## **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

## **FORM 8-K**

## **CURRENT REPORT**

PURSUANT TO SECTION 13 OR 15(d) OF THE **SECURITIES EXCHANGE ACT OF 1934** 

Date of report (Date of earliest event reported) May 8, 2014

# **Matrix Service Company**

(Exact Name of Registrant as Specified in Its Charter)

DELAWARE

(State or Other Jurisdiction of Incorporation)

001-15461 (Commission File Number)

5100 E Skelly Dr., Suite 700, Tulsa, OK (Address of Principal Executive Offices)

74135

918-838-8822

(Registrant's Telephone Number, Including Area Code)

NOT APPLICABLE

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

73-1352174 (IRS Employer Identification No.)

(Zip Code)

#### Item 2.02 Results of Operations and Financial Condition.

On May 8, 2014, Matrix Service Company (the "Company") issued a press release announcing financial results for the third quarter and nine months ended March 31, 2014. The full text of the press release is attached as Exhibit 99 to this Current Report on Form 8-K.

The information in this Item 2.02 and Exhibit 99 attached hereto is being furnished pursuant to Item 2.02 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

## Item 9.01 Financial Statements and Exhibits.

The following exhibit is furnished herewith:

Exhibit No. 99 Description

Press Release dated May 8, 2014, announcing financial results for the third quarter and nine months ended March 31, 2014.

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

### Matrix Service Company

Dated: May 8, 2014

By:

/s/ Kevin S. Cavanah

Kevin S. Cavanah Vice President and Chief Financial Officer

## EXHIBIT INDEX

Exhibit No. 99 **Description** Press Release dated May 8, 2014, announcing financial results for the third quarter and nine months ended March 31, 2014.



#### MATRIX SERVICE COMPANY ANNOUNCES RECORD THIRD QUARTER RESULTS AND INCREASES FISCAL 2014 REVENUE AND EARNINGS GUIDANCE

- Quarterly revenues increased 68.8% to a record \$381.5 million
- Record quarterly earnings of \$0.42 per fully diluted share compared to \$0.25 in the same period a year earlier
- Record backlog of \$905.1 million
- Matrix Service Company celebrated its 30th anniversary in April

TULSA, OK – May 8, 2014 – **Matrix Service Company** (Nasdaq: MTRX) today reported its financial results for the third quarter and nine months ended March 31, 2014. The strong operating trends continued in the third quarter with quarterly revenues totaling \$381.5 million, fully diluted earnings per share totaling \$0.42 and period end backlog of \$905.1 million.

John Hewitt, President and CEO of Matrix Service Company said, "In April we celebrated the first thirty years of Matrix Service Company. As we transition to the next thirty years, this quarter's performance continues to demonstrate the potential of the business and the great leadership provided by our employees. The performance demonstrates both the soundness of our strategy and our ability to achieve our strategic objectives. We look forward to building on this strategy long into the future."

#### Third Quarter Fiscal 2014 Results

Revenues for the third quarter ended March 31, 2014 were \$381.5 million compared to \$226.0 million in the same period a year earlier, an increase of \$155.5 million, or 68.8%. Net income for the third quarter of fiscal 2014 was \$11.4 million, or \$0.42 per fully diluted share. In the same period a year earlier, the Company earned \$6.5 million, or \$0.25 per fully diluted share.

Revenues increased in our Storage Solutions, Industrial, and Electrical Infrastructure segments by \$87.0 million, \$58.7 million, and \$20.4 million, respectively. Revenues in the Oil Gas & Chemical segment declined by \$10.6 million. Fiscal 2014 gross margins improved to 10.5% compared to 10.2% in the same period a year earlier. Consolidated gross profit was \$39.9 million in the third quarter of fiscal 2014 compared to \$23.1 million in the same period a year earlier due to significantly higher revenues and slightly higher gross margins. Selling, general and administrative costs were \$21.1 million in the third quarter of fiscal 2014 compared to \$14.7 million in the same period a year earlier. Selling, general and administrative costs as a percent of revenue declined to 5.5% in fiscal 2014 compared to 6.5% in the same period a year earlier.

#### Nine Month Fiscal 2014 Results

Revenues for the nine months ended March 31, 2014 were \$918.7 million compared to \$657.0 million in the same period a year earlier, an increase of \$261.7 million, or 39.8%. Net income for the first nine months of fiscal 2014 was \$28.3 million, or \$1.05 per fully diluted share. In the same period a year earlier, the Company earned \$16.6 million, or \$0.63 per fully diluted share.

Revenues increased in our Storage Solutions, Industrial and Electrical Infrastructure segments by \$173.8 million, \$100.5 million and \$7.1 million, respectively. Revenues in the Oil Gas & Chemical segment declined by \$19.7 million. Strong project execution enabled the Company to achieve a fiscal 2014 gross margin of 10.8% despite a Storage Solutions project charge of \$5.4 million, which reduced margins by 0.8%. In the same period a year earlier gross margins were 10.3%. Consolidated gross profit was \$99.6 million in the first nine months of fiscal 2014 compared to \$67.7 million in the same period a year earlier due to higher revenues and higher gross margins. Selling, general and administrative costs were \$55.1 million in fiscal 2014 compared to \$42.6 million in the same period a year earlier. Acquisition related expenses of \$2.0 million increased selling, general and administrative costs as a percent of revenue by 0.2% to 6.0% in fiscal 2014 compared to 6.5% in the same period a year earlier.

### Backlog

Backlog at March 31, 2014 totaled \$905.1 million, an increase of \$278.4 million, or 44.4%, compared to the backlog at June 30, 2013 of \$626.7 million, and increased \$22.5 million, or 2.5%, compared to December 31, 2013 backlog of \$882.6 million. Project awards totaled \$404.0 million and \$955.0 million in the three and nine months ended March 31, 2014.

#### **Financial Position**

As previously announced, the Company increased the capacity of its credit facility from \$125.0 million to \$200.0 million during the third quarter. Availability under the expanded credit facility of \$137.9 million along with the Company's cash balance of \$59.8 million provided liquidity of \$197.7 million at March 31, 2014.

#### **Earnings Guidance**

The Company is increasing its fiscal 2014 revenue guidance to between \$1.25 billion and \$1.30 billion and its earnings per fully diluted share guidance to between \$1.34 and \$1.42.

#### **Conference Call Details**

In conjunction with the earnings release, Matrix Service Company will host a conference call with John R. Hewitt, President and CEO, and Kevin S. Cavanah, Vice President and CFO. The call will take place at 11:00 a.m. (Eastern) / 10:00 a.m. (Central) on Friday, May 9, 2014 and will be simultaneously broadcast live over the Internet which can be accessed at the Company's website at <u>matrixservicecompany.com</u> on the Investors' page under Conference Calls/Events. Please allow extra time prior to the call to visit the site and download the streaming media software required to listen to the Internet broadcast. The conference call will be available for replay within one hour of completion of the live call and can be accessed following the same link as the live call.

#### **About Matrix Service Company**

Matrix Service Company provides engineering, fabrication, construction and repair and maintenance services to the Electrical Infrastructure, Oil Gas & Chemical, Storage Solutions and Industrial markets.

The Company is headquartered in Tulsa, Oklahoma, with regional operating facilities throughout the United States and Canada.

This release contains forward-looking statements that are made in reliance upon the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements are generally accompanied by words such as "anticipate," "continues," "expect," "forecast," "outlook," "believe," "estimate," "should" and "will" and words of similar effect that convey future meaning, concerning the Company's operations, economic performance and management's best judgment as to what may occur in the future. Future events involve risks and uncertainties that may cause actual results to differ materially from those we currently anticipate. The actual results for the current and future periods and other corporate developments will depend upon a number of economic, competitive and other influences, including those factors discussed in the "Risk Factors" and "Forward Looking Statements" sections and elsewhere in the Company's reports and filings made from time to time with the Securities and Exchange Commission. Many of these risks and uncertainties are beyond the control of the Company, and any one of which, or a combination of which, could materially and adversely affect the results of the Company's operations and its financial condition. We undertake no obligation to update information contained in this release, except as required by law.

#### For more information, please contact:

Matrix Service Company Kevin S. Cavanah Vice President and CFO T: 918-838-8822 Email:kcavanah@matrixservicecompany.com

## **Consolidated Statements of Income**

## (In thousands, except per share data)

|  | <br>Three Months Ended |    |                   | <br>Nine Months Ended |    |                   |  |
|--|------------------------|----|-------------------|-----------------------|----|-------------------|--|
|  | March 31,<br>2014      |    | March 31,<br>2013 | March 31,<br>2014     |    | March 31,<br>2013 |  |
| Revenues   | \$<br>381,516          | \$ | 225,970           | \$<br>918,731         | \$ | 657,014           |  |
| Cost of revenues   | 341,572                |    | 202,844           | 819,161               |    | 589,311           |  |
| Gross profit   | 39,944                 |    | 23,126            | <br>99,570            |    | 67,703            |  |
| Selling, general and administrative expenses             | 21,125                 |    | 14,695            | 55,172                |    | 42,576            |  |
| Operating income   | <br>18,819             |    | 8,431             | <br>44,398            |    | 25,127            |  |
| Other income (expense):                                  |                        |    |                   |                       |    |                   |  |
| Interest expense   | (324)                  |    | (205)             | (898)                 |    | (605)             |  |
| Interest income  | 44                     |    | 5                 | 57                    |    | 25                |  |
| Other  | <br>9                  |    | 43                | <br>(147)             |    | 93                |  |
| Income before income tax expense                         | 18,548                 |    | 8,274             | 43,410                |    | 24,640            |  |
| Provision for federal, state and foreign income taxes    | 6,756                  |    | 1,753             | 14,755                |    | 7,999             |  |
| Net income   | \$<br>11,792           | \$ | 6,521             | \$<br>28,655          | \$ | 16,641            |  |
| Less: Net income attributable to noncontrolling interest | 396                    |    | —                 | 401                   |    | —                 |  |
| Net income attributable to Matrix Service Company        | \$<br>11,396           | \$ | 6,521             | \$<br>28,254          | \$ | 16,641            |  |
|  |                        |    |                   |                       |    |                   |  |
| Basic earnings per common share                          | \$<br>0.43             | \$ | 0.25              | \$<br>1.08            | \$ | 0.64              |  |
| Diluted earnings per common share                        | \$<br>0.42             | \$ | 0.25              | \$<br>1.05            | \$ | 0.63              |  |
| Weighted average common shares outstanding:              |                        |    |                   |                       |    |                   |  |
| Basic  | 26,374                 |    | 26,039            | 26,244                |    | 25,921            |  |
| Diluted  | 27,040                 |    | 26,411            | 26,898                |    | 26,269            |  |

## **Consolidated Balance Sheets**

## (In thousands)

|  | March 31,<br>2014 | June 30,<br>2013 |
|--|-------------------|------------------|
| Assets   |                   |                  |
| Current assets:  |                   |                  |
| Cash and cash equivalents  | \$<br>59,758      | \$<br>63,750     |
| Accounts receivable, less allowances (March 31, 2014— \$126 and June 30, 2013—\$795) | 232,167           | 140,840          |
| Costs and estimated earnings in excess of billings on uncompleted contracts          | 98,278            | 73,773           |
| Deferred income taxes  | 8,898             | 5,657            |
| Inventories  | 3,143             | 2,988            |
| Income taxes receivable  |                   | 3,032            |
| Other current assets   | 5,007             | 6,234            |
| Total current assets   | <br>407,251       | 296,274          |
| Property, plant and equipment at cost:   |                   |                  |
| Land and buildings   | 31,195            | 29,649           |
| Construction equipment   | 80,247            | 69,998           |
| Transportation equipment   | 41,008            | 34,366           |
| Office equipment and software  | 21,392            | 18,426           |
| Construction in progress   | 13,939            | 9,080            |
|  | 187,781           | 161,519          |
| Accumulated depreciation   | (99,684)          | (90,218)         |
|  | 88,097            | <br>71,301       |
| Goodwill   | 66,589            | 30,836           |
| Other intangible assets  | 29,705            | 7,551            |
| Other assets   | 6,173             | 4,016            |
| Total assets   | \$<br>597,815     | \$<br>409,978    |

## **Consolidated Balance Sheets (continued)**

## (In thousands, except share data)

|  | March 31,<br>2014 | June 30,<br>2013 |
|--|-------------------|------------------|
| Liabilities and stockholders' equity   |                   |                  |
| Current liabilities:   |                   |                  |
| Accounts payable   | \$<br>121,802     | \$<br>68,961     |
| Billings on uncompleted contracts in excess of costs and estimated earnings  | 100,614           | 62,848           |
| Accrued wages and benefits   | 39,671            | 21,919           |
| Accrued insurance  | 8,595             | 7,599            |
| Income taxes payable   | 1,471             | —                |
| Other accrued expenses   | 3,641             | 3,039            |
| Total current liabilities  | 275,794           | 164,366          |
| Deferred income taxes  | 6,365             | 7,450            |
| Borrowings under senior credit facility  | 45,103            |                  |
| Total liabilities  | 327,262           | 171,816          |
| Commitments and contingencies  |                   |                  |
| Stockholders' equity:  |                   |                  |
| Common stock—\$.01 par value; 60,000,000 shares authorized; 27,888,217 shares issued as of March 31, 2014, and June 30, 2013 | 279               | 279              |
| Additional paid-in capital   | 118,164           | 118,190          |
| Retained earnings  | 169,681           | 141,427          |
| Accumulated other comprehensive income   | (1,713)           | 227              |
|  | 286,411           | 260,123          |
| Less: Treasury stock, at cost— 1,476,765 shares as of March 31, 2014, and 1,779,593 shares as of June 30, 2013               | (16,959)          | (21,961)         |
| Total Matrix Service Company stockholders' equity  | <br>269,452       | 238,162          |
| Noncontrolling interest  | 1,101             | _                |
| Total stockholders' equity   | <br>270,553       | 238,162          |
| Total liabilities and stockholders' equity   | \$<br>597,815     | \$<br>409,978    |

## **Results of Operations**

## (In thousands)

|                              |    | Three Months Ended |    |                   |                   | Nine Months Ended |    |                   |  |
|------------------------------|----|--------------------|----|-------------------|-------------------|-------------------|----|-------------------|--|
|                              | 1  | March 31,<br>2014  | ]  | March 31,<br>2013 | March 31,<br>2014 |                   | ]  | March 31,<br>2013 |  |
| Gross revenues               |    |                    |    |                   |                   |                   |    |                   |  |
| Electrical Infrastructure    | \$ | 62,144             | \$ | 41,709            | \$                | 132,201           | \$ | 125,102           |  |
| Oil Gas & Chemical           |    | 63,112             |    | 73,638            |                   | 188,025           |    | 207,370           |  |
| Storage Solutions            |    | 182,129            |    | 95,200            |                   | 471,330           |    | 298,801           |  |
| Industrial                   |    | 74,577             |    | 15,841            |                   | 128,398           |    | 27,849            |  |
| Total gross revenues         | \$ | 381,962            | \$ | 226,388           | \$                | 919,954           | \$ | 659,122           |  |
| Less: Inter-segment revenues |    |                    |    |                   |                   |                   |    |                   |  |
| Electrical Infrastructure    | \$ | _                  | \$ | _                 | \$                | _                 | \$ |                   |  |
| Oil Gas & Chemical           |    | 118                |    | 44                |                   | 425               |    | 44                |  |
| Storage Solutions            |    | 328                |    | 374               |                   | 798               |    | 2,064             |  |
| Industrial                   |    | —                  |    | —                 |                   |                   |    |                   |  |
| Total inter-segment revenues | \$ | 446                | \$ | 418               | \$                | 1,223             | \$ | 2,108             |  |
| Consolidated revenues        |    |                    |    |                   |                   |                   |    |                   |  |
| Electrical Infrastructure    | \$ | 62,144             | \$ | 41,709            | \$                | 132,201           | \$ | 125,102           |  |
| Oil Gas & Chemical           |    | 62,994             |    | 73,594            |                   | 187,600           |    | 207,326           |  |
| Storage Solutions            |    | 181,801            |    | 94,826            |                   | 470,532           |    | 296,737           |  |
| Industrial                   |    | 74,577             | _  | 15,841            |                   | 128,398           |    | 27,849            |  |
| Total consolidated revenues  | \$ | 381,516            | \$ | 225,970           | \$                | 918,731           | \$ | 657,014           |  |
| Gross profit (loss)          |    |                    |    |                   |                   |                   |    |                   |  |
| Electrical Infrastructure    | \$ | 5,971              | \$ | 4,994             | \$                | 13,155            | \$ | 16,329            |  |
| Oil Gas & Chemical           |    | 7,397              |    | 8,016             |                   | 21,614            |    | 23,928            |  |
| Storage Solutions            |    | 19,269             |    | 8,828             |                   | 51,894            |    | 26,545            |  |
| Industrial                   |    | 7,307              |    | 1,288             |                   | 12,907            |    | 901               |  |
| Total gross profit           | \$ | 39,944             | \$ | 23,126            | \$                | 99,570            | \$ | 67,703            |  |
| Operating income (loss)      |    |                    |    |                   |                   |                   |    |                   |  |
| Electrical Infrastructure    | \$ | 2,498              | \$ | 2,424             | \$                | 4,658             | \$ | 8,439             |  |
| Oil Gas & Chemical           |    | 3,252              |    | 3,285             |                   | 8,922             |    | 10,987            |  |
| Storage Solutions            |    | 10,084             |    | 2,447             |                   | 26,676            |    | 7,446             |  |
| Industrial                   |    | 2,985              |    | 275               |                   | 4,142             |    | (1,745            |  |
| Total operating income       | \$ | 18,819             | \$ | 8,431             | \$                | 44,398            | \$ | 25,127            |  |

#### Backlog

We define backlog as the total dollar amount of revenues that we expect to recognize as a result of performing work that has been awarded to us through a signed contract, notice to proceed or other type of assurance that we consider firm. The following arrangements are considered firm:

- fixed-price awards;
- minimum customer commitments on cost plus arrangements; and
- certain time and material arrangements in which the estimated value is firm or can be estimated with a reasonable amount of certainty in both timing and amounts.

For long-term maintenance contracts and other established arrangements, we include only the amounts that we expect to recognize into revenue over the next 12 months. For all other arrangements, we calculate backlog as the estimated contract amount less revenues recognized as of the reporting date.

#### Three Months Ended March 31, 2014

The following table provides a summary of changes in our backlog for the three months ended March 31, 2014:

|                                 | Electrical Oil Gas &<br>Infrastructure Chemical |    | Storage<br>Solutions |    | Industrial    |    | Total    |               |
|---------------------------------|---|----|----------------------|----|---------------|----|----------|---------------|
|                                 |   |    |                      | (  | In thousands) |    |          |               |
| Backlog as of December 31, 2013 | \$<br>212,495                                   | \$ | 142,363              | \$ | 353,480       | \$ | 174,292  | \$<br>882,630 |
| Net awards                      | 46,070  |    | 49,484               |    | 242,199       |    | 66,204   | 403,957       |
| Revenue recognized              | (62,144)  |    | (62,994)             |    | (181,801)     |    | (74,577) | (381,516)     |
| Backlog as of March 31, 2014    | \$<br>196,421                                   | \$ | 128,853              | \$ | 413,878       | \$ | 165,919  | \$<br>905,071 |

#### Nine Months Ended March 31, 2014

The following table provides a summary of changes in our backlog for the nine months ended March 31, 2014:

|                              | Electrical<br>frastructure | Chemical S    |    | Storage<br>Solutions |    | Industrial |    | Total     |
|------------------------------|----------------------------|---------------|----|----------------------|----|------------|----|-----------|
|                              |                            |               | (  | In thousands)        |    |            |    |           |
| Backlog as of June 30, 2013  | \$<br>103,520              | \$<br>120,138 | \$ | 319,718              | \$ | 83,361     | \$ | 626,737   |
| Backlog acquired             | 123,492                    | 2,825         |    | —                    |    | 115,723    |    | 242,040   |
| Net awards                   | 101,610                    | 193,490       |    | 564,692              |    | 95,233     |    | 955,025   |
| Revenue recognized           | (132,201)                  | (187,600)     |    | (470,532)            |    | (128,398)  |    | (918,731) |
| Backlog as of March 31, 2014 | \$<br>196,421              | \$<br>128,853 | \$ | 413,878              | \$ | 165,919    | \$ | 905,071   |