## Gross Revente by Reportable S 5

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## **Net Revenue by Reportable Segment**

(In millions of Canadian dollars, except percentages)	Q1 2020	Q1 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	% of Organic Growth (Retraction)
Canada	275.8	270.9	4.9	-	n/a	4.9	1.8%
United States	509.0	477.4	31.6	-	4.3	27.3	5.7%
Global	170.4	155.8	14.6	12.3	(3.9)	6.2	4.0%
Total	955.2	904.1	51.1	12.3	0.4	38.4	

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

(In millions of Canadian dollars, except percentages)	Q1 2020	Q1 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth (Retraction)	of Organic Growth (Retraction)
Buildings	273.1	261.0	12.1	13.1	0.8	(1.8)	(0.7%)
Energy & Resources	176.9	152.5	24.4	-	(1.7)	26.1	17.1%
Environmental Services	180.4	169.7	10.7	-	0.3	10.4	6.1%
Infrastructure	342.1	326.4	15.7	-	1.1	14.6	4.5%
Water	248.0	241.9	6.1	-	(0.6)	6.7	2.8%
Total	1,220.5	1,151.5	69.0	13.1	(0.1)	56.0	

### Net Revenue by Business Operating Unit

(In millions of Canadian dollars, except percentages)	Q1 2020	Q1 2019	Total Change	Change Due to Acquisitions	Change Due to Foreign Exchange	Change Due to Organic Growth	% of Organic Growth
Buildings	218.9	203.9	15.0	12.3	0.6	2.1	1.0%
Energy & Resources	144.7	131.7	13.0	-	(0.8)	13.8	10.5%
Environmental Services	136.7	128.3	8.4	-	0.3	8.1	6.3%
Infrastructure	261.2	256.7	4.5	-	0.6	3.9	1.5%
Water	193.7	183.5	10.2	-	(0.3)	10.5	5.7%
Total	955.2	904.1	51.1	12.3	0.4	38.4	

note: Comparative figures have been reclassified due to a realignment of several business lines.

# **Gross Margin by Business Operating Unit**

(In millions of Canadian dollars, except percentages)

Buildings

% of Net Revenue

% of Net Revenue

119.4

## **Reconciliation of Non-IFRS Financial Measures**

(In millions of Canadian dollars, except per share amounts)	2020	2019
Net income from continuing operations	29.5	44.9
Add back:		
Income taxes	15.8	13.6
Net in -1.333 c (l)17 (i)17 (a)-5921.333 c (l)17 (i)17 8W nBT (i)17 (a)eTd[15pen nBT e-6.2 (8)]0	Tc -0.006 Tv3.3	33 -0 Td0(

For the quarter ended March 31 (In millions of Canadian dollars)	2020 \$	2019 \$
CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES FROM CONTINUING OPERATIONS		
Net income from continuing operations Add (deduct) items not affecting cash:	29.5	44.9