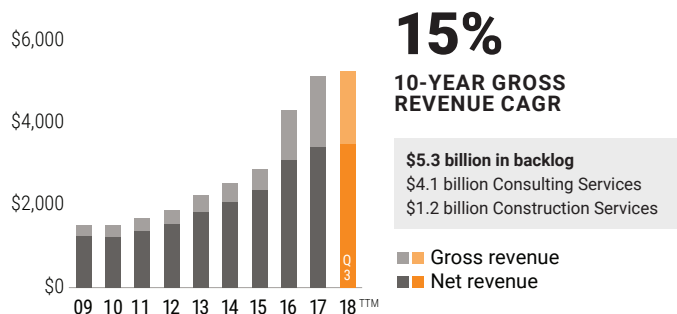
Q3 2018 ORGANIC NET REVENUE GROWTH (RETRACTION)

Segment	Q3 18	YTD	Q3 18	YTD	Q3 18	YTD	Q3 18	YTD	Q3 18	YTD
Infrastructure	(1.4%)	(0.5%)	(3.6%)	(3.2%)	0.2%	2.5%	1.7%	1.8%	25.9%	26.7%

Proven Track Record

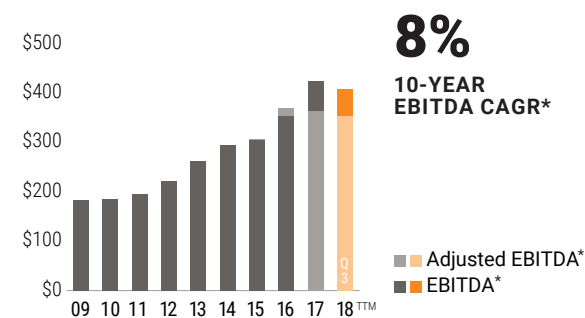
Gross Revenue and Net Revenue

millions (C\$)



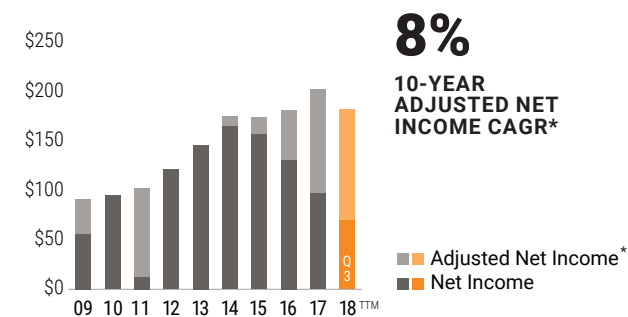
EBITDA

millions (C\$)



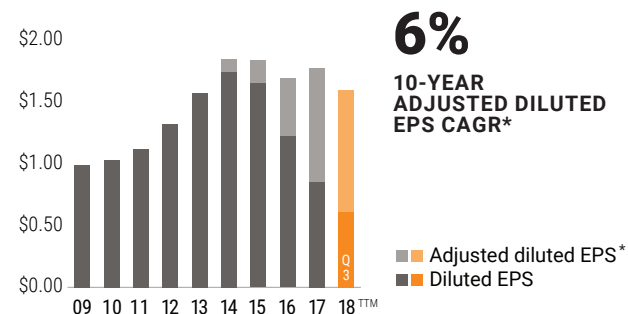
Net Income

millions (C\$)



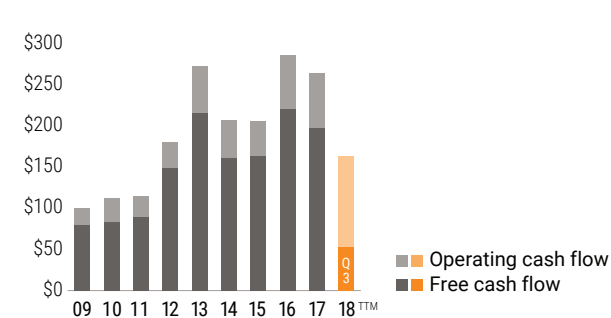
Diluted EPS

(C\$)



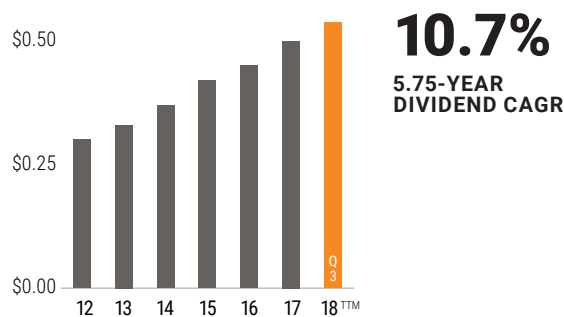
Cash Flow

millions (C\$)



Dividend Growth

(C\$)



2018 Annual Targets

CONSULTING SERVICES:

- ✓ **54.2%** Gross margin as a % of net revenue **Between 53% and 55%**
- ✓ **41.5%** Administrative and marketing expenses as a % of net revenue **Between 41% and 43%**
- ✓ **12.7%** EBITDA as a % of net revenue **Between 11% and 13%**

- ✓ Met or performed better than target.
- ✗ Did not meet target.

CAUTIONARY STATEMENTS

Our public communications contain non-IFRS measures and often include written or verbal forward-looking statements. Forward-looking statements include disclosures regarding anticipated financial performance, possible events, conditions, or results of operations that are based on assumptions about future economic conditions or courses of action and include future-oriented financial information. By their nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties. For full details of risk factors, forward looking statements, and non-IFRS measures see our 2018 third quarter report and our 2017 Annual Report.

To learn more, please visit stantec.com/investors

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*Diluted EPS, adjusted diluted EPS, and dividends prior to 2014 have been restated for 2014 stock split. 2009 and 2011 diluted EPS and net income were adjusted for goodwill impairment. Adjusted diluted EPS, EBITDA, adjusted EBITDA, and adjusted net income are non-IFRS measures. Gross and net revenue were accounted for using IAS 11 in 2017 and IFRS 15 in 2018.