

**STELLA  
JONES**

# **Q4 and Full-Year 2025 Financial Results**

Presented by:

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February 26, 2026



# Caution Regarding Forward-Looking Statements

For the purpose of this presentation, Stella-Jones Inc. is referred to as “Stella-Jones” or the “Company” and includes its wholly-owned subsidiaries. This presentation contains forward-looking information within the meaning of applicable securities laws (“forward-looking statements”). The words “may”, “could”, “should”, “would”, “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, among others, statements about our current and future plans, expectations and intentions, results, levels of activity, performance, goals or achievements or any other future events or developments, including the statements contained in this presentation regarding the Company’s plans to expand its steel lattice structure business in the U.S. with the construction of a new manufacturing facility, and are provided for the purpose of assisting the reader in understanding the Company’s financial position, operating results and cash flows and management’s current expectations and plans (and may not be appropriate for other purposes). Such statements are based upon a number of estimates and assumptions and are made by the Company in light of the experience of management and their perception of historical trends, current conditions and expected future developments, as well as other factors believed to be appropriate and reasonable in the circumstances. However, there can be no assurance that such estimates and assumptions will prove to be correct. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Such risks and uncertainties may relate to, among other things, the Company’s dependence on major customers, the availability and cost of raw materials, operational disruption, climate change, reliance on key personnel, information technology, cybersecurity and data protection incidents, global economic conditions, geopolitical uncertainty, the Company’s acquisition strategy, the Company’s future plant expansion, the Company’s ability to raise capital, environmental compliance and litigation, and factors and assumptions referenced herein and in the Company’s continuous disclosure filings. These and other risks and uncertainties related to the business of the Company are described in greater detail in the section entitled “Risks and Uncertainties” of the Management’s Discussion and Analysis of the Company for the year ended December 31, 2025 (the “MD&A”). Many of these risks are beyond the Company’s ability to control or predict. Because of these risks, uncertainties and assumptions, readers should not place undue reliance on these forward-looking statements. Furthermore, forward-looking statements speak only as of the date they are made. This presentation reflects information available to the Company as of February 25, 2026, the date of the 2025 MD&A. 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.

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 and net debt-to-EBITDA are non-GAAP and other financial measures which do not have a standardized prescribed by International Financial Reporting Standards as issued by the International Accounting Standards Board and may therefore not be comparable to similar measures presented by other issuers. Management considers these non-GAAP and other financial 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. Management uses non-GAAP and other financial measures in order to facilitate operating and financial performance comparisons from period to period, to prepare annual budgets, to assess the Company’s ability to meet future debt service, capital expenditure and working capital requirements, and to evaluate senior management’s performance. Please refer to the section “Non-GAAP and other financial measures” of the Company’s 2025 MD&A, available at [www.sedarplus.ca](http://www.sedarplus.ca), 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 to the most directly comparable GAAP measures.

# Solid Execution & Momentum

- Advanced **Infrastructure-focused Strategy** outlined at Investor Day:
  - Broadened addressable market with acquisitions of **Locweld Inc. and Brooks Manufacturing Co.**
  - Announced U.S. steel lattice tower greenfield facility
- **Delivered strong results:**
  - EBITDA<sup>(1)</sup> margin >18%
  - Achieved three-year commitment returning \$500 million to shareholders

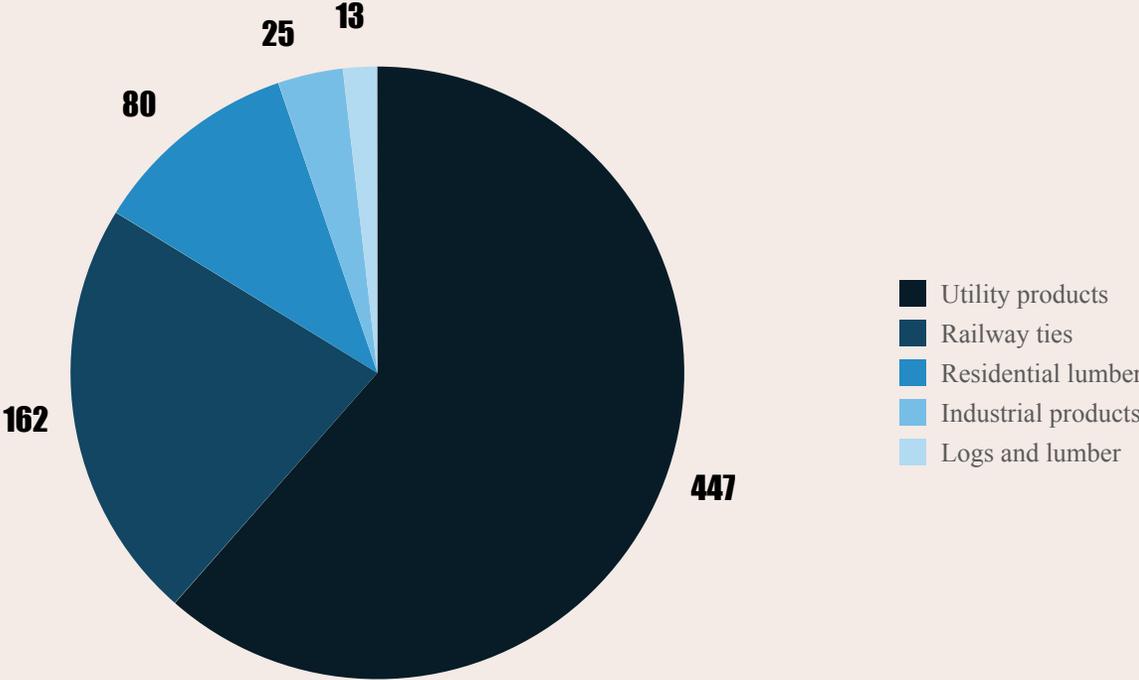
(1) This indicated term has no standardized meaning under GAAP and is not likely to be comparable to similar measures presented by other issuers. For more information, please refer to the section entitled “Non-GAAP and Other Financial Measures” of the Company’s latest MD&A for an explanation of the non-GAAP 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.

# Q4 2025 Highlights

- Results bolstered by higher wood utility poles volumes and contributions from recent acquisitions
- Operational investments to increase capacity at our Canadian steel structure manufacturing facility
- Latest 2023-2025 financial objectives met or exceeded and guidance set for 2026-2028
- Investment in a 20,000 ton U.S. greenfield steel lattice tower facility to capitalize on the accelerating infrastructure spending trend
- Concluded the acquisition of Brooks Manufacturing Co., for \$140 million U.S., without increasing debt level

## SALES BY PRODUCT CATEGORY

(in millions of \$)



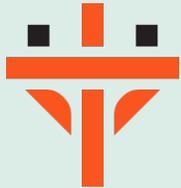
# Our Progress on Sustainability



- Investment of ~ \$5 million in a forest harvesting company in partnership with local First Nations in British Columbia should contribute to a dependable, longer term supply of transmission utility pole fibre
- Strengthens partnerships with Indigenous communities and advances sustainability commitments

# FY2025 Product Category Overview

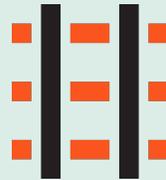
## Utility Products\*



**52% of sales**

- Sales of \$1,822M
- Volume growth and contribution from recent acquisitions
- Full-year sales growth consistent with outlook

## Railway Ties



**24% of sales**

- Sales of \$821M
- Sales below expectations due to customer dynamics competitive landscape, deferred projects
- Flat sales expected in near-mid term, long-term outlook remains unchanged

## Residential Lumber



**18% of sales**

- Sales of \$615M
- Resilient performance against pricing pressures and softer demand

## Industrial Products



**5% of sales**

- Sales of \$160M

## Logs & Lumber



**1% of sales**

- Sales of \$74M

\*Comprised of wood utility poles, steel structures, wood crossarms and utility pole accessories.

# Q4-2025 & Year-End Financial Highlights



(in millions of Canadian dollars, except per share data and margins)

	<b>Q4-25</b>	<b>Q4-24</b>	<b>FY2025</b>	<b>FY2024</b>
<b>Sales</b>	727	730	3,492	3,469
<b>Gross Profit<sup>(1)</sup></b>	143	138	705	724
<b>Gross Profit Margin<sup>(1)</sup></b>	19.7%	18.9%	20.2%	20.9%
<b>Operating Income</b>	83	81	516	503
<b>Operating Income Margin<sup>(1)</sup></b>	11.4%	11.1%	14.8%	14.5%
<b>EBITDA<sup>(1)</sup></b>	122	115	661	633
<b>EBITDA Margin<sup>(1)</sup></b>	16.8%	15.8%	18.9%	18.2%
<b>Net Income</b>	50	52	337	319
<b>Earnings per Share – Basic &amp; Diluted</b>	0.91	0.93	6.09	5.66

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# Disciplined Capital Allocation Strategy

Prudent capital allocation and investment-grade rating allows pursuit of growth opportunities while returning capital to shareholders.

## Strong Cash Flow Generation

- Over \$555 million in cash from operations:
  - Acquired Locweld Inc. and Brooks Manufacturing Co.,
  - Invested in operations
  - Returned \$158 million to shareholders

## Return to Shareholders Commitment

- Announced quarterly dividend of \$0.34 per share, 22<sup>nd</sup> consecutive year of dividend increase
- \$506 million returned to shareholders for the 2023-2025 period

## NCIB Program

- Renewed for purchase of 1.5 million shares until November 13, 2026

**\$634 million**

Available Liquidity<sup>1</sup>

As at December 31, 2025

**2.4x**

Net debt-to-EBITDA<sup>2</sup>

As at December 31, 2025

1. Sum of cash and cash equivalents and undrawn credit facilities net of outstanding letters of credit and certain guarantees.
2. This indicated term has no standardized meaning under GAAP and is 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” of the Company’s latest 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.

# Clear Roadmap for Growth

- Focused on scaling steel structure business and reinforcing industry leadership in North America.
- Committed to long-term growth, strategic opportunities, and continued value for shareholders.

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