



# UNAUDITED SUPPLEMENTARY INFORMATION

Q1 2024



# Specified Financial Measures



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

Readers are encouraged to evaluate each specified financial measure and the reasons the Company considers it appropriate for supplemental analysis. Readers are cautioned, however, that these measures should not be construed as an alternative to net income, cash flow from operating activities, segment profit, gross profit or other measures of financial results determined in accordance with GAAP as an indication of the Company's performance. For further details on these non-GAAP financial measures, see the "Specified Financial Measures" section on pages 16 to 20 of the Company's MD&A for the for the quarters ended March 31, 2024, and 2023, which is incorporated by reference herein and is available on our SEDAR+ profile at [www.sedarplus.ca](http://www.sedarplus.ca) and on our website at [www.gibsonenergy.com](http://www.gibsonenergy.com).

# Adjusted EBITDA Reconciliation



## 2020 – Q1 2024 Adjusted EBITDA Reconciliation Table

(C\$mm)

	2020 FY	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2023 FY	2024 Q1
Segment profit <sup>(1)(2)(3)</sup>	\$469	\$475	\$138	\$116	\$154	\$149	\$557	\$178	\$126	\$156	\$182	\$643	\$165
Unrealized (gain) loss from financial inst.	10	2	(10)	6	3	(3)	(4)	(13)	0	7	(2)	(8)	18
General and administrative <sup>(4)</sup>	(33)	(34)	(9)	(11)	(10)	(10)	(39)	(12)	(13)	(14)	(11)	(50)	(15)
Adj. to share of profit from equity accounted investees	(1)	3	2	2	2	1	7	1	2	1	0	5	1
<b>Adjusted EBITDA <sup>(5)(6)</sup></b>	<b>\$445</b>	<b>\$445</b>	<b>\$121</b>	<b>\$114</b>	<b>\$149</b>	<b>\$137</b>	<b>\$521</b>	<b>\$155</b>	<b>\$116</b>	<b>\$150</b>	<b>\$170</b>	<b>\$590</b>	<b>\$170</b>

	2020 FY	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2023 FY	2023 Q4
Net Income <sup>(1)(2)(3)</sup>	\$121	\$145	\$52	\$36	\$71	\$64	\$223	\$88	\$52	\$21	\$53	\$214	\$40
Income tax expense	29	36	16	11	21	19	67	27	16	8	20	71	12
Depreciation, amortization and impairment charges	169	174	38	38	37	31	144	28	28	39	48	142	43
Net finance costs	96	61	15	16	16	18	65	18	12	50	36	116	35
Unrealized (gain) loss from financial inst.	10	2	(10)	6	3	(3)	(4)	(13)	0	7	(2)	(8)	18
Corporate unrealized loss on derivative financial inst. <sup>(7)</sup>	-	-	-	-	-	-	-	-	-	0	1	1	9
Stock based compensation	21	23	6	5	5	5	21	4	5	6	6	21	5
Acquisition and integration costs <sup>(8)</sup>	-	-	-	-	-	-	-	-	-	20	2	22	1
Adj. to share of profit from equity accounted investees	(1)	3	2	2	2	1	7	1	2	1	0	5	1
Non-cash (gain) loss on disposition of businesses	-	-	-	-	-	-	-	-	-	-	-	-	-
Corporate foreign exchange loss	(2)	1	1	(0)	(6)	2	(3)	0	1	(3)	6	5	(4)
Executive transition costs	-	-	-	-	-	-	-	-	-	-	-	-	7
<b>Adjusted EBITDA <sup>(5)(6)</sup></b>	<b>\$445</b>	<b>\$445</b>	<b>\$121</b>	<b>\$114</b>	<b>\$149</b>	<b>\$137</b>	<b>\$521</b>	<b>\$155</b>	<b>\$116</b>	<b>\$150</b>	<b>\$170</b>	<b>\$590</b>	<b>\$170</b>

(1) 2021 includes a one-time \$7.1mm reversal of an accrual pertaining to a regulatory matter.

(2) 2021 includes a one-time \$19.9mm payment for the present value of the remaining term of a rail loading contract.

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

(4) Q1 2024 includes a \$7.1mm adjustment for executive transition costs.

(5) 2023 includes a \$17mm adjustment for one-time environmental remediation provision.

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

(7) Reflects change in the fair value of the Company's renewable power purchase agreement.

(8) Reflects costs added back on an incurred basis related to the acquisition of the Gateway Terminal.

Note: Figures may not sum due to rounding.

# Distributable Cash Flow Reconciliation

## 2012 – Q1 2024 Distributable Cash Flow Reconciliation Table

(C\$mm)

	2020 FY	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2023 FY	2024 Q1
Cash flow from operating activities	\$460	\$217	\$306	\$16	\$207	\$70	\$598	\$160	\$70	\$190	\$155	\$574	\$193
Adjustments:													
Changes in non-cash working capital	(19)	213	(191)	97	(51)	63	(82)	(5)	51	(61)	8	(7)	(26)
Replacement capital	(23)	(23)	(2)	(6)	(8)	(7)	(22)	(5)	(7)	(13)	(10)	(36)	(4)
Accrued cash interest <sup>(1)</sup>	(54)	(54)	(14)	(14)	(16)	(16)	(60)	(17)	(17)	(32)	(34)	(100)	(34)
Current Income Tax	(20)	(25)	(10)	(10)	(11)	(13)	(43)	(16)	(6)	(2)	(8)	(32)	(7)
Lease Payments	(45)	(37)	(11)	(10)	(8)	(8)	(35)	(10)	(8)	(9)	(10)	(36)	(8)
Acquisition and integration costs <sup>(2)</sup>	-	-	-	-	-	-	-	-	-	20	2	22	1
<b>Distributable Cash Flow <sup>(3)</sup></b>	<b>\$299</b>	<b>\$291</b>	<b>\$79</b>	<b>\$74</b>	<b>\$115</b>	<b>\$88</b>	<b>\$356</b>	<b>\$107</b>	<b>\$82</b>	<b>\$93</b>	<b>\$103</b>	<b>\$386</b>	<b>\$114</b>

(1) Q3 2023 Accrued Cash Interest excludes dividend equivalent payments of \$7.8mm related to the subscription receipt offering to finance the acquisition of the Gateway Terminal.

(2) Acquisition and integration costs added back on an incurred basis for the acquisition of the Gateway Terminal.

(3) Distributable Cash Flow is a non-GAAP measure. Please see "Specified Financial Measures" for more information.

Note: Figures may not sum due to rounding.

# Distributable Cash Flow Reconciliation



## 2020 – Q1 2024 Distributable Cash Flow Reconciliation Table

(C\$mm)

	2020 FY	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2023 FY	2024 Q1
Infrastructure EBITDA <sup>(1)(2)(3)(4)(5)</sup>	\$374	\$436	\$109	\$112	\$111	\$110	\$442	\$108	\$94	\$140	\$153	\$494	\$151
Marketing EBITDA <sup>(5)</sup>	104	43	21	12	48	37	118	59	34	24	28	145	34
Corporate & Adjustments <sup>(6)</sup>	(33)	(34)	(9)	(11)	(10)	(10)	(40)	(12)	(12)	(14)	(11)	(49)	(15)
<b>Adjusted EBITDA <sup>(5)</sup></b>	<b>\$445</b>	<b>\$445</b>	<b>\$121</b>	<b>\$114</b>	<b>\$149</b>	<b>\$137</b>	<b>\$521</b>	<b>\$155</b>	<b>\$116</b>	<b>\$150</b>	<b>\$170</b>	<b>\$590</b>	<b>\$170</b>
Interest <sup>(7)</sup>	(54)	(54)	(14)	(14)	(16)	(16)	(60)	(17)	(17)	(32)	(34)	(100)	(34)
Replacement capital	(23)	(23)	(2)	(6)	(8)	(7)	(22)	(5)	(7)	(13)	(10)	(36)	(4)
Current Income Tax	(20)	(25)	(10)	(10)	(11)	(13)	(43)	(16)	(6)	(2)	(8)	(32)	(7)
Lease payment	(45)	(37)	(11)	(10)	(8)	(8)	(35)	(10)	(8)	(9)	(10)	(36)	(8)
Other <sup>(8)</sup>	(4)	(16)	(6)	(1)	7	(5)	(4)	(0)	5	(1)	(5)	(0)	(2)
<b>Distributable Cash Flow <sup>(5)</sup></b>	<b>\$299</b>	<b>\$291</b>	<b>\$79</b>	<b>\$74</b>	<b>\$115</b>	<b>\$88</b>	<b>\$356</b>	<b>\$107</b>	<b>\$82</b>	<b>\$93</b>	<b>\$103</b>	<b>\$386</b>	<b>\$114</b>

(1) 2021 includes a one-time \$7.1mm reversal of an accrual pertaining to a regulatory matter.

(2) 2021 includes a one-time \$19.9mm payment for the present value of the remaining term of a rail loading contract.

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

(4) 2023 includes a \$17mm adjustment for one-time environmental remediation provision.

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

(6) Q1 2024 includes a \$7.1mm adjustment for executive transition costs.

(7) Q3 2023 Interest excludes dividend equivalent payments of \$7.8mm related to the subscription receipt offering to finance the acquisition of the Gateway Terminal.

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

Note: Figures may not sum due to rounding.

# Segment Level Information



## 2020 – Q1 2024 Volumes, Adj. EBITDA and Capital

(C\$mm / barrels in millions)

	2020 FY	2021 FY	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 FY	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2023 FY	2024 Q1
<b>Infrastructure:</b>													
Volume (barrels in millions)	408	467	119	122	141	124	506	119	116	160	182	576	185
Revenues	\$465	\$520	\$129	\$135	\$133	\$129	\$526	\$132	\$134	\$166	\$185	\$617	\$186
Operating expenses & other	(91)	(86)	(22)	(25)	(23)	(20)	(91)	(26)	(42)	(28)	(27)	(122)	(40)
Unrealized gains and losses on financial instruments	-	-	-	-	-	-	-	-	-	1	(5)	(5)	4
Adjustments from equity accounted investees	(1)	3	2	2	2	1	7	1	1	1	0	4	1
<b>Adjusted EBITDA <sup>(1)(2)(3)(4)(5)</sup></b>	<b>\$374</b>	<b>\$436</b>	<b>\$109</b>	<b>\$112</b>	<b>\$111</b>	<b>\$110</b>	<b>\$442</b>	<b>\$108</b>	<b>\$94</b>	<b>\$140</b>	<b>\$153</b>	<b>\$494</b>	<b>\$151</b>
Growth Capital <sup>(6)</sup>	175	118	29	18	14	13	74	16	22	44	39	121	31
Equity Investments	121	29	-	-	-	2	2	-	1	-	-	1	-
<b>Total</b>	<b>296</b>	<b>148</b>	<b>29</b>	<b>18</b>	<b>14</b>	<b>16</b>	<b>76</b>	<b>16</b>	<b>23</b>	<b>44</b>	<b>39</b>	<b>121</b>	<b>31</b>
Replacement Capital	23	23	2	6	8	7	22	5	7	13	10	36	4
<b>Marketing:</b>													
Crude and NGL Volume (barrels in millions)	154	203	57	51	58	53	218	56	63	64	66	249	77
Refined Products Volume (barrels in millions)	6	7	1	1	2	2	7	2	2	2	2	8	2
Volume (barrels in millions)	160	210	58	52	60	54	224	58	65	66	68	257	80
Revenues	\$4,665	\$6,964	\$2,651	\$3,125	\$2,592	\$2,460	\$10,828	\$2,313	\$2,543	\$3,134	\$2,714	\$10,704	\$3,187
Cost of Sales	(4,539)	(6,922)	-	-	-	-	-	-	-	-	-	-	-
Operating Expenses & other	(32)	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales & other expenses	(4,571)	(6,922)	(2,620)	(3,119)	(2,547)	(2,420)	(10,706)	(2,241)	(2,509)	(3,116)	(2,689)	(10,555)	(3,167)
Unrealized gains and losses on financial instruments	10	2	(10)	6	3	(3)	(4)	(13)	0	6	3	(3)	14
<b>Adjusted EBITDA <sup>(5)</sup></b>	<b>\$104</b>	<b>\$43</b>	<b>\$21</b>	<b>\$12</b>	<b>\$48</b>	<b>\$37</b>	<b>\$118</b>	<b>\$59</b>	<b>\$34</b>	<b>\$24</b>	<b>\$28</b>	<b>\$145</b>	<b>\$34</b>

(1) 2021 includes a one-time \$7.1mm reversal of an accrual pertaining to a regulatory matter.

(2) 2021 includes a one-time \$19.9mm payment for the present value of the remaining term of a rail loading contract.

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

(4) 2023 includes a \$17mm adjustment for one-time environmental remediation provision.

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

(6) All years Include Corporate Growth Capital.

Note: Figures may not sum due to rounding.