



Question the
existing
*Imagine the
impossible*
Create the
enduring

WSP is one of the world's leading engineering professional services consulting firms. We bring together more than 42,000 talented people, based in more than 550 offices, across 40 countries. We are technical experts who design comprehensive and sustainable solutions and engineer projects that will help societies grow for lifetimes to come.

Our guiding principles

- We value our people and our reputation. We are locally dedicated with international scale.
- We are future-focused and challenge the status quo.
- We foster collaboration in everything we do.
- We have an empowering culture and hold ourselves accountable.

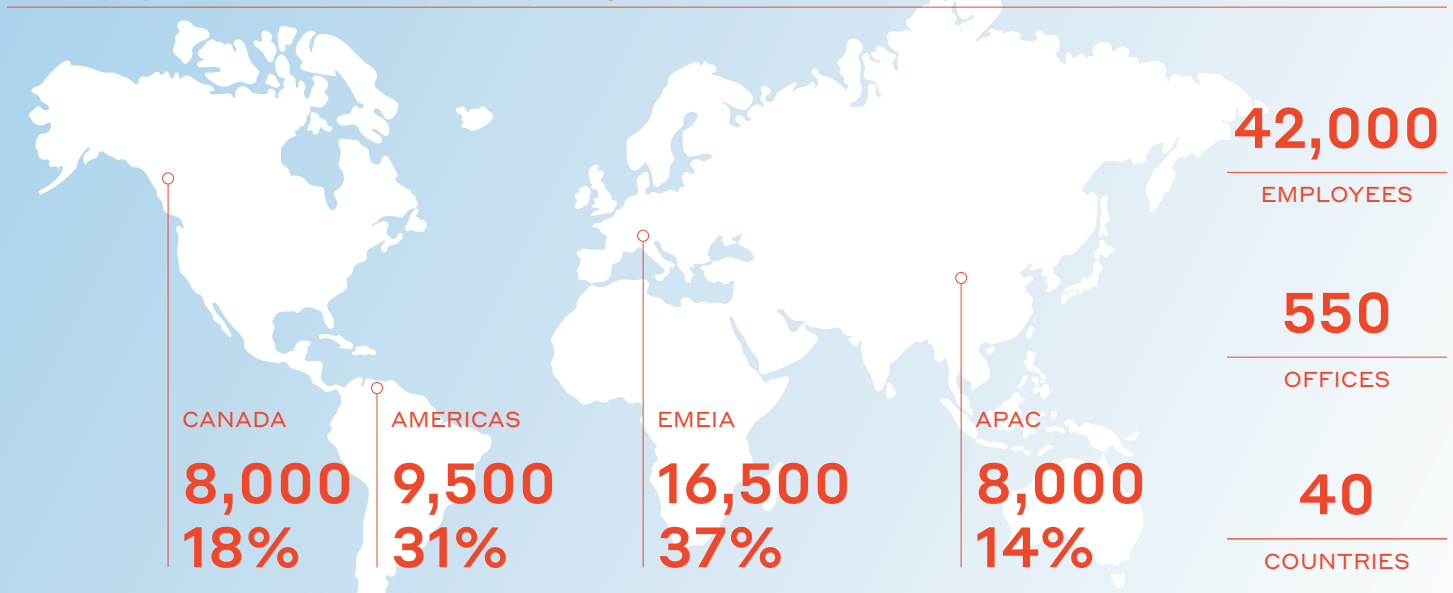
Our belief

For societies to thrive, we believe that we must all hold ourselves accountable for tomorrow.

Our purpose

We exist to future proof our cities and environments.

Our employees* and net revenues (CAD) per region**



*As at December 31, 2017
**Based on 2017 net revenues; non-IFRS measures.

Financial highlights

REVENUES (CAD)



NET REVENUES (CAD)*



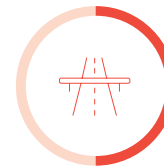
ADJUSTED EBITDA (CAD)*



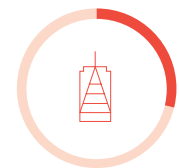
*Non-IFRS measures

**Includes Industry, Resources and Power & Energy

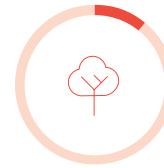
2017 net revenues* by market segment



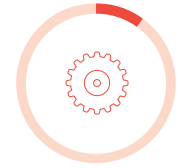
TRANSPORTATION & INFRASTRUCTURE



PROPERTY & BUILDINGS



ENVIRONMENT



INDUSTRY & ENERGY**

Strategic plan: 2018 objectives

GROWTH

\$6.0B

In net revenues (including \$1.3B acquisitions growth)

OPERATIONS

5%

Annual net revenues organic growth

11.0%

Adjusted EBITDA margins

< 85 days

DSO

CLIENTS

10%

Revenues from global clients

EMPLOYEES

45,000

Employees

Analyst coverage

Chris Murray, P.Eng., CFA
AltaCorp Capital Inc.

Yuri Lynk, M.Sc., CFA
Canaccord Genuity

Jacob Bout, CFA
CIBC World Markets

Benoît Poirier, CFA
Desjardins Securities

Mona Nazir, MBA
Laurentian Bank Securities

Maxim Sytchev, M.Sc.
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RBC Capital Markets

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