



SNC • LAVALIN

# INVE STOR DAY

September 2017

# Forward-looking statements

Reference in these presentations, and hereafter, to the “Company” or to “SNC-Lavalin” means, as the context may require, SNC-Lavalin Group Inc. and all or some of its subsidiaries or joint arrangements, or SNC-Lavalin Group Inc. or one or more of its subsidiaries or joint arrangements.

Statements made in these presentations that describe the Company’s or management’s budgets, estimates, expectations, forecasts, objectives, predictions, projections of the future or strategies may be “forward-looking statements”, which can be identified by the use of the conditional or forward-looking terminology such as “aims”, “anticipates”, “assumes”, “believes”, “cost savings”, “estimates”, “expects”, “goal”, “intends”, “may”, “plans”, “projects”, “should”, “synergies”, “will”, or the negative thereof or other variations thereon. Forward-looking statements also include any other statements that do not refer to historical facts. Forward-looking statements also include statements relating to the following: (i) future capital expenditures, revenues, expenses, earnings, economic performance, indebtedness, financial condition, losses and future prospects; and (ii) business and management strategies and the expansion and growth of the Company’s operations. All such forward-looking statements are made pursuant to the “safe-harbour” provisions of applicable Canadian securities laws. The Company cautions that, by their nature, forward-looking statements involve risks and uncertainties, and that its actual actions and/or results could differ materially from those expressed or implied in such forward-looking statements, or could affect the extent to which a particular projection materializes. Forward-looking statements are presented for the purpose of assisting investors and others in understanding certain key elements of the Company’s current objectives, strategic priorities, expectations and plans, and in obtaining a better understanding of the Company’s business and anticipated operating environment. Readers are cautioned that such information may not be appropriate for other purposes.

Forward-looking statements made in these presentations are based on a number of assumptions believed by the Company to be reasonable as at the date hereof. The assumptions are set out throughout the Company’s 2016 Management Discussion and Analysis (MD&A), and as updated in the first and second quarter 2017 MD&A and the Company’s prospectus dated April 24, 2017. The 2017 – 2020 outlook also assumes that the federal charges laid against the Company and its indirect subsidiaries SNC-Lavalin International Inc. and SNC-Lavalin Construction Inc. on February 19, 2015, will not have a significant adverse impact on the Company’s business. If these assumptions are inaccurate, the Company’s actual results could differ materially from those expressed or implied in such forward-looking statements. In addition, important risk factors could cause the Company’s assumptions and estimates to be inaccurate and actual results or events to differ materially from those expressed in or implied by these forward-looking statements. These risk factors are set out in the Company’s 2016 MD&A and as updated in the first and second quarter 2017 MD&A and the Company’s prospectus dated April 24, 2017.

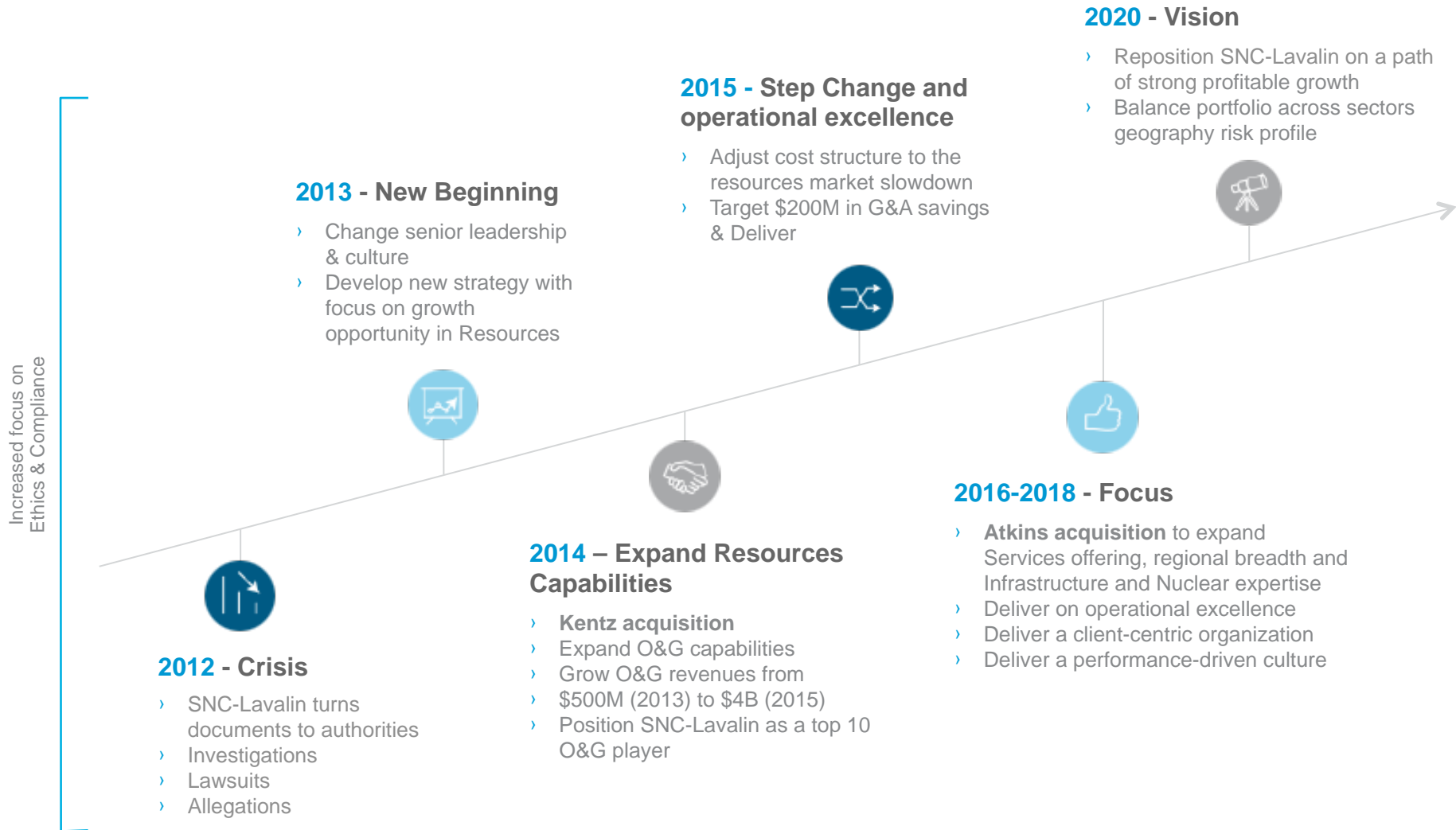
The 2017 – 2020 outlook referred to in these presentations is forward-looking information and is based on the methodology described in the Company’s 2016 MD&A under the heading “How We Budget and Forecast Our Results” and is subject to the risks and uncertainties described in the Company’s public disclosure documents. The purpose of the 2017 – 2020 outlook is to provide the reader with an indication of management’s expectations, at the date of these presentations, regarding the Company’s future financial performance and readers are cautioned that this information may not be appropriate for other purposes.

# OPENING REMARKS

Vision 2020



# Redefining SNC-Lavalin





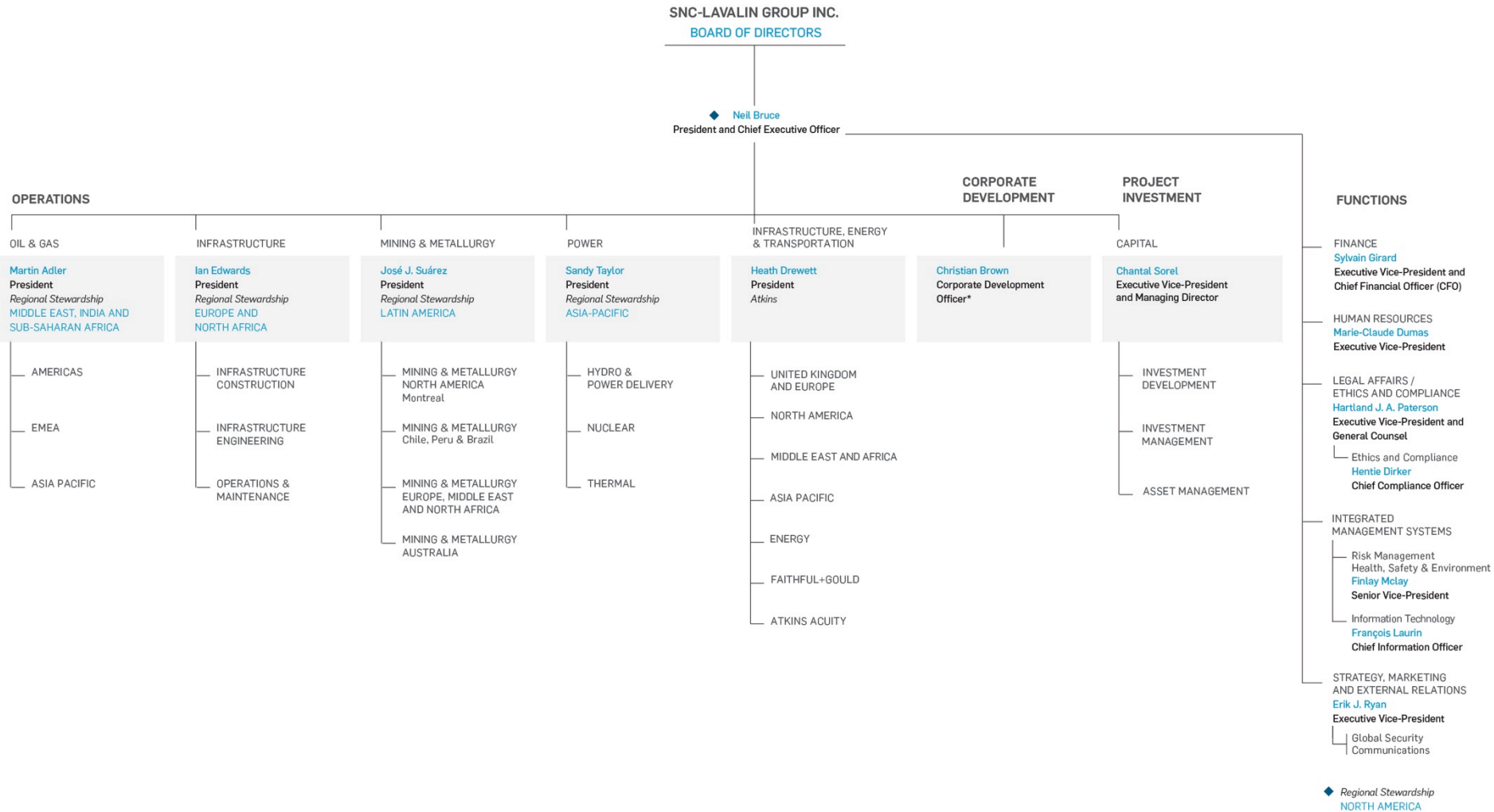
# Redefining SNC-Lavalin – What we've done



- › Repositioned the company and delivered on our bad contracts
- › Balanced sector portfolio
- › Created a Global organization
- › Derisked the business model
- › Divested non-core businesses

# New management team

Average tenure of 3 years



\* Role until October 2017

# New Board of directors

Average tenure of 2<sup>1/2</sup> years



**Lawrence N. Stevenson**  
Chairman of the Board.  
Joined Board in 1999  
Retiring December 2017



**Kevin G. Lynch**  
Vice-Chairman of the  
Board. Joined Board in  
2017



**Jacques Bougie**  
Chair of the Governance  
and Ethics Committee;  
Member of the Human  
Resources Committee.  
Joined Board in 2013



**Neil Bruce**  
President & Chief  
Executive Officer.  
Joined Board in 2015



**Isabelle Courville**  
Member of the  
Governance and Ethics  
Committee.  
Joined Board in 2017



**Catherine J. Hughes**  
Member of the Human  
Resources Committee;  
Member of the Safety,  
Workplace and Project  
Risk Committee.  
Joined Board in 2016



**Steven L. Newman**  
Member of the Human  
Resources Committee;  
Member of the Safety,  
Workplace and Project  
Risk Committee.  
Joined Board in 2015



**Jean Raby**  
Member of the Audit  
Committee; Member of  
the Governance and  
Ethics Committee.  
Joined Board in 2015



**Alain Rhéaume**  
Chair of the Human  
Resources Committee;  
Member of the Audit  
Committee.  
Joined Board in 2013



**Eric D. Siegel**  
Chair of the Safety,  
Workplace and Project  
Risk Committee; Member  
of the Audit Committee.  
Joined Board in 2012



**Zin Smati**  
Member of the  
Governance and Ethics  
Committee; Member of  
the Safety, Workplace and  
Project Risk Committee.  
Joined Board in 2016



**Benita M. Warmbold**  
Chair of the Audit  
Committee; Member of  
the Human Resources  
Committee.  
Joined Board in 2017



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# Redefining SNC-Lavalin – What we've found

Working through issues of the past in an open & transparent way



Our key stakeholders believe this is limited and “fixable”: We have their trust and respect that we're on the right track



- › We have been able to retain & build financial strength despite these issues
- › Secured major government contracts



Costs and management distraction have been significant through 2013 to 2016

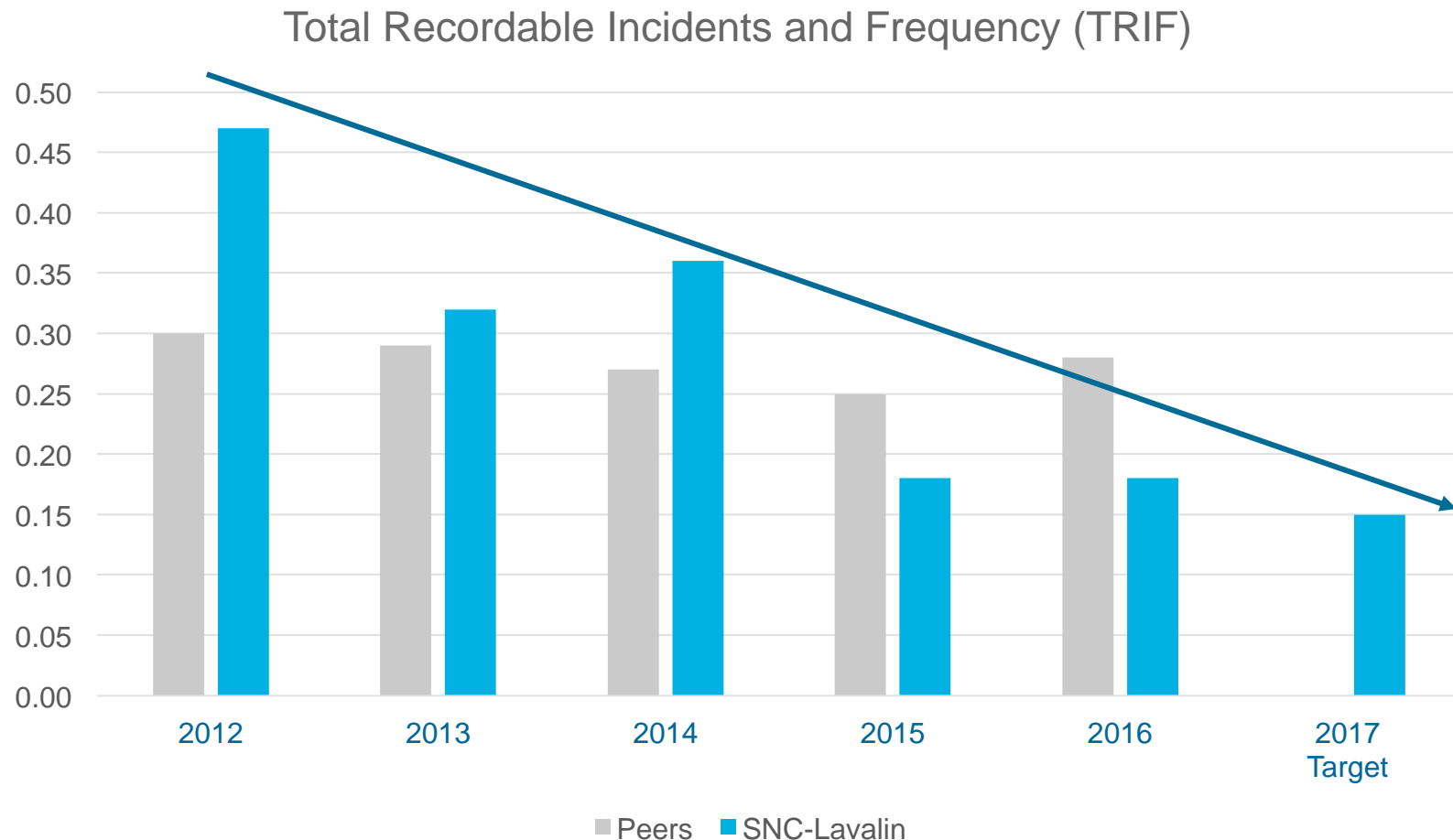


WHERE ARE WE

IN  
SA  
FE  
TY



# Our safety record is World Class & continues to improve



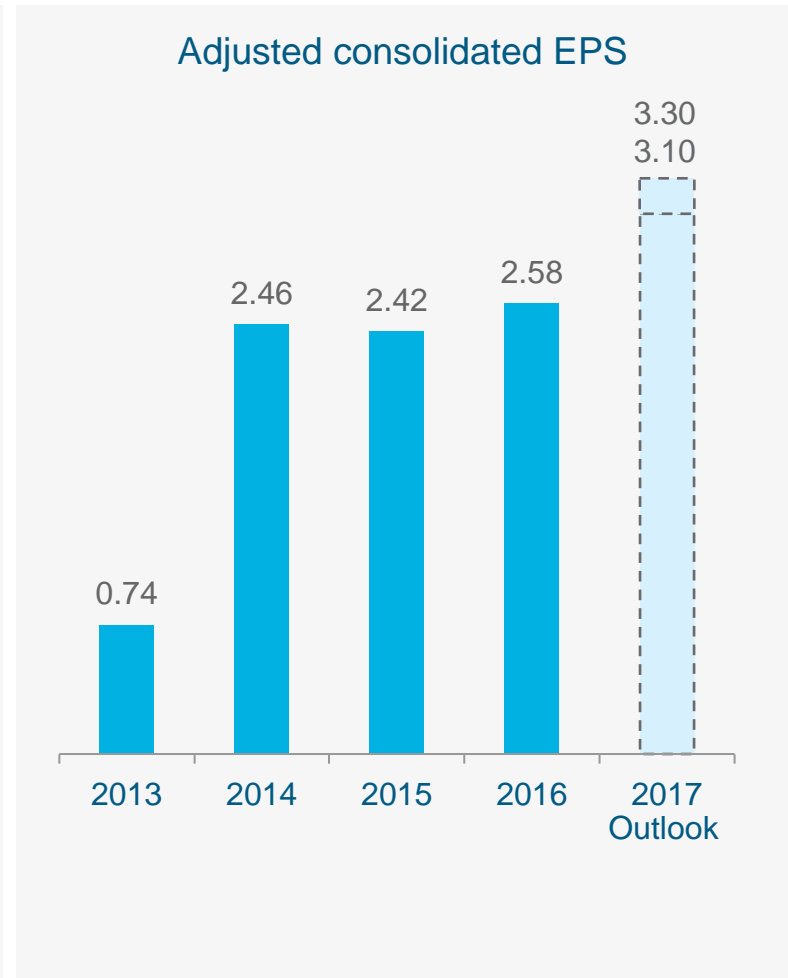
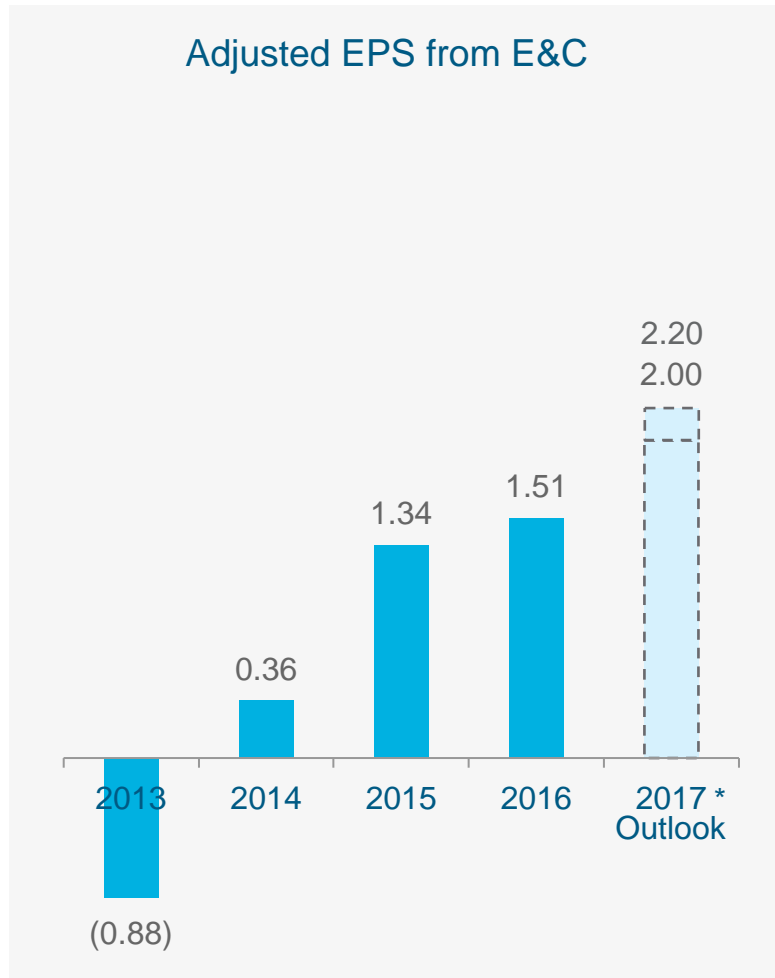
\* Figures from SNC-Lavalin HSSE



# FINANCIAL

## PERFORMANCE

# On a path of improved E&C earnings and consolidated EPS



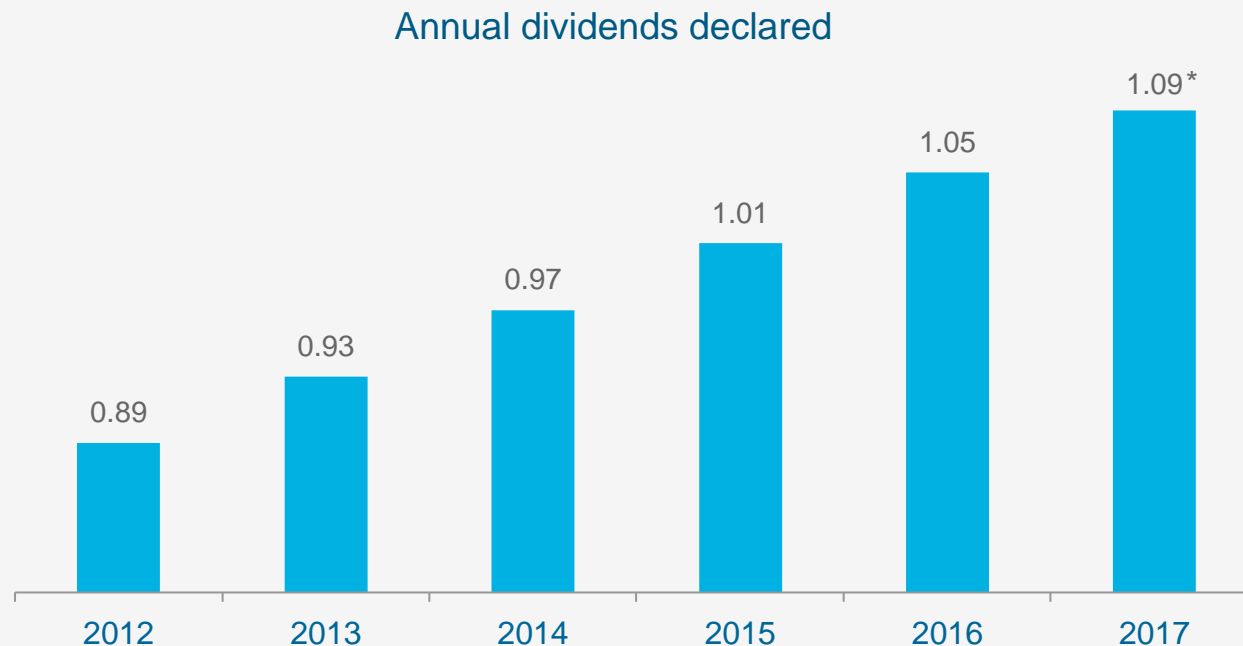
(in \$)

\* Current guidance as updated in Q2.



# Our dividends have grown significantly

Dividends continue to rise as earnings improve



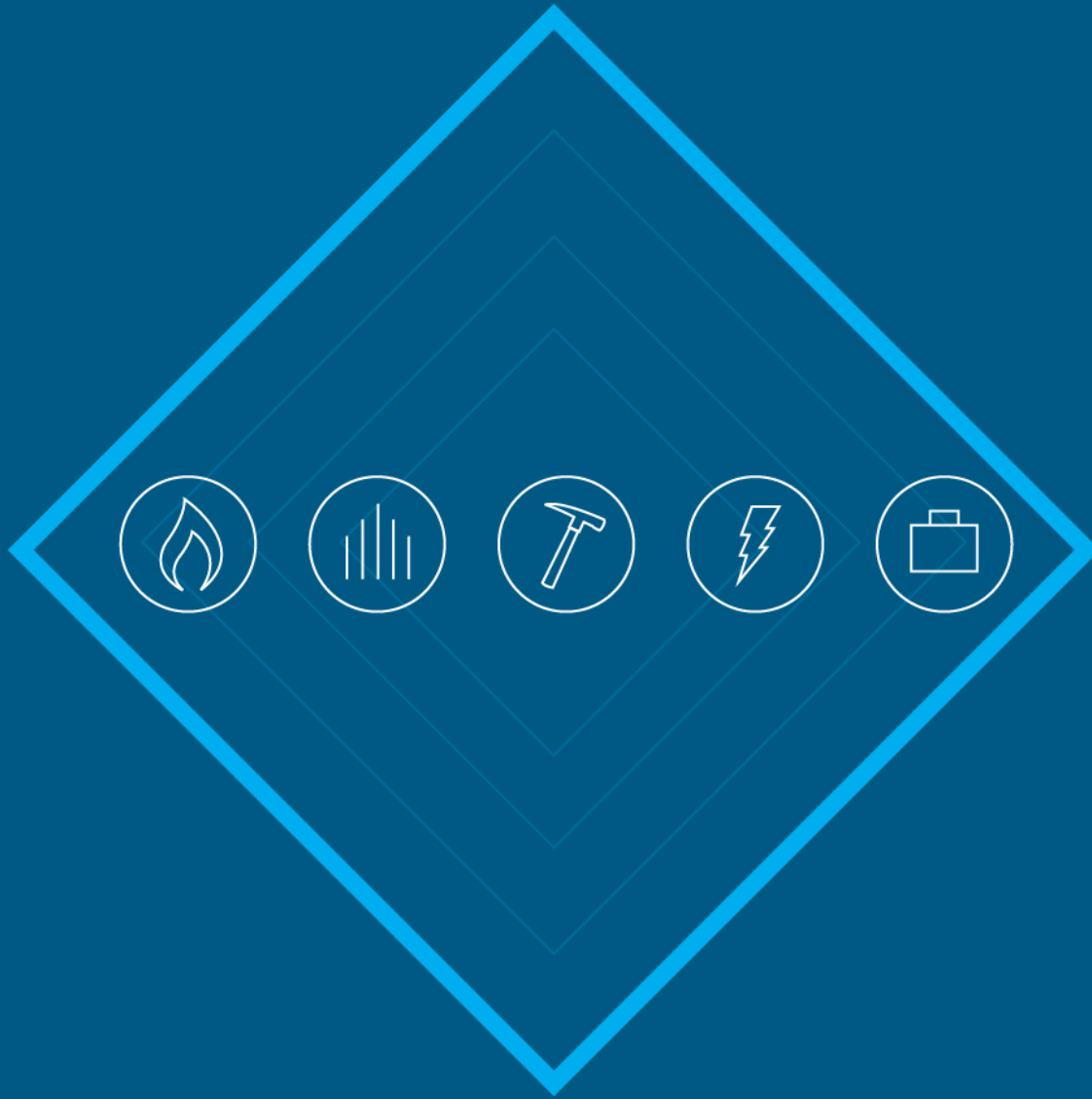
Dividends were increased  
for each of the past 16 years

\* Including forecasted dividends

(in \$)



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# MAR KET OUT LOOK

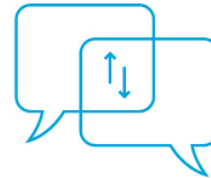
# Today, SNC-Lavalin competes in a \$2.9 trillion global market impacted by diverse macro trends



Globalization



Urbanization and Mobility



Geopolitical Volatility



Commodity Price Volatility



Human Health



Digitization and Security



Climate Change



Demographics



# These trends create a wealth of opportunities across all of our markets

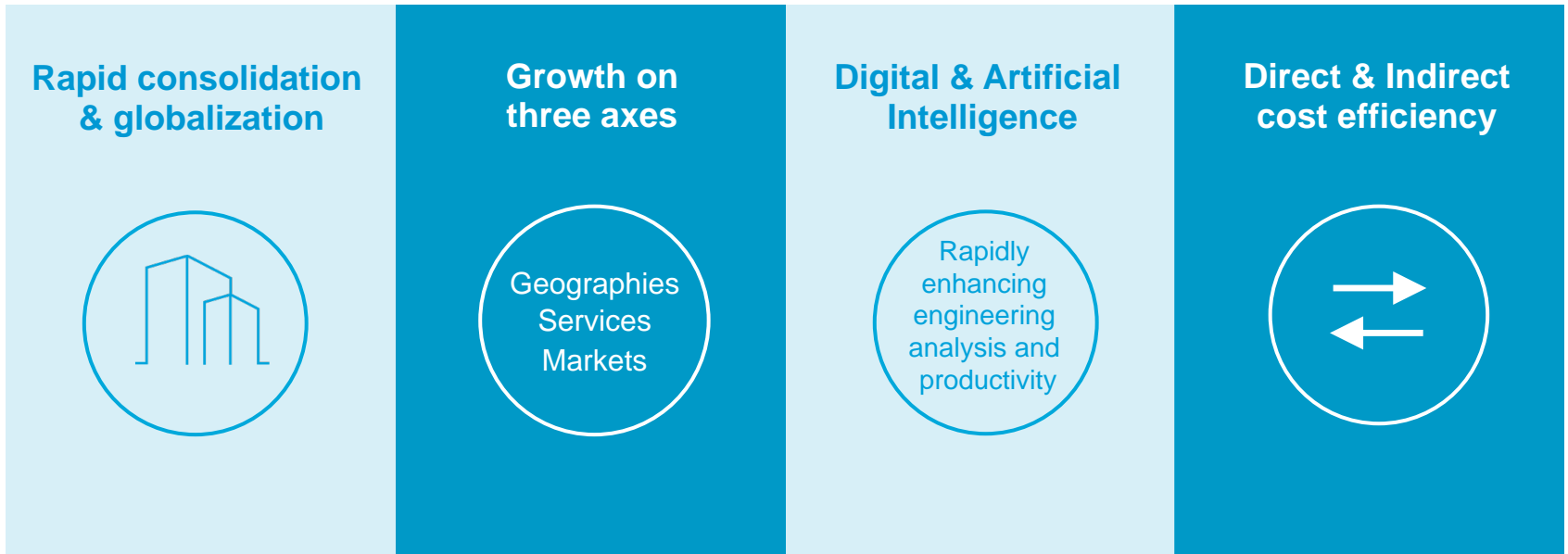


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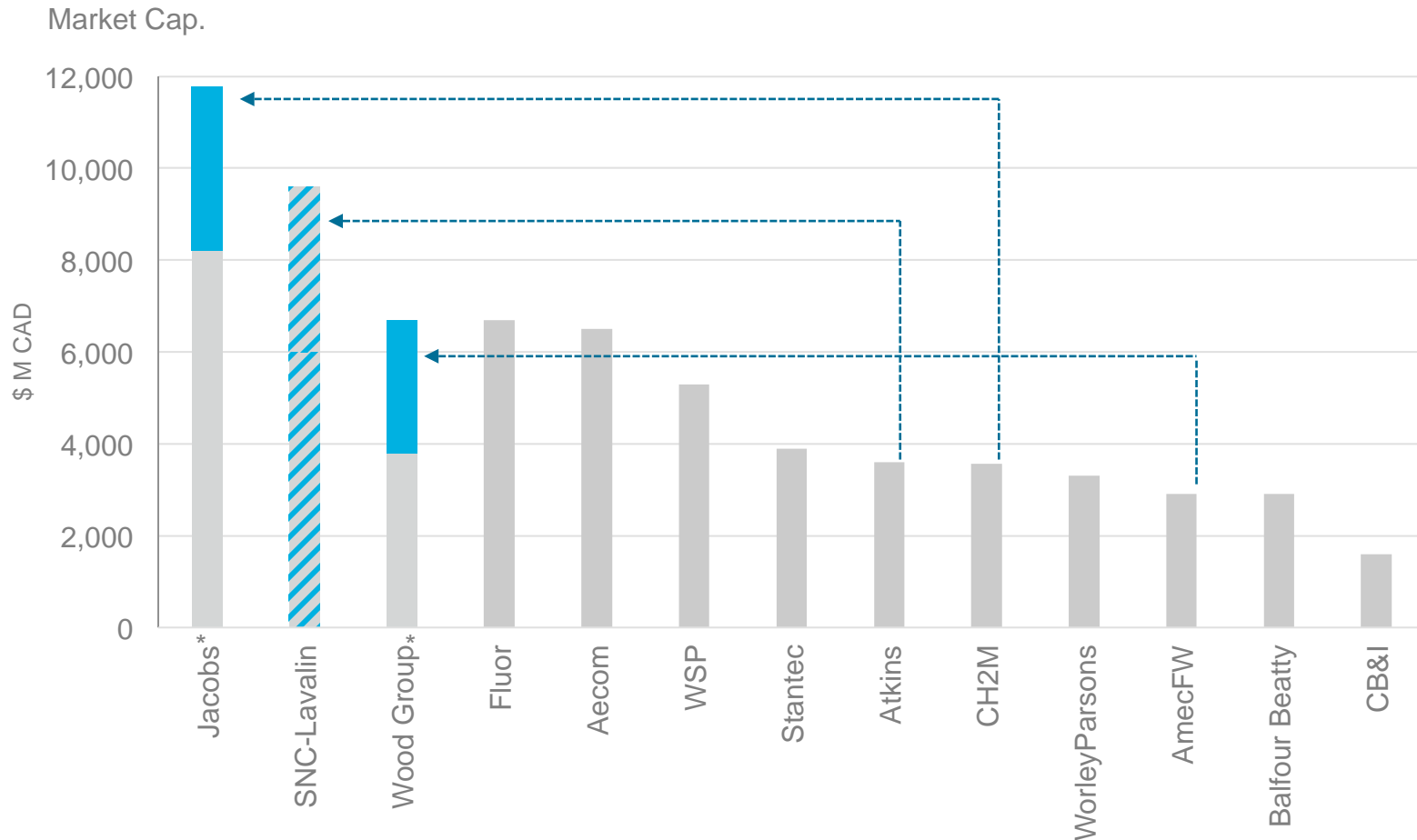
# Within project management, engineering & design

Major trends we see affecting customer needs in the future:



Delivering smarter solutions for our regional & global customers

# Our market has seen significant consolidation and change








SNC-Lavalin's market Cap. was \$6.1B at the end of 2012

\* Estimated  
As at September 5, 2017

# Each of our markets offers numerous opportunities

Global Market  
2017-21

	<b>Infrastructure</b> Growing strong position in Rail & Transit with a focus on Canada and the U.S., expanding and P3 opportunities to leverage Capital; growing O&M and leveraging Atkins presence	US\$ 1.9 T
	<b>Oil &amp; Gas</b> Greater regional focus - Grow strong position in Gas, expand in Downstream, selective equity investments to leverage Capital; growing Project Management and Consulting; enter offshore market using Atkins expertise	US\$ 460 B
	<b>Power</b> Grow Nuclear (incl. decommissioning) & expand renewables; leverage Atkins expertise; very selective growth in Hydro and Thermal	US\$ 400 B
	<b>Mining &amp; Metallurgy</b> Slow recovery in overall market; Growing sustaining capital and consulting, fertilizers; expanding focus on studies & front end work	US\$ 150 B
	<b>Capital</b> Canada remains strong, selective opportunities in the US market (but competitive); Other BOOT opportunities could also become attractive for customers	US\$ 300 B





**OUR  
STRA  
TEGY**



# Our strategy is built upon 4 guiding principles

1

Continuing our progress in operational excellence

2

Delivering as a client-centric organization

3

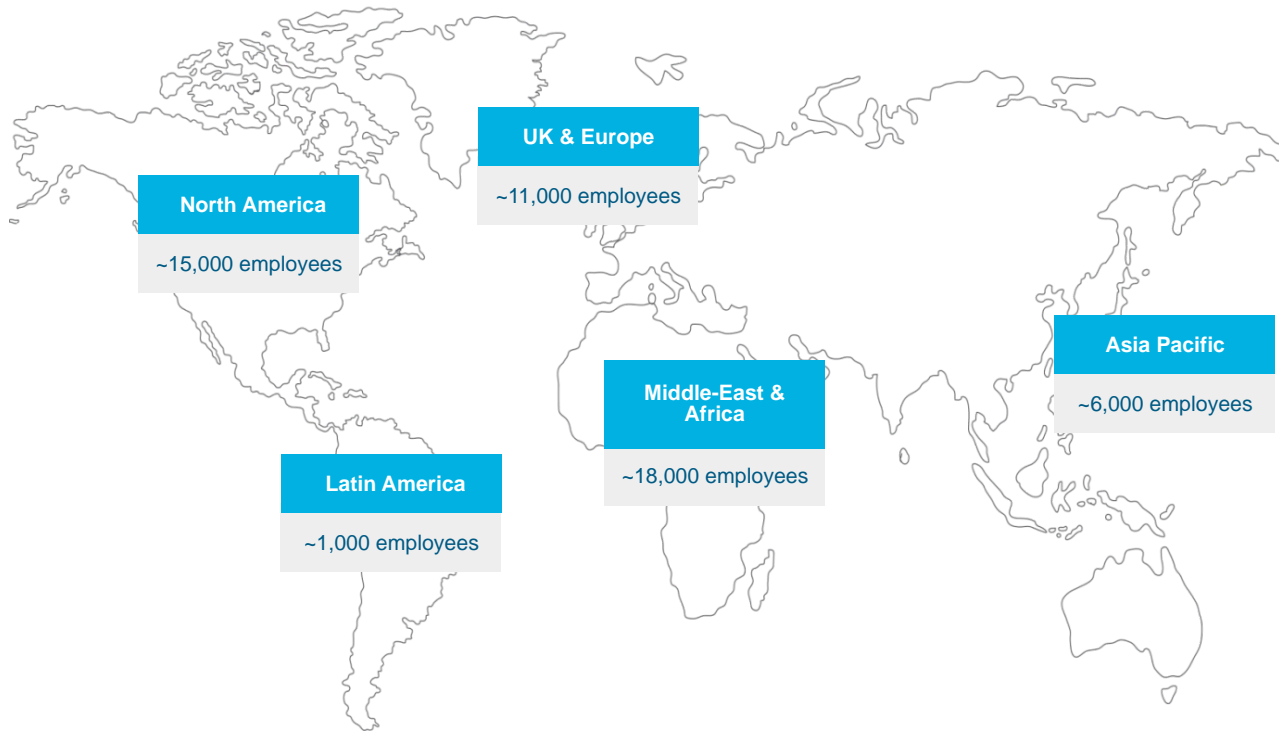
Delivering a performance-driven culture

4

Growing our business & delivering superior shareholder returns



# We now operate from a truly global platform



## Our workforce

SPEAKS OVER  
 **70**  
LANGUAGES

REPRESENTS ABOUT  
 **130**  
NATIONALITIES

AND WORKS FROM  
OFFICES IN OVER  
 **50**  
COUNTRIES

# Our service mix improves our resilience & profitability across sectors, geographics & customer base

## Services

- › Area of core historical strength for the firm
- › Key to our growth trajectory
- › Increase as a percentage of total revenues
- › Build on existing engineering excellence
- › Reposition for increased project and technical complexity for margin improvement
- › Improve “front-end” and process capability

## Projects

- › Projects focus remains key element of business in all sectors to access key sectors of focus, e.g. in-situ oil sands, Infrastructure, etc.
- › Proactively manage portfolio risk through tight governance mechanisms

## Sustaining services

- › Constitute a key growth and strategic lever in areas of E&C
- › Pursue services with technical complexity in O&G, Mining, Nuclear and Transport
- › Target full scope, e.g. capital asset management, operations, maintenance, commissioning and training

## Capital

- › Key growth and financial stability enabler
- › Improve deal flow active management

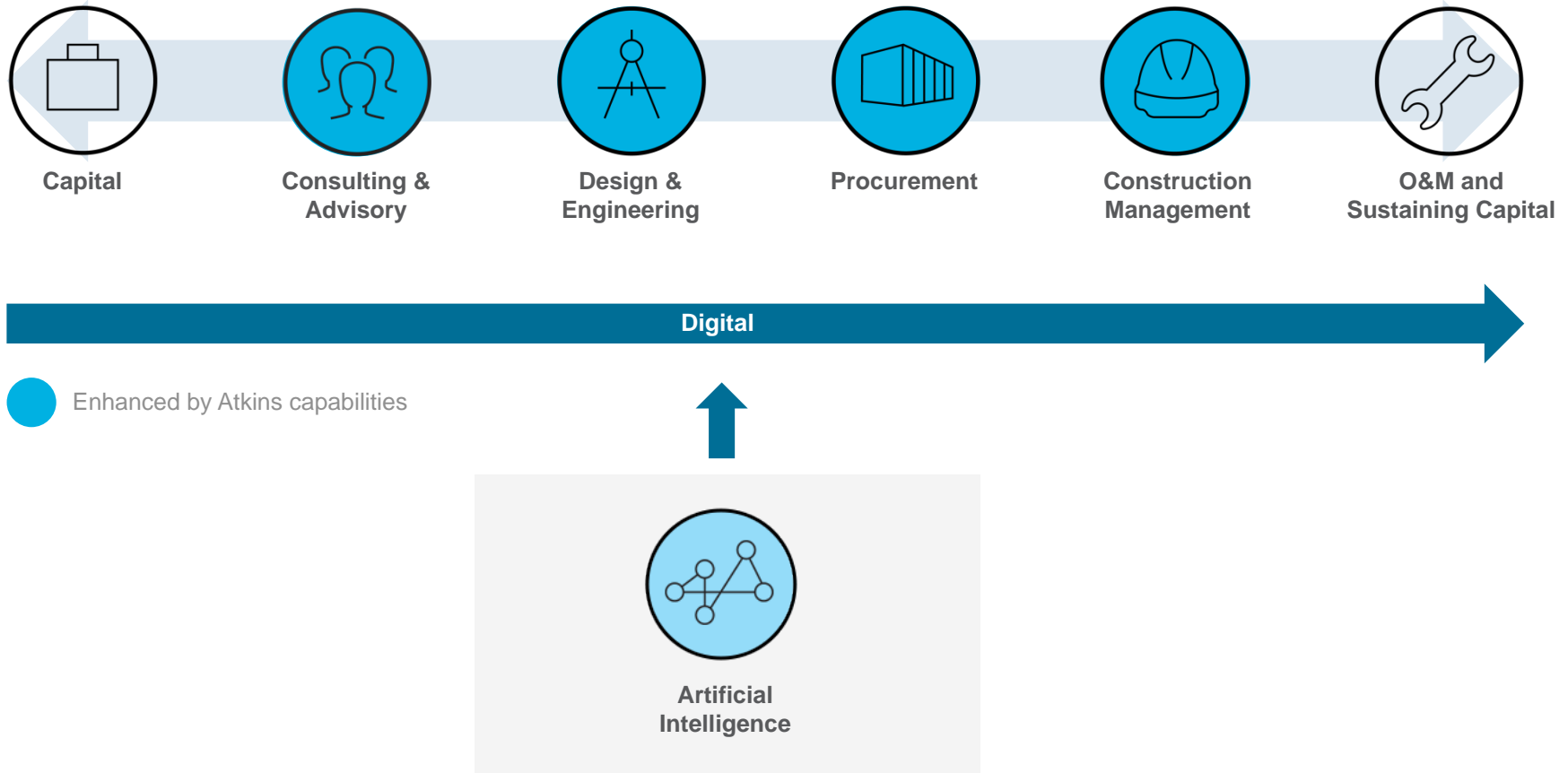
2016 Asset value  
(analysts' average consensus)

**\$4.5B+**

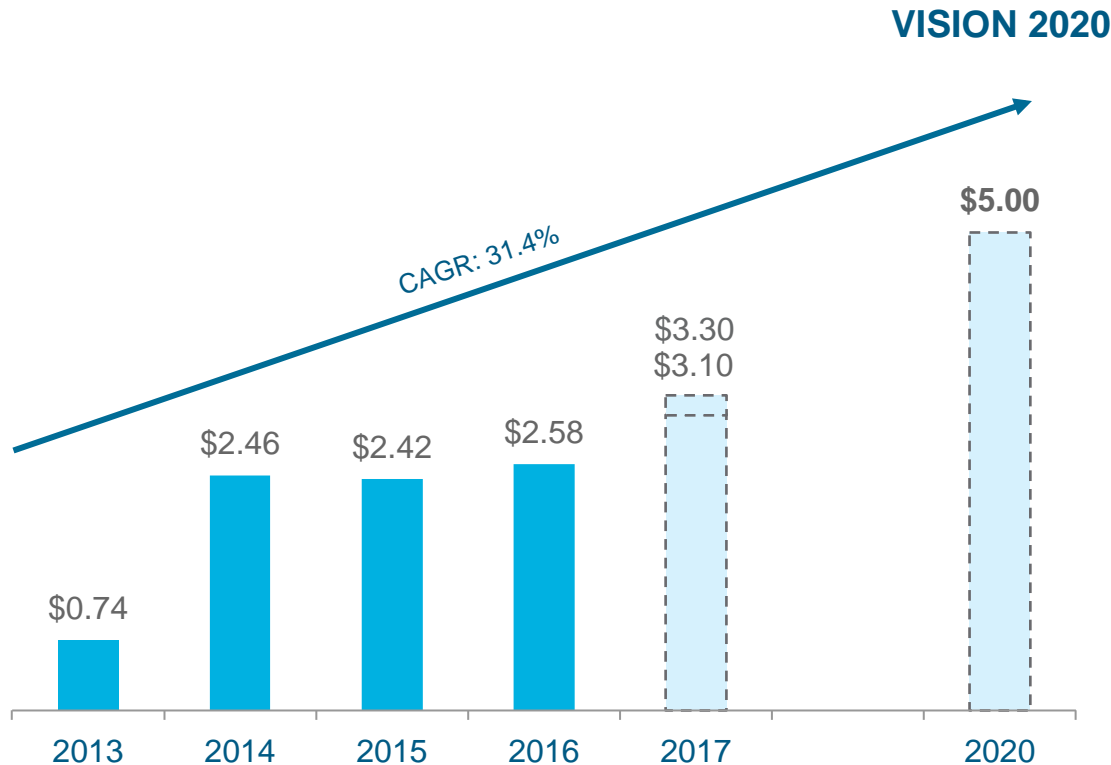


# Our broader service mix provides a range of competitive differentiators & efficiency improvements

## Project Lifecycle



# Plan to deliver adjusted consolidated EPS of \$5 by 2020



CAGR: Compound Annual Growth Rate

## HOW?

- › G&A efficiency & operational excellence continuous improvement
- › Improved project execution
- › Drive organic growth
  - Increase share in nuclear through expanded offering
  - Capitalize on Infrastructure investment in Canada, UK & US
  - Maximize Atkins/SNC-Lavalin revenues synergies
  - Mining & Metallurgy recovery
- › Post Atkins integration M&A



# Vision 2020 – Redefining SNC-Lavalin

## 2020 Objectives

- › One of Top EPCM Firms in Profitability and Profit Growth
- › Top Tier Margins Firm (7% EBITDA is Still our Internal Hurdle)
- › Recognized as a Client-Centric Delivery Focused Organization
- › Strong, Performance Driven Culture
- › Continuous Operational Excellence

Plan to deliver 2020 adjusted consolidated EPS

**\$5.00**



# CAPITAL ALLOCATION



# Our Capital Allocation Framework

Sources of Funds	Uses of Funds
<ul style="list-style-type: none"><li>› Operating cash flows from E&amp;C projects</li><li>› Operating cash flows from existing concessions and Capital Investments</li><li>› Divestiture of matured Capital Investments</li><li>› Divestiture of non-core assets (e.g. Building)</li><li>› Adding Leverage</li></ul>	<ul style="list-style-type: none"><li>› Working Capital &amp; Capex needs on new projects</li><li>› Equity investments driving E&amp;C revenues</li><li>› Dividend payments</li><li>› M&amp;A activities</li></ul>

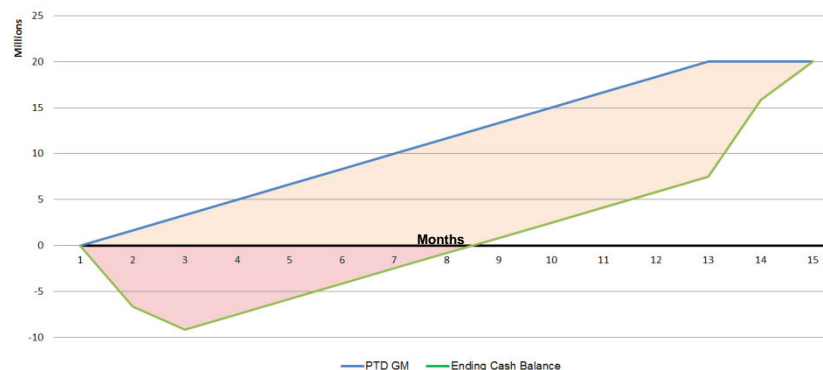
## Key objectives of our Framework

- 1 Drive Organic and Inorganic E&C Growth
- 2 Optimize our Balance Sheet while safeguarding our Investment Grade
- 3 Return Capital to shareholders

# 1 Drive E&C Growth

## Operating Cash Flow From E&C Projects

### Service Model \$100M Mandate over 13 months

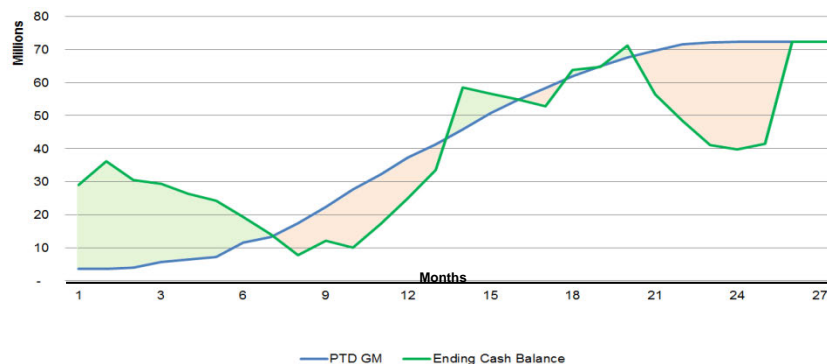


#### Characteristics

- › Billing cycle ≈ 30 days
- › Payments terms ≈ 45 days
- › Cash outflows are mostly salaries
- › Steady and predictable

**70% of our Revenues, incl. Atkins (vs. 60%)**

### End-to-End Model \$500M EPC over 2 years



#### Characteristics

- › Advance payment model
- › Need to match milestones with key outflows
- › More fluctuation from period to period

**30% of our Revenues, incl. Atkins (vs. 40%)**

**Cash Conversion Cycle Very Different Depending On Business Model... Atkins Improving Mix**



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# 1 Drive E&C Growth

## Capital Investment Life Cycle



E.g.:

> Ottawa LRT	> 407 ETR	> MUHC
> Champlain Bridge	> 407 EDG	> Canada Line
> Eglinton LRT	> Astoria	> Restigouche
> John Hart Facility	> Hadjret En Nouss	> Stoney Trail

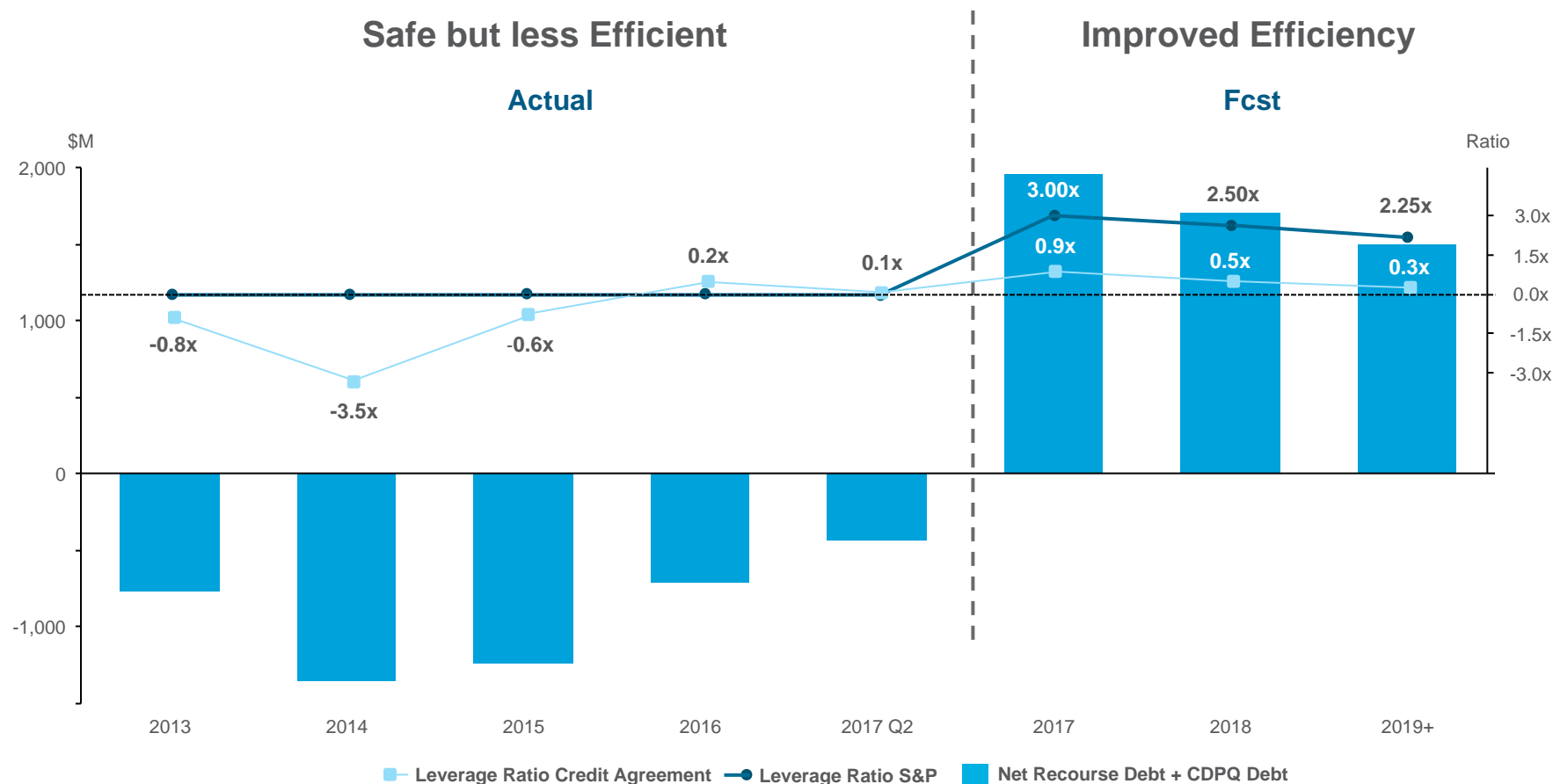
New investments  
meeting IRR while  
driving E&C growth

Maximize value by  
de-risking assets

Monetize Assets to  
reinvest in new  
projects



## 2 Optimizing Our Balance Sheet



**Adding Leverage While Maintaining Investment Grade Rating And Well Below Our Credit Agreement Maximum Leverage Ratio**



## 2 Optimizing Our Balance Sheet

### Credit Facilities

#### Revolving Credit Facility & Term Loan

- › \$2,750M Revolving Credit Facility maturing May 2021
- › \$2,500M Uncommitted bilateral facilities
- › £300M Term Loan:
  - £75M maturing July 2020;
  - £75M maturing July 2021;
  - £150M maturing July 2022
- › Maximum leverage ratio of 3.25
- › \$375M Accordion

### Other Long-term Recourse Debt

#### \$350M Indenture

- › Maturity: July 2019
- › Incurrence base covenant only
- › Interest rate: 6.19%
- › Make whole clause

#### US\$75M Private Placement

- › Borrower: W.S. Atkins
- › Maturity: May 2019
- › Financial covenant at Atkins level
- › Interest rate: 4.88%
- › Make whole clause

**Possibility to Reduce  
Interest Rate at Renewal**

### CDPQ Limited Recourse Debt

#### Borrower

- › SNC-Lavalin Highway Holding, non-recourse to SNC-Lavalin Group

#### Amount

- › \$1,500M dividend in two Tranches:
  - Tranche A - \$1B;
  - Tranche B - \$500M
- › Interest rate ≈ 6.5%

#### Prepayment

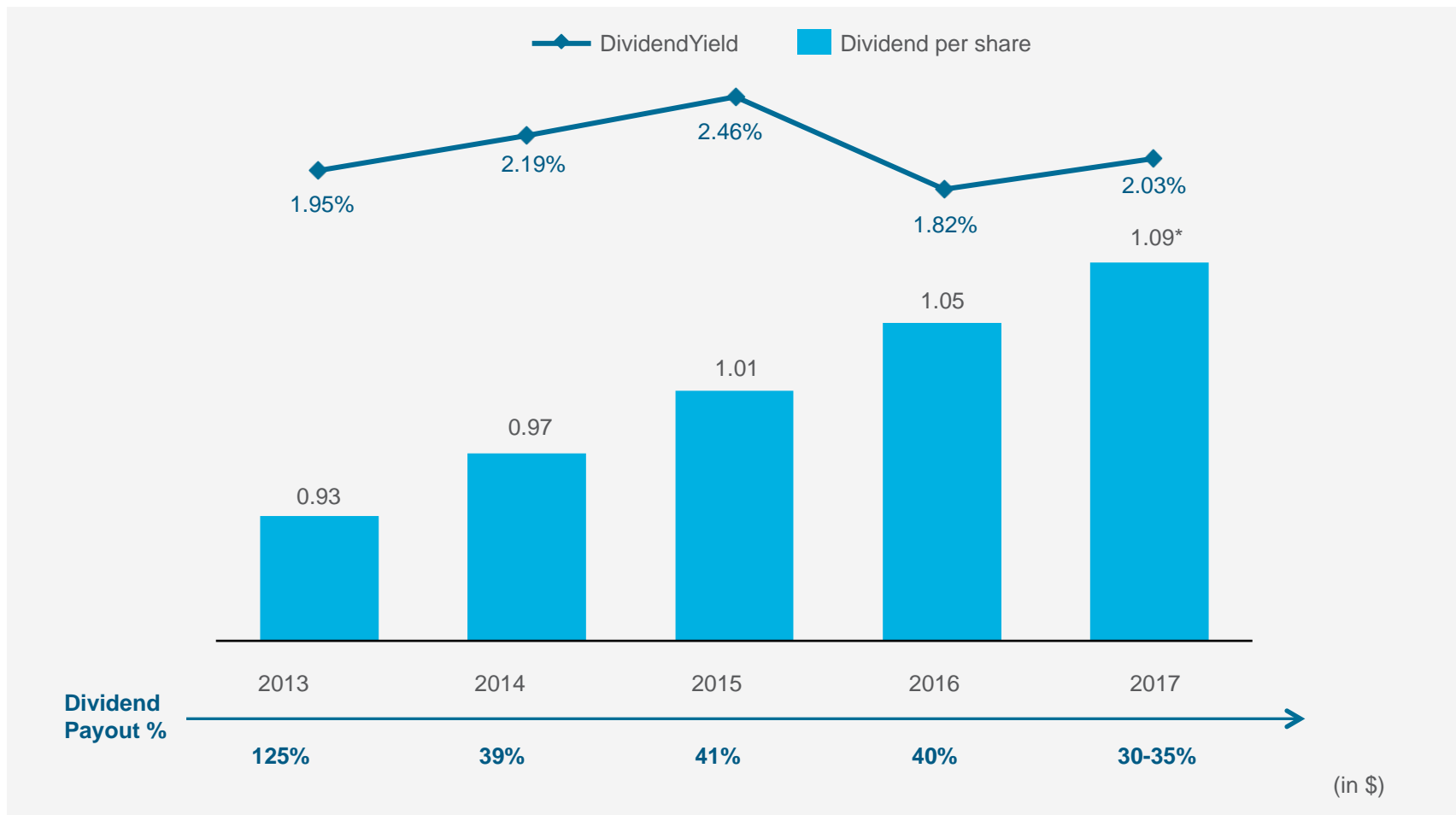
- › Non-call period of 4 Years for Tranche A;
- › Right to repay at all times without penalties for Tranche B

#### Event of Default

- › Failure to pay when due;
- › Cross default with 407 International Inc.;
- › Starting Year 5, if the Issuer has deferred all or a portion of its interest payment for four (4) consecutive quarters



### 3 Return Capital to Shareholders



#### Key Goals:

- › Maintain dividend growth trajectory
- › Stabilize dividend payout at around 30% of consolidated adjusted net income
- › Deliver return in the 2% range

\*Including forecasted dividends

# Summary

Achieved	Delivering
<ul style="list-style-type: none"><li>› Invest in E&amp;C Growth<ul style="list-style-type: none"><li>– Atkins acquisition</li><li>– WC Investment</li></ul></li><li>› Optimization of balance sheet</li><li>› Continue to invest shareholders returns</li><li>› Divested non-core assets<ul style="list-style-type: none"><li>– 455 René-Lévesque Building</li><li>– French Operations</li><li>– O&amp;M Facilities Management</li></ul></li><li>› Creation of SNC-Lavalin Infrastructure Partners</li></ul>	<ol style="list-style-type: none"><li>1 Drive Organic and Inorganic E&amp;C Growth</li><li>2 Optimize our Balance Sheet while safeguarding our Investment Grade</li><li>3 Return Capital to shareholders</li></ol>

**We have a clear Capital Allocation Framework to support our growth strategy**

# CAPITAL

- › Creating E&C opportunities through investments





# Capital's Purpose

SNC-Lavalin Capital is the investment and asset management arm of SNC-Lavalin

Its main purpose is to invest equity or subordinated debt into projects to generate engineering, construction, operations and maintenance revenues that may otherwise not be attainable for SNC-Lavalin's Sectors and to generate value through asset recycling and redeployment of capital back into high-priority initiatives.

# Capital's end-to-end Solution

Investment Development	Investment Management	Asset Management
<ul style="list-style-type: none"><li>› Early identification of prospects</li><li>› Lead consortium partnering</li><li>› Manage evaluation process</li><li>› Act as a Bid Manager for PPP RFQs / RFPs and BOOs concession development for other sectors</li><li>› Offices in Montreal, Toronto, Vancouver, Miami, Abu Dhabi and Kuala Lumpur</li></ul>	<ul style="list-style-type: none"><li>› Structure equity &amp; partnerships and related investment vehicles</li><li>› General Partner capabilities</li><li>› Source and close optimal project financing</li><li>› Manage equity and banking relationships for project finance</li><li>› Offer comprehensive financial analysis and modeling</li><li>› Modeled more than 600 projects in all sectors, including feasibility for clients and PPP projects</li></ul>	<ul style="list-style-type: none"><li>› Monitor the performance and success of our investments</li><li>› Analyze and review to ensure that target returns are obtained</li><li>› Perform all reporting functions</li><li>› Assess potential exit strategies</li><li>› Actively involved in projects under construction: Champlain Bridge, Eglinton LRT and John Hart Hydro Power</li></ul>

**We have invested in 32 assets  
for more than 30 years**

**We have raised over \$12B  
of project financing**

**We currently manage 16 assets  
for a value of \$4,5B+**

**Capital's projects have generated more than \$8B  
in EPC revenue and \$5B of O&M contracts for SNC-Lavalin**

# Capital Overall Market Outlook

## Market Size (Overall and by region/Focus area)

### Canada P3 – Infra

- › Infrastructure and P3 spend expected to remain robust. Political support to increase investment in Infrastructure.
- › Nevertheless, pipeline still resides with traditional public players for the moment. Lack of other framework to generate new deal flow.

### US P3 – Infra

- › There are indications that an asset recycling program similar to Australia's could be part of the US federal government agenda and could potentially "unlock capital" in US infrastructure assets. Early in the process.
- › Biggest issue has to do with scale as the US has 50 states, compared to six in Australia.
- › States using P3s (Nb of deals in 2017): TX(10), VA(8), FL(7), NY/NJ (6), Co(4) Pa(1).

### BOO – Power

- › Power: Development opportunities in renewables, CCGTs and energy storage due to low gas prices and coal plant retirements. Targeted markets: USA, Canada, Australia and Middle East (GCC).

### O&G

- › Gas processing remains strong; Need for compressing and processing facilities. Targeted markets: USA (midstream), Middle East (BOO), Asia Pacific (LNG).

### M&M

- › Still very slow market for commodities and metals.

## Key Market Direction 2016-17



### Canada P3

Strong government support with many larger transportation projects with strong P3 and other financing model frameworks in development.



### US P3

P3 policy varies state by state with high political risk. Opportunities will continue to emerge in Highways/ Bridges/ Mass Transit.



### Power

Opportunities to bid BOO and/or develop projects. Assessing a renewables development platform.

## Market Direction 2018-20+

**Infrastructure:** Infrastructure spending deficit will persist across North America for foreseeable future creating opportunities for P3 and development oriented projects.

**Power:** Demand stagnating, energy price plummeting and fewer PPAs available. Significant increase in renewable generation and CCGT deal flow slowing down.

**O&G:** Brent crude at US\$50 per barrel, US oil and gas market begins to look more attractive (but declining in Canada).

**M&M:** Demand for commodities and metals still low. No short-term recovery expected. Copper and gold show some recovery.



# Main Focus Areas 2017 — 2020

Opportunity	Strategic Focus
<p>Leader in Canada for large, complex P3 infrastructure projects.</p> <p>Expand Infrastructure P3 business into the US.</p>	<p>Continued and growing pipeline of large and complex LRT and bridges in Canada. Canadian P3 experience provides entry point into US market, particularly for full service LRT.</p>
<p>Development of opportunities in renewables, CCGTs and energy storage due to low gas prices, and coal plant retirements. Targeted markets: USA, Canada and Australia</p>	<p>Alignment with key developers, partners for early identification of opportunities.</p> <p>Developing a SNC-Lavalin power investment vehicle with other investors where value is captured at each stage from development funding to operation stage.</p> <p>Usage of Power sector expertise to improve solutions, lower capital investment and de-risk execution.</p>
<p>With OPEC's recent decision, crude oil price is expected to remain stable. OPEC countries, US and Latam could see an increase in capital expenditures due mainly by the lack of investment in the last years. With clients still short of capital, it create the environment for BOOs prospects.</p>	<p>Working on the concept of a an investment vehicle for midstream ring-fenced gas treatment facilities where SNC-Lavalin could create replicable delivery models, including maintenance field services.</p>

# SNC-Lavalin Infrastructure Partners LP



The Partnership sets a model for the re-deployment of capital and further marks the entrance of SNC-Lavalin in the infrastructure fund management business.





# Carlyle Global Infrastructure Fund (“CGI”)

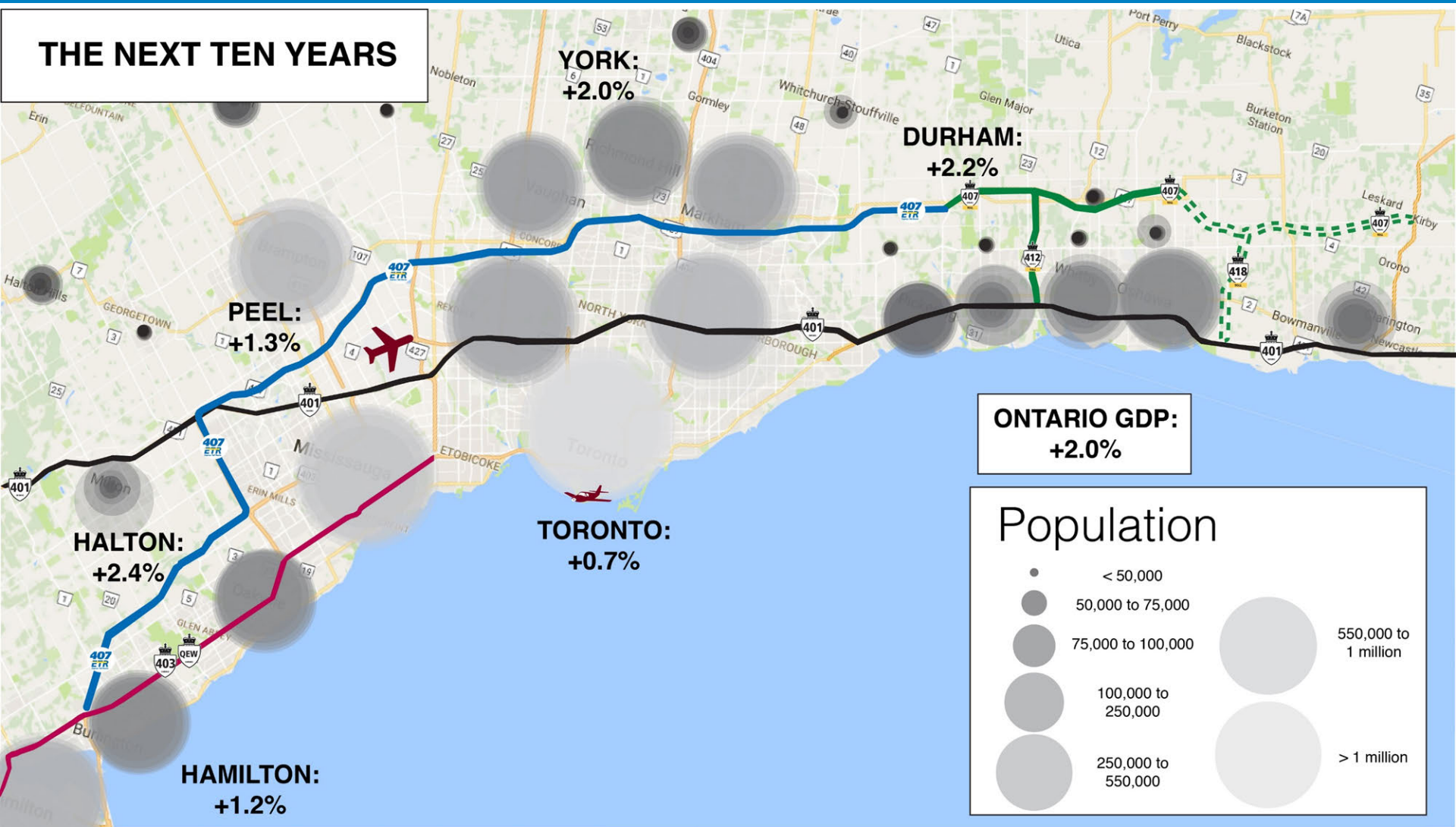
- › Partnering with CGI in a dedicated fund that will seek to invest globally in infrastructure assets/business that require development capital & project delivery capabilities
- › SNC-Lavalin Capital will invest US\$100M as a Limited Partner. SNC-Lavalin sectors will provide project evaluation, technical advisory, due diligence & project delivery expertise into CGI Fund on a first look basis
- › Fund targeting \$2.5B of equity plus co-investment to exceed over \$10B of deployed capital
- › SNC-Lavalin anticipate that the CGI fund relationship will increase our addressable market significantly over the next years across all sectors
- › SNC-Lavalin sectors already engaged on screening project development opportunities in O&G and Infrastructure sectors
- › Relationship also provides SNC-Lavalin with a global strategic partner with over \$169B AUM and access to multiple project development platforms that require our E&C and consulting services

# Highway 407 ETR

Geoffrey Liang

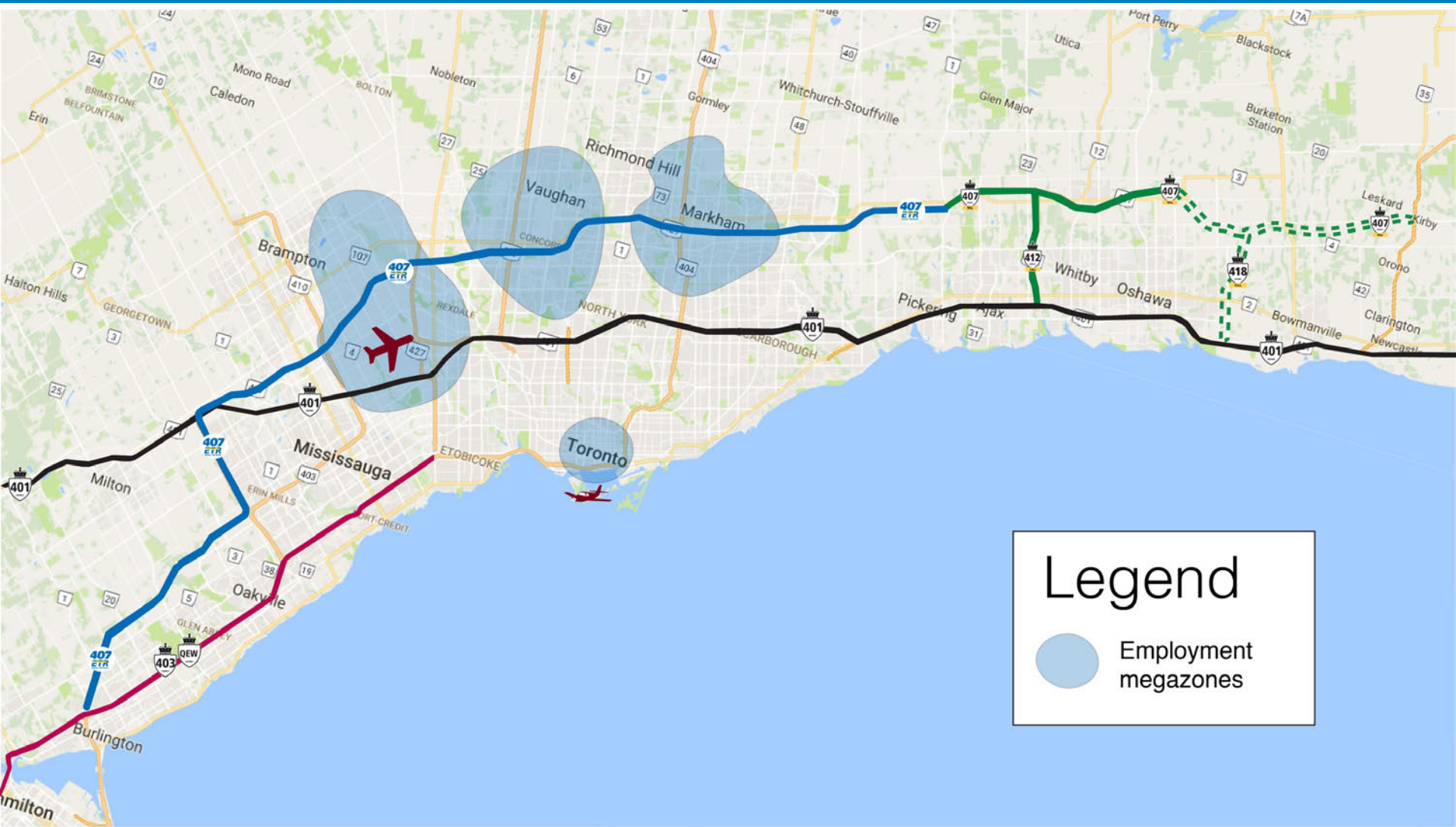
CFO, 407 International inc.

# THE NEXT TEN YEARS






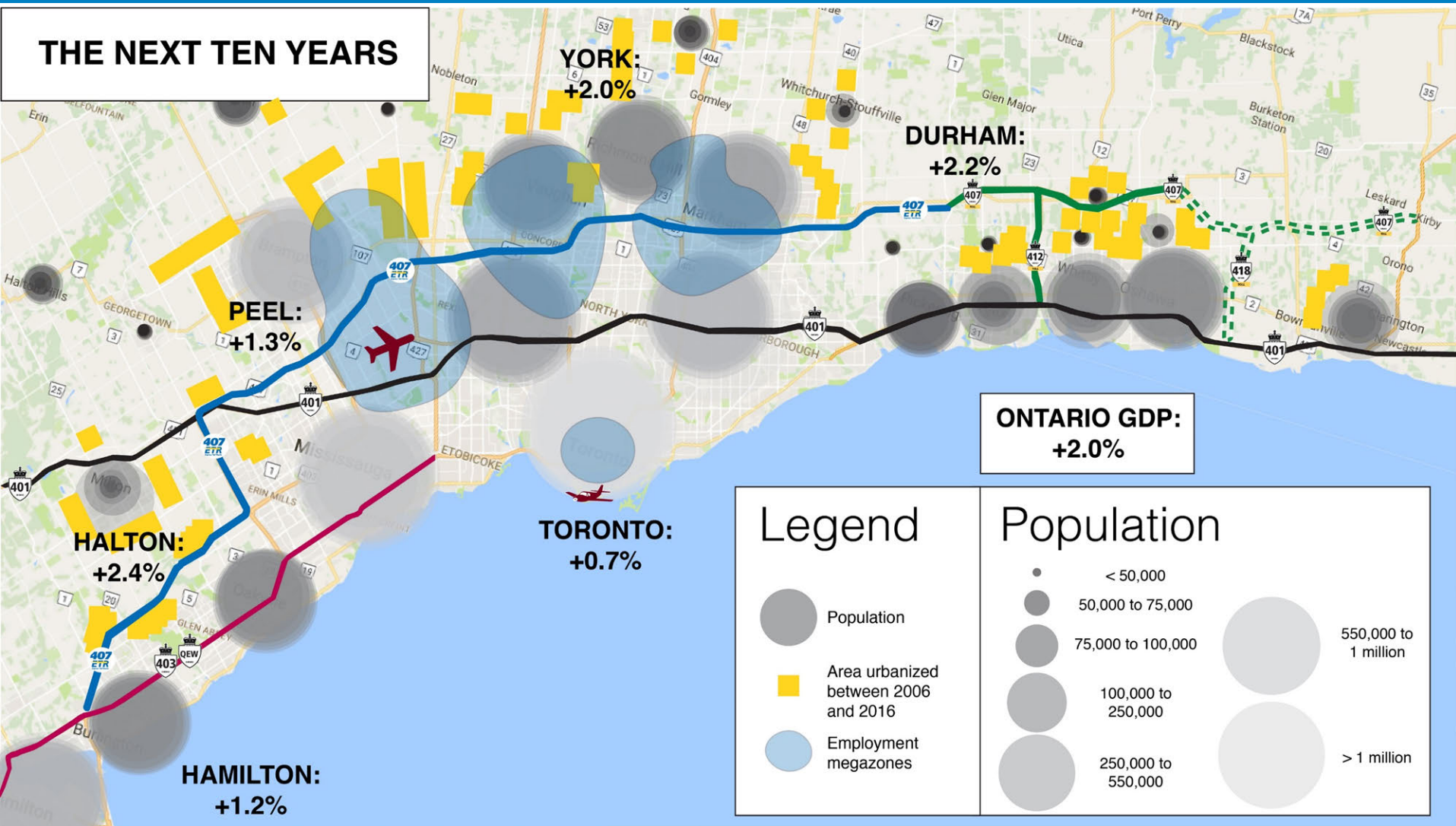




## Legend

 Employment megazones

# THE NEXT TEN YEARS





# Outlook and Considerations

## GTA Population

+1.0 million people by 2026

## Operational Advantages

Highway 407 East extension

Speed advantage: 4x

20% more lane capacity

## Lease Considerations

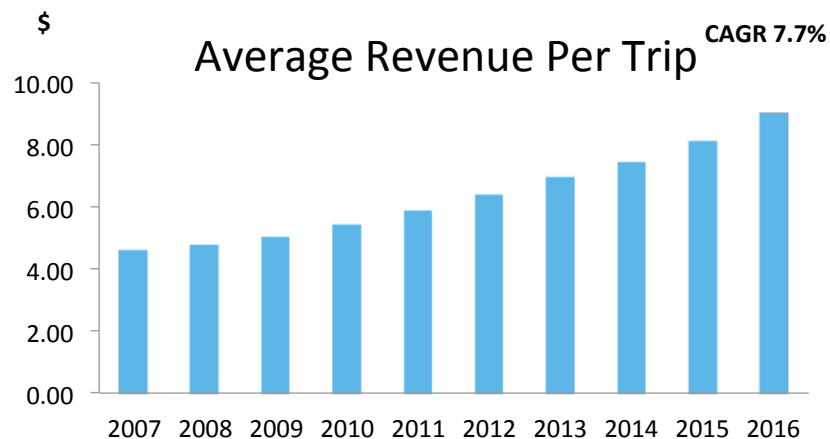
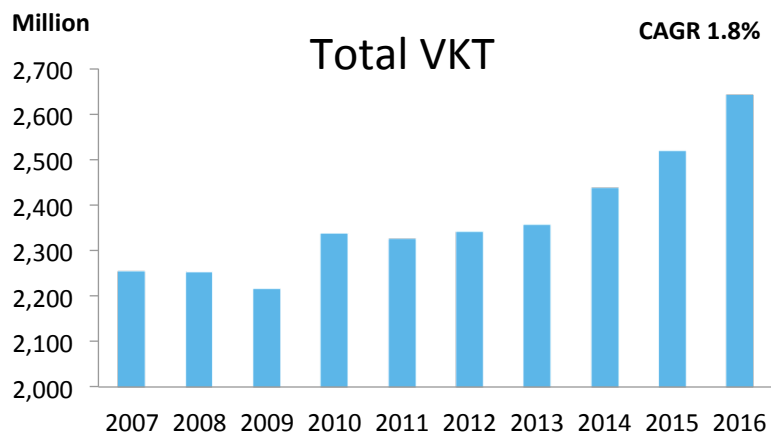
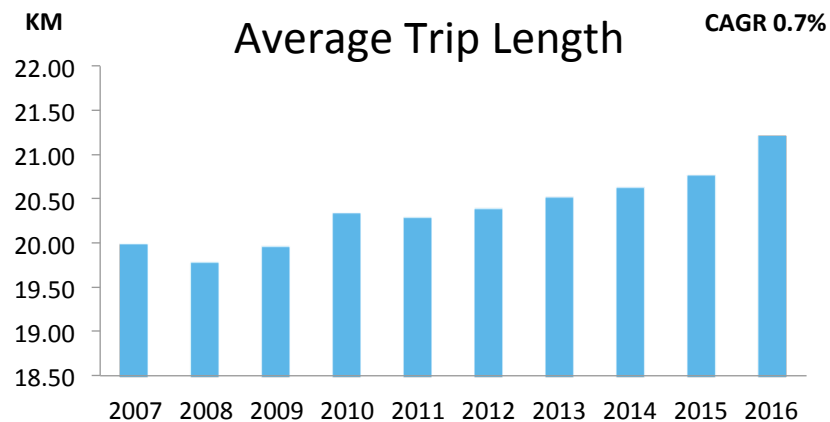
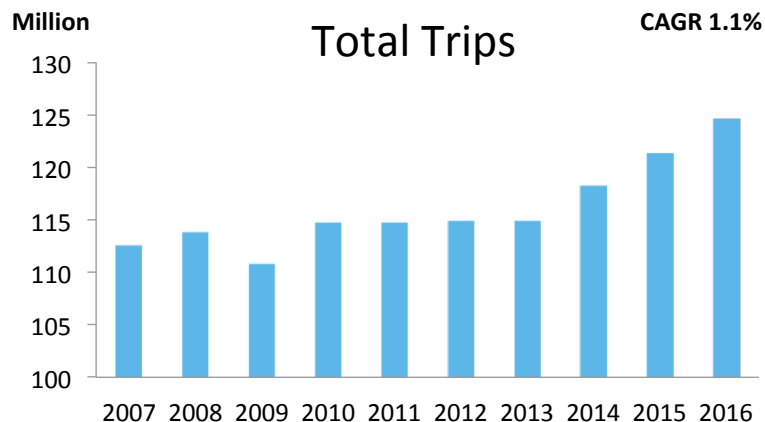
Flexibility to set tolls

81 years remaining

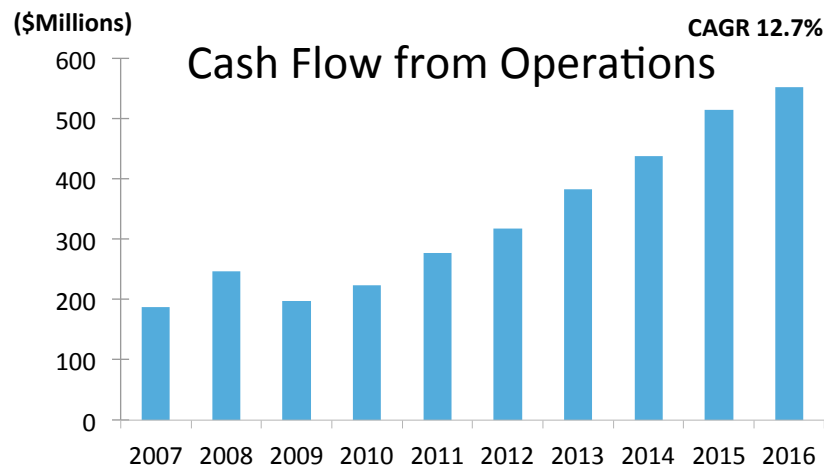
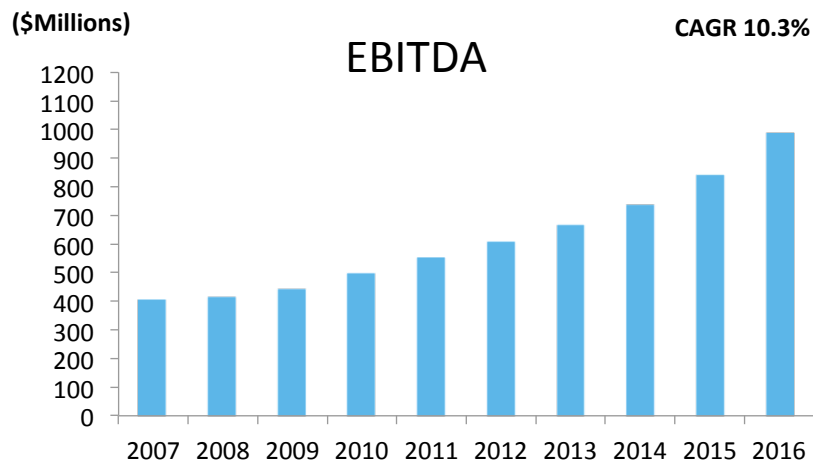
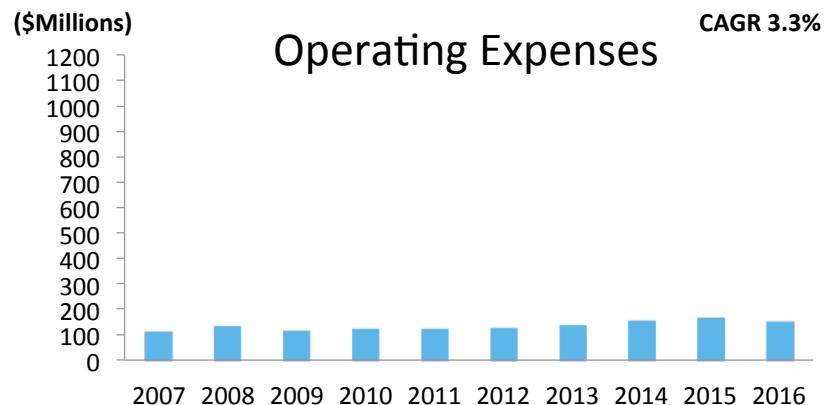




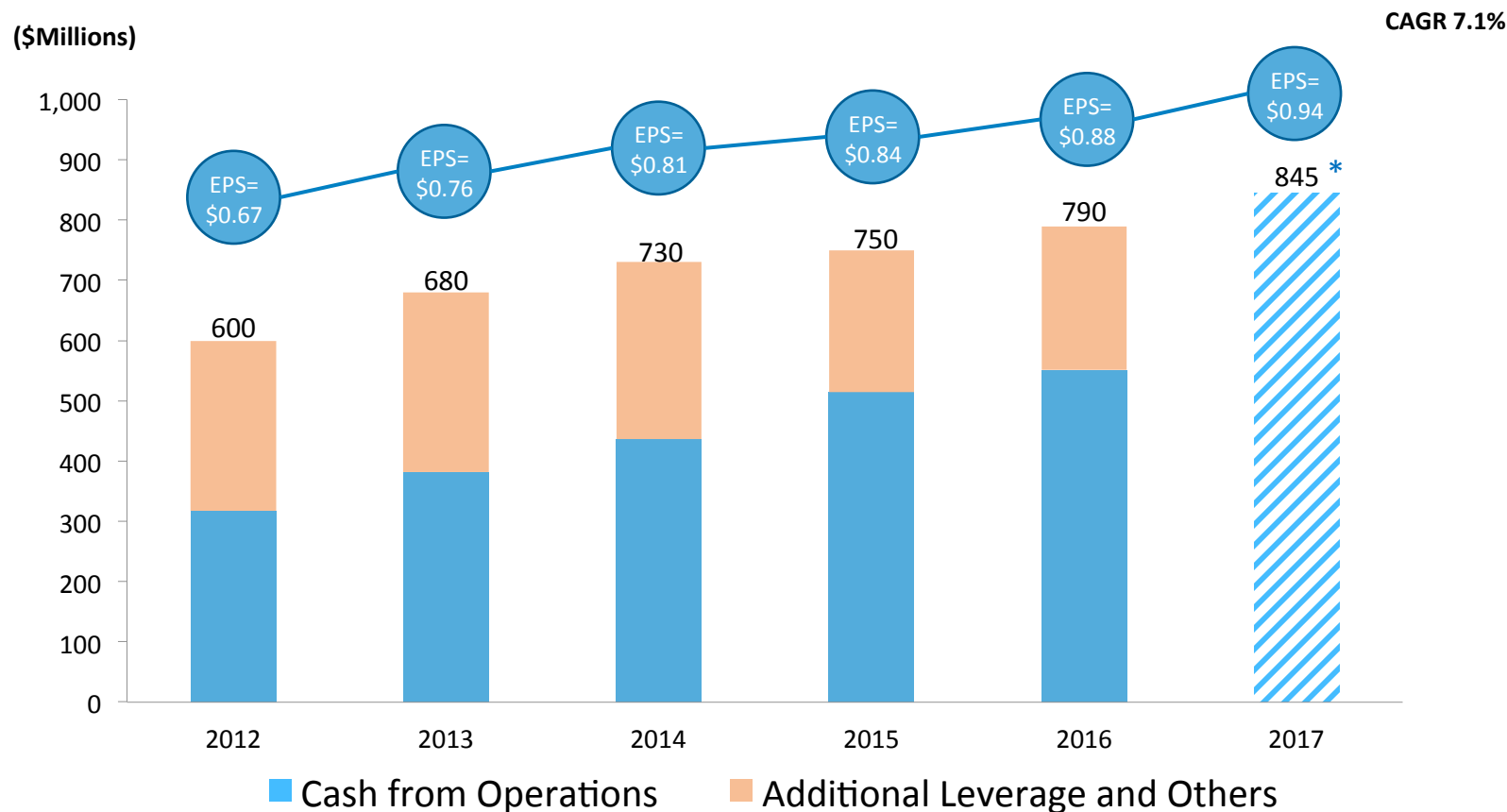
# Traffic Performance



# Financial Performance



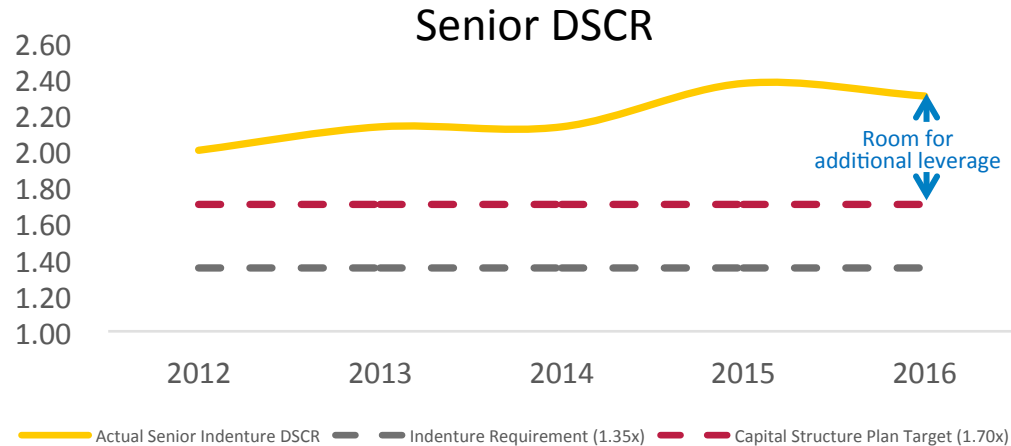
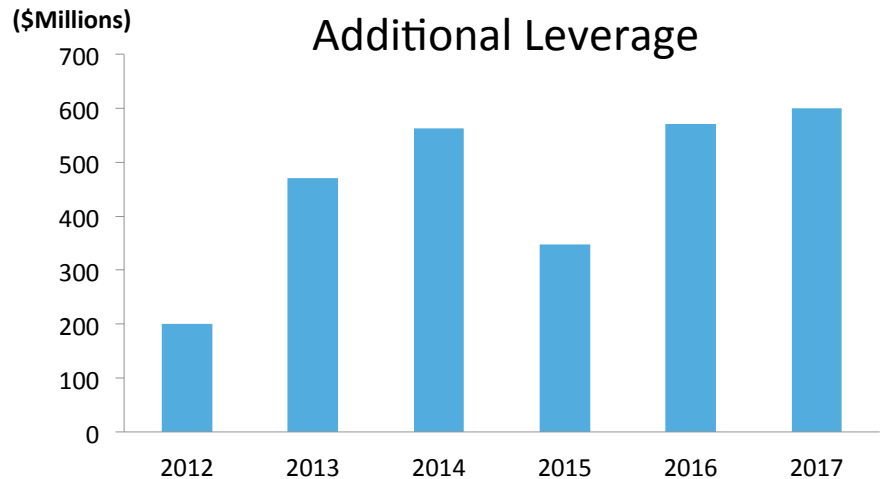
# Dividend Payments and EPS Contribution



\* Assumes October 2017 dividend payment of \$215 million (same as July 2017)

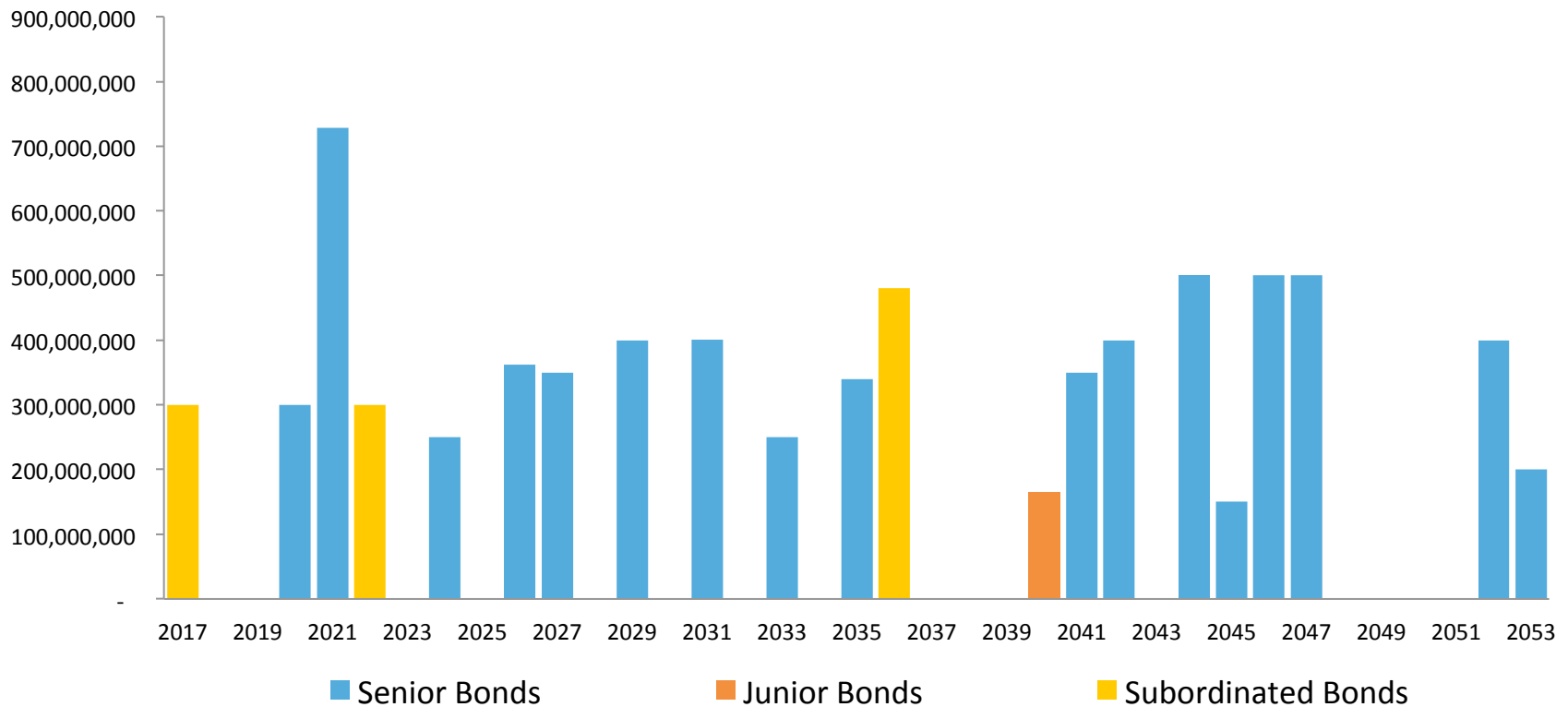
# Capital Structure Plan

- Continue to increase the leverage of the highway asset
- Reward shareholders and slow down deleveraging (due to increasing EBITDA)
  - Gradual additional leverage
  - Performance based
- Maintain existing credit ratings: S&P (A), DBRS (A)
- Debt Service Coverage Ratios:
  - Target senior indenture DSCR: 1.70x; indenture requirement: 1.35x
  - Target senior and junior cash DSCR: 2.00x



# Bond Maturity Profile

No more than **20%** total debt maturing during any 24-month period



# The Asset Continues to Grow

Revenues increase  
(population and  
toll rate increase > CPI)

Stable operating costs

Currently underleveraged

Low interest rate

Increasing dividends to  
shareholders







# HIGHWAY 407

- › Successful asset  
with potential  
value creation



# Highway 407 ETR: An Exceptional Investment

**SNC-Lavalin's investment in Highway 407 ETR has had an outstanding performance during its first 16 years ...**

- › SNC-Lavalin bought 175M shares in 1999 for **\$175M**
- › Sold 45M shares in 2002 for **\$178M**

**4X**

- › **\$872M** dividends paid to SNC-Lavalin since 1999

**7X**

Now owns 130M shares, or  
16.77%, worth at least

**\$4.3B**

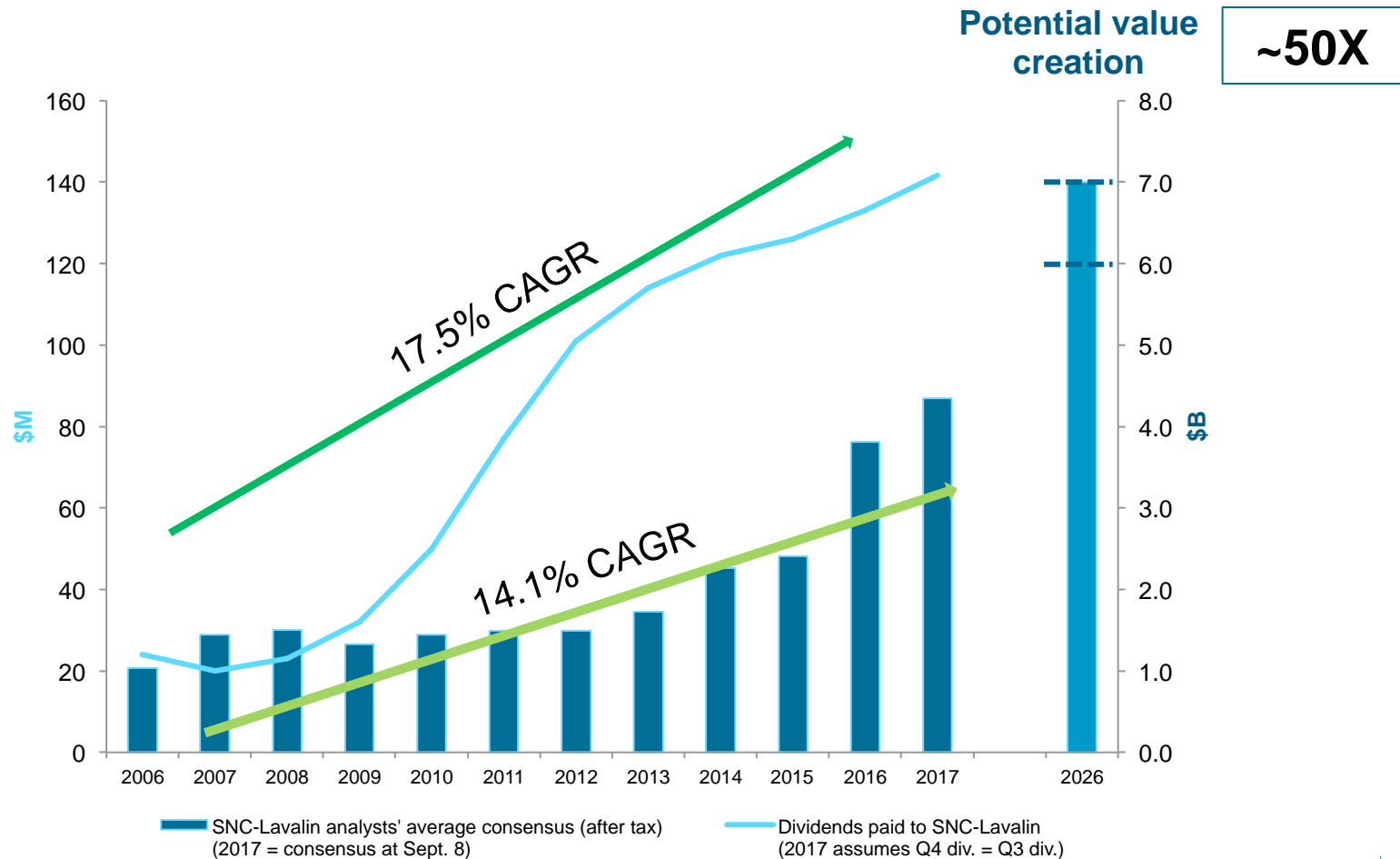
Value 2016  
(analysts' average consensus)

**33X**

**... and 81 years to go**

# Market valuation

SNC-Lavalin's investment in Highway 407 ETR – a solid growing platform



# MINING & METALLURGY

› Winning new businesses  
in a rallying market



# Background

## Historically (2012 to 2014), the M&M sector:

- › Was seriously impacted by the mining sector downturn, contributing to large decreases of revenues across the industry;
- › Like other Tier 1 E&C companies continued to focus on large expansionary projects with limited pursuits of sustaining capital work or operational excellence projects;
- › Faced reduced backlog as clients focused available funds on sustaining capital services, studies, operational excellence, and necessary expansionary capital services for copper, sulphur emissions technologies, and fertilizers (with the exception of potash);
- › Based our pursuits on discreet projects rather than being more “client centric” and not offering broader solutions and value-added services, thereby diminishing our traditional client focus;
- › Needed to adjust G&A to align with market size and forward-looking strategy.

**End Result: 30% win rate on bids, with no major expansionary work in the pipeline.**

# Market Opportunities – Mining & Metallurgy

## Mining & Metallurgy Market Outlook

### Analytical Context\*:



Prices for copper hit their highest level in nearly three years.



Zinc sits at its highest price in a decade.



Aluminum climbed to three-year peaks last week.



Iron ore has rallied 35% since the end of May.

- › Miners shares also have soared, with MSCI World Metals & Mining Index up 13% during that span.
- › *The recovery in copper and some other base metals “has really only just begun,” said Christopher LaFemina, an analyst at Jefferies. “There’s much more to go.”*

### Observations for Mining & Metallurgy

- › Increase in activity on development studies.
- › More major projects coming on line.
- › Continued emphasis on sustaining capital work to maximize output from existing operations.

**Forecast: 2017 still flat, but pick up expected on the second half of 2018.**

\* Source: Wall Street Journal, “Booming Metals Rally Signals Optimism on Global Growth”, August 21, 2017

# Main Focus Areas 2017-2018

Opportunity	Strategic Focus
Adapting to commodities and regional demand	<p>Servicing the full spectrum of commodities with an adaptive focus on key commodities: copper, sulphur management, gold, fertilizers, clean energy metals (lithium, cobalt, nickel).</p> <p>Maintain global focus on LATAM and Middle East, together with growth in North America, Europe and Australia.</p>
Diversify service offerings	<p>Continue expanding our services in sustaining capital and management consulting complimenting our traditional studies and expansionary capital projects to secure greater portion of client's overall spend and backlog.</p>
Become client centric on our BD efforts	<p>Enhanced client relationships and full project lifecycle account management. Delivering project assurance, and value added services (MC work, safety solutions, innovation ideas).</p> <p>Recent awards are the result of long-term development versus reactive bidding.</p>
Flexibility and agility	<p>Create an efficient organization that is client value driven, with very low overhead and a philosophy of <i>"The right people at the right time to meet our commitments."</i></p>

Outcome (Between 2014 and to date): 70% win rate on all bids, met revenue target for sustaining capital pursuits ahead of 2017 goal, one major project recently secured with other high potential prospects in play, and a backlog approaching \$1B.










# M&M Major Pursuits

Focus on Tier 1 and Tier 2 Clients covering every area of services:















# M&M Sector: Major Projects Won

Client	Commodity	Country	Project
 <b>NORICKEL</b>	Nickel/Sulphur	Russia	Norilsk - Sulphur emissions reduction - (FEED ahead of EPC)
 <b>CODELCO</b>	Copper	Chile	Chuquicamata – Effluent treatment plant (EPC) + Sulphuric acid plant (EPC)
 <b>Salalah National Company LLC (ONP)</b>	Fertilizers	Oman	Salalah - Ammonia plant (EPC)
 <b>ACRON</b>	Fertilizers	Russia	Phosphate fertilizer project - Engineering and Procurement
 <b>ENAMI</b> EMPRESA NACIONAL DE MINERIA	Copper	Chile	Enami - Copper smelter modernization (FEED)
 <b>ANTAMINA</b>	Copper	Peru	Antamina - Tailings management and related works (Project Management)
 <b>CLEAN TEQ</b> Powering innovation	Lithium Battery	Australia	Syerston - Nickel and cobalt sulphate (FEED)
 <b>VALE</b>	Nickel	Canada	Copper Cliff – Engineering services and project management
 <b>BARRICK</b>	Gold	Peru	Lagunas Norte – Tailings management (Feasibility Study)

A diversified project list spanning multiple commodities and regions

# M&M Sector: Major Prospects (2017-2018)

Client	Commodity	Country	Prospect
 <b>NORICKEL</b>	Nickel	Russia	Norilsk Phase 2 – Sulphur emissions reduction (EPC)
 <b>MA'ADEN</b> Saudi Arabian Mining Company - شركة التعدين العربية السعودية	Gold	Saudi Arabia	Ma'aden - Gold (EPC)
 <b>FREEPORT-McMoRAN</b>	Copper	Indonesia	Amman - Greenfield copper smelter (FEED)
 <b>MANASEER GROUP</b>	Fertilizers	Jordan	Manaseer – Integrated fertilizer complex (EPC)
 <b>RioTinto</b>	Lithium	Serbia	Jadar – Lithium (Project Management)
 <b>Bakel Mining Company</b>	Copper	Russia	Udokan – Copper complex (Engineering)
 <b>OCP</b>	Fertilizers	Morocco	OCP - Jorf and SAFI sulphuric acid plants (EPC)
 <b>COLLAHUASI</b>	Copper	Chile	Collahuasi – Expansion (EPCM), Tailings, Engineering
 <b>CODELCO</b>	Copper	Chile	Chuquicamata - Underground mining integration (PM)
 <b>BHP</b>	Copper	Chile	Spence – EPCM

Strategic pursuits aligned with our diversification objectives

# Summary

- › The M&M sector is a full-service, lean organization that incorporates innovation, value added services, flexibility and agility to meet commodity cycles, regional market conditions, and client investment priorities.
- › Healthy base in high GMAF value-added services such as studies and sustaining capital services.
- › Integration of practical digital industrial platforms and agile applications to enable workforce, enhance health & safety and operations automation.
- › Leveraging capacity and experience for EPC/LSTK delivery on strategic projects to provide cost and schedule certainty to our clients:
  - › Favourable GMAF contribution from EP services
  - › Selectivity in construction partnerships to avoid direct hire, mitigate execution risk, and deliver quality results
  - › Historical outperforming of budgeted project outcomes for LSTK EPC work
- › We are trending towards \$1B plus in backlog for the sector by the end of 2017.

# CLEAN POWER

› Growth opportunities  
in Global Nuclear  
and Renewables markets



# Power Basics

## Who

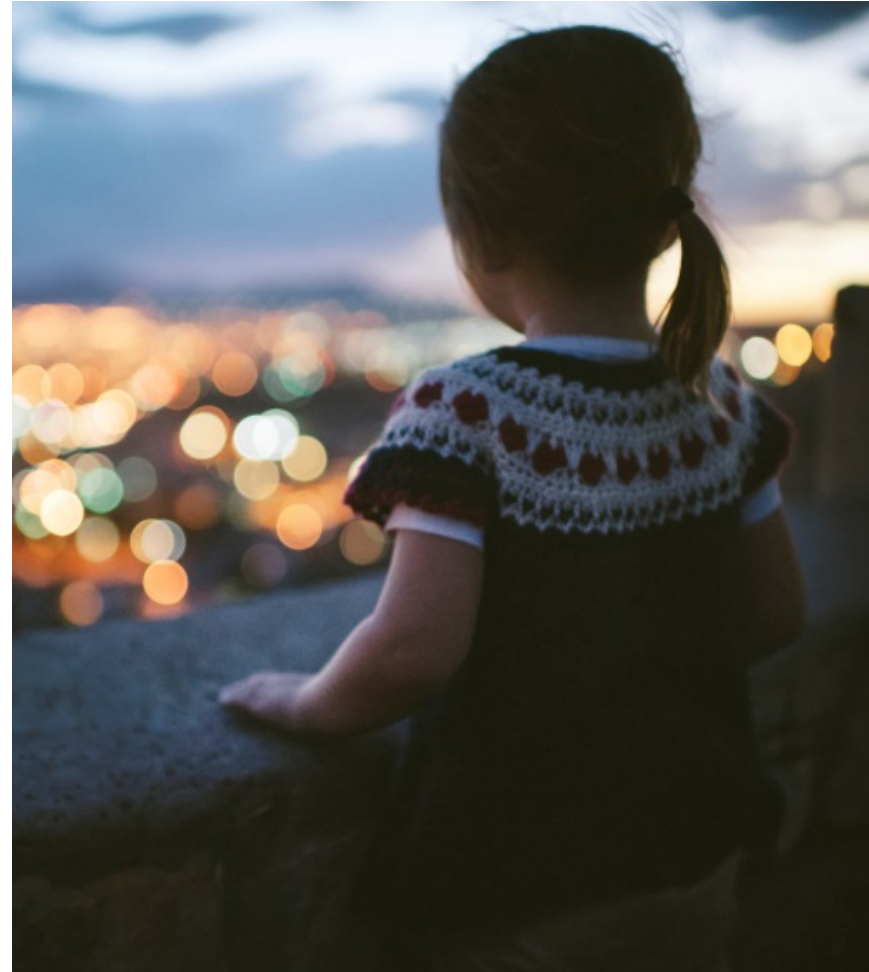
- › Tier-1 provider of full life-cycle solutions for broad range of Power generation, transmission and distribution.

## What

- › Feasibility studies and design
- › EPCM
- › Asset Life Extension
- › O&M Services
- › Critical Infrastructure Protection
- › Decommissioning

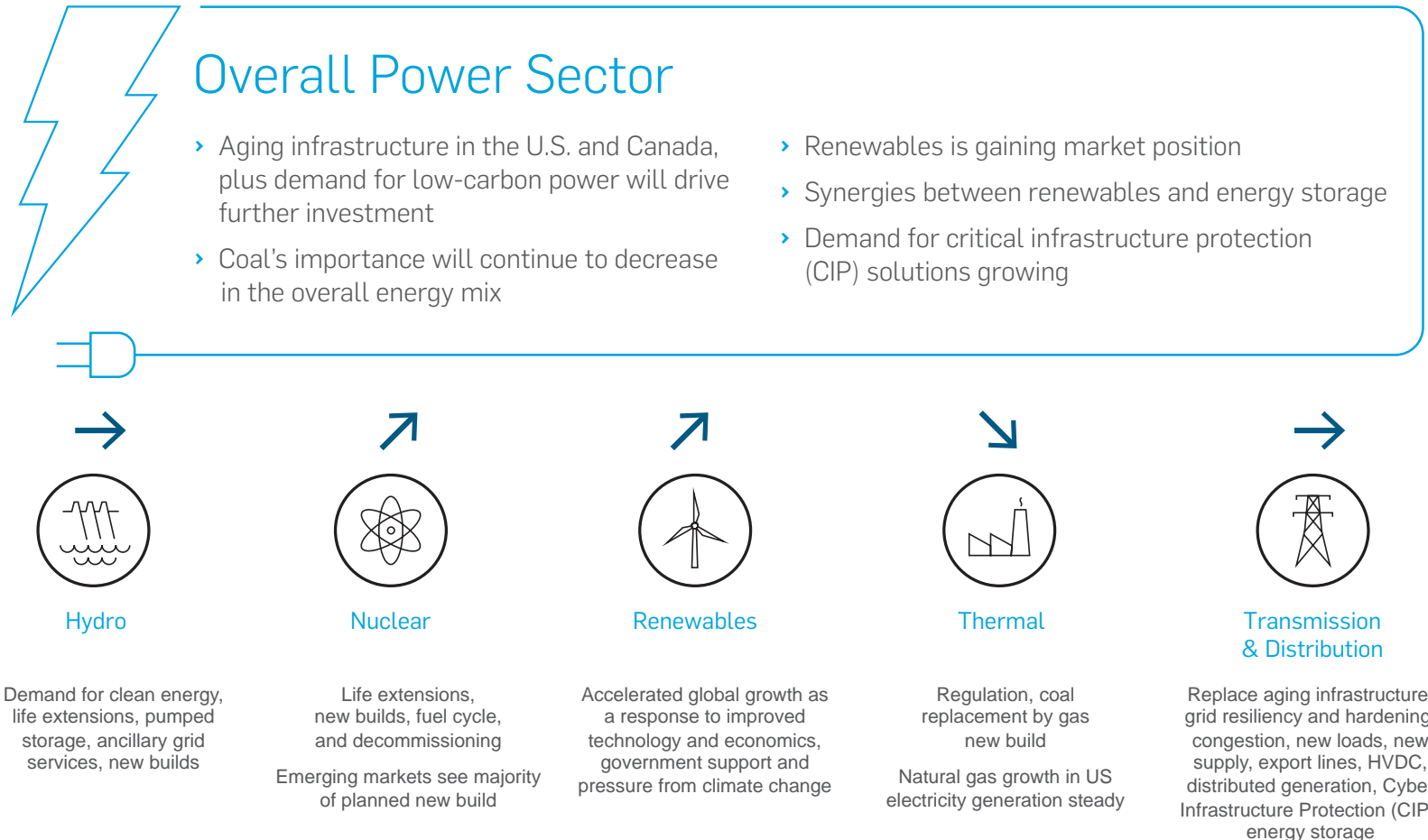
## Where

- › Predominantly North America
- › Targeted Asia/Pacific & GCC countries



# Power Market Dynamics

## Power Market Outlook



# Grow profitable global Nuclear OEM + Services business

## Technology-driven business

- › Reactor core + balance of plant engineering
- › Field Services
- › Manufactured parts & products
- › Tooling & robotics
- › New build
- › Life extension
- › Decommissioning & waste management

## Strategic Focus

- › Revitalize CANDU technology
- › Technology of choice for AFCR & JV with CNNC
- › Partnership with Holtec for SMR design and build
- › Teaming with Atkins nuclear for new build services and DWM (Decommissioning and Waste Management)
- › Specialized 'product' solutions

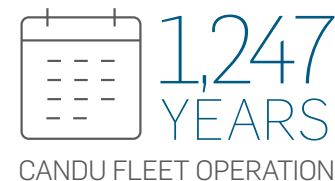


SNC • LAVALIN

## CANDU Fleet



20,932 MWe  
INSTALLED CAPACITY





# Become recognized as EPCM supplier for Complex Renewable offerings

- › Engineering Services, EPCM and Developer with SNC-Lavalin Capital
- › Key Partnerships with OEM's and Construction companies
- › Offshore Wind with Atkins
- › Early involvement in # of pumped storage projects with public and private clients
- › Further penetrate new or existing markets (e.g., NA, Australia, GCC and South Africa)

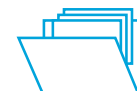
PROVEN  
EXPERIENCE  
IN COMPLEX  
TURNKEY PROJECTS



RENEWABLE  
ENERGY EXPERTS  
with development  
& EPC experience



WORLD  
CLASS  
PROJECT MANAGEMENT  
PROFESSIONALS



GLOBAL EXPERTISE,  
LOCAL DELIVERY  
in over 50 countries  
around the world



Interest in  
DEVELOPMENT  
FUNDING & EQUITY



GLOBAL SOURCING  
NETWORKS  
leveraging supply chains



STRONG  
financial position



# Power Major Pursuits

## Nuclear

- › Argentina: NASA Atuchu 3 CANDU new build
- › China: CNNC Advanced Fuel CANDU Reactor™ new build
- › Canada: Darlington Execution and Bruce Power life extension projects
- › Global: Ongoing support to existing CANDU fleet

## Renewables

- › Australia: Solar & wind EPC projects with strong local construction partner
- › Canada: Solar and Wind development, especially in growing Alberta market
- › US: Focus on Wind for North and Western US; targeted Solar

## Hydro

- › Several pumped storage projects in Canada, USA and Southern Australia
- › P3 opportunities in North America and Latin America

# Synergies with Atkins

## Nuclear

- › Significantly enhanced US presence, with significant DWM opportunities
- › Enhanced UK/European presence, with New Build and DWM opportunities
- › Broaden new build service capabilities

## Renewables

- › Increased offshore wind capabilities in growing markets in North America & Europe

## Strong North American focus with targeted expansion in select international markets

- › North America
- › Select European Countries
- › SEA

# ATKINS

Member of the SNC-Lavalin Group

# Nuclear, Complex renewables and Hydro

- › Grow profitable Nuclear services business through Atkins acquisition; ongoing CANDU life extensions; new build Candu opportunities in China and Argentina; development of SMR solutions
- › Focus on expanding Renewables through technology and construction partnerships & SNC-Lavalin Capital financing solutions
- › Expand services to evolving power generation and transmission/distribution markets
- › Take leadership in emerging Energy Storage market, which will rapidly increase with demand for renewables

**BREAK**



# OIL & GAS

- › Managing revenues and margins in challenging times



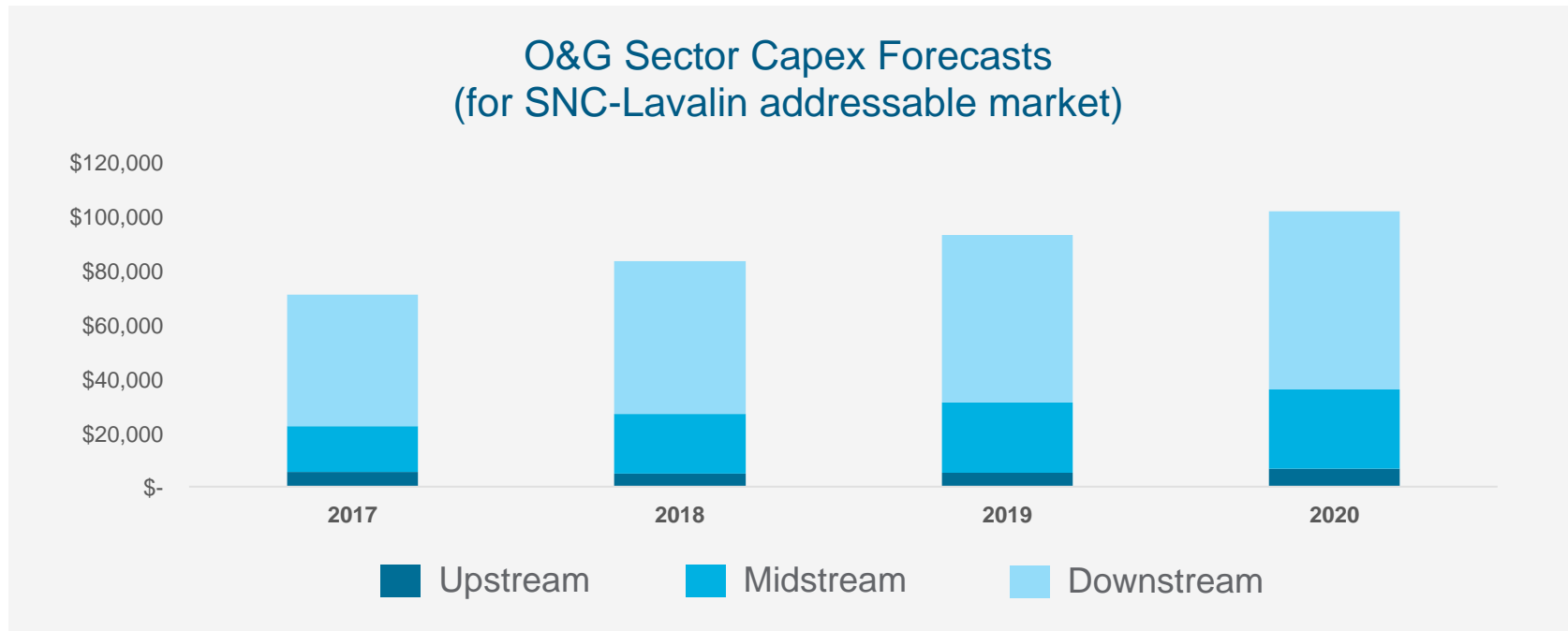


# Market Outlook – Oil & Gas

(\$USM)

**Oil price expected to remain low through 2020. Gradual increases in investments expected.**

Potential for more midstream gas processing projects to be awarded that are not currently built in pipeline.

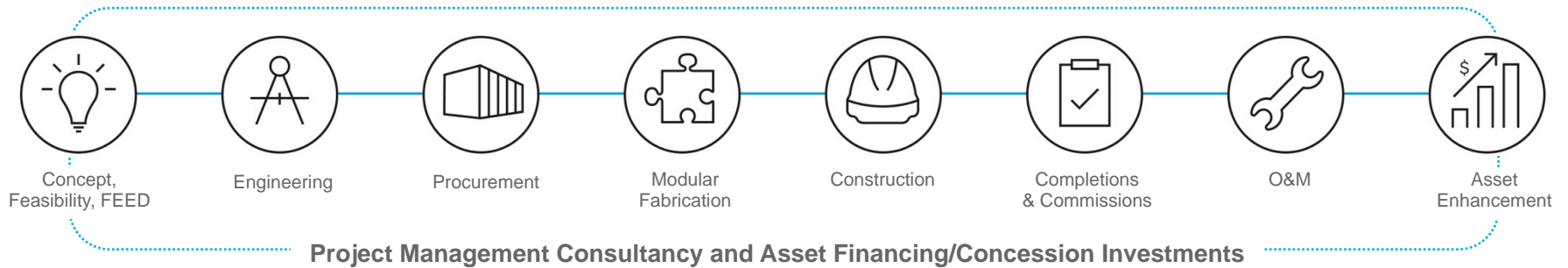


*All figures US\$ - Source: Rystad, Global Data, Westwood Energy Group*

*Additional internal SNC-Lavalin estimates for FID project conversion rates and SNC-Lavalin work scope addressable estimates applied to market data; which means the removal of some scopes, primarily within Upstream and Midstream*

# Capabilities

We have capabilities across all phases of the project life-cycle:



We provide solutions across the value chain:

## Upstream

- › Conventional oil production facilities
- › Heavy oil (inc SAGD) production facilities
- › CO2 capture

## Midstream

- › Gas Processing
- › LNG-liquefaction and regasification
- › Natural gas and liquids storage
- › Onshore facilities

## Downstream

- › Refining and Petrochemical
- › Greenfield and brownfield expansions
- › Sustaining capital
- › Shutdown/Turnarounds

- › Sustaining capital
- › Telecommunications
- › Non-process infrastructure
- › Utilities and offsites

# Strategic Growth 2017-20

Expanding our addressable market, and applying our lifecycle EPC and O&M capabilities to meet market demands, will allow us to maintain and grow revenue and margin

Market/ Customer Opportunity	Our Strategic Focus
Deliver more <b>efficient technical and commercial</b> solutions to bring projects to fruition	<b>Project Development Capability</b>
<b>Expand end markets for gas demand</b> to take up excess supply	<b>Gas Project Portfolio Expansion</b>
<b>Petrochemical and refinery facilities</b> , ranging from smaller facilities to traditional mega projects	<b>Downstream Entry/ Expansion</b>
Drive <b>capex and opex efficiency</b> and innovation throughout lifecycle of the plant	<b>Field Services Growth</b>

# Oil & Gas Strategic Pillars – How We Will Grow

Vision: To fundamentally transform our scale by 2020

	Project Development	Gas	Downstream	Field Services
Objective	Creative project development options to win work	Grow upstream/ midstream position across value chain	Enter downstream EPC space in selective areas	Create a global, differentiated business
Actions	<ul style="list-style-type: none"> <li>› Sweat equity and investment to bring projects to fruition/ leverage into EPC</li> <li>› Focus on N.Am &amp; emerging markets (where risk palatable)</li> </ul>	<ul style="list-style-type: none"> <li>› Secure more EPC projects</li> <li>› Expand facilities business</li> <li>› Grow regasification and gas-to-power</li> </ul>	<ul style="list-style-type: none"> <li>› Solidify EPC partnerships</li> <li>› Solidify process technology partnerships</li> <li>› Leverage commissioning and sustaining capital track record</li> </ul>	<ul style="list-style-type: none"> <li>› Grow commissioning and completions</li> <li>› Expand digital industrial offering</li> <li>› Continue to expand sustaining cap to asset services</li> </ul>



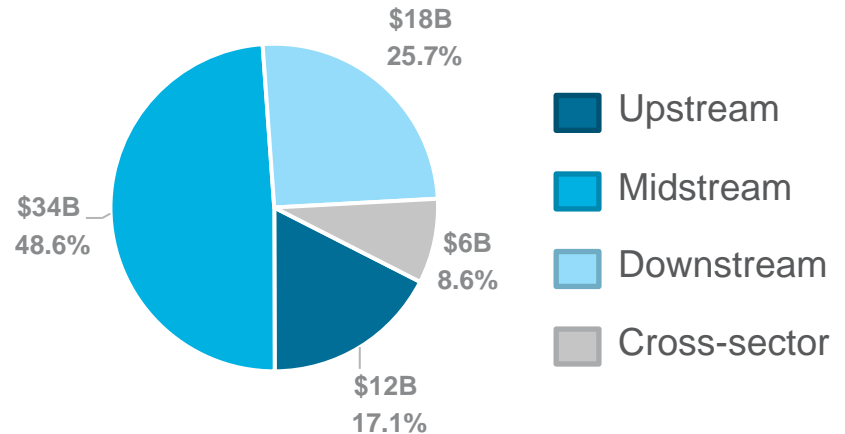
# Maintaining Revenues & Margins

- › In a tightened market, we have seen the **continued delivery of revenues and margins due to our project performance**
- › **We expect revenues to maintain and then increase** as the market returns and we grow these strong customer relationships further

	Helps win business?	Underpins margins?
Continued <b>demand for sustaining capital</b> ; often framework agreements (not in backlog)	✓	✓
Strategic growth areas of <b>downstream, gas, field services, and project development</b> provide differentiation	✓	✓
<b>Evolved organization to Tier 1 EPC player</b> , timed with market return, enhancing offering	✓	✓
<b>Regionalized delivery of commercial and technical excellence</b> with one client interface	✓	✓
Driving <b>cost competitiveness</b> with recent efficiencies	✓	✓
<b>Better positioning of full offering</b> with pipeline prioritization and business winning culture	✓	✓

# Large Potential of Global Opportunities

- › Our **prospect pipeline consisting of ~\$70B of projects**, includes over 80 projects of >\$200M
- › **\$10.1B of proposals awaiting decision**; under bid or negotiating
- › These are some examples of **the type of prospects in pursuit** with values between \$200M and ~\$1B
- › We are also **pursuing and winning work with our other sectors**; especially power & mining



SAGD Enhanced Oil Recovery
Petrochem and Refinery Expansion
Package for gas processing and compression plants
LNG re-gasification facility under bid
Water Injection
Modular Refinery



# Summary

Our model and ability to **provide services at all stages of a project's life cycle** has largely **protected us from the more serious declines some of our peers have faced**

We expect **revenues to maintain, before increasing** as the industry moves forward again, and the value to our clients in our services give us the **ability to preserve our margin**

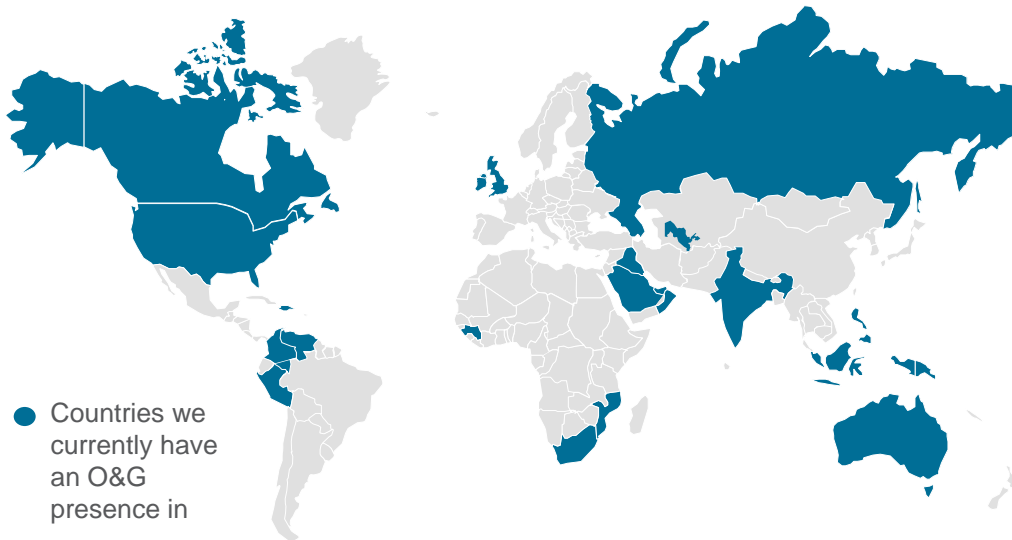
Our **growth plans are based on 4 strategic pillars** each with its own pipeline and forecasts; **aligning our strengths with macro trends**; gas, downstream, field services, project development

**Additional growth opportunities exist with Atkins**, including offshore market, and front-end consultancy work for top tier clients

We are well positioned to lead **as capex** returns; with a **client-focused regional structure** that provides all life-cycle services through one interface, and **innovative client solutions**

# Sector Snapshot

## O&G a global business; active presence in 27 countries



## ~19,600 employees working across our 3 O&G regions

- › Americas  
~2,300
- › EMEA  
~14,300
- › AsiaPacific  
~3,000

- › Over 100 years of experience in Oil & Gas
- › Completed 700+ projects over the past 50 years
- › 73 million person-hours worked in 2016 with a TRIF of 0.11
- › Worked 5 of Australia's 7 LNG projects
- › Operating in Baytown, Texas with ExxonMobil for over 50 years, with over 12 years straight injury-free
- › Successfully delivered on world's largest GTL plant with Shell in Qatar

# INFRASTRUCTURE

- › Repositioned and well positioned to win new work



# Infrastructure

Long history  
and **Strong track  
record** of  
completing  
**complex**  
projects globally

**Sustainable  
profit delivery  
since 2015**

**Leader in  
Canadian PPP  
projects**

**Focused strategy;  
geographically  
and in business  
portfolio**

**Won 10 of  
Canada's 13  
recent major  
transit projects**

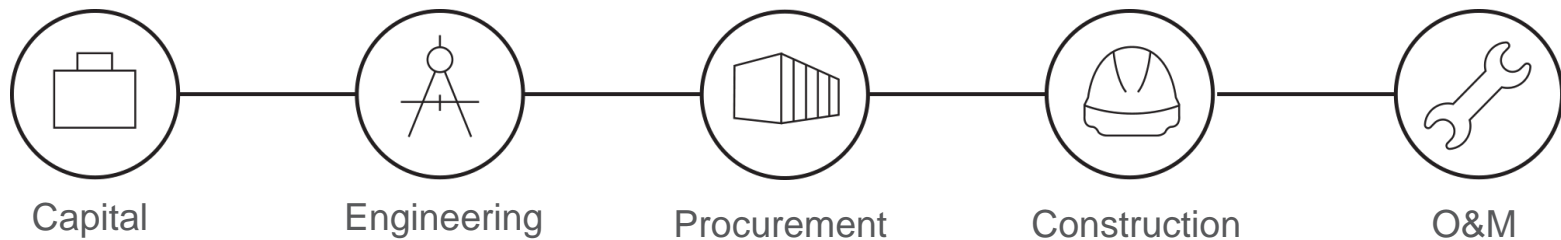
Ability to address  
**full infrastructure  
life cycle** from  
equity investment  
and arranging  
financing, to EPC  
and O&M

# Infrastructure - Expertise for the full life-cycle

- › Key differentiator: ability to address full infrastructure life cycle and deliver:

● *End-to-End Solutions*      ● *P3 Expertise*      ● *Small and Large Scale Projects*

- › Top-tier specialized services offered separately or grouped together
- › Wide-ranging service portfolio, encompassing all aspects of the railway system and its operation
- › Possess strong track record in P3s, complex projects, and small to large scale engineering projects



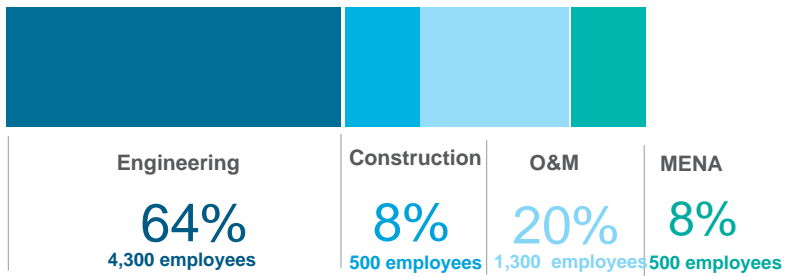
# Repositioned for Growth

- › Divested low margin businesses
- › Exited competitive commodity business lines  
(commercial building, roadworks, small construction projects)
- › Built our capability for large full lifecycle projects eg. P3 complex projects
- › Completed legacy projects
- › Strengthened our winning and delivery governance

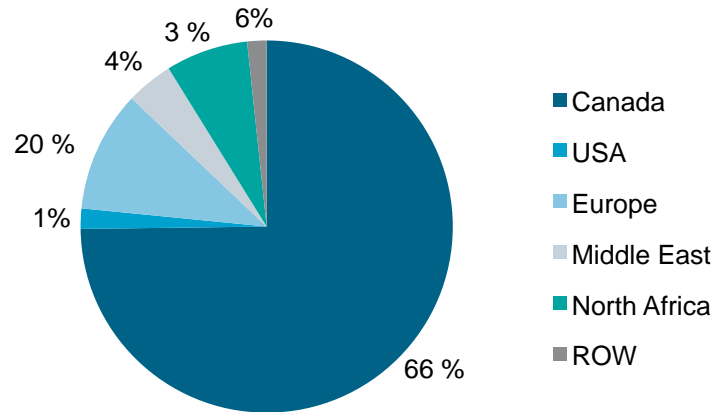


# Infrastructure Overview

6,600 dedicated staff, excluding Atkins.



## Geographic Presence



- › Over 6,600 dedicated professionals working in 15 countries
- › Nearly 66% of our business is based in Canada
- › 64% in Engineering services
- › 20% in O&M
- › In 2017, Infrastructure Engineering currently has over 10,000 active projects

# The North American and MENA opportunity; great potential in the markets where SNC-Lavalin is present

## Canada



### Federal and Provincial spending budget:

Federal will spend ~\$120B  
in the next 10 years.

---

Quebec will spend ~\$89B  
in the next 10 years

---

Alberta will spend ~\$30B  
in the next 5 years

---

Ontario will spend ~\$137B  
in the next 10 years

## United States



United States needs to spend  
~0.7% of GDP (about US\$125B)  
per year more than it spends  
now, just to keep its current  
infrastructure operational

---

FAST, WRDA, WIIN Acts and  
State Ballot Measures

---

M. Trump has been advocating  
for up to \$1.0T of infrastructure  
investments

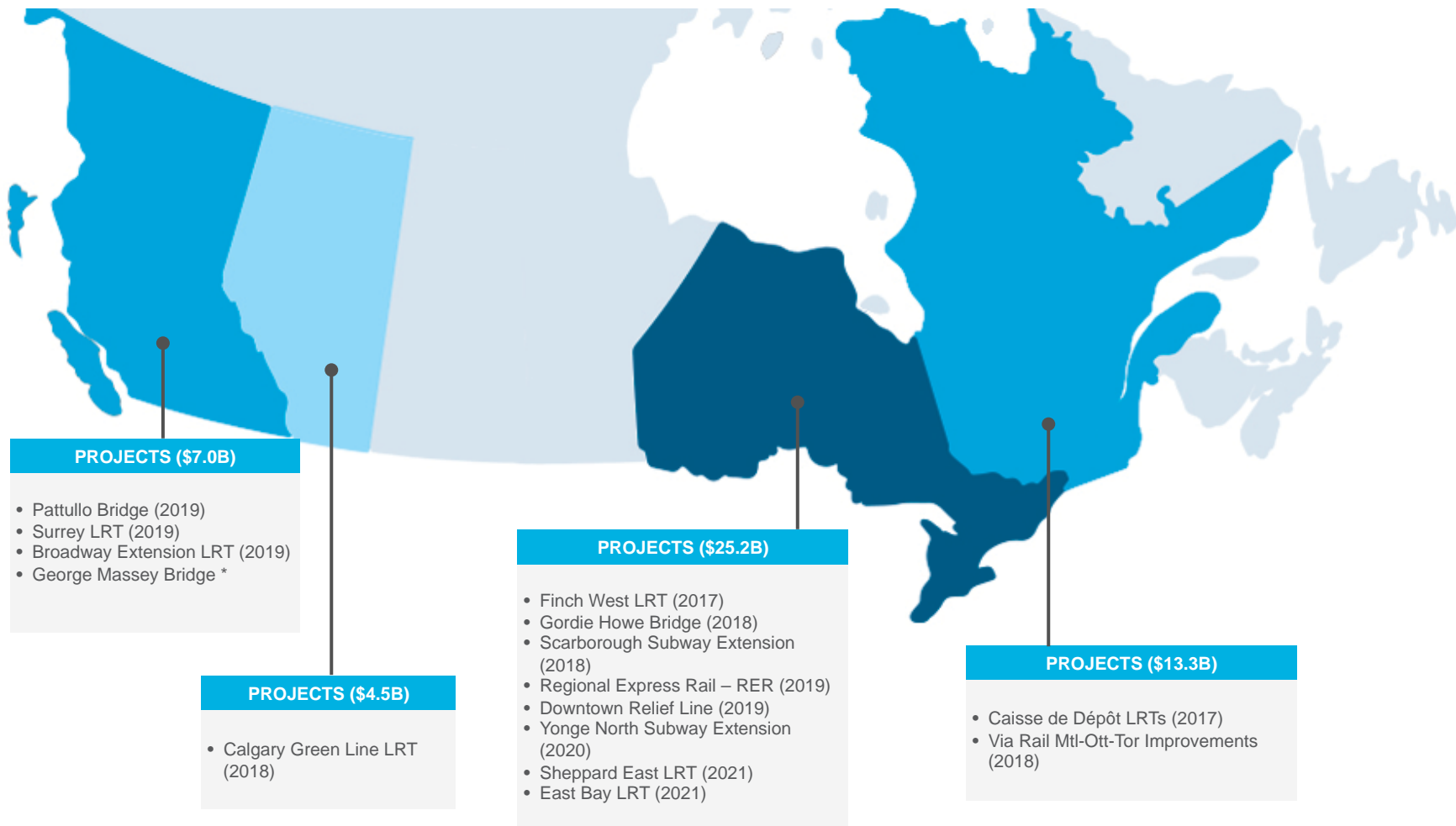
## Middle-East North Africa (MENA)

Over US\$800B in projects currently  
being planned in MENA targeted  
markets (construction, water, transport,  
industrial)

---

UAE and Saudi Arabia represent 68% of  
that target market

# Over \$50B in potential Infrastructure Major Pursuits Across Canada



\* Low priority, cancelled for now

# Opportunities for SNC-Lavalin

## Recent Wins

- › Ottawa LRT phase 2
- › White Rose Extension (Husky), NF
- › \$335 million of Engineering mandates won in 2017 to date.

## Current Major Pursuits

- › Light Rail projects:
  - › REM, CDPQ Infra, QC
  - › Finch West LRT, ON
  - › Trillium Line Extension, ON
- › Complex infrastructure projects:
  - › Gordie Howe International Bridge, ON
  - › George Massey Bridge, BC\*

## Future Opportunities

- › Numerous Canadian LRT project opportunities
- › Expand our engineering activities across Canada
- › Grow our O&M in transportation opportunities in Canada and the US (includes P3's won)
- › Leverage Atkins presence to identify Infrastructure opportunities in the US and in the Middle East

\* Low priority, cancelled for now

# Opportunities with Atkins

## **Capitalize on the infrastructure market opportunities in the US and in the Middle East**

- › Rail & Transit
- › Roads & Bridges
- › Social Infrastructure
- › Industrial
- › Defense and Logistics

## **Create a sizable footprint in the US for the Infrastructure sector**

- › Atkins presence brings our combined staff for Infrastructure to nearly 3,000 people in the US

## **Leverage US-wide key client relationships to seize opportunities in the P3 market**

# Summary

## The Infrastructure Sector:

- › has **Delivered Consistent Results**
- › has **Repositioned** its **Business Mix**
- › is **Well-positioned to Win New Business** in this **Strong Market**





# ATKINS

Member of the SNC-Lavalin Group

› Strategy and capabilities

# Atkins business

Revenue

**\$3.6B**

Operating margin

**8.2%**



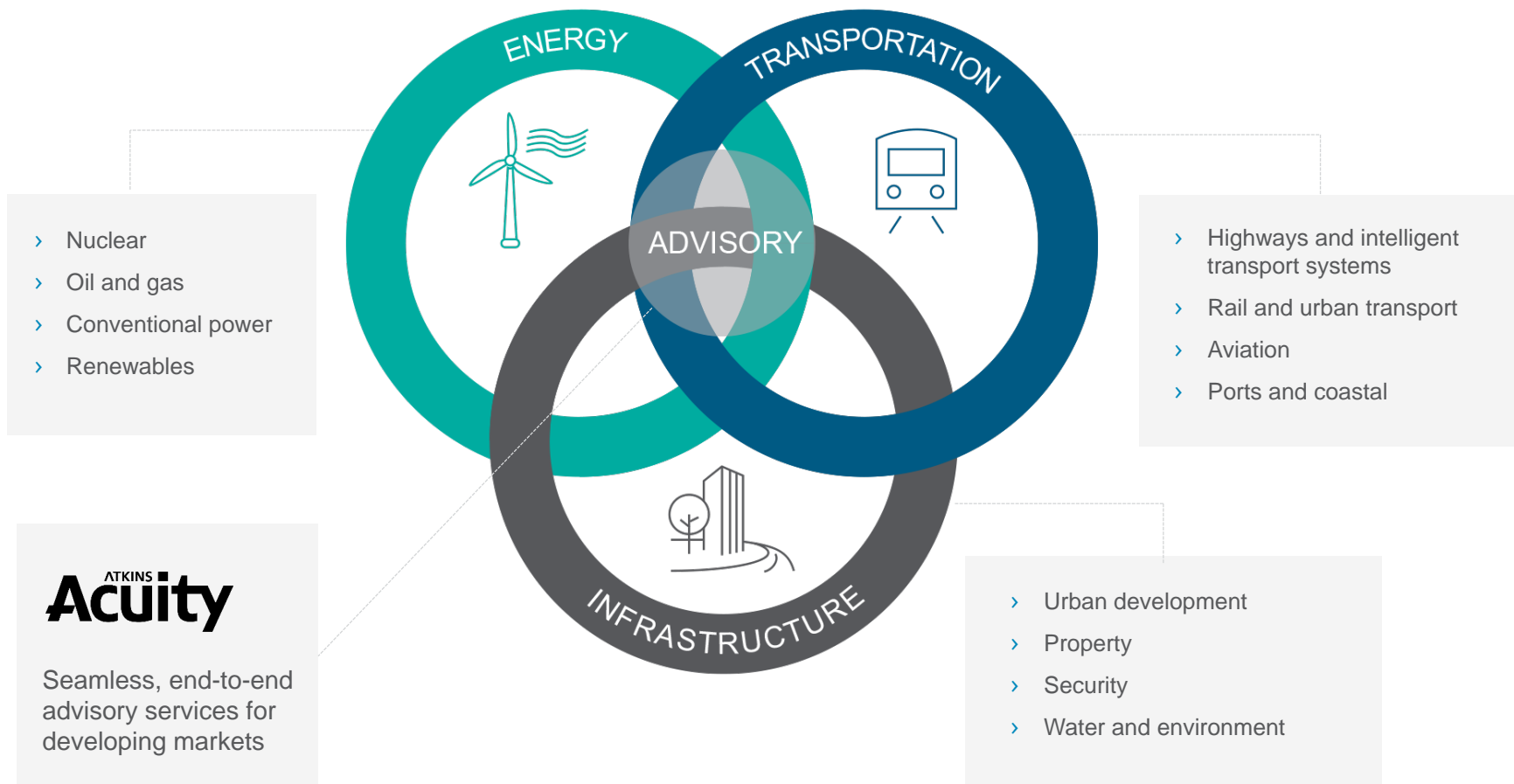
Atkins is one of the world's most respected design, engineering and project management consultancies

Our core business is helping our clients to plan, design and enable major capital programmes

# Atkins business

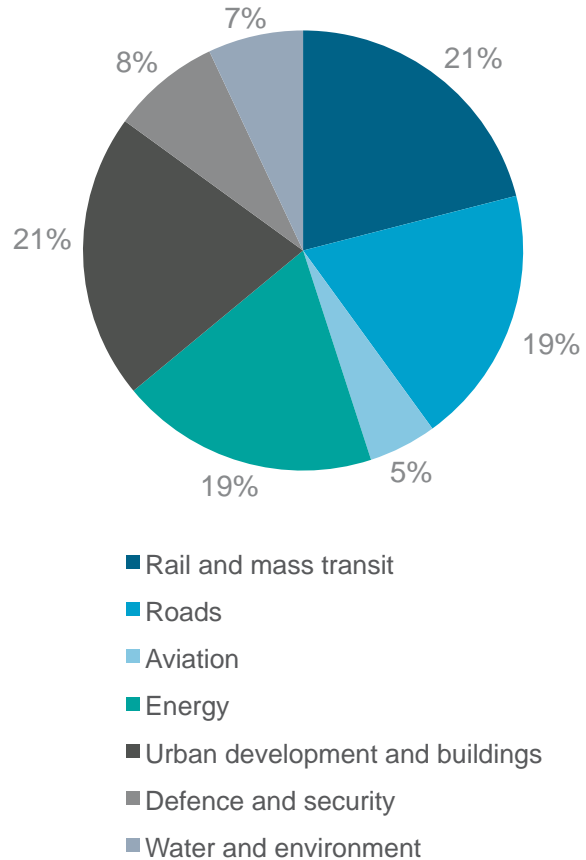
**ATKINS**

**FAITHFUL+GOULD**



# Segmentation

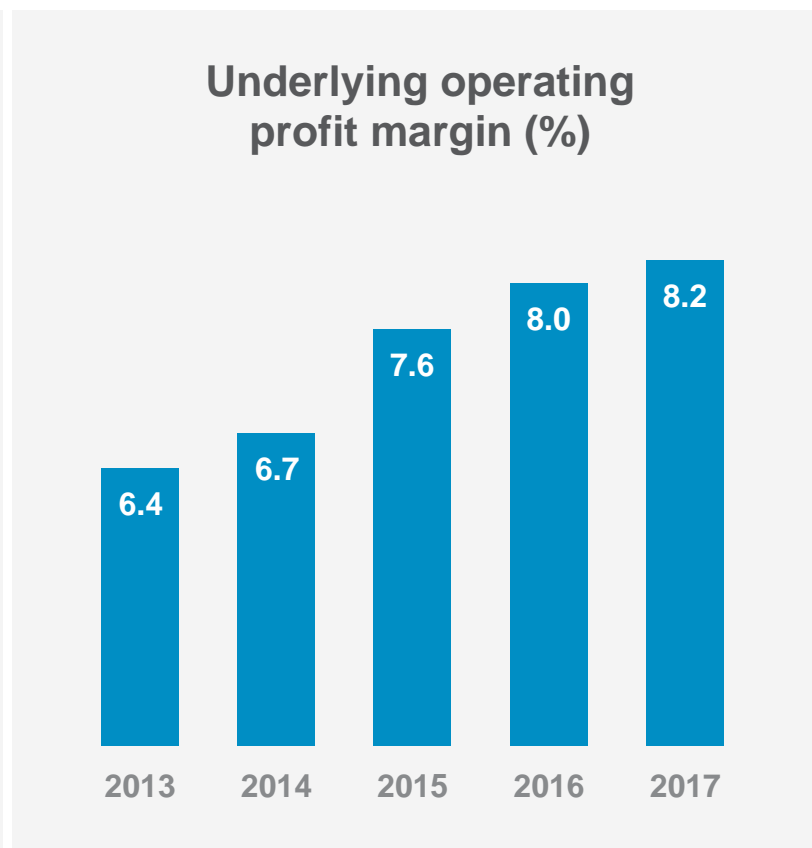
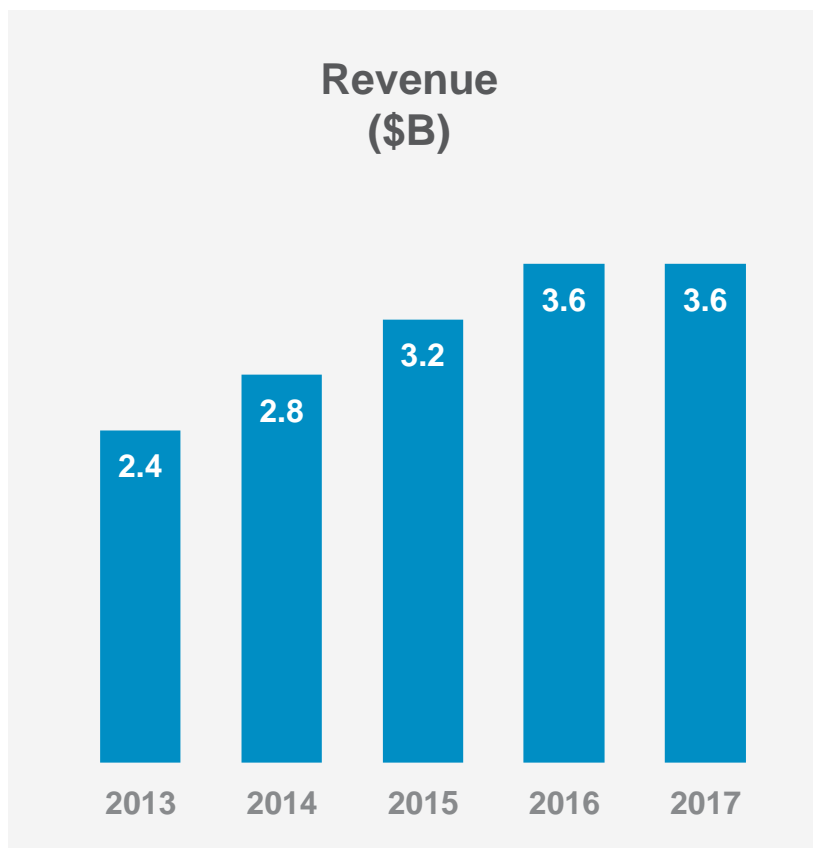
Revenue by market %



## Key clients

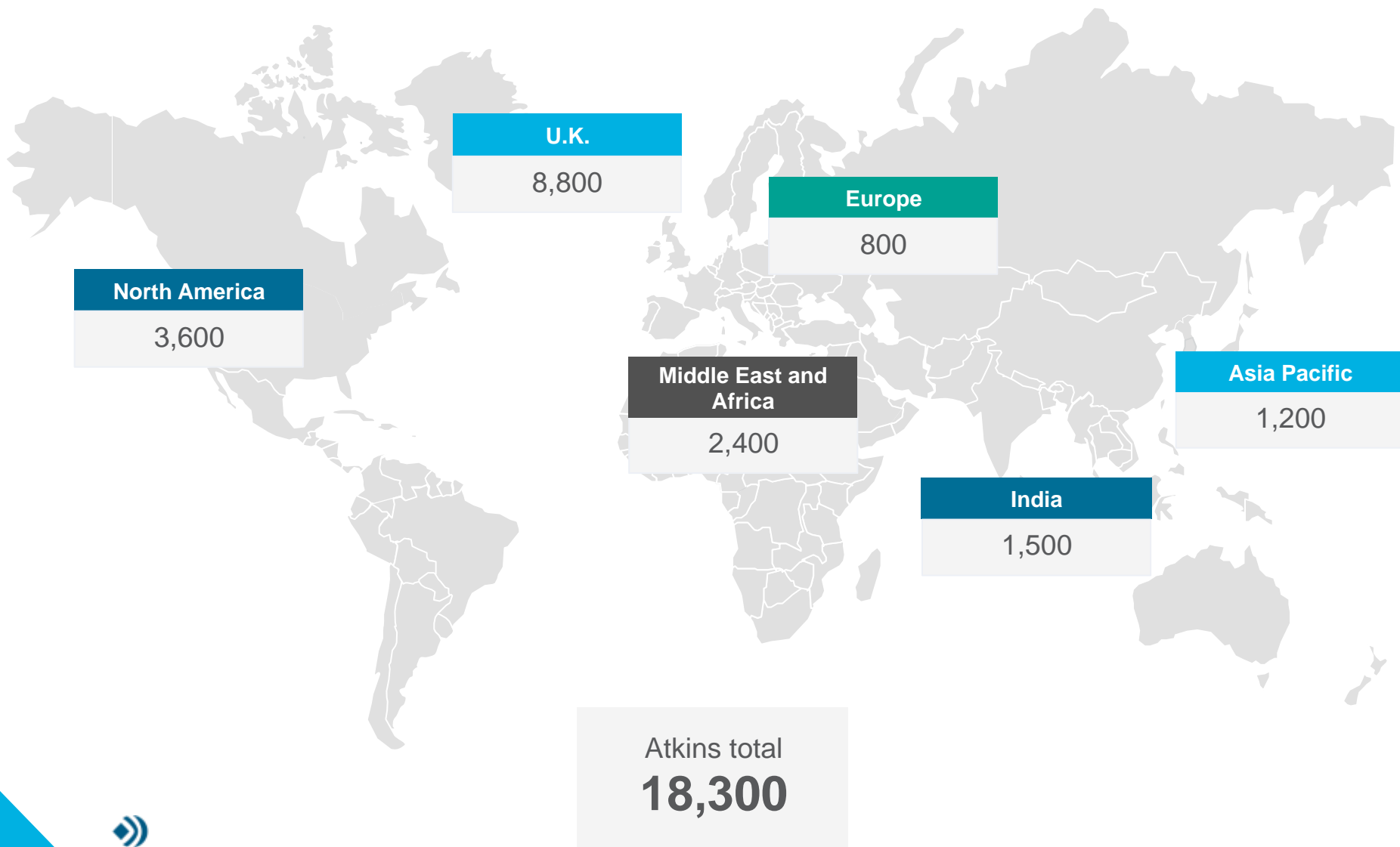
- › Network Rail
- › Highways England
- › Heathrow Airport Limited
- › High Speed 2
- › Transport for London
- › Florida Department of Transportation
- › Texas Department of Transportation
- › Colorado Department of Transportation
- › Mass Transit Rail Corporation
- › Hong Kong Airport Authority
- › BP
- › EDF Energy
- › US Department of Energy
- › Thames Water
- › Severn Trent
- › UK Ministry of Defence
- › US Department of Defense
- › Federal Emergency Management Agency
- › Emaar
- › Intel
- › Roche

# Financial performance – focus on margin growth



*Revenue is approximate derived from sterling amount disclosed in results for Atkins Group for years ended March translated at average CAN/GBP exchange rates in each year and excluding revenue from disposals*

# Atkins people





# UK and Europe

Revenue

**\$1.6B**

Operating margin

**9.9%**

## Market

- › Strong demand for infrastructure through the UK National Infrastructure Plan – our large project pipeline includes High Speed 2, Crossrail 2, Thames Tideway Tunnel, Heathrow expansion
- › Well-funded regulatory cycles in rail, roads and water
- › Continuing emphasis by the UK Government on value for money
- › Scarce specialist resources in some areas

## Focus

- › Well-funded transport and infrastructure markets
- › Major projects in roads and rail
- › Selected water markets and the property sector
- › Defence and security
- › Explore opportunities for applying wider SNC-Lavalin group capabilities

*Revenue is approximate derived from sterling amount disclosed in results for Atkins Group for year ended March 2017 translated at 1.73 CAN/GBP*

# North America

Revenue

**\$800M**

Operating margin

**7.0%**

## Market

- › Government and private investment in infrastructure expected to increase
- › Ageing legacy infrastructure in transportation, water and ports
- › Federal priorities aligned to spending bills
- › The Fixing America's Surface Transportation (FAST) Act should provide greater pipeline visibility

## Focus

- › Core market-leading business in transportation
- › Develop Federal offering and target large infrastructure programmes
- › Opportunities in urban design, sustainability and resiliency
- › Increase SNC-Lavalin's exposure to the highly attractive US infrastructure market
- › Access the Canadian infrastructure market through SNC-Lavalin's presence
- › Invest for further scale in the US

*Revenue is approximate derived from sterling amount disclosed in results for Atkins Group for year ended March 2017 translated at 1.73 CAN/GBP*

# Middle East and Africa

Revenue

**\$400M**

Operating margin

**9.4%**

## Market

- › Economic diversity, population growth and urbanisation are drivers of longer-term requirements
- › Short term growth impacted by low oil price with budget reductions across all Gulf Cooperation Council governments

## Focus

- › Multidisciplinary integrated services with emphasis on major projects and programmes
- › Transport, infrastructure and property, in specific geographies
- › Leverage Atkins' presence to identify infrastructure opportunities for the wider SNC-Lavalin group

*Revenue is approximate derived from sterling amount disclosed in results for Atkins Group for year ended March 2017 translated at 1.73 CAN/GBP*

# Asia Pacific

Revenue

**\$200M**

Operating margin

**7.9%**

## Market

- › The Hong Kong market for major infrastructure developments and general market conditions in mainland China remain challenging
- › Strong demand for services in southeast Asia, although longer timeframes for project formulation

## Focus

- › Continued diversification from public infrastructure in Hong Kong
- › Consolidate property activity in urban planning, architecture and design in mainland China
- › Follow Chinese contractors internationally
- › Grow presence in southeast Asia
- › Cross-selling opportunities for wider SNC-Lavalin group through Atkins' existing platform

*Revenue is approximate derived from sterling amount disclosed in results for Atkins Group for year ended March 2017 translated at 1.73 CAN/GBP*

# Energy

Revenue

**\$600M**

Operating margin

**9.3%**

## Market

- › Energy demand is forecast to increase over the long term
- › In developed nations, significantly increased levels of investment are required to maintain or replace existing infrastructure due to historic under-investment
- › Activity in the whole lifecycle in the nuclear sector is a substantial market
- › Oil price uncertainty may continue to impact investment and challenge growth

## Focus

- › Operate across the energy sector with an emphasis on nuclear
- › Core business in supporting existing energy assets
- › Increase design activity
- › Target major project delivery
- › Exploit technology solutions
- › Increase SNC-Lavalin's exposure to the attractive US power market

*Revenue is approximate derived from sterling amount disclosed in results for Atkins Group for year ended March 2017 translated at 1.73 CAN/GBP*

# Global design centre



Clockwise from top left: Safina Towers – Bangalore,  
Cyber Greens – Gurgaon, RMZ Galleria – Bangalore

## Proposition

- › A world-class design and engineering delivery model
- › Global resource pool providing single and multi-disciplinary resources
- › Technical and cost competitive advantage
- › A centre of digital engineering excellence and a catalyst for organisational learning
- › ~1,500 employees

The slide features two large, overlapping triangular shapes on the left side. The top triangle is a bright cyan color, and the bottom triangle is a darker teal color. They meet at a diagonal line that runs from the top left towards the bottom right.

# A selection of Atkins capabilities



# Strength in depth in rail and transit



Clockwise from top left: Riyadh Metro – Kingdom of Saudi Arabia, Crossrail – United Kingdom, High Speed 2 – United Kingdom

# Technical excellence in roads and bridges



Clockwise from top left: Florida Turnpike Toll System – United States, Project NEON – United States, Smart motorways – United Kingdom



# Capability in masterplanning and building design



Ruai land use plan – Kenya (left), Changsha Convention and Exhibition Centre – China (right)

# Complex safety critical engineering skills



Clockwise from top left: Deepwater flowlines – Gulf of Mexico, ITER – France, Barakah nuclear new build – UAE



# Project and programme management expertise



United States Tennis Association National Tennis Center  
Strategic Transformation Program Project



- › A world leading integrated project and programme management consultancy
- › Providing advice on some of the world's most exciting construction related projects – from giant petrochemical plants to the world's tallest hotel, and from London's Heathrow Airport to the Freedom Tower in New York
- › Committed to maximising clients' interests by applying Constructive Expertise – intellect, innovation, a positive mind set and an appetite for problem solving

# Growth drivers

1

## Core market growth

Driving growth from our existing core presence in home markets

- › UK and Europe
- › North America

2

## Market share growth

Taking advantage of opportunities in

- › North America
- › Middle East and Africa
- › Southeast Asia
- › Nuclear

3

## New growth initiatives

Development of new business and service lines

- › Atkins Acuity
- › Digital



# New growth initiatives – Acuity



Future Energy Scenarios for African cities: Unlocking Potential for Climate Responsive Development



- › Unique combination of engineering, infrastructure and technical expertise with consultancy around strategy, structuring and financing
- › New strategic alliances and partnerships with a focus on emerging markets
- › Supports strategic asset management, intelligent mobility and digitisation of infrastructure
- › Cross-selling opportunities and a key differentiator for the Group



# New growth initiatives – Digital

## Digital Engineering

- › Applying new technologies to engineering services to deliver better outcomes for customers
- › Both a defensive play to protect existing revenue and enhance margin as well as an offensive play to capture revenue from new offerings

## Digital Asset Management

- › Building on our existing strategic asset management consulting business, to address the underinvestment in existing infrastructure
- › Combines our deep engineering knowledge with digital systems to help clients get more value from their assets

## Intelligent Mobility

- › Applying technology, insight and data to different parts of the transportation value chain
- › From shaping the adaptation for autonomous vehicles to delivering new offerings such as mobility as a service built around data rich platforms

# Digital positioning and collaborating for success

19 April 2017

Reducing the cost of offshore wind with new approach to design and development

ADITAZZ

9 August 2017

Atkins and EAMS Group to collaborate on the digital transformation of rail and other asset intensive industries



10 August 2017

Atkins signs global partnership with INRIX to drive data insight into transportation infrastructure projects



28 April 2017

Atkins to lead cyber security model and framework development for HumanDrive connected and autonomous vehicle



13 June 2017

Atkins hires digital disruptors



15 June 2017

Atkins wins AJ100 Best Use of Technology award



# Digital project successes



Connected and Autonomous Vehicles (left), Dynamic Insight application (right)

# Digital journey

- › Focus on three key areas for digital
- › Our key differentiator – data PLUS engineering insight
- › Platform and partner based approach
- › Focus on hiring different commercial talent
- › Lean start up methodology in how we work

Our challenge is now repeatability, scale and pace

# Summary

- › Strategic focus on key markets in energy, transportation and infrastructure
- › Differentiated offering for complex projects and programmes
- › Evolution to top line growth through
  - › Existing presence in core markets
  - › Building market share
  - › New growth initiatives

# ATKINS

› Integration process





# Executive summary

## Progress to date

- › Successful Day 1 with seamless business continuity
- › Joint integration teams appointed for 12 workstreams
- › Integration plans and Day 100 priorities identified

## Today

- › Remain on track to complete the Day 100 integration by 11 October
- › Ten regional/sector workshops are taking place
- › Preparing for first consolidated quarterly results

## Upcoming

- › Complete the remaining seven regional/sector workshops
- › Deliver all identified Day 100 integration priorities
- › Transition to business as usual post Day 100

## Synergies

- › Identified c.75% of the \$120M run-rate cost synergies
- › Synergies are driven from external costs and duplication of resources
- › On track to deliver \$120M run-rate cost synergies by end 2018



# We took a number of key decisions following the acquisition, to ensure a robust integration

- › We made a number of strategic **senior** appointments
- › A cross organisational **Integration Management Office** (supported by advisors as appropriate) was established to oversee and drive the integration
- › We appointed integration **workstream leads** for each Group function from both organisations
- › We organised **Regional and Sector workshops** to drive revenue synergies
- › We established a **rigorous cadence** to drive and monitor the integration
- › A **central synergies team** was formed to identify, capture, validate and track synergies

# The IMO is driving the delivery of key integration and synergy priorities

100 Days			BAU
July	August	September	October
<ul style="list-style-type: none"> <li>› Successful Day 1 with seamless business continuity</li> <li>› Joint integration teams appointed and full day kick-off workshop held on 11th July</li> <li>› Delivered quick wins</li> <li>› Day 100 plan and priorities by functional workstream completed</li> </ul>	<ul style="list-style-type: none"> <li>› Regional / sector workshops to focus on business development and operational opportunities</li> <li>› Validate functional workstream cost synergies and assumptions</li> <li>› Key integration assumptions established</li> </ul>	<ul style="list-style-type: none"> <li>› Finalise operational and business development reviews</li> <li>› Validate revenue synergies</li> <li>› Detailed Board review of integration progress</li> </ul>	<ul style="list-style-type: none"> <li>› Complete Day 100 integration</li> <li>› Prepare detailed handover plan for “Business as Usual”</li> <li>› Synergy target opportunities identified and implemented</li> <li>› Establish requirements for FY18 and beyond</li> </ul>

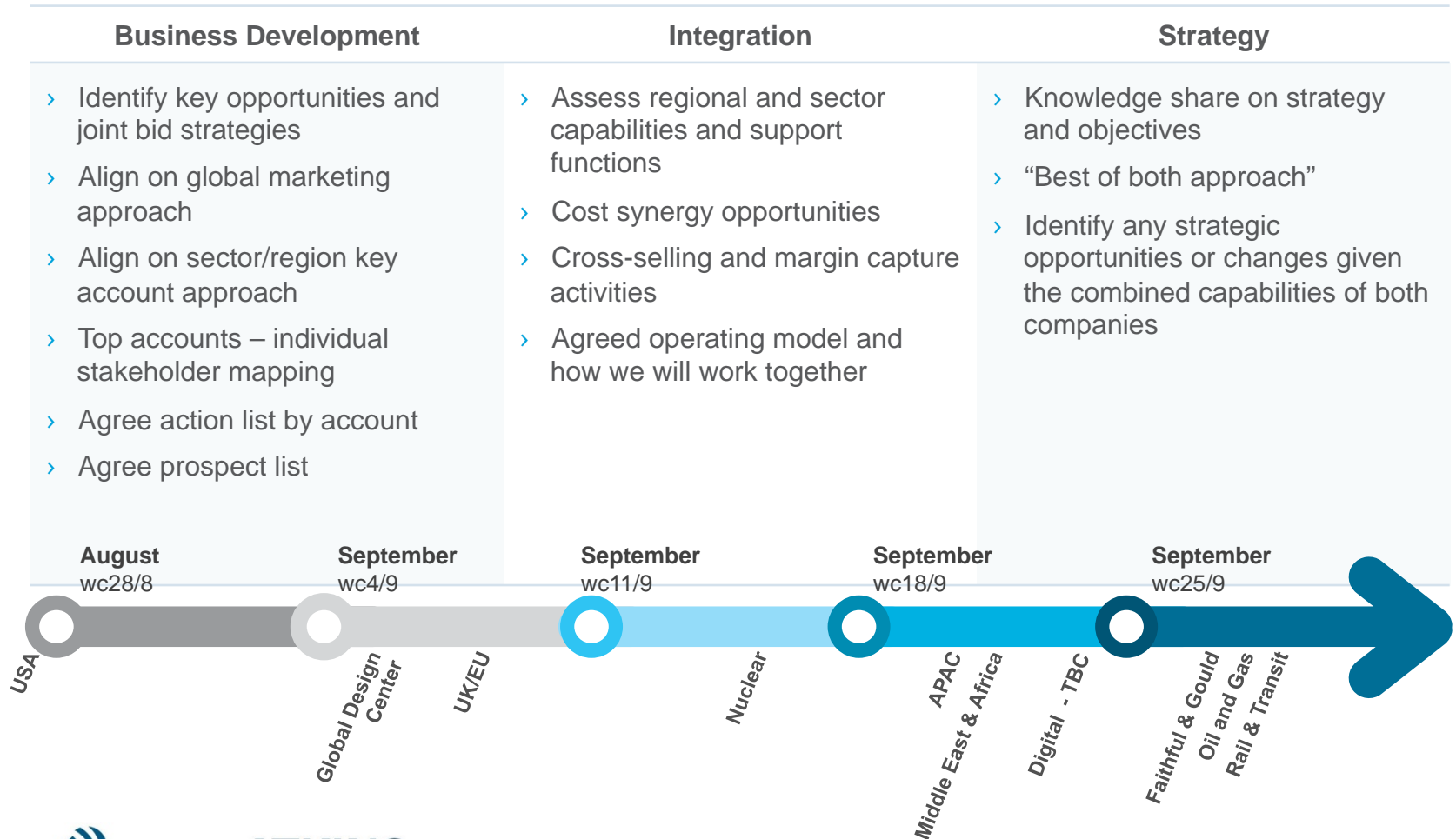
# A detailed integration and synergy execution plan is developed by each functional workstream...

	<i>Examples of:</i> <b>Quick wins implemented</b>	<i>Examples of:</i> <b>Day 100 integration plan items</b>
<b>Group Finance</b>	<ul style="list-style-type: none"> <li>› Debt structure review (Revolver repayment)</li> <li>› Insurance coverage in place</li> <li>› Deal structure (Tax)</li> <li>› Business acquisition report (BAR)</li> </ul>	<ul style="list-style-type: none"> <li>› Financial consolidation and reporting</li> <li>› FX process alignment</li> <li>› Bond migration to SNC-Lavalin lines</li> <li>› Review strategy for captive insurance units</li> </ul>
<b>Group IT</b>	<ul style="list-style-type: none"> <li>› Network access</li> <li>› SNC-Lavalin collaboration tools accessible to Atkins</li> </ul>	<ul style="list-style-type: none"> <li>› IT Business Applications alignment plan</li> <li>› Provide a recommendation on the “right-sourcing” approach</li> </ul>
<b>Group HR</b>	<ul style="list-style-type: none"> <li>› Cross-access to job listings</li> </ul>	<ul style="list-style-type: none"> <li>› Job classification alignment</li> <li>› Alignment of incentives structure</li> </ul>
<b>Operations/BD</b> <i>(see overleaf)</i>	<ul style="list-style-type: none"> <li>› Regional/Sector workshops</li> </ul>	<ul style="list-style-type: none"> <li>› Review strategy and business development approach</li> <li>› Identify and deliver revenue synergies</li> </ul>

**Note:** A detailed plan per workstreams (i.e. Ethics & Compliance) is in place

# ...and ten regional/sector workshops are taking place to capture commercial opportunities

## Focus of Regional and Sector workshops



# The potential of the combined organisation

- › SNC-Lavalin is a global Tier 1 integrated E&C firm, that is seen as a consolidator in the industry
- › Significant opportunity of Revenue synergies (above and beyond the \$120M cost synergies)
- › End to end service capabilities across the project lifecycle

## **Revenue synergies are expected through:**

- › Integrated key account management across SNC-Lavalin and Atkins
- › Additional scope on existing and new projects
- › Leveraging “Faithful+Gould” technical capabilities
- › Enhanced regional presence

# Looking ahead our emphasis in three main areas will be...

## **Functional Integration:**

- › Complete the priority Day 100 integration activities
- › Return focus to “Business As Usual” activities
- › Monitor the delivery of long-term integration initiatives e.g. IT

## **Synergies:**

- › Deliver \$30M benefits by year end FY17
- › Deliver \$120M run-rate cost synergies by year end FY18
- › Continue to identify further upsides to deliver above and beyond our target

## **Regional/Sector Workshops:**

- › Identify immediate opportunities for combined bids and revenue synergies
- › Leverage regional strengths of each legacy organisation to accelerate growth
- › Understand the new capabilities and customer services we are now able to offer

# Q&A PERIOD





# APPENDIX



# Appendix Capital

# Capital investments portfolio

Name	Description	Held Since	Concession Years	Location	Equity Participation
Highways, Bridges & Rail					
1. Highway 407 (407 ETR)	108-km electronic toll road	1999	99	Canada (Ontario)	16.8%
2. InTransit BC*	Rapid transit line	2005	35	Canada (B.C.)	33.3%
3. Okanagan Lake*	Floating bridge	2005	30	Canada (B.C.)	100%
4. TC Dôme**	5.3-km electric cog railway	2008	35	France	51%
5. Chinook*	25-km six-lane road	2010	33	Canada (Alberta)	50%
6. 407 EDGPP	35.3-km H407 East extension (Phase 1)	2012	33	Canada (Ontario)	50%
7. Highway Concessions One PL	Roads	2012	Indefinitely	India	10%
8. Rideau	Light rail transit system	2013	30	Canada (Ontario)	40%
9. Eglinton Crosstown	19-km light rail line	2015	36	Canada (Ontario)	25%
10. SSL	New Champlain bridge corridor	2015	34	Canada (Quebec)	50%
Power					
11. SKH	1,227 MW gas-fired power plant	2006	Indefinitely	Algeria	26%
12. Astoria II	550 MW gas-fired power plant	2008	Indefinitely	USA (NY)	6.2%
13. InPower BC	John Hart 126 MW generating station	2014	19	Canada (B.C.)	100%
Health Centres					
14. MIHG*	McGill University Health Centre	2010	34	Canada (Quebec)	50%
15. Rainbow*	Restigouche Hospital Centre	2011	33	Canada (N.B.)	100%
Others					
16. Myah Tipaza	Seawater desalination plant	2008	Indefinitely	Algeria	25.5%

**NBV<sup>1</sup> = \$253M<sup>2</sup>      FMV<sup>3</sup> = \$4.5B+**

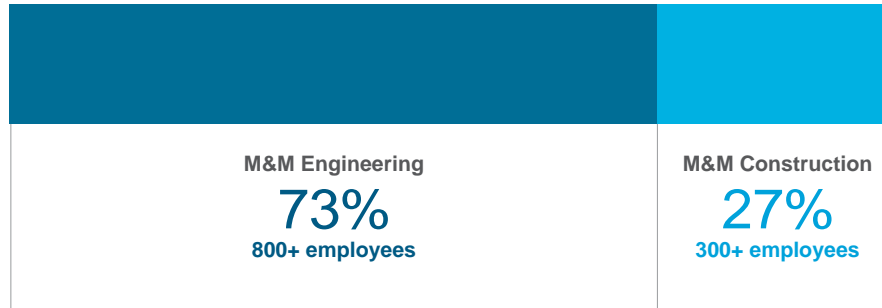
\* Assets to be transferred into SNC-Lavalin Infrastructure Partners LP ("Partnership"). \*\*To be sold. 1 Net Book Value as at June 30, 2017.  
2 Excludes the assets to be transferred in the Partnership or to be sold. 3 Average Fair Market Value as per analysts calculations, as at September 11, 2017.



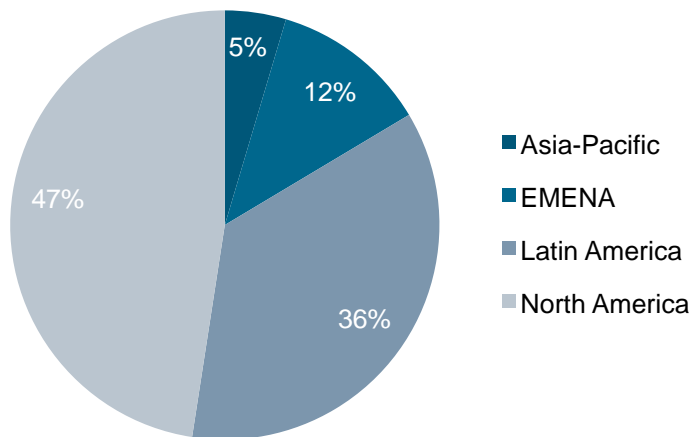
# Appendix Mining & Metallurgy

# Sector Snapshot

Over 1,000 dedicated staff working in 10 countries



## Geographic Presence



- › Over 1,000 dedicated professionals working in over 10 countries
- › In 2017, we were awarded EPC Salalah Methanol Company ammonia plant construction, and awarded detailed design services by Codelco for the Talabre Tailings Expansion Project.
- › Achieved important milestone by producing first acid at the Ma'aden Project.
- › In 2016, we were recognized for our Eleonore Gold Mine Project by the Canadian Consulting Engineering Awards Gala.

# Capabilities

## Services

- › Sustaining capital & Consulting
- › Studies
- › Major projects

## Mining and Metallurgy Markets

- › Base and precious metals
- › Aluminium
- › Iron ore
- › Industrial minerals

## Other related industries

- › Fertilizers
- › Sulphuric acid

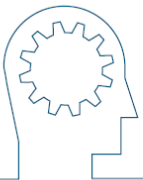
## Pit-to-port solutions

- › Infrastructure
- › Water treatment
- › Power
- › Concessions

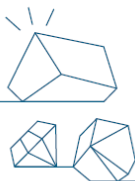
## Local support throughout the mining life cycle

- › Pit-to-port life-cycle services for mines and processing plants
- › High-quality expertise delivered by professionals with in-depth local knowledge and experience
- › Flexible and efficient cross-sector contracting model making us a one-stop shop
- › Safety, quality and excellence in sustainable project execution and innovation
- › Project assurance to meet cost and schedule

**65+**  
YEARS OF  
EXPERIENCE



**MOST**  
**MINING**  
COMMODITIES



**400+**  
PROJECTS  
OVER THE LAST  
10 YEARS

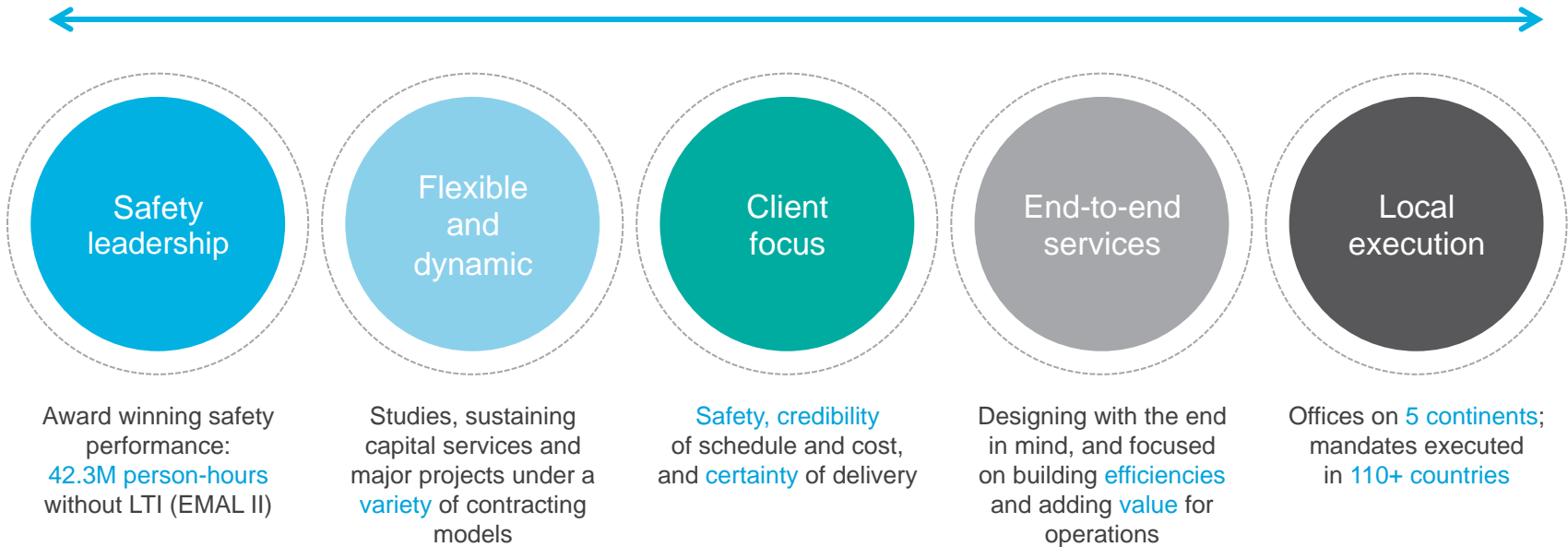


**400**  
MILLION  
PERSON-HOURS  
WORKED WITH  
WORLD-CLASS  
**SAFETY**  
PERFORMANCE



# Core differentiators

We have the global-calibre expertise and local capabilities to deliver tailored solutions for projects of any size, scope or complexity, taking into consideration the clients' unique needs





# Mining & Metallurgy presence

1,000 + employees worldwide

**500+**  
Engineering

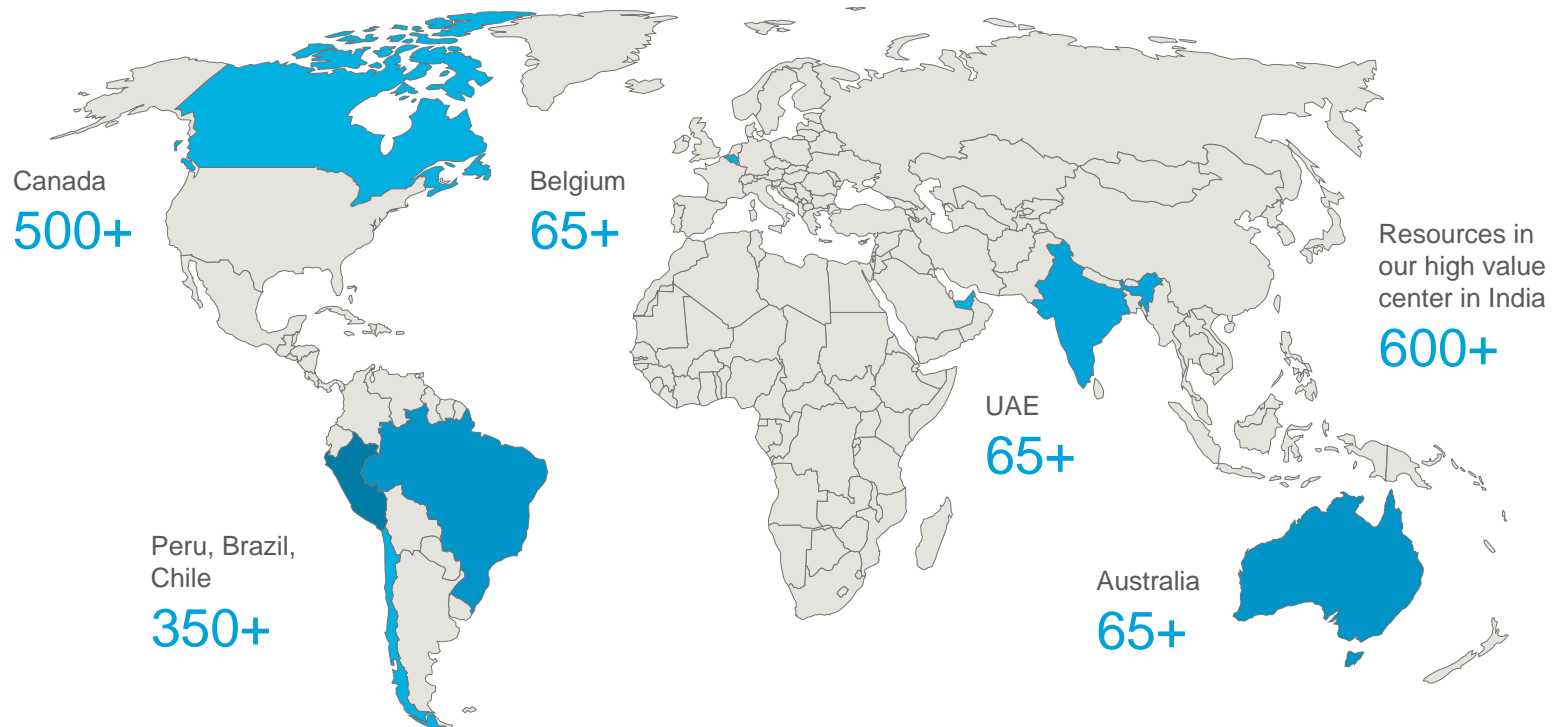
**140+**  
Project Controls  
& Quality

**120+**  
Project Management  
& Construction

**60+**  
Mine Environment

**50+**  
Safety

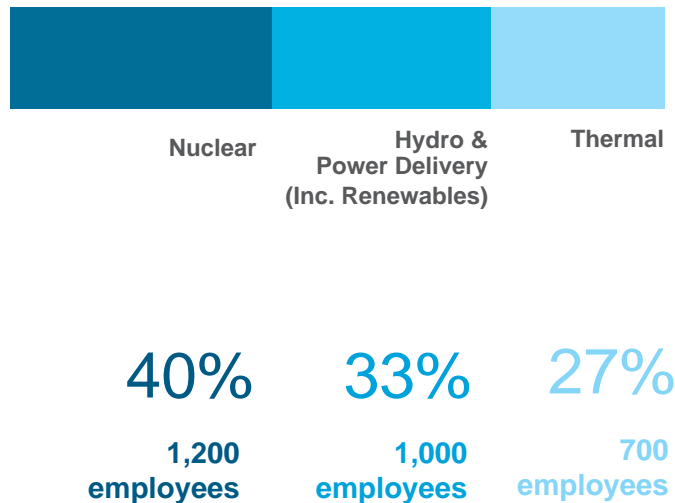
**200+**  
Others



# Appendix Power

# Sector Snapshot

~3,000 dedicated staff working in 20 countries



- › Power is ~19% of SNC-Lavalin's business; nearly 61 % of that is based in Canada
- › In 2016 Darlington Retube & Refurbishment + Bruce Major Components Replacement made up 49% of Nuclear revenue
- › In 2016, Power had more than 1,600 active projects

# Capabilities

Globally, the world is facing common energy challenges. Demand for more low-carbon power, produced economically and safely has never been higher.

SNC-Lavalin is well-positioned, to satisfy this demand, especially with Hydro, Nuclear and Renewables from technology development through to final decommissioning, ensuring customers receive value for their assets.

<b>NUCLEAR</b>	Technology / Investment	Engineering	Construction	O & M / Decommissioning
<b>HYDRO</b>	Investment	Engineering	Construction	O & M
<b>RENEWABLES</b>	Investment	Engineering	Construction	O & M

# Who We Work For

Top 10 Clients	Comments
Ontario Power Generation	E / EPC / O&M
Bruce Power	E / EPC / O&M
BC Hydro	E / EPC / PPP
Nalcor	E / P / CS
NA-SA	E / EPC
ARES	EPC
CPV	EPC
Toronto Hydro	E / CS
Avangrid	OE / CS
Hydro One	E



# Appendix Oil & Gas

# Who We Work For

10 Key Clients <i>(based on 2017 \$ / bidding)</i>	Comments
Saudi Aramco	EPCC, Engineering, Construction & Commissioning
ExxonMobil	EPCC, Engineering, Construction, Commissioning and O&M
Chevron	EPCC, Engineering, Construction, Commissioning and O&M
Shell	EPCC, Engineering & Construction
Qatar Petroleum	EPCC, Engineering, Commissioning and O&M
Qatar Gas	EPCC & Commissioning
Suncor	EPCC, Engineering, Commissioning and O&M
KOC	EPCC, Engineering & Construction
Sasol	Construction & Commissioning and O&M
BP	Engineering, Consulting and O&M



# O&G – Geographic Focus

Global player with strong position in Canada and Middle East; expanding in Asia

