### **Gross Revenue by Reportable Segment**

(In millions of Canadian dollars, except percentages)	Q4 2020	Q4 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
- Oxfort portormagos)	Q4 2020	Q4 2019	Change	Acquisitions	Lacriarige	GIOWIII	GIOWIII
Canada	318.5	336.1	(17.6)	1.7	n/a	(19.3)	(5.7%)
United States Global	599.9 207.7	659.7 214.4	(59.8) (6.7)	-	(6.5) 3.6	(53.3) (10.3)	(8.1%)
Global	201.1	214.4	(0.7)	-	3.0	(10.3)	(4.8%)
Total Percentage growth	1,126.1	1,210.2	(84.1) (6.9%)	1.7 <i>0</i> .1%	(2.9) (0.1%)	(82.9) (6.9%)	

#### **Net Revenue by Reportable Segment**

					Change	Change Due	%
					Due to	to Organic	of Organic
(In millions of Canadian dollars,			Total	Change Due to	Foreign	Growth	Growth
except percentages)	Q4 2020	Q4 2019	Change	Acquisitions	Exchange	(Retraction)	(Retraction)
C anada	266.6	273.2	(6.6)	1.7	n/a	(8.3)	(3.0%)
United States	439.5	466.1	(26.6)	=	(4.4)	(22.2)	(4.8%)
Global	155.6	161.7	(6.1)	=	2.9	(9.0)	(5.6%)
Total	861.7	901.0	(39.3)	1.7	(1.5)	(39.5)	
Percentage growth			(4.4%)	0.2%	(0.2%)	(4.4%)	

#### **Gross Revenue by Reportable Segment**

					Change Due to	Change Due to Organic	% of Organic
(In millions of Canadian dollars,			Total	Change Due to	Foreign	Growth	Growth
except percentages)	Q4 2020 YTD	Q4 2019 YTD	Change	Acquisitions	Exchange	(Retraction)	(Retraction)
Canada	1,238.5	1,283.1	(44.6)	1.7	n/a	(46.3)	(3.6%)
United States	2,655.2	2,688.1	(32.9)	-	30.2	(63.1)	(2.3%)
Global	836.4	856.1	(19.7)	13.1	1.8	(34.6)	(4.0%)
Total	4,730.1	4,827.3	(97.2)	14.8	32.0	(144.0)	
Percentage growth			(2.0%)	0.3%	0.7%	(3.0%)	

### **Net Revenue by Reportable Segment**

					Change		
					Due to	Change Due	%
(In millions of Canadian dollars,			Total	Change Due to	Foreign	to Organic	of Organic
except percentages)	Q4 2020 YTD	Q4 2019 YTD	Change	Acquisitions	Exchange	Growth	Growth
Canada	1,073.7	1,109.5	(35.8)	1.7	n/a	(37.5)	(3.4%)
United States	1,959.8	1,947.6	12.2	=	22.7	(10.5)	(0.5%)
Global	651.0	654.2	(3.2)	12.3	2.7	(18.2)	(2.8%)
Total	3,684.5	3,711.3	(26.8)	14.0	25.4	(66.2)	
Percentage growth			(0.7%)	0.4%	0.7%	(1.8%)	

n/a = not applicable

#### **Gross Revenue by Business Operating Unit**

					Change	Change Due	%
					Due to	to Organic	of Organic
(In millions of Canadian dollars,			Total	Change Due to	Foreign	Growth	Growth
except percentages)	Q4 2020	Q4 2019	Change	Acquisitions	Exchange	(Retraction)	(Retraction)
Buildings	221.7	256.7	(35.0)	-	(0.1)	(34.9)	(13.6%)
Energy & Resources	155.7	156.3	(0.6)	1.7	(2.1)	(0.2)	(0.1%)
Environmental Services	193.2	211.6	(18.4)	-	0.6	(19.0)	(9.0%)
Infrastructure	318.7	348.9	(30.2)	-	(1.4)	(28.8)	(8.3%)
Water	236.8	236.7	0.1	=	0.1	=	0.0%
Total	1,126.1	1,210.2	(84.1)	1.7	(2.9)	(82.9)	
Percentage growth			(6.9%)	0.1%	(0.1%)	(6.9%)	

#### Net Revenue by Business Operating Unit

					Change		
					Due to	Change Due	%
(In millions of Canadian dollars,			Total	Change Due to	Foreign	to Organic	of Organic
except percentages)	Q4 2020	Q4 2019	Change	Acquisitions	Exchange	Growth	Growth
Buildings	178.2	198.0	(19.8)	=	0.3	(20.1)	(10.2%)
Energy & Resources	131.8	130.2	1.6	1.7	(1.2)	1.1	0.8%
Environmental Services	135.4	140.4	(5.0)	-	0.1	(5.1)	(3.6%)
Infrastructure	238.3	254.9	(16.6)	-	(0.7)	(15.9)	(6.2%)
Water	178.0	177.5	0.5	-	-	0.5	0.3%
Total	861.7	901.0	(39.3)	1.7	(1.5)	(39.5)	
Percentage growth			(4.4%)	0.2%	(0.2%)	(4.4%)	

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

# **Gross Revenue by Business Operating Unit**

(In millions of Canadian dollars, except percentages)

Q4 2020 YTD Q4 2019 YTD

# **Gross Margin by Business Operating Unit**

% of Net		% of Net		% of Net		% of Net
Revenue	\$	Revenue	\$	Revenue	\$	Revenue
4 54.7%	108.0	54.5%	424.9	53.9%	456.8	55.2%
8 49.2%	62.9	48.3%	254.5	47.2%	256.2	48.8%
7 55.9%	79.5	56.6%	309.2	55.3%	315.7	56.2%
9 51.2%	137.9	54.1%	522.7	51.0%	572.5	54.0%
2 53.5%	98.0	55.2%	419.2	54.1%	407.2	55.3%
	Revenue  4 54.7%  8 49.2%  7 55.9%  9 51.2%	4 54.7% 108.0 8 49.2% 62.9 7 55.9% 79.5 9 51.2% 137.9	Revenue     \$     Revenue       4     54.7%     108.0     54.5%       8     49.2%     62.9     48.3%       7     55.9%     79.5     56.6%       9     51.2%     137.9     54.1%	Revenue     \$     Revenue     \$       4     54.7%     108.0     54.5%     424.9       8     49.2%     62.9     48.3%     254.5       7     55.9%     79.5     56.6%     309.2       9     51.2%     137.9     54.1%     522.7	Revenue         \$         Revenue         \$         Revenue           4         54.7%         108.0         54.5%         424.9         53.9%           8         49.2%         62.9         48.3%         254.5         47.2%           7         55.9%         79.5         56.6%         309.2         55.3%           9         51.2%         137.9         54.1%         522.7         51.0%	Revenue         \$         Revenue         \$         Revenue         \$           4         54.7%         108.0         54.5%         424.9         53.9%         456.8           8         49.2%         62.9         48.3%         254.5         47.2%         256.2           7         55.9%         79.5         56.6%         309.2         55.3%         315.7           9         51.2%         137.9         54.1%         522.7         51.0%         572.5