



Bird Construction Investor Day September 9, 2021

# 01 DISCLAIMER: FORWARD LOOKING INFORMATION - - -

This presentation contains forward-looking statements and information ("forward-looking statements") within the meaning of applicable Canadian securities laws. The forward-looking statements contained in this presentation are based on the expectations, estimates and projections of management of Bird Construction Inc. ("Bird" or "The Company") as of the date of this presentation unless otherwise stated. The use of any of the words "believe", "expect", "anticipate", "contemplate", "target", "plan", "intends", "continue", "may", "will", "should" and similar expressions are intended to identify forward-looking statements. More particularly and without limitation, this presentation contains forward-looking statements concerning: the anticipated benefits of the acquisitions of Stuart Olson Inc. ("Stuart Olson") and Dagmar Construction Inc. ("Dagmar"), (the "Transactions") to Bird and its shareholders, including anticipated synergies; the plans and strategic priorities of the combined company.

In respect of the forward-looking statements concerning the anticipated benefits of the Transactions; and expectations and assumptions concerning, among other things: customer demand for the combined company's services and anticipated synergies, capital efficiencies and cost-savings.

Since forward-looking statements address future events and conditions, by their very nature they involve inherent risks and uncertainties. Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to the risks associated with the industries in which Bird operates in general such as: operational risks, industry and inherent project delivery risks; delays or changes in plans with respect to growth projects or capital expenditures; costs and expenses; health, safety and environmental risks; commodity price, interest rate and exchange rate fluctuations; compliance with environmental laws risks; competition, ethics and reputational risks; ability to access sufficient capital from internal and external sources; global pandemics; repayment of credit facility; collection of recognized revenue; performance bonds and contract security; potential for non-payment and credit risk and ongoing financing availability; regional concentration; regulations; dependence on the public sector; client concentration; labour matters; loss of key management; ability to hire and retain qualified and capable personnel; subcontractor performance; unanticipated shutdowns, work stoppages, strikes and lockouts; maintaining safe worksites; cyber security risks; litigation risk; corporate guarantees and letters of credit; volatility of market trading; failure of clients to obtain required permits and licenses; payment of dividends; economy and cyclicality; Public Private Partnerships project risk; design risks; completion and performance guarantees/design-build risks; ability to secure work; estimating costs and schedules/assessing contract risks; quality assurance and quality control; accuracy of cost to complete estimates; insurance risk; adjustments and cancellations of backlog; joint venture risk; internal and disclosure controls; Public Private Partnerships equity investments; failure to realize the anticipated benefits of the Transaction; and changes in

The forward-looking statements in this presentation should not be interpreted as providing a full assessment or reflection of the unprecedented impacts of the recent COVID-19 pandemic ("COVID-19") and the resulting indirect global and regional economic impacts.

Readers are cautioned that the foregoing list of factors is not exhaustive. Additional information on other factors that could affect the operations or financial results of the parties, and the combined company, including any risk factors related to COVID-19, are included in reports on file with applicable securities regulatory authorities, including but not limited to Bird's Annual Information Form for the year ended December 31, 2020, which may be accessed on Bird's SEDAR profile, at www.sedar.com.

The forward-looking statements contained in this presentation are made as of the date hereof and the parties undertake no obligation to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless so required by applicable securities laws.

## 02 DISCLAIMER: **TERMINOLOGY** = = =

Throughout this presentation, management uses the following terms that may not be comparable with similar terms presented by other companies and require definition:

"Backlog" is the total value of all contracts awarded to the Company, less the total value of work completed on these contracts as of the date of the most recently completed quarter. This includes all contracts that have been awarded to the Company whether the work has commenced or will commence in the normal course. It includes all the Company's remaining performance obligations in its contracts with its clients, including work orders issued from MSAs related to MRO services. It does not include amounts for variable consideration that are constrained, agency relationship construction management projects, and estimated future work orders to be performed as part of master services agreements. The Company's Backlog equates to the Company's remaining performance obligations as disclosed in the Company's most recent notes to the financial statements filed on SEDAR.

"Pending Backlog" is the total potential revenue of awarded but not contracted projects including where the Company has been named preferred proponent, where a contract has not been executed and where the letter of intent or agreement received is non-binding. It may also include amounts for agency relationship construction management projects, pre-construction activities and estimated future work orders to be performed as part of MSAs. Management does not provide any assurance that a contract will be finalized, or revenue recognized in the future. Management uses Pending Backlog to assess the future operating performance of its business. Management believes that investors and analysts use this measure, as it may provide predictive value to assess the ongoing operations of the business and a more consistent comparison between financial reporting periods. Pending Backlog cannot be reconciled to any IFRS measure.

"Gross Profit Percentage" is the percentage derived by dividing gross profit by construction revenue. Gross profit is calculated by subtracting construction costs from construction revenue. Management uses Gross Profit Percentage as a measure of the profitability of the core operations of its operating groups and consolidated business.

"Adjusted Net Debt" reflects accessible cash, as disclosed in the Company's most recent notes to the financial statements filed on SEDAR, plus current and long-term loans and borrowings. Management uses this as a measure of our financial leverage and is part of our assessment of our capital structure.

## 03 DISCLAIMER: **NON-GAAP MEASURES** • • •

Throughout this presentation, management uses the following terms which have no standardized meaning prescribed by IFRS and are considered non-GAAP measures. The non-GAAP measures used are: Adjusted Earnings, Adjusted Earnings Per Share, Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted Net Debt to TTM Adjusted EBITDA. Therefore, these measures may not be comparable with similar measures presented by other companies. These non-GAAP measures are commonly used in the construction industry, and by management of Bird, as alternative methods for assessing operating results and to provide a consistent basis of comparison between periods. Readers are encouraged to review the "Terminology & Non-GAAP Measures" section in Bird's most recently filed Management's Discussion & Analysis for the period ended June 30, 2021, prepared as of August 10, 2021. This document is available on Bird's SEDAR profile, at www.sedar.com and on the Company's website at www.bird.ca.

"Adjusted Earnings" is defined as IFRS net income excluding asset impairments, acquisition, integration and restructuring (as defined in accordance with IFRS) costs and the income tax effect of these costs. Acquisition, integration and restructuring (as defined in accordance with IFRS) costs are a component of Management uses Adjusted Earnings to assess the operating performance of the business. These additional adjustments are made to exclude items of an unusual nature that are not reflective of ongoing operations. Management believes that investors and analysts use these measures, as they may provide predictive value to assess the ongoing operations of the business and are a more consistent comparison between financial reporting periods.

"Adjusted Earnings Per Share" is calculated by dividing Adjusted Earnings by the basic weighted average number of shares.

"Adjusted EBITDA" represents earnings before taxes, interest, depreciation and amortization, finance and other costs, finance income, asset impairment charges, gain or loss on sale of property and equipment, restructuring and severance costs outside of normal course, and acquisition, integration and restructuring (as defined in accordance with IFRS) costs. Adjusted EBITDA is a common financial measure used by investors, analysts and lenders as an indicator of cash operating performance, as well as a valuation metric and as a measure of a company's ability to incur and service debt. The calculation of adjusted EBITDA excludes items that do not reflect cash flows of the business or continuing operations, including impairment charges, restructuring charges, and acquisition and integration charges, as Management believes that these items should not be reflected in a metric used for valuation and debt servicing evaluation purposes.

"Adjusted EBITDA Margin" or "Adjusted EBITDA Percentage" is the percentage derived by dividing Adjusted EBITDA by construction revenue.



Teri McKibbon, President and CEO

**OPERATIONS AND STRATEGIC PRIORITIES OVERVIEW** 

Gilles Royer, Chief Operating Officer Rob Otway, Executive Vice President, Buildings West David Keep, Senior Vice President, Industrial MRO Paul Pastirik, Senior Vice President, Strategic Development

PEOPLE AND CULTURE AND ESG OVERVIEW

Brian Henry, Chief People Officer Wayne Gingrich, Chief Financial Officer Cheryl Ballerini, Director, Strategic Development and Communications **BOARD PERSPECTIVE** 

Mr. Paul Raboud, Chairman of the Board of Directors

FINANCIAL OVERVIEW AND OUTLOOK

Teri McKibbon, President and CEO Wayne Gingrich, Chief Financial Officer

FIRESIDE CHAT - LIVE Q&A PERIOD

Teri McKibbon, President and CEO Wayne Gingrich, Chief Financial Officer



101+



05

\$2.7B

RECORD BACKLOG<sup>(1)</sup> (Q2 '21)

\$1.6B

PENDING BACKLOG (1) (Q2 '21)

\$1,901M

REVENUE (TTM Q2 '21)

\$177.8M

**GROSS PROFIT** (TTM Q2 '21)

\$50M

**NET INCOME** (TTM Q2 '21)

\$113M

ADJUSTED EBITDA(2) (TTM Q2'21)

\$59M

ADJUSTED EARNINGS(2) (TTM Q2'21)



5,000+





<sup>(1)</sup> Please see Disclaimer slide for description of Backlog and Pending Backlog.



06









**PERFORM** 









LIVE GREEN





### **SOLID OUTLOOK**

Solid balance sheet and pipeline of opportunities



### **IMPROVING MARGINS**

Strong financial position with Improving margin profile



#### **BALANCED STRATEGY**

Balanced capital allocation including solid M&A strategy



#### **INCREASING DIVERSIFICATION**

Balanced backlog and increasing diversification strategy





# OPERATIONAL LEADERSHIP TEAM - - -

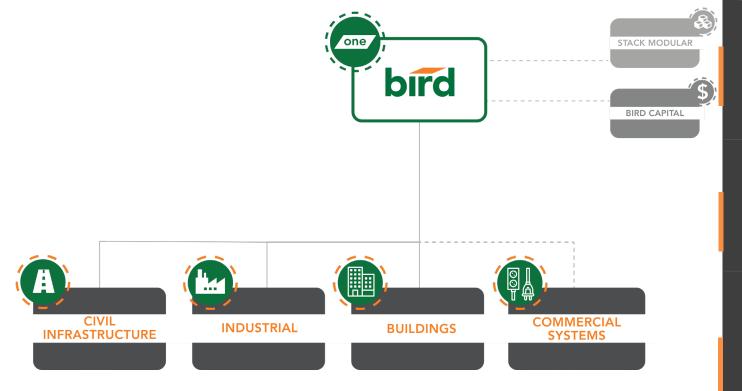
07





# 

08



### **EXPERIENCED LEADERS**

Leveraging our talented leadership team.



### **GROWING TALENT POOL**

Deep bench strength and recruiting for the future.



### **LEADING PROCESSES**

Robust programs supporting continuous learning and development.



### PRIORITIZING INNOVATION

Continuous improvement and innovation focus.



## **DIVERSITY, EQUITY, INCLUSION**

Committed to diversity and inclusion.



# INDUSTRIAL/ CIVIL • • • INFRASTRUCTURE OVERVIEW

09

### sectors















PETROCHEMICAL

**POWFR** 

MINING

MANUFACTURING ENVIRONMENTAL RENEWABLES

## services













#### TEAM | **NATIONAL ALIGNMENT**

Promote a collaborative culture; invest in development of frontline supervision.



#### PERFORM | LEVERAGE LATEST TECHNOLOGY

Harness technology to create a performance advantage through increased business predictability.



#### DIVERSIFY | **EXPAND INFRASTRUCTURE**

Expand service offerings and geography with tier 1 clients.







SUPPORT

STRUCTURAL

& PIPING

**MECHANICAL** 

E&I

**SERVICES** 

# CIVIL INFRASTRUCTURE OVERVIEW • • •

10





#### sectors



ROADS



**BRIDGES** 







RAIL

SEWER AND WATER

### TEAM | STRONG REPUTATION OVER 80 YEARS



Dagmar joins Bird's experienced Civil team with a strong reputation for solid execution, dependable operations, and a safety-oriented culture.

#### PERFORM | **EXTENSIVE EXPERIENCE**

Complex and specialized projects including civil infrastructure, road, bridge, rail, sewer and water, and commercial-institutional.



#### DIVERSIFY | **SIGNIFICANT OPPORTUNITY**

Increased diversification in a growing end-market with a strong outlook bolstered by government infrastructure commitments.





# DAGMAR CONSTRUCTION INC. OVERVIEW - - -

11



















# **COMMERCIAL SYSTEMS OVERVIEW**

## sectors





**EDUCATIONAL** 





HOSPITALITY

INSTITUTIONAL



MEDICAL



RECREATIONAL

LIGHT INDUSTRIAL MULTI-RESIDENTIAL

## services

COMMERCIAL



INSTRUMENTATION







COMMUNICATIONS



MANAGEMENT



MECHANICAL (ONTARIO ONLY)

#### TEAM | **PROMOTE SAFETY AND PEOPLE**

Promote the highest level of safety; develop the field team and build an industry leading management team.



### PERFORM | **ESTABLISH DESIGN TEAM**

Establish an internal design team; develop operational excellence with robust planning and processes.



#### DIVERSIFY | **NEW MARKETS AND SECTORS**

Further expand into regional markets; nationally expand solutions and facilities services.





CURRENT FOOTPRINT

# INDUSTRIAL MRO OVERVIEW - - -

13

### sectors







PETROCHEMICAL

POWER

MINING

## services



CIVIL



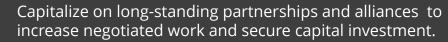
MECHANICAL





SPECIALTY SERVICES

#### TEAM | STRATEGIC PARTNERSHIPS





### PERFORM | LEVERAGE LATEST TECHNOLOGY

Improve business predictability, analytics, and reporting to support decision making, data trends, and management.



#### DIVERSIFY | **NEW MARKETS AND SECTORS**

Expand service capabilities and diversify into additional markets, sectors, and geographies.





# **BUILDINGS OVERVIEW**











.....

LIGHT INDUSTRIAL







RECREATIONAL

MULTI-RESIDENTIAL

## services



INSTITUTIONAL







CONS. MANAGEMENT

**DESIGN ASSIST** 

PROJ. MANAGEMENT

STRUC. CONCRETE









#### TEAM | NATIONAL ALIGNMENT

Increase national alignment across Canada with a focus on higher margin work and innovative solutions.



#### PERFORM | LEVERAGE LATEST TECHNOLOGY

Utilize the latest technology, software, and analytics to support performance and manage risk.



### DIVERSIFY | **EXPAND SERVICE OFFERINGS**

Leverage opportunities in carbon reduction related retrofits, affordable housing, and government stimulus.







**FORMWORK** 



**DESIGN-BUILD** 



# BUILDINGS **CREATING VALUE** • • •

15



#### **CENTRES OF EXCELLENCE**

Providing nationwide solutions for clients through strategic, industry leading Centre's of Excellence.



#### SUSTAINABLE CONSTRUCTION

Increasing internal capacity for sustainable construction methods that support Bird's clients' evolution.



#### **TECHNOLOGY AND INNOVATION**

Developing, leveraging and executing cutting-edge technology to increase efficiency, predictability, and productivity.



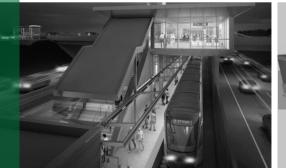














# INDUSTRIAL MRO CREATING VALUE - - -

16



#### **RECURRING REVENUE STREAM**

Continue to increase recurring revenue streams as they reduce seasonality and provide good visibility over time.



#### **NEGOTIATED WORK**

Focus on negotiated, and long-term work packages to deliver sustainable, profitable growth and build shareholder value.



#### **VALUE INITIATIVES PROGRAM**

Proven tools and technology to deliver 'Fee Free Maintenance' providing clients with cost reduction and avoidance measures.



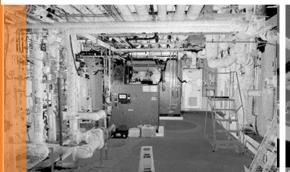














# INDUSTRIAL CONSTRUCTION CREATING VALUE • • •

17



#### **PROVEN EXPERTISE**

Sustained growth and experience from coast-to-coast with tier-1 clients, positioning Bird for success in emerging markets.



#### **FABRICATION & SELF-PERFORM CAPABILITIES**

In-house fabrication and self-perform capabilities allows our clients better control of schedules, costs, and quality.



#### **COLLABORATIVE CONTRACTING**

Bird is an industry leader in collaborative contracting (IPD), and we are forming several strategic alliances.

















# CIVIL INFRASTRUCTURE CREATING VALUE - - -

18



#### SPECIALIZED AND COMPLEX DELIVERY CAPABILITIES

Through a continuous focus on innovation, Dagmar has developed a niche for delivery of complex and specialized civil infrastructure projects across Ontario.



#### **IMPROVING COMPETITIVE POSITION NATIONALLY**

The integration of Dagmar improves Bird's competitive position nationally and contributes to increased diversification in a growing end-market.



#### HIGHER PORTION OF SELF-PERFORM WORK

Opportunity for self-perform work in larger, complex projects reinforces the future potential of the integrated business.





experienced











# OPERATIONAL LEADERSHIP TEAM - - -

19







CHIEF OPERATING OFFICER

## **Rob Otway**



EXECUTIVE VICE PRESIDENT BUILDINGS

## **David Keep**



SENIOR VICE PRESIDENT INDUSTRIAL MRO

## **Paul Pastirik**



SENIOR VICE PRESIDENT STRATEGIC DEVELOPMENT

# INNOVATION AND TECHNOLOGY

OPPORTUNITIES •

20



















# COLLABORATIVE - - -**CONTRACTING AND IPD**

Bird's model for success is simple, yet powerful in its application. An approach to doing business grounded in respect, transparency, and collaboration.









#### **COMMON GOALS AND VALUES**

Single multi-party contract with a win/win mentality with shared risk and reward.

#### **DELIVERY AS A TEAM**

All costs are reimbursed, profit at risk, waivers of liability between team members.

#### **LEAN PRINCIPLES**

Operating system based on lean principles and a collaborative culture.

















# **STACK MODULAR**

22

Bird's partnership with Stack Modular delivers structural steel modular buildings up to 40-storeys for multi-family, hospitality, long-term care and student housing.









#### **RAPID DELIVERY**

Modules are prefabricated in factory while site is prepared for installation.

### QUALITY, SCHEDULE, AND COST

Increased quality control, schedule certainty, and cost predictability.

#### SUSTAINABLE SOLUTION

Significant construction waste reduction and highly energy efficient product.

23



















# **ONE PASS TRENCHING**



Bird's unique solutions, specialized equipment, and robust programs and systems delivered by Innovative Trenching Solutions (ITS) across North America.









#### **RAPID SOLUTION**

Up to 5 times faster than a trencher and 20 times faster than a conventional excavation/installation.

#### REDUCED ENVIRONMENTAL IMPACT

One-pass trenching reduces environmental impacts and maintains better stability across a variety of terrain.

#### **VARIETY OF SERVICES**

One-pass trenching to expedite backfill activities, pipeline installation, and cable management for wind and solar farms.











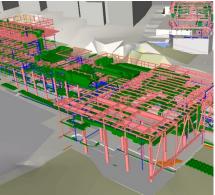


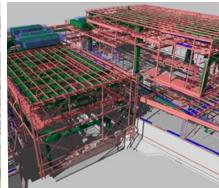




# **BIM AND VDC**

Bird leverages Building Information Modeling and Virtual Design Construction to mitigate risk, enhance processes, and support the bottom line.











#### **INTELLIGENT INSIGHTS**

Intelligent data in a dedicated model to visualize site and optimize schedule.

#### **REDUCED RISK**

Identifies constructability issues and schedule for real-time cost analysis.

#### **COST SAVINGS**

Resolve design and coordination errors before becoming costly change orders.

















# **CENTRE FOR BUILDING** • **PERFORMANCE**

Bird's Centre for Building Performance provides solutions that optimize building systems and infrastructure; and support sustainability and reporting metrics.









#### **BUILDING ANALYTICS**

Simplifies building management, reduces operating costs, and improves efficiency.

#### **ASSET MANAGEMENT**

Intelligent systems mitigate aging equipment through reliable insights.

#### SYSTEM FAULT DETECTION

Proactive response practices in real-time ahead of catastrophic failure.

















# **MASS TIMBER**

26

Bird is a North American leader in wood construction with unmatched expertise, experience, and supply chain knowledge.









#### **EXPERTISE**

Cross Laminated Timber, Nailed Laminated Timber, wood-frame, and hybrid projects.

#### **ENVIRONMENTAL IMPACT**

Low-carbon building solutions to reduce environmental impact.

#### PROVEN EXPERIENCE & FUTURE GROWTH

**\$1.27B** completed or under construction, **\$234M** in preconstruction, **\$1.02B** in opportunities across Canada.

















# **ENVIRONMENTAL EXCELLENCE**



Bird has over 50 years of demonstrated knowledge in environmental construction and has proudly completed over 300 environmental projects in the last decade.









#### **BROAD REACHING CAPABILITIES**

Expertise in water and wastewater treatment, anaerobic digestion, composting, and solids treatment construction.

#### **EXTENSIVE EXPERIENCE**

Proven expertise in mechanical, shop fabrication, electrical, instrumentation, and SCADA scopes of work.

#### **SELF-PERFORM**

By self-performing majority of the work, we can quickly respond to clients' demands in any technologically advanced market.

















# **COLD STORAGE &** • **FOOD PROCESSING**

28

Bird has broad capabilities building facilities for meat and plant processing, plant conversions, increasing storage capacities, and secondary processing plants.









#### **EXPERTISE AND EXPERIENCE**

Expertise, effective delivery model, and familiarity has created a space for our skills and offerings in the marketplace.

#### **SPEED TO MARKET**

We can facilitate "Speed to Market" methods to achieve critical production milestones.

#### **SELF-PERFORM CAPABILITIES**

Bird's diverse self-perform capabilities offer access to labour resources and insight to planning and schedule optimization.

















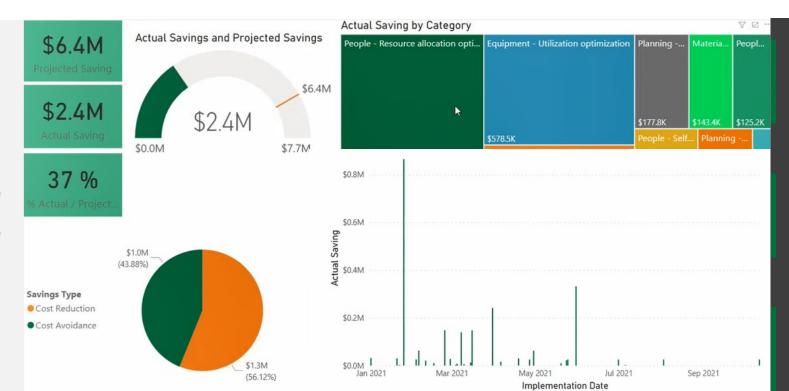


# VALUE INITIATIVES PROGRAM

••••

Bird exemplifies the operational disciplines required to deliver on KPI's and in returning value back to clients through proven technology and innovation.





#### **EVERY IDEA AND DOLLAR COUNTS**

From material reuse to vendor negotiations, the VI Program promotes idea and cost saving sharing at every level of a project.

#### **MOBILE APP IN THE FIELD**

Detailed information is automatically reported, streamlining the data sharing and reporting process for our clients.

#### **FEE-FREE MAINTENANCE SOLUTIONS**

We drive down client operating expenditure where the value returned from initiatives exceeds the annual maintenance fees.



30

# PEOPLE, CULTURE AND ESG TEAM



Wayne Gingrich Cheryl Ballerini Brian Henry

One of the state of the s

# PEOPLE & CULTURE STRATEGIC FOCUS • • •

3









PERFORM



**DIVERSIFY** 

## **DIVERSITY, EQUITY, INCLUSION**

Building an inclusive and collaborative Bird community.



### **LEADING TALENT**

Attracting and retaining the right, and leading talent.



### **UNRIVALED EXPERIENCE**

Creating unrivaled learning and development experiences.



# ENVIRONMENTAL, SOCIAL, GOVERNANCE - - -

32











### **BUILD GREEN**

Pursuing opportunities to utilize sustainable building materials and minimize resource waste. 200+ LEED projects to date.



### **WORK GREEN**

Delivering innovative solutions for sustainable construction.



### **LIVE GREEN**

Safe, inclusive workplace that supports physical and mental wellbeing, promotes professional development, and positive community engagement.



### **CORPORATE GOVERNANCE**

Cultivating a culture of honesty and accountability.



# SUSTAINABLE CONSTRUCTION - - -



33

HUMBER COLLEGE BUILDING NX



#### **ACTIVE WATER TREATMENT SYSTEM**















# INDIGENOUS ENGAGEMENT - - -



34





#### INDIGENOUS SCHOLARSHIPS





CANADIAN COUNCIL FOR ABORIGINAL BUSINESS' PAR PROGRAM











# CHAIRMAN OF THE **BOARD OF DIRECTORS** - - -

35

#### **MR. PAUL RABOUD**







94.2%

2-YR SHAREHOLDER RETURN (Incl. Dividend)

\$544.7M

MARKET CAP at Sept 7, 2021



\$ 1,901.0M

REVENUE (TTM Q2 '21) \$ 177.8M

GROSS PROFIT (TTM Q2 '21) \$ 50.1M

NET INCOME (TTM Q2 '21) \$ 113.2M

ADJUSTED EBITDA<sup>(1)</sup> (TTM Q2'21) \$ 58.6M

ADJUSTED EARNINGS<sup>(1)</sup>
(TTM Q2'21)

35%

TTM YEAR-OVER-YEAR INCREASE

103%

TTM YEAR-OVER-YEAR INCREASE

131%

TTM YEAR-OVER-YEAR INCREASE

127%

TTM YEAR-OVER-YEAR INCREASE

159%

TTM YEAR-OVER-YEAR INCREASE



one

37

09.25.2020

TRANSACTION DATE

\$96.5M

TOTAL CONSIDERATION AMOUNT

\$ 30.0M

CONSISTED OF CASH

\$ 66.5M

COMMON SHARES OF BIRD CONSTRUCTION

\$ 25M

RUN-RATE COST SYNERGIES \$ 15M

DEPRECIATION, AMORTIZATION, AND INTEREST COSTS (REALIZED AT CLOSE) \$ 10M

EBITDA SYNERGIES
SET IN MOTION
(EXPECTED TO REALIZE BY END OF 2021)



FURTHER COST SAVINGS
EXPECTED THROUGH
INTEGRATED IT PLATFORM



INCREASED DIVERSIFICATION ACROSS SERVICES, END-MARKETS, AND GEOGRAPHIES



REDUCED RISK PROFILE WITH WELL-BALANCED PORTFOLIO OF LOWER-TO MEDIUM-RISK PROJECTS



HIGHER COMPONENT OF MSA CONTRACTS REPRESENTING RECURRING REVENUE STREAM

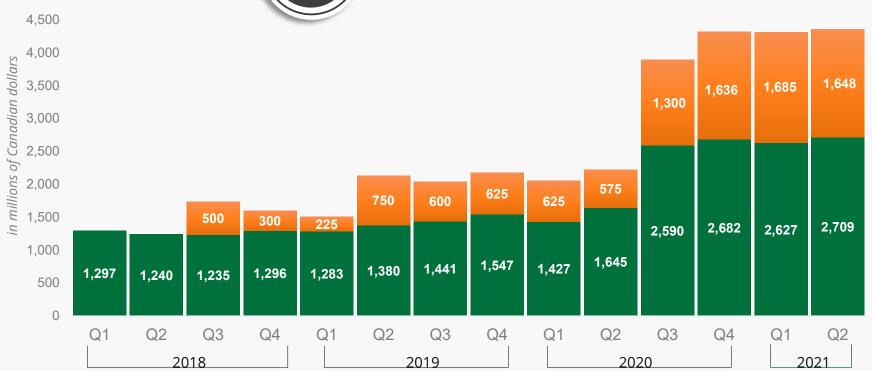


38

5,000



of Backlog expected to convert into Revenue over the next 12 months



**\$2.7B** Q2 BACKLOG<sup>(1)</sup>

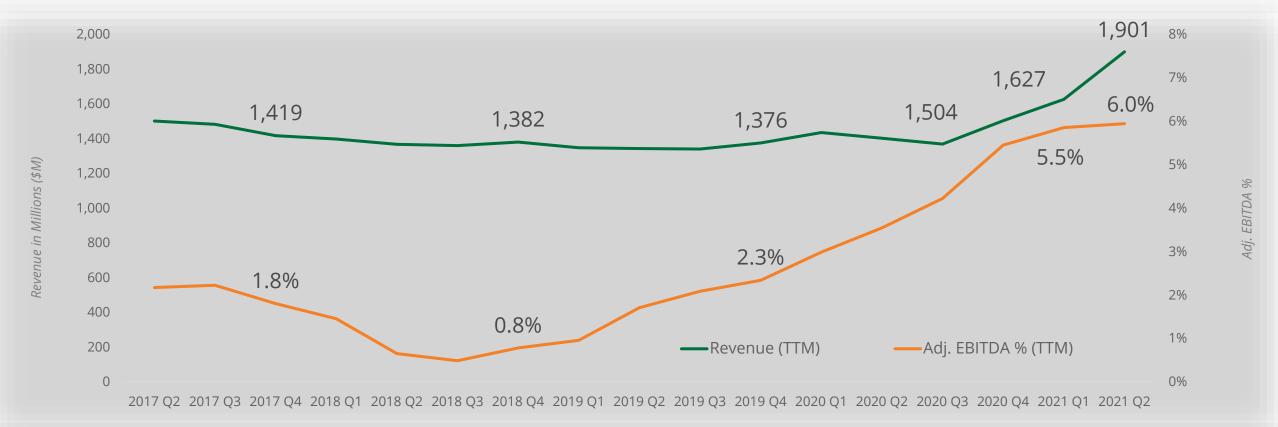






# **bird** • • • INCREASING ADJUSTED EBITDA<sup>(1)</sup>

39



# ACQUISITION OF **DAGMAR CONSTRUCTION - - -**

40





80%

DEBT

20%

EQUITY

**BALANCED PORTFOLIO** 



RAIL



**STRUCTURE** 



ROADWORK





SERVICING

OTHER

#### **CONSERVATIVE LIQUIDITY PROFILE**

Maintains Bird's conservative leverage and liquidity profile; and is expected to be accretive to adjusted earnings and free cash flow in the first full year.

#### **EXPANDED CAPABILITIES**

Provides a platform to expand Bird's capabilities and relationships in Canada's largest civil infrastructure market.

#### **HIGHER SELF-PERFORM MARGINS**

Significant opportunity to leverage Dagmar's experience in delivering complex, specialized projects and drive higher self-perform margins.

#### **INCREASED DIVERSIFICATION**

Increases diversification in an established, high growth market including the attractive transportation / rail segment.

# DAGMAR CONSTRUCTION OVERVIEW - - -

41

























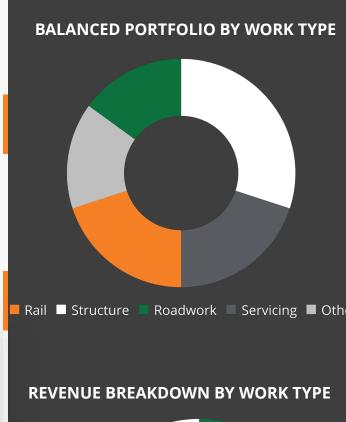












Rail Municipal

Private/Other

# **ECONOMIC OUTLOOK**

## **\$350B+** IN OPPORTUNITIES

#### PROVINCIAL 2021-2022 BUDGET HIGHLIGHTS

\$3.6B for Affordable Housing, \$7.8B for Health Care, \$7.6B for Transportation, and \$3.5B for Education over 3 Years.



\$20.7B

**\$20.7B** over 3 Years for Roads, Hospitals, and Schools. **\$2.2B** for Health Facilities, **\$3B** for Capital Maintenance and Public Infrastructure Renewal, and \$2.4B for Roads and Bridges.



**\$3.1B** Infrastructure Investment for Capital Investment in Schools, Hospitals, Highways, for Crown Corporations, and Other Needed Infrastructure.



### Government of Canada Projecting:

**6%** • 2021

**5%** • 2022

**3%** • 2023



### Infrastructure-related spending of \$26B over 6 years

**\$14.9B** • Public Transit Over 8 Years

**\$3.0B** • Long-term Care and Affordable Housing\* Over 5 Years (\*\$2.5B Over 7 Years)

**\$6.0B** • Infrastructure In Indigenous Communities Over 5 Years

#### **OTHER FEDERAL ANNOUNCEMENTS**

\$15B • Climate Plan related spending from Canada Infrastructure Bank

**\$21B** for Highway Planning or Construction. The following over 10 Years - \$30.2B for Healthcare, \$2.6B for Long-Term Care, and **\$62.6B** for Transportation.

\$135B Expected Spending from Quebec Infrastructure Plan to 2021-2031, including \$408M for Affordable Housing.

\$135.4B

**\$467M** for roads, and bridges, **\$95.5M** for healthcare construction, and repair, \$178.2M healthcare redevelopment, **\$217.2M** for schools, in NS. **\$10M** for Long-term care in NB.

\$1.0B

**\$30M** for lot development, **\$12M** for Affordable Community Housing, \$10.5M for K12, \$54.3M for Bridges and Highways.



**\$630M** for Highways, Road Construction, and Maintenance. Over \$292M for Health Facilities Infrastructure, and \$415M for K-12 and Post Secondary Infrastructure.

# **BALANCE**SHEET • • •

43

## **FINANCIAL POSITION AT JUNE 30, 2021**

\$97.1M

CASH AND CASH EQUIVALENTS

\$2.8M

**ACCESSIBLE CASH** 

\$58.2M

RESTRICTED CASH

\$36.1M

HELD IN JOINT OPERATIONS ACCOUNTS

\$60.7

ADJUSTED NET DEBT<sup>(1)</sup>

\$225.6

SHAREHOLDERS' EQUITY

\$165M

COMMITTED REVOLVING CREDIT FACILITY

\$35M

COMMITTED NON-REVOLVING TERM DEBT FACILITY

\$50M

NON-COMMITTED ACCORDION FEATURE

# EXPANDED AND EXTENDED SYNDICATED CREDIT FACILITY



\$185M

COMMITTED REVOLVING
CREDIT FACILITY



\$50M

COMMITTED NON REVOLVING
TERM DEBT FACILITY



\$50M

NON COMMITTED ACCORDION FEATURE



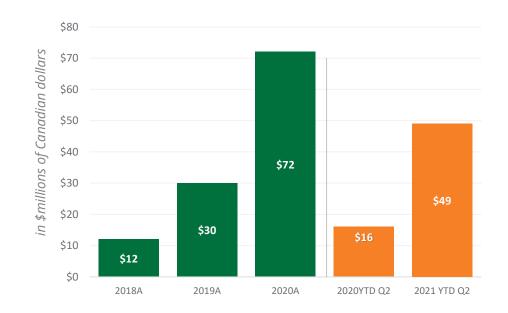
SYNDICATED CREDIT FACILITY **EXTENDED** TO SEPTEMBER 1, 2024

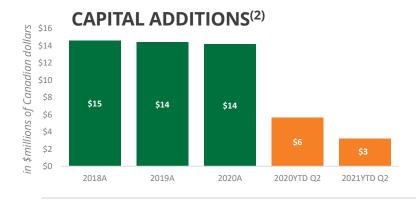
# CAPITAL **ALLOCATION**



44

## OPERATING CASH FLOW<sup>(1)</sup>









Repaid \$5M of LTD during H1 2021





INCREASE SHAREHOLDER RETURNS

\$0.39 ANNUALIZED DIVIDEND



ACCRETIVE MERGERS AND ACQUISITIONS



LONG TERM DEBT REPAYMENT

- (1) Operating cash flow Refer to the consolidated statement of cash flows "Cash flows from operations before changes in non-cash working capital".
- (2) Includes additions of computer software purchases classified as intangible assets. Excludes ROU Asset additions.



45



FOCUS ON HIGH MARGIN PROJECTS AND CLIENT SOLUTIONS



ROBUST FINANCIAL AND RISK MANAGEMENT STRATEGY



NIMBLE PLATFORM THAT IS COST EFFECTIVE, EFFICIENT, AND SECURE



HIGHLY ENGAGED, AND HIGH-PERFORMING TEAM



EXECUTING WITH WORLD CLASS SAFETY EXCELLENCE



PRIORITIZING ENVIRONMENTAL, SOCIAL, GOVERNANCE STRATEGY





CONSISTENT
PROFITABILITY WITH A
BALANCED APPROACH TO
CAPITAL ALLOCATION



STRONG, BALANCED ESG STRATEGY

