

Gross Revenue by Reportable Segment

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020	Q3 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
Canada	316.2	325.6	(9.4)	-	n/a	(9.4)	(2.9%)
United States	652.4	704.2	(51.8)	-	6.3	(58.1)	(8.3%)
Global	209.3	211.7	(2.4)	-	5.5	(7.9)	(3.7%)
Total	1,177.9	1,241.5	(63.6)	-	11.8	(75.4)	
Percentage growth			(5.1%)	0.0%	1.0%	(6.1%)	

Net Revenue by Reportable Segment

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020	Q3 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	% of Organic Growth (Retraction)
Canada	270.2	285.3	(15.1)	-	n/a	(15.1)	(5.3%)
United States	479.2	502.0	(22.8)	-	4.5	(27.3)	(5.4%)
Global	167.1	165.3	1.8	-	4.6	(2.8)	(1.7%)
Total	916.5	952.6	(36.1)	-	9.1	(45.2)	
Percentage growth			(3.8%)	0.0%	0.9%	(4.7%)	

Gross Revenue by Reportable Segment

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020 YTD	Q3 2019 YTD	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	% of Organic Growth (Retraction)
Canada	920.0	947.0	(27.0)	-	n/a	(27.0)	(2.9%)
United States	2,055.3	2,028.4	26.9	-	36.7	(9.8)	(0.5%)
Global	628.7	641.7	(13.0)	13.1	(1.8)	(24.3)	(3.8%)
Total	3,604.0	3,617.1	(13.1)	13.1	34.9	(61.1)	
Percentage growth			(0.4%)	0.4%	0.9%	(1.7%)	

Net Revenue by Reportable Segment

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020 YTD	Q3 2019 YTD	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
Canada	807.1	836.3	(29.2)	-	n/a	(29.2)	(3.5%)
United States	1,520.3	1,481.5	38.8	-	27.1	11.7	0.8%
Global	495.4	492.5	2.9	12.3	(0.2)	(9.2)	(1.9%)
Total	2,822.8	2,810.3	12.5	12.3	26.9	(26.7)	
Percentage growth			0.4%	0.4%	1.0%	(1.0%)	

n/a = not applicable

Gross Revenue by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020	Q3 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	% of Organic Growth (Retraction)
Buildings	237.3	266.2	(28.9)	-	3.1	(32.0)	(12.0%)
Energy & Resources	146.8	146.7	0.1	-	(1.5)	1.6	1.1%
Environmental Services	199.9	208.6	(8.7)	-	2.4	(11.1)	(5.3%)
Infrastructure	331.6	376.5	(44.9)	-	3.6	(48.5)	(12.9%)
Water	262.3	243.5	18.8	-	4.2	14.6	6.0%
Total	1,177.9	1,241.5	(63.6)	-	11.8	(75.4)	
Percentage growth			(5.1%)	0.0%	1.0%	(6.1%)	

Net Revenue by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020	Q3 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
Buildings	189.1	209.0	(19.9)	-	2.5	(22.4)	(10.7%)
Energy & Resources	127.1	131.7	(4.6)	-	(0.8)	(3.8)	(2.9%)
Environmental Services	145.9	149.6	(3.7)	-	1.6	(5.3)	(3.5%)
Infrastructure	252.8	278.2	(25.4)	-	2.8	(28.2)	(10.1%)
Water	201.6	184.1	17.5	-	3.0	14.5	7.9%
Total	916.5	952.6	(36.1)	-	9.1	(45.2)	
Percentage growth			(3.8%)	0.0%	0.9%	(4.7%)	

Comparative figures have been reclassified due to a realignment of several business lines and to conform to the presentation adopted for the current period.

Gross Revenue by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020 YTD	Q3 2019 YTD	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	% of Organic Growth (Retraction)
Buildings	769.1	796.6	(27.5)	13.1	9.4	(50.0)	(6.3%)
Energy & Resources	476.2	456.8	19.4	-	(2.7)	22.1	4.8%
Environmental Services	564.4	568.2	(3.8)	-	6.7	(10.5)	(1.8%)
Infrastructure	1,027.2	1,059.0	(31.8)	-	13.0	(44.8)	(4.2%)
Water	767.1	736.5	30.6	-	8.5	22.1	3.0%
Total	3,604.0	3,617.1	(13.1)	13.1	34.9	(61.1)	
Percentage growth			(0.4%)	0.4%	0.9%	(1.7%)	

Net Revenue by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020 YTD	Q3 2019 YTD	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	% of Organic Growth (Retraction)
Buildings	610.0	630.0	(20.0)	12.3	6.9	(39.2)	(6.2%)
Energy & Resources	407.0	394.9	12.1	-	(0.5)	12.6	3.2%
Environmental Services	423.7	421.3	2.4	-	4.9	(2.5)	(0.6%)
Infrastructure	785.7	805.5	(19.8)	-	9.2	(29.0)	(3.6%)
Water	596.4	558.6	37.8	-	6.4	31.4	5.6%
Total	2,822.8	2,810.3	12.5	12.3	26.9	(26.7)	
Percentage growth			0.4%	0.4%	1.0%	(1.0%)	

Comparative figures have been reclassified due to a realignment of several business lines and to conform to the presentation adopted for the current period.

Gross Margin by Business Operating Unit

<i>(In millions of Canadian dollars, except percentages)</i>	Q3 2020		Q3 2019		Q3 YTD 2020		Q3 YTD 2019	
	\$	% of Net Revenue	\$	% of Net Revenue	\$	% of Net Revenue	\$	% of Net Revenue
Buildings	102.3	54.1%	115.8	55.4%	327.5	53.7%	348.8	55.4%
Energy & Resources	58.7	46.2%	64.9	49.3%	189.7	46.6%	193.3	48.9%
Environmental Services	80.7	55.3%	83.1	55.5%	233.5	55.1%	236.2	56.1%
Infrastructure	126.0	49.8%	150.8	54.2%	400.8	51.0%	434.6	54.0%
Water	111.4	55.3%	101.5	55.1%	324.0	54.3%	309.2	55.4%
Total	479.1	52.3%	516.1	54.2%	1,475.5	52.3%	1,522.1	54.2%

note: Comparative figures have been reclassified due to a realignment of several business lines.

Reconciliation of Non-IFRS Financial Measures

	For the quarter ended September 30,		For the three Quarters Ended September 30,	
	2020	2019	2020	2019
<i>(In millions of Canadian dollars, except per share amounts)</i>				
Net income from continuing operations	62.1	57.8	144.2	152.0
Add back:				
Income taxes	25.5	21.5	62.0	53.2
Net interest expense	11.5	17.2	39.0	52.1
Depreciation and amortization	57.5	61.4	174.9	178.7
EBITDA from continuing operations	156.6	157.9	420.1	436.0
Add back (deduct) pre-tax:				
Unrealized loss (gain) on investments held on equity securities	(2.5)	(1.4)	4.5	(7.0)
Impairment of lease assets	0.2	-	11.9	-
COVID-related expenses	3.9	-	3.9	-
Severance related to organizational reshaping	-	2.5	-	2.5
Adjusted EBITDA from continuing operations	158.2	159.0	440.4	431.5

	For the quarter ended September 30,		For the three Quarters Ended September 30,	
	2020	2019	2020	2019
<i>(In millions of Canadian dollars, except per share amounts)</i>				
Net income from continuing operations	62.1	57.8	144.2	152.0
Add back (deduct) after tax:				
Amortization of intangible assets related to acquisitions ⁽¹⁾	6.6	7.6	20.6	22.7
Unrealized loss (gain) on investments held on equity securities ⁽²⁾	(1.8)	(0.9)	3.2	(4.9)
Impairment of lease assets ⁽³⁾	0.2	-	8.5	-
COVID-related expenses ⁽⁴⁾	2.8	-	2.8	-
Severance related to organizational reshaping ⁽⁵⁾	-	1.8	-	1.8
Reorganization tax expense ⁽⁶⁾	-	-	2.6	-
Transition tax expense ⁽⁶⁾	-	-	-	1.1
Adjusted net income from continuing operations	69.9	66.3	181.9	172.7
Weighted average number of shares outstanding - basic	111,898,810	111,539,779	111,537,905	111,672,688
Weighted average number of shares outstanding - diluted	112,403,434	111,547,779	111,957,863	111,672,688
Adjusted earnings per share from continuing operations				
Adjusted earnings per share - basic	0.62	0.59	1.63	1.55
Adjusted earnings per share - diluted	0.62	0.59	1.62	1.55

See the Definitions section of Stantec's 2019 Annual Report and Q3 2020 Management's Discussion and Analysis for our 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 September 30, 2020, this amount is net of tax of \$2.6 (2019 - \$3.0). For the three quarters ended September 30, 2020, this amount is net of tax of \$8.3 (2019 - \$8.8).

(2): For the quarter ended September 30, 2020, this amount is net of tax of (\$0.7) (2019 - (\$0.4)). For the three quarters ended September 30, 2020, this amount is net of tax of \$1.3 (2019 - (\$2.0)).

(3): For the quarter ended September 30, 2020, this amount is net of tax of less than \$0.1 (2019 - nil). For the three quarters ended September 30, 2020, this amount is net of tax of \$3.4 (2019 - nil).

(4): For the quarter ended September 30, 2020, this amount is net of tax of \$1.1 (2019 - nil). For the three quarters ended September 30, 2020, this amount is net of tax of \$1.1 (2019 - nil).

(5): For the quarter ended September 30, 2020, this amount is net of tax of nil (2019 - \$0.7). For the three quarters ended September 30, 2020, this amount is net of tax of nil (2019 - \$0.7).

(6): Refer to Income Taxes section for further details.

Stantec Inc.

Consolidated Statement of Cash Flows

Indirect Method

(Unaudited)

	For the quarter ended September 30		For the three quarters ended September 30	
	2020	2019	2020	2019
(In millions of Canadian dollars)	\$	\$	\$	\$
CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES FROM CONTINUING OPERATIONS				
Net income from continuing operations	62.1	57.8	144.2	152.0
Add (deduct) items not affecting cash:				
Depreciation of property and equipment	14.3	15.1	43.7	43.5
Depreciation of lease assets	29.6	29.3	89.8	85.2
Impairment of lease assets	0.2	-	11.9	-
Amortization of intangible assets	13.6	17.0	41.4	50.0
Deferred income taxes	0.1	6.1	6.4	23.2
Loss on sale of property and equipment	0.4	0.5	2.2	0.8
Realized (loss) gain on equity securities	-	-	-	(0.1)
Unrealized gain (loss) on equity securities	(2.5)	(1.4)	4.5	(7.0)
Share-based compensation	1.2	2.9	11.1	11.1
Provision for self-insured liabilities and claims	9.7	9.0	39.5	33.2
Share of income from joint ventures and associates	(0.9)	(0.3)	(1.1)	(0.7)
Other non-cash items	2.7	4.9	6.1	11.4
	130.5	140.9	399.7	402.6
Trade and other receivables	57.4	(5.9)	107.8	(15.8)
Unbilled receivables	(7.3)	(25.2)	(55.3)	(67.1)
Contract assets	(2.6)	(3.8)	(9.3)	(10.5)
Prepaid expenses	9.9	8.1	5.8	2.3
Income taxes recoverable	(13.3)	14.1	(28.8)	20.9
Trade and other payables	(17.0)	11.8	(33.8)	(113.2)
Deferred revenue	6.2	(1.0)	(16.2)	(6.4)
	33.3	(1.9)	(29.8)	(189.8)
Cash flows used in operating activities from continuing operations	163.8	139.0	369.9	212.8