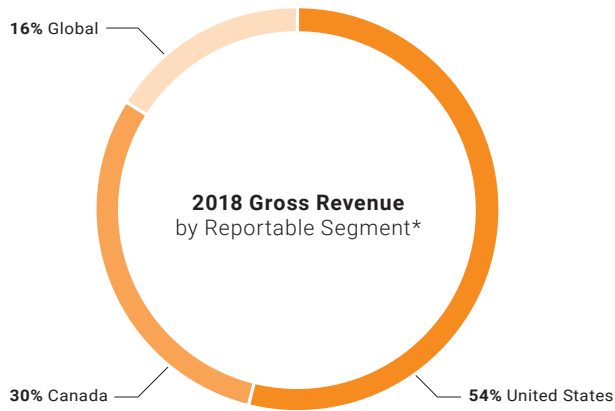
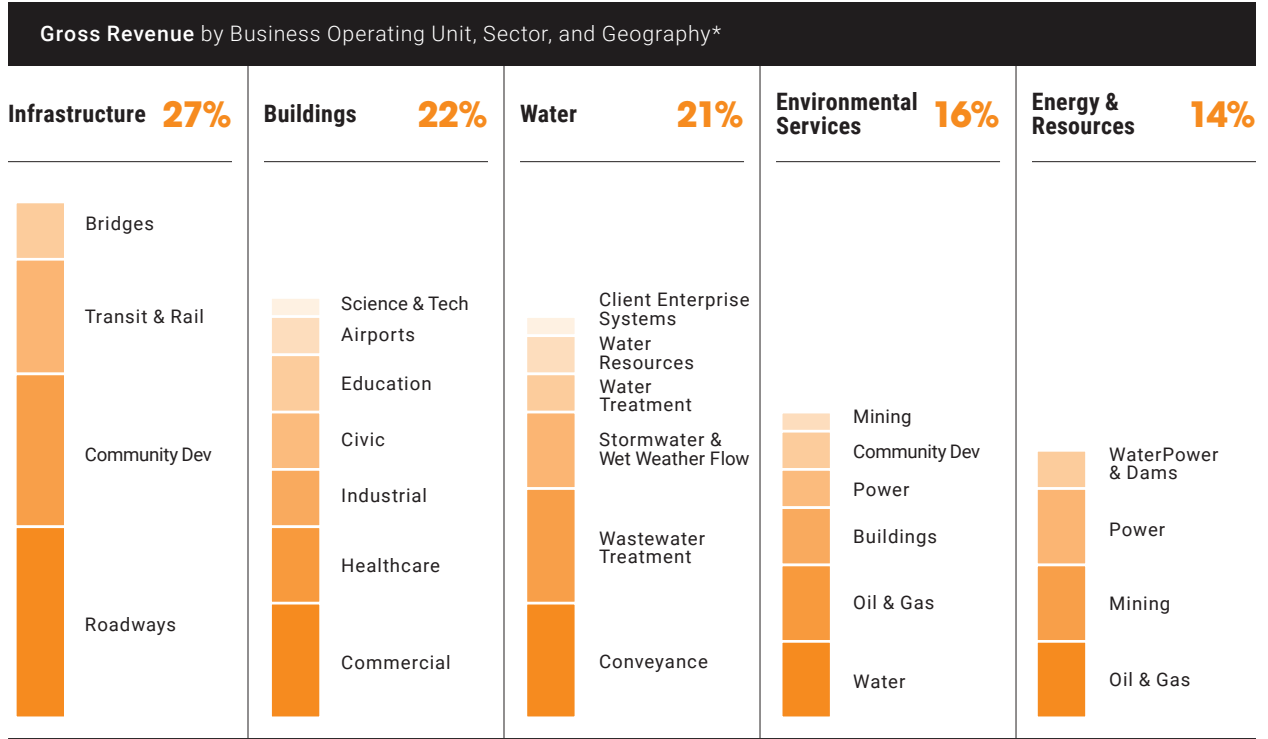


Q4 and Full Year 2018 Investor Fact Sheet



*Percent of Consulting Services gross revenue

2018 Organic Net Revenue Growth by Reportable Segment							
OVERALL							
Q4 18		YTD		Q4 18		YTD	
3.5%		3.3%					
CANADA		UNITED STATES		GLOBAL			
Q4 18	YTD	Q4 18	YTD	Q4 18	YTD		
1.7%	3.7%	4.0%	2.5%	5.4%	5.4%		
CLIENT TYPE							
■ Public ■ Private							
Public		Private		Public		Private	
1.2%		(0.1%)		0.0%		(2.5%)	

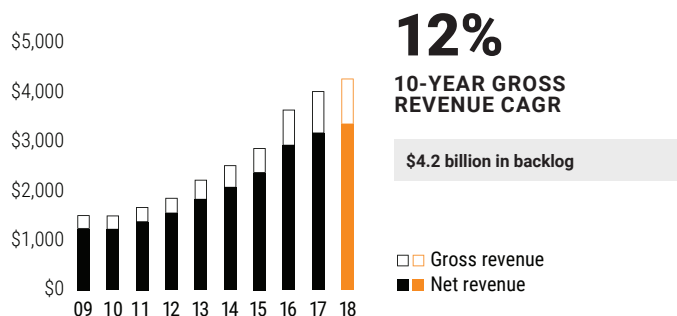


*As an approximate percentage of 2018 gross revenue

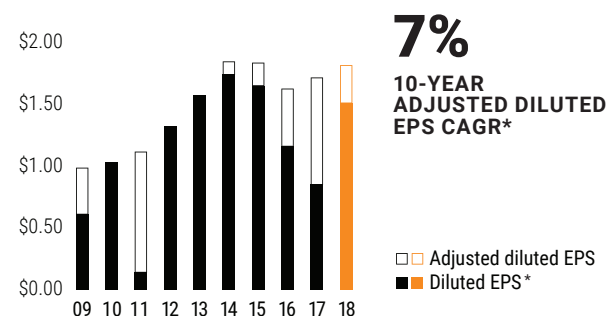
CLIENT TYPE											
■ Public ■ Private											
Public			Private			Public			Private		
5.1%			3.4%			5.1%			0.5%		
0.3%			3.5%			(2.9%)			(2.9%)		
12.4%			20.2%								
2018 ORGANIC GROSS REVENUE GROWTH (RETRACTION)											
QTD		YTD		QTD		YTD		QTD		YTD	
5.1%	3.4%	5.1%	0.5%	0.3%	3.5%	(2.9%)	(2.9%)	12.4%	20.2%		
2018 ORGANIC NET REVENUE GROWTH (RETRACTION)											
QTD		YTD		QTD		YTD		QTD		YTD	
1.2%	(0.1%)	0.0%	(2.5%)	4.7%	3.0%	3.2%	2.2%	11.7%	22.7%		

Proven Track Record

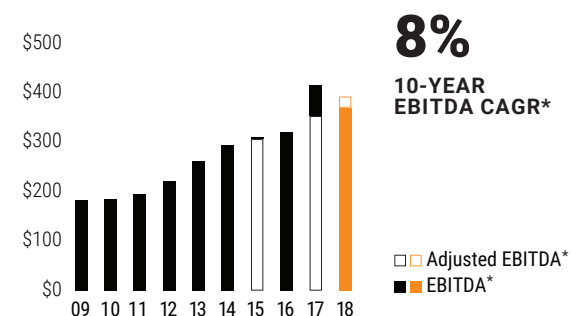
Gross Revenue and Net Revenue (millions (C\$))



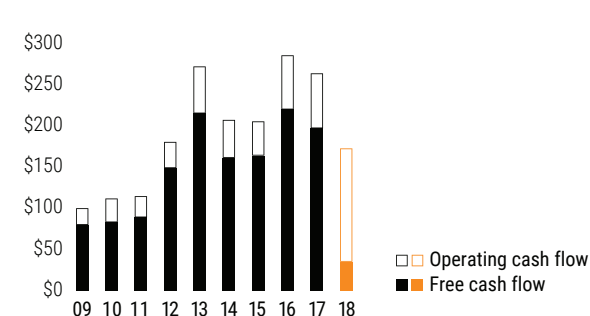
Diluted EPS (C\$)



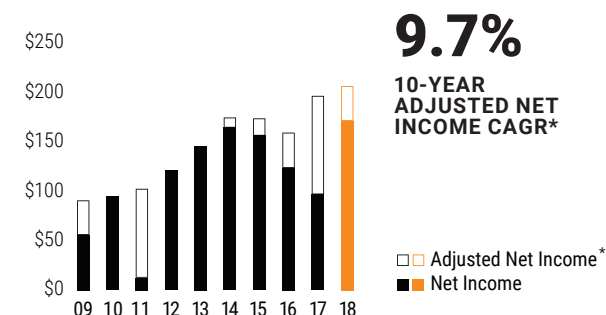
EBITDA (millions (C\$))



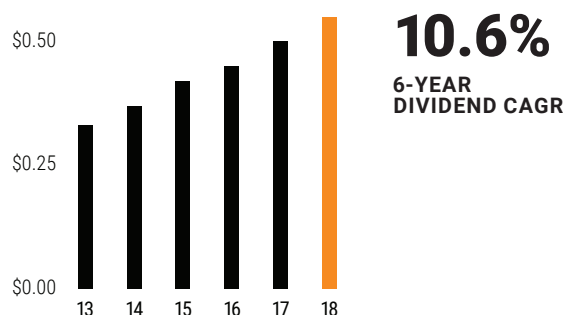
Cash Flow (millions (C\$))



Net Income (millions (C\$))



Dividend Growth (C\$)



2019 Annual Targets

CONSULTING SERVICES:

Gross margin as a % of net revenue
Between 53% and 55%

Administrative and marketing expenses as a % of net revenue
Between 41% and 43%

EBITDA as a % of net revenue
Between 11% and 13%

Net income as % of net revenue
At or above 5%

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 Annual Report.

To learn more, please visit stantec.com/investors

*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 discussed in the Definition section of the 2018 Annual Report. Financial results for 2018 and years prior have been restated to reflect the impact of accounting for Construction Services as discontinued operations.

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