

wsp

# Q2 2023 Results

August 8, 2023



**CAUTIONARY STATEMENT**

- Certain information regarding WSP Global Inc. ("WSP" or the "Corporation") contained herein are not based on historical facts and may constitute forward-looking statements or forward-looking information under Canadian securities laws (collectively, "forward-looking statements"). Forward-looking statements may include estimates, plans, strategic ambitions, objectives, expectations, opinions, forecasts, projections, guidance, outlook or other statements that are not statements of fact. Forward-looking statements made by the Corporation in this presentation may include statements about our the strength of our backlog, our 2023 financial outlook, the strength of the markets across our key regions, our proposed strategy, our operating performance, financial outlook, prospects and expectations and statements about the 2022-2024 Global Strategic Action Plan. These forward-looking statements are based on a number of assumptions believed by the Corporation to be reasonable as of August 8, 2023, including assumptions set out through this presentation and under section 16 "Forward-Looking Statements" of WSP's Management's Discussion & Analysis ("MD&A") for the second quarter and six-month period ended July 1, 2023, which is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca)
- Although WSP believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. These statements are subject to certain risks and uncertainties and may be based on assumptions that could cause actual results to differ materially from those anticipated or implied in the forward-looking statements. WSP's forward-looking statements are expressly qualified in their entirety by this cautionary statement. The complete version of the cautionary note regarding risk factors, which, if realized, could cause the Corporation's actual results to differ materially from those expressed or implied in forward-looking statements, are discussed in greater detail in section 20, "Risk factors" of WSP's MD&A for the fourth quarter and year ended December 31, 2022, which is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). The forward-looking statements contained in this presentation are made as of the date hereof and, accordingly, are subject to change after such date. Except to the extent required by applicable law, WSP does not assume any obligation to publicly update or revise any forward-looking statements made in this presentation or otherwise, whether as a result of new information, future events or otherwise.

**NON-IFRS AND OTHER FINANCIAL MEASURES**

- The Corporation reports its financial results in accordance with International Financial Reporting Standards ("IFRS"). WSP uses a number of financial measures when assessing its results and measuring overall performance. Some of these financial measures are not calculated in accordance with IFRS. Regulation 52-112 respecting Non-GAAP and Other Financial Measures Disclosure ("Regulation 52-112") prescribes disclosure requirements that apply to the following types of measures used by the Corporation: (i) non-IFRS financial measures; (ii) non-IFRS ratios; (iii) total of segments measures; (iv) capital management measures; and (v) supplemental financial measures.
- In this presentation, the following non-IFRS and other financial measures are used by the Corporation: net revenues; adjusted EBITDA; adjusted EBITDA margin; adjusted net earnings; adjusted net earnings per share; backlog; free cash flow; days sales outstanding ("DSO"); and net debt to adjusted EBITDA ratio. Additional details for these non-IFRS and other financial measures can be found in section 19, "Glossary of segment reporting, non-IFRS and other financial measures" of the Corporation's MD&A for the second quarter and six-month period ended July 1, 2023, which is posted on WSP's website at [www.wsp.com](http://www.wsp.com), and filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). Reconciliations of non-IFRS financial measures and total of segments measures to the most directly comparable IFRS measures are provided in sections 8.1, "Net revenues", 8.3, "Adjusted EBITDA", 8.8, "Adjusted net earnings", 9.1, "Operating activities and free cash flow", of WSP's MD&A for the second quarter and six-month period ended July 1, 2023.
- Management believes that these non-IFRS and other financial measures provide useful information to investors regarding the Corporation's financial condition and results of operations as they provide key metrics of its performance. These non-IFRS and other financial measures are not recognized under IFRS, do not have any standardized meanings prescribed under IFRS and may differ from similar computations as reported by other issuers, and accordingly may not be comparable. These measures should not be viewed as a substitute for the related financial information prepared in accordance with IFRS.

**ALL AMOUNTS ARE EXPRESSED IN CANADIAN DOLLARS, UNLESS OTHERWISE INDICATED**



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# Q2 2023 Highlights

# RESULTS AHEAD OF EXPECTATIONS

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Q2 2023 Results

- Continued strong momentum
- Higher-than-expected organic growth in net revenues across all reportable segments
- Improved adjusted EBITDA margins
- Robust backlog and record-high order intake for a quarter
- Financial outlook for 2023 is increased





Earned the **Compliance Leader Verification** for our Ethics & Compliance program



WSP was recognized for the third year in a row as one of **Canada's Best 50 Corporate Citizens** by Corporate Knights.

**environmentanalyst**

Received **three Environment Analyst awards** and recognized with a **five-star rating for Climate and ESG Impact Leadership**



Recognized as a **Leader in Climate Change Consulting**

- WSP has been named the professional engineer for the offshore high-voltage direct current (HVDC) converter platform for Sunrise Wind Farm.
- The offshore wind farm will be the first in the U.S. to use efficient high-voltage direct current technology.
- Once completed, this offshore wind farm is set to power 600,000 New York homes.



# PROJECT WIN – CANADA

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- WSP has been named as the Owner’s Engineer for Heidelberg Materials North America’s Carbon Capture, Utilization, and Storage (CCUS) project, to be constructed at its cement plant in Edmonton, Alberta.
- WSP is delivering what will be the cement industry’s first full-scale carbon capture, utilization, and storage facility.
- The goal is for the project to capture, at full-scale, one million tons of carbon dioxide annually.





- WSP has been engaged to provide Owner’s Engineer services for the Waratah Super Battery (WSB), located in the Hunter – Central Coast Renewable Energy Zone.
- Once completed, it will represent the world’s largest grid-scale battery.



# PROJECT WIN – GLOBAL

- In 2020, Microsoft committed to an ambitious goal of becoming carbon negative within 10 years, using methods that ensure often-overlooked, vulnerable communities are afforded the clean energy resources and economic opportunities they need.
- WSP is helping Microsoft to strengthen its commitment to a sustainable future, jointly developing an evaluation framework to direct the benefits of renewable energy projects to vulnerable communities.





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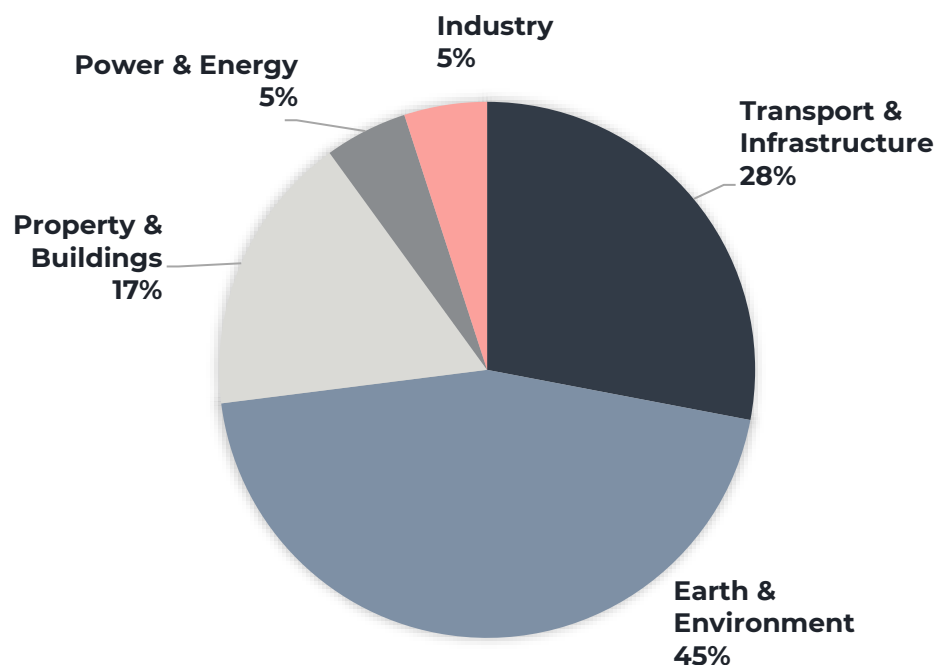


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# Q2 2023 Overview

- 6.2 % organic growth in net revenues
- 22.0 % adjusted EBITDA margin by segment
- Organic backlog<sup>(1)</sup> growth in the six-month period of 13.7%.

## Net Revenues Breakdown – Q2 2023



The City of Montreal has selected WSP to carry out Phase 2 of the Sainte-Catherine Street West project in Montreal, Canada, which will consist of the redevelopment of a 1.6 km stretch of the street, between Peel Street and Atwater Avenue.

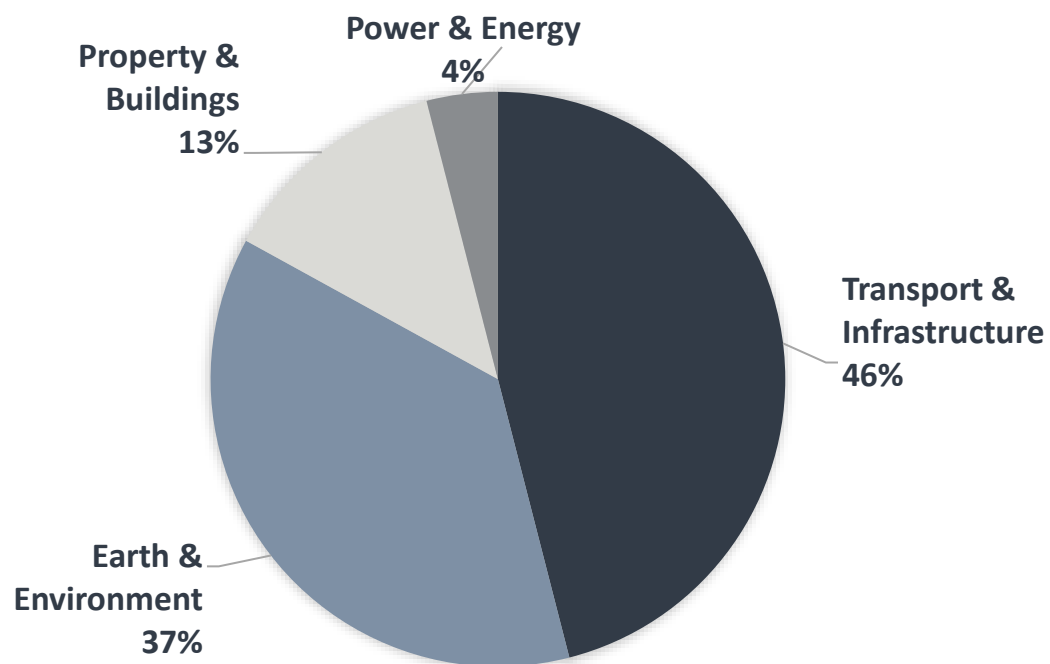
*(1) This presentation incorporates by reference section 19, "Glossary of segment reporting, non-IFRS and other financial measures", of WSP's Management's Discussion and Analysis ("MD&A") for the second quarter and six-month period ended July 1, 2023, filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca), which explains the composition of this supplemental financial measure.*

- 11.3 % organic growth in net revenues
- 19.3 % adjusted EBITDA margin by segment
- Organic backlog growth in the six-month period of 1.8 %

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## Net Revenues Breakdown – Q2 2023

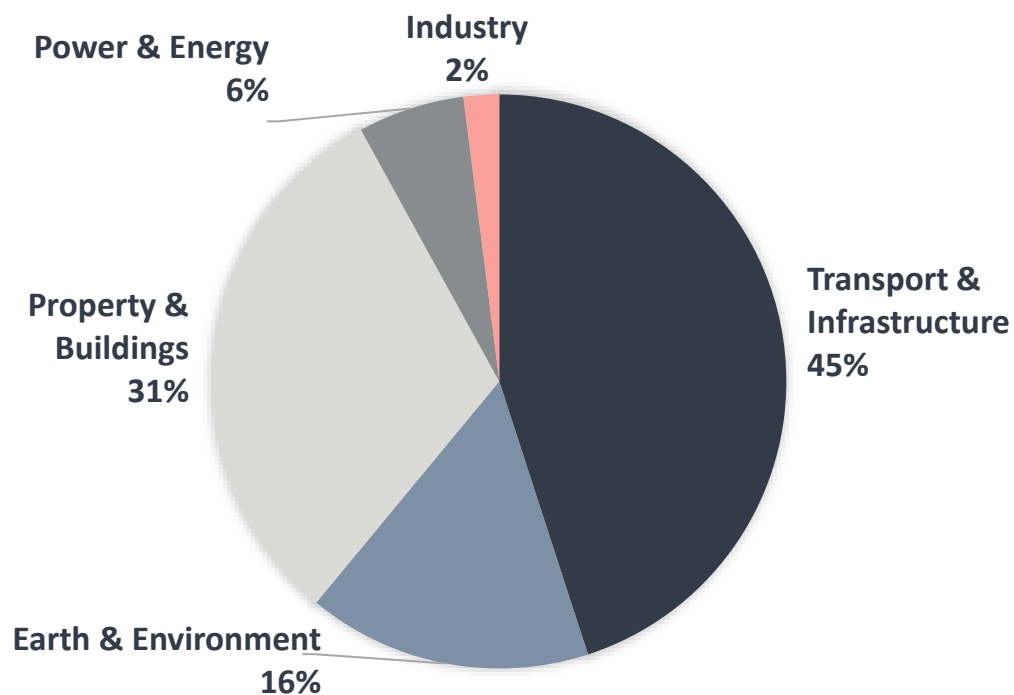


WSP will work with the Regional Transit Authority in Washington, US to help prioritize, execute and manage projects on a task order basis. Projects will support all agency departments and be system-wide, including system expansion and non-system expansion projects, as well as state of good repair, safety & security, and operations projects.

- 5.8 % organic growth in net revenues
- 14.3% adjusted EBITDA margin by segment
- Organic backlog growth in the six-month period of 1.3 %

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## Net Revenues Breakdown – Q2 2023



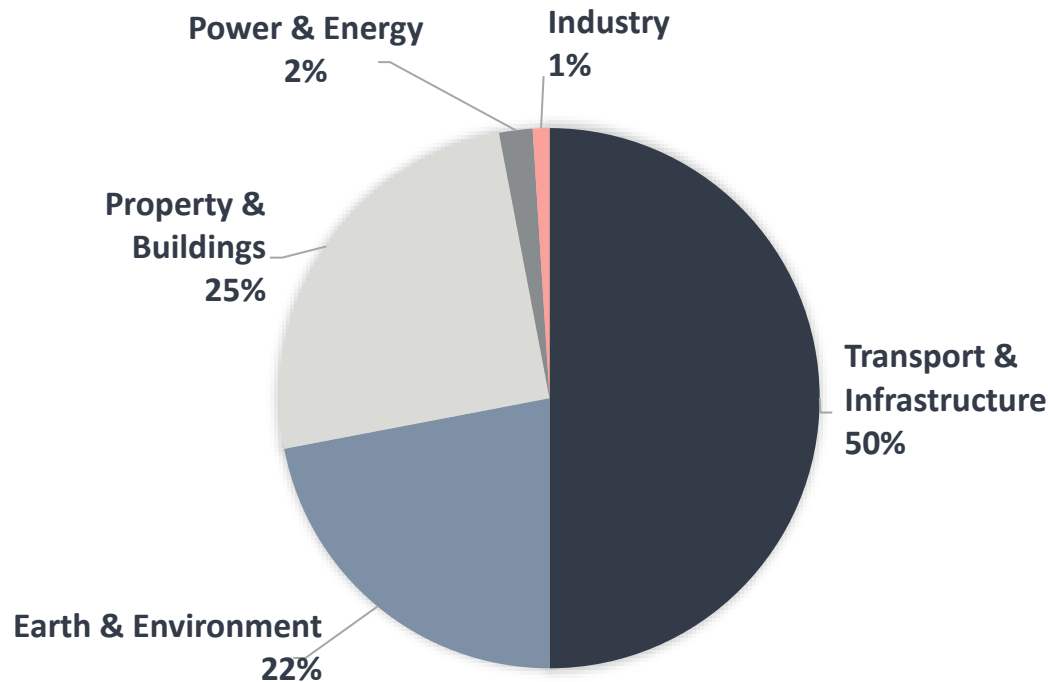
WSP will be designing the expansion of the Rungsted Harbour in Denmark, renovating and establishing roads, parking areas, squares, a promenade, and expansion of the beach and related buildings, and an artificial reef. The team will also be working on user-related infrastructure like utilities general landside facilities for users and boat handling equipment.

- 14.9 % organic growth in net revenues
- 16.8 % adjusted EBITDA margin by segment
- Organic backlog growth in the six-month period of 2.6 %

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## Net Revenues Breakdown – Q2 2023



WSP is committed to building Future Ready® communities that are better places to work, live, study, and play: WSP is partnering with the Royal Melbourne Institute of Technology University and the Australian Research Council to create better urban diversity. The partnership will develop methods to spatially identify and prioritize actions for urban biodiversity benefit across different spatial scales.



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Q2 2023 Results



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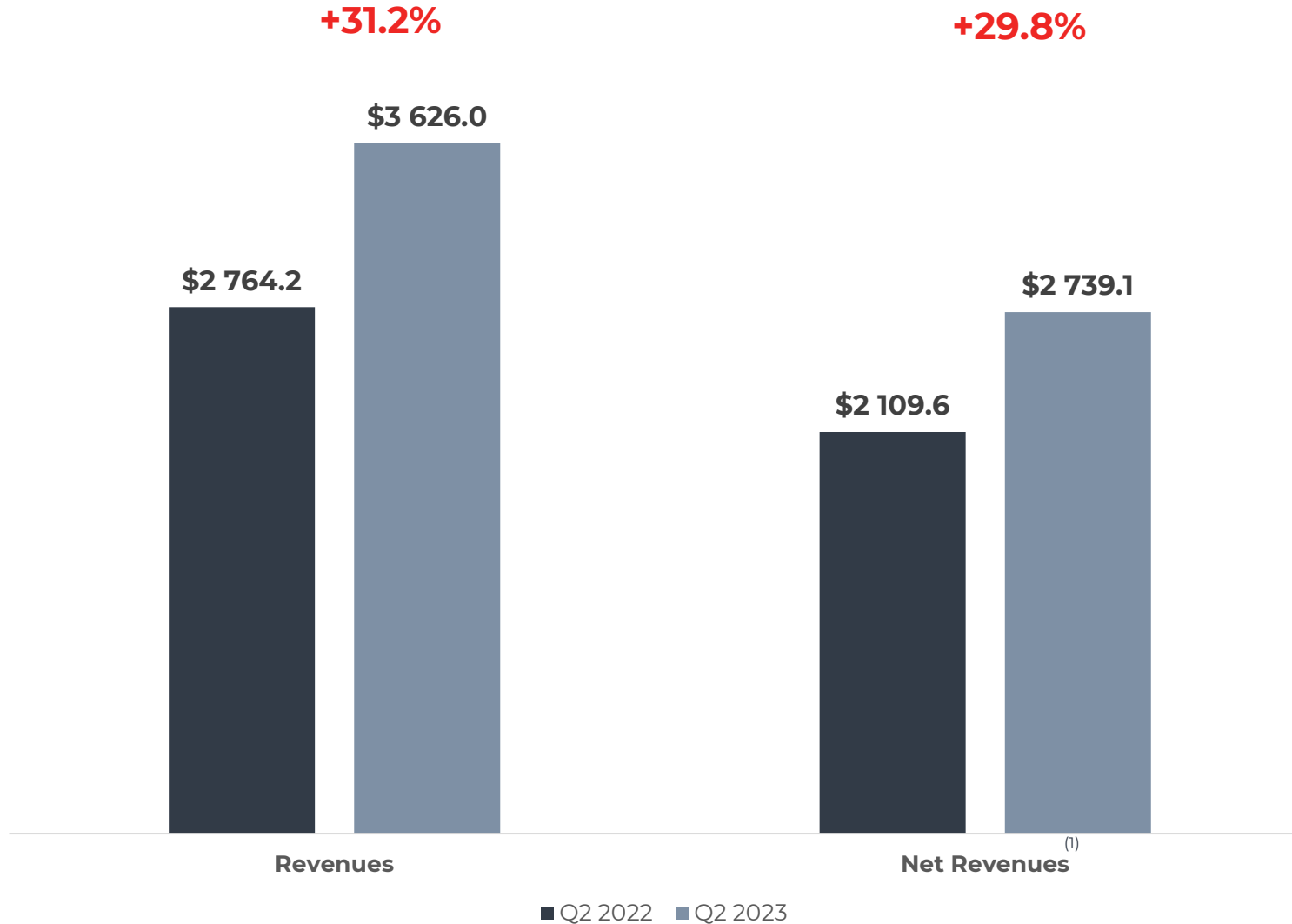
# Q2 2023 Financial Performance



# REVENUES AND NET REVENUES

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Numbers are quoted in millions of dollars (except percentages).

(1) Net revenues is a segment reporting measure and a total of segments measure, without a standardized definition within IFRS, which may not be comparable to similar measures presented by other issuers. Quantitative reconciliations of net revenues to revenues are incorporated by reference to section 8.1, "Net revenues", of WSP's Management's Discussion and Analysis ("MD&A") for the second quarter and six-month period ended July 1, 2023, which is filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca)

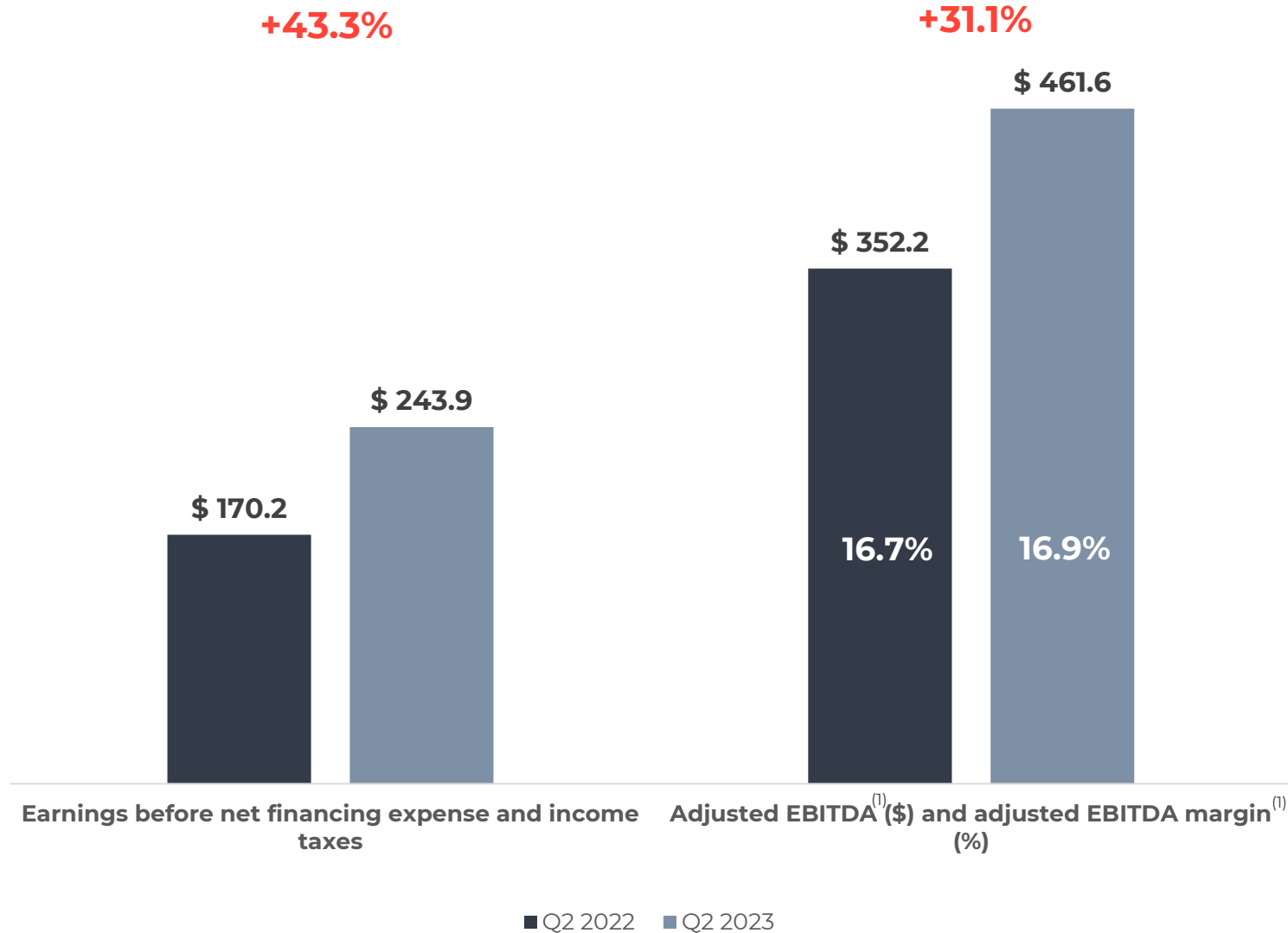




# PROFITABILITY

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Q2 2023 Results



Numbers are quoted in millions of dollars (except percentages).

(1) Non-IFRS financial measure or non-IFRS ratio without a standardized definition under IFRS, which may not be comparable to similar measures or ratios used by other issuers. This presentation incorporates by reference section 19, "Glossary of segment reporting, non-IFRS and other financial measures", of WSP's MD&A for the second quarter and six-month period ended July 1, 2023, filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca), which includes explanations of the composition and usefulness of this non-IFRS financial measure and non-IFRS ratio. Quantitative reconciliations of the non-IFRS financial measure to the most directly comparable IFRS measure are incorporated by reference to sections 8.3, "Adjusted EBITDA" of WSP's MD&A for the second quarter and six-month period ended July 1, 2023, which is filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). Adjusted EBITDA margin is defined as adjusted EBITDA expressed as a percentage of net revenues.

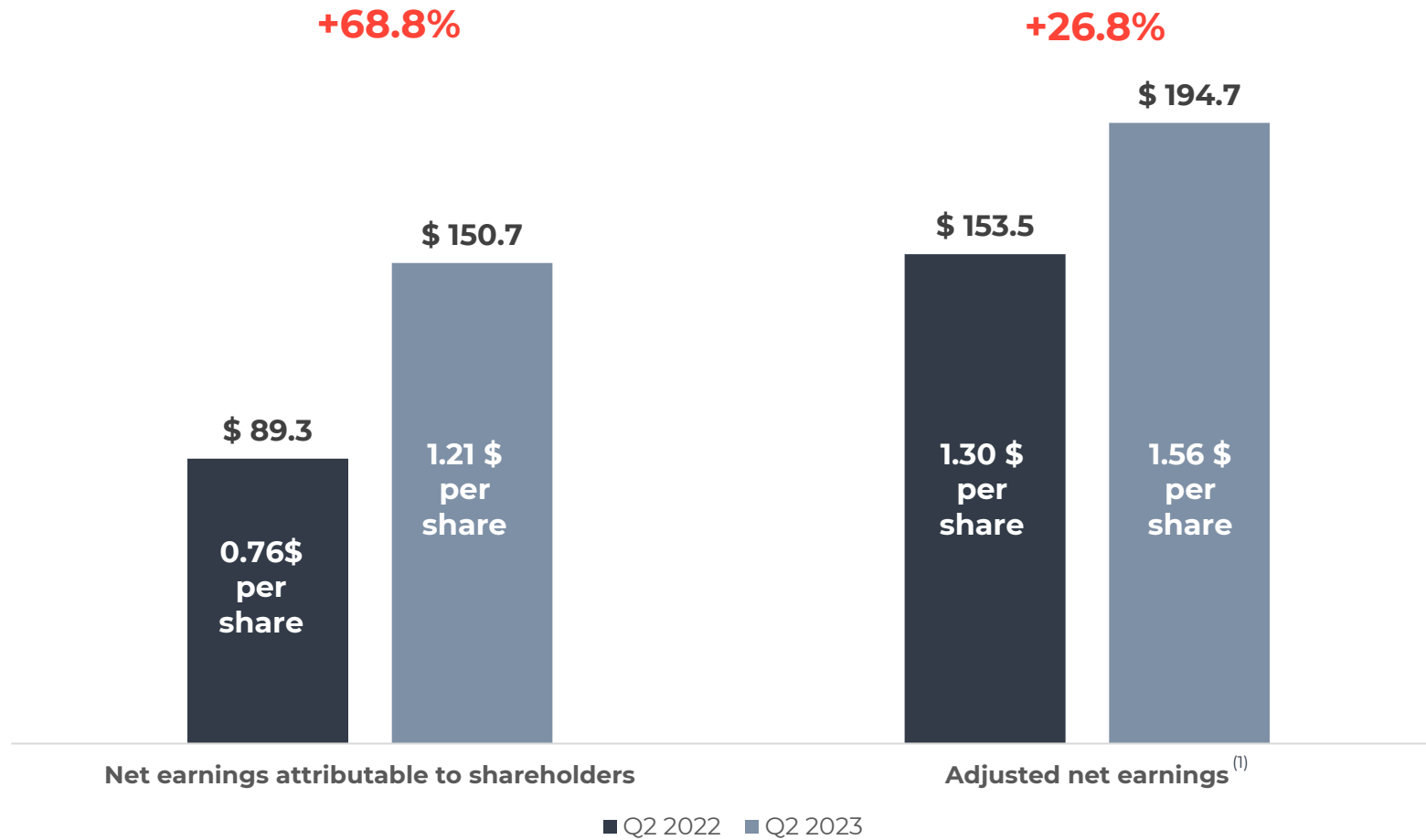




# NET EARNINGS

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Q2 2023 Results



Numbers are quoted in millions of dollars (except percentages and per-share amounts).

(1) Non-IFRS financial measure or non-IFRS ratio without a standardized definition under IFRS, which may not be comparable to similar measures or ratios used by other issuers. This presentation incorporates by reference section 19, "Glossary of segment reporting, non-IFRS and other financial measures", of WSP's MD&A for the second quarter ended July 1, 2023, filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca), which includes explanations of the composition and usefulness of this non-IFRS financial measure and non-IFRS ratio. Quantitative reconciliations of adjusted net earnings to the most directly comparable IFRS measure are incorporated by reference to sections 8.8, "Adjusted net earnings", of WSP's MD&A for the second quarter ended July 1, 2023, which is filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). Adjusted net earnings per share is the ratio of adjusted net earnings divided by the basic weighted average number of shares outstanding for the period

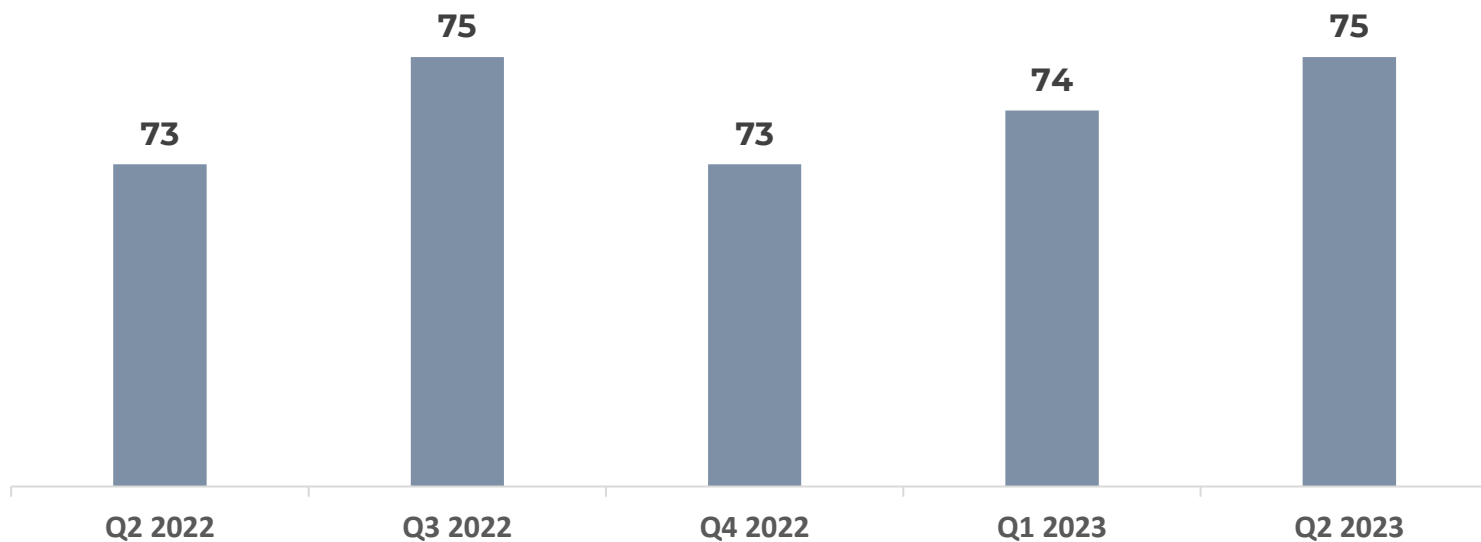




# DAYS SALES OUTSTANDING (DSO)<sup>(1)</sup>

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*(1) DSO is a supplementary financial measure without a standardized definition within IFRS, which may not be comparable to similar measures presented by other issuers. This presentation incorporates by reference section 19, "Glossary of segment reporting, non-IFRS and other financial measures", of WSP's MD&A for the second quarter and six-month period ended July 1, 2023, filed on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca), which explains the composition of this supplementary financial measure. DSO represents the average number of days to convert the WSP's trade receivables (net of sales taxes) and costs and anticipated profits in excess of billings, net of billings in excess of costs and anticipated profits, into cash.*

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# Closing Remarks