





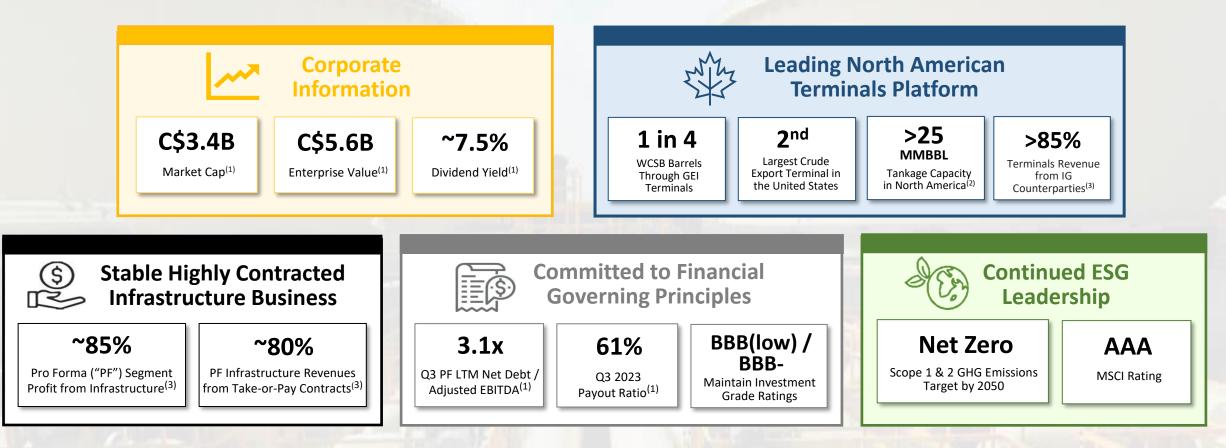
## **INVESTOR PRESENTATION**

#### NOVEMBER 2023



# Gibson Energy Snapshot (TSX: GEI)

Gibson is a diversified North American energy infrastructure platform underpinned by high quality terminal assets



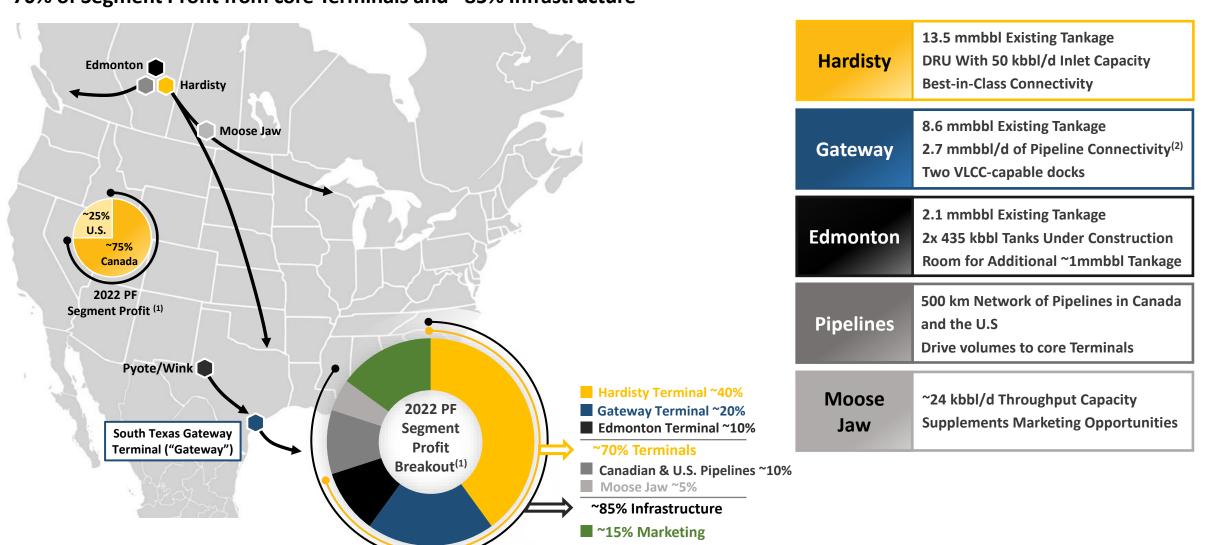
All data as of October 31, 2023, unless otherwise noted.

(1) Metrics do not have standardized meanings under GAAP – refer to "Specified Financial Measures" slide; this and subsequent slides contain references to "Q3 2023 PF", which reflect pro forma financial information that gives effect to the Transaction (as defined below) as if it had closed on October 1, 2022, assumes Gateway (as defined below) is included in the Company's Infrastructure segment and reflects an adjustment of \$16.8mm for an environmental remediation provision in Q2 2023; please refer to "Presentation of Pro Forma Financial Information" on the "Specified Financial Measures" slide; see "Financial Position and Maturity Profile" on slide 27 for Q3 2023A Net Debt to Adjusted EBITDA and Q3 2023A Payout Ratio metrics. (2) Inclusive of three 435 kbbl tanks currently under construction.

(3) Based on pro forma 2022A financials.

Note: This and subsequent slides contain pro forma financial information giving effect to the acquisition of South Texas Gateway Terminal LLC ("Gateway"), which closed on August 1, 2023 and the related subscription receipt and note offerings, which closed on June 22, 2023 and July 12, 2023, respectively (collectively, the "Transaction"); references to "2022 PF" or "Pro Forma" reflect pro forma financial information that gives effect to the Transaction as if it had closed on January 1, 2022 and assumes Gateway is included in the Company's Infrastructure segment; please refer to "Presentation of Pro Forma Financial Information" on the "Specified Financial Measures" slide.

# **Liquids Infrastructure Focused**



~70% of Segment Profit from core Terminals and ~85% Infrastructure<sup>(1)</sup>

Source: EIA, Port of Corpus Christi, RBN, vendor estimates.

Based on 2022 PF Segment Profit.

(2) Connectivity to the Permian and Eagle Ford basin; assumes completion of connection to Plains Cactus pipeline system currently in progress.

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# **Strategically Located Terminal Assets**

## Over 25 mmbbl of total terminal capacity at strategically situated North American hubs



## 13.5 mmbbl

- Leading market position in the heart of the strategic Hardisty footprint
- Touches 1 in 4 barrels in the WCSB
- Exclusive access to the only unit train rail terminal at Hardisty through USD joint venture
- Diluent Recovery Unit ("DRU") with 50 kbbl/d inlet capacity
  - Potential for additional DRU phases

### 3.0 mmbbl<sup>(1)</sup>

- Strategically situated with respect to major egress pipelines (Enbridge and Trans Mountain Pipeline) and major refineries (Imperial and Suncor)
- Two tanks under construction (870 kbbl) sanctioned in May 2023 with Cenovus Energy

### 8.6 mmbbl

- Second-largest U.S. crude oil export terminal by capacity<sup>(2)</sup>
- One of only two Texas Gulf Coast crude export terminals with VLCC capabilities
- Up to 2.7 mmbbl/d of pipeline connectivity to the Permian basin<sup>(3)</sup>
- Opportunity to increase storage capacity and/or throughput

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# **Focused Strategy**

### Premier liquids infrastructure assets to underpin compelling per share growth over time

#### **Leverage Terminals Position**

- Terminals represent ~70% of PF Segment Profit<sup>(1)</sup>
- Dominant market position in strategic locations including Hardisty (Alberta), Edmonton (Alberta) and Corpus Christi / Ingleside (Texas)
- Continue to target sanctioning tankage
- Seek to expand Gateway dock capacity, storage capacity and long-term committed volumes

#### **Quality Cash Flows**

- ~85% of PF Segment Profit from the Infrastructure segment<sup>(1)</sup>
  - Infrastructure-only payout ratio of 79% at Q3 2023<sup>(2)</sup>
- Nearly all infrastructure revenue from stable, long-term take-or-pay or fee-for-service contracts<sup>(3)</sup>
- PF Terminals revenue >85% from Investment Grade counterparties<sup>(4)</sup>



### **Complementary Growth**

- Target deploying \$150 \$200mm in Infrastructure capital per year over the long-term
  - 2023 target up to \$150mm
- Exploring opportunities around energy transition

#### **Strong Balance Sheet**

- Q3 2023 PF LTM Net Debt to Adjusted EBITDA of 3.1x is below the target range of 3.0 to  $3.5x^{(2)}$ 
  - On an infrastructure-only basis at 3.7x at PF LTM Q3 2023, well below a target of no greater than 4x<sup>(2)</sup>
- Fully-funded for all targeted capital
- Investment grade credit ratings from S&P: BBB– and DBRS: BBB (low)

(3) Based on 2022 PF Revenues; credit ratings as at September 30, 2023.

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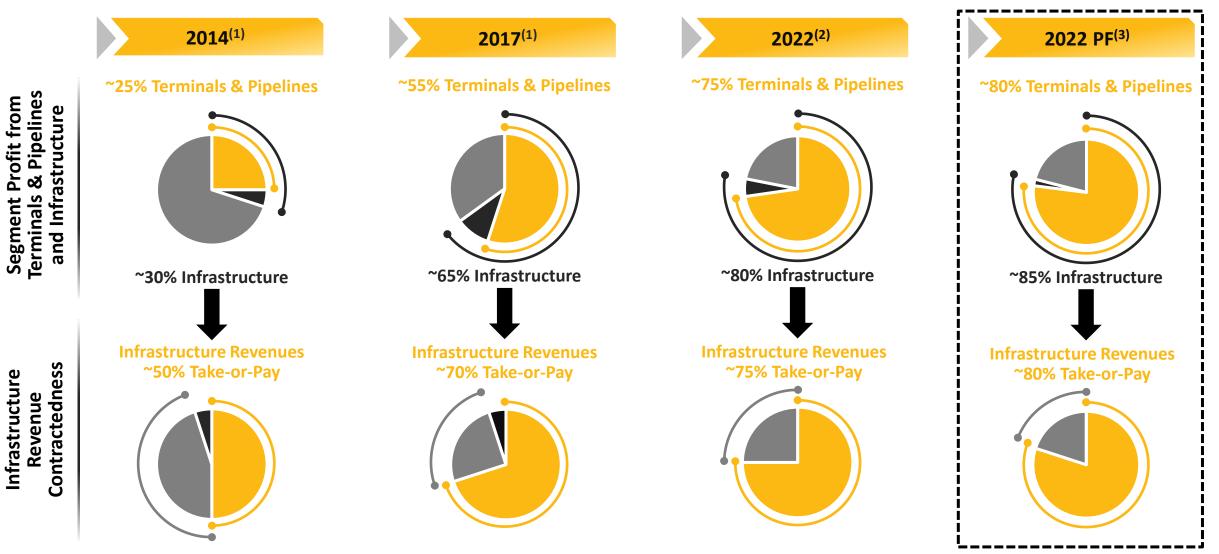
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<sup>(1)</sup> Based on 2022 PF Segment Profit.

<sup>(2)</sup> Net Debt, Adjusted EBITDA and Infrastructure-only Payout ratio do not have standardized meaning under GAAP; see "Forward-Looking Statements Notice" slide and "Presentation of Pro Forma Information" on the "Specified Financial Measures" slide. (3) Take-or-pay intercompany contracts currently represent approximately 20% of Infrastructure revenues, with the proportion expected to decline over time.

# **Complete Transformation of Business**

Repositioned from diverse mix of business lines to focused energy infrastructure



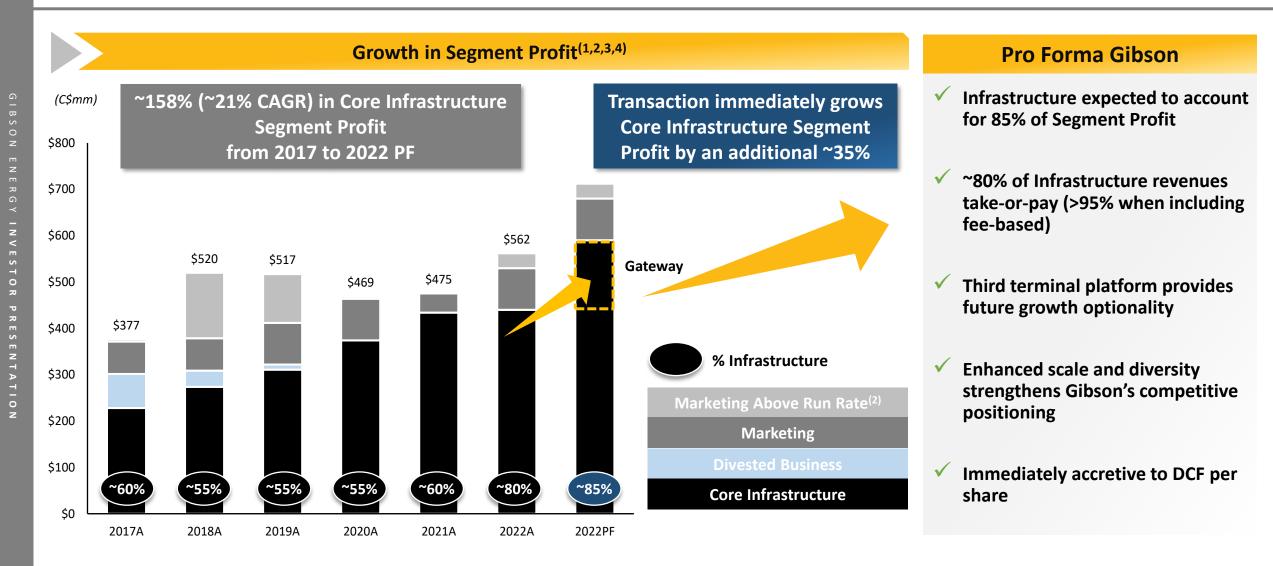
(1) Based on Segment Profit; 2014 and 2017 adjusted for estimated finance lease payments to improve comparability with current presentation.

(2) Take-or-pay intercompany contracts currently represent approximately 20% of Infrastructure revenues, with the proportion expected to decline over time. (3) Based on 2022 PF Segment Profit.

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(1) Segment Profit illustratively adjusted for estimated finance leases under IFRS 16 for 2017 to improve comparability with current presentation.

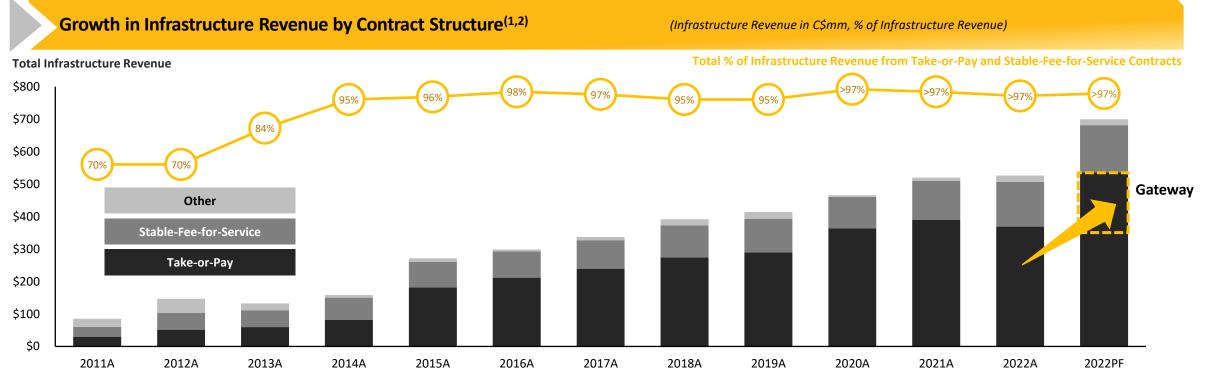
(2) Long-term run rate for Marketing Segment Profit assumes C\$80 - C\$120mm per year for 2019 forward, where previously the range assumed was C\$60 - C\$80mm; Marketing Outperformance reflective of earnings above the upper-bound of the Marketing Long-Term Run Rate where Marketing Long-Term Run Rate and Marketing Outperformance sum to equal Marketing Segment Profit as disclosed in Q4 2022 MD&A.

(3) 2022 average CAD/USD FX rate of 1.3011.(4) Based on 2022 PF Segment Profit.

# Infrastructure Revenue by Contract Structure

### Delivered ~20% Infrastructure Revenue CAGR since 2011 driven by Take-or-Pay revenues

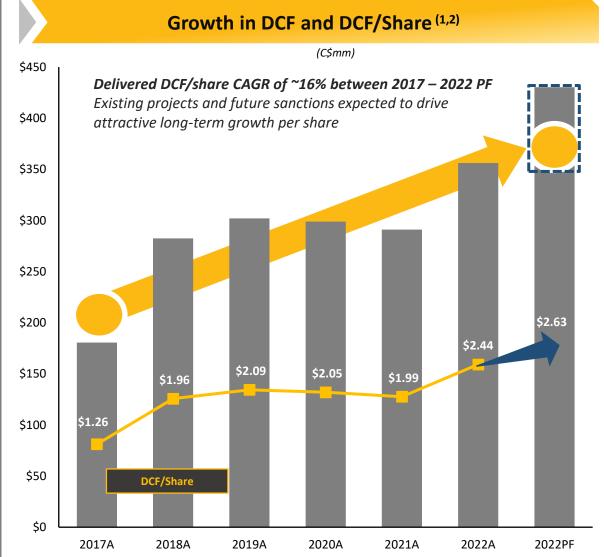
- Growth in proportion of Take-or-Pay revenues within Infrastructure reflective of capital discipline and adherence to financial governing principles over the past decade
  - Stable fee-based component from Infrastructure has been ratable over time, as it is driven by volumes from the oil sands which show limited variability with commodity prices
  - Nearly all Infrastructure Revenue underpinned by long-term contracts with investment grade counterparties given operational nature and scale of business required to operate an oil sands project



(1) Approximately 20% of current take-or-pay Infrastructure revenues and 35% of current total Infrastructure revenues from intercompany payments (2) Based on 2022 PF Revenue.

# **Distributable Cash Flow Growth**

### Sustained growth in core Infrastructure driving meaningful DCF per share growth



- Distributable Cash Flow per share has grown at a 16% CAGR since the transformation of the business began in 2017<sup>(1,2)</sup>
  - 2022 Pro Forma included the impact of ~20mm new shares issued in August 2023 pursuant to Gibson's subscription receipt offering in conjunction with Gateway
- At the Segment Profit level, largely driven by an increase in Infrastructure
  - Deployed over \$1B in Infrastructure Growth Capital 2018 through 2022 at an aggregate EBITDA build multiple within the targeted 5x – 7x range
- Have been cost focused and disciplined throughout the business, driving meaningful improvements between 2017 and 2022:
  - G&A has decreased
  - Interest decreased ~30%, a result of securing Investment
     Grade credit ratings and re-financing all debt
  - Lease Costs have decreased by about one-third, mostly due to focus on reducing rail car fleet

(1) Distributable Cash Flow, Distributable Cash Flow per share and compounded annual growth rate of Distributable Cash Flow do not have standardized meanings under GAAP; see "Specified Financial Measures" slide. (2) Based on 2022 PF Distributable Cash Flow and 2022 PF includes ~20 million new shares issued in August 2023 pursuant to Gibson's offering of subscription receipts in connection with the Transaction.

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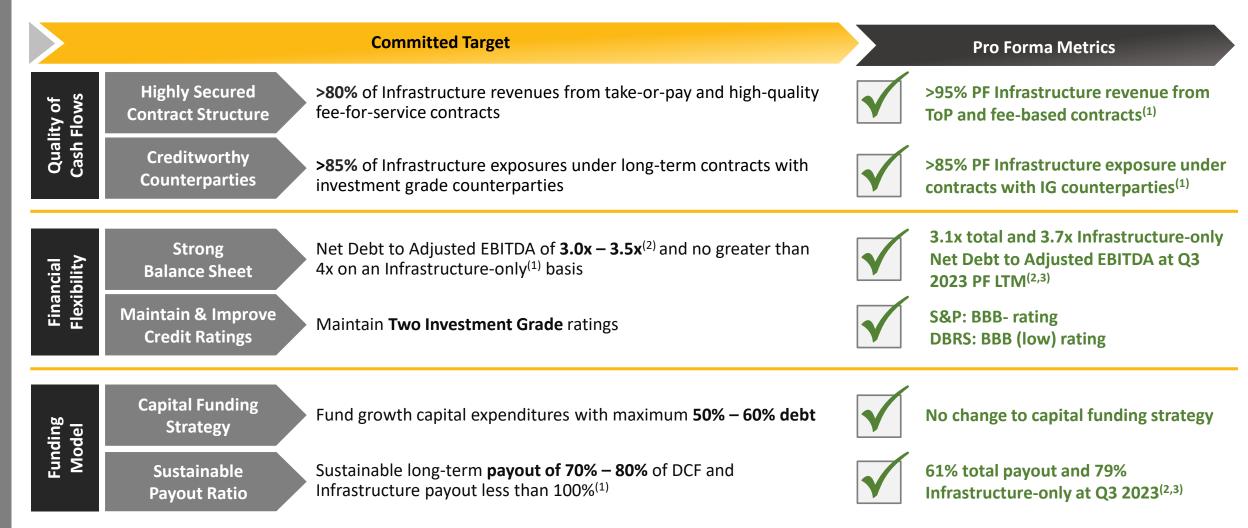
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### Gibson maintains a strong pro forma financial position by adhering to existing targets



(1) Based on 2022 PF Revenue.

(2) Net Debt to Adjusted EBITDA, Infrastructure-only Net Debt to Adjusted EBITDA, payout ratio, and Infrastructure-only Payout ratio do not have standardized meanings under GAAP; see "Specified Financial Measures" slide.

(3) See "Forward-Looking Statements Notice" slide and "Presentation of Pro Forma Information" on the "Specified Financial Measures" slide; see "Financial Position and Maturity Profile" on slide 27 for Q3 2023A Net Debt to Adjusted EBITDA and Q3 2023A Payout Ratio metrics.

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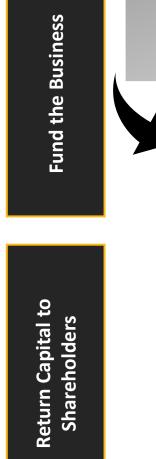
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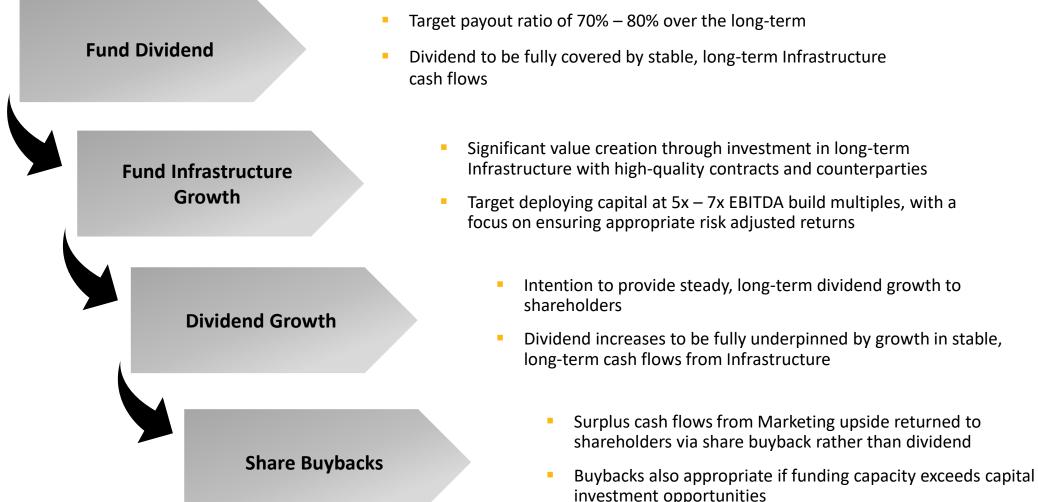
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# **Long-Term Capital Allocation Priorities**

## Priority remains to fund the business and then return capital when business is fully-funded





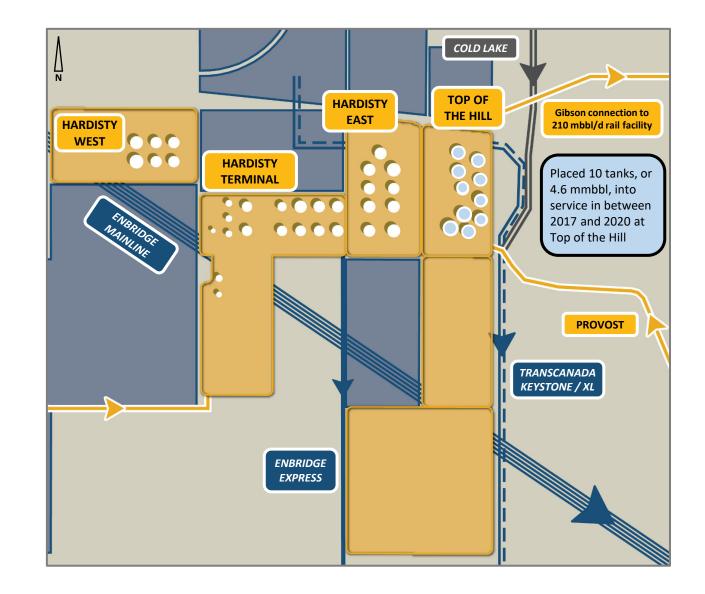
### Future opportunities to grow at Hardisty at an attractive EBITDA build multiple

#### **Dominant Land Position**

- Located at the heart of the Hardisty footprint
- 240 acres of land holdings adjacent to existing tankage plus additional land surrounding ensures decades of running room

### **Exclusive Rail Access**

- Exclusive access to the only unit train rail terminal at Hardisty through joint venture with U.S. Development Group ("USD")
- Current capacity of ~210,000 bbl/d (~3.5 unit trains per day), with ability to expand
- Development of the DRU increases demand for rail access



# Hardisty Terminal – Best-in-Class Connectivity

### Replicating Gibson's competitive position not possible and is cost prohibitive

#### **Superior Connectivity**

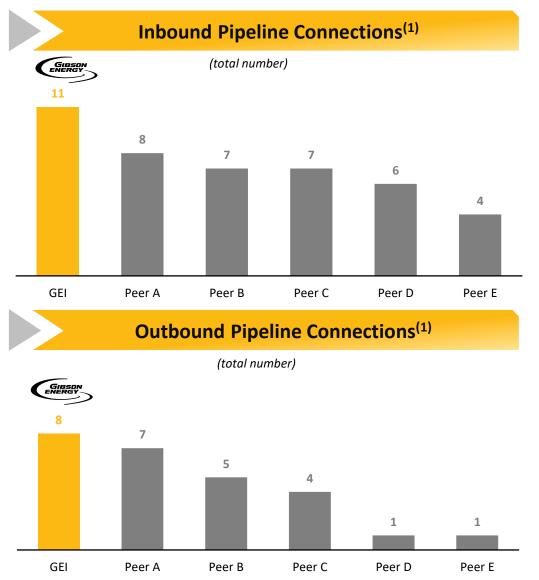
- Flexibility offered by Gibson's existing best-in-class connectivity provides a wide moat at Hardisty
- Key consideration for customers as it helps production volumes reach market at the best price
- Gibson's connectivity advantage built over decades and would be impossible to replicate today
- Due to both cost and difficulties in securing connection agreements with competitors

### Independent Operator

- Focused on terminal operation with primary objective of improving customers' market access
- No preference of where customers bring in or send their crude

#### **Cost Focused**

- Leveraging existing interconnectivity results in cost advantage on new opportunities for Gibson relative to competitors
- Track record of placing new tankage into service on-time and on-budget
- Long useful life with limited maintenance capital required



(1) Peers include Enbridge, Flint Hills, Husky, Inter Pipeline, and TC Energy (peers are not linked between charts)

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# DRU at Hardisty – Overview

### High-quality infrastructure project leveraging and extending Hardisty position

#### **First DRU in WCSB**

- 50%/50% joint venture between Gibson and USD
- Underpinned by 10-year contract with ConocoPhillips Canada for 50,000 bbl/d of inlet capacity
- Placed in-service in late 2021

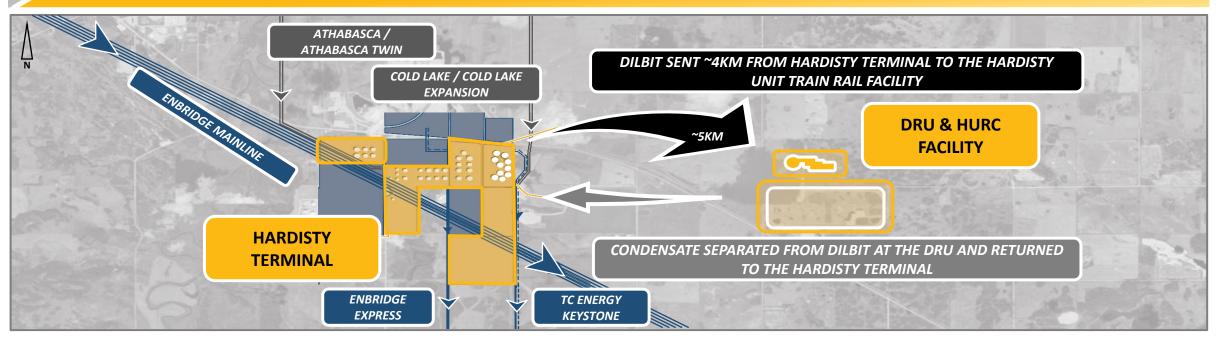
#### **Extension of Hardisty**

- Further improves the Gibson's best-inclass connectivity at Hardisty; sole access point for DRU egress out of WCSB
- DRU customers require contracted tankage at Gibson's Hardisty Terminal and capacity at HURC

### **Attractive Future Expansions**

- See first-mover advantage, demonstrating ability to compete directly with pipelines
- 50,000 bbl/d increments good fit with brownfield oil sands projects
- Target 5x 7x EBITDA build multiple

### **Hardisty Terminal and HURC Overview**



# **Gateway Terminal – Overview**

Premier Asset with Unique Commercial, Operational and Locational Advantages



Second largest U.S. crude export terminal by throughput<sup>(1)</sup>



Gateway is currently one of two terminals in North America capable of loading two VLCCs simultaneously



Ingleside uniquely positioned to directly load VLCCs with lower transit times and fees than other terminals



**Strategically connected** to three newly built Permian pipeline systems and one Eagle Ford pipeline system<sup>(2)</sup>

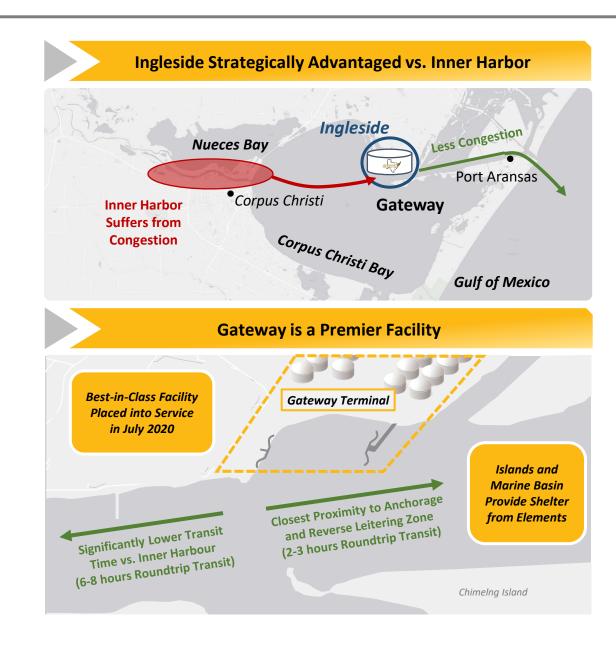


Unique WTI and WTL fungible storage model enables customer efficiency, scale and value



**Greenfield, purpose-built and technologically advanced** facility that provides reliable service to customers

Source: EIA, Port of Corpus Christi. (1) Per RBN; second largest facility based on 2022A volumes. (2) Connection to Plains Cactus pipeline system currently in progress.



# Gateway Terminal – Best-In-Class Export Capabilities

### Storage and Export Operations with VLCC Capabilities- Highly Complementary to Gibson's Existing Business

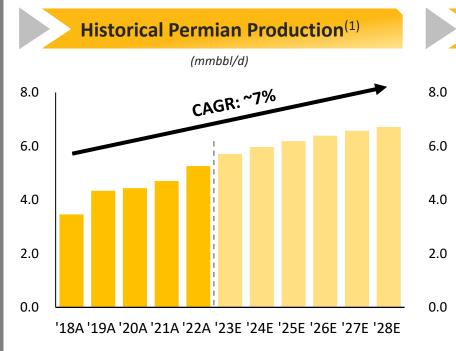
#### **Key Asset Details**

| Location             | • | Ingleside, Texas (Port of Corpus Christi)<br>Closest terminal to Corpus Christi anchorage and<br>offshore lightering zone         |
|----------------------|---|---|
| In-service Date      |   | July 2020   |
| Basin Connectivity   | • | Permian and Eagle Ford  |
| Pipeline Capacity    | • | Up to 2.7 mmbbl/d <sup>(1)</sup>  |
| Pipeline Connections | ÷ | Permian: Gray Oak, Cactus <sup>(1)</sup> , EPIC<br>Eagle Ford: Harvest  |
| Export Capacity      | • | Two VLCC-capable docks  |
| Current Throughput   |   | Achieved record volumes of over 670 kbbl/d in<br>March 2023, averaging ~600 kbbl/d in Q2 2023                                     |
| Storage Capacity     | • | 8.6 mmbbl across 20 tanks<br>Footprint to develop multiple new tanks  |
| Contract Life        | • | Weighted average contract life of 3+ years<br>Current macro export fundamentals are<br>favourable for the re-contracting strategy |

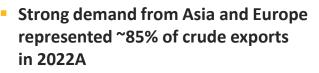




### U.S. Export Macro Favourable for the Re-contracting Strategy



- Low-cost Permian crude oil production expected to drive long-term U.S. supply
  - Corpus Christi well-connected through three key long-haul pipeline systems
  - Incremental production ideal for exports as regional refining capacity has already maximized Permian crude utilization



 Security of supply, WTI-Brent differential and crude quality compatibility are key factors underpinning demand growth

'18A '19A '20A '21A '22A '23E '24E '25E '26E '27E '28E

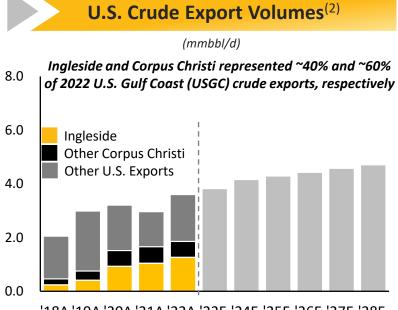
U.S. Export Demand by Geography<sup>(1)</sup>

Other

(mmbbl/d)

Europe

 VLCCs have become preferred vessel class for both Asia and Europe



'18A '19A '20A '21A '22A '23E '24E '25E '26E '27E '28E

- Ingleside has become the leading USGC export hub given its unique advantages
  - Ability to directly load VLCCs reduces customer freight cost, time and risk
  - Significantly lower Port transit times and fees vs. other Corpus Christi Inner Harbor and USGC export terminals
  - Direct-to-water Permian connectivity ensures integrity of crude export quality

Source: EIA, Port of Corpus Christi, RBN Energy.

(1) Historical data per EIA; forecasted data based on RBN estimates

(2) Historical Port of Corpus Christi data per Port of Corpus Christi and historical total U.S. crude export volumes per EIA; forecasted data based on RBN estimates

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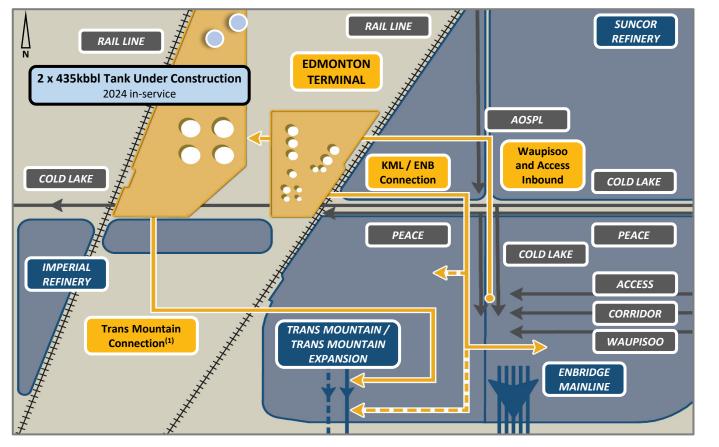
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# **Edmonton Terminal – Overview**

### Attractive terminal position with three tanks under construction

- Long-term MSA in place with principal customer at the terminal that also contemplates the potential future sanction of additional infrastructure on a fixed-fee basis and 25-year term
- Biofuels blending project sanctioned under the MSA and placed into service in Q2 2022
- Constructed 1 x 435kbbl tank for new investment grade energy customer and placed into service in Q3 2023
- Constructing 2 x 435kbbl tanks for investment grade, senior oil sands customer for late 2024 in-service



#### **Essential Location**

- Located at the heart of the Edmonton Industrial Area
- Next to two major refineries
- Have land position to add up to ~1.0mmbbl of tankage beyond tanks currently under construction

### **Flexible Egress Access**

- Near both major egress pipelines (Enbridge and Trans Mountain/TMX)<sup>(1)</sup>
- Access to both CN/CP rail lines
- Flexibility to offer both crude oil or refined products storage as well as inbound/outbound terminalling to customers

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### Creates value for customers and drives volumes to Gibson's Infrastructure assets

#### **Refined Products**

 Refined Products leases the Moose Jaw Facility from the Infrastructure segment, sourcing feedstocks and marketing the refined products that are produced by the facility



- Physically source hydrocarbons, providing increased liquidity and creating market access solutions for the Company's customers
- Drives volumes to both the Hardisty and Edmonton Terminals, as well as Gibson's other infrastructure assets





#### Asset Optimization

 Location, quality or time-based opportunities with focus on not being long or short on the underlying commodity or taking open positions



# **Sustainability Journey**

### Strong foundation enables impactful and meaningful strides in the future

- Gibson acknowledges its role and responsibility in shaping a better tomorrow
- The company is committed to operating sustainably and to integrating ESG considerations deeper across the organization
- Gibson recognizes the work that remains and are moving into the next step of its sustainability journey with energy and renewed ambition

|    | 2020  | 2021   | 2022   | 2023   |
|----|---|--|--|--|
| Q1 | Appointed ESG expert, Judy Cotte,<br>to Gibson's Board of Directors<br>Launched Women Development<br>Program to develop future leaders<br>in the areas of finance, marketing,<br>operations and engineering | Announced Sustainability and ESG<br>targets to further embed Gibson's<br>ESG efforts and aspirations<br>Expanded D&I Policy and implemented new<br>Labor and Human Rights Policy         | Appointed Heidi Dutton to Gibson's Board<br>Recognized as one of Alberta's Top 75<br>Employers and Canada's Best Diversity<br>Employers  | Recognized as one of Alberta's Top 75<br>Employers and Canada's Best Diversity<br>Employers for the second year in a row   |
| Q2 | Published Gibson's inaugural<br>Sustainability Report<br>Expanded the number and weighting<br>of ESG related targets and metrics into<br>Gibson's compensation program                                      | Became the first public energy<br>company in North America to fully transition<br>its floating rate revolving<br>credit facility to a sustainability-linked<br>revolving credit facility | Completed fuel switching project<br>at Moose Jaw Facility, reducing emissions<br>Placed the Biofuels Blending Project<br>into service with customer Suncor                             | Published Gibson's Indigenous Peoples Policy<br>Completed company-wide biodiversity<br>assessment  |
| Q3 | Published response to the<br>CDP Climate Change Questionnaire<br>Appointed Peggy Montana<br>to Gibson's Board of Directors  | Maintained A- leadership level for<br>Gibson's second annual response to<br>the CDP Climate Change Questionnaire   | Appointed Diane Kazarian to Gibson's<br>Board, achieving >40% Board gender<br>diversity<br>Published Gibson's Indigenous<br>Relations Guiding Principles                               | Completed acquisition of the South Texas<br>Gateway Terminal, maintaining Gibson's<br>sustainability profile and further reducing<br>our industry-leading carbon intensity<br>Announced Power Purchase Agreement with<br>Capstone Infrastructure Corporate and |
| Q4 | Announced signature \$1mm multi-year<br>partnership with Trellis to support youth<br>mental health<br>Received a CDP Climate Change leadership<br>score of A- for the submission made in Q3<br>2020         | Published inaugural TCFD Report &<br>Sustainability Performance Data Update<br>Announced commitment to achieve<br>Net Zero emissions by 2050   | Published 2021 Sustainability Report,<br>including a report on progress towards<br>the 2025 and 2030 ESG targets<br>Achieved CDP leadership score of A- for the<br>third year in a row | <ul> <li>Sawridge First Nation</li> <li>Published Sustainability Update Report,<br/>including 2022 Sustainability Performance<br/>Data</li> </ul>  |

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### Committed to continue embedding sustainability and ESG in all areas of the business

- Gibson works hard to minimize emissions and energy use while promoting resource conservation and environmental stewardship
- Remaining committed to reducing environmental impact by measuring performance and setting targets for continuous improvement



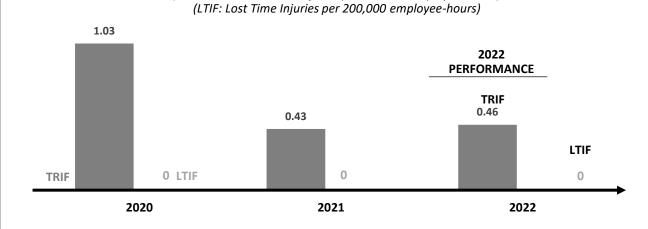
# **Priority on Health and Safety**

### Focus on health and safety is yielding results

- Gibson is committed to continually improving its safety performance, enhancing its safety culture and promoting health and wellness
- Gibson has a dedicated Board Health and Safety Committee that is responsible for overseeing and supporting the Company's Environment, Health and Safety (EHS) policies, programs, goals, initiatives and management systems

#### Achievements

- In 2022, Gibson met its target of achieving top quartile safety performance among peers for the second year in a row
- Maintained Lost Time Injury Frequency, Recordable Vehicle Incident Frequency and Fatality rates of zero for both employees and contractors for the third year in a row
- Contributing to industry-leading, top-quartile employee Total Recordable Injury Frequency, only two employee recordable injuries occurred that were
  each very low in severity



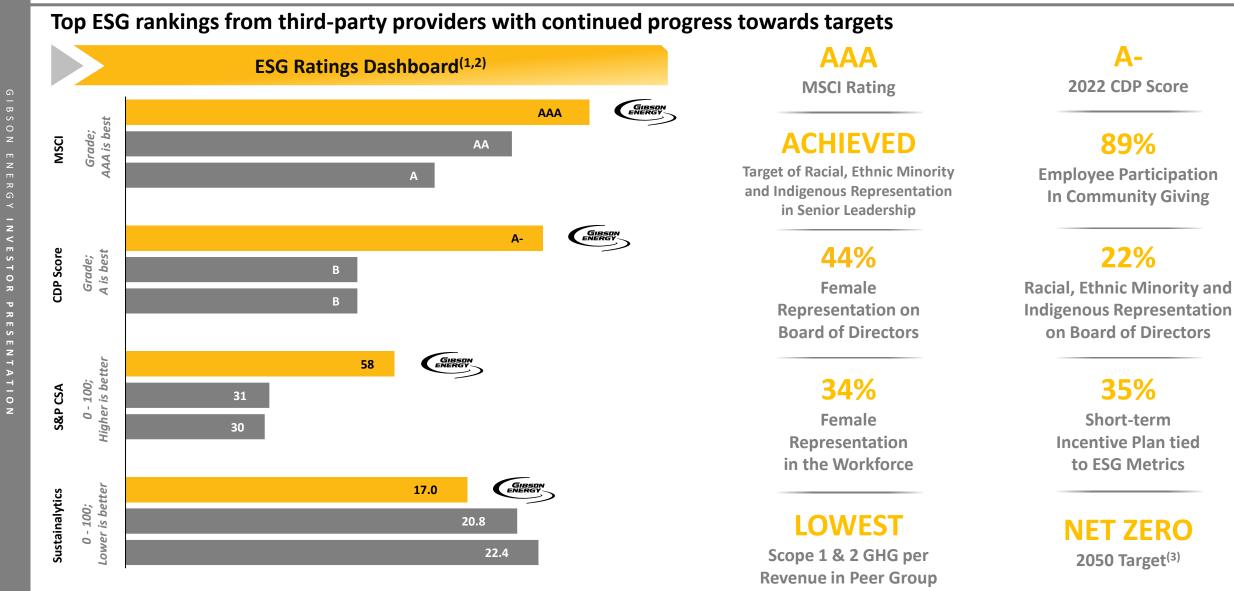
**Total Recordable / Lost Time Injury Frequency** 

(TRIF: Total Recordable Injuries per 200,000 employee-hours)



Launched the Mission Zero Program in 2020 to drive continued improvement in Gibson's EHS performance and reflect its commitment to the health and safety of its people and the environment

# **Sustainability Performance**

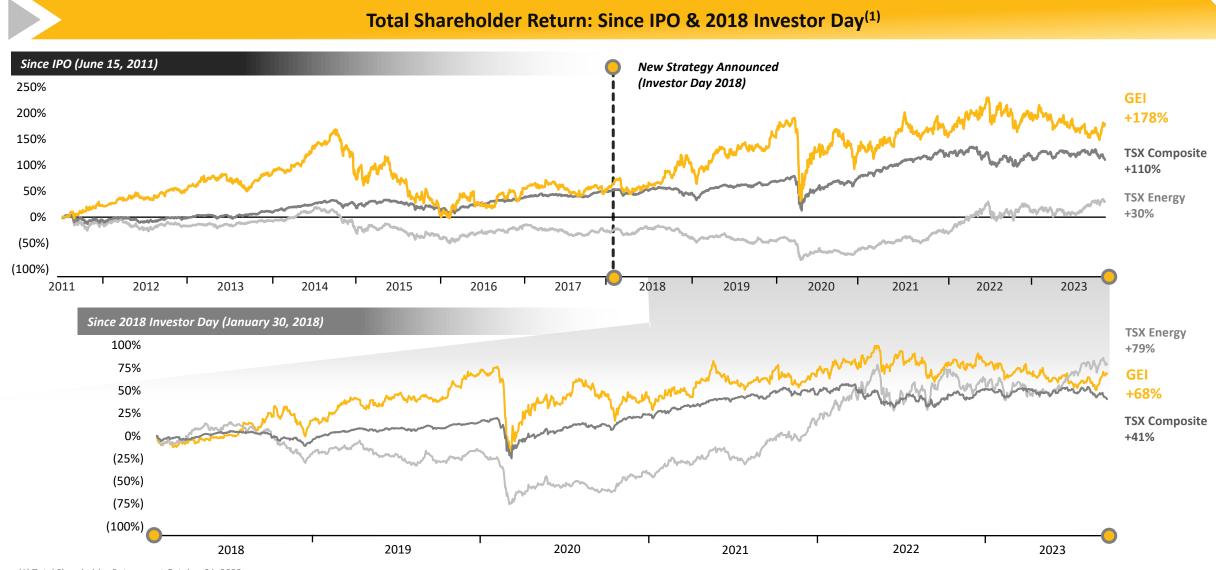


(1) Calculated as average CDP, S&P CSA, MSCI and Sustainalytics ESG Ratings rank vs. direct peers (PPL and KEY); peers not linked between charts.
(2) ESG Ratings as at September 30, 2023.
(3) Scope 1 & 2 emissions.



## **Superior Long-Term Shareholder Returns**

### **Consistent outperformance of the TSX Composite and TSX Energy indices**



(1) Total Shareholder Return as at October 31, 2023.

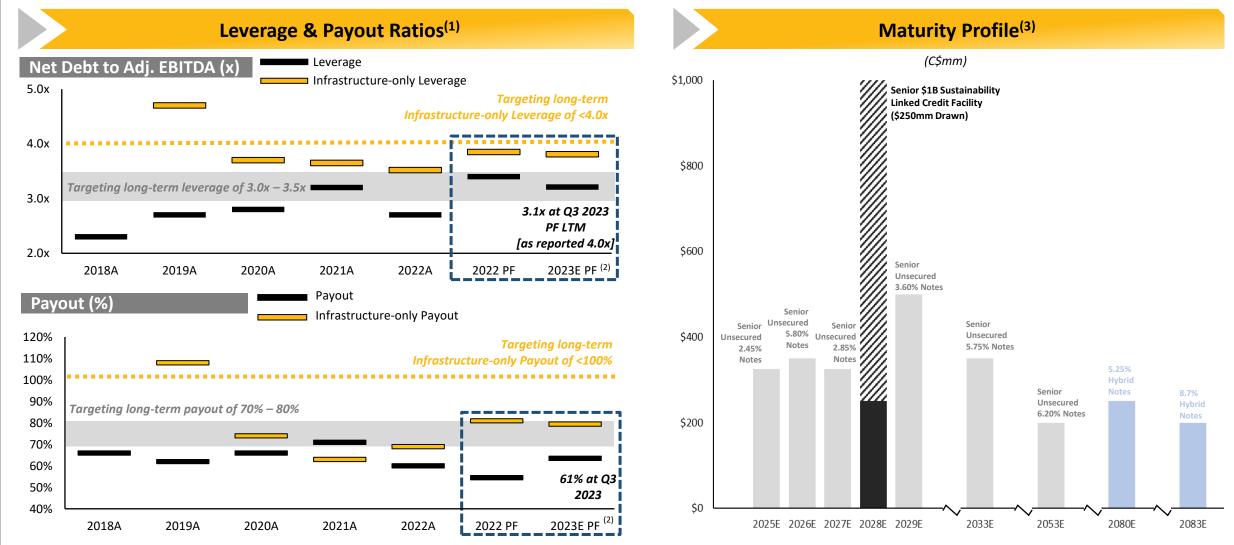
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# **Financial Position and Maturity Profile**

Leverage & Payout below target, significant available liquidity and no near-term maturities



(1) Net Debt, Adj. EBITDA, infrastructure-only Leverage ratio and infrastructure-only Payout ratio do not have standardized meaning under GAAP; see "Specified Financial Measures" slide.

(2) See "Forward-Looking Statement Notice" slide and "Presentation of Pro Forma Information" on the "Specified Financial Measures" slide.

(3) Floating rate revolving credit facility; drawn balance as at September 30, 2023. Bilateral facilities not included in revolving credit facility amounts.

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# **Sustainability Targets**

| ENVI  | RONMENT   | 2025 TARGET  | 2030 TARGET                                  |
|---|---|--|--|
| C   | OVERALL GHG INTENSITY Reduce overall greenhouse gas intensity   | 15%  | 20%  |
|   | PROCESSING GHG INTENSITY TARGET Reduce aggregate greenhouse gas intensity   | 30%  | 40%  |
|   | STORAGE & HANDLING GHG INTENSITY TARGET Reduce aggregate greenhouse gas intensity   | 60%  | 95%  |
| <ul> <li>2</li> </ul>   | <b>INDIRECT EMISSIONS (SCOPE 2)</b> Reduce absolute Scope 2 emissions across the business   | 50%  | 100%   |
| Â   | <b>DIRECT EMISSIONS (SCOPE 1 &amp; 2)</b> Reduce absolute Scope 1 & 2 emissions (Moose Jaw Facility)                                | 15%  |  |
|   | NET ZERO SCOPE 1 & 2 EMISSIONS by 2050  |  |  |
| SOCI  | AL  | 2025 TARGET  | 2030 TARGET                                  |
|   | WOMEN IN THE WORKFORCE<br>At least 1 woman holds an SVP or above role   | > 40% of workforce<br>> 33% of VP & above roles        | > 43% of workforce > 40% of VP & above roles |
|   | RACIAL & ETHNIC MINORITY REPRESENTATION<br>At least 1 racial & ethnic minority and/or Indigenous Persons holds an SVP or above role | > 21% of workforce                                     | > 23% of workforce                           |
|   | INDIGENOUS REPRESENTATION<br>At least 1 racial & ethnic minority and/or Indigenous Persons holds an SVP or above role               | > 2.5% of workforce                                    | > 3.5% of workforce                          |
| ()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>( | COMMUNITY Community Contributions   | At least \$5 MILLION (minimum of \$1 million annually) |  |
|   | <b>COMMUNITY</b> Maintain leadership in workforce participation in Gibson's community giving program                                | At least 80% participation                             |  |
|   | TOTAL RECORDABLE INJURY FREQUENCY (TRIF)  | Top quartile safety performance                        |  |
| GOV   | ERNANCE   | TARGET   |  |
|   | WOMEN REPRESENTATION Board of Directors   | 2025 > 4 <b>0</b> %                                    |  |
|   | RACIAL & ETHNIC MINORITY AND/OR INDIGENOUS REPRESENTATION Board of Directors  | 2025 At least One Board Mem                            | ber  |
|   | SUSTAINABILITY LEADERSHIP   | ONGOING Maintain top quarti<br>ESG rating agencies     | le performance from third party              |
| ß   | PROTECTION OF ASSETS  | <b>ONGOING</b> Ensure robust cyber                     | rsecurity measures are in place              |
|   |   |  |  |

Note: All targets are established on a 2020 baseline and intensity targets include Scope 1 and 2 emissions; see "Forward-Looking Statement Notice" slide.

# **Forward-Looking Statement Notice**

#### Definitions

Scope 1 emissions are direct emissions from facilities owned and operated by Gibson. Scope 2 emissions are indirect emissions from the generation of purchased energy for Gibson's owned and operated facilities. Scope 3 emissions are indirect emissions not included in Scope 1 or Scope 2 that Gibson indirectly impacts in its value chain. All references in this presentation to Net Zero include Scope 1 and Scope 2 emissions. All references in this presentation to Gibson's business and asset base are only inclusive of the equity portion of facilities Gibson owns and operates. Leverage ratio is calculated as Net Debt over Adjusted EBITDA.

#### Forward-Looking Statements

Certain statements contained in this document constitute forward-looking information and statements (collectively, forward-looking statements). These statements relate to future events or Gibson's future performance. All statements of historical fact are forward-looking statements. The use of any of the words "anticipate", "gent", "contemplate", "contemplate", "setimate", "esetimate", "esetimate", "performance. All statements thereof, including with respect to the acquisition of South Texas Gateway Terminal LLC ("STLLC" or "Gateway"); the buisness and financial prospects and opportunities of Gibson, potential additional DRU phases; trageting sanchiconing tankage; the anticipated benefits of the acquisition of STLLC, and the timing thereof; forecast of and participate and payout ratios and maturity profile and the driver thereof; the pro forma financial information as a result of the acquisition of STLLC" or "Gateway"); the buisness and financial information as a result of the acquisition of STLLC, Gibson's sustainability and ESG targets and expected ESG and sustainability disclosures; business artetage and funding sources thereof; funding capacity, Gibson's compatitive positions of management (including with respect or existing and future counterparties and contracts; intercompany contracts and the compositions thereof or various project; Gibson's songetitive position and anticipated infravincure investment and growth; porture and contracts; interdom sources; Gibson's pointies and phonorunities and opticularing sources thereof; funding capacity; Gibson's compatitive position; directed Infravincure investment and growth; contracts and the compositions three position and timing and funding sources thereof; forcal fact are forward-looking statements. Forward-looking statements and contracts; interdom sources of random proving ites and the answerd is and proving ites and proving ites and proving ites and position of STLC; Gibson's Subie softime and position; structure investment and growth; prove are inclosed and c

The forward-looking statements reflect Gibson's beliefs and assumptions with respect to, among other things, future operating and financial results, including annual segment profit; the purchase price of the acquisition of STLLC, subject to post-closing adjustments; the purchase price of the acquisition of STLLC, subject to post-closing adjustments; the purchase price of the acquisition of STLLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price of the acquisition of STLC, subject to post-closing adjustments; the purchase price prices pursuant to the operating and maintenance acreesent buicts in which the construction projects; Buckeye Peelopment & Logistics IIIC's (Buckeye') ability to pinters prices pursuant to the operating and financial results, diverse prices pursuant to the acquisition of STLC, subject to post-closing adjustments; the purchase prices pursuant to the acquisition of STLC, subject to post-closing adjustments; the purchase prices pursuant to the acquisition of STLC, subject to post-closing adjustme

Certain forward-looking statements herein are intended to provide readers with information regarding Gibson after giving effect to the Transaction, including its assessment of future plans, operations and financial performance related to the Transaction and may not be appropriate for other purposes. Gibson and its management believe that financial information relating to STILC and the Transaction has been prepared on a reasonable basis, reflecting the best estimates and judgments, and that prospective pro forma financial information represents, to the best of management's knowledge and opinion, Gibson's expected course of action and results. Forward-looking statements involve known risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. Although Gibson believes these statements to be reasonable, no assurance can be given that the results or events anticipated in these forward-looking statements will prove to be correct and such forward-looking statements. events could differ materially from those anticipated in these forward-looking statements as a result of, among other things, risks inherent in the businesses conducted by Gibson; risks relating to exchange rates, unexpected liabilities, the accuracy of assumptions underlying financial and operational forecasts, failure to realize the benefits of the acquisition, the integration of STLLC into Gibson's business, reliance on Buckeye, litigation, costs, and increased indebtedness; STLLC's historical and future financial results; risks relating to STLLC's business, including risks relating to activities, coastal natural disasters, subsidence and coastal erosion, compliance with legislation, terminal competition, and attacks, terrorism or cyber sabotage: the accuracy of oro forma financial information as it relates to Gibson's financial condition or results following the acquisition of STLLC or if the acquisition of the presented period: the effect of COVID-19 or other international or global events, including any governmental responses thereto on Gibson's business: the uncertainty of the pace and magnitude of the energy transition and the variation between jurisdictions; risks related to activism, terrorism or other disruptions to operations; competitive factors and economic conditions in the industries in which Gibson operates; prevailing global and domestic financial market and economic conditions; changes in credit ratings applicable to Gibson; world-wide demand for crude oil and betroleum products: volatility of commodity prices, currency and interest rates fluctuations; product supply and demand; operating and borrowing costs; and the accuracy of cost estimates, including those associated with Gibson's ESG and Sustainability programs; the effect of reductions or increases in Gibson's borrowing costs; exposure to counterparties and partners, including ability and willingness of such parties to satisfy contractual obligations in a timely manner; future capital expenditures; production of crude oil; decommissioning, abandonment and reclamation costs; changes to Gibson's business plans or strategy; Gibson's ability to access various sources of debt and equity capital, generally, and on terms acceptable to Gibson; changes in government policies, laws and regulations, including environmental and tax laws and regulations; competition for employees and other personnel, equipment, material and services related thereto; dependence on certain third parties, key suppliers and key personnel; reputational risks; acquisition and integration risks; risks associated with Indigenous relations: risks associated with the Hardisty DRU project; capital project capital project; capital project capital project adjust to be applying attacks by hackers and/or cyberterrorists or breaches due to employee error, malfeasance or other disruptions, and any increased risk associated with increased remote access; risks associated with Gibson's use of technology, including attacks by hackers and/or cyberterrorists or breaches due to employee error. malfeasance or other disruptions, and any increased risk associated with increased remote access; risks associated with a systems; ability to obtain regulatory approvals necessary for the conduct of Gibson's business; the availability and cost of employees and other personnel, equipment, materials and services; labour relations; seasonality and adverse weather conditions, including as a result of climate change and its impact on product demand, exploration, production and transportation; inherent risks associated with the exploration, development, production and transportation of crude oil and petroleum products: litigation risk; political developments around the world, including the areas in which Gibson operates; commodity prices, inflation, interest and foreign exchange rates; supply chain risks; the performance of assets; capital efficiencies and cost savings; applicable laws and government policies; the sufficiency of budgeted capital expenditures in carrying out planned activities; the availability and cost of labour, materials, services and infrastructure; the development and execution of projects; prices of crude oil, natural gas, natural ga performance of technology and new energy efficient products, services and programs including but not limited to the use of zero-emission and renewable fuels, carbon capture and storage, electrification of equipment powered by zero-emission and availability of carbon offsets; the accuracy of assumptions relating to long-term energy future scenarios; carbon price outlook: the cooperation of joint venture partners in reaching the Net Zero by 2050 target; the power system transformation and grid modernization: levels of demand for our services and other risks and uncertainties described in Gibson's Annual Information Form dated February 22, 2023, Management's Discussion and Analysis dated October 30. 2023 and other documents Gibson files from time to time with securities regulatory authorities, as filed on SEDAR+ and available on the Gibson website at www.gibsonenergy.com.

In addition, this document may contain forward-looking information attributed to third party industry sources. The forward-looking statements contained in this document represent Gibson's expectations as of the date hereof and are subject to change after such date. Gibson disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise, except as may be required by applicable laws. Readers are cautioned that the foregoing lists are not exhaustive. For a full discussion of our material risk factors, see "Risk Factors" in Gibson's Annual Information Form dated February 22, 2023 and Management's Discussion and Analysis dated October 30, 2023 and the risk factors described in other documents Gibson files from time to time with securities regulatory authorities, as filed on SEDAR+ and available on the Gibson website at www.gibsonenergy.com.

# **Specified Financial Measures**

#### Specified Financial Measures

This presentation contains references to certain non-IFRS and non-U.S. GAAP financial measures and ratios and industry measures that are used by the Company, as indicators of financial performance. These measure include; Adjusted EBITDA, Net Debt, Distributable Cash Flow, Enterprise value and various ratios derived from such measures. Such measures and ratios are not recognized under IFRS or U.S. GAAP, and do not have a standardized meaning under IFRS or U.S. GAAP, as applicable, and therefore may not be comparable to similar measures used by other companies. The Company believes presenting non-IFRS and non-U.S. GAAP financial measures helps readers to better understand how management analyses results, shows the impacts of specified items on the results of the reported periods and allows readers to assess results without the specified items if they consider such items not to be reflective of the underlying performance of the company's operations.

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 evaluations of companies in industries with similar capital structures. Readers are encouraged to evaluate each adjustment 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 IFRS or U.S. GAAP, as applicable, as an indication of the performance of the Company. For further details on these measures, see the "Specified Financial Measures" section of the Company's MD&A which is incorporated by reference herein and is available on SEDAR+ at <a href="https://www.gelasonenergy.com">www.gelasonenergy.com</a>.

The Corporation's historical financial information is prepared in accordance with IFRS and STLLC historical financial information is prepared in accordance with US GAAP. Historical financial results for STLLC have been converted from U.S dollars into Canadian dollars, using rates in effect for the respective periods.

Adjusted EBITDA, Distributable Cash Flow, Net Debt, Net debt to Adjusted EBTIDA, and Distributable Cash flow Per Share and various supplementary financial measures are defined in the Company's MD&A and are reconciled to their most directly comparable financial measures under GAAP. For all prior periods, these measures are reconciled to their most directly comparable financial measures under GAAP for the respective period. All such reconciliations in respect of the Company are in the non-GAAP advisory section of the applicable MD&A, each of which are available on Gibson's SEDAR+ profile at <u>www.sedarplus.ca</u> and each such reconciliation is incorporated by reference herein. PF Net Debt to Adjusted EBITDA ratio, PF Infrastructure-only Net Debt to Adjusted EBITDA ratio, Distributable cash flow per share, Payout ratio and Infrastructure-only Payout ratio are non-GAAP financial ratios, in each case as presented on a standalone or consolidated basis. Several of these Non-GAAP measures or Non-GAAP measures or

- Enterprise value is a non-GAAP measure intended to measure a Company's total value, calculated as market capitalization plus net debt. The Company believes that investors and analysts use Enterprise value as an indication of the Company's total value. Based on Market Capitalization of \$3.4 billion on October 31, 2023, Net Debt of \$2.2 billion and Gibson's current dividend.
- Infrastructure-only Payout ratio is a non-GAAP ratio, which is useful to investors as it demonstrates the ability of the Company's Infrastructure Adjusted EBITDA less G&A, Interest and Maintenance Capital.
- PF Infrastructure-only Leverage ratio is a non-GAAP ratio calculated as net debt divided by Infrastructure adjusted EBITDA. The Company, lenders, investors and analysts use this ratio to monitor the Infrastructure segments impact on the Company's capital structure and financing requirements, while measuring its ability to cover debt obligations over time. Pro forma adjustments for effects of the transaction have been incorporated, reflecting the expected result if the Transaction closed on October 1, 2022. No additional pro forma adjustments were made in the calculation of this pro forma adjustments were made in the calculation of the calculation of this pro forma adjustments were made in the calculatint of the calculation of the calcu

#### STLLC Non-GAAP reconciliations

Adjusted EBITDA reconciliation to the nearest GAAP measure, Operating income:

|                           | -                            |
|---------------------------|------------------------------|
| (US dollars in thousands) | Year ended December 31, 2022 |
| Operating income          | 94,476                       |
| Depreciation              | 12,822                       |
| Other income              | 52                           |
| Adjusted EBITDA           | 107,350                      |
|                           |                              |

Distributable cash flow reconciliation to the nearest GAAP measure, net cash provided by operating activities:

| (US dollars in thousands)                 | Year ended December 31, 2022 |
|---|------------------------------|
| Net cash provided by operating activities | 110,201                      |
| Changes in working capital                | (3,503)                      |
| Current income tax                        | (652)                        |
| Distributable cash flow - USD \$          | 106,046                      |

DCF is used to assess the level of cash flow generated by STLLC and to evaluate the adequacy of generated cash flow to fund dividends and is frequently used by securities analysts, investors, and other interested parties. Changes in non-cash working capital are excluded from the determination of DCF because they are primarily the result of fluctuations in product inventories or other temporary changes. Replacement capital expenditures and lease payments are deducted from DCF as there is an ongoing requirement to incur these types of expenditures.

#### Reconciliation of non-GAAP financial measures

Pro forma adjusted EBITDA reconciliation to the nearest GAAP measure, Net Income, for the Corporation and STLLC:

| (CAD\$ in thousands)   | For the twelve months ended September 30, 2023 |                      |                      |           |
|--|--|----------------------|----------------------|-----------|
|  | Gibson   | STLLC <sup>(1)</sup> | Other <sup>(2)</sup> | Pro forma |
| Net income   | 222,153  | 114,869              |                      | 337,022   |
| Income tax expense   | 70,108   | 907                  |                      | 71,015    |
| Depreciation, amortization and impairment                      | 125,622  | 14,379               |                      | 140,001   |
| Net finance costs  | 98,184   | -                    |                      | 98,184    |
| Unrealized (gain)/loss on derivative financial instruments     | (9,132)  | -                    |                      | (9,132)   |
| Unrealized loss on derivative financial instrument – Corporate | 430  |                      |                      | 430       |
| Stock based compensation                                       | 20,460   | -                    |                      | 429       |
| Adjustments to share of profit from equity accounted investees | 5,693  | -                    |                      | 5,693     |
| Acquisition and integration costs                              | 19,959   | -                    |                      | 19,959    |
| Corporate foreign exchange (gain)/loss and other               | 1,355  | -                    | 16,744               | 1,355     |
| Adjusted EBITDA  | 557,482  | 130,156              | 16,744               | 704,381   |

Pro forma distributable cash flow reconciliation to the nearest GAAP measure, cash flow from operating activities, for the Corporation and STLLC:

|   | For the twelve months ended December 31, 2022 |                      |             |           |
|---|---|----------------------|-------------|-----------|
| (CAD\$ in thousands)                                  | Gibson  | STLLC <sup>(1)</sup> | Adjustments | Pro forma |
| Cash flow from operating activities                   | 598,312                                       | 143,383              | -           | 741,695   |
| Adjustments:  |   |                      |             |           |
| Changes in non-cash working capital and taxes paid    | (81,576)                                      | (4,558)              | -           | (86,134)  |
| Replacement capital                                   | (22,241)                                      | -                    | -           | (22,241)  |
| Cash interest expense, including capitalized interest | (59,816)                                      | -                    | (74,642)    | (134,458) |
| Lease payments  | (35,397)                                      | -                    | -           | (35,397)  |
| Current income tax                                    | (43,074)                                      | -                    | (9,290)     | (53,212)  |
| Distributable cash flow                               | 356,208                                       | 137,977              | (83,932)    | 410,253   |

#### Presentation of Pro Forma Financial Information

The pro forma financial information referred to in this presentation was prepared utilizing accounting policies that are consistent with those disclosed in the unaudited consolidated financial statements of Gibson as at and for the three and nine months ended September 30, 2023, and the audited consolidated financial statements for the year ended December 31, 2022 and was prepared in accordance with recognition and measurement principles of IFRS.

The pro forma financial information has been derived from, and should be read in conjunction with: (i) the unaudited condensed consolidated financial statements of Gibson as at and for the three and nine months ended September 30, 2023, (ii) the audited consolidated financial statements of Gibson for the year ended December 31, 2022, (iii) the audited financial statements of STLLC as at and for the three months ended March 31, 2023, (iv) the unaudited financial statements of STLLC as at and for the three months ended March 31, 2023, and (v) financial information and operational results of STLLC for the period following March 31, 2023 and prior to the closing of the acquisition, as applicable. See "Forward-Looking Statement Notice".

Gibson has not independently verified the financial statements of STLLC that were used to prepare certain of the pro forma financial information included in this presentation and the pro forma financial information included in this presentation is not intended to be indicative of the results that would actually have occurred, or the results expected in future periods, had the events reflected in this presentation occurred on the dates indicated. The pro forma financial information contained in this presentation is included for informational purposes only and undue reliance should not be placed on such pro forma financial information.

The unaudited pro forma condensed consolidated financial information contained in this presentation is presented for illustrative purposes only as of its respective dates and may not be indicative of the financial condition, results of operations or cash flows of Gibson following completion of the acquisition or had the acquisition been completed as of beginning of the respective periods presented. The unaudited pro forma condensed consolidated financial information was derived from the respective historical financial statements of Gibson and STLLC, the financial information and operational results of STLLC for the period following March 31, 2023 and prior to the closing of the acquisition, as applicable. The information upon which such adjustments and assumptions were made to give effect to the acquisition, as applicable. The information upon which such adjustments and assumptions were made to give effect to the acquisition to make with complete accuracy. Moreover, the unaudited pro forma condensed consolidated financial information does not include, among other things, estimated synergies or adjustments related to restructuring or integration activities in connection with the acquisition, or future acquisitions or disposals not yet known or probable. Additionally, the unaudited pro forma condensed consolidated financial information may not reflect all of the costs that are expected to be incurred by STLLC and Gibson in connection with the acquisition. Accordingly, Gibson's assets, results of operations and financial condition following March 31, 2023 and prior to the closing of the acquisition may not be consistent with past financial and operational results for similar periods in respect of STLLC. The audited financial statements of STLLC as of and for the years ended December 31, 2022 and 2021 and the unaudited financial statements of STLLC for the three months ended March 31, 2023 are each included in Gibson's Business Acquisition Report dated October 6, 2023, available on SEDAR+ at sedarplus.ca

(1) Column was derived from the historical results of STLLC prior to the close of the Transaction, which was prepared in U.S. dollars; the exchange rate used to translate the U.S. dollar amounts is the average exchange rate for each month of historical results. (2) Reflects impact of add back \$16.8mm for the Q2 2023 environmental remediation accrual.

(3) Pro forma adjustments to reflect additional interest expense for the assumed financing structure (i.e. the Transaction is funded from the net proceeds of the Equity Offering and the bridge financing facilities) as well as additional income tax expense relating to STLLC.