

2025 Investor Day



Safety Instructions





David Galison Vice President, Investor Relations



STELLA JONES



Cautionary Statement

This presentation contains statements that are forward-looking in nature. The words "may", "could", "should", "assumptions", "plan", "strategy", "believe", "anticipate", "estimate", "expect", "intend", "objective", the use of the future and conditional tenses, and words and expressions of similar nature are intended to identify forward-looking statements. Forward-looking statements include, without limitation, the three-year financial targets (including sales, annual sales growth, EBITDA margin, earnings per share and return to shareholders), the maintenance capital expenditures, strategic growth opportunities, dividend payout, share repurchases, and the net debt-to-EBITDA ratio, which are provided for the purpose of assisting the reader in understanding the financial position, operating results and cash flows of Stella-Jones" or the "Company") and management's current expectations and plans (and may not be appropriate for other purposes). Such statements are based upon a number of assumptions and involve known and unknown risks and uncertainties that may cause the actual results of the Company to be materially different from those expressed or implied by such forward-looking statements. Such items include, among others: general political, economic and business conditions, evolution in customer demand for the Company's products and services, product selling prices, availability and cost of raw materials, operational disruption, climate change, failure to recruit and retain qualified workforce, information security breaches or other cyber-security threats, changes in foreign currency rates, the ability of the Company to raise capital, regulatory and environmental compliance and factors and assumptions referenced herein and in the Company's continuous disclosure filings. As a result, readers should not place undue reliance on forward-looking information. Unless required to do so under applicable securities legislation, the Company's management does not assume any obligation to update or revise forward-looking sta

All figures are in Canadian dollars unless otherwise stated.

This presentation contains non-GAAP financial measures and non-GAAP ratios. Readers are advised to read this presentation in conjunction with the section entitled "Non-GAAP and Other Financial Measures" in the end of this presentation.



Welcome & Strategic Update

Eric Vachon, President & Chief Executive Officer

Infrastructure Overview

Utility Market Dynamics – Katherine Duff & Omar Saeed, Boston Consulting Group

Wood Utility Poles - Kevin Comerford, Senior Vice President, Utility Poles

Steel Structures - Pierre Lavoie, General Manager, Steel Structures

Railway Ties - Sylvain Couture, Vice President & General Manager, Railway Ties

Break

Optimization Technology, Sustainability & Financial Update

Optimization Technology Fireside Chat - Wesley Bourland, Senior Vice President & Chief Operating Officer Sustainability Update - Rhiannah Carver, Senior Director, Project Management & Sustainability

Financial Overview - Silvana Travaglini, Senior Vice President & Chief Financial Officer

Concluding Remarks - Eric Vachon, President & Chief Executive Officer

Question Period



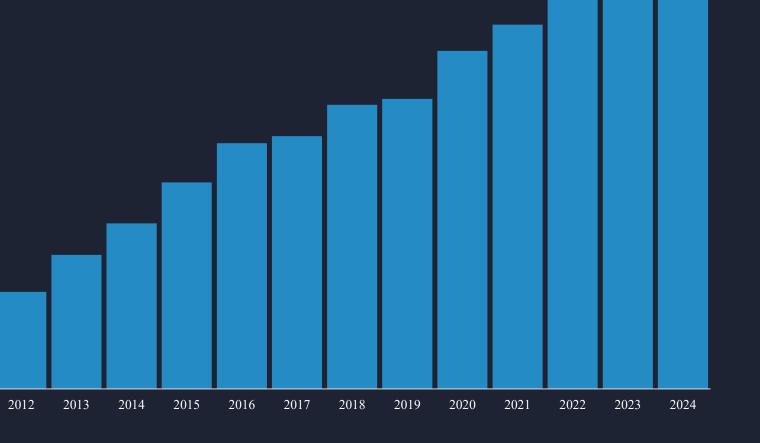


\$3,469

Driving Sales Growth

(C\$ millions)

\$157







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Laying the Foundation: 5

Strength

Stability

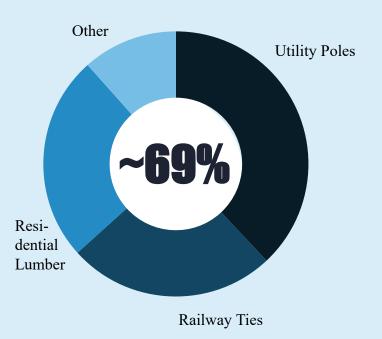
Breadth & Depth of Business

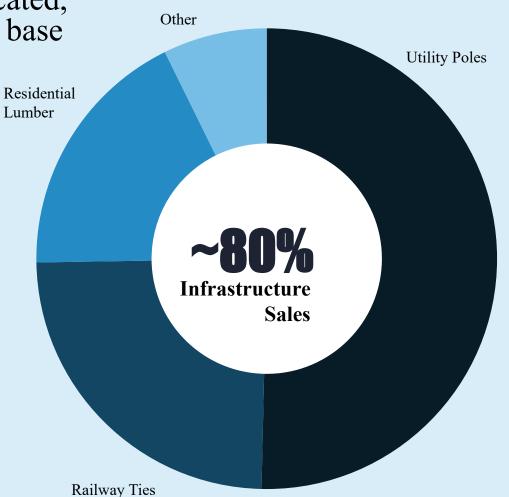
Our infrastructure-focused vision is driving our strategic path forward.

Rooted in Infrastructure

High-value, strategically-located, strong cash generating asset base

3-Year Growth in Infrastructure Sales(2022 vs. LTM Q3 2025)





Utility Poles

 Replacing aging infrastructure, meet growing demand and increasing utility grid resiliency

Railway Ties

• Continued strong position and market share



Broadening Our Reach & Strengthening Our Balance Sheet

(LTM Q3 2025 since 2022)



SALES GROWTH

14%



EBITDA^{(1) (2)} GROWTH

40%



EARNINGS PER SHARE (EPS)⁽¹⁾ GROWTH

45%



EBITDA MARGIN⁽¹⁾ (2)

330↑ basis points

On our way to return

\$500M

to shareholders

\$130M

growth capex

\$350M

in accretive acquisitions

Investment-grade rating

\$400M

bond offering

⁽¹⁾ Excluding a pre-tax insurance settlement gain of \$28M (\$21M net of tax)

⁽²⁾ These indicated terms have no standardized meaning under GAAP and are not likely to be comparable to similar measures presented by other issuers. Please refer to "Non-GAAP and Other Financial Measures" at the end of this presentation

Why We Win!

-5

We are the supplier of choice with a loyal customer base.

Quality Products



Timely Delivery



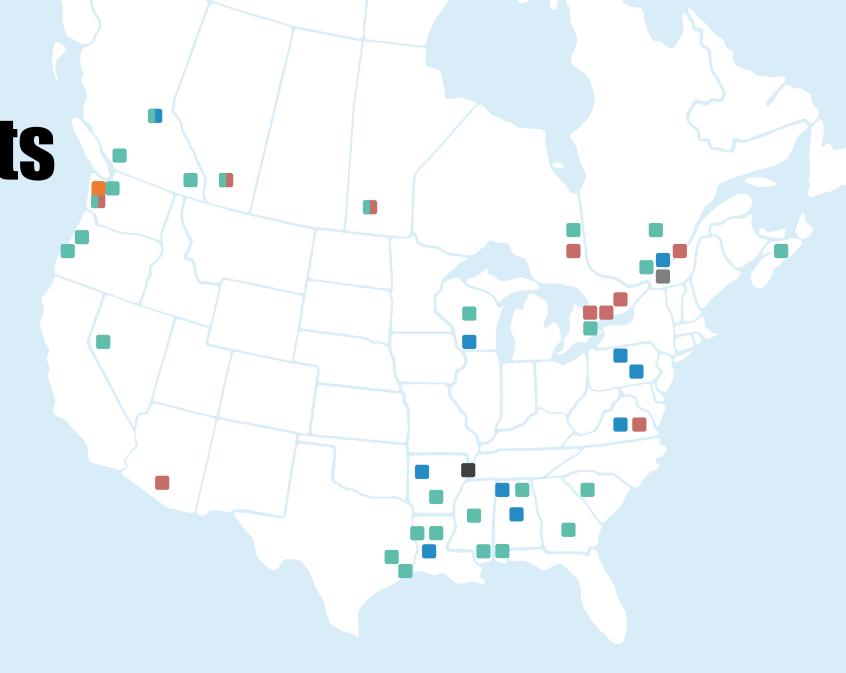
Value-Added Services



Located in Key Markets

Treating and manufacturing facilities

- Utility Poles
- Steel Structures
- Crossarms
- Railway Ties
- Residential Lumber
- Coal Tar Distillery













Be the supplier of choice for our infrastructure customers

STELLA JONES



Supporting the Infrastructure that Connects our Communities.

Wood Utility Poles



\$3B Total Addressable Market (TAM)
U.S. & CANADA"

We are a leading industry supplier.

Steel Structures





S1.5B TAM

U.S. & CANADA⁽¹⁾

Opportunity
to Scize.





Tubular Steel

\$3.5B TAM
U.S. & CANADA®

An untapped opportunity.





M&A: Expanding Our Network

We are the supplier of choice with a loyal customer base.









Alternate Pole Materials
Pole Hardware
Alternate Crossarm Materials
Substation Structures
Inspection & Maintenance
Vegetation Maintenance



Confidently Expanding Our Offering & Entering Adjacent Markets

Steel Structures

LATTICE TOWERS & MONOPOLES







Structural Pole Fixtures

WOOD CROSSARMS & HARDWARE





Assessing the Opportunities

Our Proven and Consistent Set of Criteria:

Accretive Investments to Expand Our Current Portfolio





Strategic Value



Market Dynamics



Operational Fit



Sustainable, Long-term, Financial Returns



Leveraging scale, relationships, experience, and network to expand into higher value markets Focused on the next phase of growth, both organic and M&A

We have the right team, driven to achieve the next phase of our journey



Kevin Comerford

Senior Vice-President, Utility Poles

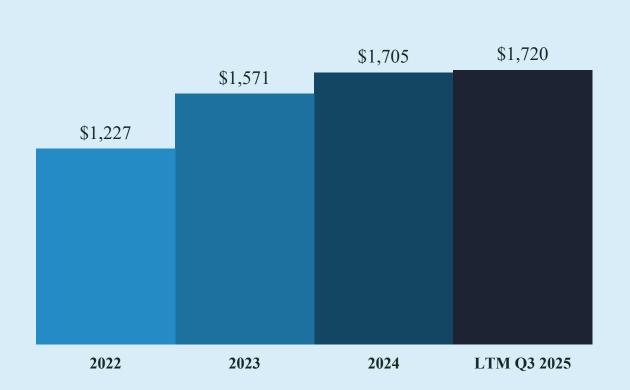


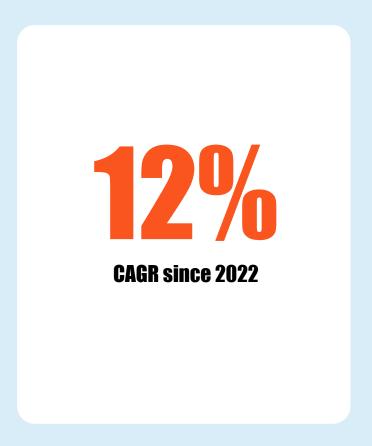


Strong Sales Growth

Wood Utility Poles⁽¹⁾ Sales Growth

(C\$ millions)







Growth Drivers



DEFERRED MAINTENANCE

40-45%

of distribution assets are near or beyond their useful life"

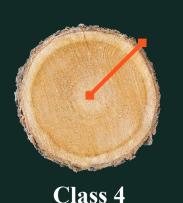
INCREASED USE & WEATHER EVENTS

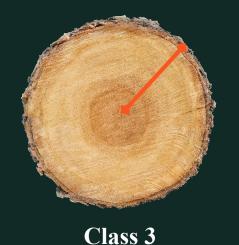
- System Hardening & Resiliency
- Load Growth
- Reshoring of Manufacturing
- Renewables
- Electrification

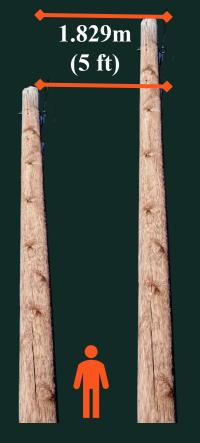


5

Poles need to be thicker, taller or both

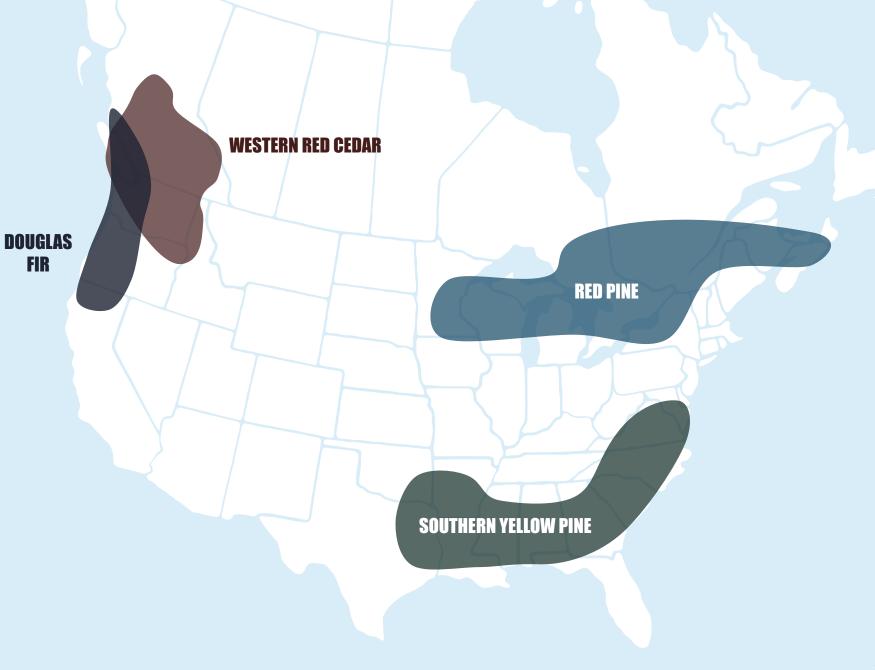




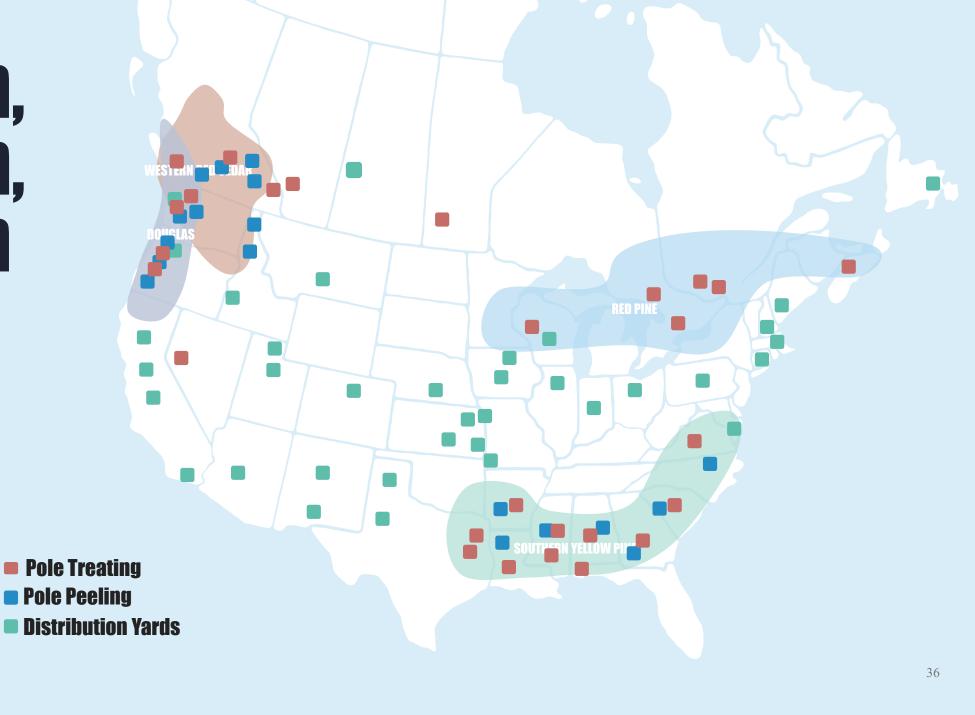


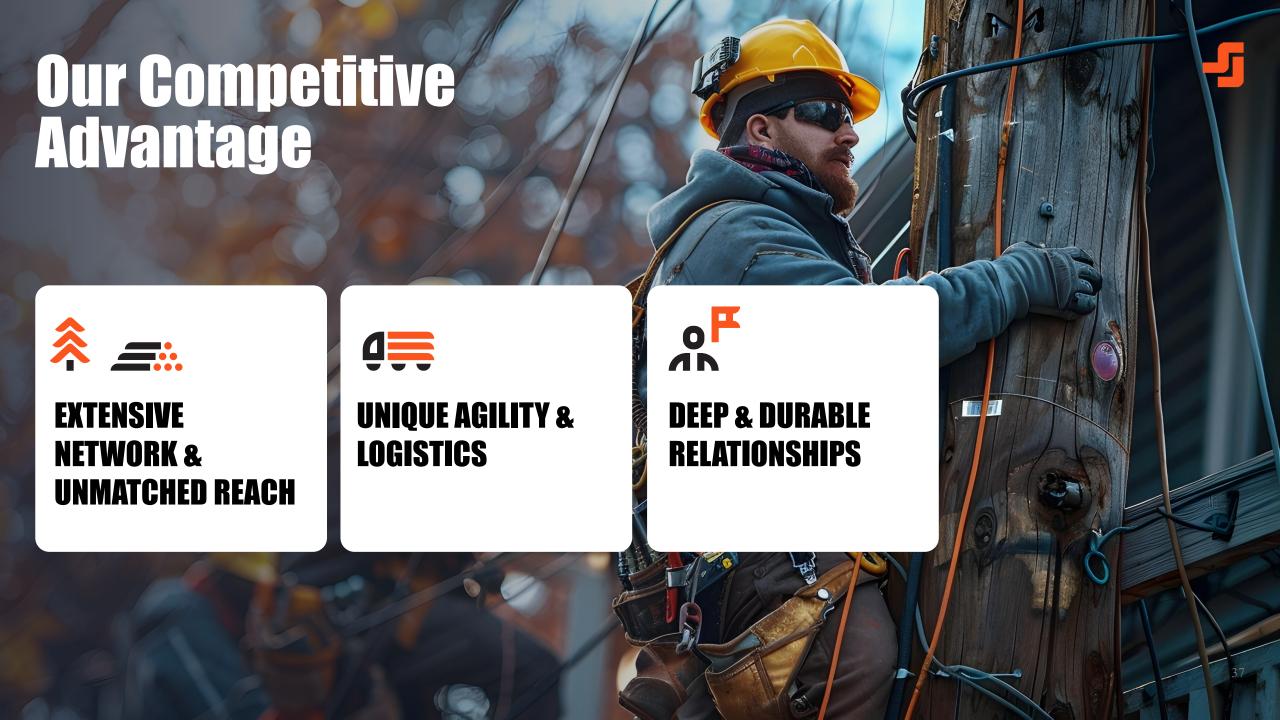


Location, Location, Location



Location, Location, Location









INVESTING IN CAPACITY EXPANSION



PRIORITIZING LONG-TERM CUSTOMERS



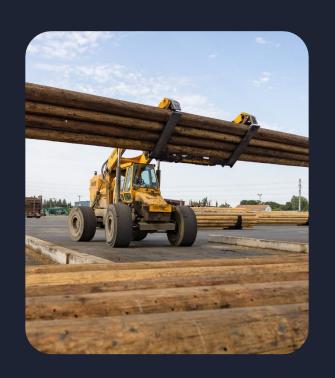
COMMITTED TO SUPPLY



TRUSTED TO MEET LONG-TERM CONTRACTS







Drive efficiency
Reduce input costs & minimize waste
Speed decision making & track key performance metrics

Focus on using technology to improve both the class and number of wood poles we get from the same volume of raw material.



Stand tall, reach wide.

Exploring opportunities adjacent to our core business









Alternate Pole Materials

Pole Hardware

Alternate Crossarm Materials

Substation Structures

Inspection & Maintenance

Vegetation Maintenance



4

Acquiring a Long-Standing, Proven Supplier





Brooks Meets Our Strict Evaluation Criteria



• Builds on our existing infrastructure offering

Operational Fit

• Geographic expansion potential



Markets Dynamics

Maintenance driven with recurring demand



- ROCE > Cost of Capital
- Strong EBITDA¹ potential
- Recurring revenue

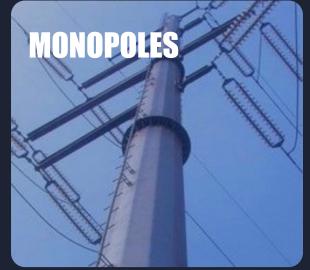














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Our Award-Winning Culture

Continuous Improvement



Sustainability



Health & Safety







MONOPOLES
Serving the Quebec
& Ontario Markets

We manufacture the largest monopoles in Canada (up to 252 feet high with a base diameter of 13 feet)







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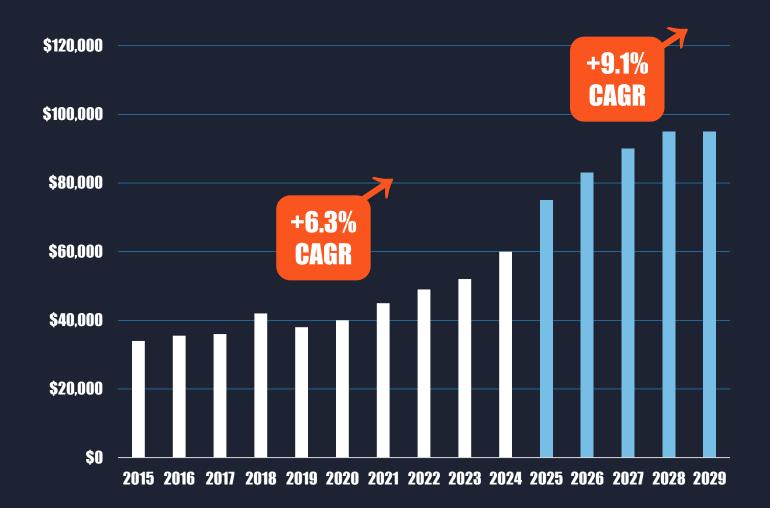
Industry Trends

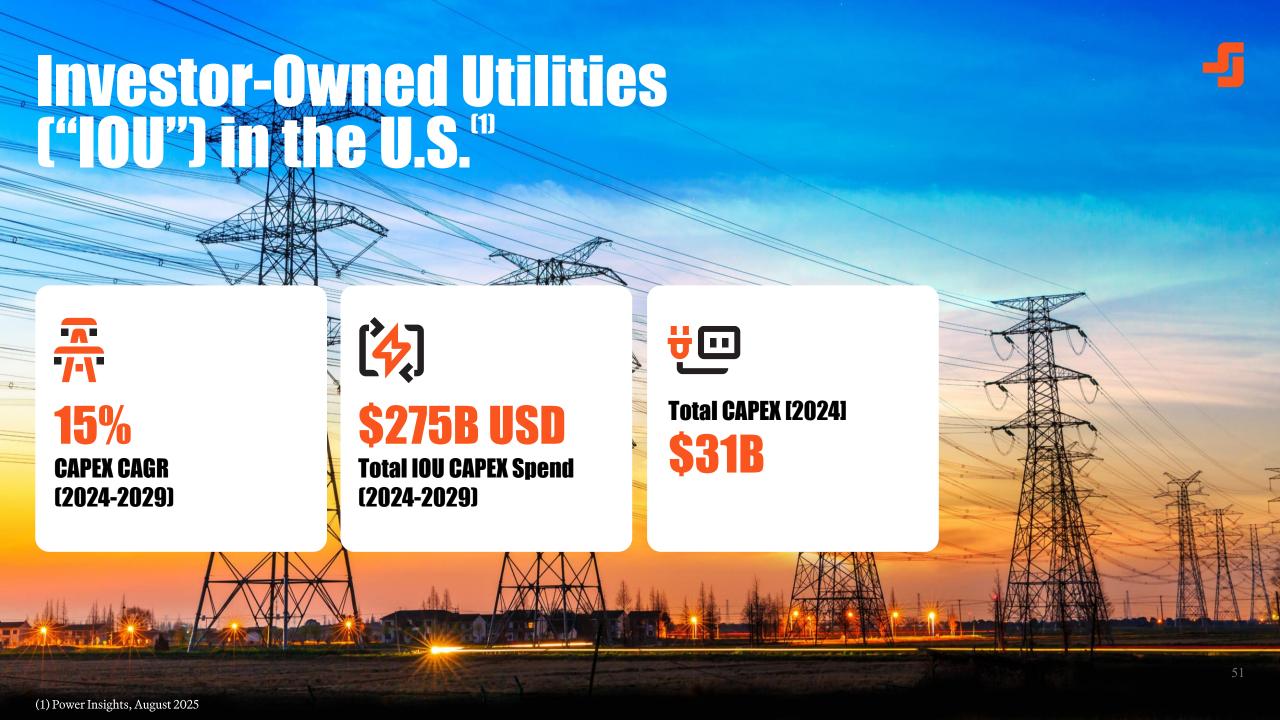
North American Transmission CAPEX



2023-2024

North American Electric Transmission Capital Spend® \$M USD

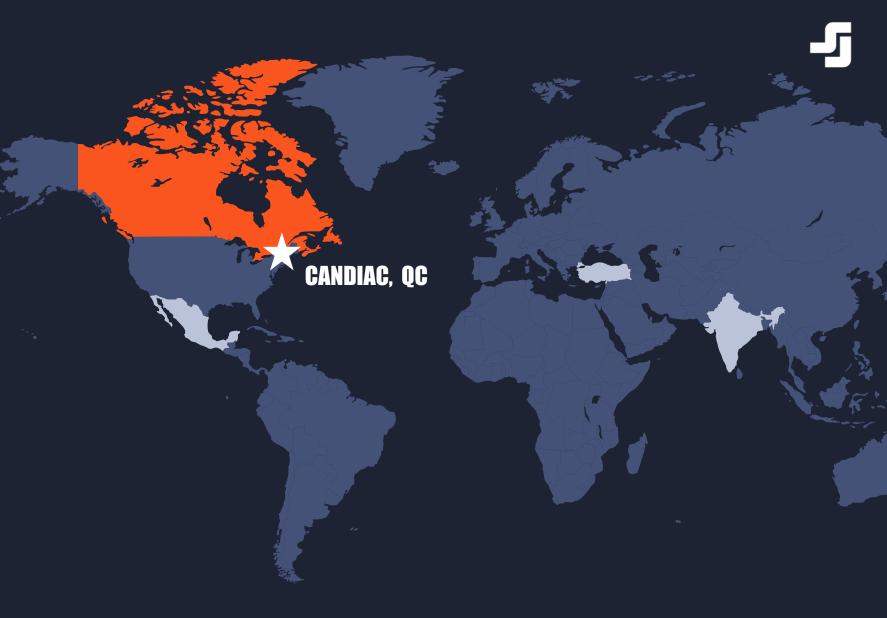








Competitive Landscape





Growth and Market Opportunities

Steel Structures Market[®]









Our Competitive Strengths

Design, manufacturing, shipping, assembly

Precision, quality, service, delivery

The "local" option with long-standing Tier 1 customers

Why We Win Together



Clear Alignment

We both value quality, service, health and safety, and continuous improvement



Access to Resources

Ready to grow more



Customers

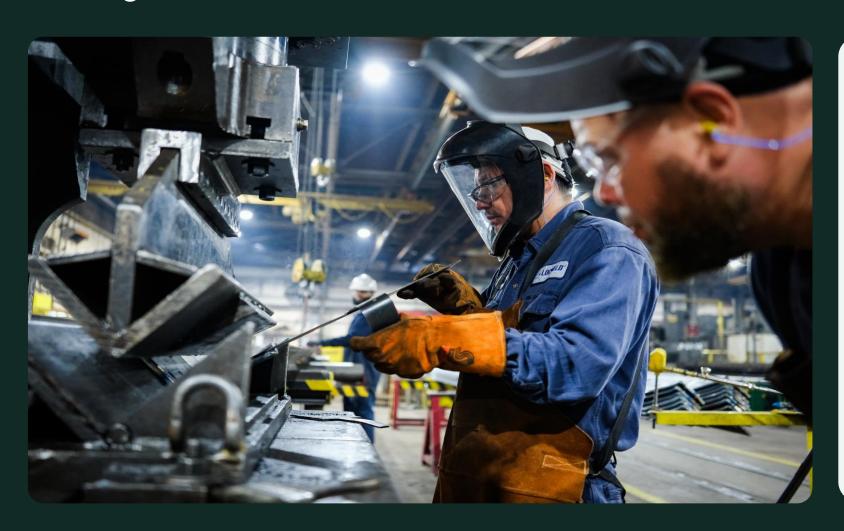
Similar customer lists with cross-selling opportunities



Growing Together

4

Funding Our Next Phase of Growth



New state-of-the-art equipment

Investing in capacity and technology

60% improvement in efficiency

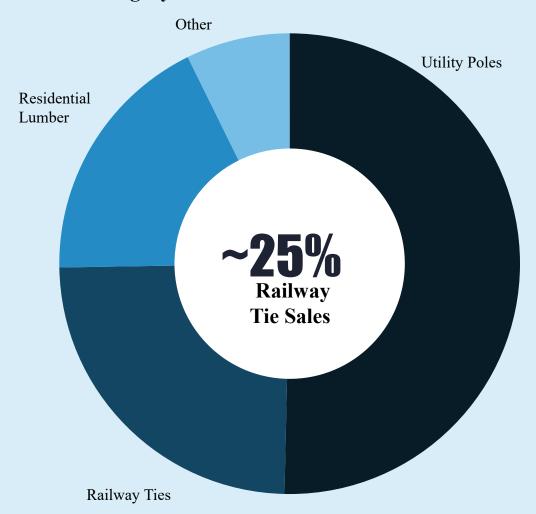
20,000 tons of capacity





A Core Business

LTM Q3 2025 Sales by Product Category



An Industry Leader in the manufacture & distribution of:

- Wood railway crossties
- Switch ties
- Bridge timbers
- Prefabricated bridges
- Crossing panels
- Pre-plated products

A Broad Network, Delivering at Scale

10 facilities

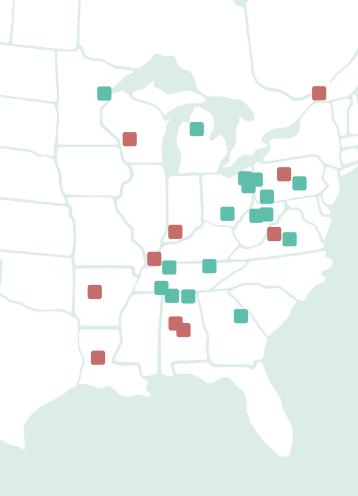
dedicated to railway ties

Sourcing from

~600 sawmills

Located near our customers for optimal service

- Tie Treating
- Tie Procurement Yard



Meeting the Demands of the North American Railways

-500 milliona

wood ties across North America

wood ties installed annually

90% replacement 10% new ties



Meeting Large-Scale Maintenance Needs





North American Crosstie Competitive Dynamics

Class 1 Railway Market Characteristics

- Utilize multiple suppliers with no single sourcing
- Reliable suppliers
- Quality, long-lasting products
- Product availability key
- Rapid delivery on demand



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25

procurement specialists

~600 sawmills

Experience and expertise in balancing customer requirements with availability of supply





Maintenance Drives Steady, Modest Demand





25,000

20,000

15,000

10,000

5,000



average annual industry growth

Jan-01
Jan-02
Jan-03
Jan-03
Jan-04
Jan-06
Jan-06
Jan-10
Jan-10
Jan-13
Jan-13
Jan-13
Jan-16
Jan-16
Jan-16
Jan-17
Jan-16
Jan-17
Jan-17
Jan-20
Jan-20
Jan-23
Jan-23

Multiple Opportunities to Grow



Shipping larger volumes to our customers



Acquiring organizations with adjacent products and/or services

Alternate tie materials



Offering a broader range of higher value solutions

- Bridges
- Turnouts
- Preservatives

- Automation
- Pre-plating



Securing Greater Share of Routine Maintenance

Our Opportunity

- Identifying efficiencies
- Optimizing our footprint
- Investing in capital projects to enhance customer's business model
- Offering treated-services only
- Balancing value for customer with risk management



Growing Through Acquisition





Looking beyond wood & evaluating alternative materials





- Leverage lean manufacturing
- Optimized planning, collaboration and quality
- Implementing robotics
 & Al to power datadriven improvements

Improved Yield and Safety







2025 Investor Day

















































We Are On the Right Path





CONSISTENT STRATEGY



KEY TO OUR BUSINESS



ROI POSITIVE PROJECTS



RESILIENT, SOCIALLY-JUST, & EQUITABLE

Sustainability at Stella-Jones extends beyond a set of objectives

Our Three Areas of Focus





Climate Change & GHG Emissions



Indigenous Peoples



ESG Risk Governance

Health and Safety

Our People

Responsible Supply Chain







32% reduction

by 2030 compared to 2022

2.5MW

Installed solar capacity

S

5 ROI-positive Project Types:



Renewable Energy



Transport Optimization



Energy Efficiency & Energy Monitoring



Biomass



Electrification

Committed to reducing our emissions intensity and maximizing the carbon sequestered in our products

Partnering with Indigenous Peoples

Our Shared Strategy:

Protecting & growing our fibre volumes

- LOI to 5 priority Bands
- 1 MOU in process
- Fostering community, economic opportunity and sustainable forestry across Canada

Investment in Lizzie Bay Logging

- 1/3 ownership stake alongside 3 Indigenous Bands
- Expected completion in Q4 2025⁽¹⁾

Collaborative & Respectful Stewardship







We Hold a Leading Position in Our Markets





Strong Secular Tailwinds



Recurring, Maintenance-Driven Demand



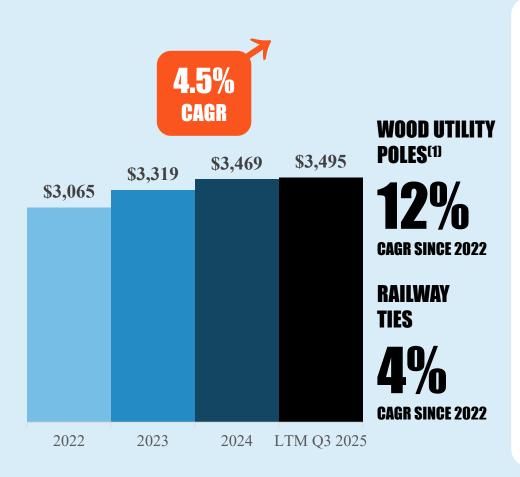
Highly Cash Flow Generative



Stable, Long-Term Contracts



Sales (C\$ Millions)



Sales from infrastructure

180% (LTM Q3 2025)

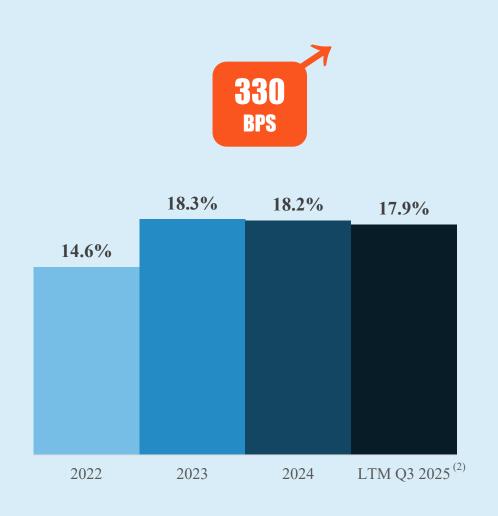
69%(2022)

On track to deliver ~\$3.5B in sales in 2025

25 consecutive years of top-line growth







2025 EBITDA⁽¹⁾ CAGR TARGET

9% since 202

LTM Q3 2025 EBITDA⁽¹⁾ CAGR

12% since 202

Driven by:

- Strength in higher margin utility poles
- Scale and efficiencies

Delivered results:

 Despite inflationary pressure, more competition, macro uncertainty

- (1) This is a non-GAAP ratio that has no standardized meaning under GAAP and is not likely to be comparable to similar measures presented by other issuers. Please refer to "Non-GAAP and Other Financial Measures" at the end of this presentation
- (2) Excluding a pre-tax insurance settlement gain of \$28M (\$21M net of tax)



EPS(C\$ per Share)



Earnings growth outpaced topline growth

EPS outpaced both earnings and topline

Driven by:

- Profitable growth
- Share buybacks

Meaningful Cash Flow Generation



Cash Flows from
Operating Activities
(C\$ Millions)



Free Cash Flow⁽¹⁾

~\$600M

since 2023

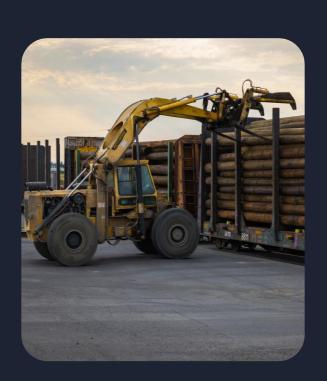


⁽¹⁾ This is a non-GAAP measure that has no standardized meaning under GAAP and is not likely to be comparable to similar measures presented by other issuers. Please refer to "Non-GAAP and Other Financial Measures" at the end of this presentation











Share Repurchase (2023-2025)



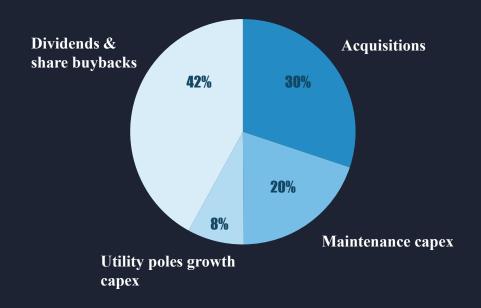


Disciplined Investments in our Business

Investments Since 2022 (1)

\$350M Acquisitions

\$325M Capex



Capital Allocation (2023-2025) ⁽¹⁾

- Maintained inventory
- Invested in facilities
- Expanded capacity
- Completed strategic acquisitions



New Three-Year Targets



Sales

4-5%

CAGR 2025-2028

Wood Utility Poles

~50% of sales, mid-single digit growth

Locweld & Brooks

~\$225M of annual revenue

Railway Ties

Low-single digit growth

Residential Lumber

~\$600-650M annually

EBITDA MARGIN⁽¹⁾

17.5-18.5%

Driven in part by operational efficiency initiatives and enhanced supply chain processes

EPS

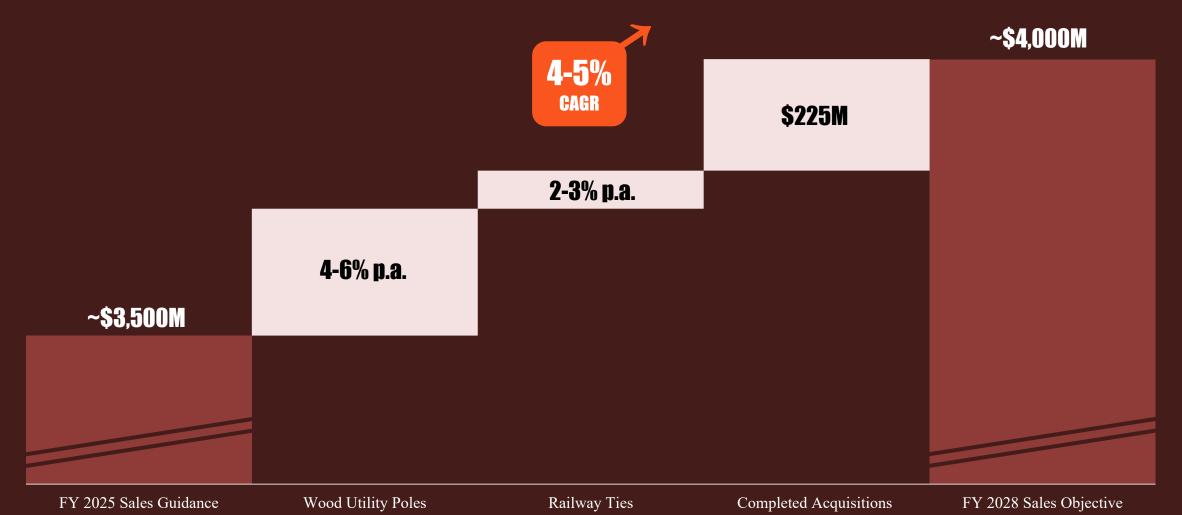
↑10%+

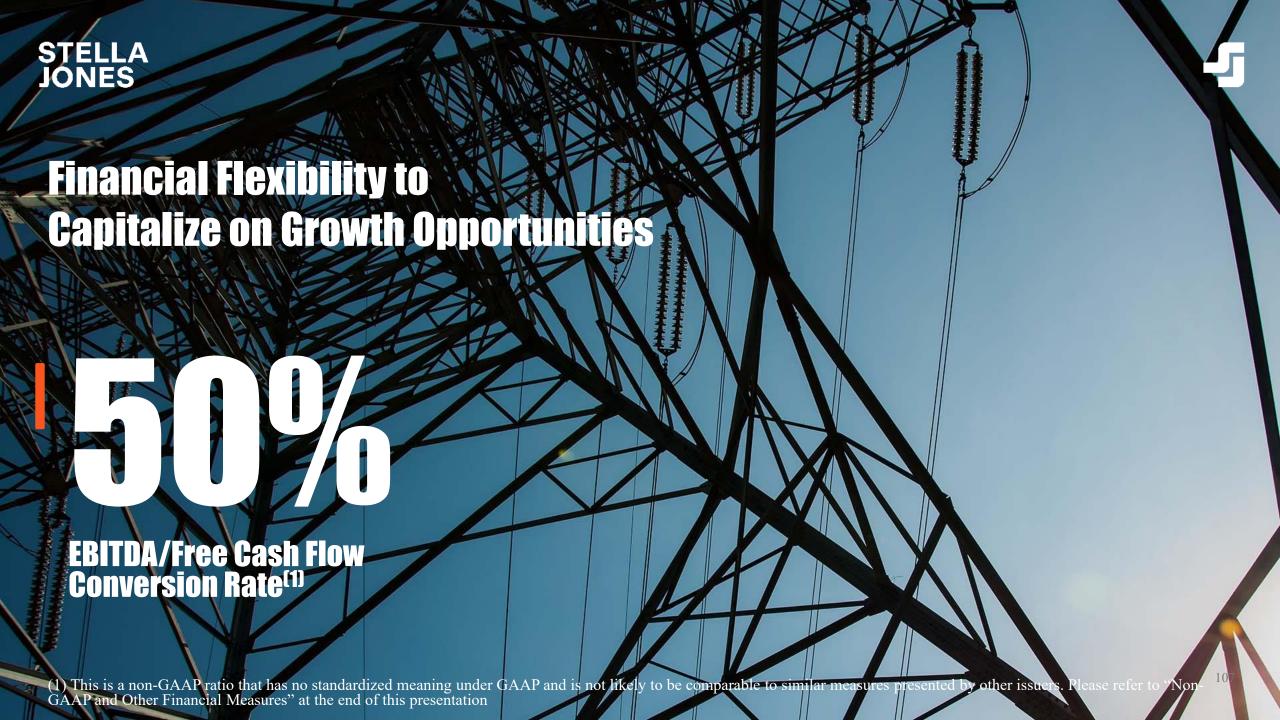
CAGR 2025-2028

Supported by multiple profitability levers and share buyback activity

Core End Markets Driving Top Line Growth







Our Disciplined Capital Allocation Priorities



Maintenance Capex

Free Cash Flow⁽¹⁾

Invest to maintain the network

- ~2.5% of sales
- \$85-\$95M of annual capital expenditures

Strategic Growth Opportunities

Investing in growth capex
Expand infrastructure
offering

Consistent Dividend

Target: 20%-30% of prior year EPS

Share Repurchases

Based on M&A activity & leverage

Target Leverage: 2x-2.5x Net debt/EBITDA(1)





Question Session







Appendix

Non-GAAP and Other Financial Measures

Earnings before interest, taxes, depreciation and amortization ("EBITDA"), EBITDA margin, net debt-to-EBITDA ratio and return on average capital employed ("ROCE") are non-GAAP financial measures and non-GAAP ratios. Such measures are not prescribed by International Financial Reporting Standards as issued by the International Accounting Standards Board (IFRS Accounting Standards) and may therefore not be comparable to similar measures presented by other issuers. Management considers these non-GAAP measures to be useful information to assist knowledgeable investors to understand the Company's operating results, financial position and cash flows as they provide a supplemental measure of its performance. The Company believes EBITDA, and EBITDA margin provide investors with useful information because they are common industry measures used by investors and analysts to measure a company's ability to service debt and to meet other payment obligations, or as a common valuation measurement. These measures are also key metrics of the Company's operational and financial performance and are used to evaluate senior management's performance. The Company believes net debt-to-EBITDA ratio is an indicator of the financial leverage of the Company The Company uses ROCE as a performance indicator to measure the efficiency of its invested capital and to evaluate senior management's performance.

For EBITDA, EBITDA margin, net debt-to-EBITDA ratio and ROCE, please refer to the section "Non-GAAP and other financial measures" of the Company's latest Management's Discussion and Analysis, available at www.sedarplus.ca and on the Company's website at www.stella-jones.com, for an explanation of the non-GAAP financial measures, non-GAAP ratios and other financial measures used and presented by the Company in this presentation and a reconciliation of non-GAAP financial measures and non-GAAP ratios to the most directly comparable GAAP measures. For free cash flow and EBITDA-to-FCF conversion, please see below:

Free Cash Flow ("FCF") and EBITDA-to-FCF Conversion

Free cash flow is defined as cash flows from operating activities less lease payment in financing activities, maintenance capital expenditures, net of property insurance proceeds, and additions of intangible assets. EBITDA-to-FCF conversion is defined as free cash flow for the period divided by EBITDA for the period divided. The Company uses these measures as an indicator of the efficiency and liquidity of the Company's business by measuring its cash available to settle outstanding debt and obligations, invest in growth opportunities and potentially return capital to shareholders by paying dividends or buying back common shares.

Non-GAAP and Other Financial Measures (Cont'd)

A reconciliation of the most directly comparable financial measure has been provided below:

Reconciliation of Cash Flows From Operating Activities to Free Cash Flow (C\$ millions)	Trailing twelve months ended September 30, 2025
Cash flows from operating activities	513
Less:	
Lease payment in financing activities	65
Maintenance capital expenditures	114
Property insurance proceeds	(26)
Additions of intangible assets	10
Free Cash Flow	350

Maintenance and Growth Capital Expenditures

The sum of maintenance capital expenditures and growth capital expenditures represents total purchases of property, plant and equipment. The Company uses maintenance capital expenditures and growth capital expenditures to calculate the investment needed to sustain the current level of economic activity and to calculate the investment needed to increase the current level of economic activity respectively.

Non-GAAP and Other Financial Measures (Cont'd)

EBITDA and EBITDA margin for the trailing twelve months as at September 30, 2025 (exclude the gain on insurance settlement)

EBITDA and EBITDA margin for the trailing twelve months as at September 30, 2025 exclude the gain on insurance settlement. These are non-GAAP financial measures and non-GAAP ratios. Such measures are not prescribed by the IFRS Accounting Standards and may therefore not be comparable to similar measures presented by other issuers. Management uses these non-GAAP measures in order to facilitate operating and financial performance comparisons from period to period. A reconciliation of the most directly comparable financial measure has been provided below:

Reconciliation of Operating Income to EBITDA Excluding the Gain on Insurance Settlement (C\$ millions)	Trailing twelve months ended September 30, 2025
Operating income	514
Depreciation and amortization	140
EBITDA	654
Gain on insurance settlement	28
EBITDA excluding the gain on insurance settlement	626