



**MATRIX SERVICE  
COMPANY**

# Fiscal 2018

Fourth Quarter Ended  
June 30, 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.



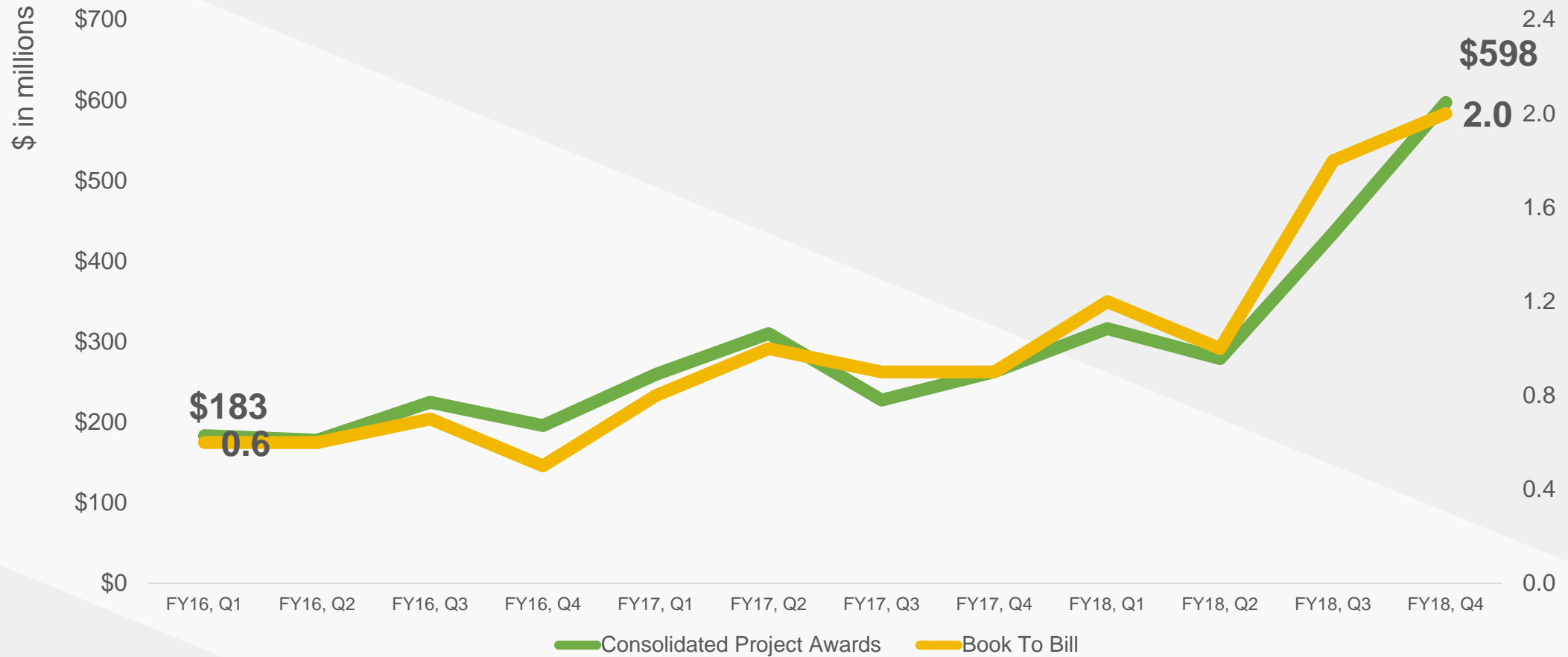




9.11.01

# Welcome and introductory remarks

# Consolidated project awards and book-to-bill



**FY 2018 project awards are \$1.63 billion, up 54% over fiscal 2017;  
Backlog is \$1.22 billion at June 30, 2018, the highest in nearly three years**

# Serving the energy, power, and industrial markets



Electrical Infrastructure



Oil, Gas & Chemical



Storage Solutions



Industrial

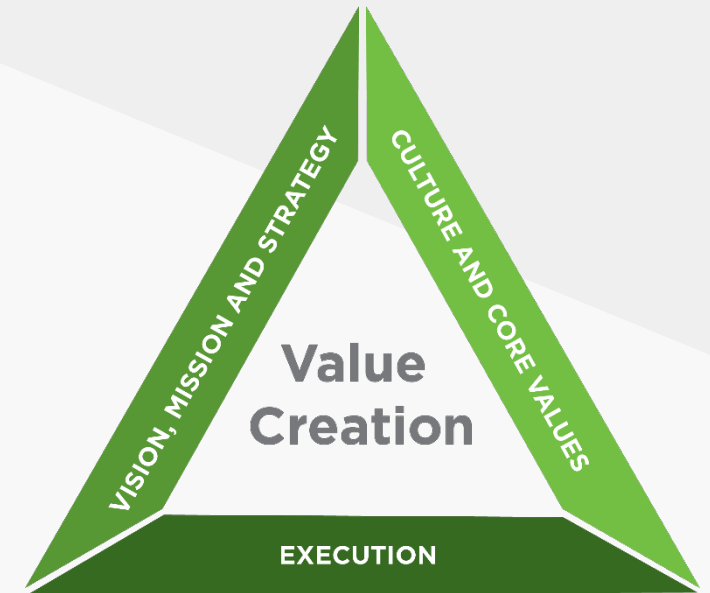
## Our Core Values

- Safety
- Integrity
- Stewardship
- Positive relationships
- Community involvement
- Delivering the best

## Our Strategic Priorities



## Exceptional Service



# Reconciliation of GAAP to Non-GAAP financial measures *(unaudited)*

*(\$ in Thousands, except EPS)*

	Fourth Quarter 2018		Full Year 2018	
	As reported	Adjusted	As reported	Adjusted
Revenues	\$293,087	\$293,087	\$1,091,553	\$1,091,553
Operating income (loss)	(17,112)	886	(10,479)	7,519
Pretax income (loss)	(17,318)	680	(12,148)	5,850
Net income (loss)	(14,682)	812	(11,480)	4,014
Earnings (loss) per share – diluted	(0.55)	0.03	(0.43)	0.15

**Adjusted amounts exclude the impact of impairment charges of \$18.0 million.**

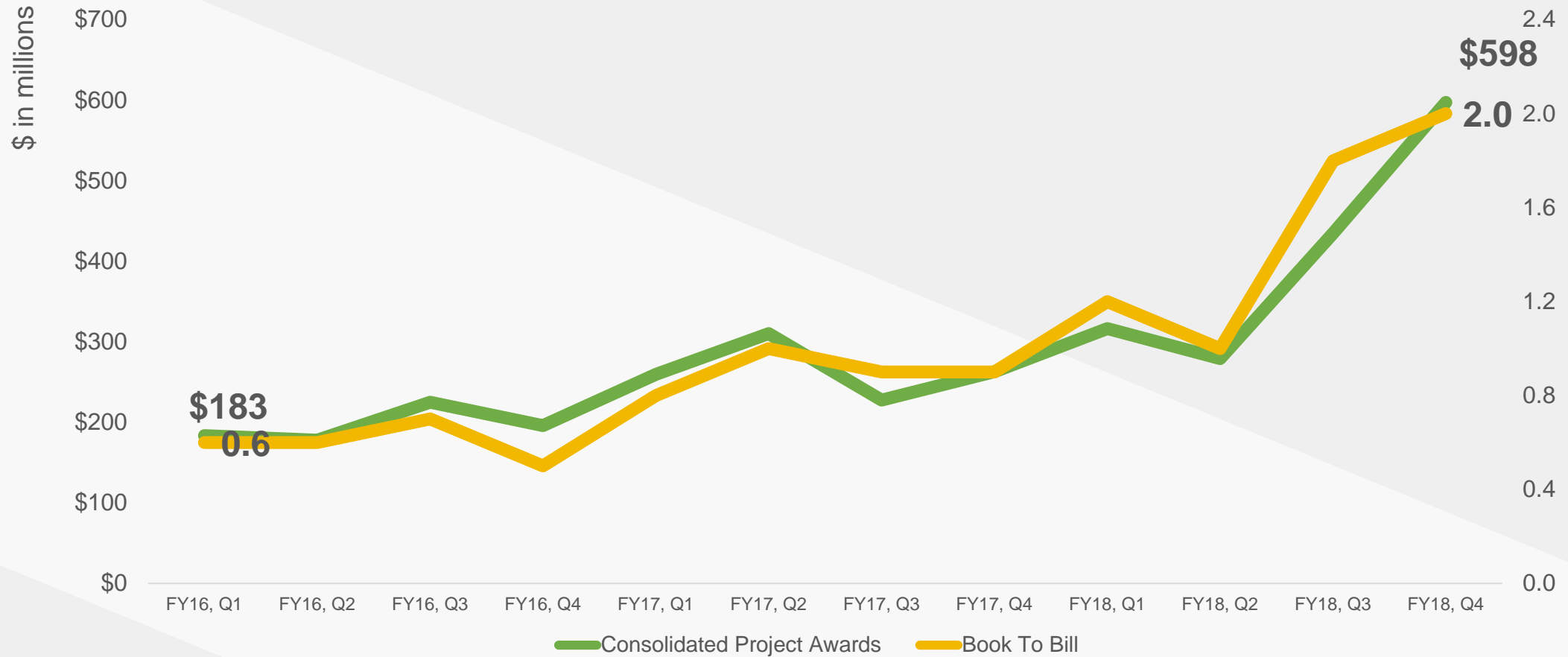


# Fiscal 2018 | Fourth quarter results *(\$ in Millions, except EPS)*

	4Q18		3Q18	
Revenue	\$	293	\$	246
Electrical		53		58
Oil Gas & Chemical		80		69
Storage Solutions		96		77
Industrial		64		42
Gross Profit	\$	21.5	\$	14.9
Gross Margin		7.3%		6.1%
SG&A	\$	20.6	\$	20.8
EPS	\$	(0.55)	\$	(0.19)
Adjusted EPS	\$	0.03	\$	(0.19)

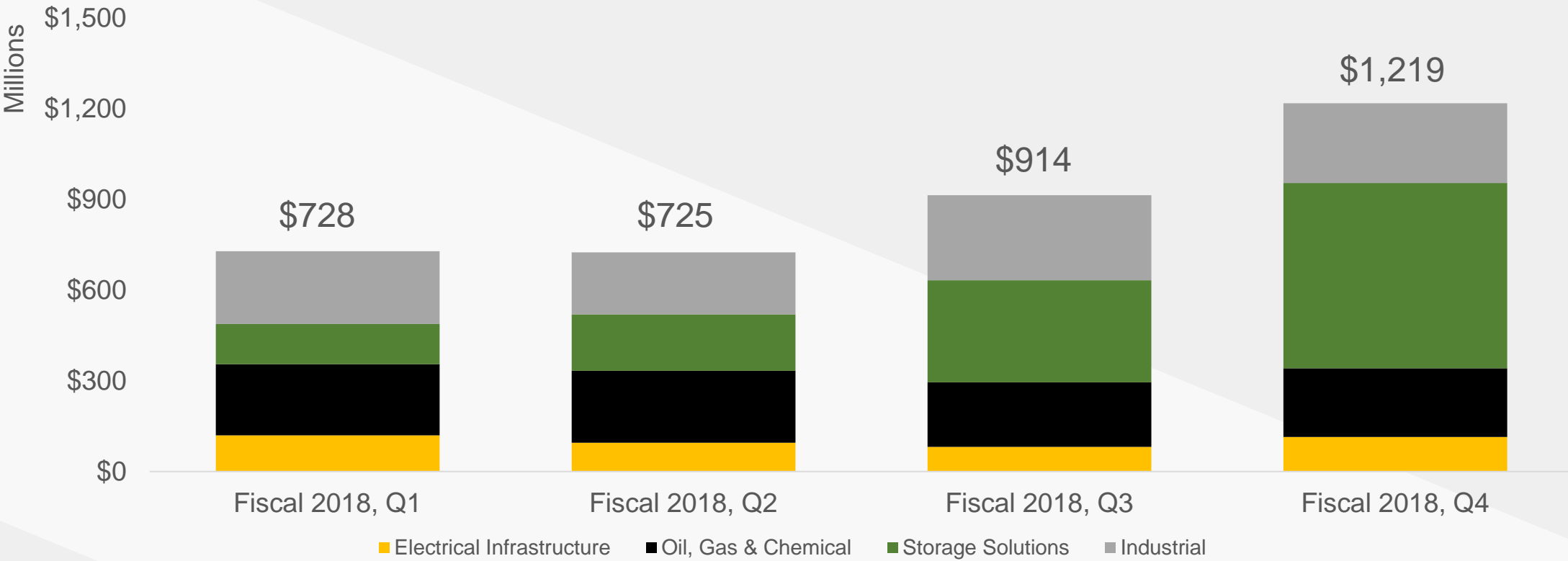


# Consolidated project awards and book-to-bill



**FY 2018 project awards are \$1.63 billion, up 54% over fiscal 2017;  
Backlog is \$1.22 billion at June 30, 2018, the highest in nearly three years**

# Fiscal 2018 | Backlog



**Backlog grew from \$682 million to over \$1.2 billion in Fiscal 2018, an increase of 79%.**

# Fiscal 2018 | Fourth quarter results *(\$ in Millions, except EPS)*

	4Q18		4Q17	
Revenue	\$	293	\$	292
Electrical		53		100
Oil Gas & Chemical		80		83
Storage Solutions		96		80
Industrial		64		29
Gross Profit	\$	21.5	\$	23.1
Gross Margin		7.3%		7.9%
SG&A	\$	20.6	\$	19.6
EPS	\$	(0.55)	\$	(0.04)
Adjusted EPS	\$	0.03	\$	(0.04)

# Segment results *(\$ in Millions)*

4Q18	Electrical Infrastructure	Oil Gas & Chemical	Storage Solutions	Industrial	TOTAL
Revenue	\$ 53	\$ 80	\$ 96	\$ 64	\$ 293
Gross Profit	2.7	5.9	8.8	4.1	21.5
<b>Gross Margin</b>	<b>5.2%</b>	<b>7.3%</b>	<b>9.1%</b>	<b>6.4%</b>	<b>7.3%</b>

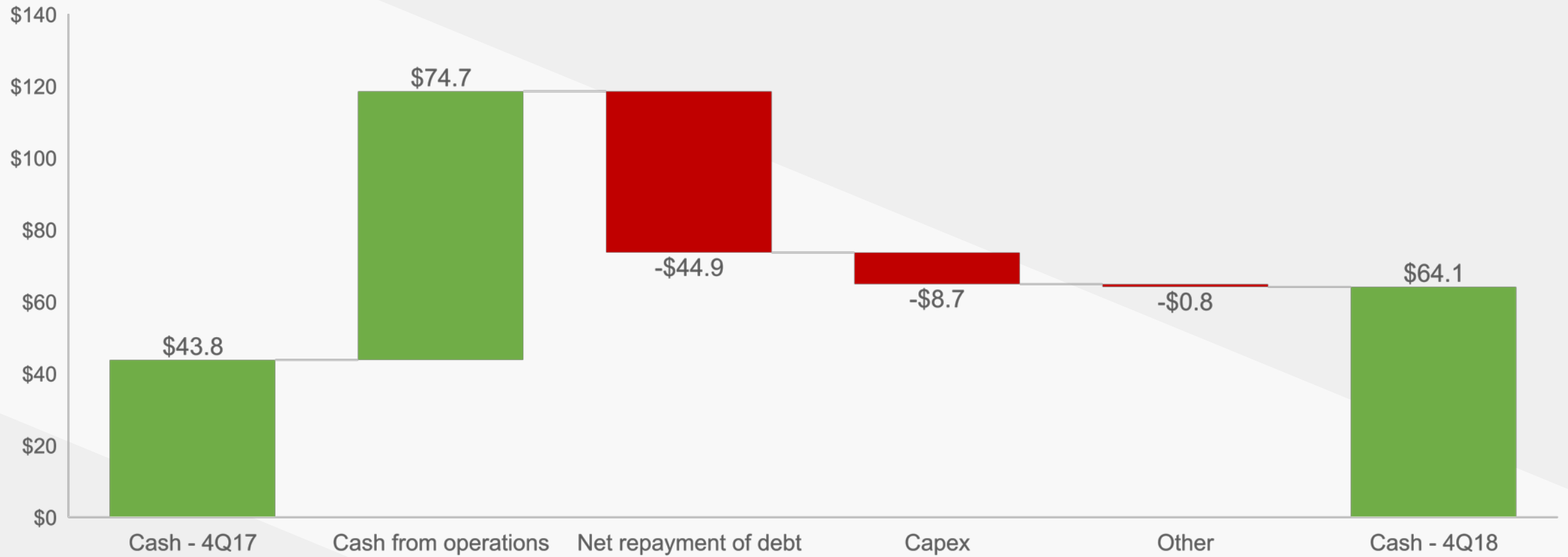
4Q17	Electrical Infrastructure	Oil Gas & Chemical	Storage Solutions	Industrial	TOTAL
Revenue	\$ 100	\$ 83	\$ 80	\$ 29	\$ 292
Gross Profit	8.0	5.9	6.7	2.5	23.1
<b>Gross Margin</b>	<b>8.0%</b>	<b>7.1%</b>	<b>8.4%</b>	<b>8.7%</b>	<b>7.9%</b>

# Fiscal 2018 | Full year results *(\$ in Millions, except EPS)*

	FY2018		FY2017	
<b>Revenue</b>	\$	1,092	\$	1,198
Electrical		256		373
Oil Gas & Chemical		323		241
Storage Solutions		315		482
Industrial		198		102
<b>Gross Profit</b>	\$	91.9	\$	81.0
<b>Gross Margin</b>		8.4%		6.8%
<b>SG&amp;A</b>	\$	84.4	\$	76.1
<b>EPS</b>	\$	(0.43)	\$	(0.01)
<b>Adjusted EPS</b>	\$	0.15	\$	(0.01)



# Cash bridge *(\$ in Millions)*



# FY 2019 guidance

## Revenue Guidance

\$1.25 to \$1.35 billion

## Earnings Guidance

\$0.85 to \$1.15 per fully diluted share

- Earnings and revenue will increase as the year progresses
  - Expect gross margin improvement in fiscal 2019
  - Continued focus on controlling SG&A and other overhead costs
  - Assumes tax rate of 27%
- Project strong year in both Storage Solutions and Industrial segments
  - Modest Oil Gas & Chemical growth on improving markets
  - Transitional year in the Electrical Infrastructure segment on improving markets and geographic expansion



# Q & A