

## Gross Revenue by Reportable Segment

<i>(In millions of Canadian dollars, except percentages)</i>	Quarter Ended Mar 31, 2019	Quarter Ended Mar 31, 2018	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
Canada	307.9	302.8	5.1	12.5	n/a	(7.4)	(2.4%)
United States	636.3	569.6	66.7	5.4	29.0	32.3	5.7%
Global	207.3	148.9	58.4	41.9	(2.7)	19.2	12.9%
<b>Total</b>	<b>1,151.5</b>	<b>1,021.3</b>	<b>130.2</b>	<b>59.8</b>	<b>26.3</b>	<b>44.1</b>	
<b>Percentage growth</b>			<b>12.7%</b>	<b>5.9%</b>	<b>2.5%</b>	<b>4.3%</b>	

*n/a = not applicable*

## Net Revenue by Reportable Segment

<i>(In millions of Canadian dollars, except percentages)</i>	Quarter Ended Mar 31, 2019	Quarter Ended Mar 31, 2018	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
Canada	270.9	258.9	12.0	10.9	n/a	1.1	0.4%
United States	477.4	439.4	38.0	4.9	22.5	10.6	2.4%
Global	155.8	110.5	45.3	37.6	(1.2)	8.9	8.1%
<b>Total</b>	<b>904.1</b>	<b>808.8</b>	<b>95.3</b>	<b>53.4</b>	<b>21.3</b>	<b>20.6</b>	
<b>Percentage growth</b>			<b>11.8%</b>	<b>6.6%</b>	<b>2.7%</b>	<b>2.5%</b>	

*n/a = not applicable*

## Gross Revenue by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Quarter	Quarter	Total	Change Due to	Change	Change Due	% of Organic
	Ended	Ended					
	Mar 31,	Mar 31,	Change	Acquisitions	Foreign	Growth	(Retraction)
	2019	2018			Exchange	(Retraction)	(Retraction)
Buildings	261.0	235.8	25.2	13.1	7.5	4.6	2.0%
Energy & Resources	152.5	132.9	19.6	12.6	1.5	5.5	4.1%
Environmental Services	171.8	156.6	15.2	9.3	3.3	2.6	1.7%
Infrastructure	324.0	271.4	52.6	23.0	9.4	20.2	7.4%
Water	242.2	224.6	17.6	1.8	4.6	11.2	5.0%
<b>Total</b>	<b>1,151.5</b>	<b>1,021.3</b>	<b>130.2</b>	<b>59.8</b>	<b>26.3</b>	<b>44.1</b>	
<b>Percentage growth</b>			<b>12.7%</b>	<b>5.9%</b>	<b>2.5%</b>	<b>4.3%</b>	

## Net Revenue by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Quarter	Quarter	Total	Change Due to	Change	Change Due	% of Organic
	Ended	Ended					
	Mar 31,	Mar 31,	Change	Acquisitions	Foreign	Growth	(Retraction)
	2019	2018			Exchange	(Retraction)	(Retraction)
Buildings	203.9	183.9	20.0	11.7	5.7	2.6	1.4%
Energy & Resources	131.7	116.9	14.8	11.2	1.7	1.9	1.6%
Environmental Services	129.7	110.5	19.2	7.7	2.8	8.7	7.9%
Infrastructure	254.5	217.4	37.1	21.2	7.2	8.7	4.0%
Water	184.3	180.1	4.2	1.6	3.9	(1.3)	(0.7%)
<b>Total</b>	<b>904.1</b>	<b>808.8</b>	<b>95.3</b>	<b>53.4</b>	<b>21.3</b>	<b>20.6</b>	
<b>Percentage growth</b>			<b>11.8%</b>	<b>6.6%</b>	<b>2.7%</b>	<b>2.5%</b>	

## Gross Margin by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Quarter Ended March 31, 2019		Quarter Ended March 31, 2018	
	\$	% of Net Revenue	\$	% of Net Revenue
Buildings	112.1	55.0%	97.9	53.2%
Energy & Resources	64.0	48.6%	60.5	51.8%
Environmental Services	73.0	56.3%	62.6	56.7%
Infrastructure	138.0	54.2%	117.8	54.2%
Water	101.4	55.0%	101.7	56.5%
<b>Total</b>	<b>488.5</b>	<b>54.0%</b>	<b>440.5</b>	<b>54.5%</b>

## IFRS 16 Impacts

### Impact on Statement of Financial Position at January 1, 2019

	IFRS 16	Before IFRS 16	Increase (decrease)
	\$	\$	\$
<i>(In millions of Canadian dollars)</i>			
<b>Current assets</b>			
Trade and other receivables	828.1	878.1	(50.0)
Prepaid expenses	43.9	56.8	(12.9)
Other assets	24.3	23.2	1.1
<b>Non-current assets</b>			
Lease assets	561.8	-	561.8
Intangible assets	242.0	247.7	(5.7)
Other assets	178.2	175.5	2.7
<b>Total increase in assets</b>			497.0
<b>Current liabilities</b>			
Trade and other payables	566.9	567.2	(0.3)
Lease liabilities	44.8	-	44.8
Provisions	41.7	42.4	(0.7)
Other liabilities	5.0	23.2	(18.2)
<b>Non-current liabilities</b>			
Lease liabilities	600.2	-	600.2
Provisions	86.6	78.2	8.4
Deferred tax liabilities	45.6	54.3	(8.7)
Other liabilities	45.9	140.4	(94.5)
<b>Shareholders' equity</b>			
Retained earnings	817.2	851.2	(34.0)
<b>Total increase in liabilities and equity</b>			497.0

	Quarter ended March 31		
	2019 as reported	2019 before IFRS 16	Increase (decrease)
	\$	\$	\$
<i>(In millions of Canadian dollars)</i>			
<b>Impact on income statement items</b>			
Administrative and marketing expenses	357.1	392.6	(35.5)
Net interest expense	17.2	9.1	8.1
Depreciation of lease assets	27.4	-	27.4
Net income	44.9	44.9	-
<b>Impact on non-IFRS financial measures<sup>(1)</sup></b>			
EBITDA	132.2	96.7	35.5
Adjusted EBITDA	127.1	91.6	35.5
Net debt/adjusted EBITDA - Continuing operations	2.00	2.67	(0.67)

(1) Non-IFRS measures are discussed in the Definitions section of our 2018 Annual Report and Q1 19 Management's Discussion and Analysis. Net debt/adjusted EBITDA was calculated using a proforma IFRS 16 adjustment for Q2 18 to Q4 18 adjusted EBITDA, calculated as 3.8% of net revenue from the respective quarter.

	Quarter ended March 31		
	2019 as reported	2019 before IFRS 16	Increase (decrease)
	\$	\$	\$
<i>(In millions of Canadian dollars)</i>			
<b>Impact on Statement of Cash Flows - Continuing Operations</b>			
<b>Cash flows used in operating activities</b>	(88.5)	(114.1)	25.6
Cash paid to suppliers	(515.0)	(548.7)	33.7
Interest paid	(17.9)	(9.8)	(8.1)
<b>Cash flows from investing activities</b>	(104.2)	(99.4)	(4.8)
Proceeds from leasehold inducements	-	4.8	(4.8)
<b>Cash flows from financing activities</b>	68.2	89.0	(20.8)
Payments of lease obligations	(25.6)	-	(25.6)
Proceeds from leasehold inducements	4.8	-	4.8

## Reconciliation of Non-IFRS Financial Measures

	Quarter Ended March 31 As reported	
<i>(In millions of Canadian dollars, except per share amounts)</i>	2019	2018
<b>Net income from continuing operations</b>	<b>44.9</b>	<b>36.6</b>
Add back:		
Income taxes	13.6	13.6
Net interest expense	17.2	5.3
Depreciation and amortization	56.5	31.4
<b>EBITDA from continuing operations</b>	<b>132.2</b>	<b>86.9</b>
<b>Add back (deduct) pre-tax:</b>		
Unrealized (gain) loss on investments held for self-insured liabilities	(5.1)	2.6
<b>Adjusted EBITDA from continuing operations</b>	<b>127.1</b>	<b>89.5</b>
	Quarter Ended March 31	
<i>(In millions of Canadian dollars, except per share amounts)</i>	2019	2018
<b>Net income from continuing operations</b>	<b>44.9</b>	<b>36.6</b>
<b>Add back (deduct) after tax:</b>		
Amortization of intangible assets related to acquisitions <sup>(1)</sup>	7.0	9.4
Unrealized (gain) loss on investments held for self-insured liabilities <sup>(2)</sup>	(3.7)	1.9
Transition tax <sup>(3)</sup>	2.1	-
<b>Adjusted net income from continuing operations</b>	<b>50.3</b>	<b>47.9</b>
Weighted average number of shares outstanding - basic	111,805,946	114,064,729
Weighted average number of shares outstanding - diluted	111,805,946	114,306,834
<b>Adjusted earnings per share from continuing operations</b>		
Adjusted earnings per share - basic	<b>0.45</b>	<b>0.42</b>
Adjusted earnings per share - diluted	<b>0.45</b>	<b>0.42</b>

See the Definitions section of Stantec's 2018 Annual Report and Q1 19 Management's Discussion and Analysis for a discussion of non-IFRS measures used. Construction Services operations are presented as discontinued operations. This table has been updated to include only continuing operation results.

(1) The add back of intangible amortization relates only to the amortization from intangible assets acquired through acquisitions and excludes the amortization of software purchased by Stantec. For the quarter ended March 31, 2019, this amount is net of tax of \$2.7 (2018 - \$3.5).

(2) For the quarter ended March 31, 2019, this amount is net of tax of \$1.4 (2018 - \$0.7 recovery).

(3) Refer to Income Taxes section of the Q1 19 Management's Discussion and Analysis for further details.

# Stantec Inc.

## Consolidated Statement of Cash Flows

### Indirect Method

(Unaudited)

For the quarter ended March 31 (In millions of Canadian dollars)	2019 \$
<b>CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES FROM CONTINUING OPERATIONS</b>	
<b>Net income for the year from continuing operations</b>	<b>44.9</b>
Add (deduct) items not affecting cash:	
Depreciation of property and equipment	13.7
Depreciation of lease assets	27.4
Amortization of intangible assets	15.4
Deferred income taxes	17.8
Loss on sale of property and equipment	0.2
Unrealized gain on equity securities	(5.1)
Share-based compensation	4.3
Provision for self-insured liabilities and claims	7.0
Other non-cash items	2.8
	<b>128.4</b>
Trade and other receivables	21.3
Unbilled receivables	(63.7)
Contract assets	(2.0)
Prepaid expenses	(7.5)
Income taxes recoverable	(10.4)
Trade and other payables	(148.9)
Deferred revenue	(5.7)
	<b>(216.9)</b>
<b>Cash flows used in operating activities from continuing operations</b>	<b>(88.5)</b>