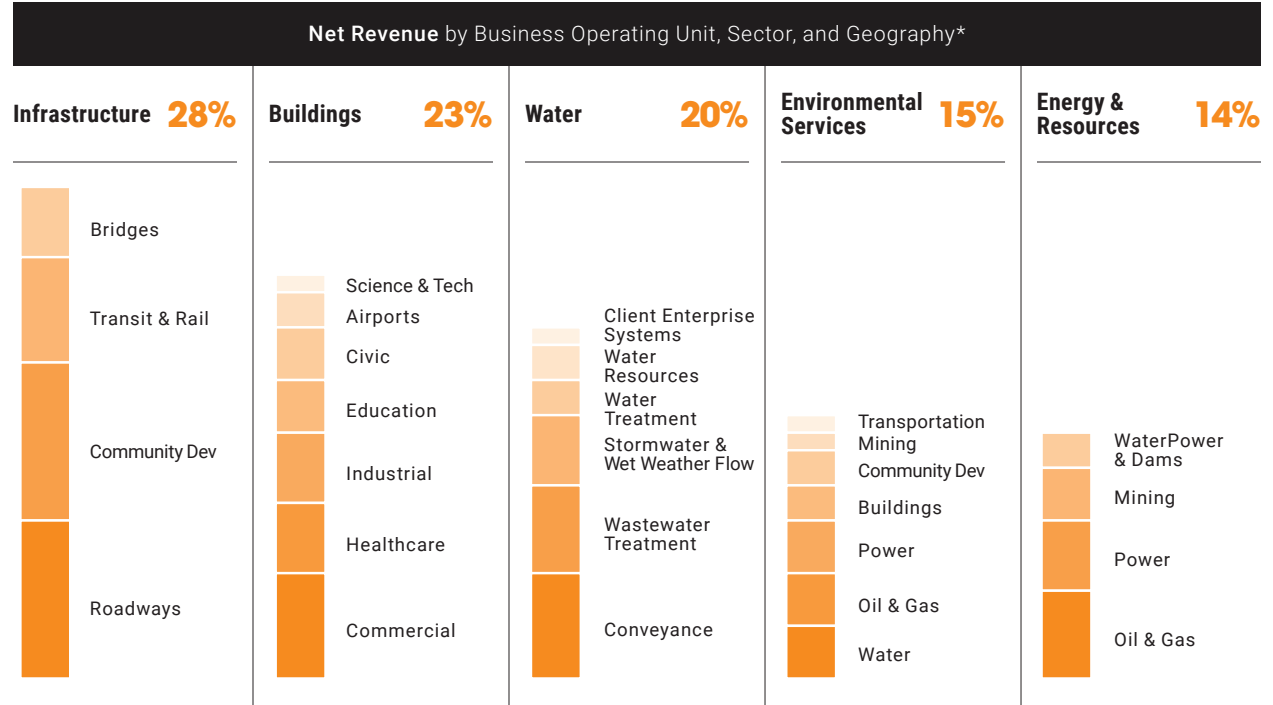
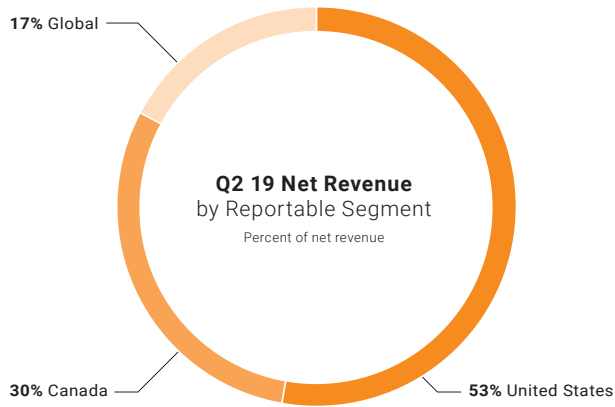


Second Quarter 2019  
**Investor Fact Sheet**


\*As an approximate percentage of Q2 19 net revenue

**CLIENT TYPE\*\***

Public Private



\*\*Based on 2018 gross revenue

**Q2 19 Organic Net Revenue Growth by Reportable Segment**

OVERALL					
Q2 19		YTD			
<b>2.3%</b>		<b>2.4%</b>			
CANADA		UNITED STATES		GLOBAL	
Q2 19	YTD	Q2 19	YTD	Q2 19	YTD
<b>(3.6%)</b>	<b>(1.7%)</b>	<b>4.9%</b>	<b>3.7%</b>	<b>6.3%</b>	<b>7.2%</b>

**CLIENT TYPE\*\*** Public Private

**ORGANIC GROSS REVENUE GROWTH (RETRACTION)**

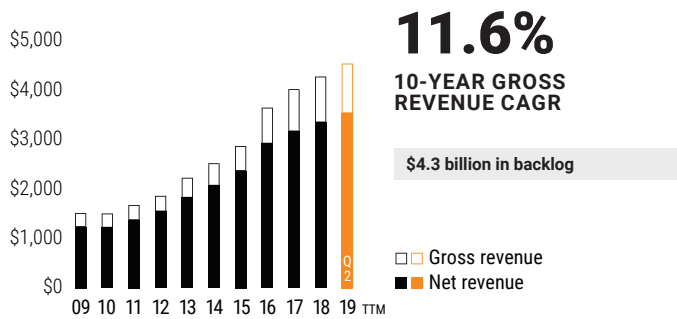
Q2 19	YTD	Q2 19	YTD	Q2 19	YTD	Q2 19	YTD	Q2 19	YTD
<b>9.5%</b>	<b>8.5%</b>	<b>(1.9%)</b>	<b>0.0%</b>	<b>6.6%</b>	<b>5.8%</b>	<b>9.2%</b>	<b>5.5%</b>	<b>(2.0%)</b>	<b>0.9%</b>

**ORGANIC NET REVENUE GROWTH (RETRACTION)**

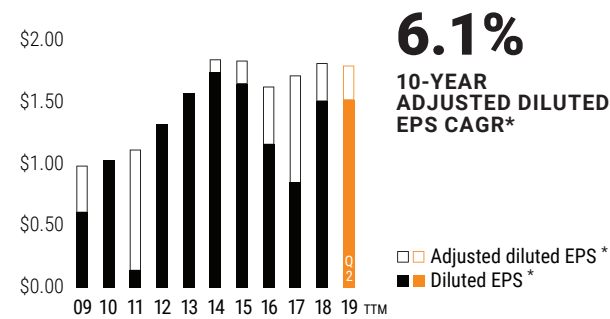
Q2 19	YTD	Q2 19	YTD	Q2 19	YTD	Q2 19	YTD	Q2 19	YTD
<b>3.4%</b>	<b>3.7%</b>	<b>(0.4%)</b>	<b>0.5%</b>	<b>1.3%</b>	<b>0.3%</b>	<b>13.8%</b>	<b>10.9%</b>	<b>(4.9%)</b>	<b>(1.8%)</b>

## Proven Track Record

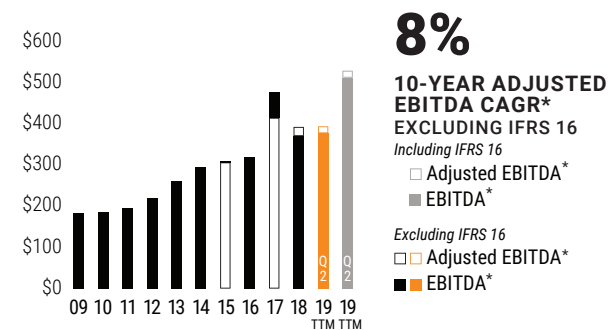
Gross Revenue and Net Revenue (millions (C\$))



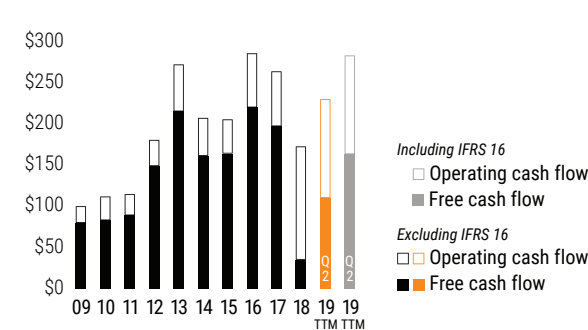
Diluted EPS (C\$)



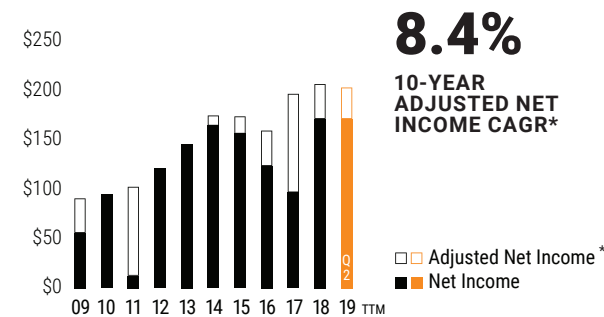
EBITDA\* (millions (C\$))



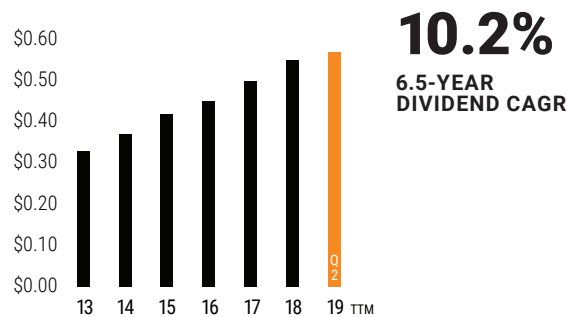
Cash Flow\* (millions (C\$))



Net Income (millions (C\$))



Dividend Growth (C\$)



## 2019 Annual Targets\*

- 54.2%** Gross margin as a % of net revenue  
**53% to 55%**
- 39.3%** Administrative & marketing expenses as a % of net revenue  
**37% to 39%\***
- 14.7%** Adjusted EBITDA as a % of net revenue  
**15% to 17%\***
- 5.7%** Adjusted net income as % of net revenue  
**At or above 6.0%\***

\*Revised for the adoption of IFRS 16.

## 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 2019 second quarter report.

To learn more, please visit [stantec.com/investors](http://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, adjusted net income and measures excluding IFRS 16 are non-IFRS measures discussed in the Definition section of the 2018 annual report and 2019 second quarter report. The financial results reflect the continuing operations of the company, except for cash flow which is on a consolidated basis.