

Investor Fact Sheet



A public company since 1969, Logistec is listed on the Toronto Stock Exchange under the symbols LGT.A and LGT.B.

Corporate Overview

Logistec is a major Montréal-based provider of cargo-handling and other services to marine and industrial companies, municipalities, as well as other governmental customers in North America. The Company was founded in 1952 by Roger Paquin and has been publicly traded since 1969. Operations include:

Marine Services (58% of annual revenue in 2018):

- Dry bulk, break-bulk and container cargo handling at some 37 ports and 63 terminals across North America;
- Marine transportation services geared primarily to the Arctic coastal trade;
- Marine agency services to foreign shipowners and operators serving the Canadian market;

Environmental Services (42% of annual revenue in 2018):

- Services to industrial and municipal organizations relative to underground water mains, regulated materials management, site remediation, risk assessment, and manufacturing of woven hoses.

Key Reasons for Success

Marine services:

Industry consolidator: The Company has expanded over the years partly through the acquisition of smaller, independent cargo handlers;

Modernization: Management has been quick to adopt new cargo-handling techniques and has undertaken the necessary investments in modern equipment;

Geographic and cargo diversification: Logistec is broadly diversified geographically (approximately 45% of consolidated revenue comes from its U.S. operations) and in the variety of commodities it handles. The Company has facilities equipped to handle such commodities as containers, metals and forest products, fruit and refrigerated cargoes, and a variety of dry bulk cargoes such as grain, sugar, gypsum, coal, fertilizers, minerals and others. Our strategy is focused on diversifying our operations to cover a wide geographical area with a broad cargo mix and a blend of import-export activities.

Discipline: In its drive for growth, Logistec maintains strict capital spending criteria, which insure that as the Company's business volumes rise, its profitability rises as well;

Environmental services:

Maintain the leadership of our diverse technologies and services offered.

Growth Strategy

Marine services:

Focused on becoming a choice cargo-handler in North America, Logistec regularly studies opportunities to acquire additional cargo-handling businesses on the East and West Coasts and to create organic growth through outsourcing opportunities, diversification into other product areas and increased value-added services to customers. In the United States, the opportunity for growth through acquisitions is large since the market is served by a significant number of smaller, independently owned players operating only locally;

Environmental services:

Geographic expansion of Aqua-Pipe services in the USA and internationally. Increase production of large diameter woven hoses. Geographic expansion of our traditional environmental services.

Investment Opportunity

- Profitable every year since the 1969 IPO and has paid dividends each year with payments that have grown;
- Significant growth potential through a program of strategic acquisitions, diversification and as international trade continues to grow;
- Healthy financial position and debt / capitalization ratio of 38.4%.

Financial Summary

(in millions of dollars, except per share amounts)

	2018	2017	2016
Revenue	584.9	475.7	343.3
Adjusted EBITDA ⁽¹⁾	64.2	74.7	42.0
Profit for the year ⁽²⁾	18.1	27.4	18.9
Earnings per share ⁽²⁾	1.38	2.11	1.48
Return on average equity ⁽²⁾	7.36%	12.76%	9.65%

⁽¹⁾ Adjusted EBITDA is a non-IFRS measure and is calculated as the sum of profit for the year plus interest expense, income taxes, depreciation and amortization expense, customer repayment of investment in a service contract, and including impairment charge. Refer to Non-IFRS Measure of the latest Company's quarterly management's discussion and analysis of the period for more details.

⁽²⁾ Attributable to owners of the Company

Market Data

Weighted average number of fully diluted shares (in 2018):	13,134,747
Shares outstanding (as at December 2018):	12,666,056
Class A (30 votes/share)	7,392,722
Class B (1 vote/share)	5,273,334
Dividend per share (in 2018)	
Class A: \$0.3465	Class B: \$0.3812

Officers

Madeleine Paquin, C.M. | President and CEO
George R. Jones | Chairman of the Board
Jean-Claude Dugas, CPA, CA | Chief Financial Officer
Suzanne Paquin | Vice-President
Stéphane Blanchette, CHRP | Vice-President, Human Resources
Ingrid Stefancic, LL.B., FCIS, Acc. Dir. | Vice-President, Corp. & Legal Services
Marie-Chantal Savoy | Vice-President, Strategy & Communications
Carl Delisle, CPA, CA | Corporate Controller
Mathieu Brunet, CPA, CGA | Treasurer
Kevin Bourbonnais | Vice-President, Special Projects

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