



**MATRIX SERVICE
COMPANY**

Fiscal 2019

Second Quarter Ended
December 31, 2018

Safe harbor

This presentation contains certain forward-looking statements concerning Matrix Service Company's operations, economic performance and management's best judgment as to what may occur in the future. The actual results for the current and future periods and other corporate developments will depend upon a number of economic, competitive and other influences, many of which are beyond the control of the Company, and any one of which, or a combination of which, could materially affect the results of the Company's operations. Such forward-looking statements are subject to a number of risks and uncertainties as identified in the Company's most recent Annual Report on Form 10-K and in subsequent filings made by the Company with the SEC. To the extent the Company utilizes non-GAAP measures, reconciliations will be provided in various press releases and on the Company's website.



Safety Moment

Board of Director's Safety Excellence Award



Tank Maintenance and Repair



CEO Safety Excellence Award

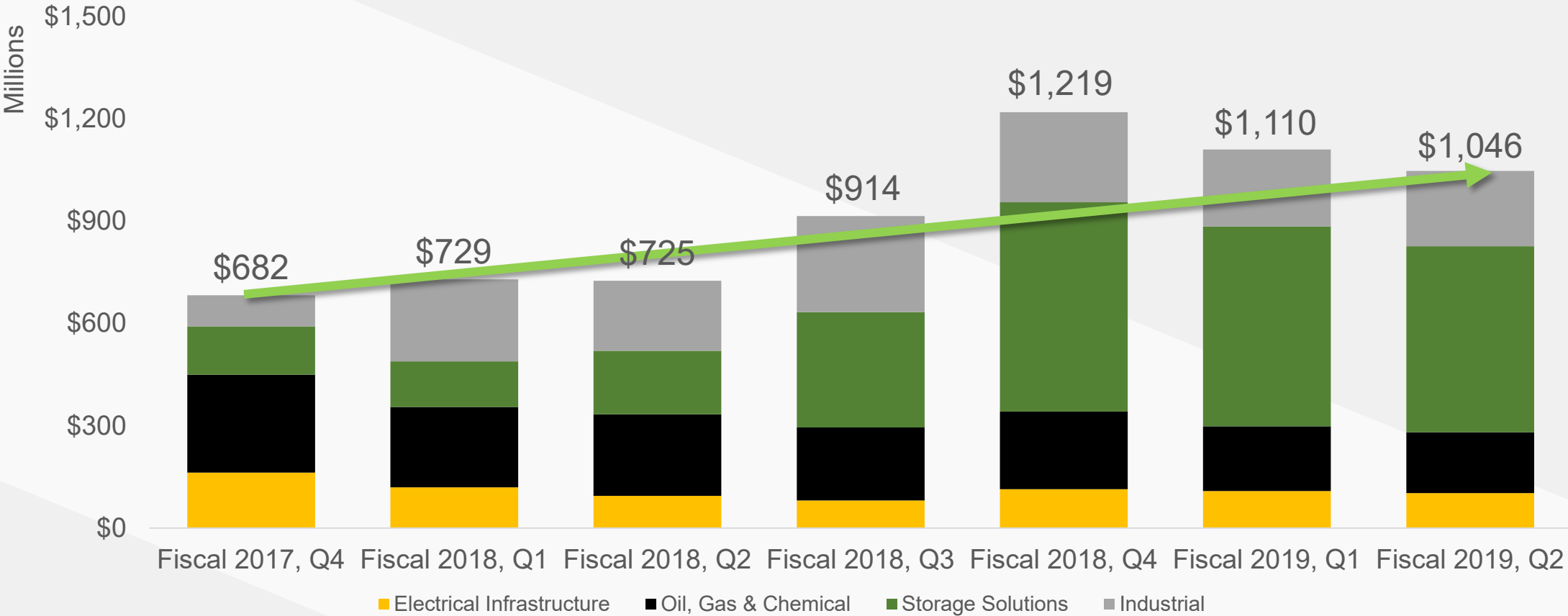


Catoosa, Oklahoma Fabrication



Welcome and introductory remarks

Fiscal 2019 | Backlog at December 31, 2018



Long-term backlog trend demonstrates strength and growth



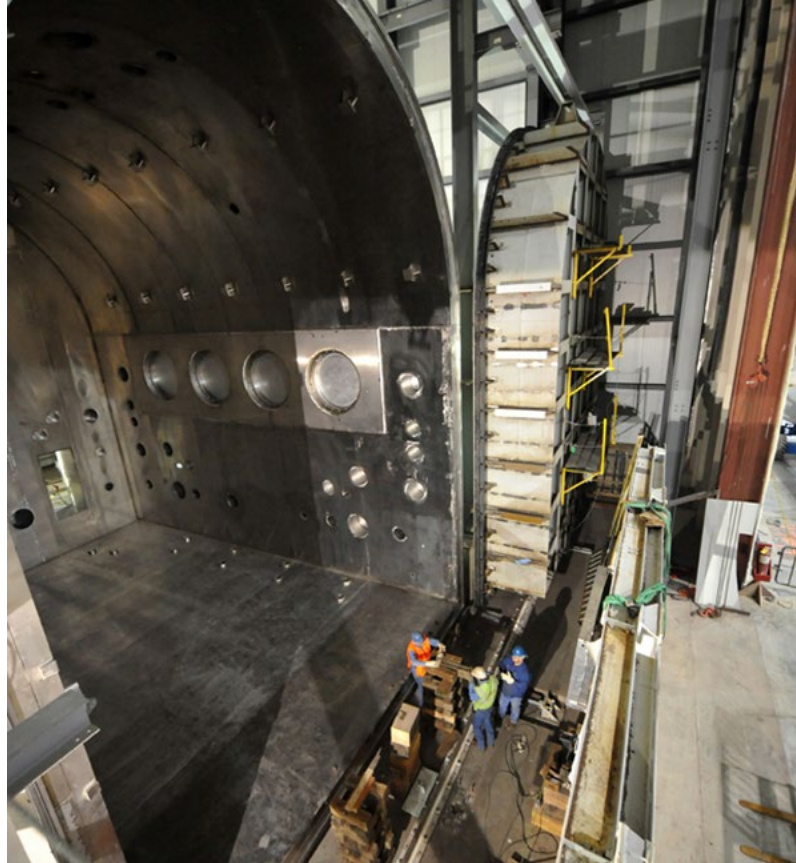
Electrical Infrastructure



Oil, Gas & Chemical

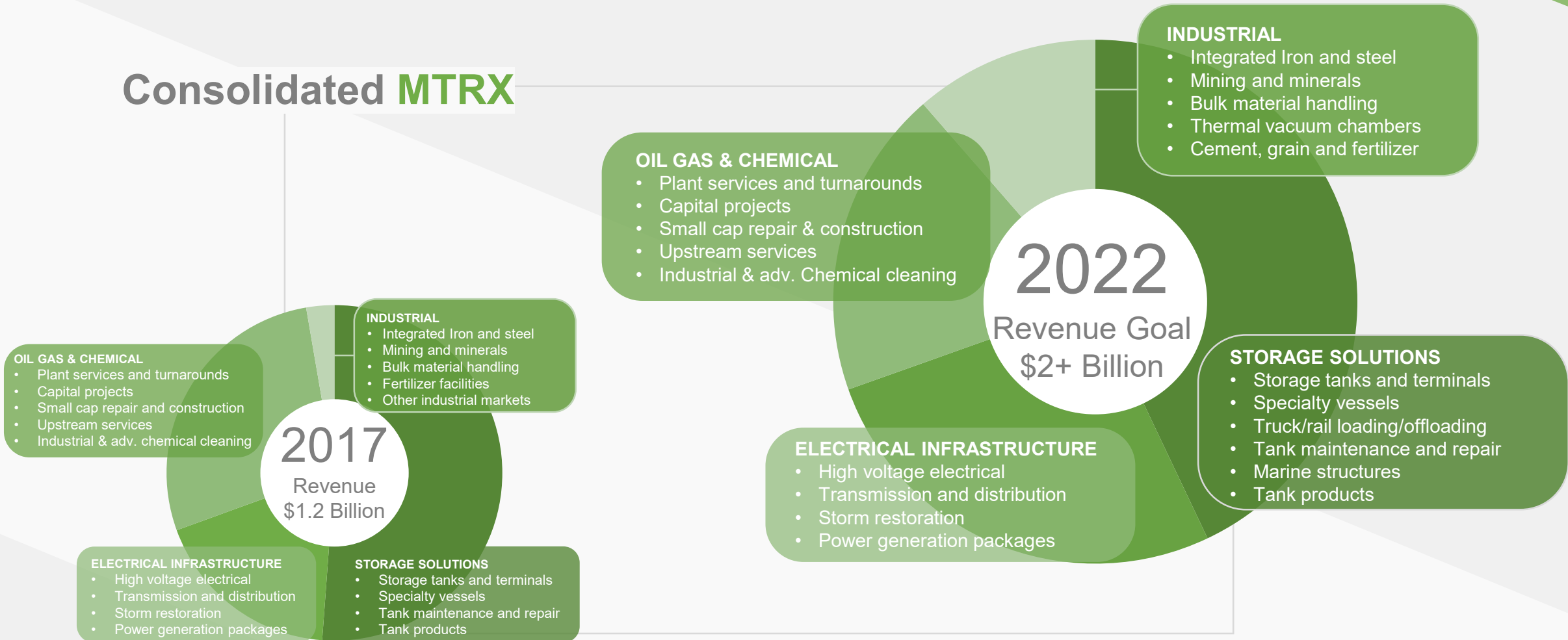


Storage Solutions



Industrial

Consolidated MTRX



Reaching this long-term goal will come through organic growth, strategic acquisitions, capital investment and a continued focus on our people

Fiscal 2019 | Second quarter results *(\$ in Millions, except EPS)*

	3Q18	4Q18	1Q19	2Q19
Revenue	\$ 246	\$ 293	\$ 319	\$341
Electrical	58	53	45	58
Oil Gas & Chemical	69	80	75	86
Storage Solutions	77	96	113	126
Industrial	42	64	86	71
Gross Profit	\$ 14.9	\$ 21.5	\$ 23.4	\$27.9
Gross Margin	6.1%	7.3%	7.4%	8.2%
SG&A	\$ 20.8	\$ 20.6	\$ 21.2	\$22.4
EPS	\$ (0.19)	\$ (0.55)	\$ 0.08	\$0.14
Adjusted EPS	N/A	\$ 0.03*	N/A	N/A

*Adjusted EPS excludes impairment charges

Segment results *(\$ in Millions)*

2Q19	Electrical Infrastructure	Oil Gas & Chemical	Storage Solutions	Industrial	TOTAL
Revenue	\$ 58	\$ 86	\$ 126	\$ 71	\$ 341
Gross Profit	3.6	9.2	11.1	4.0	27.9
Gross Margin	6.1%	10.6%	8.9%	5.7%	8.2%

2Q18	Electrical Infrastructure	Oil Gas & Chemical	Storage Solutions	Industrial	TOTAL
Revenue	\$ 65	\$ 88	\$ 71	\$ 59	\$ 283
Gross Profit	5.5	11.8	5.3	4.1	26.7
Gross Margin	8.5%	13.3%	7.5%	6.9%	9.4%

FY 2019 guidance

Revenue Guidance	Earnings Guidance
From 1.25 - \$1.35 billion To \$1.35 - \$1.425 billion	\$0.85 to \$1.15 per fully diluted share

- Current backlog and near-term opportunity pipeline supports FY 2019 guidance
 - Revenue, gross margins, and earnings per share will improve as we move through FY 2019
 - Assumes tax rate of 27% for the balance of FY 2019
- Revenue guidance increased based on revenue ramp, backlog position, and individual segment outlooks
 - Earnings per share guidance is unchanged as impact of revenue increase and strong second half gross margins were offset by lower gross margins in the first half

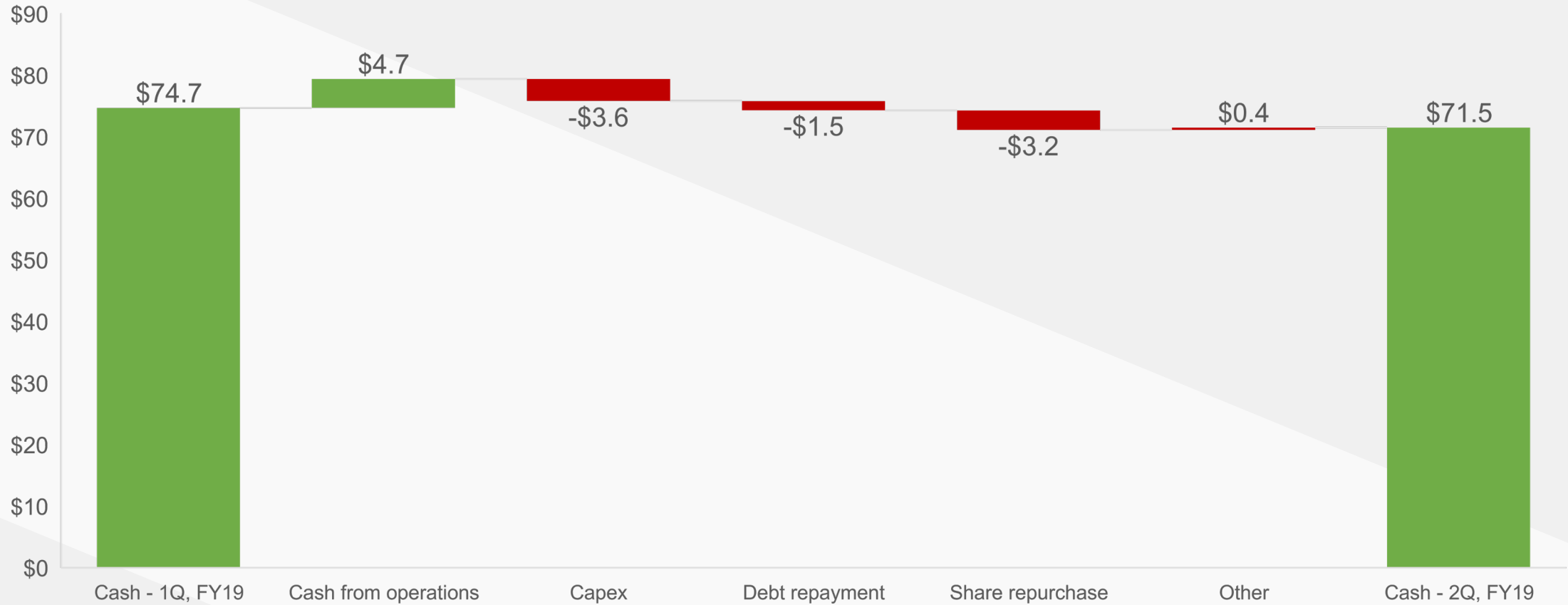
Fiscal 2019 | Second quarter results *(\$ in Millions, except EPS)*

	2QFY18	2QFY19
Revenue	\$ 283	\$ 341
Electrical	65	58
Oil Gas & Chemical	88	86
Storage Solutions	71	126
Industrial	59	71
Gross Profit	\$ 26.7	\$ 27.9
Gross Margin	9.4%	8.2%
SG&A	\$ 21.5	\$ 22.4
Effective Tax Rate	(5.8%)	27.4%
EPS	\$ 0.17	\$ 0.14

Fiscal 2019 year-to-date results *(\$ in Millions, except EPS)*

	FY18 YTD	FY 19 YTD
Revenue	\$ 553	\$ 659
Electrical	145	103
Oil Gas & Chemical	174	162
Storage Solutions	141	238
Industrial	93	156
Gross Profit	\$ 55.6	\$ 51.3
Gross Margin	10.1%	7.8%
SG&A	\$ 43.1	\$ 43.6
Effective Tax Rate	25.2%	23.7%
EPS	\$ 0.31	\$ 0.23

Cash bridge *(\$ in Millions)*



The Company purchased \$5.2 million of stock, of which \$3.2 million was paid in December and the remaining \$2 million in early January



Q & A

Fiscal 2019, second quarter takeaways



- Revenue ramp that began last year has continued in the first half of this fiscal year.

Supported by our backlog position and project opportunity pipeline, this trend will continue through the second half

- Gross margins will improve across most of our business and will approach our targeted long-term levels for the consolidated business by fiscal year-end

- We are confident we will finish fiscal 2019 with a book-to-bill of 1.0 or better and that we will achieve our guidance

- Given the strength in our end markets, our knowledge of both pending awards and our project pipeline, and the elements of our strategic plan, we are confident in our Company and market position and in our ability to meet our long-term strategic growth objectives