



2024 Q4

# earnings presentation

March 20, 2025

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 **NORTH  
AMERICAN**  
CONSTRUCTION GROUP

# Forward-looking statements & non-GAAP financial measures

This presentation contains forward-looking information which reflects the current plans and expectations of North American Construction Group Ltd. (the "Company") with respect to future events and financial performance. Examples of such forward-looking information in this document include, but are not limited to, statements with respect to the Company's targets for percentage of adjusted EBIT to be generated outside Canadian oil sands; the Company's 2024 and 2025 targets and guidance related to adjusted EBITDA, adjusted EPS, sustaining capital, free cash flow, growth capital, deleveraging, leverage ratios and share purchases; and the Company's liquidity and capital allocation expectations for 2024 and 2025, including expectations regarding improvements in cash flow, decreases in capital additions and decrease in net debt leverage.

Forward-looking information is based on management's plans, estimates, projections, beliefs and opinions as at the date of this presentation, and the assumptions related to those plans, estimates, projections, beliefs and opinions may change; therefore, they are presented for the purpose of assisting the Company's security holders in understanding management's views at such time regarding those future outcomes and may not be appropriate for other purposes. While the Company anticipates that subsequent events and developments may cause the Company's views to change, the Company does not undertake to update any forward-looking information, except to the extent required by applicable securities laws.

Actual results could differ materially from those contemplated by the forward-looking information in this presentation as a result of any number of factors and uncertainties, many of which are beyond the Company's control. Important factors that could cause actual results to differ materially from those in the forward-looking information include success of business development efforts, changes in prices of oil, gas and other commodities, availability of government infrastructure spending, availability of a skilled labour force, general economic conditions, weather conditions, performance and strategic decisions of our customers, access to equipment, changes in laws and ability to execute work.

For more complete information about the Company and the material factors and assumptions underlying our forward-looking information please read the most recent disclosure documents posted on the Company's website [www.nacg.ca](http://www.nacg.ca) or filed with the SEC and the CSA. You may obtain these documents by visiting EDGAR on the SEC website at [www.sec.gov](http://www.sec.gov) or on the CSA website at [www.sedarplus.ca](http://www.sedarplus.ca).

This presentation presents certain non-GAAP financial measures because management believes that they may be useful to investors in analyzing our business performance, leverage and liquidity. The non-GAAP financial measures we present include "adjusted EBIT", "adjusted EBITDA", "adjusted EPS", "backlog", "cash provided by operating activities prior to change in working capital", "combined revenue", "free cash flow", "growth capital", "invested capital", "adjusted EBITDA margin", "combined gross profit", "combined gross profit margin", "net debt", "net debt leverage", and "sustaining capital". A non-GAAP financial measure is defined by relevant regulatory authorities as a numerical measure of an issuer's historical or future financial performance, financial position or cash flow that is not specified, defined or determined under the issuer's GAAP and that is not presented in an issuer's financial statements. These non-GAAP measures do not have any standardized meaning and therefore are unlikely to be comparable to similar measures presented by other companies. They should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP. Each of the above referenced non-GAAP financial measure is defined and reconciled to its most directly comparable GAAP measure in the "Non-GAAP Financial Measures" section of our Management's Discussion and Analysis filed concurrently with this presentation.

Other non-GAAP financial measures used in this presentation are "replacement value", "liquidity", "return on invested capital", "senior debt" and "senior debt leverage". We believe these non-GAAP financial measures are commonly used by the investment community for valuation purposes and provide useful metrics common in our industry.

"Replacement value" represents the cost to replace our fleet at market price for new equivalent equipment.

"Liquidity" is calculated as unused borrowing availability under the credit facility plus cash.

"Return on invested capital" is equal to adjusted EBIT less tax divided by average invested capital

"Senior Debt" is defined as the total of the Credit Facility, equipment financing and mortgage debt

"Senior debt leverage" is calculated as senior debt at period end divided by the trailing twelve-month EBITDA as defined by our Credit Facility Agreement.



**NOA**  
TSX - NYSE

# Everyone Gets Home Safe

Continuous focus on improving health & safety for ourselves, our environment, our customers and the communities we work in

- Trailing twelve-month injury rate of 0.39 well below target of 0.50
- Primary safety initiatives in the fourth quarter of 2024
  - Implemented site inspection & observation programs at operating sites in Australia
  - Improved effectiveness of heavy equipment operator's mentorship programs
  - Developed field level risk assessments ensuring proactive and dynamic safety measures are in place with real time insights
  - Expanded green hand audit ensuring adequate training and supported to minimize risks and foster culture of safety
  - Launched new leadership survey and shared learnings with management providing greater awareness

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<sup>1</sup> In millions, exposure hours are the number of employment hours including overtime & training but excluding leave, sickness & other absences

# 2024 Q4 Accomplishments

- MacKellar Group continued its growth trend with Q4 being its highest revenue quarter ever despite significant rainfall in December
- Completed second full year of construction on the Fargo-Moorhead flood diversion project surpassing 60% completion in December
- Significant quarter over quarter EBITDA margin<sup>1</sup> improvements on consistent performance and operational excellence
- Generated \$50 million of free cash flow<sup>1</sup> during the quarter on routine EBITDA generation, capital spending and interest expense
- Ended the year with record setting contractual backlog<sup>1</sup> of \$3.5 billion following major contract wins in the fourth quarter
- Completed full year 2024 with record annual combined revenue<sup>1</sup>, driven by continued growth in Australia

## Contracts awarded in the fourth quarter

- Major regional contract extension in the Canadian oil sands, with committed spend of \$500 million, demonstrating our strong and continued relationship with major oil sands customers
- MacKellar Group awarded a \$100 million early development and heavy civil infrastructure project by a major copper producer in New South Wales, representing a new region and commodity
- Award of a two-year \$125 million heavy civil construction contract involving stream diversion away from active mining areas and releasing into downstream locations in the Canadian oil sands



<sup>1</sup>See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures



# MacKellar Group – Year One

## 1. Growth in 2024 of +30% from run-rate at acquisition

- From 2019 to 2025E, top-line revenue generation by the MacKellar Group has increased over 8.0 times

## 2. New and extended contracts worth \$1.0 billion

- Two extensions, with scope increases, and a new contract reflect growing reputation of operational excellence

## 3. Consistent equipment utilization over 80%

- Remarkable performance through change in control and subsequent commissioning of growth capital

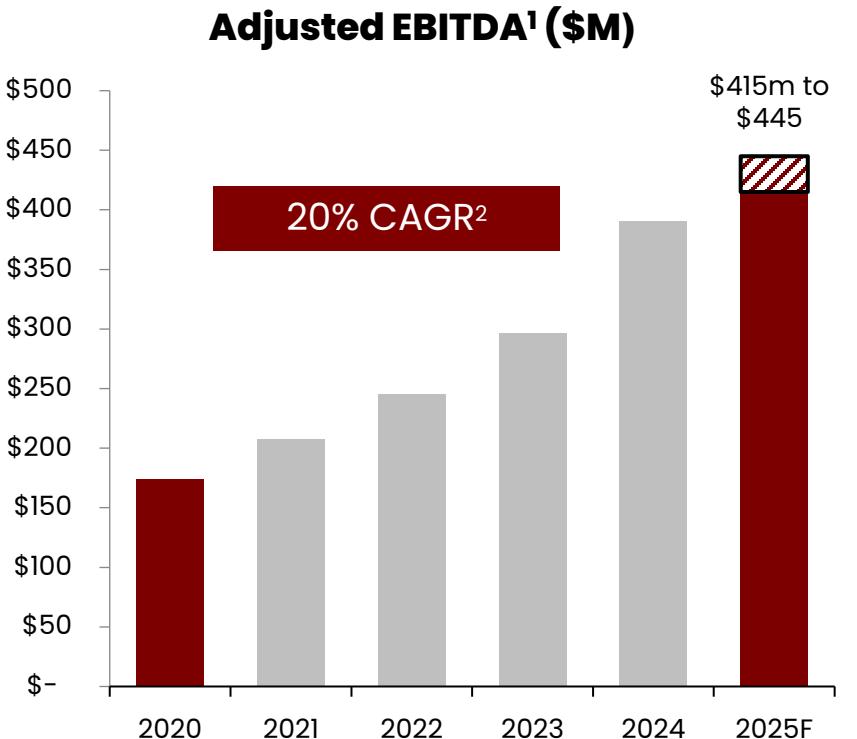
## 4. Commissioned twenty-five trucks from Canada

- Instrumental in contract wins and currently operating within recently awarded scopes



# Five Year Growth Trend

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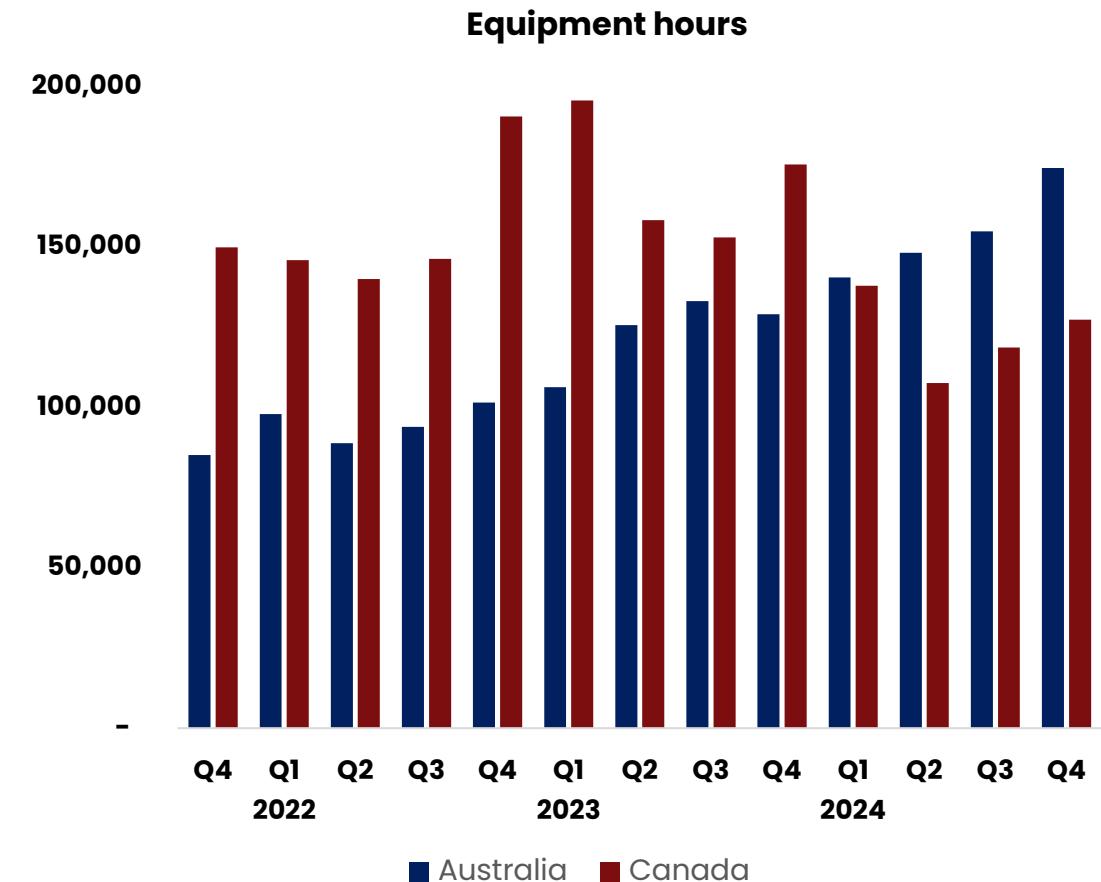
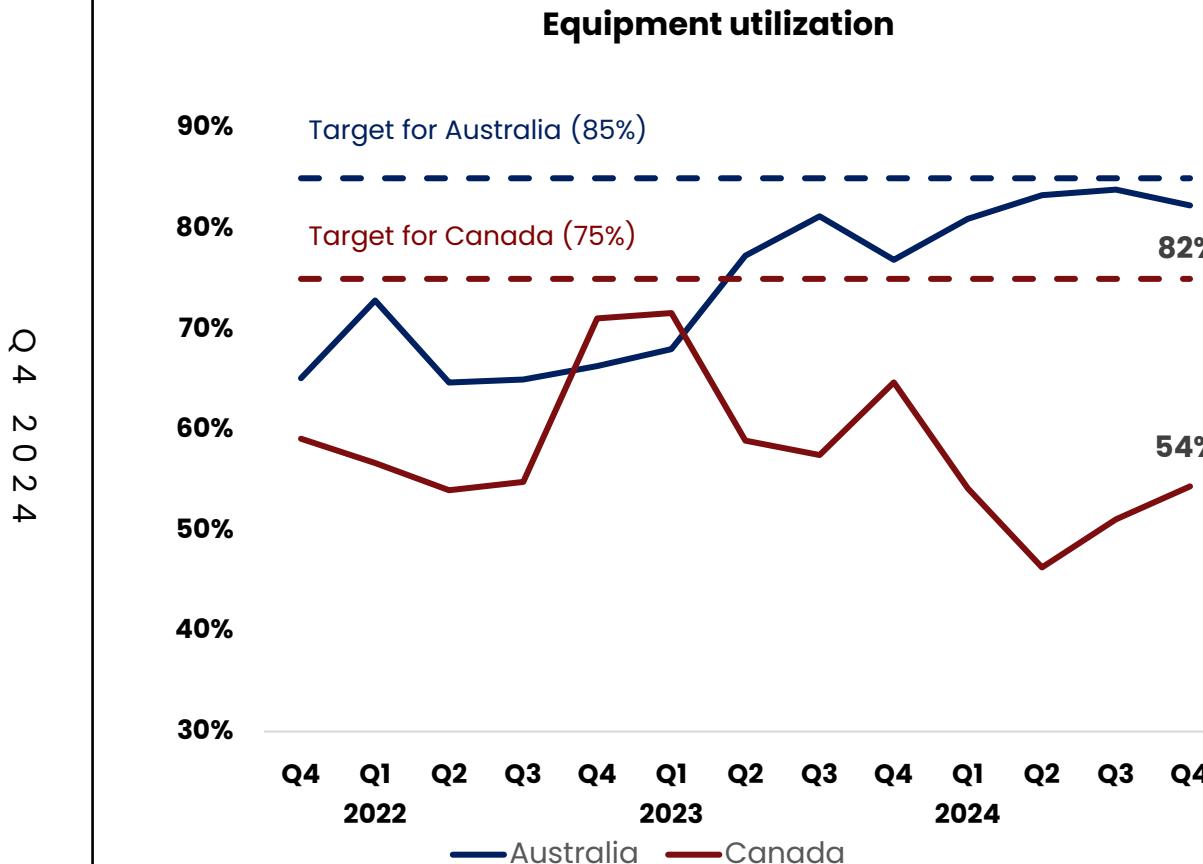


<sup>1</sup>See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

<sup>2</sup>Compound Annual Growth Rate



# Equipment Utilization & Hours <sup>1</sup>



Australia impacted by December rains | Canada utilization and hours up from 2024 Q3

# 2024 Q4 FINANCIAL OVERVIEW



 **NORTH  
AMERICAN  
CONSTRUCTION GROUP**

# 2024 Q4 Performance

**\$373M**

Combined  
revenue<sup>1</sup>

**\$104M**

Adjusted  
EBITDA<sup>1</sup>

**27.8%**

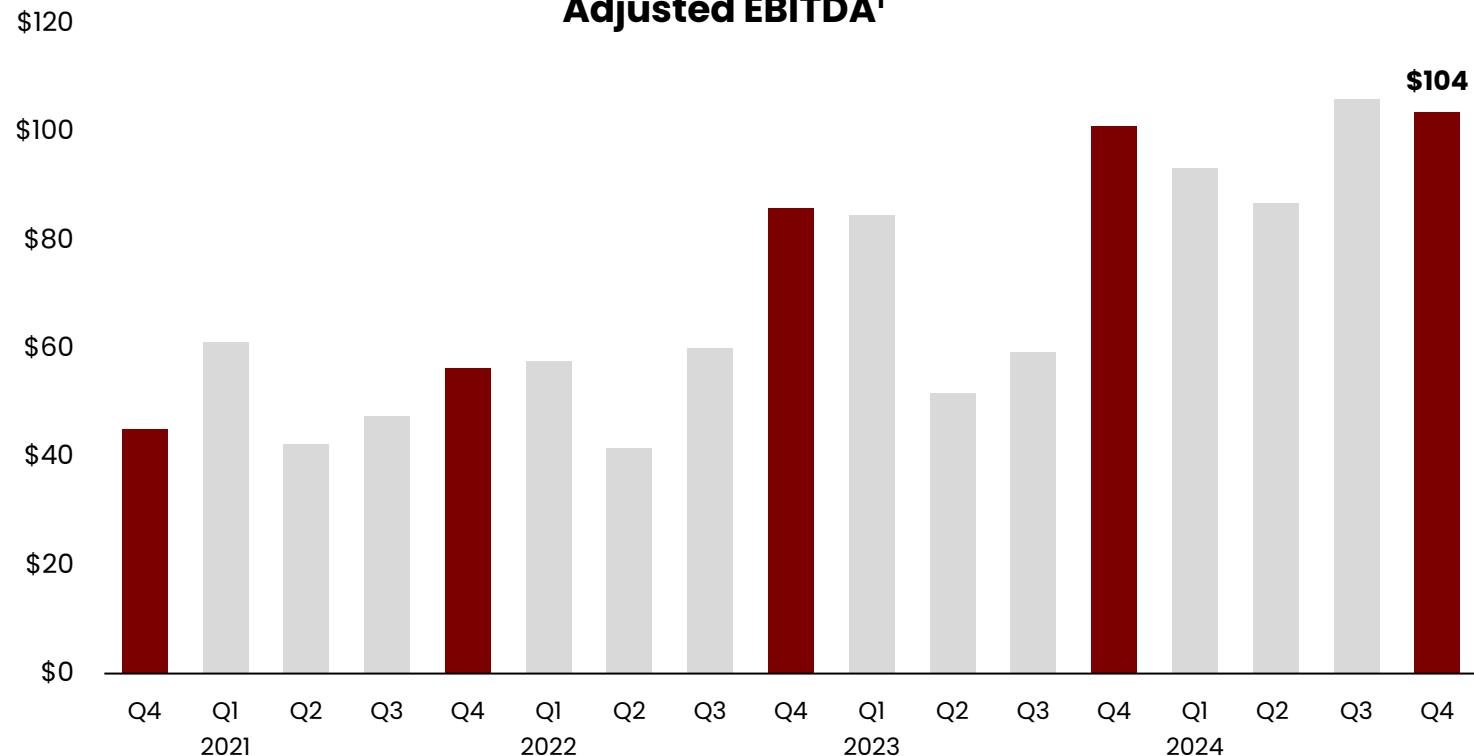
Adjusted  
EBITDA margin<sup>1</sup>

**11.9%**

Return on  
invested capital<sup>1</sup>

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- Strong quarter adjusted EBITDA<sup>1</sup> of \$104 million on improved operating margins and disciplined administrative expenses
- Continuous strong heavy equipment usage at MacKellar, with overall results primarily driven by performances at the Middlemount and Carmichael mines
- Increase in oil sands region from third quarter of 2024 where robust demand for heavy equipment reflects the need for consistent steady oil production



<sup>1</sup>See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

# Combined Results

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(figures in millions of Canadian dollars)	2024 Q4	2023 Q4	Variance	2024 Q3
<b>Wholly-owned entities</b>	\$306	\$328	(\$23) 	\$287
<b>Share of amounts from investments</b>	\$67	\$77	(\$10) 	\$80
<b>TOTAL COMBINED REVENUE<sup>1</sup></b>	\$373	\$405	(\$33) 	\$367
<b>Combined gross profit<sup>1</sup></b>	\$54 14.6%	\$74 18.3%	(\$20) 	\$80 21.9%

## Revenue from wholly owned entities up 7% from 2024 Q3 revenue of \$287 million

- Growth equipment and haul trucks from Canada bolstered revenue from MacKellar Group in the quarter
- Equipment utilization in Canada of 54% drove a 13% increase from 2024 Q3

## Joint venture revenue decrease reflects reduced top-line generation in the Nuna Group of Companies

- Fargo-Moorhead project surpassed 60% completion mark in 2024 Q4

## Combined gross profit margin<sup>1</sup> of 14.6% impacted by one-time costs.

- When factoring one-time costs for transportations, shipping and integration (\$10.1M) and non-cash claims extinguishment to secure long-term contracts (\$8.9M), the resulting 19.7% gross profit margin compares favorably to the 18.5% posted in the same period last year.

First quarter of overlapping MacKellar results showcases operational consistency

<sup>1</sup> See Slide 2 or Q4 2024 Annual Report for Non-GAAP Financial Measures

# Adjusted EBITDA<sup>1</sup> and EPS<sup>1</sup>

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(figures in millions of Canadian dollars, except per share amounts)	2024 Q4	2023 Q4	Variance
<b>Adjusted EBITDA<sup>1,3</sup></b>	\$104 27.8%	\$101 24.9%	\$2 
<b>Adjusted EBIT<sup>1,3</sup></b>	\$52 14.0%	\$54 13.3%	(\$2) 
<b>Adjusted EPS<sup>1</sup></b>	\$1.00	\$0.87	\$0.13 
<b>General &amp; administrative expenses<sup>2</sup></b>	\$14 4.5%	\$19 5.7%	(\$5) 
<b>Net income</b>	\$5	\$18	(\$13) 
<b>Basic net income per share</b>	\$0.18	\$0.66	(\$0.48) 

## Another strong adjusted EBITDA<sup>1</sup> performance to close out 2024

- Overall consistency over five consecutive quarters reflects stability in Australia and a less seasonal business overall

## Adjusted EPS<sup>1</sup> of \$1.00 increased from the prior year period on lower interest and tax expenses

- Overall interest rate of 6.7% in the quarter trending down as posted rates decreased

## General and administrative expense saw a decrease of 27% compared to 2023 Q4

- Significant one-time acquisition-related costs incurred in the fourth quarter of 2023

Adjusted earnings of \$1.00 per share a \$0.13 increase from 2023 Q4 EPS of \$0.87

<sup>1</sup>See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

<sup>2</sup>Excludes stock-based compensation

<sup>3</sup>Adjusted EBIT and EBITDA percentages shown are calculated as percentages of combined revenue

# Cash Provided by Operating Activities

(figures in millions of Canadian dollars unless otherwise stated)

	2024 Q4	2023 Q4	Variance
<b>Cash provided by operations prior to WC<sup>1</sup></b>	\$62	\$93	(\$31) 
<b>Net changes in non-cash working capital</b>	35	76	(41) 
<b>Cash provided by operating activities</b>	\$97	\$169	(\$72) 
<b>Sustaining capital additions<sup>1</sup></b>	\$48	\$41	\$7 
<b>Free cash flow<sup>1</sup></b>	\$50	\$119	(\$68) 

## Cash provided by operating activities considered standard in nature with steady operations driving cash generation

- Discontinuation of supply chain financing program in 2024 Q3 resulted in higher accounts receivable at year-end

## Sustaining capital<sup>1</sup> additions related to capital maintenance on existing fleet

- Finished the full year on track in accordance with the 2024 annual capital maintenance program

## Free cash flow<sup>1</sup> generated by Adjusted EBITDA<sup>1</sup> of \$104 million offset by sustaining capital<sup>1</sup> spending and cash interest expense (\$61 million)

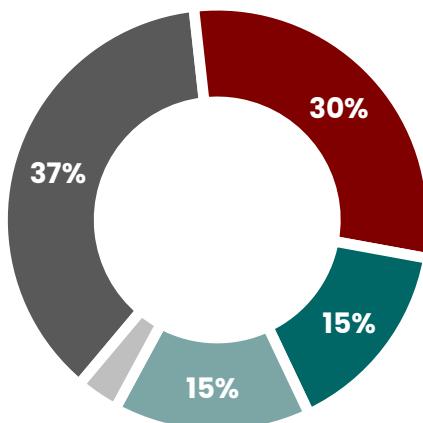
- FCF benefitted from release of routine working capital as well as capital work in process balances

Free cash flow<sup>1</sup> generated from strong operational quarter

# Balance Sheet

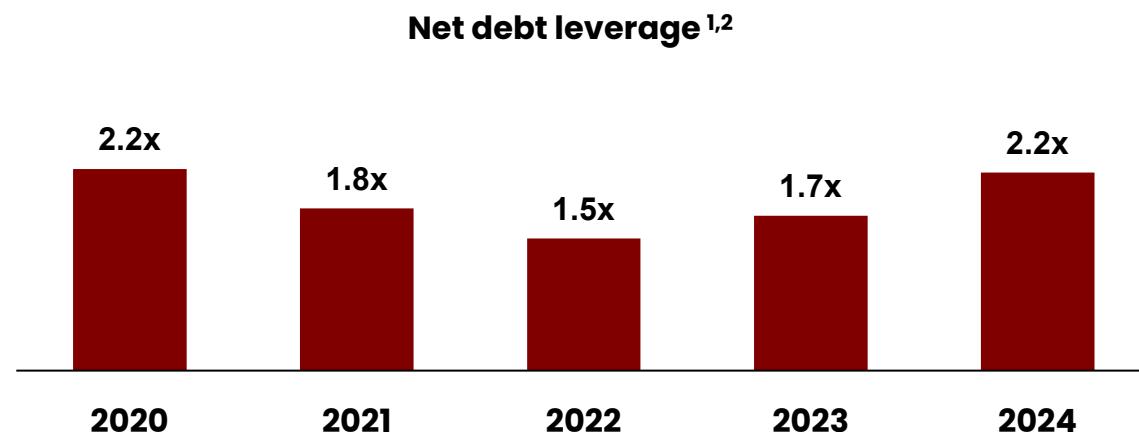
(figures in millions of Canadian dollars unless otherwise stated)

	December 31, 2024	December 31, 2023	December 31, 2022
<b>Cash</b>	\$78	\$89	\$69
<b>Total capital liquidity<sup>1</sup></b>	275	293	212
<b>Property, plant &amp; equipment</b>	1,247	1,143	646
<b>Total assets</b>	1,694	1,546	980
<b>Senior debt<sup>1,2</sup></b>	\$677 1.7x	\$566 1.4x	\$266 1.1x
<b>Net debt<sup>1,2</sup></b>	856 2.2x	723 1.7x	356 1.5x
<b>Return on invested capital<sup>1</sup></b>	11.9%	12.3%	12.5%



**Net Debt<sup>1</sup> Composition**

- Credit facility, net
- Equipment financing
- Convertible debentures
- Vendor-provided financing



<sup>1</sup> See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures.

<sup>2</sup> Leverage ratios calculated on a trailing twelve-month basis



# 2025 OUTLOOK

 **NORTH  
AMERICAN**  
CONSTRUCTION GROUP

# Priorities for 2025



1

Enhance safety systems focusing on consistency and front-line leaders training

2

→ Increase equipment utilization  
→ Advance telematics and roll-out in Australia

3

Geographic and resource diversification outside of Queensland and Alberta

4

Keen focus on customer satisfaction to earn contract extensions and expansions

5

Leverage ERP system in Australia to optimize business processes and lower costs

6

Expand external maintenance and component rebuild services for third party customers



# Contractual backlog<sup>1</sup> of \$3.5 billion



**Significant additions of \$1.7 billion offset by over \$1.3 billion of work executed in 2024**

## QUEENSLAND & WESTERN AUSTRALIA

Metallurgical and thermal coal mines with long-term contracts and ample opportunity for growth

- Mine management services
- Maintained rental agreements

## CANADIAN OIL SANDS REGION

Backlog<sup>1</sup> provides stability & benefits in winning incremental scopes & attracting workforce

- Contracts secured through partnership with Mikisew Cree First Nation
- MNALP provides competitive advantage with contract renewals & extensions expected

## CIVIL INFRASTRUCTURE & OTHER

- Strategic partnerships with the Red River Valley Alliance and ASN Constructors
- Mine services contracts provide accretive backlog<sup>1</sup> with no required capital investment

Ended the calendar year with record setting contractual backlog<sup>1</sup> of \$3.5 billion



# 2025 Outlook

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## KEY METRICS

Combined revenue <sup>1</sup>	<b>\$1.4B – \$1.6B</b>
Adjusted EBITDA <sup>1</sup>	<b>\$415M – \$445M</b>
Adjusted EPS <sup>1</sup>	<b>\$3.70 – \$4.00</b>
Sustaining capital <sup>1</sup>	<b>\$180M – \$200M</b>
Free cash flow <sup>1</sup>	<b>\$130M – \$150M</b>

## CAPITAL ALLOCATION

Growth capital <sup>1</sup>	<b>\$65M to \$75M</b>
Net debt leverage <sup>1,2</sup>	<b>targeting 1.7x</b>

## Operational metrics unchanged with growth spending updated for timing

- Based on existing contracts in place in Australia & Canada

## Outlook for earnings per share reflects recently issued shares

- Redemption of convertible debentures resulted in issuance of 3.0 million shares

## Sustaining capital programs for 2025 considered routine in nature

- Run-rate increase in Australia required for contracts awarded in 2024

## Free cash flow range reflects strong EBITDA generation and routine capital spending

- Will fund both debt reduction and growth assets required for new contracts

## Updated debt leverage target of 1.7x based on recent debenture conversion

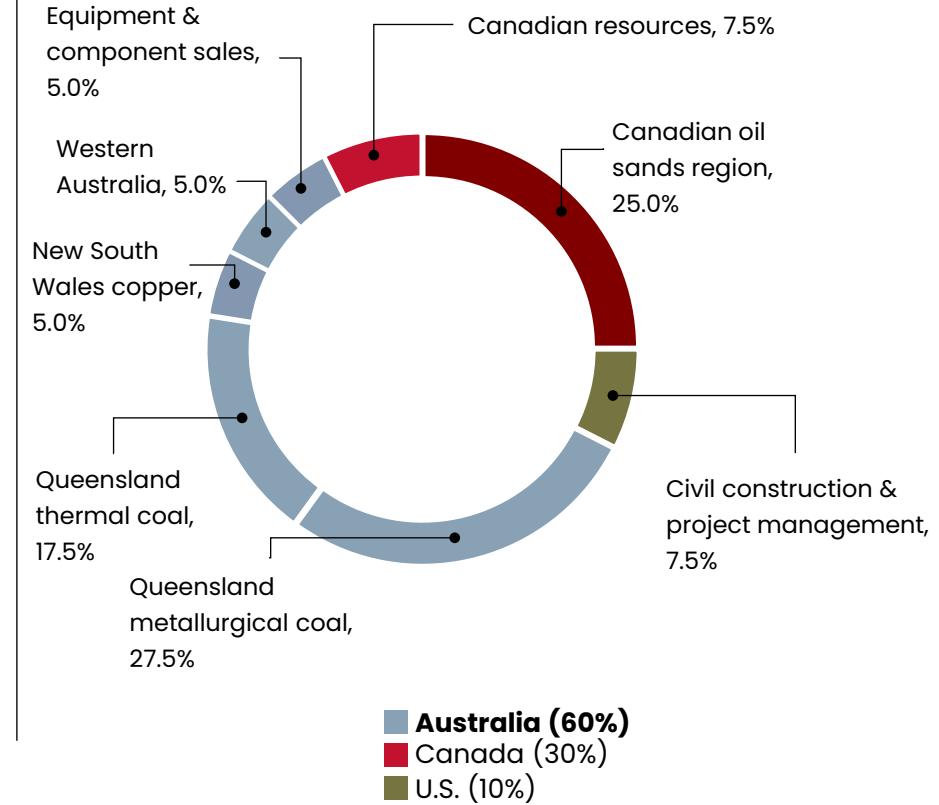
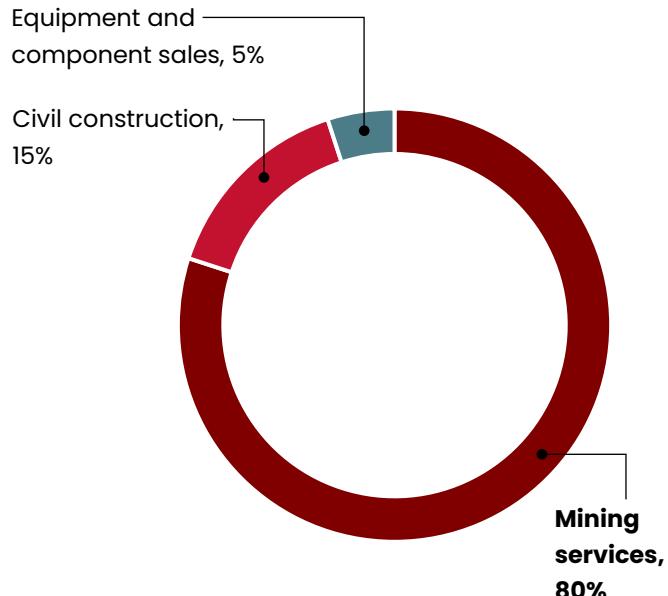
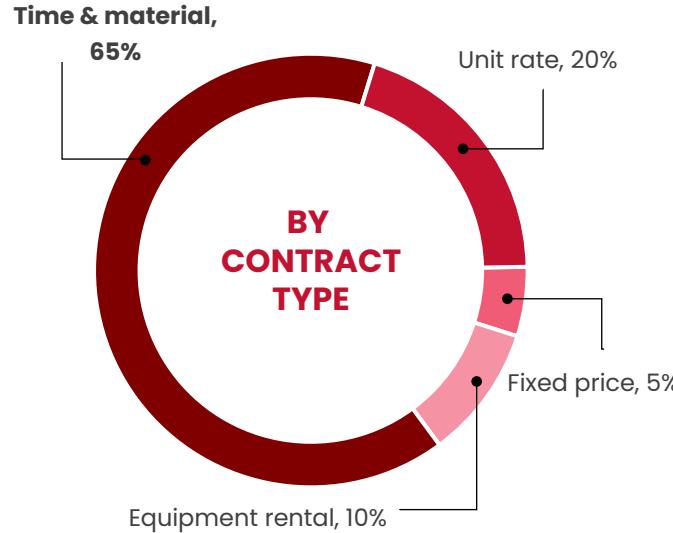
- Capital allocation flexibility allowing for both debt reduction and growth

<sup>1</sup> See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

<sup>2</sup> Leverage ratios calculated on a trailing twelve-month basis

# The Diversification Journey<sup>1</sup>

**Australian operations now generating 60% of earnings before interest and taxes**



<sup>1</sup> Based on NTM EBIT. See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures



# SUPPLEMENTAL INFORMATION



# Company Overview

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PREMIER PROVIDER  
OF MINING & HEAVY  
CONSTRUCTION FOR

**+70** YEARS

**Fleet of over 1,100 heavy equipment assets**

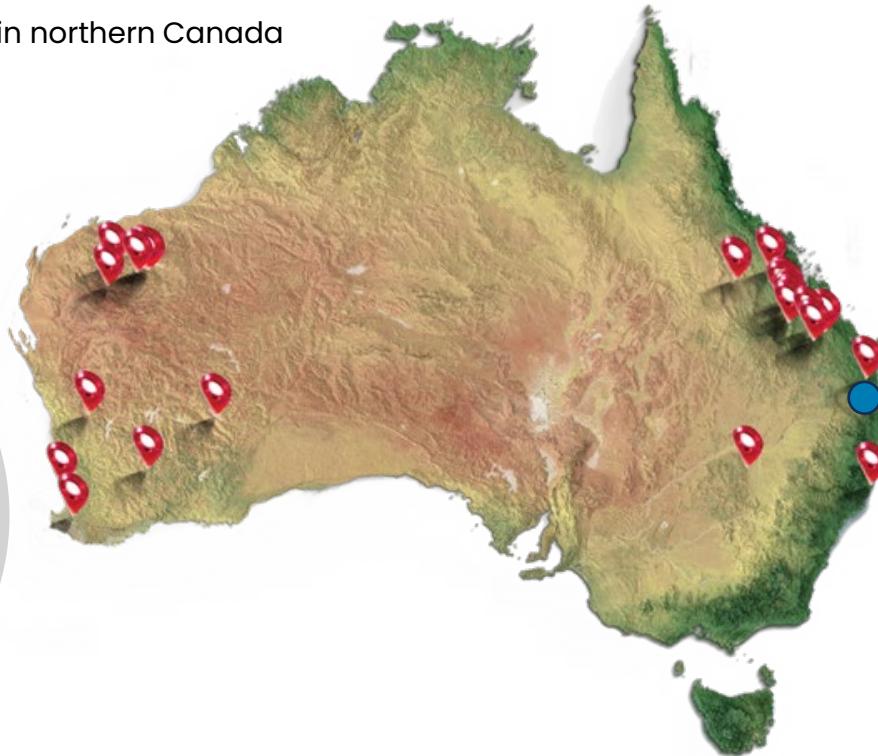
- Backed by support equipment & infrastructure

**Current workforce of ~3,000 employees**

- Canada, Australia, U.S.; over 90% operational

**Operator of Nuna Group of Companies**

- Inuit-owned contractor in northern Canada



● Head office & maintenance facilities in Acheson, Alberta

● MacKellar Group – Corporate office & maintenance facilities

● Sites with significant current operations

# North American Construction Group

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	Australian contractor of civil earthmoving, mining services, and large-scale equipment rentals
<b>WESTERN PLANT HIRE</b> 	Provider of fully-maintained high-quality heavy equipment in Western Australia
	Majority Inuit-owned contract mining, heavy civil construction and earthworks in northern Canada
	Provider of preventative maintenance, fuel and lube services and steaming in the Fort McMurray region
	Global leader in sourcing critical mining machinery and core components and parts
	Majority owned by Mikisew Cree First Nation, specializes in heavy construction & mining services
	Joint ventures dedicated to the construction of the Fargo-Moorhead flood diversion project

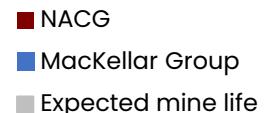


- ✓ **LARGE SCALE**
- ✓ **LOW-COST OPERATOR**
- ✓ **GLOBALLY DIVERSIFIED**
- ✓ **+70 YEARS OF EXPERIENCE**
- ✓ **STRONG SAFETY COMMITMENT**
- ✓ **LEADING PARTNERSHIPS**
- ✓ **FULLY INTEGRATED**

# Long-Term Contracts

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	<b>Owner</b>	<b>Contract<sup>1,2</sup></b>		
<b>Queensland thermal coal mine</b>	Confidential	Full mine services	<b>2027</b>	<b>2079</b>
<b>Queensland metallurgical coal mine</b>	Confidential	Maintained rental	<b>2030</b>	<b>2040</b>
<b>Queensland thermal coal mine</b>	Confidential	Maintained rental	<b>2025</b>	<b>2037</b>
<b>Queensland metallurgical coal mine</b>	Confidential	Maintained rental	<b>2029</b>	<b>2046</b>
<b>Queensland metallurgical coal mine</b>	Confidential	Stockpile Management	<b>2029</b>	<b>2044</b>
<b>New South Wales Copper Mine</b>	Confidential	Early Works & Development	<b>2026</b>	<b>2030</b>
<b>Regional Heavy Civil Earthworks</b>	Various	MUA with term	<b>2029</b>	<b>2059</b>
<b>Kearl Mine</b>	Imperial Oil Limited	MSA with term	<b>2027</b>	<b>2060</b>
<b>Fargo- Moorhead Flood Diversion Project</b>	Metro Flood Diversion Authority	Design & build	<b>2027</b>	<b>O&amp;M – 2056</b>
<b>Texas mine-mouth thermal coal mine</b>	Confidential	Mine management	<b>2025</b>	<b>2037</b>



- █ NACG
- █ MacKellar Group
- █ Expected mine life

<sup>1</sup> MUA – Multiple Use Agreement; MUC – Multiple Use Contract; MSA – Multiple Service Agreement.

<sup>2</sup> 'With term' reflects term commitments qualifying for contractual backlog<sup>3</sup>

<sup>3</sup> See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

# Heavy Equipment Fleet

- As of December 31, 2024, approximately 1,100 heavy equipment assets provide scale and operational flexibility
- Managed on an individual asset basis and deployed with sole objective of maximum operating utilization
- Replacement value<sup>1</sup> of heavy equipment fleet estimated at \$3.5 billion excludes required cost of infrastructure and smaller support equipment

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<b>Category<sup>2</sup></b>	<b>Capacity</b>	<b>Fleet Count</b>	<b>Replacement</b>
			<b>value<sup>1</sup> (\$m)</b>
Ultra-class & +200-ton trucks	<b>Up to 400t</b>	195	\$1,370
Large capacity loading units	<b>Up to 61m<sup>3</sup></b>	28	248
Large dozers & graders		166	603
<b>Large capacity fleet</b>		<b>389</b>	<b>\$2,221</b>
Haul trucks & articulated trucks	<b>Up to 150t</b>	237	706
Loading units & other loaders	<b>Up to 10m<sup>3</sup></b>	301	270
Other dozers & graders		134	175
Support equipment		74	77
<b>Total heavy equipment fleet</b>		<b>1,135</b>	<b>3,449</b>

<sup>1</sup> See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

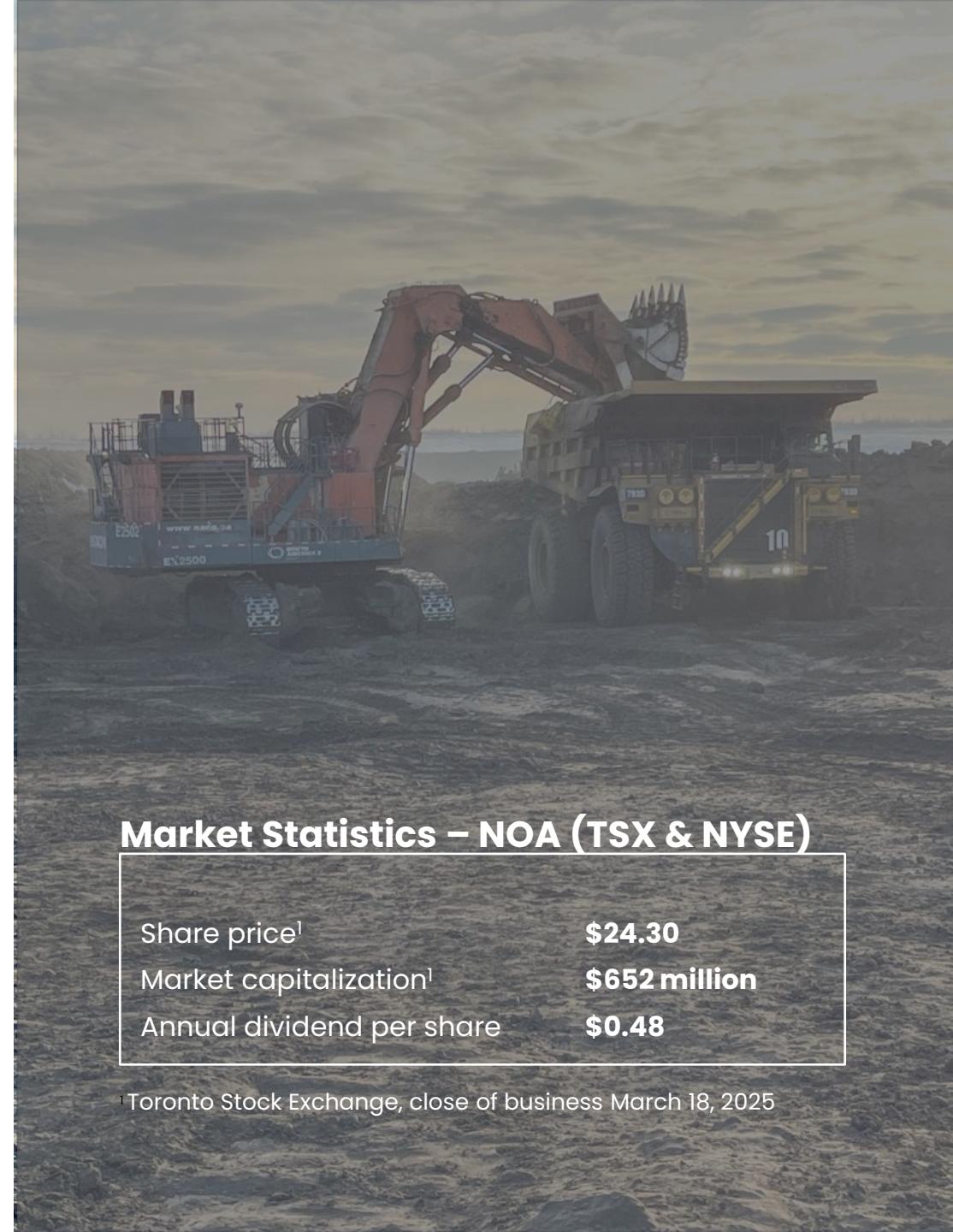
<sup>2</sup> Large capacity fleet inclusive of haul trucks >200T, loaders in excess of 61m<sup>3</sup>, large dozers and graders include D11/D10 and 24/18/16 fleets respectively



# 2024 Q4

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	<b>GUIDANCE</b> <b>TARGETS</b>	<b>ACTUAL</b> <b>RESULTS</b>
Combined revenue <sup>1</sup>	<b>\$350M – \$375M</b>	<b>\$373M</b>
Adjusted EBITDA <sup>1</sup>	<b>\$100M – \$110M</b>	<b>\$104M</b>
Sustaining capital <sup>1</sup>	<b>\$55M – \$65M</b>	<b>\$48M</b>
Adjusted EPS <sup>1</sup>	<b>\$1.00 – \$1.10</b>	<b>\$1.00</b>
Free cash flow <sup>1</sup>	<b>\$45M – \$55M</b>	<b>\$50M</b>
<b>Leverage Ratios:</b>		
Net debt leverage <sup>1,2</sup>	<b>2.0x – 2.2x</b>	<b>2.2x</b>



## Market Statistics – NOA (TSX & NYSE)

Share price <sup>1</sup>	<b>\$24.30</b>
Market capitalization <sup>1</sup>	<b>\$652 million</b>
Annual dividend per share	<b>\$0.48</b>

<sup>1</sup> Toronto Stock Exchange, close of business March 18, 2025

<sup>1</sup> See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

<sup>2</sup> Leverage ratios calculated on a trailing twelve-month basis

# GAAP to Non-GAAP reconciliation

(figures in millions of Canadian dollars)

	<b>Q4 2024</b>	<b>Q4 2023</b>	<b>2024</b>	<b>2023</b>
<b>Net Income</b>	<b>5</b>	<b>18</b>	<b>44</b>	<b>63</b>
Adjustments:				
Loss on disposal of property, plant and equipment	0	1	1	2
Stock-based compensation expense (benefit)	6	(0)	9	16
Change in fair value of contingent obligation from adjustments to estimates	9	-	36	-
Equity investment restructuring costs	-	-	5	-
Write-down on assets held for sale	-	-	4	-
Acquisition costs	-	6	-	7
Loss on equity investment customer bankruptcy claim settlement	-	-	-	1
Loss on extinguishment of customer claim	9	-	9	-
Post-acquisition asset relocation and integration costs	10	-	10	-
(Gain) loss on derivative financial instruments	(5)	1	(4)	(6)
Equity investment (gain) loss on derivative financial instruments	(0)	(1)	3	(1)
Tax effect of the above items	(7)	(2)	(16)	(6)
<b>Adjusted net earnings<sup>1</sup></b>	<b>27</b>	<b>23</b>	<b>100</b>	<b>75</b>
Adjustments:				
Tax effect of the above items	7	2	16	6
Change in fair value of contingent obligations	5	5	17	5
Interest expense, net	14	14	59	37
Income tax expense	(0)	11	16	23
Equity earnings in affiliates and joint ventures <sup>3</sup>	(6)	(2)	(15)	(25)
Equity investment EBIT <sup>1,3</sup>	5	2	12	25
<b>Adjusted EBIT<sup>1</sup></b>	<b>52</b>	<b>54</b>	<b>205</b>	<b>145</b>
Adjustments:				
Depreciation and amortization	45	42	168	133
Write-down on assets held for sale	-	-	(4)	-
Equity investment depreciation and amortization	6	5	21	19
<b>Adjusted EBITDA<sup>1</sup></b>	<b>104</b>	<b>101</b>	<b>390</b>	<b>297</b>
<b>Adjusted EBITDA margin<sup>1,2</sup></b>	<b>27.8%</b>	<b>24.9%</b>	<b>27.6%</b>	<b>23.2%</b>

<sup>1</sup>See Slide 2 or 2024 Annual Report for Non-GAAP Financial Measures

<sup>2</sup>Adjusted EBIT and EBITDA percentages shown are calculated as percentages of combined revenue

<sup>3</sup>The prior year amounts are adjusted to reflect a change in presentation. See "Accounting Estimates, Pronouncements and Measures" in the 2024 Annual Report.