

# Investor Presentation

February 2024



## **Forward-Looking Information**

To provide readers with information regarding Keyera, including its assessment of future plans, operations and financial performance, certain statements contained herein contain forwardlooking information within the meaning of applicable Canadian securities legislation (collectively, "forward-looking information"). Forward-looking information relate to future events and/or Keyera's future performance. Forward-looking information are predictions only; actual events or results may differ materially. Use of words such as "anticipate", "continue", "estimate", "expect", "may", "will", "project", "should", "plan", "intend", "believe", and similar expressions (including negatives thereof), is intended to identify forward-looking information. All statements other than statements of historical fact contained herein are forward-looking information, including, without limitation, statements regarding future dividends, future financial position, operating and financial results and capital and other expenditures of Keyera (including 2024 and future years' guidance), future returns from capital projects or corporate return on investment, financial and capital targets and priorities, Keyera's vision, business strategy and plans of management, anticipated growth and proposed activities, future opportunities, expected capacities associated with capital projects, expected sources of and demand for energy, estimated utilization rates, attaining emissions reduction targets, and expected commodity prices and production levels.

Forward-looking information reflect management's current beliefs and assumptions with respect to such things as outlook for general economic trends, industry forecasts and/or trends, commodity prices, capital markets, and government, regulatory and/or legal environment and potential impacts thereof. In some instances, forward-looking information may be attributed to third party sources. Management believes its assumptions and analysis are reasonable and that expectations reflected in forward-looking information contained herein are also reasonable. However, Keyera cannot assure readers these expectations will prove to be correct, and differences could be material.

All forward-looking information involve known and unknown risks, uncertainties and other factors that may cause actual results, events, levels of activity and achievements to differ materially from those anticipated in the forward-looking information. The principal risks, uncertainties, and other factors affecting Keyera and its business are contained in Keyera's 2023 Year-End Report dated February 14, 2024, and in Keyera's Annual Information Form dated February 16, 2023, each filed on SEDAR+ at <u>www.sedarplus.ca</u> and available on the Keyera website at <u>www.keyera.com</u>.

Proposed construction and completion schedules and budgets for capital projects are subject to many variables, including the continued uncertainty of the COVID-19 pandemic; weather; availability of and/or prices of materials and/or labour; customer project schedules and expected in-service dates; contractor productivity; contractor disputes; quality of cost estimating; decision processes and approvals by joint venture partners; changes in project scope at the time of project sanctioning; legislation and regulations and regulatory and other approvals, conditions or delays (including possible intervention by third parties); Keyera's ability to secure adequate land rights and water supply; and macro socio-economic trends. As a result, expected timing, costs and benefits associated with these projects may differ materially from descriptions contained herein. Further, some of the projects discussed herein are subject to securing sufficient producer/customer interest and may not proceed, or proceed as expected, if sufficient commitments are not obtained. Typically, the earlier in the engineering process that projects are sanctioned, the greater the likelihood that the schedule and budget may change.

In addition to factors referenced above, Keyera's expectations with respect to future returns associated with: (i) growth capital projects sanctioned and in development as of the date hereof, and (ii) the KAPS project, are based on a number of assumptions, estimates and projections developed based on past experience and anticipated trends, including but not limited to: capital cost estimates assuming no material unforeseen costs; timing for completion of growth capital projects; customer performance of contractual obligations; reliability of production profiles; commodity prices, margins and volumes; tax and interest and exchange rates; availability of capital at attractive prices; and no changes in legislative, regulatory or approval requirements, including no delay in securing any outstanding regulatory approvals.

This Presentation includes historical, current and forecast market and industry data that has been obtained from third party or public sources. Although management of Keyera believes such information to be reliable, none of such information has been independently verified by Keyera.

All forward-looking information contained herein are expressly qualified by this cautionary statement. Readers are cautioned they should not unduly rely on this forward-looking information and that information contained in such forward-looking information may not be appropriate for other purposes. Further, readers are cautioned that the forward-looking information contained herein is made as of February 14, 2024. Unless required by law, Keyera does not intend and does not assume any obligation to update any forward-looking information. Further information about the factors affecting forward-looking statements and management's assumptions and analysis thereof, is available in filings made by Keyera with Canadian provincial securities commissions, which can be viewed on SEDAR+ at www.sedarplus.ca.

## **Non-GAAP and Other Financial Measures**

This presentation refers to certain financial and other measures that are not determined in accordance with Generally Accepted Accounting Principles (GAAP) and as a result, may not be comparable to similar measures reported by other entities. Management believes that these supplemental measures facilitate the understanding of Keyera's results of operations, leverage, liquidity and financial position. These measures do not have any standardized meaning under GAAP and therefore, should not be considered in isolation, or used in substitution for measures of performance prepared in accordance with GAAP. For additional information on these non-GAAP and Other Financial Measures, including reconciliations to the most directly comparable GAAP measures for Keyera's historical non-GAAP financial measures, refer to Management's Discussion and Analysis (MD&A) for the year ended December 31, 2023 which is available on SEDAR+ at <u>www.sedarplus.ca</u> and Keyera's website at <u>www.keyera.com</u>. Specifically, the sections of the MD&A titled "Non-GAAP and Other Financial Measures", "Segmented Results of Operations", "EBITDA and Adjusted EBITDA", "Dividends: Funds from Operations, Distributable Cash Flow and Payout Ratio", and "Adjusted Cash Flow from Operating Activities and Return on Invested Capital" include information that has been incorporated by reference for these non-GAAP and Other Financial Measures.

Realized margin from the Marketing segment, realized margin from the Gathering and Processing (G&P) segment, realized margin from the Liquids Infrastructure segment, realized margin from the fee-for-service business segments, adjusted EBITDA, compound annual growth rate (CAGR) for adjusted EBITDA holding Marketing constant, distributable cash flow (DCF), DCF per share, payout ratio, and return on invested capital (ROIC) are all non-GAAP or Other Financial Measures referenced in this presentation. The most directly comparable GAAP measure to realized margin from the Marketing, G&P and Liquids Infrastructure segments is operating margin from these same segments, respectively. The most directly comparable GAAP measure to adjusted EBITDA is net earnings. The most directly comparable GAAP measure to DCF is cash flow from operating activities. DCF per share and payout ratio are non-GAAP ratios that use DCF as a component of the ratio. ROIC is only prepared on an annual basis; therefore, refer to the MD&A for the year ended December 31, 2023 for additional details related to this financial measure.

This presentation includes certain non-GAAP and Other Financial Measures that include forward-looking information or cannot be incorporated by reference to the MD&A. Refer below for additional information related to these measures.

#### **Realized Margin from the Marketing Segment**

The guidance for base realized margin from the Marketing segment (or Marketing realized margin) has been increased to a range of \$310 million to \$350 million (previously was \$250 million to \$280 million). The following includes the equivalent historical measures for this financial measure.

Marketing Realized Margin	1	For the year ended December 31,	
(Thousands of Canadian dollars)	2023	2022	
Operating margin – Marketing	554,251	414,973	
Unrealized gain or risk management contracts	(75,284)	(17,552)	
Realized margin – Marketing	478,967	397,421	

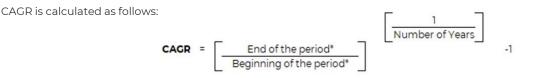
#### **Realized Margin from the Fee-for-Service Business Segments**

Realized margin from the fee-for-service business segments, or fee-for-service realized margin (defined as realized margin from the Gathering and Processing and Liquids Infrastructure segments), is a non-GAAP financial measure that is utilized in this presentation; however, is not included in the MD&A.

Fee-for-service realized margin is used to assess the financial performance of Keyera's ongoing operations in its G&P and Liquids Infrastructure segments without the effect of unrealized gains and losses on commodity-related risk management contracts related to future periods. The following is a reconciliation of fee-for-service realized margin to the most directly comparable GAAP measure, operating margin for the G&P and Liquids Infrastructure segments.

Fee-for-Service Realized Margin	For the year ended December 31,	
(Thousands of Canadian dollars)	2023	2022
Operating margin – Fee-for-Service	878,897	761,779
Unrealized loss (gain) or risk management contracts	11,747	(9,095)
Realized margin – Fee-for-Service	890,644	752,684

**Compound Annual Growth Rate (CAGR) for Adjusted EBITDA holding Marketing constant** (previously disclosed as CAGR for Adjusted EBITDA from the Fee-for-Service Business)



\*Utilizes beginning and end of period adjusted EBITDA as defined below.

CAGR for adjusted EBITDA holding Marketing constant is intended to provide information on a forwardlooking basis. This calculation utilizes beginning and end of period adjusted EBITDA, which includes the following components and assumptions: (i) forecasted realized margin for the G&P and Liquids infrastructure segments, (ii) realized margin for the Marketing segment, which is held at a value within the expected base realized margin between \$310 million and \$350 million (previously between \$250 million and \$280 million), and (iii) adjustments for total forecasted general and administrative, and longterm incentive plan expenses. During the fourth quarter of 2023, Keyera revised the label of this metric to "CAGR for Adjusted EBITDA holding Marking constant" (previously disclosed as CAGR for Adjusted EBITDA from the Fee-for-Service Business). The reason for this change is to more accurately reflect the meaning of the metric and the inclusion of Marketing cash flows which are not fee-for-service cash flows. This revision did not impact the composition of the metric.

## Why Invest In Keyera? Compelling Risk-Adjusted Returns

Strong ESG Performance	Financial Strength	Sustainable Dividend Growth	High-Quality Assets	Value Creation Track Record
Emissions <sup>1</sup> on intensity and absolute basis lowered by 13.5% and	net debt/adjusted   Dividend: \$2 p     EBITDA <sup>2,3</sup> at the end   Dividend susta     of 2023   Dividend susta     Investment Grade   financial stress	Current Annual Dividend: <b>\$2 per share</b>	High barrier-to-entry assets with access to highest value	Clearly defined financial framework and capital allocation
6% from 2019 to 2022 Emissions Reduction		Dividend sustainability underpinned by	markets	priorities <sup>4</sup>
<b>Target:</b> 25% and 50% by 2025 and 2035 from 2019 levels		financial strength Dividend growth supported by growth in stable long-term fee- for-service cash flow	Integrated value chain	Avg. 5-year ROIC <sup>2</sup> : 15%
<b>Compensation</b> tied to	Available <b>liquidity of</b> <b>\$1.05 billion</b> at the end of 2023		maximizes margins	FY23 ROIC: 16% <sup>2,5</sup>
ESG Performance		Payout ratio <sup>2</sup> target of	Accelerating the use of <b>technology and</b>	CAGR of 8% for DCF <sup>2</sup> and 6% for
<b>Disclosures</b> aligned with internationally recognized standards	All term debt at fixed interest rate	50-70% of distributable cash flow (DCF) <sup>2</sup>	innovation	<b>dividends</b> <sup>2,6</sup> on a per share basis since 2008

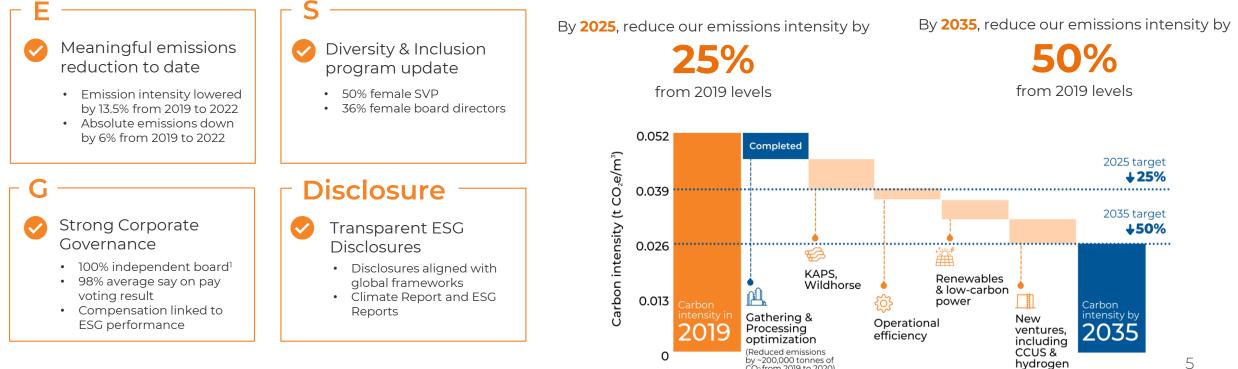
### STRONG FOCUS ON TOTAL SHAREHOLDER RETURN

## **Demonstrating ESG Leadership**

Long-Term Value Creation is Consistent with Strong ESG Performance



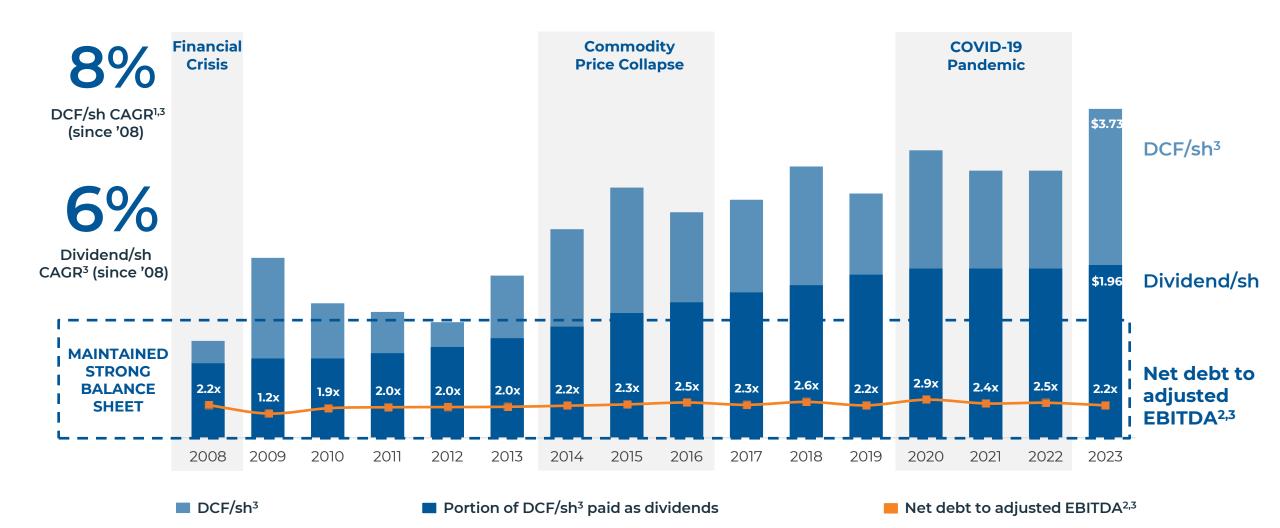
### Keyera can play a leading role in the transition to a low carbon economy



CO<sub>2</sub> from 2019 to 2020

See slide 21 for notes regarding this slide

### Sustained Dividend Growth Through Capital Discipline Target Payout Range 50%-70% of Distributable Cash Flow<sup>3</sup> ("DCF")



See slide 21 for notes regarding this slide

## **Our Financial Framework**

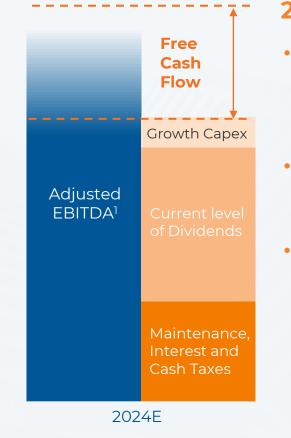
Guiding Our Efforts to Generate Superior Risk-Adjusted Returns

		Target	2023A
Preserve Financial Strength and Flexibility	Credit Ratings	BBB	BBB/BBB
	Net Debt / Adjusted EBITDA <sup>1,2</sup>	2.5x - 3.0x	2.2x
Invest for Margin Growth and Cash Flow Stability	Corporate ROIC <sup>1</sup>	>12%	16%
Increasing Cash Returns to Shareholders	Dividend Payout Ratio <sup>1</sup>	<b>50% - 70%</b>	53%
	Share Buyback	Use opport	unistically

# Strong Free Cash Flow Generation in 2024

### Sources and uses

### Adjusted EBITDA<sup>1</sup> Vs. Cash Uses



#### 2024 Free Cash Flow Uses

- Pay down short-term debt, building balance sheet optionality
- Sustainable dividend growth
- Potential for share buybacks, preference for capital efficient growth investments

### **Capital Allocation Priorities**

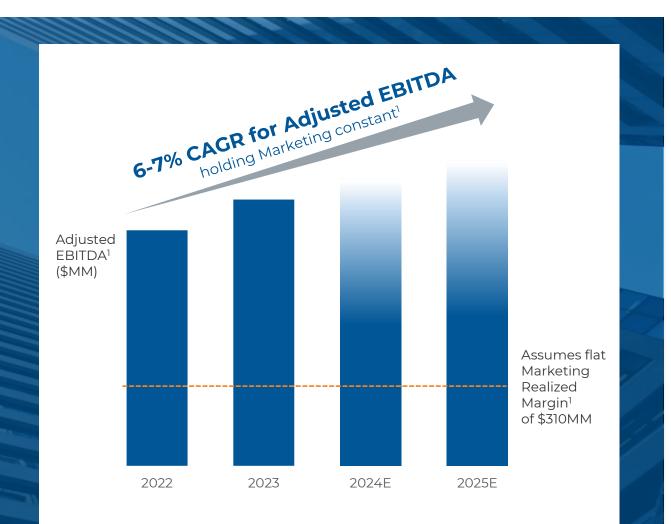
### Non-Discretionary –

- Fund maintenance capital
- 2 Maintain balance sheet strength
- **3** Pay current dividend

### Discretionary

- 4 Allocate remaining capital
  - Further debt reduction
  - Dividend growth
  - Growth capital
  - Share buybacks

### **Expected to Reach High End of Growth Target** 6-7% CAGR for adjusted EBITDA holding Marketing constant<sup>1</sup>



#### - Fee-For-Service Growth Drivers '22-'25

>20% realized margin<sup>1</sup> growth since beginning of '22; Near-term growth requires little incremental capital

#### **Gathering & Processing**

- Filling available capacity at Wapiti
- Pipestone Gas Plant expansion (complete Dec 2023)

#### Liquid Infrastructure

- Continued ramp-up of KAPS
- Acquisition of additional 21% stake in KFS
- Re-contracting of fractionation and other services at KFS under stronger terms

### **Growth Drivers 2025+**

Projects subject to strong contractual underpinning and Board sanction

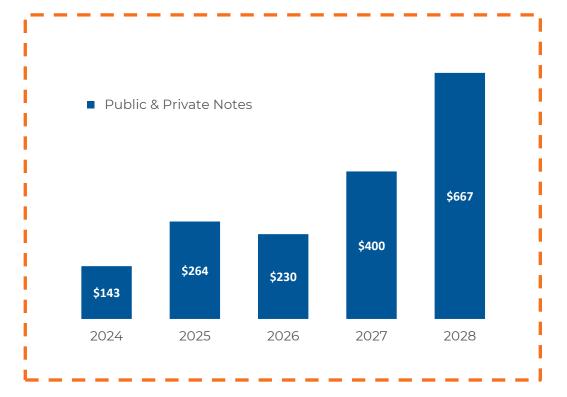
- KAPS Zone 4 expansion
- KFS Frac II debottleneck
- KFS Frac III expansion
- Low Carbon Hub Strategy

## **Strong Financial Position**

- 2.2x net debt to adjusted EBITDA<sup>1,2</sup> at the end of YE/23
- Conservative payout ratio<sup>1</sup>
  - 53% for 2023 (target of 50 70%)
- Investment grade credit ratings
  - S&P Global: Upgraded to BBB/Stable in September 2023
  - DBRS Limited: Affirmed, BBB/Stable
- Total liquidity of \$1.05B at the end of YE/23 with:
  - \$470 MM drawn on \$1.5B credit facility
  - \$20 MM cash on hand
- All term debt at fixed rates

### Long-term debt maturities (C\$ MM)<sup>3</sup>





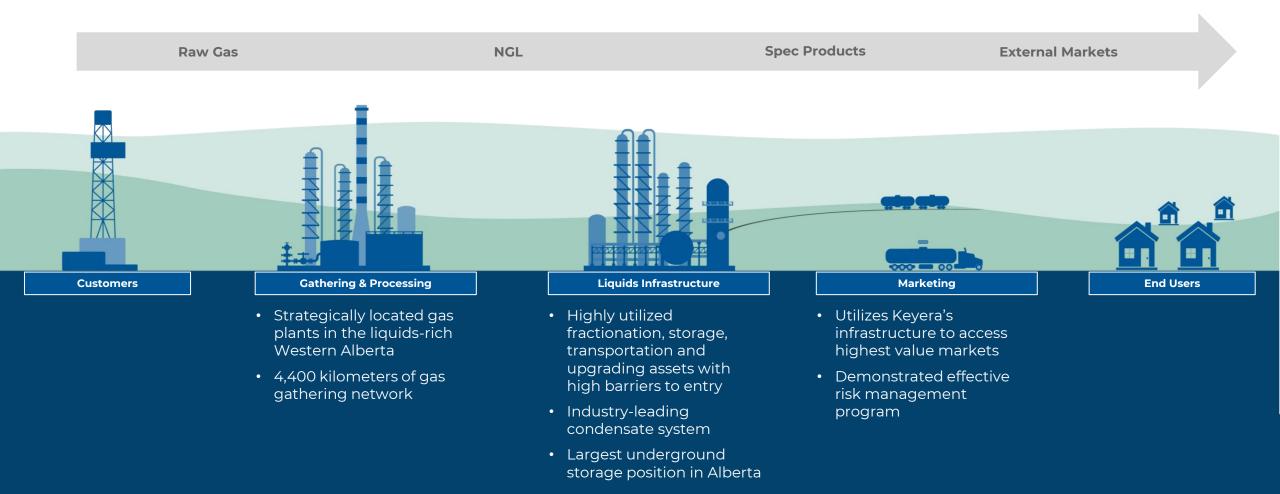
## Managing Cash Flow Stability

Realized Margin<sup>1</sup> from Investment Grade Customers and Take-or-Pay Contracts



## **Our Integrated Value Chain**

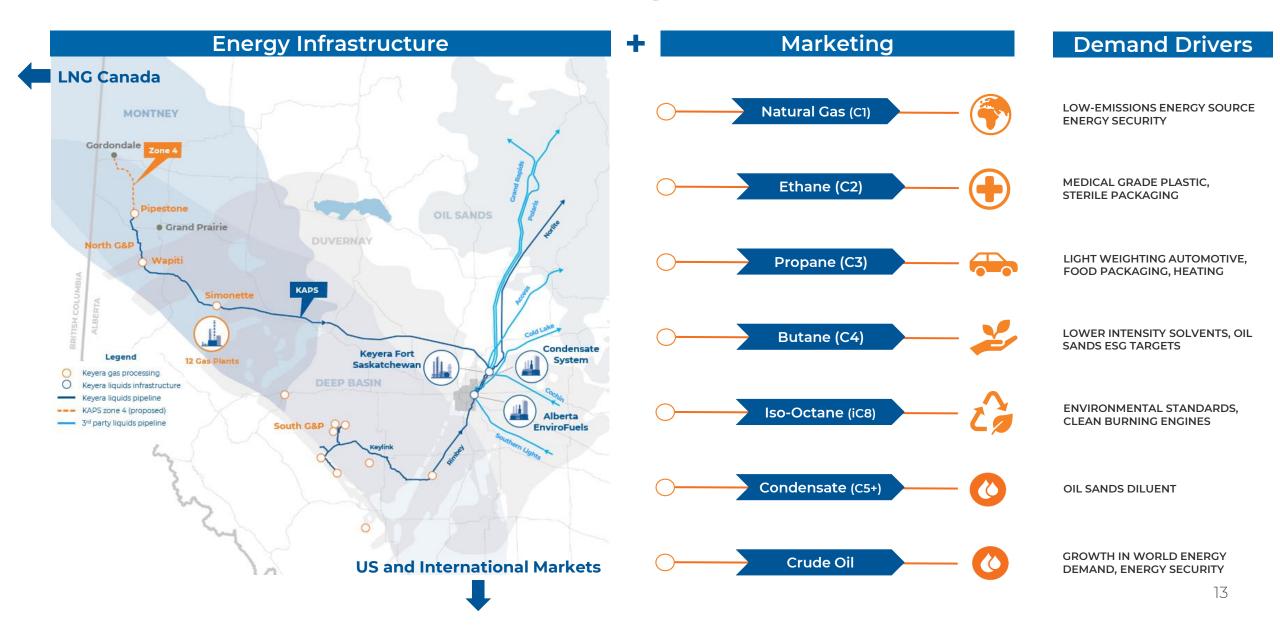
### High Barrier-to-Entry Asset Base with Access to High Value Markets



### **Difficult and Cost Prohibitive to Replicate Our Asset Base**

# **Delivering Energy Infrastructure Solutions**

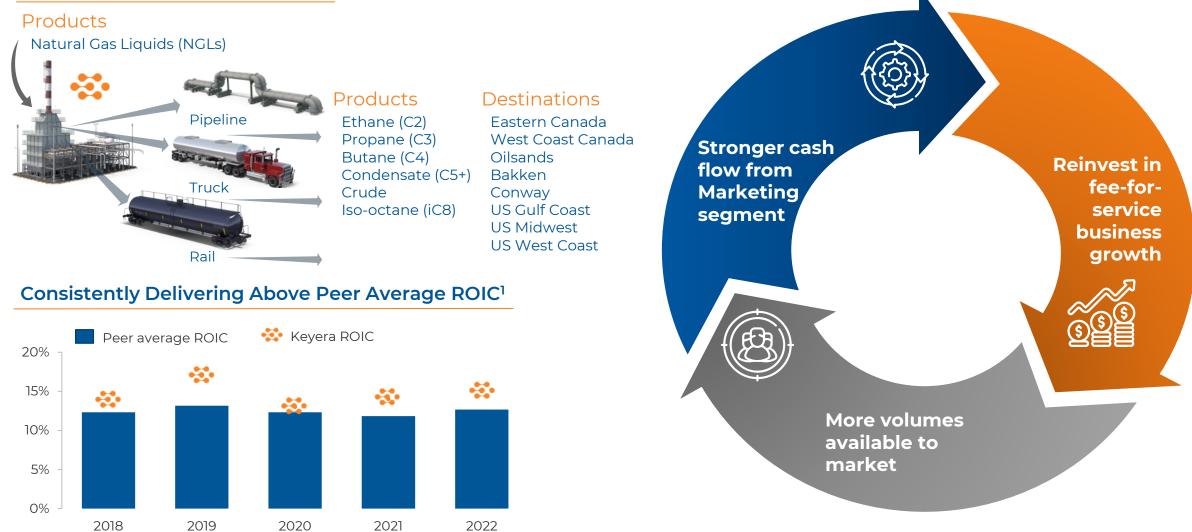
Focused on Maximizing Customer Netbacks



## Marketing: A Unique Competitive Advantage

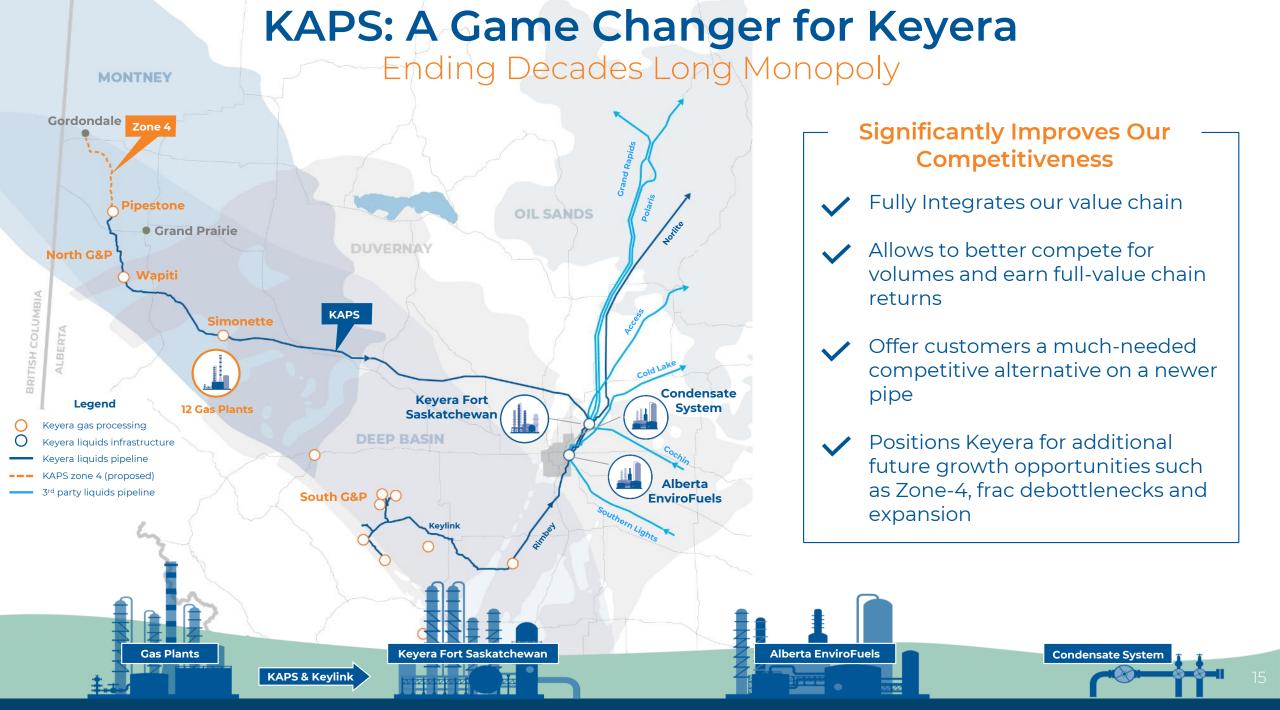
Physical business and natural extension of integrated value chain that enhances returns

#### Marketing is a Physical Business



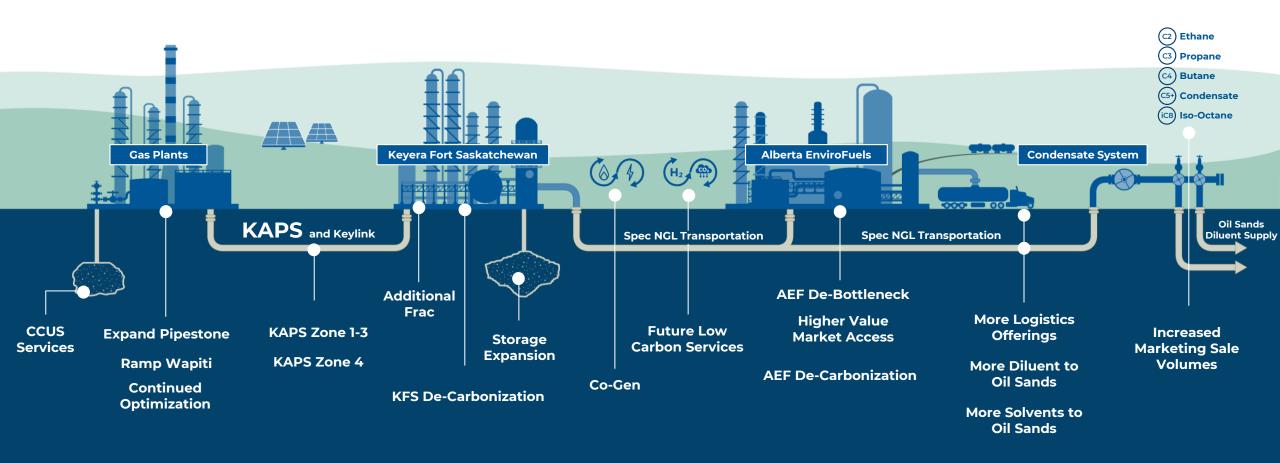
See slide 21 for notes regarding this slide

Source: Scotiabank



## **Growth Across Our Integrated Value Chain**

Projects Paced to be Internally Funded



**Drivers Of Additional Margin Growth and Returns** 

# Playing A Role In The Energy Transition

Transitioning to A Low-Carbon Economy

### Carbon Capture & Storage

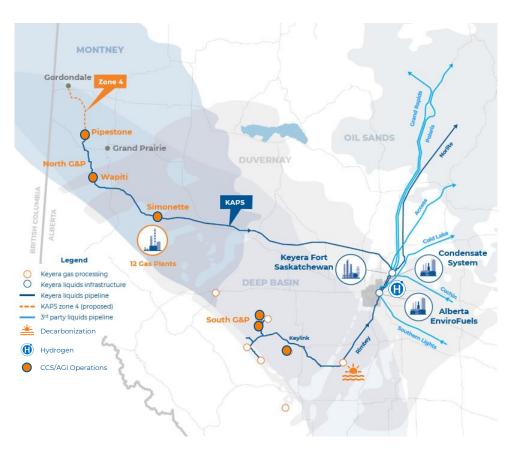
- Acid gas injection at six of our existing locations<sup>1</sup>
- Potential to provide CCS services for customer

#### **Emissions Reduction**

- Emissions on intensity and absolute basis lowered by 13.5% and 6% from 2019 to 2022
- Actively exploring co-generation opportunities to further lower our overall emissions

### Decarbonizing

- 10% of current commercial power supplied by solar via power purchase agreement (PPA)
- Signed new carbon-free solution PPA to start in 2025. Combined, these PPAs will account for 40% of Keyera's commercial power needs



#### **Clean Fuels**

- Exploring opportunities to help refiners meet CFS requirements using iso-octane
- Further enhance the value of isooctane through decarbonization

### Hydrogen

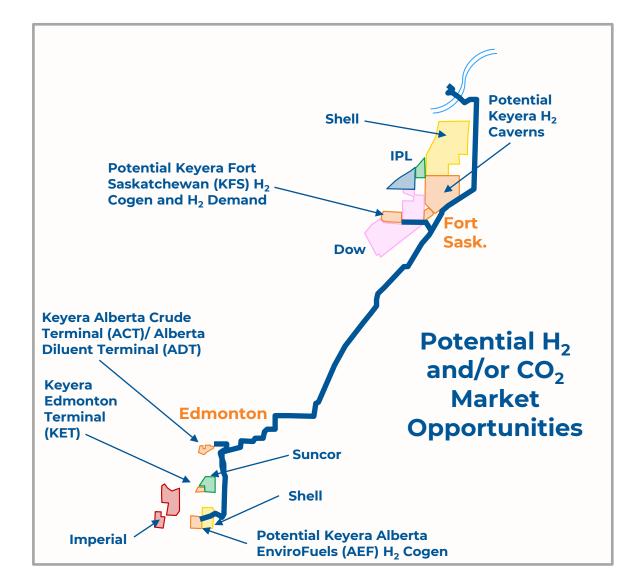
- 1,290 acres of undeveloped land available for  $H_2$  development
- Existing H<sub>2</sub> production
- Existing  $H_2$  pipeline
- Options for H<sub>2</sub> cavern storage

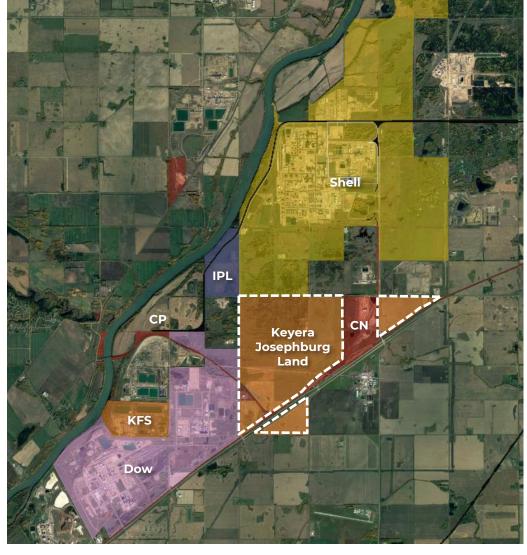
### Solvents

 Help decarbonize oilsands production through solvents supply. Solvents include propane and butane

## **Building A Strong Energy Transition Business**

Unique Ability to Evolve Existing Asset Base through Energy Transition





## 2024 Guidance

2024 Guidance			
Growth Capital Expenditures:	\$80-\$100 MM		
Maintenance Capital Expenditures:	\$90-\$110 MM		
Base Marketing Realized Margin <sup>1</sup> (2024 Marketing guidance to be updated with Q1/24)	\$310-\$350 MM		
Cash Taxes:	\$45-\$55 MM		

2024 Planned Turnarounds and Outages			
Alberta EnviroFuels outage (new)	6 weeks	Q2 2024	
Keyera Fort Saskatchewan Fractionation Unit 1 outage	5 days	Q2 2024	
Keyera Fort Saskatchewan Fractionation Unit 2 outage	7 days	Q2 2024	
Keyera Fort Saskatchewan Fractionation Unit 1 outage	7 days	Q3 2024	
Strachan Gas Plant turnaround	2 weeks	Q3 2024	
Wapiti Gas Plant turnaround (moved from Q2)	3 weeks	Q3 2024	

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6% from 2019 to 2022 Emissions Reduction		Dividend sustainability underpinned by	markets	priorities <sup>4</sup>
<b>Target:</b> 25% and 50% by 2025 and 2035 from 2019 levels		financial strength Dividend growth supported by growth in stable long-term fee- for-service cash flow	Integrated value chain	Avg. 5-year ROIC <sup>2</sup> : 15%
<b>Compensation</b> tied to	Available <b>liquidity of</b> <b>\$1.05 billion</b> at the end of 2023		maximizes margins	FY23 ROIC: 16% <sup>2,5</sup>
ESG Performance		Payout ratio <sup>2</sup> target of	Accelerating the use of <b>technology and</b>	CAGR of 8% for DCF <sup>2</sup> and 6% for
<b>Disclosures</b> aligned with internationally recognized standards	All term debt at fixed interest rate	50-70% of distributable cash flow (DCF) <sup>2</sup>	innovation	<b>dividends</b> <sup>2,6</sup> on a per share basis since 2008

### STRONG FOCUS ON TOTAL SHAREHOLDER RETURN

## Notes

#### Slide 4

All information as of December 31, 2023, unless otherwise stated. <sup>1.</sup> Emissions data is equity-based <sup>2.</sup> Is not a standard measure under GAAP or is an Other Financial Measure as specified under National Instrument 52-112. See slides titled "Non-GAAP and Other Financial Measures" and "Forward-Looking Information" for additional information. <sup>3.</sup>Net debt to adjusted EBITDA calculation for covenant test purposes excludes 100% of the company's subordinated hybrid notes. <sup>4.</sup> Refer to slides 7 and 8 for further detail. <sup>5.</sup> Refer to slide 7 for further detail. <sup>6.</sup> Refer to slide 6 for further detail.

#### Slide 5

<sup>1</sup> Excludes President & CEO Dean Setoguchi.

#### Slide 6

<sup>1.</sup> Keyera calculates distributable cash flow per share after cash taxes and maintenance capital expenditures. 8% CAGR for distributable cash flow per share is from 2008 to 2023. <sup>2.</sup> Net debt to adjusted EBITDA calculation for covenant test purposes excludes 100% of the company's subordinated hybrid notes. <sup>3.</sup> Is not a standard measure under GAAP or is an Other Financial Measure as specified under National Instrument 52-112. See slides titled "Non-GAAP and Other Financial Measures" and "Forward-Looking Information" for additional information.

#### Slide 7

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#### Slide 8

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#### Slide 9

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#### Slide 10

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#### Slide 11

Based on 2023 revenues. Counterparty credit ratings on February 5, 2024. Investment Grade includes counterparties who have Split-rating which denoted counterparty that has with an investment grade rating by one rating agency and a non-investment grade rating by the other rating agency. Counterparties with less than 50% investment grade ratings are considered non-investment grade. Parent's credit rating used when parental guarantees exist. Investment Grade excludes secured counterparties who have prepay terms or a posted letter of credit.<sup>1</sup> Is not a standard measure under GAAP or is an Other Financial Measure as specified under National Instrument 52-112. See slides titled "Non-GAAP and Other Financial Measures" and "Forward-Looking Information" for additional information.

#### Slide 14

<sup>1.</sup> Is not a standard measure under GAAP or is an Other Financial Measure as specified under National Instrument 52-112. See slides titled "Non-GAAP and Other Financial Measures" and "Forward-Looking Information" for additional information. ROIC has been prepared by Scotiabank and therefore, has not been calculated in the same manner as the ROIC calculation prepared and disclosed by Keyera in the MD&A for the year ended December 31, 2023.

#### Slide 17

<sup>1</sup> Carbon captured through Acid gas injection ("AGI") which is a process of capturing and sequestering green house gases ("GHG") including CO<sub>2</sub> and H<sub>2</sub>S, it also uses less energy and has less emissions than Sulphur recovery.

#### Slide 19

<sup>1</sup> Is not a standard measure under GAAP or is an Other Financial Measure as specified under National Instrument 52-112. See slides titled "Non-GAAP and Other Financial Measures" and "Forward-Looking Information" for additional information.

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#### Slide 20

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