

INVESTOR FACT SHEET

Q1 2025
ENDED MARCH 31

TSX: SJ (as at May 5, 2025)

Price: **\$67.60**

High: **\$96.19**

Low: **\$63.07**
(52 weeks ended May 5, 2025)

Number of Shares Outstanding:
55,554,820 (May 5, 2025)

FIRST QUARTER HIGHLIGHTS

- Sales of \$773 million, relatively unchanged from Q1 2024
- Operating income of \$143 million, including insurance settlement of \$38 million
- Strong EBITDA⁽¹⁾ of \$179 million, or 23.2% margin⁽¹⁾, including 5% from insurance settlement
- Robust available liquidity of \$691 million at quarter-end
- Acquisition post-quarter of a steel transmission structure manufacturer, aligned with strategy to support North American infrastructure

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 delivered a strong EBITDA margin in the first quarter, reflecting the resilience and strength of our business through softer volumes. Though macroeconomic headwinds continue to impact volume growth, at this stage we remain confident in our ability to achieve our financial objectives. We are executing on sound financial and operational foundations, and we remain assured in the long-term growth outlook for our infrastructure businesses.

On May 7th, the Company entered into a definitive agreement to acquire Locweld Inc., a leading manufacturer of lattice towers and steel poles for electrical transmission. This transaction marks a step forward in Stella-Jones' long-term vision, allowing us to enhance our infrastructure offering and establish a presence in the growing steel transmission structure industry. It is a significant marker in our growth strategy, which we expect will unlock investment opportunities and position us to create more value for our customers and shareholders.

Eric Vachon
President and Chief Executive Officer
May 7, 2025

Financial Highlights (in millions of Canadian dollars, except ratios and per share data)	Three-month periods ended March 31,	
	2025	2024
Sales	773	775
Gross profit ⁽¹⁾	168	172
Gross profit margin ⁽¹⁾	21.7%	22.2%
Operating income	143	124
Operating income margin ⁽¹⁾	18.5%	16.0%
EBITDA ⁽¹⁾	179	156
EBITDA margin ⁽¹⁾	23.2%	20.1%
Net income	93	77
Earnings per share ("EPS") – basic and diluted	1.67	1.36
Weighted average shares outstanding (basic, in '000s)	55,720	56,786
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

May 6, 2025 — The Board of Directors declared a quarterly dividend of \$0.31 per common share payable on June 20, 2025 to shareholders of record at the close of business on June 2, 2025.

May 7, 2025 — The Company entered into a definitive agreement to acquire Locweld Inc. (“Locweld”), a leading designer and manufacturer of lattice towers and steel transmission poles, for a purchase price of \$58 million, plus a performance-based consideration of up to seven million dollars contingent upon achieving specific financial and operational milestones. Based in Candiac, Quebec, Locweld has established a strong reputation for its commitment to quality and service, with over 75 years of operations. Locweld employs approximately 220 people and services customers in both Canada and the United States from its 220,000 square foot facility.

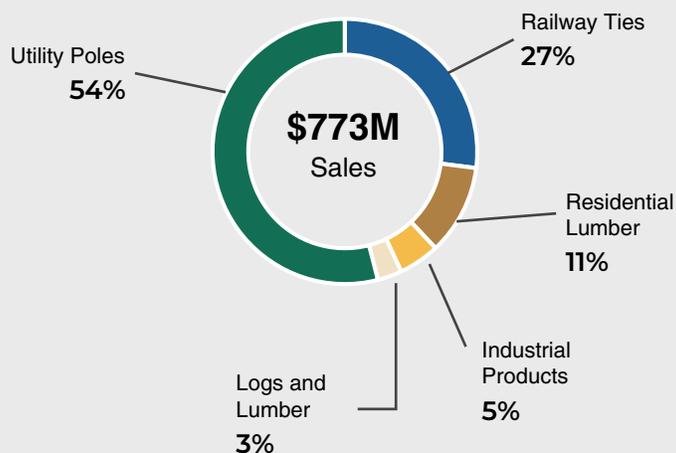
5-YEAR FINANCIAL REVIEW

(in millions of Canadian dollars, except per share data and margins)	Trailing 12- month				
	Q1 2025	2024	2023	2022	2021
Sales	3,467	3,469	3,319	3,065	2,750
Operating income	522	503	499	359	326
Operating income margin	15.1%	14.5%	15.0%	11.7%	11.9%
EBITDA	656	633	608	448	400
EBITDA margin	18.9%	18.2%	18.3%	14.6%	14.5%
Net income	335	319	326	241	227
EPS – basic and diluted	5.97	5.66	5.62	3.93	3.49

2023-2025 FINANCIAL OBJECTIVES REMAIN UNCHANGED

(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 Q1 2025 sales)



STOCK PERFORMANCE



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INVESTOR RELATIONS

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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