



**LOGISTEC**

**2020: A YEAR  
OF RESILIENCY  
AND GROWTH**

2020 ANNUAL MEETING  
MAY 4, 2021



# WELCOME





# HEALTH AND SAFETY





SCRUTINEERS:

**MARTINE GAUTHIER**

**GALE DEMICK**



# CONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT



An aerial photograph of a large cargo ship named "GOLDEN BEIJING" docked at a pier. The ship is viewed from an elevated angle, showing its deck with various structures and equipment. The pier extends into the water, and other smaller vessels are visible in the background. The entire image is overlaid with a semi-transparent blue filter. The text "ELECTION OF DIRECTORS" is written in large, white, sans-serif capital letters on the left side of the image.

# ELECTION OF DIRECTORS



**SERGE  
DUBREUIL**  
THANK YOU



An aerial photograph of a large industrial ship, the 'GOLDEN BEIJING', docked at a pier. The ship is viewed from an elevated angle, showing its deck with various structures and equipment. The pier extends into the water, and other industrial buildings are visible in the background. The entire image is overlaid with a semi-transparent blue filter. The text 'ELECTION OF DIRECTORS' is written in white, bold, sans-serif capital letters on the left side of the image.

# ELECTION OF DIRECTORS



OUR  
BOARD  
MEMBERS



OUR  
BOARD  
MEMBERS



# APPOINTMENT OF INDEPENDENT AUDITOR AND REMUNERATION



# FORWARD-LOOKING STATEMENT

For the purpose of informing shareholders and potential investors about the Company's prospects, sections of this document may contain forward-looking statements, within the meaning of securities legislation, about the Company's activities, performance and financial position and, in particular, hopes for the success of the Company's efforts in the development and growth of its business. These forward-looking statements express, as of the date of this document, the estimates, predictions, projections, expectations or opinions of the Company about future events or results. Although the Company believes that the expectations produced by these forward-looking statements are founded on valid and reasonable bases and assumptions, these forward-looking statements are inherently subject to important uncertainties and contingencies, many of which are beyond the Company's control, such that the Company's performance may differ significantly from the predicted performance expressed or presented in such forward-looking statements. The important risks and uncertainties that may cause the actual results and future events to differ significantly from the expectations currently expressed are examined under "Business Risks" in the Company's annual report and include (but are not limited to) the performances of domestic and international economies and their effect on shipping volumes, weather conditions, labour relations, pricing and competitors' marketing activities. The reader of this document is thus cautioned not to place undue reliance on these forward-looking statements. The Company undertakes no obligation to update or revise these forward-looking statements, except as required by law.

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**MADELEINE PAQUIN, C.M.**

PRESIDENT AND CEO, LOGISTEC









EMERGE STRONGER,  
RESILIENT, AND  
MORE INNOVATIVE



# OUR PURPOSE

LOGISTEC's strategy is guided by our mission and purpose: We pride ourselves on building and sharing our expertise in order to contribute to the success of our customers and our communities. Our people are dedicated to finding solutions that support reliable supply chains and protect our environment and our water resources.



FAMILY FIRST  
SAFETY FIRST



3-A

4-A

4-B

30,000 LBS

30MT

SAFETY FIRST

7-54

1850

1850

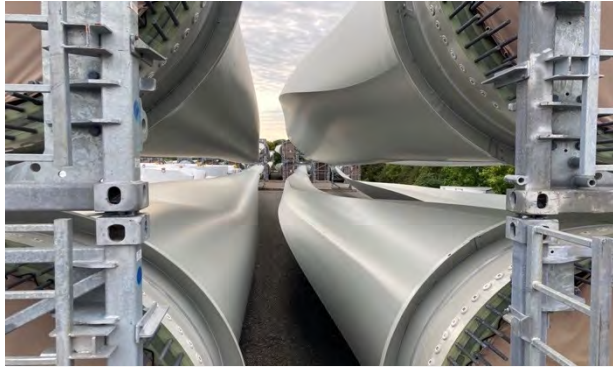
1850

# OUR VISION

To be the partner of choice for safe, sustainable and creative solutions in the marine and environmental services segments. By 2023, LOGISTEC will be recognized for its remarkable contributions to its customers, its partners and its communities.



# OUR STRATEGY



## STABLE LONG-TERM GROWTH

We deliver consistent, profitable growth that is stable and focused on long-term outcomes.



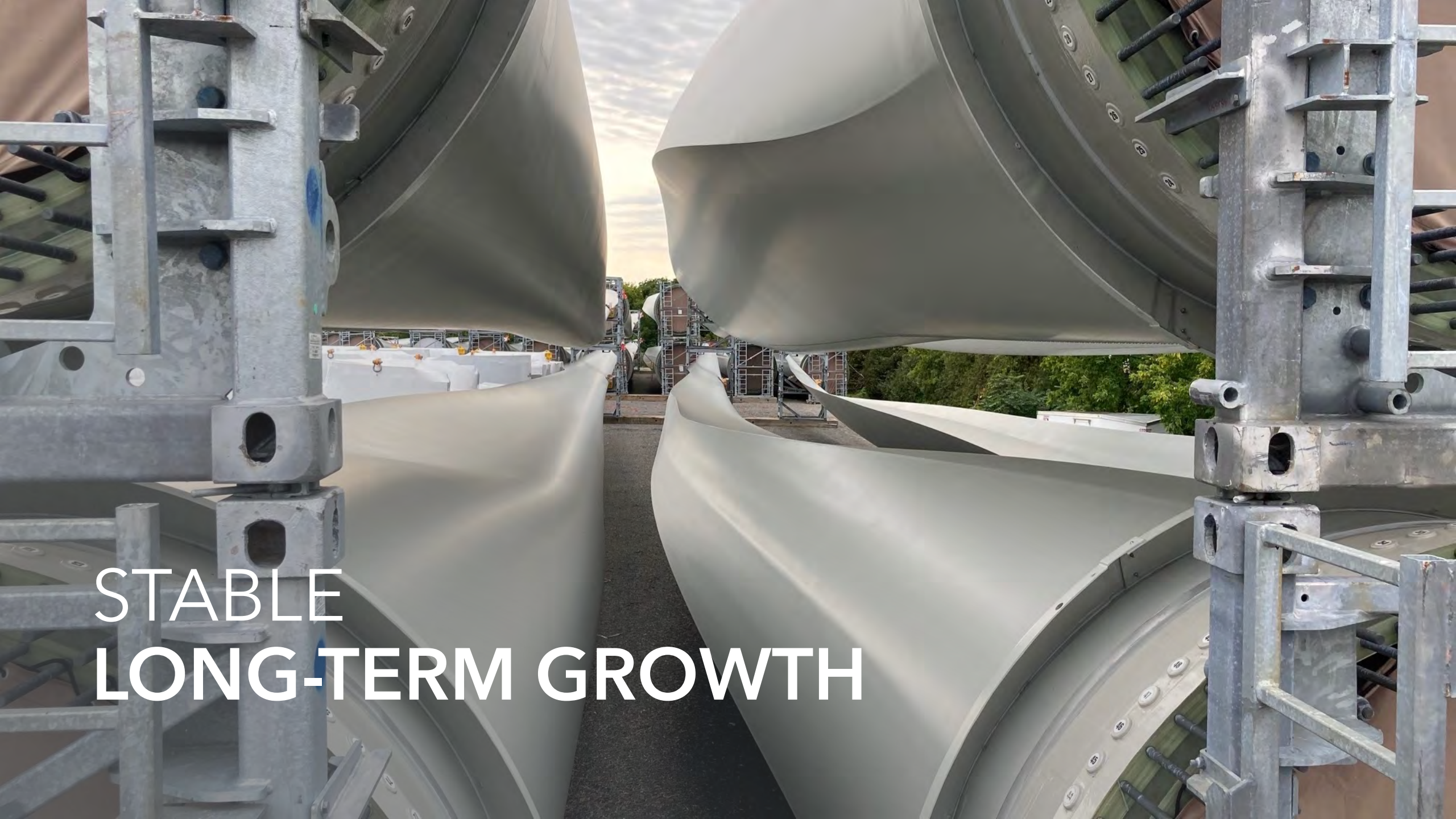
## PURPOSE DRIVEN

Our strategic decisions are grounded in our purpose, our values, and our commitment to our customers, our communities and to each other as colleagues.



## INNOVATING FOR THE NEXT GENERATIONS

We develop creative solutions to help shape the future for our customers and our communities.



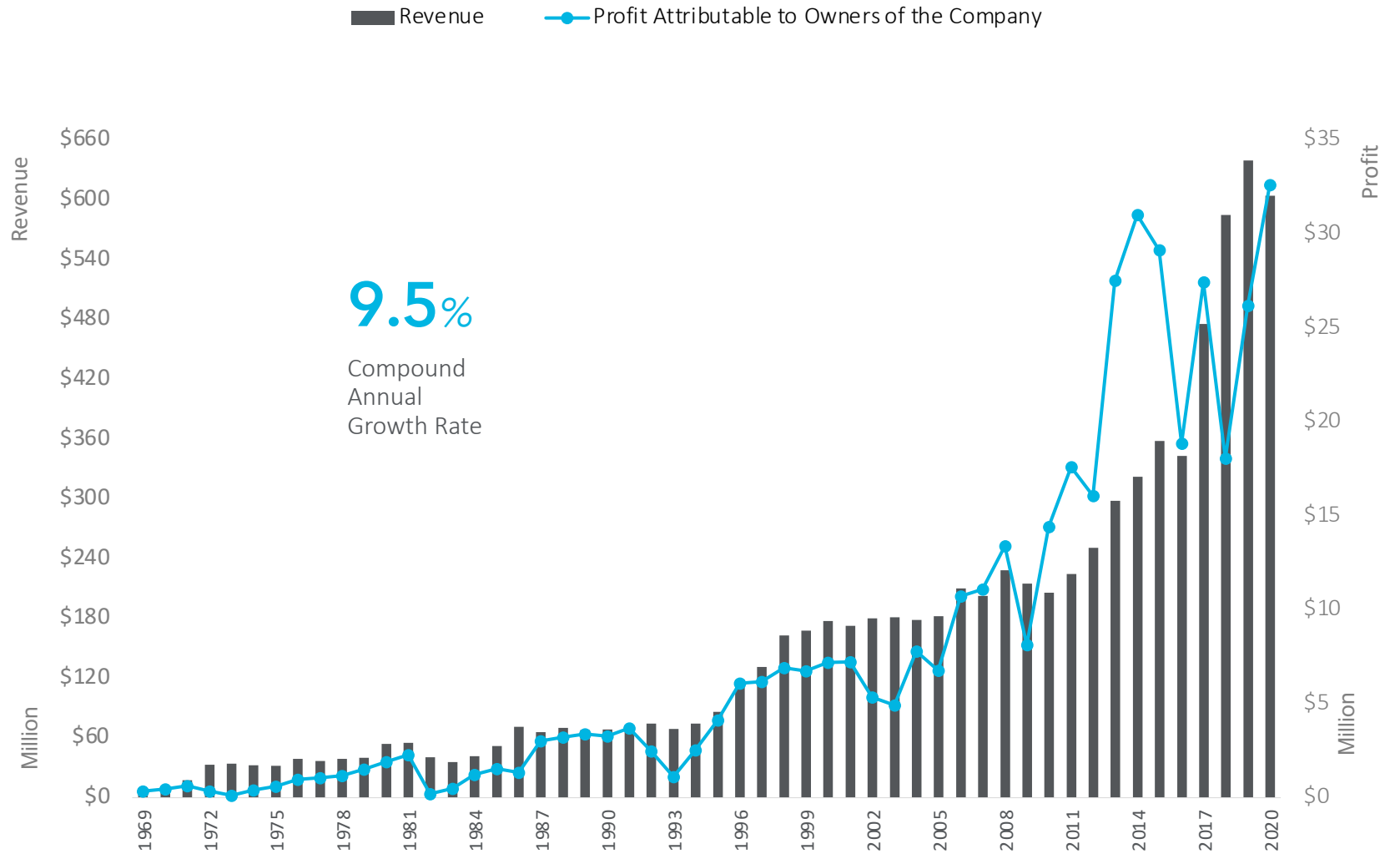
STABLE  
LONG-TERM GROWTH

# SOLID PROFITS EVERY YEAR FOR THE LAST 50+ YEARS



AT LOGISTEC, WE DIFFERENTIATE OURSELVES THROUGH INNOVATION AND TECHNOLOGY WITH A MINDSET OF LONG-TERM GROWTH AND SUSTAINABILITY.

JEAN-CLAUDE DUGAS, CPA, CA  
CHIEF FINANCIAL OFFICER





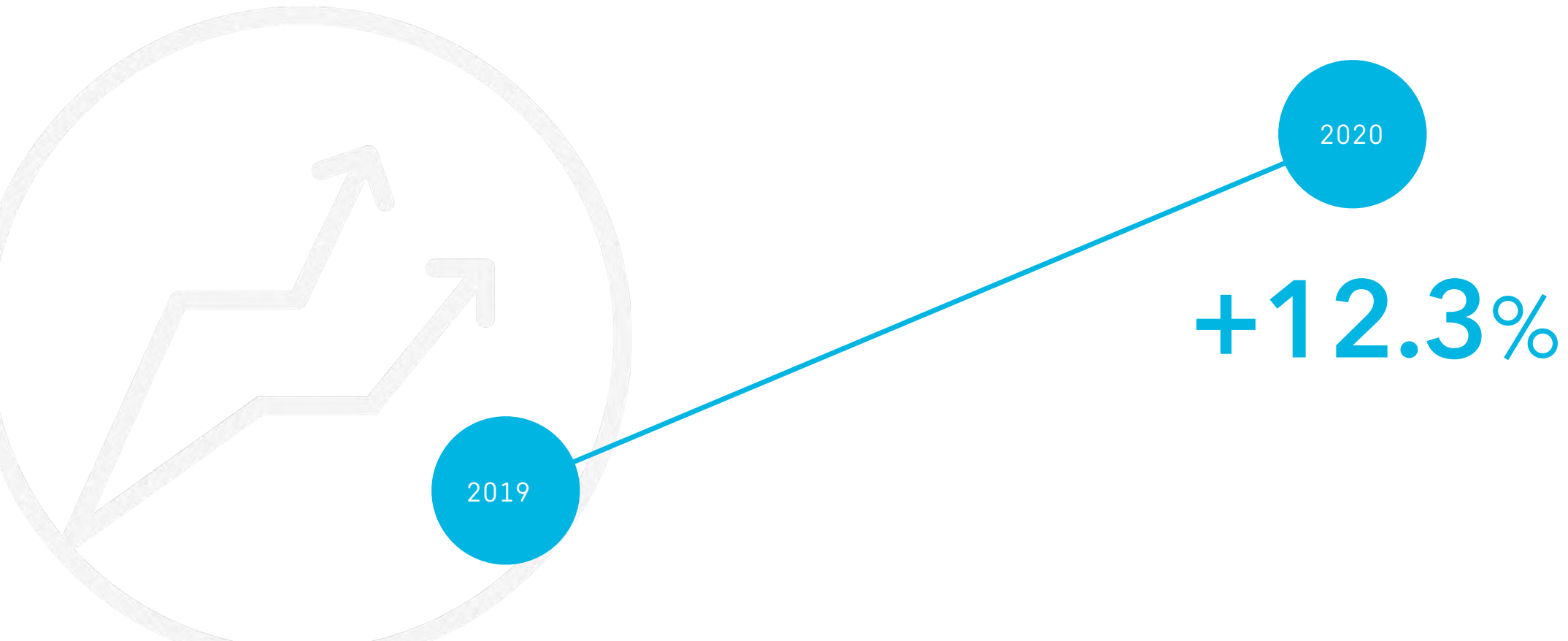
# 2020 HIGHLIGHTS

REVENUE OF  
**\$604.7M**

FOR 2020

ADJUSTED  
EBITDA OF

\$100.7M



(1) Adjusted EBITDA is a non-IFRS measure, please refer to Company's management's discussion and analysis of the period for further information and its Non-IFRS Measure section for the definition of this indicator and the reconciliation to profit (loss) for the period.

(2) The application of IFRS 16 had a favourable impact of \$19.3 million on the adjusted EBITDA of 2020 (\$13.7 million in 2019).

# CRITICAL SUPPLY CHAINS





MARINE SERVICES  
SEGMENT  
**\$344.6M**  
IN REVENUE







COAST  
TO  
COAST  
TO  
COAST  
TO  
COAST



ENVIRONMENTAL  
SERVICES SEGMENT

**\$260.1M**

IN REVENUE



WORKING FOR OUR  
COMMUNITIES



# FIRST QUARTER OF 2021 RESULTS



# OUTLOOK





PURPOSE  
DRIVEN

A young girl with voluminous, curly brown hair is smiling warmly at the camera. She is wearing a white t-shirt and is positioned in a brightly lit kitchen. In the background, there are white kitchen cabinets, a wooden countertop, and a window with green-tinted panes. The overall atmosphere is clean, bright, and positive.

**INNOVATING FOR THE  
NEXT GENERATIONS**



**ALTRA**

PROVEN SOLUTIONS

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**ALTRA**

PROVEN WATER TECHNOLOGIES

**ALTRA**

PROVEN LEAD SOLUTIONS

**ALTRA**

PFAS TREATMENT SOLUTIONS

A man with dark hair and a beard, wearing safety glasses and a dark blue polo shirt, is shown in profile from the chest up. He is holding a yellow measuring tape around a large, white, cylindrical roll of material. The background is an industrial environment with metal structures and a blue wall. The lighting is dramatic, with strong highlights and deep shadows.

“

**OUR WORLD IS CHANGING,  
AND WE BELIEVE THERE HAS  
NEVER BEEN A MORE  
IMPORTANT TIME THAN NOW  
FOR OUR INNOVATIVE  
SOLUTIONS, AND WE  
WHOLEHEARTEDLY ACCEPT  
THIS IMPORTANT  
RESPONSIBILITY.**

MARTIN BUREAU  
VICE-PRESIDENT, INNOVATION  
SANEXEN ENVIRONMENTAL SERVICES INC.

**INNOVATION**



# SOLAR IMPULSE

**Solar Impulse Label awards efficient, clean and profitable solutions with a positive impact on environment and quality of life.**



SDG 6  
Clean water  
and sanitation



SDG 9  
Industry,  
innovation and  
infrastructure



SDG 11  
Sustainable  
cities and  
communities



SDG 12  
Responsible  
consumption  
and production

# FULLY COMMITTED TO REACHING ZERO INCIDENT AND INJURY







# BUILDING A PHENOMENAL TEAM



OUR ESG  
PRIORITIES

# OUR CONTRIBUTION

## OUR 12 SUSTAINABLE DEVELOPMENT GOALS



### GOAL 3: GOOD HEALTH AND WELL-BEING

Addressing lead in drinking water and emerging contaminants



### GOAL 4: QUALITY EDUCATION

Participate in programs to help youth acquire the knowledge and skills needed to promote sustainable development



### GOAL 5: GENDER EQUALITY

Help women equal rights to economic resources and natural resources



### GOAL 6: CLEAN WATER

Improve water quality and infrastructure



### GOAL 7: AFFORDABLE AND CLEAN ENERGY

Support the supply chains of the wind energy



### GOAL 8: DECENT WORK AND ECONOMIC GROWTH

Protect labour rights and promote safe and secure working environments for all workers



### GOAL 9: BUILD RESILIENT INFRASTRUCTURE AND FOSTER INNOVATION

Facilitate sustainable and resilient infrastructure development. ALTRA's resiliency was proven



### GOAL 11: SUSTAINABLE CITIES AND COMMUNITIES

Prevent disasters including water-related disasters



### GOAL 12: RESPONSIBLE CONSUMPTION AND PRODUCTION

Achieve the environmentally sound management of wastes (BOX19)



### GOAL 13: CLIMATE ACTION

Strengthen resilience and adaptive capacity to climate-related hazards and natural disasters



### GOAL 14: LIFE UNDER WATER

As part of Green Marine, support all best practices of international shipping



### GOAL 15: LIFE ON LAND

Ensure the restoration of our natural eco-systems



A WELL-  
BALANCED  
PLATFORM

**JAMES C.  
CHERRY**  
THANK YOU





PASSIONATE  
PEOPLE



4CH|5CH

THANK YOU







# Q&A

THANK YOU

