



## Second Quarter 2018

Conference Call Presentation

August 2<sup>nd</sup>, 2018



## Forward-looking statements

Reference in this presentation, 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 this presentation 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”, “target”, “should”, “synergies”, “vision”, “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 this presentation 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 2017 Management Discussion and Analysis (MD&A) and as updated in the first and second quarter 2018 MD&A. The 2018 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 in 2018. 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 2017 MD&A and as updated in the first and second quarter 2018 MD&A.

The 2018 outlook referred to in this presentation is forward-looking information and is based on the methodology described in the Company's 2017 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 2018 outlook is to provide the reader with an indication of management's expectations, at the date of this presentation, regarding the Company's future financial performance and readers are cautioned that this information may not be appropriate for other purposes.

## Non-IFRS financial measures and additional IFRS measures

The Company reports its financial results in accordance with IFRS. However, the following non-IFRS measures and additional IFRS measures are used by the Company: Adjusted net income from E&C, Adjusted diluted EPS from E&C, Adjusted net income from Capital, Adjusted diluted EPS from Capital, Adjusted consolidated diluted EPS, EBITDA, Adjusted E&C EBITDA, Segment EBIT and 2017 Backlog. Additional details for these non-IFRS measures and additional measures can be found below and in SNC-Lavalin's MD&A, which is available in the Investors section of the Company's website at [www.snclavalin.com](http://www.snclavalin.com). Non-IFRS financial measures do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other issuers. Management believes that, in addition to conventional measures prepared in accordance with IFRS, these non-IFRS measures provide additional insight into the Company's financial results and certain investors may use this information to evaluate the Company's performance from period to period. However, these non-IFRS financial measures have limitations and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS.



# Q2 2018

Neil Bruce, President and CEO



# Q2 2018 highlights

Named one of the **world's top 3 design firms** by Engineering News Record (ENR) – demonstrates our continued derisking and repositioning of the business

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**Reached an agreement** to settle two class actions, in Quebec and Ontario, brought in 2012. The Company will contribute \$88M to the settlement of both class actions – expense recorded in Q2.

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**Successfully transferred the McGill University Health Centre investment** to the SNC-Lavalin Infrastructure Partners LP – \$63 million pre-tax gain recorded in Q2

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**Revenue** of \$2.5B, up 30.6%

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**Adjusted diluted EPS from E&C** of \$0.65 per diluted share, up 51.2%

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**Adjusted E&C EBITDA margin** of 7.7% compared to 4.6% in Q2 2017

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**Backlog\*** growth – \$15.2B as at June 30, 2018

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**2018 outlook maintained:**

Adjusted diluted EPS from E&C in the range of \$2.60 to \$2.85 – on track to deliver our 2020 vision



# Q2 2018 main segment highlights

## Mining & Metallurgy

- › 45.0% increase in revenues (Q2 vs Q2)
- › Prospects pipeline continues to improve
- › Pipeline is growing and have confidence in major bids we have submitted

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## Oil & Gas

- › Many new projects and service agreements signed in Q2
- › Recently awarded:
  - Awarded a reimbursable contract for a refinery in Kuwait
  - 5-year framework agreement in Saudi Arabia to provide international engineering services
  - Awarded, with Atkins, new global 5-year framework agreement by BP global wells organization
  - Signed exclusive agreement to deliver an Advanced Topping Refinery in UAE
  - Signed exclusive agreement to deliver a major project in Oman
  - Awarded Wasit Gas Plant installation contract in Saudi Arabia

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## Clean Power, Nuclear, Thermal Power

- › Awarded fuel channel and feeder replacement contract for Bruce Power unit 6 in Ontario
- › New JV formed to pursue nuclear reactor decommissioning work in the USA
- › 83% increase in Nuclear revenues (Q2 vs Q2), now includes Atkins' nuclear business
- › 34% of Nuclear revenues relates to decontamination, decommissioning and waste management projects
- › Awarded contract for the design and delivery of 3 substations in UAE
- › Last ongoing thermal project now in commercial operation – project significantly demobilized

# Q2 2018 main segment highlights

## Infrastructure

- › \$9.0B of backlog\* – year-to-date book-to-bill ratio of 2.5
  - › The recently awarded two contracts related to the REM project in Montreal included in backlog\*
  - › Awarded EPC contract for the expansion of a district cooling scheme in Saudi Arabia – our 7<sup>th</sup> project in Saudi Arabia and our 46<sup>th</sup> overall in the Middle East
  - › 8.5% increase in segment EBIT (Q2 2018 vs Q2 2017)
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## EDPM

- › \$2.4B of backlog\* – \$1.0B of new awards in Q2 2018
  - › Segment EBIT of \$94.5M with an 11.7% margin
  - › Remain on track to deliver \$120M of cost synergies by the end of 2018
  - › Revenue synergies proven in Q2 with the award of a framework agreement in Saudi Arabia serviced by legacy Atkins and SNC-Lavalin
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## Capital

- › \$63 million gain (before tax) in Q2 from the transferred of the McGill University Health Centre investment to the SNC-Lavalin Infrastructure Partners LP
- › Another strong quarter for 407 ETR – 9.5% increase in revenues – 2.0% increase in VKT – 8.9% increase in dividends (Q2 vs Q2)





# Q2 2018

Sylvain Girard, EVP and CFO



**SNC • LAVALIN**

# Q2 2018 financial performance (vs Q2 2017)

## Revenue of \$2.5B, up 30.6%

- › Increase in EDPM and Nuclear segments, mainly due to incremental revenues from Atkins, acquired in Q3 2017
- › Decrease in the Oil & Gas segment, due to near completion of LNG projects in Australia, and Thermal Power, due to near completion of last ongoing project

## Total segment EBIT of \$221M, up 42.9%

- › Negative segment EBIT in Thermal Power (exiting this business)
- › Strong quarter in EBIT margin for Nuclear (17%), EDPM (12%) and Infrastructure (5%)

## Adjusted E&C EBITDA margin of 7.7% compared to 4.6% in Q2 2017

## Financial expenses

- › Increase of \$31M, mainly due to the financing of the acquisition of Atkins in Q3 2017

## Adjusted net income from E&C of \$113.5M, up 77.0%, or \$0.65 per diluted share, up 51.2%

- › Higher Segment EBIT, partially offset by an increase in financial expenses and an increase in income taxes

## Backlog\* of \$15.2B as at June 30, 2018

- › Q2 bookings totaled \$4.1B, including \$2.3B in Infrastructure and \$1.0B in EDPM
- › YTD bookings totaled \$6.2B
- › Includes the two recently awarded contracts related to the REM project in Montreal

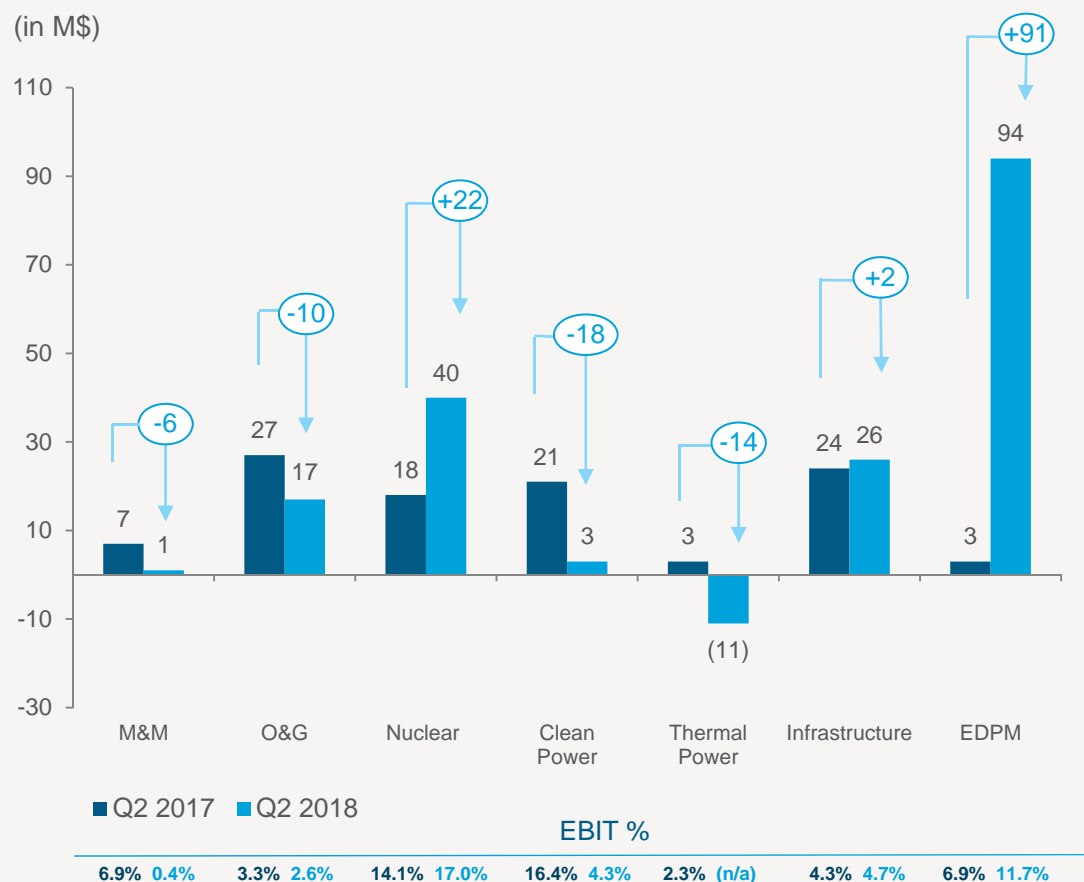
## Liquidity

- › \$0.7B of cash and cash equivalents and \$2.2B of recourse debt
- › \$500M was made available under a new 5-year non-revolving Term Loan, which was used to repay in full the CDPQ tranche B limited recourse debt.
- › Issuance of \$150M of unsecured debentures, used to repay certain outstanding indebtedness
- › Net recourse debt to adjusted EBITDA ratio of 1.6





# E&C segment EBIT – Q2 2018 vs Q2 2017



**M&M**  
-\$6M  
Lower profitability %, partially offset by higher level of activities.

**O&G**  
-\$10M  
Lower level of activities mainly due to completion or near completion of LNG projects in Australia and slightly lower profitability %.

**Nuclear**  
+\$22M  
Increased contributions from Atkins incremental activities, coupled with strong profitability.

**Clean Power**  
-\$18M  
Lower level of activities due to the near completion of certain projects, coupled with lower profitability %, as Q2 2017 included a favorable outcome from a major project.

**Thermal Power**  
-\$14M  
Negatively impacted by a reforecast on the Company's last ongoing EPC fixed-price project (now in commercial operations).

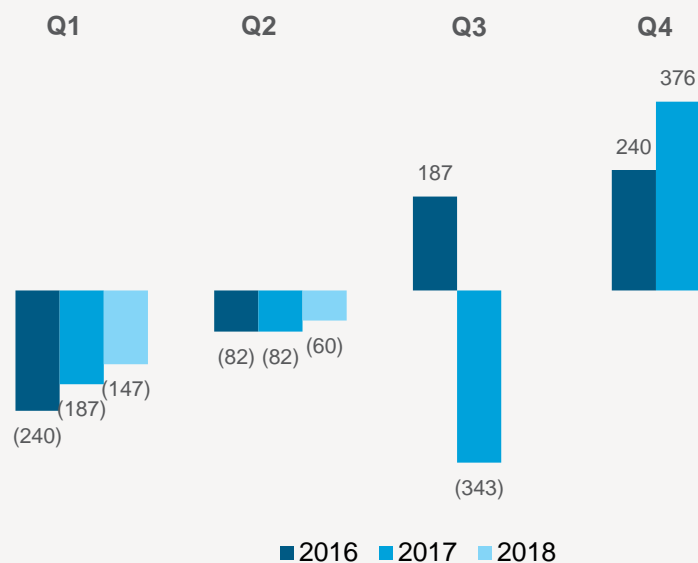
**Infrastructure**  
+\$2M  
Similar level of activities with higher profitability %.

**EDPM**  
+\$91M  
Incremental contribution from Atkins, which was acquired in Q3 2017.

# 2018 Operating Cash Flow

## Improved cash flow from operations

(in M\$)



### Cash flow from operations (YTD):

- › Higher EBIT from E&C segments
- › Decrease in restructuring costs paid

### Partially offset by:

- › Increase in interest paid
- › Higher working capital requirements on projects

Cash Balance as December 31, 2017	707
Cash flow from operations	(207)
Capital expenditures	(69)
Net increase in receivables from long-term concession arrangements	(40)
Increase in recourse debt <sup>1</sup>	1,845
Repayment of recourse debt <sup>1</sup>	(1,061)
Repayment of limited recourse debt <sup>1</sup>	(500)
Net cash inflow on disposal/partial disposal of a Capital investment	92
Dividends to SNC Shareholders	(101)
Other	55
Cash Balance as June 30, 2018	721

<sup>1</sup> On March 2, 2018, \$525M unsecured debentures were issued, which was used to repay the Term Facility in full and certain indebtedness outstanding under the Revolving Facility. On June 6, 2018, \$150M unsecured debentures were issued, which was used to repay certain indebtedness outstanding. In April 2018, \$500M was made available under a new 5-year non-revolving Term Loan, which was used to repay in full the CDPQ tranche B limited recourse debt.

# Capital structure and debt ratios

The Company continues to maintain appropriate liquidity to pursue its growth strategy

(in M\$, unless otherwise indicated)	Q2 2018
Net recourse debt	1,460
TTM adjusted EBITDA	993
Less: TTM interest on limited recourse debt*	(97)
TTM adjusted EBITDA, less interest on limited recourse debt	896
<b>Net recourse debt to adjusted EBITDA ratio</b>	<b>1.6</b>

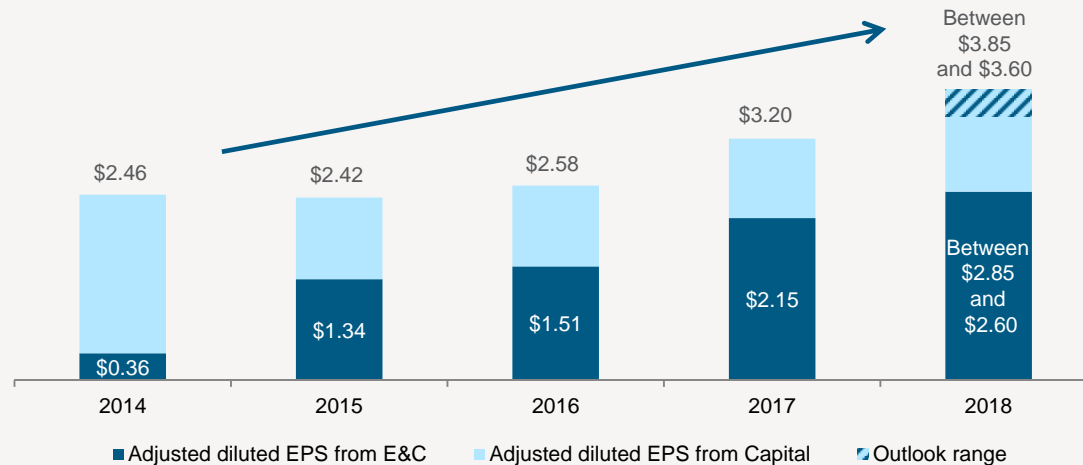
<b>Limited recourse debt</b>	<b>\$979B</b>
Unused capacity under the \$2.6B committed revolving credit facility	<b>\$2.1B</b>
Cash and cash equivalents	<b>\$721M</b>
<b>Recourse debt to capital ratio</b>	<b>31:69</b>

# 2018 growth outlook

- › Maintaining 2018 outlook
- › Q4 adjusted diluted EPS from E&C expected to be stronger than Q3 (Q3 should be similar to Q2)
- › Tax rate for the adjusted E&C business expected to be between 20% and 25%

2018 Adjusted diluted  
EPS from E&C<sup>1</sup>  
**\$2.60 - \$2.85**

2018 Adjusted consolidated  
diluted EPS<sup>1</sup>  
**\$3.60 - \$3.85**





# Questions & Answers

# Appendix

# 2017 restated figures<sup>1,2</sup> (1 of 2)

## On a comparable basis with our new 2018 structure<sup>3</sup>

(in thousands of \$)	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Total	Segment EBIT %
<b>Mining &amp; Metallurgy</b>						
Revenues	101,411	94,827	106,957	129,609	432,804	
Segment EBIT	5,072	6,557	833	3,467	15,929	3.7%
<b>Oil &amp; Gas</b>						
Revenues	856,545	807,236	872,432	912,922	3,449,135	
Segment EBIT	53,633	26,752	56,745	98,441	235,571	6.8%
<b>Nuclear</b>						
Revenues	166,551	127,592	234,577	236,723	765,443	
Segment EBIT	45,035	18,022	42,386	30,766	136,209	17.8%
<b>Clean Power</b>						
Revenues	121,549	127,480	113,447	94,258	456,734	
Segment EBIT	10,322	20,939	21,616	5,357	58,234	12.8%
<b>Thermal Power</b>						
Revenues	85,369	111,556	71,118	63,981	332,024	
Segment EBIT	(26,535)	2,596	(40,643)	(42,404)	(106,986)	(32.2%)
<b>Infrastructure</b>						
Revenues	417,324	556,283	458,549	536,511	1,968,667	
Segment EBIT	19,894	24,103	52,543	32,024	128,564	6.5%



## 2017 restated figures<sup>1,2</sup> (2 of 2)

### On a comparable basis with our new 2018 structure<sup>3</sup>

(in thousands of \$)	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Total	Segment EBIT %
<b>EDPM (Engineering, Design and Project Management)</b>						
Revenues	39,575	43,187	715,403	893,743	1,691,908	
Segment EBIT	2,529	2,978	60,586	118,775	184,868	10.9%
<b>Capital</b>						
Revenues	60,946	66,712	60,256	50,089	238,003	
Segment EBIT	55,334	54,945	60,839	41,754	212,872	n/a
Reversal of non-controlling interest included above	5,359	(1,985)	(2,370)	112	1,116	
Corporate SG&A and others not allocated to the segments – E&C	(22,169)	(36,039)	(21,792)	(25,206)	(105,206)	
Corporate SG&A and others not allocated to the segments – Capital	(6,392)	(7,070)	(7,123)	(4,815)	(25,400)	
Gain (loss) arising on financial assets at fair value through profit or loss	(6,180)	4,544	312	307	(1,017)	
Restructuring costs	(2,825)	(22,306)	(1,661)	429	(26,363)	
Acquisition-related costs and integration costs	(1,363)	(55,272)	(42,284)	(25,381)	(124,300)	
Amortization of intangible assets related to business combinations	(15,363)	(14,301)	(35,403)	(73,825)	(138,892)	
Gain on disposals of Capital investments	-	5,403	36,675	-	42,078	
Gain (loss) from disposals of E&C businesses	719	287	-	(7)	999	
Gain on disposal of the head office building	-	115,101	-	-	115,101	
<b>EBIT<sup>4</sup></b>	<b>117,070</b>	<b>145,254</b>	<b>181,259</b>	<b>159,794</b>	<b>603,377</b>	



## 407 ETR information – Q2

(in M\$, unless otherwise indicated)	Q2 2018	Q2 2017	Change
Revenues	362.5	331.0	9.5%
Operating expenses	43.6	39.8	9.6%
EBITDA	318.9	291.2	9.5%
EBITDA as a percentage of revenues	88.0%	88.0%	-
Net Income	129.2	124.6	3.7%
Traffic / Trips (in millions)	33.0	32.6	1.2%
Average workday number of trips (in thousands)	431.4	427.2	1.0%
Vehicle kilometers travelled "VKT" (in millions)	713.7	699.8	2.0%
Dividends paid to SNC-Lavalin	37.9	34.8	8.9%

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9.5% increase in revenues  
 2% increase in traffic (VKT)  
 9% increase in dividends

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# Net income reconciliation – Q2

	Net Income , as reported (IFRS)	Net charges related to the restructuring and other	Acquisition		Net gain on disposals of E&C business , head office and Capital investment	Net expense for the 2012 class action lawsuits settlement	Impact of U.S. corporate tax reform	Net income, adjusted (Non-IFRS)
			Acquisition- related costs and integration costs	Amortization of intangible assets related to business combinations				
Second Quarter 2018								
In M\$								
E&C	(16.8)	6.7 <sup>1</sup>	10.3	43.7	0.2	64.5	4.8	113.5
Capital	99.8	-	-	-	(58.4)	-	-	41.4
	83.0	6.7	10.3	43.7	(58.1)	64.5	4.8	154.9
Per Diluted share (\$)								
E&C	(0.10)	0.04	0.06	0.25	0.00	0.37	0.03	0.65
Capital	0.57	-	-	-	(0.33)	-	-	0.24
	0.47	0.04	0.06	0.25	(0.33)	0.37	0.03	0.89
Second Quarter 2017								
In M\$								
E&C	87.4	22.6 <sup>2</sup>	44.5	11.5	(101.8)	-	-	64.2
Capital	49.0	-	-	-	(5.4)	-	-	43.6
	136.4	22.6	44.5	11.5	(107.2)	-	-	107.8
Per Diluted share (\$)								
E&C	0.58	0.15	0.30	0.08	(0.68)	-	-	0.43
Capital	0.33	-	-	-	(0.04)	-	-	0.29
	0.91	0.15	0.30	0.08	(0.72)	-	-	0.72

Note that certain totals and subtotals may not reconcile due to rounding

<sup>1</sup>This amount included \$6.9 million (\$5.6 million after taxes) of net charges which did not meet the restructuring costs definition in accordance with IFRS.

<sup>2</sup>This amount included \$4.0 million (\$5.0 million after taxes) of net charges which did not meet the restructuring costs definition in accordance with IFRS.

# Net income reconciliation – YTD

	Net Income , as reported (IFRS)	Net charges related to the restructuring and other	Acquisition		Net gain on disposals of E&C business , head office and Capital investment	Net expense for the 2012 class action lawsuits settlement	Impact of U.S. corporate tax reform	Net income, adjusted (Non-IFRS)
			Acquisition- related costs and integration costs	Amortization of intangible assets related to business combinations				
Six Months Ended June 30, 2018								
In M\$								
E&C	14.7	8.0 <sup>1</sup>	18.7	90.6	0.3	64.5	6.2	203.0
Capital	146.4	-	-	-	(58.4)	-	-	87.9
	161.1	8.0	18.7	90.6	(58.1)	64.5	6.2	290.9
Per Diluted share (\$)								
E&C	0.08	0.05	0.11	0.52	0.00	0.37	0.04	1.16
Capital	0.83	-	-	-	(0.33)	-	-	0.50
	0.92	0.05	0.11	0.52	(0.33)	0.37	0.04	1.66
Six Months Ended June 30, 2017								
In M\$								
E&C	132.7	25.2 <sup>2</sup>	45.6	23.8	(102.4)	-	-	124.9
Capital	93.4	-	-	-	(5.4)	-	-	88.0
	226.1	25.2	45.6	23.8	(107.8)	-	-	212.9
Per Diluted share (\$)								
E&C	0.88	0.17	0.31	0.16	(0.68)	-	-	0.83
Capital	0.62	-	-	-	(0.04)	-	-	0.59
	1.50	0.17	0.31	0.16	(0.72)	-	-	1.42

Note that certain totals and subtotals may not reconcile due to rounding

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<sup>2</sup>This amount included \$4.0 million (\$5.0 million after taxes) of net charges which did not meet the restructuring costs definition in accordance with IFRS.

*Our values are the essence of our company's identity.  
They represent how we act, speak and behave together,  
and how we engage with our clients and stakeholders.*

*S*~~A~~*F*~~E~~*T*~~Y~~

*We put safety at the heart of  
everything we do, to safeguard  
people, assets and the environment.*

*I*~~N*T*~~E*G*~~R*I*~~T*Y*~~~~~~~~

*We do the right thing,  
no matter what, and are  
accountable for our actions.*

*C*~~O~~*L*~~L~~*A*B*~~O~~*R*~~A~~*T*~~I~~*O*N***

*We work together and embrace  
each other's unique contribution  
to deliver amazing results for all.*

*I*~~N*N*~~O~~*V*~~A~~*T*~~I~~*O*~~N~~~~

*We redefine engineering  
by thinking boldly, proudly  
and differently.*



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