

# INVESTOR PRESENTATION

May 2022



# **Company Snapshot**



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

KEY INFO	GEI TSX Listed ~6.1% Dividend Yield <sup>(1)</sup>	<b>C\$3.6B</b> Market Cap <sup>(1)</sup> <b>C\$4.8B</b> Enterprise Value <sup>(1)</sup>	
STRONG BUSINESS	<b>1 in 4</b> WCSB Barrels Through GEI Terminals <b>BBB(low)/BBB</b> DBRS/S&P Credit Rating		
ESG LEADER	AAA MSCI Rating A- CDP Score	<b>#1 Ranked</b> ESG Score in peer group <sup>(2)</sup> <b>Bronze Class</b> S&P Global	

(1) Enterprise Value does not have standardized meaning under GAAP. See "Specified Financial Measures" in the Advisory & Forward-Looking Statement Notice slide. (2) Calculated as average MSCI and Sustainalytics ESG Ratings rank vs. direct peers as at April 29, 2022.

(3) Based on LTM Q4 2021 Revenues; Credit Ratings as at March 31, 2022

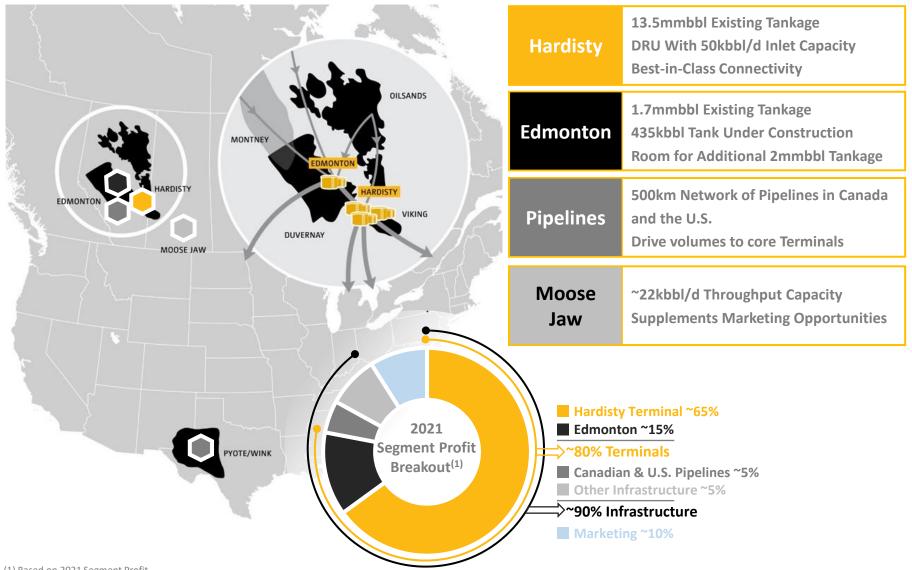
Note: This and subsequent slides contain non-GAAP measures and forward-looking statements – Please refer to the Forward-Looking Statements notice on slide 29.

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# **Liquids Infrastructure Focused**



#### ~80% of Segment Profit<sup>(1)</sup> from core Terminals and ~90% Infrastructure





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

#### **Leverage Terminals Position**

- Terminals represent ~80% of Segment
   Profit<sup>(1)</sup>
- Dominant market position at Hardisty
- Continue to target sanctioning tankage
- Potential for additional DRU phases

#### **Quality Cash Flows**

- ~90% of Segment Profit from the Infrastructure segment<sup>(1)</sup>
  - Infrastructure-only payout ratio of 68% at Q1 2022<sup>(2)</sup>
- Nearly all infrastructure revenue from stable, long-term take-or-pay or fee-forservice 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

#### **Complimentary Growth**

- Target deploying \$150 \$200mm in Infrastructure capital per year
- Exploring opportunities around energy transition, including renewable diesel

#### **Strong Balance Sheet**

- Net Debt to Adjusted EBITDA of 2.7x at Q1 2022, relative to 3.0x – 3.5x target<sup>(2)</sup>
  - On an infrastructure-only basis at 3.2x at Q1 2022, well below a target of no greater than 4x<sup>(2)</sup>
- Fully-funded for all targeted capital
- Investment grade credit ratings from S&P: BBB– and DBRS: BBB (low)

(4) Based on LTM Q1 2022 Revenues; Credit Ratings as at March 31, 2022

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<sup>(1)</sup> Based on LTM Q4 2021 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 Advisory & 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.

# **ESG and Sustainability Journey**



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

- Focusing near-term efforts on establishing dedicated governance and oversight, improving disclosure and transparency as well as concentrating actions on areas most relevant to both stakeholders and Gibson
- In 2021, built on strong foundation through the establishment of Sustainability and ESG targets, shifting to a sustainability-linked revolving credit facility, making its second CDP submission and further aligning disclosures with the TCFD and SASB frameworks

	2019	2020	2021	2022	
Q1	Adopted Diversity & Inclusion (D&I) Policy Commenced development of Operations Management System (OMS)	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 of Directors, achieving 45% Board gender diversity Future Priorities	
Q2	Launched Gibson GIVES Employee Giving Program Optimized Moose Jaw Facility to reduce emissions intensity per barrel	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	Report on progress towards 2025 and 2030 ESG targets, including targets tied to Sustainability- Linked Loan Continue to enhance ESG disclosure in 2022 Management Information Circular and Annual Information Form Publish a full- Sustainability Report in 2022 Continue the exploration and scoping of the emissions and energy optimization opportunities for Gibson's existing assets	
Q3	Updated the corporate Code of Conduct and Ethics to reflect commitment to ESG	Published response to the CDP Climate Change Questionnaire Appointed Peggy Montana to Gibson's board of directors Formed an internal D&I Council, chaired by the President & CEO	Maintained A- leadership level for Gibson's second annual response to the CDP Climate Change Questionnaire Appointed Juliana Lam to Gibson's Board of Directors		
Q4	Sanctioned the Hardisty Diluent Recovery Unit (DRU), a safer and lower emissions egress solution than traditional DilBit-by-rail	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	Continue to work proactively identifying commercial opportunities to further grow business and enhance resiliency as Gibson evolves to a lower carbon future	

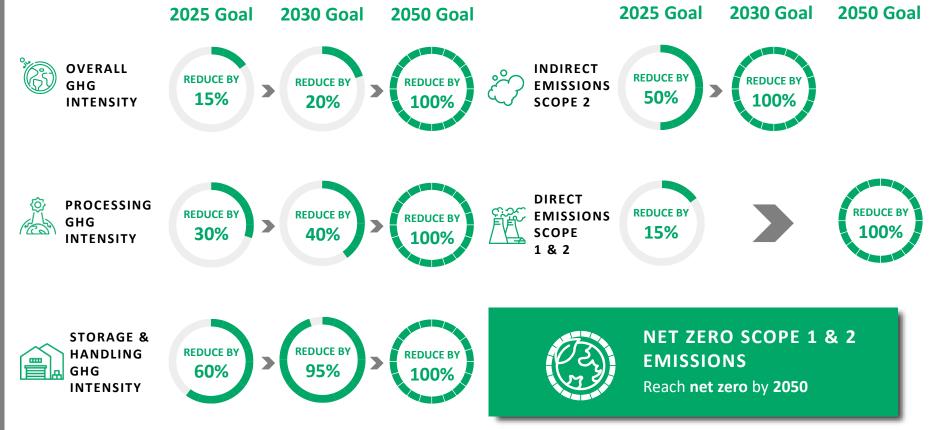
# Pathway to Net Zero by 2050

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

 Gibson works hard to minimize emissions and energy use while promoting resource conservation and environmental stewardship

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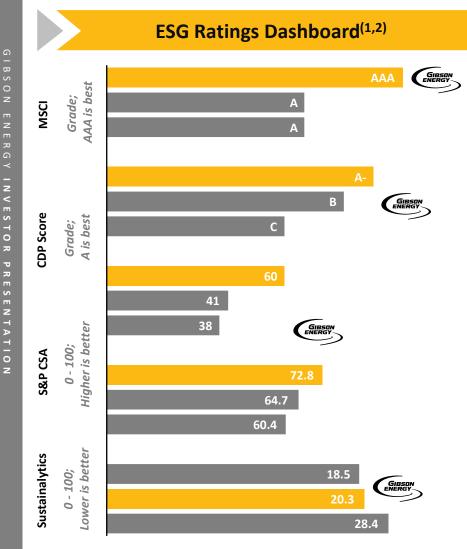
 Remain committed to reducing its environmental impact by measuring its performance and setting targets for continuous improvement



# **Sustainability Performance**



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



#### AAA MSCI Rating

### **Bronze Class**

S&P Global 2022 Sustainability Yearbook

### **45%**

Female Representation on Board of Directors

### >37%

Female Representation in the Workforce

## LOWEST

Scope 1 & 2 GHG per Revenue in Peer Group A-2021 CDP Score

### **96%**

**Employee Participation** In Community Giving

### **18%**

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 MSCI and Sustainalytics ESG Ratings rank vs. direct peers (PPL and KEY). Peers not linked between charts.
 (2) ESG Ratings as at April 29, 2022.
 (3) Scope 1 & 2 emissions.

# **Complete Transformation of Business**



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

Segment Profit from Terminals & Pipelines

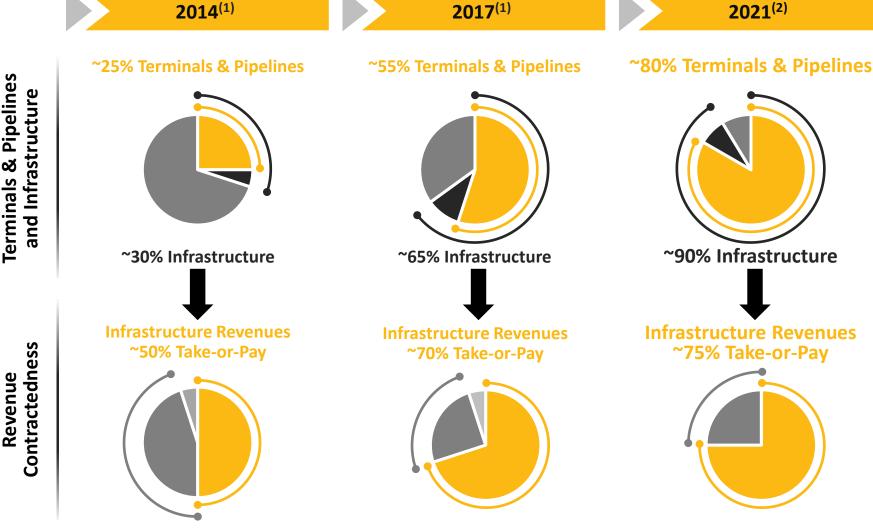
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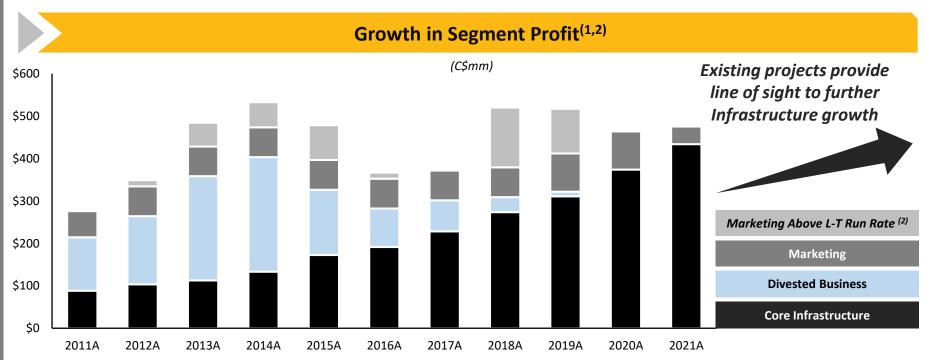
# **Segment Profit Growth**



 Significant high-grading and growth in the Infrastructure segment over time, with a realized 17% CAGR from 2011 – 2021

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- Growth in Core Infrastructure segment for the 10<sup>th</sup> consecutive year, with 2021 Infrastructure Segment Profit increasing ~\$60mm, or 16% over 2020
- Long-term run rate for Marketing Segment Profit of \$80 \$120mm



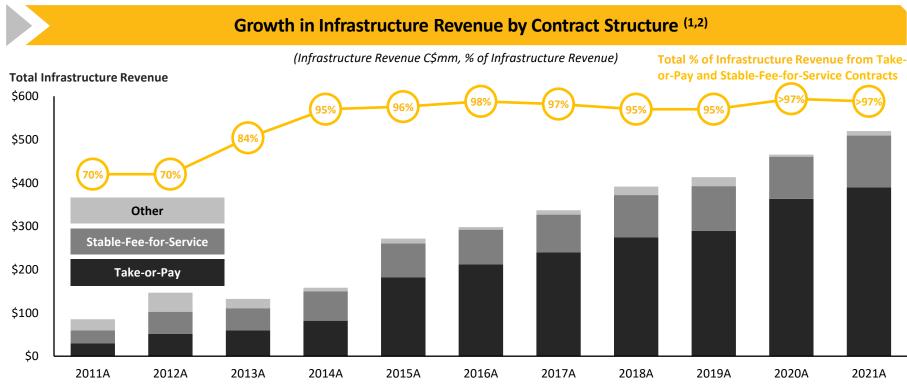
(1) Segment Profit illustratively adjusted for estimated finance leases under IFRS 16 for years 2017 and prior to improve comparability with current presentation. (2) Long-term run rate for Marketing segment profit assumes \$80 - \$120mm per year for 2019 forward, where previously the range assumed was \$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 2021 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

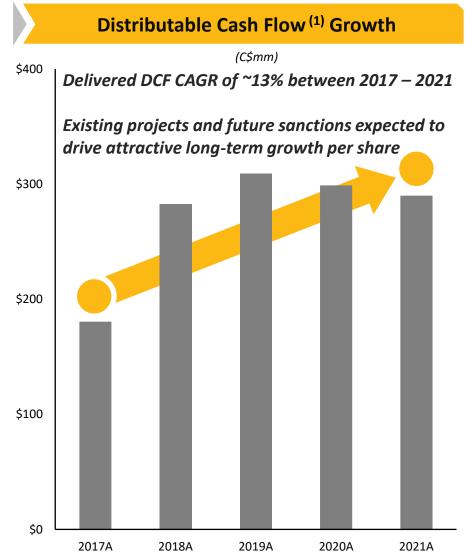


Approximately 20% of current take-or-pay Infrastructure revenues and 35% of current total Infrastructure revenues from intercompany payments.
 2019 Infrastructure Adjusted EBITDA includes \$15mm adjustment for one-time future environmental remediation provision for comparability purposes.

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



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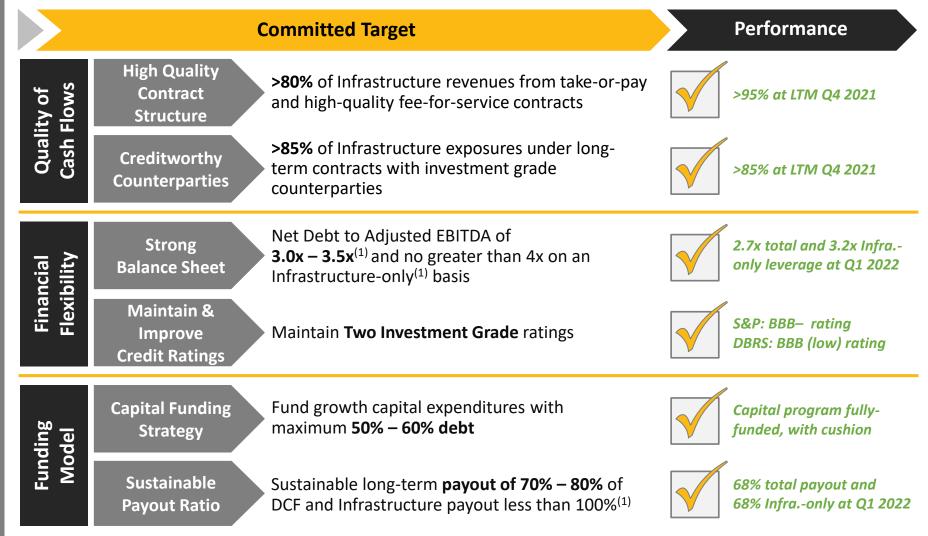
- Distributable Cash Flow has grown at a 13% Compound Annual Growth Rate since the transformation of the business began in 2017
- At the Segment Profit level, entirely driven by an increase in Infrastructure
- Have been cost focused and disciplined throughout the business, driving meaningful improvements between 2017 and 2021:
  - G&A has decreased
  - Interest decreased ~30%, a result of securing Investment Grade credit ratings and re-financing all debt
  - Despite larger Infrastructure asset base, replacement capital has remained at similar levels
  - Lease Costs have decreased by about onethird, mostly due to focus on reducing rail car fleet

(1) Distributable Cash Flow and compounded annual growth rate of Distributable Cash Flow do not have standardized meanings under GAAP. See "Specified Financial Measures" in the Advisory & Forward-Looking Statement Notice slide.

# **Financial Governing Principles**



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

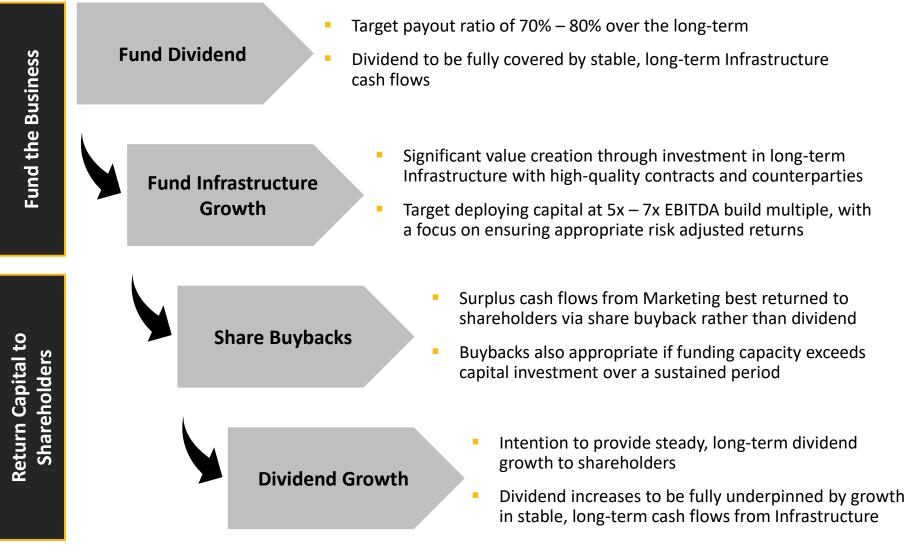


(1) Net Debt, Adjusted EBITDA, Infrastructure-only Leverage ratio, and Infrastructure-only Payout ratio do not have standardized meanings under GAAP. See "Specified Financial Measures" in the Advisory & Forward-Looking Statement Notice slide.

# **Long-Term Capital Allocation Priorities**



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

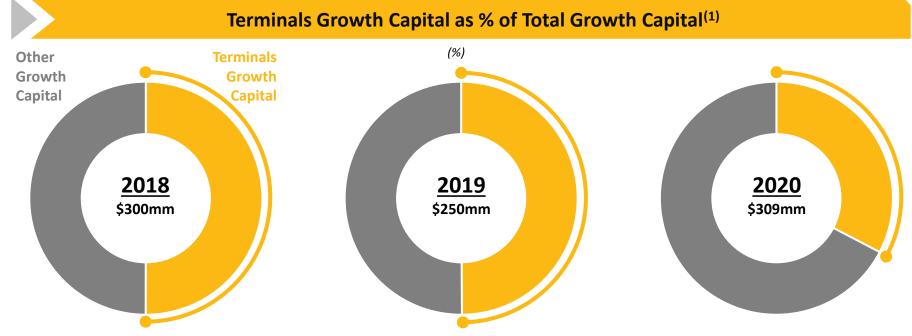


# **Infrastructure Growth Drivers**



### Target investing \$150 – \$200mm per year into a mix of tankage, DRU and other projects

- Deployed nearly three quarters of a billion dollars in Infrastructure Growth Capital between 2018 and 2020 at an aggregate EBITDA build multiple within the target 5x – 7x range
  - Continue to target similar returns in current environment
- Diversity of opportunities, with less than half of capital investment 2018- 2020 being into tankage
  - Continue to expect that tankage investment opportunities will be augmented by additional DRU phases, opportunities at the Moose Jaw Facility and potential future energy transition investments including within the renewable diesel space



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# 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

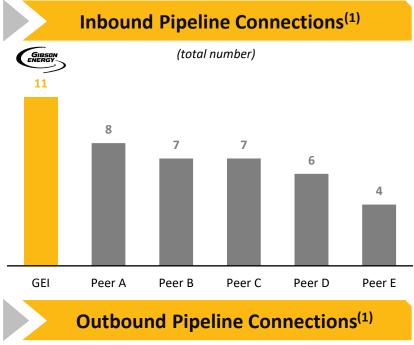
#### **Independent Operator**

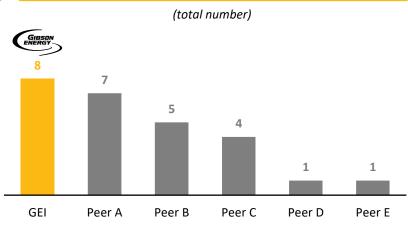
- Focused on terminal operation with primary objective of improving customers' market access
- No preference of where customers bring in or send their crude

#### **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







# Hardisty Terminal – Overview



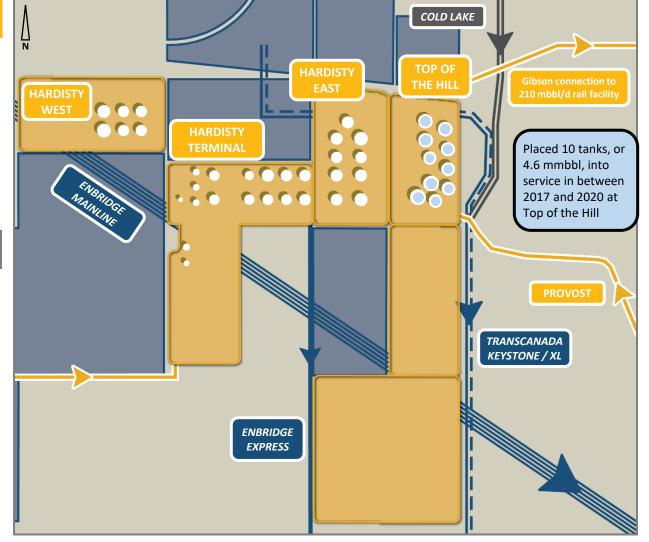
#### Continue to grow at Hardisty at an attractive 5x – 7x EBITDA build multiple

#### **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

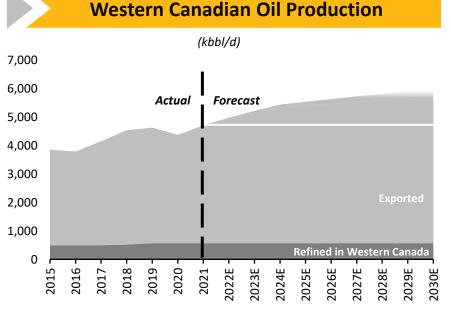


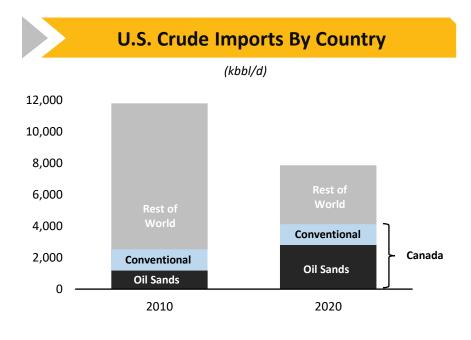
# Supply & Demand of Western Canadian Crude



### Supply forecasts predict growing oil sands production, while U.S. demand keeps growing

- Production forecasts from government agencies, industry and research analysts continue to point to growth of the oil sands from brownfield expansions and debottlenecking projects
  - Canadian Energy Regulator expects supply to increase through 2035 even in energy transition aligned scenarios
- At the same time, U.S. refineries in PADD II and III configured to process heavy crude have continued to increase runs of oil sands crudes despite aggregate imports of crude oil into the U.S. decreasing
  - Trend expected to continue with Permian's growing supply of light crude making heavy barrels more desirable while Venezuelan and Mexican heavy supplies decline and Iranian supply is uncertain





Source: CER, AER, EIA, and Gibson estimates (1) Scenarios adopted from CER's Canada's Energy Future 2021

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# DRU at Hardisty – Full Market Access Solution



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

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#### DRU an extension of the Hardisty Terminal

- Infrastructure required to support the longterm egress of oil sands production
- Features long-term, take-or-pay agreement with an investment grade customer

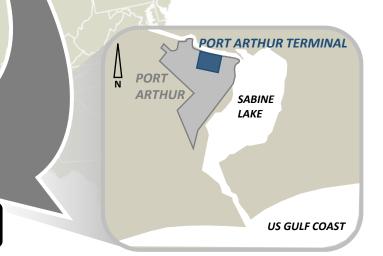
The neat-bitumen is transported by rail to the USD Port Arthur Terminal on the U.S. Gulf Coast

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

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

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

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



# DRU Competes Directly with Pipeline Economics (

### Condensate value, improved rail costs, and USGC refining value key to competing with pipe

- Condensate is currently trading at a premium to WTI in western Canada, but at a discount at the USGC
  - Condensate currently realizing a greater discount on the USGC relative to its cost in western Canada than when the DRU was sanctioned in 2019
- Continue to see interest from refineries to consider running neat-bitumen given the surplus of light crudes on the USGC
  - Neat-bitumen allows refiners to better tailor feedstock to optimize their refinery utilization

#### **Condensate Value**

- Oil sands production continues to reach new peaks, putting upward pressure on WCSB diluent market
- Creates recycling system, allowing condensate supply chain reduction

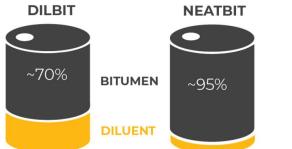
#### **Rail Cost**

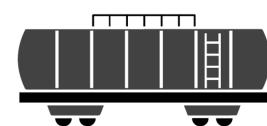
- Safer, non-hazardous product that offers substantially lower rail cost relative to traditional DilBit
- Railroad receives long-term commercial visibility

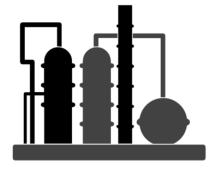
#### **Blending & Refining Value**

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- Refiners achieve better utilization of processing capability, optimizing crack spread received
- Results in neat-bitumen having greater value than DilBit









### 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

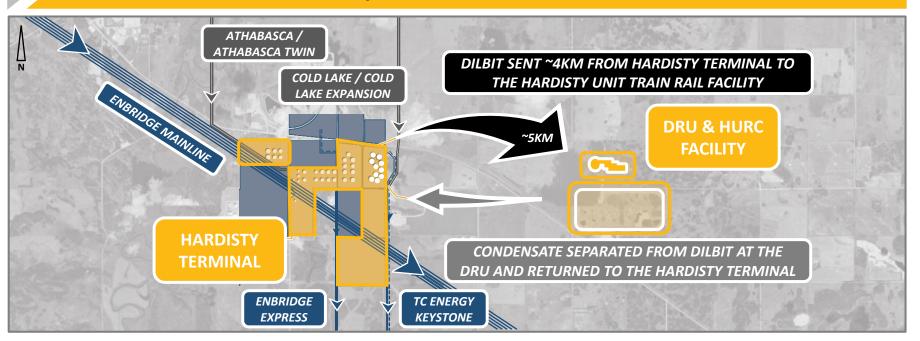
#### **Extension of Hardisty**

- 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

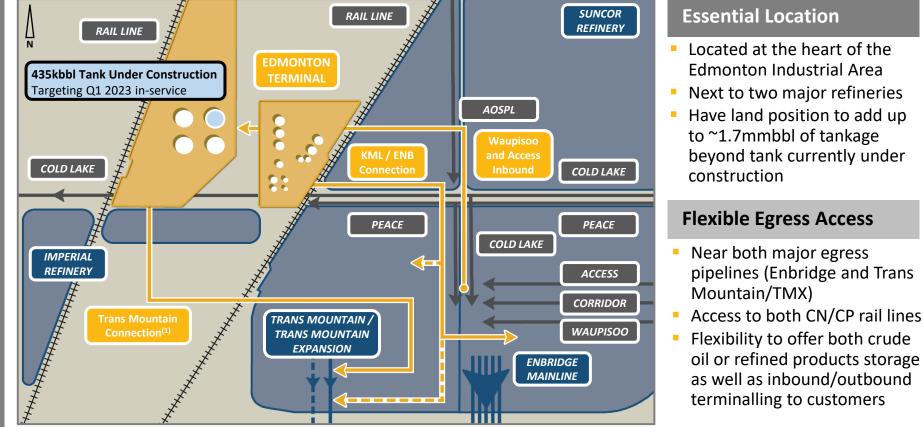
#### Hardisty Terminal and HURC Overview





### Attractive position with a biofuels blending project and 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 placed into service in Q2 2022
- Constructing a 435kbbl tank for a new investment grade energy customer for 2023 in-service



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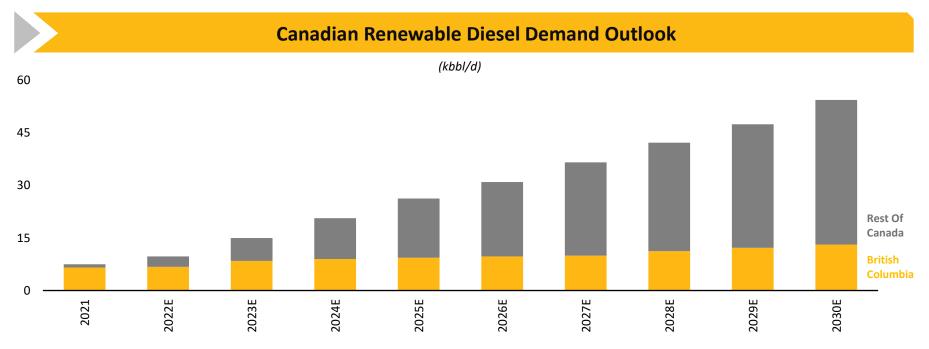
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# **Opportunity in Renewable Diesel**



### Canadian Clean Fuel Standard expected to create significant renewable diesel demand

- Proposed Clean Fuel Standard to drive significant demand growth outside of British Columbia
  - British Columbia already has an established market for renewable diesel given its LCFS scheme
  - Unlike prior biofuels, renewable diesel is a direct drop-in for conventional diesel meaning it requires no engine or use modifications with no blending limits (vs. typical biofuels limits of ~5-20%)
- Potential for renewable diesel to be a good fit for Gibson, given it is a proven commercial technology
- Allows Gibson to leverage its liquids handling and logistics expertise as well as its many years of operating the Moose Jaw Refinery



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

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



### 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

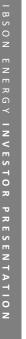


# Key Takeaways



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

#### Delivery Since January 2018 Investor Day



nfrastructure Growth	Sanctioned over \$1B in Infrastructure Growth	
Infrastruct Growth	Sanction Meaningful Growth Outside Tankage	
Focused \sset Base	Divest Non-core Assets	
Focu Asset	Focus Capital on Infrastructure Growth	
Strong alance Sheet	Reduce Leverage & Payout	
Str Balanc	Fund Capital Growth Internally	

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, future DRU phases and other opportunities
- Pursue energy transition aligned opportunities, including renewable diesel
- Direct investment solely into Infrastructure
- Remain focused on 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 all sanctioned growth
- #1 ranked ESG score in peer group
- Execute on announced ESG targets, including moving towards Net Zero by 2050

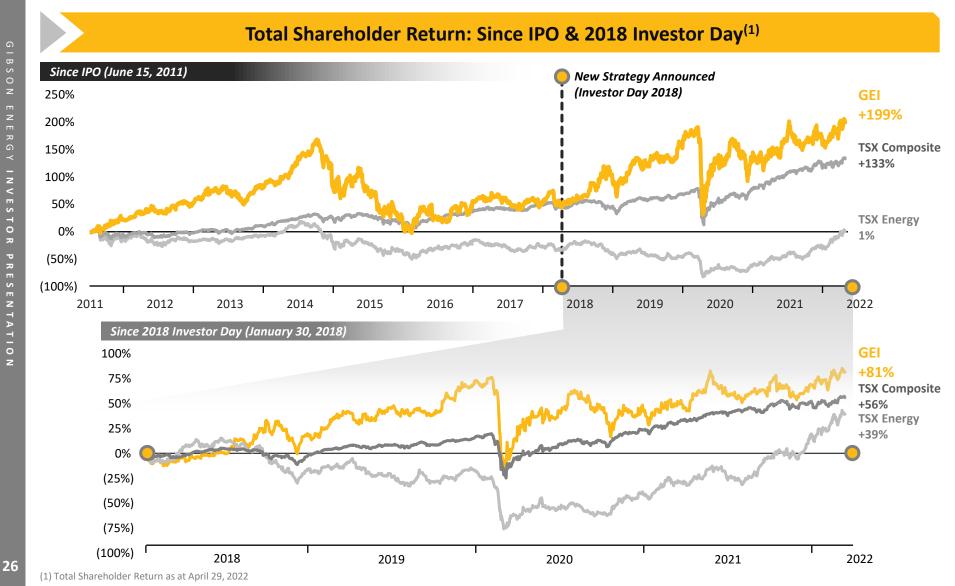
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# **Superior Long-Term Shareholder Returns**



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



# **Sustainability & ESG Targets**



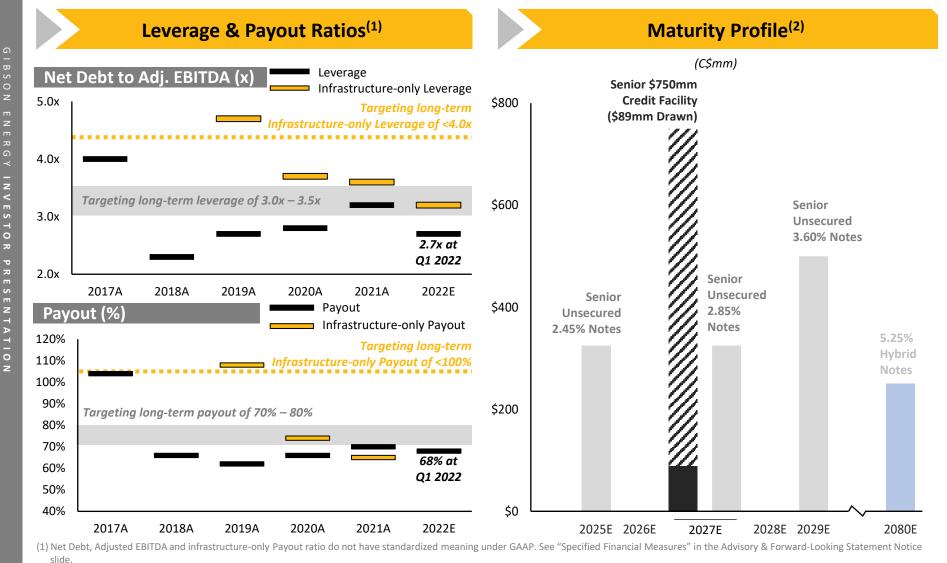
ENVIRONMENT	2025 TARGET	2030 TARGET				
OVERALL GHG INTENSITY Reduce overall greenhouse gas intensity	15%	20%				
ROCESSING GHG INTENSITY TARGET Reduce aggregate greenhouse gas intensity	30%	40%				
STORAGE & HANDLING GHG INTENSITY TARGET Reduce aggregate greenhouse gas intensity	60%	95%				
INDIRECT 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 > 33% of VP & above roles	> 43% of workforce > 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				
COMMUNITY Community Initiatives	At least \$5 MILLION (minimum of \$1 million annually)					
COMMUNITY Maintain leadership in workforce participation in Gibson's community giving program	At least 80% participation					
TOTAL RECORDABLE INJURY FREQUENCY (TRIF)	Top quartile safety performance					
GOVERNANCE	TARGET					
WOMEN REPRESENTATION Board of Directors	2025 > 40%					
RACIAL & ETHNIC MINORITY AND/OR INDIGENOUS REPESENTATION Board of Directors	2025 At least One Board Member					
	<b>ONGOING</b> Maintain top quartile performance from third party ESG rating agencies					
PROTECTION OF ASSETS	ONGOING Ensure robust measures are					

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# **Financial Position and Maturity Profile**



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



(2) Floating rate revolving credit facility; drawn balance as at March 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 April 2027.

# **Advisory & Forward-Looking Statement Notice**



#### Advisory Statements

#### 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 future performance. All statements other than statements of historical fact are forward-looking statements. The use of any of the words "anticipate", "plan", "arget", "contemplate", "continue", "estimate", "expect", "intend", "propose", "might", "may", "will", "shall", "poject", "should", "vould", "believe", "predict", "forceast", "pursue", "potential" and "capable" and similar expressions are intended to identify forward-looking statements. Included or referred to in this presentation include, but are not limited to statements included to business and functions of capital deployment and investment and the amount, sources and fining thereof, objectives of or involving Gibson, expectations of future events of future events of ture verses of trained events, acplied deployment and investment and the amount, sources and timing thereof, objectives of various projects, potential and anticipated competitive advantages, directed Infrastruture investment, capital targets, the anticipated inservice dates of various projects, potential future events and strategies to realize such more comportunities which may become available, anticipated inservice dates of various projects, potential results of EINDA, cash flows, distributable cash flow growth, debt and net debt to advantages, directed Infrastruture investment, acpital targets the anticipated may event and statements and variategies for EBITOA, cash flows, distributable cash flow growth, debt and net debt to achieve his sources of the vice hand expected disson's statements and yleided parents and stategies to realize such may event and the amount, assources of the diston's statements and flow growth, debt and expected disson's statements and flow growth, debt and expected for statements and flow growth, debt and expected for somothy prices, projections for the remainder of 2022 and fluu

The forward-looking statements reflect Gibson's beliefs and assumptions with respect to, among other things, future operating and financial results; general economic and industry trends; future growth in world-wide demand for crude oil and petroleum products; commodity prices; no material defaults by the counterparties to agreements with Gibson's oblison's oblison's oblison's oblison's adulty for any other things, future operating and bironancial results; general economic and industry trends; future growth in world-wide demand for crude oil and petroleum products; commodity prices; no material defaults by the counterparties to agreements with Gibson's oblisin's oblisin (collison's adult) to obtain qualified and diverse personnel, owner-operators; Gibson's adulty to obtain qualified and diverse personnel, owner-operators; Gibson's oblist to subsines; Sustanability programs; the energy transition that is underway as the world shifts toward al ower carbon economy; a maintained industry freeds; future debt levels; the impact of increasing competition on the Company; the impact of ficure explical expenditures to be made by Gibson; Gibson's ability to obtain financing for its capital programs on acceptable terms; the ability of Gibson to place assets into service as currently planned and scheduled; the Company's future debt levels; the impact of increasing competition on the Company; the impact of the COVID-19 pandemic, including related government responses thereto, on demand for crude oil and petroleum products and Gibson's operations generally; expectations regarding the sources of funding of growth initiatives; Gibson's ability to meet Gibson's ability to meet discon's accessfully implement the plans and programs disclosed in Gibson's current and future obligations; Gibson's dividend policy; product supply and demand; the Company's ability to successfully implement the plans and programs disclosed in Gibson's surface as the samptions in the interval-looking statements identified herein.

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cueue actual results or events to differ materially from those anticipated in such forward-looking statements will prove to be correct and such forward-looking statements will prove to be correct and such forward-looking statements are sult of, among other things resentation should not be unduly relied upon. Actual results or events could differ materially from those anticipated in these forward-looking statements are sult of, among other things, resentation should not be unduly relied upon. Actual results or events could differ materially from those anticipated in these forward-looking statements are sult of, among other things, resentation should not be unduly relied upon. Actual results or events could differ materially from those anticipated in these forward-looking statements are sult of, among other things, resentation should not be unduly relied upon. Actual results or events could differ material promotics competitive factors and economic conditions; changes in credit ratings applicable to Gibson; world-wide demand for crude oil and petroleum products; volutility of commodity prices, currency and interest rates fluctuations; product usond, operating and borrowing costs; exposure to counterparties and patiners, including ability and such artists; ordered these forward-looking statements in the approval, availability, effectiveness and patiners, including environmental and such as and results or events could differ material and services reparation between the availability and count and economic conditions; roduces the availability and on terms acceptable to Gibson; world-wide demand for crude oil and petroleum products; volutility of commotily prices, careading and patineres rates fluctuations and terms and economic and appertation and there and maintude and ervices related therets; dependence on certain key suppliers and avain researces of diston's buiness; the searce and paintores anticipated in thes for

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, 2022 as filed on SEDAR and available on the Gibson website at <u>www.gibsonenergy.com</u>.

#### 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 or consolidated basis, and Enterprise Value, which are non-GAAP financial measures, and Net Debt to 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 and Distributable Cash Flow, in each case as presented on a per segment or consolidated basis, and Enterprise Value, 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, starting with market capitalization and adding net debt. The Company believes that investors and analysts use Enterprise value as an indication of the Company's total value. Based Market Capitalization of \$3.6 billion on April 29, 2022, Net Debt of \$1.2 billion and Gibson's current dividend.

Infrastructure-only Payout ratio is a non-GAAP ratio, which is useful to investors as it demonstrates the ability of the Company's infrastructure 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 which uses 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 17 to 21 of the Company's MD&A for the year ended December 31, 2021 (Q4 2021 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.gibsonenergy.com.

Distributable Cash Flow, Adjusted EBITDA and Net Debt are defined in the Q4 2021 MD&A and are reconciled to their most directly comparable financial measures under GAAP for the three and twelve months ended December 31, 2021 in the Q4 2021 MD&A. For all prior periods, these measures are reconciled to their most directly comparable financial measures under GAAP for the three and twelve months ended December 31, 2021 in the Q4 2021 MD&A. For all prior periods, these measures are reconciled to their most directly comparable financial measures under GAAP for the three and twelve months ended December 31, 2021 in the Q4 2021 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.