

# A SUSTAINABLE FUTURE ON LAND AND AT SEA

LOGISTEC Corporation is based in Montréal (QC) and offers a unique combination of specialized services in the marine and the environmental sectors.

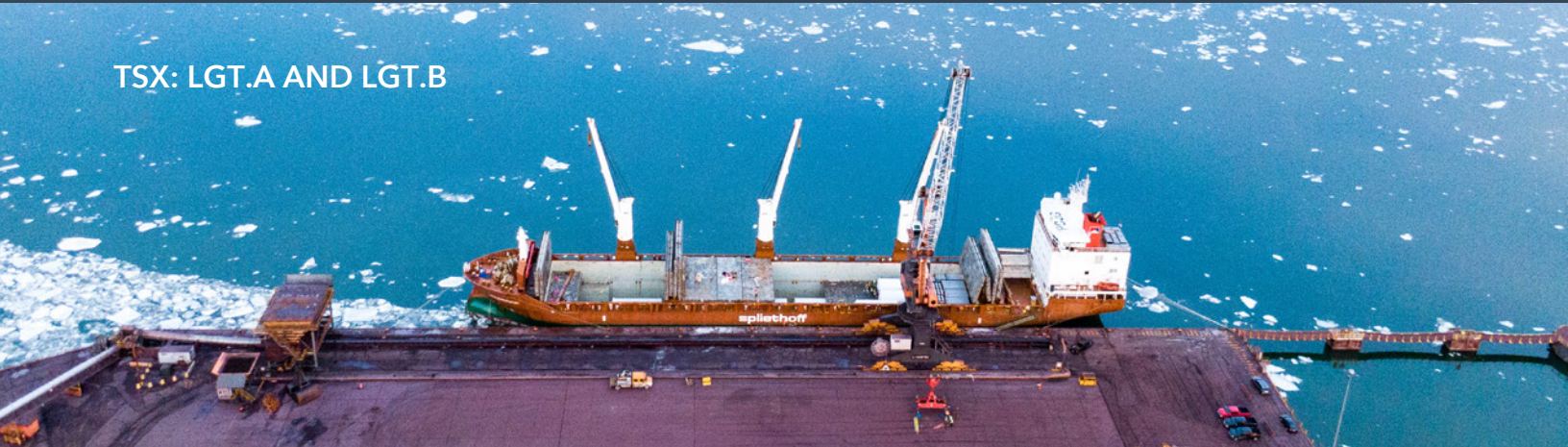
For 70 years, LOGISTEC has built a business by contributing to the success of our customers, our partners, our communities our shareholders, and our people. Our two business segments are diverse in scope and geography, and develop solutions that support reliable and sustainable supply chains, protect our environment and water resources.

The Company provides value-added services to the marine community and industrial companies in the areas of bulk, break-bulk and container cargo handling in 54 ports and 80 terminals in North America. LOGISTEC also offers marine transportation services to support the Arctic coastal trade, as well as marine agency services.

The Company operates in the environmental industry where it provides services to industrial, municipal and other governmental customers for the renewal of underground water mains, dredging and dewatering, site remediation, contaminated soils and materials management, and manufacturing of fluid transportation products.



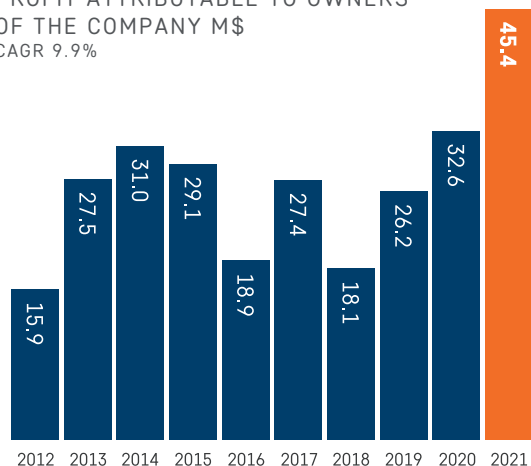
<p><b>3,200</b> people</p>	<p><b>80</b> terminals</p>	<p><b>54</b> ports</p>	<p><b>6,000</b> environmental projects completed</p>	<p><b>2,200</b> km of renewed water mains</p>
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TSX: LGT.A AND LGT.B

# SOLID PROFIT EVERY YEAR FOR THE LAST 10+ YEARS

PROFIT ATTRIBUTABLE TO OWNERS  
OF THE COMPANY M\$  
CAGR 9.9%



## DIVERSIFIED REVENUE



## DIVERSIFIED GEOGRAPHY



## FINANCIAL HIGHLIGHTS

(in million of dollars)	2021	2020	YoY
Revenue	\$743.7	\$604.7	23.0%
Adjusted EBITDA <sup>(1)</sup>	\$120.8	\$100.7	20.0%
Profit for the year <sup>(2)</sup>	\$45.4	\$32.6	39.1%
Earnings per share <sup>(2)(3)</sup>	\$3.46	\$2.49	39.0%
Cash flows from operating activities	\$79.6	\$108.5	(26.6%)
Total assets	\$899.0	\$799.5	12.4%

<sup>(1)</sup> Adjusted EBITDA is a non-IFRS measure, please refer to the non-IFRS measure section.

<sup>(2)</sup> Attributable to owners of the Company.

<sup>(3)</sup> For earnings per share per class of share, refer to the Selected Quarterly Information table of the Company's 2021 management's discussion and analysis.

## NON-IFRS MEASURE

Adjusted earnings before interest expense, income taxes, depreciation and amortization expense ("Adjusted EBITDA") is not defined by IFRS and cannot be formally presented in financial statements. The definition of Adjusted EBITDA excludes the Company's impairment charge, includes the customer repayment of an investment in a service contract and, since 2021, excludes configuration and customization costs related to the implementation of an ERP system. The definition of Adjusted EBITDA used by the Company may differ from those used by other companies. Even though Adjusted EBITDA is a non-IFRS measure, it is used by managers, analysts, investors, and other financial stakeholders to analyze and assess the Company's performance and management from a financial and operational standpoint.

The following table provides a reconciliation of profit for the year to Adjusted EBITDA:

(in thousands of dollars)	2021 \$	2020 \$
Profit for the year	45,624	32,788
PLUS:		
Depreciation and amortization expense	49,100	45,390
Impairment charge	—	—
Net finance expense	10,562	11,818
Income taxes	10,471	10,662
Configuration and customization costs in a cloud computing arrangement	5,064	—
Adjusted EBITDA	120,821	100,658

# OUR STRATEGY

Anchored by a proven track record of long-term growth, LOGISTEC is driven through innovation to provide our stakeholders with a sustainable world for the next generations. Our strategic vision is clear: to be the provider of choice for safe, sustainable, and creative solutions in our marine and environmental services segments.



## STABLE LONG-TERM GROWTH

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

**+13%** Compound annual revenue growth over the last 10 years



## 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.



Certified by the Solar Impulse label



## INNOVATING FOR THE NEXT GENERATIONS

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



Water's Next Awards 2020 Winner

# ESG

Delivering responsibly is at the heart of how the LOGISTEC family is building a sustainable future for the next generation. It means handling our customers' goods safely, protecting and renewing our environment and our water infrastructure, attracting and developing the best and brightest talents, investing in our communities and leading with the highest governance standards.

Ever agile, LOGISTEC has quickly embraced the rapidly evolving economic and environmental climate and intends to accelerate the implementation of its strategic plan, bringing it closer to its 2023 ambition to be recognized as a sustainable industry leader across North America.

## OUR ESG PRIORITIES



**PROTECT AND RENEW OUR ENVIRONMENT**



**BE SOCIALLY RESPONSIBLE**



**LEAD WITH STRONG GOVERNANCE**

## CONTACT INFORMATION

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