



# INVESTOR PRESENTATION

February 2023

TSX: GEI



# Company Snapshot



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

### KEY INFO

**GEI**

TSX Listed

**C\$3.4B**

Market Cap<sup>(1)</sup>

**~6.3%**

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

**C\$5.0B**

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

### STRONG BUSINESS

**1 in 4**

WCSB Barrels  
Through GEI Terminals

**~80%**

of 2022 Segment Profit  
from Infrastructure

**BBB(low)/BBB-**

DBRS/S&P Credit Rating

**>85%**

Terminals Revenue from  
IG counterparties<sup>(3)</sup>



### ESG LEADER

**AAA**

MSCI Rating

**#1 Ranked**

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

**A-**

CDP Score

**Net Zero**

Scope 1 & 2 by 2050



(1) Enterprise Value does not have standardized meaning under GAAP. See "Specified Financial Measures" in the Forward-Looking Statement Notice slide. Market data as at February 17, 2023.

(2) Calculated as average CDP, S&P CSA, MSCI and Sustainalytics ESG Ratings rank vs. direct peers as at February 21, 2023.

(3) Based on LTM Q4 2022 Revenues; Credit Ratings as at December 31, 2022.

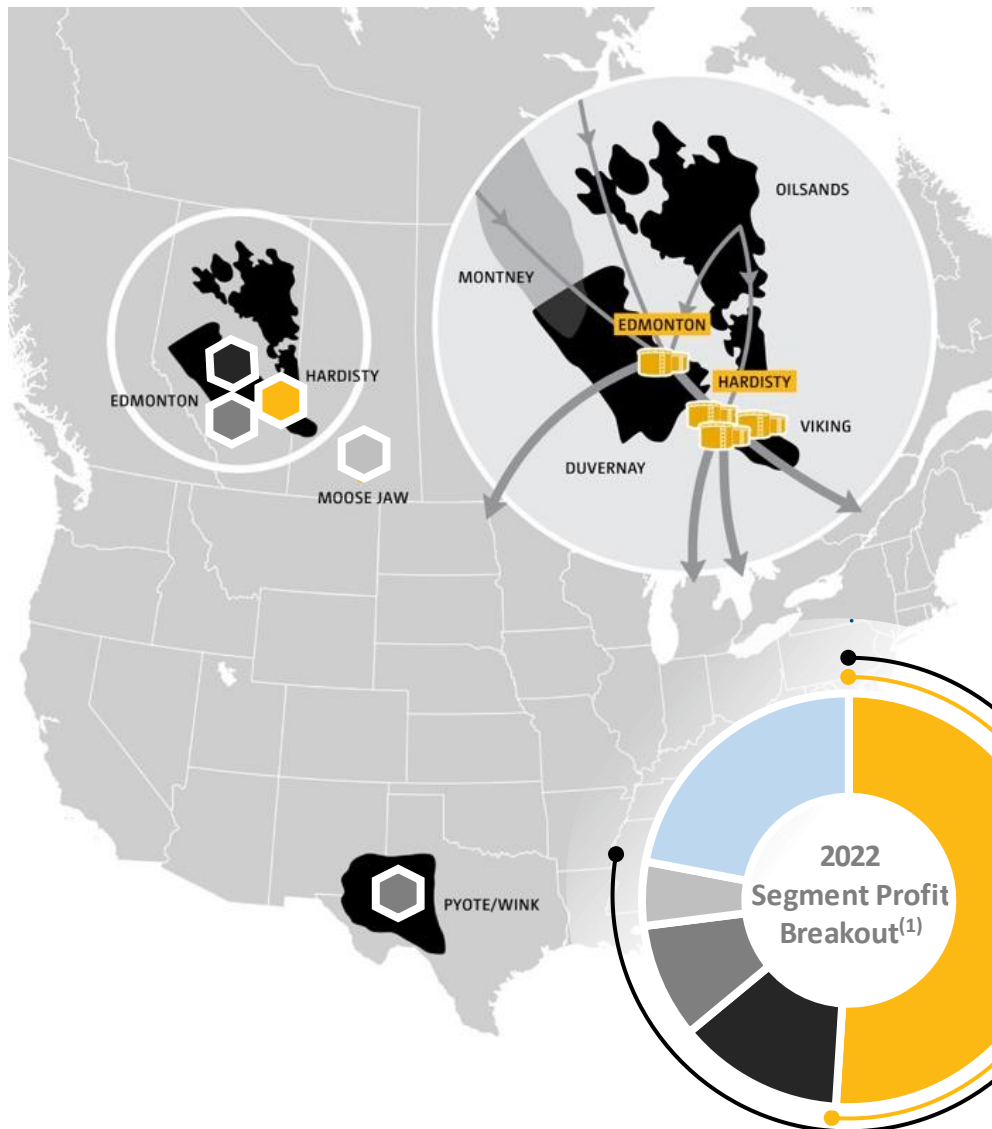
Note: This and subsequent slides contain non-GAAP measures and forward-looking statements - Please refer to the Forward-Looking Statements Notice on slide 26.



# Liquids Infrastructure Focused



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



## Hardisty

13.5mmbbl Existing Tankage  
DRU With 50kbb/d Inlet Capacity  
Best-in-Class Connectivity

## Edmonton

1.7mmbbl Existing Tankage  
435kbb/d Tank Under Construction  
Room for Additional 2mmbbl Tankage

## Pipelines

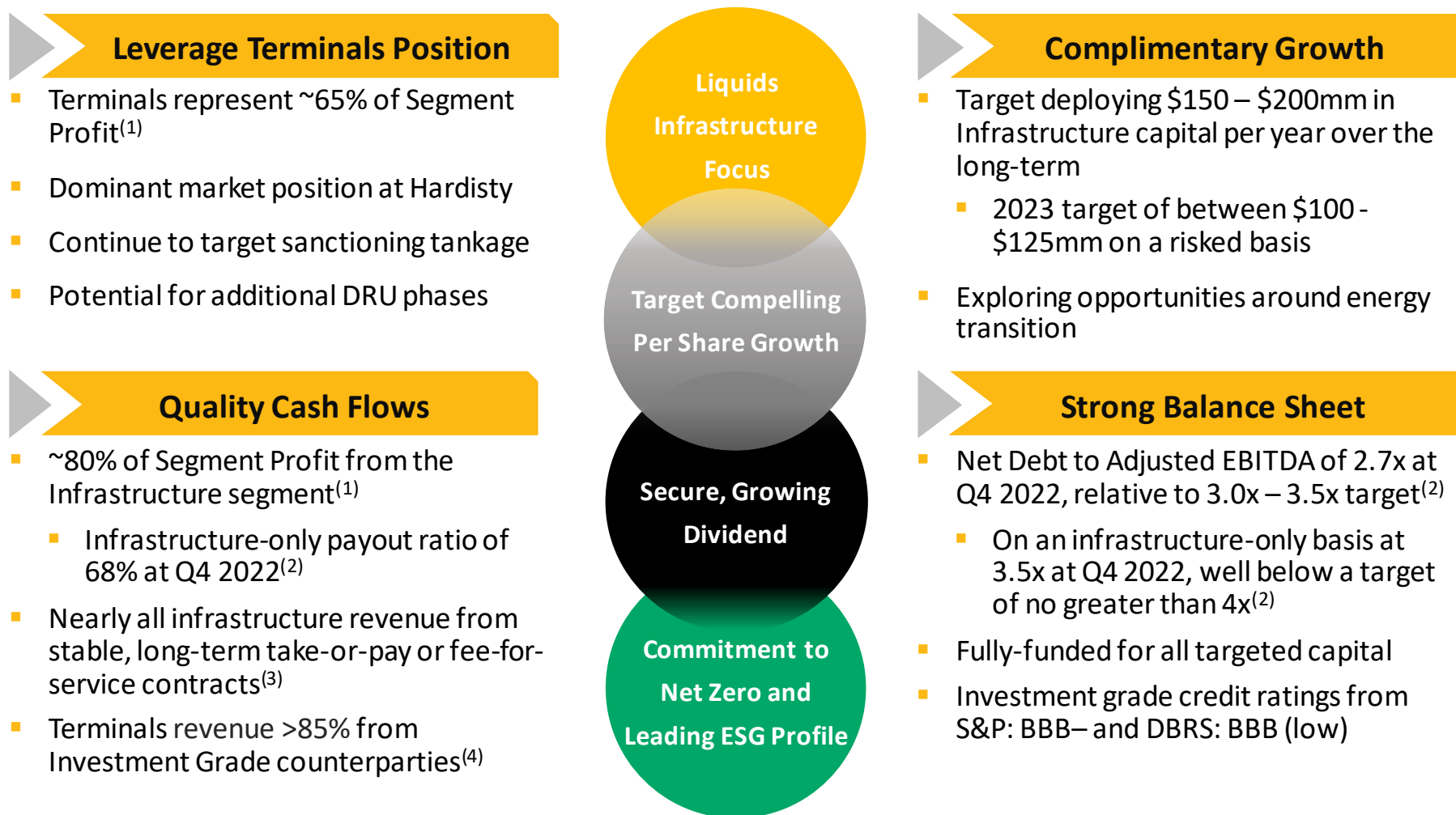
500km Network of Pipelines in Canada and the U.S.  
Drive volumes to core Terminals

## Moose Jaw

~24kbb/d Throughput Capacity  
Supplements Marketing Opportunities

(1) Based on 2022 Segment Profit.

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



(1) Based on LTM Q4 2022 Segment Profit.

(2) 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.

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

(4) Based on LTM Q4 2022 Revenues; Credit Ratings as at December 31, 2022.

# 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

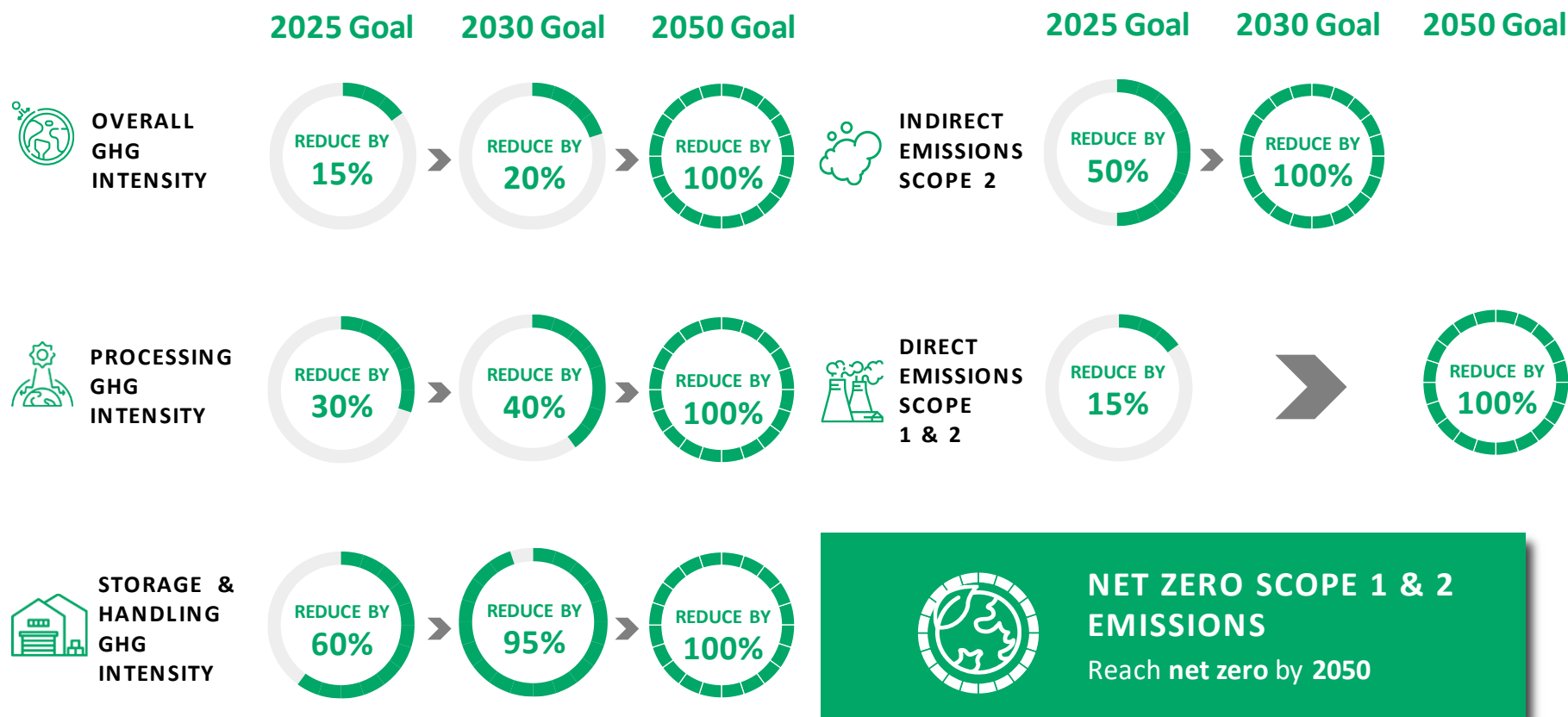
	2020	2021	2022+
Q1	<p>Appointed ESG expert, Judy Cotte, to Gibson's Board of Directors</p> <p>Launched Women Development Program to develop future leaders in the areas of finance, marketing, operations and engineering</p>	<p>Announced Sustainability and ESG targets to further embed Gibson's ESG efforts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

# 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



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

# 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

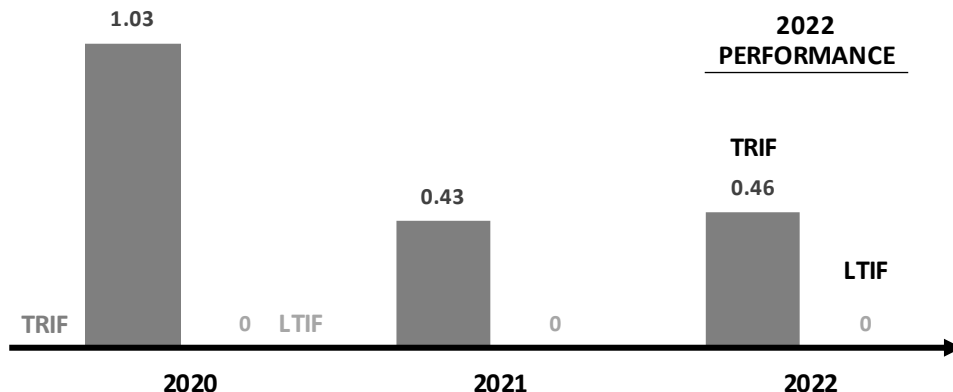
### Achievements

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)



**MISSIONZERO**

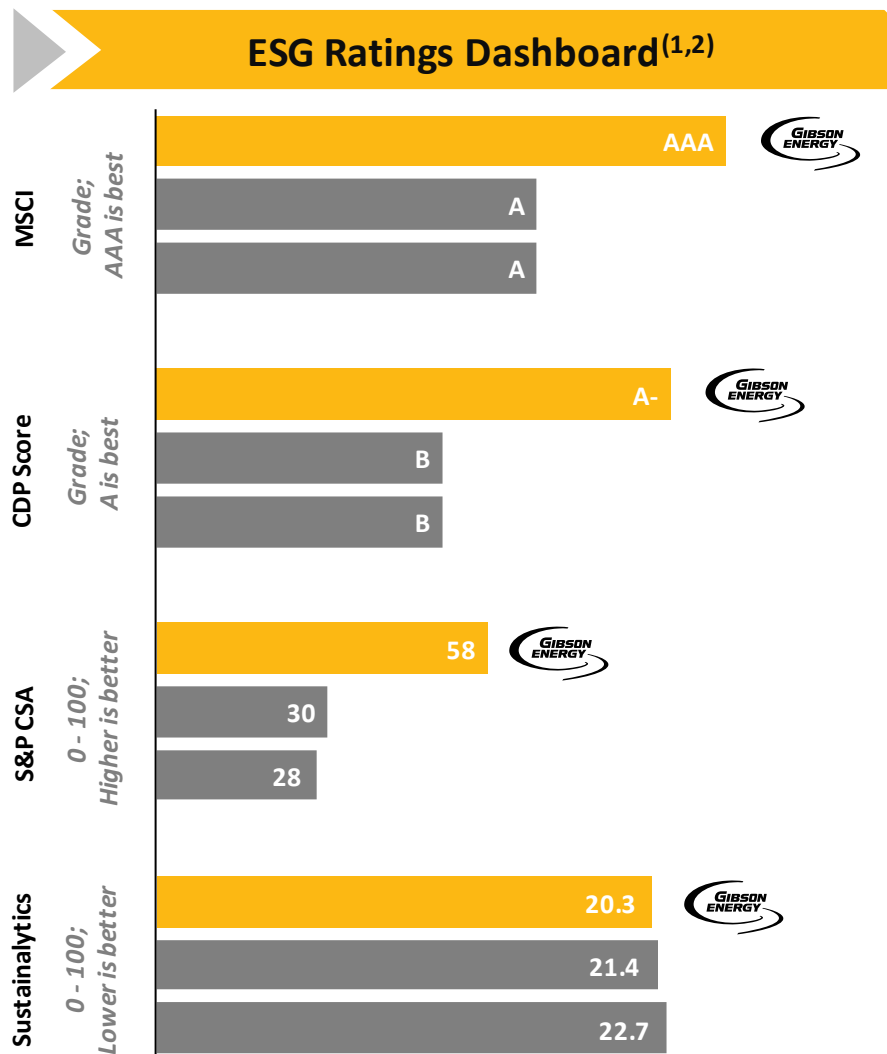
Zero harm to people, environment and assets.

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

**40%**

Female Representation on Board of Directors

**34%**

Female Representation in the Workforce

**LOWEST**

Scope 1 & 2 GHG per Revenue in Peer Group

**A-**

2022 CDP Score

**89%**

Employee Participation In Community Giving

**10%**

Racial, Ethnic Minority and Indigenous Representation on Board of Directors

**35%**

Short-term Incentive Plan tied to ESG Metrics

**NET ZERO**

2050 Target<sup>(3)</sup>

(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 February 21, 2023.

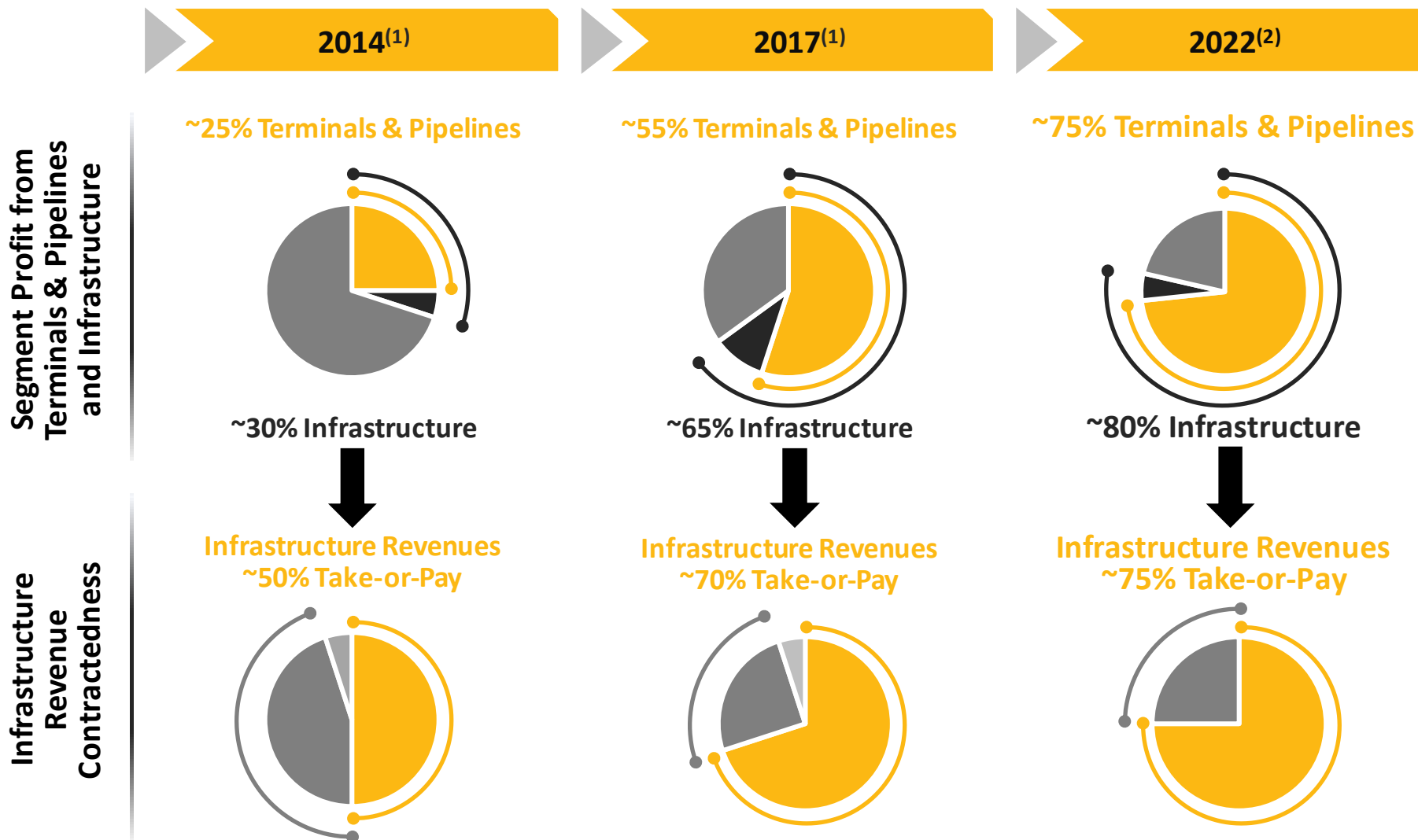
(3) Scope 1 & 2 emissions.



# 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 be comparable to 2022 under IFRS 16.

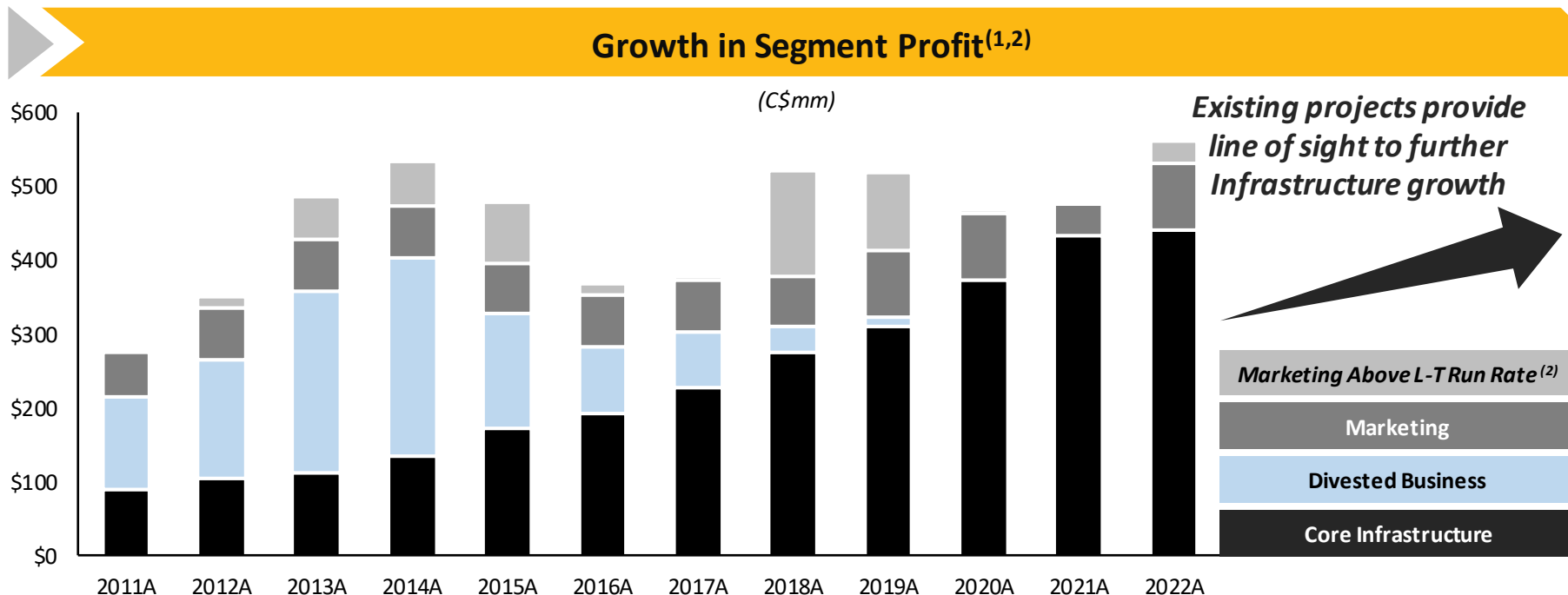
(2) Take-or-pay intercompany contracts currently represent approximately 20% of Infrastructure revenues, with the proportion expected to decline over time.

# 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



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

(2) 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.

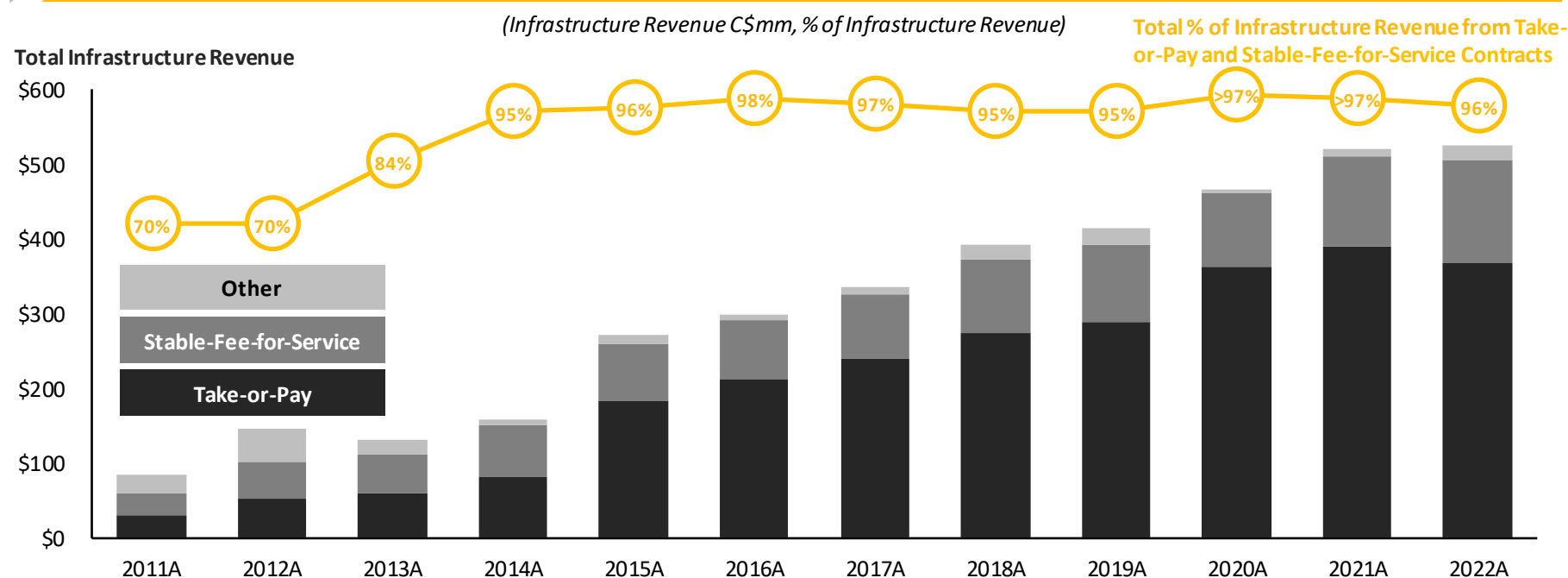
# Infrastructure Revenue by Contract Structure



## 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

### Growth in Infrastructure Revenue by Contract Structure <sup>(1,2)</sup>



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

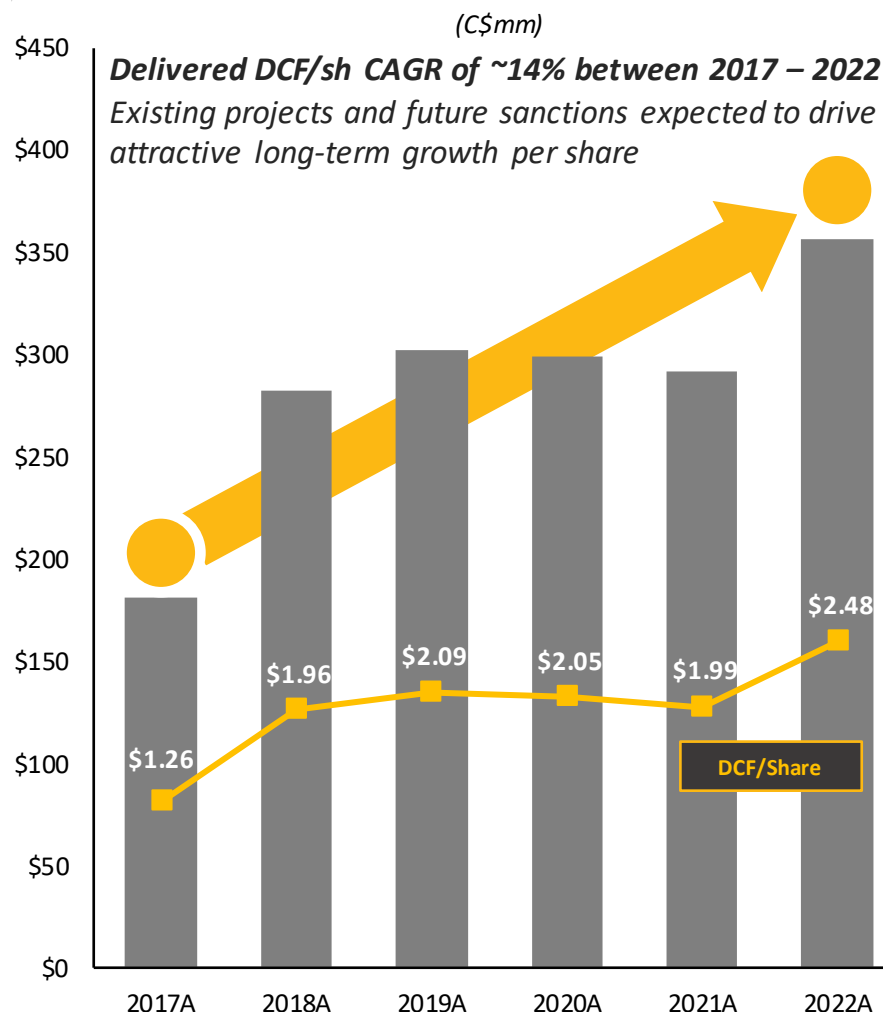
(2) 2019 Infrastructure Adjusted EBITDA includes \$15mm adjustment for one-time future environmental remediation provision for comparability purposes.

# Distributable Cash Flow Growth



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

### Growth in DCF and DCF/Share <sup>(1)</sup>









- 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

(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" in the Forward-Looking Statement Notice slide.

# Financial Governing Principles



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

	Committed Target	Performance
Quality of Cash Flows	High Quality Contract Structure	>80% of Infrastructure revenues from take-or-pay and high-quality fee-for-service contracts  >95% at LTM Q4 2022
	Creditworthy Counterparties	>85% of Infrastructure exposures under long-term contracts with investment grade counterparties  >85% at LTM Q4 2022
Financial Flexibility	Strong Balance Sheet	Net Debt to Adjusted EBITDA of <b>3.0x – 3.5x<sup>(1)</sup></b> and no greater than 4x on an Infrastructure-only <sup>(1)</sup> basis  2.7x total and 3.5x Infra.-only leverage at Q4 2022
	Maintain & Improve Credit Ratings	Maintain <b>Two Investment Grade</b> ratings  S&P: BBB– rating DBRS: BBB (low) rating
Funding Model	Capital Funding Strategy	Fund growth capital expenditures with maximum <b>50% – 60% debt</b>  Capital program fully-funded, with cushion
	Sustainable Payout Ratio	Sustainable long-term <b>payout of 70% – 80%</b> of DCF and Infrastructure payout less than 100% <sup>(1)</sup>  60% total payout and 68% Infra.-only at Q4 2022

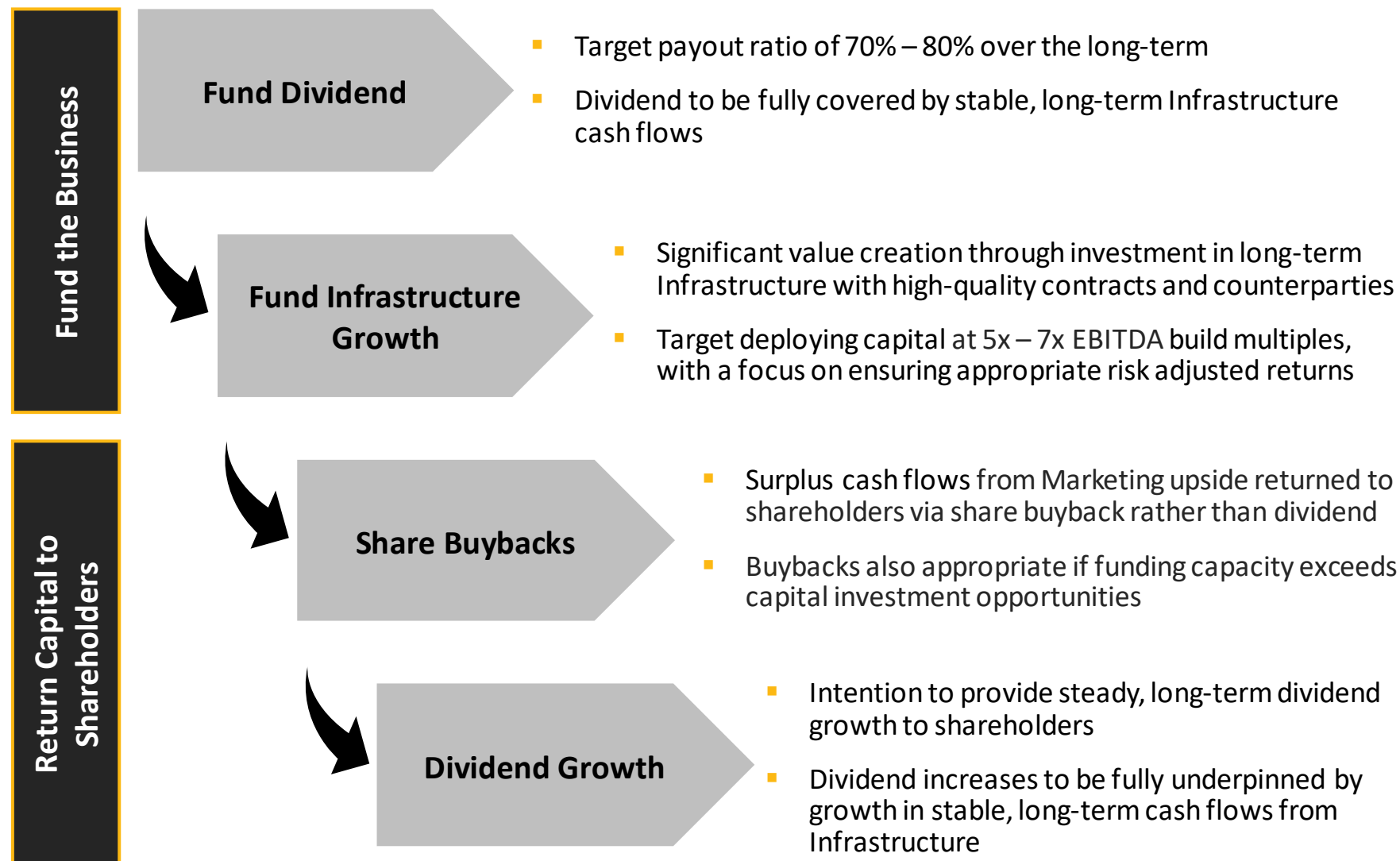
(1) Net Debt, Adjusted EBITDA, infrastructure-only Leverage ratio, and infrastructure-only Payout ratio do not have standardized meanings under GAAP. See “Specified Financial Measures” in the Forward-Looking Statement Notice slide.



# Long-Term Capital Allocation Priorities



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



# 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

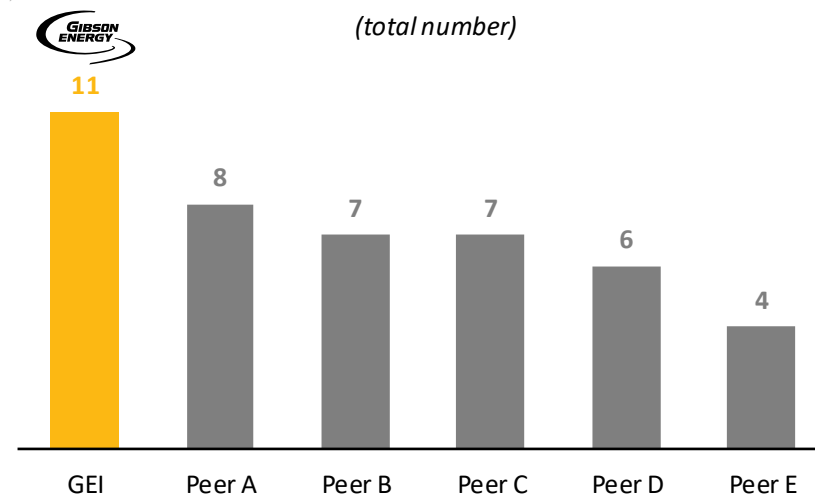
### Independent Operator

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

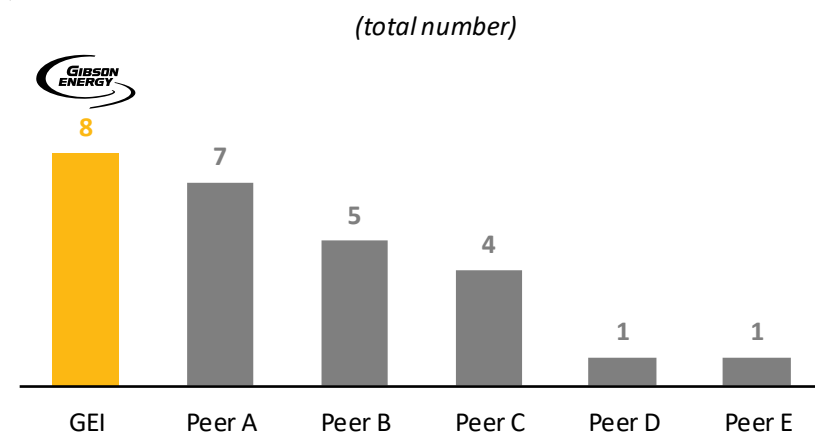
### Cost Focused

- 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

### Inbound Pipeline Connections<sup>(1)</sup>



### Outbound Pipeline Connections<sup>(1)</sup>



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

# Hardisty Terminal – Overview



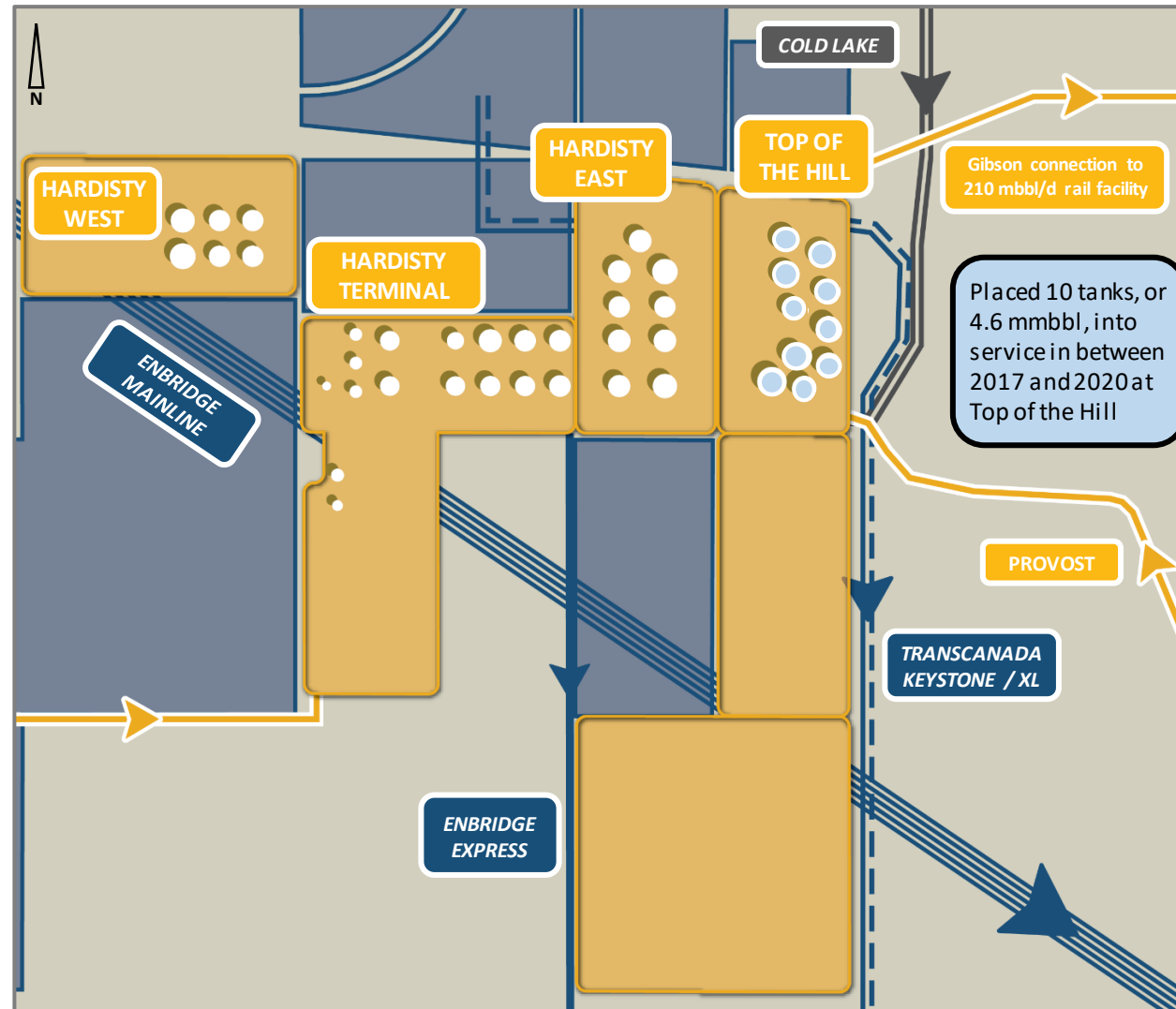
## Future opportunities to grow at Hardisty at an attractive EBITDA build multiple

### 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

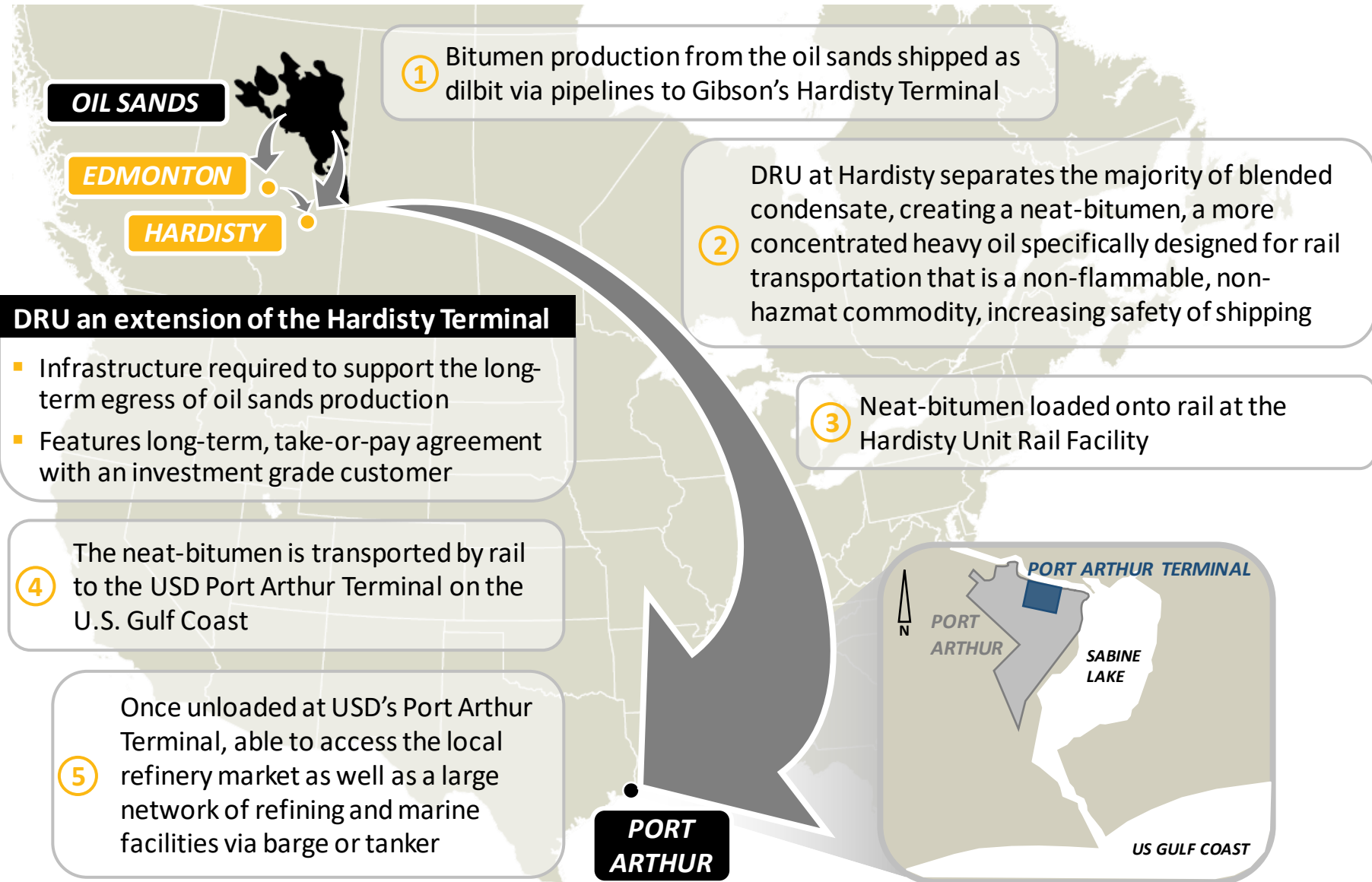
- Exclusive access to the only unit train rail terminal at Hardisty through joint venture with U.S. Development Group (“USD”)
  - Current capacity of ~210,000 bbl/d (~3.5 unit trains per day), with ability to expand
- Development of the DRU increases demand for rail access



# DRU at Hardisty – Full Market Access Solution



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



# 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

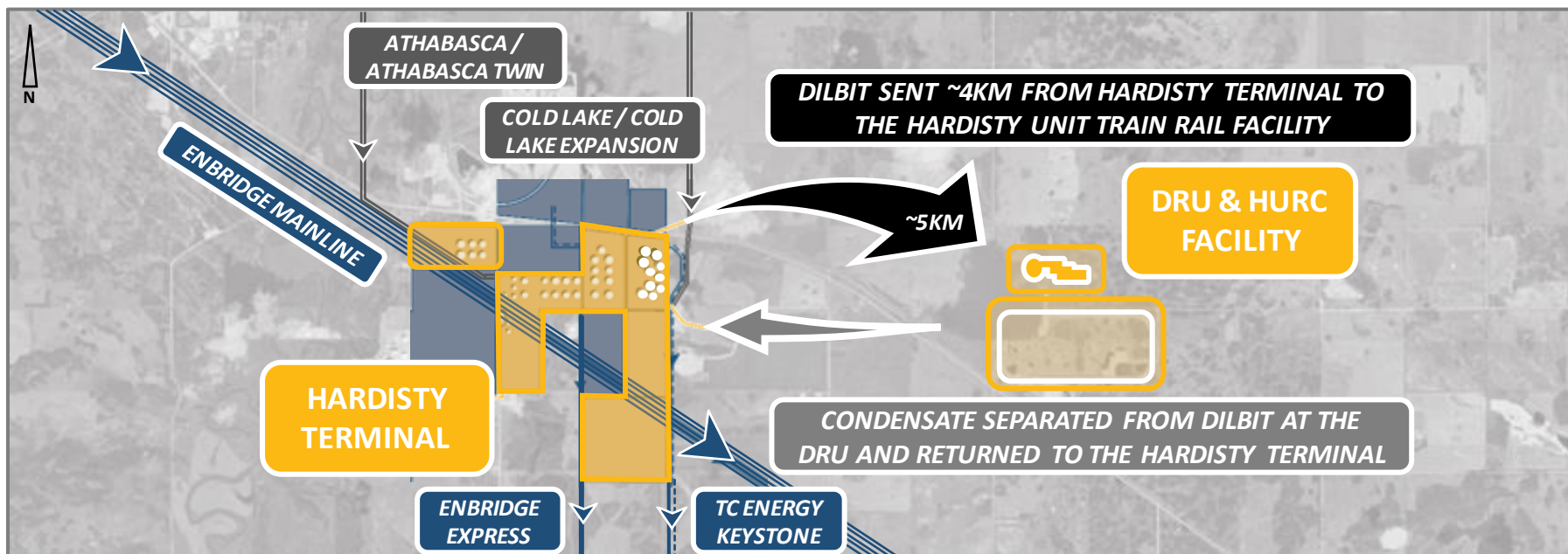
### Extension of Hardisty

- Further improves the Gibson's best-in-class 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



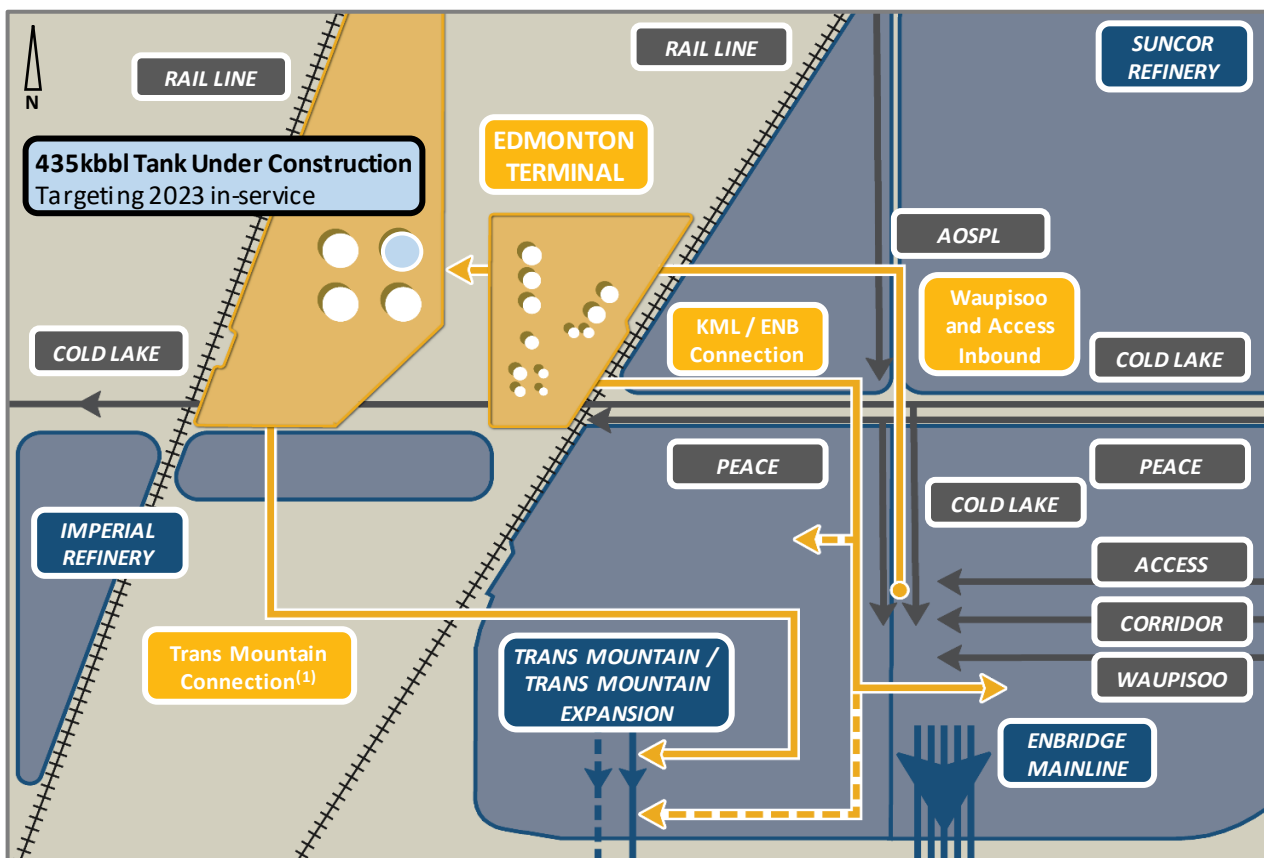


# Edmonton Terminal



## Attractive terminal position with a new tank 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 a 435kbbbl tank for a new investment grade energy customer for 2023 in-service
  - Seek to sanction additional tankage in 2023 to support customer needs around TMX



### Essential Location

- Located at the heart of the Edmonton Industrial Area
- Next to two major refineries
- Have land position to add up to ~1.7mmbbl of tankage beyond tank 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

(1) Trans Mountain Connection easily modified to connect to Trans Mountain Expansion once operational.

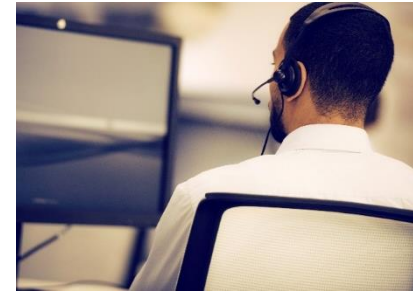
# Marketing Capabilities



## 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			Go Forward Deliverables	
Infrastructure Growth	Sanctioned over \$1B in Infrastructure Growth		<ul style="list-style-type: none"> <li>Continue to target investing \$150 – \$200mm per year over the long-term</li> <li>Driven through a combination of tankage and other infrastructure opportunities</li> <li>Pursue energy transition aligned opportunities</li> </ul>	
	Sanction Meaningful Growth Outside Tankage			
Focused Asset Base	Divest Non-core Assets		<ul style="list-style-type: none"> <li>Direct investment solely into Infrastructure</li> <li>Prioritize organic opportunities</li> <li>Capital allocation philosophy of returning capital to shareholders when business is fully-funded</li> </ul>	
	Focus Capital on Infrastructure Growth			
Strong Balance Sheet	Reduce Leverage & Payout		<ul style="list-style-type: none"> <li>Leverage to remain with target 3.0x – 3.5x Debt / Adjusted EBITDA range longer term</li> <li>Maintain payout of 70% – 80%, growing dividend only when fully underpinned by Infrastructure</li> <li>Remain fully-funded for growth capital, supplemented by buybacks</li> </ul>	
	Fund Capital Growth Internally			
ESG	Further integrate ESG and Sustainability into Business		<ul style="list-style-type: none"> <li>#1 ranked ESG score in peer group</li> <li>Execute on announced ESG targets, including moving towards Net Zero by 2050</li> </ul>	



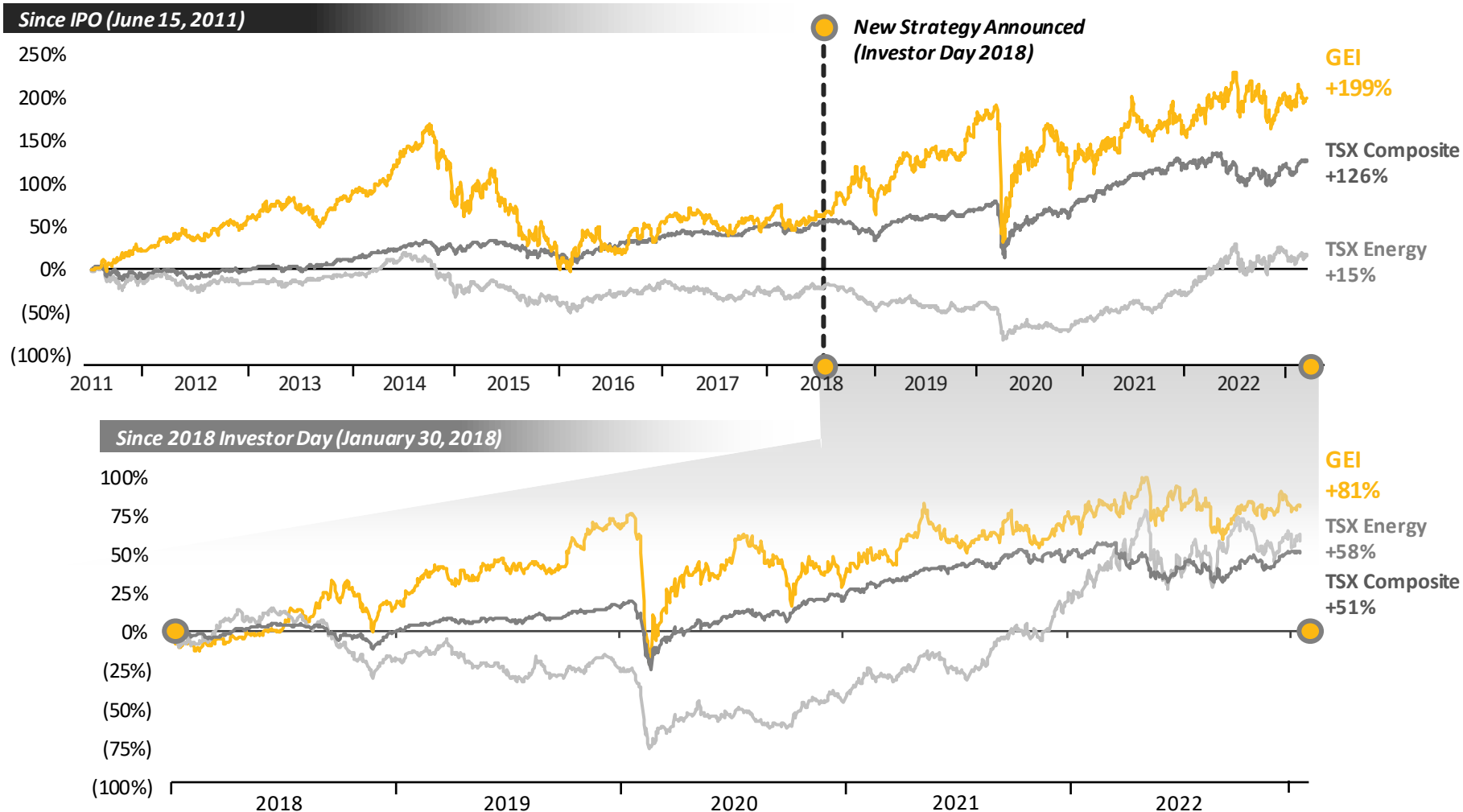
# — APPENDIX —

# Superior Long-Term Shareholder Returns



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

### Total Shareholder Return: Since IPO & 2018 Investor Day<sup>(1)</sup>









(1) Total Shareholder Return as at February 17, 2023.









# Sustainability Targets







## ENVIRONMENT

	2025 TARGET	2030 TARGET
 <b>OVERALL GHG INTENSITY</b> Reduce overall greenhouse gas intensity	15%	20%
 <b>PROCESSING GHG INTENSITY TARGET</b> Reduce aggregate greenhouse gas intensity	30%	40%
 <b>STORAGE &amp; HANDLING GHG INTENSITY TARGET</b> Reduce aggregate greenhouse gas intensity	60%	95%
 <b>INDIRECT EMISSIONS (SCOPE 2)</b> Reduce absolute Scope 2 emissions across the business	50%	100%
 <b>DIRECT EMISSIONS (SCOPE 1 &amp; 2)</b> Reduce absolute Scope 1 & 2 emissions (Moose Jaw Facility)	15%	
 <b>NET ZERO SCOPE 1 &amp; 2 EMISSIONS by 2050</b>		

## SOCIAL

	2025 TARGET	2030 TARGET
 <b>WOMEN IN THE WORKFORCE</b> At least <b>1 woman</b> holds an SVP or above role	> 40% of workforce > 33% of VP & above roles	> 43% of workforce > 40% of VP & above roles
 <b>RACIAL &amp; ETHNIC MINORITY REPRESENTATION</b> At least <b>1 racial &amp; ethnic minority and/or Indigenous Persons</b> holds an SVP or above role	> 21% of workforce	> 23% of workforce
 <b>INDIGENOUS REPRESENTATION</b> At least <b>1 racial &amp; ethnic minority and/or Indigenous Persons</b> holds an SVP or above role	> 2.5% of workforce	> 3.5% of workforce
 <b>COMMUNITY</b> 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	
 <b>TOTAL RECORDABLE INJURY FREQUENCY (TRIF)</b>	Top quartile safety performance	

## GOVERNANCE

	TARGET
 <b>WOMEN REPRESENTATION</b> Board of Directors	2025 > 40%
 <b>RACIAL &amp; ETHNIC MINORITY AND/OR INDIGENOUS REPRESENTATION</b> Board of Directors	2025 At least One Board Member
 <b>SUSTAINABILITY LEADERSHIP</b>	ONGOING Maintain top quartile performance from third party ESG rating agencies
 <b>PROTECTION OF ASSETS</b>	ONGOING Ensure robust cybersecurity measures are in place

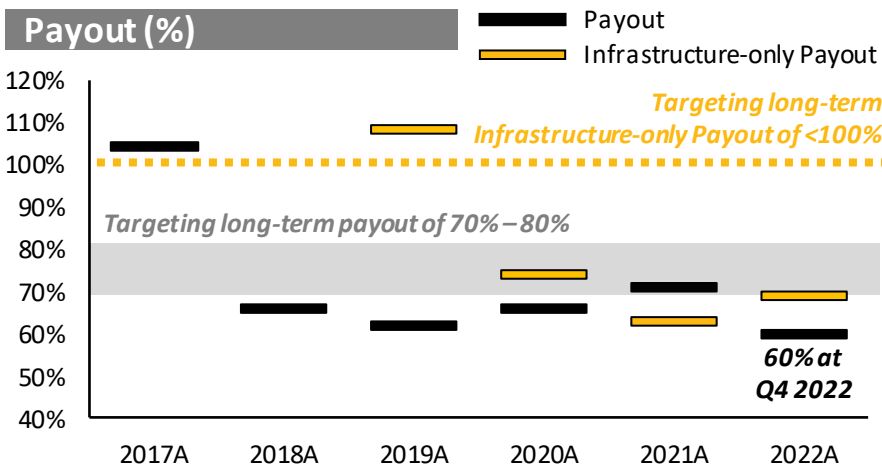
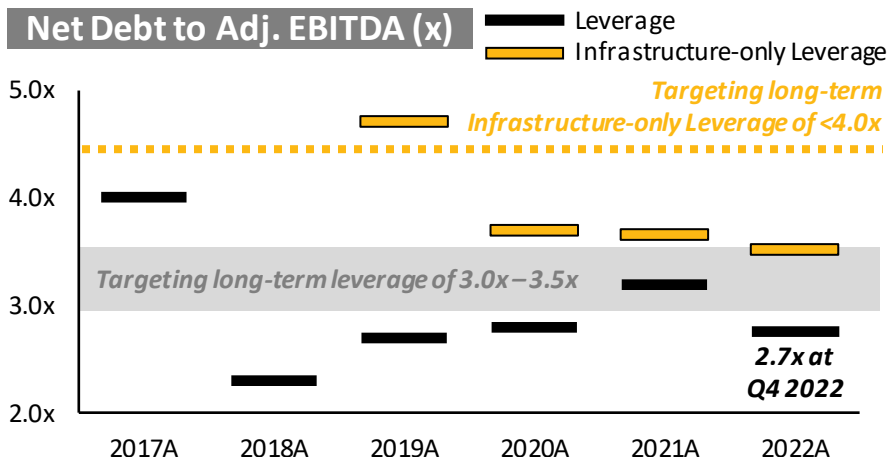
Note: All targets are established on a 2020 baseline and intensity targets include Scope 1 and 2 emissions - Please refer to Forward-Looking Statement Notice on slide 26.

# Financial Position and Maturity Profile

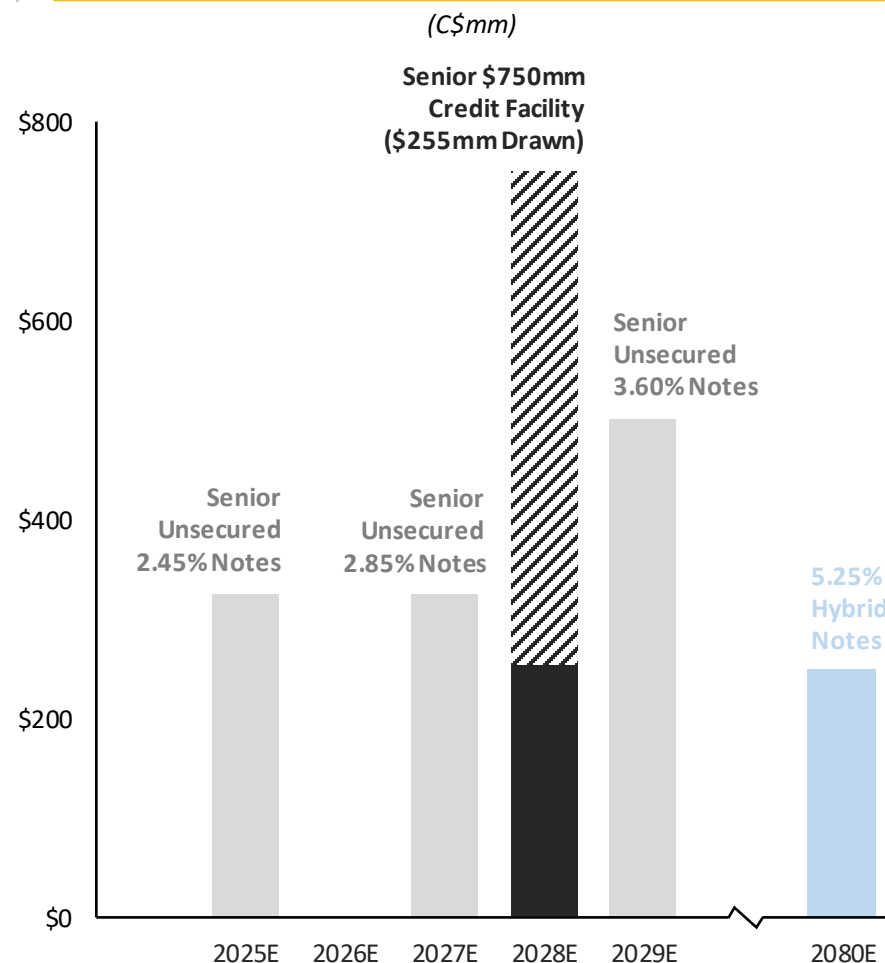


**Leverage & Payout below target, significant available liquidity and no near-term maturities**

## Leverage & Payout Ratios<sup>(1)</sup>



## Maturity Profile<sup>(2)</sup>



(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" in the Forward-Looking Statement Notice slide.

(2) Floating rate revolving credit facility; drawn balance as at December 31, 2022. 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 and extended maturity to February 2028.

# 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 other than statements of historical fact are forward-looking statements. The use of any of the words "anticipate", "plan", "aim", "target", "contemplate", "continue", "estimate", "expect", "intend", "propose", "might", "may", "will", "shall", "project", "should", "could", "would", "believe", "predict", "forecast", "pursue", "potential", "possible", and similar expressions are intended to identify forward-looking statements. Forward-looking statements, included or referred to in this presentation include, but are not limited to statements with respect to: the business and financial prospects and opportunities of Gibson; forecast operating and financial results of Gibson, including target distributable cash flow and per share growth and the drivers thereof; Gibson's sustainability and ESG targets and expected ESG and sustainability disclosure; business strategy and funding position and plans of management (including target timing); anticipated growth and the sources of financing thereof; allocation of capital; capital deployment and investment and the amount, sources and timing thereof; objectives of or involving Gibson, including building a leading liquids-focused infrastructure business and remaining disciplined; expectations regarding the nature of existing and future counterparties and contracts; intercompany contracts and the compositions thereof over time; capital allocation, a new source thereof; funding capacity; competitive position and anticipated competitive advantages; others' inability to replicate Gibson's competitive position; directed infrastructure investment and growth; capital targets; the anticipated in-service dates of various projects; Gibson's ability to pursue potential future expansion opportunities and the nature thereof, including related to the energy transition; projections for future years and Gibson's plans and strategies to realize such projections; expectations and targets for EBITDA, cash flows, distributable cash flow growth, debt and net debt to Adjusted EBITDA ratios, payout ratio, anticipated leverage and credit ratings; management's expectations with respect to share buybacks and dividends, and the amount, timing and funding sources thereof; Gibson's ability to operate sustainably and continue to integrate ESG and sustainability initiatives into its business including the ESG benefits of growth capital to Gibson or its customers; Gibson's goal of achieving Net Zero GHG emissions by 2050; the role of sustainable development in future outcomes related to the economy and climate goals; the credibility and success of the Gibson's intended path to achieve its Net Zero by 2050 target; Gibson's ability to achieve its interim goals in 2025 and 2030 including overall GHG intensity, processing GHG intensity, storage and handling GHG intensity, direct and indirect Scope 1 and 2 emissions reductions and quantifications the reduction of GHG intensity at Gibson's Moose Jaw Facility and further opportunities related to GHG reduction at such facility; Gibson's expectations and plans related to its Net Zero by 2050 target pathway; ability to provide further disclosures related to Gibson's climate goals; continually improving Gibson's health and safety performance and culture; Gibson's future climate and ESG targets and metrics and future ambitions, including with respect to diversity; the global energy transition, and other assumptions inherent in management's expectations in respect of the forward-looking statements identified herein.

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 its various) pandemic or other international or global events, 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; commodity prices; nonmaterial defaults by the counterparties to agreements with Gibson; Gibson's ability to obtain qualified and diverse personnel and equipment in a timely and cost-efficient manner or at all; the regulatory framework governing tax and environmental matters in the jurisdictions in which Gibson conducts and will conduct its business; the energy transition that is underway as the world shift toward a lower carbon economy and a maintained industry focus on ESG and the impact thereof on Gibson; the development and 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 energy sources and utilization and availability of carbon offset and carbon price outlook; Gibson's relationships with the communities in which we operate; climate-related estimates and scenarios and the accuracy thereof, including the cost of compliance with climate change legislation and the impact thereof on Gibson; the impact of emerging regulations on the nature of oil and gas operations, expenditure 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 future 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 expenditure to be made by Gibson, including its ability to place assets into service as currently planned and scheduled; Gibson's ability to obtain financing for its capital program on acceptable terms; Gibson's ability to maintain a strong balance sheet and financial position; Gibson's future debt levels; inflation and change in interest rates and their impact on Gibson; the impact of increasing competition on Gibson; the impact of changes in government policies on Gibson; the ability of Gibson and, as applicable, its partner(s), to construct and place assets into service and the associated costs of such projects; Gibson's ability to generate sufficient cash flow to meet Gibson's current and future obligations; Gibson's dividend policy; product supply and demand; demand for the services offered by Gibson; Gibson's ability to re-negotiate contracts for its services on terms favorable to Gibson; the impact of future changes in accounting policies on Gibson's consolidated financial statements; Gibson's ability to successfully implement the plans and programs disclosed in Gibson's strategy and other assumptions inherent in management's expectations in respect of the forward-looking statements identified herein.

Forward-looking statements involve known and unknown 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 the forward-looking statements will prove to be correct and such forward-looking statements included in this presentation should not be unduly relied upon. Actual results or events could differ materially from those anticipated in the forward-looking statements as a result of, among other things, risks inherent in the businesses conducted by Gibson; the effect of COVID-19 or other international or global events, including a governmental response 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 petroleum products; volatility of commodity prices, currency and interest rates of 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 counterparty and partners, including ability and willingness of such parties to satisfy contractual obligations in a timely manner; future capital expenditure; capital expenditure by oil and gas companies; production of crude oil; decarbonization, a nonmaterial and reclamation cost; change in 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 regulation; 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 litigation or relations; risks associated with the Hardisty DRU project; capital project delivery and success; risks associated with Gibson's use of technology, including attacks by hackers and/or cyberterrorism or breaches due to employee error, malware or other disruptions, and any increased risk associated with increased remote access to Gibson's systems; ability to obtain regulatory approvals necessary for the conduct of Gibson's business; the availability and cost of employment of other personnel, equipment, material and services; labor relations; seasonal 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 asset; 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 labor, material, service and infrastructure; the development and execution of projects; prices of crude oil, natural gas, natural gas liquids and renewable energy; impact of the dividend policy on our future cash flows and estimated future dividends; credit ratings and capital project funding; the development and 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 energy sources and utilization and availability of carbon offset; 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 the rate of return for such services and other risks and uncertainties described in Gibson's Annual Information Form dated February 23, 2022, and Management's Discussion and Analysis dated February 21, 2023 as filed on SEDAR and available on the Gibson website at [www.gibsonenergy.com](http://www.gibsonenergy.com).

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 list is not exhaustive. For a full discussion of our material risk factors, see "Risk Factors" in Gibson's Annual Information Form dated February 23, 2022, and Management's Discussion and Analysis dated February 21, 2023 as filed on SEDAR and available on the Gibson website at [www.gibsonenergy.com](http://www.gibsonenergy.com).

## Specified Financial Measures

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 as presented on a per segment and consolidated basis, and Enterprise Value, which are non-GAAP financial measures and a 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. Readers are cautioned that non-GAAP financial measures and 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 \$3.5 billion on December 31, 2022, 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 cash flows to pay dividends, and the proportion of cash generated that is used 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.

Reader should encourage to evaluate each measure used in this presentation and the reason why 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 18 to 23 of the Company's MD&A for the year ended December 31, 2022 (Q4 2022 MD&A), which is incorporated by reference herein and is available on our SEDAR profile at [www.sedar.com](http://www.sedar.com) and on our website at [www.gibsonenergy.com](http://www.gibsonenergy.com).

Distributable Cash Flow, Adjusted EBITDA and Net Debt are defined in the Q4 2022 MD&A and are reconciled to the most directly comparable financial measures under GAAP for the three and twelve months ended December 31, 2022 in the Q4 2022 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](http://www.sedar.com) and each such reconciliation is incorporated by reference herein.