

INVESTOR FACT SHEET

FOURTH QUARTER AND 2024 ANNUAL HIGHLIGHTS

- Annual sales of \$3,469 million, up 5% vs the prior year
- Operating income of \$503 million
- EBITDA⁽¹⁾ of \$633 million, or 18.2% margin⁽¹⁾
- EPS of \$5.66, compared to \$5.62 in 2023
- Strong operating cash flow of \$408 million
- Increasing quarterly dividend by 11% to \$0.31 per share
- Reaffirms 2023-2025 financial objectives

Stella-Jones Inc. (TSX: SJ) is a leading North American manufacturer of products focused on supporting infrastructure that are essential to the delivery of electrical distribution and transmission, and the operation and maintenance of railway transportation systems. It supplies the continent's major electrical utilities companies with treated wood utility poles and North America's Class 1, short line and commercial railroad operators with treated wood railway ties and timbers. It also supports infrastructure with industrial products. Additionally, the Company manufactures and distributes premium treated residential lumber and accessories. The Company's common shares are listed on the Toronto Stock Exchange.

A WORD FROM MANAGEMENT

We concluded another year of sales and EBITDA growth, reflecting the enduring strength of our business and unwavering customer-centric approach. We achieved solid results in our infrastructure product categories, even in the face of softer market demand for utility poles. We acquired new customers, maintained our expanded EBITDA margin of over 18%, and delivered strong operating cashflows. Given our conviction in the long-term fundamentals of our business, we have also increased the quarterly dividend for the 21st consecutive year.

As we turn to 2025, we remain confident in the growth prospects of our current infrastructure business, supported by the accelerated need to strengthen North America's aging electrical grid, and the opportunities in railway ties to drive increased profitability. We also look to build even stronger customer relationships by expanding our offering to our infrastructure customers. As we drive forward, we will continue to focus on optimizing our operating model and generating a healthy EBITDA margin. With our strong cash flow-generating business and disciplined capital allocation strategy, we are confident that our actions will continue to enhance shareholder value.

Eric Vachon
President and Chief Executive Officer
February 27, 2025

Financial Highlights (in millions of Canadian dollars, except ratios and per share data)	Three-month periods ended December 31,		Years ended December 31,	
	2024	2023	2024	2023
Sales	730	688	3,469	3,319
Gross profit ⁽¹⁾	138	137	724	688
Gross profit margin ⁽¹⁾	18.9%	19.9%	20.9%	20.7%
Operating income	81	89	503	499
Operating income margin ⁽¹⁾	11.1%	12.9%	14.5%	15.0%
EBITDA ⁽¹⁾	115	120	633	608
EBITDA margin ⁽¹⁾	15.8%	17.4%	18.2%	18.3%
Net income	52	56	319	326
Earnings per share ("EPS") – basic and diluted	0.93	0.98	5.66	5.62
Weighted average shares outstanding (basic, in '000s)	55,966	57,076	56,403	57,963
Net debt-to-EBITDA ⁽¹⁾			2.6x	2.6x

⁽¹⁾ These indicated terms have no standardized meaning under GAAP and are not likely to be comparable to similar measures presented by other issuers. For more information, please refer to the section entitled "Non-GAAP and Other Financial Measures" in the Company's latest Management's Discussion and Analysis ("MD&A") for an explanation of the non-GAAP and other financial measures used and presented by the Company and a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures.

RECENT EVENTS

February 4, 2025 — The Company amended the U.S. Farm Credit Agreement in order to, among other things, extend the term of the Revolving Credit Facility of US\$150 million from March 3, 2028 to February 4, 2030.

February 26, 2025 — The Board of Directors declared a quarterly dividend of \$0.31 per common share payable on April 18, 2025 to shareholders of record at the close of business on April 1, 2025.

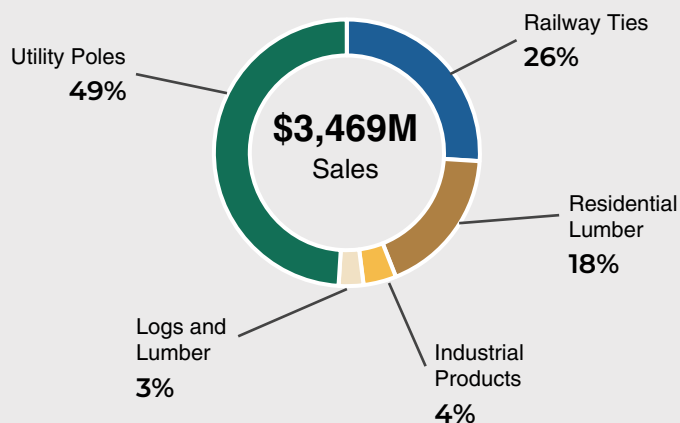
5-YEAR FINANCIAL REVIEW

(in millions of Canadian dollars, except per share data and margins)	2024	2023	2022	2021	2020
Sales	3,469	3,319	3,065	2,750	2,551
Operating income	503	499	359	326	309
Operating income margin	14.5%	15.0%	11.7%	11.9%	12.1%
EBITDA	633	608	448	400	385
EBITDA margin	18.2%	18.3%	14.6%	14.5%	15.1%
Net income	319	326	241	227	210
EPS – basic and diluted	5.66	5.62	3.93	3.49	3.12

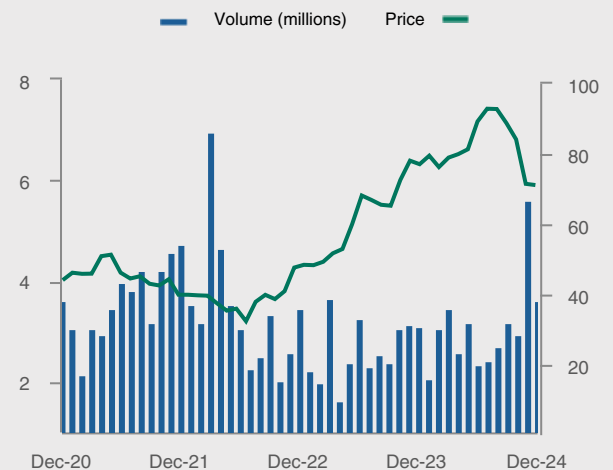
REAFFIRMING 2023-2025 FINANCIAL OBJECTIVES

(in millions of dollars, except percentages and ratios)	2023-2025 Objectives
Sales	approx. \$3,600
EBITDA margin	> 17%
Return to Shareholders: cumulative	> \$500
Net Debt-to-EBITDA	2.0x-2.5x

PRODUCT CATEGORIES (in % of 2024 sales)



STOCK PERFORMANCE



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ANALYST COVERAGE

Jim Byrne	Acumen Capital Finance Partners Limited
Hamir Patel	CIBC Capital Markets
Benoit Poirier	Desjardins Securities
Maxim Sytchev	National Bank Financial
Jonathan Goldman	Scotia Capital
James McGarragle	RBC Capital Markets
Michael Tupholme	TD Securities
Martin Pradier	Veritas Investment Research