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# Investor Presentation

May 2020

Joint Venture with Snøhetta  
Temple University – Charles Library  
Philadelphia, Pennsylvania, USA  
Photo credit: Michael Grimm

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# Cautionary Note Regarding Forward-Looking Statements

Certain statements contained in this presentation constitute forward-looking information and statements within the meaning of applicable securities law (collectively, "forward-looking statements"). Forward-looking statements in this presentation include, but are not limited to: our financial targets (including our annual net revenue growth, adjusted EBITDA, and net income targets; employee count; and ROIC target), our anticipated business and geographical mix, our expectations regarding economic and industry trends in the sectors and regions in which we operate, our acquisition strategy, our capital deployment strategy, and our overall growth strategy. These statements provide information about management's current expectations and plans relating to the future. Readers are cautioned that this information may not be appropriate for other purposes. Stantec does not undertake any obligations to publicly update or revise any forward-looking statements except as required by law.

By their nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties. Readers are cautioned not to place undue reliance on our forward-looking statements since a number of factors could cause actual future results, conditions, actions, or events to differ materially from the targets, expectations, estimates, or intentions expressed in these forward-looking statements. Risk factors include, but are not limited to, the risk of an economic downturn, decreased spending in the private and/or public sectors, changing market conditions for Stantec's services, and the risk that Stantec fails to capitalize on its strategic initiatives. Investors and the public should carefully consider these factors, other uncertainties, and potential events, as well as the inherent uncertainty of forward-looking statements when relying on these statements to make decisions about our company. For more information about how other material risk factors could affect our results, please refer to the Risk Factor section in our 2019 Annual Report and Q1 2020 Management's Discussion and Analysis incorporated herein by reference. Readers can access these documents by visiting EDGAR on the SEC website at [sec.gov](http://sec.gov) or by visiting the CSA website at [sedar.com](http://sedar.com) or on Stantec's website at [stantec.com](http://stantec.com).

In determining our forward-looking statements, we consider material factors including assumptions about the performance of the Canadian, US, and global economies in 2020 and beyond and their effect on our business. These key factors and assumptions are outlined thoroughly in our press release dated December 3, 2019. Unless otherwise indicated, all amounts expressed in Canadian dollars.



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# Stantec at a glance

**STN**  
TSX & NYSE

**350**  
Locations Worldwide

**CDN \$4.7B<sup>(2)</sup>**  
Market Cap

**22,000**  
Employees Globally

**CDN \$3.8B**  
Annual Net Revenue <sup>(1)</sup>

**65 YEARS**  
Of Uninterrupted Profitability

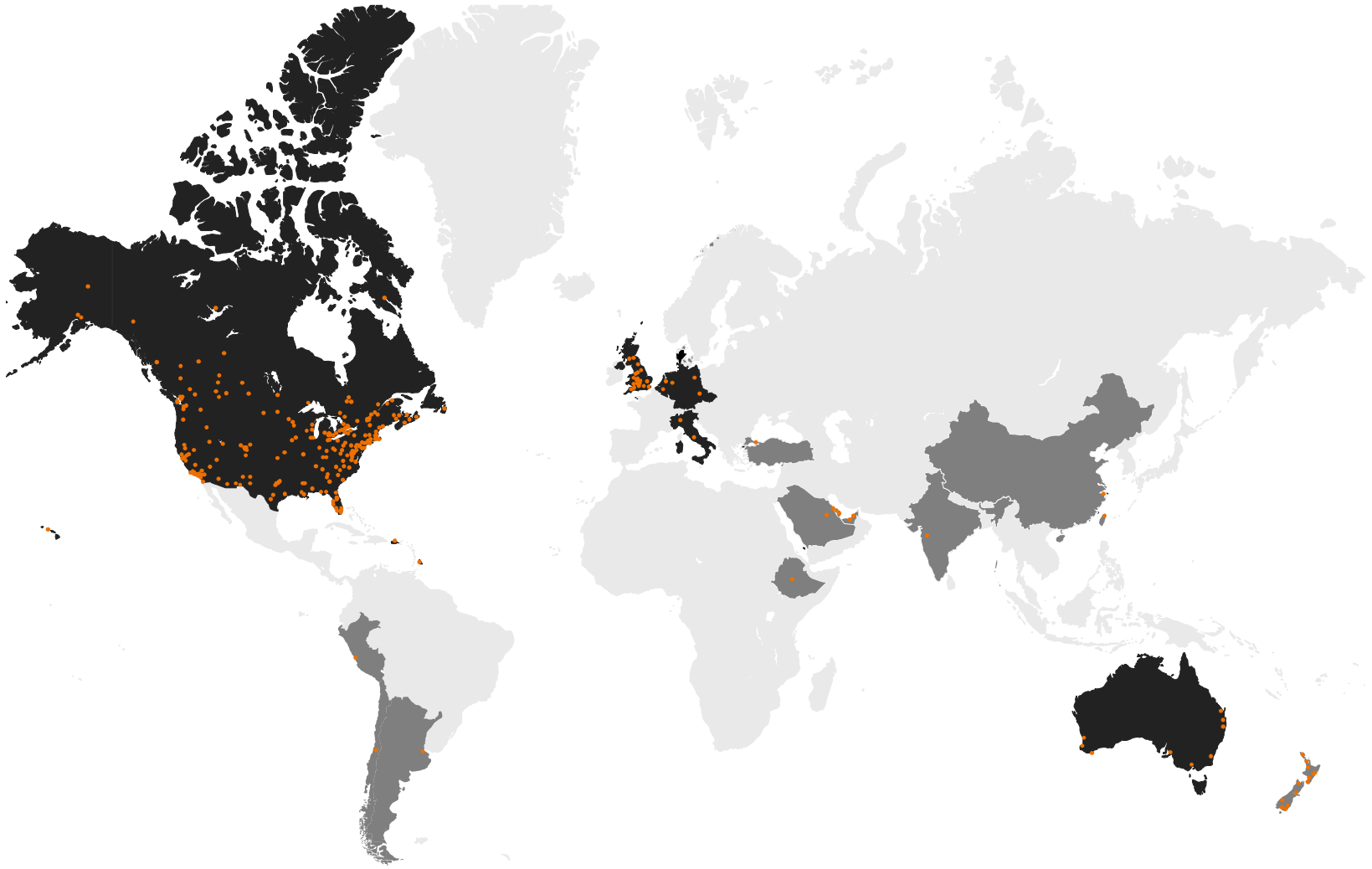
(1) TTM Q1 2020  
(2) As of May 11, 2020



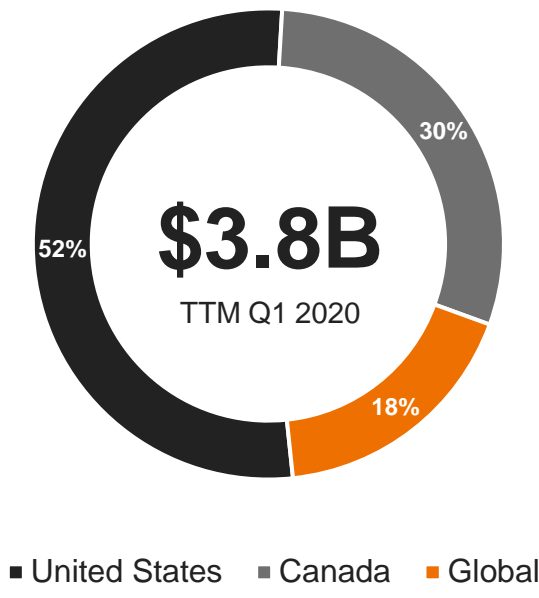
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# Where we are



Distribution of Net Revenue





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# What we do

## Design & Engineering Services

For everything from small local projects to iconic mega projects

### BUSINESS OPERATING UNITS (TTM Q1 2020 Net Revenue)



**INFRASTRUCTURE**

**\$1,062M**



**BUILDINGS**

**\$843M**



**WATER**

**\$745M**



**ENVIRONMENTAL  
SERVICES**

**\$574M**



**ENERGY &  
RESOURCES**

**\$538M**



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# Infrastructure

Q1 2020

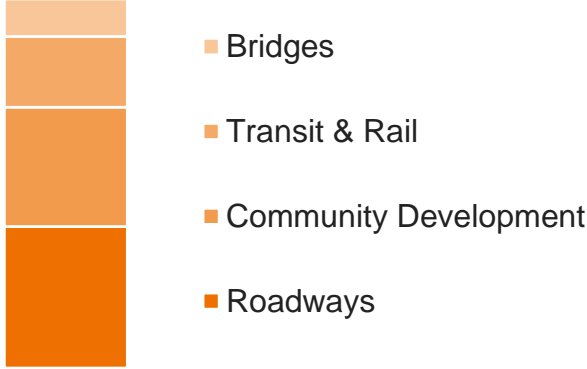
Organic net revenue growth **1.5%**

Net revenue growth **1.8%**

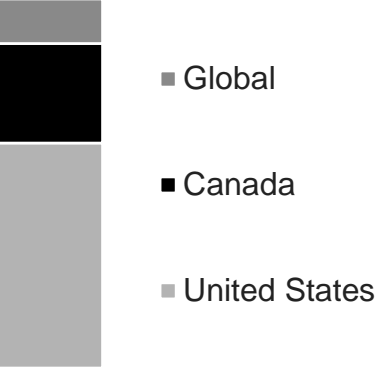
% of Net Revenue  
Q1 2020



Net revenue by sector  
Q1 2020



Net revenue by geography  
Q1 2020





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# Buildings

Q1 2020

Organic net revenue growth

1.0%

Net revenue growth

7.4%

% of Net Revenue  
Q1 2020



Net revenue by sector  
Q1 2020

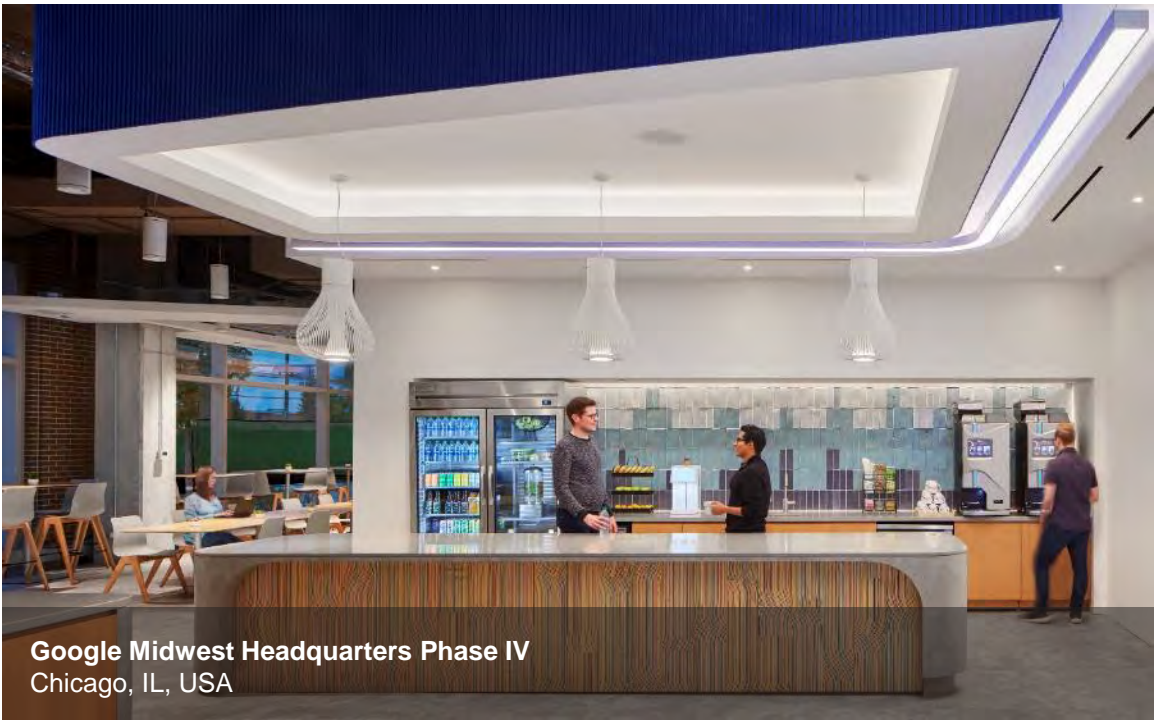


- Science & Technology
- Airports & Aviation
- Education
- Civic
- Healthcare
- Industrial
- Commercial

Net revenue by geography  
Q1 2020



- Global
- Canada
- United States



Google Midwest Headquarters Phase IV  
Chicago, IL, USA



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# Water

Q1 2020

Organic net revenue growth

5.7%

Net revenue growth

5.6%

% of Net Revenue  
Q1 2020

20%

Net revenue by sector  
Q1 2020



- Client Enterprise Systems
- Water Treatment
- Stormwater
- Water Resources
- Wastewater Treatment
- Conveyance

Net revenue by geography  
Q1 2020



- Global
- Canada
- United States



Hyperion Advanced Water Purification Facility  
Del Mar, Playa del Rey, CA, USA



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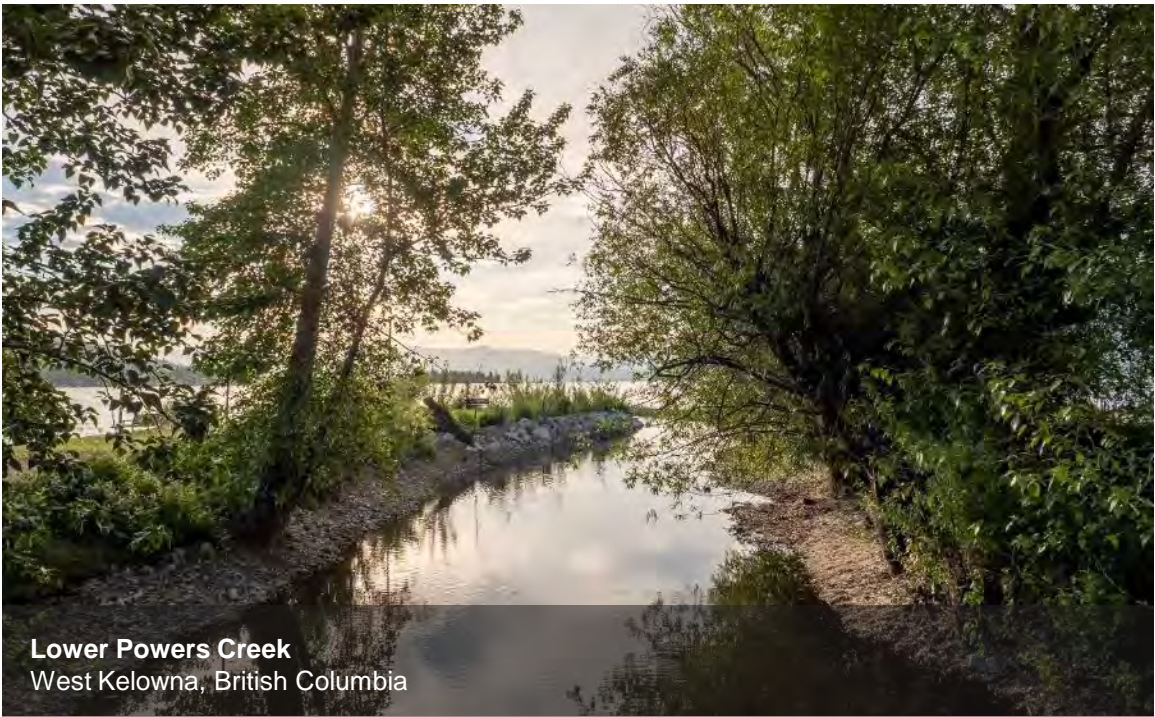
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# Environmental Services

Q1 2020

Organic net revenue growth **6.3%**

Net revenue growth **6.5%**

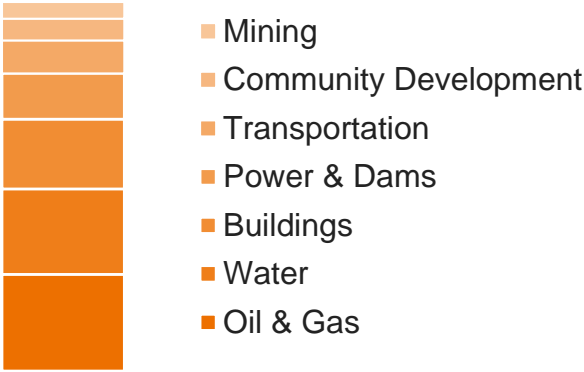


Lower Powers Creek  
West Kelowna, British Columbia

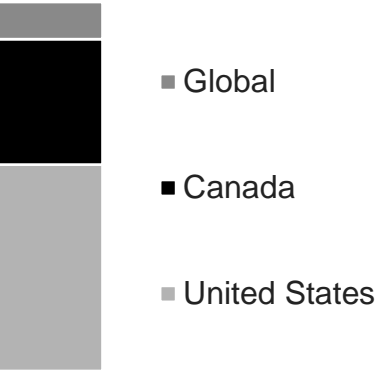
% of Net Revenue  
Q1 2020



Net revenue by sector  
Q1 2020



Net revenue by geography  
Q1 2020





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# Energy & Resources

Q1 2020

Organic net revenue growth **10.5%**

Net revenue growth **9.9%**

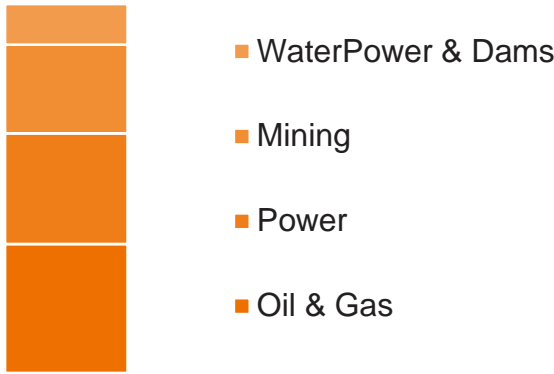


Dokie Wind Energy Project  
British Columbia

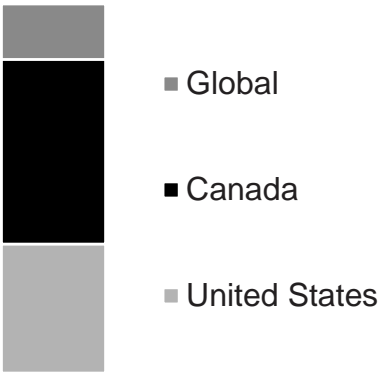
% of Net Revenue  
Q1 2020



Net revenue by sector  
Q1 2020



Net revenue by geography  
Q1 2020





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# COVID-19

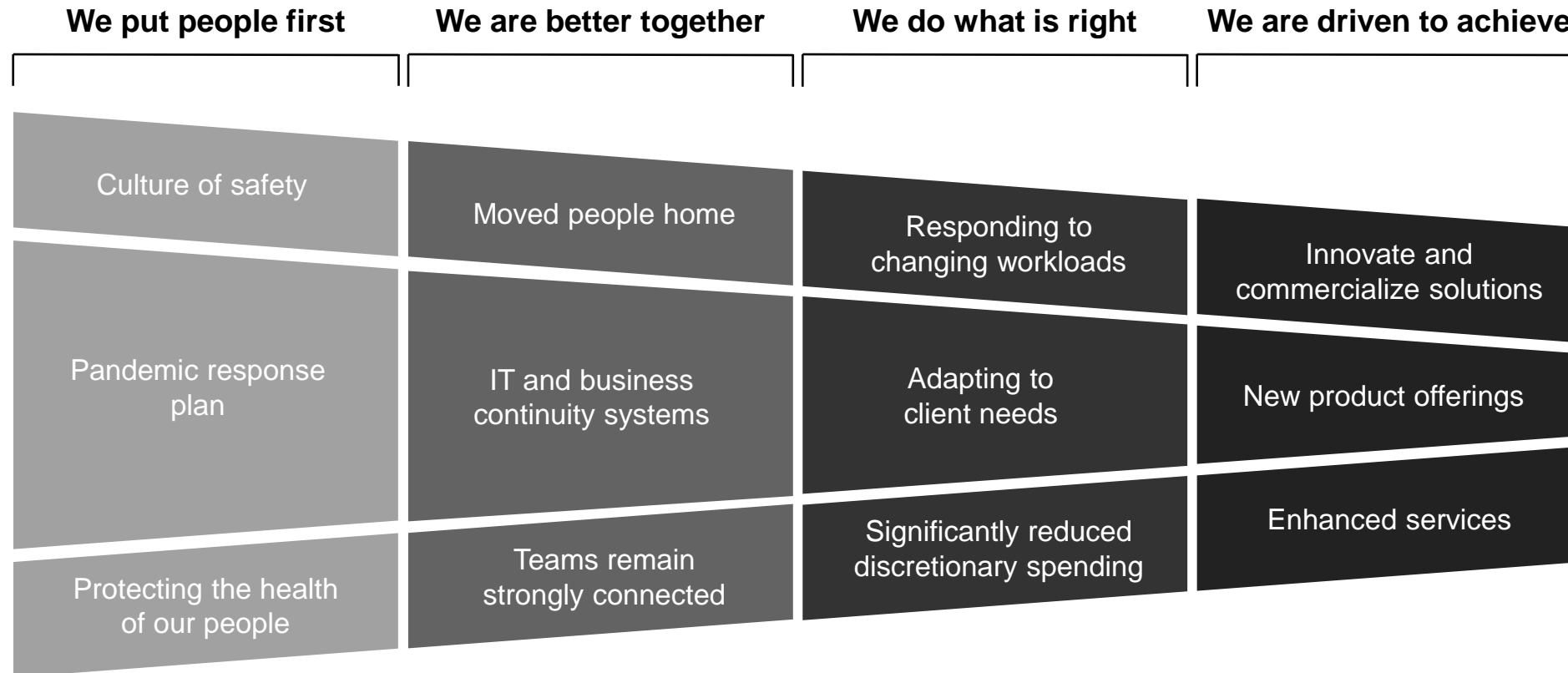
Bridge Replacement Design for a Structure on Sturgeon Road over Sturgeon Creek  
Winnipeg, Manitoba, Canada



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# Values-Based Response to COVID-19






**Keeping our people and communities safe while remaining connected and delivering innovative solutions to our clients' challenges**

# Key Drivers by Business Operating Unit

COVID-19 Impact	Business Operating Unit	% of Net Revenue (Q1 2020)	Key Drivers
<p><b>Less Impacted</b></p> <p><b>Degree of Impact</b></p> <p><b>More Impacted</b></p>	Water	<b>20%</b>	<ul style="list-style-type: none"> <li>▲ Multi-year frameworks for water utilities in UK and AUS; acceleration of UK AMP contract awards</li> <li>▲ Likely to benefit if governments implement stimulus programs</li> <li>▲ Investment drivers – climate change, water availability, sustainability.</li> </ul>
	Infrastructure	<b>28%</b>	<ul style="list-style-type: none"> <li>▲ Majority of projects are continuing as “essential” aside from slowdown in community development</li> <li>▲ Likely to benefit if governments implement stimulus programs</li> <li>— Investment drivers – state of good repair, urbanization, transportation, mass transit, etc.</li> </ul>
	Buildings	<b>23%</b>	<ul style="list-style-type: none"> <li>▲ Actively assisting healthcare institutions and government agencies in addressing COVID-19</li> <li>▲ Post COVID-19 requirements for workplace, education and healthcare environments</li> <li>▼ Decrease in commercial and hospitality projects</li> <li>— Investment drivers – healthcare, remote education / office working, connectivity</li> </ul>
	Environmental Services	<b>14%</b>	<ul style="list-style-type: none"> <li>▲ Opportunities to develop greenfield sites will increase post COVID-19, renewable energy surge</li> <li>▼ Largely funded by private sector: energy &amp; resource, industrial sector and land development</li> <li>— Investment drivers – environmental stewardship as a public priority in most jurisdictions</li> </ul>
	Energy & Resources	<b>15%</b>	<ul style="list-style-type: none"> <li>▲ Midstream projects are continuing</li> <li>▼ Upstream oil &amp; gas projects delayed due to price of oil; &lt;1% of Q1 net revenue</li> <li>— Investment drivers – commodity prices, climate change, energy transition, green policies</li> </ul>

**Public sector revenue >50% | Variable fee revenue >50%**

# Q2 2020 Net Revenue Outlook

Geographic Region	% of Net Revenue (Q1 2020)	Key Drivers
 <b>United States</b>	<b>53%</b>	<ul style="list-style-type: none"> <li>▲ Net revenues expected to be consistent with Q1 20</li> <li>▲ Expect continuing benefit of US/Canadian exchange rate</li> </ul>
 <b>Canada</b>	<b>29%</b>	<ul style="list-style-type: none"> <li>▼ Expect nominal net revenue retraction from Q1 20</li> <li>▲ Ramp-up of major transportation projects</li> </ul>
 <b>Global</b>	<b>18%</b>	<ul style="list-style-type: none"> <li>▼ Some delays in private sector work expected</li> <li>▲ Partially offset by recent project awards in Water</li> </ul>

**Nominal organic net revenue retraction expected for Q2 20, partially offset by US/Canadian exchange rate**



# 2020 Outlook – Guidance Withdrawn

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## Net Revenue

- Unable to reliably forecast net revenues for second half of 2020
- 

## Project Execution

- Committed to continued strong project execution
  - Monitoring quality of utilization
  - Less than 50% of contracts are fixed fee
- 

## Cost Management

- Voluntary compensation reductions at Board and Senior Leadership levels
  - Staffing strategies implemented while preserving quality of workforce
  - Significantly reduced discretionary spending
-



# 2020 Outlook – Liquidity and Capital Allocation

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## Leverage

- Expect to remain within internal guideline of 1.0x to 2.0x net debt to adjusted EBITDA
  - No near-term debt maturities
  - More than 70% of debt is floating rate
- 

## Liquidity

- >\$250 million available liquidity on committed revolving credit facility
  - \$600 million additional funding available through accordion feature
- 

## Capital Allocation

- Non-essential capital expenditures on hold
  - M&A activity on hold
  - Dividend re-affirmed
  - Share buy back activity slowed
- 

**Continued balance sheet strength and disciplined capital deployment**



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# ESG leadership that drives value





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# Environmental leadership

## Stewardship and innovation that drives value

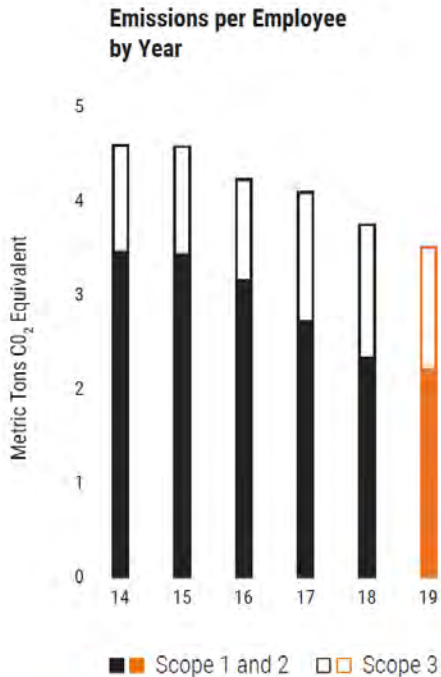
Stantec's recognized leadership in sustainable design helps us win projects

## Reducing our impact:

In 2019 we achieved a 39% reduction in scope 1 and 2 emissions from our 2013 baseline – We expect to surpass our 2028 reduction target of 40%

## Recent accolades:

- **Corporate Knights 2020**  
Ranked as Top 100 Most Sustainable Companies in the World
- **CDP Climate Leader**  
2019 CDP score of A-
- **Top 100 Smart City Partners**  
Newsweek magazine



## Industry Recognition\*

**#1**

Green design firm for educational facilities

**#3**

Design firm in power for hydro plants

**#1**

International design firm for sewer and waste

**#7**

Environmental firm

**#2**

International design firm for water

**#9**

Design firm in power for wind power

**#2**

Green building firm

**#10**

Design firm in the world

**#3**

Design firm in North America

\*ENR – Engineering News-Record Magazine



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# Social leadership

## Embracing and engaging diverse groups

Improves the performance of our business and our ability to support clients

**SaferTogether:** A culture of safety

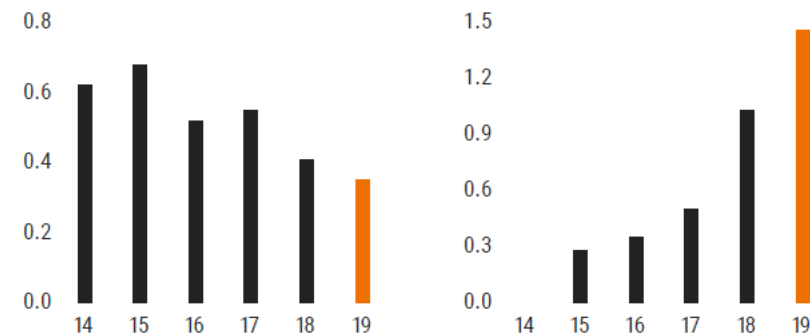
**Indigenous Communities:** Partnering and building capacity

**Inclusion and Diversity:** Targeting > 85% engagement

### Inclusion in:

- The Bloomberg Gender-Equality Index
- The Jantzi Social Index

## Safety Statistics by Year



### TRIR

A lagging indicator that tracks the number of recordable incidents that a company experiences during a year, normalized to 100 full-time employees.

A low TRIR score is desirable.

### LISI

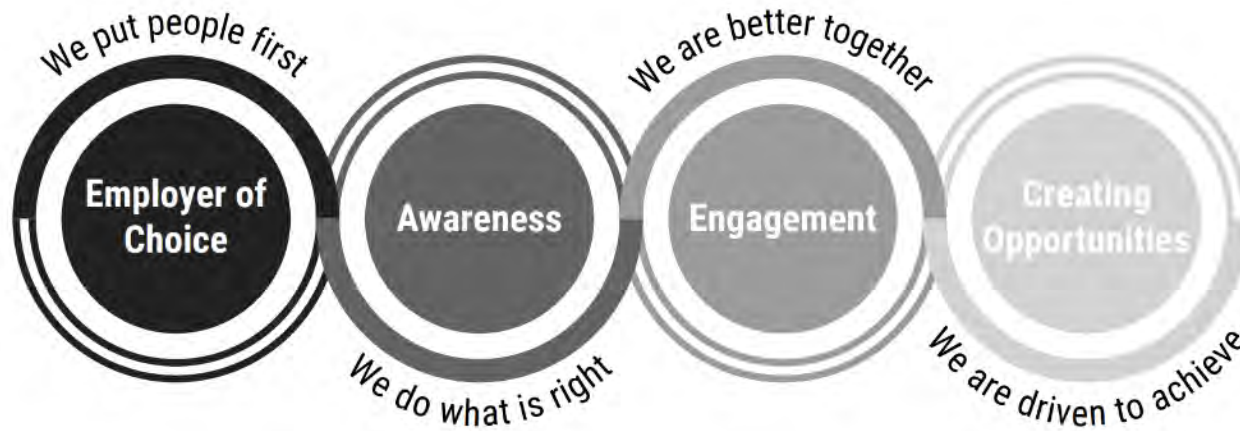
An index composed of leading indicators that measures proactive and preventive activities. Identifying leading indicators is intended to reduce the number of safety incidents that occur and to promote a proactive approach to health and safety.

A high LISI score is desirable.

# Strong governance

## A diverse board and values-based leadership

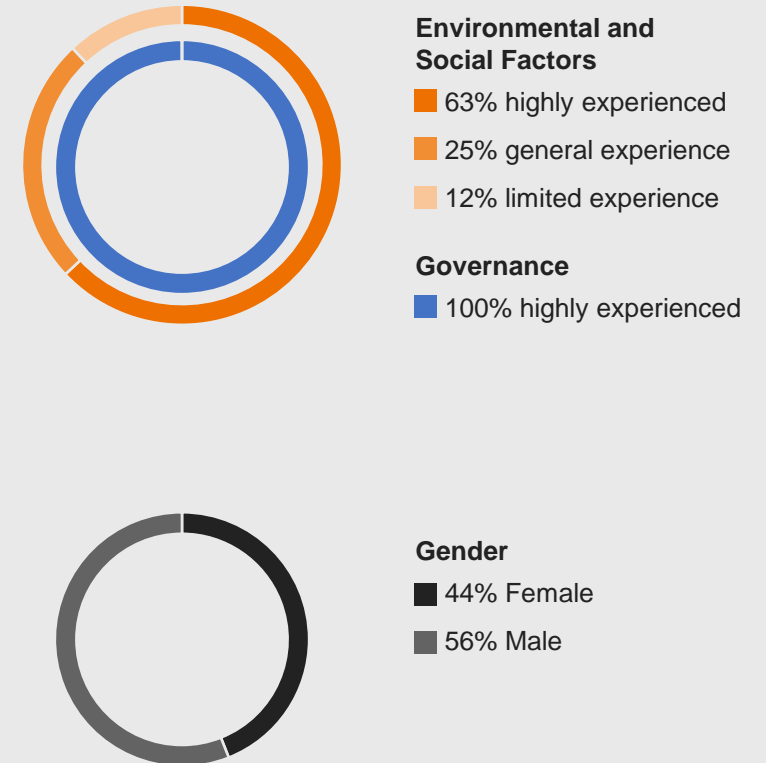
A board dominated by independent directors from exceptional backgrounds and leadership driven by clear values position Stantec for the future



### Business Conduct:

- 95% compliance with mandatory ethics training in 2019

## Board Composition and Experience





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# Our Strategic Plan

(Launched December 3, 2019)

SEVA résidences – foot bridge and marsh development  
Candiac, Québec



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# Our vision

To be a top 10 global design firm that maximizes long-term, sustainable value

Pure play  
design focus

Strong alignment  
with shareholders

Earnings growth

Disciplined capital  
allocation



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# Our opportunity

## Key Market Trends

Climate change, Urbanization, Geopolitics and breakthrough technology

## STRATEGIC GROWTH OPPORTUNITIES



COASTAL RESILIENCE

US \$300B<sup>1</sup>



ECOSYSTEM  
RESTORATION

US \$9,000B<sup>1</sup>



SMART CITIES AND  
URBAN PLACES

US \$1,700B<sup>2</sup>



ENERGY  
REMIX

US \$13,040B<sup>3</sup>

**US\$24T**

TOTAL SPEND IN  
THE NEXT DECADE



**US\$2T**

ADDRESSABLE  
ENGINEERING AND  
DESIGN SPEND

1) United Nations by 2030  
2) Navigant Research by 2030  
3) IEA by 2025

# Our strategy

To grow and diversify sustainably for the benefit of our clients, employees and shareholders.



## We will do this through

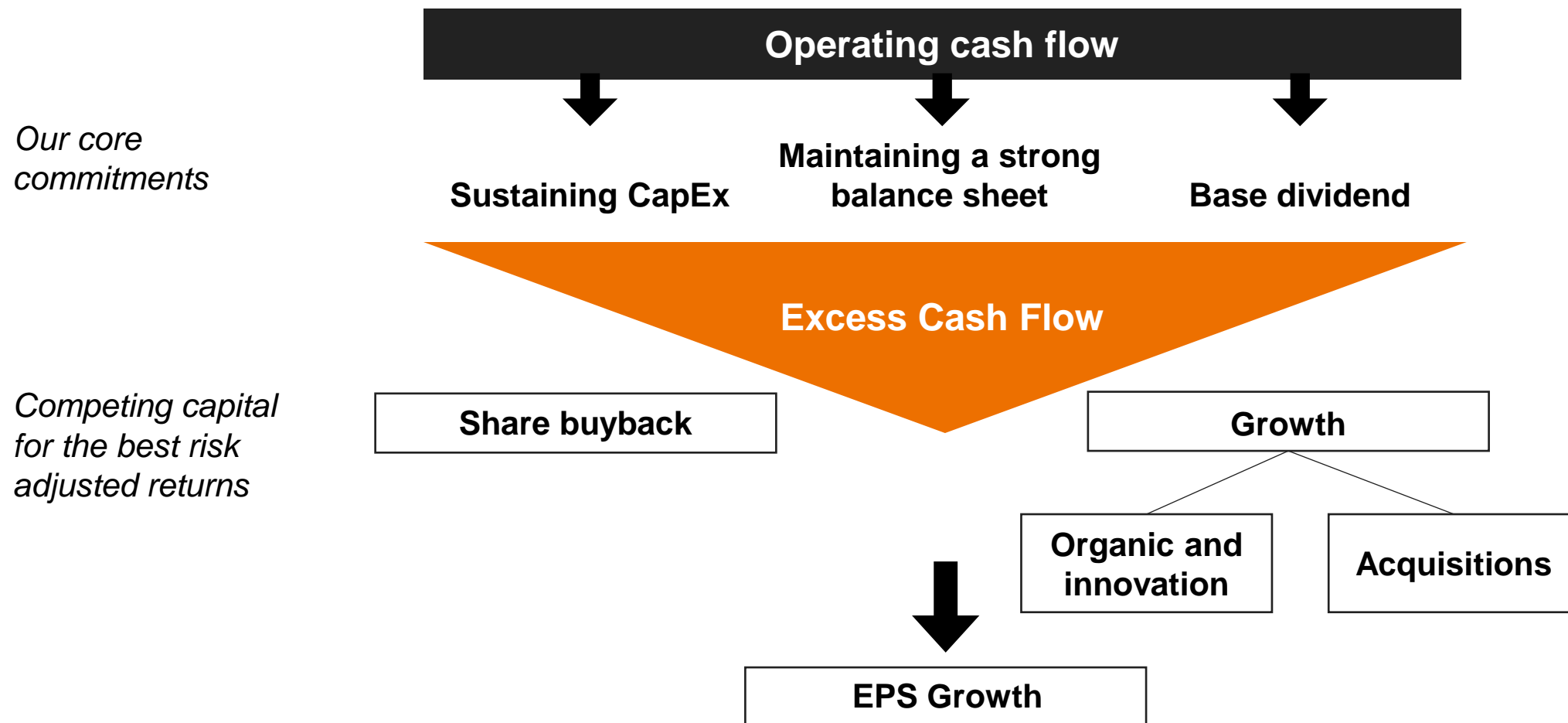
Strong execution, efficient operations, and disciplined capital allocation while delivering a great client experience.

## We will measure our success through

Strong earnings per share growth, improved returns on invested capital, balance sheet stability, employee engagement and client satisfaction.

# Our capital allocation philosophy

Focused on achieving the best risk adjusted returns





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# Our Targets

Ruwais Marina District  
Rumais, Abu Dhabi, UAE

Net revenue

**>10%**

CAGR

Adjusted  
EBITDA margin

**16-17%**

Of net revenue

Adjusted  
earnings per share

**>11%**

CAGR

Return on  
invested capital

**>10%**



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# Concluding Remarks

Fremont Water Pollution Control Center Expansion  
Fremont, OH, USA



# In Conclusion

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## End Market Resiliency

- ▲ Design and engineering sector proved to be resilient in previous downturns
- ▲ Well positioned to withstand impacts of pandemic due to geographic and business diversification
- ▲ Strong mix of public and high-quality private sector clients

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## Strong Financial Position

- ▲ Solid cash flow generation
- ▲ Prudent use of leverage
- ▲ Robust access to capital

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## Client Connection Remains Strong

- ▲ Team is delivering solutions to clients and communities that address COVID-19 constraints
- ▲ Innovating and commercializing solutions to address evolving needs
- ▲ Enhancing services with new product offering



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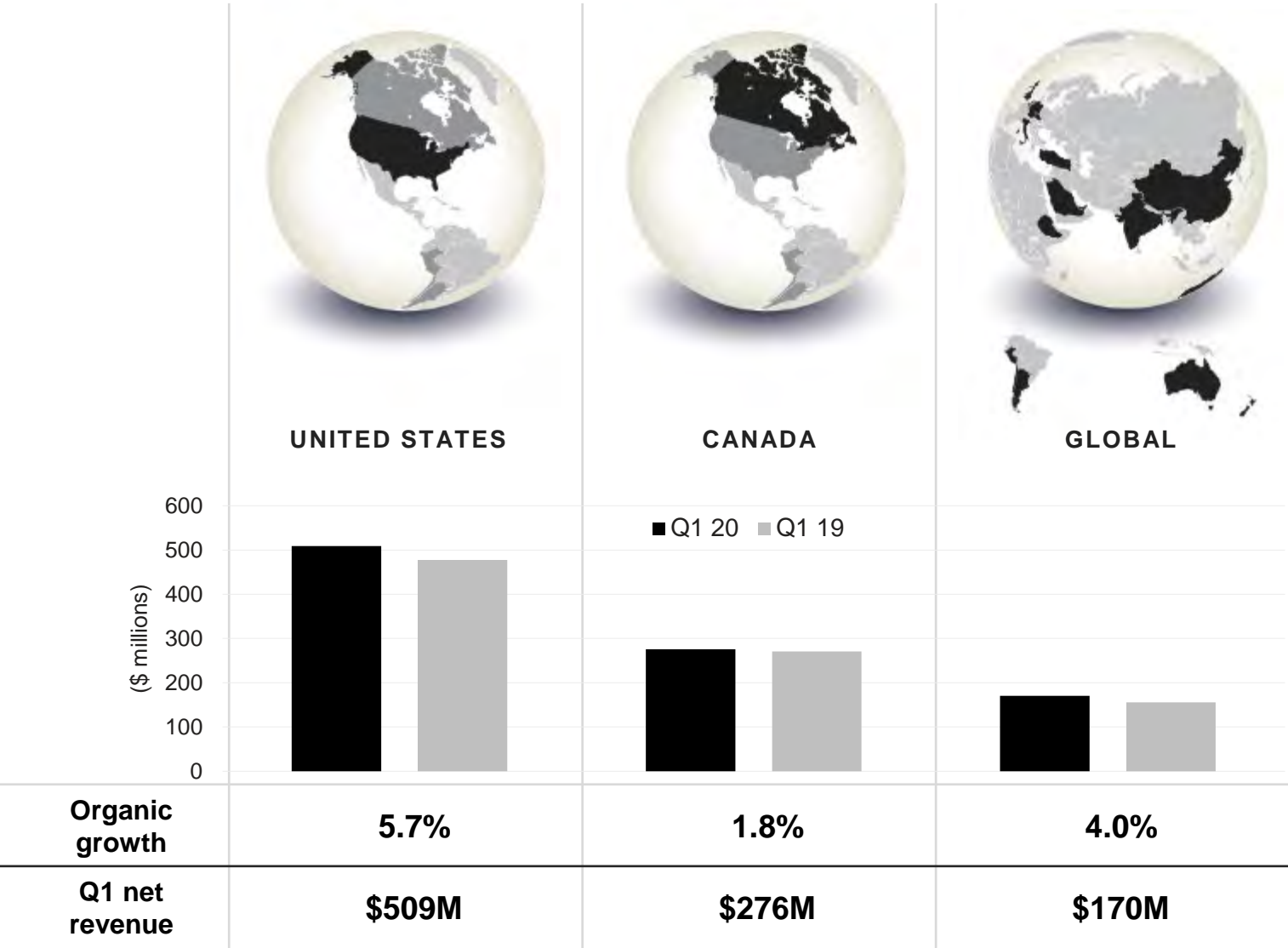
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# Q1 2020

Lyu-Chuan - Shin Sei Green Waterway  
Taichung City, Taiwan

# Net Revenue - Organic Growth Across All Geographies

Q1 2020



**5.7%**

Net revenue growth driven by:

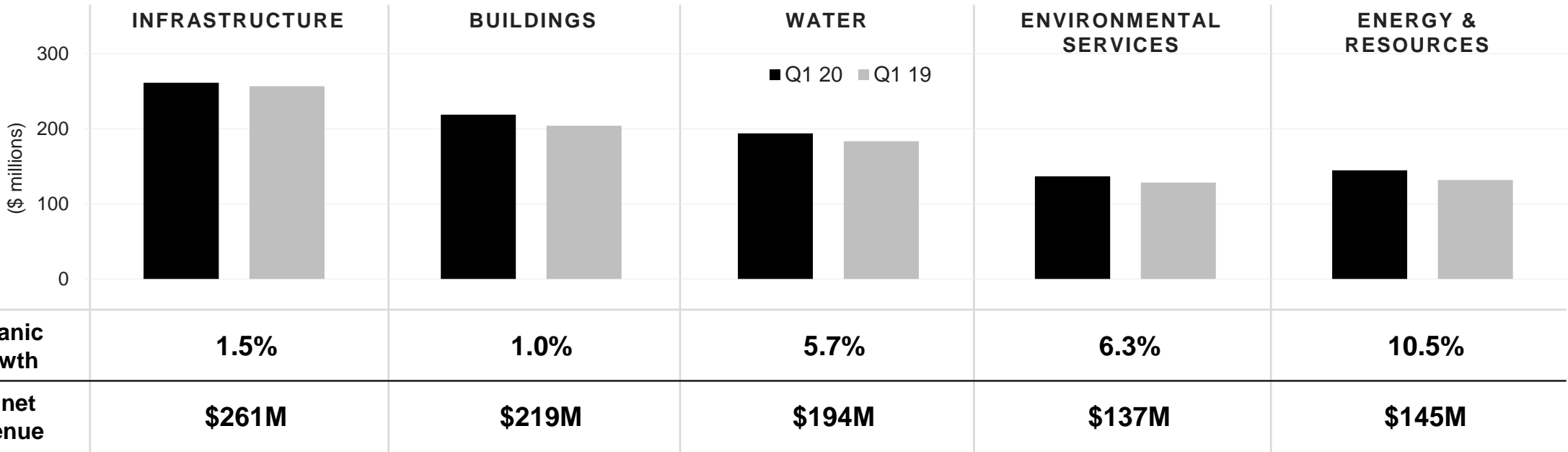
4.2% organic growth and

1.4% acquisition growth

**3.7%**

Increase in gross margin

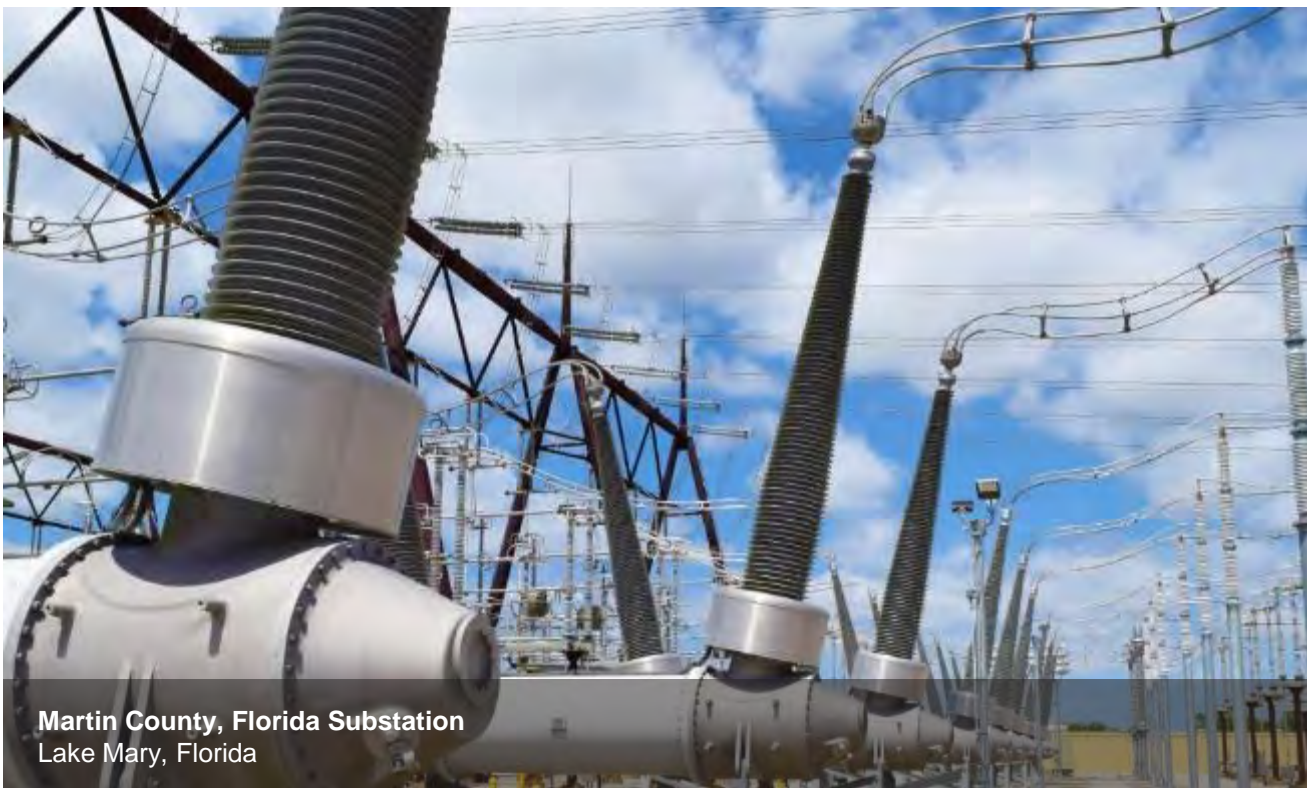
# Net Revenue - Organic Growth Across All Businesses



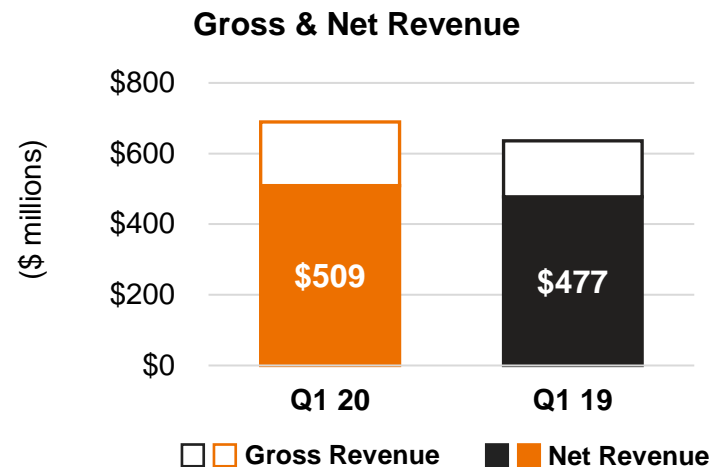
# United States

## 5.7% organic growth in Q1

- **Driven by:**
  - Water with the commencement of several large projects and continuation of existing programs
  - Buildings with robust activity from Industrial, Commercial, Retail, and Civic sectors
  - Mining as a major project ramped up
  - Environmental Services and Power & Dams as renewable, hydropower, and dam projects advanced
- **Partially offset by:**
  - Infrastructure due to localized challenges on certain community development projects



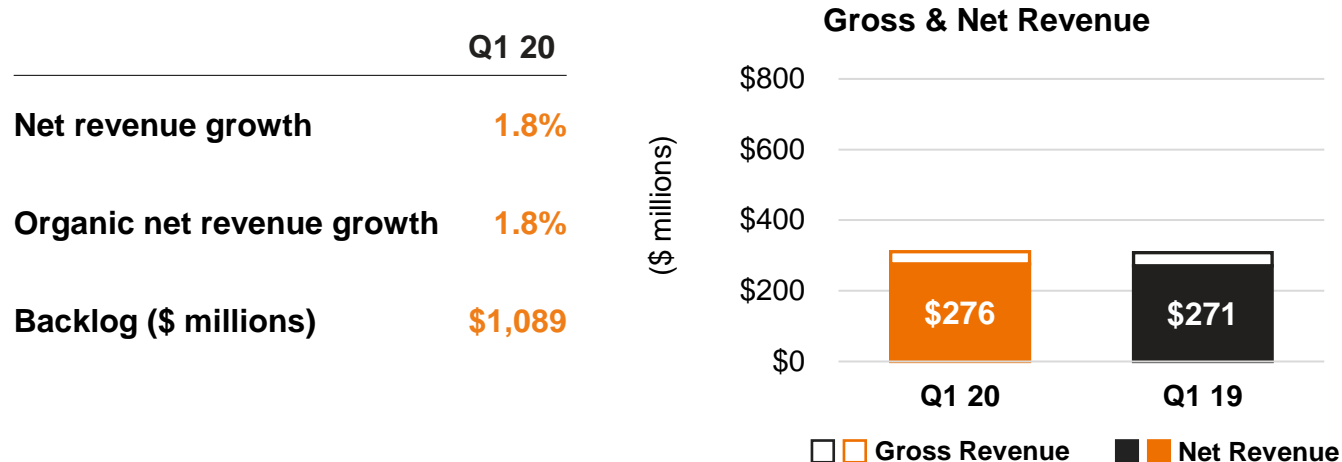
	Q1 20
Net revenue growth	6.6%
Organic net revenue growth	5.7%
Backlog (\$ millions)	\$2,875



# Canada

## 1.8% organic growth in Q1

- **Driven by:**
  - Environmental Services and Oil & Gas due to Trans Mountain Expansion Pipeline ramp up
  - Transportation which benefitted from light-rail transit projects in Montreal, Edmonton, and Ontario
- **Partially offset by:**
  - Retraction in Community Development and Water on slower economic activity in certain regions
  - Retraction in Buildings as projects wound down in the Commercial, Health Care, and Airport sectors



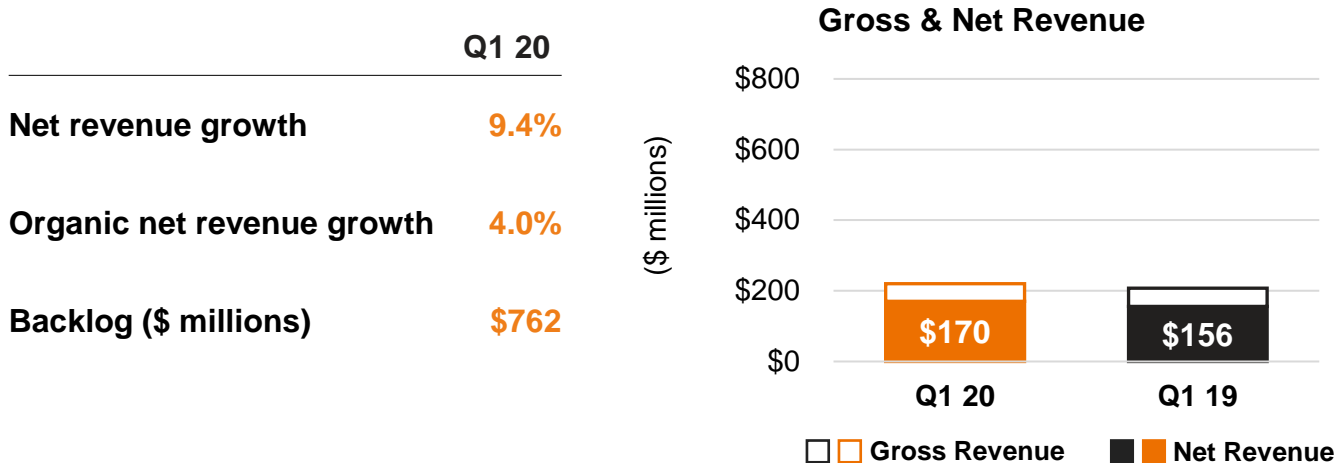
# Global

## 4.0% organic growth in Q1

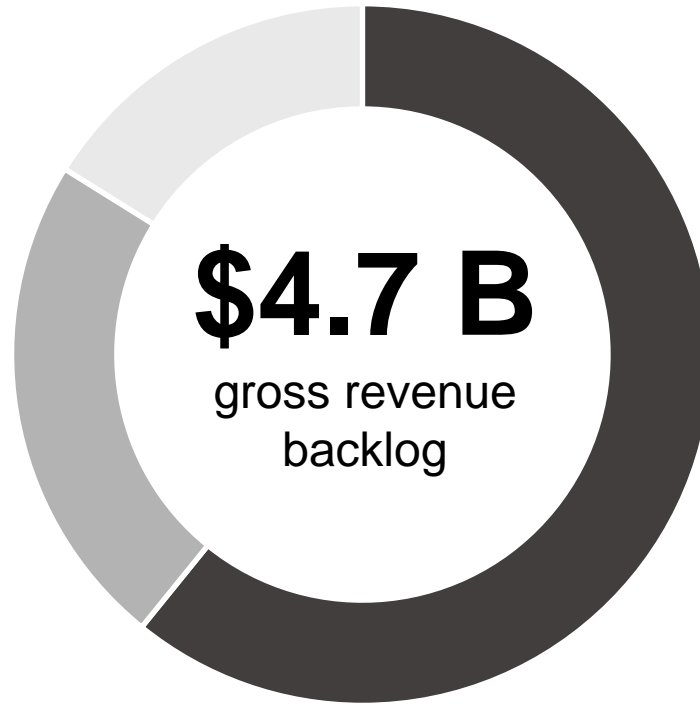
- **Driven by:**
  - Strong performance in the UK Infrastructure business from improved market conditions
  - Ramp up of water projects in the Middle East, Australia, and New Zealand markets while remaining steady in the UK
- **Partially offset by:**
  - Large project wind-downs in Power & Dams
  - Lower level of activity in our European Environmental Services business



Center Parcs, Longford Forest  
County Longford, Ireland



# Backlog at March 31, 2020



■ United States ■ Canada ■ Global

**11%**

Growth from Dec. 31, 2019

**5.9%**

Organic growth from Dec. 31, 2019

**12**

Months of work

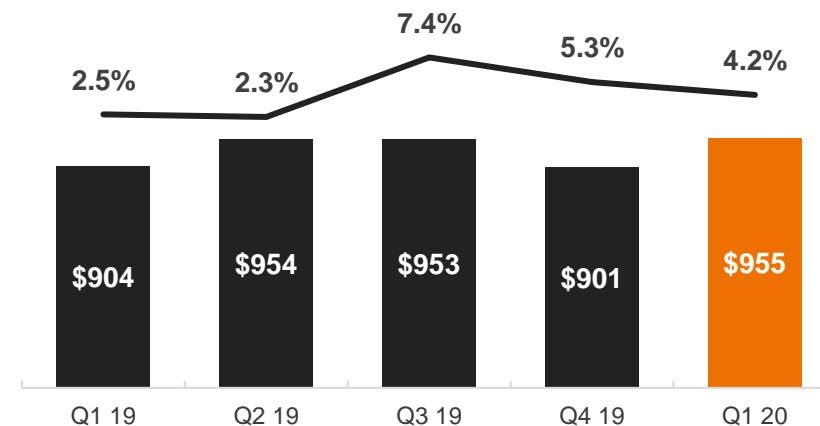
# Q1 2020 Results

(In millions of Canadian dollars,  
except per share amounts and percentages)

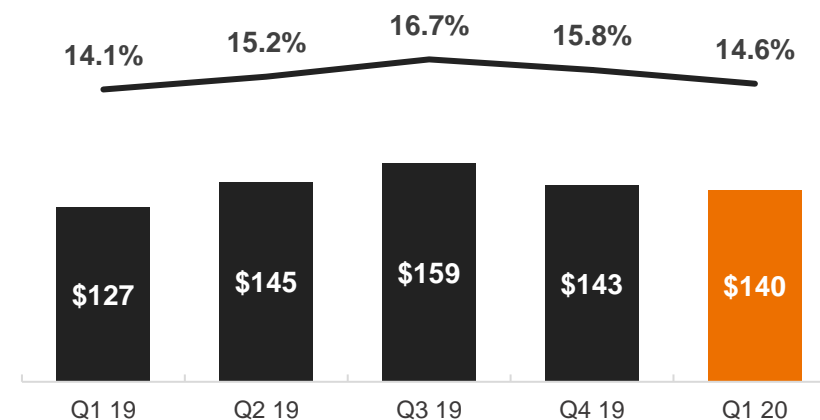
	Q1 20		Q1 19		Change
	\$	% of Net Revenue	\$	% of Net Revenue	% Year-over-year change
<b>Net revenue</b>	<b>955.2</b>	<b>100.0</b>	904.1	100.0	5.7
<b>Gross margin</b>	<b>506.7</b>	<b>53.0</b>	488.5	54.0	3.7
Administrative and marketing expenses	367.3	38.5	357.1	39.5	2.9
<b>EBITDA from continuing operations<sup>(1)</sup></b>	<b>118.6</b>	<b>12.4</b>	132.2	14.6	(10.3)
<b>Net income from continuing operations</b>	<b>29.5</b>	<b>3.1</b>	44.9	5.0	(34.3)
<b>Diluted earnings per share (EPS) from continuing operations</b>	<b>\$0.26</b>		\$0.40		(35.0)
<b>Adjusted EBITDA from continuing operations<sup>(1)</sup></b>	<b>139.7</b>	<b>14.6</b>	127.1	14.1	9.9
<b>Adjusted net income from continuing operations<sup>(1)</sup></b>	<b>54.3</b>	<b>5.7</b>	50.3	5.6	8.0
<b>Adjusted diluted EPS from continuing operations<sup>(1)</sup></b>	<b>\$0.49</b>		\$0.45		8.9

<sup>(1)</sup> EBITDA, adjusted EBITDA, adjusted net income, and adjusted diluted EPS are non-IFRS measures (discussed in the Definitions section of Stantec's 2019 Annual Report and Q1 2020 Management's Discussion and Analysis).

## Net Revenue & Organic Growth (\$ millions, %)



## Adjusted EBITDA and Margin (\$ millions, %)

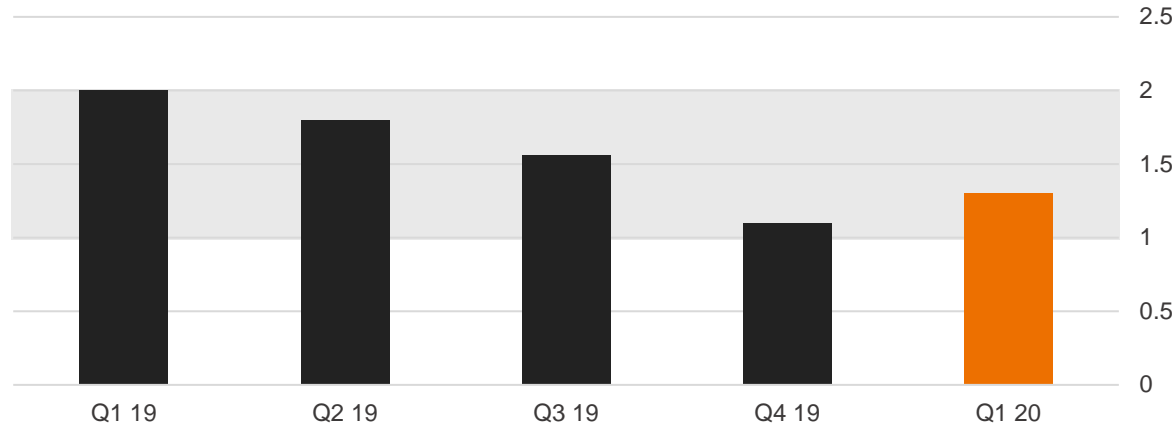




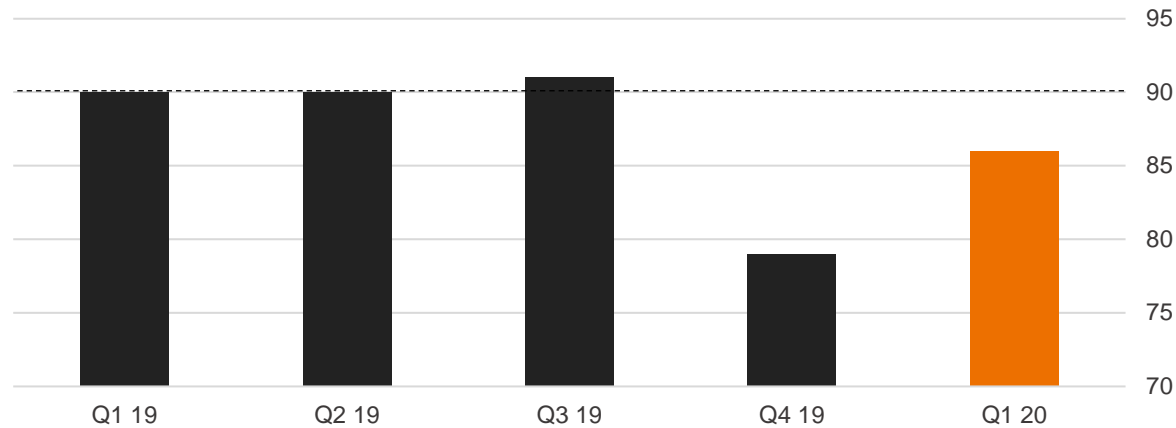
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# Balance Sheet Strength

Net Debt to Adjusted EBITDA<sup>(1)</sup> (TTM)



Days Sales Outstanding



Net debt to adjusted EBITDA<sup>(1)</sup>

**1.3x** at March 31, 2020

Target Range

**1.0 - 2.0x**

Days Sales Outstanding

**86** days at March 31, 2020

Target

**90** days

<sup>(1)</sup> Net debt to adjusted EBITDA and days sales outstanding are non-IFRS measures.  
(discussed in the Definitions section of Stantec's 2019 Annual Report and Q1 2020 Management's Discussion and Analysis).

# Liquidity and Capital Allocation

(Comparisons to Q1 2019)

- **38%** improvement in free cash outflow<sup>(1)</sup>
- **59%** decrease in capital expenditures
- **>\$250** million in undrawn credit capacity

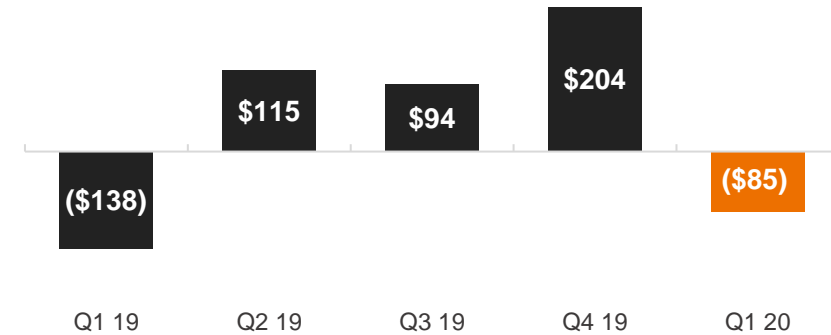
## Cash Flow from Continuing Operations

(millions of Canadian dollars)

	Q1 20	Q1 19
Inflow (Outflow)		
Operating	(45.4)	(88.5)
Investing	(20.6)	(98.2)
Financing	(24.2)	62.2
Net	(90.2)	(124.5)

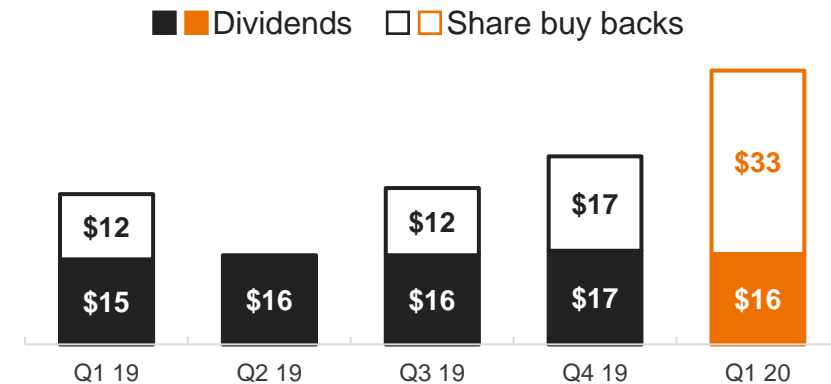
## Free Cash Flow<sup>(1)</sup>

(\$ millions)



## Capital Returned to Shareholders

(\$ millions)



<sup>(1)</sup> Free cash (out)flow is defined as operating cash flows less capital expenditures and net payment of lease obligations.



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# Thank You!