



bird

**Q3 2024
Earnings Call
Presentation**

November 6, 2024

Bird Construction Inc. (TSX:BDT)

Disclaimer

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”, “outlook”, “potential”, “estimated”, “intend”, “consensus”, “future”, “may”, “will”, “should”, “poised” and similar expressions are intended to identify forward-looking statements. More particularly and without limitation, this presentation may contain forward-looking statements concerning: anticipated financial performance; the outlook for 2024; expectations for Adjusted EBITDA Margins in 2024 and beyond; expected dividend payout ratios; expectations with respect to anticipated revenue growth and seasonality, growth in earnings, cash flow, earnings per share and Adjusted EBITDA in 2024 and beyond, and margin improvements; the Company’s ability to capitalize on opportunities, and grow profitably; the Company’s ability to successfully expand into target markets, their long-term demand, and their profitability; future opportunities related to the acquisition of Jacob Bros; expectations regarding the Jacob Bros acquisition impact to Bird’s business, anticipated financial performance of Jacob Bros and its impact to the Company’s operations and financial performance, including the anticipated accretive value to Bird, the sufficiency of working capital and liquidity to support growth and finance future capital expenditures; and with respect to Bird’s ability to convert Pending Backlog to Backlog and the timing of conversions.

Since forward-looking statements address future events and conditions, by their very nature they involve inherent risks and uncertainties. Investors are cautioned that forward-looking statements are based on the opinions, assumptions and estimates of management considered reasonable at the date the statements are made, and 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: ability to hire and retain qualified and capable personnel, maintaining safe work sites, economy and cyclicalities, ability to secure work, performance of subcontractors, accuracy of cost to complete estimates, estimating costs and schedules/assessing contract risks, adjustments and cancellations of backlog, global pandemics, joint arrangement risk, information systems and cyber-security risk, litigation/potential litigation, work stoppages, strikes and lockouts, acquisition and integration risk, competitive factors, potential for non-payment, climate change risks and opportunities, access to capital, quality assurance and quality control, design risks, insurance risk, access to surety support and other contract security, completion and performance guarantees, ethics and reputational risk, compliance with environmental laws, and internal and disclosure controls.

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, are included in reports on file with applicable securities regulatory authorities, including but not limited to Bird’s Annual Information Form and Management’s Discussion and Analysis for the year ended December 31, 2023, each of which may be accessed on Bird’s SEDAR+ profile, at www.sedarplus.ca and on the Company’s website at www.bird.ca.

The forward-looking statements contained in this presentation are made as of the date hereof and the Company undertakes 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.

Disclaimer

TERMINOLOGY AND NON-GAAP & OTHER FINANCIAL MEASURES

Throughout this presentation, management uses certain terminology and financial measures that do not have standard meanings under IFRS and are considered specified financial measures. These include non-GAAP financial measures, non-GAAP financial ratios, and supplementary financial measures. These measures may not be comparable with similar measures presented by other companies. Further information on these financial measures can be found in the “Terminology and Non-GAAP & Other Financial Measures” section in Bird’s most recently filed Management’s Discussion & Analysis for the period ended September 30, 2024, prepared as of November 5, 2024. This document is available on Bird’s SEDAR+ profile, at www.sedarplus.ca and on the Company’s website at www.bird.ca.

“Backlog” is a term representing 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. 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+. Additions to remaining performance obligations are also referred to by the Company as “Securements”.

“Pending Backlog” is a supplementary financial measure representing 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 multi-year MSA, maintenance, task order, and similar contractual arrangements.

“Gross Profit Percentage” is a supplementary financial measure representing the percentage derived by dividing gross profit by construction revenue.

“Adjusted Earnings” is a non-GAAP financial measure 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.

“Adjusted Earnings Per Share” is a non-GAAP financial ratio calculated by dividing Adjusted Earnings by the basic weighted average number of shares.

“Adjusted EBITDA” is a non-GAAP financial measure representing 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 Margin” or “Adjusted EBITDA Percentage” is a non-GAAP financial ratio representing the percentage derived by dividing Adjusted EBITDA by construction revenue.

“Current Ratio” is a supplementary financial measure representing the percentage derived by dividing total current assets by total current liabilities.

“General and Administrative expenses as a percentage of revenue” is a supplementary financial measure representing the percentage derived by dividing general and administrative expenses by construction revenue.

“Adjusted Net Debt” is a non-GAAP financial measure defined as current and long-term loans and borrowings as disclosed in the Company’s statement of financial position, less accessible cash, as disclosed in the Company’s notes to the financial statements. Management uses this as a measure of financial leverage and is part of its assessment of the Company’s capital structure. At September 30, 2024, Adjusted Net Debt of \$206,406 is calculated as: Loans and borrowings (non-current) \$139,947 plus Current portion of loans and borrowings \$60,877 minus Accessible cash \$(5,582).

“Adjusted Net Debt to TTM Adjusted EBITDA” is a non-GAAP financial ratio calculated by dividing Adjusted Net Debt by the Company’s trailing twelve-month Adjusted EBITDA. Management uses this as a measure of financial leverage and is part of its assessment of the Company’s capital structure.

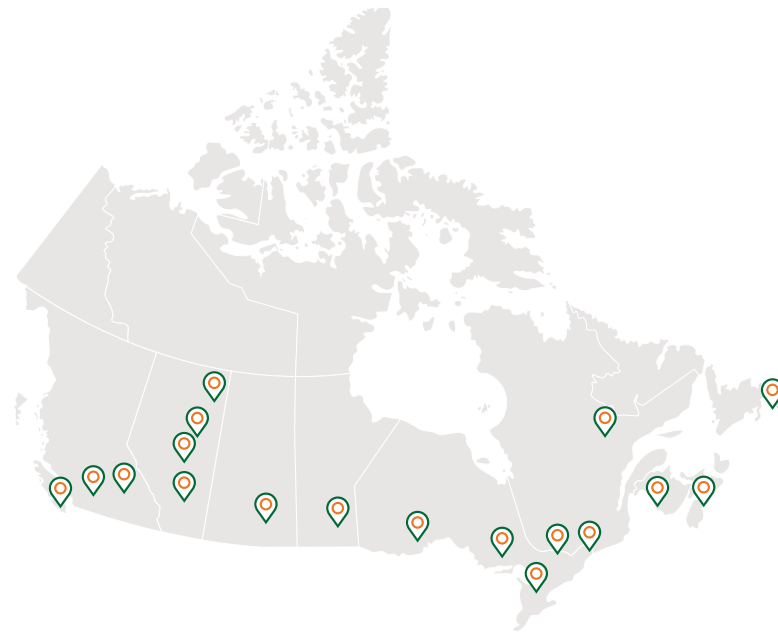
“LT Loans & Borrowings to Equity” is a supplementary financial measure calculated as non-current loans and borrowings divided by total shareholders’ equity, as disclosed in the Company’s consolidated statement of financial position.



Unlocking Shareholder Value

Bird is positioned for growth and profitability improvements through 2024 and beyond.

As one of Canada's leading collaborative construction and maintenance companies with a strong reputation for operational excellence on complex projects, Bird competes effectively in all of its core markets. The Company's diversified business model, with significant self-perform capabilities, establishes Bird as a partner of choice across its core markets of industrial, buildings, and infrastructure.



- ➔ **A healthy and safe** work environment with a collaborative, inclusive team culture
- ➔ **Disciplined growth** strategy driving margin accretion and revenue growth
- ➔ **Organic and acquisitive growth** delivering diverse services and self-perform scopes for complex projects **with improving margins**
- ➔ **Trusted reputation with clients and partners** in core markets: Industrial, Buildings and Infrastructure
- ➔ **Strong financial and risk management**
- ➔ **Balanced capital allocation** strategy with a healthy dividend and flexibility to pursue growth

TSX:

BDT

Team of over

6,000

Led by an experienced management team



Strong operational cash flows

~75%

of combined backlog has a collaborative delivery model

Significant risk-balanced combined backlog

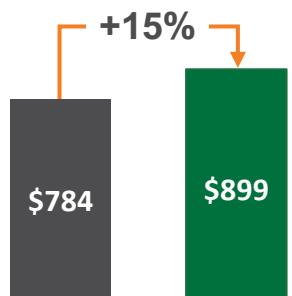
and recurring revenue MSA's

TSX 30
2024™

Q3 2024

Financial Highlights

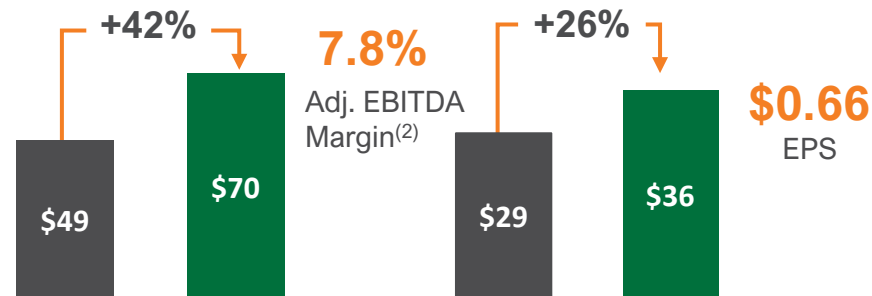
Growth



Revenue (\$M)

■ Q3 2023 ■ Q3 2024

Profitability



Adj. EBITDA⁽¹⁾ (\$M)

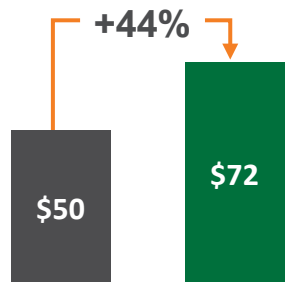
■ Q3 2023 ■ Q3 2024

Net Income (\$M)

■ Q3 2023 ■ Q3 2024

\$0.66
EPS

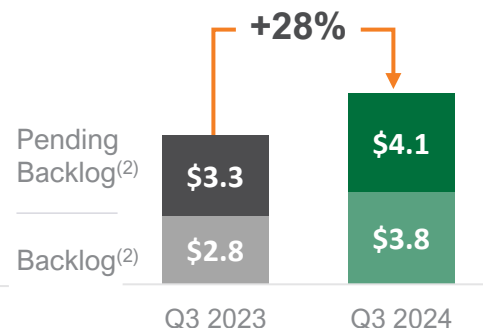
Cash



Operating Cash Flow⁽³⁾

■ Q3 2023 ■ Q3 2024

Future Work Program



Pending Backlog⁽²⁾

Backlog⁽²⁾

Q3 2023

Q3 2024

~\$1.3B

Securements
in Q3 2024⁽⁴⁾

~\$0.9B

Recurring
Revenue MSAs

1.43x

Book to
Bill Ratio⁽⁵⁾

Key Performance Drivers



Developing and attracting
Top Talent



Track record of accretive M&A,
four in past four years



Risk-balanced, highly collaborative
Backlog and Pending Backlog with
accretive embedded margins



Significant momentum for continued
revenue and earnings growth



Balance sheet positioned to support
continued growth and sustainable
returns to shareholders

(1) Adjusted Earnings and Adjusted EBITDA are non-GAAP financial measures. Refer to the Disclaimer slides for more information on Terminology and Non-GAAP & Other Financial Measures.

(2) Refer to the Disclaimer slides for more information on Terminology and Non-GAAP & Other Financial Measures.

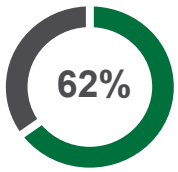
(3) Operating Cash Flow - Refer to the consolidated statement of cash flows - "Cash flows from operations before changes in non-cash working capital".

(4) Securements include approximately \$360 million added with the acquisition of Jacob Bros

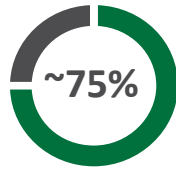
(5) Book to Bill is a supplementary financial measure representing the ratio of total bookings in the period to total revenue for the period.

Risk Balanced, Highly Collaborative, Diverse Backlog Mix

Future performance visibility supported by the robust combined backlog, characterized by accretive embedded margins and significant multi-year recurring revenue MSAs

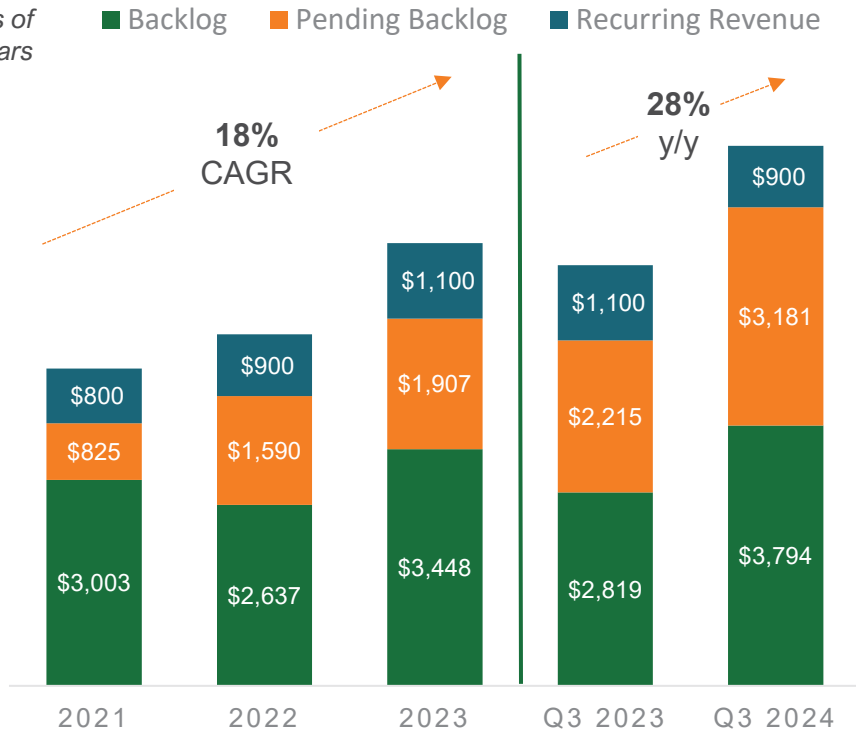


Backlog expected to convert into Revenue over the next 12 months



Collaborative delivery models in Backlog and Pending Backlog

in millions of Canadian dollars



~\$0.9B in Recurring Revenue Contracts:

MSAs and other multi-year recurring contracts represent a recurring revenue stream over the next one to seven years.

- Supports longer-term visibility to profitability and growth outlook
- Diversified in oil & gas, energy, nuclear, and mining sectors
- Added \$130 million to pending through NorCan acquisition

Benefits of Collaborative Delivery Models

Reduce Risk

- Full transparency on project costs
- Project costs not at risk
- Upfront work drives quality, efficiency and reduces constructability risk

Increase Value

- Improved project efficiency, bringing schedule and cost value to the client
- Incentivizes all partners to achieve project goals
- Higher quality outcomes from combined expertise

Build Better

- Gain share, pain share driving high performance and innovation solutions
- Better conflict resolution/collaborative problem solving
- Stronger relationships



Profitability

Margin Accretion Strategy

The Company remains focused on margin accretion by leveraging the following:

- ✓ Disciplined project selection
- ✓ Risk-balanced mix of projects
- ✓ Collaborative contracts
- ✓ Improving margins in core businesses
- ✓ M&A in sectors with accretive margin profiles
- ✓ Growth in higher margin sectors (more complex work)
- ✓ Increase self-perform and cross-selling of additional Bird scopes and services
- ✓ Growing recurring revenue at accretive margins
- ✓ Gaining leverage on cost structure

Business Strategy

Profitability. Discipline. Diversification and Growth.

The Company plans to retain two-thirds of net income to support continued growth beyond 2024.

Diversification and Growth

Organic Growth Strategy

Bird continues to leverage its strong reputation as a partner of choice for complex projects to support growth.

- ✓ Industrial growth in Ontario and BC
- ✓ Grow mechanical and electrical nationally
- ✓ Grow to a national, full-service civil infrastructure and utilities provider
- ✓ Expand nuclear portfolio
- ✓ Growth in energy transition and electrification-related projects
- ✓ Data-related facilities and infrastructure

M&A Strategy

M&A targets sectors with specialized capabilities and higher-margin potential, with a strong cultural fit.

- ✓ Expanding full-service offering and cross-selling additional services and scopes to existing clients
- ✓ Growing recurring revenue opportunities
- ✓ Target capabilities: Civil infrastructure (specialized and light civil), process mechanical, electrical, MRO services, utilities (telecom, advanced wireless, underground), nuclear, and renewables

Project Pursuits and Recent Project Awards



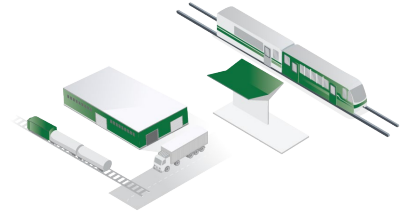
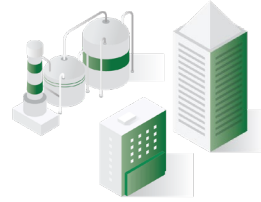
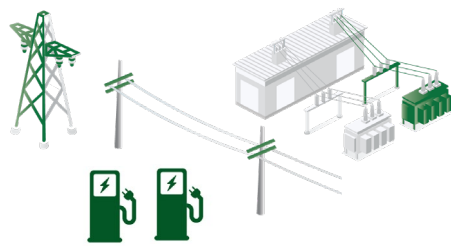
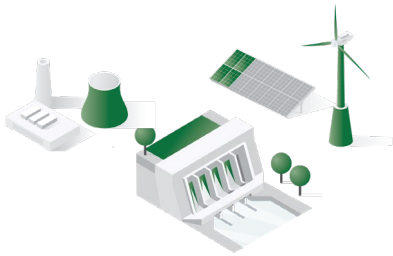
Bird continues to pursue new work selectively, ensuring strategic alignment between capabilities, project type and delivery model.

- Strong focus on early contractor involvement and collaborative opportunities drives a larger share of negotiated work and improves project delivery and outcomes for all parties.
- Sustained demand in Bird's core markets - industrial, buildings and infrastructure - continues to be supported by a robust bid pipeline.
- Bird's focus on energy transition and electrification, nuclear expansion, multi-year industrial and mining projects, infrastructure development for growing populations, and building upgrades for decarbonization aligns us with the futures demand.

Positioned for growth with a significant pipeline of projects with accretive embedded EBITDA margins and a robust bidding environment for disciplined pursuit of new work.



Canada's Energy Transition and Electrification Partner



Clean Power Generation

- Wind and solar projects
- Hydro: New construction + refurbishments
- Nuclear: New construction + SMnR + remediation

PROJECTS

- Wind projects in AB & NB
- Kakabeka Falls Life Extension & Rehabilitation work on various hydro structures, ON
- Advance Nuclear Materials Research Centre, ON
- PHAI Environmental Remediation, ON

Power Distribution & Electrified Systems

- Energization & startup services
- Advanced high voltage technical services
- EV installation services (electrification & communications): Canem + Trinity

PROJECTS

- Electrical capabilities further bolstered with NorCan acquisition
- High voltage industrial electrical relocations, AB
- One Pass Trenching of electrical & fiber optic cable management for wind and solar

Low Carbon & Green Infrastructure Solutions

- Water & wastewater treatment
- Organic/waste to energy processing
- Deep energy retrofits
- Net-zero certification & Passive House new builds
- Building monitoring & optimization through Bird's Center for Building Performance
- Leveraging sustainable building products

PROJECTS

- MacKimmie Tower Zero Carbon Redevelopment, AB
- Toronto Western Hospital Waste to Heat, ON
- Humber College Building NX, Deep Energy Retrofit, ON
- Calgary Composting Facility, AB



Critical, Rare & Battery Minerals

- Heavy civil mineral mining & processing
- Mine infrastructure development

PROJECTS

- Bird's heavy civil capacities are supporting large industrial projects at all stages, from development to operation and expansion.
- Heavy civil works at Bloom Lake Iron Ore, QC

Transportation, Manufacturing & Logistics

- Public transit
- Manufacturing Center of Excellence
- EV battery plant, EV manufacturing & other infrastructure

PROJECTS

- East Harbour Hub, ON
- Ottawa LRT, Stage 2, ON


(1) The company through its affiliated subsidiaries has up to 2500 electricians, linemen, technologists and technicians and access to other personnel through a variety of labour platforms.

Longer Cycle, Significant Demand Trends

Public and Private Clients

Looking ahead, there are **significant tailwinds** that will propel our business forward over the medium to long term. Our **transformed business model is creating value** through a collaborative framework, enhanced by our increased self-performance and cross-selling abilities. Our strategic project selectivity and focus on higher-margin market sectors, coupled with leverage on our cost structure, contribute to **our positive outlook for continued bottom and top line growth.**

Government programs supporting investments in transportation, energy, water and wastewater, telecommunications, and public facilities include the Investing in Canada Plan, Canada Infrastructure Bank, Canada Growth Fund, and other federal and provincial budget commitments.

+ Major Industrial Projects	Renewed/growing interest in Canadian LNG as a green-er global fuel source driving continued investment in LNG Projects – Woodfibre LNG and potential for LNGC Phase 2.
+ Modular Interest	Modular emerging as a more recognized solution for Canada's affordable housing crisis, supporting increased speed to market.
> \$160 billion	Canada has committed to achieving carbon neutrality by 2050, with a net-zero economic plan that will invest over \$160 billion. With \$93 billion in incentives by 2034-35.
Double Electricity Supply	Canada needs to roughly double its electricity supply. Electrification requires investment in energy generation projects, including expanding clean energy and improving power distribution and transmission systems as well as battery and EV supply chain support infrastructure.
\$110 to \$270 billion	Estimates of Canada's "infrastructure deficit" range from \$110-\$270 billion. Additional investments are required to support growing communities due to immigration and population growth. Retrofits are required on older infrastructure to improve energy efficiency.
+\$70 billion	Public transportation opportunities include Ontario's planned \$70 billion for transit investments over the next ten years, Canada's \$15 billion for public transit over the next eight years, as well as significant spending across the balance of provinces.
>\$40 billion	Nuclear opportunities are significant, notably the recently proposed Bruce Nuclear Expansion, the Pickering Refurbishment, and SMR Infrastructure initiatives.
	Continued strength of commodities markets and expected demand for critical minerals and uranium, driving multi-year opportunities and positive outlook.

Q3 2024 Financial Highlights



Bird's third quarter builds on the strong performance of the first half of 2024, with continued revenue growth and margin accretion, fueled by higher embedded margins in the Company's combined backlog.

<i>\$ Millions (except per share amounts)</i>	Three Months Ended September 30, 2024	Y/Y Change	Nine Months Ended September 30, 2024	Y/Y Change
Revenue	\$898.9	14.7%	\$2,460.7	22.6%
Gross Profit	\$102.3 11.4% of Revenue ⁽¹⁾	40.2%	\$232.3 9.4% of Revenue ⁽¹⁾	38.8%
General and Administrative	\$51.6 5.7% of Revenue ⁽¹⁾	49.3%	\$135.2 5.5% of Revenue ⁽¹⁾	32.2%
Adjusted EBITDA⁽²⁾	\$70.1 7.8% of Revenue ⁽¹⁾	42.1%	\$140.9 5.7% of Revenue ⁽¹⁾	48.5%
Net Income	\$36.2 \$0.66 EPS	25.8%	\$67.6 \$1.25 EPS	41.8%
Adjusted Earnings⁽²⁾	\$37.7 \$0.69 Adj. EPS ⁽¹⁾	30.0%	\$71.0 \$1.31 Adj. EPS ⁽¹⁾	42.1%

⁽¹⁾ Refer to the Disclaimer slides for more information on Terminology and Non-GAAP & Other Financial Measures.

⁽²⁾ Adjusted Earnings and Adjusted EBITDA are non-GAAP financial measures. Refer to the Disclaimer slides for more information on Terminology and Non-GAAP & Other Financial Measures.

Sustained, Strong Financial Foundation with Flexibility for Continued Growth



Very positive return and capital efficiency metrics

1.25

Current Ratio⁽¹⁾

34%

Long-term Loans & Borrowings to Equity⁽¹⁾

1.12x

Adjusted Net Debt/
TTM Adjusted EBITDA⁽¹⁾

in millions of Canadian dollars

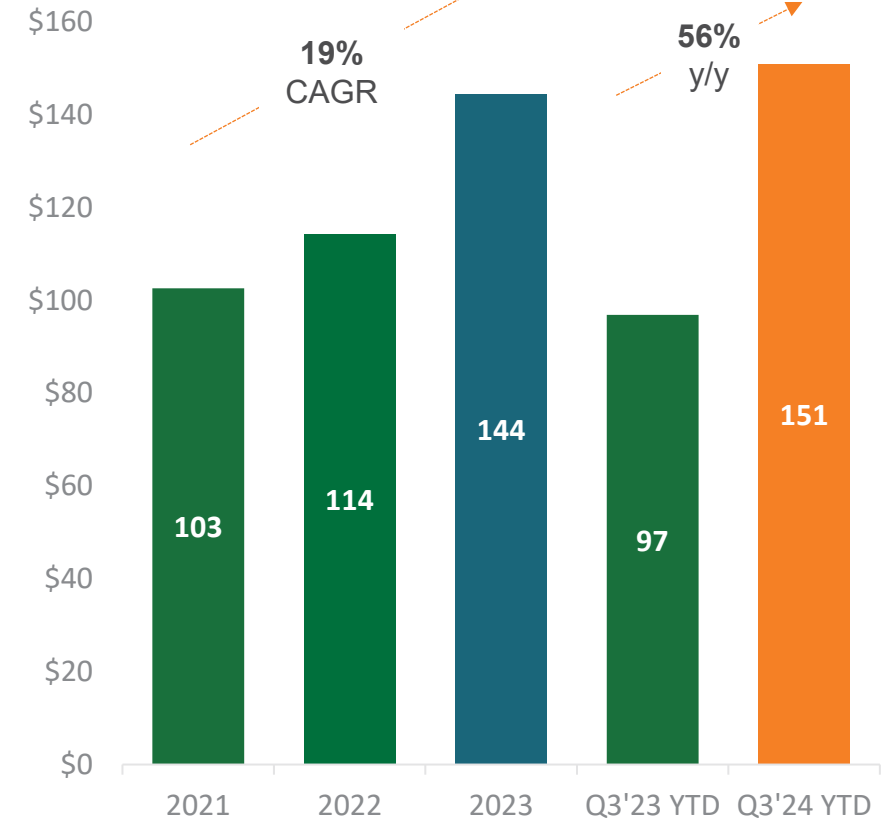
September 30, 2024

Accessible cash	\$ (6)
Held in joint operations accounts	90
Restricted cash	<u>33</u>
Cash and cash equivalents	\$ 117
Loans and borrowings (current and long-term)	\$ 201
Adjusted Net Debt ⁽²⁾	\$ 206
Working Capital	\$ 270
Shareholders' equity	\$ 409

Syndicated Credit Facility

Committed Revolving Credit Facility	\$ 300
Non-committed Accordion Feature	\$ 100

Operating Cash Flow⁽³⁾



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(3) Operating Cash Flow - Refer to the consolidated statement of cash flows - "Cash flows from operations before changes in non-cash working capital".

Risk Balanced Business Model Generating Growth and Profitability

Growing Revenue and EBITDA



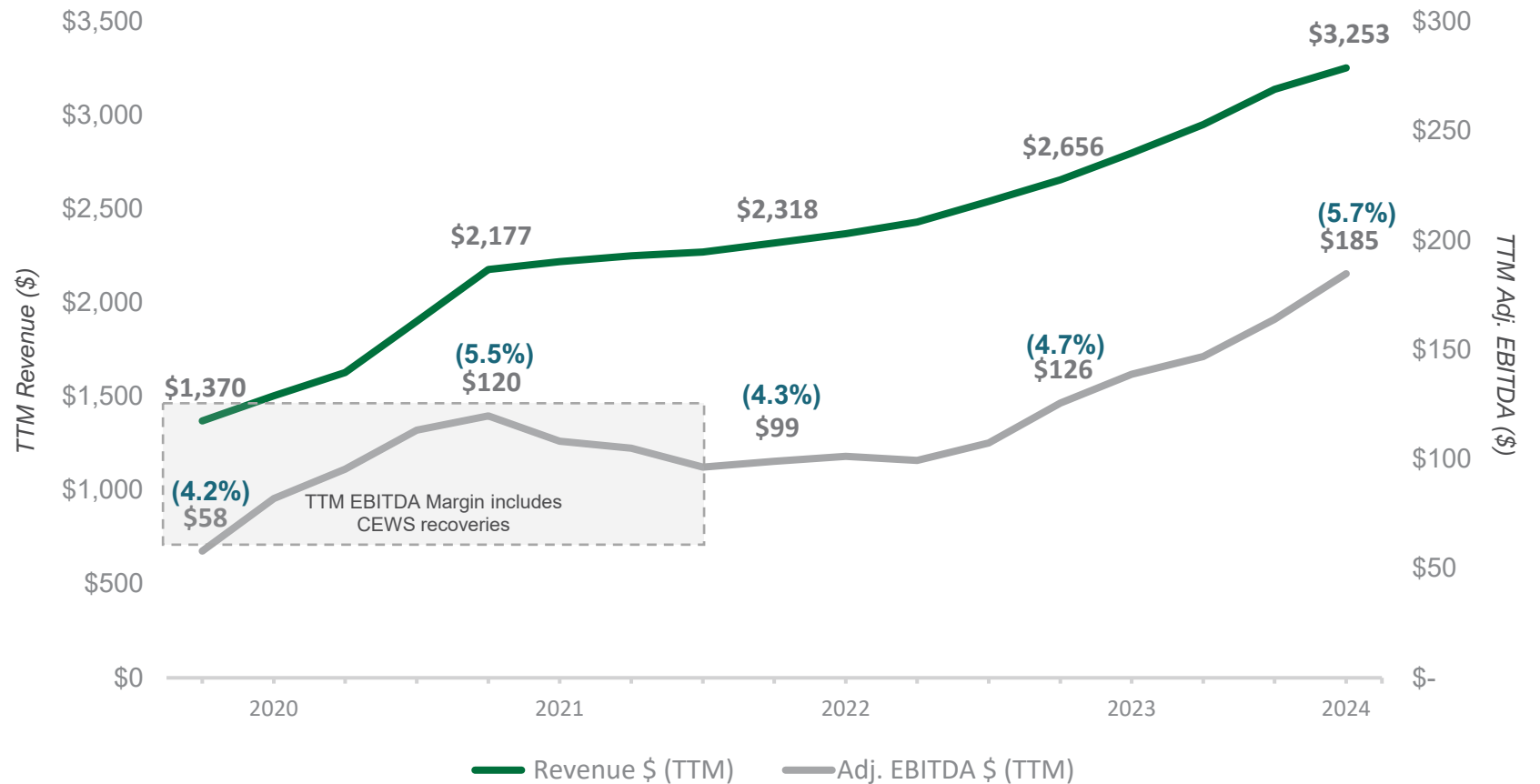
Revenue (TTM)
CAGR **24%**



Adj. EBITDA⁽¹⁾ (TTM)
CAGR **34%**

2020-2024 Revenue and Adjusted EBITDA⁽¹⁾

in millions of Canadian dollars



2024 Capital Allocation Priorities

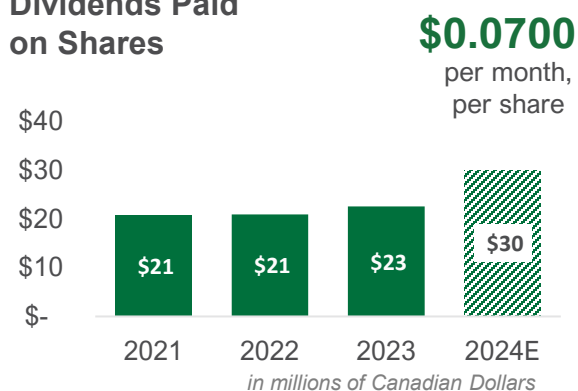
Strong cash flows and significant liquidity to support a **balanced approach to capital allocation, investing two thirds of Net Income to support profitable long-term growth and enhancing shareholder value.**

Balanced Approach to Capital Allocation

Shareholder Returns

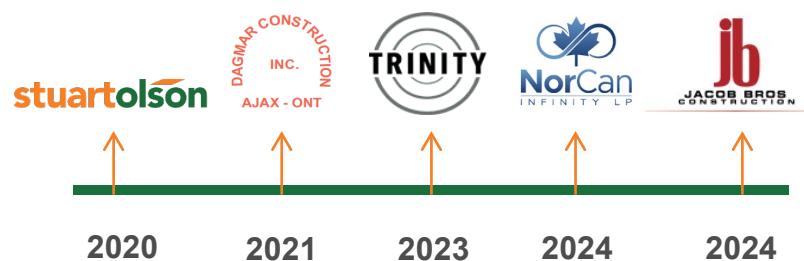
- Healthy dividend an important part of total shareholder return strategy.
- 2023:** 10% increase to monthly dividend effective March 2023.
- 2024:** 30% increase to monthly dividend effective March 2024. Additional 50% increase effective November 2024.

Dividends Paid on Shares



M&A

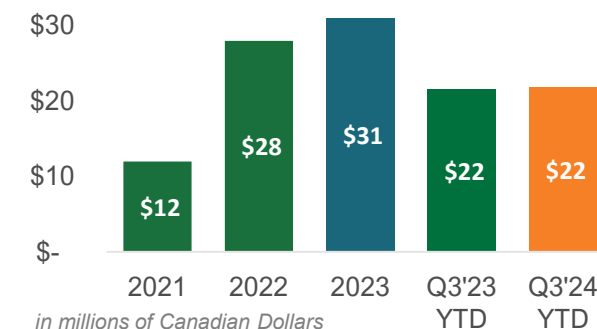
- Positioned to execute on the right M&A opportunities.
- Track record as a strong integrator and for retention of skilled teams.
- Focus on margin accretive opportunities, that add capabilities and generate cash flows.
- Five strategic acquisitions in the past four years.



Capital Expenditures

- Reinvest in the business to create value and support operations and growth.
- Investments guided by efficient asset utilization.
- Smart capital investments to support further productivity and growth.

Capital Expenditures⁽¹⁾



(1) Capital expenditures ("Capex") – Refer to the consolidated statement of cash flows – "Additions to property and equipment and intangible assets".

2024 Outlook:

Sustained Profitable Growth Momentum

- Bird's focus on higher margin sectors, growing self-perform, disciplined project selection and collaborative contracting continues to drive higher embedded margins in the Company's combined backlog.
- Bird's pipeline of work, and attractive opportunities currently being pursued, provides significant visibility into future revenues and profitability.
- Backlog of contracted work grew to \$3.8 billion with approximately \$360 million added upon closing the Jacob Bros acquisition, and Pending Backlog grew to \$4.1 billion of expected future work including a robust portfolio of recurring revenue contracts of almost \$0.9 billion.
- Top line organic growth is expected to continue through the remainder of 2024. Combined with revenue from Jacob Bros and NorCan, revenue is expected to be approximately \$3.4 billion for 2024.
- The Company anticipates significant improvements to earnings and cashflow when compared to 2023.
- Bird expects Adjusted EBITDA and earnings per share growth to outpace organic revenue growth in 2024, with Jacob Bros accelerating margin accretion for the year. Full-year Adjusted EBITDA Margin expected to exceed 6%.
- On a full-year basis, the Company expects to retain two-thirds of net income to support organic growth and strategic M&A.

Q3 2024 Achievements



% 7.8%
EBITDA

~ \$1.3B
Q3 2024
Securements

2025-2027 Strategic Plan Financial Targets

Grounded in safe, collaborative, and disciplined operational excellence

10% +/- 2%

Organic revenue growth CAGR¹

~5%

contribution from full-year of Jacob Bros in 2025

10%

organic growth (+/- 2%) for 2025-2027

~\$4.8B

2027 revenue estimate at target organic CAGR (10%)

- Low end of CAGR range **\$4.6B**
- High end of CAGR range **\$5.1B**

8%

Adjusted EBITDA Margin for full-year 2027²

~0.4%

margin accretion from full-year of Jacob Bros in 2025

8.0%

adjusted EBITDA margin for full-year 2027

\$390M (24% CAGR)

2027 adjusted EBITDA estimate at target revenue

- Low end of revenue range **\$370M**
- High end of revenue range **\$410M**

33%

Dividend payout ratio of net income

\$0.07

monthly dividend per share effective November 2024

215%

Increase in monthly dividend per share since 2022



Appendix

Capital Markets Overview

\$30.94
Share Price⁽¹⁾

~2.71%
Dividend Yield⁽²⁾

~\$1.7B
Market Capitalization⁽¹⁾

\$10.38/\$32.67
52 Week Low / High⁽¹⁾

55,382,831
Shares Outstanding⁽¹⁾



Firm	Analyst	Contact
ATB Capital	Chris Murray	647.776.8246 cmurray@atb.com
BMO Capital Markets	John Gibson	403.515.1527 johng.gibson@bmo.com
Canaccord Genuity	Yuri Lynk	514.844.3708 ylynk@cgf.com
CIBC Capital Markets	Jacob Bout	416.956.6766 jacob.bout@cibc.com
National Bank Financial	Maxim Sytchev	416.869.5617 maxim.sytchev@nbc.ca
Raymond James	Frederic Bastien	604.659.8232 frederic.bastien@raymondjames.ca
Stifel GMP	Ian Gillies	416.943.6108 ibgillies@stifel.com
TD Securities	Michael Tupholme	416.307.9389 michael.tupholme@tdsecurities.com



(1) Figures as of close of market November 1, 2024.

(2) Dividend yield based on the November 2024 dividend of \$0.0700 per share.



Q3 2024
Earnings Call Presentation

Bird Construction Inc. (TSX:BDT)

TSX