



# Q4 2022 UNAUDITED SUPPLEMENTARY INFORMATION

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TSX: GEI



# Specified Financial Measures



This presentation refers to certain specified financial measures that are not determined in accordance with GAAP. This includes adjusted EBITDA, as presented on a per segment or consolidated basis, and distributable cash flow, which are non-GAAP financial measures. This also includes Replacement Capital and Growth Capital which are supplementary financial measures. Readers are cautioned that specified financial measures do not have standardized meanings prescribed by GAAP and therefore may not be comparable to similar measures presented by other entities. Management considers these to be important supplemental measures of the Company's performance and believes these measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in industries with similar capital structures.

Readers are encouraged to evaluate each specified financial measure and the reasons the Company considers it appropriate for supplemental analysis. Readers are cautioned, however, that these measures should not be construed as an alternative to net income, cash flow from operating activities, segment profit, gross profit or other measures of financial results determined in accordance with GAAP as an indication of the Company's performance. For further details on these non-GAAP financial measures, see the "Specified Financial Measures" section on pages 17 to 22 of the Company's MD&A for the three and nine months ended December 31, 2022, which is incorporated by reference herein and is available on our SEDAR profile at [www.sedar.com](http://www.sedar.com) and on our website at [www.gibsonenergy.com](http://www.gibsonenergy.com), and refer to the end of this presentation for reconciliations of each non-GAAP financial measure to the most directly comparable GAAP measures.

# Adjusted EBITDA Reconciliation



## 2018 - 2022 Adjusted EBITDA Reconciliation Table

(C\$m)

	2018 FY	2019 FY	2020 FY	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY
Segment profit <sup>(1)(2)(3)(4)</sup>	\$487	\$494	\$469	\$115	\$123	\$116	\$121	\$475	\$138	\$116	\$154	\$149	\$557
Unrealized (gain) loss from financial inst.	(1)	(3)	10	(4)	13	2	(10)	2	(10)	6	3	(3)	(4)
General and administrative <sup>(5)</sup>	(32)	(30)	(33)	(9)	(9)	(9)	(8)	(34)	(9)	(11)	(10)	(10)	(39)
Adj. to share of profit from equity accounted investees	-	1	(1)	0	0	1	1	3	2	2	2	1	7
<b>Adjusted EBITDA<sup>(6)</sup></b>	<b>\$454</b>	<b>\$462</b>	<b>\$445</b>	<b>\$103</b>	<b>\$128</b>	<b>\$111</b>	<b>\$104</b>	<b>\$445</b>	<b>\$121</b>	<b>\$114</b>	<b>\$149</b>	<b>\$137</b>	<b>\$521</b>

	2018 FY	2019 FY	2020 FY	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY
Net Income <sup>(1)(2)(3)(4)</sup>	\$81	\$176	\$121	\$33	\$32	\$36	\$44	\$145	\$52	\$36	\$71	\$64	\$223
Income tax expense	56	21	29	8	10	11	7	36	16	11	21	19	67
Depreciation, amortization and impairment charges	218	175	169	41	52	39	41	174	38	38	37	31	144
Net finance costs	78	79	96	15	16	16	15	61	15	16	16	18	65
Unrealized (gain) loss from financial inst.	(1)	(3)	10	(4)	13	2	(10)	2	(10)	6	3	(3)	(4)
Stock based compensation	19	15	21	9	4	5	5	23	6	5	5	5	21
Adj. to share of profit from equity accounted investees	-	1	(1)	0	0	1	1	3	2	2	2	1	7
Non-cash (gain) loss on disposition of businesses	5	(5)	-	-	-	-	-	-	-	-	-	-	-
Corporate foreign exchange loss	(2)	4	(2)	0	(0)	0	1	1	1	(0)	(6)	2	(3)
<b>Adjusted EBITDA<sup>(6)</sup></b>	<b>\$454</b>	<b>\$462</b>	<b>\$445</b>	<b>\$103</b>	<b>\$128</b>	<b>\$111</b>	<b>\$104</b>	<b>\$445</b>	<b>\$121</b>	<b>\$114</b>	<b>\$149</b>	<b>\$137</b>	<b>\$521</b>

(1) 2019 includes a \$15mm adjustment for one-time future environmental remediation provision for comparability purposes.

(2) Q1 2021 includes a one-time \$7.1mm reversal of an accrual pertaining to a regulatory matter.

(3) Q2 2021 includes a one-time \$19.9mm payment for the present value of the remaining term of a rail loading contract.

(4) Q2 2022 Infrastructure EBITDA includes the benefit of a \$5mm one-time fee.

(5) 2019 includes an (\$11mm) adjustment for other post-retirement benefit credit for comparability purposes.

(6) Adjusted EBITDA is a non-GAAP measure. Please see "Specified Financial Measures" for more information.

Note: Figures may not sum due to rounding.

# Distributable Cash Flow Reconciliation



## 2018 - 2022 Distributable Cash Flow Reconciliation Table

(\$mm)

	2018 FY	2019 FY	2020 FY	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY
Cash flow from operating activities	\$564	\$369	\$460	\$44	\$77	\$93	\$3	\$217	\$306	\$16	\$207	\$70	\$598
Adjustments:													
Changes in non-cash working capital	(69)	98	(19)	55	50	13	95	213	(191)	97	(51)	63	(82)
Upgrade and replacement capital	(27)	(25)	(23)	(2)	(4)	(8)	(8)	(23)	(2)	(6)	(8)	(7)	(22)
Accrued cash interest	(68)	(64)	(54)	(13)	(13)	(14)	(14)	(54)	(14)	(14)	(16)	(16)	(60)
Current Income Tax	(64)	(19)	(20)	(9)	(7)	(5)	(4)	(25)	(10)	(10)	(11)	(13)	(43)
Lease Payments	(53)	(50)	(45)	(11)	(10)	(9)	(7)	(37)	(11)	(10)	(8)	(8)	(35)
<b>Distributable Cash Flow <sup>(1)</sup></b>	<b>\$283</b>	<b>\$309</b>	<b>\$299</b>	<b>\$64</b>	<b>\$92</b>	<b>\$71</b>	<b>\$64</b>	<b>\$291</b>	<b>\$79</b>	<b>\$74</b>	<b>\$115</b>	<b>\$88</b>	<b>\$356</b>

(1) Distributable Cash Flow is a non-GAAP measure. Please see "Specified Financial Measures" for more information.  
Note: Figures may not sum due to rounding.

# Distributable Cash Flow Reconciliation



## 2018 - 2022 Distributable Cash Flow Reconciliation Table

(C\$mm)

	2018 FY	2019 FY	2020 FY	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY
Infrastructure EBITDA <sup>(1)(2)(3)(4)(5)</sup>	\$283	\$300	\$374	\$109	\$118	\$104	\$106	\$436	\$109	\$112	\$111	\$110	\$442
Marketing EBITDA <sup>(5)</sup>	202	192	104	3	19	16	6	43	21	12	48	37	118
Corporate & Adjustments <sup>(6)</sup>	(32)	(30)	(33)	(9)	(9)	(9)	(8)	(34)	(9)	(11)	(10)	(10)	(40)
<b>Adjusted EBITDA <sup>(5)</sup></b>	<b>\$454</b>	<b>\$462</b>	<b>\$445</b>	<b>\$103</b>	<b>\$128</b>	<b>\$111</b>	<b>\$104</b>	<b>\$445</b>	<b>\$121</b>	<b>\$114</b>	<b>\$149</b>	<b>\$137</b>	<b>\$521</b>
Interest	(68)	(64)	(54)	(13)	(13)	(14)	(14)	(54)	(14)	(14)	(16)	(16)	(60)
Replacement capital	(27)	(25)	(23)	(2)	(4)	(8)	(8)	(23)	(2)	(6)	(7)	(7)	(22)
Current Income Tax	(64)	(19)	(20)	(9)	(7)	(5)	(4)	(25)	(10)	(10)	(11)	(13)	(44)
Lease payment	(53)	(50)	(45)	(11)	(10)	(9)	(7)	(37)	(11)	(10)	(8)	(8)	(35)
Other <sup>(7)</sup>	41	5	(4)	(5)	(1)	(4)	(6)	(16)	(6)	(1)	7	(5)	(3)
<b>Distributable Cash Flow <sup>(5)</sup></b>	<b>\$283</b>	<b>\$309</b>	<b>\$299</b>	<b>\$64</b>	<b>\$92</b>	<b>\$71</b>	<b>\$64</b>	<b>\$291</b>	<b>\$79</b>	<b>\$74</b>	<b>\$115</b>	<b>\$88</b>	<b>\$356</b>

(1) 2019 includes a \$15mm adjustment for one-time future environmental remediation provision for comparability purposes.

(2) Q1 2021 includes a one-time \$7.1mm reversal of an accrual pertaining to a regulatory matter.

(3) Q2 2021 includes a one-time \$19.9mm payment for the present value of the remaining term of a rail loading contract.

(4) Q2 2022 Infrastructure EBITDA includes the benefit of a \$5mm one-time fee.

(5) Infrastructure EBITDA, Marketing EBITDA, Adjusted EBITDA and Distributable Cash Flow are non-GAAP measures. Please see "Specified Financial Measures" for more information.

(6) 2019 includes an (\$11mm) adjustment for other post-retirement benefit credit for comparability purposes.

(7) Includes interest income, foreign exchange gain (loss) - corporate, non-cash adjustment for equity accounted items, working capital adjustment, and (gain) loss on sale of assets.

Note: Figures may not sum due to rounding.

# Segment Level Information



## 2018 - 2022 Volumes, Adj. EBITDA and Capital

(C\$mm / Volumes in million)

	2018 FY	2019 FY	2020 FY	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY
<b>Infrastructure:</b>													
Volume (barrels in millions)	377	439	408	114	110	114	129	467	119	122	141	124	506
Revenues	\$392	\$413	\$465	\$124	\$144	\$125	\$127	\$520	\$129	\$135	\$133	\$129	\$526
Operating expenses & other	(108)	(114)	(91)	(16)	(27)	(22)	(21)	(86)	(22)	(25)	(23)	(20)	(91)
Adjustments from equity accounted investees	-	1	(1)	0	0	1	1	3	2	2	2	1	7
<b>Adjusted EBITDA <sup>(1)(2)(3)(4)(5)</sup></b>	<b>\$283</b>	<b>\$300</b>	<b>\$374</b>	<b>\$109</b>	<b>\$118</b>	<b>\$104</b>	<b>\$106</b>	<b>\$436</b>	<b>\$109</b>	<b>\$112</b>	<b>\$111</b>	<b>\$110</b>	<b>\$442</b>
Growth Capital	219	229	175	16	29	38	36	118	29	18	14	13	74
Equity Investments	-	-	121	13	10	6	-	29	-	-	-	2	2
<b>Total</b>	<b>219</b>	<b>229</b>	<b>296</b>	<b>28</b>	<b>39</b>	<b>44</b>	<b>36</b>	<b>148</b>	<b>29</b>	<b>18</b>	<b>14</b>	<b>16</b>	<b>76</b>
Replacement Capital	18	18	20	2	4	8	8	23	2	6	8	7	22
<b>Marketing:</b>													
Crude and NGL Volume	132	138	154	47	55	50	51	203	57	51	58	53	218
Refined Products Volume	7	8	6	2	2	2	2	7	1	1	2	2	7
Volume (barrels in millions)	139	146	160	49	57	53	53	210	58	52	60	54	224
Revenues	\$7,191	\$7,455	\$4,665	\$1,547	\$1,587	\$1,741	\$2,088	\$6,964	\$2,651	\$3,125	\$2,592	\$2,460	\$10,828
Cost of Sales & other expenses	(6,988)	(7,260)	(4,571)	(1,541)	(1,582)	(1,727)	(2,072)	(6,922)	(2,620)	(3,119)	(2,547)	(2,420)	(10,706)
Unrealized gains and losses on financial instruments	(1)	(3)	10	(4)	13	2	(10)	2	(10)	6	3	(3)	(4)
<b>Adjusted EBITDA <sup>(5)</sup></b>	<b>\$202</b>	<b>\$192</b>	<b>\$104</b>	<b>\$3</b>	<b>\$19</b>	<b>\$16</b>	<b>\$6</b>	<b>\$43</b>	<b>\$21</b>	<b>\$12</b>	<b>\$48</b>	<b>\$37</b>	<b>\$118</b>
Growth Capital	-	-	5	0	1	1	1	2	5	-	11	-	16
Replacement Capital	-	-	-	-	-	-	-	-	-	-	-	-	-

(1) 2019 includes a \$15mm adjustment for one-time future environmental remediation provision for comparability purposes.

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