



**MATRIX SERVICE
COMPANY**

FISCAL 2017 – Third Quarter Results
Investor webcast | May 10, 2017
SUPPORTING SLIDES

Various remarks that the Company may make about future expectations, plans and prospects for Matrix Service Company constitute forward-looking statements for purposes of the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those indicated by these forward-looking statements as a result of various factors, including those discussed in our 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.

Safe harbor

Safety moment

Welcome and introductory remarks

FISCAL 2017

THIRD QUARTER RESULTS

Fiscal 2017 | Third quarter results *(\$ in Millions, except EPS)*

| | 3Q17 | | 3Q16 | |
|--------------------|------|--------|------|------|
| Revenue | \$ | 251 | \$ | 309 |
| Electrical | | 82 | | 94 |
| Oil Gas & Chemical | | 69 | | 56 |
| Storage Solutions | | 74 | | 132 |
| Industrial | | 26 | | 27 |
| Gross Profit | \$ | (2.6) | \$ | 27.3 |
| Gross Margin | | (1.0)% | | 8.8% |
| SG&A | \$ | 18.6 | \$ | 21.0 |
| Net Income | \$ | (13.8) | \$ | 4.4 |
| EPS | \$ | (0.52) | \$ | 0.16 |

Segment results *(\$ in Millions)*

| 3Q17 | Electric Infrastructure | Oil Gas & Chemical | Storage Solutions | Industrial | TOTAL |
|---------------------|-------------------------|--------------------|-------------------|-------------|---------------|
| Revenue | \$ 82.0 | \$ 68.9 | \$ 74.1 | \$ 26.3 | \$ 251.3 |
| Gross Profit | (13.4) | 4.3 | 5.5 | 1.0 | (2.6) |
| Gross Margin | (16.3)% | 6.3% | 7.4% | 3.7% | (1.0)% |

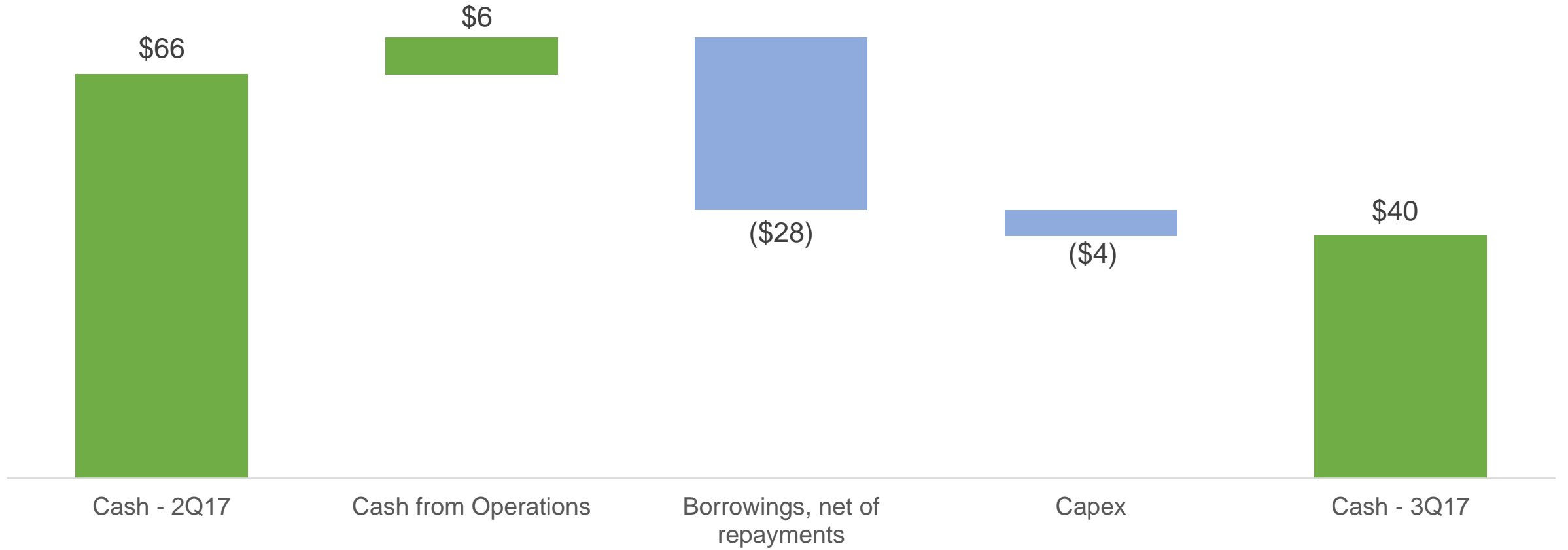
| 3Q16 | Electric Infrastructure | Oil Gas & Chemical | Storage Solutions | Industrial | TOTAL |
|---------------------|-------------------------|--------------------|-------------------|---------------|-------------|
| Revenue | \$ 94.4 | \$ 55.7 | \$ 132.6 | \$ 26.7 | \$ 309.4 |
| Gross Profit | 10.4 | 2.6 | 15.1 | (0.8) | 27.3 |
| Gross Margin | 11.0% | 4.7% | 11.4% | (3.1)% | 8.8% |

Nine month results (\$ in Millions, except EPS)

| | — First Nine Months — | | | |
|--------------------|-----------------------|------|--------|------|
| | FY 2017 | | FY2016 | |
| Revenue | \$ | 906 | \$ | 952 |
| Electrical | | 273 | | 251 |
| Oil Gas & Chemical | | 157 | | 186 |
| Storage Solutions | | 403 | | 399 |
| Industrial | | 73 | | 116 |
| Gross Profit | \$ | 58 | \$ | 92 |
| Gross Margin | | 6.4% | | 9.6% |
| SG&A | \$ | 57 | \$ | 66 |
| Net Income | \$ | 0.8 | \$ | 19.7 |
| EPS | \$ | 0.03 | \$ | 0.73 |

Fiscal 2017 | Third quarter cash bridge

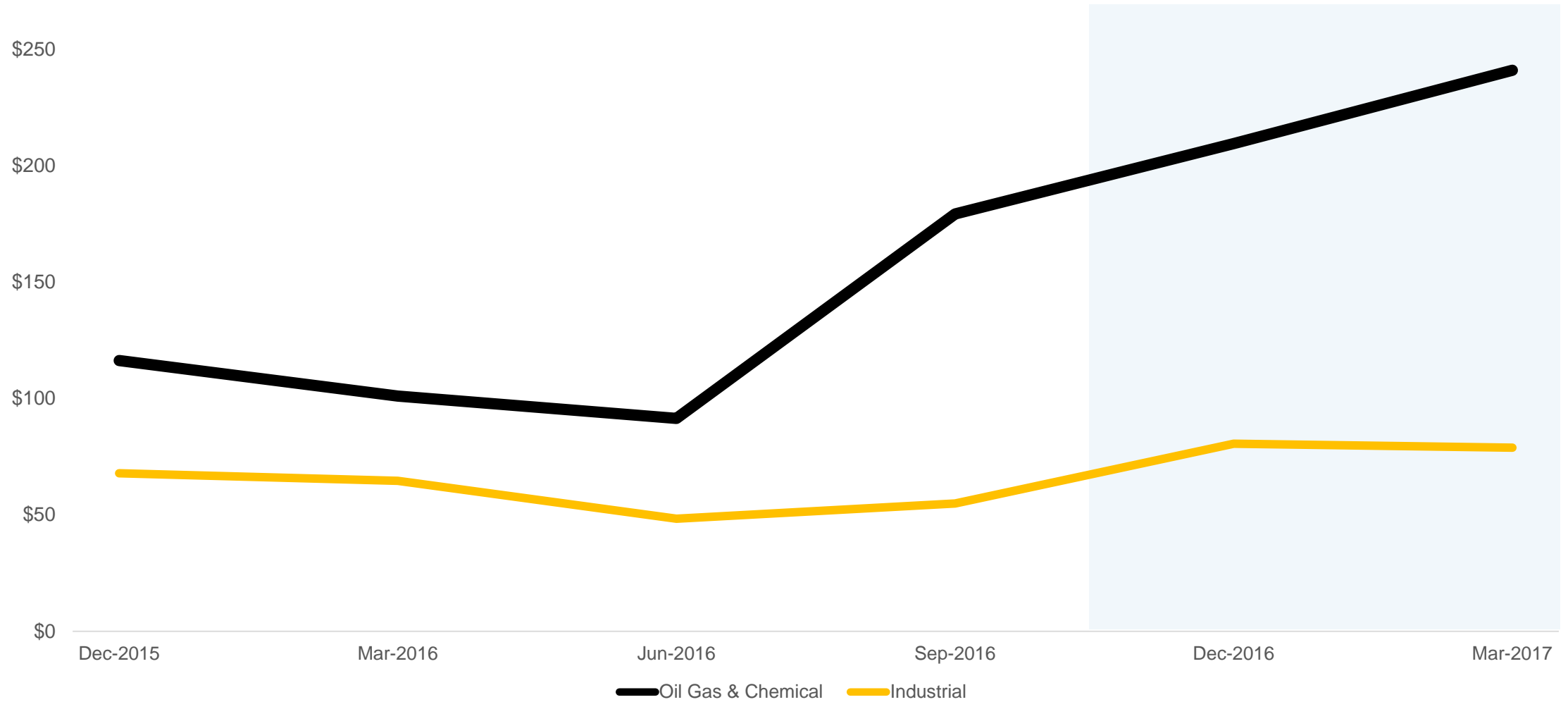
\$ in Millions



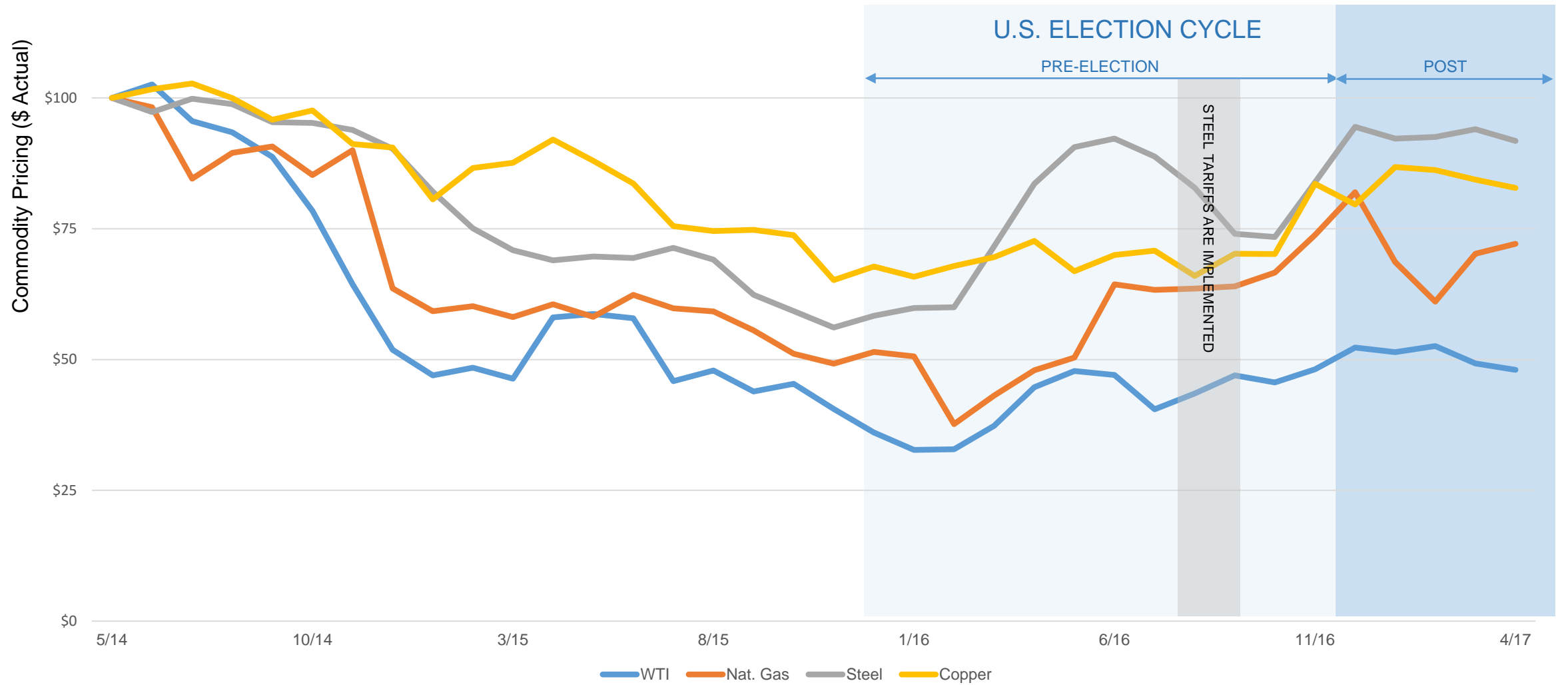
FISCAL 2017

THIRD QUARTER | MARKET OUTLOOK AND PROJECT PIPELINE

Backlog | Oil Gas & Chemical and Industrial *(\$ in Millions)*



Commodity pricing





Q&A