

# **INVESTOR PRESENTATION**

**July 2023** 





# **Company Snapshot**



## Continue to build a leading liquids-focused infrastructure business

**KEY INFO** 

**GEI** 

TSX Listed

C\$3.0B

Market Cap(1)

~7.5%

C\$4.6B

Dividend Yield<sup>(1)</sup>

Enterprise Value<sup>(1)</sup>

**STRONG BUSINESS**  1 in 4

~80%

**WCSB Barrels** Through GEI Terminals

of 2022 Segment Profit from Infrastructure

**BBB(low)/BBB->85%** 

DBRS/S&P Credit Rating

Terminals Revenue from IG counterparties(3)

**ESG LEADER** 

**AAA** 

**A**-

**MSCI** Rating

#1 Ranked

ESG Score in peer group<sup>(2)</sup>

**Net Zero** 

CDP Score Scope 1 & 2 by 2050



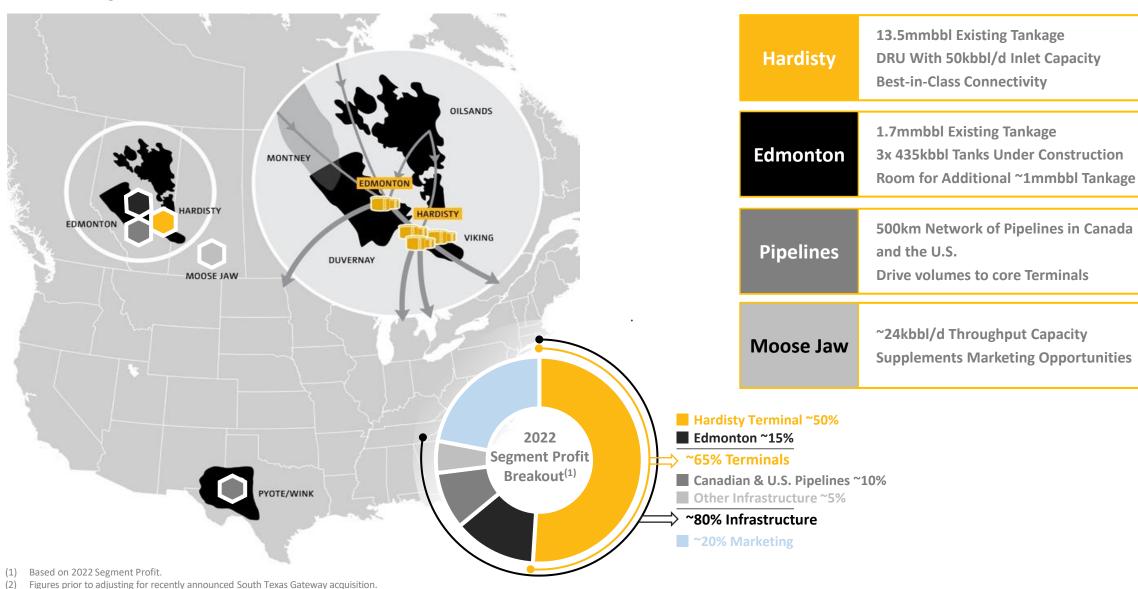
<sup>(1)</sup> Enterprise Value does not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide. Market data as at July 4, 2023. (2) Calculated as average CDP, S&P CSA, MSCI and Sustainalytics ESG Ratings rank vs. direct peers as at July 4, 2023.

<sup>(3)</sup> Based on LTM Q4 2022 Revenues; Credit Ratings as at March 31, 2023.

# **Liquids Infrastructure Focused**



### ~65% of Segment Profit<sup>(1,2)</sup> from core Terminals and ~80% Infrastructure<sup>(2)</sup>



3

# **Focused Strategy**



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

#### **Leverage Terminals Position**

- Terminals represent ~65% of Segment Profit<sup>(1)</sup>
- Dominant market position at Hardisty
- Continue to target sanctioning tankage
- Potential for additional DRU phases

#### **Quality Cash Flows**

- ~80% of Segment Profit from the Infrastructure segment<sup>(1)</sup>
  - Infrastructure-only payout ratio of 70% at Q1 2023<sup>(2)</sup>
- Nearly all infrastructure revenue from stable, longterm take-or-pay or fee-for-service contracts<sup>(3)</sup>
- Terminals revenue >85% from Investment Grade counterparties<sup>(4)</sup>

Liquids Infrastructure Focus

Target Compelling Per Share Growth

Secure, Growing Dividend

Commitment to

Net Zero and

Leading ESG Profile

#### **Complementary Growth**

- Target deploying \$150 \$200mm in Infrastructure capital per year over the long-term
  - 2023 target of up to \$150mm
- Exploring opportunities around energy transition
- Recently announced the US\$1.1BN acquisition of South Texas Gateway Terminal

#### **Strong Balance Sheet**

- Net Debt to Adjusted EBITDA of 2.4x at Q1 2023, relative to 3.0x – 3.5x target<sup>(2)</sup>
  - On an infrastructure-only basis at 3.4x at Q1 2023, well below a target of no greater than  $4x^{(2)}$
- Fully-funded for all targeted capital
- Investment grade credit ratings from S&P: BBB and DBRS: BBB (low)

<sup>(1)</sup> Based on LTM Q4 2022 Segment Profit.

<sup>(2)</sup> Net Debt, Adjusted EBITDA and Infrastructure-only Payout ratio do not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide.

<sup>(3)</sup> Take-or-pay intercompany contracts currently represent approximately 20% of Infrastructure revenues, with the proportion expected to decline over time.

<sup>(4)</sup> Based on LTM Q4 2022 Revenues: Credit Ratings as at March 31, 2023.

# **South Texas Gateway Terminal Acquisition**



### Strategic acquisition that expands and diversifies Gibson's core terminals footprint with attractive financial impact

 Enhances Gibson's leading liquids-focused infrastructure business with on-strategy acquisition of high-quality export terminal at Ingleside, one of only two Texas Gulf Coast terminals with Very Large Crude Carrier ("VLCC") capabilities

- Strengthens cash flow with >95% of revenue under take-or-pay contracts with investment grade or high-quality counterparties who are existing customers of Gibson<sup>(1)</sup>
- Expands Gibson's footprint with connectivity to the world-class
   Permian basin and provides platform for future infrastructure
   growth with existing and new customers
- Delivers immediate mid-teens DCF per share accretion, while significantly increasing scale and diversity<sup>(2,3)</sup>
- Aligns with Gibson's key Financial Governing Principles and structured to maintain investment grade ratings and outlooks
- Maintains ESG profile by further reducing Gibson's industry-leading carbon intensity<sup>(4)</sup>



<sup>(1)</sup> South Texas Gateway Terminal LLC 2023E revenue under take-or-pay contracts.

<sup>2)</sup> Distributable Cash Flow ("DCF"), including per share metrics, do not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide

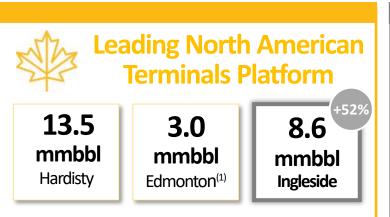
<sup>3)</sup> Accretion figure based on 2024E DCF per share pro forma the Equity Offering and the Debt Offerings.

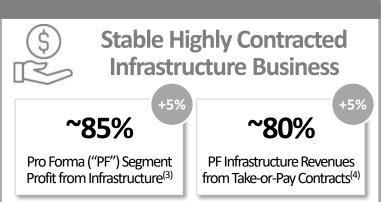
<sup>(4)</sup> Based on 2021 Scope 1 and 2 emissions intensity (tonnes of CO₂e per barrel).

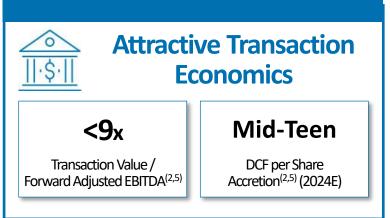
# **Enhancing Gibson with a Strategic Terminal Acquisition**

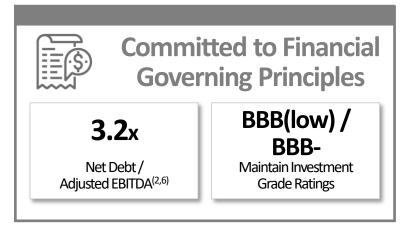


### Pro forma Gibson is a diversified North American energy infrastructure platform underpinned by high quality terminal assets











- (1) Inclusive of three 435 kbbl tanks currently under construction.
- (2) Adjusted EBITDA, Forward Adjusted EBITDA, DCF and Net Debt, including per share metrics, do not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide.
- Based on Pro Forma 2022A Segment Profit.
- (4) % of Infrastructure Revenue from take-or-pay contracts based on pro forma 2022A Revenue.
- (5) Metrics based on pro forma 2024E Adjusted EBITDA and 2024E DCF per share pro forma the Equity Offering and the Debt Offerings.
- 6) Figure as at Q1 2023 on an LTM basis, adjusted to reflect value pro forma the acquisition, the Equity Offering and the Debt Offerings.

# STGT Aligned with Gibson's Liquids Infrastructure Strategy



Annual

### High-quality crude storage and export platform with strong commercial underpinnings and stable cash flows

#### **Pro Forma Gibson Asset Footprint South Texas Gateway Terminal LLC – Key Highlights** Strategically Situated Second Largest U.S. Crude Oil Export Facility<sup>(1)</sup> Edmonton **Business** Hardisty 1 mmbbl/d 2 basins **12% Moose Jaw** Permitted Export of Total U.S. Exports in Permian and **Major Pipeline** 2023 Year-to-Date(1) Connections<sup>(2)</sup> Capacity **Eagle Ford** U.S. Highly Contracted Strong Distributable <u>(Ş)</u> Take-or-Pay Business **Cash Flow Conversion Pro Forma** LTM Q1 2023 >95% ≤\$1 million **Segment Profit** ~85% Investment Grade Revenue from Adj. EBITDA Pyote/Wink **Take-or-Pay Contracts** Counterparties converted to DCF(3,4) Maintenance Capital<sup>(3)</sup> **South Texas Gateway** Terminal ("STGT") Connected to leading North American supply basins and strategically positioned to enable global exports

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

Adjusted EBITDA, DCF and Maintenance Capital do not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide.

Per RBN: second largest facility based on Q1 2023A volumes.

<sup>(2)</sup> Connector to Cactus II in progress.

# **Sustainability Journey**



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

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

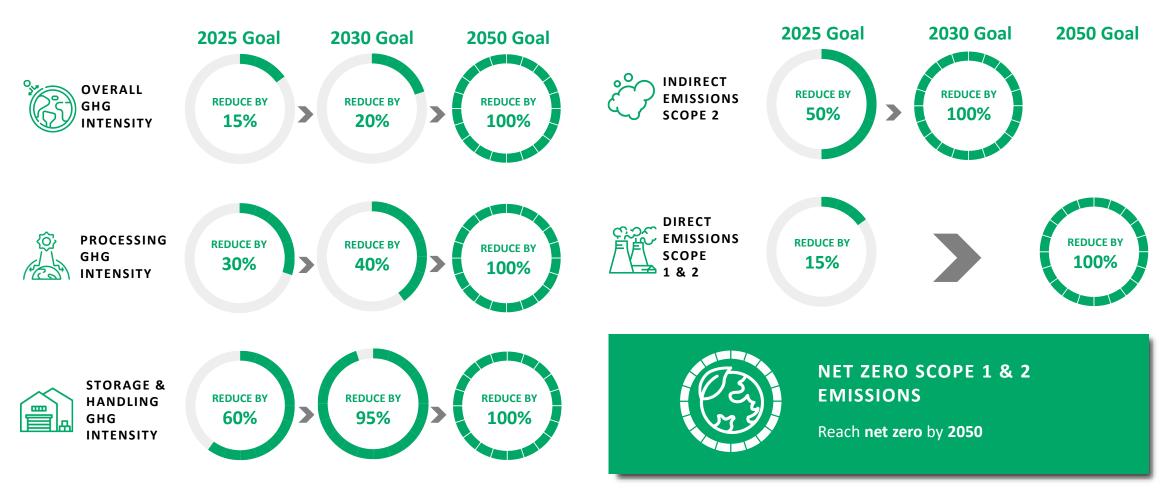
|    | 2020  | 2021   | 2022+  |
|----|---|--|--|
| Q1 | Appointed ESG expert, Judy Cotte, to Gibson's Board of Directors  Launched Women Development Program to develop future leaders in the areas of finance, marketing, operations and engineering | Announced Sustainability and ESG targets to further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

# Pathway to Net Zero by 2050



### 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
- Remain committed to reducing its environmental impact by measuring its 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

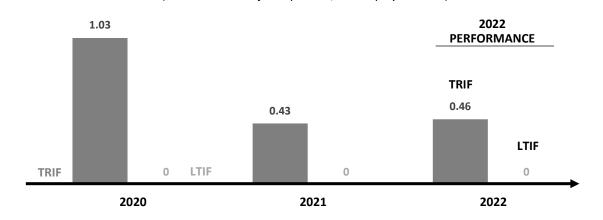
#### **Achievements**

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 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) (LTIF: Lost Time Injuries per 200,000 employee-hours)



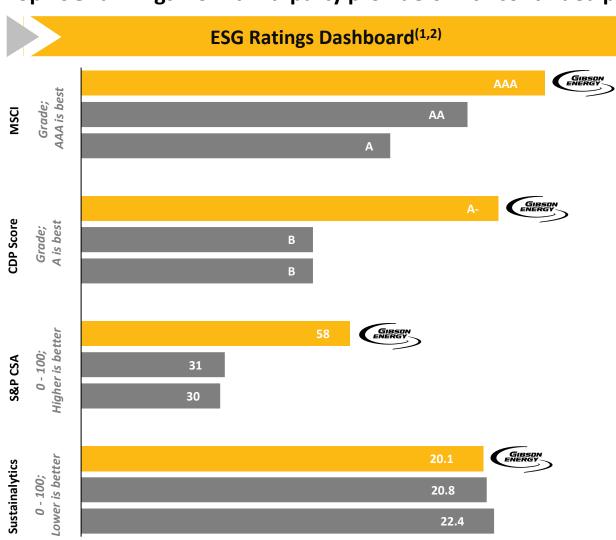


Launched the Mission Zero Program in 2020 to drive continued improvement in Gibson's EHS performance and reflect its commitment to the health and safety of its people and the environment

# **Sustainability Performance**



## Top ESG rankings from third-party providers with continued progress towards targets



### AAA

**MSCI** Rating

#### **ACHIEVED**

Target of Racial, Ethnic Minority and Indigenous Representation in Senior Leadership

44%

Female Representation on Board of Directors

34%

Female Representation in the Workforce

### **LOWEST**

Scope 1 & 2 GHG per Revenue in Peer Group Δ-

2022 CDP Score

89%

**Employee Participation In Community Giving** 

22%

Racial, Ethnic Minority and Indigenous Representation on Board of Directors

35%

Short-term
Incentive Plan tied
to ESG Metrics

**NET ZERO** 

2050 Target(3)

<sup>(1)</sup> Calculated as average CDP, S&P CSA, MSCI and Sustainalytics ESG Ratings rank vs. direct peers (PPL and KEY). Peers not linked between charts.

<sup>(2)</sup> ESG Ratings as at July 4, 2023.

<sup>(3)</sup> Scope 1 & 2 emissions.

# **Complete Transformation of Business**



### Repositioned from diverse mix of business lines to focused energy infrastructure

2014<sup>(1)</sup>

~25% Terminals & Pipelines

~20% Infractructure

~30% Infrastructure

Infrastructure Revenues ~50% Take-or-Pay

2017(1)

~55% Terminals & Pipelines



Infrastructure Revenues ~70% Take-or-Pay



2022<sup>(2)</sup>

~75% Terminals & Pipelines



Infrastructure Revenues ~75% Take-or-Pay



Infrastructure Revenue Contractedness

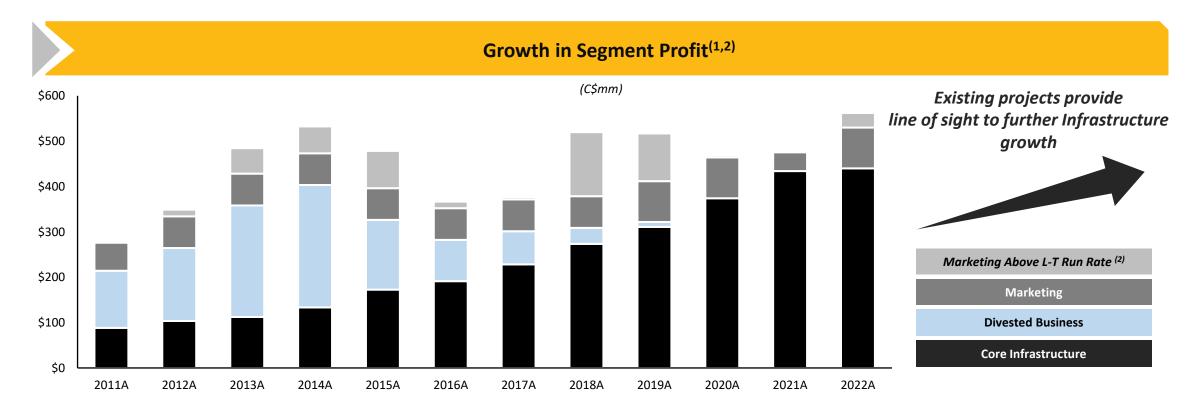
Segment Profit from

# **Segment Profit Growth**



### Infrastructure has grown significantly and consistently over the past decade

- Significant high-grading and growth in the Infrastructure segment over time, with a realized 16% CAGR from 2011 2022
  - Growth in Core Infrastructure segment for the 11<sup>th</sup> consecutive year
- Long-term run rate for Marketing Segment Profit of \$80 \$120mm



<sup>(1)</sup> Segment Profit illustratively adjusted for estimated finance leases under IFRS 16 for years 2017 and prior to improve comparability with current presentation.

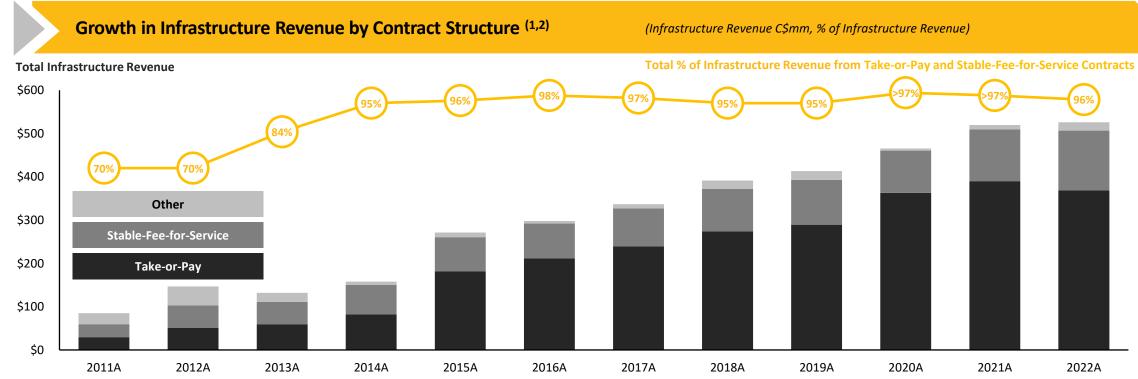
<sup>(2)</sup> Long-term run rate for Marketing segment profit assumes \$80 - \$120mm per year for 2019 forward, where previously the range assumed was \$60 - \$80mm. Marketing Outperformance reflective of earnings above the upper-bound of the Marketing Long-Term Run Rate where Marketing Long-Term Run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

# 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 to operate an oil sands project



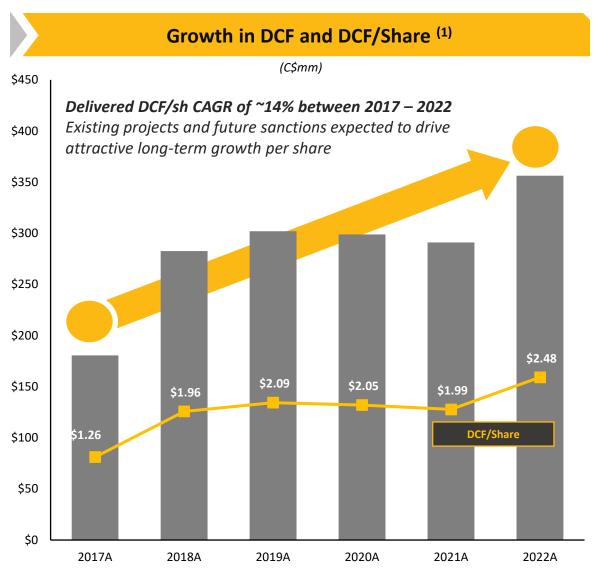
<sup>(1)</sup> Approximately 20% of current take-or-pay Infrastructure revenues and 35% of current total Infrastructure revenues from intercompany payments.

<sup>(2) 2019</sup> Infrastructure Adjusted EBITDA includes \$15mm adjustment for one-time future environmental remediation provision for comparability purposes

# **Distributable Cash Flow Growth**



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



- Distributable Cash Flow per share has grown at a 14%
   CAGR since the transformation of the business began in 2017
- 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
- Share count effectively flat from 2017

# **Financial Governing Principles**



## Committed to maintaining a strong financial position by managing to key targets

|                          |                                      | Committed Target   | Performance  |
|--------------------------|--------------------------------------|--|--|
| ty of<br>lows            | High Quality<br>Contract Structure   | >80% of Infrastructure revenues from take-or-pay and high-quality fee-for-service contracts                                    | >95% at LTM Q4 2022                                |
| Quality of<br>Cash Flows | Creditworthy<br>Counterparties       | >85% of Infrastructure exposures under long-term contracts with investment grade counterparties                                | >85% at LTM Q4 2022                                |
| Financial<br>Flexibility | Strong<br>Balance Sheet              | Net Debt to Adjusted EBITDA of $\bf 3.0x - 3.5x^{(1)}$ and no greater than $4x$ on an Infrastructure-only <sup>(1)</sup> basis | 2.4x total and 3.4x Infra only leverage at Q1 2023 |
| Final<br>Flexi           | Maintain & Improve<br>Credit Ratings | Maintain <b>Two Investment Grade</b> ratings   | S&P: BBB- rating DBRS: BBB (low) rating            |
| Funding<br>Model         | Capital Funding<br>Strategy          | Fund growth capital expenditures with maximum 50% – 60% debt   | Capital program fully-funded, with cushion         |
| Fund                     | Sustainable<br>Payout Ratio          | Sustainable long-term <b>payout of 70% – 80%</b> of DCF and Infrastructure payout less than 100% <sup>(1)</sup>                | 56% total payout and<br>70% Infraonly at Q1 2023   |

# **Long-Term Capital Allocation Priorities**



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

Target payout ratio of 70% – 80% over the long-term **Fund the Business Fund Dividend** Dividend to be fully covered by stable, long-term Infrastructure cash flows Significant value creation through investment in long-term Infrastructure with high-quality contracts and counterparties **Fund Infrastructure** Growth Target deploying capital at 5x - 7x EBITDA build multiples, with a focus on ensuring appropriate risk adjusted returns Surplus cash flows from Marketing upside returned to shareholders via share buyback rather than dividend **Share Buybacks** Return Capital to Buybacks also appropriate if funding capacity exceeds capital **Shareholders** investment opportunities Intention to provide steady, long-term dividend growth to shareholders **Dividend Growth** Dividend increases to be fully underpinned by growth in stable, long-term cash flows from Infrastructure

# **Hardisty Terminal – Best-in-Class Connectivity**



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

#### **Superior Connectivity**

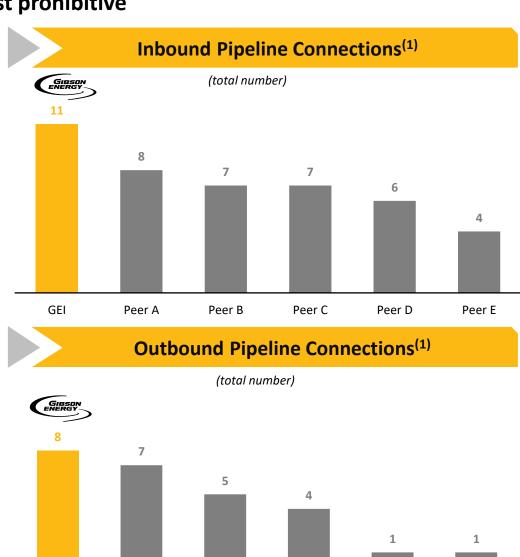
- Flexibility offered by Gibson's existing best-in-class connectivity provides a wide moat at Hardisty
  - Key consideration for customers as it helps production volumes reach market at the best price
- Gibson's connectivity advantage built over decades and would be impossible to replicate today
  -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



**GEI** 

Peer A

Peer B

Peer C

Peer D

Peer E

# **Hardisty Terminal – Overview**



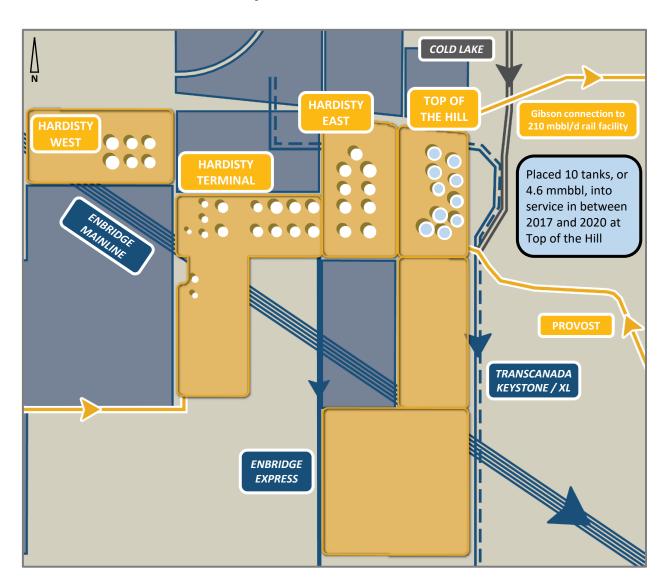
### Future opportunities to grow at Hardisty at an attractive EBITDA build multiple

#### **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**

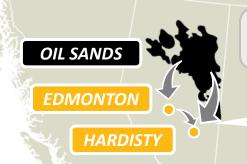
- Exclusive access to the only unit train rail terminal at Hardisty through joint venture with U.S. Development Group ("USD")
  - Current capacity of ~210,000 bbl/d (~3.5 unit trains per day), with ability to expand
- Development of the DRU increases demand for rail access



# DRU at Hardisty – Full Market Access Solution



### Full market access solution to support construction of first DRU in Western Canada



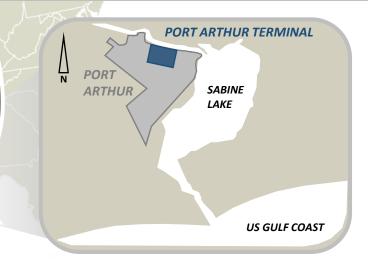
Bitumen production from the oil sands shipped as dilbit via pipelines to Gibson's Hardisty Terminal

#### **DRU** an extension of the Hardisty Terminal

- Infrastructure required to support the long-term egress of oil sands production
- Features long-term, take-or-pay agreement with an investment grade customer
- The neat-bitumen is transported by rail to the USD Port Arthur Terminal on the U.S. Gulf Coast
- Once unloaded at USD's Port Arthur Terminal, able to access the local refinery market as well as a large network of refining and marine facilities via barge or tanker

DRU at Hardisty separates the majority of blended condensate, creating a neat-bitumen, a more concentrated heavy oil specifically designed for rail transportation that is a non-flammable, non-hazmat commodity, increasing safety of shipping

3 Neat-bitumen loaded onto rail at the Hardisty Unit Rail Facility



PORT ARTHUR

# **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

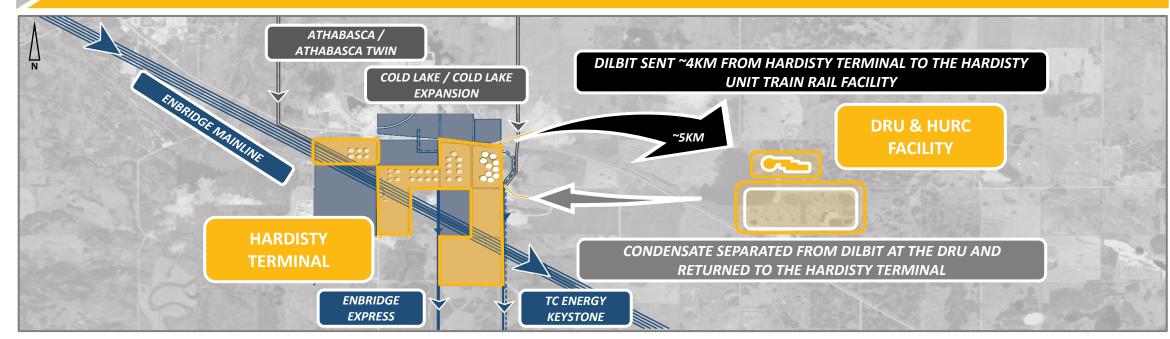
#### **Extension of Hardisty**

- 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**

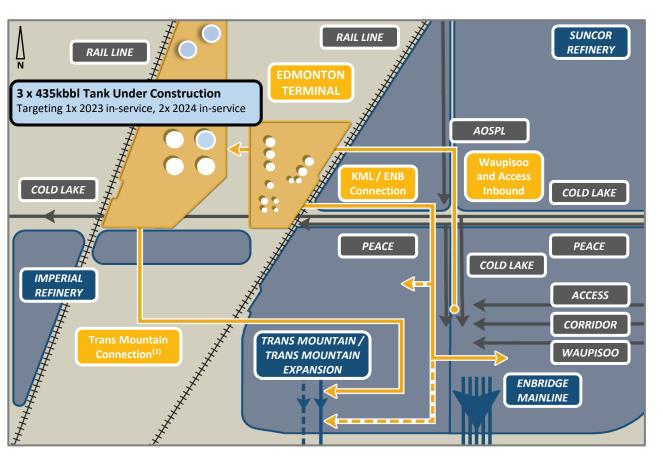


# **Edmonton Terminal**



### 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
- Constructing 1 x 435kbbl tank for new investment grade energy customer for 2023 in-service
- 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)
- 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

# **Marketing Capabilities**



#### 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



Producer Services Capabilities

- 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



# **Key Takeaways**



### Continue to deliver on all facets of the strategy; will remain disciplined

# **Delivery Since January 2018 Investor Day** Infrastructure Sanctioned over \$1B in Infrastructure Growth Growth **Sanction Meaningful Growth Outside Tankage Asset Base Divest Non-core Assets Focused Focus Capital on Infrastructure Growth Balance Sheet Reduce Leverage & Payout Fund Capital Growth Internally** ESG **Further integrate ESG and Sustainability into Business**

#### **Go Forward Deliverables**

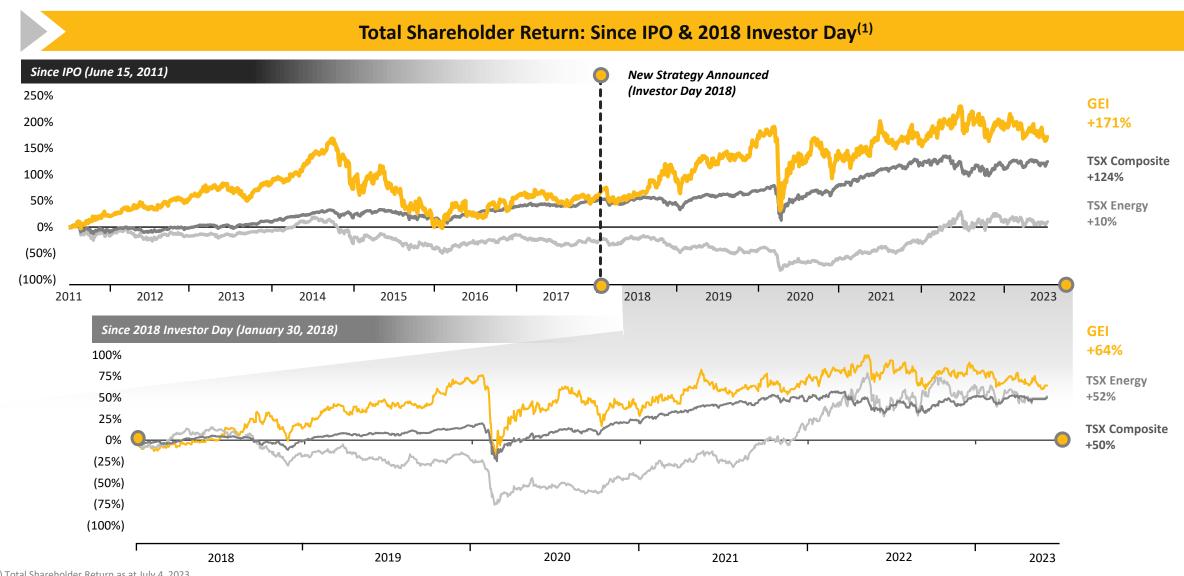
- Continue to target investing \$150 \$200mm per year over the long-term
- Driven through a combination of tankage and other infrastructure opportunities
- Pursue energy transition aligned opportunities
- Direct investment solely into Infrastructure
- Prioritize organic opportunities
- Capital allocation philosophy of returning capital to shareholders when business is fully-funded
- Leverage to remain with target 3.0x 3.5x Debt / Adjusted
   EBITDA range longer term
- Maintain payout of 70% 80%, growing dividend only when fully underpinned by Infrastructure
- Remain fully-funded for growth capital, supplemented by buybacks
- #1 ranked ESG score in peer group
- Execute on announced ESG targets, including moving towards
   Net Zero by 2050



# **Superior Long-Term Shareholder Returns**



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



# **Sustainability Targets**

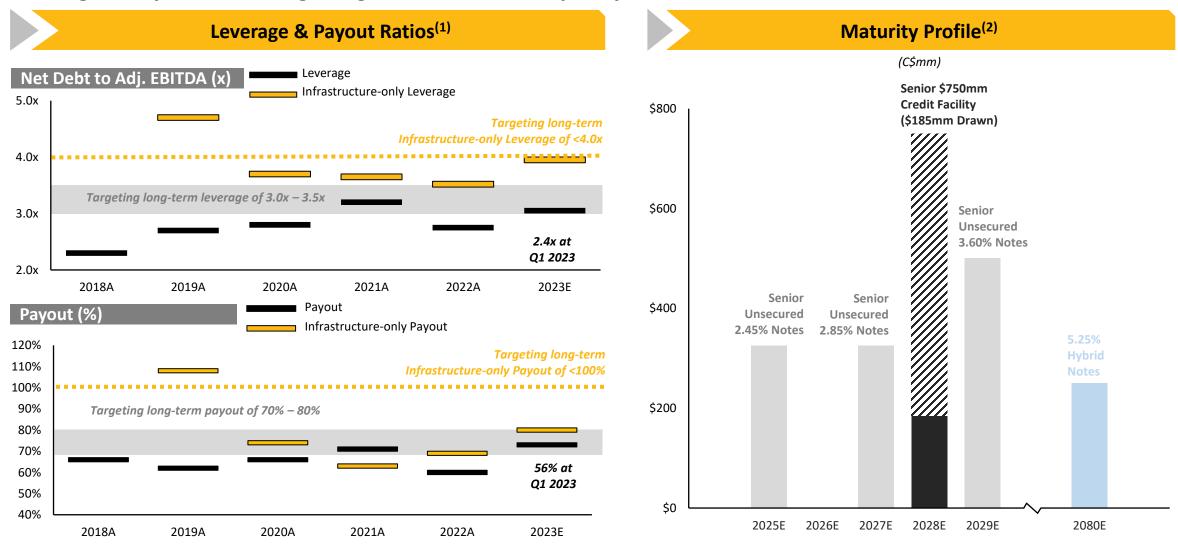


| ENVIRO        | MENT   | 2025 TARGET  | 2030 TARGET                                     |
|---------------|--|--|---|
|               | OVERALL GHG INTENSITY Reduce overall greenhouse gas intensity  | 15%  | 20%   |
|               | PROCESSING GHG INTENSITY TARGET Reduce aggregate greenhouse gas intensity  | 30%  | 40%   |
|               | STORAGE & HANDLING GHG INTENSITY TARGET Reduce aggregate greenhouse gas intensity  | 60%  | 95%   |
| సి _          | INDIRECT EMISSIONS (SCOPE 2) Reduce absolute Scope 2 emissions across the business   | 50%  | 100%  |
|               | DIRECT EMISSIONS (SCOPE 1 & 2) Reduce absolute Scope 1 & 2 emissions (Moose Jaw Facility)  | 15%  |   |
|               | NET ZERO SCOPE 1 & 2 EMISSIONS by 2050   |  |   |
| SOCIAL        |  | 2025 TARGET  | 2030 TARGET                                     |
|               | WOMEN IN THE WORKFORCE At least 1 woman holds an SVP or above role   | > 40% of workforce<br>> 33% of VP & above roles                                    | > 43% of workforce<br>> 40% of VP & above roles |
|               | RACIAL & ETHNIC MINORITY REPRESENTATION At least 1 racial & ethnic minority and/or Indigenous Persons holds an SVP or above role | > 21% of workforce   | > 23% of workforce                              |
|               | INDIGENOUS REPRESENTATION At least 1 racial & ethnic minority and/or Indigenous Persons holds an SVP or above role               | > 2.5% of workforce  | > 3.5% of workforce                             |
| 9<br>9<br>110 | COMMUNITY Community Contributions  | At least \$5 MILLION (minimum of \$1 million annually)  At least 80% participation |   |
|               | <b>COMMUNITY</b> Maintain leadership in workforce participation in Gibson's community giving program                             |  |   |
|               | TOTAL RECORDABLE INJURY FREQUENCY (TRIF)  Top quartile safety performance  |  | ety performance                                 |
| GOVERN        | ANCE   | TARGET   |   |
|               | WOMEN REPRESENTATION Board of Directors  | 2025 > 40%   |   |
|               | RACIAL & ETHNIC MINORITY AND/OR INDIGENOUS REPRESENTATION Board of Directors   | 2025 At least One Board Member   |   |
| 200           | SUSTAINABILITY LEADERSHIP  | ONGOING Maintain top quartile performance from third party ESG rating agencies     |   |
|               | PROTECTION OF ASSETS  ONGOING Ensure robust cybersecurity measures are in place  |  | security measures are in place                  |

# **Financial Position and Maturity Profile**



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



<sup>(1)</sup> Net Debt, Adj. EBITDA, infrastructure-only Leverage ratio and infrastructure-only Payout ratio do not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide.

<sup>(2)</sup> Floating rate revolving credit facility; drawn balance as at March 31, 2023. Bilateral facilities not included in revolving credit facility amounts. In April 2021, Gibson fully transitioned its principal revolving credit facility to a sustainability-linked revolving credit facility amounts. In April 2021, Gibson fully transitioned its principal revolving credit facility to a sustainability-linked revolving credit facility amounts. In April 2021, Gibson fully transitioned its principal revolving credit facility to a sustainability-linked revolving credit facility amounts. In April 2021, Gibson fully transitioned its principal revolving credit facility amounts.

# **Forward-Looking Statement Notice**



#### Definition

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 statements. The use statements of flistorical fact were performance. All statements of historical fact reforward-looking statements. The use of any of the words "anticipate", "contemplate", "continue", "estimate", "estimate", "estimate", "espect", "intend", "propose", "might", "mail", "shall", "project", "should", "would", "project", "forecast", "pursue", "forecast", "pursue", "got entities, "got entities,

The forward-looking statements reflect Gibson's beliefs and assumptions with respect to, among other things, future operating and financial results; the impact of the COVID-19 (including government responses related thereto on demand for crude oil and petroleum products and Gibson's operations generally; general economic and industry conditions; future growth in world-wide demand for crude oil and petroleum products; commodify prices; no material defaults by the counterparties to agreements with Gibson conducts and will conduct its business; the energy transition that is underway as the world shifts towards a lower carbon economy and a maintained industry focus on ESG and the impact thereof on Gibson; the 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 energy sources and utilization and availability of carbon offsets and carbon price outlook; Gibson's eablitity to accuracy thereof on Gibson; the impact of emerging regulations on the nature of oil and gas operations, expenditures in the oil and gas industry, and demand for our products and services; changes in credit ratings applicable to Gibson; Gibson's ability to achieve its Sustainability and ESG targets, the timing thereof and the impact thereof on Gibson; Gibson's butture investments in new technologies and innovation and the return thereon; operating and borrowing costs, including those related to Gibson's Sustainability and ESG programs; future capital expenditures to be made by Gibson, including its ability to obtain financial position; Gibson's ability to obtain financial position; Gibson's future debt levels; inflation and changes to interest rates and their impact of increasing competition on Gibson; the impact of increasing competition on Gibson; the impact of future colligations; Gibson's ability to renegotate contracts for its services on terms favorable to Gibson's trategy and other assumpti

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events a dispated in such forward-looking statements in be reasonable, no assurance can be given that fine guiter materially from those anticipated in these forward-looking statements in the businesses thereto on Gibson; the effect of COVID-18 cut 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 to operations; competitive factors and economic conditions; changes in credit ratings applicable to Gibson; world-wide demand for crude oil and petroleum products; volatility of commodity prices, currency and interest rates fluctuations; product supply and demand; operating and borrowing costs; exposure to counterparties and partners, including ability and williangeass of such parties to satisfy contractual obligations in a timely manner; future capital expenditures by oil and gas companies; production of crude oil; decommissionand the recipraction of crude oil; decommission and regulations, including ability of capital project; delivery and success; risks associated with lindigenous relations; reputational recipraction risks; risks associated with lindigenous relations; risks associated with

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 May 1, 2023 as filed on SEDAR and available on the Gibson website at www.gibsonenergy.com.

#### Specified Financial Measure

This presentation refers to certain specified financial measures that are not determined in accordance with GAAP. This includes Adjusted EBITDA and Distributable Cash Flow, in each case as presented on a per segment or consolidated basis, and Enterprise Value, which are non-GAAP financial measures, and Net Debt to Adjusted EBITDA ratio, compounded annual growth rate of Distributable Cash Flow, Distributable Cash Flow per share, Infrastructure-only Payout ratio and Infrastructure-only Leverage ratio, which are non-GAAP financial ratios 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.

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 \$3.0 billion on July 4, 2023, Net Debt of \$1.6 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 segment to generate dash flows to pay dividends. Infrastructure-only Payout is calculated as Dividends over Infrastructure Adjusted EBITDA less G&A, Interest and Maintenance Capital.

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.

Compounded annual growth rate calculates an investment yield on an annually compounded basis from beginning year to the end.

Readers are encouraged to evaluate each measure used in this presentation 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 measures, see the "Specified Financial Measures" section on pages 15 to 19 of the Company's MD&A for the quarter ended March 31, 2023 (Q1 2023 MD&A), which is incorporated by reference herein and is available on our SEDAR profile at www.sedar.com and on our website at www.glbsonenergy.com.

Distributable Cash Flow, Adjusted EBITDA and Net Debt are defined in the Q1 2023 MD&A. For all prior periods, these measures are reconciled to their most directly comparable financial measures under GAAP in the Company's MD&A for the respective year. All such reconciliations are in the non-GAAP advisory section of the applicable MD&A, each of which are available on Gibson's SEDAR profile at www.sedar.com and each such reconciliation is incorporated by reference herein.