GFL GREEN FOR LIFE environmental

Q4 2023 Investor Review & 2024 Guidance

February 21, 2024

Disclaimer

Unless otherwise indicated, all references in this presentation to “GFL”, “we”, “our”, “us”, the “Company” or similar terms refer to GFL Environmental Inc. and its consolidated subsidiaries.

Forward-Looking Information

This presentation includes certain “forward-looking statements” and “forward-looking information” (collectively, “forward-looking information”) within the meaning of applicable U.S. and Canadian securities laws, respectively. Forward-looking information includes all statements that do not relate solely to historical or current facts and may relate to our future outlook, financial guidance and anticipated events or results and may include statements regarding our financial performance, financial condition or results, business strategy, growth strategies, budgets, operations and services. Particularly, statements regarding our expectations of future results, performance, achievements, prospects or opportunities or the markets in which we operate are forward-looking information. In some cases, forward-looking information can be identified by the use of forward-looking terminology such as “plans”, “targets”, “expects” or “does not expect”, “is expected”, “an opportunity exists”, “budget”, “scheduled”, “estimates”, “outlook”, “forecasts”, “projection”, “prospects”, “strategy”, “intends”, “anticipates”, “does not anticipate”, “believes”, or “potential” or variations of such words and phrases or statements that certain actions, events or results “may”, “could”, “would”, “might”, “will”, “will be taken”, “occur” or “be achieved”, although not all forward-looking information includes those words or phrases. In addition, any statements that refer to expectations, intentions, projections, guidance, potential or other characterizations of future events or circumstances contain forward-looking information. Statements containing forward-looking information are not historical facts nor assurances of future performance but instead represent management's expectations, estimates and projections regarding future events or circumstances.

Forward-looking information is based on our opinions, estimates and assumptions that we considered appropriate and reasonable as of the date such information is stated. Forward-looking information is subject to known and unknown risks, uncertainties, assumptions and other important factors that may cause the actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information, including but not limited to certain assumptions set out herein in the sections titled “Fiscal 2024 Guidance – Revenue Bridge”, “Fiscal 2024 Full Year Guidance”, “Net Leverage – Continued Deleveraging in Fiscal 2024” and “Fiscal 2024 Priorities”; our ability to obtain and maintain existing financing on acceptable terms; our ability to source and execute on acquisitions on terms acceptable to us; our ability to find purchasers for non-core assets and to complete such divestitures on terms acceptable to us; currency exchange and interest rates; commodity price fluctuations; our ability to implement price increases and surcharges; changes in waste volumes; labour, supply chain and transportation constraints; inflationary cost pressures; fuel supply and fuel price fluctuations; our ability to maintain a favourable working capital position; the impact of competition; the changes and trends in our industry or the global economy; and changes in laws, rules, regulations and global standards. Other important factors that could materially affect our forward-looking information can be found in the “Risk Factors” section of GFL’s annual information form for the year ended December 31, 2023 and GFL’s other periodic filings with the U.S. Securities and Exchange Commission and the securities commissions or similar regulatory authorities in Canada. Shareholders, potential investors and other readers are urged to consider these risks carefully in evaluating our forward-looking information and are cautioned not to place undue reliance on such information. There can be no assurance that the underlying opinions, estimates and assumptions will prove to be correct. Although we have attempted to identify important risk factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors not currently known to us or that we currently believe are not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information. There can be no assurance that such information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. The forward-looking information contained in this presentation represents our expectations as of the date of this presentation (or as the date it is otherwise stated to be made), and is subject to change after such date. However, we disclaim any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable U.S. or Canadian securities laws. The purpose of disclosing our financial outlook set out in this presentation is to provide investors with more information concerning the financial impact of our business initiatives and growth strategies.

Non-IFRS Measures

This presentation makes reference to certain measures that are not recognized under International Financial Reporting Standards (“IFRS”) and do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement those IFRS measures by providing further understanding of our results of operations from management’s perspective. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. It should be noted that companies calculate non-IFRS measures differently; as a result, the non-IFRS measures presented herein may not be comparable to similarly titled measures reported by other companies. We use non-IFRS measures, including Acquisition EBITDA, Adjusted EBITDA, EBITDA, Adjusted Cash Flows from Operating Activities, Adjusted Free Cash Flow, Adjusted Net Income (Loss) from continuing operations, Net Leverage, Run-Rate EBITDA and Adjusted EBITDA margin. These non-IFRS measures are used to provide investors with supplemental measures of our operating performance and liquidity, where applicable, and thus highlight trends in our core business that may not otherwise be apparent when relying solely on IFRS measures. We also believe that securities analysts, investors and other interested parties frequently use non-IFRS measures in the evaluation of issuers. Our management also uses non-IFRS measures in order to facilitate operating performance comparisons from period to period, to prepare annual operating budgets and forecasts and to determine components of management compensation. In addition, the Company’s projected Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Free Cash Flow, Net Leverage and Run-Rate EBITDA set out herein in the sections titled “Fiscal 2024 Full Year Guidance”, “Net Leverage – Continued Deleveraging in Fiscal 2024” and “Fiscal 2024 Priorities” are anticipated to exclude the effects of other events or circumstances in 2024 that are not representative or indicative of the Company’s results of operations. Such excluded items are not currently identifiable, but may be significant, and include, without limitation, changes in the foreign exchange rate, the cost of refinancings and acquisition, integration, rebranding and other costs. Due to the uncertainty of the likelihood, amount and timing of any such items, the Company does not have information available to provide a quantitative reconciliation of such projections to the comparable IFRS measure. See the appendix for definitions and reconciliations of the non-IFRS measures used herein.

Certain Other Matters

Any graphs, tables or other information demonstrating our historical performance contained in this presentation are intended only to illustrate past performance and are not necessarily indicative of future performance.

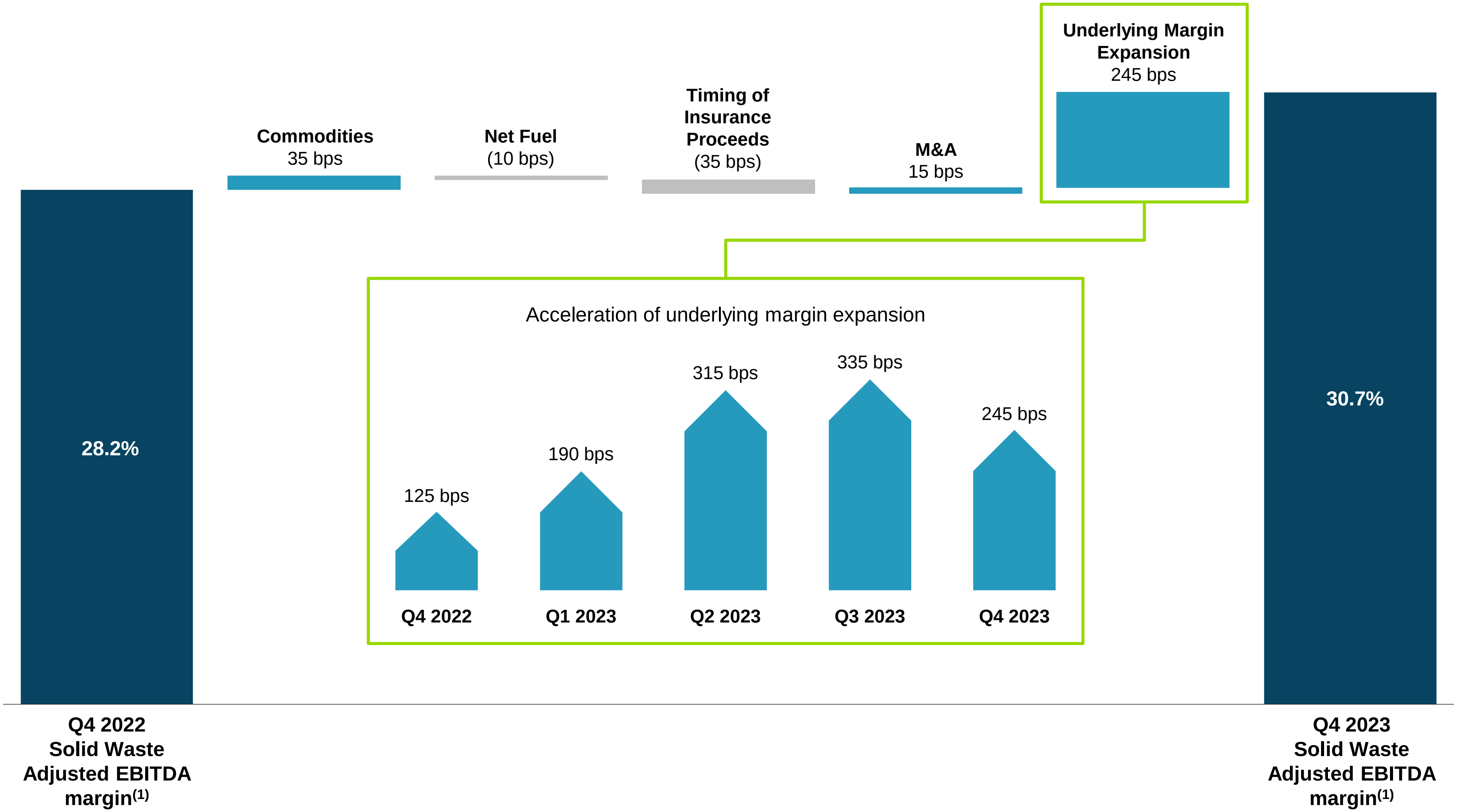
All amounts are presented in Canadian dollars unless otherwise stated.

Fiscal 2023 Highlights

	Notable Highlights
Delivered on Growth Strategies	▪ Grew revenue by 15.7% excluding divestitures (11.2% including divestitures) and increased Adjusted EBITDA(1) by 21.1% excluding divestitures (16.4% including divestitures) ▪ Realized Adjusted EBITDA margin(1) expansion of 120 basis points year-over-year in Fiscal 2023, demonstrating effectiveness of pricing and efficiency initiatives ▪ Achieved Solid Waste core pricing increase of 9.8% in Fiscal 2023, highest in Company history ▪ Contribution from 2022 and 2023 acquisitions exceeded plan
Executed on M&A Strategy	▪ Densified our Solid Waste & Environmental Services platforms through tuck-in acquisitions in core markets • Completed 39 strategic, accretive acquisitions generating ~$355M(2) of annualized revenue • Deployed ~$890M in Fiscal 2023
Portfolio Optimization	▪ Successfully executed process to rationalize non-core assets ▪ Comprised of three distinct non-core U.S. Solid Waste regions acquired as part of several larger acquisitions in the U.S. • Received over ~$1.6B of gross proceeds from divestitures, reflecting mid-teens EV / EBITDA multiple • Completed the divestitures one quarter ahead of plan • Accelerated balance sheet deleveraging in Q2 2023 with net proceeds received
Advanced ESG Initiatives	▪ Published our 2022 Sustainability Report ▪ Arbor Hills, largest RNG project, commissioned in September 2023, contributing EBITDA(1) starting in Q1-24 ▪ EPR regulations driving growth in state-of-the-art material recovery facility (“MRF”) pipeline ▪ Continued progress on increasing mix of CNG fleet (~19% of Solid Waste collection fleet)

(1) For a reconciliation of non-IFRS measures to its nearest IFRS equivalent, please refer to the appendix in this presentation. Please refer to the Definitions in the appendix of this presentation.
(2) Includes the expected contribution of acquisitions completed in 2023 (other than contribution from 2023 acquisitions previously reflected in the Company’s 2023 full year guidance provided on February 21, 2023).
(3) Due to the uncertainty of the likelihood, amount and timing of effects of events or circumstances to be excluded from these measures, GFL does not have information available to provide a quantitative reconciliation of such projections to the comparable IFRS measure.

Q4 2023 Solid Waste Adjusted EBITDA Margin(1) Bridge



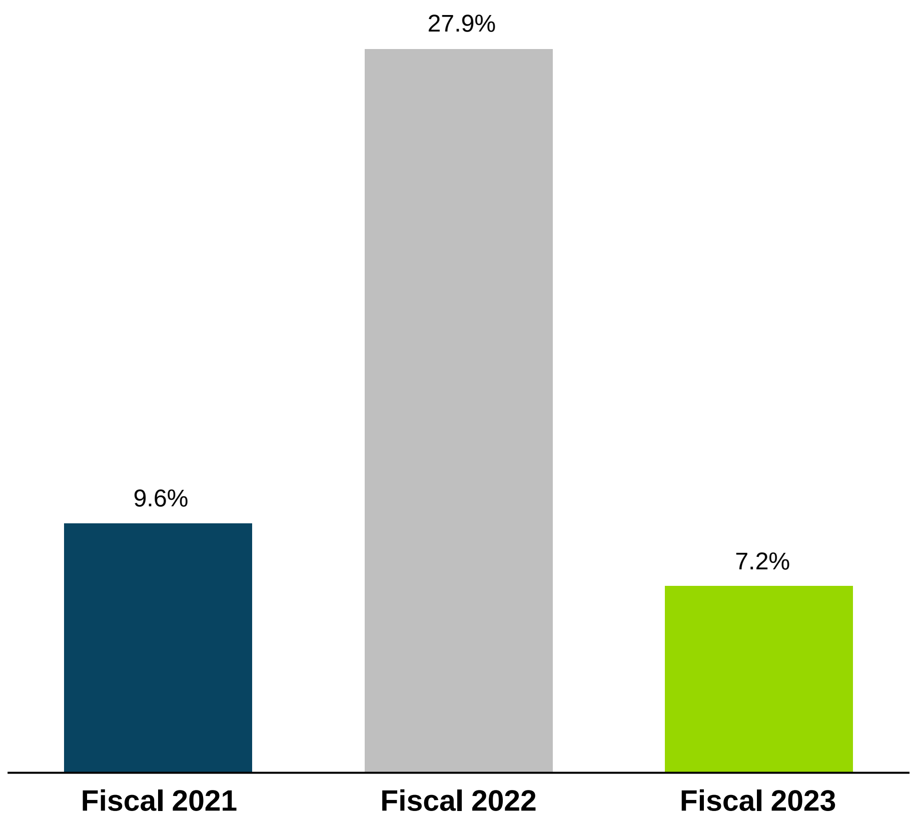
Outsized Underlying Margin Expansion

(1) For a reconciliation of non-IFRS measures to its nearest IFRS equivalent, please refer to the appendix in this presentation. Please refer to the Definitions in the appendix of this presentation.

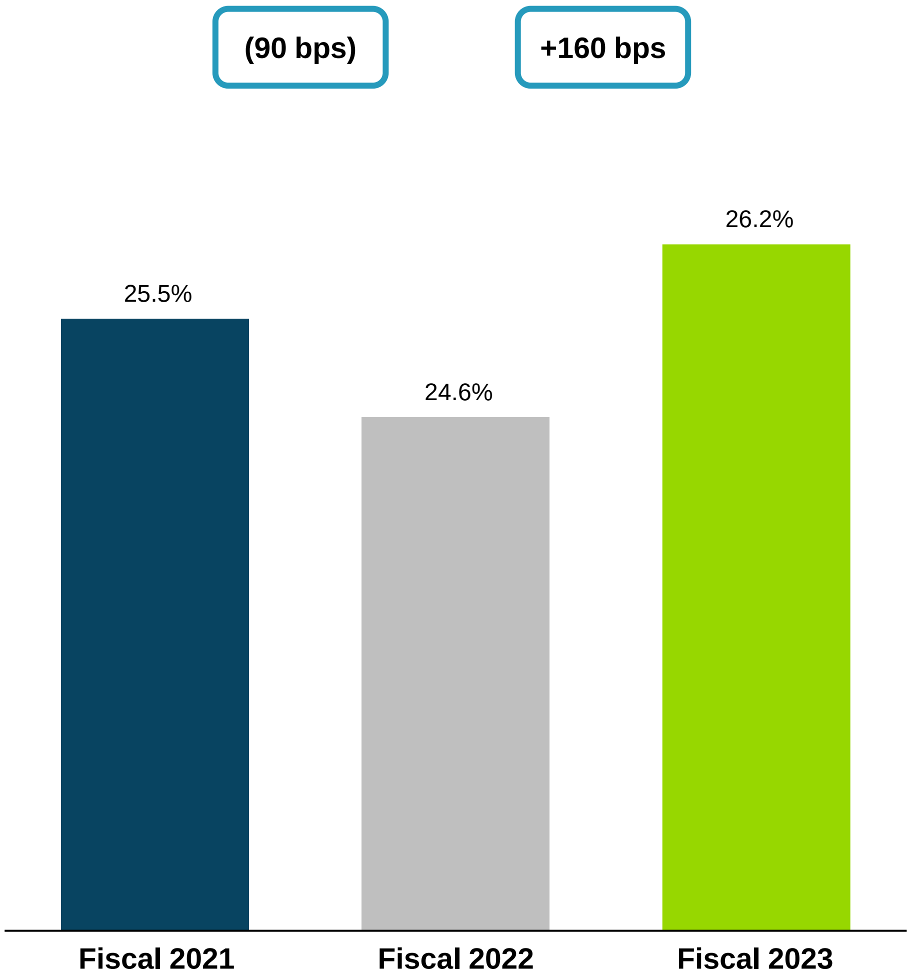
Environmental Services – Well-Positioned for Incremental Growth

Environmental Services – Organic Growth (%)

Strong Organic Growth Profile Driven by Focus on Quality of Revenue (e.g., pricing) & Asset Utilization (e.g., expanded service capabilities from recent M&A)



Environmental Services – Adjusted EBITDA Margin[1] Profile

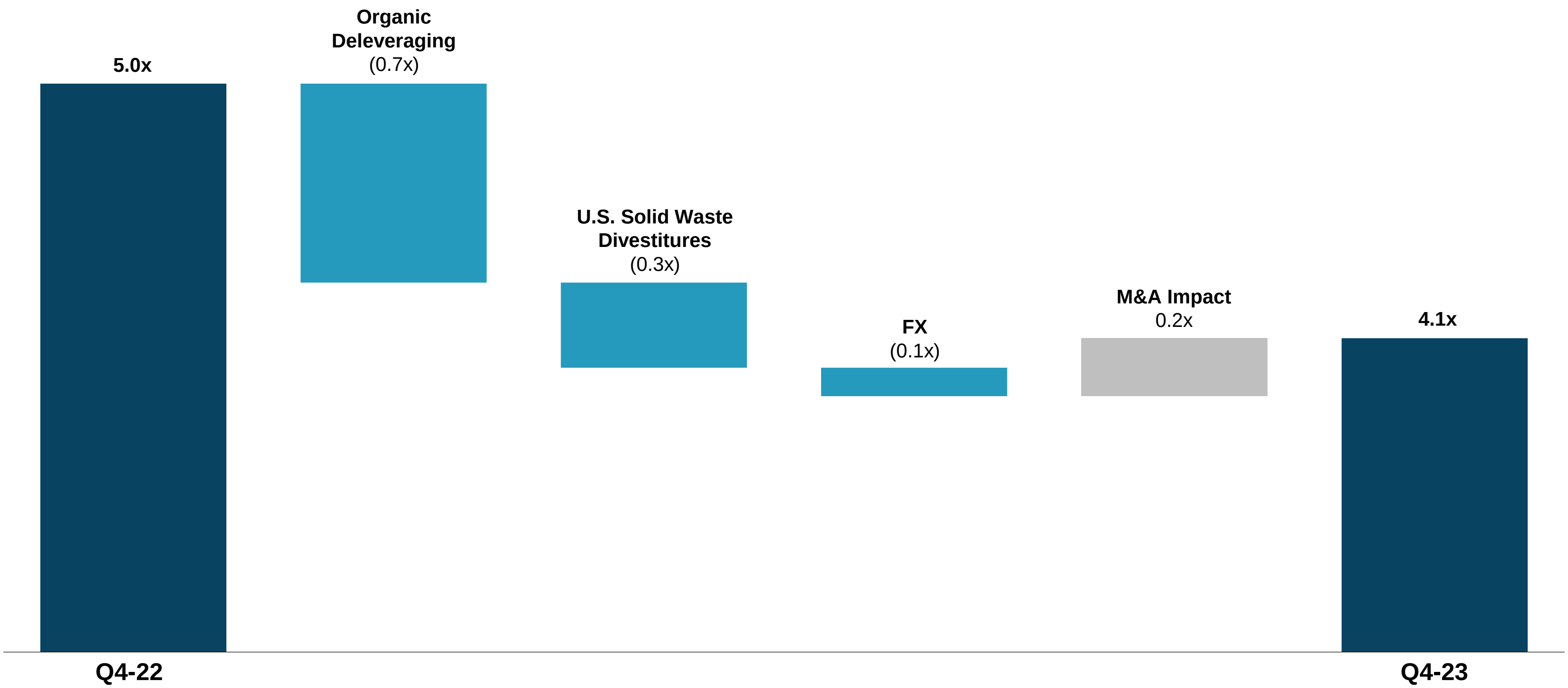


Potential to Achieve Mid-to-High Single-Digit Organic Growth Annually; Targeting 30%+ Adjusted EBITDA Margin[2] Over the Medium-Term

(1) For a reconciliation of non-IFRS measures to its nearest IFRS equivalent, please refer to the appendix in this presentation. Please refer to the Definitions in the appendix of this presentation.
(2) Due to the uncertainty of the likelihood, amount and timing of effects of events or circumstances to be excluded from these measures, GFL does not have information available to provide a quantitative reconciliation of such projections to the comparable IFRS measure.

Net Leverage[(1)] – Deleveraging Driven by Organic Growth & Divestitures

Net Leverage[(1)] Profile – Q4 2023 vs Q4 2022

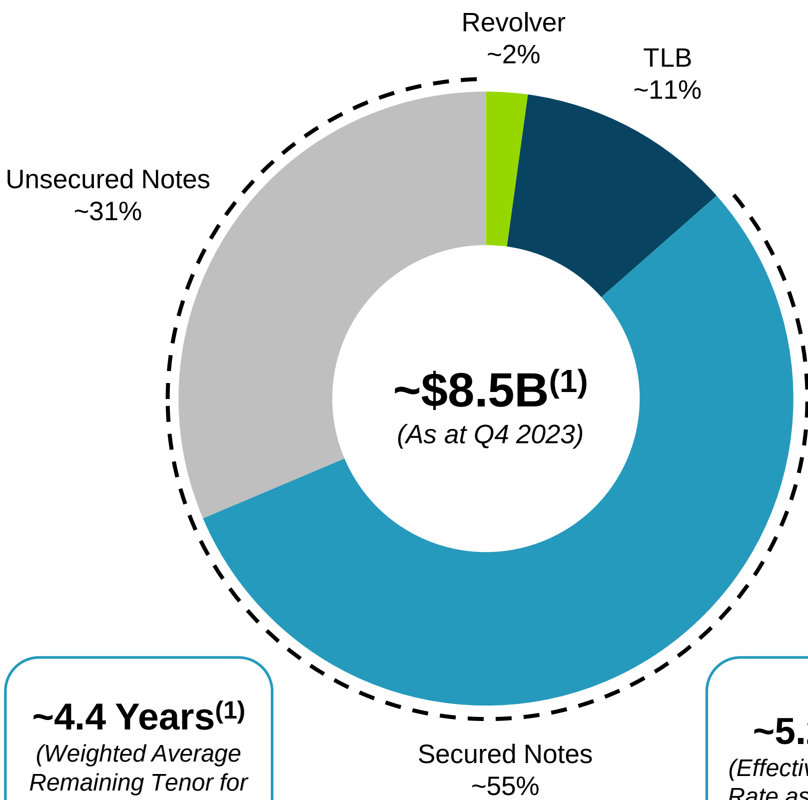


Demonstrated Balance Sheet Deleveraging Commitment in Fiscal 2023

(1) Please refer to the Definitions in the appendix of this presentation.

Large Weighting of Fixed Rate Obligations Provides Predictability

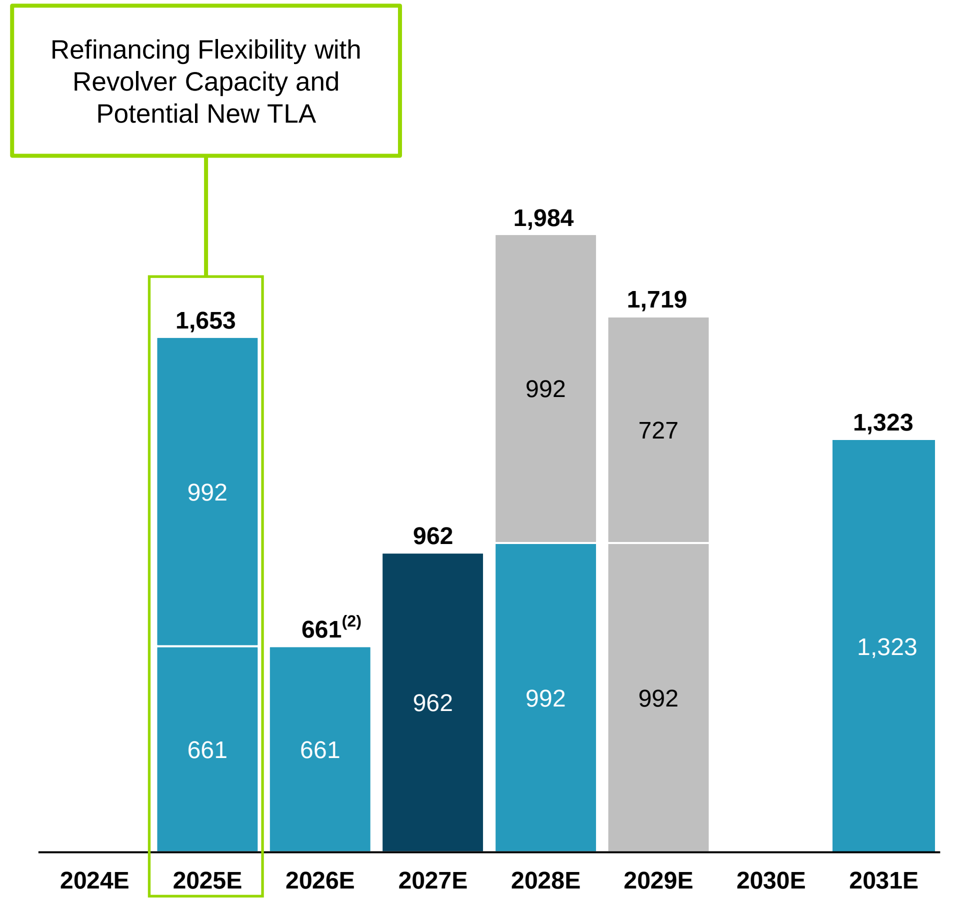
Variable vs Fixed Interest[1]



~4.4 Years[1]
(Weighted Average Remaining Tenor for Fixed Interest)

~5.2%[1][3]
(Effective Borrowing Rate as at Q4 2023)

Current Debt Maturity Profile[1]



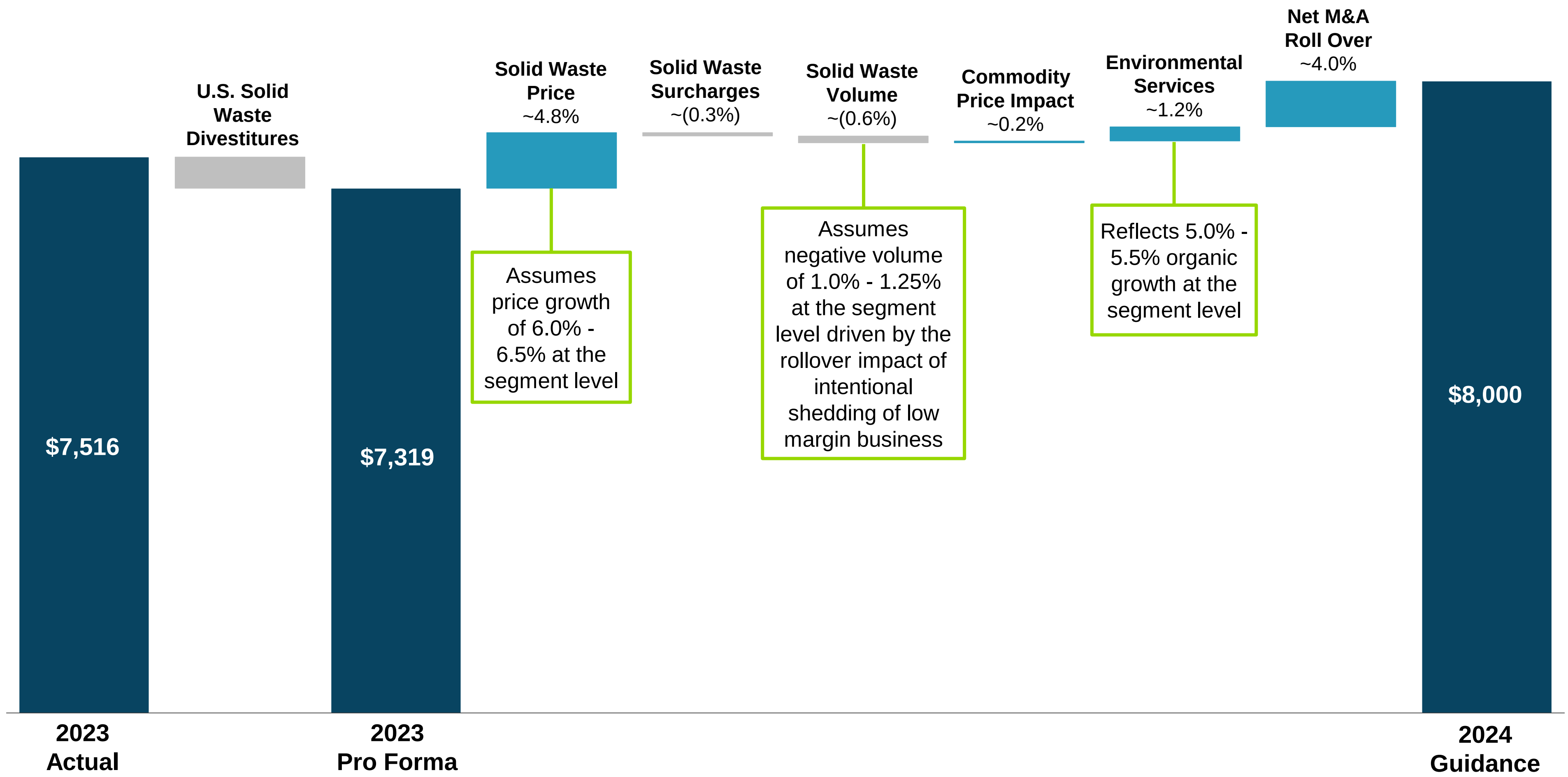
~86% of Q4 2023 Debt Stack has a Fixed Rate; 100 bps Change in Variable Rates Results in ~$12M of Impact to Interest Obligations

Secured Notes Maturing in Fiscal 2025 have a Blended Effective Borrowing Rate of ~4.3%

Note: CAD$ millions, unless otherwise noted.
(1) Excludes other debt. Refer to Note 10 in our Annual Financial Statements.
(2) Excludes revolving credit facilities which matures in Fiscal 2026. As at December 31, 2023, ~$185 million was drawn on the revolving credit facilities.
(3) Effective borrowing rate based on annualized interest obligations.

2024 Guidance

Fiscal 2024 Guidance – Revenue Bridge



Organic Growth and Roll Over M&A Expected to Yield Over 9% Growth

Note: CAD$ millions, unless otherwise noted. Fiscal 2024 Guidance based on USD/CAD exchange rate of 1.35 versus the average 2023 exchange rate of 1.35.

Fiscal 2024 Full Year Guidance

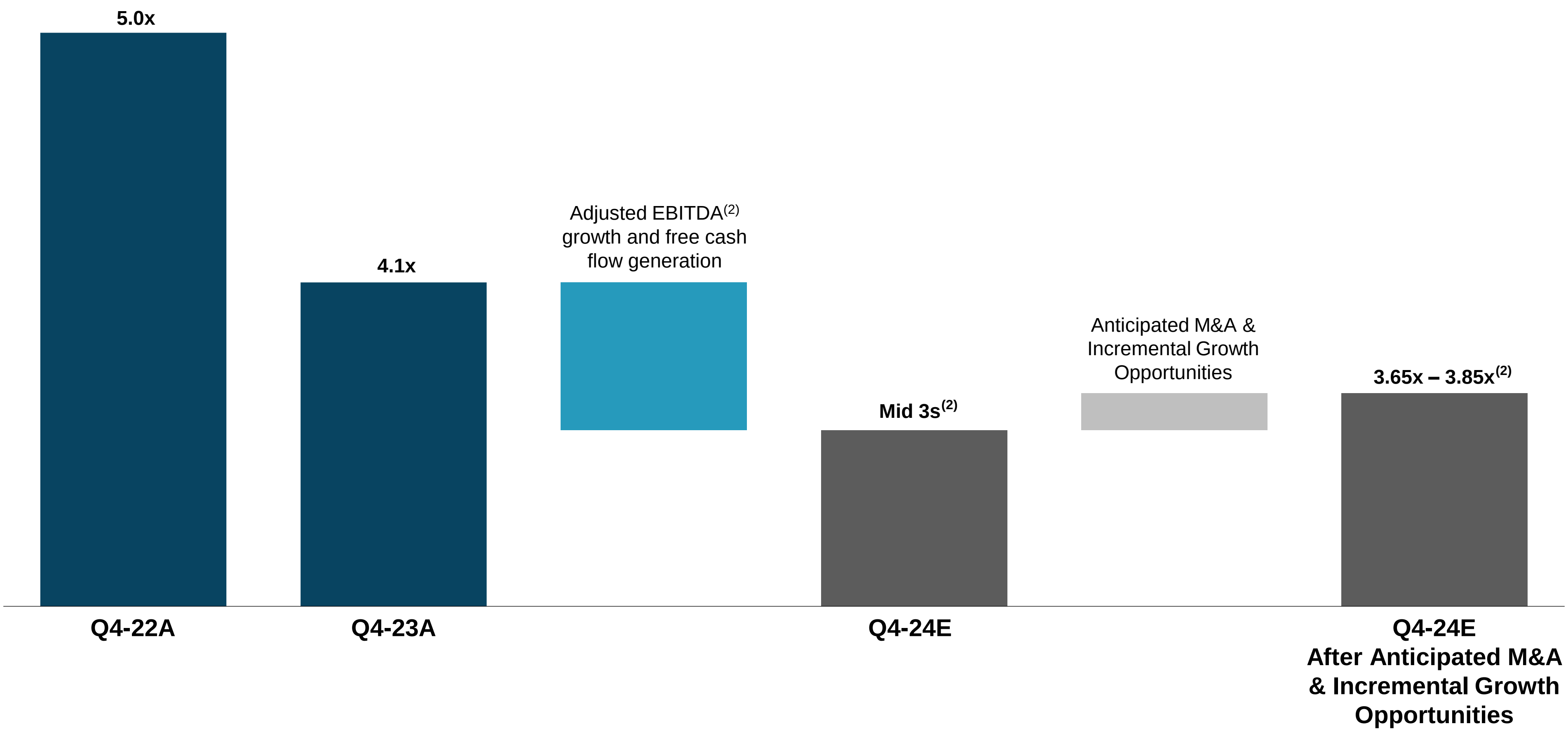
(C$ millions, unless otherwise noted)	Fiscal 2023 Actuals	Fiscal 2024 Guidance	YoY Growth
Revenue ▪ See page 9 for Revenue Bridge	$7,516	~$8,000	~6.4%
Adjusted EBITDA(1)(2) ▪ Adjusted EBITDA margin(1)(2) of ~27.7%	$2,004	~$2,215	~10.5%
Adjusted EBITDA Margin(1)(2) ▪ 100 bps increase year-over-year	26.7%	~27.7%	100 bps
Adjusted Free Cash Flow(1)(2) ▪ Excludes ~$250M – $300M of planned incremental growth investments related to RNG projects and EPR opportunities	$701	~$800	~14.1%

Note: Fiscal 2024 Guidance based on USD/CAD exchange rate of 1.35 versus the average 2023 exchange rate of 1.35.

(1) For a reconciliation of non-IFRS measures to its nearest IFRS equivalent, please refer to the appendix in this presentation. Please refer to the Definitions in the appendix of this presentation.

(2) Due to the uncertainty of the likelihood, amount and timing of effects of events or circumstances to be excluded from these measures, GFL does not have information available to provide a quantitative reconciliation of such projections to the comparable IFRS measure.

Net Leverage[1] – Continued Deleveraging in Fiscal 2024



Well-Positioned for Future Upgrades to Credit Ratings

(1) Please refer to the Definitions in the appendix of this presentation.
(2) Due to the uncertainty of the likelihood, amount and timing of effects of events or circumstances to be excluded from these measures, GFL does not have information available to provide a quantitative reconciliation of such projections to the comparable IFRS measure.

Fiscal 2024 Priorities

Outsized Adjusted EBITDA Margin[(1)] Expansion

- Continued focus on price-led growth
- Ongoing cost base optimization
- Moderating inflationary cost environment

Bring Initial RNG Projects Online

- On-track to bring 2 – 3 RNG projects online in 2H 2024
- Potential Arbor Hills EBITDA[(2)] contribution of ~$30M in Fiscal 2024

Deleveraging & Reducing Cash Interest Obligations

- Natural deleveraging from Adjusted EBITDA[(1)] growth and free cash flow generation
- Ample flexibility for future refinancings

Execute Strategic, Accretive Acquisitions

- Potential to deploy $600M – $650M of capital on new M&A to densify existing geographies
- Capital allocation discipline remains a priority with commitment to further delever in Fiscal 2024 even when considering M&A

Advance ESG Initiatives

- EPR-related investments anticipated to generate an aggregate of $80M – $100M of incremental Adjusted EBITDA[(2)] which will be realized starting in Q4 2024 and ramping up to the full run-rate by Fiscal 2026
- Continue to focus on reducing employee turnover rates and improvements in safety metrics

(1) For a reconciliation of non-IFRS measures to its nearest IFRS equivalent, please refer to the appendix in this presentation. Please refer to the Definitions in the appendix of this presentation.
(2) Due to the uncertainty of the likelihood, amount and timing of effects of events or circumstances to be excluded from these measures, GFL does not have information available to provide a quantitative reconciliation of such projections to the comparable IFRS measure.

Appendix

Adjusted EBITDA Reconciliation

(C$ millions, unless otherwise noted)

	Three months ended December 31,		Year ended December 31,	
	2023	**2022**	**2023**	**2022**
Net (loss) income from continuing operations	**(62.1)**	**(219.1)**	**32.2**	**(183.2)**
Interest and other finance costs	160.5	148.6	627.2	489.3
Depreciation of property and equipment	284.5	271.8	1,004.4	1,003.9
Amortization of intangible assets	105.6	133.5	485.3	515.6
Income tax (recovery) expense	(18.9)	(30.6)	159.9	(176.1)
EBITDA	**469.6**	**304.2**	**2,309.0**	**1,649.5**
(Gain) loss on foreign exchange (1)	(68.3)	(31.6)	(72.9)	217.7
Loss (gain) on sale of property and equipment	-	14.8	(13.1)	4.7
Mark-to-market loss (gain) on Purchase Contracts (2)	-	124.6	104.3	(266.8)
Share of net loss (income) of investments accounted for using the equity method	12.7	(6.2)	61.6	(20.7)
Share-based payments (3)	68.1	15.1	124.8	53.3
Gain on divestiture (4)	-	-	(580.5)	(4.9)
Transaction costs (5)	14.5	18.1	78.4	55.0
Acquisition, rebranding and other integration costs (6)	1.3	6.1	15.3	25.8
Other	(5.7)	(5.3)	(23.2)	7.2
Adjusted EBITDA	**$492.2**	**$439.8**	**$2,003.7**	**$1,720.8**
Adjusted EBITDA margin (%)	*26.1%*	*24.1%*	*26.7%*	*25.5%*

1. ***(Gain) loss on foreign exchange:*** *Consists of (i) non-cash gains and losses on foreign exchange and interest rate swaps entered into in connection with our debt instruments and (ii) gains and losses attributable to foreign exchange rate fluctuations.*

2. ***Mark-to-market loss (gain) on Purchase Contracts:*** *This is a non-cash item that consists of the fair value "mark-to-market" adjustment on the Purchase Contracts.*

3. ***Share-based payments:*** *This is a non-cash item and consists of the amortization of the estimated fair value of share-based payments granted to certain members of management under share-based payment plans.*

4. ***Gain on divestiture:*** *Consists of gain resulting from the divestiture of certain assets and three non-core U.S. Solid Waste businesses.*

5. ***Transaction costs:*** *Consists of acquisition, integration and other costs such as legal, consulting and other fees and expenses incurred in respect of acquisitions and financing activities completed during the applicable period. We expect to incur similar costs in connection with other acquisitions in the future and, under IFRS, such costs relating to acquisitions are expensed as incurred and not capitalized. This is part of SG&A.*

6. ***Acquisition, rebranding and other integration costs:*** *Consists of costs related to the rebranding of equipment acquired through business acquisitions. We expect to incur similar costs in connection with other acquisitions in the future. This is part of cost of sales.*

Adjusted Free Cash Flow Reconciliation

(C$ millions, unless otherwise noted)

	Three months ended December 31,		Year ended December 31,	
	2023	**2022**	**2023**	**2022**
Cash flows from operating activities	**401.4**	**403.0**	**980.4**	**1,096.3**
Operating cash flows from discontinued operations [1]	-	-	-	35.4
Cash flows from operating activities (excluding discontinued operations)	**401.4**	**403.0**	**980.4**	**1,131.7**
Transaction costs [2]	14.5	18.1	78.4	55.0
Acquisition, rebranding and other integration costs [3]	1.3	6.1	15.3	25.8
M&A related net working capital investment [4]	-	-	-	4.8
Cash interest paid on TEUs [5]	-	0.3	0.2	2.0
Cash taxes related to divestitures	141.5	-	390.1	-
Adjusted Cash Flows from Operating Activities	**558.7**	**427.5**	**1,464.4**	**1,219.3**
Proceeds on disposal of assets and other [6]	10.8	35.5	61.8	140.1
Purchase of property and equipment [7]	(225.3)	(237.3)	(1,055.1)	(772.9)
Investment in joint ventures [8]	(17.6)	(4.6)	(44.9)	(47.6)
Adjusted Free Cash Flow (including incremental growth investments)	**326.6**	**221.1**	**426.2**	**538.9**
Incremental growth investments [9]	145.0	-	275.0	152.4
Adjusted Free Cash Flow	**$471.6**	**$221.1**	**$701.2**	**$691.3**

1. ***Operating cash flows from discontinued operations:*** *Consists of operating cash flows from discontinued operations. As at December 31, 2022, GFL Infrastructure was presented as discontinued operations. Refer to Note 25 in our Annual Financial Statements.*
2. ***Transaction costs:*** *Consists of acquisition, integration and other costs such as legal, consulting and other fees and expenses incurred in respect of acquisitions and financing activities completed during the applicable period. We expect to incur similar costs in connection with other acquisitions in the future and, under IFRS, such costs relating to acquisitions are expensed as incurred and not capitalized. This is part of SG&A.*
3. ***Acquisition, rebranding and other integration costs:*** *Consists of costs related to the rebranding of equipment acquired through business acquisitions. We expect to incur similar costs in connection with other acquisitions in the future. This is part of cost of sales.*
4. ***M&A related net working capital investment:*** *Consists of net non-cash working capital in the period in relation to acquisitions.*
5. ***Cash interest paid on TEUs:*** *Consists of interest paid in cash on the Amortizing Notes.*
6. ***Proceeds on disposal of assets and other:*** *Consists of proceeds from divestitures, excluding proceeds received from the divestiture of three non-core U.S. Solid Waste businesses.*
7. ***Purchase of property and equipment:*** *Excludes purchase of property and equipment and intangible assets for GFL Infrastructure, which was presented as discontinued operations, of $nil for the year ended December 31, 2023 and $nil and $7.2 million for the year ended December 31, 2022, respectively. Refer to Note 25 in our Annual Financial Statements.*
8. ***Investment in joint ventures:*** *Consists of initial capital investment for the development and construction of renewable natural gas ("RNG") facilities operated as joint ventures.*
9. ***Incremental growth investments:*** *Consists of incremental sustainability related capital projects, primarily related to recycling and RNG.*

Adjusted Net Income (Loss) from Continuing Operations Reconciliation

(C$ and shares in millions, unless otherwise noted)

	Three months ended December 31,		Year ended December 31,	
	2023	**2022**	**2023**	**2022**
Net (loss) income from continuing operations	**(62.1)**	**(219.1)**	**32.2**	**(183.2)**
Amortization of intangible assets [1]	105.6	133.5	485.3	515.6
ARO discount rate depreciation adjustment [2]	(0.4)	-	4.4	7.8
Incremental depreciation of property and equipment due to recapitalization	-	4.5	7.5	18.0
Amortization of deferred financing costs	5.0	3.5	18.5	12.7
(Gain) loss on foreign exchange [3]	(68.3)	(31.6)	(72.9)	217.7
Mark-to-market loss (gain) on Purchase Contracts [4]	-	124.6	104.3	(266.8)
Share of net loss (income) of investments accounted for using the equity method	12.7	(6.2)	61.6	(20.7)
Gain on divestiture [5]	-	-	(580.5)	(4.9)
Transaction costs [6]	14.5	18.1	78.4	55.0
Acquisition, rebranding and other integration costs [7]	1.3	6.1	15.3	25.8
TEU amortization expense	-	0.2	0.1	1.1
Other	(5.7)	(5.3)	(23.2)	7.2
Tax effect [8]	14.4	(36.2)	227.7	(207.2)
Adj. Net Income (Loss) from continuing operations	**$17.0**	**($7.9)**	**$358.7**	**$178.1**
Weighted avg. number of shares outstanding	370.7	369.1	369.7	367.2
Adjusted income (loss) per share from continuing operations, basic and diluted ($)	0.05	(0.02)	0.97	0.49

1. ***Amortization of intangible assets:*** *This is a non-cash item and consists of the amortization of intangible assets such as customer lists, municipal contracts, non-compete agreements, trade name and other licenses.*
2. ***ARO discount rate depreciation adjustment:*** *This is a non-cash item and consists of depreciation expense related to the difference between the ARO calculated using the credit adjusted risk-free discount rate required for measurement of the ARO through purchase accounting compared to the risk-free discount rate required for quarterly valuations.*
3. ***(Gain) loss on foreign exchange:*** *Consists of (i) non-cash gains and losses on foreign exchange and interest rate swaps entered into in connection with our debt instruments and (ii) gains and losses attributable to foreign exchange rate fluctuations.*
4. ***Mark-to-market loss (gain) on Purchase Contracts:*** *This is a non-cash item that consists of the fair value "mark-to-market" adjustment on the Purchase Contracts.*
5. ***Gain on divestiture:*** *Consists of gain resulting from the divestiture of certain assets and three non-core U.S. Solid Waste businesses.*
6. ***Transaction costs:*** *Consists of acquisition, integration and other costs such as legal, consulting and other fees and expenses incurred in respect of acquisitions and financing activities completed during the applicable period. We expect to incur similar costs in connection with other acquisitions in the future and, under IFRS, such costs relating to acquisitions are expensed as incurred and not capitalized. This is part of SG&A.*
7. ***Acquisition, rebranding and other integration costs:*** *Consists of costs related to the rebranding of equipment acquired through business acquisitions. We expect to incur similar costs in connection with other acquisitions in the future. This is part of cost of sales.*
8. ***Tax effect:*** *Consists of the tax effect of the adjustments to net income (loss) from continuing operations.*

Note: Diluted weighted average number of shares includes the minimum conversion of TEUs into subordinate voting shares, which represented nil subordinate voting shares as at December 31, 2023 (25,665,433 subordinate voting shares as at December 31, 2022).

Pro Forma Operating Segments – Fiscal 2023

(C$ and shares in millions, unless otherwise noted)

	Reported	Environmental Services Reclass[1]	As Adjusted	Divestiture Contribution[2]	Pro Forma Adjusted
Revenue					
Canada	1,819.2	(44.8)	1,774.4	-	1,774.4
USA	4,233.4	(182.4)	4,051.0	(196.8)	3,854.2
Solid Waste	**6,052.6**	**(227.2)**	**5,825.4**	**(196.8)**	**5,628.6**
Environmental Services	1,462.9	227.2	1,690.1	-	1,690.1
Total	**$7,515.5**	**-**	**$7,515.5**	**($196.8)**	**$7,318.7**
Adjusted EBITDA					
Canada	499.3	(10.0)	489.3	-	489.3
USA	1,365.9	(65.9)	1,300.0	(48.0)	1,252.0
Solid Waste	**1,865.2**	**(75.9)**	**1,789.3**	**(48.0)**	**1,741.3**
Environmental Services	382.8	75.9	458.7	-	458.7
Corporate	(244.3)	-	(244.3)	-	(244.3)
Total	**$2,003.7**	**-**	**$2,003.7**	**($48.0)**	**$1,955.7**
Adjusted EBITDA margin (%)					
Canada	27.4%	22.3%	27.6%	-	27.6%
USA	32.3%	36.1%	32.1%	24.4%	32.5%
Solid Waste	**30.8%**	**33.4%**	**30.7%**	**24.4%**	**30.9%**
Environmental Services	26.2%	33.4%	27.1%	-	27.1%
Corporate	n.a.	n.a.	n.a.	n.a.	n.a.
Total	**26.7%**	**-**	**26.7%**	**24.4%**	**26.7%**

(1) Segment reporting balances have been re-presented for consistency with Fiscal 2024 presentation. Certain acquired operations, previously included in the Solid Waste segment, have been reclassified into the Environmental Services segment.

(2) Reflects pro forma adjustments to "Operating Segment Results – As Adjusted" for Q1 2023 and Q2 2023 to remove the contribution of three non-core U.S. Solid Waste businesses that were divested in Fiscal 2023.

Pro Forma Operating Segments – Q1 2023

(C$ and shares in millions, unless otherwise noted)

	Reported	Environmental Services Reclass[(1)]	As Adjusted	Divestiture Contribution[(2)]	Pro Forma Adjusted
Revenue					
Canada	412.5	(9.9)	402.6	-	402.6
USA	1,069.7	(49.1)	1,020.6	(107.4)	913.2
Solid Waste	**1,482.2**	**(59.0)**	**1,423.2**	**(107.4)**	**1,315.8**
Environmental Services	316.9	59.0	375.9	-	375.9
Total	**$1,799.1**	**-**	**$1,799.1**	**($107.4)**	**$1,691.7**
Adjusted EBITDA					
Canada	101.5	(0.7)	100.8	-	100.8
USA	335.5	(21.4)	314.1	(26.4)	287.7
Solid Waste	**437.0**	**(22.1)**	**414.9**	**(26.4)**	**388.5**
Environmental Services	60.7	22.1	82.8	-	82.8
Corporate	(57.2)	-	(57.2)	-	(57.2)
Total	**$440.5**	**-**	**$440.5**	**($26.4)**	**$414.1**
Adjusted EBITDA margin (%)					
Canada	24.6%	7.1%	25.0%	-	25.0%
USA	31.4%	43.6%	30.8%	24.6%	31.5%
Solid Waste	**29.5%**	**37.5%**	**29.2%**	**24.6%**	**29.5%**
Environmental Services	19.2%	37.5%	22.0%	-	22.0%
Corporate	n.a.	n.a.	n.a.	n.a.	n.a.
Total	**24.5%**	**-**	**24.5%**	**24.6%**	**24.5%**

(1) Segment reporting balances have been re-presented for consistency with Fiscal 2024 presentation. Certain acquired operations, previously included in the Solid Waste segment, have been reclassified into the Environmental Services segment.

(2) Reflects pro forma adjustments to "Operating Segment Results – As Adjusted" for Q1 2023 and Q2 2023 to remove the contribution of three non-core U.S. Solid Waste businesses that were divested in Fiscal 2023.

Pro Forma Operating Segments – Q2 2023

(C$ and shares in millions, unless otherwise noted)

	Reported	Environmental Services Reclass[(1)]	As Adjusted	Divestiture Contribution[(2)]	Pro Forma Adjusted
Revenue					
Canada	465.8	(10.9)	454.9	-	454.9
USA	1,090.5	(44.7)	1,045.8	(89.4)	956.4
Solid Waste	**1,556.3**	**(55.6)**	**1,500.7**	**(89.4)**	**1,411.3**
Environmental Services	387.3	55.6	442.9	-	442.9
Total	**$1,943.6**	**-**	**$1,943.6**	**($89.4)**	**$1,854.2**
Adjusted EBITDA					
Canada	135.8	(2.6)	133.2	-	133.2
USA	356.1	(15.3)	340.8	(21.6)	319.2
Solid Waste	**491.9**	**(17.9)**	**474.0**	**(21.6)**	**452.4**
Environmental Services	113.0	17.9	130.9	-	130.9
Corporate	(64.2)	-	(64.2)	-	(64.2)
Total	**$540.7**	**-**	**$540.7**	**($21.6)**	**$519.1**
Adjusted EBITDA margin (%)					
Canada	29.2%	23.9%	29.3%	-	29.3%
USA	32.7%	34.2%	32.6%	24.2%	33.4%
Solid Waste	**31.6%**	**32.2%**	**31.6%**	**24.2%**	**32.1%**
Environmental Services	29.2%	32.2%	29.6%	-	29.6%
Corporate	n.a.	n.a.	n.a.	n.a.	n.a.
Total	**27.8%**	**-**	**27.8%**	**24.2%**	**28.0%**

(1) Segment reporting balances have been re-presented for consistency with Fiscal 2024 presentation. Certain acquired operations, previously included in the Solid Waste segment, have been reclassified into the Environmental Services segment.

(2) Reflects pro forma adjustments to "Operating Segment Results – As Adjusted" for Q1 2023 and Q2 2023 to remove the contribution of three non-core U.S. Solid Waste businesses that were divested in Fiscal 2023.

Pro Forma Operating Segments – Q3 2023

(C$ and shares in millions, unless otherwise noted)

	Reported	Environmental Services Reclass(1)	As Adjusted	Divestiture Contribution(2)	Pro Forma Adjusted
Revenue					
Canada	473.6	(13.1)	460.5	-	460.5
USA	1,028.9	(46.4)	982.5	-	982.5
Solid Waste	**1,502.5**	**(59.5)**	**1,443.0**	**-**	**1,443.0**
Environmental Services	387.5	59.5	447.0	-	447.0
Total	**$1,890.0**	**-**	**$1,890.0**	**-**	**$1,890.0**
Adjusted EBITDA					
Canada	133.7	(3.8)	129.9	-	129.9
USA	338.1	(15.2)	322.9	-	322.9
Solid Waste	**471.8**	**(19.0)**	**452.8**	**-**	**452.8**
Environmental Services	119.9	19.0	138.9	-	138.9
Corporate	(61.4)	-	(61.4)	-	(61.4)
Total	**$530.3**	**-**	**$530.3**	**-**	**$530.3**
Adjusted EBITDA margin (%)					
Canada	28.2%	29.0%	28.2%	-	28.2%
USA	32.9%	32.8%	32.9%	-	32.9%
Solid Waste	**31.4%**	**31.9%**	**31.4%**	**-**	**31.4%**
Environmental Services	30.9%	31.9%	31.1%	-	31.1%
Corporate	n.a.	n.a.	n.a.	n.a.	n.a.
Total	**28.1%**	**-**	**28.1%**	**-**	**28.1%**

(1) *Segment reporting balances have been re-presented for consistency with Fiscal 2024 presentation. Certain acquired operations, previously included in the Solid Waste segment, have been reclassified into the Environmental Services segment.*

(2) *Reflects pro forma adjustments to "Operating Segment Results – As Adjusted" for Q1 2023 and Q2 2023 to remove the contribution of three non-core U.S. Solid Waste businesses that were divested in Fiscal 2023.*

Pro Forma Operating Segments – Q4 2023

(C$ and shares in millions, unless otherwise noted)

	Reported	Environmental Services Reclass[1]	As Adjusted	Divestiture Contribution[2]	Pro Forma Adjusted
Revenue					
Canada	467.3	(10.9)	456.4	-	456.4
USA	1,044.3	(42.2)	1,002.1	-	1,002.1
Solid Waste	**1,511.6**	**(53.1)**	**1,458.5**	**-**	**1,458.5**
Environmental Services	371.2	53.1	424.3	-	424.3
Total	**$1,882.8**	**-**	**$1,882.8**	**-**	**$1,882.8**
Adjusted EBITDA					
Canada	128.3	(2.9)	125.4	-	125.4
USA	336.2	(14.0)	322.2	-	322.2
Solid Waste	**464.5**	**(16.9)**	**447.6**	**-**	**447.6**
Environmental Services	89.2	16.9	106.1	-	106.1
Corporate	(61.5)	-	(61.5)	-	(61.5)
Total	**$492.2**	**-**	**$492.2**	**-**	**$492.2**
Adjusted EBITDA margin (%)					
Canada	27.5%	26.6%	27.5%	-	27.5%
USA	32.2%	33.2%	32.2%	-	32.2%
Solid Waste	**30.7%**	**31.8%**	**30.7%**	**-**	**30.7%**
Environmental Services	24.0%	31.8%	25.0%	-	25.0%
Corporate	n.a.	n.a.	n.a.	n.a.	n.a.
Total	**26.1%**	**-**	**26.1%**	**-**	**26.1%**

(1) Segment reporting balances have been re-presented for consistency with Fiscal 2024 presentation. Certain acquired operations, previously included in the Solid Waste segment, have been reclassified into the Environmental Services segment.

(2) Reflects pro forma adjustments to "Operating Segment Results – As Adjusted" for Q1 2023 and Q2 2023 to remove the contribution of three non-core U.S. Solid Waste businesses that were divested in Fiscal 2023.

Definitions

"EBITDA" represents, for the applicable period, net income (loss) from continuing operations plus (a) interest and other finance costs, plus (b) depreciation and amortization of property and equipment, landfill assets and intangible assets, plus (less) (c) the provision (recovery) for income taxes, in each case to the extent deducted or added to/from net income (loss) from continuing operations. We present EBITDA to assist readers in understanding the mathematical development of Adjusted EBITDA. Management does not use EBITDA as a financial performance metric.

"Adjusted EBITDA" is a supplemental measure used by management and other users of our financial statements including our lenders and investors, to assess the financial performance of our business without regard to financing methods or capital structure. Adjusted EBITDA is also a key metric that management uses prior to execution of any strategic investing or financing opportunity. For example, management uses Adjusted EBITDA as a measure in determining the value of acquisitions, expansion opportunities and dispositions. In addition, Adjusted EBITDA is utilized by financial institutions to measure borrowing capacity. Adjusted EBITDA is calculated by adding and deducting, as applicable from EBITDA, certain expenses, costs, charges or benefits incurred in such period which in management's view are either not indicative of underlying business performance or impact the ability to assess the operating performance of our business, including: (a) (gain) loss on foreign exchange, (b) (gain) loss on sale of property and equipment, (c) mark-to-market (gain) loss on Purchase Contracts, (d) share of net (income) loss of investments accounted for using the equity method, (e) share-based payments, (f) (gain) loss on divestiture, (g) transaction costs, (h) acquisition, rebranding and other integration costs (included in cost of sales related to acquisition activity) and (i) other. We use Adjusted EBITDA to facilitate a comparison of our operating performance on a consistent basis reflecting factors and trends affecting our business. For the year ended December 31, 2023, we added back our share of net (income) loss of investments accounted for using the equity method. As we continue to grow our business, we may be faced with new events or circumstances that are not indicative of our underlying business performance or that impact the ability to assess our operating performance.

"Adjusted EBITDA margin" represents Adjusted EBITDA divided by revenue. Management and other users of our financial statements including our lenders and investors use Adjusted EBITDA margin to facilitate a comparison of the operating performance of each of our operating segments on a consistent basis reflecting factors and trends affecting our business.

"Acquisition EBITDA" represents, for the applicable period, management's estimates of the annual Adjusted EBITDA of an acquired business, based on its most recently available historical financial information at the time of acquisition, as adjusted to give effect to (a) the elimination of expenses related to the prior owners and certain other costs and expenses that are not indicative of the underlying business performance, if any, as if such business had been acquired on the first day of such period and (b) contract and acquisition annualization for contracts entered into and acquisitions completed by such acquired business prior to our acquisition (collectively, "Acquisition EBITDA Adjustments"). Further adjustments are made to such annual Adjusted EBITDA to reflect estimated operating cost savings and synergies, if any, anticipated to be realized upon acquisition and integration of the business into our operations. Acquisition EBITDA is calculated net of divestitures. We use Acquisition EBITDA for the acquired businesses to adjust our Adjusted EBITDA to include a proportional amount of the Acquisition EBITDA of the acquired businesses based upon the respective number of months of operation for such period prior to the date of our acquisition of each such business.

"Run-Rate EBITDA" represents Adjusted EBITDA for the applicable period as adjusted to give effect to management's estimates of (a) Acquisition EBITDA Adjustments (as defined above) and (b) the impact of annualization of certain new municipal and disposal contracts and cost savings initiatives, entered into, commenced or implemented, as applicable, in such period, as if such contracts or costs savings initiatives had been entered into, commenced or implemented, as applicable, on the first day of such period ((a) and (b), collectively, "Run-Rate EBITDA Adjustments"). Run-Rate EBITDA has not been adjusted to take into account the impact of the cancellation of contracts and cost increases associated with these contracts. These adjustments reflect monthly allocations of Acquisition EBITDA for the acquired businesses based on straight line proration. As a result, these estimates do not take into account the seasonality of a particular acquired business. While we do not believe the seasonality of any one acquired business is material when aggregated with other acquired businesses, the estimates may result in a higher or lower adjustment to our Run-Rate EBITDA than would have resulted had we adjusted for the actual results of each of the acquired businesses for the period prior to our acquisition. We primarily use Run-Rate EBITDA to show how GFL would have performed if each of the acquired businesses had been consummated at the start of the period as well as to show the impact of the annualization of certain new municipal and disposal contracts and cost savings initiatives. We also believe that Run-Rate EBITDA is useful to investors and creditors to monitor and evaluate our borrowing capacity and compliance with certain of our debt covenants. Run-Rate EBITDA as presented herein is calculated in accordance with the terms of our revolving credit agreement.

"Net Leverage" is a supplemental measure used by management to evaluate borrowing capacity and capital allocation strategies. Net Leverage is equal to our total long-term debt, as adjusted for fair value, deferred financings and other adjustments and reduced by our cash, divided by Run-Rate EBITDA.

"Adjusted Net Income (Loss) from continuing operations" represents net income (loss) for continuing operations adjusted for (a) amortization of intangible assets, (b) ARO discount rate depreciation adjustment, (c) incremental depreciation of property and equipment due to recapitalization, (d) amortization of deferred financing costs, (e) (gain) loss on foreign exchange, (f) mark-to-market (gain) loss on Purchase Contracts, (g) share of net (income) loss of investments accounted for using the equity method, (h) (gain) loss on divestiture, (i) transaction costs, (j) acquisition, rebranding and other integration costs, (k) TEU amortization expense, (l) other and (m) the tax impact of the forgoing. For the year ended December 31, 2023, we added back our share of net (income) loss of investments accounted for using the equity method. Adjusted income (loss) per share from continuing operations is defined as Adjusted Net Income (Loss) from continuing operations divided by the weighted average shares in the period. We believe that Adjusted income (loss) per share from continuing operations provides a meaningful comparison of current results to prior periods' results by excluding items that GFL does not believe reflect its fundamental business performance.

"Adjusted Cash Flows from Operating Activities" represents cash flows from operating activities adjusted for (a) operating cash flows from discontinued operations, (b) transaction costs, (c) acquisition, rebranding and other integration costs, (d) M&A related net working capital investment, (e) cash interest paid on TEUs and (f) cash taxes related to divestitures. Adjusted Cash Flows from Operating Activities is a supplemental measure used by investors as a valuation and liquidity measure in our industry. Adjusted Cash Flows from Operating Activities is a supplemental measure used by management to evaluate and monitor liquidity and the ongoing financial performance of GFL.

"Adjusted Free Cash Flow" represents Adjusted Cash Flows from Operating Activities adjusted for (a) proceeds on disposal of assets and other, (b) purchase of property and equipment, (c) investment in joint ventures and (d) incremental growth investments. For the year ended December 31, 2022, purchase of property and equipment excludes those by GFL's Infrastructure services division ("GFL Infrastructure"). Adjusted Free Cash Flow is a supplemental measure used by investors as a valuation and liquidity measure in our industry. Adjusted Free Cash Flow is a supplemental measure used by management to evaluate and monitor liquidity and the ongoing financial performance of GFL.