





## **FORWARD-LOOKING STATEMENTS**

This presentation contains certain statements that are forward-looking, including comments with respect to the Company's objectives, strategies, targets and expectations. The reader is cautioned not to place undue reliance on these statements since a number of known and unknown risks and uncertainties may cause actual results to be materially different from those expressed or implied by such forward-looking statements. Such risks include, among others: general economic and business conditions (including the impact of the coronavirus [COVID-19] pandemic), evolution in customer demand for the Company's products and services, product selling prices, availability and cost of raw materials, changes in foreign currency rates, the ability of the Company to raise capital and factors and assumptions referenced herein and, in the Company's, most recent Annual MD&A and Annual Information Form. Unless required to do so under applicable securities legislation, the Company's management does not assume any obligation to update or revise forward-looking statements to reflect new information, future events or other changes after the date hereof.

All figures are in Canadian dollars unless otherwise stated.



## **AGENDA**



**OVERVIEW** 

**COMPETITIVE STRENGTHS** 

STRATEGY AND FUTURE GROWTH

FINANCIAL TRENDS

**CAPITAL ALLOCATION** 

**OVERVIEW BY BUSINESS UNIT** 

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

**2020 FINANCIAL RESULTS** 

Q1-2021 FINANCIAL RESULTS

**2021 OUTLOOK & PRIORITIES** 

**APPENDIX** 





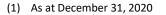
# **OVERVIEW OF STELLA-JONES**

## **STELLA-JONES AT A GLANCE**

## A Leading North American Supplier of Pressure-Treated Wood Products



<b>2,250</b> <sup>(1)</sup> Employees	<b>40</b> <sup>(1)</sup> Wood Treating Facilities 25 U.S. and 15 Canada	
<b>12</b> <sup>(1)</sup> Pole Peeling Facilities	<b>68%</b> <sup>(2)</sup> Sales in the U.S.	
<b>\$3.4B</b> <sup>(3)</sup> Market Cap	<b>SJ</b> TSX	

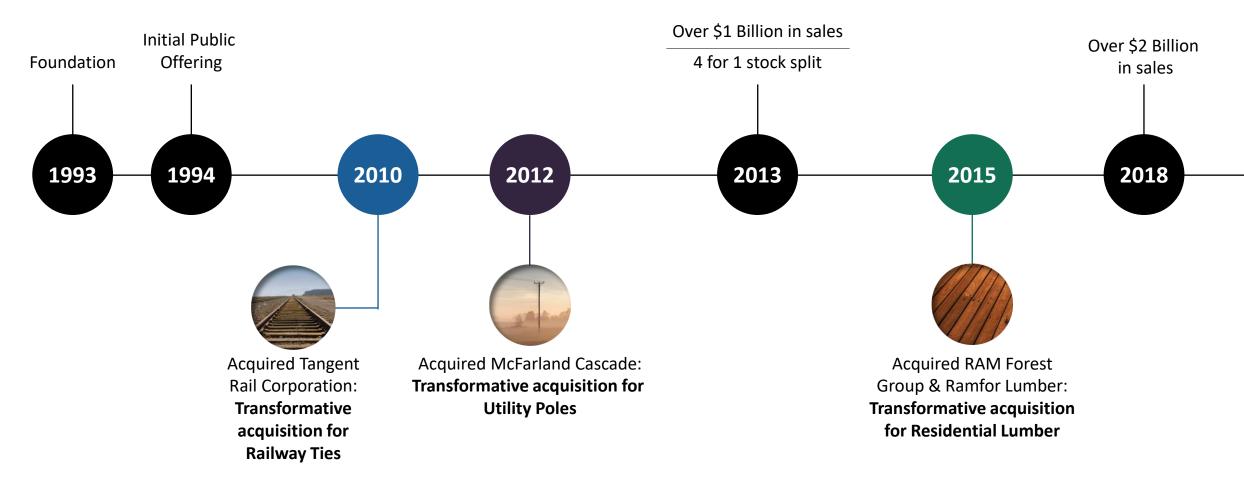


<sup>(2)</sup> Based on 2020 results



<sup>(3)</sup> As at May 3, 2021

## **IMPORTANT MILESTONES**





## **GROWING BY ACQUISITIONS**

July 2003	Cambium Group Inc. (Canada)
August 2005	Webster Wood Preserving (U.S.)
July 2006	Bell Pole Company (Canada)
February 2007	Wood utility pole business of J.H. Baxter (U.S.)
April 2008	The Burke-Parsons-Bowlby Corporation (U.S.)
April 2010	Tangent Rail Corporation (U.S.)
December 2011	Thompson Industries (U.S.)
November 2012	McFarland Cascade Holdings (U.S.)
November 2013	The Pacific Wood Preserving Companies® (U.S.)
May 2014	Wood treating facilities of Boatright Railroad Products (U.S.)
September 2015	Treated Materials Co., Inc. (U.S.)
October 2015	Ram Forest Group Inc. and Ramfor Lumber Inc. (Canada)
December 2015	United Wood Treating Company, Inc. (U.S.)
June 2016	Lufkin Creosoting Co., Inc. and 440 Investments, LLC ["Kisatchie"] (U.S.)
December 2016	Bois KMS Ltée and Northern Pressure Treated Wood Ltd. (Canada)
December 2017	Wood Products Industries Inc. (Canada)
February 2018	Prairie Forest Products (Canada)
April 2018	Wood Preservers Incorporated (U.S.)
April 2019	Shelburne Wood Protection Ltd. (Canada)

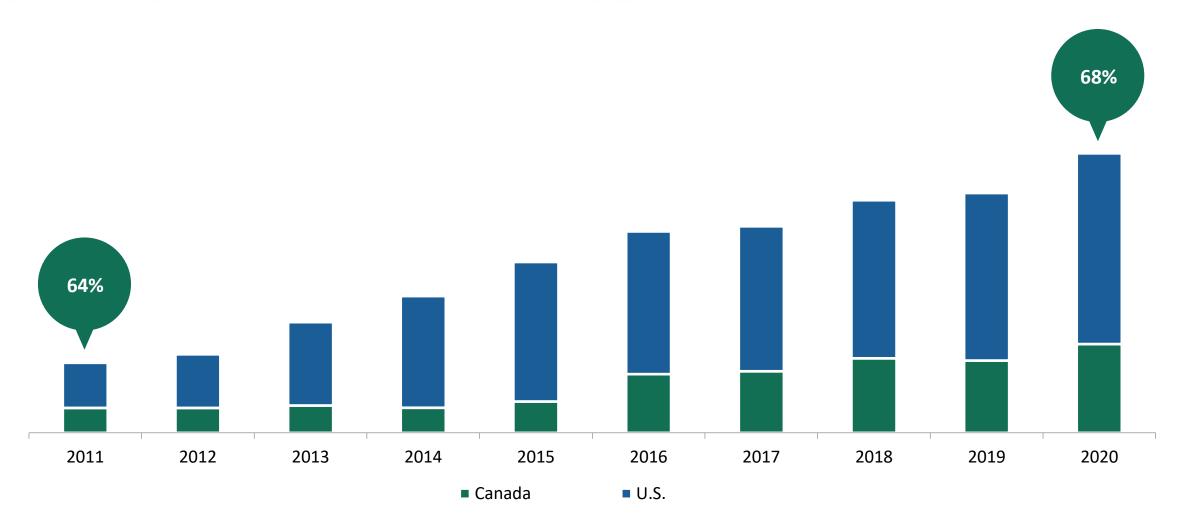


### **Acquisition Contribution**

- Stronger industry player
- Expand North American network
- Broaden product line
- Greater customer service/ flexibility/ emergency response
- Ability to bid on larger projects
- Synergies

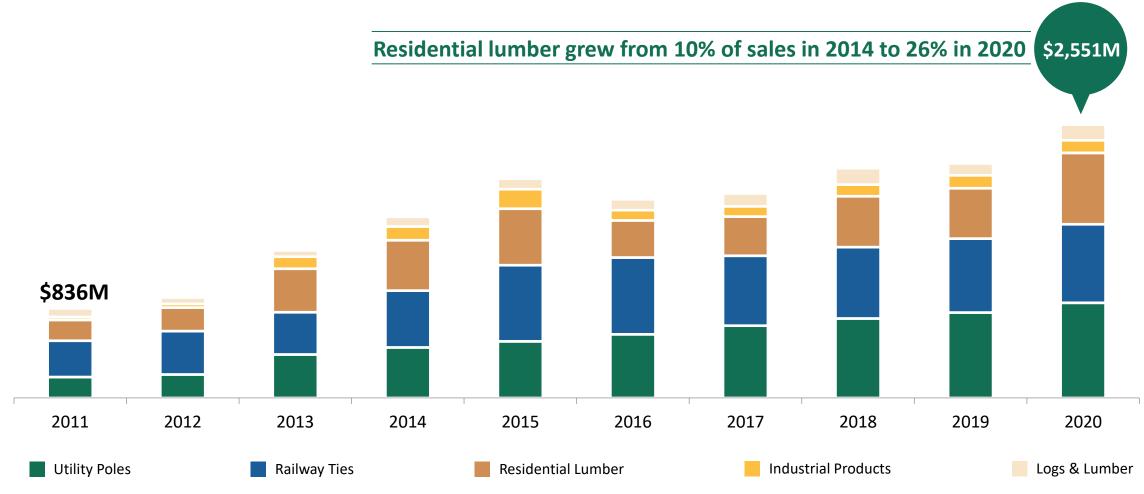


## **GROWING PROPORTION OF U.S. SALES**





## **BUILDING A STRONG THIRD PILLAR**







## STELLA-JONES' CONTINENTAL NETWORK







## **COMPETITIVE STRENGTHS**

## **COMPETITIVE STRENGTHS**



#### **Resilient Business Model**

- Businesses with steady demand
- Leadership position in product categories
- Decentralized structure with the ability to rapidly adjust to changing environments and customer requirements
- Extensive network to service customers
- Solid and sustained customer relationships
- Long-standing stable sources of wood and registration to produce the wood preservative, creosote
- Track record of delivering solid results

#### **Seasoned Management Team**

- Extensive North American industry expertise
- Consistent record of successful acquisitions
- Entrenched culture of entrepreneurship balanced with environmentally sound and sustainable practices

#### **Solid Financial Position**

- Strong cash flow and low debt levels
- Financial capacity to stockpile and air-season green wood
- Financial strength and flexibility to support growth opportunities



## STRATEGY AND FUTURE GROWTH

## STRATEGY AND FUTURE GROWTH BY BUSINESS UNIT

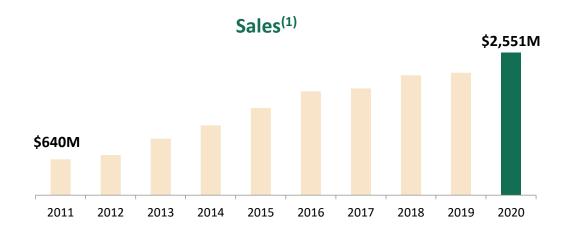
	Market	Growth Drivers	Trends	Growth Strategy
35% Utility Pole Sales	Potential for further consolidation in the North American market	<ul> <li>Replacement programs</li> <li>Mid to high-single digit growth</li> <li>Additional infrastructure for telecommunication</li> </ul>	<ul> <li>Increasing average age of poles</li> <li>Growth of 5G networks and "fibreto-home"</li> </ul>	<ul> <li>Acquisitions</li> <li>Leveraging increase in replacement demand and telecommunication needs</li> <li>Expanding product offering</li> </ul>
29% Railway Tie Sales	Market is fairly consolidated	<ul> <li>Maintenance requirements</li> <li>Economic stimulus programs</li> <li>Market reach gains</li> <li>GDP growth</li> </ul>	<ul> <li>Stable Class 1 maintenance demand</li> <li>Non Class 1 market volatility</li> <li>Solid untreated railway ties availability</li> </ul>	<ul> <li>Acquisitions</li> <li>Increased market reach</li> </ul>
26% Residential Lumber Sales	Partially consolidated in Canada	Home renovation     Dealer network	<ul> <li>Sustainable growth for home improvement projects</li> <li>Increased market reach in dealer network</li> </ul>	<ul> <li>Expanding the dealer network</li> <li>Service big box stores</li> </ul>
4% Industrial Product Sales	• Niche business driven primarily by railway bridges and crossings, marine and foundation pilings, construction timber and special projects			
6% Logs and Lumber Sales	Business used to optimize costs			

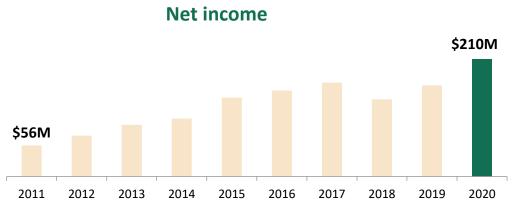




# FINANCIAL TRENDS

## TRACK RECORD OF PERFORMANCE

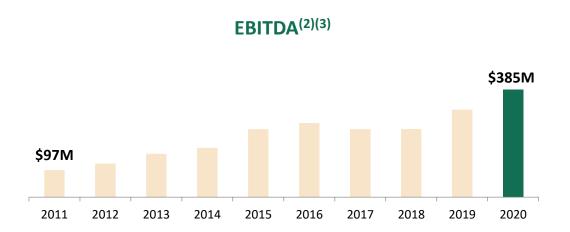


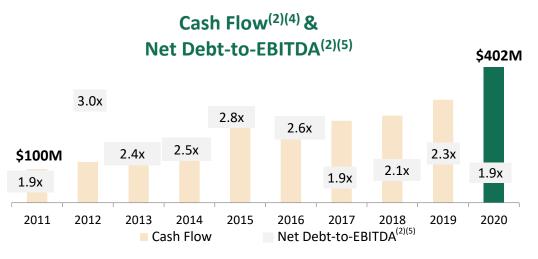


<sup>(1) 2016 - 2019</sup> figures were adjusted to reclass freight revenue from COGS to Sales

 $<sup>^{(3)}</sup>$  EBITDA prior to 2019 was not restated as permitted by IFRS 16, Leases.





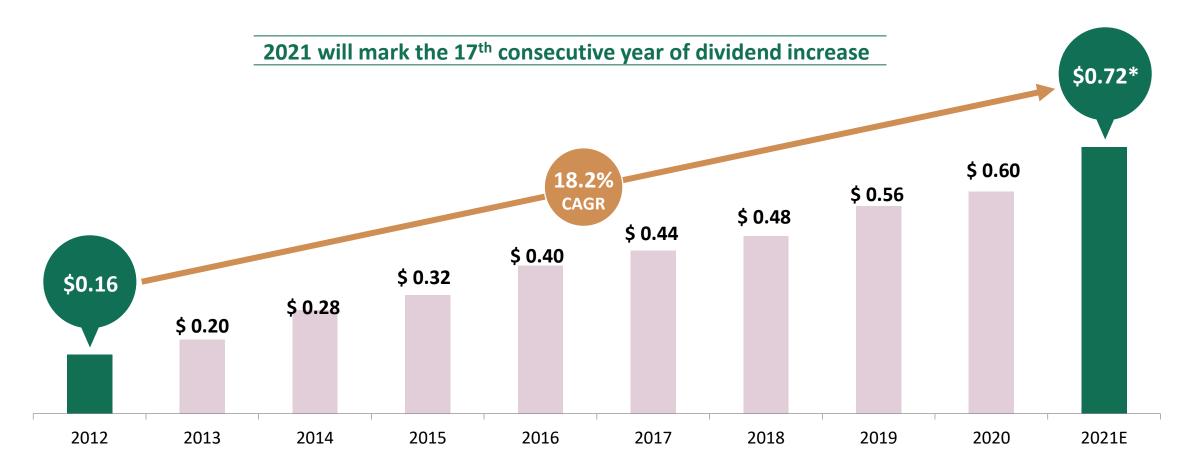


<sup>&</sup>lt;sup>(4)</sup> Before changes in non-cash working capital components and interest and income tax paid.

<sup>(2)</sup> This is a non-IFRS financial measure. Please refer to the Company's MD&A.

<sup>(5)</sup> The definition of net debt includes lease liabilities. Net debt-to-EBITDA calculations for 2011 to 2018 period were not restated, as IFRS 16, *Leases* was adopted in 2019 without restating comparative periods.

## **INCREASING DIVIDENDS CONSISTENTLY**

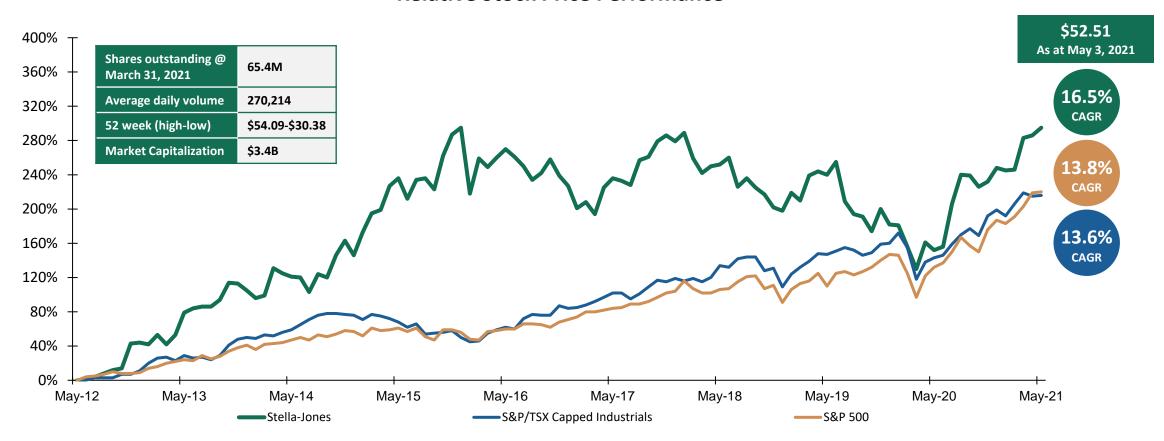


<sup>\*</sup> Projected based on the latest quarterly dividend



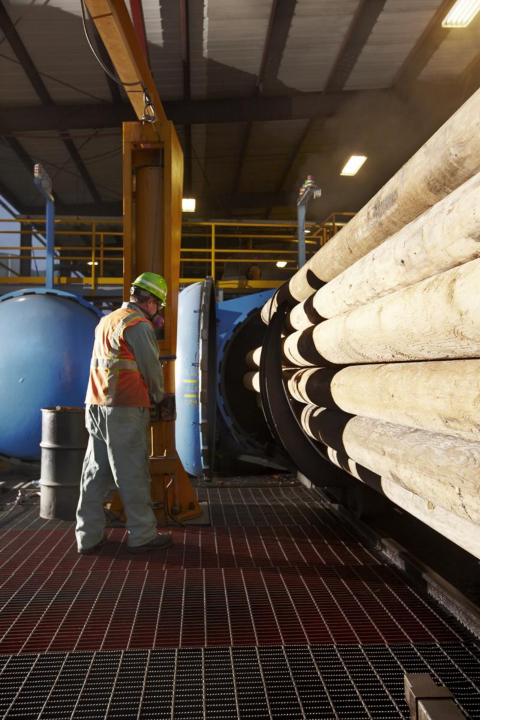
## **INCREASING SHAREHOLDER VALUE**

#### **Relative Stock Price Performance**



Sources: Yahoo Finance, Marketwatch and FactSet





## **CAPITAL ALLOCATION**

## **CAPITAL ALLOCATION PRIORITIES**



### **Capital Expenditures**

Organic growth, innovation, productivity and asset maintenance TARGET: \$50M-\$60M annually

2

#### Dividend

TARGET: 20-30% of prior year's EPS
Current payout: 23%

3

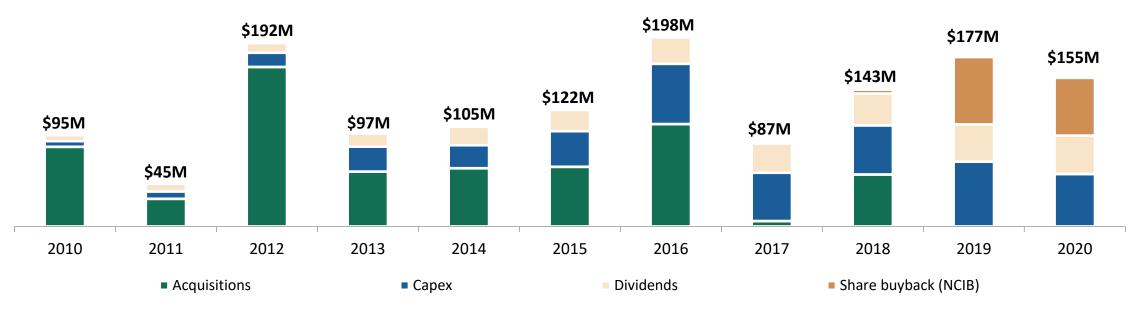
Acquisitions	Share Repurchase
Pursue accretive transactions to enhance strategic positioning and drive earnings growth	Return excess free cash flow to shareholders through share repurchases

**Leverage Target: 2.0x-2.5x Net Debt-to-EBITDA** 



## **ALLOCATING CAPITAL FOR GROWTH & RETURNS**

## Stella-Jones has invested \$1,032M in growth investments and returned \$384M in cash to shareholders since 2010



#### Growth Investments: \$1,032M

Acquisitions: \$628M

Capex: \$404M

#### Cash returned to shareholders: \$384M

Dividends: \$249M

• CAGR 20%

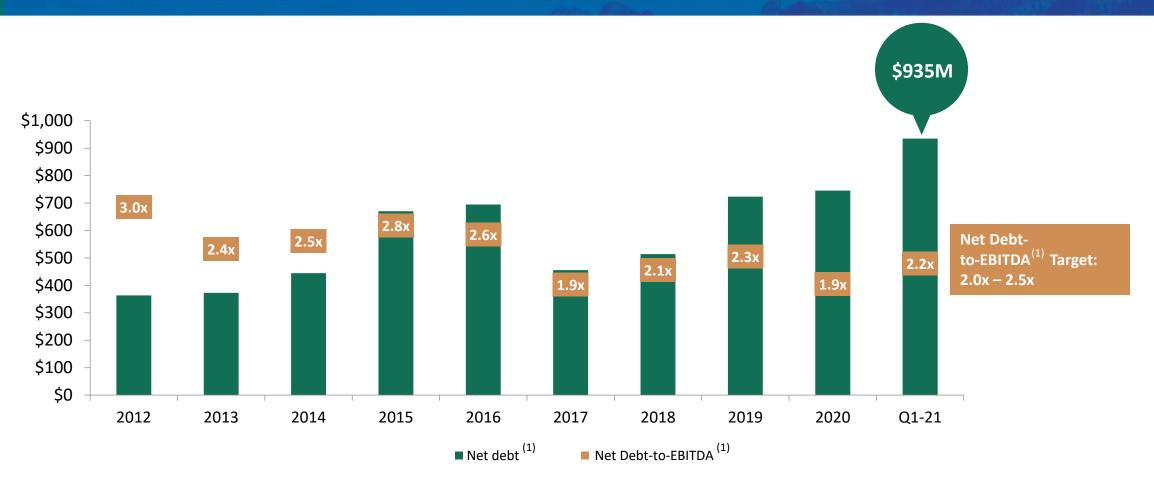
• 17 consecutive years of dividend increase

Share repurchases: \$135M

• 3.3M shares



## MAINTAINING A SOLID FINANCIAL POSITION



<sup>(1)</sup> This is a non-IFRS financial measure. Please refer to the Company's MD&A. The definition of net debt includes lease liabilities. Net debt-to-EBITDA calculations for 2011 to 2018 period were not restated, as IFRS 16, Leases was adopted in 2019 without restating comparative periods.



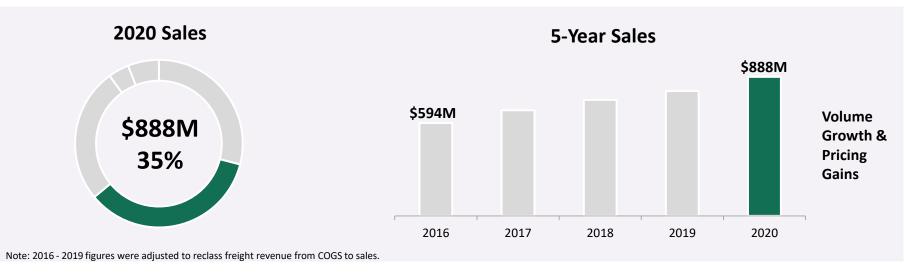


## **OVERVIEW BY BUSINESS UNIT**

## **UTILITY POLES – OVERVIEW**

Leading North American supplier of wood utility poles, providing over one million pressure-treated wood poles per year to replace, upgrade and develop new electrical utility and telecommunications lines across Canada and the United States





#### 20 Facilities

#### **Transformative Acquisition**

- 7 in Canada
- 13 in U.S.

• McFarland (2012)



## **UTILITY POLES – OFFERING**



#### **Competitive Advantages**

An extensive distribution network, continuous supply, emergency response and fireresistant wrap

#### **Customers**

- Electrical utility companies
- Telecommunication companies

#### **Contracts**

- Majority of business under multi-year agreements
- Varying 3 to 7 years (evergreen features)

Services	Wood Species	Preservatives
<ul> <li>Incising</li> <li>Radial Drilling</li> <li>Through Boring</li> <li>Framing</li> <li>Laminated Wood Pole Design</li> </ul>	<ul> <li>Western Red Cedar</li> <li>Douglas Fir</li> <li>Red Pine</li> <li>Southern Yellow Pine</li> </ul>	<ul> <li>Chromated Copper Arsenate (CCA)</li> <li>Creosote</li> <li>Copper Naphthenate (CuN)</li> <li>Dichloro-octyl-isothiazolinone (DCOI)</li> <li>Pentachlorophenal (Penta)</li> </ul>



## **UTILITY POLES – MARKET CONDITIONS**

Growth in replacement demand from increasing average age of poles and additional infrastructure investments expected to support the expansion of 5G networks and deployment of "fibre-to-home" throughout many rural areas



#### **Product Category Size**

- There are about 150MM poles in North America, of which 105MM are wood
- Wood offers the best value over alternative materials such as steel, composites and concrete



#### Marketplace

 Potential for further consolidation in the North American market



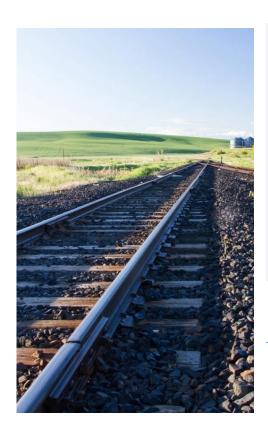
#### **Growth Drivers**

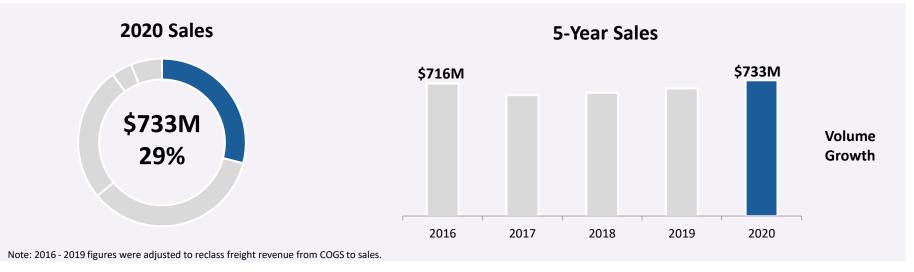
- Replacement programs
   (life span of poles is typically 65 years)
- · Mid to high-single digit growth
- Additional infrastructure for telecommunication
- Acquisitions
- Expanding product offering



## **RAILWAY TIES – OVERVIEW**

Industry leader in the development, upgrade and maintenance of North America's railroad infrastructure, supplying the continent's demand for railway ties and timbers with over 10 million pressure-treated wooden crossties per year





**12 Facilities** 

+1,200 Suppliers

**Transformative Acquisition** 

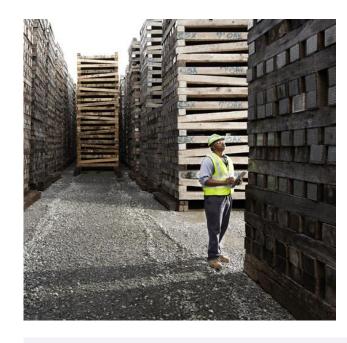
- 2 in Canada
- 10 in U.S.

Hardwood sawmills

Tangent Rail (2010)



## **RAILWAY TIES – OFFERING**



### **Competitive Advantages**

An extensive distribution network, steady supply and short delivery times

#### **Customers**

- ~65% Class 1 railroads
- ~35% short and regional rail lines & contractors

#### **Contracts**

- Long-term contracts of up to 5 years with Class 1 railroads
- Short and regional rail lines and contractor orders are obtained primarily through spot market bids

Services	<b>Wood Species</b>	Preservatives
Pre-Plating	Mixed Hardwood	• Creosote
Pre-boring	• Oak	Borate
Crossing panels		<ul> <li>Copper Naphthenate</li> </ul>
End-plating		



## **RAILWAY TIES – MARKET CONDITIONS**

#### Solid untreated railway tie inventory availability



#### **Product Category Size**

- ~18 million railway tie purchases on an annualized basis in North America
- 90% of ties sold in North
   America are for maintenance
   and over 90% are wood



#### Marketplace

Market is fairly consolidated



#### **Growth Drivers**

- Maintenance requirements
- Economic stimulus programs
- Acquisitions
- Market reach gains
- GDP growth

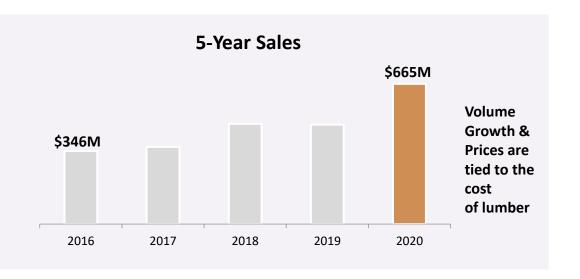


## **RESIDENTIAL LUMBER - OVERVIEW**

Provides seamless, end-to-end service to key North American retailers, supplying hundreds of millions of board feet of treated residential lumber across Canada and the United States







#### **8 Facilities**

- 6 in Canada
- 2 in U.S.

#### **Transformative Acquisitions**

 Ram Forest Group and Ramfor Lumber (2015)



## **RESIDENTIAL LUMBER - OFFERING**



### **Competitive Advantages**

Low transportation costs, solid supply, quick delivery times and dedicated distribution centres

#### Customers

- ~70% Big box retailer
- Dealer network

#### **Contracts**

Renewed annually

Services	<b>Wood Species</b>	Preservatives
• Lumber	Hemlock	Micronized Copper Azole (Micropro
<ul> <li>Distribution of complementary accessories</li> </ul>	• Pine	<ul> <li>Alkaline Copper Quaternary (ACQ)</li> </ul>
·	Spruce	Copper Azole (CA)
	• Fir	



## **RESIDENTIAL LUMBER – MARKET CONDITIONS**

Continued demand for new construction and outdoor renovation projects in the North American residential and commercial markets



#### **Product Category Size**

- Difficult to access
- Limited pure plays



#### Marketplace

• Partially consolidated in Canada

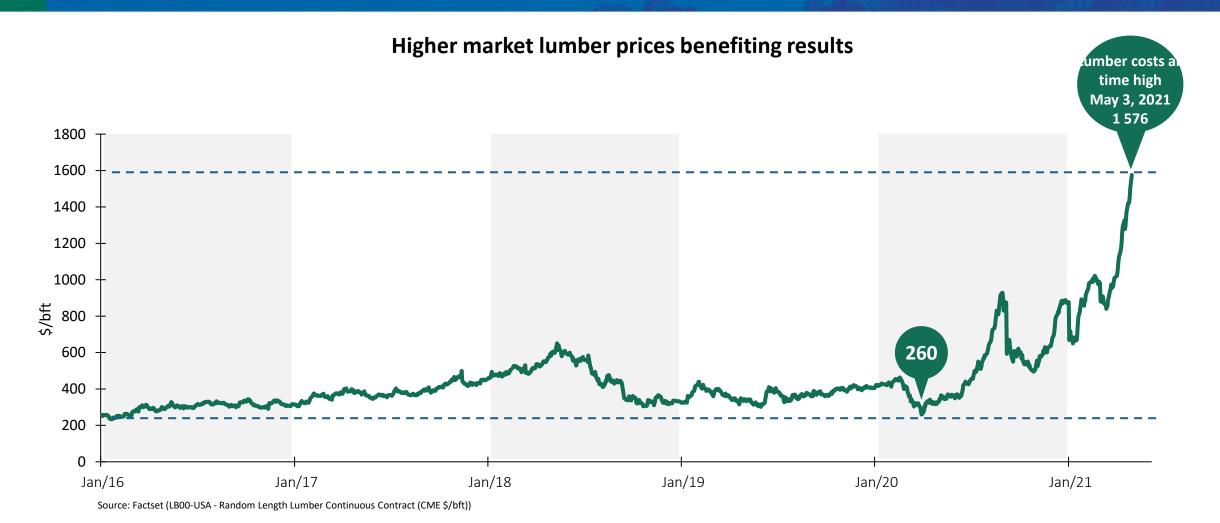


#### **Growth Drivers**

- Home renovation
- Expanding the dealer network
- Service big box stores



## **LUMBER COSTS - 5 YEAR EVOLUTION**



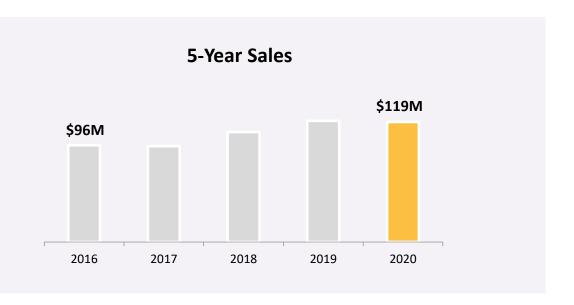


## **INDUSTRIAL PRODUCTS – OVERVIEW**

A leading supplier of pressure-treated wood products to the industrial, marine and civic sectors for outdoor applications, including wood for railway bridges and crossings, marine and foundation pilings, construction timbers and laminated poles, offered in a variety of select wood species and preservatives







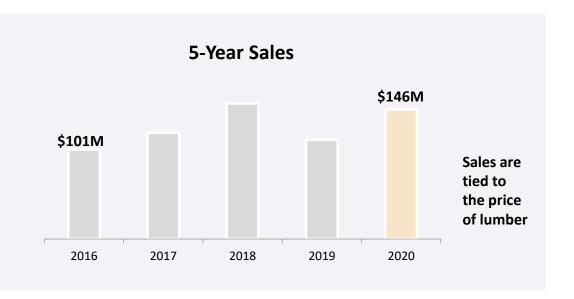


## LOGS AND LUMBER - OVERVIEW

### Business used to optimize procurement and does not generate a margin











## ENVIRONMENTAL, SOCIAL AND GOVERNANCE

#### **PURSUING OUR BUSINESS ACTIVITIES RESPONSIBLY**



- Committed to integrate ESG into our daily business decisions and strategies which will make us a more resilient and agile business in the long-term
- Keeping with our vision to consistently improve our sustainability practices and be transparent about our performance
- Focusing on four priorities
  - Product stewardship
  - People
  - Environmental performance
  - Governance principles

Our Latest ESG Report is Available at

www.stella-jones.com/en-CA/investor-relations/environmental-social-governance



#### **ESG 2019 HIGHLIGHTS**











		and the			7-19				
PRODUCT STEWARDSHIP Sustainable forest management, responsible manufacturing and product innovation initiatives									
90%	Railway tie suppliers from local communities	Hectares of sustainable managed forest in Brit Columbia							
PEOPLE Safety, well being, and a collaborative and inclusive workforce									
16%	Women in the workforce	19%	Employee turnover rate	3.7	Days away, restricted or transferred rate				
ENVIRONMENTAL PERFORMANCE  Regulatory compliance and the effective management of water, energy, and emissions									
124,949	Scope 1 & 2 GHG emissions (metric tons of CO <sub>2</sub> e)	5.6	Energy intensity (in MWH/1,000 FT <sup>3</sup> of treated wood production)	3	Facilities using waterborne preservatives in water stressed areas (7.5% of all facilities)				

GOVERNANCE PRINCIPLES
Integrating ESG is central to our decision-making process.

9 / 10

Board members independent from Management\*

40% Women Board Members \*

40% Women Board Members \*

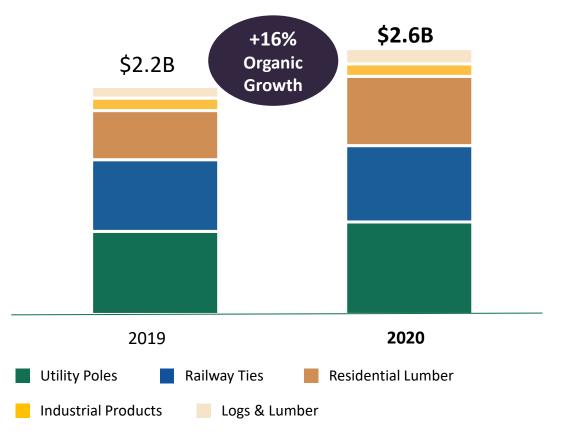
40% Women Board Members \*

40% Shared with employees



# **FINANCIAL RESULTS**

## 2020 - 20th CONSECUTIVE YEAR OF SALES GROWTH



Note: Comparative figures have been adjusted to conform to the current year's presentation.

# Stella-JoneS

#### **SALES VARIANCE**

2019 Sales (M)	\$2,189
Currency variations	19
Organic growth	
Pressure-treated wood	309
Logs and lumber	34
2020 Sales (M)	\$2,551

#### **2020 – SALES VARIANCE**

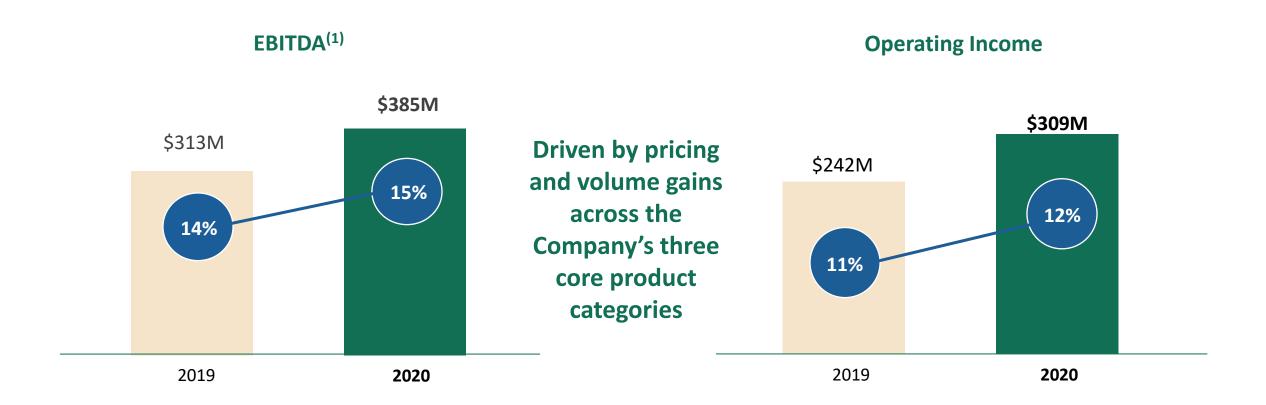
#### **Pressure Treated Wood Organic Growth of 15%**

(in millions of dollars)	Utility Poles	Railway Ties	Residential Lumber	Industrial Products	TOTAL PRESSURE TREATED WOOD	Logs & Lumber	CONSOLIDATED SALES
<b>2019 Sales</b>	797	689	471	120	2,077	112	2,189
FX impact	8	7	3	1	19	-	19
Organic growth	83	37	191	(2)	309	34	343
2020 Sales	888	733	665	119	2,405	146	2,551
Organic growth %	10%	5%	41%	(2%)	15%	30%	16%

 $<sup>^{\</sup>left(1\right)}$  Prior period figures have been adjusted to conform to the current period presentation.



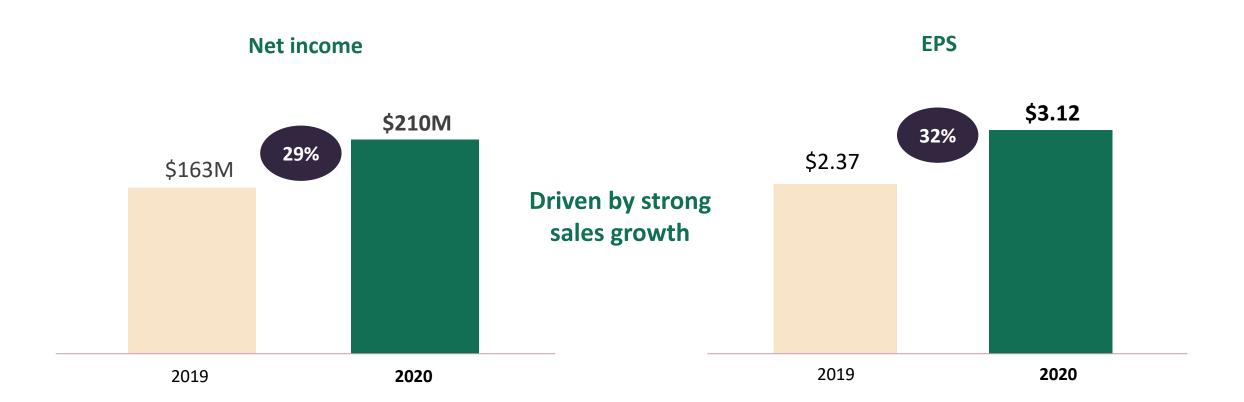
## 2020 - RECORD EBITDA(1)



 $<sup>^{\</sup>rm (1)}\,\mbox{This}$  is a non-IFRS financial measure. Please refer to the Company's MD&A.

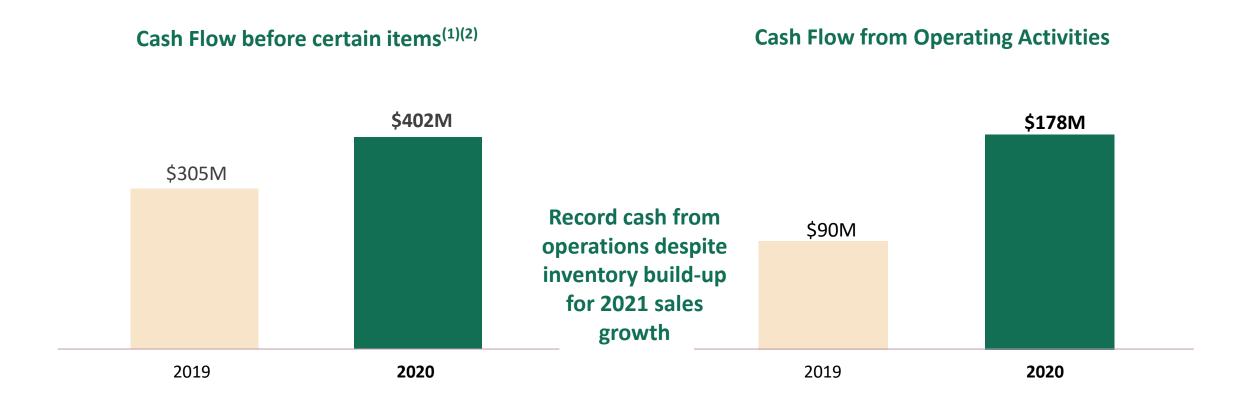


## 2020 - HIGHER NET INCOME & EPS





#### **2020 - STRONG CASH FLOW GENERATION**



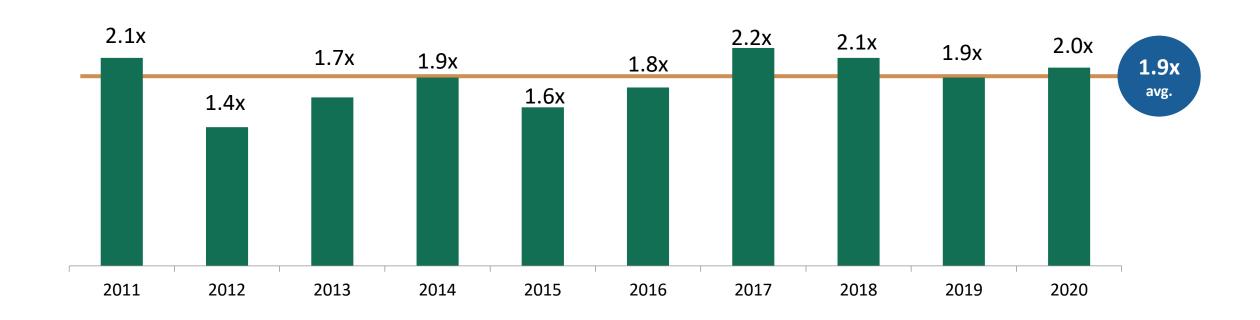
<sup>(2)</sup> Before changes in non-cash working capital components and interest and income tax paid.



<sup>(1)</sup> This is a non-IFRS financial measure. Please refer to the Company's MD&A.

#### **INVENTORY TURNOVER**

# Because of the long periods required to air-season wood, inventory turnover has historically been relatively low

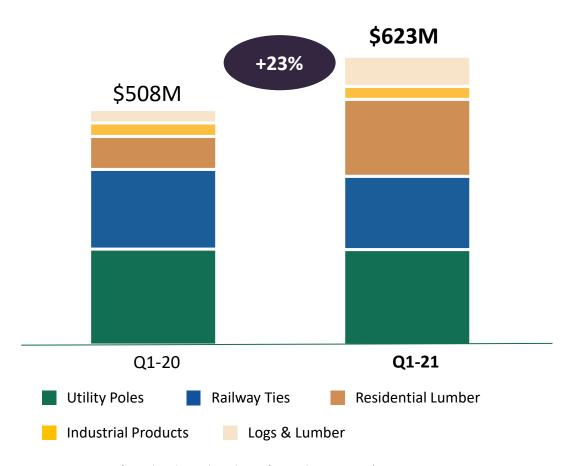






# Q1-2021 FINANCIAL RESULTS

## Q1-21 - SALES UP 23%



 $\label{thm:comparative} \mbox{Note: Comparative figures have been adjusted to conform to the current year's presentation.}$ 

# Stella-JoneS

#### **SALES VARIANCE**

Q1-20 Sales (M)	\$508
Currency variations	(23)
Organic growth	
Pressure treated wood	102
Logs and lumber	36
Q1-21 Sales (M)	\$623

## Q1-21 – SALES VARIANCE

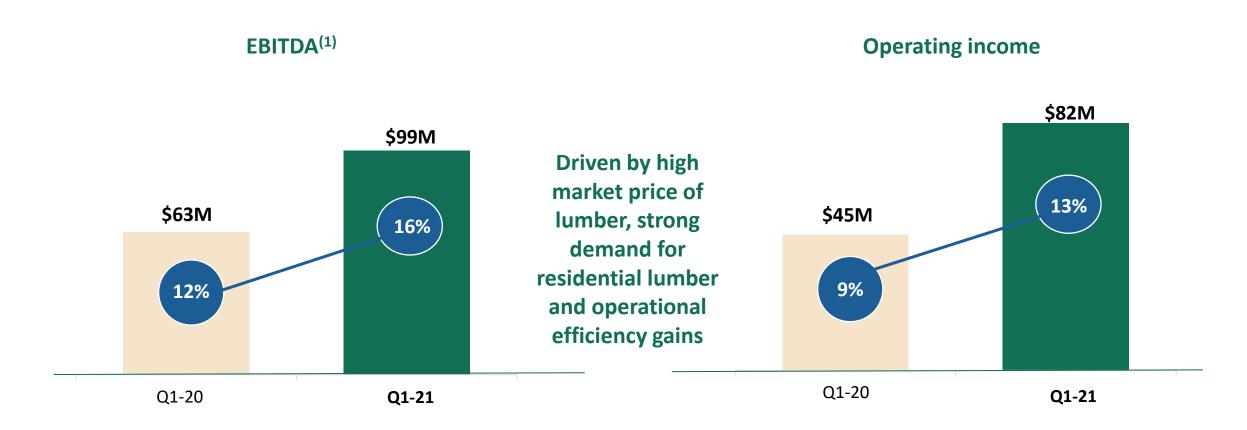
#### **Pressure Treated Wood Organic Growth of 21%**

(in millions of dollars)	Utility Poles	Railway Ties	Residential Lumber	Industrial Products	TOTAL PRESSURE TREATED WOOD	Logs & Lumber	CONSOLIDATED SALES
Q1-2020 Sales <sup>(1)</sup>	207	172	71	29	479	<b>2</b> 9	508
FX impact	(10)	(8)	(4)	(1)	(23)	-	(23)
Organic growth	9	(6)	99	-	102	36	138
Q1-2021 Sales	206	158	166	28	558	65	623
Organic growth %	4%	(3%)	139%	-%	21%	124%	27%

 $<sup>^{\</sup>left(1\right)}$  Prior period figures have been adjusted to conform to the current period presentation.



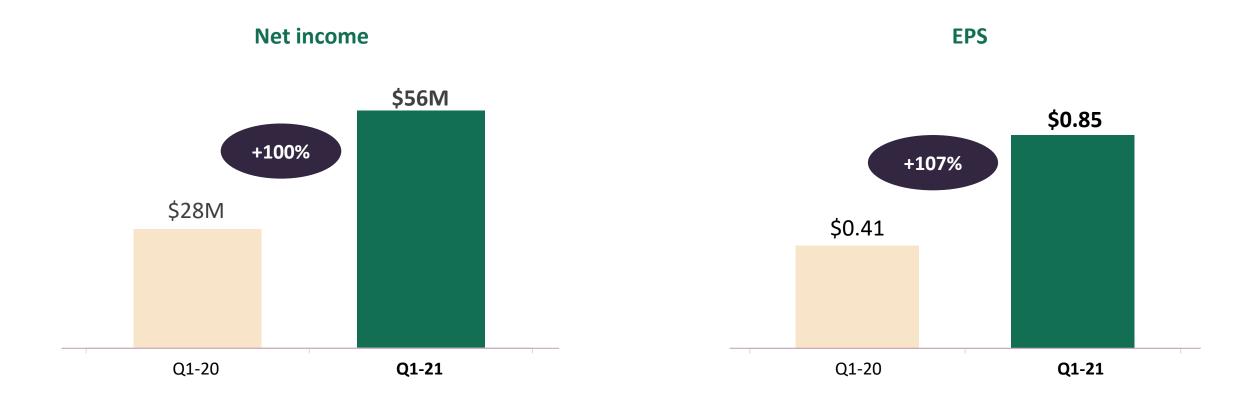
# Q1-21 - INCREASING EBITDA<sup>(1)</sup> AND OPERATING INCOME



(1) This is a non-IFRS financial measure. Please refer to the Company's MD&A.



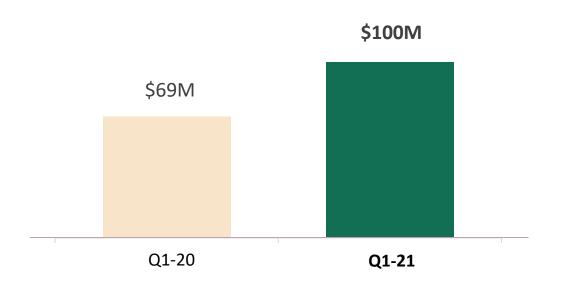
## Q1-21 - INCREASING NET INCOME & EPS



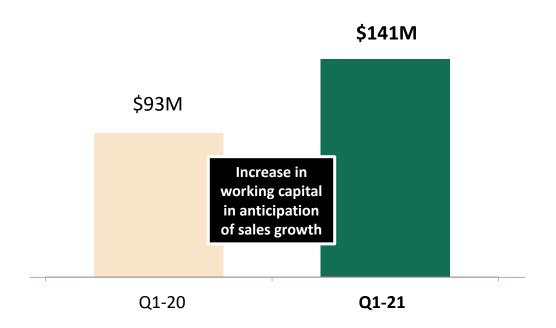


## Q1-21 – LOWER CFO DUE TO INCREASED INVENTORY

#### Cash Flow before certain items<sup>(1)(2)</sup>



#### **Cash Flow** *Used* **in Operating Activities**



<sup>(2)</sup> Before changes in non-cash working capital components and interest and income taxes paid



 $<sup>^{(1)}\,\</sup>mbox{This}$  is a non-IFRS financial measure. Please refer to the Company's MD&A.



# 2021 OUTLOOK & PRIORITIES

#### **2021 OUTLOOK & PRIORITIES**

#### **2021 UPDATED GUIDANCE**

- EBITDA<sup>(1)</sup> guidance in the range of \$450 to \$480 million
- Organic sales growth ranging between 15% to low 20%
  - Utility poles sales expected to increase in the mid to highsingle digits
  - Railway ties and industrial product sales to be relatively comparable to 2020
  - **Residential lumber** sales expected to increase 45% to 65%

#### **2021 PRIORITIES**

- Pursue acquisitions
- Continue to focus on innovation, improve our operating efficiencies and expand our capacity
- Sustain and improve profitability
- Enhance ESG practices and develop strategies to meet ESG goals

Please refer to the Company's MD&A for a complete list of assumptions

(1) This is a non-IFRS financial measure. Please refer to the Company's MD&A





# **APPENDIX**

## **INCOME STATEMENT - 5-YEAR FINANCIAL SUMMARY**

	2020	2019	2018	2017	2016
Sales	2,551	2,189	2,144	1,908	1,854
Gross Profit <sup>(1)</sup>	446	358	328	315	334
Gross Profit margin <sup>(1)</sup>	17%	16%	15%	17%	18%
EBITDA <sup>(1)</sup>	385	313	244	243	265
EBITDA margin <sup>(1)</sup>	15%	14%	11%	13%	14%
Operating income	309	242	206	207	233
Operating margin <sup>(1)</sup>	12%	11%	10%	11%	13%
Net income	210	163	138	168	154
EPS - diluted	3.12	2.37	1.98	2.42	2.22

<sup>(1)</sup> This is a non-IFRS financial measure. Please refer to the Company's MD&A.

Note: 2016 -2019 figures were adjusted to reclass freight revenue from COGS to sales.



## **FINANCIAL POSITION - 5-YEAR FINANCIAL SUMMARY**

	2020	2019	2018	2017	2016
Working capital	1,161	1,053	931	797	949
Total assets	2,246	2,281	2,062	1,786	1,961
Long-term debt <sup>(1)</sup>	606	605	514	456	694
Lease liabilities <sup>(1)</sup>	139	118	-	-	-
Shareholders' equity	1,373	1,288	1,281	1,116	1,026
Net debt <sup>(2)</sup> to total capitalization <sup>(1)</sup>	0.35:1	0.36:1	0.29:1	0.29:1	0.40:1
Net debt <sup>(2)</sup> to EBITDA <sup>(1)</sup>	1.9	2.3	2.1	1.9	2.6
Return on capital employed	14%	12%	11%	13%	12%

<sup>(2)</sup> This is a non-IFRS financial measure. Please refer to the Company's MD&A.



<sup>(1)</sup> Including the current portion

#### **NON-IFRS MEASURES**

Gross profit, gross profit margin, operating income before depreciation and amortization (herein referred to as earnings before interest, taxes, depreciation and amortization ["EBITDA"]), EBITDA margin, operating income margin, cash flow from operating activities before changes in non-cash working capital components and interest and income taxes paid, net debt-to-total capitalization and net debt-to-EBITDA are financial measures not prescribed by IFRS and are not likely to be comparable to similar measures presented by other issuers.

Management considers these non-IFRS measures to be useful information to assist knowledgeable investors to understand the Company's operating results, financial condition and cash flows as they provide additional measures of its performance. Please refer to the Company's MD&A for a reconciliation of net income to EBITDA.



## **ADOPTION OF IFRS 16, LEASES**

- On January 1, 2019, the Company retrospectively adopted IFRS 16, Leases.
- Comparatives for the 2018 reporting period have not been restated, as permitted
- The application of this new standard resulted in:
  - The addition of right-of-use assets and lease liabilities to the consolidated statements of financial position
  - Instead of lease expenses, right-of-use asset depreciation and financing costs will be recorded to the consolidated statement of income



