



**MATRIX SERVICE  
COMPANY**

# Fiscal 2019

Third Quarter Ended  
March 31, 2019

# 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

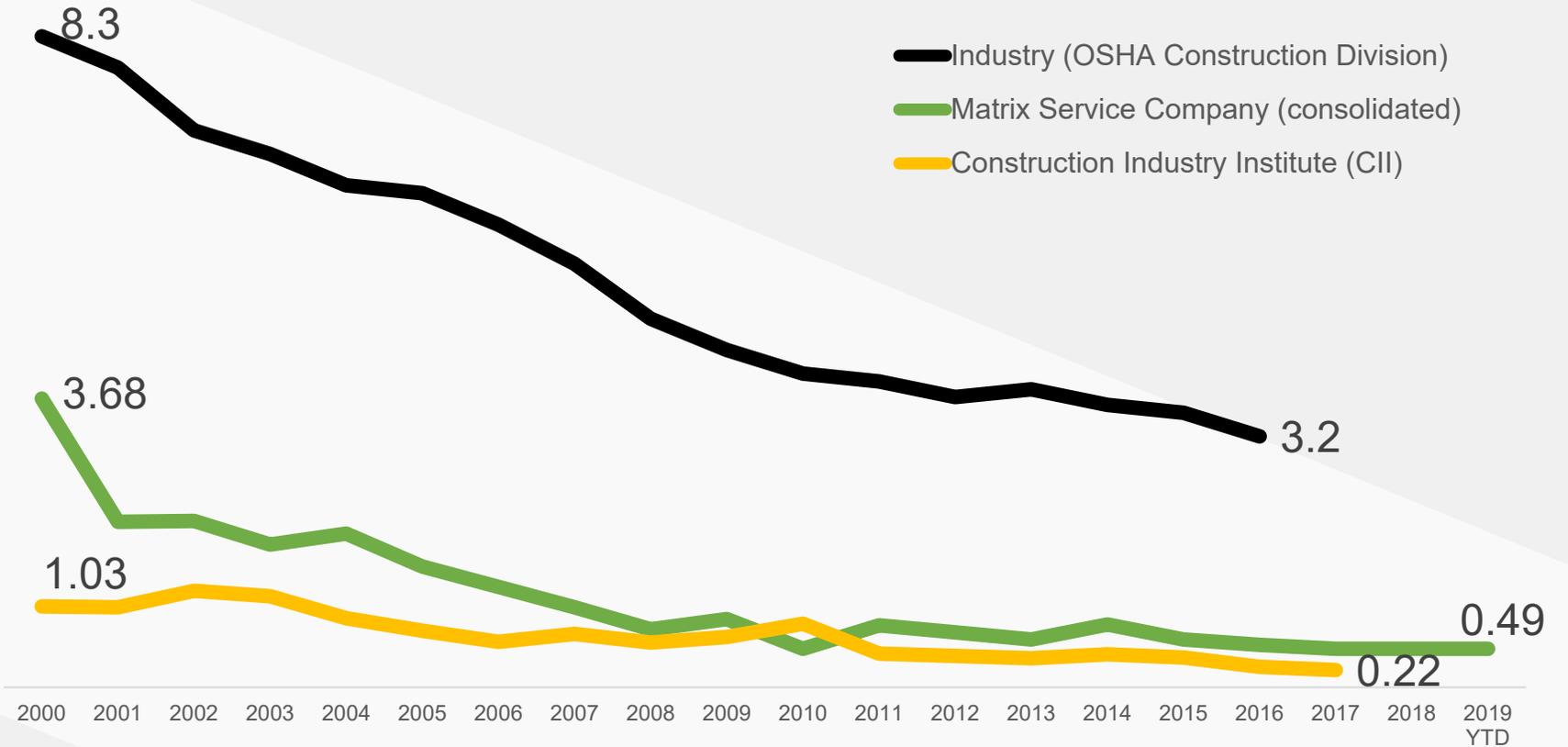
# Welcome and introductory remarks



# SAFETY

## Achieve TRIR safety of zero incidents

- Continue to:
  - Identify and implement engineered safety controls to reduce human exposure to hazards
  - Improve through Tap-Root investigations
- Implement:
  - Dropped objects training
  - Enhanced incident reporting and tracking system

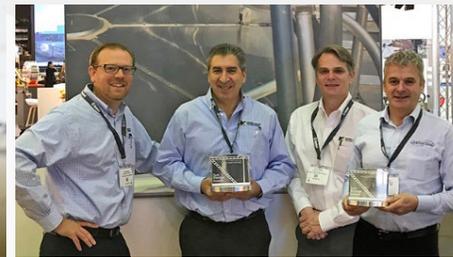
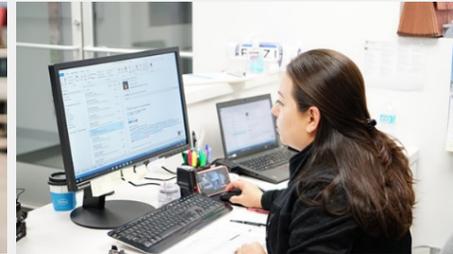




## PEOPLE AND COMMUNICATION

Known for great leadership and employees, always a Great Place to Work<sup>®</sup>

- Enhance employee recruiting and selection processes
- Partner with others to promote careers in construction
- Improve communication from the field through the executive leadership team
- Continue focus on succession planning readiness
- Develop a robust learning culture
- Create great leaders at all levels
- Always be a Great Place to Work





## Storage Solutions

- Robust need for crude oil aboveground storage terminals across North America including Mexico
- Strong market activity in spheres / specialty vessels:
  - NGLs including storage tanks for butane, LPG, propane, ethane, and ethylene and related balance of plant
  - Large LNG export infrastructure
  - Small- to mid-size LNG facilities

# MARKET OUTLOOK





## Electrical Infrastructure

- Strong domestic market dynamics create significant opportunity in power delivery services
- Demand for environmentally compliant generation and more reliable, efficient, secure, and interconnected distribution infrastructure
- Continued opportunity in power generation packages that fit our legacy expertise and risk profile

# MARKET OUTLOOK





## Oil, Gas & Chemical

# MARKET OUTLOOK

- Improved refinery spending on turnarounds, greater opportunity for capital construction projects and daily onsite maintenance services
- Extension of expertise in capital construction, specialty vessels, turnaround and plant services to the North American petrochemical and chemical markets
- Growth in natural gas demand domestically and globally with significant opportunity in midstream infrastructure

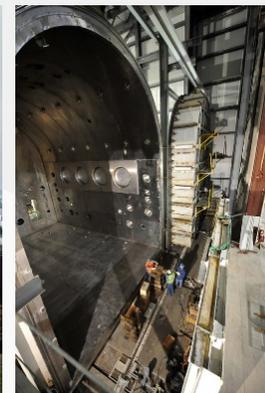




Industrial

# MARKET OUTLOOK

- Significant strength in iron and steel for foreseeable future as manufacturers upgrade and build new facilities to support growing demand dynamics
- Improving opportunities in mining and minerals
- Opportunistic opportunities in niche markets including bulk material handling, cement, grain and aerospace

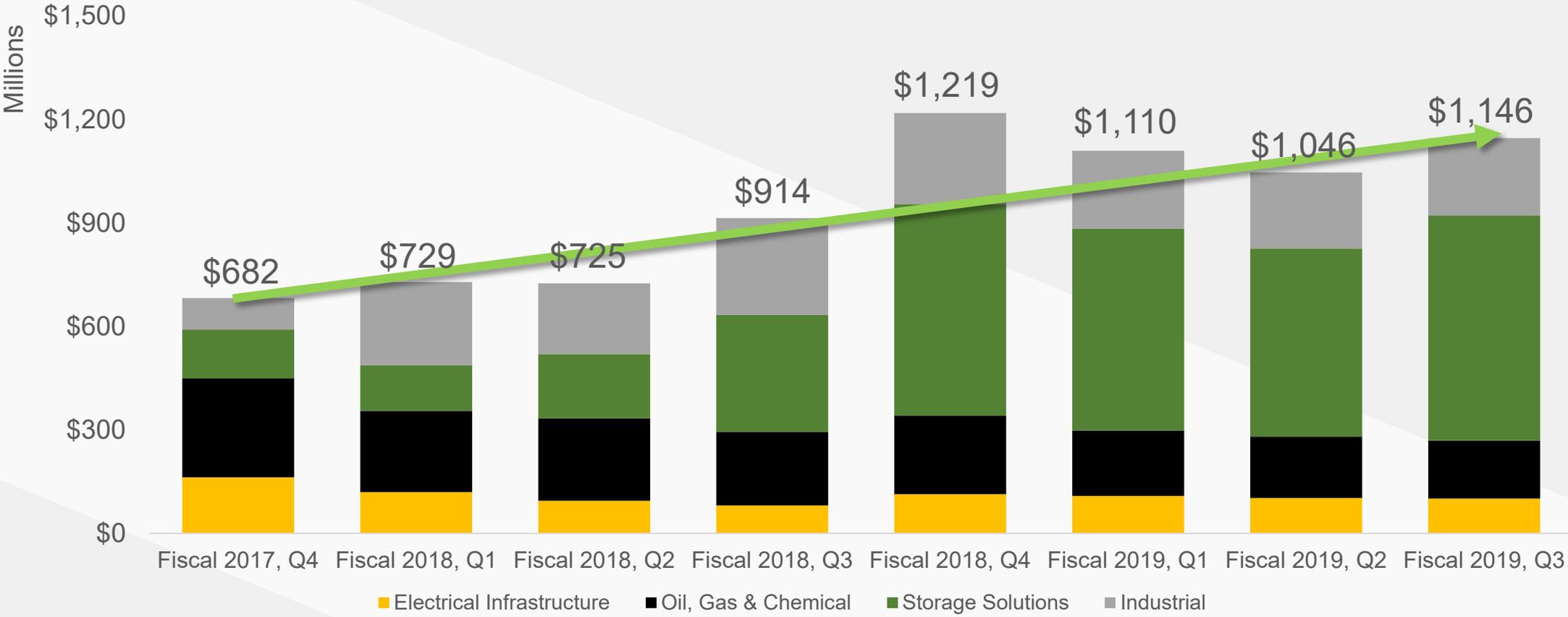


# Fiscal 2019 | Third quarter results *(\$ in Millions, except EPS)*

	3Q18	4Q18	1Q19	2Q19	3Q19
Revenue	\$ 246	\$ 293	\$ 319	\$341	\$359
Electrical	58	53	45	58	61
Oil Gas & Chemical	69	80	75	86	83
Storage Solutions	77	96	113	126	134
Industrial	42	64	86	71	81
Gross Profit	\$ 14.9	\$ 21.5	\$ 23.4	\$27.9	\$36.9
Gross Margin	6.1%	7.3%	7.4%	8.2%	10.3%
SG&A	\$ 20.8	\$ 20.6	\$ 21.2	\$22.4	\$24.1
EPS	\$ (0.19)	\$ (0.55)	\$ 0.08	\$0.14	\$0.33
Adjusted EPS	N/A	\$ 0.03*	N/A	N/A	N/A

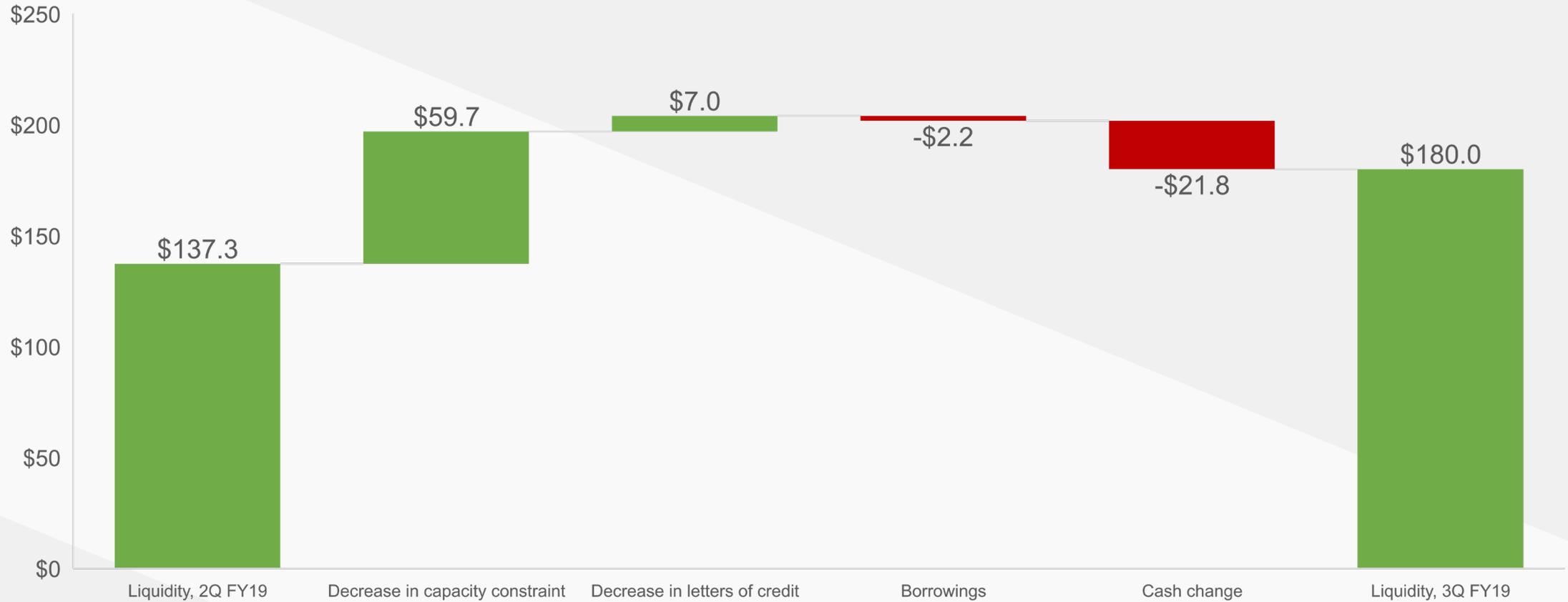
\*Adjusted EPS excludes impairment charges

# Fiscal 2019 | Backlog at March 31, 2019



Long-term backlog trend demonstrates strength and growth

# Liquidity bridge *(\$ in Millions)*



Improved operations have reduced the capacity constraint on our credit facility by nearly \$60 million

# FY 2019 updated guidance

Revenue Guidance		Earnings Guidance	
From \$1.35 to \$1.425 billion	<b>To \$1.375 to \$1.425 billion</b>	From \$0.85 to \$1.15 per fully diluted share	<b>To \$0.90 to \$1.10 per fully diluted share</b>

- Backlog supports continued strength in Q4 FY 2019
- Revenue, gross margins, and earnings per share trend in Q3 FY 2019 will continue in Q4
- Assumes tax rate of 27% for Q4 FY 2019

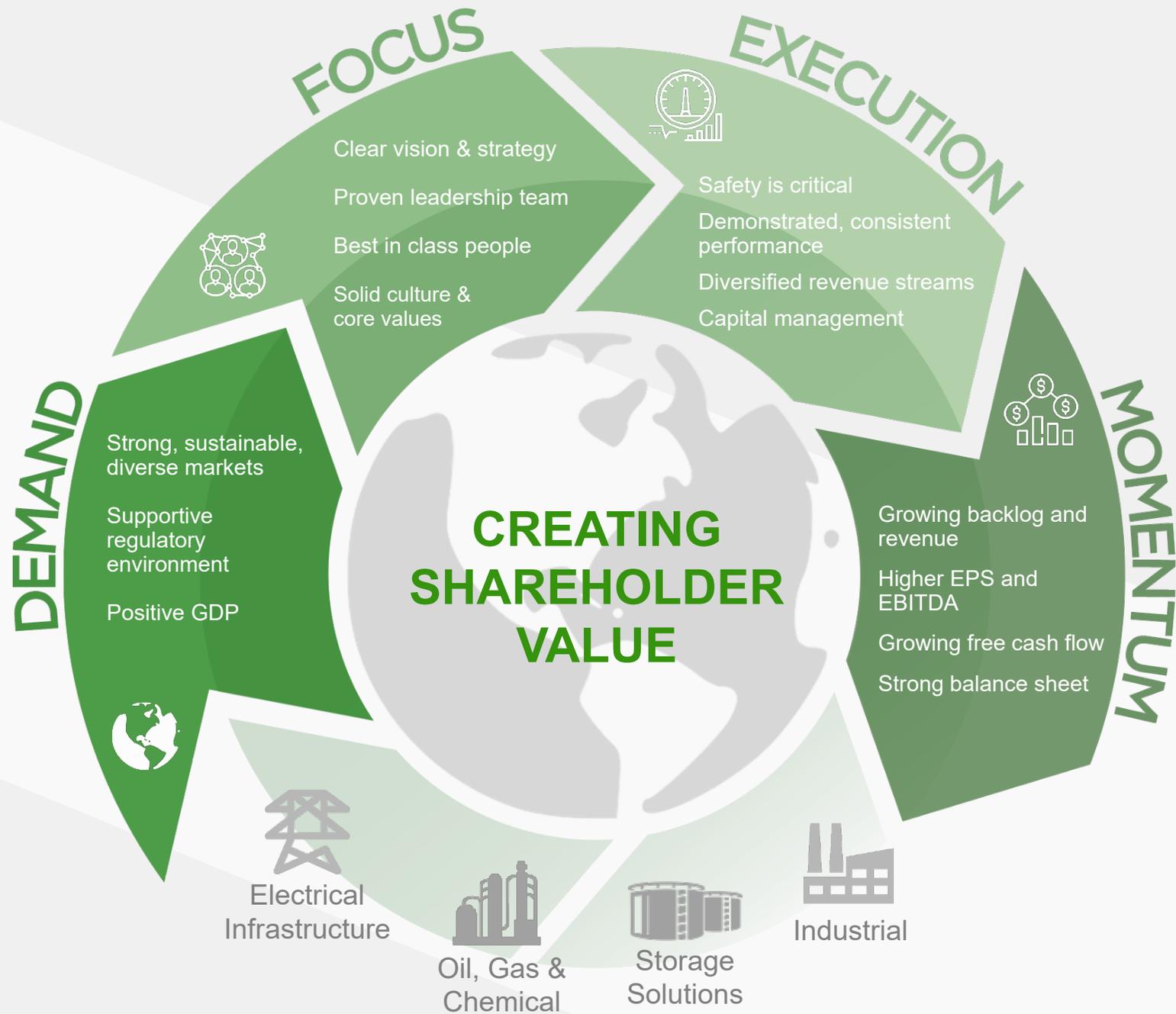
# Segment results *(\$ in Millions)*

3Q19	Electrical Infrastructure	Oil Gas & Chemical	Storage Solutions	Industrial		TOTAL
Revenue	\$ 61	\$ 83	\$ 134	\$ 81		\$359
Gross Profit	6.2	10.7	14.6	5.4		36.9
Gross Margin	10.2%	13.0%	10.8%	6.6%		10.3%
					SG&A	\$24.1
					EPS	\$0.33

3Q18	Electrical Infrastructure	Oil Gas & Chemical	Storage Solutions	Industrial		TOTAL
Revenue	\$ 58	\$ 69	\$ 77	\$ 42		\$246
Gross Profit	1.8	4.7	4.2	4.2		14.9
Gross Margin	3.0%	6.9%	5.4%	10.1%		6.1%
					SG&A	\$20.8
					EPS	\$(0.19)

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

	FY18 YTD	FY 19 YTD
Revenue	\$ 798	\$ 1,018
Electrical	203	164
Oil Gas & Chemical	242	244
Storage Solutions	218	373
Industrial	135	237
Gross Profit	\$ 70.5	\$ 88.2
Gross Margin	8.8%	8.7%
SG&A	\$ 63.9	\$ 67.7
Effective Tax Rate	38.1%	27.9%
EPS	\$ 0.12	\$ 0.55





# Q & A