



# Q2 2022 Results

Analyst & Investor Call  
August 10, 2022

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In this presentation, all amounts are in Canadian dollars, unless otherwise indicated. Any graphs, tables or other information in this presentation demonstrating the historical performance of Dexterra Group Inc. ("Dexterra Group") or of any of its business units contained in this presentation are intended only to illustrate past performance and are not necessarily indicative of future performance of Dexterra Group or any of its business units.

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## *Non-GAAP Measures*

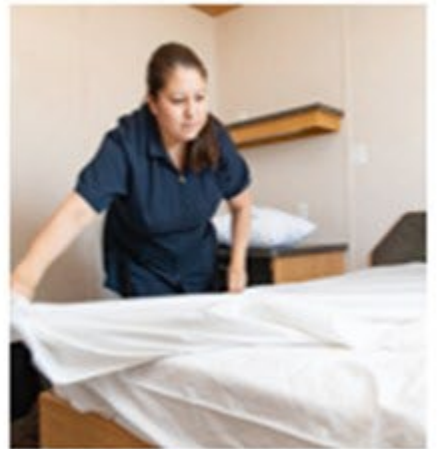
Certain measures and ratios in this presentation do not have any standardized meaning as prescribed by GAAP and, therefore, are considered non-GAAP measures. Non-GAAP measures include "Adjusted EBITDA", calculated as earnings before interest, taxes, depreciation, amortization, equity investment depreciation, share based compensation, gain/loss on disposal of property, plant and equipment and non-recurring items; "Adjusted EBITDA excluding Canada Emergency Wage Subsidy ("CEWS") as a percentage of revenue", calculated as Adjusted EBITDA excluding CEWS divided by revenue; "Free Cash Flow", calculated as net cash flows from (used in) operating activities, less sustaining capital expenditures, purchase of intangible assets, lease payments and finance costs plus proceeds on the sale of property, plant and equipment; and "Backlog" which is the total value of work that has not yet been completed that: (a) has a high certainty of being performed based on the existence of an executed contract or work order specifying job scope, value and timing; or (b) has been awarded to Dexterra Group, as evidenced by an executed letter of award or agreement, describing the general job scope, value and timing of such work, and where the finalization of a formal contract in respect of such work is reasonably assured and expects to be recognized in the next 12 months. These measures and ratios provide investors with supplemental measures of Dexterra Group's operating performance and highlight trends in its core businesses that may not otherwise be apparent when relying solely on GAAP financial measures. Dexterra Group also believes that securities analysts, investors and other interested parties frequently use non-GAAP measures in the evaluation of issuers. Dexterra Group's management also uses non-GAAP measures in order to facilitate operating performance comparisons from period to period, to prepare annual operating budgets, and to determine components of management compensation.

These measures are regularly reviewed by the Chief Operating Decision Makers and provide investors with an alternative method for assessing the Corporation's operating results in a manner that is focused on the performance of the Corporation's ongoing operations and to provide a consistent basis for comparison between periods. These measures should not be construed as alternatives to net earnings and total comprehensive income or operating cash flows as determined in accordance with GAAP as indicators of the Corporation's performance. The method of calculating these measures may differ from other entities and accordingly, may not be comparable to measures used by other entities. For a reconciliation of these non-GAAP measures to their nearest measure under GAAP please refer to "Reconciliation of non-GAAP measures"

# Bill McFarland

Board of Directors Chair

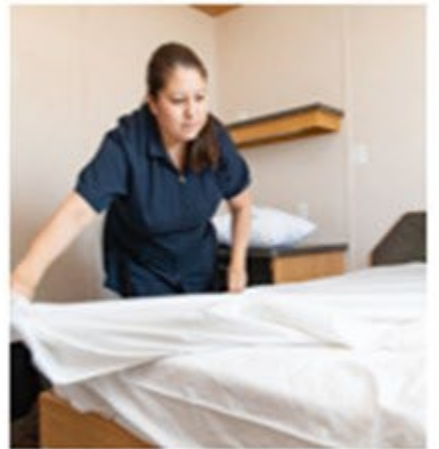
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# John MacCuish

Chief Executive Officer

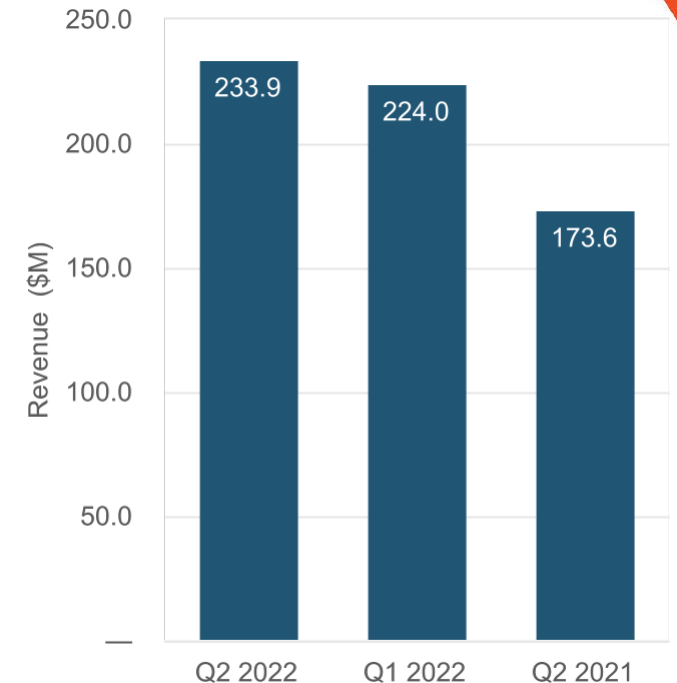
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# Q2 2022 Dexterra Group Progress

- Q2 revenue \$234 million and Adjusted EBITDA \$13.6 million
- Revenue boost through IFM acquisitions and WAFES
- Modular recovery plan progressing and return to profitability in Q3 2022
- Managing supply chain, inflation and labour shortages across portfolio
- EBITDA significantly higher in back half of 2022

**Near-term goal of \$1 billion Revenue & \$100 million EBITDA within sight**



# Integrated Facilities Management

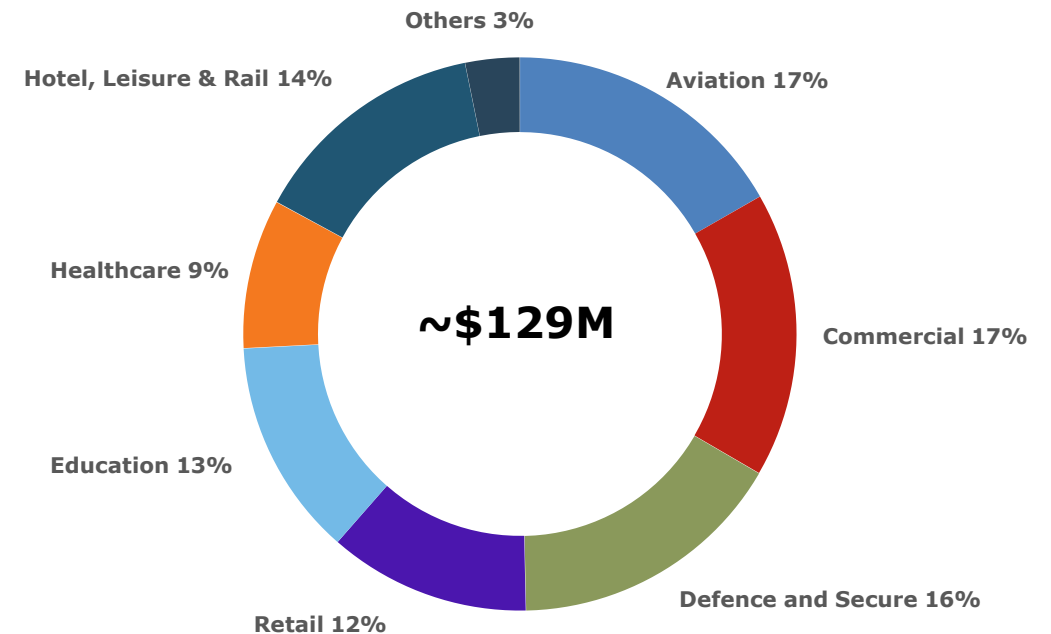
***A growing Support Services business with an expanding footprint and diversified client base.***

dexterra

dexterra  
On-Demand

*Dana*  
Hospitality

## Revenue by End-Market - 2022 YTD



- New president hired – Sanjay Gomes
- Dana Hospitality and TRICOM acquisitions:
  - Margin growth will improve with autumn pandemic recovery for education market
- Airports rebound continues in 2H of 2022 and 2023
- New business wins mobilized in Q3 and Q4
- EBITDA growth continues in back half of 2022 and into 2023
- Reviewing M&A opportunities

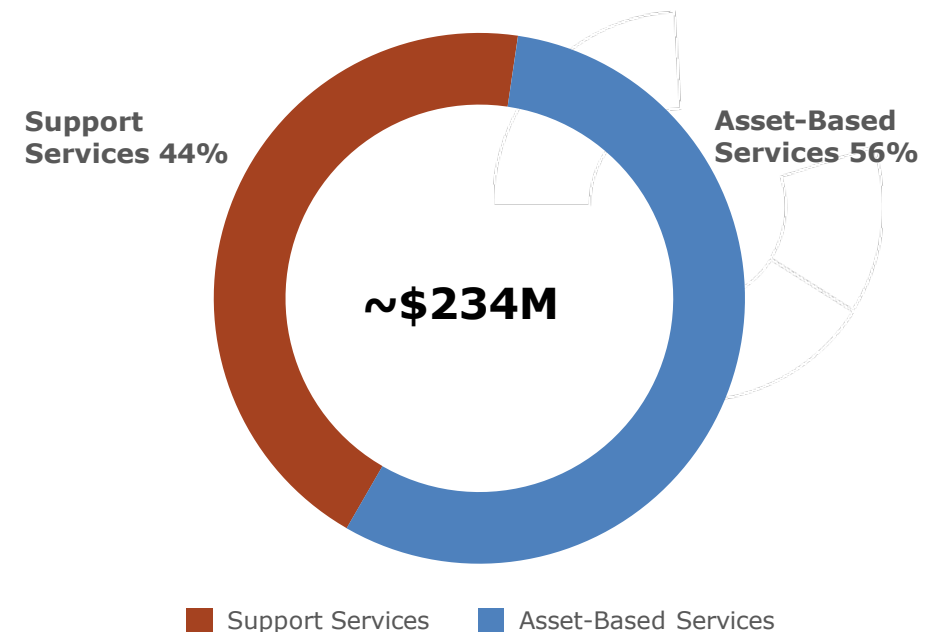
# Workforce Accommodations, Forestry, Energy Services

***A foundational Support Services business driven by natural resources fundamentals***

- New President - Jeff Litchfield
- Q2 revenue growth of \$32 million vs Q2 2021 and \$4 million vs Q1 2022
- Strong camp occupancy and asset utilization
- Natural Resources sector very strong and matting sales contracted for 2H-2022 with strong profitability
- Kitimat Lodge opened in Q2; full occupancy expected in Q4 2022
- Strong forestry season in Q3 2022
- EBITDA expected to be significantly higher in back half of the year



## Revenue by service type - 2022 YTD



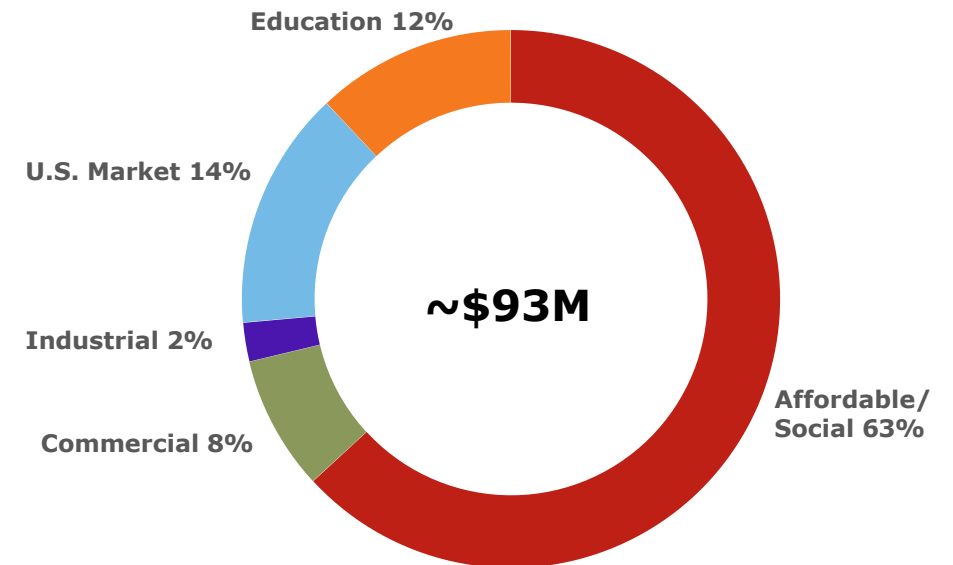
# Modular Solutions

***An developing manufacturing & services business positioned for growth & long-term profitability***

- Q2 Profitability hurt by cost inflation of over 10% on fixed priced contracts
- Return to profitability starting in Q3 2022
- EBITDA for back half of year at 3%-4% of revenue
- Action plan being executed
  - Project management and change in leadership
  - Inflation risk mitigation measures
  - Revenue diversification
  - Production throughput optimization
- Increase in backlog in Q2 2022



## Revenue by End-Market - 2022 YTD

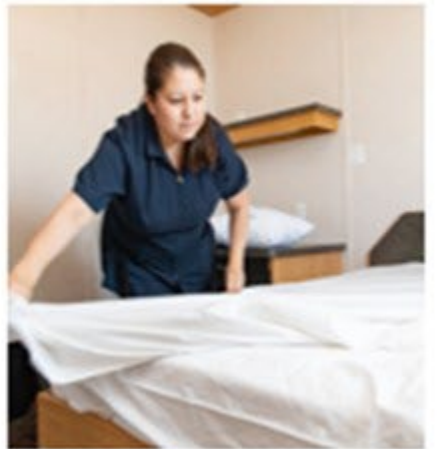




# Drew Knight

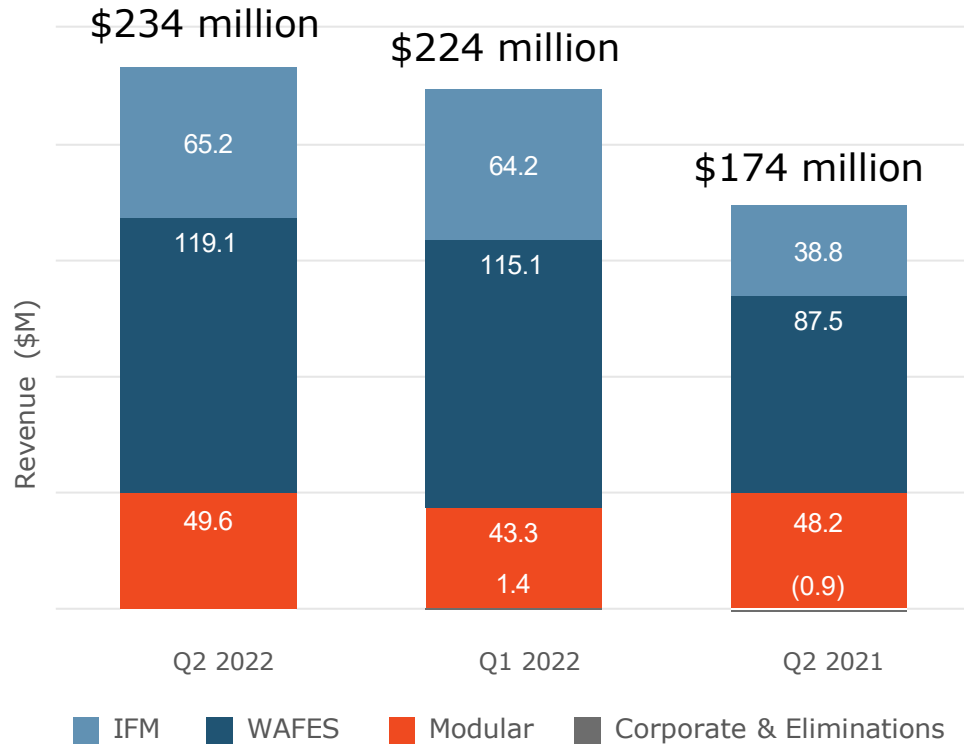
Chief Financial Officer

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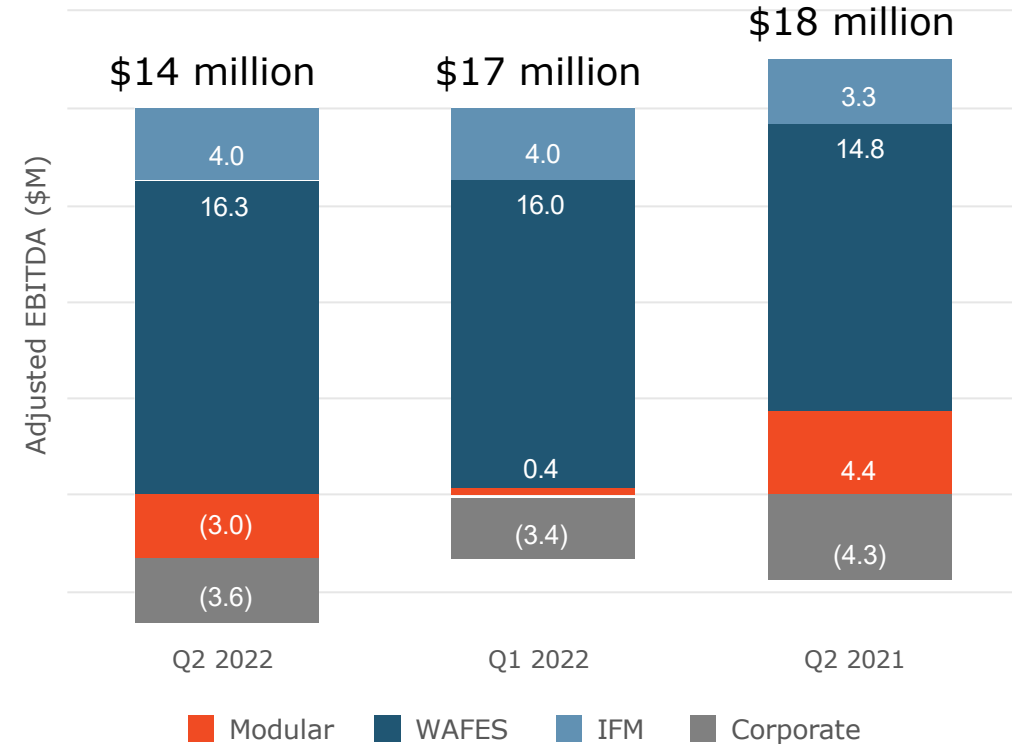


# Q2 2022 Overall Results

## Revenue



## Adjusted EBITDA (ex CEWS)



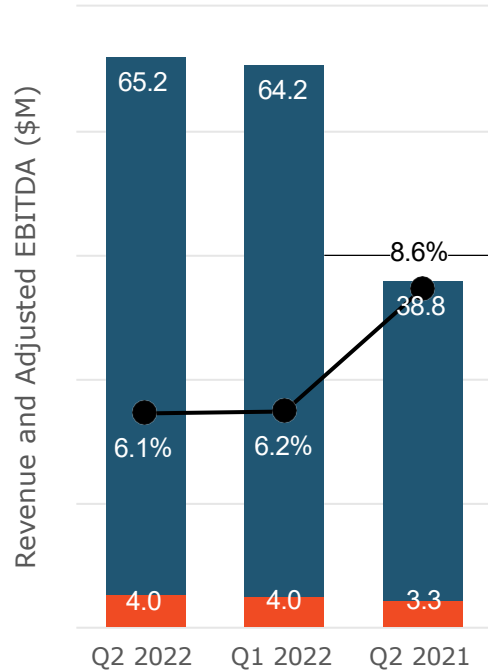
### Q2 2022 trend:

- Good revenue growth in IFM/WAFES
- EBITDA growing in IFM and WAFES and will accelerate in back half of the year
- Modular returns to profitability in Q3 2022
- Overall results expected to be much stronger in 2H of 2022

# Q2 2022 Results

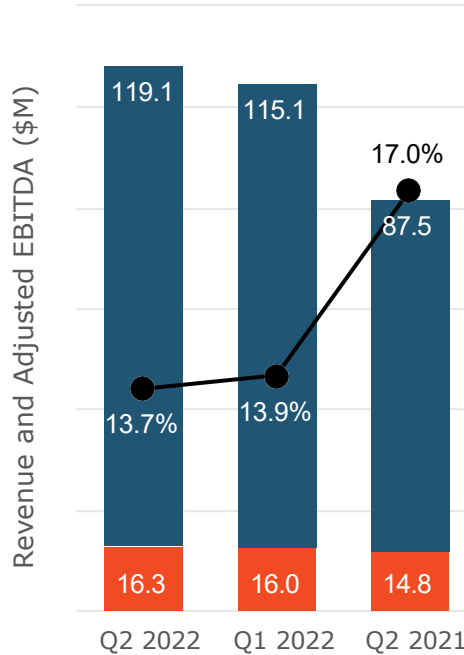


## Q2 IFM



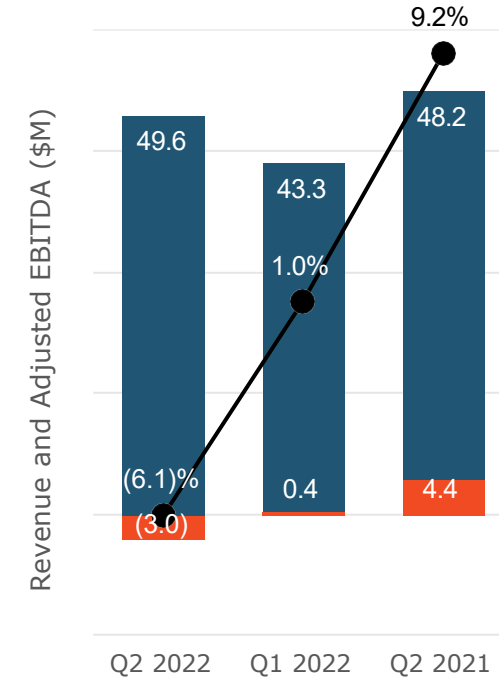
- **IFM** margin to improve in back half of 2022 with Dana education and recreation portfolio
- Goal of over 7% margin

## Q2 WAFES



- **WAFES** margin for entire year expected to be over 15%. YTD impacted by:
  - revenue mix
  - cost inflation on food, fuel and utilities

## Q2 MODULAR SOLUTIONS



- **Modular :**
  - Legacy fixed-price contracts run off
  - Sub-contractor and raw material inflation costs >10%
  - Supply chain pressures and site access
  - Revenue diversification in US progressing

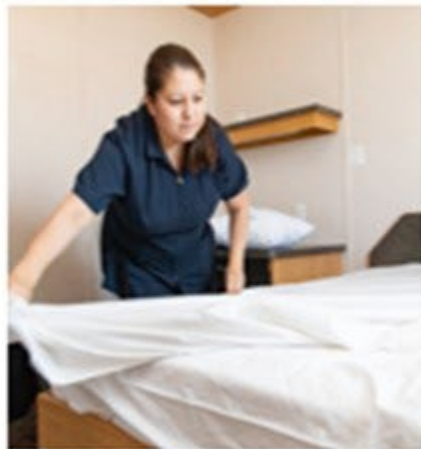
# Financial Leverage & Liquidity

- Financial Position and liquidity are strong with \$61.2 unused capacity on bank lines
- Working capital investment lowered with reduction in negotiated Holdbacks
- Conversion of EBITDA to Free Cash Flow expected to exceed 50% for 2022
- Leverage expected to be approx. 1.2x TTM EBITDA by year end
- Quarterly Dividend \$0.0875 per share declared for Q3 2022

# John MacCuish

Chief Executive Officer

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# Path Forward:

## Back half of 2022:

- Sales to approximate \$1 billion revenue on an annualized basis
- EBITDA strong growth with a return to Modular profitability and continued strong growth in IFM and WAFES
- Strong dividend and conversion of EBITDA to free cash flow

## Integrated Facilities Management:

- Active M&A program and organic growth

## WAFES:

- Pursuing support services opportunities and taking market share from competitors

## Modular:

- Executing action plan
- Restore profitability

### Our Ongoing Focus

- National Support Services Champion
- Customer focused
- Capital Light
- Decentralized operating model
- Discipline with capital investments
- M&A

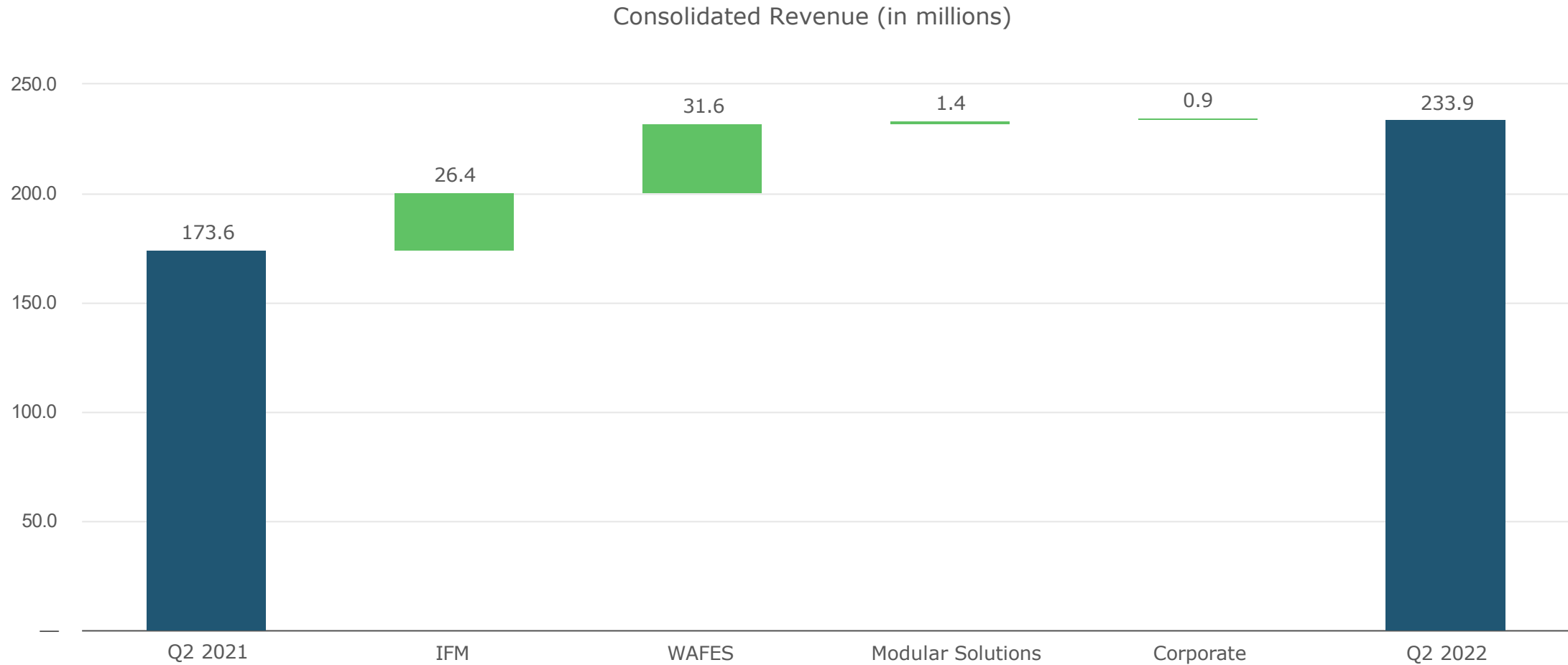
## Question & Answer Period

**Questions** 

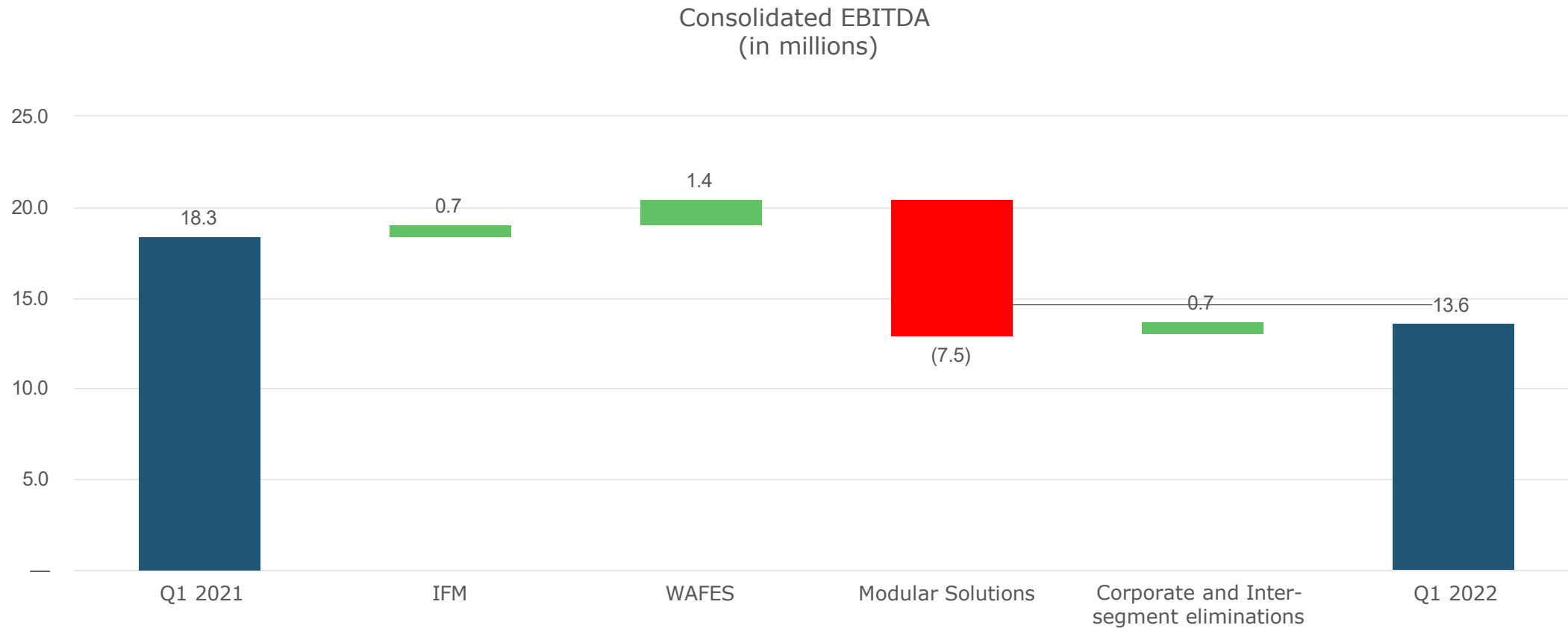
# APPENDIX I - Supporting Charts



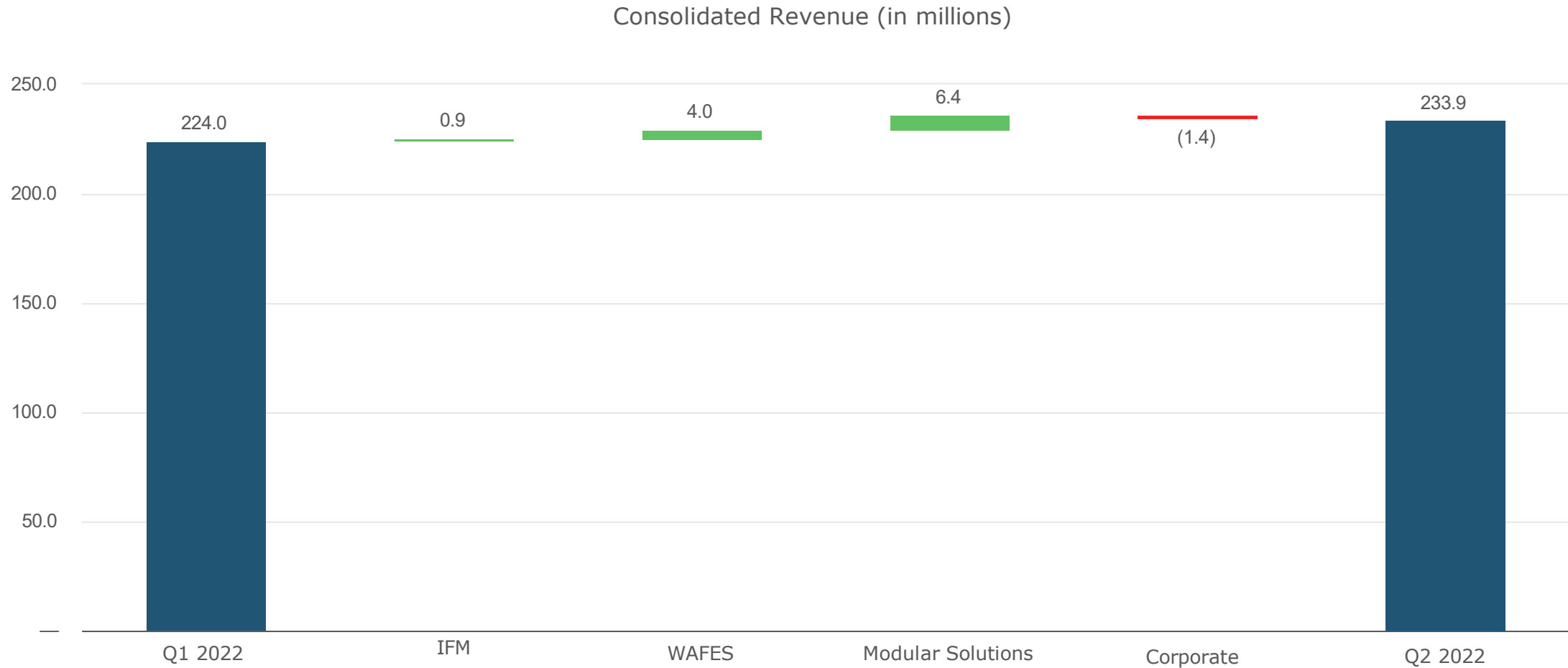
# Revenue Reconciliation vs Q2 2021



# Adjusted EBITDA (excluding CEWS) vs Q2 2021



# Revenue Reconciliation vs Q1 2022



# Adjusted EBITDA vs Q1 2022

